

NEWSSTAND PRICE \$6.50

The World's In A Spice Whirl

With *Spice World* No. 2 at the box office and a bevy of American Music Awards, the **Spice Girls** are having an incredible week ... and their upcoming world tour promises to fuel the momentum. Their newest single, "Too Much," climbs 38-30 this week on **R&R's** CHR/Pop chart.



THE INDUSTRY'S NEWSPAPER

JANUARY 30, 1998

MARKETING & PROMOTION '98

Focus On Marketing & Promo

It's the first of **R&R's** semiannual Marketing & Promotion theme issues. Find out how radio is using market clusters to its promotional advantage. You'll also read about radio's top-line marketing directors and successful vendors, and you can peek at some of the industry's dazzling outdoor campaigns.

JUST SAY... "I CAN"

the verve

URBAN HYMNS

- R&R ALTERNATIVE 6 - 5
- R&R HOT AC 28 - 25
- R&R CHR/POP DEBUT 46
- R&R ACTIVE ROCK 31 - 28
- R&R ROCK 50 - 38
- R&R ADULT ALTERNATIVE 1 - 2

- BDS TOP 40 ADULT 30*-28*
- BDS MODERN ADULT 16*-13*
- BDS MODERN ROCK 4*
- BDS ACTIVE ROCK 32*-29*
- BDS ALBUM ROCK DEBUT 36*

SOUNSCAN 70*-36*
 OVER 30,000 SOLD LAST WEEK
 ALBUM CERTIFIED GOLD



THE GOLD ALBUM
FEATURING THE HIT SINGLE
'BITTER SWEET SYMPHONY'



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AOL Keyword: Virgin Records

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DAKOTA MOON

A PROMISE I MAKE



NEW THIS WEEK:

- | | | | | | |
|------|------------------|------|-------------|------|------------|
| WXKS | Boston | WLKT | Lexington | KVIL | Dallas |
| WKSS | Hartford | WNTQ | Syracuse | WWLI | Providence |
| KKMG | Colorado Springs | KDRE | Little Rock | WSHH | Pittsburgh |
| WABB | Mobile | KGOT | Anchorage | WLIF | Baltimore |
| WVKS | Toledo | KDRE | Little Rock | | |
| WZOK | Rockford | | | | |

THE PREMIERE SINGLE FROM THEIR SELF-TITLED DEBUT ALBUM

Produced by Mike More and Andrew Logan for 9 Grounds Productions, Inc.
Executive Producers: Mike More, Andrew Logan, Fred Goldring
Management: Aaron Walton for Aaron Walton Entertainment, Inc.
On Elektra compact discs and cassettes. www.elektra.com
www.dakotamoon.com

SEE DAKOTA MOON
AT THE GAVIN TOP 40
AWARDS LUNCH
SATURDAY FEB 7th



MARKETING & PROMOTION '98

R&R's most comprehensive look at radio industry Marketing & Promotion is chock-full of tips, tidbits, and tricks from every corner of the business. Here's where all the articles are:

- Marketing Special Page 21
- Sales Page 17
- CHR Page 50
- Urban Page 62
- Country Page 74
- AC Page 83
- NAC/Smooth Jazz Page 90
- Rock Page 95
- Alternative Page 102

CHUCK BLORE EXPLORED

Our special Marketing & Promotion issue is capped off by a brilliant radio programmer and strategist. Four decades ago, **Chuck Blore** started L.A.'s first Top 40 station. Today, he'd like to work the same magic with TV programming. Read all about it in this week's Publisher's Profile.

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IN THE NEWS

- Ruth Presslaff buys interactive technology from Arbitron
- Tom Tradup becomes VP/GM of USA Radio Network
- Harvey Nagler appointed VP/CBS News, Radio
- Fred Williams named VP/R&B Promo at A&M
- Page Beaver promoted to R&R Operations Mgr.

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THIS #1 WEEK

- CHR/POP**
 - SAVAGE GARDEN Truly Madly Deeply (Columbia)
- CHR/RHYTHMIC**
 - K-CI & JOJO All My Life (MCA)
- URBAN**
 - BRIAN McKNIGHT Anytime (Mercury)
- URBAN AC**
 - BOYZ II MEN A Song For Mama (Motown)
- COUNTRY**
 - TIM McGRAW Just To See You Smile (Curb)
- NAC/SMOOTH JAZZ**
 - CANDY DULFER For The Love ... (N2K Encoded Music)
- HOT AC**
 - MATCHBOX 20 3am (Lava/Atlantic)
- AC**
 - CELINE DION My Heart Will Go On (550 Music)
- ACTIVE ROCK**
 - PEARL JAM Given To Fly (Epic)
- ROCK**
 - PEARL JAM Given To Fly (Epic)
- ALTERNATIVE**
 - MARCY PLAYGROUND Sex And Candy (Capitol)
- ADULT ALTERNATIVE**
 - LOREENA McKENNITT The Mummer's ... (Quinlan Road/WB)

NEWSSTAND PRICE \$6.50



Entercom Drops Lawsuit, Buys Seven Stations From Sinclair

■ Jacor also sought the Oregon & NY outlets

Jacor Communications CEO Randy Michaels apparently took the bad news in stride. On Tuesday, Sinclair Broadcast Group announced it would sell seven radio stations to Entercom. Michaels, who has been in the acquisition mode for nearly two years, had hoped he would add them to his Covington, KY-based operation.

"We're disappointed; but, hey, we thought we had a deal, and we apparently don't have a deal," Jacor spokeswoman Pam Taylor told R&R with a chuckle. In the background, Michaels jokingly uttered "non-quotable" epithets directed at Sinclair.

Entercom agreed to pay \$126.5 million in cash for Sinclair's KKSJ-AM & FM and KKRH-FM/Portland and

WBBF-AM, WBEE-FM, WKLY-FM and WQRV-FM/Rochester, NY. The deal comes on the heels of a Cincinnati district court judge's decision earlier this month to dismiss Jacor's suit against Sinclair. The suit was filed in October and alleged that Sinclair reneged on an agreement to sell the stations to Jacor. The judge advised Jacor to combine its suit with a similar one by Entercom, also filed in October, in a district court in Philadelphia.

Entercom attorney Jack Dunlevy told R&R that the company withdrew its suit on Monday. "We did it voluntarily as a result of the agreement," he said, referring to the Portland/Rochester deal. Taylor said that Jacor won't be

SINCLAIR/See Page 8

"We're disappointed; but, hey, we thought we had a deal, and we apparently don't have a deal" — Jacor's Pam Taylor

Sigerson, Barbis To Lead Island USA

BY STEVE WONSIEWICZ
R&R MUSIC EDITOR



Sigerson Barbis

In what amounts to a coming home party for both executives, Island Records USA has tapped Davitt Sigerson as its new Chairman and John Barbis as President. Both will be based in New York, with Sigerson reporting to PolyGram Music Group President Roger Ames and Barbis reporting to Sigerson. As part of the changes, Island Exec. VP Hooman Majd has left the label; Rocket Records, previously part of A&M Associated La-

ISLAND/See Page 42

Dear Miss Radio Reality

Talking Your Way Out Of A Paycheck

Imagine, if you will, a radio world where everyone has laryngitis. Pleasant, eh? Try selling that 30-second spot to a client who keeps saying, "Huh? Huh?" And how about that weekly countdown? It would certainly take on a whole new nature. And so would you, because without your voice, you'd lose your job, your trademark, your livelihood.

Has the holiday season wreaked havoc on those velvet cords? Did you overdo it New Year's Eve while trying



Dr. Miller

to impress friends and family with your best Wolfman Jack impersonation? Did you shout your voice into oblivion during the Super Bowl? Or is it as simple as too much party-time spirits and inadvertently huffed fireplace ashes — combined with a winter cold and flu — that have created your nagging vocal problems? Well, The Wolfman Jacks are few and far between, so for those who aren't getting paid to sound like a Hell's Angel, Miss Ra-

See Page 19

A BIG Day In The Big Apple!



Betting that size counts in New York, Chancellor Media changed WNSR's call letters to WBIX and launched new Hot AC outlet BIG 105 last week! Feeling larger than life here are (l-r) BIG 105 morning man Danny Bonaduce, Chancellor Sr. VP/Reg. Op. John Madison, VP/Marketing Bev Tilden, station GM Bennett Zier, Chancellor Media's COO Jim deCastro, and VP/AC Prog. Steve Streit.

Boutique Nets Carve Niche

■ 'Independently syndicated' programs cater to increasingly diverse audiences

BY MATT SPANGLER
R&R WASHINGTON BUREAU

It's Saturday at noon, and Dave "The General" Zepfowitz — aka "Cigar Dave" — fires up a stogie and takes his place in the studio at WFLA-AM/Tampa to do his two-hour show, *Smoke This!* After a brief introduction, the phone lights up: "Long ashes, General!" says the listener.

"Back at ya!" Dave replies. "This is Tim from WJFK in Washington," the caller continues, "and I wanna know, what do you think about the Macanudo number 10?"

That's right: On the Cigar Connoisseur Radio Network, Dave talks about cigars for two hours every week. And, with 72 affiliates and counting, the show

is smoking.

The Cigar Connoisseur Radio Network. Free Speech Radio Network. The Golf Radio Network. Hispanic Radio Network. NYSE Radio Network. The Wall Street Journal Radio Network. These are not your Westwood Ones or Premiers. They are "niche networks" or "micronets" — on the one hand, a harbinger of radio's impending fragmentation; on the other, catering to increasingly diverse audiences and providing more listening choices.

Syndication consultant Gary Burns tells R&R these nets are more properly referred to as "programs that are independently syndicated." He attributed their refer-

BOUTIQUE NETS/See Page 8

Clinton Calls For Free Airtime

President Clinton raised the specter of free airtime for political candidates Tuesday night (1/27) during his State Of The Union address.

"We must address the reason for the explosion in campaign costs. I will formally request that the Federal Communications Commission act to provide free or reduced-cost television time for candidates," Clinton declared. "The airwaves are a public trust, and broadcasters also have a responsibility to help strengthen our democracy."

Although Clinton mentioned only TV time, it's been made clear that radio broadcasters will be included in the request.

The president — who in his address lamented the expense of political campaigning — expressed support for the McCain-Feingold campaign finance bill, which, among other things, restricts so-called "soft money," and calls for drastically discounted airtime to candidates.

the worldwide sensation

NATALIE IMBRUGLIA

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«TORN»

- the smash debut single from her upcoming album «Left Of The Middle»

Getting
hit
from
every
angle.

TORN is breaking records in the UK:

- Platinum album in UK
- #1 on the airplay charts
- Highest audience reach in '97 UK chart -- over 81 million people
- Sold over a million singles
- Produced & Written by former Cure member Phil Thornalley
- Mixed by Nigel Godrich (Radiohead)



buzz clip



add

**Most Added at
Modern Rock**

Including:

- KROQ/Los Angeles
- 99X/Atlanta
- Q101/Chicago
- WPLT/Detroit
- KNDD/Seattle
- KZMZ/Minneapolis
- KWOD/Sacramento
- WENZ/Cleveland
- KNRK/Portland
- KEDJ/Phoenix
- +more

**Most Added at
Top 40 Adult**

Including:

- KYSR/Los Angeles
- KHMX/Houston
- WBMX/Boston
- KLLC/San Francisco
- WPLL/Miami
- WKTU/Milwaukee
- WPNT/Milwaukee
- KZZP/Phoenix
- +more

**Most Added at
AAA**

Including:

- WBOS/Boston
- KKZN/Dallas
- WVRV/St. Louis
- CIDR/Detroit
- WXLE/Albany
- +more

Top 40 Can't wait!
Already spinning:

- WXKS/Boston
- WSTR/Atlanta
- KALC/Denver
- KZHT/Salt Lake City
- WPXY/Rochester
- WSTW/Wilmington
- KJYO/Oklahoma City
- WQZQ/Nashville
- +more

Management: A&M/Atlantic • Larry Frazig • Spark Management • LBS

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USA Network Taps Tradup As VP/GM

Tom Tradup has been promoted to VP/GM at the Dallas-based USA Radio Network.



Tradup

Along with overseeing the network's sales, marketing, programming, news, and technical operations, Tradup now will also be charged with directing long-range planning and streamlining

ongoing operations at the company's Texas headquarters.

USA President Marlin Maddoux commented, "Tom's extensive broadcast credentials in major radio markets all over America make him the ideal person to lead USA's sales, programming, and marketing efforts into the 21st century."

Tradup joined the USA Radio Network in 1996 as Director/Talk Programming. "I am thrilled to be tackling the challenges that lie ahead for the USA Radio Network," he said. "I'm going to roll out the welcome mat for new affiliates while superserving the great station lineup we already have. 1998 is going to be a great year for the network, and, as President Ronald Reagan said, 'You ain't seen nothin' yet!'"

TRADUP/See Page 11

More Than One Hero In The Room



Honoring artists who have made and continue to make a significant impact on the recording industry, the National Academy of Recording Arts & Sciences (NARAS) recently recognized some big names. Proceeds from the awards dinner will go to two \$5000 scholarships in the New York area. Celebrating the benevolent spirit afterwards are (back, l-r) N2K CEO Phil Ramone, host Frankie Crocker, honoree and presenter Ahmet Ertegun, Time Warner CEO/Chairman Gerald Levin, presenter Bob Ludwig, a mystery guest, honorees Lou Reed and Carly Simon, presenter Jimmy Webb, honoree Arif Mardin, NY Chapter President Karen Sherry; (front, l-r) NY NARAS Exec. Dir. Jon Marcus and President Mike Greene.

Arbitron To Sell M-Tech Interactive Telephone Businesses To Presslaff

Arbitron has sold its interactive telephone businesses housed under its media marketing technologies division (M-Tech) to the division's former president, Ruth Presslaff. As a result, Presslaff has formed a Torrance, CA-based independent company, Presslaff Interactive Revenue, which will market the four businesses: the Interactive



Presslaff

Recruitment Service; an interactive voice-response system for radio and

television clients, respectively; and custom call reports for both radio and television stations.

Arbitron will retain the MapMaker and M-Tech's radio programming service elements and integrate those tools into the company's radio services division. M-Tech VP/Product Development Gary Marince will now report to Arbitron VP/

Marketing, Radio Station Services
PRESSLAFF/See Page 12

JANUARY 30, 1998 NEWS & FEATURES

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FORMATS & CHARTS

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Nagler Named VP For CBS News, Radio

Harvey Nagler has been named VP of CBS News, Radio. Nagler — who had served as GM/CBS News, Radio since April '97 — will now be responsible for CBS News' radio operation, including news gathering and programming, as well as its relationship with affiliated stations around the country. He succeeds Scott Herman, who recently became VP/GM of WINS-AM & WNEW-FM/New York.



Nagler

President/CBS News Andrew Heyward told R&R, "In the last year, Harvey and Scott have turned CBS News Radio around, and the industry has acknowledged that. Thanks to their vision and leadership, we have moved dramatically closer to our ultimate goal: to offer a news service that is second-to-none to our listeners and affiliated stations. It is extremely fortunate for

NAGLER/See Page 12

Williams Ascends To A&M VP/R&B Promo

A&M Records has elevated Fred Williams to VP/R&B Promotion. Based in New York, he reports to Los Angeles-based Sr. VP/Promotion Dave Rosas.

"This is one of my proudest moments," Rosas stated. "I couldn't have a better friend or better tag-team partner than Fred. He has so much passion for the music and artists, and he's a tremendous leader and teacher."

Williams noted, "I'm excited to be working for A&M, because it's all



Williams

about the artists and music. The people here are committed to developing and breaking new artists and building careers. There's a lot of passion throughout the company."

Williams joined A&M last September as Sr. National Director/R&B Promotion. Prior to that he was Sr. National Director/Urban Promotion at EMI Records. He began his promotion career at EMI as Regional Promotion Manager. He also worked for CEMA Distribution.

Beaver Becomes R&R Operations Manager

Page Beaver has been promoted to Operations Manager at R&R. In his new position, Beaver will continue to oversee the company's customer service, circulation, and distribution efforts while taking on additional responsibilities in the areas of production and as liaison with the company's printers and other outside vendors.

"When you look up the definition of 'team player,' Page's name appears!" R&R Publisher Erica Farber remarked. "He's a hands-on manager who continues to demonstrate his organizational skills and has proven himself to be an extremely valuable asset to our company."

An 18-year publishing veteran.

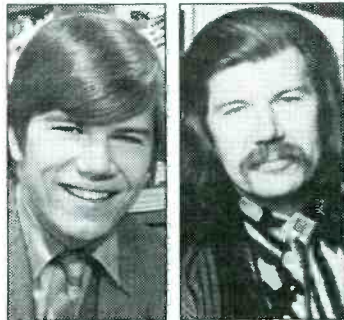
BEAVER/See Page 11



Beaver



During the 1970s, R&R would frequently publish photos of industry people from pre-R&R days, as we did on January 26, 1979, with Pat St. John's CKLW/Detroit publicity shot (left) from 10 years earlier. After his time at The "Big 80," St. John spent many years at WPLJ/New York before crossing the street to the afternoon position at WNEW-FM, where he remains to this day — and is pictured appropriately on the right.



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AP Repackages Its Radio News Services

□ **Variety, customer service hallmarks of reformulation plan**

By **JEFFREY YORKE**
R&R WASHINGTON BUREAU CHIEF

Hoping it can be "more customer friendly and more market driven" as the company enters the 21st century, Associated Press Broadcast Services has unveiled a new line of news packaging that the service hopes will appeal to programmers of both music-oriented and news-intensive radio formats, and to stations anywhere in between, AP Radio Division GM Corinne Baldassano said.

After a yearlong, intensive research campaign designed to appease longtime customers and attract a new generation of broadcasters, AP is offering its members their choice of an assort-

ment of news and entertainment news packages, all of which feature some sort of around-the-clock updating.

The keystone of the new offering is the organization's NewsPower+,

which is available in three categories: Mornings (news, entertainment, sports business, morning prep service), 4-10am local time; Drive Times — which adds an afternoon prep service between 3-7pm local time; and a 24-hour service that includes real-time sports scores. The first two packages include 24-hour

AP/See Page 8

ATS Buys DC-Based Tower Group

American Radio Systems' wholly owned subsidiary American Tower Systems (ATS) last week pushed its total collection of towers to nearly 1800 with the \$30.5 million purchase of Washington International Teleport (WIT).

The DC-based WIT is a local provider of video transport operations, transmitting and receiving voice, video, and data by satellite and terrestri-

al networks. It is being sold by Mid-continent Media.

ATS COO Alan Box said, "We are pleased to announce this acquisition

of another leading teleport company. The addition of WIT combined with our acquisition of Micronet last year continues to build our presence in the video transport business, which is very profitable and synergistic with our investment in towers."

ATS, which was created early last year, has intensified its acquisition campaign recently. The tower company will soon be split from ARS, because the radio stations are being sold for \$2.6 billion to CBS Corp. Settlement of that deal is expected later this year.

EARNINGS

Disney Sees 10% Broadcasting Revenue Increase; Ceridian Gains In "Unusual" Q4

The **Walt Disney Co.** announced Tuesday that its first quarter revenues totaled \$6.34 billion, an increase of 6% from the same period last year, when revenues totaled \$5.98 billion. Operating income rose to \$1.5 billion, while broadcasting revenues increased 10% to \$2.1 billion. Radio accounted for less than 5% of that total. Broadcast operating income rose 8% to \$505 million, compared to \$469 million for the fourth quarter of 1996. The company's radio and television-based broadcasting segment benefited in part from a "stronger demand for advertising." The company also reported "strong" cable performance, thanks to higher advertising reve-

nues at ESPN, a "strong" advertising market, and affiliate rate increases at the Disney Channel. Diluted and basic earnings per Disney share increased 18% to \$1.10 and \$1.12, respectively. The company's stock has risen 27% since October 27, and climbed 5.375 to 102.750 in trading Tuesday. Disney is on the October 1 to September 30 fiscal calendar.

Ceridian Corp., parent company of radio ratings service Arbitron Co., reported net earnings of \$473.8 million for the fourth quarter of 1997, compared to \$49.3 million in the fourth quarter of '96. Ceridian

EARNINGS/See Page 8

For the Record:

The article "Veronis, Suhler Snaps Up Stations Under a Variety of Names" (R&R 1/16) was incorrect in naming Pilot Communications LLC as a wholly owned subsidiary of Broadcasting Partners Holdings LP, the broadcast operating arm of Veronis Suhler & Associates. VS&A has an ownership interest in Pilot Communications, but Pilot is operated locally. VS&A is an investor in Pilot Communications LLC, Mercury Radio Communications LLC, Spring Broadcasting LLC, Gleiser Communications LP, and Sound Broadcasting LLC.

Bloomberg

BUSINESS BRIEFS

CBC Deal To Sell Stations Falls Through

Children's Broadcasting Corp. announced late Tuesday evening that the sale of its O&O stations to **Global Broadcasting** "has not closed ... within the time provided under the purchase agreement." As a result, CBC has hired broker Peter Handy to look for another buyer, or at least an LMA candidate. CBC's Christopher Dahl said he also expects to continue talks with Global in pursuit of a deal.

L.A. Radio '97 Revenues Total \$575.5 Million

The roughly 80-station Los Angeles radio market saw a 7.4% increase in consolidated revenues in 1997 over the previous year, the Southern California Broadcasters Association said last week. It was also the fifth consecutive year that L.A. stations have broken all-time records. Revenues rose 20.7% nationally and 3% locally. Of 26 reporting stations, total revenues amounted to almost \$529 million. The group said another 22 non-reporting stations grossed an additional combined total of \$46.6 million, pushing the estimated total to \$575.5 million for the market.

L-Band Won't Work For DAB Standard

Larry Olson, deputy chief of the FCC's Planning and Negotiations Division, which is in charge of choosing a domestic DAB standard, said last week that the U.S. cannot adopt the Eureka-147 system since L-band spectrum (1435-1530 MHz) is used by the military and the commercial airline industry for aeronautical telemetry. "The U.S. is looking at other options," Olson told R&R. "And the one publicized option is in-band," referring to USA Digital Radio's in-band, on-channel (IBOC) system that utilizes spectrum already employed by terrestrial broadcasters.

FCC Grants NY Stations Emergency Petition

On Monday, the FCC granted the New York State Broadcasters Association's petition to extend the deadline for filing of license renewal applications for the counties of Clinton, Essex, Franklin, Jefferson, Lewis, and St. Lawrence. The area was recently hit with a severe ice storm that prevented many stations from assembling their applications. They now have until March 2 to file.

KANDU May File Injunction

The Rev. Devin Miller, President of the minority-owned communications firm, told R&R that if the FCC turns down its petition to deny Jacor's purchase of Nationwide, KANDU may file for a court-imposed injunction to

Continued on Page 42

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 | | | | |
|-----------------|--------------|---------|---------|---------|--------|
| | 4/1/97 | 1/16/98 | 1/23/98 | 4/1 | 1/23 |
| Radio Index | 100.37 | 195.31 | 194.05 | +93.33% | -0.65% |
| Dow Industrials | 6611.05 | 7753.55 | 7700.74 | +16.48% | -0.68% |
| S&P 500 | 759.64 | 961.51 | 957.59 | +26.06% | -0.41% |



NOW ON
500⁺
Radio Stations

Crook & Chase
COUNTRY COUNTDOWN



JONES RADIO NETWORK™

Get Country Radio's Hottest Duo!

Call Michael Henderson, Director of Affiliate Sales 303-784-8700

"Isn't it funny how everyone at this auditorium test seems to know each other?"

Not really. Whether you catch wind of it or not, in most auditorium tests, many people know each other. Why is that? Two reasons. First, many people—especially women—are unwilling to come out in the dark of night to some hotel without the company of someone they know. So they agree to participate if a friend can also come. The recruiting company asks them for the names of a few friends, then they call and try to recruit at least one of them. The local recruiter's common term for this (and, trust us, it is common) is "referrals." Auditorium tests are often loaded with friends because it's the only way to get people to come to them. Referrals, of course, kill the basic research precept of randomness. And you have to wonder if recruiters don't occasionally cut corners or "coach" respondents in trying to get a friend to come...after all, they either get two people to come (if the friend can be made to pass the screener) or no one.

Second, people come to a hotel only from about a 5 to 10 mile radius, not randomly from all over the metro.

It's more of a neighborhood test than a market test.

INTERACTIVE testing uses no "referrals"...zero. Everyone is recruited completely at random. And, since there is no hotel that people have to drive to, the recruiting takes place over the entire metro or, as many of our clients prefer, into your station's hot zips across the entire metro.

What's So Good About INTERACTIVE Music Tests?

NO "REFERRALS." NO "FRIENDS." JUST TOTALLY RANDOM RECRUITING OVER THE FULL METRO.

Music Technologies LLC

First in Fully-Digital

INTERACTIVE

Music Library Testing

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To answer all your questions about Interactive music testing and Music Technologies' advanced testing system, call us for a **free** copy of the 32 page booklet "What's So Bad About Auditorium Testing / What's So Good About INTERACTIVE Testing?"

DEAL OF THE WEEK

• **Entercom acquisitions**
\$126.5 million

- **KKSN-AM & FM & KKRH-FM/Portland, OR**
- **WBBF-AM, WBEE-FM, WKLX-FM & WQRV-FM/Rochester, NY**

1998 DEALS TO DATE

Dollars To Date: **\$276,132,746**
 (Last Year: \$502,473,388)

Dollars This Week: **\$138,842,500**
 (Last Year: \$28,626,514)

Stations Traded This Year: **106**
 (Last Year: 154)

Stations Traded This Week: **22**
 (Last Year: 21)

TRANSACTIONS AT A GLANCE

- **WACQ-AM & FM/Tallassee, AL** \$300,000
- **KIXW-AM & KZXY-FM/Apple Valley & KIXA-FM/Lucerne Valley, CA** \$8 million
- **WAQC-FM/Brunswick, GA** \$100,000
- **WWWE-AM/Carrollton, GA** \$475,000
- **WQBH-AM/Detroit** No cash consideration
- **WNIL-AM & WAOR-FM/Niles, MI (South Bend, IN)** \$2 million
- **WEWM-FM/Pentwater, MI** \$250,000
- **WGGI-FM/Benton (Wilkes Barre-Scranton), PA** \$850,000
- **WDMF-AM/Knoxville** \$92,500
- **WMPS-AM/Millington (Memphis), TN** \$275,000
- **KLVH (FM CP)/Leavenworth, WA** Price not defined

TRANSACTIONS

Entercom Sinks \$\$\$ Into Sinclair Seven

□ For \$126.5 million, group enters Rochester, expands Portland cluster

Deal Of The Week

Entercom acquisitions

PRICE: \$126.5 million

TERMS: Asset sale for cash

BUYER: Entercom, headed by President Joseph Field. It owns KFX-AM, KGON-FM & KNRK-FM/Portland, OR. It now owns or operates 38 stations. Phone: (610) 660-5610

SELLER: Sinclair Broadcast Group, headed by President David Smith. Phone: (410) 662-4700

KKSN-AM & FM & KKRH-FM/Portland, OR

FREQUENCY: 910 kHz; 97.1 MHz; 105.1 MHz

POWER: 5kw; 100kw at 1268 feet; 100kw at 1840 feet

FORMAT: Oldies; Oldies; Classic Hits

WBBF-AM, WBEE-FM, WKLX-FM & WQRV-FM/Rochester, NY

FREQUENCY: 950 kHz; 92.5 MHz; 98.9 MHz; 93.3 MHz

POWER: 1kw; 50kw at 500 feet; 37kw at 564 feet; 4kw at 390 feet

FORMAT: Nostalgia; Country; Oldies; Classic Rock

Alabama

WACQ-AM & FM/Tallassee

PRICE: \$300,000

TERMS: Asset sale for cash and stock

BUYER: Hughey Communica-

tions Inc., headed by President Fred Randall Hughey. Phone: (334) 283-6888

SELLER: Tiger Communications Inc., headed by President Thomas Hayley. Phone: (334) 283-6888

California

KIXW-AM & KZXY-FM/Apple Valley & KIXA-FM/Lucerne Valley

PRICE: \$8 million

TERMS: Asset sale for cash and stock

BUYER: Regent Licensee of Victorville Inc., a wholly owned subsidiary of Regent Communications Inc., headed by President Terry Jacobs

SELLER: Ruby Broadcasting Inc./Topaz Broadcasting Inc., headed by President Tom Gammon. Phone: (619) 951-0606

FREQUENCY: 960 kHz; 102.3 MHz; 106.5 MHz

POWER: 5kw day/29 watts night; 6kw at 328 feet; 150 watts at 1089 feet

FORMAT: Country; AC; Country

BROKER: Star Media Group

Georgia

WAQC-FM/Brunswick

PRICE: \$100,000

TERMS: Asset sale for cash

BUYER: Good Tidings Trust Inc., headed by Director Dick Weer. Phone: (804) 284-1111

SELLER: High IQ Radio Inc., headed by President Larry Hicker-

WWWE-AM/Carrollton

PRICE: \$475,000

TERMS: Asset sale for cash

BUYER: Forus Management Corp., headed by President Simon Rosen. Phone: (813) 576-0647

SELLER: West Georgia Broadcasting Inc. Phone: (770) 537-5848

Michigan

WQBH-AM/Detroit

PRICE: No cash consideration

TERMS: Stock transfer; the common voting stock is being converted to non-voting preferred stock.

BUYER: Martha Jean Steinberg is acquiring 100% voting control of Queen's Broadcasting Corp.

SELLER: The Order Of The Fisherman Ministry. Phone: (313) 933-0770

FREQUENCY: 1400 kHz

POWER: 1kw

FORMAT: Religious

WNIL-AM & WAOR-FM/Niles (South Bend, IN)

PRICE: \$2 million

TERMS: Asset sale for cash

BUYER: Pathfinder Communications Corp., headed by President John Dille III. It owns WTRC-AM & WBYT-FM/South Bend and has agreed to acquire WNDU-AM & FM/South Bend. Phone: (219) 295-2500

SELLER: Niles Broadcasting Inc., headed by President Eric Plym

FREQUENCY: 1290 kHz; 95.3 MHz

POWER: 500 watts; 3.3kw at 298 feet

FORMAT: Oldies; Rock

WEWM-FM/Pentwater

PRICE: \$250,000

TERMS: Asset sale for \$150,000 cash and a 10-year, \$100,000 promissory note at 8% interest

BUYER: Quest Communications Inc., headed by President Todd Mohr. Phone: (616) 757-4697

SELLER: C&S Broadcasting Inc., headed by President Sidney Williams Jr. Phone: (616) 345-5113

Pennsylvania

WGGI-FM/Benton (Wilkes Barre-Scranton)

PRICE: \$850,000

TERMS: Asset sale for cash

BUYER: Sinclair Radio of Wilkes Barre Licensee Inc., a wholly owned subsidiary of Sinclair Communications Inc., headed by President David Smith. It owns WILK-AM & WKRZ-FM/Wilkes Barre-Scranton. Phone: (410) 662-4700

SELLER: Emro Communications Inc., headed by President Fred Deiter. Phone: (717) 969-9028

FREQUENCY: 95.9 MHz

POWER: 6kw at 328 feet

FORMAT: Country

BROKER: The Ted Hepburn Company

COMMENT: Formerly WKXP

Tennessee

WDMF-AM/Knoxville

PRICE: \$92,500

TERMS: Asset sale for cash

BUYER: As He Is Ministries Inc., headed by President Phillip Robinson. Phone: (423) 971-3000

SELLER: Church Point Ministry Inc., headed by President Dwight Pate. Phone: (504) 356-7700

WMPS-AM/Millington (Memphis)

PRICE: \$275,000

TERMS: Asset sale for cash

BUYER: World Overcomers Outreach Ministries Church, headed by Pastor Alton Williams. Phone: (901) 345-1966

SELLER: David Grayson Life Changing Ministries Inc., headed by Bishop David Grayson. Phone: (901) 371-0300

FREQUENCY: 1380 kHz

POWER: 2.5kw day/1 kw night

FORMAT: Religious

Washington

KLVH (FM CP)/Leavenworth

PRICE: Not defined

TERMS: Stock sale for agreement to complete station construction

BUYER: Northcentral Broadcasting Co., headed by President Jerry Isehart, is acquiring Leavenworth Broadcasting Co. LLC. It owns KOZI-AM & FM/Chelan, WA. Phone: (509) 682-4033

SELLER: Ronald Murray. Phone: (509) 548-6699

Addendum: In last week's Transactions (R&R 1/23), the price of KDDS-AM & KQDS-FM/Duluth, MN was estimated at \$1.75 million. It has since been confirmed at \$5.5 million. Year-to-date totals have been adjusted to reflect the correct price.

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Boutique Networks

Continued from Page 1

to the success of the formerly independent *Rush Limbaugh Show*.

R&R spoke with representatives from four disparate boutique networks in order to get a sense of who they target, what they program, and how they're doing.

Got A Light?

"Essentially, we look at ourselves as a forum for cigar connoisseurs by cigar connoisseurs," says 33-year-old "Cigar" Dave, who took up the habit at age 25 and became an aficionado when he relocated to Tampa, "the cigar city."

How does he sustain two hours of conversation on such a seemingly limited topic? "He doesn't start off with a theme," Victoria Miller, Dave's marketing manager, tells R&R. "He'll start off with something in the news that's regarding people's rights in smoking cigars, or he'll have an interview with a cigar manufacturer, or he'll talk about the newest cigar that Consolidated [Cigar Corp.] has come out with."

Cigar smokers' rights? "You have what I call the 'pleasure police,'" Dave tells R&R, "that don't just affect people who enjoy cigars, but people who enjoy wine, eating at steakhouses — these are those people who want to butt into everyone else's business." One recent topic discussed on the show regarded legislation recently enacted in California that outlaws smoking in bars.

You might think it would be easy just to mine issues of *Cigar Aficionado* for show topics, but Dave stays on top of current trends in the stogie world by keeping in constant touch with manufacturers and other industry insiders from across the globe. For example, when he spoke with R&R, he was planning a trip to the Dominican Republic to visit Carlos Fuentes' factory to see how it makes its cigars. (He even aspires to broadcast from that country someday — when the ISDN and electrical technology improves.)

Dave also talks about "items that are of interest to those who lead the cigar lifestyle," such as men's fash-

ion, wines, spirits, sports, and travel. Does the show only appeal to those who can afford the good life? No, he says: His listeners — who are primarily men in the 30-50 range — run the gamut "from multimillionaires to blue-collar workers who can only afford one premium, hand-rolled cigar per week." He is steadily attracting women to the show as well.

He does comedy bits (one staffer impersonates George C. Scott as General Patton on the show) and attracts "cigar celebrities" (Milton Berle, Robert Davi of NBC-TV's *The Profiler*, and David James Elliott of NBC-TV's *JAG*, on which Dave may do a cameo, according to Miller).

Dave started the show as a one-hour broadcast in July '95 on WSUN/Tampa, and five months later he was doing two hours and was in syndication in three markets. Between "show prep" (which includes personal appearances and cigar events sponsored by the network) and handling national sales for the show, it's a full-time job for Dave, but he also manages to find time to do the odd brokerage or M&A job for his old employer, the Crisler Company.

Ask him, though, as he torches a Montecristo with his Colibri lighter, if he minds all the work.

The Psychic Will Listen To You Now

"It's a nighttime version of a Dr. Laura or a Dr. Joy Brown show, although it's approaching the problem with, instead of a psychological perspective, a psychic perspective."

That's how Stephen Youlios, President/GM of the New York-based **Psychic Friends Radio Network** (PFRN), describes the radio version of the TV and hotline prognosticator cousins, which has been on the air since October and is now heard on about a dozen affiliates across the Eastern seaboard. He tells R&R that the network, which airs between 10pm-2am ET, aims to fill the void in live, late-night programming, when many shows like Dr. Laura and Rush Limbaugh are rebroadcast.

Like its advice-show peers, PFRN's host Sean Patrick and resident psychics Nick Newmont and

Patrice Cole take calls from people seeking answers on questions about love, work, and finance matters — with a fortune-telling twist, of course. Unlike the hotline, the network's calls are toll-free; Youlios says the 900-number isn't even pitched on the show. He says callers are screened, too, just like any other talk show, but it rarely gets any "nut cases."

Youlios and partner Alan Fuller, who helped develop Dr. Laura's show, developed the idea for the radio network after witnessing the enormous success of the television version (it has handled more than 12 million phone calls in five years) and observing how "the phone lines just light up" whenever a psychic appears on other radio shows. "Our thinking was, 'Wait a minute, there's an opportunity here,'" Youlios says.

They worked in conjunction with the TV network to develop the show, drawing upon its reserve of psychic talent in the search to find Newmont and Cole. (They were chosen from a pool of about a hundred applicants because of their "impeccable credentials," which meant their success with their own private psychic practices and their "ability to predict.")

"We really wanted to do business with psychics who were very mainstream, who were credible, and who had good on-air personas — who could get on the air, be believable, be interesting, and have a sense of humor and enthusiasm," Youlios says, adding that the network will expand, invading the Western half of the country next.

Christmas In July

*'Twas the night before Christmas
And all through the station
Not a creature was stirring
Because it used automation ...*

Is this a scenario you would like to see at your station at Christmas-time, instead of running your programming and production departments into the ground to produce programming that's only useful for a couple days every year? It was for former Shamrock Broadcasting Group VP/Programming **Ross Reagan**, who started the Kansas-based **Christmas Music Networks** six years ago in order "to eliminate station production and holiday overtime expense and, for stations with automation capability, the entire expense of staffing."

The network provides up to 36 hours of turnkey satellite program-

ming tailored to AC, News/Talk, Oldies (introduced this Christmas past), and, beginning next Christmas, Country formats. Reagan calls the programming "music-intensive," which means in the case of AC, for example, wall-to-wall Christmas tunes and classics cut with four stops in the hour. The on-air talent take a back seat to the music; hosts don't even identify themselves. The Oldies programming has more of a "good times" feel, says Reagan, while News/Talk has more of an edge, balancing the music with "factoids" like the origin of holly as a decoration.

But Christmas music on a News/Talk station? "Veteran programmers and program consultants in the format concluded long ago that the real preference of their listeners during this one time of year is for music," Reagan says.

CMN's more than 200 affiliates include ACs KOST-FM/Los Angeles and WBEB-FM/Philadelphia, News/Talks WBZ/Boston and KDKA/Pittsburgh, and Oldies KLDE-FM/Houston and WGLD-FM/Indianapolis. They pay cash for the programming for the time being, though Reagan is seeking a national sponsor.

Since Christmas comes only once a year, what does Reagan do the other 363 days? He calls CMN "the two-day-a-year network that takes all year to produce." He spends much of the year marketing the network, looking for partners, and developing new program concepts like the Country format.

You Might Listen To John Boy & Billy If ...

John Isley and Bill James — aka **John Boy and Billy** — insist their show doesn't just appeal to people of the Southern persuasion. "Where did you hear that one?" they retort. "From your favorite redneck?"

Marty Lambert, Director/Affiliate Sales for the Charlotte-based **John Boy and Billy Radio Network**, tells R&R the "broad-based entertainment show" has "a broad-based style" as well — in the same camp as the likes of Jeff Foxworthy and television's *Grace Under Fire*. (With a 48-station affiliate base that only spans a square of terrain from Orlando to Morgantown, WV to Wichita to Dallas, though, one has to wonder.) Although primarily men

tune in, network VP/GM Macon Moye says "the show garners an unfair share of women."

Then there are the comedy sketches, which fill up the parts of WRFX-FM/Charlotte's (SFX's flagship station) morning broadcast not claimed by Rolling Stones, Blues Traveler, and Wallflowers spins. There's "Marvin Webster," for example, a jive-talking African American who pontificates on issues as far-ranging as the solar system ("You white people like dis space stuff!") and flying.

There's also a stable of characters that John Boy and Billy call on a regular basis. A few examples: "Hoyt" ("What 'ya say there, you big ol' hairy ... knuckle-draggin', false word-workin', Hee Haw-lookin' pervert?!") he greeted them on one occasion; "Murray," a Jewish agent who is obviously from north of the Mason-Dixon line (he often refers to them as "babe"); and "Mad Max," a gruff-sounding bumpkin who always has a bone to pick ("PRIDE ... Must stand for 'Prissy Rump-Ranging Idiots Demand Equality!'" he ranted about gay pride in one broadcast).

For the most part, Lambert says, they keep it clean. "We always say Billy and John's moms listen every morning, and you're not gonna say things in front of your mom that you may say in front of someone else," he says.

Celebrity actors, musicians, and athletes often drop in on the show as well. These have included Don King, Ric Flair, Charlie Daniels, Yoko Ono, Tim Allen, Tia Carrere, and ... Jeff Foxworthy.

John Boy and Billy began their 6-10am ET show on WRFX in 1986 and took it into syndication in 1992. The other three networks profiled here either fill daypart or seasonal niches for which the competition isn't all that fierce. Why would a Rock or Alternative station pick John Boy and Billy over, say, Howard Stern, to fill their morning slot?

Bob Edwards, PD of John Boy and Billy affiliate WRDU-FM/Raleigh, pointed out that most of the network's affiliates were in place before Stern invaded the South. "I think, regionally, John Boy and Billy are a lot more relatable through the Southeast," he tells R&R. "The same way Howard is such a nice fit in the Northeast."

AP

Continued from Page 4

urgent bulletins and continuously updated weather reports.

Interestingly, 84% of the stations licensed to use AP broadcast news are music-intensive stations. "We've done a lot of research, and found we had products on both ends of the spectrum, but nothing right down the middle where the bulk of people who really wanted to have the quality of the Associated Press were," Baldassano told R&R. "The broadcast wire that was very top of the line had all of the information we had, anything you could possibly want to know, for news-intensive stations. We also had a very bare-bones service for everybody else. What we got [from clients] was 'it's either too much or too little.'"

Baldassano said the reorganization takes the AP's long-heralded full-service news wire and makes it available to AP's more than 3000 commercial broadcasters continuously.

All subscribers will get weather reports, news bulletins, and urgent flashes nonstop. Each offering also comes with AP NewsDesk and AP SoundDesk, newsroom software products that assist station staff in writing and editing scripts and allow them to record, edit, and play digital audio.

Baldassano emphasized that the nearly 50-year-old radio operation is changing its news packaging "primarily to be responsive to the way radio told us they use our product. Also, because I don't want people to think we are just hardcore national and international news. We are very big on state news and we are very big on regional news."

AP radio also recently began re-packaging the offbeat stories that run on the general news wire and is now making them available in its own news category, providing easier access to stories for incorporation into entertainment-oriented, drive-time shows. Pricing of the new packages is negotiated on a per-station basis.

EARNINGS

Continued from Page 4

cited a number of "unusual fourth-quarter gains and charges," including a \$386.3-million gain from the sale of its Computing Devices subsidiary, to explain the disparity. If not for these events, the company would have reported net earnings of \$55.6 million in the fourth quarter of last year. Net earnings for 1997 as a whole were \$472.4 million, compared to \$181.9 million in 1996. Adjusted net earnings would have been \$215.5 million. Ceridian Chairman/CEO Lawrence Perlman said he expected each of the company's three core businesses to perform well in 1998.

Sinclair

Continued from Page 1

taking any more legal action against Sinclair at this time. "It doesn't preclude future litigation," she said, "but it's questionable whether or not there would be a point in it."

Sinclair is obtaining the Portland and Rochester stations as part of its July '97 deal to buy 24 stations from Heritage Media Group for \$630 million. That deal is still awaiting regulatory approval. The Entercom deal is expected to close in the second quarter of 1998.

Entercom has three other stations in the Portland market: KFXX-AM, KGON-FM, and KNRK-FM.

Sinclair Gets The Picture

Meanwhile, Sinclair appears to be focusing on building its television group. The Baltimore-based radio and TV group is reportedly talking

with Boston-based **Sullivan Broadcasting Co.** about buying its 13 small-market TV stations for up to \$1.4 billion. In December, Sinclair agreed to pay \$255 million for Max Media Properties' radio and TV outlets. R&R calls to Sinclair regarding the Sullivan deal were not returned.

Meanwhile, BancAmerica Robertson Stephens analyst Bill Meyers gave Sinclair an "attractive" rating, setting a 12-to-18-month price target of \$55 per share, higher than the targets set by other analysts. He praised the performance of Sinclair's TV division, which accounts for about 80%-85% of the company's revenue. (Last week, two other Wall Street analysts downgraded the stock to "buy" and "hold.") Stevens told R&R that while the stock is not "the best value" at its current level, in the long-term his rating will be justified.

— Matt Spangler

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KMJM-AM/St. Louis Sets Saunders As PD

KMJM-FM/St. Louis air personality **Chaz Saunders** has accepted the PD job at Jacor Gospel sister **KMJM - A M (Gospel 1600)**. She'll stay on the air at KMJM-FM, where she's been doing mid-days for nearly 10 years.

Saunders — who previously programmed WDPN/Columbia, SC during the '80s — told R&R, "I said I wasn't going to get back into programming because, being on Magic, I'm able to program my show and execute what I do in middays. But I know this was definitely a God thing. It's an awesome responsibility, and it's something I was ordained for."

"It's never been done before in St. Louis, and it's about time. I accept the responsibility with joy. People need a difference, they need a change. That's what Gospel radio affords them. You can be inspired and uplifted all day long. It's not tired — it's alive." Since debuting last Memorial Day, the station — which started with a 0.5 — has risen to a 2.1 in the Fall '97 Arbitron.

Tradup

Continued from Page 3

Prior to joining USA, Tradup served as President/GM of WLS-AM/Chicago. He has also held various news, programming, and management positions with KRLD/Dallas, WASH-FM/Washington, WMCA-AM/New York, and KCMO-AM/Kansas City.

Beaver

Continued from Page 3

Beaver joined R&R in 1993 as Circulation Manager. He previously served as Circulation Manager at the Daily Racing Form and as Fulfillment Manager for McMillan Publishing.



Saunders

As Long As You Love Them



And it seems that at least a million fans do! The Backstreet Boys celebrated their self-titled album hitting the platinum mark with a few of the forces behind the fever. Enjoying "boy power" are (front, l-r) band members AJ McLean and Brian Littrell, co-manager Donna Wright, Backstreet Boy Howie Dorough, and Jive President Barry Weiss; (back, l-r) Jive VP/A&R David McPherson and Sr. VPs/A&R Jeff Fenster and Tom Carrabba, VP/Artist Mktg. Janet Kleinbaum, Backstreet Boys Nick Carter and Kevin Richardson, and Zomba Chairman/CEO Clive Calder.

Gross Nets WLOQ/Orlando VP/COO Post

■ **McFadden moves up to GM of NAC/SJ station**

John Gross has been named VP/COO of Gross Communications' NAC/Smooth Jazz **WLOQ/Orlando** after serving 20 years as the station's GM. Replacing Gross as GM is **Kim McFadden**, upped from GSM.

"Kim is a very talented individual with an incredible passion for radio and Smooth Jazz," Gross commented. "This promotion is a well-deserved recognition of his contributions and leadership skills."



Gross



McFadden

McFadden added, "It's a privilege to work for the Gross family. I'm thrilled with the challenge of managing one of the greatest independent stations in the country."

Additionally, **Kevin Smith** joins WLOQ as NSM from WNEW/New York, where he served as VP/GM for the past seven years. **Mike Loures** comes aboard as Regional Accounts Manager after 15 years with Cox Broadcasting in Miami, where he held both NSM and LSM positions.

EXECUTIVE ACTION

Deutsch Climbs To Elektra Ent. Group SVP/A&R

Elektra Entertainment Group has promoted **Josh Deutsch** to Sr. VP/A&R. Based in New York, Deutsch joined Elektra as VP/A&R in 1995 and has worked with such acts as Third Eye Blind, Superdrag, Alana Davis, Nada Surf, and Vast.

EEG Chairman/CEO **Sylvia Rhone** said, "Josh possesses those rare, dual qualities in the A&R executive: the insight and confidence to pursue talent, coupled with the necessary creative instincts to nurture the recording process. His sense of vision and critical taste have made him an invaluable asset to the entire company."

Prior to joining EEG, Deutsch was VP/A&R for Capitol Records. His first job in the music business was as a Production Coordinator for Blue Note Records in 1987.



Deutsch

Mercury Group Names Krumper Sr. VP/Marketing

Mercury Records Group has named **Michael Krumper** Sr. VP/Marketing. Krumper, who will remain based in New York, most recently was VP/Product Development at Atlantic Records.

Krumper commented, "After a great five-year run at Atlantic, I'm excited to once again work with [MRG Chairman/CEO] **Danny Goldberg** and to begin working with [Exec. VP/GM] **David Leach** at Mercury, [President/CEO] **George Jackson** at Motown, and **Kevin Gore** at Classics & Jazz. My mission here is to use the strength of each of these companies to empower the other, developing synergies among all the labels. There's such an abundance of extraordinary artists and people within this group of companies that I very much look forward to working with."

Prior to spending five years-plus at Atlantic, Krumper worked as a manager at Gold Mountain Entertainment, managing **Robyn Hitchcock** and **Marshall Crenshaw**.



Krumper

A Hot Deal For Ice Cube



A&M Records recently struck a deal with rapper **Ice Cube** (second from left) and partner **Terry Carter** (r) to form **Heavyweight Records**. The first of the new label's expected four to six releases in the next year will be the soundtrack to the Ice Cube-written/directed film *The Player's Club*. Celebrating with Cube as the ink dries are (l-r) A&M's **John McClain** and label Chairman **Al Cataro**.

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CPM GROUP

Case Shuffles Off To Buffalo For PD Duties At WYRK

WDSY/Pittsburgh PD **Justin Case** is transferring to a similar post at American Radio Systems sister **WYRK/ Buffalo**. He'll fill the vacancy created when Ken Johnson left for the WXTU/Philadelphia PD slot at the end of last year (R&R 12/97).



Case

"This is a neat opportunity presented to me by the company," Case told R&R. "My whole career has been to 'tighten up' or turn on stations. This is an opportunity to 'modernize' or 'tighten up' ARS' station in Buffalo. It's a great station with great ratings. To propel it further, it needs a fresh perspective — which is what I do. It's a matter of coaching, focusing, and getting people to think beyond their present situation."

Case, who starts February 9, has programmed WDSY since August '94. Before that, he spent four years as PD of Country WPKX/Springfield, MA.

Presslaff

Continued from Page 3

Bill Rose. Shifting from M-Tech to Presslaff are Chief Engineer **Al Gi-ron** and Radiophone and recruitment specialist **Warren Wright**. Terms of the deal were not disclosed.

Arbitron GM Pierre Bouvard commented, "Selling M-Tech's interactive businesses to Presslaff while moving the mapping and radio programming expertise of Marince into Arbitron will allow each company to focus on its area of core competence."

Presslaff told R&R, "I've been doing interactive marketing and re-

Try To Push Them Around Now!



Third time's the charm for Matchbox 20, who went triple platinum recently with their debut album, *Yourself Or Someone Like You*. Gathering for the celebration are (l-r) Atlantic Sr. Dir./Promo & A&R Kim Stephens, Matchbox 20's Brian Yale, Kyle Cook & Paul Doucette, Atlantic VP/Product Dev. Daniel Savage, Atlantic Group co-Chairman/co-CEO Val Azzoli, bandmembers Rob Thomas and (behind) Adam Gaynor, Lava President Jason Flom, producer Matt Serletic, Atlantic Exec. VP/GM Ron Shapiro, Exec. VP/Promo Andrea Ganis, manager Michael Lippman, and Sr. VP/Promo Danny Buch.

Taylor Now OM For KXHT & WKSL/Memphis

Flinn Broadcasting's **WKSL-FM/Memphis** PD Chris Taylor has added OM duties at WKSL and Urban sister **KXHT-FM**.

GM Mary Norman told R&R, "Under Chris' leadership, 107.5 Kiss-FM has become a focused, music-intensive CHR poised to make a major impact in the Memphis radio market. In less than four months, he's brought a stationality to Kiss that's set us apart. His promotion to OM for Kiss and Hot 107 couldn't have been more deserved."

"These radio stations are filling prime format holes in this market," Taylor told R&R. "I'd like to thank Mary Norman and Flinn Broadcasting for a great opportunity and their confidence in me. Signing on Kiss has been a lot of fun, and I look forward to continuing to work with Hot consultant Steve Smith, helping him implement our game plan."

Taylor was most recently at WHPT/Tampa. His extensive experience includes stops at WXLK/Roanoke, WAVA/Washington (twice), WHQT/Miami, WRQX/Washington, WBMW/Washington, a double stint at WNVZ/Norfolk, and WWWW/Warrenton, VA. He began his career at WPRW-AM/Manassas, VA.

recruitment projects since 1990. It was done through my own company, which I later sold to Arbitron, and had developed a lot of interactive programs with M-Tech. We have clients in Minneapolis and Chicago, and Los Angeles is just about ready to go. Although it has been wonderful working with Arbitron, I'm thrilled to be in a position to invest in the future of interactive technologies with a focus on helping stations build revenue."

The Interactive Recruitment Ser-

vice enables a radio station (or a cluster of stations) in a market to air spots asking people in search of employment to call a telephone number linked to that station that contains classified ads from various companies throughout a particular region. Radiophone, an interactive voice response system used by such stations as KTWV/Los Angeles, allows any station in a market to hold contests, provide playlist information, and conduct other promotional activities with listeners through the

UPDATE

Kennedy Tapped As Capitol/Nashville VP/Sales

Capitol/Nashville Sr. Director/National Sales **Bill Kennedy** has been promoted to VP/Sales. The post has been vacant since Johnny Rose left the label a few months ago.

In his new position, Kennedy will oversee all aspects of label sales, including managing the EMI Distribution sales force and providing retail product development strategies. Kennedy joined the label in 1990 as a Regional Sales Manager and was later named West Coast Sales Manager. He moved from L.A. to Nashville in 1994 as Sr. Dir./Sales.

Prior to joining Capitol, he spent six years with Target, first as a sales rep, and later as a distribution center specialist.



Kennedy

KMGL/Oklahoma City Boosts Yeager To PD

KMGL/Oklahoma City Asst. PD **Kathy Yeager** has been promoted to PD. She succeeds Steve O'Brien, who remains with the Renda Broadcasting AC as morning drive personality.

GM Rob Adair told R&R, "Steve has programmed the station for 10 years, but he and I both realized that being PD and morning man for a station that's growing like this one is tough. It's unfair to ask someone to do 13- and 14-hour days. His heart is in doing the morning show, and he's now devoting more time to it; it was his decision."

"It's wonderful to have Kathy move into that slot where she'll do a bang-up job. She's one of the most energetic, hardest-working air personalities I've been around in my 26 years in the business. If you don't keep up with her, you'll be left in the dust."

This is Yeager's first programming opportunity. Prior to joining KMGL about five years ago, she worked as an air talent at crosstown KYIS.

Nagler

Continued from Page 3

us that Harvey can now continue to build on our exceptionally strong base."

Nagler previously served as Director/News & Programming at WCBS-AM/New York. He also has been VP/News & Sports for United Stations Radio Networks and held a variety of positions with the ABC Radio Network.

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Radio

• At SW Networks, **MARY DEL-GRANDE** is promoted from Director to Sr. Director/Affiliate Mktg., **GREGG ALEXANDER** and **JESSICA SHERMAN** are upped from Managers to Directors/Affiliate Mktg., and **ERIKA FREY-HASEGAWA** has become Manager/Affiliate Mktg.

• **JOHN J. DRAIN** becomes Chief Financial Officer for One-On-One Sports. He last served as VP/Finance at New World Television.

Records



Harrell

• **GINA HARRELL** has been appointed VP/Video Production for Elektra Entertainment Group. Prior to this, Harrell served as Sr. Director/Video Production for the company.

• **LYNN HALLER** is named Director/Premium Sales at Windham Hill Records. She comes to the label from Universal Music, where she was Assoc. Director/Special Markets & Products.



Haller

• **CHERYL VALENTINE** has been named Head of Radio Promotion at Ignition Records. She was previously Sr. Director/Artist Development at Epic Records.

National Radio

• **BLOOMBERG** and **SPORTSFAN RADIO NETWORK** have launched *The Bloomberg/SportsFan Business Minute*, a 60-second feature offered in three daily installments on the topic of sports-oriented business deals.

Bloomberg has also inked a deal with Digital Audio Radio Service (DARS) supplier **CD RADIO** to carry its 24-hour news and information service after DARS is launched in late 1999. Additionally, the two companies have agreed to develop programming for a new channel on CD Radio.

— For more information, please call SportsFan Radio, (212) 681-1947 or Bloomberg, (212) 318-2660

• **WESTWOOD ONE** offers the following programs for its upcoming schedule:

PROS ON THE LOOSE

• **Joe Alvino** — PD KWBR/San Luis Obispo, CA (805) 481-1980

• **Donna Geisinger** — Discovery promotion exec (504) 885-6559

CHRONICLE

BIRTHS

KAYD/Beaumont, TX middays **Chrissie Roberts**, husband Randy McDaniel, son Bobby Dalton McDaniel, January 17.

WCRZ-FM/Flint, MI APD/MD **George McIntyre**, wife Denise, sons Nicholas George and David Lukes, January 12.

CONDOLENCES

Grand Ole Opry member **Justin Tubb**, 62, January 25.

Belmont University music business program founder **Bob Mulloy**, 64, January 22.

Country singer Kix Brooks' father, **Leon Eric Brooks Jr.**, 73, January 21.

January 30: *Celebrity Connection*—Mike Wallace

February 3: Rolling Stones live in concert

February 3: *Celebrity Connection*—Dee Wallace Stone
—(212) 641-2052 or 2057

• **SJS ENTERTAINMENT's** guest lineup for its live Radio Tours programming is as follows:

February 4: 7 Mile

February 5: Allure

February 11: Los Umbrellos

—(212) 679-3200 ext. 223

SJS URBAN ENTERTAINMENT offers the following radio specials:

February 1-28: *Voices Of Power '98* — Black History Month special featuring 28 60-second excerpts from African-American heroes, past and present.

February 16-22: *Studio Vybes* — One-hour special featuring K-CI & JoJo.
—(941) 275-1141

• **SW NETWORKS** presents the following guests for its upcoming programming schedule:

February 4: Harry Hamlin

February 5: Dee Wallace Stone; Edward James Olmos and Lorraine Bracco
—(212) 833-7320

• **GENERAL MILLS** has unveiled *Team Cheerios Sports Report*, a syndicated program profiling outstanding high school and amateur athletes who excel on the field as well as the classroom.
—(800) 334-5000

Products & Services

• **UNITED STATIONS RADIO NETWORKS** has acquired the daily comedy fax service, "Hipshots." The fax provides jokes and celebrity stories based on today's headlines.
—(212) 869-1111

• **EVENTNET USA** introduces *MallRadio*, a service that broadcasts ads, music, contests, and shopping tips from mall parking lots.
—(305) 285-0046

Changes

Adult Contemporary: Don Anger joins Hot AC KSTP-FM/Minneapolis for swing duties ... **Joe Sallinas** exits KVLV/McAllen-Brownsville ... **Abby Kay** becomes MD at WAHR/Huntsville, AL ... **KELO-FM/Sioux Falls, SD** welcomes **Dave Ryerson** for 7pm-mid. duties.

Alternative: WPBZ/West Palm Beach names **Dan O'Brien** MD/midday host ... Former WNNX/Atlanta parttimer **Derek Madden** joins WRXR Augusta, GA as afternoon driver.

CHR: KCHZ/Kansas City flips from Alternative to CHR ... At CHR/Rhythmic KSJM/Tucson, PD **Rich Donovan**, MD **Melissa Padilla**, and the remainder of the staff exit as the station readies a format change under new calls KOAZ ... **KESR/Little Rock** flips to Gold-based Urban AC, with new calls KOKY; PD **Tom Gallagher** exits ... After three years, **WWKX/Providence** PD **Joe Dawson** has exited ... **WJET/Erie, PA** PD **Dana Lundon** resigns, while MD **Dino** adds interim PD stripes ... **KUBE/Seattle** MD **Christine Fox** exits for overnights at **WXKS (Kiss 108)/Boston**. Also at Kiss, MD **David Corey** adds APD stripes, middayer **J.J. Wright** exits, nighttimer **Ed McMahon** segues to middays, **Artie The One Man Party** moves

from late-nights to nights, and **AMD Skip Kelly** moves into late-nights ... **KMXS/Anchorage, AK** PD/morning man **Mark Carlson** joins **KIOI/SF** as APD/MD ... **WRVQ/Richmond** morning show producer **Travis Dylan** adds interim MD stripes ... **WBTT/Dayton** MD **Raye Kimberlin** tacks on APD duties ... **WKRQ (Q102)/Cincinnati** APD/afternoon driver **Race Taylor** resigns for similar duties at **KDMX/Dallas**. **Q102's Brian Douglas** moves from the *Million Dollar Morning Show* to afternoons, while **JohnJay Van Es** and **Jodi Legge** continue in mornings ... Former **WKCI/New Haven** MD **Jeff McCartney** joins **KZHT/Salt Lake City** as MD/nights ... **WFBC/Greenville, SC** PD **Rob Wagman** segues from middays to afternoons, APD/MD nighttimer **J. Love** moves to mid-days, and weekender **Skip Church** is appointed nighttimer ... **WSPK/Poughkeepsie, NY** nighttimer **Scotty Mac** moves to **KHTT/Tulsa** for similar duties ... The new lineup at **KQLR/Little Rock:** **Rob Tanner & Patti Hatchett** handle mornings, **Linda Vaughn** is in middays, PD **Billy Surf** takes afternoons, **Chase Murphy** is the new nighttimer, and **Shea Wells** claims overnights.

Country: At **KRMD-FM/Shreveport, LA** PD **John Swan** segues to middays, and **Ed Palmer** joins from **KMYF-FM/Monroe, LA** for Swan's former afternoon spot ... **KHAY/Oxnard-Ventura, CA** mid-

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Mike Bettelli
JOHN TESH / JAMES INGRAM Give Me Forever (I Do)

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FLEETWOOD MAC Landslide

Delilah
PAULA COLE I Don't Want To Wait

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Teresa Cook
HUFFAMOOSE Wait
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Tracy Thompson

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Jeff Gonzer
FLEETWOOD MAC Landslide

Soft AC
Andy Fuller
SHANIA TWAIN You're Still The One

Bright AC
Jim Hayes
BACKSTREET BOYS As Long As You Love Me

dayer **Jon Cowsill** replaces morning man **Ray Taylor**, who exits.

News/Talk: **KOTK/Portland** hires **Greg Jarrett** of ABC News as host of its *Portland's First News* program.

Oldies: **Ernie G. Anderson** joins **WLTO-FM/Nicholasville-Lexington, KY** for mornings.

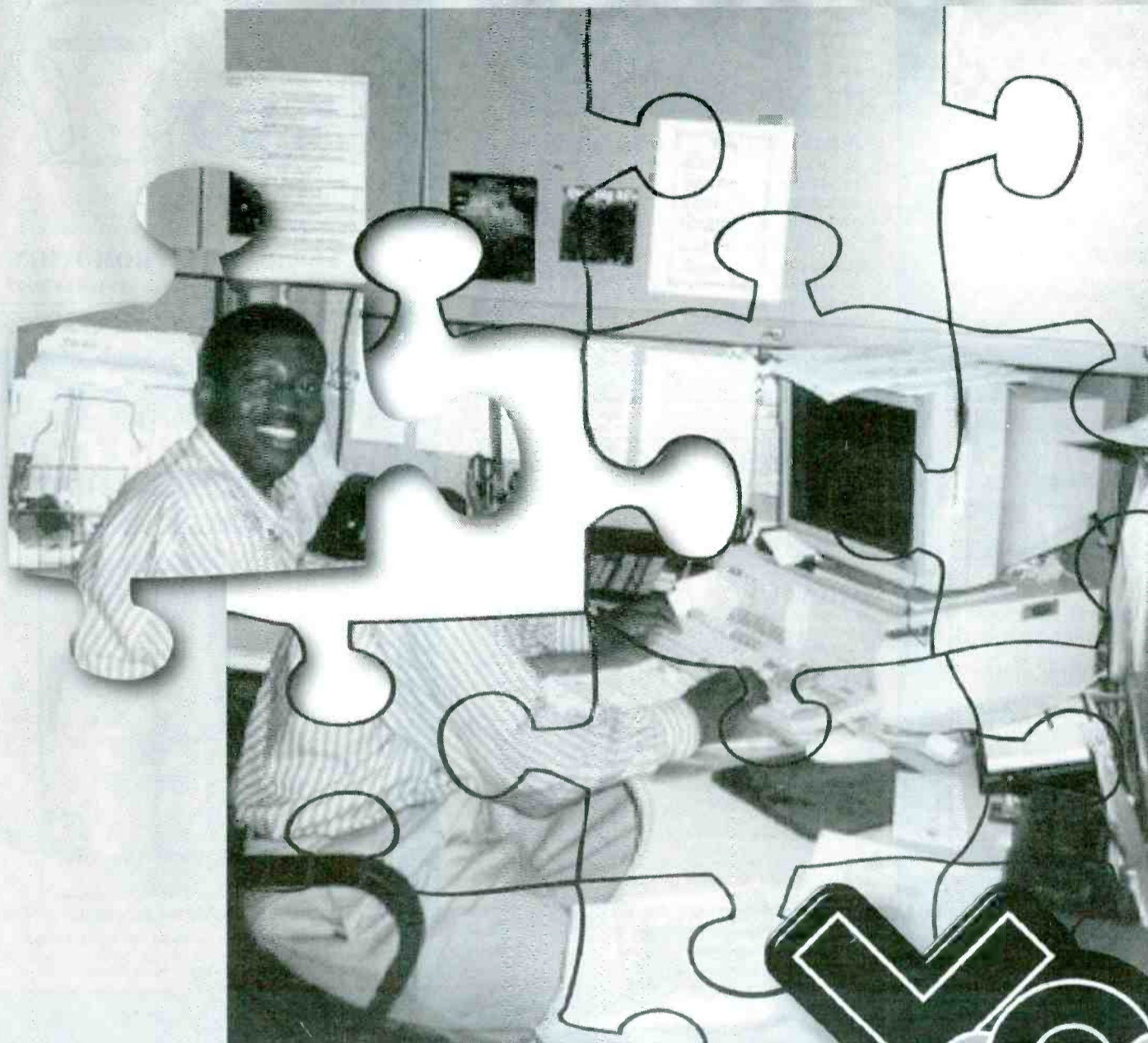
Rock: **Bryan Michaels** becomes PD of Classic Rock **KJOT/Boise, ID** ... **WRCX/Chicago** morning sidekick **Freak** adds *Freak's Radio Anarchy* (Sat. 10pm-2am), featuring metal, punk, industrial, hair bands, and everything in between ... **WTKX/Pensacola, FL** APD/MD **Mark The Shark** moves from middays to afternoons, part-timer **Rory** is promoted to nights, and sister station **KNRX/Oklahoma City** night tal-

ent **Jill Gleason** joins for middays.

Records: **Tim Brack** joins 32 Records as Dir./Alt. Market Sales ... German-based **Ruf Records** inks a U.S. distribution pact with **Platinum Entertainment** and signs an exclusive European distribution deal with the **House Of Blues Music Company** ... **Eric Fuller** becomes Controller for **Verve Records** ... **Joshua Neuman** rises to Dir./West Coast Creative for **BMG Songs** at **BMG Music Publishing** ... **Lou Tatulli** moves from Dir./Nat'l Sales to VP/Field Sales at **Red Distribution** ... **MCA Records** appoints **Melissa Boag** as Mktg. Dir. ... **Art Sanders** attains the position of VP/Human Resources at **Universal Music Group**.

Industry: **Mindy Ott** joins **Atlantic Pacific Music** as Sr. Prod. Coordinator of its *Big Bang* concert series.

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Ten Ways to Make Your Events More Profitable In '98

□ Generate revenue while creating goodwill with your sales staff and clients

Event marketing is one of the fastest-growing forms of radio station revenue these days. It's attractive because it doesn't drain your inventory and because it emphasizes radio's ability to be a marketing partner — not just a spot carrier. Plus, the returns can be very rewarding.

There's no question, however, that event marketing requires a lot of blood, sweat, and tears from just about everyone on your staff. New revenue specialist **Laura Braider** offers the following pointers that you'll need to remember when setting up events.

1 Lead Time. New business development takes longer than traditional sales. Don't make the common mistake of putting together a "first class event" only to give the sales staff one month to sell it. Give your sales staff plenty of lead time, and revenue will soar. The extra lead time will also help you avoid the "trading dollars trap" that stations fall into in the last weeks before an event. Most sales staffs need a minimum of six months on an event. That means, six months before the event, the sales staff has the proposals, presentation kits, and handouts, and their questions answered.

2 Motivate The Sales Staff. One of the biggest challenges in event selling seems to be motivating the sales staff. Many times the people who conceptualize an event are excited about it, but this enthusiasm does not trickle down to the sales staff. Take some time to get the people who are presenting the event to the clients truly excited too. Try and bring them into the loop as early as possible and make

them feel like a part of the plan. Suggestions:

- Before any packages are handed out, hold a brainstorming meeting, allowing the sales staff to make suggestion about the event and how it could potentially make more money.
- If possible, take the sales staff

and preparation, and to provide some of the much-needed manpower these events require.

4 Drive Sales. Make sure that event proposals contain elements that drive sales. With more events and sponsorships to choose from, event sponsor criteria is changing. It is no longer okay to just slap up a banner and call it a sponsorship. Many event sponsors are now requiring a return on investment. For many manufacturers, this means that sponsorships must be tied to a promotion. Some are requiring "trigger marketing," meaning triggering the consumer to do something, whether it be call an 800-number, purchase a product, or pick up a free gift, etc. Most station events can be tailored to meet these criteria.

5 Have Schmooze And Incentive Opportunities. Many companies have budgets for schmoozing clients and employee incentives. Sponsoring an event can give them their schmooze/incentives in the form of VIP par-



With more events and sponsorships to choose from, event sponsor criteria is changing. It is no longer okay to just slap up a banner and call it a sponsorship.

ties, VIP tickets, and special seats, while offering the added benefits of exposure and possible sell-through for the same money.

6 Research The Prospect. Doing some homework can pay off big. Check out the prospect's website to find any new products, line extensions, or promotions. Make sure you know the company's products and any new trends in the industry.



to the location of the event and try to re-create part of it for them. Have food or a feature of the event for them to enjoy. If the event has a magic show, have the magician give a show and use salespeople in it. Lay out cardboard signs depicting where different features of the event will be. As silly as this sounds, most sales staffs appreciate the effort and walk away with an actual picture of the event in their minds.

3 Tie In An Association Or Cause. Finding an association to benefit from a station event has multiple advantages. The benefits reach far beyond the goodwill the station receives from helping the association or the cause. Aside from adding a cause-related angle that attracts another array of advertisers, such associations have been successful in building relationships between stations and different manufacturers and retailers related to their cause, i.e., anti-inflammatory drugs and the Arthritis Foundation. Stations across the country have benefited from tapping into these relationships as another revenue source for events. Organizations can also help promote the event in their newsletters, at their events, or at events they attend. Lastly, don't forget to ask the organization for help. Many of these groups are equipped to handle some of the detail work

Salespeople On The Move

• **Karen Hecht** is named NSM for Big City Radio's Country simulcast WWVY, WWXY & WWZY/New York.

• **Misty Lammert** and **Kenneth Van Der Pol** join KRKQ/Des Moines as an AE.

The Big Ten

Here's a glance at Laura Braider's 10 pointers for creating a successful and memorable event marketing campaign:

- Plenty of lead time
- Motivate the sales staff
- Tie in an association or cause
- Drive sales
- Provide schmooze/incentive opportunities
- Research the prospect
- Don't assume the client knows how to make the best of an event
- Create a memorable experience
- Don't bring a proposal to the first meeting
- Think long term

7 Don't Assume The Prospect Knows How To Make The Most Of The Event. After talking, planning, and conceptualizing an event for months, it is so easy to assume that the prospect can see all the possibilities. We need to walk them through all the features of the event, brainstorming all the ways it could potentially benefit their business.

8 No Booths — Create A Memorable Experience. Try creating some type of interactive experience at the sponsor area. Instead of offering a traditional booth — which usually consists of a person behind a table handing out free samples of a product — try creating a game to get the people who attend emotionally involved in the area. Most people would rather win something than just have something handed to them — that makes it more memorable. These types of displays add to the event while making the client's booth seem fun. It will also increase the client's perceived value of the "booth."

9 Don't Bring A Proposal To The First Meeting With The Prospect. The goal of the first meeting is to get the client excited about the event and to uncover ways the event can help the client's business. Bring picture books, recap videos, and — if you have serious phobia about not having something in writing — a description of the event. Every event proposal should be customized to meet the sponsorship criteria of the client and should not be presented until the second or follow-up meeting.

10 Think Long Term. Don't wait until sponsors forget how fabulous the event was to renew them. Capitalize on the excitement, momen-



Finding an association to benefit from a station event has multiple advantages. The benefits reach far beyond the goodwill the station receives from helping the association or the cause.



tum, and emotion behind an event to get renewals.

Suggestions:

- Offer multiyear deals
- Colorful and professional recap books
- Videos
- First right of refusal incentives
- Sponsorship luncheon: Invite all the event sponsors to lunch and show the video, hand out impressive recaps, thank them for being event sponsors, and offer each one renewal incentive for signing next year's proposal within 30 days.

Laura Braider is a consultant with Revenue Development Systems. RDS offers market-exclusive client consultation and private seminars for new business development/non-traditional revenue. For more information, Laura can be reached at (516) 368-8740.

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Talking Your Way Out Of A Paycheck

Continued from Page 1

dio Reality has consulted with experts — jocks and docs — across the country to get some sound advice on protecting your most valuable asset.

Unexpected Dangers

Here's the educational part of our program. When the voice goes out, the problem stems from a few different causes, some of which might surprise you. "People don't get a lot of training in how the voice is produced," Dr. Susan Miller, director of Georgetown University Medical Center for the Voice, told Miss Radio Reality. Miller classifies radio broadcasters as "vocal athletes" and suggests treating the injured voice just like a pulled hamstring or separated shoulder. "If you worry about your voice, you'll favor it and hurt it more in the long run," she explains.

Nancy Sedat, a Los Angeles-based speech pathologist and voice therapist, understands that a DJ, not unlike a carnival barker or stockbroker, is a professional voice user. "Loss of the voice is devastating both career-wise and financially," she says.

We all know that phonal trauma (aka, bad voice) is the result of excessive strain on the vocal cords. Nodules, polyps, and granulomas — calluses and fleshy growths on the vocal cords — are formed from excessive talking, singing hard-rock music, colds, or yelling during sporting events. The cords can also fall victim to hematomas, abrasions, and ulcers when abused. Miller



Nancy Sedat

says there are other everyday stresses, though, that broadcasters don't realize can be harmful.

"A broadcaster's environment has to have certain properties, including the right balance of humidity, and they must exercise caution with the intake of certain medicines, their diet, and hydration," says Sedat. What's the first thing so many people do before speaking? Clear their throats. All the experts and jocks Miss Radio Reality spoke with agreed that clearing the throat is the absolute worst and most stressful thing one can do to their vocal cords.

Instead, swallow or drink water. Or, said Sedat, sniff and swallow, or blow air through the vocal tract — an action similar to panting — using the diaphragm to produce a blast of air over the cords.

Miller suggests avoiding aspirin because it increases the possibility of broken blood vessels in vocal cords. Allergies, acid reflux (indigestion), dehydration, and dryness — especially in the studio — exacerbate voice strain. Miller advises staying away from coffee (oh, no!) and dairy products, as they thicken mucus and necessitate throat clearing. Tea with



A broadcaster's environment has to have certain properties, including the right balance of humidity, and they must exercise caution with the intake of certain medicines, their diet, and hydration.

—Nancy Sedat

THE ROAD TO SUCCESS

How To Make More Effective Use Of Your Time

By Dick Kazan

LAST IN A THREE-PART SERIES

Are you working longer hours, but not accomplishing more? Are you so absorbed with meetings and problems that you have very little time for important business? In the third and final part of this series, I'll show you how to pick up considerable time in ways you may never have considered.

First, employee communication is vital, but sharply reduce your number of meetings. When you analyze the results that come from these meetings, you'll be shocked at how little was accomplished and how much of your time was devoured. Also, consider the number of people involved in a meeting and add their hourly salaries or wages, and you'll see how costly meetings are. Instead, most of the time, use the telephone, e-mail, or send brief notes. Be friendly, but get quickly to the point, which, incidentally, is a good way to conduct meetings. As a simple way to reinforce this advice, ask yourself how many successful people you know who spend a substantial amount of their time in meetings.

Secondly, we are all inundated by newspapers, newsletters, and trade journals. Learn to skim the headlines and flag only those articles that are worth your time to read, then do so at a more leisurely time. This same approach works well with internal documents. To the extent that you can control internal document creation, strongly encourage your employees to communicate on one page or less, whether they use paper or e-mail.

If you practice this advice, you'll have much more time to be productive. Your creative productivity will be noticed and will help speed you along your "road to success."

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.



lemon is all right, but water is the best prevention and remedy.

Miller and Sedat agree that hydration — drinking at least six to eight glasses of liquid a day (40 to 50 ounces), not including coffee, tea, alcohol, or caffeinated sodas — and limited smoking and alcohol consumption are the most important steps in maintaining a healthy voice. Additionally, try to maintain good posture and good breath support, especially from the lower rib cage. Warm up the voice in the morning by humming or singing in the shower. And always inhale before you speak.

Aerobic exercise and weight lifting can also be stressful on the voice, says Miller, not to mention the intestines, and no one wants to hear about that — unless, of course, you're collecting material for *The Howard Stern Show*. Even whispering, including stage-whispering, can be harmful, because it is not within a normal pitch range. Diet also plays a major role in the health of the voice. We all have stressful lives that keep us on the move, but that cheeseburger you just wolfed down could come back to haunt you later. Acid reflux plays a major role in damaging vocal cords. Eating too much too fast too late is very hard on the vocal cords. That gross bile stuff comes back up and burns 'em. The reflux can be treated with antibiotics, if necessary.



The Greaseman

Westwood One syndicated host **The Greaseman**, whose show — broadcast from WARW-FM/Washington — is comprised of a series of high-energy skits and voice transformations, told Miss Radio Reality that his voice goes out at least once a year. The Greaseman says that as soon as he starts feeling scratchy, he goes immediately to his ear, nose, and throat (ENT) specialist. "Nothing other than prescriptions work for me. Once I missed an entire week. It's best not to come back too soon, and to hold off until you're almost 100% again."

The Greaseman's producer, **Bill Scanlan**, says, "He has a lot of bad habits left over from being a Top 40 jock. He really rides his voice. He waits until it gets bad, and then he takes it easy."

Vocal dilemmas are not format-specific, however. **Michael Sheehy**, longtime voice and PD of KTWV (The Wave)/Los Angeles, tells Miss Radio Reality that he used to be the "poster boy for voice problems." About six years ago, Sheehy developed a node on one of his cords. Years of "mumbling" coupled with speaking in an unnatural, deeper voice had created glottal (cord) burn and the subsequent node. Surgery was performed to remove the node, but it immediately grew back. Sheehy and his doctors tried steroids, to no avail, and finally settled on a "bo-tox" injection, or cow shot, taking his voice — which made a complete recovery — out of commission for three months. Sheehy's advice to those facing vocal adversity: "Go into computers."

Dr. Gerald Berke, a professor and chief of head and neck surgery at the University of California at Los Angeles told Miss Radio Reality he knows of a certain radio psychologist who developed laryngitis. When she had to take two or three weeks off from her show, it was devastating. "People need to take extra time to take good care of their voices," Berke advises.

"Don't try to push the voice out; you shouldn't broadcast if your voice is tired," Miller adds.

Unfortunately, not everyone can afford to take time off to rest their voice if a case of the froggies strikes. Miller says there are a few quick-fix remedies, but if the problem persists more than three days, your best

Voice-Saving Tips

Here's a rundown of some voice-saving tips from Georgetown University Medical Center:

- Drink at least eight glasses of water a day to keep your throat moist.
- Warm up your voice by singing or humming in the shower.
- Use good posture while speaking.
- Breathe from deep down in the small of your back.
- Wear loose clothing at the waist so you can breathe correctly.
- Be sure to exhale during exertion, don't grunt.
- Don't talk too fast or with too many words on one breath.
- Avoid dairy products that increase mucus and throat clearing.
- Stop smoking and avoid excessive alcohol use.
- If hoarseness persists, see your physician or otolaryngologist.

Give It A Rest?

bet is to get to your ENT or otolaryngologist as soon as possible.



Michael Sheehy

Miller also suggests having a facial steamer, decaffeinated herbal teas, and non-alcohol throat lozenges on hand in case of emergencies. As a preventative measure, Sedat suggests buying a humidity meter to check for too much or too little moisture in an area. An ideal humidity level is somewhere between 40% and 50%. A clean environment, one with low dust and dirt levels, is also beneficial to the throat and cords. As a quick fix in a pinch, steroids can be administered to injured cords, but it's usually a one-time deal that only lasts a day.



Don't try to push the voice out; you shouldn't broadcast if your voice is tired.

—Susan Miller

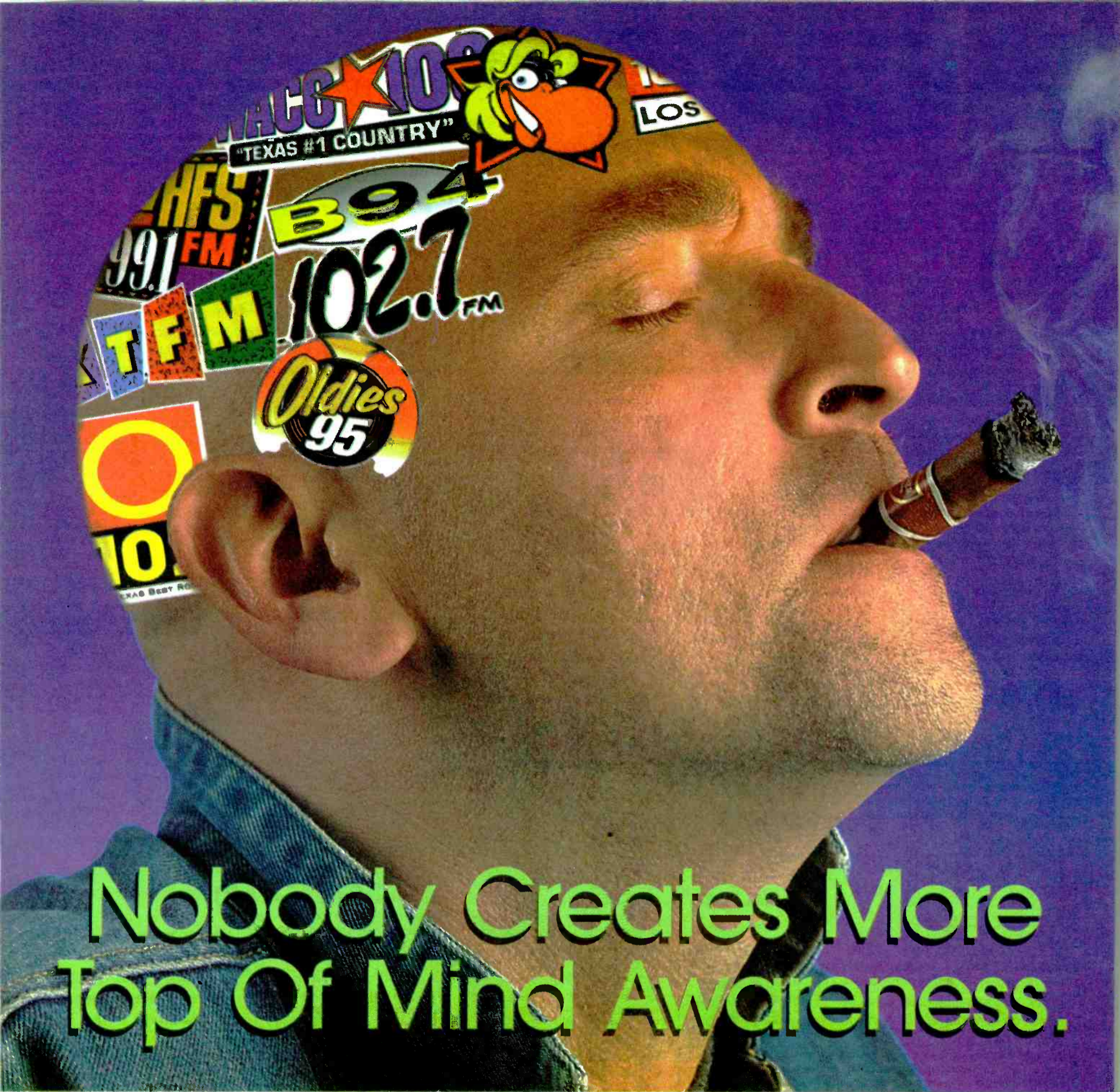


Berke recommends "partitioning time to allocate voice use." If you know you're going to be heavily using your voice, don't talk for a couple of hours before and after. Sedat agrees. "Monitor the loudness of your voice outside of your job," she says.

"It takes a long time for the larynx to heal once you've injured it — sometimes up to two months," Berke points out. "Prevention is so much easier than treatment."

Berke adds that many people take their voices for granted. He believes your voice changes your personal identity and how other people see you. "A voice to a DJ is like an ax to a woodchopper or fingers to a surgeon. And where would I be without my fingers?"

Miss Radio Reality is a product of the vast imagination of R&R Washington Bureau Assoc. Editor Patrice Wittrig.



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MARKETING & PROMOTION '98

ONE TO ONE

A new millennium around the corner, consolidation in our business, and an evolving prism through which consumers view products is forcing radio to rethink its marketing strategies. On this and the following seven pages, R&R Radio Editor Frank Miniaci takes the pulse of the radio and vendor communities to find out where they stand in radio's new order.

Five direct-marketing gurus describe what's happening ... and what's new.

REG JOHNS
President
Fairwest Direct



Reg Johns

Radio has always been enamored of TV, whether it's on the glamour side or the "buy" side, in terms of getting a certain agency or letting all the agencies know they are actively marketing or promoting the radio station with a strong vehicle that works with the agencies. TV is a very good tool for building

awareness, positioning, and branding. If it's a brand-new station, you probably have to do some form of mass media. If it's a station that is making a big morning show change, you may just have to go after everyone. For most of the radio stations out there today, TSL is the true growth opportunity — TV is mostly income or come.

As more programmers or marketers understand the rules of Arbitron — with our job being to "beat the system," and with everyone getting focused on P1s and TSL increase — what you'll see by sheer mathematics is that TSL conversion is six times more effective than come recruiting for about 80% of the radio stations out there. Finding those P1s and getting them to listen longer is the game today,

as far as being efficient. That is where the theory of one-on-one marketing comes into effect. Let's find the diarykeepers in our audience who have a passion for the product and the station and who are survey-friendly. Let's build a database of those people and develop a relationship with them. Then, let's superserve them in that one-on-one fashion.

By doing so, you'll establish sort of a personal telegram every day, telling people why they should be listening to your station. The stronger the relationship, the more influence you'll have to get them to listen longer. Close to 70% of all companies are using their database as their principal marketing effort. It costs a lot less to increase the usage of an existing customer than it does to go out and find a new one.

We are in a business where the product is invisible. What really makes those ratings go up? No one really knows. It's always been, "Let's throw as much as we can out there and see what sticks. Then let's hope and pray that all our efforts worked." As money or cash flow becomes more of a factor, accountability is coming into play more and more. One has to identify who the audience is and take away this "invisible" aspect of radio and identify who you need to be involved with in your database. With database systems, you can begin building a pure database. Glamour is out, hard work is in.

The "Rewards Program" is a very unique tool designed to target the workplace, which Arbitron states is the most efficient upside to increasing TSL. The program continually encourages, attracts, and rewards daily workplace listening. The program starts with a screen saver with a brain.

There are more computers at the workplace than there are fax machines and more than there are receptionists. We concentrated on turning the computer at the office into a TV set, with the screen saver pounding the call letters of the station. It gives them a reason why they should listen to the radio station. It's a preprogrammed disc. They can get it from a download at the station's website for free, and the person who has it is encouraged to make as many copies as possible for all of their friends and relatives.

With this program, there are reminders and new reasons every day to listen to the station. As they listen to the station, they can earn listener points that earn prizes such as cash, concert tickets, etc. It also represents a great way for stations to go after nontraditional revenue.



Continued on Page 22

ERIC CORWIN President Impact Target Marketing



Eric Corwin

We definitely use the integrated approach by multilayering the marketing effort. It's not about just identifying the ZIP codes, but perhaps expanding outside of the standard block groups.

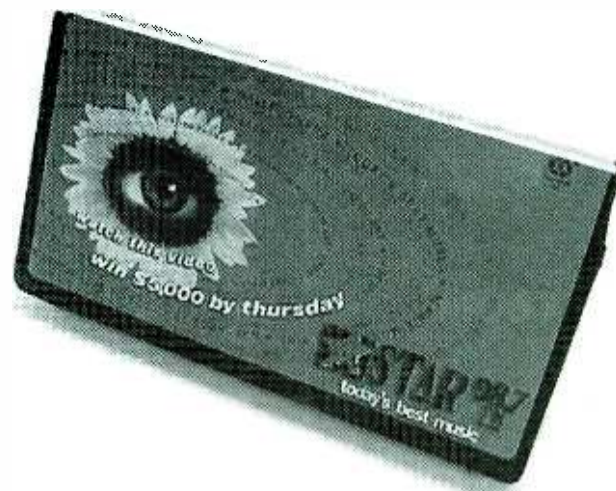
Remember, our job is not whether someone listens to a particular station.

Our job as a marketing company is to make sure they *write down* that they are listening to your station. Of course, we want to them to listen, but, being straightforward, we want to win with the methodology of Arbitron. The real thing that you have to be cognizant of is to make sure you don't cannibalize each other in these large clusters. What's needed is continuity with integration marketing and protecting each station's position. A marketing campaign should encompass telemarketing,

television, targeted videos, and direct mail. All of the different methods and the orchestration of them together makes for an effective strategy; it becomes a symphony in success.

We have worked with the V-Lite or lightweight videos, which are ideally designed for a younger audience because of the nature of the video. It's kind of hip! An older audience is used to a harder plastic shell, so we use both, depending on the target audience we are working with. As a company, we've added aspects that are critical to the success of the video. Using a visual and audio sample of the radio station, we target those people who have a propensity to listen to the radio station. We examine those hot ZIP codes and look at those clusters that are specific to a particular format and target those block groups. It's not enough to just do that and put a tape in someone's hands. If we are going to send a video into someone's household, then we need to present the station as it relates to the marketplace. We approached the Los Angeles-based V-Lite because it gave us another vehicle to target listeners.

It's always been our goal to see how we, as a target-marketing company, can do something better. We started as a telemarketing and direct-mail firm. We were thinking of ways we could utilize television to develop at least a name and address file of people who have a propensity to see the spot and



targeted television programming. We wanted to create immediate interaction.

It's as simple as this: Watch the video, call this 1-800 number, then hear another message that tells you to listen at a specific time. We found that by creating immediate interaction, you could actually see the call bursts come in and which television programs were most effective.

By having more than 30 or 60 seconds, as in a typical television spot, you now can do a tactical spot. We can drive people into the radio station and show them what we are about — a complete 4-5 minute story about music, personalities, and contesting.

JOHN MARTIN President Critical Mass Media



John Martin

We've always used creative direct-mail pieces to identify the core. It's a total ongoing relationship that we have with the core target of a radio station. How we identify it is different. The industry, as a whole, has been thinking that the P1s and the "in-tab" ZIPs are

critical. That gets you in the ballpark, but if you want to go to first base, you don't just want to go into the ballpark. What we have realized is that someone could be identified as a P1, but what if a P1 only listens to radio for five quarter-hours a week. If they listen to you for three or even five quarter-hours, that qualifies them as a P1.

But what if someone listens to radio for 200 quarter-hours a week, listens to you for 95 quarter-hours, and listens to a competitor for 105? That, by definition, is a P2. Who's more important in that scenario, the P2 giving you 95 quarter-hours or the P1 giving you three-quarter hours? That P2 is about 20 times more valuable. There is a whole different way of looking at the world with effective targeting, breaking things out by fifths, and looking at the listeners who are giving you the most quarter-hours of listening.

In this day and age, stations must maximize ratings, increase revenue, and strengthen cash in order to improve owner equity and increase shareholder value. They can't afford to rely on old-

line thinking or short-term gimmicks and toys. The most important thing stations can do is focus on expanding the impact of their limited marketing dollars by leveraging knowledge in new revolutionary ways.

The key to future success is not being satisfied with your existing knowledge base, which is filled with what was done in the past. Rather, stations must expand the breadth of their intellectual capacity by embracing new ideas. P1s are not your true core and your in-tab hot ZIPs are not your true core ZIPs. Stations that are marketing to these P1s in in-tab hot ZIPs are targeting the wrong people with gimmicks that may not impact their ratings. It's low-impact, off-target marketing. That is a costly mistake.

Another is average-hour contributions. Just having a mention in a ZIP code is good to know, but what if you had 10 mentions in one ZIP code that provide 300,000 quarter-hours, and you had six mentions in another ZIP code that gave you two million quarter-hours. What ZIP code is important? And what if that is happening book after book after book? Well, we want to know the ZIP codes that are giving us the most quarter-hours, not just mentions.

We have the tools to know the true core. An example of a complex market is Los Angeles. Knowing these distinctions allows us to zero in on the most important targets first by focusing on databases and then strategizing this information. If you have a database of 70,000 people, we know which ZIP codes are most important, and we know which people in the database we want to touch 20 times in a year. We might touch everybody 10 times, but there are people that we want to get to and touch more. All the gimmicks don't mention or

Nest Marketing™

THE MVP PROGRAM

address the real strategy involved. Our MVP strategy, or Multiopoly Marketing Strategy, makes sure that we play the Arbitron game better. We address specifically what we (or the station) are going to do with its marketing dollars while being able to compile information for its other properties (other formats).

We understand the correlation and the link between ratings equaling revenue equaling profit for the whole cluster. If we can spend as few marketing dollars as possible, we can be efficient with them, which is going to make the station look great with the return on the marketing dollars.

"TrueCore" aids in increasing owner equity. For instance, a study was done in New York where a radio station was mentioned in about 600 ZIP codes. By examining the ZIPs in a different manner that other companies don't have access to, we were able to pare that down to 88 ZIP codes. Where it was once going to cost them X amount of dollars, now it's going to cost 15% of that to really hammer on the true core over and over.

Over the last couple of years, we have been tracking every phone call and keeping cume and partisan information on every initiative. Even though we may have worked with an AC station in a market, we also have the information on the Country station or the Rock station.

Continued on Page 24



RADIO ONE 2 ONE

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JAY WILLIAMS

CEO

Direct Marketing Results



Jay Williams

Radio has figured out through consolidation that it must seek each station's place in the marketplace cluster and then protect it. Arbitron has released a study we've been talking about for five years that has proven that at-work listening is even more critical now, and for a lot of formats that people

never thought of before.

Furthermore, managers have suddenly realized that they want to protect their niche as well as the listener core of their station's newfound brethren. The underlying fact: One station's P1 listeners are "their" listeners. They are wholly different from their competitors' listeners.

There used to be a programming belief that if you put on a magic record or a magic promotion, everybody was going to find your station and switch from their favorite station. The reality is that people have formats they listen to either as P1 or P2 listeners, and they're not going to go from Country to Pop or from Rap to Alternative unless that is their natural course. They can't be forced over there, except for short periods of time. I don't think radio people look at other industries. They have the tendency to stay isolated.

As consolidation has furthered, radio has been forced to say, "Maybe we should look at the strength and weakness of each individual product instead of worrying about the competitor as much." I think the same thing has happened in television. They were told to market, market, market, because cable was coming and the independent television stations were coming — yet these people would still sit there. Then, one day, some CBS affiliates decided to

switch their affiliation agreements to Fox. Suddenly, people switched from networks that they had been watching for at least 20 years. TV stations then said, "We have to market. We're vulnerable, and only as good as our local newscasts." It really is about looking at your own industry differently, and consolidation has forced ours to do that.

The first industry to discover the power of marketing was the airline industry, that being a 1981 case study with American Airlines and its frequent-flyer program at Temerlin McClain, a mass-marketing agency. Even then, the company realized that combining knowledge of customer flying patterns and their likes and dislikes, marketing them directly, and enticing them with loyalty advantages would bolster American's overall business.

The airlines have really done a great job of mastering mass marketing. Another industry to recognize its potential is the catalog business. This year, newspapers will lament the disappointing sales year and lackluster reports from retailers. They will blame the economy for the slump in sales or assert that Christmas isn't as important as it used to be.

What's interesting to note is that catalog companies have seen double-digit growth every year for the last five years. That's because they know who their customers are, and they know what types of catalogs to market to them. LL Bean, for instance, sends out five or six different catalogs that are each tailored to a specific type of merchandise; they don't market to people who don't buy anything. They also profile the market by ZIP codes and psychographics.

Radio has always been programming- and sales-driven, not marketing-driven. A marketing director at a station (if that title even exists) is usually a subtitle of the program director or a subtitle of the promotion director. In the past, the promotion director has been the person who goes out to the remotes or handles this winner or that winner. I think the GM and the PD have usually fought over what marketing is. There hasn't been anybody who has been focused on putting together research or pulling together the image of the station. Nobody has been looking at the vulnerability and perceptual analysis and merging that with the information from Arbitron.

marketing innovation. They combine the targeting of direct mail and the power of television. Most enticing, video mailers get response rates in excess of 50%. When combined with the power of an effective four-minute television commercial, you get lightning in a bottle.

Here's how it works. You target your prospects, but instead of sending them a piece of paper, you send them a videotape. They've never received a videotape before, so they're already curious. The cover of the tape states: "Watch this tape, and you could win \$10,000 INSTANTLY."

Now, they're hooked. They put the tape in the machine, and you've got a captive audience. Thousands of doors open magically to your station's message. But the key to closing the sale is what's on the tape: the four-minute commercial. That's where IQ's television expertise really comes home. That four-minute TV commercial is the best chance your station will ever have to get carefully targeted prospects excited about your station.

Vidpak is completely turnkey, includes the production, and is the only video mailer produced by a TV production company. Vidpaks can be designed to target your direct competitors P1s or your own audience. You can introduce a new



Now, with consolidation, more and more people are finding out what they want to do, because budgets have been cut, and people are worrying that if they do the wrong thing, they might hurt their station or one of its sister properties.

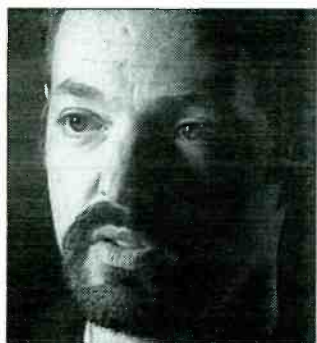
In terms of growth potential, come promotions — in most cases — don't usually work, because most of the money is lost on people who have no intention of listening. I think that most radio stations don't have a good, solid feel of who their listeners are. Many stations that have a database haven't really analyzed that database very well and don't really know how to grow the station from a scientific or mechanical level as a catalog marketer would. It becomes an endless process of throwing money at people and hoping they will come in. When you break down your database, you find out which listeners are listening for the morning show, or the music, or a contest, and so on.

One of the media buyer studies reported that many buyers do not believe in radio because it's not tangible to them and they don't know what and who it delivers to. The ratings have been so flexible, and it is hard to know what you are really getting. In the magazine industry, they can actually pull out names and addresses of exactly who their subscribers are and how many are CEOs, business owners, or white-collar managers. Radio stations have not been able to do that. The advertiser is going to increasingly demand specific performance and information on audiences — and not "Arbitron Radio Estimates." Database management is the only way to do that.

TONY QUINN

President

IQ Television Group



Tony Quinn

Sometimes the targeting ability of direct mail looks very attractive. But the problem I always run into is that no matter how you cut it, direct mail has low response rates. Direct mail success is considered a 10-15% response. That means that 85-90% of the targets threw

the mail piece away. That's inefficient in anybody's book. The problem, of course, is that direct mail is old hat. We all get tons of it, and we've all seen every trick they've got. There's been nothing really new until now.

Video mailers offer an entirely new direct-



morning show, a new format, or clarify your music position. You can reinforce your dominance or attack the leader with a marketing "smart bomb" — all the while controlling the cost so that the campaign stays within your budget parameters.

Vidpak combines the most attractive elements of television advertising and direct mail. Although Vidpaks will someday become junk like most other direct mail, right now it's a fresh, new concept for the consumer and the radio business.

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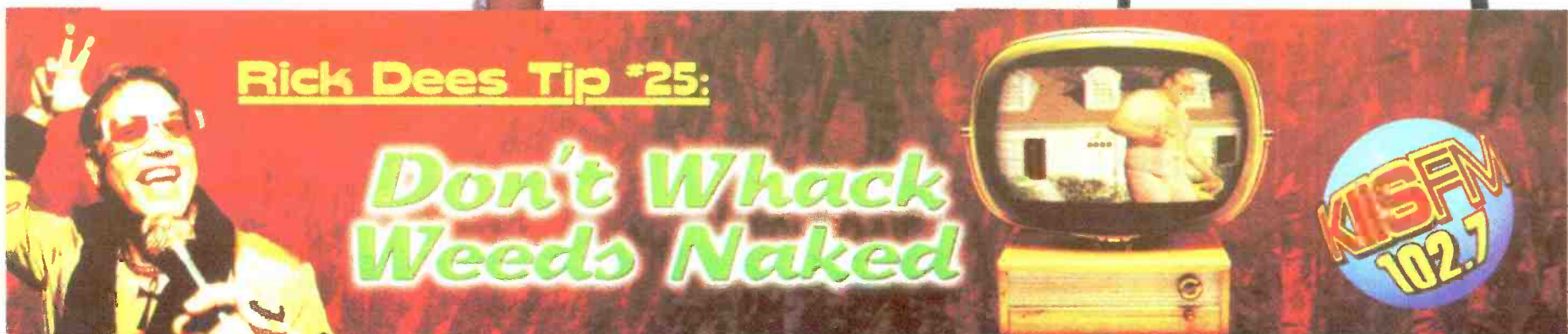
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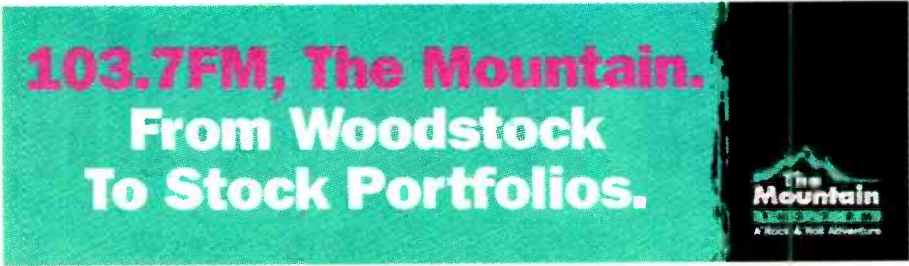
Outdoor advertising campaigns are often the most difficult (and most misused) efforts a station can attempt. Obviously, the benefits are tremendous, since radio is primarily an out-of-home medium. But all you'll get from a typical viewer is 7-10 seconds of their time, max! So structure your words and images carefully.

These guidelines have been developed by the **Outdoor Advertising Association Of America** and other veterans. Follow them when designing outdoor strategies.

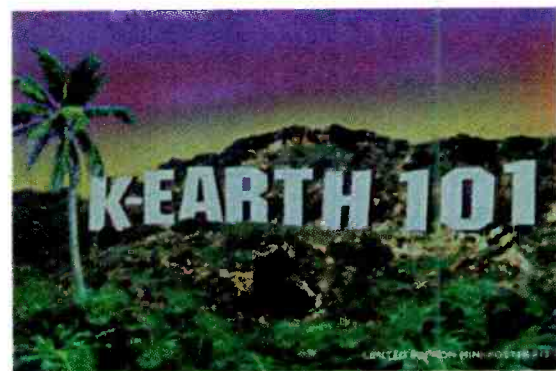
- Advertise one thing. Is it the morning show, the station's image, the artists you play, a contest, or a sports team? Obviously, this answer comes from the station's master marketing plan. (You do have one, don't you?) Pick the element that would be most affected by the driving segment of your audience, and use that for your campaign.

- Keep it readable. Keep the number of elements on a board to a bare minimum. There's probably going to be a graphic of your station's image or personality, a logo, and a short statement. Stop! That's all you need for an effective campaign.

- Use the right lettering. Simple sans-serif typefaces work best on billboards. Avoid ornate faces and styles that are too thick or too thin. Don't cram letters or words — they'll blend into an unreadable block at a distance. A combination of upper- and lowercase letters is easier to read than all uppercase lettering.



- Make the message memorable. But don't make it too long. Seven words is the industry-accepted maximum.
- Select high-contrast colors. A combination of yellow and black seems to offer the highest contrast for outdoor advertising. White and black, and white and blue are good alternatives. Otherwise, choose color combinations that stand out sharply against each other.
- Make it adaptable to different sizes. Boards come in two primary sizes: The "bulletin" (or "painted") board, at 14x48 ft., is the largest standard-sized board. It's called a painted board, because they used to actually be painted on the scene. (These days, billboard companies print them on vinyl



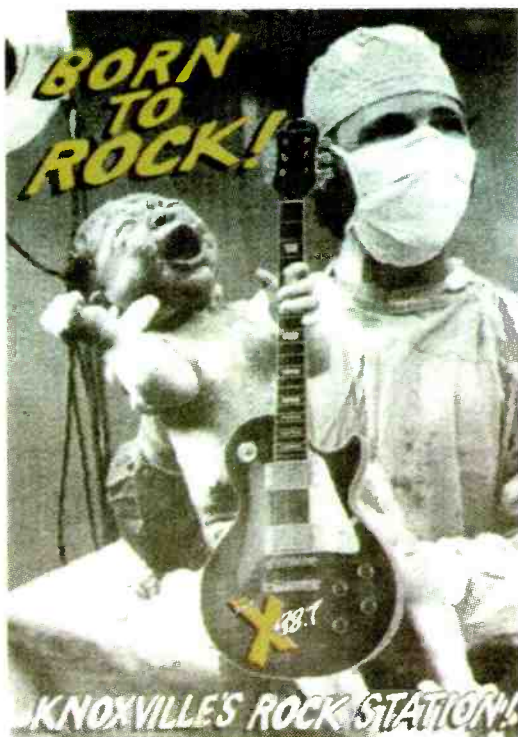
at a factory and hang them on the boards. The vinyl can then be moved to different locations.) These offer a higher-quality image, but are quite expensive.

The other size is the "30-sheet" (12x25 ft.), which is more common. This is known as a "poster" board, because the image is printed on paper and glued to the board.

In urban areas, the "8-sheet" (about 1/4 the size of a 30-sheet) is also used. Different sized boards serve different purposes. The bulletin is for high-traffic areas and offers "reach." The 30-sheets are in more locations and thus provide frequency.

Designing A Logo

When settling on a station logo, keep in mind its various uses: Letterhead, business cards, banners, billboards, busboards, bumper stickers, TV spots, and the like. One design may not serve all purposes, but your graphic artist can develop an array of designs that remain true to the station's overall image.

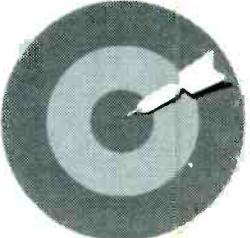


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How Marketing Can Help Win The Ratings 'Election'

Chancellor's LeBow explains why a great product doesn't always guarantee a winner

It's important to not overreact or have a knee-jerk reaction when examining the numbers as they come out at Arbitron report card time. As we look for road maps or early signals as to how our stations are faring so that we can keep them on course — or change direction, if needed — we too often make quick decisions based on "trends," rather than smart, logical choices based on the full estimates. Esti-

mates! That's what Arbitron numbers are. And the fact that we break these down into snapshot extrapolations of the overall trend causes some broadcasters to neglect using the complete data in their decision-making process.

Marketing is essential when reacting to trends in Arbitron, which sometimes means changing the overall strategy of the station. After presiding over his own

company, Rating Point Management, David LeBow was appointed VP/Research & Development for Chancellor Media. His experience working at Arbitron during the '80s, along with stints as sales manager for Emmis in Los Angeles and Boston, has given him a great understanding of Arbitron and how the system works. Below, LeBow offers some innovative and interesting insights into the ongoing ratings race.

What Is Real, What Is Not

Arbitron is a voting contest and a P1-based system. In essence, in each individual listener's mind, it works like an election: There's one winner, and everybody else loses. That's the short version of the P1-based system. The average person might write down 2.5



David LeBow

stations in the diary, but one station is perceptually their favorite and therefore gets most of their listening time.

Each radio station is a candidate in an election. In an election, a candidate does not win because they have a good grasp of the issues in their mind. The candidate wins when they communicate to each

individual voter how they feel about the issues. The voter responds by voting for them. Our job is not just to get these people to listen to our stations, or even for us to have a nice mix of music. Our job as a broadcasting company is to get people to vote for our radio station. Therefore, the role of marketing and promotion is essential to the process. Coke might taste good, but if nobody pulls it off the shelf, it doesn't matter. Marketing is the process of turning a product into a vote.

Marketing gurus Al Ries' and Jack Trout's 22 *Immutable Laws Of Marketing* correlates directly to Arbitron. One of the things they stress is that "marketing is not a battle of product, it is a battle of perceptions." I can't tell you how many times somebody's put on a radio station, and people have listened to it and said it sounds pretty good. But if people are not

voting for it because there is another leader in that product category, it's over. You don't get the vote in Arbitron. The marketing director and his department have to really market the station and all of its components so that it's ready to be voted for and is easily accessible to the listener.

Sounding Good Vs. Doing Well

There is a big difference between stations that sound good and stations that do well in Arbitron. Typically, stations that do well in Arbitron do sound good, but just because you sound good doesn't necessarily mean you will do well in Arbitron.

The first thing you have to figure out is if your No. 1 Arbitron rating is real or not. Is it likely to sustain? Is it based on an outgrowth of your strategy being effective, or is it just something that happened in an Arbitron book? If you have a great month and a great book, that's wonderful. If you're an AC station, and it came from men, what does that really mean? Is that really going to be there next time? If you have a great book, you need to know what is going to happen next time. If you have a station that is not broken and you have a bad book, you need to know not to fix it.

The second point is figuring out the cause and effect of your strategy. This is the challenging part. If you were on TV, what happened? Did it affect your ratings? Maybe it didn't affect your ratings, but the result of that exposure is the ongoing buildup of your brand. When you go on television, you're more likely to see an increase in your TSL rather than your cume. Many times when a station does TV, and its TSL goes up but the cume doesn't, the response is, "The TV didn't work. It's a good thing we have a good product that made the TSL go up."

People often look at TV to drive cume and the product to drive TSL. TV doesn't always drive cume. If you're sitting on your couch, watching football at six o'clock on Sunday, and you see a Bud commercial, you don't say, "Hey, I've never tried Bud before. I think I am going to try and become a beer drinker,"

and become new cume to Bud. More likely what happens is, "Gee, I have some cold beers in my refrigerator right now," and you go grab one. What Budweiser has done besides the branding process is increase your time spent using the product. So, it is essential that you figure out cause and effect. Saying that TV didn't work because your cume didn't go up and TSL did is erroneous. David Ogilvy was the first to say, "Half of my advertising works — I'm just not

The product and the marketing actually have more to do with each other, because marketing's role is to brand and market the entire entity in the marketplace.

sure what half." Advertising has always been known as an art *and* a science, not one or the other. It is essential to understand the effect of your hundreds of thousands of dollars and that Arbitron is a P1-based methodology.

Let's refute the myth that TSL has nothing to do with how long you sit and listen to a radio station. TSL accrues in instances. If a station's TSL goes from five to five-and-a-half hours, that doesn't mean everyone said, "Hey, instead of listening from 9 to 2, let's listen from 9 to 2:30." What it means is that they tuned in one extra time during the week, perhaps for an extra half hour. Before, you had five hours of TSL because people tuned in 10 times for 30 minutes each. Now, they tuned in 11 times for 30 minutes each. That's why

Continued on Page 30

It's Time to Play Nice with Your Sister.

Consolidation was designed to take advantage of strength in numbers. Eagle Marketing's *Metro MasterPlan*SM is designed to do the same for your marketing efforts. It controls cannibalization between your sister stations by combining resources. It's cost effective. And no other plan mimics Arbitron methodology to uncover survey friendly households like the *Metro MasterPlan*SM.

Arbitron nationally targets 45% unlisted and 55% listed households for diary returns. Turn to page 4 in your Arbitron Book to see how many unlisted diaries are in your in-tabs. **Metro MasterPlan**SM is the only telemarketing campaign reaching both the listed and unlisted households in your market. If you're not using Eagle Marketing, you could be missing up to 75% of diarykeepers.

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Arbitron uses a combination of telemarketing and direct mail to recruit diarykeepers 48 weeks out of the year.

Metro MasterPlanSM uses a combination of telemarketing and direct mail over the course of the year to influence and build loyalty with diarykeepers.



And remember, it's all fun and games until someone loses a rating point...

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Continued from Page 28

it is so important to have benchmarks on your radio station that give the listener more reason to tune in.

What's On The Menu?

What your great program directors and marketers are able to do is create full menus on their radio stations, not just serve the base product. The position itself is the single most important thing. That means that your position is only 60% of the battle. Let's say that the fact that WLTW/NY plays the best songs is the primary reason people listen to the station — it is not the only reason. People also listen because of the

Just because you play the right music, that's just your entry fee, not your ticket to ratings success.

mood, the presentation, and all the other elements that are built by the program director and brought to the market by the marketing director.

A radio station has a number of people who are essential: the PD, marketing director, GM, and any person who is part of the strategic process of the station. On a long-term basis, the first thing the station needs to decide is what they are trying to accomplish. Then the team has to evaluate, "Is it time to append our strategy or is it time to stick with our strategy?" Reacting to a book is a funny thing. There are times to react to a book, but never because of what happened in a bad trend. Do you change things because of what the Fall '97 Arbitron says, or do you look for one piece of information that lets you understand how your station's strategy is being reflected and helps you subsequently evolve an overall strategy over time? Reacting to a book is a dangerous thing. We study books to determine what is real and what is not, but not for the purpose of reacting to it.

Scott Ginsburg once explained to me that radio stations are brands; they're products. If Tylenol has a bad sales quarter, they don't say, "Geez, we need to change the way Tylenol is made. We need to put Tylenol in a purple bottle." That's just not what intelligent people do to a brand. A radio station is a

brand. The name Z100 in New York is an important name to about 2.2 million people. Those same people listen for about six-and-a-half hours a week — that's how Z100's ratings get built.

There was a time a year-and-a-half ago when Z100, from a product standpoint, was off course. It was Alternative-based and had abandoned what the brand was supposed to be, which was CHR hits to a youthful audience. The cume went down to 1.6 million. Tom Poleman went in to program and, as Steve Rivers said, he started playing the hits. Before you knew it, Z100's cume went back up to 2.2 million. That was because the station fulfilled the expectation of the brand name Z100. Poleman put the brand back in sync with the brand name.

If Nike started coming out with shoes with a high heel on them tomorrow, you might see Nike sales going down. Advertising probably wouldn't fix that. But if you put Nikes out again, like an Airmax, Nike sales would probably go back up. So the product and the marketing actually have more to do with each other, because marketing's role is to brand and market the entire entity in the marketplace.

Buying A Book

Can you still buy a book? Sure, there are some cases. Since Arbitron put out its at-work study, there's a lot of debate about telemarketing and direct marketing to the office. There are some programs out there that can completely manipulate the Arbitron system. A station that gets 19 hours of P1 TSL in a book — clearly, they have a participant there.

Great marketing can cause an increase in ratings by itself. And we're not talking about spending, but packaging. The challenge of the latter part of the '90s will be the packaging. There was a day when some people did music tests and some didn't. At that time, you'd have stations with good ratings and stations with bad ratings. Today, everybody's beyond that. Everybody is using research, the research companies have a lot in common, and a data table is a data table. A good example are "Kiss" and "Mix" in Boston, which play a lot of the same songs. Yet, they are perceived as being entirely different. Each station's individual elements make it special and unique.

How do you differentiate when you play the same songs? Country music battles are even better examples. The music is fairly similar between stations. So why do people feel so differently about KKBQ/Houston than KIKK? Don't they play a lot of the same

songs? The marketing is everything! If records used to make up 70% of why you listened to radio, then it's 60% today. That is still an essential 60%. You can't screw that up. But just because you play the right music, that's your entry fee, not your ticket to ratings success.

Introducing A New Station

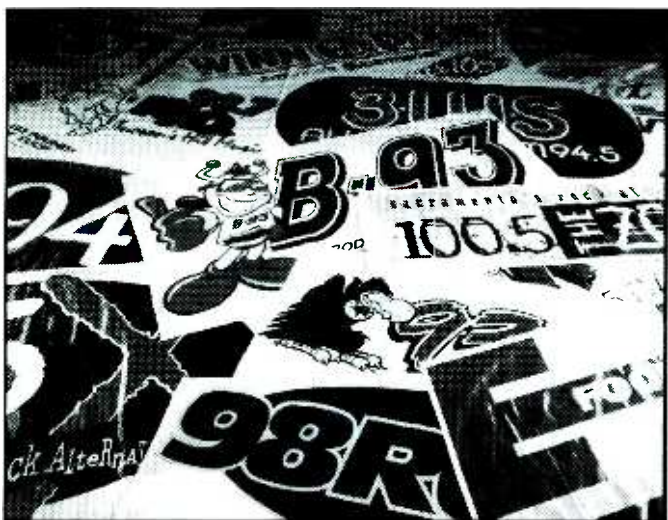
The Arbitron system is an estimate of how many people are listening. If you are taking a brand that you have paid \$100 million for and are introducing it into a market, you just can't react to a monthly. Not to say that you should put your head in the sand, but all of the information in the world is only there so that the executives who run the station can make the best decision as to how they are doing with the brand. Stations roll out much faster in Arbitron than you generally perceive. Typically, 120 days in you've got a fairly substantial percentage of all the cume you'll ever get. That is true in most sign-on situations. So, you can track how you're doing against some goals, but the information has to be kept in perspective.

Perception absolutely predates behavior. A good example is Bonneville putting on a new CHR in Washington (WWZZ) a year ago, and then, just recently, one in San Francisco (KZQZ). When the

Typically, 120 days in on a new sign-on, you've got a fairly substantial percentage of all the cume you'll ever get.

station starts growing like wildfire, Arbitron says it's not even on the air and lists the old call letters. Then when they have their best book ever, listeners have already passed through and, in actuality, are starting to use the product less. But Arbitron still shows the rating of before. There is absolutely a one-book lag.

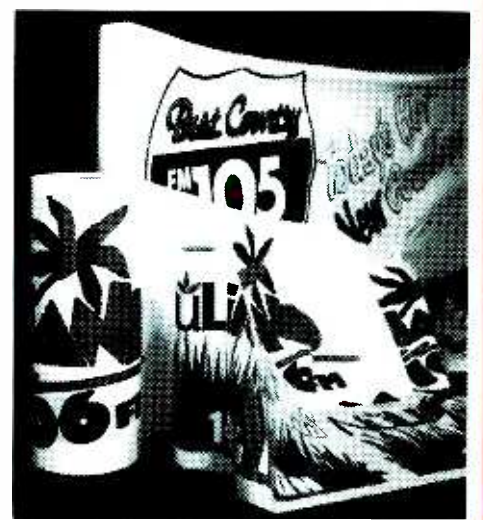
Marketing is essential. And in the future it will be even more essential, as we deal with product parity. I can't tell you the difference between Folgers and Maxwell House — how they are branded is the same — but one of their sales is better, and I am sure there is a reason for that. It's probably the one that is better marketed!



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Staying The Course

How L.A.'s KROQ deals with the wobbles

KROQ/L.A. is known to many as the granddaddy of Alternative radio. It has become the "reference point" for Alternative trends for the nation. But KROQ is more than just an Alternative station — it is very much a Southern California lifestyle. With brilliant programming minds and cutting-edge imaging, the KROQ dynasty continues today. At the helm is General Manager Trip Reeb, who gives his thoughts on reacting to an Arbitron book.

Be Prepared

You have two main areas that you need to tackle when a book comes out. If it is less than favorable, it is a bit of "staying the course." It is key, whether a book is up or down, to understand what happened and why, and to be prepared in advance for what happens.



Trip Reeb

The reason why you are able to do that is because, in this day and age, you are getting report cards on a monthly basis from Arbitron. You know ahead of time whether or not your book is going to be up, down, or the same.

Being prepared for what comes out is the most important thing. If it is not good news,

hopefully you have already started the thought process on why it isn't. Sometimes there are programming reasons, and sometimes there are Arbitron reasons. You have to be open enough to differentiate between the two and decide whether or not you need to make some adjustments or whether you were a victim in any particular survey period. The self-analysis is most important. Don't dilute your realistic approach regarding what happened to you.

It's the broadcaster's quest to break down this information as minutely as they possibly can. We don't even look at trends; we demand to look at the extrapolated numbers to see how we did on a monthly basis. In the last survey, KROQ had a month

that was a 2.4 and a month that was a 3.5 — that goes beyond the typical Arbitron margin of error. What Arbitron isn't telling you is that there is a margin of error within its monthly number that's really the greater number — be it a trend number or a quarterly number. A certain amount of it you've got to take with a grain of salt, accepting that there are errors and that these wobbles exist.

When you are talking about responding to a bad book on the sales side, you have to be armed with as much information as possible so, when that book comes out, nobody's taken by surprise. You don't push a panic button, but you make sure everyone understands potentially what happened. As KROQ books have shown, disappointments are as much a function of Arbitron wobbles as anything else. Some of it may

The cume is not the first thing to go as a result of bad programming. You are probably going to lose TSL, and then you are going to tick them off enough to get them to leave the station on a permanent basis.

be programming, but we can truly point to certain things and say that one month caused us to have a slightly down book. You need to pre-sell a bit of that on the sales side without hitting the panic button. Make sure everybody understands it and that the sales department can convey it to the people they need to convey it to. As we all know, Arbitron is far from a perfect science, and I think we learn to deal with them as best as we can.

What's Your Marketing Angle?

The marketing approach totally depends on the format and what you determine to be the problem. If you are an AC station and you decide you have a cume problem, one of the things you have to look at is, "Did I do enough marketing to maintain what the expecta-

The heads-up people are those who are preparing for change before it even happens. Responding incorrectly to a momentary departure of a certain amount of audience from a successful station is foolish.

tions were to maintain my cume?" Along with that, you have to examine what you did on a programming basis to make sure you didn't blow people off. As we know, the cume is not the first thing to go as a result of bad programming. You are probably going to lose TSL, and then you are going to tick them off enough to get them to leave the station on a permanent basis.

What you need to focus on is the 20% of your audience that is giving you 80% of your total listening and serve them better than you did in the past. There are a lot of things to consider, not just one element of marketing. You need to be asking those questions — and not just when the Arbitron comes out. These are questions you should be asking yourself about your radio station on a regular basis, even if you are not losing audience. The heads-up people are those who are preparing for it if it ever happens. If you're having to make major changes as a result of a book coming out, you have not kept your eye on the ball. The building of a radio station is not something that happens in a short amount of time. Things take time to develop — and to undo, as well. To respond incorrectly to a momentary departure of a certain amount of audience from a successful station is foolish.

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

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"The person next to me at the hotel music test was coughing all the time. It was hard to concentrate."

Distractions are always possible when it comes to music testing.

In an auditorium test, people who have coughs and colds can be distracting, as can noise in the hotel ballroom adjacent to the music test room.

People who are openly expressive about how much they like or hate certain songs can affect the voting of all the people around them. Occasionally you get a participant who has had a little too much to drink. And there's not a lot you can do about these distractions with auditorium methodology.

In INTERACTIVE testing you don't get those kinds of distractions, of course, because respondents take the test at home. Research shows they are normally alone in a quiet environment when they take the test.

But other types of distractions can still happen.

A person's child can come into the room, someone could turn on the TV loudly in the next room, or someone could come to the door. The big difference is that there is something you can do about it with INTERACTIVE testing.

INTERACTIVE tests are specifically designed to handle and neutralize the effect of any interruptions because, with INTERACTIVE testing, the participants are encouraged—repeatedly—to just hang up the phone if they have any kind of distraction. When they have time to come back to the test, the system picks right up exactly where they left off.

And, if the distraction is just a momentary one, they can simply hit the "zero" button on their telephone and the last song will play again to quickly re-orient them. So distractions are not problems with INTERACTIVE tests...they are expected and planned for so that they don't affect song scoring.

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12+ FALL '97 ARBITRON RESULTS

Denver-Boulder

| | Su '97Fa '97 | |
|-----------------------|--------------|-----|
| KYGO-FM (Country) | 7.8 | 9.3 |
| KOA-AM (Talk) | 7.8 | 7.9 |
| KRFX-FM (Cl. Rock) | 5.5 | 6.5 |
| KOSI-FM (AC) | 6.6 | 6.2 |
| KQKS-FM (CHR/Rhy) | 6.5 | 5.6 |
| KBCO-FM (Adult Alt) | 5.0 | 5.2 |
| KALC-FM (Hot AC) | 5.0 | 4.7 |
| KHOW-AM (Talk) | 3.9 | 4.7 |
| KXKL-FM (Oldies) | 5.4 | 4.7 |
| KKHK-FM (Cl. Rock) | 3.9 | 4.4 |
| KHIH-FM (NAC/SJ) | 3.9 | 4.1 |
| KBPI-FM (Rock) | 3.5 | 3.5 |
| KIMN-FM (AC) | 3.5 | 3.4 |
| KXPK-FM (Adult Alt) | 3.1 | 3.0 |
| KEZW-AM (Nostalgia) | 3.1 | 2.6 |
| KVOD-FM (Classical) | 2.0 | 2.2 |
| KCKK-FM (Country) | 1.6 | 1.9 |
| KTCL-FM (Alternative) | 2.3 | 1.9 |
| KKFN-AM (Sports) | 1.2 | 1.4 |
| KTLK-AM (Talk) | 1.0 | 1.3 |

Norfolk-Virginia Beach-Newport News

| | Su '97Fa '97 | |
|-----------------------|--------------|------|
| WOWI-FM (Urban) | 11.9 | 12.4 |
| WJCD-FM (NAC/SJ) | 4.6 | 6.2 |
| WGH-FM (Country) | 7.3 | 6.1 |
| WCMS-A/F (Country) | 7.0 | 5.7 |
| WNOR-A/F (Rock) | 6.6 | 5.5 |
| WFOG-FM (AC) | 3.9 | 5.3 |
| WNVZ-FM (CHR/Pop) | 5.3 | 5.0 |
| WWDE-FM (Hot AC) | 5.8 | 5.0 |
| WPTE-FM (Hot AC) | 5.1 | 4.6 |
| WAFX-FM (Cl. Rock) | 4.0 | 4.1 |
| WNIS-AM (Talk) | 2.9 | 3.8 |
| WVCL-FM (Oldies) | 4.1 | 3.8 |
| WXEZ-FM (B/EZ) | 3.3 | 3.4 |
| WSVV/WSVY (Urban AC)* | 4.5 | 3.2 |
| WPCE-AM (Religious) | 2.1 | 3.0 |
| WGPL-AM (Gospel) | 1.0 | 2.3 |
| WROX-FM (Alternative) | 3.2 | 2.3 |
| WKOC-FM (Adult Alt) | 1.9 | 1.7 |
| WGH-AM (Sports) | 1.6 | 1.2 |
| WTAR-AM (News/Talk) | 1.1 | 1.0 |

*CHR/Rhythmic **WMYK-FM** began simulcasting in July and changed calls to **WSVV-FM** in September

New Orleans

| | Su '97Fa '97 | |
|-----------------------|--------------|------|
| WQUE-FM (Urban) | 13.4 | 12.7 |
| WYLD-FM (Urban AC) | 10.0 | 9.0 |
| WNOE-FM (Country) | 6.0 | 8.5 |
| WWL-AM (News/Talk) | 7.2 | 8.3 |
| WLMG-FM (AC) | 5.2 | 5.4 |
| WTKL-FM (Oldies) | 5.3 | 5.1 |
| KKND-FM (Alternative) | 3.4 | 4.8 |
| WRNO-FM (Cl. Rock) | 4.4 | 4.1 |
| WLTS-FM (AC) | 4.4 | 4.0 |
| KHOM-FM (CHR/Pop) | 4.2 | 3.9 |
| WEZB-FM (CHR/Pop) | 4.7 | 3.8 |
| WYLD-AM (Religious) | 4.0 | 3.3 |
| WBYU-AM (Nostalgia) | 2.1 | 3.0 |
| WCKW-FM (Rock) | 3.5 | 3.0 |
| KMEZ-FM (Urban/O) | 3.7 | 2.5 |
| WBOK-AM (Religious) | 2.2 | 1.9 |
| WSMB-AM (Talk) | .8 | 1.0 |

Kansas City

| | Su '97Fa '97 | |
|-----------------------|--------------|------|
| KPRS-FM (Urban) | 8.6 | 10.0 |
| KFKF-FM (Country) | 6.1 | 6.7 |
| KMXV-FM (CHR/Pop) | 8.2 | 6.6 |
| WDAF-AM (Country) | 6.5 | 6.3 |
| KCFX-FM (Cl. Rock) | 6.3 | 6.0 |
| KBEQ-FM (Country) | 6.0 | 5.9 |
| KMBZ-AM (News/Talk) | 6.1 | 5.5 |
| KLTH-FM (Rock)* | 3.7 | 5.3 |
| KCMO-FM (Oldies) | 6.5 | 5.1 |
| KUDL-FM (AC) | 4.5 | 5.1 |
| KQRC-FM (Rock) | 5.1 | 4.9 |
| KCIY-FM (NAC/SJ) | 4.5 | 4.3 |
| KXTR-FM (Classical) | 3.0 | 3.8 |
| KCMO-AM (News/Talk) | 3.4 | 3.5 |
| KOZN-FM (Hot AC)** | 3.0 | 3.4 |
| KCCX-FM (Alternat)*** | 1.6 | 1.5 |
| KPRT-AM (Religious) | 1.2 | 1.3 |
| KFEZ-AM (Nostalgia) | 1.5 | 1.1 |
| KCTE-AM (Sports) | 1.0 | 1.0 |

*Was AC until October, Became **KYYS-FM** on January 23

Was **KYYS-FM (Rock) until September

***Was **KISF-FM** until July

Salt Lake City-Ogden-Provo

| | Su '97Fa '97 | |
|------------------------|--------------|-----|
| KSFI-FM (AC) | 8.8 | 7.6 |
| KSL-AM (News/Talk) | 5.0 | 7.3 |
| KBER-FM (Rock) | 3.8 | 5.4 |
| KZHT-FM (CHR/Pop) | 5.4 | 5.3 |
| KODJ-FM (Oldies) | 4.5 | 5.1 |
| KALL-AM (News/Talk) | 3.2 | 4.7 |
| KSOP-A/F (Country) | 5.7 | 4.6 |
| KUBL-FM (Country) | 4.2 | 4.5 |
| KXRK-FM (Alternative) | 4.8 | 4.4 |
| KBEE-FM (Hot AC) | 3.9 | 4.3 |
| KRSP-FM (Cl. Rock) | 4.7 | 4.3 |
| KISN-FM (Hot AC) | 5.5 | 4.0 |
| KENZ-FM (Adult Alt) | 5.0 | 3.9 |
| KKAT-FM (Country) | 4.0 | 3.8 |
| KDYL/KOVO (Nostalgia) | 4.2 | 3.6 |
| KBZN-FM (NAC/SJ) | 2.9 | 2.6 |
| KFNZ-AM (Sports) | 1.4 | 2.6 |
| KURR-FM (Cl. Rock) | 2.8 | 2.4 |
| KQMB-FM (Hot AC)* | 2.7 | 2.2 |
| KUMT-FM (Rock AC) | 3.1 | 2.0 |
| KBKK-FM (Country) | 1.2 | 1.1 |
| KLZX-FM (Cl. Rock)** | .7 | 1.1 |
| KRKR-FM (Nostalgia)*** | .5 | 1.1 |

*Was AC until July

**Switched to Rock in late October

***Was Rock until late July

Rochester, NY

| | Su '97Fa '97 | |
|-----------------------|--------------|------|
| WHAM-AM (News/Talk) | 11.0 | 11.9 |
| WBEE-FM (Country) | 10.5 | 11.5 |
| WRMM-FM (AC) | 6.8 | 7.6 |
| WPXY-FM (CHR/Pop) | 8.9 | 6.6 |
| WCMF-FM (Rock) | 5.8 | 6.5 |
| WNVE-FM (Alternative) | 5.5 | 6.5 |
| WZNE-FM (Hot AC) | 4.7 | 4.8 |
| WKLX-FM (Oldies) | 4.3 | 4.6 |
| WDKX-FM (Urban) | 5.7 | 4.5 |
| WVOR-FM (AC) | 4.9 | 4.5 |
| WBBF-AM (Nostalgia) | 3.0 | 3.3 |
| WMAX/WMHX (Adult Alt) | 2.5 | 2.9 |
| WQRF-FM (Cl. Rock) | 1.9 | 2.3 |
| WHTK-AM (Talk) | 1.1 | 1.2 |
| WJZR-FM (NAC/SJ) | .9 | 1.1 |

Milwaukee-Racine

| | Su '97Fa '97 | |
|-----------------------|--------------|------|
| WTMJ-AM (News/Talk) | 10.4 | 11.1 |
| WLZR-FM (Rock) | 5.9 | 6.8 |
| WMIL-FM (Country) | 8.2 | 6.6 |
| WKLH-FM (Cl. Rock) | 7.1 | 6.2 |
| WOKY-AM (Nostalgia) | 5.7 | 5.8 |
| WKKV-FM (Urban) | 6.8 | 5.3 |
| WKTI-FM (Hot AC) | 5.6 | 5.2 |
| WMYX-FM (Hot AC) | 3.8 | 4.9 |
| WISN-AM (Talk) | 4.2 | 4.2 |
| WZTR-FM (Oldies) | 3.8 | 4.0 |
| WLTQ-FM (AC) | 3.5 | 3.7 |
| WLUM-FM (Alternative) | 3.3 | 3.3 |
| WPNT-FM (Hot AC)* | 4.3 | 3.3 |
| WAMG-FM (AC) | 2.5 | 2.7 |
| WJZI-FM (NAC/SJ) | 3.4 | 2.6 |
| WFMR-FM (Classical) | 2.0 | 2.5 |
| WNOV-AM (Urban) | 1.3 | 2.2 |
| WMCS-AM (Urban AC) | 1.7 | 1.7 |
| WEZY-FM (B/EZ) | 1.1 | 1.3 |
| WAUK-AM (Country) | .6 | 1.0 |

*Was **WXPT-FM** until December

Charlotte-Gastonia

| | Su '97Fa '97 | |
|-----------------------|--------------|------|
| WPEG-FM (Urban) | 10.0 | 10.2 |
| WSOC-FM (Country) | 7.6 | 7.4 |
| WLYT-FM (AC) | 5.6 | 7.2 |
| WNKS-FM (CHR/Pop) | 5.1 | 5.8 |
| WRFX-FM (Cl. Rock) | 7.0 | 5.7 |
| WWMG-FM (Oldies) | 6.2 | 5.7 |
| WBT-AM (Talk) | 5.0 | 5.3 |
| WKKT-FM (Country)* | 5.3 | 5.3 |
| WBAV-FM (Urban AC) | 5.6 | 5.0 |
| WSSS-FM (Oldies) | 4.6 | 4.1 |
| WEND-FM (Alternative) | 3.9 | 4.0 |
| WLNK-FM (Hot AC) | 4.1 | 3.9 |
| WCCJ-FM (NAC/SJ) | 1.6 | 2.4 |
| WXRC-FM (Rock)** | 2.0 | 2.2 |
| WNNX-FM (Nostalgia) | 2.0 | 2.0 |
| WMIT-FM (Religious) | 1.3 | 1.4 |
| WFMX-FM (Country) | 1.3 | 1.3 |
| WFNZ-AM (Sports) | .7 | 1.0 |
| WGIV-AM (Urban/O) | .7 | 1.0 |

*Was **WTDR-FM** until September

**Was Adult Alternative until October

Format Legend

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

Columbus, OH

| | Su '97Fa '97 | |
|-----------------------|--------------|-----|
| WNCI-FM (CHR/Pop) | 10.2 | 9.4 |
| WCOL-FM (Country) | 8.9 | 8.3 |
| WSNY-FM (AC) | 7.3 | 7.9 |
| WTVN-AM (Full Serv) | 6.6 | 7.1 |
| WBNS-FM (Oldies) | 5.5 | 5.9 |
| WBZX-FM (Rock) | 5.4 | 5.3 |
| WLWQ-FM (Rock) | 6.0 | 5.0 |
| WJZA-FM (Urban AC) | 5.0 | 3.6 |
| WZAZ-FM (Alternat) | 3.8 | 3.6 |
| WCKX-FM (Urban) | 2.8 | 3.5 |
| WHOK-FM (Country) | 4.6 | 3.4 |
| WMNI-AM (Nostalgia) | 2.8 | 2.7 |
| WBNS-AM (Sports) | 1.7 | 2.4 |
| WSWZ/WZJZ (NAC/SJ)* | 2.3 | 2.4 |
| WCLT-FM (Country) | 2.4 | 2.2 |
| WWCD-FM (Alternative) | 1.8 | 1.8 |
| WAZU-FM (Rock) | 1.4 | 1.7 |
| WVKO-AM (Gospel) | 2.0 | 1.7 |
| WSMZ-FM (Urban) | 1.0 | 1.4 |
| WLW-AM (Full Serv) | .9 | 1.2 |

***WSWZ-FM** was Oldies until August, when it began simulcasting **WZJZ**

Indianapolis

| | Su '97Fa '97 | |
|-----------------------|--------------|------|
| WFMS-FM (Country) | 13.8 | 13.7 |
| WFBQ-FM (Cl. Rock) | 10.8 | 10.9 |
| WIBC-AM (News/Talk) | 8.0 | 8.3 |
| WTPI-FM (AC) | 4.9 | 6.3 |
| WHHH-FM (CHR/Rhy) | 4.7 | 5.7 |
| WENS-FM (Hot AC) | 4.7 | 5.4 |
| WGDL-FM (Oldies) | 6.4 | 5.0 |
| WZPL-FM (CHR/Pop) | 4.9 | 5.0 |
| WTLC-FM (Urban) | 4.9 | 4.7 |
| WNAP-FM (Cl. Hits) | 4.9 | 4.5 |
| WRZX-FM (Alternative) | 4.4 | 4.4 |
| WMYS-AM (Nostalgia) | 4.2 | 2.8 |
| WGR-L-FM (Country) | 2.3 | 2.5 |
| WGRR-FM (Urban AC) | 2.5 | 2.3 |
| WTTS-FM (Adult Alt) | 2.6 | 2.3 |
| WNDE-AM (Sports) | 1.2 | 1.8 |
| WXIR-FM (Religious) | 1.3 | 1.3 |
| WKKG-FM (Country) | 1.0 | 1.1 |
| WSYW-FM (Classical) | .9 | 1.0 |

Memphis

| | Su '97Fa '97 | |
|-----------------------|--------------|-----|
| WHRK-FM (Urban) | 9.7 | 8.9 |
| WRVR-FM (AC) | 7.0 | 7.2 |
| WMC-FM (Hot AC) | 6.0 | 7.0 |
| WDIA-AM (Urban/O) | 6.9 | 6.7 |
| KJMS-FM (Urban AC) | 7.4 | 6.2 |
| WLOK-AM (Urban AC) | 6.3 | 5.8 |
| WGKX-FM (Country) | 5.2 | 5.4 |
| WEGR-FM (Cl. Rock) | 6.4 | 5.0 |
| KXHT-FM (Urban)* | 6.9 | 4.7 |
| WSRR-FM (Cl. Hits) | 5.2 | 4.7 |
| WOGY-FM (Country) | 4.4 | 3.8 |
| WREC-AM (News/Talk) | 1.9 | 2.7 |
| WMC-AM (News/Talk) | 2.3 | 2.6 |
| WMFS-FM (Rock) | 1.8 | 2.5 |
| WPLX-AM (Nostalgia) | 2.4 | 2.4 |
| WRXQ-FM (Alternative) | 2.3 | 2.2 |
| WKSL-FM (CHR/Pop)** | — | 2.1 |
| WCRV-AM (Religious) | 1.4 | 1.5 |
| WHBQ-AM (Sports) | .5 | 1.3 |
| WJCE-AM (Urban/O) | 1.6 | 1.3 |
| KWAM-AM (Gospel) | 1.1 | 1.2 |

*Was **KANG-FM** until July

Was **WJOI-FM (CHR/Rhy) until November

San Antonio

| | Su '97Fa '97 | |
|---------------------|--------------|------|
| KTFM-FM (CHR/Rhy) | 9.6 | 10.5 |
| KZEP-FM (Cl. Rock) | 6.5 | 7.0 |
| KXTN-FM (Tejano) | 6.1 | 6.2 |
| KSMG-FM (Hot AC) | 4.7 | 6.1 |
| KAJA-FM (Country) | 5.1 | 5.9 |
| KCYF-FM (Country) | 5.7 | 5.6 |
| KROM-FM (Reg. Mex.) | 4.0 | 5.3 |
| KISS-FM (Rock) | 6.3 | 4.9 |
| KONO-A/F (Oldies) | 5.9 | 4.4 |
| KTSA-AM (News/Talk) | 6.4 | 4.4 |
| KQXT-FM (AC) | 4.1 | 4.0 |
| KSJL-FM (Urban) | 3.3 | 3.6 |
| WOAI-AM (News/Talk) | 3.5 | 3.6 |
| KCOR-AM (Spanish/O) | 3.5 | 2.8 |
| KCJZ-FM (NAC/SJ) | 3.0 | 2.5 |
| KLUP-AM (Nostalgia) | 2.4 | 2.5 |
| KKYX-AM (Country) | 2.1 | 2.1 |
| KAMX-FM (Hot AC) | 2.2 | 1.4 |
| KSAH-AM (Reg. Mex.) | 1.1 | 1.1 |
| KRIO-FM (Tejano) | 1.3 | 1.0 |

Orlando

| | Su '97Fa '97 | |
|---------------------|--------------|-----|
| WWKA-FM (Country) | 8.8 | 8.5 |
| WTKS-FM (Talk) | 5.8 | 7.7 |
| WDBO-AM (News/Talk) | 5.4 | 6.6 |
| WJHM-FM (Urban) | 7.5 | 6.6 |
| WOCL-FM (Oldies) | 5.2 | 6.4 |
| WXXL-FM (CHR/Pop) | 6.9 | 6.1 |
| WOMX-FM (Hot AC) | 5.1 | 5.0 |
| WLOQ-FM (NAC/SJ) | 3.8 | 4.8 |
| WMGF-FM (AC) | 6.9 | 4.5 |
| WCFB-FM (Urban AC) | 3.3 | 4.3 |
| WJRR-FM (Rock) | 3.9 | 4.3 |
| WHTQ-FM (Cl. Rock) | 4.0 | 3.8 |
| WMMO-FM (Rock AC) | 4.8 | 3.8 |
| WSHE-FM (Hot AC) | 4.5 | 3.3 |
| WHOO-AM (Nostalgia) | 3.1 | 3.0 |
| WQTM-AM (Sports) | 1.5 | 1.8 |
| WTLN-FM (Religious) | 1.0 | 1.3 |
| WPCV-FM (Country) | .9 | 1.0 |

Nashville

| | Su '97Fa '97 | |
|-----------------------|--------------|------|
| WSIX-FM (Country) | 12.5 | 13.7 |
| WQKQ-FM (Urban) | 10.1 | 8.8 |
| WSM-FM (Country) | 7.1 | 7.8 |
| WKDF-FM (Alternative) | 6.7 | 5.9 |
| WRMX-FM (Oldies) | 5.6 | 5.9 |
| WGF-FM (Cl. Hits) | 8.0 | 5.7 |
| WRVW-FM (CHR/Pop) | 6.0 | 5.1 |
| WJXA-FM (AC) | 3.7 | 4.3 |
| WJZC-FM (NAC/SJ) | 2.3 | 4.0 |
| WSM-AM (Country) | 4.1 | 4.0 |
| WLAC-AM (News/Talk) | 3.1 | 3.5 |
| WWTN-FM (News/Talk) | 3.8 | 3.5 |
| WLAC-FM (AC) | 2.8 | 3.4 |
| WZPC-FM (Country) | 1.0 | 1.9 |
| WQZQ-FM (CHR/Pop) | 2.3 | 1.8 |
| WRLT-FM (Adult Alt) | 1.4 | 1.8 |
| WMDB-AM (Urban) | 1.1 | 1.5 |
| WVOL-AM (Urban/O) | 1.6 | 1.5 |

SAME-DAY RATINGS RESULTS

www.ronline.com

'ZINE SCENE

Bad 'Love' At This Festival!

It seems there's no love lost between rocker **Courtney Love** and documentary filmmaker **Nick Broomfield**, whose scathing documentary perpetuates the rumor that Love had a part in her husband **Kurt Cobain's** death. Love attacked with a lawsuit that caused the Sundance Film Festival — in an unprecedented move — to pull the film from its lineup (*Entertainment Weekly*, *Newsweek*).

I Want To Romp With You

"Is **Michael Jackson** a monster or Peter Pan?" asks the *National Enquirer*, which publishes exclusive photos from a videotape of Jackson hugging, dancing, and holding hands with some young boys at his Neverland estate. Observes Dr. **Carole Lieberman**, a psychiatry professor at UCLA: "This is a tape showing play that leads to seduction and arousal — it is consistent with pedophile behavior."

'Women On Top'

"A boyfriend who dropped me for his previous girlfriend came slithering back once. He was drunk and throwing out reasons why I should take him back, like 'You're gonna die old and tired and alone' — really persuasive stuff. Anyway, he begged to come home with me, and — my friends are appalled to this day — I said fine" — **Liz Phair**, despite this example, tells how to keep a woman satisfied in *Details'* homage to women.

And on that note, **Pamela Lee** is so intent on having a girl that she plans on undergoing a high-tech procedure where **Tommy Lee's** X and Y chromosomes are separated in a test tube and implanted in her womb (*Star*).

And still more ... "Of course there's more to me than what gets written, but at the end of the day it's very hard for the media, as a male-dominated industry, to digest the fact that a girl with a pair of big boobs has got a brain" — **Geri Halliwell (Ginger Spice)** makes a big deal (*Interview*).

We Want More ...

Making *Interview* magazine's "More" list (as in stars who leave us wanting more) are **Beck** ("For making where it's at way out there"), **Maxwell** ("For making nice so hot"), and **Erykah Badu** ("Why more? Because it's obvious how much there is, and that we've only

just begun to hear it").

Prompting a more detailed feature is **Jon Bon Jovi**, who is also on the cover. On his looks, Mr. Jovi snaps, "When *Slippery* was a hit, I was very excited about being on the cover of *Rolling Stone*. Then their reporter turned up, and all she could talk about was, 'You're so cute. And your hair!' I thought to myself: If you want to fuck me, let's just get on with it. I was very angry about all that."

... You've Had Enough!

James Brown allegedly over-indulged in a mix of marijuana and angel dust and went on a rampage, beating up his assistant and firing his rifle while singing his trademark hit, "I Feel Good." Not one to miss a beat, Brown reportedly punctuated the words to the song with rifle shots (*Globe*, *National Enquirer*).

Good Guy, Bad Guy

Is **Garth Brooks** losing his down-home image and replacing it with the less-flattering picture of an obsessive number cruncher? In a feature on Brooks called "Disturbin' Cowboy," a number of people comment on the country superstar. "Nashville wanted to believe he was a gee-whiz, just-so-glad-to-be-here cowboy, because that's how it wants to view itself," contends author **Bruce Feiler**, who is writing a book on the country-music industry. Says Brooks, "The industry is probably the last place I feel welcome" (*Entertainment Weekly*).

But What I Really Want To Do ...

Sean "Puff Daddy" Combs is not satisfied with just being a rapper/producer/songwriter/Svengali. Sources close to Combs say he's schmoozing with film types and discussing possible roles. Says manager **Benny Medina**, "We are very conscious of finding roles that represent him as Sean Combs the actor. We want a role that's a stretch, not a street kid or a rapper" (*New York*).

Some Cream With That?

"**Brandy**, you know you're a bitch!" — **Moesha** co-star **Countess Vaughn** apparently doesn't buy the singer/sitcom star's Cinderella act (*National Enquirer*).

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

MUSIC & MOVIES

CURRENT

- **TITANIC**
Single: My Heart Will Go On/Celine Dion (550 Music)
- **SPICE WORLD (Virgin)**
Featured Artists: Spice Girls
- **GOODWILL HUNTING (Capitol)**
Featured Artists: Elliott Smith, Dandy Warhols, Luscious Jackson
- **AS GOOD AS IT GETS (Columbia)**
Featured Artists: Shawn Colvin, Art Garfunkel, Nat King Cole
- **WAG THE DOG**
Single: Wag The Dog/Mark Knopfler (Mercury)
- **HALF-BAKED (MCA)**
Singles: Along Comes Mary/Bloodhound Gang
Marbles.../Black Grape
Other Featured Artists: Luscious Jackson, Days Of The New
- **TOMORROW NEVER DIES (A&M)**
Featured Artists: Sheryl Crow, Moby, k.d. lang
- **SCREAM 2 (Capitol)**
Featured Artists: D'Angelo, Dave Matthews Band, Tonic
- **JACKIE BROWN (Maverick/WB)**
Featured Artists: Foxy Brown, Delfonics, Bill Withers
- **ANASTASIA (Atlantic)**
Featured Artists: Deana Carter, Richard Marx & Donna Lewis
- **I KNOW WHAT YOU DID LAST SUMMER (Columbia)**
Single: Clumsy/Our Lady Peace
Other Featured Artists: Korn, Soul Asylum

COMING

- **HURRICANE STREETS (Mammoth/Capitol)**
Single: Sex And Candy/Marcy Playground
Other Featured Artists: Seven Mary Three, De La Soul, Vic Chesnutt
- **GREAT EXPECTATIONS (Atlantic)**
Singles: Sunshower/Chris Cornell
Lady, Your Roof Brings Me Down/Scott Weiland
Other Featured Artists: Poe, Duncan Sheik
- **THE WEDDING SINGER**
Single: Video Killed The Radio Star/Presidents Of The United States Of America (Maverick/WB)

CYBERSPACE

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

Net Chats

Radio talker **G. Gordon Liddy**, Friday (1/30) at 3pm ET/noon PT, America Online (keyword: HBN).

Comedian/singer **Tracey Ullman**, Tuesday (2/3) at 8pm ET/5pm PT, America Online (keyword: BARNESANDNOBLE).

The **Rolling Stones' Ron Wood**, Wednesday (2/4) at 10pm ET/7pm PT, America Online (keyword: ROLLING STONES).

Comedian/singer **Adam Sandler**, Thursday (2/5) at 8pm ET/5pm PT, America Online (keyword: MTV).

On The Web

Hear **Hum** live from Chicago Friday night (www.jamtv.com; check the site for starting time).

Pearl Jam's live "Monkey-Wrench Radio" broadcast will be simulcast on the 'Net Saturday night (1/31) at 11pm ET/8pm PT (www.LiveConcerts.com, www.jamtv.com).

Rapper **KRS-One** and **Pantera** chat Tuesday and Wednesday, respectively, at 7pm ET/4pm PT (www.sonicnet.com).

MUSIC DATEBOOK

MONDAY, FEBRUARY 9

1964/The **Beatles** make their first appearance on *The Ed Sullivan Show*. Also appearing is future Monkees member **Davy Jones**, as part of the cast of *Oliver*.

1975/**Cher's** TV show premieres with guests **Elton John** and **Bette Midler**.

1988/**Kenny Rogers** reprises his title role in *The Gambler — The Adventure Continues* on CBS-TV.

1993/**Annie Lennox** and husband **Uri Fruchtmann** become parents to daughter **Tali**.
Born: **Travis Tritt** 1963

TUESDAY, FEBRUARY 10

1942/**Glenn Miller's** "Chattanooga Choo Choo" becomes the first record to be certified gold.

1993/**Michael Jackson** grants his first interview in 15 years, a televised chat in his home with **Oprah Winfrey**.

1997/**Melissa Etheridge** and **Julie Cypher** become parents to daughter **Bailey Jean**. **Brian Connolly** (Sweet), 52, dies.

Born: **Roberta Flack** 1939, **Donovan** 1946, the late **Cliff Burton** (Metallica) 1962
Releases: **Dire Straits'** "Sultans Of Swing" 1979, **Tori Amos'** *Little Earthquakes* 1992

WEDNESDAY, FEBRUARY 11

1965/**Ringo Starr** marries **Maureen Cox**.
1972/In Tolworth, England, **David Bowie** performs in the guise of "Zig-

gy Stardust" for the first time.

1986/The **Chicago Bears'** "Super Bowl Shuffle" is certified gold.

Born: the late **Gene Vincent** 1935, **Sheryl Crow** 1962, **Brandy** 1979
Releases: the **Turtles'** "Happy Together" 1967

THURSDAY, FEBRUARY 12

1968/**Jimi Hendrix** is awarded an honorary high school diploma from **Garfield High** in Seattle. He had dropped out of school at age 14.

1975/**Bob Dylan's** *Blood On The Tracks* goes gold.

1989/**Tiny Tim** declares himself a New York mayoral candidate.

Born: **Ray Manzarek** (Doors) 1935, the late **Steve Hackett** (ex-Genesis) 1977
Releases: **Simon & Garfunkel's** "Home-ward Bound" 1966, **Yes'** "Roundabout" 1972

FRIDAY, FEBRUARY 13

1961/**Frank Sinatra** forms **Reprise Records**.

1972/**Led Zeppelin** ... forced to cancel ... Singapore concert when officials won't let them off the plane



Led Zeppelin — "Communication Breakdown" in Singapore?

because of their long hair.

1982/A tombstone for late **Lynyrd Skynyrd** singer **Ronnie Van Zant** is stolen from his gravesite in **Orange Park, FL**.

Born: **Peter Tork** (ex-Monkees) 1944, **Peter Gabriel** 1950, **Peter Hook** (New Order) 1956
Releases: the **Black Crowes'** *Shake Your Money Maker* 1990

SATURDAY, FEBRUARY 14

1974/The **Captain & Tennille** are married.
1980/**Lou Reed** marries **Sylvia Morales**.
1981/**Billy Idol** exits **Generation X** for a solo career.

1991/The first all-female rap concert is held at the **L.A. Sports Arena**. Headliners include **Queen Latifah**, **Yo-Yo**, **Monie Love**, and **M.C. Lyte**.
1996/The **Artist Formerly Known As Prince** marries backup singer/dancer **Mayte Garcia**.

SUNDAY, FEBRUARY 15

1965/**Nat "King" Cole** dies of lung cancer.
1969/**Florida** hairdresser **Vickie Jones** is jailed for staging a phony **Aretha Franklin** concert. Jones' impersonation is so convincing that nobody in the club asks for a refund.

1975/**Gino Vannelli** becomes the first artist to perform on *Soul Train*.
1977/**Sid Vicious** replaces **Glen Matlock** as the **Sex Pistols'** bassist.
1979/The **Bee Gees** win five Grammys, including Best Album for *Saturday Night Fever*.

— Frank Correia



59.4 million households
Patti Galluzzi,
VP/Music Programming

ADDS

- ROLLING STONES Saint Of Me (Virgin)
- FOO FIGHTERS My Hero (Roswell/Capitol)
- JIMMY RAY Are You Jimmy Ray? (Epic)
- DAYS OF THE NEW Shelf In The Room (Outpost/Geffen)
- EVERCLEAR I Will Buy You A New Life (Capitol)
- MASE I/TOTAL What You Want (Bad Boy/Arista)
- BRIAN MCKNIGHT Anytime (Mercury)

HEAVY

- AEROSMITH Pink (Columbia)
- BACKSTREET BOYS As Long As You Love Me (Jive)
- BUSTA RHYMES Dangerous (Elektra/EEG)
- MARIAH CAREY I/BONE THUGS... Breakdown (Columbia)
- CELINE DION My Heart Will Go On (550 Music)
- GREEN DAY Time Of Your Life (Good Riddance) (Reprise)
- JANET Together Again (Virgin)
- MARCY PLAYGROUND Sex And Candy (Capitol)
- MATCHBOX 20 3am (Lava/Atlantic)
- SARAH MCLACHLAN Sweet Surrender (Arista)
- METALLICA The Unforgiven II (Elektra/EEG)
- PUFF DADDY & THE FAMILY Been Around... (Bad Boy/Arista)
- ROLLING STONES Saint Of Me (Virgin)
- WILL SMITH Gettin' Jiggy Wit It (Columbia)
- THIRD EYE BLIND How's It Going To Be (Elektra/EEG)

STRESS

- BRYAN ADAMS Back To You (A&M)
- FIONA APPLE Never Is A Promise (Clean Slate/Work)
- BEN FOLOS FIVE Brick (550 Music)
- FAT PUNK Around The World (Virgin)
- QATBOY SLIM Going Out... (Skint/Astralwerks/Caroline)
- FIRM Phone Tap (Track Masters/Aftermath/Interscope)
- FOO FIGHTERS My Hero (Roswell/Capitol)
- K-CI & JOJO All My Life (MCA)
- L.L. COOL J/METHOD MAN 4,3,2,1 (Def Jam/Mercury)
- LORO TARIQ & PETER GUNZ Deja Vu (Codeine/Columbia)
- LSG My Body (EastWest/EEG)
- NOTORIOUS B.I.G. Sky's The Limit (Bad Boy/Arista)
- OASIS All Around The World (Epic)
- OUR LAOY PEACE Clumsy (Columbia)
- JIMMY RAY Are You Jimmy Ray? (Epic)
- SAVAGE GARDEN Truly Madly Deeply (Columbia)
- USHER Nice & Slow (LaFace/Arista)
- WYCLEF JEAN Gone Till November (Ruffhouse/Columbia)

ACTIVE

- ALL SAINTS I Know Where It's At (London/Island)
- BIG WRECK The Oal (Atlantic)
- BLINK 182 Dammit (Growing Up) (Cargo/MCA)
- BLUR Beetlebum (Virgin)
- COMMON Retrospect For Life (Relativity)
- CREEO My Own Prison (Wind-Up)
- CRYSTAL METHOD Keep Hope Alive (Outpost/Geffen)
- ALANA OAVIS 32 Flavors (Elektra/EEG)
- DEFTONES My Own Summer (Shove It) (Maverick/WB)
- OESTINY'S CHILD No, No, No (Grass Roots/Columbia)
- BOB OYLAN Not Dark Yet (Columbia)
- MISSY "MISOEMEANOR" ELLIOT Beep Me 911 (EastWest/EEG)
- EVERCLEAR I Will Buy You A New Life (Capitol)
- NATALIE IMBRUGLIA Torn (RCA)
- JONNY LANG Missing Your Love (A&M)
- LOX If You Think I'm Jiggy (Bad Boy/Arista)
- MACK 10 I/ICE CUBE Only In California (Priority)
- MASE I/TOTAL What You Want (Bad Boy/Arista)
- LOREENA MCKENITT The Mummies'... (Quinlan Road/WB)
- BRIAN MCKNIGHT Anytime (Mercury)
- BILLIE MYERS Kiss The Rain (Universal)
- DUNCAN SHEIK Wishful Thinking (Atlantic)
- SMASH MOUTH Why Can't We Be Friends? (Interscope)
- SUBLIME Badfish (Gasoline Alley/MCA)
- 311 Beautiful Disaster (Capricorn/Mercury)
- TIMBALANO & MAGOO Luv 2 Luv U (Blackground/Atlantic)
- UNCLE SAM I Don't Ever Want To... (Stonecreek/Epic)

Video airplay from February 2-8.



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

ADDS

- NATALIE IMBRUGLIA Torn (RCA)
- K-CI & JOJO All My Life (MCA)
- JONNY LANG Missing Your Love (A&M)
- JIMMY RAY Are You Jimmy Ray? (Epic)
- SWV Rain (RCA)

XL

- PAULA COLE I Don't Want To Wait (Imago/WB)
- CELINE DION My Heart Will Go On (550 Music)
- MATCHBOX 20 3am (Lava/Atlantic)
- SARAH MCLACHLAN Sweet Surrender (Arista)
- SAVAGE GARDEN Truly Madly Deeply (Columbia)

LARGE

- BRYAN ADAMS Back To You (A&M)
- MEREDITH BROOKS What Would Happen (Capitol)
- MARIAH CAREY Breakdown (Columbia)
- PAULA COLE Me (Imago/WB)
- FLEETWOOD MAC Landslide (Reprise)
- JANET Together Again (Virgin)
- LISA LOEB I Do (Geffen)
- BILLIE MYERS Kiss The Rain (Universal)
- ROLLING STONES Saint Of Me (Virgin)

MEDIUM

- BEN FOLOS FIVE Brick (550 Music)
- HARRY CONNICK JR. Let's Just Kiss (Columbia)
- ALANA OAVIS 32 Flavors (Elektra/EEG)
- LOREENA MCKENITT The Mummies'... (Quinlan Road/WB)
- JIMMY RAY Are You Jimmy Ray? (Epic)
- ROBYN Show Me Love (RCA)
- SPICE GIRLS Too Much (Virgin)
- THIRD EYE BLIND How's It Going To Be (Elektra/EEG)
- SHANIA TWAIN You're Still The One (Mercury)

CUSTOM

- ERYKAH BAOU Tyrone (Kedar/Universal)
- BOYZ II MEN A Song For Mama (Motown)
- DRU HILL We're Not Making Love No More (LaFace/Arista)
- BOB DYLAN Not Dark Yet (Columbia)
- GREEN DAY Time Of Your Life (Good Riddance) (Reprise)
- NATALIE IMBRUGLIA Torn (RCA)
- K-CI & JOJO All My Life (MCA)
- CHANTAL KREVIASZUK Surrounded (Columbia)
- JONNY LANG Missing Your Love (A&M)
- LSG My Body (EastWest/EEG)
- MARCY PLAYGROUND Sex And Candy (Capitol)
- PAUL MCCARTNEY Beautiful Night (Capitol)
- BRIAN MCKNIGHT Anytime (Mercury)
- OASIS All Around The World (Epic)
- DUNCAN SHEIK Wishful Thinking (Atlantic)
- SISTER HAZEL Happy (Universal)
- SOUNDS OF BLACKNESS Hold On... (Perspective/A&M)
- SWV Rain (RCA)
- UNCLE SAM I Don't Ever Want To... (Stonecreek/Epic)
- USHER You Make Me Wanna... (LaFace/Arista)
- VERVE Bitter Sweet Symphony (Hut/Virgin)

Video airplay from January 26-February 1.



36 million households
Lydia Cole,
VP/Music Programming

Video Playlist

- USHER Nice & Slow (LaFace/Arista)
- PUFF DADDY & THE FAMILY Been Around... (Bad Boy/Arista)
- BUSTA RHYMES Dangerous (Elektra/EEG)
- WILL SMITH Gettin' Jiggy Wit It (Columbia)
- NOTORIOUS B.I.G. Sky's The Limit (Bad Boy/Arista)
- BOYZ II MEN A Song For Mama (Motown)
- STING I/PUFF OADY Roxanne '97 (A&M)
- MISSY "MISOEMEANOR" ELLIOT Beep Me 911 (Elektra/EEG)
- JANET Together Again (Virgin)
- L.L. COOL J Father (Def Jam/Mercury)

Video playlist for week ending January 30.

Rap City Top 10

- 2PAC I Wonder If Heaven Got A Ghetto (Amaru/Jive)
- NOTORIOUS B.I.G. Sky's The Limit (Bad Boy/Arista)
- LORO TARIQ & PETER GUNZ Deja Vu (Codeine/Columbia)
- FIRM Phone Tap (Track Masters/Aftermath/Interscope)
- LIKS All Night (Loud/RCA)
- MACK 10 I/ICE CUBE Only In California (Priority)
- PUFF OADY & THE FAMILY Been Around... (Bad Boy/Arista)
- COMMON Retrospective For Life (Relativity)
- WYCLEF JEAN Gone Till November (Ruffhouse/Columbia)
- GANGSTARR You Know My Steez (Noo Trybe/Virgin)

Video playlist for week ending January 30.

TELEVISION

TOP TEN SHOWS

JANUARY 19-25

Total Audience
(98 million households)

- 1 Super Bowl XXXII
- 2 Super Bowl Postgame
- 3 Super Bowl Pregame
- 4 3rd Rock From The Sun (Sunday)
- 5 Seinfeld
- 6 Friends
- 7 ER
- 8 Veronica's Closet
- 9 Home Improvement
- 10 Union Square

Teens 12-17

- 1 Super Bowl XXXII
- 2 Super Bowl Postgame
- 3 Super Bowl Pregame
- 4 3rd Rock From The Sun (Sunday)
- 5 Sabrina The Teenage Witch (9pm)
- 6 Seinfeld
- 7 Home Improvement
- 8 Boy Meets World (tie)
- 9 Friends
- 10 Veronica's Closet

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.

Friday, 1/30

- Kirk Franklin and Public Announcement, *Vibe* (check local listings).
- Sarah McLachlan, *The Tonight Show With Jay Leno* (NBC, 11:35am)

Saturday, 1/31

- Junior Robb and Robbie Fulks perform as *PBS' Austin City Limits* kicks off its 23rd season (check local listings).
- Tracy Byrd perform on *The Statler Bros. Show* (TNN, 9pm ET/6pm PT).

Sunday, 2/1

- Former New Kid On The Block *Donnie Wahlberg* co-stars in *The Taking Of Pelham 1 2 3*, a made-for-TV movie (ABC, 9pm).

Monday, 2/2

- Shawn Colvin appears as herself on NBC's *Suddenly Susan* (8pm), then later performs on *Jay Leno*.
- Chico DeBarge, *Vibe*.

Tuesday, 2/3

- UPN presents *Spice Girls: Too Much Is Never Enough II*, with the American TV premiere of the Girls' "Who Do You Think You Are?" video (9pm).
- Billy Ray Cyrus, Joe Diffie, Vince Gill, and Dolly Parton perform on TNN's *Company's Comin': A Tribute To Porter Wagoner* (10pm ET/7pm PT).
- Nu Flavor, *Vibe*.

Wednesday, 2/4

- Trace Adkins, *Prime Time Country* (TNN, 9pm ET/6pm PT).
- Shawn Colvin, *Vibe*.
- Duncan Sheik, *Late Show With David Letterman* (CBS, 11:35pm).
- Victoria Williams, *Late Night With Conan O'Brien* (NBC, 12:35am).

FILMS

WEEKEND BOX OFFICE JANUARY 23-25

| | |
|--|---------|
| 1 <i>Titanic</i> (Paramount) | \$25.23 |
| 2 <i>Spice World</i> (Sony)* | \$10.52 |
| 3 <i>Good Will Hunting</i> (Miramax) | \$8.50 |
| 4 <i>As Good As It Gets</i> (Sony) | \$7.51 |
| 5 <i>Fallen</i> (WB) | \$4.94 |
| 6 <i>Wag The Dog</i> (New Line) | \$4.38 |
| 7 <i>Hard Rain</i> (Paramount) | \$3.70 |
| 8 <i>Half Baked</i> (Universal) | \$3.10 |
| 9 <i>Phantoms</i> (Miramax)* | \$3.06 |
| 10 <i>Tomorrow Never Dies</i> (MGM/UA) | \$2.74 |

All figures in millions
* First week in release

Source: Entertainment Data Inc.

COMING ATTRACTIONS:

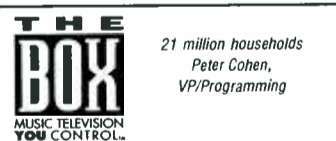
This week's openers include *Great Expectations*, starring Gwyneth Paltrow and Ethan Hawke. The film's Atlantic soundtrack sports current singles by Scott Weiland ("Lady, Your Roof Brings Me Down") and Chris Cornell ("Sunshower"), as well as Mono's "Life In Mono," Pulp's "Like A Friend," Duncan Sheik's "Wishful Thinking," Poe's "Today," the Verve Pipe's "Her Ornament," Lauren Christy's "Walk This Earth Alone," David Garza's "Slave," Reef's "Resignation," and Fisher's "Breakable." Also on the ST: Iggy Pop's "Success," the Grateful Dead's "Uncle John's Band," Cesaria Evora's "Besame Mucho," and two cuts by Tori Amos ("Finn" and "Siren").

Also opening this week is *Zero Effect*, starring Bill Pullman and Ben Stiller. The film's *Work* soundtrack contains Elvis Costello's "Mystery Dance," Jamiroquai's "Drifting Along," Nick Cave & The Bad Seeds' "Into My Arms," Candy Cutcher's "Ti You Die," and three cuts by the Greyboy Allstars ("The Method, Part 2," "Blackmail Drop," and "The Zero Effect"). Songs by Dan Bern, Bond, Mary Lou Lord, Brendan Benson, Esthero, Thermadore, and Heatmiser complete the ST.

VIDEO

NEW THIS WEEK

- **HERCULES** (Walt Disney) Michael Bolton's "Go The Distance" is the highlight of the *Walt Disney* soundtrack to this feature film, which also contains songs performed by cast members Danny DeVito, Bobcat Goldthwaite, Rip Torn, Charlton Heston, and others.
- **G.I. JANE** (Hollywood) The *Hollywood* soundtrack to this feature film starring Demi Moore sports two songs by the Pretenders: "Goodbye" and "The Homecoming."
- **EXCESS BAGGAGE** (Columbia TriStar) This feature film stars Alicia Silverstone and showcases recording artist Harry Connick Jr. in a supporting role.



21 million households
Peter Cohen,
VP/Programming

National Top 20

- CELINE DION My Heart Will Go On (550 Music)
- USHER Nice & Slow (LaFace/Arista)
- K.P. & ENVYI Swing My Way (Elektra/EEG)
- SERMON, MURRAY & REDMAN Rapper's Delight (Priority)
- SPICE GIRLS Too Much (Virgin)
- MISSY "MISOEMEANOR" ELLIOT Sock It... (EastWest/EEG)
- SALT-N-PEPA Gitty Up (Red Ant/London/Island)
- MARY J. BLIGE Seven Days (MCA)
- MARIAH CAREY Breakdown (Columbia)
- SWV Rain (RCA)
- PUFF OADY & THE FAMILY It's All About... (Bad Boy/Arista)
- UNCLE SAM I Don't Ever Want... (Epic)
- QUEEN PEN All My Love (Lil' Man/Interscope)
- ICE CUBE We Be Clubbin' (Heavyweight/A&M)
- OL SKOOL Am I Dreaming (Keia/Universal)
- K-CI & JOJO All My Life (MCA)
- LOX If You Think I'm Jiggy (Bad Boy/Arista)
- PUFF OADY & THE FAMILY Been Around... (Bad Boy/Arista)
- OESTINY'S CHILD No, No, No (Part II) (Grass Roots/Columbia)
- BRIAN MCKNIGHT Anytime (Mercury)

Most requested frozen from the week of January 23.



| Pos. | Artist | Avg. Gross (in 000s) |
|------|--------------------------|----------------------|
| 1 | ROLLING STONES | \$3594.6 |
| 2 | U2 | \$1740.6 |
| 3 | FLEETWOOD MAC | \$905.8 |
| 4 | ELTON JOHN | \$585.8 |
| 5 | PHISH | \$516.2 |
| 6 | REBA MENTREBROOKS & DUNN | \$475.4 |
| 7 | "AFKAP" | \$451.3 |
| 8 | PUFF DADDY | \$440.5 |
| 9 | AEROSMITH | \$346.1 |
| 10 | AMY GRANT | \$336.4 |
| 11 | BARRY MANILOW | \$207.7 |
| 12 | ALAN JACKSON | \$207.2 |
| 13 | JANE'S ADDICTION | \$193.5 |
| 14 | TIM MCGRAW | \$155.8 |
| 15 | CHICAGO | \$150.5 |

Among this week's new tours:

| | |
|------------------------|-------------|
| BROOKS & DUNN | HUM |
| DAYS OF THE NEW | TOBY KEITH |
| FOGHAT | LETTERS |
| FROM GOOD HOMES | TO CLEO |
| VINCE GILL | TODD NIGHT |
| G.LOVE & SPECIAL SAUCE | KEVIN SHARP |

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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WFLZ

WKSS WDJX
KSLZ WSTW
WZEE WKRZ

**New VIDEO ships
this week!**

GUARANTEED RESEARCH!!!

R&R ALTERNATIVE 37 - 35

From the **PLATINUM** album **LEMON PARADE**



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STREET TALK®

All's Affair In Love & Politics!

Once the President Clinton sex scandal broke, you knew it was just a matter of time till radio pounced... and you knew it would be **Jacor**. Sure 'nuff, **WLW/Cincinnati** got the ball rolling by offering \$1 million to the first lady (with the exception of the First Lady) to prove she has had "improper sexual relations" with Clinton during his presidency.

- **WFLZ/Tampa** morning drivers **MJ & BJ** are qualifying listeners for a Monica Lewinsky look-alike contest. A Clinton clone will be on hand Tuesday morning (2/3) when all the Monica wannabes vie for the grand prize: \$1000 and a weekend trip to DC.

- **WAKS/Tampa** OM/PD **Mason Dixon** dispatched a letter to Lewinsky's attorney, William Ginsburg, offering Lewinsky \$50,000 to appear on the station and explain exactly what happened between her and the president.

- Radio personalities **Corey Deitz** and **Jay Hamilton** have released a Clinton-inspired computer game called "Sex, Lies & Audiotape." It is Windows-compatible and is free to download at www.radioearth.com/sla.htm.

- **KDWB/Minneapolis** night jammer **Tone E. Fly** has put together the "Have You Slept With The President Million-Dollar Challenge." If someone in the Twin Cities metro area comes forward with scientific or photographic proof they have had sexual relations with Bill Clinton, then they win a million bucks!

- **WSFL/Greenville, NC** is having a "Bad Boy Bill Weekend," where listeners can receive copies of the movies *Liar Liar*, *Free Willy*, and *The Truth About Cats And Dogs*.

On a more serious note, ABC News Radio launched "Crisis In The White House," a nightly two-hour program focusing on the scandal. So far the show — hosted by ABC's Bettina Gregory and WABC/New York's Lionel and featuring correspondents Sam Donaldson, Cokie Roberts, Jackie Judd, and George Stephanopoulos — has been given a two-week commitment.

Westwood One has kept on top of the situation (so to speak) by offering hourly 60-second updates on its CNRRadio service, and CBS Radio News is supplying its stations half-hour commercial-free updates.

▶ Are You Drivin' Ray (Who Wants To Know?) ◀

Paul Thomas Breakfield — aka **Tom Steele** of **WFBC-FM/Greenville, SC's Hawk & Tom** morning show — was fined \$200 and sentenced to 240 hours of community service by a Greenville municipal court for reckless driving. Last September, he was caught driving while wearing a blindfold on Interstate 385. Breakfield says the stunt (part of which was broadcast) was a tribute to singer Ray Charles — who, the jock says, reportedly once drove a car. He tells ST he "felt the sentence was pretty harsh," but the station has agreed to pick up the fine.

At **KYYS/Kansas City**, interim PD **Larry Moffit** gets the official PD nod. Look for "the new 99.7 KY" to officially get those new calls soon.

Meanwhile, **KZPT/Tucson** taps **Darla Thomas** as its new PD. The former **KSMG/San Antonio MD/afternoon** starts at the **Pop/Alternative** station on Monday.

▶ First Doesn't Last ◀

First Broadcasting Networks was getting set to launch 10 full-time formats (starting with an Oldies service) under the

Continued on Page 38

Rumors

- Is **Viacom** about to score two of CHR's finest, with **KKRZ/Portland PD Ken Benson** heading to **MTV** and **KUBE/Seattle PD Mike Tierney** going to **VH1**?

- Will **Jackie "The Joke Man" Martling** rejoin **Howard Stern** after a contract dispute? Don't count on it — Stern has publically said the chances of Martling returning are "pretty over."

- Will **WSIX/Nashville** afternoon personality **Carl P. Mayfield** jump ship to do mornings for a present or future **Dick Broadcasting Nashville** station? Whatever happens, don't look for an immediate move — Mayfield has a 12-month non-compete.

- Could longtime **KIOI/SF** morning driver **Don Bleu** or crosstown **KFRC** morning driver **Dean Goss** be heading to **L.A.**?

- Expect **KWIN/Stockton** to have named its new PD by the time you read this. Will it be former **KHQT/San Jose PD John Christian**?

- Is former **WWZZ/Washington** nighttimer **Jo Jo Morales** being wooed by stations in **Washington, Philadelphia, and Baltimore**?

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And it's **ME**
who is my
ENEMY
Me who beats
ME up
Me who makes
the **monsters**
ME who
strips my
confidence

Me

PAULA COLE

*The new single from
the hit album This Fire*

VH1 ARTIST OF THE MONTH.

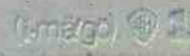
They Couldn't Wait

ALREADY IN ROTATION AT:

| | | | | |
|---------|------|-----------|------|------|
| STAR 94 | WXKS | KBKS | WPTK | Q106 |
| WWDE | G105 | WRVW | WPLL | KBBT |
| WTMX | KOZN | WTTS | WPLT | KPLZ |
| KAMX | WBMX | and more! | | |

**NOMINATED FOR 7 GRAMMY® AWARDS INCLUDING: RECORD OF THE YEAR
ALBUM OF THE YEAR PRODUCER OF THE YEAR SONG OF THE YEAR
BEST POP ALBUM BEST FEMALE POP VOCAL PERFORMANCE BEST NEW ARTIST**

PRODUCED BY PAULA COLE. MANAGEMENT: CARTER FOR STEREOTYPE MANAGEMENT RECORDED AND MIXED BY ROGER MOUTONOT



STREET TALK®

Continued from Page 36

supervision of Top 40 legend **Bill Drake**. But company insiders have confirmed rumors that the network is being dissolved. According to former OM **Pat Clark**, the company has let several of its key personnel go, including Drake and legendary jock **Humble Harve**. Besides the format launches, the company was in the process of upgrading two suburban Dallas radio signals. Owner Ron Unkefer was unavailable for comment at press time.

Plenty of action from the Texas Gold Coast, as **KZFM/Corpus Christi** slaps new CHR/Rhythmic competitor **KZJM** with a temporary restraining order against using the slogan "Jamz." ZJM flipped from Classic Rock last Thursday (1/22) by kicking off "20,000 Jamz in a row without commercials," and KZFM — claiming prior usage of "Jamz" — got the restraining order. Trial date is set for next Friday (2/6). By the way, former KLUC/Las Vegas Production Manager **Chris DeMarco** joins KZJM as PD.

Rumbles Pt. 1

- WEGQ/Boston afternooner **Jo Jo "Cookin" Kincaid** exits. PD **Pete Falconi** is handling afternoons until a replacement is named.
- Look for WNDU/South Bend, IN PD **Bill Mitchell** to exit for mornings at Hot Country WHDG/Rhineland, WI in a move that brings him closer to his family.
- WQGN/New London, CT MD **Chico** exits. Former WQGN PD **Franco** will handle MD duties.
- KFMB-FM/San Diego nighttimer **Michael Steele** (aka "the new guy") adds APD duties.
- WROR/Boston afternoon driver **Joe Martelle** exits.
- KVOO/Tulsa overnight legend **Larry Scott** exits to join Bill Mack as co-host of the Midnight Cowboy Trucking Network, based out of flagship WBAP-AM/Dallas.
- KSMB/Lafayette, LA APD/MD/nighttimer **Sam Diamond** exits. **Brad Newman** adds night duties, and **Larry LeBlanc** assumes music duties until further notice.
- Jacor's KSLZ/St. Louis hires former WPRO-FM/Providence nighttimer **Danny Wright** for similar duties.
- KCHZ/KC APD **Todd Haller** is named PD at WLLC/Charleston, SC.
- KLLC/SF MD **Julie Stoeckel** adds APD stripes.
- KBBT/Portland PD **Michael Newman** exits.
- KLUC/Las Vegas morning driver **Jay Casey** segues to sister KXNT for mornings.
- WAXY-AM/Miami nighttimer "**Big A**" returns with his *Good Old Days* show, effective March 1.
- Former WWWW/Detroit morning driver **Steve Gannon** takes similar duties at WQKL/Ann Arbor, MI with co-host Lucy Ann Lance.
- WZYP/Huntsville, AL hires **Dede** from WSTH/Columbus, GA as afternoon co-host.
- Former KHTQ/Spokane PD **Scott Shannon** joins crosstown KISC for Production Director duties.

Not That There's Anything Wrong With That...

The day before Valentine's Day, **KTNQ-AM/L.A.** afternoon drivers **Hugo "El Gordo" Cadelago** and **Juancarlos Ortiz** will marry gay couples on the air. Ortiz, a Presbyterian minister, said, "I know I will catch hell from my church. We don't worry about what people do in their bedrooms." Cadelago remarked, "I have enough problems with my own orgasms to worry about anyone else's."

Congratulations to the winners at the 25th Annual American Music Awards last Monday night, and kudos to Columbia Sr. VP Jerry Blair and VP/Pop Promo Charlie Walk, who were singled out by Benny Medina for their work with the AMA-winning Soundtrack of the Year, *Men In Black*.

NYPD Blues: The ST Broadcaster Blotter

Last Wednesday (1/24), **WKTU/NY** morning show co-host **John Sialiano** (aka Goombah Johnny) was arrested and charged with extortion and racketeering relating to a New York strip club, Scores. Sialiano's arrest ended a four-year investigation that led to the arrests of 40 people, including the son of jailed Gambino crime family boss John Gotti.

Mitch "Blood" Green, a professional boxer who reviews movies for **WAXQ/NY**, was arrested after police raided a suspected drug dealer's apartment in a Manhattan housing project. Green allegedly gave an acquaintance \$20 to purchase some "stuff"; when she didn't return, Green went in to get her. He was arrested and charged with criminal trespassing.

Continued on Page 40



PROMO OF THE WEEK — A Song With A Pulse! Island Records sent out an igloo cooler with a heart on ice and the latest from Mach Five, "I'm Alive."

Monitor Top 40 Mainstream Debut 38*
 R&R CHR/Pop 45-61
 #1 Monitor Rhythmic Top 40
 1 R&R CHR/Rhythm
 Callout America
 3.59 Overall
 3.94 Women 12-17 (#4) 3.48 Women 18-24 (#10)



KIIS, KZQZ, WQQ, KHKS, WYZZ, WHYI, KDWB, WXYI, WFLZ, WZLW, WJIM, WNVZ, KZHT, WXXL, KHOM, WKSE, WKSS, KHFJ, WDJX, K1YO, WGTZ, WYQQ, WFLY, WFBC, KRQQ, WBFM, WSNX, WNTQ, WWHT, KQKQ

Total BDS spins 4,000 with an audience reach of over 51 Million!

Produced by: JoJo Hailey and Rory Bennett For Two Big Productions, Inc. Management: Devour Management

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98°

WAS IT SOMETHING I DIDN'T SAY

Written and Arranged by Diane Warren

Spending another night alone
Wondering when I'm gonna ever see you again
Thinking what I would give to get you back baby
I should have told you how I felt then
Instead I kept it to myself, yeah
I let my love go unexpressed
'Til it was too late
You walked away
Was it something I didn't say
When I didn't say "I love you"
Was it words that you never heard
All those words I should have told you
All those times, all those nights when I had the chance to
Was it something I didn't say
Always assumed that you'd be there
Couldn't foresee the day you'd ever be leaving me
How could I let my world slip through my hands baby
I took for granted that you knew, yeah
I guess you never had a clue
'Til it was too late
You walked away
(Chorus)
All the words were in my heart
They went unspoken
Baby now my silent heart is a heart that's broken
I shoulda said so many things
Shoulda let you know you're the one I needed near me
But I never let you hear me
(Chorus)

**FOLLOW-UP TO THEIR GOLD RECORD
INVISIBLE MAN**

ON YOUR DESK NOW

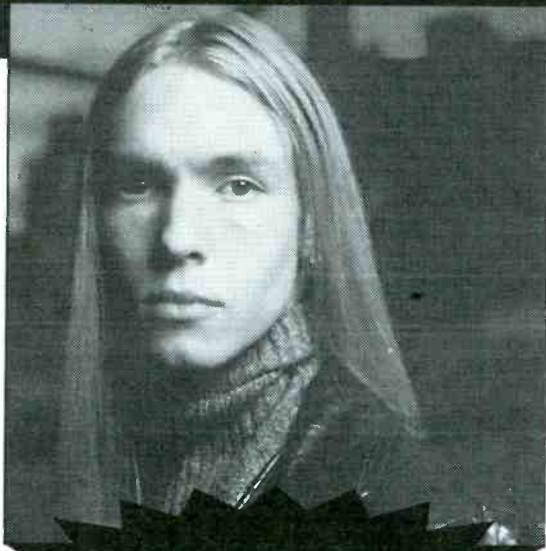


a PolyGram company



Kenny Wayne Shepherd Band

"blue on black"



**Total BDS Spins
1,500**

**7 million audience reach
After 2 weeks - Top 5 Airplay!**

R&R

Rock **10 - 5**

Active Rock **28 - 22**

Adult Alternative Debut **28**

Monitor

Heritage Rock **10-5***

Mainstream Rock **19-14***

Active Rock **37-25***

Adult **55-44***

Sales - 350,000

Top 40 Impact Date March 10th

- On tour with **Aerosmith** through 2/11
- On tour with **Bob Dylan** starting 2/12
- Performing live on **Conan O'Brien** 2/13

We can!!  **Rocks!**

STREET TALK®

Rumbles, Pt. 2

- KRUZ/Santa Barbara, CA names **Mike O'Brian** PD/MD.
- KISN/Salt Lake City PD **Burke Allen** exits.
- KCAQ/Oxnard, CA APD/MD **Jacque Gonzales-James** adds midday duties.
- At WHYT/Detroit, PD **Matt Anthony** exits for a production slot at WXVO/Knoxville. 'HYT MD/morning driver **Michael Hayes** becomes PD.
- KCRW-FM/Santa Monica-L.A. MD **Chris Douzidas** will leave the noncommercial station after seven years to focus on his role at DreamWorks Records.

Continued from Page 38

Consultant **Mike McVay's** annual Radio School, a seminar for clients of McVay Media, B/D&A, and OpTiMum Consulting, will be held as part of The Conclave, July 16-19, at the Marriott City Center in Minneapolis.

At press time, Jacor CEO **Randy Michaels** confirmed a deal to bring in Chancellor Broadcasting Company (CBC/ TRN) syndicated talker **Art Bell** to the Premiere Radio Network stable as part of the acquisition of CBC and the Talk Radio Network. The deal is valued at approximately \$9 million and includes KOPE-FM/Medford, OR. CBC President **Alan Corbeth** will continue with Jacor as a VP at Premiere Radio Network.



Art Bell

Backtraxx USA Takes Off!!!

Congrats to Z100/NY APD/nighttimer **Kid Kelly**, whose syndicated '80s retro show, "Backtraxx USA," is literally taking off. Starting in March, a specially programmed version of the show will be heard on United Airlines — and on board Air Force One!

Hollywood Records honcho **Tim Burris** is the recipient of the latest Charlie Minor Memorial Football Pool. More than 200 industry prognosticators contributed to the pot, now known as "Burris' vacation fund."

Signal enhancements to Big City Radio's KLYY-FM/Arcadia, CA — one-third of the Alternative Y107/L.A. trimulcast — improve the outlet's reach to 84% of L.A.'s Arbitron population. Another enhancement will soon bring Y107's signal penetration up to over 90% of the market.

RADIO RECORDS



1

- WLS/Chicago Pres./GM **Zemira Jones** given duties of WKXX.
- **Daryl Trent** tapped as VP/GM of WDRE/Philadelphia.
- **Jacor** sets **Mike Kenney** as Market Manager/Cincinnati.
- **Jim McGuinn** grabs WPLY/Philadelphia PD post.
- **Phil Manning** made PD of KNDD/Seattle.

5

- **Michele Anthony** advances to Exec. VP/Sony Music.
- **Brad Hunt** joins Hollywood Records as Exec. VP/GM.
- **Jim Kalmenson** set as VP/GM of KWKW/L.A.
- **John Peake** picked as KRXV/Denver PD.
- **Randall Bloomquist** appointed R&R Washington Bureau Chief.

10

- **Jim Bell** is boosted to GM of KFMK/Houston.
- **Larry Berger** promoted to Ops Dir. of WWPR/NY.
- **Bob Mitchell** named WPGC-FM/Washington PD.
- **Lee Martin** tapped as PD of WLIF/Baltimore.
- **Humble Harve (Miller)** joins KRLA/L.A. for nights.

15

- **Grant Santimore** selected as VP/GM of WABX/Detroit.
- **Dan Forth** appointed Dir./ABC Rock Network.
- **Dave Hamilton** returns as PD of KDWB/Minneapolis.
- **Alan Sneed** returns to WKLS/Atlanta as PD.
- **Joel Folger** joins KEGL/Dallas as MD/afternoon driver.

20

- **Carl Brazell** appointed VP/GM of KRLD/Dallas.
- **Jimi Fox** named PD for KCBCQ/San Diego.
- **Lee Arnold** tapped as PD for WAAF/Worcester-Boston.
- WFEC-FM/Harrisburg PD **Dene Hallam** begins doing weekends at WIFJ/Philadelphia.
- **Carey Curelop** joins KMJK/Portland.

Records

- Atlantic/Nashville Director/National Promotion **Larry King** is leaving the label to head a new, as-yet unnamed, Nashville-based independent label that will release music for a number of formats.
- **Jordan Zucker** relocates to Atlanta for Nat'l Promo Dir. duties at N2K.
- Former VP/Rock promo A&M and recent consultant **J.B. Brenner** joins Warner Chappell as VP/Promo.

Send us your StreetTalk! Contact **Frank Miniaci** at 310-788-1650 or by e-mail at miniaci@rronline.com.



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| WPOW | 10x |
| KHTT | 37x |
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| KACD | 14x |

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 AOL Keyword: Virgin Records

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Bloomberg BUSINESS BRIEFS

Continued from Page 4

halt the deal. Miller said Nationwide should sell its Minneapolis stations to a local owner — preferably KANDU. Nationwide and Jacor both have said FCC rules prevent the FCC from weighing whether a particular applicant for a license is "better" than another. KANDU also filed a supplement to its petition last week that cites "discrepancies" in Nationwide's response, namely letters from minority entities endorsing the deal that the Reverend says are bogus.

AMRC Plans Terrestrial Service

In comments filed with the FCC earlier this month, the NAB said that DARS provider American Mobile Radio Corp.'s plan to deploy approximately 1000 terrestrial repeaters, each with effective radiated power (ERP) of up to 10 kW, in order to fill in gaps in coverage, would "cover most of the U.S. population without the need for end-users to receive any satellite signal." NAB proposed that the commission prohibit the DARS providers from originating programming at the repeaters and that the ERP be limited to 1 kW. In reply comments filed last week, AMRC countered that its receivers are designed to work only if the repeaters rebroadcast satellite programming and that the proposed power limit "would be a prohibitive escalation in the cost of improving coverage." CD Radio echoed this idea in its response. Both companies were granted DARS licenses in April 1997 and plan on rolling out their services in late 1999.

FCC's Liquor Jurisdiction Questioned

FCC Commissioner Harold Furchtgott-Roth last week told R&R that he has yet to receive "a clear statement from the bureau" about the commission's jurisdiction involving liquor advertising. Many government officials, including former commissioners Rachele Chong and Jim Quello and Senate Telecommunication Subcommittee Chairman Conrad Burns, have questioned whether such an inquiry should instead be within the Federal Trade Commission's purview. Furchtgott-Roth said he questions "whether the commission is the appropriate agency" to look into the matter.

PAR Calls NPRM 'Money Talks Policy'

Positive Alternative Radio Inc. (PAR) stated in comments filed with the FCC last week that the system it proposed in a November notice-of-proposed-rule-making (NPRM), which would resolve mutually exclusive applications for the same broadcast license with auctions, "unequivocally favors wealthy, deep-pocketed persons or entities and substantially prejudices small businesses and minorities." PAR said the "most controversial aspect" of the NPRM is the proposal to reopen filing windows for licenses that have already been closed to new applicants.

Jacor Proposes Stock Offers

Jacor Communications will sell approximately \$495 million worth of securities in three offerings. The first is an offer to sell 3.8 million shares of common stock, expected to generate \$200 million; the second is a \$100 million sale of fixed-rate notes in aggregate principal amount; and the third is a sale of 20-year, liquid-yield option notes (LYONs), expected to bring in \$150 million. The LYONs are zero coupon senior notes and are convertible into Jacor common stock. The company plans to use the proceeds to buy the Nationwide Communications stations.

Heftel Raises \$205M In Stock Offering

Heftel Broadcasting Corp. has generated approximately \$205.2 million from its sale of 5.75 million shares of its Class A common stock. The proceeds will go toward paying down debt, future acquisition, and general corporate purposes. Following last week's announcement, Salomon Smith Barney analyst Paul Sweeney rated Heftel "outperform." Heftel closed at \$44.250 on January 22, up \$0.3125 from the previous day's close.

ARS Begins Consent Solicitation

American Radio Systems Corp. has begun a consent solicitation for its 11.375% cumulative exchangeable preferred stock. The company is seeking "to facilitate the separation of its radio broadcasting business and its communications tower business." The solicitation expires February 2.

Analysts Rate Clear Channel, Disney

Clear Channel Communications is a good stock to short, Prudent Bear Fund portfolio manager David Tice told *Fortune* magazine in its February 9 issue. Tice said, because its operating cash flow margins are shrinking and operating cash flow margins are slowing, its stock is worth about \$33 a share — about 60% less than January 23's close of 81.937. Morgan Stanley analyst Frank Bodenachak, who currently has an "outperform" rating on Clear Channel, pointed out, however, that the company's earnings have grown on average 40% per annum since it went public in 1984, compared to 8% for the typical stock. He told R&R he expects the company to see a 20%-25% growth per annum in cash earnings over the next two years. On Tuesday, Lehman Brothers analyst Timothy Wallace reiterated a "buy" rating for Clear Channel.

Meanwhile, Furman Setz Inc. analyst Stewart Halpern reiterated a "buy" rating for The Walt Disney Co. Monday, and set a 12-month price target of \$115 per share. He lauded the launch of the children's network, Radio Disney by ABC, which he called "the essence of what Disney is good at: taking branded content and exploiting it across all media."

Portals Condition Is Unacceptable

The new FCC headquarters does not meet minimum security requirements established by the Department of Justice, the commission's managing director Andrew Fishel said. In a letter sent Monday to General Services Administration regional administrator Nelson Alcalde, Fishel said security in the Portals complex's lobby and garage is not up to the standards set by DOJ after the Oklahoma City bombings. FCC spokeswoman Liz Rose told R&R the letter served as "a plea" to GSA to renegotiate the building's lease with its developer.

AWRT Proposes Gender Initiatives

The American Women in Radio & Television has asked the FCC to undertake several initiatives to ensure that women-owned businesses receive equal opportunities in broadcast spectrum auctions. Among the recommendations: tiered bidding credits for women-owned businesses; allowing women-owned businesses to make installment payments on licenses they win; and imposing stringent standards for proving that women-owned businesses are controlled by women. AWRT data shows that women-owned businesses "have not fared well" in previous FCC auctions in which gender-based incentives have been eliminated.

Emmis Buys Texas Magazine

Emmis Publishing Corp., a division of Emmis Broadcasting Corp., agreed Tuesday to buy Mediatex Communications Corp., publisher of *Texas* magazine, for \$37 million plus the assumption of subscription liability. The deal is expected to close within 30 days.

It's Like 'Butta'



That's what it must feel like when your first single goes gold, especially if it's "Butta Love" by the group Next. Members from the vocal trio appeared recently on BET's Planet Groove and shared the moment with the show's host, Rachel Stewart (third from right), and its audience. Pictured after the show are (l-r) Naughty By Nature & Divine Mill's KayGee, Next's T-Low, Tweety & R.L., Arista Sr. VP/Black Music Lionel Ridenour, and Flavor Unit Ent.'s Otis Best.

Island

Continued from Page 1

bels, returns to the Island fold.

Ames said, "It will be a great pleasure to work with such a talented operational and creative team at one of our most treasured labels."

Sigerson and Barbis take control of Island following founder Chris Blackwell's well-publicized resignation last year. Blackwell founded the company in the early '60s and sold it to PolyGram in 1989 for around \$300 million.

"Island has been a part of my life since my teens, when I first made records for Chris Blackwell," Sigerson said. "I'm inspired by the opportunity to support its artists, honored by the responsibility to protect its legacy, excited by the challenge to contribute to its future, and getting to do this with Johnny makes it a double reunion."

Barbis noted, "I had a fantastic year at A&M Associated Labels and cannot thank [A&M President/CEO] Al Cafaro and [Polydor Records President] Nick Gatfield enough for their generous support. I must admit, however, it's great to be back home at Island and working with Davitt."

Prior to joining Island, Sigerson was President/CEO of EMI Records from 1994 until it was shuttered in mid-1997. From 1991 until 1994, he was President of Polydor. He has also been a record producer (Tori Amos, the Bangles), journalist, recording artist (on Island Records), and songwriter (occasionally published by Island Music).

Barbis most recently was President of A&M Associated Labels, a post he held since January '97. He also served as Island's President between 1993-96. Prior to his role at Island, Barbis was Exec. VP of the PolyGram Label Group (PLG). He joined PolyGram in 1991 as Sr. VP at PLG. He also worked with the marketing and promotion consultant firm B&W Entertainment. Earlier in his career, Barbis served as Head/Promotion for Geffen Records, Sr. VP/Promotion for ABC Records, and National Promotion Director at Chrysalis Records.



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GRAPHICS: Lucie Morris, Derek Cornett,
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ACCOUNTING: Maria Abuiysa, Nalini Khan,
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AL PETERSON

Marketing Radio: Not A Job For The Inexperienced

□ The essential ingredients for effectively marketing your station

Your station's latest marketing campaign is ready to be launched. The whole management team, a few salespeople, and a couple of hosts are crowded into the conference room, slapping each other on the back and telling each other how great the new TV spot or billboard looks. Three months later, a disappointing Arbitron comes out. That's when you can bet that all of those same people will now claim that they never liked the campaign to begin with and suggest that the agency that created it should be fired!

Sound familiar? It should, because this scene is played out year after year in stations all across America. Most radio stations are great at marketing products for advertisers. But, in general, our efforts at marketing our own product tend to fall flatter than a pancake. Because, as radio people, we tend to think we know best how to market ourselves. And, all too often, the person charged with leading the marketing effort has no educational background in or real-world experience at effective product marketing.

Such is not the case for stations and clients that have enlisted the



Dawn Gallagher

assistance of Dawn Gallagher, a 13-year marketing specialist now with KDK Media, a media consulting firm specializing in all aspects of product positioning, imaging, marketing, and promotion. She has built marketing plans for both radio stations and non-radio products and services. Recently, I talked with Gallagher to get her perspective on what it takes to build an effective marketing plan for a radio station. When you've finished reading this article, be sure to cut it out and save it for your station's next marketing meeting to see how your station's marketing plan measures up.

R&R: Many stations regard "marketing" and "promotion" as interchangeable words. Can you define the differences for us?

DG: Promotion is just one of the many elements that make up the marketing model. In the radio industry, it tends to be one of the most important and relied upon market-

ing tactics due to the inherent nature of a station's desire to be "on the streets" in their community and because we are constantly called upon by advertising clients to do value-added sales promotions. Marketing, on the other hand, is related to the bigger picture. It is through the efforts of marketing that a station can own certain images or perceptions. The process takes whatever knowledge the station has about its listeners from perceptual or qualitative research and looks at

ference between the two, and a station's management should avoid confusing them or lumping them together as one.

R&R: What do you consider to be the best form to use when developing a marketing plan for a station?

DG: Well, I'm not sure that putting together a quarterly or annual marketing plan is a simple enough process for one form to lead the way. But, if you did try to condense it into one magical form, the main information for comprising an effective plan must include:

- Identifying your target audience — who they are, how old they are, and where they live.

- Identifying their similar lifestyle traits — are

they married or single, do they have children or not, educational background, hobbies, interests, are they renters or homeowners, etc.

- Listing your station's and your

competitor's strengths.

- Conversely, listing your station's and your competitor's weaknesses.

- Identifying the images your station currently owns. Is it the same image you want to own?

- What are your ratings goals, especially in relation to come and TSL?

- What marketing tactics do your competitors rely on?

- What are your budget opportunities/obstacles?

- What promotional opportunities exist?

- What annual community events are you tied into? What ones can you further develop or maximize?

Combining all of this information will give you a clearer vision of your marketing goals, as well as pave the way for you to actually put a cohesive, strategic, and multifaceted marketing plan together.

R&R: Who should be the creative "judge" when putting together a marketing campaign, and why?

DG: Ideally, it should be a panel of your target listeners. If you are considering a TV spot, have it test marketed. Let these potential listeners tell you what message they get from your creative. Did they receive the same messages and images you wanted them to receive? Quite often, station management is surprised by the results of such testing. I realize that this isn't always feasible or cost-effective. In that case — or for outdoor, transit, or print campaigns — the judge should



ways to own or sell an image to the targeted audience.

R&R: So you see the two items as being very different, right?

DG: Right! There is a big dif-

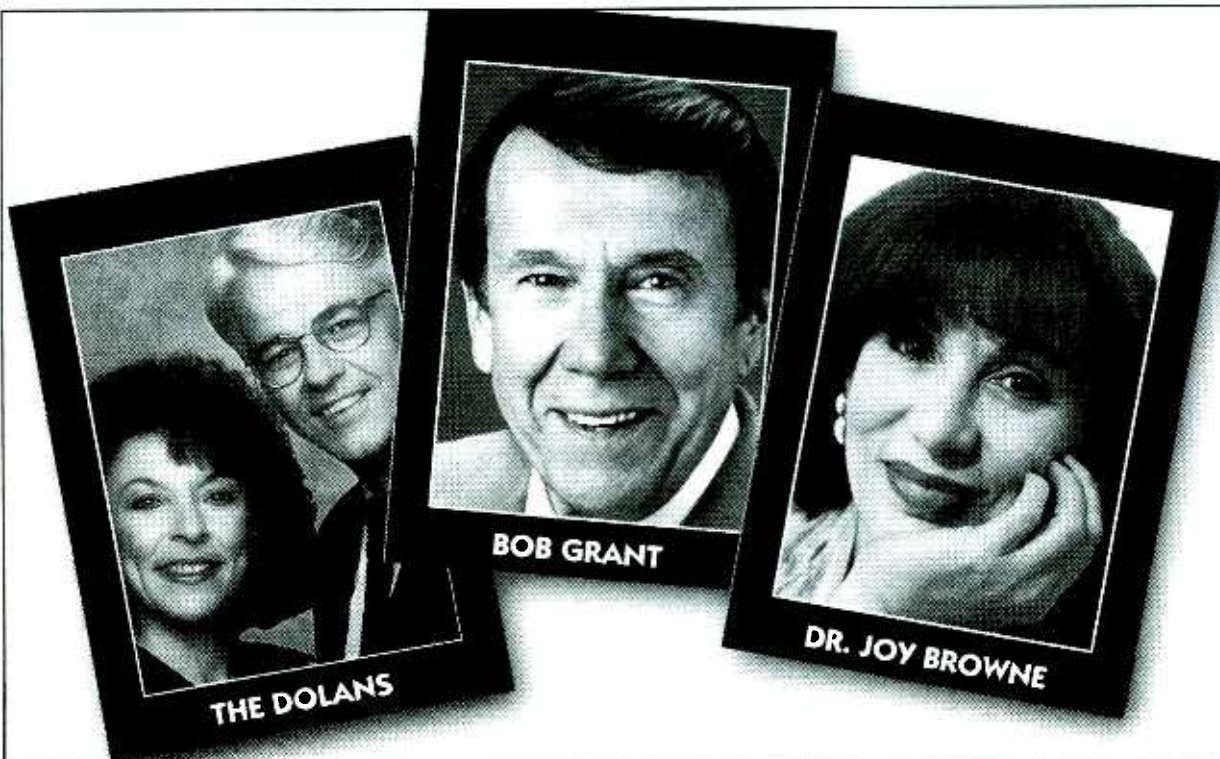
“Since value-added is a reality in our business, build one or two daily dayparted features to handle those client-provided giveaway items. This will prevent you from having to reinvent the wheel every time a sales request comes in.”

Since value-added is a reality in our business, build one or two daily dayparted features to handle those client-provided giveaway items. This will prevent you from having to reinvent the wheel every time a sales request comes in.

Talk Back to R&R!

If you have questions or comments that you'd like to add, call Al Peterson at (619) 486-7559, fax (619) 486-7232, or e-mail alpeterson@aol.com.

Continued on Page 44



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WOR
RADIO NETWORK

Marketing Radio: Not A Job For The Inexperienced

Continued from Page 43

ideally be a panel consisting of the GM, PD, and marketing director. If your marketing person is well-trained and has true marketing experience, he or she should be able to play the role of referee, should one be needed. I'd also suggest that this is where a good, unbiased consultant can come in handy. They know and understand your goals but aren't usually involved with every step of the creative process, and are therefore less attached to a specific creative campaign.

R&R: What is the most common mistake made by radio stations when developing the creative for an advertising campaign?

DG: Because radio is such a creative industry, it tends to attract creative and passionate people. Station personnel quite often get too caught up in the creative process. This causes their message to get lost and, ultimately, hurts the effectiveness of their campaign. These stations actually become victims of their own creativity. This is especially dangerous when a station is using advertising tactics to build come rather than to just support their current come and image.

With that in mind, I tell GMs, PDs, and marketing directors to remember that the outcome here is

not to win an Emmy, but to increase ratings by conveying a clear message in an eye-catching way! Save those Spielberg-type special effects or that Picasso-style artwork for another place and time. Having your creative message break through the clutter is important, but not at the expense of losing the message. If you are going to err, err on the side of simplicity.

R&R: So the little scenario I described about the staff assembled in the conference room is pretty close to reality?

DG: Absolutely! It's generally not a good idea to get too many people on the staff involved in giving their opinions on the creative process. For example, it is not always fruitful to start asking the air-staff, the support staff, or promotions assistants for their input on creative. They usually do not have enough of the big-picture information, including access to specific research and goals, to make an unbiased judgment call. These people are usually way too attached to their own vision of what the station should be or what they personally think would look good. In fact, you should not expect them to be able to pull themselves out of that circle and look at the cre-

ative as an average listener would or, even more importantly, as a potential listener would.

R&R: How can you realistically judge the ultimate value or benefit to the station of your marketing plan or a promotional idea?

DG: That easy. Evaluate or compare the plan or idea against your stated goals. Does it support these goals? If the answer is yes, then pursue it. If the answer is no, abandon the idea or try to rework it so that it does support them! If you have clearly identified your goals as your first marketing step, it's easy to determine the value or benefits of a specific idea.

R&R: What's the most effective personnel structure for the marketing/promotions department? Should you name separate promotional and marketing directors, or can one person effectively handle both jobs?

DG: Ideally, the structure should include a marketing director who works with the program director on marketing issues — both on and off the air. Quite often, this person also works with the sales department to put together projects, packages, or events to bring in non-spot revenue or to help liquidate some promotional costs.

The promotion director should be the person who helps execute some of the marketing plans and makes sure the station is visible on the streets, as they say. This person should also help execute on-air contests and prize fulfillment, as well as work with the sales department on value-added requests. Then, depending on your market size, there should be promotions assistants and/or an intern program. These people are there to help execute all promotional efforts, especially on-site events. In many cases, it is not financially realistic to have both a marketing director and a separate promotions director. But, generally speaking, if you're in a Top 30 market, I'd say it is pretty crucial to split the positions.

Having your creative message break through the clutter is important, but not at the expense of losing the message. If you are going to err, err on the side of simplicity.

R&R: Should marketing and promotions be designed to romance your core or bring in new come?

DG: This depends on your position in the marketplace. But, as a general rule of thumb, outside marketing such as TV, outdoor, direct mail, etc., should be used to build new come. Promotional efforts like contesting, community tie-ins, special events, and the like, should be used to, in your words, romance your core.

R&R: How can a station best maximize its opportunities when presented with a promotional concept?

DG: Develop a promotions evaluation process. First, compare the proposed concept or idea to your list of marketing goals. Does it support any of those goals? In instances where you are trying to maximize opportunities, start to evaluate and examine if it is supporting more than just one of your goals. If it doesn't, work with your station's brain trust to develop ways that would allow it to do so. And if it's an idea that's been brought to you by an outside company or a client, don't be afraid to go back to them with changes or new ideas that will help you maximize the opportunity while enhancing their event and involvement, too.

R&R: Any tips for handling those never-ending value-added promotion requests from the sales department so that they don't overtake the station?

DG: Simply don't allow it to happen! If you do contesting, keep the prizes desirable to your target audience. However, since value-added is a reality in our business, build one or two daily dayparted features to handle those client-

provided giveaway items. This will prevent you from having to reinvent the wheel every time a sales request comes in, which will save you a lot of time and energy.

R&R: A final question, Dawn. Is it best to stretch your marketing dollars over several different mediums, or do you advise concentrating on dominating one medium?

DG: I'm a firm believer that a good marketing plan should be well-balanced and multifaceted. While a radio station may want to own a certain medium when it comes to external advertising, I think stations should strive to have a constant and consistent "marketing mix" of advertising, contesting, street visibility, community tie-ins, and loyalty marketing plans.

This is important, because most stations have more than one marketing goal, and because it takes more than just one impression to get listeners to respond. As for dominating one external advertising medium, I tend to think it is best to be involved with two or more mediums, either simultaneously or successively. That way your message doesn't just blend into the background, which can occur when a station relies too heavily on one medium for too long a period of time.

Early Bird Price Extended Till February 5!

You may not have won the lottery, but you sure got lucky here. The \$350 registration fee for R&R's Talk Radio Seminar '98 will hold until February 5, 1998. Fax in those registrations now, because this is the Talk Seminar you can't afford to miss. Questions? Call Carol Holt at (310) 788-1619 or fax her at (310) 203-8450.

And remember: The Grand Hyatt in Washington, DC is raising its room rate on Friday, January 30. Don't miss out on the discount rate here, either!

Got Photos?

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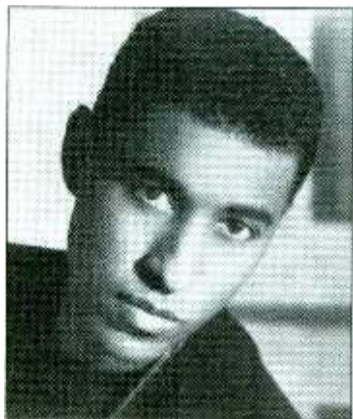
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14th Annual Grammy Contest

Enter and compete to win a free trip to attend R&R Convention '98, June 11-13 in Los Angeles

R&R's 14th annual contest returns to help the Grammys celebrate 40 years of rewarding excellence in music. The awards will be presented February 25 at Radio City Music Hall in New York. Epic recording artist **Babyface** leads with eight nominations for his writing, producing, and performing talents. Imago/WB recording artist **Paula Cole** shows up in seven categories including Producer Of The Year, Non-Classical for her acclaimed *This Fire* CD. **Paul McCartney**, a 13-time Grammy winner, is up for Album Of The Year with *Flaming Pie* (Capitol). McCartney will compete with another '60s rock star, **Bob Dylan**, whose *Time Out Of Mind* (Columbia) is also nominated in that category. The late **Notorious B.I.G.** earns three nominations including Best Rap Album for his multiplatinum CD *Life After Death* (Bad Boy/Arista).

Good luck to all Grammy nominees and all R&R Grammy contestants!



Babyface

HOW TO WIN:

Predict the highest number of eventual Grammy winners from the 12 categories shown.

WHAT YOU'LL WIN:

First Prize: Roundtrip airfare to Los Angeles from anywhere in the continental United States. Three nights hotel accommodations at the Westin Century Plaza Hotel. One complimentary registration to R&R Convention '98.
Second Prize: Three nights hotel accommodations at the Westin Century Plaza Hotel. One complimentary registration for R&R Convention '98.
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HOW TO ENTER:

Fill in your name, affiliation, and phone number on the adjacent Grammy Contest Ballot, then check off your predictions in each of the 12 categories — one guess per category and one entry per contestant. Fax or mail this page or a copy of it to:
 Fax: (310) 203-9763.

Mail: R&R Grammy Contest '98
 10100 Santa Monica Blvd., 5th Fl.
 Los Angeles, CA 90067

DEADLINE:

5:00pm Pacific Time Friday, February 20

Winners will be announced in the 3/6/98 issue of R&R's *Street Talk*.



Erykah Badu

1998 Grammy Contest Ballot

NAME _____
 TITLE _____
 AFFILIATION _____ PHONE # _____

RECORD OF THE YEAR

- WHERE HAVE ALL THE COWBOYS GONE?/Paula Cole (*Imago/WB*)
- SUNNY CAME HOME/Shawn Colvin (*Columbia*)
- EVERYDAY IS A WINDING ROAD/Sheryl Crow (*A&M*)
- MMM BOP/Hanson (*Mercury*)
- I BELIEVE I CAN FLY/R. Kelly (*Jive*)

ALBUM OF THE YEAR

- THE DAY/Babyface (*Epic*)
- THIS FIRE/Paula Cole (*Imago/WB*)
- TIME OUT OF MIND/Bob Dylan (*Columbia*)
- FLAMING PIE/Paul McCartney (*Capitol*)
- OK COMPUTER/Radiohead (*Capitol*)

SONG OF THE YEAR

- DON'T SPEAK
- HOW DO I LIVE
- I BELIEVE I CAN FLY
- SUNNY CAME HOME
- WHERE HAVE ALL THE COWBOYS GONE?

BEST NEW ARTIST

- FIONA APPLE
- ERYKAH BADU
- PAULA COLE
- HANSON
- PUFF DADDY

BEST FEMALE POP VOCAL PERFORMANCE

- BUTTERFLY/Mariah Carey (*Columbia*)
- WHERE HAVE ALL THE COWBOYS GONE?/Paula Cole (*Imago/WB*)
- SUNNY CAME HOME/Shawn Colvin (*Columbia*)
- FOOLISH GAMES/Jewel (*Atlantic*)
- BUILDING A MYSTERY/Sarah McLachlan (*Arista*)

BEST MALE POP VOCAL PERFORMANCE

- EVERY TIME I CLOSE MY EYES/Babyface (*Epic*)
- CANDLE IN THE WIND 1997/Elton John (*Rocket/A&M Associated*)
- WHENEVER WHEREVER WHATEVER/Maxwell (*Columbia*)
- FLY LIKE AN EAGLE/Seal (*Warner Sunset/Atlantic*)
- BARELY BREATHING/Duncan Sheik (*Atlantic*)

BEST POP PERFORMANCE BY A DUO OR GROUP WITH VOCAL

- SILVER SPRINGS/Fleetwood Mac (*Reprise*)
- MMM BOP/Hanson (*Mercury*)
- VIRTUAL INSANITY/Jamiroquai (*Work*)
- DON'T SPEAK/No Doubt (*Trauma/Interscope*)
- ANYBODY SEEN MY BABY?/Rolling Stones (*Virgin*)

BEST ROCK PERFORMANCE BY A DUO OR GROUP WITH VOCAL

- FALLING IN LOVE (IS HARD ON THE KNEES)/Aerosmith (*Columbia*)
- THE CHAIN/Fleetwood Mac (*Reprise*)
- PUSH/Matchbox 20 (*Lava/Atlantic*)
- CRASH INTO ME/Dave Matthews Band (*RCA*)
- ONE HEADLIGHT/Wailflowers (*Interscope*)



BEST ALTERNATIVE MUSIC PERFORMANCE

- HOMOGENIC/Bjork (*Elektra/EEG*)
- EARTHLING/David Bowie (*Virgin*)
- DIG YOUR OWN HOLE/Chemical Brothers (*Astralwerks/Caroline*)
- THE FAT OF THE LAND/Prodigy (*Maverick/WB*)
- OK COMPUTER/Radiohead (*Capitol*)

BEST R&B ALBUM

- THE DAY/Babyface (*Epic*)
- BADUIZM/Erykah Badu (*Kedar/Universal*)
- SHARE MY WORLD/Mary J. Blige (*MCA*)
- EVOLUTION/Boyz II Men (*Motown*)
- THE PREACHER'S WIFE—Soundtrack/Whitney Houston (*Arista*)
- FLAME/Patti LaBelle (*MCA*)

BEST RAP SOLO PERFORMANCE

- PUT YOUR HANDS WHERE MY EYES COULD SEE/Busta Rhymes (*Elektra/EEG*)
- THE RAIN (SUPA DUPA FLY)/Missy "Misdemeanor" Elliot (*EastWest/EEG*)
- AIN'T NOBODY/L.L. Cool J. (*Geffen*)
- HYPNOTIZE/Notorious B.I.G. (*Bad Boy/Arista*)
- MEN IN BLACK/Will Smith (*Columbia*)

BEST FEMALE COUNTRY VOCAL PERFORMANCE

- DID I SHAVE MY LEGS FOR THIS?/Deana Carter (*Capitol*)
- THE TROUBLE WITH THE TRUTH/Patty Loveless (*Epic*)
- HOW DO I LIVE/LeAnn Rimes (*Curb*)
- ALL THE GOOD ONES ARE GONE/Pam Tillis (*Arista*)
- HOW DO I LIVE/Trisha Yearwood (*MCA*)

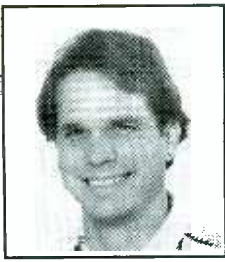
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STEVE WONSIEWICZ

Mercury Rises To Twain Crossover Challenge

Label finds more doors open at Pop following Rimes' breakthrough

After one of the longest droughts on record for a genre of best-selling artists, two country performers are enjoying stand-out success with Pop audiences.

The enormous success **LeAnn Rimes** had last year with the song "How Do I Live" and the early positive feedback from **Shania Twain's** single "You're Still The One" have the pop and country industries wondering if the music pendulum isn't finally swinging back in country's favor. Granted, we're talking about songs that sound far more mainstream than twangy. Yet, if the trend comes to fruition, it would mark the first time in years that country artists have released songs that rise to the upper reaches of the Hot AC and CHR/Pop charts.

Crossover Tightrope

For many in the business, myself included, it's a welcome change to hear a Shania cut on a station other than Country. But getting there remains a highly charged issue. Record execs and artist managers have to walk the ever-present crossover tightrope and ensure that they simultaneously continue to serve the performer's core fan base while exposing the music to new audiences.

On the flip side, in an era when urban and alternative records are now "mainstream," programmers must find opportune ways to play country-leaning music that many listeners haven't heard on their station in years. Already, **Mercury/Nashville** has had some Country PDs flare up over the decision to take "You're Still The One" — the third single off Twain's album *Come On Over* — to Pop before going to Country.

To ease any tensions, Mercury/Nashville took great pains to serve the country demo when it started the ball rolling with the album, but it still had its sights set firmly on the Pop world from the get-go. Mercury/Nashville President **Luke Lewis** recalls, "Our strategy at the beginning was that the third single would be 'You're Still The One,' and that it would go to other formats. But we always wanted to superserve our base first. The first two singles were obviously Country records, and we really didn't believe they had crossover potential.

"But our plan was also to have

Mutt Lange [Twain's husband and producer/co-writer] remix most of the songs so they would be palatable for the international market. As the remixes started coming together, one of the first songs we heard was the new version of 'You're Still The One,' which was also intended to be the first single internationally. That's when everyone started getting excited about the song's potential at Pop."



Luke Lewis

Lewis — who had discussions with a half-dozen or so key Country programmers about the label's plans — empathizes with the format's uneasiness about having a new single at Pop before it is officially serviced and worked at Country. "Sure we're concerned. We don't want to wreck a career just because we want to maximize a record. Shania's concerned about it, too. But at some point it becomes unfair to an artist to say, 'We're not going to get as much exposure as possible, because we might piss off some people at Country.'"

Pop Goes The Single

Lewis agrees the well-worn trail re-cleared by **Curb** while breaking Rimes at Pop helped. "On the one hand, it might have broken down some barriers, but on the other hand, it ruffled some feathers. I'm just hoping the weight comes down on the breaking barriers side. In the end, neither the format nor the artist was hurt."

Lewis admits, however, that the timing of the crossover efforts might not be perfect for Country. "In an ideal world, we would have shipped it to all formats simultaneously — maybe even Country first. But because the first single ["Love Gets Me Every Time"] did so well and went to No. 1 in seven weeks, we probably got a little cocky and thought the second one would do as well. It's still a hit, but it's taking longer, and the time is right to go to Pop, so our planning is a little off.

"But we had two hit singles be-

fore the holidays. That's an ideal scenario when trying to sell records. It certainly didn't hurt anybody, and it worked for everyone. We realize we're jeopardizing the top end of the chart for [the second and current single] 'Don't Be Stupid (You Know I Love You)' with 'You're Still The One.' And if a Country programmer decides to switch singles before 'Don't Be Stupid' peaks, I'm certainly not going to take issue."

In setting up Twain at Pop, Mercury Exec. VP/GM **David Leach** says it all goes back to the last album. "When you sell as many albums as she did and release such an incredible record, you have to look to see if there is an opening for Pop airplay. We were a little concerned at the time, because she was still a brand-new artist. We also didn't want to mess with the incredible Country juggernaut, because at the end of the day, she is a country artist.

"So we tiptoed with the last single on the album and ended up getting some incredible airplay in Denver and other markets. But we felt that since it was the end of the project and we weren't sure we could go all the way, the best thing to do was just service the record, talk about it with radio, and let it do its own thing."

Chasing Airplay

That's not what's happening this time around. Leach and VP/Promotion **Steve Ellis** were "chomping at the bit" to go to Pop when they first heard "You're Still The One." While everyone agreed that cut was the one to release to Pop, the next question was when to start chasing airplay. The answer: the beginning of the year.

Leach continues, "We started setting this up around mid-November, after the second single was off to a solid start at Country and the entire project was established at retail. But we waited awhile, because we wanted to go simultaneously with Nashville to all formats. As it turned out, the second single has had a longer life than expected, so we are going out a little in front of Country radio."

Leach also didn't feel that he needed to let the record surface naturally at Pop or start it at one format and cross it. "It's a three- or four-format record, so there wasn't any need for staging. When you have a record that's this good, you get it out and expose it to as many people as possible. We're trying to make a point,



Ric Lippincott

At some point it becomes unfair to an artist to say, 'We're not going to get as much exposure as possible, because we might piss off some people at Country.'

—Luke Lewis

because Shania is potentially one of the biggest artists in the music business. And I have enough people in radio, ones with credibility and ratings, who tell me I'm justified."

That's certainly the case at Hot AC **WKTI/Milwaukee**, where PD **Danny Clayton** is excited about the song's prospects, having two weeks ago bumped "You're Still The One" to 20-plus spins. "Shania has probably traveled as far to this format as an act like Third Eye Blind. And, hopefully, that's what this format is: a melting pot for listeners."

If it's the right song and artist, Clayton says more country acts could cross. "If it smacks too much of country, I probably won't play it. The most country thing about 'You're Still The One' is saying, 'Shania Twain.' The song isn't. It really doesn't matter who does it as long as the song is right. We had a huge success with LeAnn, and I think the Shania record is less country than LeAnn's."

That's an intriguing statement, given the competition in Milwaukee. But the same battles being waged in Beer City USA are going on elsewhere. Clayton continues, "On one side, there's a milder version of us in **WMYX**, and on the other, there's a true Modern AC with **WPNT**. With our audience, it's easier to cheat on the side of something that's more adult."

That's a big change from when **Curb** began working Rimes to Pop. As **Curb** VP/Promotion **Ric Lippincott** notes, it was like pulling teeth to get airplay; but once they got it, they stuck with it.

"Top 40 didn't want anything to do with her in spite of her mega success at Country. In fact, it was because of her success. In a lot of cases, programmers never even listened to the record. It was like, 'Oh, LeAnn Rimes. Country artist. Next?' And even when we told them about the success other stations were having, they switched their objections to things like, 'It's a ballad, and this is the summer.'"

An Uphill Battle

Lippincott concedes that he and his staff didn't break any new ground in working Rimes at Pop; it was basic promotion. "But we had to be extremely consistent and not give up. It took over six months to break that record, and many times we had one- and two-add weeks. It was uphill from Day One."

In retrospect, Lippincott isn't sur-

prised at the initial resistance, since the label "was fighting an illusion that went back 20 years that if you played a country record at Top 40, you'd die."

Now that the door is open, however, he believes Pop has to remain selective about which country records to play in order to maintain their sustained ratings growth. "I don't want to see Top 40 develop the attitude that since it had success with one or two country records, it will have success with all of them. That's just not true. If they do that, they'll end up where they were in the mid-'70s."

"Top 40 has always been song-driven, but time and time again programmers end up finding something that works and repeating it over and over. That's wonderful when you're talking about format structure, but terrible when it comes to the music, because every song is different."

While Pop radio looks to be easing the barriers to entry, some pros think the same thing may be happening in Country. Notes **Rusty Walker Programming Sr.** VP/Operations **Rick Shayne**, "Most smart Country program directors don't care if a record crosses over. In fact, it could be helpful for the format and possibly bring listeners back to Country."

Country's ratings slip may have tempered its anti-crossover rhetoric. "It's quite possible," says Shayne. "Since there's been a slight slump, maybe they might not be as greedy as before."

KEEY/Minneapolis OM **Gregg Swedberg**, one of a handful of Country programmers reporting "You're Still The One," agrees with Shayne. "I encourage my Top 40 and AC brethren to play country music after I've used it up. If they want to expose the music, my feeling is that the people who hear those songs will start to look on the radio for more of it and tune into us."

Swedberg says he isn't about to abandon Twain, given her current track record. "She's a very important artist for us. She's done spectacular. The key point is, at what point does the artist decide to bail on the format and not deliver a country record? But that's not an issue right now. She's a country artist."



Danny Clayton



David Leach

R&R

LAUNCHING PAD

CHR In Tune With 'N Sync's 'I Want You Back'

CHR is, pardon the pun, in synch when it comes to mainstream pop



'N Sync

records. The latest to join the pack is RCA vocal quintet 'N Sync, whose debut U.S. single, "I Want You Back," moves from No. 35 to No. 27 on the CHR/Pop charts.

Here are some of the highlights: **KIIS/Los Angeles** (24 spins), **KZKQ/San Francisco** (36), **WWZZ/Washington** (38), **KHKS/Dallas** (39), **KSLZ/St. Louis** (35), and **KKRZ/Portland** (31). Other key stations reporting the cut include **KRBE/Houston**, **KDWB/Minneapolis**, **WZJM/Cleveland**, **WKSS/Hartford**, and **WKSE/Buffalo**.

The early momentum marks the second success for **Johnny Wright**, who also manages the Backstreet Boys on Jive. In fact, Wright borrowed liberally from the Backstreet Boys playbook for his new act. 'N Sync is Orlando-based, like the Backstreet Boys. 'N Sync broke in Europe and the rest of the world way before making noise in the U.S., just like the Boys. Some of 'N Sync's music also sounds like the Boys', which is not too surprising, since Wright served as executive producer for the former's debut album. What RCA and Wright hope to do now is replicate the Boys' U.S. sales and airplay success.

One programmer who likes what he hears is KHKS MD **John Reynolds**, whose station has been playing "I Want You" since the week of Christmas. Reynolds says the track, which has received around 200 plays, is already pulling in positive research. "It's really doing well with adults because it is such a recognizable record, and it's doing well with the kids."

The latter is an area he was a little concerned about, because the station has had such great success with an import song from the Backstreet Boys titled "Everybody," which, he says, sounds very similar to "I Want You Back." Reynolds notes, "Adults don't care, because 'I Want You Back' is a great record. But if it sounds too much like a song

they already love, the kids might not embrace it. But that's not the case. The kids really are getting into it."

Reynolds says records like "I Want You Back" are exactly what rhythm-leaning Pop stations need. "Great records like this are ratings generators, because it's something we can own exclusively at Pop. So much music is shared with Hot AC and Modern AC that an 'N Sync can help you keep a separate identity. People will have to come here to hear this kind of music."

In working the single to Pop, RCA took advantage of the post-holiday release lull. It also wanted to get ahead of several other mainstream records that will be serviced in the weeks ahead. The label over-nighted the music to everybody on December 29 and ended up coming out of the year with 200 spins. By the add date, that total had grown to 400. The first week of radio, RCA landed 53 Pop adds and followed it up the next week with 35.

Sr. VP/Promotion **Ron Geslin** recalls, "It was important to have a big add week to show everyone that it's a valid record. Not only did the smaller stations come aboard, but so did the toughest stations in America. We had the right group of people telling us we had a hit record." Geslin remains bullish about the outlook for straight-ahead pop. "This is where the music is going. There is a lot of room for groups like this. As long as the songs are great and the presentation is right, there's a great market for it."

'N Sync's self-titled album goes to retail on March 10.

Smooth Sailing At Urban For 'Strawberries'

The new year is starting off smoothly for A&M's newly rejuvenated R&B and promotion staff. Its latest release is **Smooth**, whose new single, "Strawberries," went from No. 47 to No. 39 on the Urban Top 50.

The single has picked up some key major-market support, with stations like **WGCI/Chicago**, **WJLB** and **WCHB** in **Detroit**, **WKYS/Washington**, **KKDA/Dallas**, **WZAK/Cleveland**, **WILD/Boston**, and **WQUE/New Orleans** coming aboard.

It's a welcome return for Smooth, who gained a following in the mid-'90s thanks to the song "You've Been Played," which appeared on her **Jive** release *Mindblowin'* and the hit

soundtrack to the movie *Menace To Society*. Yet, aside from appearing on an Immature song, she's been relatively quiet since.

Interestingly, Smooth's new album, *Reality*, and its self-described "Female Mack"-meets-hip-hop style nearly took a much different road. As A&M Sr. VP/Urban Marketing & Promotion **Dave Rosas** recalls, the initial demo was more in a Tracy Chapman style. Rosas, eager to get going again after EMI Records was closed last year, set about making some key changes.

He recalls, "I didn't start here officially until September 1, but after EMI closed in June [A&M President/CEO], **Al Cafaro** and I started talking, and in July I started assessing all the projects. Smooth was one of those. They had already shot a video, but all I could think about was, 'You can't do this. That's not her image.' When I first heard 'Strawberries,' the old radio programmer in me came out. And after hearing it a couple of times, I knew we had something."

Rosas started working "Straw-



Smooth

berries" in October, putting the street team in action and servicing the record to clubs. In December, he initiated a major sticker campaign in markets like New York, Los Angeles, and Detroit, where **WJLB PD Michael Saunders** was already having big success with the song. In the new year, the label started the chase.

"We wanted to give people enough time to get familiar with the song. I knew from myself that it's a four-five listen record. But once you get it, it'll grab you."

With radio coming steadily to the party, Rosas and company are looking for other areas of exposure. Smooth is already committed to appearances at **WJLB** and **WCHB** in February, and more are in the works. Also, the singer will hook up with cognac maker **Hennessey**. "We're looking for more things like that," says Rosas. "We want to get in places she's never been before."

Reality goes to retail on March 10.

Music News & Views

Lexus To Sponsor Clapton Tour

Tour sponsorship for big-name acts continues to grow even larger. The latest renowned artist to bring on board a corporate sponsor:

Eric Clapton. He's named Lexus, Toyota's luxury car division, to be the exclusive sponsor for his 1998 American tour. Lexus plans a full-blown marketing program targeted to the



Eric Clapton

25-54 demo that will include print and TV ad buys, direct mail, interactive promotions, and event marketing. The campaign rolls out during the first half of '98 on a national and local market basis. The deal — similar to Citibank's arranged sponsorship of **Elton John's** current tour — highlights the need for artists to offset the increasing cost of touring. Notes Clapton's manager **Roger Forrester**, "In the past, we've chosen not to have sponsors for most of Eric's tours. Now, however, with the cost of tours escalating, we wanted to be able to produce an extraordinary concert, and we are pleased to have an outstanding underwriter." Clapton's forthcoming Reprise album, *Pilgrim*, is slated for a March release.

In other tour news, Canadian superstars **Our Lady Peace** return south to the States for a headlining tour set to start at the world-famous **Toad's Place** in **New Haven** on February 26.

Headswim opens for the first leg of the tour, with **Black Lab** joining on March 4 ... Alt-country group **Whiskeytown** begins another portion of its national club tour on January 21 with new



Our Lady Peace

members: former **FIREHOSE** singer/guitarist **Ed Crawford**, bassist **Jenni Snyder**, and multi-instrumentalist **Mike Daly**. Original guitarist **Phil Wandscher** has left **Whiskeytown** ... **God Lives Underwater** gets ready to hit the road in support of its new album, *Life In The So Called Space Age*, its first for **1500/A&M**. The group will also begin a national club tour on February 13 in **Tempe, AZ** ... Reggae act **Steel Pulse** starts its U.S. tour on February 13 in **West Palm Beach** ... Noted DJ/producer/recording artist **David Holmes** kicks off '98 spinning and mixing for the **Crystal Method** tour, beginning in **Washington** on February 20.

Is There Something We Should Know?

If you're a **Duran Duran** fan, you'll want to know the band and **Capitol** have split. The group released 12 records during its decade-plus association with the label ... **Black Grape** members **Kermit** and **Carl McCarthy** have left the **Shaun Ryder**-fronted group ... A memorial concert celebrating the late **Nicolette Larson** and benefiting the **UCLA Children's Hospital** and a special pediatric endowment fund is set to feature **Crosby, Stills & Nash**; **Carole King**; and **Linda Ronstadt**. The show goes on February 20-21 in **Los Angeles**.

In the studio: **MCA** alterna-rock band **Semisonic** has completed work on its upcoming album, *Feeling Strangely Fine*. Produced by **Nick Launay** and mixed by **Bob Clearmountain**, it arrives at retail on **March 24** ... Alt-country supergroup **Golden Smog**, which features members of the **Jayhawks**, **Soul Asylum**, and **Wilco**, is putting the final touches on its forthcoming **Rykodisc** album ... **Kula Shaker** is set to begin work on its next album, with **Rick Rubin** and **George Drakoulious** sharing production honors.

Lastly, Internet surfers now have the ability to customize their own Valentine's Day CD by visiting www.musicmaker.com. Buyers can purchase up to 70 minutes of music and choose among 85,000 songs. The site also offers custom messages for those who want to give the CD as a gift. Prices range from \$9.95 to \$19.95.



TOP 20

R&R's exclusive sub-chart combining airplay from Hot AC, Alternative, Adult Alternative, and CHR/Pop

| LW | TW | ARTIST/TITLE LABEL(S) | TOTAL PLAYS | | TOTAL STATIONS/ADDS |
|----|----|--|-------------|------|---------------------|
| | | | TW | LW | |
| 1 | 1 | MATCHBOX 20 3am (Lava/Atlantic) | 1958 | 1739 | 41/0 |
| 2 | 2 | SMASH MOUTH Walkin' On The Sun (Interscope) | 1804 | 1674 | 38/0 |
| 3 | 3 | THIRD EYE BLIND How's It Going To Be (Elektra/EEG) | 1543 | 1311 | 41/1 |
| 5 | 4 | LISA LOEB I Do (Geffen) | 1430 | 1258 | 38/0 |
| 10 | 5 | LOREENA MCKENITT The Mummers' Dance (Quinlan Road/WB) | 1373 | 1120 | 42/1 |
| 6 | 6 | SARAH MCLACHLAN Sweet Surrender (Arista) | 1338 | 1195 | 39/0 |
| 4 | 7 | CHUMBAWAMBA Tubthumping (Republic/Universal) | 1320 | 1305 | 32/0 |
| 8 | 8 | GREEN DAY Time Of Your Life (Good Riddance) (Reprise) | 1310 | 1143 | 43/0 |
| 7 | 9 | TONIC If You Could Only See (Polydor/A&M) | 1207 | 1155 | 33/0 |
| 11 | 10 | BEN FOLDS FIVE Brick (550 Music) | 1124 | 899 | 42/3 |
| 9 | 11 | SUGAR RAY Fly (Lava/Atlantic) | 1015 | 1131 | 29/0 |
| 14 | 12 | VERVE Bitter Sweet Symphony (Hut/Virgin) | 998 | 860 | 35/2 |
| 13 | 13 | ALANA DAVIS 32 Flavors (Elektra/EEG) | 950 | 889 | 38/0 |
| 15 | 14 | BILLIE MYERS Kiss The Rain (Universal) | 949 | 821 | 28/1 |
| 12 | 15 | PAULA COLE I Don't Want To Wait (Imago/WB) | 894 | 892 | 26/0 |
| 17 | 16 | CHANTAL KREVIASZUK Surrounded (Columbia) | 831 | 764 | 30/0 |
| 16 | 17 | SUNDAYS Summertime (DGC/Geffen) | 799 | 804 | 23/0 |
| 18 | 18 | SISTER HAZEL All For You (Universal) | 732 | 709 | 27/0 |
| 20 | 19 | SISTER HAZEL Happy (Universal) | 720 | 618 | 30/1 |
| - | 20 | MEREDITH BROOKS What Would Happen (Capitol) | 678 | 553 | 22/1 |

This chart reflects airplay from January 19-25. Songs ranked by total plays. Contributing stations combine from the Custom Chart function on R&R ONLINE. © 1998, R&R Inc.

PERSPECTIVE

BY



Katherine Brown

Pop/Alternative is giving a real "home" to artists like Indigo Girls, Jewel, and Sarah McLachlan. Some people like this haven't been core artists in other formats, but they are so incredibly huge in Pop/Alternative.

Some straight-ahead, modern rock bands like Green Day, Live, and Tonic are focusing on getting airplay on Pop/Alternative. If anyone had told me a year ago that I'd be playing Green Day on my station, I would have said they were crazy. But since bands like this are in tune with what Pop/Alternative is all about, there are definitely things by them that we can play.

These groups are putting out great power ballads that work just fine for us. Since Pop/Alternative is song-focused rather than catalog-focused, it gives us a much wider variety. As soon as something becomes mainstream or accepted, a format like Alternative drops it. That helps enable us to build a really cool artist core and play a lot of variety. There's a very good music mix now, and our format isn't, by any means, ballad-heavy.

The beauty of Pop/Alternative is that it fills a wonderful niche between Rock and what my audience considers to be their parents' radio station. I want to position my station clearly as a younger alternative to an Adult Contemporary.

One possible drawback to Pop/Alternative is that the format's so popular that several other stations in a market can play at least some of our music. In any given market, you can scan across the dial and hear several stations playing Jewel followed by the Wallflowers. What you do between the music becomes very important. Our attitude and presentation are very hip and "non-radio." We don't have any traditional slogans or jingles.

Katherine Brown is Program Director of Pop/Alternative Hot AC WSHE/Orlando.

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



New & Active

MARCY PLAYGROUND Sex And Candy (Capitol)
Total Plays: 585, Total Stations: 26, Adds: 8

SAVAGE GARDEN Truly Madly Deeply (Columbia)
Total Plays: 566, Total Stations: 15, Adds: 2

BARENAKED LADIES Brian Wilson (Reprise)
Total Plays: 512, Total Stations: 21, Adds: 3

EDWIN MCCAIN I'll Be (Lava/Atlantic)
Total Plays: 433, Total Stations: 15, Adds: 0

CELINE DION My Heart Will Go On (550 Music)
Total Plays: 332, Total Stations: 8, Adds: 2

PAULA COLE Me (Imago/WB)
Total Plays: 295, Total Stations: 15, Adds: 2

JIMMY RAY Are You Jimmy Ray? (Epic)
Total Plays: 288, Total Stations: 12, Adds: 3

CORNERSHOP Brimful Of Asha (Luaka Bop/WB)
Total Plays: 236, Total Stations: 12, Adds: 1

EVERCLEAR Everything To Everyone (Capitol)
Total Plays: 233, Total Stations: 9, Adds: 0

PEARL JAM Given To Fly (Epic)
Total Plays: 229, Total Stations: 11, Adds: 0

Songs ranked by total plays

Contributing Stations

KPEK/Albuquerque, NM (HAC)
KAMX/Austin, TX (HAC)
KLLY/Bakersfield, CA (HAC)
WBMX/Boston, MA (HAC)
WLCE/Buffalo, NY (HAC)
WLNK/Charlotte, NC (HAC)
WTMX/Chicago, IL (HAC)
WXEG/Dayton, OH (All)
KALC/Denver, CO (HAC)
KXPK/Denver, CO (AA)
WPLT/Detroit, MI (All)
KYSR/Fresno, CA (HAC)
WJBX/Ft. Myers, FL (AA)
WKSJ/Greensboro, NC (HAC)
WKZL/Greensboro, NC (HAC)

KKPN/Houston, TX (HAC)
KOZN/Kansas City, MO (HAC)
KMXB/Las Vegas, NV (HAC)
WLIW/Long Island, NY (All)
KYSR/Los Angeles, CA (HAC)
WPLL/Miami, FL (HAC)
WPNT/Milwaukee, WI (HAC)
KOSO/Modesto, CA (HAC)
WPTF/Norfolk, VA (HAC)
WSHE/Orlando, FL (HAC)
WPLY/Philadelphia, PA (All)
KZON/Phoenix, AZ (All)
KZZP/Phoenix, AZ (HAC)
WVTY/Pittsburgh, PA (HAC)
KBOT/Portland, OR (HAC)

WDCG/Raleigh, NC (CHR/P)
WZNE/Rochester, NY (HAC)
KZZO/Sacramento, CA (HAC)
WALC/St. Louis, MO (HAC)
WVTV/St. Louis, MO (AA)
KENZ/Salt Lake City, UT (AA)
KFMB/San Diego, CA (HAC)
KLLC/San Francisco, CA (HAC)
KRUZ/Santa Barbara, CA (HAC)
WHPT/Tampa, FL (AA)
WMTX/Tampa, FL (HAC)
WMBX/West Palm Beach, FL (HAC)
WXLD/Worcester, MA (HAC)

43 Total Stations

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



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TONY NOVIA

Off To See KIIS-FM's Marketing Wizard

□ What goes on behind the curtain? Von Freeman tells all

The road began 14 years ago in Dodge City, KS. Along the way, he learned countless lessons about how to effectively promote and market his radio stations no matter what size budget he had. And now, **Von Freeman** has arrived at a promotions pro's equivalent to the Emerald City: the Director/Marketing job at heritage CHR KIIS-FM/Los Angeles and Sports Talk sister KXTA-AM. Von, you're not in Kansas anymore.

In the course of his journey, he's learned that successfully marketing a station takes heart — a passion for the medium and the station. It takes a brain — one that constantly cranks out creative ideas. And it takes courage — the courage to try things that have never been done before. (And it doesn't hurt to carry an oilcan to keep things running smoothly.)

It's hard to believe there was a time not too long ago when a station's promotion director was often little more than a glorified van driver giving away bumper stickers. These days, as the marketplace has grown more and more competitive, promotion and marketing directors have become some of the most important people inside a radio station. As a conduit between programming and sales, they are crucial to both the ratings and the bottom line of radio stations.

That's the job Freeman took on when he was hired to succeed long-time KIIS promotion guru Karen Tobin last summer. And while his budget might be bigger, Freeman says the basics are still the same. Here, he lays down his foundation for promotion and marketing success.

R&R: How do you define your role at KIIS?

VF: My job is to promote the radio station and get the word out. It's not the easiest job, because we're not selling products off a shelf, and, unfortunately, we have no barometer except Arbitron. What distinguishes radio promotion and marketing directors from our counterparts in other businesses is that we play the image and recall game. That's our product. It's my job to try to get people to remem-

ber to write down "KIIS-FM" or "AM 1150." With ratings periods that never seem to end and the stations broad-

I've also worked with no budget. It's all relative, because no matter how big the budget, it's never enough to move the needle the way you want to move the needle. Buying TV and billboards in L.A. is three or four times more expensive than buying the same in Cincinnati.

With no budget or limited budgets for the past 10 years, I've been able to put together topical and timely promotions after watching people like [Jacor's] Tom Owens, B.J. Harris, and Jack Evans. They're the masters of taking any radio format and coming up with incredibly creative ideas that cost little or nothing. Now I'm lucky

enough to be working with these guys. **R&R:** What moves the Arbitron needle these days?

VF: First, let me tell you what doesn't. Saying, "We play 45 minutes of music nonstop; we're continuous music," just doesn't work in today's world of over-communication. There are two things that make a

casting 24 hours a day, seven days a week, as promoters and marketers, we also have to be constantly on.

R&R: What is your theory on marketing and promoting a radio station?

VF: My CHR philosophy has always been to be the "most fun" radio station. I use the word fun, because that's the easiest way to explain it. When you're fun, you become the most compelling. Everyone wants to be around a fun person, and I look at radio like it's a person. Most people hang out with other people they most identify with. The same goes for a radio station. Few of us want to hang out with others who are downers. Most of us want to be with fun, up people.

Marketing radio stations is also like playing a high school popularity game. In most cases, people want to hang out with the most popular kid on the block. So, it's our job to make that radio station the most popular. You do that by being the most sociable. I've taken this real basic view of radio from Kansas City to L.A.

R&R: Many are going to read this and say, "Yeah, Freeman is good because he's got a \$3 million dollar promotion budget at KIIS."

VF: Budgets are relative to your market. While I admit to having the biggest budget I've ever worked with,



KIIS-FM's outdoor campaign included these "men in black."

radio station really successful. Number one is having a top-rated morning show. At KIIS, I'm fortunate to be working with a legend, Rick Dees.

I'm also a huge fan of selling your brand loyalty through signature events, something MTV does a great job with. Our biggest marketing tool is our signal, which has the potential

interesting things out there that listeners and potential listeners will remember. Doing a great promotion is like finding a hit record. A song without a catchy hook won't generate requests or recall. As promoters, our mission is to get people to repeat our name over and over again. I learned a lot about how to be compelling after watching successful morning shows like Rick Dees' and others across the nation. The consistent winners always seem to pull off great, memorable promotions or stunts.

R&R: KIIS has always been great at "seizing the moment" with timely promotions. How do you train yourself and the people around you to always be looking for that "promotion of the moment"?

VF: The beauty of radio is that we can be totally spontaneous. We can come up with an idea at 8am, and by 5pm, we've got a full-fledged promotion on the air. Recently, an elemen-

tary school in East L.A. got vandalized, and 18 computers were destroyed. We immediately got on the phone to a large children's toy store that had these limited-edition Princess Diana Beanie Babies. They donated 97 Beanie Babies — including 14 that had been retired — and we went on and started an auction during the midday shift. By 3pm, KIIS listeners had donated \$10,000 — enough to replace the computers with brand-new ones — and the principal of the school was very, very touched.

Recently, Rick Dees shaved three moms' heads completely bald for tickets to our KIISMAS party, and a TV station came up to cover it. Why? Because we had Hanson and Chumbawamba, and parents will do anything for their kids. This lady had a gorgeous head of hair shaved for these tickets. It sounds crazy, but I'll tell you, it's compelling radio!

R&R: What makes you good at what you do?

WHERE DISCO LIVES FOREVER — The KIIS promotions crew gathered behind the scenes at a promotion featuring '70s disco diva Thelma Houston. Seen here are (l-r) Promotions Director Sandy Ito, Marketing Director Von Freeman, Promotions Coordinator Eric Zanelli, Houston, afternoon driver Gary "I'm Your Boogie Man" Spears, promotional associate Damien Shediak, and the Laugh Factory's Scott Rocket.



A "bizarre" billboard sells KIIS-FM.



EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES JANUARY 30, 1998

CALLOUT AMERICA® song selection is based on the top titles from the R&R CHR/Pop chart for the airplay week of January 5-11.

CHR/POP

| ARTIST TITLE LABEL(S) | TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5) | | | | TOTAL% FAMILIARITY | TOTAL% BURN |
|---|---|------|------|------|--------------------|-------------|
| | TW | LW | 2W | 6W | | |
| CELINE DION My Heart Will Go On (550 Music) | 4.28 | 4.14 | — | — | 70.8% | 8.7% |
| SAVAGE GARDEN Truly Madly Deeply (Columbia) | 3.92 | 3.88 | 3.81 | 3.70 | 71.0% | 20.0% |
| USHER You Make Me Wanna... (LaFace/Arista) | 3.83 | 3.83 | 3.80 | 4.06 | 75.2% | 22.0% |
| MATCHBOX 20 3am (Lava/Atlantic) | 3.74 | 3.67 | 3.68 | 3.50 | 75.0% | 20.3% |
| SOMETHIN' FOR THE PEOPLE My Love Is The Shhh! (Warner Bros.) | 3.73 | 3.65 | 3.69 | 3.68 | 51.7% | 16.6% |
| CHUMBAWAMBA Tubthumping (Republic/Universal) | 3.70 | 3.62 | 3.74 | 3.81 | 92.1% | 39.1% |
| SMASH MOUTH Walkin' On The Sun (Interscope) | 3.68 | 3.60 | 3.68 | 3.67 | 89.1% | 32.2% |
| BOYZ II MEN A Song For Mama (Motown) | 3.65 | 3.68 | — | — | 45.8% | 12.9% |
| THIRD EYE BLIND How's It Going To Be (Elektra/EEG) | 3.65 | 3.60 | 3.46 | 3.37 | 61.1% | 13.6% |
| BACKSTREET BOYS As Long As You Love Me (Jive) | 3.64 | 3.67 | 3.64 | 3.42 | 75.7% | 24.3% |
| K-CI & JOJO All My Life (MCA) | 3.59 | 3.66 | 3.66 | — | 34.2% | 7.9% |
| SUGAR RAY Fly (Lava/Atlantic) | 3.58 | 3.58 | 3.74 | 3.80 | 92.1% | 39.4% |
| DRU HILL 5 Steps (Island) | 3.57 | — | — | — | 26.2% | 6.7% |
| WILL SMITH Gettin' Jiggy Wit It (Columbia) | 3.52 | 3.62 | — | — | 60.9% | 16.1% |
| JANET Together Again (Virgin) | 3.50 | 3.44 | 3.46 | 3.48 | 73.3% | 22.3% |
| GREEN DAY Time Of Your Life (Good Riddance) (Reprise) | 3.49 | 3.52 | 3.46 | — | 63.1% | 17.8% |
| INOJ Love You Down (So So Def/Columbia) | 3.49 | 3.49 | 3.41 | 3.46 | 68.8% | 19.6% |
| ROBYN Show Me Love (RCA) | 3.49 | 3.43 | 3.53 | 3.40 | 85.1% | 25.2% |
| AEROSMITH Pink (Columbia) | 3.48 | 3.56 | — | — | 54.0% | 13.9% |
| NU FLAVOR Heaven (Reprise) | 3.48 | 3.46 | 3.46 | 3.39 | 37.9% | 9.7% |
| FIONA APPLE Criminal (Clean Slate/Work) | 3.47 | 3.43 | 3.33 | 3.38 | 71.0% | 23.8% |
| MASE Feel So Good (Bad Boy/Arista) | 3.46 | 3.59 | 3.58 | 3.52 | 73.0% | 24.0% |
| JIM BRICKMAN & MARTINA MCBRIDE Valentine (Windham Hill) | 3.45 | 3.54 | — | — | 48.0% | 11.9% |
| BLESSID UNION Light In Your Eyes (Capitol) | 3.42 | 3.43 | 3.55 | 3.40 | 38.6% | 9.9% |
| MEREDITH BROOKS What Would Happen (Capitol) | 3.33 | 3.24 | 3.28 | 3.10 | 49.3% | 15.3% |
| ALANA DAVIS 32 Flavors (Elektra/EEG) | 3.32 | — | — | — | 31.2% | 10.6% |
| LISA LOEB I Do (Geffen) | 3.29 | 3.22 | 3.34 | 3.32 | 75.7% | 27.7% |
| BILLIE MYERS Kiss The Rain (Universal) | 3.20 | 3.13 | — | — | 44.8% | 14.4% |
| LOREENA MCKENNITT The Mummers' Dance (Quinlan Road/WB) | 3.13 | — | — | — | 45.3% | 14.1% |
| SARAH MCLACHLAN Sweet Surrender (Arista) | 3.13 | 3.23 | — | — | 54.2% | 18.8% |
| BRYAN ADAMS Back To You (A&M) | 2.88 | 2.94 | 2.95 | — | 25.0% | 7.9% |

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

CALLOUT AMERICA® Hot Scores

By KEVIN McCABE

Breaking Records: "My Heart Will Go On" by Celine Dion (550 Music) improves its already tremendous score with a 4.14-4.28 move. That gives it the second-highest overall score in the three-year history of R&R's Callout America, a mere percentage point behind Alanis Morissette's "Ironic" (Maverick/Reprise), which hit 4.29 on May 3, 1996.

The mega-hit, from Dion's *Let's Talk About Love* and the *Titanic* soundtrack, is showing phenomenal demo and regional strength: "Heart" registers the biggest Callout America score ever with teens -- a whopping 4.61. It's also the favorite among women 18-24 (4.28) and in the East region (4.51). While the *Titanic* exposure is certainly a factor, many will remember that Dion has captured the upper reaches of Callout America before with "Because You Loved Me" and "It's All Coming Back To Me Now." Congratulations to Celine Dion, 550 Music President Polly Anthony, and the entire staff of Sony's 550 Music on this extraordinary and well-deserved success.

Several songs continue to show upward momentum. "Truly Madly Deeply" by Savage Garden (Columbia) debuted on Callout America on November 28, 1997 with a 3.57 and has improved its score in each survey since. This week it reaches a new high of 3.92, finishing third among teens, second 18-24, and fifth 25-34.

"How's It Going To Be" by Third Eye Blind (Elektra/EEG) trends 3.34-3.37-3.46-3.60-3.65 over its five-survey run. "How's" ranks seventh 18-24 and 10th 25-34.

Demo leaders this week (in descending order) are:

- Women 12-17: Celine Dion, Usher, Savage Garden, Mase, and K-Ci & JoJo.

- Women 18-24: Celine Dion, Savage Garden, Brickman & McBride, Matchbox 20, and Usher.

- Women 25-34: Chumbawamba, Smash Mouth, Celine Dion and Sugar Ray (tie), and Savage Garden.

Lisa Loeb



GREAT RESEARCH JUST TAKES TIME!!

KMXV/Kansas City: AFTER 431 SPINS... #5 Overall, Full Time Power

KZHT/Salt Lake City: AFTER 345 SPINS... #4 OVERALL

KRBE/Houston: AFTER 212 SPINS... #9 OVERALL

WNCI/Columbus: AFTER 272 SPINS... #7 among 18-24 year olds

WSTR/Atlanta: AFTER 471 SPINS... #8 Out Of 30, 3.8 Overall, 3.8 Among P1s

KFMB/San Diego: AFTER 681 SPINS... #8 Out Of 30

R&R CHR/Pop 11-10

WPTE/Norfolk: AFTER 543 SPINS... #1 Best Testing Record Overall, POWER Rotation

Management: Manage This!



JANUARY 30, 1998

| 3W | 2W | LW | TW | ARTIST TITLE LABEL(S) | TOTAL PLAYS | | | | TOTAL STATIONS/ADDS |
|----------------|----|----|----|---|-------------|----|----|----|---------------------|
| | | | | | TW | LW | 2W | 3W | |
| 2 | 2 | 1 | 1 | SAVAGE GARDEN Truly Madly Deeply (Columbia) 6951 6804 6536 5885 133/1 | | | | | |
| 24 | 11 | 7 | 2 | CELINE DION My Heart Will Go On (550 Music) 6820 5445 3852 2103 131/2 | | | | | |
| 5 | 4 | 4 | 3 | BACKSTREET BOYS As Long As You Love Me (Jive) 6079 6109 5960 5587 131/0 | | | | | |
| 3 | 3 | 3 | 4 | SMASH MOUTH Walkin' On The Sun (Interscope) 5896 6139 6140 5796 128/0 | | | | | |
| 1 | 1 | 2 | 5 | CHUMBAWAMBA Tubthumping (Republic/Universal) 5670 6265 6816 6808 124/0 | | | | | |
| 8 | 6 | 5 | 6 | MATCHBOX 20 3am (Lava/Atlantic) 5531 5470 5101 4474 129/0 | | | | | |
| 4 | 5 | 6 | 7 | ROBYN Show Me Love (RCA) 5087 5452 5807 5698 120/0 | | | | | |
| 7 | 7 | 8 | 8 | USHER You Make Me Wanna... (LaFace/Arista) 4891 5219 5069 4732 110/1 | | | | | |
| 11 | 9 | 10 | 9 | JANET Together Again (Virgin) 4432 4328 4128 3763 115/0 | | | | | |
| 10 | 10 | 11 | 10 | LISA LOEB I Do (Geffen) 3856 4030 3977 3836 111/0 | | | | | |
| 6 | 8 | 9 | 11 | SUGAR RAY Fly (Lava/Atlantic) 3719 4471 4980 5229 112/0 | | | | | |
| 29 | 22 | 16 | 12 | BILLIE MYERS Kiss The Rain (Universal) 3428 2949 2334 1812 116/6 | | | | | |
| 13 | 14 | 12 | 13 | MEREDITH BROOKS What Would Happen (Capitol) 3141 3107 3021 2678 110/1 | | | | | |
| 21 | 17 | 15 | 14 | GREEN DAY Time Of Your Life (Good...) (Reprise) 3125 2956 2626 2234 121/4 | | | | | |
| 18 | 16 | 18 | 15 | THIRD EYE BLIND How's It Going To Be (Elektra/EEG) 2961 2838 2634 2384 116/2 | | | | | |
| 14 | 15 | 17 | 16 | BRYAN ADAMS Back To You (A&M) 2904 2885 2775 2556 111/0 | | | | | |
| 12 | 13 | 14 | 17 | PAULA COLE I Don't Want To Wait (Imago/WB) 2738 2996 3286 3313 88/0 | | | | | |
| 27 | 24 | 22 | 18 | SARAH MCLACHLAN Sweet Surrender (Arista) 2615 2383 2128 1914 107/0 | | | | | |
| BREAKER | | | 19 | JIMMY RAY Are You Jimmy Ray? (Epic) 2581 1642 584 215 124/11 | | | | | |
| 9 | 12 | 13 | 20 | ALLURE All Cried Out (Track Masters/Grave) 2533 3097 3561 3950 79/0 | | | | | |
| 20 | 18 | 19 | 21 | NU FLAVOR Heaven (Reprise) 2440 2566 2512 2244 90/0 | | | | | |
| 30 | 25 | 25 | 22 | AEROSMITH Pink (Columbia) 2388 2226 2058 1807 99/3 | | | | | |
| 34 | 30 | 26 | 23 | LOREENA MCKENITT The Mummers' Dance (Quinlan Road/WB) 2327 2035 1747 1467 107/5 | | | | | |
| BREAKER | | | 24 | ALL SAINTS I Know Where It's At (London/Island) 2305 1951 1315 389 114/5 | | | | | |
| 23 | 23 | 23 | 25 | BLESSID UNION Light In Your Eyes (Capitol) 2301 2312 2212 2117 80/0 | | | | | |
| 19 | 20 | 20 | 26 | INOJ Love You Down (So So Def/Columbia) 2233 2445 2442 2317 64/0 | | | | | |
| BREAKER | | | 27 | 'N SYNC I Want You Back (RCA) 2064 1235 429 34 108/14 | | | | | |
| 31 | 29 | 28 | 28 | ALANA DAVIS 32 Flavors (Elektra/EEG) 1911 1862 1783 1627 99/3 | | | | | |
| 37 | 33 | 31 | 29 | WILL SMITH Gettin' Jiggy Wit It (Columbia) 1696 1609 1465 1328 84/5 | | | | | |
| — | 49 | 38 | 30 | SPICE GIRLS Too Much (Virgin) 1638 1138 622 268 91/11 | | | | | |
| — | — | 45 | 31 | K-CI & JOJO All My Life (MCA) 1553 925 372 225 86/12 | | | | | |
| 28 | 26 | 29 | 32 | SOMETHIN' FOR THE PEOPLE My Love Is... (Warner Bros.) 1436 1788 1914 1848 57/0 | | | | | |
| 38 | 34 | 34 | 33 | SISTER HAZEL Happy (Universal) 1368 1356 1408 1243 80/4 | | | | | |
| 33 | 32 | 32 | 34 | NOTORIOUS B.I.G. Mo Money Mo Problems (Bad Boy/Arista) 1303 1407 1470 1530 42/0 | | | | | |
| 40 | 39 | 37 | 35 | MASE Feel So Good (Bad Boy/Arista) 1235 1226 1169 1066 69/1 | | | | | |
| 44 | 42 | 43 | 36 | BOYZ II MEN A Song For Mama (Motown) 1174 992 874 719 63/5 | | | | | |
| 42 | 41 | 41 | 37 | UNCLE SAM I Don't Ever Want To See You... (Stonecreek/Epic) 1129 1069 929 793 63/3 | | | | | |
| 43 | 40 | 44 | 38 | LOS UMBRELLOS No Tengo Dinero (Flex/Virgin) 977 972 938 786 48/5 | | | | | |
| 22 | 27 | 36 | 39 | FIONA APPLE Criminal (Clean Slate/Work) 950 1234 1859 2125 37/0 | | | | | |
| 35 | 37 | 39 | 40 | BOYZ II MEN 4 Seasons Of Loneliness (Motown) 950 1130 1228 1449 34/0 | | | | | |
| DEBUT | | | 41 | BEN FOLDS FIVE Brick (550 Music) 921 560 302 120 65/14 | | | | | |
| 25 | 31 | 40 | 42 | SHE MOVES Breaking All The Rules (Geffen) 792 1122 1494 2025 32/0 | | | | | |
| 32 | 36 | 42 | 43 | ELTON JOHN Something About The Way You... (Rocket/Island) 791 1054 1281 1542 33/0 | | | | | |
| — | 48 | 48 | 44 | LUTRICIA MCNEAL Ain't That Just The Way (Crave) 740 682 632 493 44/4 | | | | | |
| DEBUT | | | 45 | EDWIN MCCAIN I'll Be (Lava/Atlantic) 677 572 513 489 51/5 | | | | | |
| DEBUT | | | 46 | VERVE Bitter Sweet Symphony (Hut/Virgin) 642 522 461 410 44/9 | | | | | |
| DEBUT | | | 47 | SHANIA TWAIN You're Still The One (Mercury) 601 390 64 — 49/6 | | | | | |
| 48 | 46 | 49 | 48 | IMANI COPPOLA Legend Of A Cowgirl (Columbia) 592 665 687 628 22/1 | | | | | |
| DEBUT | | | 49 | PUFF DADDY & THE FAMILY Been Around... (Bad Boy/Arista) 513 333 183 45 40/2 | | | | | |
| 47 | 45 | 47 | 50 | LAUREN CHRISTY Magazine (Mercury) 472 682 723 663 37/0 | | | | | |

This chart reflects airplay from January 19-25. Songs ranked by total plays. Highlighted songs indicate Breaker.
135 CHR/Pop reporters. 133 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

BREAKERS

| JIMMY RAY | | CHART |
|---------------------------|---------------------|-------|
| Are You Jimmy Ray? (Epic) | | 19 |
| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | |
| 2581/939 | 124/11 | |

| ALL SAINTS | | CHART |
|--------------------------------------|---------------------|-------|
| I Know Where It's At (London/Island) | | 24 |
| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | |
| 2305/354 | 114/5 | |

| 'N SYNC | | CHART |
|-----------------------|---------------------|-------|
| I Want You Back (RCA) | | 27 |
| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | |
| 2064/829 | 108/14 | |

MOST ADDED®

| ARTIST TITLE LABEL(S) | ADDS |
|--|------|
| AQUA Turn Back Time (MCA) | 50 |
| TONIC Open Up Your Eyes (Polydor/A&M) | 34 |
| DAKOTA MOON A Promise I Make (Elektra/EEG) | 32 |
| MARCY PLAYGROUND Sex And Candy (Capitol) | 19 |
| 'N SYNC I Want You Back (RCA) | 14 |
| BEN FOLDS FIVE Brick (550 Music) | 14 |
| GARY BARLOW Superhero (Arista) | 12 |
| K-CI & JOJO All My Life (MCA) | 12 |
| JIMMY RAY Are You Jimmy Ray? (Epic) | 11 |
| SPICE GIRLS Too Much (Virgin) | 11 |

MOST INCREASED PLAYS

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|--|---------------------|
| CELINE DION My Heart Will Go On (550 Music) | +1375 |
| JIMMY RAY Are You Jimmy Ray? (Epic) | +939 |
| 'N SYNC I Want You Back (RCA) | +829 |
| K-CI & JOJO All My Life (MCA) | +628 |
| SPICE GIRLS Too Much (Virgin) | +500 |
| BILLIE MYERS Kiss The Rain (Universal) | +479 |
| BEN FOLDS FIVE Brick (550 Music) | +361 |
| ALL SAINTS I Know Where It's At (London/Island) | +354 |
| JONNY LANG Missing Your Love (A&M) | +305 |
| LOREENA MCKENITT The Mummers'... (Quinlan Road/WB) | +292 |

HOTTEST RECURRENTS

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|---|---------------------|
| THIRD EYE BLIND Semi-Charmed Life (Elektra/EEG) | |
| SISTER HAZEL All For You (Universal) | |
| LEANN RIMES How Do I Live (Curb) | |
| BACKSTREET BOYS Quit Playing Games (With My Heart) (Jive) | |
| ROBYN Do You Know (What It Takes) (RCA) | |
| OMC How Bizarre (Huh!/Mercury) | |
| WALLFLOWERS One Headlight (Interscope) | |
| PUFF DADDY & FAITH EVANS I'll Be... (Bad Boy/Arista) | |
| MARK MORRISON Return Of The Mack (Atlantic) | |
| WILL SMITH Men In Black (Columbia) | |

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

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NEW & ACTIVE

JANA *Near Me (Curb)*
Total Plays: 419, Total Stations: 30, Adds: 6

JONNY LANG *Missing Your Love (A&M)*
Total Plays: 356, Total Stations: 39, Adds: 10

MARCY PLAYGROUND *Sex And Candy (Capitol)*
Total Plays: 292, Total Stations: 30, Adds: 19

CHANTAL KREVIUZUK *Surrounded (Columbia)*
Total Plays: 246, Total Stations: 17, Adds: 1

GARY BARLOW *Superhero (Arista)*
Total Plays: 215, Total Stations: 33, Adds: 12

AQUA *Turn Back Time (MCA)*
Total Plays: 198, Total Stations: 55, Adds: 50

FLEETWOOD MAC *Landslide (Reprise)*
Total Plays: 179, Total Stations: 20, Adds: 5

LE CLICK *Don't Go (Logic)*
Total Plays: 171, Total Stations: 7, Adds: 0

SERMON, MURRAY & REDMAN *Rapper's Delight (Priority)*
Total Plays: 146, Total Stations: 10, Adds: 2

COLLECTIVE SOUL *She Said (Dimension/Capitol)*
Total Plays: 145, Total Stations: 9, Adds: 0

AMBER *One More Night (Tommy Boy)*
Total Plays: 142, Total Stations: 6, Adds: 0

CORNERSHOP *Brimful Of Asha (Luaka Bop/WB)*
Total Plays: 141, Total Stations: 14, Adds: 4

PAULA COLE *Me (Imago/WB)*
Total Plays: 138, Total Stations: 16, Adds: 8

KIM SANDERS *Jealousy (Dancin' Music/Island)*
Total Plays: 133, Total Stations: 7, Adds: 0

USHER *Nice & Slow (LaFace/Arista)*
Total Plays: 128, Total Stations: 8, Adds: 4

DRU HILL *5 Steps (Island)*
Total Plays: 116, Total Stations: 11, Adds: 2

MISSY "MISDEMEANOR" ELLIOTT *Sock It 2 Me (EastWest/EEG)*
Total Plays: 113, Total Stations: 3, Adds: 0

MARIAH CAREY F/BONE THUGS... *Breakdown (Columbia)*
Total Plays: 110, Total Stations: 5, Adds: 0

DAFT PUNK *Around The World (Virgin)*
Total Plays: 109, Total Stations: 3, Adds: 0

TONIC *Open Up Your Eyes (Polydor/A&M)*
Total Plays: 100, Total Stations: 35, Adds: 34

Songs ranked by total plays



SAVAGE GARDEN BLOOMS IN PORTLAND — Columbia recording artists Savage Garden showed that they "Truly Madly, Deeply" love their friends at KKRZ/Portland when member Daniel Jones (c) came by to present them with these signed tokens of gratitude. Pictured are (l-r) Columbia Sr. Dir. Pop Promo. Lee Leipsner, Z100 PD Ken Benson, Z100 MD Tommy Austin, Columbia LPM/Seattle Larry Reymann.



A CAPITOL 'B' — Capitol recording artist Meredith Brooks (c) showed WPST/Trenton "what would happen" if she came by the station and gave them a lesson on just how cool a "Bitch" can be. Pictured (l-r) Capitol Nat. Promo. Brian Rhodes, 'PST PD Dave McKay, 'PST MD Andy West, morning's Eddie Davis, morning's Chris Rollings, and Capitol's Frank Falise.

NEW RELEASES

ADDS FEBURARY 3

- Alex Braydon** "True" (Mercury)
- Paula Cole** "Me" (Imago/WB)
- Imani Coppola** "I'm A Tree" (Columbia)
- Natalie Imbruglia** "Torn" (RCA)
- This Perfect Day** "Could've Been Friends" (550 Music)
- Unique II** "Break My Stride (Columbia)
- Usher** "Nice & Slow" (LaFace/Arista)



HOORAY FOR HOLLYWOOD! — Who needs a "Guardian Angel" when you can always take out your Pistolero? Here are Hollywood Records with KLLC/San Francisco P.D. Louis Kaplan, Mike Lieberman (bottom row l) and Hollywood's Reg Promo. Dir. Mike Novia (bottom row r) being protected by the members of their own Pistoleros backstage at Slims in San Francisco.

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CHR/POP REPORTERS

Stations and their adds listed alphabetically by market

| | | | | | | | | |
|---|--|---|---|--|---|---|--|--|
| <p>WFLY/Albany, NY DM: Michael Morgan PD: Rob Dawes MD: Ron Williams AQUA "Turn" SERMON MURRAY "Delight"</p> | <p>WKSE/Buffalo, NY PD: Sue D'Neil APD/MD: Dave Universal BACKSTREET BOYS "Everybody" TUESDAYS "You"</p> | <p>WRYS/Erie, PA PD/MD: Jon Reilly APD: Beth Ann McBride ALLURE "Last" AQUA "Turn" DAKOTA MOON "Promise"</p> | <p>WNNK/Harrisburg, PA PD: John D'Dea MD: Scott Shaw THIRD EYE BLIND "How" FLEETWOOD MAC "Landslide"</p> | <p>KFRX/Lincoln, NE PD: Jerry Valletta APD: Larry Freeze MD: Jack Lee JONNY LANG "Missing" TONIC "Eyes"</p> | <p>WRVW/Nashville, TN DM: Charlie Quinn PD/MD: Tom Peace 11 BEN FOLDS FIVE "Brick" TONIC "Eyes"</p> | <p>WSPK/Poughkeepsie, NY DM: Brian Krysz APD/MD: Casey 10 BIG HEAD TODD "Tell" TONIC "Eyes" K-CI & JOJO "Life" DAKOTA MOON "Promise" JANA "Near"</p> | <p>KBKS/Seattle, WA MD: Preston PD: Chet Buchanan 19 MARCY PLAYGROUND "Sex"</p> | <p>KHTT/Tulsa, OK PD: Sean Phillips DM/MD: Carly Rush No Adds</p> |
| <p>WAEB/Allentown, PA PD: Brian Check MD: Chuck McGee GARY BARLOW "Superhero"</p> | <p>WRZE/Cape Cod, MA PD: Mike D'Donnell MD: Kevin Matthews QUEEN PEN "Love" BRIAN MCKENITT "Anytime"</p> | <p>KOUK/Eugene, OR PD/MD: Barry MacGuire LUTRICIA MCNEAL "Way" LOS UMBRELLOS "Tango" VERVE "Symphony"</p> | <p>WKSS/Hartford, CT PD: Jay Beau Jones MD: Mike McGowan AQUA "Turn" TONIC "Eyes" BACKSTREET BOYS "Everybody" GREEN DAY "Time"</p> | <p>KDRE/Little Rock, AR PD: Neal Ardman MD: Alyne Hoover CORNERSHOP "Brimful" AQUA "Turn" JANA "Near" PAULA COLE "Me" LOS UMBRELLOS "Tango" JIMMY RAY "Jimmy" N SYNC "Want"</p> | <p>WKCI/New Haven, CT PD: Kelly Nash 14 MEREDITH BROOKS "Happen" BEN FOLDS FIVE "Brick"</p> | <p>WPRO/Providence, RI PD: Tony Bristol MD: Dave Morris No Adds</p> | <p>KRUF/Shreveport, LA PD/MD: Gary Robinson 14 JONNY LANG "Missing" DAKOTA MOON "Promise" AQUA "Turn" 4 DAKOTA MOON "Promise" GARY BARLOW "Superhero" JANA "Near" LUTRICIA MCNEAL "Way"</p> | <p>WWKZ/Tupelo, MS PD/MD: Rick Stevens JONNY LANG "Missing" DAKOTA MOON "Promise" AQUA "Turn" ALLURE "Last" LUTRICIA MCNEAL "Way"</p> |
| <p>KQIZ/Amarillo, TX PD: Eric Stevens ALLURE "Last" TONIC "Eyes" MARCY PLAYGROUND "Sex" DAKOTA MOON "Promise" JONNY LANG "Missing" AQUA "Turn" JOEY LAWRENCE "Never"</p> | <p>WSSX/Charleston, SC PD: Calvin Hicks MD: Christine Cross N SYNC "Want" DAKOTA MOON "Promise" BEN FOLDS FIVE "Brick" MARCY PLAYGROUND "Sex" AQUA "Turn" LOS UMBRELLOS "Tango"</p> | <p>WSTO/Evansville, IN PD: Barry Witherspoon MD: Tim Michaelson NATALIE IMBRUGLIA "Tom" DAKOTA MOON "Promise" K-CI & JOJO "Life"</p> | <p>KRBE/Houston, TX PD: John Speake APD: Scotty Sparks MD: Jay Michaels SISTER HAZEL "Happy" AQUA "Turn"</p> | <p>WBLI/Long Island, NY VP/Prog.: Gene Michaels PD: Ken Medek MD: Al Levine 15 BILLIE MYERS "Rain" 16 N SYNC "Want"</p> | <p>WQGN/New London, CT Prog. Mgr.: Jim Reitz DM: Michael Rock APD: Brent McKay MD: Franco GARY BARLOW "Superhero" SHANIA TWAIN "Shit"</p> | <p>WHTS/Quad Cities, IA-IL DM: Tony Waitekus MD: Brian Scott SHANIA TWAIN "Shit" NATALIE IMBRUGLIA "Tom"</p> | <p>WNDU/South Bend, IN PD/MD: Bill Mitchell FLEETWOOD MAC "Landslide" TONIC "Eyes" AQUA "Turn"</p> | <p>KISX/Tyler, TX PD: Michael Storm MD: Mick Fulgham TONIC "Eyes" EDWIN MCCAIN "I'll"</p> |
| <p>KGOT/Anchorage, AK DM: Mark Murphy PD: Paul Walker 23 JIMMY RAY "Jimmy" VERVE "Symphony" DAKOTA MOON "Promise"</p> | <p>WVSR/Charleston, WV PD: Bill Shahan 26 SPICE GIRLS "Much" 28 BOYZ II MEN "Song" 16 AQUA "Turn" 16 USHER "Ride" 14 CHUMBAWAMBA "Amnesia"</p> | <p>KMCK/Fayetteville, AR PD: Scott Johnson MD: Mike Chase 12 K-CI & JOJO "Life" 7 MARCY PLAYGROUND "Sex" SERMON MURRAY "Delight" VERVE "Symphony" TONIC "Eyes" AQUA "Turn"</p> | <p>WZYP/Huntsville, AL PD: Bill West MD: Chris Callaway 12 MARCY PLAYGROUND "Sex"</p> | <p>WVPL/Indianapolis, IN PD: Tom Gjerdrum MD: Dave Decker No Adds</p> | <p>WHTZ/New York, NY PD: Tom Poleman APD: Kid Kelly MD: Cubby Bryant 29 SELENA "Dreaming" 3 N SYNC "Want"</p> | <p>WOCG/Raleigh, NC OM: Brian Burns PD: Kip Taylor APD/MD: Chris Edge 17 NAKED "Raining" 13 TOAD THE WEET... "Fear"</p> | <p>KZZU/Spokane, WA PD: Ken Hopkins MD: John Conner No Adds</p> | <p>WSKS/Utica, NY PD: Bill Catcher MD: Gina Jones 8 JONNY LANG "Missing" 6 PAULA COLE "Me"</p> |
| <p>WSTR/Atlanta, GA PD: Dan Bowen MD: J.R. Ammons 31 NATALIE IMBRUGLIA "Tom" MARCY PLAYGROUND "Sex" SHANIA TWAIN "Shit"</p> | <p>WNKS/Charlotte, NC PD: Brian Bridgman MD: Danny Wright AEROSMITH "Pink" EDWIN MCCAIN "I'll"</p> | <p>WWCK/Flint, MI PD: Scott Seiple MD: Nathan Reed JIMMY RAY "Jimmy" BEN FOLDS FIVE "Brick" TONIC "Eyes" DAKOTA MOON "Promise"</p> | <p>WYVY/Jackson, MS GM/MD: Dick O'Neil MD: Kevin Vaughan MARCY PLAYGROUND "Sex" NATALIE IMBRUGLIA "Tom"</p> | <p>WVVO/Richmond, VA PD: Lisa McKay Interim MD: Travis Dytan 22 BILLIE MYERS "Rain" GREEN DAY "Time"</p> | <p>WVWZ/Norfolk, VA PD: Don London MD: Jay West 8 SAVAGE GARDEN "Truly" BRIAN MCKENITT "Anytime"</p> | <p>WRFY/Reading, PA PD: Al Burke MD: Scott Parks 18 DAYS OF THE NEW "Shell" 14 PEARL JAM "Given" SUNDAYS "City"</p> | <p>WNTQ/Syracuse, NY PD: Tom Mitchell MD: Jimmy Olsen DAKOTA MOON "Promise" AQUA "Turn" TONIC "Eyes" JONNY LANG "Missing"</p> | <p>WFTX/Waco, TX PD: Flash Phillips MD: Jeff Miles 12 ALANA DAVIS "Flavors" 13 BIG HEAD TODD "Tell" TONIC "Eyes" AQUA "Turn" DAKOTA MOON "Promise" SPICE GIRLS "Much"</p> |
| <p>WVAV/Atlantic City, NJ PD: Tommy Frank APD/MD: Paul Kelly 23 N SYNC "Want" AQUA "Turn" DRU HILL "Steps" DAKOTA MOON "Promise"</p> | <p>WKRC/Cincinnati, OH PD: Bill Klapproth MD: Brian Douglas 31 JIMMY RAY "Jimmy"</p> | <p>WJMX/Florence, SC DM: Keith Mitchell MD: Jack Kahan AQUA "Turn" DAKOTA MOON "Promise" TONIC "Eyes" MARCY PLAYGROUND "Sex" JONNY LANG "Missing"</p> | <p>WVPE/Jacksonville, FL DM/MD: Cat Thomas APD/MD: Tony Mann AQUA "Turn" ALANA DAVIS "Flavors" SHANIA TWAIN "Shit"</p> | <p>WVXK/Baton Rouge, LA PD: Robbert Elman MD: Todd Chase K-CI & JOJO "Life" BEN FOLDS FIVE "Brick" VERVE "Symphony"</p> | <p>WVXZ/Orlando, VA PD: Don London MD: Jay West 8 SAVAGE GARDEN "Truly" BRIAN MCKENITT "Anytime"</p> | <p>WVWV/Richmond, VA PD: Lisa McKay Interim MD: Travis Dytan 22 BILLIE MYERS "Rain" GREEN DAY "Time"</p> | <p>WVXK/Spokane, WA PD: Ken Hopkins MD: John Conner No Adds</p> | <p>WVWV/Wausau, WI PD: Rod Phillips MD: Jeff Miles 14 K-CI & JOJO "Life" 11 VERVE "Symphony" 5 TONIC "Eyes"</p> |
| <p>WVZM/Cleveland, OH PD: Dave Eubanks MD: Action Jackson BILLIE MYERS "Rain" GREEN DAY "Time" BRIAN MCKENITT "Anytime" LOREENA MCKENITT "Mummers"</p> | <p>WVZJ/Cleveland, OH PD: Dave Eubanks MD: Action Jackson BILLIE MYERS "Rain" GREEN DAY "Time" BRIAN MCKENITT "Anytime" LOREENA MCKENITT "Mummers"</p> | <p>WVZM/Cleveland, OH PD: Dave Eubanks MD: Action Jackson BILLIE MYERS "Rain" GREEN DAY "Time" BRIAN MCKENITT "Anytime" LOREENA MCKENITT "Mummers"</p> | <p>WVZM/Cleveland, OH PD: Dave Eubanks MD: Action Jackson BILLIE MYERS "Rain" GREEN DAY "Time" BRIAN MCKENITT "Anytime" LOREENA MCKENITT "Mummers"</p> | <p>WVZM/Cleveland, OH PD: Dave Eubanks MD: Action Jackson BILLIE MYERS "Rain" GREEN DAY "Time" BRIAN MCKENITT "Anytime" LOREENA MCKENITT "Mummers"</p> | <p>WVZM/Cleveland, OH PD: Dave Eubanks MD: Action Jackson BILLIE MYERS "Rain" GREEN DAY "Time" BRIAN MCKENITT "Anytime" LOREENA MCKENITT "Mummers"</p> | <p>WVZM/Cleveland, OH PD: Dave Eubanks MD: Action Jackson BILLIE MYERS "Rain" GREEN DAY "Time" BRIAN MCKENITT "Anytime" LOREENA MCKENITT "Mummers"</p> | <p>WVZM/Cleveland, OH PD: Dave Eubanks MD: Action Jackson BILLIE MYERS "Rain" GREEN DAY "Time" BRIAN MCKENITT "Anytime" LOREENA MCKENITT "Mummers"</p> | <p>WVZM/Cleveland, OH PD: Dave Eubanks MD: Action Jackson BILLIE MYERS "Rain" GREEN DAY "Time" BRIAN MCKENITT "Anytime" LOREENA MCKENITT "Mummers"</p> |

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 today's hit music

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 65 | 64 | 61 | 64 | 64 | CHUMBAWAMBA/Tubthumping |
| 65 | 61 | 65 | 62 | 62 | SUGAR RAY/Fly |
| 60 | 53 | 64 | 61 | 61 | SMASH MOUTH/Walkin' On The Sun |
| 58 | 56 | 59 | 59 | 59 | LEANN RIMES/How Do I Live |
| 49 | 51 | 53 | 55 | 55 | TONIC/If You Could Only... |
| 42 | 44 | 45 | 46 | 46 | MATCHBOX 20/3am |
| 33 | 34 | 40 | 41 | 41 | PAULA COLE/Don't Want To Wait |
| 32 | 34 | 40 | 41 | 41 | GREEN DAY/Time Of Your Life... |
| 43 | 37 | 40 | 41 | 41 | MATCHBOX 20/Push |
| 40 | 39 | 37 | 41 | 41 | ROBYN/Show Me Love |
| - | 21 | 27 | 38 | 38 | CELINE DION/My Heart Will Go On |
| 34 | 35 | 38 | 38 | 38 | JEWEL/Foolish Games |
| 40 | 35 | 33 | 38 | 38 | SAVAGE GARDEN/Truly Madly Deeply |
| 32 | 30 | 35 | 38 | 38 | THIRD EYE BLIND/How's It Going To Be |
| 23 | 20 | 17 | 36 | 36 | BACKSTREET BOYS/As Long As You... |
| 42 | 44 | 46 | 45 | 45 | ALLURE/All Cried Out |
| 29 | 26 | 34 | 34 | 34 | SARAH MCLACHLAN/Sweet Surrender |
| - | 23 | 27 | 33 | 33 | SISTER HAZEL/Happy |
| 36 | 32 | 35 | 32 | 32 | MEREDITH BROOKS/What Would Happen |
| - | - | - | 29 | 29 | BILLIE MYERS/Kiss The Rain |
| - | - | - | 19 | 19 | ALANA DAVIS/32 Flavors |
| 18 | 19 | 28 | 28 | 28 | JANET/Together Again |
| - | - | 27 | 24 | 24 | BRYAN ADAMS/Back To You |
| 23 | 23 | 22 | 23 | 23 | WALLFLOWERS/One Headlight |
| 19 | - | 22 | 22 | 22 | DUNCAN SHEIK/Barely Breathing |
| 18 | - | 20 | 21 | 21 | SHERYL CROW/Everyday Is |
| 19 | 18 | 21 | 21 | 21 | NO DOUBT/Don't Speak |
| 25 | 19 | 20 | 20 | 20 | MEREDITH BROOKS/Butch |
| 17 | 22 | 18 | 19 | 19 | SISTER HAZEL/All For You |
| 18 | 20 | 19 | 19 | 19 | SMASHING PUMPKINS/1979 |
| - | 19 | 19 | 18 | 18 | NATALIE MERCHANT/Wonder |
| - | 19 | - | 18 | 18 | ALANIS MORISSETTE/Head Over Feet |
| 38 | 22 | 18 | 18 | 18 | THIRD EYE BLIND/Semi-Charmed Life |
| - | - | 16 | 17 | 17 | JIMMY RAY/Are You Jimmy Ray? |
| 36 | 36 | 27 | 17 | 17 | OMC/How Bizarre |
| 17 | 14 | 15 | 15 | 15 | USHER/You Make Me Wanna |
| 13 | 8 | 7 | 7 | 7 | LAUREN CHRISTY/Magazine |

MARKET #21
WFLZ/Tampa
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 Harris/Domino

93.3 FM
 FLZ

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---------------------------------------|
| 42 | 50 | 61 | 71 | 71 | JANET/Together Again |
| 71 | 66 | 72 | 70 | 70 | USHER/You Make Me Wanna |
| 8 | 39 | 69 | 68 | 68 | CELINE DION/My Heart Will Go On |
| 32 | 45 | 66 | 64 | 64 | SMASH MOUTH/Walkin' On The Sun |
| 55 | 62 | 65 | 61 | 61 | SAVAGE GARDEN/Truly Madly Deeply |
| 69 | 65 | 68 | 59 | 59 | NOTORIOUS B.I.G./Mo Money Mo Problems |
| 67 | 59 | 44 | 50 | 50 | INDY/Love You Down |
| 39 | 43 | 39 | 45 | 45 | ROBYN/Show Me Love |
| 26 | 34 | 44 | 45 | 45 | BILLIE MYERS/Kiss The Rain |
| 37 | 36 | 41 | 39 | 39 | BACKSTREET BOYS/As Long As You... |
| 41 | 40 | 44 | 37 | 37 | MATCHBOX 20/3am |
| 34 | 42 | 37 | 36 | 36 | CHUMBAWAMBA/Tubthumping |
| 29 | 33 | 32 | 36 | 36 | IMANI COPPOLA/Legend Of A Cowgirl |
| - | 9 | 24 | 35 | 35 | ALL SAINTS/I Know Where It's At |
| 32 | 35 | 32 | 34 | 34 | MARIAH CAREY/Honey |
| 39 | 42 | 39 | 32 | 32 | JIMMY RAY/Are You Jimmy Ray? |
| - | - | - | 32 | 32 | AQUA/Turn Back Time |
| 41 | 36 | 28 | 30 | 30 | LISA LOEB/Do |
| 34 | 30 | 36 | 29 | 29 | NU FLAVOR/Heaven |
| 22 | 25 | 22 | 27 | 27 | BOYZ II MEN/A Seasons Of... |
| 26 | 28 | 27 | 27 | 27 | SPICE GIRLS/Too Much |
| 18 | 22 | 28 | 26 | 26 | GIN/WINE/When Does Cry |
| 6 | 7 | 8 | 26 | 26 | VERVE/Bitter Sweet... |
| 29 | 42 | 38 | 25 | 25 | SUGAR RAY/Fly |
| 34 | 36 | 28 | 25 | 25 | ALLURE/All Cried Out |
| 41 | 36 | 25 | 25 | 25 | SHE MOVES/Breaking All... |
| 35 | 36 | 23 | 22 | 22 | THIRD EYE BLIND/How's It Going To Be |
| 23 | 22 | 20 | 22 | 22 | MATCHBOX 20/Push |
| 20 | 26 | 20 | 21 | 21 | TONIC/If You Could Only... |
| 6 | 17 | 30 | 21 | 21 | BOYZ II MEN/A Song For Mama |
| 6 | 10 | 14 | 19 | 19 | OLIVE/You're Not Alone |
| 6 | 9 | 12 | 19 | 19 | GREEN DAY/Time Of Your Life... |
| 7 | 9 | 12 | 19 | 19 | AEROSMITH/Pink |
| - | - | 5 | 14 | 14 | 'N SYNC/I Want You Back |
| 67 | 47 | 19 | 13 | 13 | JEWEL/Foolish Games |
| 35 | 22 | 15 | 13 | 13 | ROBYN/Do You Know (What...) |
| 16 | 11 | 14 | 13 | 13 | BACKSTREET BOYS/Quit Playing... |
| 21 | 19 | 11 | 11 | 11 | ALANA DAVIS/32 Flavors |
| 7 | 10 | 9 | 11 | 11 | SARAH MCLACHLAN/Sweet Surrender |
| 20 | 23 | 21 | 11 | 11 | THIRD EYE BLIND/Semi-Charmed Life |

MARKET #23
WZJM/Cleveland
 (216) 621-9300
 Eubanks/Jackson

JAMMIN 92.3

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 38 | 53 | 65 | 69 | 69 | BACKSTREET BOYS/As Long As You... |
| - | 31 | 58 | 68 | 68 | CELINE DION/My Heart Will Go On |
| 65 | 64 | 69 | 64 | 64 | SAVAGE GARDEN/Truly Madly Deeply |
| 61 | 60 | 67 | 63 | 63 | USHER/You Make Me Wanna... |
| 31 | 53 | 63 | 61 | 61 | WILL SMITH/Gettin' Jiggy Wit It |
| 32 | 30 | 32 | 32 | 32 | BLESSID UNION/Light In Your Eyes |
| 20 | 29 | 28 | 49 | 49 | NU FLAVOR/Heaven |
| 57 | 63 | 62 | 43 | 43 | SMASH MOUTH/Walkin' On The Sun |
| 64 | 56 | 64 | 39 | 39 | CHUMBAWAMBA/Tubthumping |
| - | 22 | 26 | 33 | 33 | MATCHBOX 20/3am |
| - | 15 | 26 | 31 | 31 | ALL SAINTS/I Know Where It's At |
| 27 | 29 | 29 | 28 | 28 | INDY/Love You Down |
| 18 | 20 | 28 | 28 | 28 | ROBYN/Show Me Love |
| - | 16 | 21 | 26 | 26 | 'N SYNC/I Want You Back |
| 56 | 39 | 27 | 26 | 26 | ALLURE/All Cried Out |
| 9 | 6 | 8 | 25 | 25 | SOMETHIN' FOR...My Love Is The Shhh! |
| - | - | 19 | 25 | 25 | K-CI & JOJO/All My Life |
| 26 | 26 | 28 | 22 | 22 | KIM SANDERS/Jalously |
| 20 | 12 | 16 | 22 | 22 | BOYZ II MEN/A Seasons Of... |
| 28 | 28 | 27 | 21 | 21 | VARIOUS ARTISTS/Ultimate Jam |
| 23 | 20 | 21 | 21 | 21 | OMC/How Bizarre |
| 18 | 21 | 21 | 21 | 21 | MARK MORRISON/Return Of The Mack |
| 49 | 33 | 20 | 20 | 20 | GD'S PROPERTY/Slomp |
| 63 | 58 | 39 | 20 | 20 | SUGAR RAY/Fly |
| - | - | - | 17 | 17 | JIMMY RAY/Are You Jimmy Ray? |
| 17 | 15 | 20 | 17 | 17 | MASE/Feel So Good |
| 20 | 20 | 22 | 17 | 17 | SPICE GIRLS/Say You'll Be There |
| 15 | 20 | 17 | 17 | 17 | WALLFLOWERS/One Headlight |
| 20 | 19 | 17 | 17 | 17 | BACKSTREET BOYS/Quit Playing... |
| 15 | 17 | 12 | 16 | 16 | ROBYN/Do You Know (What...) |
| 15 | 13 | 16 | 16 | 16 | WILL SMITH/Men In Black |
| - | - | 16 | 16 | 16 | LOS UMBRELLOS/No Tongo Dmero |
| 9 | 12 | 16 | 15 | 15 | BOYZ II MEN/A Song For Mama |
| - | - | 15 | 15 | 15 | SPICE GIRLS/Too Much |
| 14 | 14 | 15 | 15 | 15 | L.L. COOL J/Phenomenon |
| 30 | 26 | 23 | 15 | 15 | PUFF DADDY /I'll Be Missing You |
| 21 | 24 | 26 | 14 | 14 | 98 DEGREES/Invisible Man |
| 11 | 10 | 16 | 14 | 14 | MAX-A-MILLION/Sexual Healing |
| 10 | 12 | 13 | 14 | 14 | NO MERCY/Where Do You Go |

MARKET #24
KKRZ/Portland, OR
 (503) 226-0100
 Benson/Austin

100

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---------------------------------------|
| 44 | 63 | 69 | 70 | 70 | CELINE DION/My Heart Will Go On |
| 71 | 67 | 71 | 69 | 69 | USHER/You Make Me Wanna |
| 66 | 68 | 69 | 68 | 68 | SAVAGE GARDEN/Truly Madly Deeply |
| 41 | 37 | 44 | 43 | 43 | INDY/Love You Down |
| 70 | 52 | 61 | 63 | 63 | NOTORIOUS B.I.G./Mo Money Mo Problems |
| 70 | 67 | 60 | 61 | 61 | BACKSTREET BOYS/As Long As You... |
| 47 | 71 | 57 | 57 | 57 | JANET/Together Again |
| 51 | 47 | 46 | 51 | 51 | ROBYN/Show Me Love |
| 46 | 50 | 47 | 45 | 45 | SMASH MOUTH/Walkin' On The Sun |
| 29 | 37 | 42 | 45 | 45 | AEROSMITH/Pink |
| 42 | 45 | 45 | 38 | 38 | MATCHBOX 20/3am |
| 49 | 40 | 36 | 35 | 35 | CHUMBAWAMBA/Tubthumping |
| 28 | 26 | 26 | 34 | 34 | ALLURE/All Cried Out |
| 17 | 24 | 29 | 31 | 31 | MASE/Feel So Good |
| - | 33 | 33 | 31 | 31 | 'N SYNC/I Want You Back |
| 31 | 32 | 31 | 30 | 30 | UNCLE SAM/I Don't Ever Want... |
| 51 | 30 | 27 | 30 | 30 | PAULA COLE/Don't Want To Wait |
| 29 | 34 | 22 | 30 | 30 | BOYZ II MEN/A Seasons Of... |
| - | - | 19 | 30 | 30 | BILLIE MYERS/Kiss The Rain |
| 32 | 31 | 28 | 27 | 27 | MARIAH CAREY/Honey |
| 6 | 8 | 14 | 27 | 27 | LOREENA MCKENITT/The Mummies' Dance |
| 30 | 29 | 25 | 24 | 24 | SOMETHIN' FOR...My Love Is The Shhh! |
| 29 | 32 | 29 | 24 | 24 | THIRD EYE BLIND/How's It Going To Be |
| 9 | 24 | 17 | 24 | 24 | BRYAN ADAMS/Back To You |
| 22 | 29 | 21 | 23 | 23 | GREEN DAY/Time Of Your Life... |
| - | - | 15 | 21 | 21 | WILL SMITH/Gettin' Jiggy Wit It |
| 24 | 26 | 21 | 21 | 21 | THIRD EYE BLIND/Semi-Charmed Life |
| 20 | 23 | 21 | 21 | 21 | LISA LOEB/Do |
| 38 | 34 | 25 | 20 | 20 | SUGAR RAY/Fly |
| 31 | 21 | 20 | 20 | 20 | ROBYN/Do You Know (What...) |
| 22 | 27 | 24 | 18 | 18 | MATCHBOX 20/Push |
| - | 5 | 10 | 17 | 17 | ALL SAINTS/I Know Where It's At |
| 18 | 6 | 5 | 9 | 9 | SERMON, MURRAY, /Rapper's Delight |
| 14 | 21 | 21 | 9 | 9 | MEREDITH BROOKS/What Would Happen |
| 8 | 11 | 10 | 8 | 8 | BLESSID UNION/Light In Your Eyes |
| 15 | 12 | 8 | 8 | 8 | ELTON JOHN/Something About... |
| - | - | - | 5 | 5 | BOYZ II MEN/A Song For Mama |
| - | - | - | - | - | JONNY LANG/Missing Your Love |
| - | - | - | - | - | JIMMY RAY/Are You Jimmy Ray? |

MARKET #25
WKRC/Cincinnati
 (513) 763-5500
 Klaproth/Lear

102.9 FM

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 67 | 65 | 65 | 67 | 67 | CHUMBAWAMBA/Tubthumping |
| 69 | 66 | 65 | 67 | 67 | SMASH MOUTH/Walkin' On The Sun |
| 66 | 64 | 66 | 67 | 67 | MATCHBOX 20/3am |
| - | 38 | 65 | 66 | 66 | CELINE DION/My Heart Will Go On |
| 68 | 66 | 67 | 64 | 64 | SARAH MCLACHLAN/Possession |
| 42 | 45 | 46 | 45 | 45 | BACKSTREET BOYS/As Long As You... |
| 46 | 47 | 45 | 45 | 45 | MEREDITH BROOKS/What Would Happen |
| 46 | 45 | 45 | 44 | 44 | ALANA DAVIS/32 Flavors |
| 43 | 45 | 42 | 43 | 43 | LOREENA MCKENITT/The Mummies' Dance |
| 40 | 38 | 44 | 42 | 42 | GREEN DAY/Time Of Your Life... |
| 63 | 64 | 42 | 41 | 41 | SAVAGE GARDEN/Truly Madly Deeply |
| 34 | 41 | 39 | 41 | 41 | 8EHAN JOHN/World Keeps Spinning |
| 35 | 44 | 43 | 40 | 40 | BRYAN ADAMS/Back To You |
| 39 | 51 | 40 | 40 | 40 | LISA LOEB/Do |
| 29 | 28 | 30 | 39 | 39 | VERVE/Bitter Sweet... |
| 39 | 48 | 43 | 39 | 39 | BILLIE MYERS/Kiss The Rain |
| 11 | 40 | 37 | 38 | 38 | SARAH MCLACHLAN/Sweet Surrender |
| 38 | 41 | 40 | 38 | 38 | CHANTAL KREVIK/Unk/Surrounded |
| - | - | - | 32 | 32 | JANAN/Ne Me |
| - | - | - | 31 | 31 | TONIC/Over Your Eyes |
| 31 | 33 | 32 | 29 | 29 | SISTER HAZEL/Happy |
| 28 | 30 | 30 | 27 | 27 | THIRD EYE BLIND/How's It Going To Be |
| 34 | 39 | 27 | 26 | 26 | SUGAR RAY/Fly |
| 27 | 25 | 26 | 26 | 26 | SISTER HAZEL/All For You |
| - | 31 | 28 | 26 | 26 | BEN FOLDS FIVE/Brick |
| 27 | 26 | 25 | 26 | 26 | THIRD EYE BLIND/Semi-Charmed Life |
| 28 | 35 | 24 | 25 | 25 | MIGHTY MIGHTY...The Impression... |
| 28 | 27 | 24 | 24 | 24 | TONIC/If You Could Only... |
| 27 | 30 | 23 | 24 | 24 | BARENKED LADIES/The Old Apartment |
| 22 | 29 | 25 | 22 | 22 | WALLFLOWERS/One Headlight |
| 28 | 29 | 22 | 22 | 22 | SAVAGE GARDEN/Truly Madly Deeply |
| - | 5 | 18 | 22 | 22 | JONNY LANG/Missing Your Love |
| 21 | 20 | 19 | 18 | 18 | DUNCAN SHEIK/Barely Breathing |
| 16 | 22 | 21 | 17 | 17 | BLESSID UNION/Light In Your Eyes |
| 22 | 27 | 16 | 15 | 15 | PAULA COLE/Don't Want To Wait |
| 27 | 21 | 22 | 14 | 14 | DAVE MATTHEWS BAND/Crash Into Me |
| 42 | 17 | 13 | 11 | 11 | MATCHBOX 20/Push |
| 44 | 17 | 13 | 11 | 11 | LEANN RIMES/How Do I Live |
| 40 | 13 | 17 | 9 | 9 | SARAH MCLACHLAN/Building A Mystery |
| 20 | 7 | 12 | 9 | 9 | VERVE PIPE/The Freshmen |

MARKET #26
KMXV/Kansas City
 (816) 753-0933
 Zellner/Ollon

Mix 93.3 FM

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-----------------------------------|
| 58 | 58 | 58 | 58 | 58 | SMASH MOUTH/Walkin' On The Sun |
| 54 | 58 | 58 | 58 | 58 | MATCHBOX 20/3am |
| 56 | 58 | 58 | 58 | 58 | ROBYN/Show Me Love |
| 36 | 40 | 56 | 56 | 56 | SAVAGE GARDEN/Truly Madly Deeply |
| 42 | 46 | 54 | 54 | 54 | LISA LOEB/Do |
| 18 | 52 | 54 | 54 | 54 | CELINE DION/My Heart Will Go On |
| 48 | 48 | 56 | 54 | 54 | JANET/Together Again |
| 58 | 58 | 50 | 50 | 50 | CHUMBAWAMBA/Tubthumping |
| 54 | 48 | 46 | 46 | 46 | PAULA COLE/Don't Want To Wait |
| 46 | 44 | 46 | 46 | 46 | ALLURE/All Cried Out |
| 52 | 46 | 44 | 44 | 44 | BACKSTREET BOYS/As Long As You... |
| 58 | 56 | 44 | 44 | 44 | SUGAR RAY/Fly |
| 34 | 30 | 38 | 40 | 40 | MEREDITH BROOKS/What Would Happen |
| 22 | 28 | 34 | 34 | 34 | GREEN DAY/Time Of Your Life... |
| 24 | 24 | 28 | 34 | 34 | USHER/You Make Me Wanna |
| 20 | 24 | 28 | 34 | 34 | BILLIE MYERS/Kiss The Rain |
| - | 14 | 26 | | | |

CHR/POP PLAYLISTS

January 30, 1998 R&R • 57

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

KISS 98.5 MARKET #41
WKSE/Bufalo (716) 884-5101 O'Neil/Universal

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---------------------------------------|
| 40 | 41 | 51 | 59 | | ROCKE/In A Dream |
| 50 | 56 | 59 | 54 | | SAVAGE GARDEN/Truly Madly Deeply |
| 51 | 57 | 53 | 57 | | CELINE DION/My Heart Will Go On |
| 53 | 44 | 48 | 52 | | USHER/You Make Me Wanna... |
| 36 | 50 | 55 | 52 | | MATCHBOX 20/3am |
| 39 | 56 | 54 | 49 | | INJO/Love You Down |
| 45 | 59 | 46 | 47 | | SMASH MOUTH/Walkin' On The Sun |
| 52 | 43 | 46 | 46 | | SUGAR RAY/Fly |
| 18 | 25 | 39 | 41 | | WILL SMITH/Gettin' Jiggy Wit It |
| 12 | 11 | 31 | 41 | | 98 DEGREES/Invisible Man |
| 26 | 39 | 32 | 41 | | JANET/Together Again |
| 24 | 20 | 48 | 41 | | LISA LOEB/Do |
| 37 | 34 | 39 | 38 | | MATCHBOX 20/Push |
| 53 | 46 | 32 | 38 | | CHUMBAWAMBA/Tubthumping |
| 37 | 37 | 35 | 37 | | NOTORIOUS B.I.G./Mo Money Mo Problems |
| 24 | 41 | 34 | 37 | | BACKSTREET BOYS/As Long As You... |
| 38 | 43 | 32 | 32 | | ROBYN/Show Me Love |
| 26 | 29 | 29 | 29 | | L.L. COOL J/Phenomenon |
| 14 | 16 | 24 | 29 | | TONIC/If You Could Only... |
| 23 | 24 | 24 | 26 | | K-Ci & JOJO/All My Life |
| 22 | 25 | 26 | 26 | | LE CLIC/Don't Go |
| 23 | 27 | 26 | 25 | | LOS UMBRELLOS/No Tengo Dinero |
| 15 | 15 | 25 | 25 | | JIMMY RAY/Are You Jimmy Ray? |
| 21 | 25 | 24 | 24 | | N-TRANCE/Do Ya Think I'm Sexy |
| 19 | 25 | 24 | 24 | | ALEXIA/Number 1 |
| 21 | 25 | 24 | 24 | | MEREDITH BROOKS/What Would Happen |
| 21 | 25 | 29 | 23 | | NU FLAVOR/Heaven |
| 21 | 23 | 23 | 23 | | ALL SAINTS/I Know Where It's At |
| 25 | 25 | 24 | 21 | | SOMETHIN' FOR.../My Love Is The Shhh! |
| 15 | 20 | 19 | 21 | | UNCLE SAMM/Don't Ever Want... |
| 53 | 41 | 24 | 21 | | LEANN RIMES/How Do I Live |
| 19 | 20 | 20 | 20 | | 'N SYNC/ Want You Back |
| 19 | 20 | 20 | 20 | | MASE/Feel So Good |
| 14 | 14 | 16 | 16 | | BOYZ II MEN/4 Seasons Of... |
| 15 | 15 | 14 | 14 | | OMC/How Bizarre |
| 15 | 14 | 15 | 15 | | MARK MORRISON/Return Of The Mack |
| 19 | 23 | 18 | 14 | | BOYZ II MEN/Song For Mama |
| 5 | 9 | 14 | 14 | | PUFF DADDY & FAMILY/Been Around... |
| 13 | 14 | 12 | 14 | | WALLFLOWERS/One Headlight |
| 15 | 14 | 15 | 14 | | WILL SMITH/Men In Black |

KISS 95.7 MARKET #42
WKSS/Hartford (716) 884-5101 Jones/McGowan

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---------------------------------------|
| 63 | 72 | 70 | 70 | | SAVAGE GARDEN/Truly Madly Deeply |
| 67 | 71 | 65 | 68 | | LEANN RIMES/How Do I Live |
| 54 | 64 | 69 | 67 | | SMASH MOUTH/Walkin' On The Sun |
| 7 | 29 | 37 | 60 | | CELINE DION/My Heart Will Go On |
| 54 | 68 | 66 | 58 | | USHER/You Make Me Wanna... |
| 43 | 40 | 38 | 55 | | ALLURE/All Cried Out |
| 62 | 69 | 71 | 53 | | CHUMBAWAMBA/Tubthumping |
| 47 | 45 | 50 | 48 | | NOTORIOUS B.I.G./Mo Money Mo Problems |
| 41 | 43 | 41 | 44 | | MATCHBOX 20/Push |
| 47 | 46 | 44 | 42 | | INJO/Love You Down |
| 43 | 46 | 43 | 41 | | ROBYN/Do You Know (What...) |
| 14 | 33 | 40 | 41 | | 'N SYNC/ Want You Back |
| 43 | 41 | 41 | 40 | | NU FLAVOR/Heaven |
| 41 | 42 | 37 | 40 | | ROBYN/Show Me Love |
| 48 | 49 | 43 | 39 | | BACKSTREET BOYS/As Long As You... |
| 44 | 42 | 39 | 39 | | BOYZ II MEN/4 Seasons Of... |
| 43 | 42 | 36 | 38 | | JANET/Together Again |
| 35 | 38 | 37 | 37 | | K-Ci & JOJO/All My Life |
| 47 | 44 | 40 | 36 | | TONIC/If You Could Only... |
| 26 | 36 | 35 | 33 | | MATCHBOX 20/3am |
| 33 | 31 | 27 | 34 | | LISA LOEB/Do |
| 27 | 32 | 36 | 30 | | ALL SAINTS/I Know Where It's At |
| 37 | 34 | 27 | 27 | | PAULA COLE/ Don't Want To Wait |
| 18 | 27 | 20 | 20 | | SHAWN COLVIN/Sunny Came Home |
| 20 | 22 | 20 | 20 | | SHERYL CROW/A Change Would Do... |
| 18 | 21 | 21 | 21 | | DUNCAN SHEIK/Barely Breathing |
| 22 | 21 | 21 | 19 | | WALLFLOWERS/One Headlight |
| 19 | 20 | 21 | 19 | | JEWEL/Foolish Games |
| 11 | 12 | 13 | 19 | | LUTRICIA MCNEAL/Ain't That Just... |
| 8 | 14 | 18 | 17 | | AEROSMITH/Pink |
| 17 | 14 | 16 | 15 | | WILL SMITH/Gettin' Jiggy Wit It |
| 5 | 8 | 11 | 15 | | THIRD EYE BLIND/How's It Going To Be |
| 12 | 11 | 10 | 11 | | SARAH MCLACHLAN/Sweet Surrender |
| 5 | 8 | 12 | 10 | | UNCLE SAMM/Don't Ever Want... |
| 10 | 10 | 10 | 10 | | PUFF DADDY & FAMILY/Been Around... |
| 6 | 9 | 8 | 10 | | SISTER HAZEL/Happy |
| 5 | 7 | 11 | 9 | | OLIVE/You're Not Alone |
| 5 | 7 | 6 | 6 | | ALANA DAVIS/32 Flavors |
| 5 | 5 | 6 | 6 | | LOREENA MCKENITT/The Mummies' Dance |
| 6 | 6 | 6 | 6 | | BOYZ II MEN/Song For Mama |

theRiver 107.5fm MARKET #44
WRVW/Nashville (615) 664-2400 Quim/Peace

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 36 | 38 | 43 | 55 | | SMASH MOUTH/Walkin' On The Sun |
| 52 | 58 | 53 | 53 | | CHUMBAWAMBA/Tubthumping |
| 49 | 54 | 47 | 47 | | SUGAR RAY/Fly |
| 51 | 55 | 55 | 46 | | PAULA COLE/ Don't Want To Wait |
| 52 | 56 | 56 | 45 | | ROBYN/Show Me Love |
| 36 | 35 | 36 | 42 | | TONIC/If You Could Only... |
| 53 | 55 | 47 | 39 | | SAVAGE GARDEN/Truly Madly Deeply |
| 33 | 30 | 32 | 35 | | SISTER HAZEL/All For You |
| 33 | 35 | 34 | 34 | | LISA LOEB/Do |
| 9 | 10 | 26 | 33 | | CELINE DION/My Heart Will Go On |
| 34 | 32 | 32 | 32 | | THIRD EYE BLIND/Semi-Charmed Life |
| 30 | 30 | 25 | 30 | | BACKSTREET BOYS/As Long As You... |
| 23 | 22 | 26 | 29 | | MATCHBOX 20/3am |
| 24 | 25 | 28 | 29 | | GREEN DAY/Time Of Your Life... |
| 29 | 28 | 26 | 26 | | BRYAN ADAMS/Back To You |
| 11 | 13 | 19 | 25 | | SARAH MCLACHLAN/Sweet Surrender |
| 30 | 28 | 25 | 25 | | BLESSID UNION/Light In Your Eyes |
| 30 | 31 | 27 | 24 | | MEREDITH BROOKS/What Would Happen |
| 10 | 10 | 16 | 23 | | ALLURE/All Cried Out |
| 20 | 20 | 20 | 20 | | ALL SAINTS/I Know Where It's At |
| 20 | 20 | 20 | 20 | | SHAWN COLVIN/Sunny Came Home |
| 20 | 22 | 20 | 20 | | SHERYL CROW/A Change Would Do... |
| 18 | 21 | 21 | 21 | | DUNCAN SHEIK/Barely Breathing |
| 22 | 21 | 21 | 19 | | WALLFLOWERS/One Headlight |
| 18 | 18 | 17 | 18 | | ROBYN/Do You Know (What...) |
| 11 | 12 | 13 | 19 | | LUTRICIA MCNEAL/Ain't That Just... |
| 8 | 14 | 18 | 17 | | AEROSMITH/Pink |
| 17 | 14 | 16 | 15 | | WILL SMITH/Gettin' Jiggy Wit It |
| 5 | 8 | 11 | 15 | | THIRD EYE BLIND/How's It Going To Be |
| 12 | 11 | 10 | 11 | | SARAH MCLACHLAN/Sweet Surrender |
| 5 | 8 | 12 | 10 | | UNCLE SAMM/Don't Ever Want... |
| 10 | 10 | 10 | 10 | | PUFF DADDY & FAMILY/Been Around... |
| 6 | 9 | 8 | 10 | | SISTER HAZEL/Happy |
| 5 | 7 | 11 | 9 | | OLIVE/You're Not Alone |
| 5 | 7 | 6 | 6 | | ALANA DAVIS/32 Flavors |
| 5 | 5 | 6 | 6 | | LOREENA MCKENITT/The Mummies' Dance |
| 6 | 6 | 6 | 6 | | BOYZ II MEN/Song For Mama |

98 PXY MARKET #47
WPXY/Rochester, NY (716) 239-7440 Ingram/Rice

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---------------------------------------|
| 58 | 58 | 62 | 59 | | CHUMBAWAMBA/Tubthumping |
| 54 | 55 | 57 | 59 | | SUGAR RAY/Fly |
| 37 | 38 | 49 | 58 | | BACKSTREET BOYS/As Long As You... |
| 23 | 37 | 46 | 57 | | CELINE DION/My Heart Will Go On |
| 47 | 52 | 49 | 52 | | ROBYN/Show Me Love |
| 50 | 54 | 55 | 52 | | LEANN RIMES/How Do I Live |
| 44 | 51 | 52 | 43 | | PAULA COLE/ Don't Want To Wait |
| 36 | 46 | 41 | 42 | | SAVAGE GARDEN/Truly Madly Deeply |
| 33 | 38 | 40 | 38 | | SMASH MOUTH/Walkin' On The Sun |
| 20 | 18 | 32 | 37 | | ELTON JOHN/Something About... |
| 28 | 30 | 35 | 33 | | BILLIE MYERS/Kiss The Rain |
| 26 | 29 | 35 | 31 | | JIMMY RAY/Are You Jimmy Ray? |
| 26 | 29 | 35 | 31 | | MATCHBOX 20/3am |
| 32 | 34 | 31 | 31 | | MATCHBOX 20/Push |
| 30 | 28 | 28 | 29 | | USHER/You Make Me Wanna... |
| 28 | 14 | 20 | 28 | | JANET/Together Again |
| 29 | 29 | 28 | 28 | | THIRD EYE BLIND/Semi-Charmed Life |
| 47 | 45 | 37 | 28 | | BACKSTREET BOYS/Quit Playing... |
| 43 | 46 | 33 | 28 | | SISTER HAZEL/All For You |
| 4 | 12 | 12 | 27 | | ALL SAINTS/I Know Where It's At |
| 24 | 27 | 30 | 27 | | NOTORIOUS B.I.G./Mo Money Mo Problems |
| 33 | 34 | 29 | 25 | | WILL SMITH/Men In Black |
| 50 | 56 | 40 | 24 | | JEWEL/Foolish Games |
| 21 | 21 | 22 | 22 | | LISA LOEB/Do |
| 12 | 5 | 13 | 22 | | SHE MOVES/Breaking All... |
| 25 | 19 | 22 | 22 | | ROBYN/Do You Know (What...) |
| 16 | 16 | 18 | 21 | | CELINE DION/To Love You More |
| 16 | 20 | 19 | 19 | | BRYAN ADAMS/Back To You |
| 16 | 16 | 18 | 18 | | SHANIA TWAIN/You're Still The One |
| 14 | 20 | 17 | 16 | | LOS UMBRELLOS/No Tengo Dinero |
| 22 | 28 | 20 | 15 | | JOCK JAM/Jock Jam |
| 22 | 20 | 11 | 14 | | TONIC/If You Could Only... |
| 12 | 12 | 12 | 12 | | WILL SMITH/Gettin' Jiggy Wit It |
| 12 | 12 | 12 | 12 | | GREEN DAY/Time Of Your Life... |
| 5 | 5 | 12 | 12 | | SARAH MCLACHLAN/Sweet Surrender |
| 9 | 12 | 13 | 11 | | AEROSMITH/Pink |
| 16 | 17 | 10 | 10 | | LOREENA MCKENITT/The Mummies' Dance |
| 9 | 11 | 14 | 10 | | MASE/Feel So Good |
| 10 | 12 | 8 | 8 | | MEREDITH BROOKS/What Would Happen |

Q105 MARKET #48
WDCG/Raleigh (919) 371-1051 Burns/Taylor/Edge

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|------------------------|----|--------------------------------------|
| 55 | 57 | 55 | 59 | | MATCHBOX 20/3am |
| 49 | 52 | 58 | 57 | | SEVEN MARY THREE/Lu Ky |
| 48 | 52 | 56 | 57 | | CHUMBAWAMBA/Tubthumping |
| 43 | 48 | 54 | 52 | | MARCY PLAYGROUND/Sex And Candy |
| 23 | 33 | 48 | 51 | | SMASH MOUTH/Walkin' On The Sun |
| 54 | 58 | 54 | 50 | | EDWIN MCCAIN/II Be |
| 34 | 41 | 52 | 46 | | BEN FOLDS FIVE/Brick |
| 21 | 29 | 37 | 37 | | LOREENA MCKENITT/The Mummies' Dance |
| 37 | 42 | 39 | 36 | | VERVE/Bitter Sweet... |
| 45 | 41 | 34 | 36 | | SARAH MCLACHLAN/Sweet Surrender |
| 10 | 26 | 34 | 34 | | CORNESTEROP/Brimful Of Asha |
| 34 | 37 | 32 | 34 | | GREEN DAY/Time Of Your Life... |
| 13 | 16 | 26 | 30 | | EVERCLEAR/Everything To... |
| 23 | 24 | 30 | 26 | | TOAD THE WET.../Crazy Life |
| 22 | 24 | 20 | 25 | | PAULA COLE/Me |
| 15 | 15 | 22 | 21 | | SUGAR RAY/Fly |
| 22 | 25 | 21 | 21 | | LISA LOEB/Do |
| 11 | 12 | 20 | 311/Beautiful Disaster | | |
| 24 | 23 | 23 | 20 | | GHANTAL KREVAZUK/Surrounded |
| 12 | 16 | 19 | 19 | | BECK/Deagweight |
| 43 | 34 | 17 | 18 | | INDIGO GIRLS/Shame Or You |
| 11 | 13 | 16 | 18 | | TONIC/If You Could Only... |
| 14 | 19 | 17 | 17 | | SISTER HAZEL/All For You |
| 11 | 11 | 17 | 17 | | NAKED/Raining On The Sky |
| 45 | 39 | 15 | 16 | | PAULA COLE/ Don't Want To Wait |
| 12 | 14 | 15 | 15 | | OUR LADY PEACE/Clumsy |
| 17 | 16 | 15 | 15 | | FAR TO JONES/As Good As You |
| 16 | 16 | 16 | 15 | | BARONAKED LADIES/Brian Wilson |
| 18 | 19 | 18 | 13 | | TOAD THE WET.../Whatever I Fear |
| 18 | 19 | 18 | 13 | | G. LOVE & SPECIAL.../Stepping Stones |
| 37 | 37 | 35 | 12 | | JONATHAN BROOKE/Crumis |
| 10 | 11 | 11 | 11 | | VERVE PIPE/The Freshmen |
| 10 | 10 | 10 | 10 | | THIRD EYE BLIND/Semi-Charmed Life |
| 10 | 10 | 10 | 10 | | WALLFLOWERS/One Headlight |
| 11 | 12 | 10 | 10 | | DAVE MATTHEWS BAND/Ripping Billes |
| 10 | 10 | 10 | 10 | | SHERYL CROW/A Change Would Do... |
| 10 | 10 | 10 | 10 | | WALLFLOWERS/6th Avenue Heartache |
| 10 | 10 | 10 | 10 | | MATCHBOX 20/Push |
| 10 | 10 | 10 | 10 | | THIRD EYE BLIND/How's It Going To Be |

96.7 KHFI MARKET #50
KHFI/Austin (512) 474-9233 Kelly/Basenberg

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---------------------------------------|
| 43 | 43 | 58 | 72 | | BACKSTREET BOYS/As Long As You... |
| 68 | 70 | 71 | 72 | | USHER/You Make Me Wanna... |
| 69 | 69 | 71 | 71 | | SAVAGE GARDEN/Truly Madly Deeply |
| 69 | 68 | 71 | 70 | | NOTORIOUS B.I.G./Mo Money Mo Problems |
| 42 | 50 | 71 | 70 | | ALLURE/All Cried Out |
| 71 | 68 | 58 | 42 | | INJO/Love You Down |
| 22 | 34 | 42 | 43 | | CELINE DION/My Heart Will Go On |
| 34 | 36 | 43 | 43 | | MATCHBOX 20/3am |
| 42 | 41 | 43 | 43 | | JANET/Together Again |
| 45 | 39 | 41 | 41 | | SOMETHIN' FOR.../My Love Is The Shhh! |
| 15 | 38 | 40 | 40 | | JIMMY RAY/Are You Jimmy Ray? |
| 18 | 17 | 30 | 39 | | ALL SAINTS/I Know Where It's At |
| 41 | 39 | 38 | 39 | | SUGAR RAY/Fly |
| 15 | 22 | 35 | 34 | | BOYZ II MEN/Song For Mama |
| 16 | 27 | 33 | 33 | | SPICE GIRLS/Too Much |
| 31 | 31 | 33 | 33 | | PUFF DADDY.../I'll Be Missing You |
| 32 | 31 | 31 | 31 | | JEWEL/Foolish Games |
| 32 | 32 | 30 | 29 | | LEANN RIMES/How Do I Live |
| 24 | 26 | 27 | 28 | | WALLFLOWERS/One Headlight |
| 26 | 23 | 27 | 27 | | MASE/Feel So Good |
| 16 | 17 | 18 | 21 | | K-Ci & JOJO/All My Life |
| 35 | 34 | 29 | 21 | | GREEN DAY/Time Of Your Life... |
| 19 | 17 | 18 | 20 | | 'N SYNC/ Want You Back |
| 22 | 23 | 22 | 20 | | EN VOGUE/Don't Let Go (Love) |
| 18 | 18 | 18 | 18 | | SHAWN COLVIN/Sunny Came Home |
| 17 | 17 | 17 | 17 | | MARK MORRISON/Return Of The Mack |
| 19 | 17 | 19 | 16 | | UNCLE SAMM/Don't Ever Want... |
| 16 | 16 | 16 | 16 | | OMC/How Bizarre |
| 16 | 16 | 16 | 16 | | BACKSTREET BOYS/Quit Playing... |
| 7 | 7 | 7 | 7 | | MATCHBOX 20/Push |
| 7 | 7 | 7 | 7 | | CHUMBAWAMBA/Amnesia |
| 7 | 7 | 7 | 7 | | WILL SMITH/Gettin' Jiggy Wit It |

WJAX-FM MARKET #51
WJAX/Jacksonville (904) 642-1055 Thomas/Mann

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-----------------------------------|
| 42 | 61 | 65 | 64 | | BACKSTREET BOYS/As Long As You... |
| 23 | 29 | 58 | 61 | | INJO/Love You Down |
| 6 | | | | | |

| 3W | 2W | 1W | TW | ARTIST TITLE LABEL(S) | TOTAL PLAYS | | | | TOTAL STATIONS/ADDS |
|----------------|-----------|-----------|-----------|--|-------------|------|------|------|---------------------|
| | | | | | TW | LW | 2W | 3W | |
| 2 | 1 | 1 | 1 | 1 K-CI & JOJO All My Life (MCA) | 2518 | 2452 | 2349 | 2028 | 45/1 |
| 6 | 6 | 2 | 2 | 2 USHER Nice & Slow (LaFace/Arista) | 2219 | 2039 | 1758 | 1416 | 47/3 |
| 5 | 4 | 5 | 3 | 3 UNCLE SAM I Don't Ever Want To See You... (Stonecreek/Epic) | 1866 | 1833 | 1770 | 1719 | 43/2 |
| 4 | 3 | 4 | 4 | LSG My Body (EastWest/EEG) | 1862 | 1965 | 2071 | 1860 | 41/0 |
| 1 | 2 | 3 | 5 | USHER You Make Me Wanna... (LaFace/Arista) | 1766 | 1987 | 2239 | 2262 | 39/0 |
| 3 | 5 | 6 | 6 | SOMETHIN' FOR THE PEOPLE My Love Is... (Warner Bros.) | 1368 | 1453 | 1767 | 1985 | 34/0 |
| 11 | 10 | 9 | 7 | 7 JANET Together Again (Virgin) | 1361 | 1290 | 1294 | 1128 | 34/0 |
| 10 | 9 | 10 | 8 | 8 WILL SMITH Gettin' Jiggy Wit It (Columbia) | 1326 | 1282 | 1315 | 1155 | 32/0 |
| 8 | 8 | 7 | 9 | BOYZ II MEN A Song For Mama (Motown) | 1249 | 1396 | 1321 | 1234 | 41/0 |
| 7 | 7 | 8 | 10 | MISSY "MISDEMEANOR" ELLIOTT Sock It 2 Me (EastWest/EEG) | 1162 | 1348 | 1422 | 1315 | 30/0 |
| 17 | 14 | 14 | 11 | 11 DESTINY'S CHILD No, No, No (Grass Roots/Columbia) | 1123 | 1063 | 905 | 740 | 35/1 |
| 13 | 13 | 12 | 12 | SERMON, MURRAY & REDMAN Rapper's Delight (Priority) | 1059 | 1084 | 1005 | 1010 | 35/0 |
| 9 | 11 | 11 | 13 | MASE Feel So Good (Bad Boy/Arista) | 1016 | 1182 | 1213 | 1159 | 32/0 |
| — | 43 | 27 | 14 | 14 BRIAN MCKNIGHT Anytime (Mercury) | 1002 | 617 | 369 | 253 | 39/4 |
| — | 39 | 21 | 15 | 15 CELINE DION My Heart Will Go On (550 Music) | 985 | 711 | 426 | 233 | 26/4 |
| 12 | 12 | 13 | 16 | BACKSTREET BOYS As Long As You Love Me (Jive) | 979 | 1082 | 1083 | 1038 | 23/0 |
| 23 | 17 | 16 | 17 | 17 K.P. & ENVYI Swing My Way (EastWest/EEG) | 967 | 861 | 784 | 680 | 34/2 |
| 24 | 21 | 15 | 18 | QUEEN PEN All My Love (Lil' Man/Interscope) | 846 | 877 | 735 | 669 | 34/3 |
| 26 | 22 | 22 | 19 | 19 TIMBALAND & MAGOO Luv 2 Luv You (BlackGround/Atlantic) | 822 | 703 | 690 | 560 | 29/4 |
| — | 40 | 23 | 20 | 20 MARIAH CAREY f/BONE THUGS... Breakdown (Columbia) | 787 | 688 | 408 | 257 | 29/1 |
| 34 | 25 | 17 | 21 | PUFF DADDY & THE FAMILY Been Around... (Bad Boy/Arista) | 751 | 784 | 652 | 438 | 29/2 |
| — | 45 | 30 | 22 | 22 MASE f/TOTAL What You Want (Bad Boy/Arista) | 735 | 593 | 356 | 183 | 33/6 |
| 30 | 28 | 29 | 23 | 23 BUSTA RHYMES Dangerous (Elektra/EEG) | 675 | 609 | 589 | 546 | 31/4 |
| 19 | 19 | 19 | 24 | NU FLAVOR Heaven (Reprise) | 657 | 732 | 776 | 725 | 18/0 |
| 15 | 15 | 18 | 25 | ALLURE All Cried Out (Track Masters/Crave) | 631 | 740 | 874 | 934 | 19/0 |
| BREAKER | 26 | 26 | 26 | 26 NEXT Too Close (Arista) | 615 | 438 | 171 | 58 | 26/0 |
| 25 | 27 | 25 | 27 | DRU HILL 5 Steps (Island) | 609 | 650 | 593 | 563 | 25/2 |
| BREAKER | 28 | 28 | 28 | 28 SWV Rain (RCA) | 606 | 469 | 212 | 92 | 28/5 |
| 33 | 32 | 33 | 29 | 29 WYCLEF JEAN Gone Till November (Ruffhouse/Columbia) | 596 | 516 | 497 | 444 | 25/2 |
| 18 | 20 | 28 | 30 | CHUMBAWAMBA Tubthumping (Republic/Universal) | 582 | 617 | 744 | 727 | 13/1 |
| 14 | 16 | 20 | 31 | ROBYN Show Me Love (RCA) | 581 | 731 | 815 | 943 | 17/0 |
| 16 | 18 | 24 | 32 | ERYKAH BADU Tyrone (Kedar/Universal) | 539 | 658 | 781 | 787 | 18/0 |
| 20 | 24 | 26 | 33 | TOTAL What About Us (LaFace/Arista) | 526 | 635 | 672 | 719 | 18/0 |
| 31 | 29 | 31 | 34 | DRU HILL We're Not Making Love No More (LaFace/Arista) | 514 | 565 | 566 | 482 | 13/0 |
| 43 | 38 | 39 | 35 | 35 LEANN RIMES How Do I Live (Curb) | 482 | 443 | 430 | 337 | 15/0 |
| 22 | 23 | 34 | 36 | SUGAR RAY Fly (Lava/Atlantic) | 478 | 509 | 673 | 694 | 17/0 |
| 38 | 34 | 37 | 37 | KAI Say You'll Stay (Tidal Wave/Geffen) | 454 | 463 | 470 | 402 | 20/2 |
| — | — | 44 | 38 | 38 ALL SAINTS I Know Where It's At (London/Island) | 449 | 387 | 288 | 127 | 24/1 |
| — | — | 48 | 39 | 39 SAVAGE GARDEN Truly Madly Deeply (Columbia) | 440 | 352 | 279 | 190 | 15/5 |
| — | 48 | 45 | 40 | 40 SPICE GIRLS Too Much (Virgin) | 437 | 383 | 307 | 127 | 21/2 |
| 39 | 47 | 47 | 41 | 41 LOS UMBRELLOS No Tengo Dinero (Flex/Virgin) | 409 | 356 | 328 | 357 | 12/0 |
| 44 | 41 | 42 | 42 | LUTRICIA MCNEAL Ain't That Just The Way (Crave) | 397 | 403 | 405 | 329 | 18/2 |
| 27 | 26 | 32 | 43 | MARY J. BLIGE A Dream (Arista) | 396 | 520 | 625 | 554 | 13/0 |
| 41 | 37 | 35 | 44 | SMASH MOUTH Walkin' On The Sun (Interscope) | 391 | 477 | 434 | 343 | 9/0 |
| — | — | 50 | 45 | 45 MILITIA Burn (Red Ant) | 381 | 322 | 287 | 260 | 16/0 |
| 50 | 49 | 49 | 46 | 46 WC Just Clownin' (Payday/FFRR/Red Ant) | 363 | 335 | 307 | 263 | 14/1 |
| DEBUT | 47 | 47 | 47 | 47 2PAC Do For Love (Amaru/Jive) | 362 | 259 | 176 | 103 | 21/8 |
| 35 | 36 | 43 | 48 | BUSTA RHYMES Put Your Hands Where My... (Elektra/EEG) | 353 | 401 | 455 | 433 | 15/1 |
| DEBUT | 49 | 49 | 49 | 49 BORN JAMERICANS Send You My Love (Delicious Vinyl) | 345 | 308 | 259 | 195 | 9/0 |
| 21 | 30 | 38 | 50 | JON B. Are U Still Down? (Yab Yum/550 Music) | 344 | 451 | 536 | 710 | 11/0 |

This chart reflects airplay from January 19-25. Songs ranked by total plays. Highlighted songs indicate Breaker.

49 CHR/Rhythmic reporters. 47 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

BREAKERS

| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | CHART |
|----------------------|---------------------|-------|
| 615/177 | 26/0 | 26 |

| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | CHART |
|----------------------|---------------------|-------|
| 606/137 | 28/5 | 28 |

MOST ADDED

| ARTIST TITLE LABEL(S) | ADDS |
|--|------|
| ALLURE Last Chance (Track Masters/Crave) | 12 |
| OL SKOOL f/K. SWEAT & XSCAPE Am I... (Keia/Universal) | 9 |
| 2PAC Do For Love (Amaru/Jive) | 8 |
| MISSY "MISDEMEANOR" ELLIOTT Beep... (EastWest/EEG) | 8 |
| MASE f/TOTAL What You Want (Bad Boy/Arista) | 6 |
| SAVAGE GARDEN Truly Madly Deeply (Columbia) | 5 |
| SWV Rain (RCA) | 5 |
| SYLK-E. FYNE f/CHILL Romeo And Juliet (Grand Jury/RCA) | 5 |
| JODY WATLEY Off The Hook (Atlantic) | 5 |

MOST INCREASED PLAYS

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|--|---------------------|
| BRIAN MCKNIGHT Anytime (Mercury) | +385 |
| CELINE DION My Heart Will Go On (550 Music) | +274 |
| USHER Nice & Slow (LaFace/Arista) | +180 |
| NEXT Too Close (Arista) | +177 |
| MASE f/TOTAL What You Want (Bad Boy/Arista) | +142 |
| SWV Rain (RCA) | +137 |
| SYLK-E. FYNE f/CHILL Romeo And Juliet (Grand Jury/RCA) | +121 |
| TIMBALAND & MAGOO Luv 2... (BlackGround/Atlantic) | +119 |
| MISSY "MISDEMEANOR" ELLIOTT Beep... (EastWest/EEG) | +111 |
| K.P. & ENVYI Swing My Way (EastWest/EEG) | +106 |

HOTTEST RECURRENTS

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|---|---------------------|
| NOTORIOUS B.I.G. Mo Money Mo Problems (Bad Boy/Arista) | +121 |
| INOJ Love You Down (So So Def/Columbia) | +119 |
| MARK MORRISON Return Of The Mack (Atlantic) | +111 |
| MARY J. BLIGE Everything (MCA) | +106 |
| PUFF DADDY & FAITH EVANS f/112 I'll Be... (Bad Boy/Arista) | +106 |
| WILL SMITH Men In Black (Columbia) | +106 |
| ROME I Belong To You (Every Time I See...) (Grand Jury/RCA) | +106 |
| BLACKSTREET Don't Leave Me (Interscope) | +106 |
| EN VOGUE Don't Let Go (Love) (EastWest/EEG) | +106 |
| GINUWINE Pony (550 Music) | +106 |

Breakers: Songs registering 500 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

WIL WKLX WLZR WMZQ WPGC WRUF WRVA WSNE WTPI WWDB WWWM CHOM KNIX WCSX WGST WHCN WTPA KTFM KBOS WSSL KSFO WISH KKLK CIMX KLTY WDVE KZLA WZTR

KWJW KWNZ WIL WKLX WLZR WMZQ WPGC WRUF WRVA

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KWJW KWNZ WIL WKLX WLZR WMZQ WPGC WRUF WRVA



HIP HOP TOP 20

| LW | TW | ARTIST TITLE LABEL(S) | TOTAL PLAYS | | TOTAL STATIONS/ADDS |
|----|----|--|-------------|----|---------------------|
| | | | TW | LW | |
| 1 | 1 | TIMBALAND & MAGOO Luv 2... (BlackGround/Atlantic) 3397 3235 113/5 | | | |
| 4 | 2 | BUSTA RHYMES Dangerous (Elektra/EEG) 3051 2727 114/4 | | | |
| 5 | 3 | MASE F/TOTAL What You Want (Bad Boy/Arista) 3015 2636 118/6 | | | |
| 3 | 4 | WILL SMITH Gettin' Jiggy Wit It (Columbia) 2925 2872 99/0 | | | |
| 6 | 5 | QUEEN PEN All My Love (Li'l Man/Interscope) 2532 2458 106/3 | | | |
| 8 | 6 | K.P. & ENVI Swing My Way (EastWest/EEG) 2508 2160 100/9 | | | |
| 2 | 7 | SERMON, MURRAY & REDMAN Rapper's Delight (Priority) 2172 2904 88/1 | | | |
| 9 | 8 | SAM SALTER It's On Tonight (LaFace/Arista) 1977 1857 71/0 | | | |
| 10 | 9 | MASTER P Make 'Em Say Ugh (No Limit/Priority) 1785 1644 84/1 | | | |
| 7 | 10 | 2PAC I Wonder If Heaven Got A... (Amaru/Jive) 1497 2396 66/1 | | | |
| 12 | 11 | WYCLEF JEAN Gone Till November (Ruffhouse/Columbia) 1485 1375 73/2 | | | |
| 11 | 12 | MASE Feel So Good (Bad Boy/Arista) 1262 1527 46/0 | | | |
| 15 | 13 | OUTKAST W/CEE-LO In Due Time (LaFace/Arista) 1124 1039 65/1 | | | |
| 17 | 14 | MILITIA Bum (Red Ant) 1030 968 71/5 | | | |
| 20 | 15 | LOX If You Think I'm Jiggy (Bad Boy/Arista) 1022 925 68/3 | | | |
| — | 16 | JAY-Z Tha City Is Mine (Roc-A-Fella/Def Jam/Mercury) 1011 770 89/5 | | | |
| — | 17 | NOTORIOUS B.I.G. Nasty Boy (Bad Boy/Arista) 989 750 79/1 | | | |
| 19 | 18 | WC Just Clownin' (Payday/FFRR/Red Ant) 973 934 64/5 | | | |
| 16 | 19 | PUFF DADDY & THE FAMILY Been Around... (Bad Boy/Arista) 944 996 40/2 | | | |
| 18 | 20 | BONE THUGS-N-HARMONY Body Rocc (Ruthless/Relativity) 831 936 55/0 | | | |

This chart reflects airplay from January 19-25. Songs ranked by total plays. 49 CHR/Rhythmic reporters and 88 Urban reporters combine from the Custom Chart function on R&R ONLINE. Rap titles are manually extrapolated. For complete reporter lists refer to Rhythmic and Urban sections. © 1998, R&R Inc.

NEW & ACTIVE

| | |
|--|--|
| MISSY "MISDEMEANOR" ELLIOTT Beep Me 911 (EastWest/EEG) Total Plays: 325, Total Stations: 17, Adds: 8 | MASTER P Make 'Em Say Ugh (No Limit/Priority) Total Plays: 198, Total Stations: 9, Adds: 0 |
| MARY J. BLIGE Seven Days (MCA) Total Plays: 268, Total Stations: 11, Adds: 2 | KINSUI Pha Hop (Blunt/TVT) Total Plays: 180, Total Stations: 7, Adds: 0 |
| 'N SYNC I Want You Back (RCA) Total Plays: 253, Total Stations: 13, Adds: 3 | DAVINA So Good (Loud/RCA) Total Plays: 145, Total Stations: 7, Adds: 0 |
| SYLK-E. FYNE F/CHILL Romeo And Juliet (Grand Jury/RCA) Total Plays: 239, Total Stations: 9, Adds: 5 | OL SKOOL (K. SWEAT & XSCAPE) Am I Dreaming (Kee/Universal) Total Plays: 144, Total Stations: 17, Adds: 9 |
| SOMETHIN' FOR THE PEOPLE All I Do (Warner Bros.) Total Plays: 232, Total Stations: 10, Adds: 3 | FIRM Phone Tap (Trackmasters/Aftermath/Interscope) Total Plays: 130, Total Stations: 4, Adds: 0 |
| RAKIM Guess Who's Back (Universal) Total Plays: 209, Total Stations: 8, Adds: 0 | LORD TARIQ & PETER GUNZ Deja Vu (Codeine/Columbia) Total Plays: 129, Total Stations: 4, Adds: 1 |
| KIM SANDERS Jealousy (Dancin' Music/Island) Total Plays: 207, Total Stations: 10, Adds: 0 | BIG PUN I'm Not A Player (Loud) Total Plays: 114, Total Stations: 5, Adds: 0 |
| JAY-Z Tha City Is Mine (Roc-A-Fella/Def Jam/Mercury) Total Plays: 207, Total Stations: 17, Adds: 4 | PRINCE B./KYMAMI Gotta Be (Gee Street/V2) Total Plays: 110, Total Stations: 8, Adds: 4 |
| ICE CUBE We Be Clubbin' (Heavyweight/A&M) Total Plays: 204, Total Stations: 7, Adds: 2 | LSG (L.L., BUSTA & MC LYTE) Curious (EastWest/EEG) Total Plays: 109, Total Stations: 6, Adds: 3 |
| FRUIT DELA PASSION Tic Tic Tak (Aureus) Total Plays: 199, Total Stations: 8, Adds: 1 | ALLURE Last Chance (Track Masters/Crave) Total Plays: 104, Total Stations: 14, Adds: 12 |



THE QUEEN WITH ALL THE POWER — Here's Interscope recording artist Queen Pen (fourth from l) givin' all her love and royalty in exchange for a little power. Her friends over at KPWR/Los Angeles (Power 106) were happy to oblige. Power 106 staffers pictured (l-r) are comedy guest Shang, DJ Ray, air talent Sean Juan Smith, and morning driver Big Boy.

NEW RELEASES

ADDS FEBRUARY 3

| |
|---|
| Ali "Love Letters" (Island) |
| Mac 10 f/Snoop Doggy Dogg & Ice Cube "Only In California" (Priority) |
| Somethin' For The People "All I Do" (Warner Bros.) |

CHR/RHYTHMIC REPORTERS

Stations and their adds listed alphabetically by market

| | | | | | | | |
|--|---|---|--|---|--|--|--|
| KKSS/Albuquerque, NM PD: Tony Manero APD/MD: Jackie James 31 SYLK-E. FYNE F/CHILL "Romeo" 3 MISSY ELLIOTT "Beep" 3 ALLURE "Last" 9 JODY WATLEY "Hook" | WJMN/Boston, MA PD: Cadillac Jack McCartney APD/MD: Cat Collins 15 TIMBALAND & MAGOO "Luv" 6 CELINE DION "Heart" | WDRQ/Detroit, MI PD: Lisa Rodman APD/MD: Jiml Jamm 20 OLIVE "Mambo" 19 LOREENA MCKENNIPT "Mummers" 7 DIANA KING "L-Lies" 7 CLUB 89 "Mach" | WHHH/Indianapolis, IN PD: Scott Wheeler MD: Carl Frye 22 2PAC "Do" 5 MISSY ELLIOTT "Beep" 11 OL SKOOL "Dreaming" BILLIE MYERS "Rain" 'N SYNC "Want" PRINCE B./KYMAMI "Gotta" | KHTM/Merced, CA PD: Pete Jones APD: Dan Watson MD: Mark Medina OL SKOOL "Dreaming" ALLURE "Last" JD FBRAT & USHER "Party" SWV "Rain" 'N SYNC "Want" PRINCE B./KYMAMI "Gotta" | KPSI/Palm Springs, CA PD: Mike Keane MD: Bobby Sato 12 SPICE GIRLS "Much" 6 2PAC "Wonder" 3 PAULA COLE "Wail" 2 SAVAGE GARDEN "Truly" 2PAC "Do" SHAGGY "Sexy" JODY WATLEY "Hook" | WOCQ/Salisbury, MD PD: Wookie MD: Marlon PRINCE B./KYMAMI "Gotta" OL SKOOL "Dreaming" MISSY ELLIOTT "Beep" 2PAC "Do" SHAGGY "Sexy" JODY WATLEY "Hook" | KUBE/Seattle, WA PD: Mike Tierney APD: Eric Powers 15 PRINCE B./KYMAMI "Gotta" BUSTA RHYMES "Dangerous" |
| KYLZ/Albuquerque, NM PD: Mark Allen APD/MD: Robb Royale 31 MACK 10 F/ICE CUBE "California" 9 INOJ "Love" 8 L.L. COOL J "Father" JD FBRAT & USHER "Party" SOMETHIN' FOR... "All" OL SKOOL "Dreaming" | WKXJ/Chattanooga, TN Station Mgr.: Roy Jaynes PD/MD: Bobby Corona 28 CELINE DION "Heart" MASE F/TOTAL "What" LUTRICIA MCNEAL "Way" 'N SYNC "Want" | KPRR/E Paso, TX PD/MD: John Candelaria ANGELINA "Mambo" BUSTA RHYMES "Dangerous" SWV "Rain" | WJBT/Jacksonville, FL PD: Dave Wynter MD: Tiffany Green 23 OUTKAST W/CEE-LO "Due" 23 ICE CUBE "Clubbin" 22 UNCLE SAM "Ever" 22 K-Ci & JOJO "Life" 20 LSG F/L.L. "Curious" 15 MISSY ELLIOTT "Beep" 13 MONTELL JORDAN "Ride" 13 2PAC "Do" 10 SYLK-E. FYNE F/CHILL "Romeo" 7 JAY-Z "City" OL SKOOL "Dreaming" | KDON/Monterey, CA PD: Scooter B. Stevens 11 MASE F/TOTAL "What" USHER "Nice" SWV "Rain" TIMBALAND & MAGOO "Luv" | KWNZ/Reno, NV PD: Jeff Davis APD/MD: Bill Shakespeare JODY WATLEY "Hook" ALLURE "Last" AQUA "Luv" MASE F/TOTAL "What" | KTFM/San Antonio, TX PD: Cliff Tredway MD: Steve Chavez LUTRICIA MCNEAL "Way" SOMETHIN' FOR... "All" ALEX BRAYDON "True" OL SKOOL "Dreaming" | WPGC/Washington, DC PD: Jay Stevens MD: Maurice Devoe 23 TIMBALAND & MAGOO "Luv" 21 K.P. & ENVI "Swing" 7 L.L. COOL J "4,3,2,1" 7 ARETHA FRANKLIN "Rose" |
| KISV/Bakersfield, CA PD: Mark Feather MD: Mickey Fuentes CELINE DION "Heart" KAI "Say" BRIAN MCKNIGHT "Anytime" SYLK-E. FYNE F/CHILL "Romeo" | WBBM/Chicago, IL PD: Todd Cavanah MD: Erik Bradley 10 PUFF DADDY & FAMILY "Been" 10 'N SYNC "Want" 8 SPICE GIRLS "Do" 8 SPICE GIRLS "Never" | KBOS/Fresno, CA PD: Steve Wall MD: Marcus D. DRU HILL "Steps" ALL SAINTS "Know" BRIAN MCKNIGHT "Anytime" BUSTA RHYMES "Dangerous" PUFF DADDY & FAMILY "Been" | KLUC/Las Vegas, NV PD: Cat Thomas MD: Melissa Stefan 32 ALLURE "Last" | WKTU/New York, NY PD: Frankie Blue APD/MD: Andy Shane No Adds WQHT/New York, NY PD: Steve Smith APD/MD: Tracy Cioherly 21 DMX "Oop" 13 JESSIE WEST "24/7" SWV "Rain" ORU HILL "Steps" BUSTA RHYMES "Dangerous" | KGGI/Riverside, CA PD: Diana Laird APD/MD: Jesse Duran 5 2PAC "Do" ALLURE "Last" 3 ALLURE "Last" 2 KAI "Say" 2 USHER "Nice" 1 MISSY ELLIOTT "Beep" | XHTZ/San Diego, CA DM/MD: Lisa Vazquez MD: Dale Sullivan 5 2PAC "Do" ALLURE "Last" OL SKOOL "Dreaming" COMMON "Retrospect" | KDGS/Wichita, KS PD: Steve Dorrell APD: Ricardo Chery MD: A.J. Jones 24 MISSY ELLIOTT "Beep" 20 NATURAL BORN "Funley" 16 JODY WATLEY "Hook" 11 SYLK-E. FYNE F/CHILL "Romeo" 10 NOTORIOUS B.I.G. "Nasty" 6 SHAGGY "Sexy" ALLURE F/RAEKWON "Give" |
| KKXX/Bakersfield, CA PD: Chris Squires MD: Tony Manes QUEEN PEN "Love" | WBTT/Dayton, OH DM: Jeff Ballentine APD/MD: Raye Kimberlin ALLURE "Last" MARY J. BLIGE "Seven" LSG F/L.L. "Curious" JAY-Z "City" PRINCE B./KYMAMI "Gotta" 2PAC "Do" | WJMH/Greensboro, NC PD: Brian Douglas MD: Mary Kay 46 BRIAN MCKNIGHT "Anytime" 45 SOMETHIN' FOR... "All" 44 UNCLE SAM "Ever" 20 THREE 6 MARJA "Tea" 20 ICE CUBE "Clubbin" 13 SWV "Rain" KIM/O/Honolulu, HI PD: Kimo Akane MD: Kathy Nakagawa 39 BILLY LAWRENCE "Up" 26 CHUMBAWAMBA "Tub" KBXX/Houston, TX PD: Rob Scorpio MD: Greg Head 15 SOUL FOR REAL "See" 14 JON B. "They" 12 MYSTIKAL "Man" | KPWR/Los Angeles, CA PD: Michelle Mercer MD: Damien Young 48 WYCLEF JEAN "November" 23 BUSTA RHYMES "Hands" USHER "Nice" DAZ DILLINGER "California" | KCAQ/Oxnard, CA PD: Dan Garite APD/MD: Jacque Gonzales James 5 SNOOP & KURUPT "Ride" ALLURE "Last" JD FBRAT & USHER "Party" OL SKOOL "Dreaming" | WJJS/Roanoke, VA PD: David Lee Michaels MD: Melissa Morgan MISSY ELLIOTT "Beep" MARY J. BLIGE "Seven" | KMEL/San Francisco, CA PD: Joey Arbagey 11 LORD TARIQ... "Deja" 7 WYCLEF JEAN "November" JODY WATLEY "Hook" SPICE GIRLS "Much" | 49 Total Reporters 49 Current Reporters 47 Current Playlists |
| WERQ/Baltimore, MD PD: Tom Calococci APD: Frank Siki MD: Darren Brin No Adds | WBHJ/Birmingham, AL PD: Mickey Johnson APD/MD: Daysha Parker 58 EIGHT BALL & M.J.G. "Middle" 30 QUEEN PEN "Party" 20 SNOOP & KURUPT "Ride" 20 MASE F/TOTAL "What" 15 YOUNG BLEED... "Times" OL SKOOL "Dreaming" LUNZ T/REOMAN "Hypnotize" | KQKS/Denver, CO PD: Rick Stacy MD: Jennifer Wilde 15 WC "Clownin" PRINCE B./KYMAMI "Anytime" | WPOW/Miami, FL PD: Kid Curry MD: Phil Jones 10 BROOKLYN BOYNCE "Bounce" 8 TIMBALAND & MAGOO "Luv" 3 2PAC "Do" K.P. & ENVI "Swing" | KCFM/Sacramento, CA PD: Bob West MD: Trejo DESTINY'S CHILD "No" SAVAGE GARDEN "Truly" | KYLD/San Francisco, CA PD: Michael Martin APD/MD: Jazzy Jim Archer 24 ANGELINA "Mambo" 10 CELINE DION "Heart" 8 SAVAGE GARDEN "Truly" 2PAC "Do" SWV "Rain" ALLURE "Last" | Did Not Report, Playlist Frozen (2): KKFR/Phoenix, AZ WKXJ/Providence, RI | |

URBAN PLAYLISTS

January 30, 1993 R&R • 61

FIND COMPLETE PLAYLISTS FOR ALL URBAN REPORTERS ON R&R ONLINE

MARKET #1
WBLB/New York
(212) 592-0554
Michaels/Campbell

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--|
| 9 | 9 | 23 | 50 | 50 | BRIAN MCKNIGHT/Anytime |
| 28 | 37 | 42 | 42 | 42 | USHER/Nice & Slow |
| - | - | - | - | - | DRU HILL/We're Not Making... |
| 34 | 35 | 40 | 41 | 41 | DRU HILL'S Steps |
| 35 | 38 | 39 | 41 | 41 | MARY J. BLIGE/A Dream |
| 23 | 22 | 31 | 40 | 40 | UNCLE SAM/I Don't Ever Want... |
| 37 | 37 | 41 | 40 | 40 | BOYZ II MEN/A Song For Mama |
| - | - | - | - | - | LSG/My Body |
| - | - | - | - | - | 36-42 LORD TARIQ...Deja Vu |
| 5 | 5 | 7 | 35 | 35 | MARY J. BLIGE/Seven Days |
| 5 | 5 | 7 | 35 | 35 | SAM SALTER/It's On Tonight |
| 5 | 5 | 7 | 35 | 35 | 7 MILE/Just A Memory |
| 5 | 5 | 7 | 35 | 35 | JODY WATLEY/Off The Hook |
| - | - | - | - | - | 26 KEITH WASHINGTON/Bnng It On |
| 5 | 5 | 7 | 35 | 35 | TIMBALAND & MAGDOO/Luv 2 Luv You |
| 5 | 5 | 12 | 25 | 25 | SWV/Rain |
| 5 | 5 | 10 | 25 | 25 | NEXT/Too Close |
| 19 | 23 | 25 | 23 | 23 | QUEEN PEN/All My Love |
| 11 | 11 | 13 | 23 | 23 | SOMETHIN' FOR.../All I Do |
| - | - | - | - | - | 5 7 PHAJJA/So Long (Well...) |
| 13 | 16 | 20 | 20 | 20 | LORD TARIQ...Deja Vu |
| - | - | - | - | - | 20 DAVINA/So Good |
| - | - | - | - | - | 19 K-CI & JOJO/All My Life |
| - | - | - | - | - | 17 JAGGED EDGE/Gotta Be |
| 6 | 8 | 9 | 17 | 17 | LUTHER VANDROSS/Don't Let You... |
| - | - | - | - | - | 16 ARETHA FRANKLIN/A Rose Is Still... |
| - | - | - | - | - | 10 LSG/F.L.L./Curious |
| - | - | - | - | - | 10 PUBLIC ANNOUNCEMENT/Body Bumpin'... |
| - | - | - | - | - | 10 SERMON, MURRAY.../Rapper's Delight |
| - | - | - | - | - | 10 WATAZ/Ooh Aah Ooh |
| 5 | 5 | 5 | 10 | 10 | LOX/If You Think I'm... |

MARKET #2
KKBT/Los Angeles
(213) 634-1800
Santosuosso/Snyder

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---|
| 30 | 47 | 49 | 50 | 50 | LSG/My Body |
| 24 | 45 | 47 | 49 | 49 | TOTAL/What About Us |
| 22 | 44 | 46 | 46 | 46 | JON B./Are U Still Down? |
| 9 | 24 | 45 | 45 | 45 | USHER/Nice & Slow |
| 50 | 50 | 50 | 50 | 50 | WC/Just Clownin' |
| 10 | 30 | 38 | 38 | 38 | ICE CUBE/We Be Clubbin' |
| 19 | 25 | 37 | 37 | 37 | BRIAN MCKNIGHT/Anytime |
| 48 | 48 | 48 | 47 | 47 | ERYKAH BADU/Tyrene |
| 40 | 46 | 43 | 43 | 43 | USHER/You Make Me Wanna... |
| 21 | 40 | 44 | 43 | 43 | 2PAC/I Wonder II... |
| 25 | 26 | 27 | 30 | 30 | SOMETHIN' FOR.../My Love Is The Shhh! |
| 11 | 14 | 27 | 29 | 29 | MARY J. BLIGE/Seven Days |
| 13 | 17 | 25 | 28 | 28 | K-CI & JOJO/All My Life |
| 5 | 18 | 20 | 25 | 25 | COMMON/Respect For Life |
| 26 | 33 | 37 | 24 | 24 | JANET/Get Lonely |
| 5 | 15 | 23 | 24 | 24 | MASE F/TOTAL/What You Want |
| - | - | - | - | - | 11-22 TIMBALAND & MAGDOO/Luv 2 Luv You |
| - | - | - | - | - | 9-20 J.D. F/B/RAT & USHER/The Party Continues |
| - | - | - | - | - | 10-13 ELUSION/Reality |
| 23 | 25 | 19 | 19 | 19 | OUTKAST/W.C.E.E./In Due Time |
| 17 | 28 | 37 | 37 | 37 | SERMON, MURRAY.../Rapper's Delight |
| - | - | - | - | - | 12-17 MAXWELL/This Woman's Work |
| 20 | 16 | 16 | 16 | 16 | MILLITIA/Burn |
| 15 | 11 | 14 | 15 | 15 | L.L. COOL J/Father |
| - | - | - | - | - | 10 DRU HILL'S Steps |
| - | - | - | - | - | 10 LSG/F.L.L./Curious |
| - | - | - | - | - | 9 OJ QUIK/Youz A Gangsta |
| - | - | - | - | - | 8 ARETHA FRANKLIN/A Rose Is Still... |
| - | - | - | - | - | 7 GINUWINE/Only When U R Lonely |
| 6 | 7 | 7 | 6 | 6 | SOMETHIN' FOR.../All I Do |

MARKET #3
WGCI/Chicago
(312) 427-4800
Smith/Alan

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---|
| 35 | 34 | 40 | 46 | 46 | DL SKOOL.../Am I Dreaming |
| 43 | 45 | 38 | 41 | 41 | 2PAC/I Wonder II |
| 39 | 41 | 36 | 37 | 37 | MARY J. BLIGE/A Dream |
| 41 | 45 | 36 | 35 | 35 | JANET/Get Lonely |
| 35 | 37 | 33 | 33 | 33 | DRU HILL/We're Not Making... |
| 32 | 34 | 28 | 33 | 33 | LSG/My Body |
| 27 | 30 | 33 | 33 | 33 | BRIAN MCKNIGHT/Anytime |
| 37 | 35 | 29 | 32 | 32 | JOE/Good Girls |
| 3 | 3 | 3 | 32 | 32 | USHER/You Make Me Wanna |
| - | - | - | - | - | 9-18 29 SWV/Rain |
| 8 | 12 | 29 | 29 | 29 | UNCLE SAM/I Don't Ever Want... |
| 27 | 27 | 27 | 29 | 29 | MILESTONEA Care 'Bout You |
| 36 | 36 | 37 | 29 | 29 | USHER/Nice & Slow |
| 27 | 23 | 27 | 29 | 29 | DESTINY'S CHILD/No, No, No |
| 18 | 25 | 25 | 28 | 28 | TIMBALAND & MAGDOO/Luv 2 Luv You |
| 36 | 39 | 34 | 27 | 27 | MARIAH CAREY.../Breakdown |
| 16 | 16 | 16 | 27 | 27 | WILL SMITH/Gettin' Jiggy Wit It |
| 42 | 44 | 36 | 27 | 27 | ERYKAH BADU/Tyrene |
| 33 | 25 | 26 | 26 | 26 | MISSY ELLIOTT/Sock It 2 Me |
| - | - | - | - | - | 26 K-CI & JOJO/All My Life |
| 31 | 26 | 26 | 25 | 25 | TOTAL/What About Us |
| 27 | 23 | 28 | 25 | 25 | KAREN CLARK-SHEARD.../Nothing Without You |
| 34 | 36 | 34 | 25 | 25 | BOYZ II MEN/A Song For Mama |
| 31 | 23 | 23 | 23 | 23 | YOUTH ADDISION/Use Me |
| 24 | 27 | 23 | 23 | 23 | MARY J. BLIGE/Everything |
| 6 | 14 | 21 | 21 | 21 | BROWNSTONE/In The Game Of Love |
| 17 | 17 | 21 | 21 | 21 | MARY J. BLIGE/Seven Days |
| 28 | 24 | 22 | 20 | 20 | KARAT/My Time Is Your Time |
| 25 | 29 | 30 | 19 | 19 | JODY WATLEY/Off The Hook |
| 13 | 18 | 19 | 19 | 19 | MAXWELL/This Woman's Work |

MARKET #5
WPHI/Philadelphia
(215) 884-9400
Micofox

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---------------------------------------|
| 48 | 52 | 51 | 54 | 54 | USHER/Nice & Slow |
| - | - | - | - | - | 40-39 53 MASE F/TOTAL/What You Want |
| 45 | 51 | 54 | 53 | 53 | BUSTA RHYMES/Dangerous |
| - | - | - | - | - | 47-48 46 USHER/Nice & Slow |
| 42 | 46 | 29 | 53 | 53 | BRIAN MCKNIGHT/Anytime |
| 47 | 53 | 51 | 52 | 52 | TIMBALAND & MAGDOO/Luv 2 Luv You |
| 34 | 42 | 42 | 51 | 51 | MCGRUFF/Before We Start |
| 36 | 40 | 52 | 47 | 47 | L.L. COOL J/A.3.2.1. |
| 44 | 56 | 56 | 50 | 50 | 2PAC/I Wonder II... |
| 46 | 49 | 42 | 39 | 39 | MIC GERONIMO.../Nothin' Move But... |
| - | - | - | - | - | 15-30 38 MISSY ELLIOTT/Beep Me 911 |
| 32 | 37 | 37 | 38 | 38 | QUEEN PEN/A Party Ain't... |
| 35 | 37 | 33 | 37 | 37 | SERMON, MURRAY.../Rapper's Delight |
| 45 | 55 | 45 | 35 | 35 | LIL' KIM/Money Talks |
| 36 | 39 | 32 | 35 | 35 | RAKIM/Guess Who's Back |
| 27 | 32 | 33 | 35 | 35 | SWV/Rain |
| 30 | 34 | 35 | 32 | 32 | BUSTA RHYMES/Put Your Hands... |
| - | - | - | - | - | 28-29 28 DRU HILL/We're Not Making... |
| - | - | - | - | - | 21-33 36 28 DRU HILL'S Steps |
| 24 | 27 | 40 | 26 | 26 | DRU HILL'S Steps |
| 30 | 36 | 36 | 26 | 26 | LOX/If You Think I'm... |
| 35 | 39 | 35 | 21 | 21 | MISSY ELLIOTT/Sock It 2 Me |
| - | - | - | - | - | 21-22 21 LSG/F.L.L./Curious |
| - | - | - | - | - | 21-22 21 LSG/My Body |
| - | - | - | - | - | 5-9 20 OL SKOOL.../Am I Dreaming |
| 19 | 21 | 22 | 19 | 19 | BOYZ II MEN/A Song For Mama |
| - | - | - | - | - | 17-21 21 JAY-Z/The City Is Mine |
| 6 | 7 | 11 | 16 | 16 | UNCLE SAM/I Don't Ever Want... |
| 25 | 29 | 30 | 15 | 15 | NEXT/Butta Love |
| 5 | 5 | 7 | 13 | 13 | PLAYA/Don't Stop The Music |

MARKET #5
POWER 99fm
WUSL/Philadelphia
(215) 483-8900
Little/Cooper

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---------------------------------------|
| 46 | 53 | 46 | 48 | 48 | BUSTA RHYMES/Dangerous |
| 32 | 49 | 48 | 48 | 48 | BRIAN MCKNIGHT/Anytime |
| 35 | 38 | 44 | 48 | 48 | TIMBALAND & MAGDOO/Luv 2 Luv You |
| 47 | 48 | 46 | 46 | 46 | USHER/Nice & Slow |
| 32 | 35 | 47 | 45 | 45 | SWV/Rain |
| 43 | 47 | 44 | 44 | 44 | MARY J. BLIGE/Seven Days |
| 22 | 21 | 20 | 42 | 42 | QUEEN PEN/A Party ain't |
| 45 | 46 | 36 | 36 | 36 | MASE F/TOTAL/What You Want |
| 43 | 41 | 40 | 36 | 36 | L.L. COOL J/A.3.2.1. |
| - | - | - | - | - | 6-41 42 36 L.O.X./If You Think I'm... |
| 8 | 15 | 34 | 34 | 34 | UNCLE SAM/I Don't Ever Want... |
| - | - | - | - | - | 33 LSG/F.L.L./Curious |
| 6 | 6 | 36 | 34 | 34 | LSG/My Body |
| 39 | 38 | 48 | 34 | 34 | DRU HILL'S Steps |
| 29 | 31 | 30 | 30 | 30 | BUSTA RHYMES/Put Your Hands... |
| 42 | 42 | 38 | 28 | 28 | MISSY ELLIOTT/Beep Me 911 |
| 27 | 23 | 19 | 25 | 25 | USHER/You Make Me Wanna |
| - | - | - | - | - | 8-5 9 24 BIG PUN/It's Not A Payer |
| 24 | 29 | 20 | 23 | 23 | BOYZ II MEN/A Song For Mama |
| 38 | 32 | 20 | 20 | 20 | ERYKAH BADU/Tyrene |
| 7 | 20 | 19 | 20 | 20 | JANET/Together Again |
| 14 | 22 | 19 | 19 | 19 | DRU HILL/We're Not Making... |
| 8 | 10 | 5 | 18 | 18 | K-CI & JOJO/All My Life |
| 15 | 12 | 15 | 12 | 12 | NOTORIOUS B.I.G./My Love Mo Problems |
| - | - | - | - | - | 7-6 15 MISSY ELLIOTT/Beep Me 911 |
| 27 | 12 | 14 | 14 | 14 | LIL' KIM/Money Talks |
| 14 | 13 | 10 | 14 | 14 | LIL' KIM/Crush On U |
| 16 | 15 | 15 | 13 | 13 | TOTAL/What About Us |

MARKET #6
KKDA/Dallas
(972) 263-9911
Cheatnam

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--|
| 57 | 63 | 69 | 70 | 70 | BRIAN MCKNIGHT/Anytime |
| 54 | 63 | 65 | 68 | 68 | UNCLE SAM/I Don't Ever Want... |
| 62 | 65 | 67 | 67 | 67 | USHER/Nice & Slow |
| 60 | 69 | 66 | 67 | 67 | LSG/My Body |
| 50 | 56 | 63 | 66 | 66 | MASE F/TOTAL/What You Want |
| 52 | 54 | 47 | 66 | 66 | DRU HILL'S Steps |
| 54 | 54 | 45 | 60 | 60 | BUSTA RHYMES/Dangerous |
| 51 | 54 | 47 | 54 | 54 | TIMBALAND & MAGDOO/Luv 2 Luv You |
| 47 | 35 | 52 | 53 | 53 | BOYZ II MEN/A Song For Mama |
| 25 | 30 | 43 | 53 | 53 | MARY J. BLIGE/Seven Days |
| 46 | 51 | 50 | 52 | 52 | DESTINY'S CHILD/No, No, No |
| 47 | 47 | 49 | 50 | 50 | SERMON, MURRAY.../Rapper's Delight |
| 47 | 47 | 49 | 50 | 50 | DRU HILL/We're Not Making... |
| 16 | 25 | 24 | 47 | 47 | SWV/Rain |
| 22 | 27 | 52 | 44 | 44 | WILL SMITH/Gettin' Jiggy Wit It |
| 16 | 25 | 46 | 36 | 36 | MARY J. BLIGE/A Dream |
| 5 | 5 | 16 | 31 | 31 | K-CI & JOJO/All My Life |
| 14 | 20 | 22 | 29 | 29 | K.P. & ENVY/When My Way |
| 53 | 52 | 49 | 26 | 26 | MISSY ELLIOTT/Sock It 2 Me |
| - | - | - | - | - | 5-22 PUBLIC ANNOUNCEMENT/Body Bumpin'... |
| 5 | 10 | 21 | 21 | 21 | SOMETHIN' FOR.../All I Do |
| - | - | - | - | - | 5-7 18 MISSY ELLIOTT/Beep Me 911 |
| 5 | 10 | 15 | 18 | 18 | MILLITIA/Burn |
| 11 | 17 | 15 | 15 | 15 | QUEEN PEN/All My Love |
| 5 | 5 | 18 | 14 | 14 | BONE THUGS-N-HARMONY/Body Rocc |
| - | - | - | - | - | 5-4 MARIAH CAREY.../Breakdown |
| - | - | - | - | - | 5-6 13 NOTORIOUS B.I.G./Nasty Boy |
| - | - | - | - | - | 5-6 13 LOX/If You Think I'm... |
| 13 | 15 | 17 | 12 | 12 | MASTER P/Make 'Em Say Ugh |
| 39 | 37 | 25 | 11 | 11 | 2PAC/I Wonder II |

MARKET #7
WCHB/Detroit
(313) 871-0590
Alexander/Preston

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---|
| 46 | 50 | 46 | 50 | 50 | BRIAN MCKNIGHT/Anytime |
| 46 | 50 | 50 | 49 | 49 | USHER/Nice & Slow |
| 31 | 50 | 48 | 48 | 48 | UNCLE SAM/I Don't Ever Want... |
| 28 | 29 | 37 | 48 | 48 | K-CI & JOJO/All My Life |
| 46 | 47 | 46 | 46 | 46 | JON B./Are U Still Down? |
| 43 | 40 | 45 | 45 | 45 | DRU HILL'S Steps |
| 28 | 35 | 40 | 44 | 44 | BUSTA RHYMES/Dangerous |
| 29 | 40 | 44 | 44 | 44 | TIMBALAND & MAGDOO/Luv 2 Luv You |
| 46 | 50 | 50 | 40 | 40 | LSG/My Body |
| - | - | - | - | - | 16-39 DESTINY'S CHILD/No, No, No |
| 27 | 35 | 30 | 38 | 38 | SWV/Rain |
| - | - | - | - | - | 36 MARIAH CAREY.../Breakdown |
| - | - | - | - | - | 25-31 K.P. & ENVY/When My Way |
| 40 | 37 | 30 | 28 | 28 | JANET/Together Again |
| 29 | 26 | 28 | 28 | 28 | MARY J. BLIGE/Seven Days |
| 31 | 30 | 28 | 28 | 28 | SAM SALTER/It's On Tonight |
| - | - | - | - | - | 15-28 SMOOTH/Strawberries |
| 30 | 31 | 25 | 27 | 27 | GINUWINE/Only When U R Lonely |
| - | - | - | - | - | 25-25 LSG/F.L.L./Curious |
| - | - | - | - | - | 23-23 NEXT/Too Close |
| 16 | 23 | 12 | 22 | 22 | MASE F/TOTAL/What You Want |
| 27 | 23 | 28 | 21 | 21 | SOMETHIN' FOR.../All I Do |
| - | - | - | - | - | 11-9 11 MISSY ELLIOTT/Beep Me 911 |
| - | - | - | - | - | 10-10 JAY-Z/The City Is Mine |
| 29 | 28 | 22 | 20 | 20 | KAREN CLARK-SHEARD.../Nothing Without You |
| 11 | 11 | 7 | 9 | 9 | QUEEN PEN/All My Love |
| - | - | - | - | - | 9 DL SKOOL.../Am I Dreaming |
| 10 | 10 | 6 | 8 | 8 | MASTER P/Make 'Em Say Ugh |
| - | - | - | - | - | 5-7 NOTORIOUS B.I.G./Nasty Boy |

MARKET #7
WJLB/Detroit
(313) 965-2000
Saunders/G

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|------|-----------------------------------|
| 5 | 19 | 34 | 44 | 44 | BRIAN MCKNIGHT/Anytime |
| 37 | 40 | 40 | 43 | 43 | LSG/My Body |
| 34 | 41 | 40 | 43 | 43 | USHER/Nice & Slow |
| 33 | 40 | 40 | 43 | 43 | DRU HILL/We're Not Making... |
| 26 | 37 | 41 | 41 | 41 | JON B./Are U Still Down? |
| - | - | - | - | - | 33-39 39 MARY J. BLIGE/Seven Days |
| 30 | 36 | 32 | 33 | 33 | TREY L DRENZ/Make You Happy |
| 13 | 29 | 29 | 32 | 32 | GINUWINE/Only When U R Lonely |
| 25 | 35 | 31 | 31 | 31 | K-CI & JOJO/Last Night's Letter |
| 8 | 21 | 33 | 28 | 28 | SWV/Rain |
| 35 | 35 | 31 | 26 | 26</ | |



WALT LOVE

Marketing To Engage The Listener

□ Stations in Atlanta, St. Louis reveal their secrets to promotional success

This week's column is dedicated to the theme of marketing Urban radio in the most effective ways possible. With that in mind, I decided to call on two people in different regions of the country who both have unique ways of marketing their respective radio stations to their local audiences.

Carla Griffin has been Promotions/Marketing Director for Urban AC WALR-FM (Kiss 104.7)/Atlanta for the past year. The station's target audience is adults 25-54. In the Fall '97 Arbitron, the station moved 6.2-6.3 12+ and garnered a 7.3 25-54 for third place in that demo.



Carla Griffin

Griffin explains how she goes about marketing WALR-FM in the Atlanta area: "Our basic concern is the community and engaging ourselves with large community organizations that house some of the 25-to-54-year-old people in our target demo. We make sure we're where they are in our community involvement — events and activities that are outside of the radio station.

"Where television is concerned, we run some commercials that strictly target what we're doing overall. For two years we've had Tom Joyner's morning show, and our campaign was really strict, in that we've reached out everywhere. We have a lot of components to market the show, such as buses wrapped in the Tom Joyner logo. We didn't do billboards, but we did do television, buses, and a lot of print media advertising for Tom."

When it comes to TV advertising, I figured the station would buy, for example, *The Oprah Winfrey Show*, because black women watch *Oprah*. But, as Griffin explains, "We buy more prime-time kinds of things, such as *Living Single* on Fox. Fox is one of our partners here locally, so we got a lot of help in trying to put things where they really needed to be. And Thursday nights on Fox was really hard-hitting for us. In the beginning, we did some talk shows, such as *Jerry Springer* and *Montel Williams*. But now, anytime we do TV, it's prime-time with Fox."

Listener Relationship

In her dual capacity as promotions and marketing director, does Griffin believe that on-air contests are a form of marketing? "Yes, because it engages the listener. We try and design our on-air contests based on the air personalities and what would make sense for them to talk to their listeners about. That

further engages our listener and gets a relationship going with them, because we believe the listener has to have a relationship with the station in whatever day-part they listen to."

Direct mail pieces aren't currently used in WALR-FM's marketing, but "it's in our plan and goals to do direct mail. Print advertising is very heavy for us. We take on print advertising partners such as the weekly *Atlanta Voice* newspaper — which is targeted to the African-American business community — to assist in reaching our target audience. We also use the *Atlanta Tribune*, a bi-monthly publication, but we do that sparingly; we use them for our large charity events."

Interestingly, Griffin says the station does not use larger-circulation newspapers such as the daily *Atlanta Journal Constitution*. "It's going to be hit and miss; it's not a sure thing. We are really good at targeting our audience! We're really good at targeting the sure hits, and we want to hit our 600,000 African-American listeners in the 25-54 demo living here in Atlanta.



Joe Black

"One thing I know we've been very successful with is our own production company," Griffin continues. "Mitch Faulker does special production for us. We sell the local general-market advertiser an African-American sound for their business. For example, let's say a local shoe store really wants to increase its awareness with the African-American market. Instead of using the same commercial they're using on general-market stations to advertise their product, we show them how the same information can be skewed to be more attractive to an African-American listener."

Griffin explains how WALR-FM's marketing approach has changed in the past couple of years. "We've progressed in positive and good ways. We're marketing ourselves with value, and we're

making sure we're not giving away the store. We're out here letting people know what we have, but we do cost. We want people to realize that we have increased in value. As our numbers go up, our rates go up, and we make sure we stick to them. So we let the community know, 'Yes, you're getting some valuable stuff here, because you're going to get a response, and therefore your business is going to profit from advertising or promoting with us.'

"Our No. 1 belief is aligning ourselves with good stuff out in the community. We use the term 'good



stuff' whether it's people, organizations, businesses, and so forth. If we just continue to align ourselves with good stuff that's going on out there in our city, we'll continue to win out!"

Free Publicity

Joe Louis Black Jr. is Marketing Director for Jacor/St. Louis, which consists of Gospel-Urban AC combo KATZ-AM & FM, Urban KMJM-FM (Majic 105), and CHR/Pop KSLZ-FM (Z107). An 18-year industry veteran, Black successfully programmed WBLX-FM/Mobile just a few years ago under the air name J.B. Louis; he also did afternoons at WVEE (V-103)/Atlanta last year.

Black explains how he goes about marketing Jacor's four different radio stations in St. Louis. "We have a full staff of promotions directors. Maria Meckles is the promotions director for Z107; she's very familiar with this market because she was once the promotions director of Country WIL.

"Jeff Kapugi is the PD of that station, and he has a brilliant mind. We did a 'Breast Christmas Ever' promotion, where we offered \$5000 to women who wanted to have either breast enlargement or breast reduc-

tion as part of their present for Christmas. It was a promotion to help create interest in the radio station, and it created so much interest, we got free publicity from a number of sources.

"A woman with the *St. Louis Post Dispatch* wrote an article about how she thought this promotion was tasteless and asking, 'Are they going to do a male equivalent?' That

really worked to our advantage — the article was like an advertisement. If we wanted to spend some money on a full-page ad to promote Z107, it would cost us an arm and a leg in that paper.

But with all the ink we got, they helped us."

It's obvious Black considers on-air promotions to be a good tool in marketing his product to the public. "Most definitely, and here's why: It's important to market your radio station to your own listeners, because that's a part of continued success.

"Ken Keys is promotion director for Majic 105, KISS 100.3 [KATZ-FM], and Gospel 1600 [KATZ-AM]. He's another person who's been in the St. Louis market for a number of years. He's been a trusted assistant to our VP/Programming, Chuck Atkins, who's also been in the market a long time. They have their fingers on the pulse of St. Louis' urban community, which is 300,000 adult African-Americans. They know what makes them tick, because they've been programming and marketing to these people for over nine years."

Hitting Individual Targets

How do you market these stations to the individual demographics you want to reach that are specific to each radio station's need? "This is something a lot of Jacor radio stations are beginning to do more of. We call this NTR — Non-



Staffers gave away T-shirts, CDs, and more to listeners who visited the mobile studio at KMJM/St. Louis' annual "Kwanzaa Holiday Expo '97," held at the America Center in St. Louis.

traditional Revenue.

"If we decide to have a special event for Majic 105, such as a Winter Concert Series with different acts, we would promote it as our own, including getting the facility. We would then create an opportunity for additional advertisers to sponsor this show, which we're promoting to our listeners anyway. This way, we get to satisfy our listeners and reach our target demo while marketing ourselves and making additional money for our station or stations. A good number of the 187 Jacor radio stations in America have what we call special event coordinators who fall under that particular category."

In terms of using different types of marketing tools, Black says, "We are currently going through a number of different things, such as making sure people know about last October's frequency change — we moved KMJM from 'Majic 108' down to 'Majic 105' — and the new station on Z107. With those two alone, we're on a half-million-dollar campaign for the first three quarters of the year from advertising on billboards, television, and newspapers.

"We not only want them to know about the frequency change and new radio station, but we also want to get listeners to sample our radio stations. Television helps build come — the more they sample and like it, the more they'll stay. Then we can build share."

Editor's Note

There's so much more that Griffin and Black had to say about marketing their radio stations, but, due to lack of space, it could not all be printed. Later this year, though, I plan to invite both of them back. For some of you who are feeling the sting of consolidation and megamergers, or who are on the air or in programming and are wondering what else you might like to do in this industry, how about getting retrained and taking a shot at becoming a special events coordinator?



One of WALR's bus advertisements for Tom Joyner's show.

"Someone Like You" will fall in line with the other "Flame" releases 'It's a Smash' radio agrees... check out some of the out-of-the-box support:

NOMINATED FOR 2 GRAMMYS
BEST R&B ALBUM
FLAME
BEST R&B FEMALE PERFORMANCE
"WHEN YOU TALK ABOUT LOVE"

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WILD-Boston
WOWI-Norfolk
WDZZ-Flint
WKKV-Milwaukee
WHRK-Memphis
KIPR-Little Rock
WQOK-Raleigh
WJMZ-Greenville
WWWZ-Charleston
WQUE-New Orleans
.....add many more



Patti LaBelle

"SOMEONE LIKE YOU"

THE NEXT HIT SINGLE FROM FLAME
AT RADIO ALREADY DEBUTED 31*
URBAN ADULT MONITOR
UP TO 500 BDS

**#1 Most added this week at Urban AC radio and
One of the week's most added on the Urban Chart.**

MCA
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| 3W | 2W | 1W | TW | ARTIST TITLE LABEL(S) | TOTAL PLAYS | | | | TOTAL STATIONS/ADDS |
|----------------|----|----|-----------|--|-------------|------|------|------|---------------------|
| | | | | | TW | LW | 2W | 3W | |
| 9 | 4 | 3 | 1 | BRIAN MCKNIGHT Anytime (Mercury) | 3724 | 3237 | 2663 | 2195 | 87/1 |
| 3 | 2 | 2 | 2 | DRU HILL 5 Steps (Island) | 3561 | 3477 | 3119 | 2804 | 86/0 |
| 1 | 1 | 1 | 3 | USHER Nice & Slow (LaFace/Arista) | 3400 | 3769 | 3658 | 3341 | 86/0 |
| 4 | 3 | 4 | 4 | UNCLE SAM I Don't Ever Want To See You.. (Stonecreek/Epic) | 3210 | 3080 | 2830 | 2512 | 85/1 |
| 8 | 7 | 5 | 5 | TIMBALAND & MAGOO Luv 2 Luv You (BlackGround/Atlantic) | 2575 | 2532 | 2365 | 2201 | 84/1 |
| 13 | 10 | 7 | 6 | JANET Together Again (Virgin) | 2524 | 2370 | 2250 | 2057 | 80/0 |
| 18 | 14 | 9 | 7 | DESTINY'S CHILD No, No, No (Grass Roots/Columbia) | 2379 | 2157 | 1890 | 1629 | 80/4 |
| 15 | 11 | 11 | 8 | BUSTA RHYMES Dangerous (Elektra/EEG) | 2376 | 2118 | 1982 | 1697 | 83/0 |
| 47 | 25 | 16 | 9 | SWV Rain (RCA) | 2332 | 1846 | 1359 | 634 | 85/0 |
| 21 | 13 | 13 | 10 | MASE I/TOTAL What You Want (Bad Boy/Arista) | 2280 | 2043 | 1897 | 1534 | 85/0 |
| — | 39 | 19 | 11 | MARY J. BLIGE Seven Days (MCA) | 2273 | 1670 | 983 | 82 | 87/1 |
| 26 | 20 | 14 | 12 | K-CI & JOJO All My Life (MCA) | 2216 | 1905 | 1603 | 1317 | 81/3 |
| 16 | 16 | 15 | 13 | SAM SALTER It's On Tonight (LaFace/Arista) | 1977 | 1857 | 1835 | 1697 | 71/0 |
| 22 | 19 | 18 | 14 | SOMETHIN' FOR THE PEOPLE All I Do (Warner Bros.) | 1912 | 1772 | 1612 | 1388 | 78/0 |
| 5 | 5 | 6 | 15 | JON B. Are U Still Down? (Yab Yum/550 Music) | 1854 | 2520 | 2600 | 2429 | 63/0 |
| — | 41 | 26 | 16 | OL SKOOL I/K. SWEAT & XSCAPE Am I Dreaming (Keia/Universal) | 1736 | 1352 | 936 | 358 | 82/3 |
| 30 | 23 | 21 | 17 | QUEEN PEN All My Love (Lil' Man/Interscope) | 1686 | 1581 | 1418 | 1186 | 72/0 |
| 2 | 6 | 10 | 18 | BOYZ II MEN A Song For Mama (Motown) | 1667 | 2130 | 2434 | 2869 | 59/0 |
| — | 36 | 27 | 19 | NEXT Too Close (Arista) | 1626 | 1321 | 996 | 373 | 79/1 |
| 25 | 22 | 20 | 20 | WILL SMITH Gettin' Jiggy Wit It (Columbia) | 1599 | 1590 | 1472 | 1336 | 67/0 |
| 34 | 26 | 25 | 21 | MASTER P Make 'Em Say Ugh (No Limit/Priority) | 1587 | 1451 | 1311 | 1056 | 75/1 |
| 14 | 18 | 23 | 22 | LSG My Body (EastWest/EEG) | 1545 | 1505 | 1720 | 1754 | 48/2 |
| — | — | 31 | 23 | MISSY "MISDEMEANOR" ELLIOTT Beep Me 911 (EastWest/EEG) | 1542 | 1150 | 499 | — | 82/3 |
| 42 | 34 | 29 | 24 | K.P. & ENVY Swing My Way (EastWest/EEG) | 1541 | 1299 | 1067 | 794 | 66/7 |
| 7 | 8 | 8 | 25 | JOE Good Girls (Jive) | 1522 | 2235 | 2352 | 2270 | 56/0 |
| 23 | 21 | 22 | 26 | GINUWINE Only When U R Lonely (550 Music) | 1475 | 1563 | 1500 | 1341 | 65/2 |
| 6 | 12 | 24 | 27 | DRU HILL We're Not Making Love No More (LaFace/Arista) | 1341 | 1504 | 1921 | 2357 | 46/1 |
| BREAKER | | | 28 | LSG I/L.L., BUSTA & MC LYTE Curious (EastWest/EEG) | 1257 | 510 | 20 | — | 82/7 |
| 40 | 38 | 35 | 29 | PHAJJA So Long (Well, Well, Well) (Warner Bros.) | 1240 | 1088 | 988 | 881 | 67/1 |
| 11 | 9 | 12 | 30 | 2PAC I Wonder If Heaven Got A Ghetto (Amaru/Jive) | 1224 | 2092 | 2301 | 2181 | 54/0 |
| BREAKER | | | 31 | MARIAH CAREY I/BONE THUGS... Breakdown (Columbia) | 1217 | 733 | 234 | 189 | 77/23 |
| 31 | 30 | 30 | 32 | PLAYA Don't Stop The Music (Def Soul/Def Jam/Mercury) | 1187 | 1255 | 1170 | 1095 | 54/2 |
| 17 | 15 | 17 | 33 | SERMON, MURRAY & REDMAN Rapper's Delight (Priority) | 1113 | 1820 | 1868 | 1692 | 53/1 |
| BREAKER | | | 34 | JODY WATLEY Off The Hook (Atlantic) | 1079 | 772 | 315 | 15 | 70/0 |
| 41 | 37 | 36 | 35 | OUTKAST w/CEE-LO In Due Time (LaFace/Arista) | 1062 | 1027 | 995 | 827 | 63/0 |
| 37 | 35 | 34 | 36 | KAREN CLARK-SHEARD/FAITH EVANS Nothing Without You (Island) | 1043 | 1098 | 1042 | 979 | 58/0 |
| — | 42 | 38 | 37 | LOX If You Think I'm Jiggy (Bad Boy/Arista) | 988 | 895 | 831 | 582 | 66/3 |
| 10 | 17 | 28 | 38 | ERYKAH BADU Tyrone (Kedar/Universal) | 986 | 1312 | 1832 | 2186 | 41/0 |
| — | — | 47 | 39 | SMOOTH Strawberries (Perspective/A&M) | 962 | 691 | 231 | 21 | 71/3 |
| 38 | 32 | 33 | 40 | LUTHER VANDROSS I Won't Let You Do That To Me (LV/Epic) | 952 | 1125 | 1131 | 975 | 45/2 |
| DEBUT | | | 41 | NOTORIOUS B.I.G. Nasty Boy (Bad Boy/Arista) | 902 | 662 | 320 | 43 | 72/0 |
| 44 | 45 | 41 | 42 | WYCLEF JEAN Gone Till November (Ruffhouse/Columbia) | 889 | 859 | 814 | 678 | 48/0 |
| DEBUT | | | 43 | PUBLIC ANNOUNCEMENT Body Bumpin' Yippie-Yi-Yo (A&M) | 885 | 405 | 20 | 10 | 70/5 |
| — | — | 48 | 44 | 7 MILE Just A Memory (Crave) | 856 | 685 | 507 | 186 | 61/2 |
| DEBUT | | | 45 | JAY-Z Tha City Is Mine (Roc-A-Fella/Def Jam/Mercury) | 804 | 623 | 282 | — | 72/1 |
| 43 | 44 | 43 | 46 | BONE THUGS-N-HARMONY Body Rocc (Ruthless/Relativity) | 776 | 841 | 818 | 740 | 51/0 |
| — | 50 | 49 | 47 | FAMILY STAND You Don't Have To Worry (EastWest/EEG) | 738 | 685 | 631 | 497 | 37/1 |
| 32 | 40 | 39 | 48 | NEXT Butta Love (Arista) | 732 | 875 | 967 | 1063 | 30/0 |
| DEBUT | | | 49 | JAGGED EDGE Gotta Be (So So Def/Columbia) | 725 | 522 | 213 | 91 | 59/2 |
| 36 | 33 | 32 | 50 | MASTER P Scream (Dimension/Capitol) | 693 | 1128 | 1090 | 983 | 37/0 |

This chart reflects airplay from January 19-25. Songs ranked by total plays. Highlighted songs indicate Breaker.

88 Urban reporters. 88 current playlists. Songs that are down in plays for three consecutive weeks and below No. 25 are moved to recurrent.

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NEW & ACTIVE

MILITIA Burn (Red Ant)
Total Plays: 649, Total Stations: 55, Adds: 5

WC Just Clownin' (Payday/FFRR/Red Ant)
Total Plays: 610, Total Stations: 50, Adds: 4

5TH WARD BOYZ I Know (Rap-A-Lot/Noo Trybe)
Total Plays: 583, Total Stations: 49, Adds: 0

MYSTIKAL The Man Right Chea (Big Boy/Jive)
Total Plays: 516, Total Stations: 36, Adds: 2

ALLURE I/RAEKWON Give You All I Got (Track Masters/Crave)
Total Plays: 516, Total Stations: 57, Adds: 6

SYLK-E. FYNE I/CHILL Romeo And Juliet (Grand Jury/RCA)
Total Plays: 460, Total Stations: 49, Adds: 21

LORD TARIQ & PETER GUNZ Deja Vu (Codeine/Columbia)
Total Plays: 437, Total Stations: 53, Adds: 38

DAVE HOLLISTER/REDMAN/SERMON The Weekend (Tommy Boy)
Total Plays: 433, Total Stations: 45, Adds: 7

PATTI LABELLE Someone Like You (MCA)
Total Plays: 317, Total Stations: 59, Adds: 56

FIRM Phone Tap (Trackmasters/Aftermath/Interscope)
Total Plays: 312, Total Stations: 63, Adds: 58

CHERRELLE I Wanna Get Next To You (Power/Triad)
Total Plays: 311, Total Stations: 19, Adds: 0

1.5 What U Do For Me (Priority)
Total Plays: 281, Total Stations: 14, Adds: 0

L.L. COOL J 4,3,2,1... (Def Jam/RAL/Mercury)
Total Plays: 255, Total Stations: 10, Adds: 0

YOUNG BLEED I/MASTER P & FIEND Times So Hard (No Limit/Priority)
Total Plays: 205, Total Stations: 56, Adds: 56

SOUL FOR REAL Come See Me (Chrome Dome/Tommy Boy)
Total Plays: 170, Total Stations: 17, Adds: 17

Songs ranked by total plays.

BREAKERS

LSG I/L.L., BUSTA & MC LYTE

Curious (EastWest/EEG)

TOTAL PLAYS/INCREASE: 1257/747
TOTAL STATIONS/ADDS: 82/7
CHART: 28

MARIAH CAREY I/BONE THUGS...

Breakdown (Columbia)

TOTAL PLAYS/INCREASE: 1217/484
TOTAL STATIONS/ADDS: 77/23
CHART: 31

JODY WATLEY

Off The Hook (Atlantic)

TOTAL PLAYS/INCREASE: 1079/307
TOTAL STATIONS/ADDS: 70/0
CHART: 34

MOST ADDED

| ARTIST TITLE LABEL(S) | ADDS |
|--|------|
| LUNIZ I/REDMAN Hypnotize (C-Note/Noo Trybe) | 65 |
| FIRM Phone Tap (Trackmasters/Aftermath/Interscope) | 58 |
| PATTI LABELLE Someone Like You (MCA) | 56 |
| YOUNG BLEED I/MASTER P & FIEND Times... (No Limit/Priority) | 56 |
| CECE WINANS Well, Alright! (PMG/Atlantic) | 40 |
| LORD TARIQ & PETER GUNZ Deja Vu (Codeine/Columbia) | 38 |
| MARIAH CAREY I/BONE THUGS... Breakdown (Columbia) | 23 |
| SYLK-E. FYNE I/CHILL Romeo And Juliet (Grand Jury/RCA) | 21 |
| RANDY CRAWFORD Bye Bye (Bluemoon/Atlantic) | 20 |
| SOUL FOR REAL Come See Me (Chrome Dome/Tommy Boy) | 17 |

MOST INCREASED PLAYS

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|--|---------------------|
| LSG I/L.L., BUSTA & MC LYTE Curious (EastWest/EEG) | +747 |
| MARY J. BLIGE Seven Days (MCA) | +603 |
| BRIAN MCKNIGHT Anytime (Mercury) | +487 |
| SWV Rain (RCA) | +486 |
| MARIAH CAREY I/BONE THUGS... Breakdown (Columbia) | +484 |
| PUBLIC ANNOUNCEMENT Body Bumpin' Yippie-Yi-Yo (A&M) | +480 |
| MISSY "MISDEMEANOR" ELLIOTT Beep... (EastWest/EEG) | +392 |
| OL SKOOL I/K. SWEAT & XSCAPE Am I... (Keia/Universal) | +384 |
| ALLURE I/RAEKWON Give You All... (Track Masters/Crave) | +364 |
| K-CI & JOJO All My Life (MCA) | +311 |
| SYLK-E. FYNE I/CHILL Romeo And Juliet (Grand Jury/RCA) | +311 |

HOTTEST RECURRENTS

MISSY "MISDEMEANOR" ELLIOTT Sock It... (EastWest/EEG)

USHER You Make Me Wanna... (LaFace/Arista)

TOTAL What About Us (LaFace/Arista)

MARY J. BLIGE A Dream (Arista)

SOUNDS OF BLACKNESS Hold On (Change...) (Perspective/A&M)

STING I/PUFF DADDY Roxanne '97 (A&M)

SOMETHIN' FOR THE PEOPLE My Love Is... (Warner Bros.)

BUSTA RHYMES Put Your Hands Where My... (Elektra/EEG)

L.L. COOL J Father (Def Jam/Mercury)

MARY J. BLIGE Everything (MCA)

Breakers: Songs registering 1000 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

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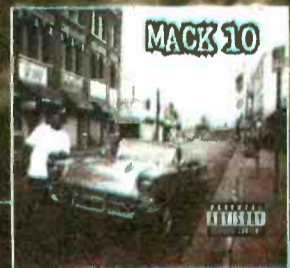


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featuring ICE CUBE & SNOOP DOGGY DOGG



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IMPACT DATE
FEBRUARY 2 & 3

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ARTIST BREAKDOWN

ARTIST: **PHAJJA**LABEL: **Warner Bros.**

In the Arabic language, Phajja means "a new beginning." In the R&R "language," Phajja means "No. 35 Breaker on the mainstream Urban chart and New & Active status on the UAC chart." This R&B trio, which consists of sisters **Kena and Nakia Epps** and **Karen Johnson**, caught my attention with their debut single, "What Are You Waiting For?" from their debut album, *Seize The Moment*.

Working with such noted producers and songwriters as **Roger Troutman, Michael O'Hara, Troy Patterson, Andrea Martin**, and labelmates **Somethin' For The People**, the incredible harmonious blend of Phajja is magnified many times over! All in their early 20s, these ladies credit close family ties, dedication to their art, and love of music

as the main forces that have kept them together 10 years. With all three coming from musical backgrounds (the Epps sisters were trained in jazz, ballet, and tap dancing; Johnson "never considered anything other than a singing career"), it's not a surprise that they won the 1990 Boston Music Awards for Best Vocals and Best Group.

Seize The Moment contains such sassy, up-tempo songs as the Roger Troutman-produced track "Ohh Ahh," the sexually anticipating "What Are You Waiting For?" the promising "Never Be Hurt Again," and the track "So Long (Well, Well, Well)," which is making waves on the chart. This song, which revels in the recognition of self-confidence and strength, should be the theme song for women who have been in a similar situation. (And to the two of you who haven't, you're lucky!) While "diggin' in the crates," the trio chose a beautiful song and, miraculously, made it even more beautiful!

Phajja's rendition of Christopher Cross' "Sailing" adds a touch of soul to this AC/CHR hit. "Sailing" is transformed into a smooth, mellow R&B tune that is definitely worth airplay. Though mainstream Urbanites may not be so easily swayed, I believe Urban AC listeners and perhaps mainstream AC listeners will "seize this moment."

Peace.

—Tanya O'Quinn,
Urban Asst. Editor



Artist Breakdown highlights artists with strong chart momentum.

IN MY OPINION

with **Steve Gousby**
MISSY "MISDEMEANOR" ELLIOTT
(EASTWEST/EEG)

APD/MD, WILD/Boston

Look up in the sky, it's a writer ... a singer ... and a rapper! Would anyone like to bet she can act? Meet Missy "Misdemeanor" Elliott.

She is truly supa dupa fly. Missy Elliott exemplifies raw talent — something that tends to be a rarity in the music business. Now, don't get me wrong, there are plenty of artists in the business with the same talents, but not all are as distinctive as Missy. She's in a class by herself. Who said Ms. Elliott's style would burn out?

So far, she has proven that there is no limit to her skills. A great example of this is in her latest song, "Beep Me 911," the song that prompted me to write about her. "Beep Me 911" is one of those songs you don't want to hear anyone else do except Missy. Yeah, anyone can sing it — but not everyone can give it flavor.

It has been said that in her days before stardom, she was told by some people in the industry that she wasn't marketable; there was nothing anyone could do for her. Obviously, they were wrong. Anytime you achieve something your peers say you can't, that has to be satisfying. I'm happy for Missy because she also exemplifies something that all youth should have: determination.



Now, let's talk about her videos. Then again, that'll take me another 200 words, so let's end this by saying, if you're having trouble finding raw talent, "Beep Me 911."

ADVANCE NOTICE

Giving you fair warning: These are the singles that are going for ads on Monday (2/2) and Tuesday (2/3).

ALI Love Letters (Island)

ELUSION Reality (RCA)

EPMD Do It Again (Def Jam/Mercury)

GRAVEDIGGAZ The Unexplained (Gee Street/V2)

H-TOWN Natural Woman (Relativity)

MACK 10 Only In California (Priority)

MCGRUFF Before We Start (Universal)

KEITH WASHINGTON Bring It On (Silas/MCA)



The debut single from the forthcoming
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REBBIE JACKSON

yours faithfully



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Kenny Komisar, Bruce Kramer
Written and Produced by Eliot Kennedy & Pam Sheyne

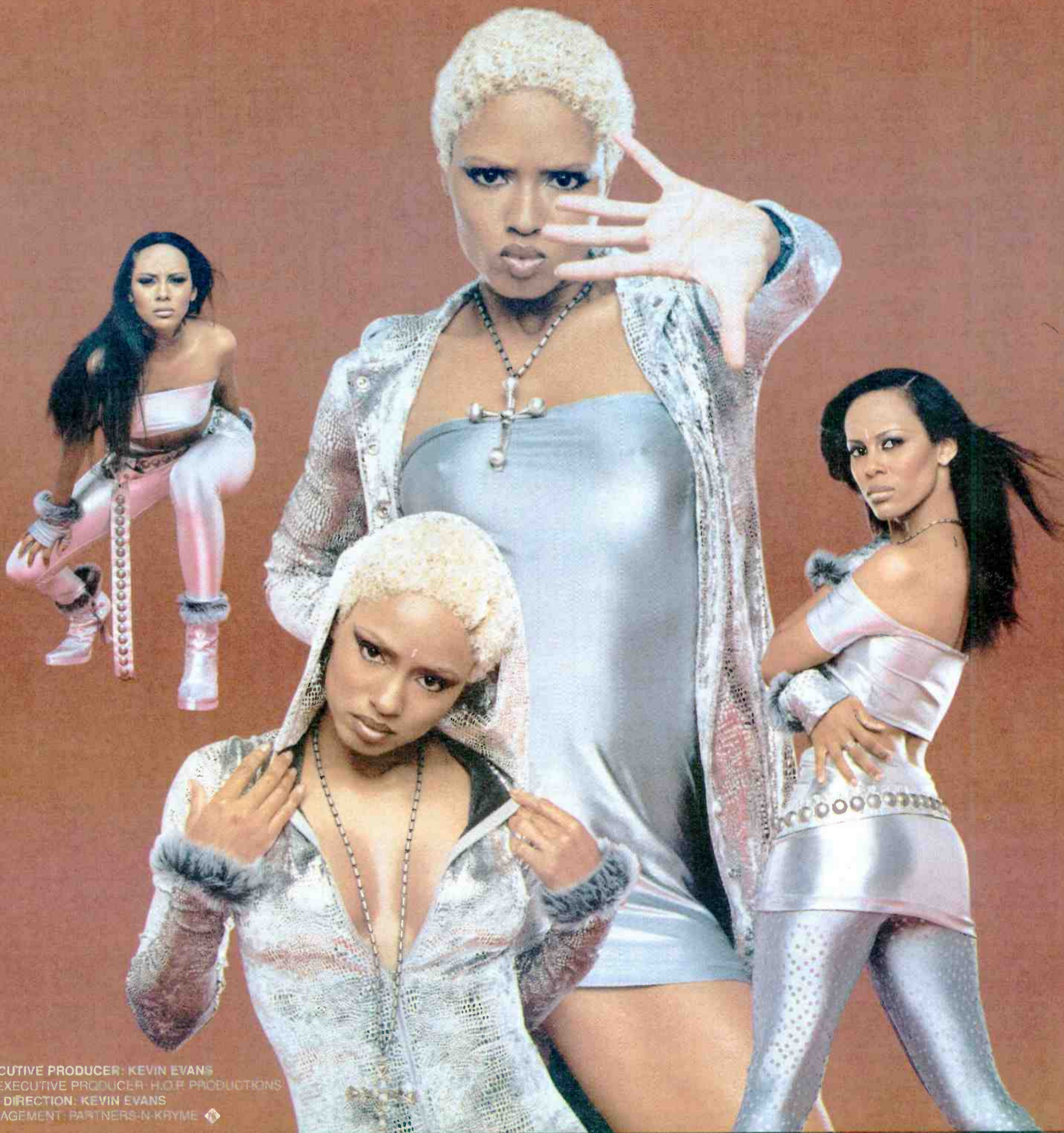
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WORK

Reality: The quality or state of being actual or true; the totality of all existing things [Webster's II - New Riverside Dictionary]

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On February 2nd ELUSION will become your REALITY

Early Believers Include:

KKBT-Los Angeles
WCDX-Richmond
WJMH-Greensboro

WILD-Boston
WJTT-Chattanooga
WJMZ-Greenville

WBLS-New York
WQUE-New Orleans
WQOK-Raleigh

WOWI-Norfolk
KSJL-San Antonio
WZAK-Cleveland

WAMO-Pittsburgh
WWWZ-Charleston
WDKX-Rochester

REPORTERS

Stations and their adds listed alphabetically by market

URBAN

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|---|---|--|--|--|--|--|--|--|--|
| <p>KBCE/Alexandria, LA PD/MD: Donnie Taylor</p> <p>MILITIA "Burn" YOUNG BLED... "Times" SMOOTH "Straw" WC "Down" MARIAH CAREY "Breakdown" PATTI LABELLE "Someone" LUNIZ FREDMAN "Hypnotize" FIRM "Phone"</p> | <p>WPAL/Charleston, SC PD: Jae Jackson</p> <p>PATTI LABELLE "Someone" 15 FIRM "Phone" 14 CECE WINANS "Well" 14 LUNIZ FREDMAN "Hypnotize" 12 YOUNG BLED... "Times" 12 RANDY CRAWFORD "Bye" 10 GRAVEDIGGAZ "Unexplain" 10 LORD TARIQ... "Deja" 8 FAMILY STAND "Worry" 8 FIRM "Phone"</p> | <p>WROU/Dayton, OH PD/MD: Marco Simmons</p> <p>SYLK-E F.YNE F.CHILL "Romeo" 2 PAC "Do" 10 K.P. & ENVYI "Swing" 5 CECE WINANS "Well" 10 SYLK-E F.YNE F.CHILL "Romeo" 10 CHANGING FACES "Days" PATTI LABELLE "Someone"</p> | <p>WNEZ/Hartford, CT PD/MD: Mark Dennis</p> <p>2 PAC "Do" 10 K.P. & ENVYI "Swing" 5 CECE WINANS "Well" 10 SYLK-E F.YNE F.CHILL "Romeo" 10 CHANGING FACES "Days" PATTI LABELLE "Someone"</p> | <p>WNNR/Lakeland, FL GM: Frankie Grover PD/MD: Blair Braxton</p> <p>17 PLAYA "Don't" 5 CECE WINANS "Well" 5 FIRM "Phone" 5 YOUNG BLED... "Times" LUNIZ FREDMAN "Hypnotize" RANDY CRAWFORD "Bye" CHRISTION FUJAY-Z "Your" LORD TARIQ... "Deja" PATTI LABELLE "Someone" JELLI "Roller" KINFUSION "Kritused" DJ SKRIBBLES... "Everybody"</p> | <p>WIBB/Macon, GA PD/MD: Kevin Fox</p> <p>10 K.P. & ENVYI "Swing" 5 LORD TARIQ... "Deja" 5 LUNIZ FREDMAN "Hypnotize" 5 BY CHANCE "Baby" 5 FIRM "Phone" 5 YOUNG BLED... "Times" 5 CECE WINANS "Well" 5 PATTI LABELLE "Someone"</p> | <p>WZHT/Montgomery, AL PD/MD: Michael Long</p> <p>29 PATTI LABELLE "Someone" 7 LOX "Jiggy" LUNIZ FREDMAN "Hypnotize" ALLURE FRAEKWON "Give" 7 MILE "Memory"</p> | <p>WQOK/Raleigh, NC PD: Hossie Mack MD: Jodi Derry</p> <p>8 PATTI LABELLE "Someone" 15 MARIAH CAREY "Breakdown" 5 MASTER P "Ugh" 5 FIRM "Phone"</p> | <p>KMJJ/Shreveport, LA PD: John Wilson MD: Candy Rain</p> <p>30 UNCLE SAM "Ever" 15 MARIAH CAREY "Breakdown" 15 MARY J. BLIGE "Dream" 10 LUTHER VANDROSS "Let" 10 THREE 6 MAFIA "Fear" 10 CECE WINANS "Well" 10 DJ SKRIBBLES... "Everybody" 10 SOUL FOR REAL "See" 10 LORD TARIQ... "Deja" 10 YOUNG BLED... "Times" 10 LUNIZ FREDMAN "Hypnotize" 10 FIRM "Phone" 10 PATTI LABELLE "Someone" 10 CHRISTION "Bring" 10 CARL HENRY "Thinking" 10 BY CHANCE "Baby" 10 ORAN JUICE JONES "Plays"</p> | |
| <p>WHTA/Atlanta, GA OM: Don Alias PD: Sean Taylor MD: Chaka Zulu</p> <p>40 BRIAN MCKNIGHT "Anytime" LUNIZ FREDMAN "Hypnotize" YOUNG BLED... "Times"</p> | <p>WWWZ/Charleston, SC PD/MD: Terry Base</p> <p>5 FIRM "Phone" PATTI LABELLE "Someone" LUNIZ FREDMAN "Hypnotize" YOUNG BLED... "Times"</p> | <p>WJLB/Detroit, MI PD: Michael Saunders APD/MD: Janet G.</p> <p>13 TAMIA "Imaginatio" 5 LUNIZ FREDMAN "Hypnotize"</p> | <p>WTLC/Indianapolis, IN PD: Brian Wallace</p> <p>K-CI & JOJO "Life"</p> | <p>WQHH/Lansing, MI PD/MD: Brant Johnson</p> <p>15 LORD TARIQ... "Deja" 15 YOUNG BLED... "Times" 15 PATTI LABELLE "Someone" 15 CECE WINANS "Well" 15 DJ SKRIBBLES... "Everybody" 10 LUNIZ FREDMAN "Hypnotize" 10 FIRM "Phone"</p> | <p>WHRK/Memphis, TN PD/MD: Bobby O'Jay APD: Eileen Nathaniel</p> <p>22 SOUL FOR REAL "See" 5 FIRM "Phone" 5 LUNIZ FREDMAN "Hypnotize" 5 YOUNG BLED... "Times" LORD TARIQ... "Deja" PATTI LABELLE "Someone"</p> | <p>WQEK/Nashville, TN OM: Jim Kennedy</p> <p>7 MASTER P "Homies" 2 PAC "Do" JANET "Lonely"</p> | <p>WQOK/Nashville, TN OM: Jim Kennedy</p> <p>7 MASTER P "Homies" 2 PAC "Do" JANET "Lonely"</p> | <p>WCOX/Richmond, VA PD: Aaron Maxwell MD: Jodi Derry</p> <p>26 PATTI LABELLE "Someone" 28 SOUL FOR REAL "See" 21 MARIAH CAREY "Breakdown" 8 H-TOWN "Natural" 7 LORD TARIQ... "Deja" LUNIZ FREDMAN "Hypnotize" SYLK-E F.YNE F.CHILL "Romeo" VERONICA "Someone"</p> | <p>KMJM/St. Louis, MO OM/MD: Chuck Atkins APD/MD: Eric Mychaelis</p> <p>9 SMOOTH "Straw" SYLK-E F.YNE F.CHILL "Romeo" LUNIZ FREDMAN "Hypnotize"</p> |
| <p>WVEE/Atlanta, GA PD: Tony Brown MD: Rajeev Shabazz</p> <p>18 MISSY ELLIOTT "Beep" 15 J.D. FERRAT & USHER "Party" 11 LSG FALL... "Curious" 10 SYLK-E F.YNE F.CHILL "Romeo" 5 LIL' JON... "Shawty"</p> | <p>WPEG/Charlotte, NC PD: Andre Carson MD: Nate Quick</p> <p>19 SOUL FOR REAL "See" 14 FIRM "Phone" 7 YOUNG BLED... "Times" DAVE HOLLISTER "Weekend" LUNIZ FREDMAN "Hypnotize"</p> | <p>WJNN/Dothan, AL PD: Regina Dawkins MD: Tony Black</p> <p>20 PHAJJA "Long" 10 MARIAH CAREY "Breakdown" 5 YOUNG BLED... "Times" 5 PATTI LABELLE "Someone" FIRM "Phone" CECE WINANS "Well" RANDY CRAWFORD "Bye" LUNIZ FREDMAN "Hypnotize" BY CHANCE "Baby" CHRISTION FUJAY-Z "Your" DJ SKRIBBLES... "Everybody"</p> | <p>WJMI/Jackson, MS PD/MD: Stan Branson</p> <p>15 YOUNG BLED... "Times" 15 FIRM "Phone" 10 LOX "Jiggy" 10 SOUL FOR REAL "See" 5 LUNIZ FREDMAN "Hypnotize"</p> | <p>WJXX/Laurel, MS PD: Glenn Uimer MD: J.J. Hughes</p> <p>5 GRAVEDIGGAZ "Unexplain" LORD TARIQ... "Deja" PATTI LABELLE "Someone" 5 MARIAH CAREY "Breakdown" 5 LORD TARIQ... "Deja" 5 YOUNG BLED... "Times" MARIAH CAREY "Breakdown" LORD TARIQ... "Deja" LUNIZ FREDMAN "Hypnotize" CECE WINANS "Well" LIL' JON... "Who"</p> | <p>WEDR/Miami, FL PD: James Thomas OM: Cedric Hollywood</p> <p>6 K.P. & ENVYI "Swing" 6 DESTINY'S CHILD "No" LSG FALL... "Curious"</p> | <p>WQEK/Nashville, TN OM: Jim Kennedy</p> <p>7 MASTER P "Homies" 2 PAC "Do" JANET "Lonely"</p> | <p>WQUE/New Orleans, LA PD/MD: Gerod Stevens</p> <p>DESTINY'S CHILD "No" PATTI LABELLE "Someone" SYLK-E F.YNE F.CHILL "Romeo" YOUNG BLED... "Times" LUNIZ FREDMAN "Hypnotize" WC "Down"</p> | <p>WPLZ/Richmond, VA PD/MD: Phil Daniel</p> <p>10 FIRM "Phone" 7 SOUL FOR REAL "See" 6 LORD TARIQ... "Deja" DAVE HOLLISTER "Weekend" LUNIZ FREDMAN "Hypnotize" RANDY CRAWFORD "Bye" CECE WINANS "Well" CARL HENRY "Thinking"</p> | <p>KJMM/Tampa, FL PD: Larry Steele MD: Don Carlos</p> <p>6 PATTI LABELLE "Someone" 6 FIRM "Phone" 5 LUNIZ FREDMAN "Hypnotize" 5 CECE WINANS "Well" 5 YOUNG BLED... "Times" 5 LORD TARIQ... "Deja" CARL HENRY "Thinking"</p> |
| <p>WFXA/Augusta, GA PD: Lance Panton</p> <p>9 OL SKOOL... "Dreaming" SYLK-E F.YNE F.CHILL "Romeo" PATTI LABELLE "Someone" LUNIZ FREDMAN "Hypnotize"</p> | <p>WJTT/Chattanooga, TN PD: Keith Landecker MD: Magic</p> <p>10 CECE WINANS "Well" 10 FIRM "Phone" 5 PATTI LABELLE "Someone" 5 LUNIZ FREDMAN "Hypnotize" 5 YOUNG BLED... "Times"</p> | <p>WZFX/Fayetteville, NC PD/MD: Bobby Jay</p> <p>9 RANDY CRAWFORD "Bye" 5 MARIAH CAREY "Breakdown" 5 YOUNG BLED... "Times" 5 K.P. & ENVYI "Swing" 7 MILE "Memory" LUNIZ FREDMAN "Hypnotize" CECE WINANS "Well"</p> | <p>WXQL/Jacksonville, FL PD: Roger Moore MD: Myron Fears</p> <p>LUNIZ FREDMAN "Hypnotize" PATTI LABELLE "Someone" SOUL FOR REAL "See" LORD TARIQ... "Deja" YOUNG BLED... "Times" RANDY CRAWFORD "Bye" CECE WINANS "Well" K.P. & ENVYI "Swing" CHRISTION FUJAY-Z "Your" FIRM "Phone"</p> | <p>WJMG/Laurel, MS PD: LaDonna Jones</p> <p>5 PATTI LABELLE "Someone" 5 LORD TARIQ... "Deja" 5 FIRM "Phone" LUNIZ FREDMAN "Hypnotize" CECE WINANS "Well" YOUNG BLED... "Times" SUICIDE "Chain"</p> | <p>WEDR/Miami, FL PD: James Thomas OM: Cedric Hollywood</p> <p>6 K.P. & ENVYI "Swing" 6 DESTINY'S CHILD "No" LSG FALL... "Curious"</p> | <p>WQEK/Nashville, TN OM: Jim Kennedy</p> <p>7 MASTER P "Homies" 2 PAC "Do" JANET "Lonely"</p> | <p>WQUE/New Orleans, LA PD/MD: Gerod Stevens</p> <p>DESTINY'S CHILD "No" PATTI LABELLE "Someone" SYLK-E F.YNE F.CHILL "Romeo" YOUNG BLED... "Times" LUNIZ FREDMAN "Hypnotize" WC "Down"</p> | <p>WPLZ/Richmond, VA PD/MD: Phil Daniel</p> <p>10 FIRM "Phone" 7 SOUL FOR REAL "See" 6 LORD TARIQ... "Deja" DAVE HOLLISTER "Weekend" LUNIZ FREDMAN "Hypnotize" RANDY CRAWFORD "Bye" CECE WINANS "Well" CARL HENRY "Thinking"</p> | <p>KJMM/Tampa, FL PD: Larry Steele MD: Don Carlos</p> <p>6 PATTI LABELLE "Someone" 6 FIRM "Phone" 5 LUNIZ FREDMAN "Hypnotize" 5 CECE WINANS "Well" 5 YOUNG BLED... "Times" 5 LORD TARIQ... "Deja" CARL HENRY "Thinking"</p> |
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THESE STATIONS GOT GOTTA BE

| POWERFUL AIRPLAY | | STRONG ADDS | |
|------------------|-------|-------------|-------|
| Stations | Spins | Stations | Spins |
| WBLS | 12 | WIIZ | 31 |
| WCDX | 31 | WJTT | 10 |
| WPLZ | 12 | WFXE | 22 |
| WKYS | 11 | KRRQ | 11 |
| WWWZ | 16 | KMJJ | 24 |
| WZFX | 11 | KDKS | 13 |
| | | KJMM | 13 |

J.E.



JAGGED EDGE

"gotta be"

PRODUCED BY JERMAINE DUPRI FOR SO SO DEF PRODUCTIONS.

COLUMBIA

FROM THE ALBUM A JAGGED ERA MANAGEMENT: 5th MONTH ENTERTAINMENT [HTTP://WWW.SONYMUSIC.COM](http://www.sonymusic.com) "COLUMBIA" REG. U.S. PAT. & TM. OFF. MARCA REG. STRADA/D. 1998 SONY MUSIC ENTERTAINMENT INC.

SO SO DEF
ENTERTAINMENT

JANUARY 30, 1998

| 3W | 2W | LW | TW | ARTIST TITLE LABEL(S) | TOTAL PLAYS | | | | TOTAL STATIONS/ADDS |
|----------------|----|----|-----------|--|-------------|------|------|------|---------------------|
| | | | | | TW | LW | 2W | 3W | |
| 1 | 1 | 1 | 1 | BOYZ II MEN A Song For Mama (Motown) | 1092 | 1080 | 1120 | 1087 | 36/0 |
| 3 | 3 | 2 | 2 | DRU HILL We're Not Making Love No More (LaFace/Arista) | 946 | 985 | 885 | 812 | 35/0 |
| 8 | 4 | 4 | 3 | BRIAN MCKNIGHT Anytime (Mercury) | 943 | 871 | 830 | 684 | 33/0 |
| 2 | 2 | 3 | 4 | ERYKAH BADU Tyrone (Kedar/Universal) | 858 | 955 | 988 | 969 | 35/0 |
| 10 | 7 | 6 | 5 | UNCLE SAM I Don't Ever Want To See You... (Stonecreek/Epic) | 843 | 729 | 721 | 611 | 34/2 |
| 7 | 5 | 5 | 6 | SOUNDS OF BLACKNESS Hold On (Change...) (Perspective/A&M) | 688 | 787 | 774 | 708 | 31/0 |
| 4 | 6 | 7 | 7 | LSG My Body (EastWest/EEG) | 680 | 725 | 769 | 791 | 29/1 |
| 15 | 11 | 9 | 8 | LUTHER VANDROSS I Won't Let You Do That To Me (LV/Epic) | 677 | 617 | 559 | 451 | 29/1 |
| 16 | 15 | 12 | 9 | JANET Together Again (Virgin) | 631 | 506 | 457 | 446 | 30/0 |
| 20 | 18 | 13 | 10 | DRU HILL 5 Steps (Island) | 587 | 469 | 357 | 322 | 25/3 |
| 11 | 10 | 8 | 11 | WHISPERS My My My (Interscope) | 582 | 670 | 665 | 575 | 30/0 |
| 6 | 8 | 11 | 12 | MILESTONE I Care 'Bout You (LaFace/Arista) | 505 | 595 | 696 | 711 | 24/0 |
| 5 | 9 | 10 | 13 | BEBE WINANS In Harm's Way (Atlantic) | 502 | 613 | 692 | 737 | 24/1 |
| 14 | 14 | 14 | 14 | JOE Good Girls (Jive) | 472 | 469 | 459 | 455 | 20/0 |
| BREAKER | | | 15 | MARY J. BLIGE Seven Days (MCA) | 429 | 244 | 159 | 9 | 24/2 |
| 9 | 13 | 15 | 16 | MARIAH CAREY Butterfly (Columbia) | 399 | 455 | 496 | 659 | 21/2 |
| 13 | 16 | 17 | 17 | PATTI LABELLE Shoe Was On The Other Foot (MCA) | 374 | 415 | 454 | 476 | 21/0 |
| 12 | 12 | 16 | 18 | WILL DOWNING All About You (Mercury) | 346 | 434 | 517 | 521 | 17/0 |
| 21 | 20 | 19 | 19 | JOHNNY GILL Maybe (Motown) | 338 | 353 | 329 | 319 | 16/0 |
| — | — | 27 | 20 | JODY WATLEY Off The Hook (Atlantic) | 323 | 182 | 121 | 5 | 21/0 |
| — | — | 29 | 21 | USHER Nice & Slow (LaFace/Arista) | 281 | 178 | 132 | 75 | 16/1 |
| 22 | 19 | 18 | 22 | VANESSA WILLIAMS First Thing On Your Mind (Mercury) | 281 | 360 | 341 | 316 | 14/0 |
| 17 | 17 | 20 | 23 | LUTHER VANDROSS When You Call On Me/Baby... (LV/Epic) | 278 | 285 | 377 | 392 | 16/0 |
| DEBUT | | | 24 | PATTI LABELLE Someone Like You (MCA) | 264 | 79 | 57 | 16 | 24/19 |
| DEBUT | | | 25 | OL SKOOL 1/K. SWEAT & XSCAPE Am I Dreaming (Keia/Universal) | 224 | 114 | 37 | 9 | 14/1 |
| — | 27 | 24 | 26 | KAREN CLARK-SHEARD/FAITH EVANS Nothing Without... (Island) | 221 | 212 | 198 | 148 | 12/2 |
| — | — | 30 | 27 | SWV Rain (RCA) | 219 | 177 | 114 | 20 | 14/0 |
| DEBUT | | | 28 | PHAJJA So Long (Well, Well, Well) (Warner Bros.) | 217 | 170 | 161 | 145 | 13/1 |
| 18 | 21 | 21 | 29 | TONI BRAXTON w/KENNY G How Could An Angel... (LaFace/Arista) | 202 | 283 | 296 | 381 | 14/0 |
| 24 | 22 | 25 | 30 | JOE The Love Scene (Jive) | 198 | 206 | 262 | 299 | 13/0 |

This chart reflects airplay from January 19-25. Songs ranked by total plays. Highlighted songs indicate Breaker.

37 Urban AC reporters. 36 current playlists. Songs that are down in plays for three consecutive weeks and below No. 15 are moved to recurrent.

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NEW & ACTIVE

K-CI & JOJO All My Life (MCA)

Total Plays: 194, Total Stations: 13, Adds: 1

1.5 What U Do For Me (Priority)

Total Plays: 168, Total Stations: 12, Adds: 0

SOMETHIN' FOR THE PEOPLE All I Do (Warner Bros.)

Total Plays: 153, Total Stations: 7, Adds: 0

PHIL PERRY One Heart One Love (Peak/Private)

Total Plays: 134, Total Stations: 15, Adds: 6

DESTINY'S CHILD No, No, No (Grass Roots/Columbia)

Total Plays: 133, Total Stations: 6, Adds: 0

RANDY CRAWFORD Bye Bye (Bluemoon/Atlantic)

Total Plays: 112, Total Stations: 19, Adds: 18

NANCY WILSON Hello Like Before (Columbia)

Total Plays: 107, Total Stations: 7, Adds: 1

MARY J. BLIGE A Dream (Arista)

Total Plays: 105, Total Stations: 5, Adds: 1

WILLIS Love By A Real Player (Viking)

Total Plays: 104, Total Stations: 7, Adds: 0

LSG 1/L.L., COOL J., BUSTA RHYMES & MC LYTE Curious (EastWest/EEG)

Total Plays: 102, Total Stations: 13, Adds: 8

Songs ranked by total plays

BREAKERS®

MARY J. BLIGE
Seven Days (MCA)

TOTAL PLAYS/INCREASE: 429/185
TOTAL STATIONS/ADDS: 24/2
CHART: 15

MOST ADDED®

| ARTIST TITLE LABEL(S) | ADDS |
|---|------|
| PATTI LABELLE Someone Like You (MCA) | 19 |
| RANDY CRAWFORD Bye Bye (Bluemoon/Atlantic) | 18 |
| BONEY JAMES It's All Good (Warner Bros.) | 11 |
| LSG 1/L.L., BUSTA & MC LYTE Curious (EastWest/EEG) | 8 |
| PATRICE RUSHEN The Sweetest Taboo (Discovery) | 7 |
| PHIL PERRY One Heart One Love (Peak/Private) | 6 |
| CECE WINANS Well, Alright! (PMG/Atlantic) | 6 |
| GEORGE HOWARD Midnight Mood (GRP) | 4 |
| DRU HILL 5 Steps (Island) | 3 |

MOST INCREASED PLAYS

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|--|---------------------|
| MARY J. BLIGE Seven Days (MCA) | +185 |
| PATTI LABELLE Someone Like You (MCA) | +185 |
| JODY WATLEY Off The Hook (Atlantic) | +141 |
| JANET Together Again (Virgin) | +125 |
| DRU HILL 5 Steps (Island) | +118 |
| UNCLE SAM I Don't Ever Want To... (Stonecreek/Epic) | +114 |
| OL SKOOL 1/K. SWEAT & XSCAPE Am I... (Keia/Universal) | +110 |
| USHER Nice & Slow (LaFace/Arista) | +103 |
| RANDY CRAWFORD Bye Bye (Bluemoon/Atlantic) | +99 |
| PHIL PERRY One Heart One Love (Peak/Private) | +89 |

HOTTEST RECURRENTS

| ARTIST TITLE LABEL(S) |
|--|
| KENNY LATTIMORE For You (Columbia) |
| BOYZ II MEN 4 Seasons Of Loneliness (Motown) |
| AARON NEVILLE Say What's In My Heart (A&M) |
| BROWNSTONE In The Game Of Love (MJJ/Work) |
| MARY J. BLIGE Everything (MCA) |
| JONATHAN BUTLER Do You Love Me? (N2K Encoded Music) |
| DRU HILL Never Make A Promise (Island) |
| GOD'S PROPERTY Stomp (B-Rite/Interscope) |
| TONY TONI TONE Boys + Girls (Mercury) |
| SOMETHIN' FOR THE PEOPLE My Love Is... (Warner Bros.) |

Breakers: Songs registering 350 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

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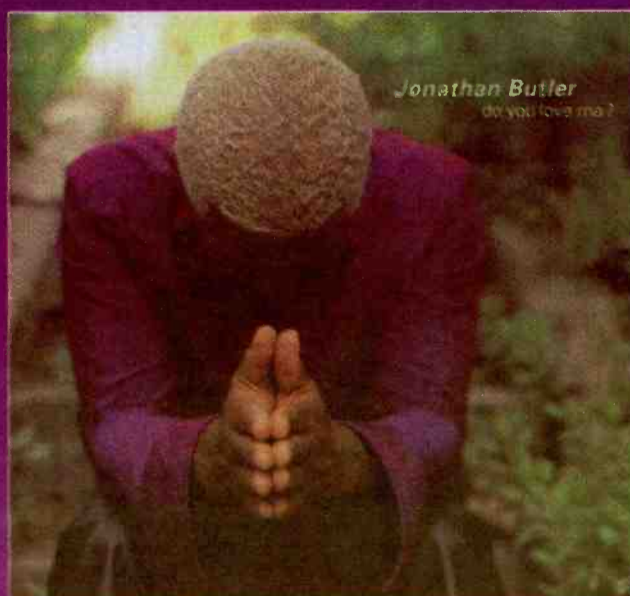
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FIND COMPLETE PLAYLISTS FOR ALL URBAN AC REPORTERS ON R&R ONLINE

WNOV 102.3 FM MARKET #30 WNOV/Milwaukee (414) 449-9668 Robinson

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like DRU HILL'S Steps, Usher/Nice & Slow, etc.

WCIQ/Columbus, OH MARKET #32 WCIQ/Columbus, OH (614) 487-1444 Strong/Stevens

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like LSG/My Body, DRU HILL'S Steps, etc.

RHYTHM 102.3 KJLH MARKET #2 KJLH/Los Angeles (310) 330-5550 Winston

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like BRIAN MCKNIGHT/Anytime, ERYKAH BADU/Tyrone, etc.

V102.5 MARKET #3 WVAZ/Chicago (312) 360-9000 Myrick/Muhammad

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like MAXWELL/Whenever Wherever, BOYZ II MENA Song For Mama, etc.

WDAS 105.3 FM MARKET #5 WVAZ/Philadelphia (610) 617-8500 Tamburro/Davis

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like BOYZ II MENA Song For Mama, KENNY LATTIMORE/For You, etc.

96.1 FM MARKET #33 KSJL/San Antonio (210) 271-9600 Andrews/Oliverdez

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like UNCLE SAM/I Don't Ever Want, K-Ci & JOJO/All My Life, etc.

103 JAMZ MARKET #34 WDWI/Norfolk (757) 466-0009 Holiday/Mauzone

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like DRU HILL'S Steps, BRIAN MCKNIGHT/Anytime, etc.

V100 MARKET #6 KRBB/Dallas (214) 630-3011 Bacote

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like MILESTONE/I Care 'Bout You, DRU HILL'S Steps, etc.

MIX 92.3 MARKET #7 WMXD/Detroit (313) 965-2000 Starr/Rankin

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like BOYZ II MENA Song For Mama, DRU HILL/Whenever Wherever, etc.

MAJIC 102.3 FM MARKET #8 WMMJ/Washington (301) 306-1111 Gilmore

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like BEBE WINANS/In Harm's Way, DRU HILL/Whenever Wherever, etc.

WPEG 98.1 FM MARKET #36 WPEG/Charlotte (704) 333-0131 Carson/Quick

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like UNCLE SAM/I Don't Ever Want, BRIAN MCKNIGHT/Anytime, etc.

WTLN MARKET #37 WTLN/Indianapolis (317) 923-1456 Wallace

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like LSG/My Body, NEXT/Butta Love, etc.

MAJIC 102 MARKET #9 KMJQ/Houston (713) 623-2108 Conner/Boatner

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like DRU HILL'S Steps, MARIAM CAREY/Butterfly, etc.

WHTQ MARKET #11 WHTQ/Miami (305) 444-4404 Kidd/Michaels

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like ERYKAH BADU/Tyrone, MARIAM CAREY/Butterfly, etc.

Majic 107 MARKET #17 KMJH/Phoenix (602) 265-2442 Jackson/Higgs

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like BRIAN MCKNIGHT/Anytime, MARIAM CAREY/Butterfly, etc.

WJHM MARKET #38 WJHM/Orlando (407) 333-0072 Allen

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like K-Ci & JOJO/All My Life, DRU HILL'S Steps, etc.

WQVE MARKET #39 WQVE/New Orleans (504) 827-6000 Stevens

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like DRU HILL'S Steps, UNCLE SAM/I Don't Ever Want, etc.

100.3 KISS FM MARKET #18 KATZ/St. Louis (314) 692-5108 Atkins

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like MILESTONE/I Care 'Bout You, JOE/Good Girls, etc.

MIX 97.1 MARKET #18 KXOK/St. Louis (314) 991-7797 Love/B.J. The D.J.

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like ERYKAH BADU/Tyrone, DRU HILL/Whenever Wherever, etc.

MAJIC 95.9 MARKET #19 WWIN/Baltimore (410) 332-8200 Brown/Case

Table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE. Lists tracks like BOYZ II MENA Song For Mama, KENNY LATTIMORE/For You, etc.

Big-League Marketing For Country

□ Country stars help spread the CMA's message in L.A.

The Country Music Association brings its marketing message to Los Angeles this Wednesday (2/4), when the "America's Sold On Country Tour" sets up shop at the Beverly Hills Hotel.

The half-day event, sponsored in conjunction with Interep and *Ad-Week* magazine, is designed to teach the business world what can be accomplished when country music is added as a key element of an integrated marketing campaign. As an added enticement, those in attendance will be treated to live performances by Wynonna, Mary Chapin Carpenter, Chely Wright, and Pam Tillis.

Following opening comments by CMA Exec. Director Ed Benson and Interep West President Jeff Dashev, demographic data on country music's audience will be provided by Cold Spring Harbor Group President Bob Lobdell. To support the marketing theory with solid evidence, two corporate case studies will be presented. Artist manager Gary Borman will detail the mutual benefits experienced from client Trace Adkins' television spots for Chevy Trucks, and TKS Marketing Services Sr. VP/Managing Director Max Kittel will outline the results of Brooks & Dunn and Kathy Mattea's tie-ins with Kellogg's cereal.

Wynonna and Tillis will be featured in a panel discussion, "The Creative And Artistic Forces Behind Country Music Promotions," moderated by CMA Director/Marketing Rick Murray. The other panelist is J. Walter Thompson Advertising executive Randy Penn, who was involved in structuring Alan Jackson's endorsement with Ford trucks.

The 1998 "America's Sold On Country Tour" follows successful seminars presented last year in New York and Chicago. Details are still being finalized for this year's tour, but the CMA is planning to present similar events in other major cities.

Nashville Music Awards

As much as people complain about the frustration of sitting in the audience during a live TV telecast for an awards show, last week's non-televised Nashville Music Awards show rolled on for three-and-a-half hours. It prompted co-hosts Trisha Yearwood and Matraca Berg to joke about what must have seemed like a never-ending story. Yearwood, Berg, and several presenters also offered good-natured complaints about having to read from a teleprompter.

On the other hand, the lack of TV cameras also provided a much more relaxed atmosphere and the chance for Nashvillians to hear some great music, including some that network producers would never present to a national viewing audience — not to mention Steve Earle's snide com-

ment about MCA/Nashville exec Tony Brown.

No doubt, the hosting experience increased Yearwood's appreciation of Vince Gill's work on the annual CMA Awards show. "No walking in front of the teleprompters," she said to an audience member. "Not that we're reading from it." Yearwood later told Berg, "You're incredible, but I'm having trouble thinking I'll ever do anything like this again." Then she told the audience, "You really haven't been here as long as you think."

With awards in 37 categories, it's always a long night. Awards are presented to musicians of all genres who reside in the Nashville area. All performers also have homes in Nashville, which makes you realize the wide range of the local music scene. Where else

Songwriter John Hartford provided a touching commentary, then grabbed his fiddle to join a band that included Earle, Marty Stuart, New Grass Revival member Sam Bush, and dobro master Jerry Douglas. Rodney Crowell closed the show, with Yearwood and Berg joining him for "Jumpin' Jack Flash."

Among the awards presented:

- **Female Vocalist:** Trisha Yearwood
- **Male Vocalist:** Delbert McClinton
- **Country Album:** *Love Travels*, Kathy Mattea
- **Bluegrass/Old Time Music Album:** *So Long So Wrong*, Alison Krauss and Union Station
- **Instrumental Album:** *The Day The Finger Pickers Took Over The World*, Chet Atkins and Tommy Emmanuel
- **Song of the Year:** "Butterfly Kisses," Bob Carlisle and Randy Thomas
- **Artist/Songwriter:** Amy Grant

• **Songwriter/Composer:** Bob DiPiero

• **Video:** Kathy Mattea's "455 Rocket," directed by Steven Goldmann

• **Producer:** Emory Gordy Jr.

• **Engineer:** Chuck Ainlay
Leadership Music, which sponsors the awards, presented its Bridge Award to former record executive Jim Fogelsong for his work in strengthening the music industry's bond with the local community. After helping establish Epic Records in New York, Fogelsong moved to Nashville in 1970 to operate ABC/Dot, where he signed Don Williams, the Oak Ridge Boys, and Barbara Mandrell. He later became chief at MCA/Nashville, where he signed George Strait and Reba McEntire. Garth Brooks was signed to Capitol/Nashville during Fogelsong's reign at the label.

The Heritage Award went to the Speer Family, a Southern gospel group founded in 1921. In 1947, the group became one of the first gospel acts to record in Nashville. In addition to their national success as a recording act, the Speers were also instrumental in the formation of the Gospel Music Association, which sponsors the annual Dove Awards.

Bits 'N' Pieces

Bryan White goes international in October with concerts in Australia and Japan. He'll be heading to Australia next month to promote the tour, which is not a continuation of his U.S. tour with LeAnn Rimes. In addition to his recent collaborations with pop songwriter Richard Marx, White will be breaking in his new home recording studio when he starts producing an album for bandmate Derek George.



could you see a single show featuring music from Steve Winwood (who opened the night with "Gimme Some Lovin'," a hit from his days in the Spencer Davis Group), Bob Carlisle, John Hiatt, Amy Grant, DC Talk, Bela Fleck, and the Nashville Symphony's string quartet? Presenters included Winwood, Peter Frampton, Deana Carter, and Pam Tillis.

Other musical highlights included a tribute to NMA's Bassist of the Year, Roy Huskey Jr., a studio mainstay who died last year of cancer.

COUNTRY FLASHBACK

1 YEAR AGO

- No. 1: "Unchained Melody" — LeAnn Rimes

5 YEARS AGO

- No. 1: "Can I Trust You With My Heart" — Travis Tritt

10 YEARS AGO

- No. 1: "I Won't Take Less Than Your Love" — Tanya Tucker

15 YEARS AGO

- No. 1: "Inside" — Ronnie Milsap

20 YEARS AGO

- No. 1: "Out Of My Head And Back In My Bed" — Loretta Lynn

Melodie Crittenden

NEW ARTIST FACT FILE

Current Single: "Broken Road"

Current Album, Label: *Melodie Crittenden*, Asylum
(February 24 release)

Background

Melodie Crittenden was born and raised in Moore, OK, perhaps best known as the home of Toby Keith. "It says that on the sign coming into town," Crittenden tells R&R. She stops short of suggesting that her name be added to the sign, but reveals, "My mom's a music teacher there, and all of her students are campaigning for it."

Crittenden grew up singing in her family's Southern gospel group, but gravitated toward country and rock when she joined a band as a teenager. After graduating from high school, she studied music for three years in Kansas City. Three years into her college work, Crittenden recalls, "I thought, 'This is not what I want. I want to go to Nashville.'" She moved to Nashville, dividing her time between music courses at Belmont University and an internship at Hayes Street Music, a publishing company. She laughs, "I guess I was on the long-term plan to graduate from college, because it took me six years!"

The internship at Hayes Street turned into a full-time position, where she was working with writers such as Don Schlitz. "I made tape copies, answered the phones ... whatever they needed," she explains.

Moving Toward A Deal

Crittenden had written one song while in high school, then started concentrating on her songwriting during her college days. She wrote three songs for her self-titled debut album.

After her Nashville experience led to collaborations with established songwriters and a subsequent publishing deal, Crittenden began singing demos. As a result, she was the first to sing several songs that became major country hits, including "It Matters To Me" (Faith Hill), "I'd Rather Ride Around With You" (Reba McEntire), and "Little Things" (Tanya Tucker).

The exposure to top-flight material added to her ability to judge songs. At one point, she was planning to sing "Walkaway Joe" as a demo to seek a deal as an artist. Crittenden says, "When Trisha Yearwood came out with it, I thought, 'Well, at least I know how to pick a song.'" She adds, "I already had a pretty good idea of what great songs were. I guess it's from my days in publishing, when so many great songs crossed the desk."

Crittenden also found that she was in demand as a live performer, although it was during an unlikely gig portraying Katy the Cat in a touring children's rock act, Jim & The Animal Band. She recalls, "I dressed up like a black cat and sang songs about reading books and dialing 911."

Eventually, Crittenden found a more prestigious spot when she became a background vocalist for Kathy Mattea's touring band. The road work gave Crittenden additional insight into the music business. "I saw how hard it is to be an artist," she says. "Kathy amazed me, be-



Melodie Crittenden

cause she can communicate with an audience like no one else I've ever seen. She makes you feel like you're the only one in the room. She's a true artist."

The Music

Crittenden was signed to Asylum after songwriter Stephony Smith forwarded a tape to Director/A&R John Conlon. Crittenden had sung the demos for several of Smith's songs, including Ricochet's "What Do I Know." When it came time to record Crittenden's album, Smith and Byron Gallimore were chosen as co-producers. Gallimore has enjoyed considerable success with Tim McGraw and Jo Dee Messina, but it marked the first time Smith had produced master sessions for an album.

In planning her album, Crittenden says, "I wanted my personality to come across in all of the different songs. I've got quite a few message songs. I'm a true believer in heartfelt story songs. I really wanted the whole project to be a big pie that just fit together. I think we came up with that, because there are so many emotions. I had some fun, but I allowed for some vulnerability and maybe some strength, too."

"Broken Road," the first single, was written by Marcus Hummon, Bobby Boyd, and the Nitty Gritty Dirt Band's Jeff Hanna. Although Hummon first recorded it for his solo album, Crittenden was surprised that the song had not been released as a single. "As soon as I heard it, the chills started coming over me," she says. "The song was a special gift."

The Future

Like most new artists, Crittenden has been busy with her introductory tour of radio stations. Noting that those visits have been an education, she says, "I really didn't know how it worked. I've always been a studio dog or writing in these little rooms. I learned why certain songs will make it and why others won't. I also learned to appreciate the radio folks. Without them, our songs wouldn't be out there to be heard."

Crittenden will be making the rounds at the upcoming Country Radio Seminar, but her debut on the big stage probably won't occur until June. She explains, "It could be that Fan Fair is my first big official performance. It's always been a dream for me, so I can't wait."



LON HELTON

COUNTRY

Hook 'Em At Home To Get 'Em At Work

□ Two new marketing campaigns designed to increase Country's at-work share

The January 16 Country column presented the results of an Edison research study of radio listening in the workplace. It suggested that Country could make some big ratings gains by more effectively reaching the listener at work.

Indeed, Edison President Larry Rosin suggested that alternative measures might be needed to reach the 72% of people who say they listen to Country but don't work in traditional office settings. This week's contributors offer their observations of at-work marketing campaigns in general, while also detailing their companies' most effective at-work marketing efforts.



Rob Sisco

Fairwest Direct Introduces 'Workplace Rewards'

Fairwest Direct has been doing workplace telemarketing for six years, and, according to VP/Marketing Rob Sisco, it is one of the top two or three companies doing it. "Up until this month, the most effective at-work marketing has been workplace telemarketing — literally calling workplaces and getting someone to agree to turn on your station and listen, while also getting them to solicit friends and co-workers. One of its downsides is its high maintenance level. Once you start, you have to keep doing it, which is why a lot of formats have that activity built into their marketing plan quarter after quarter."

You may have noticed Sisco's "Up until this month" qualifier. Why the caveat? "It may have reached the saturation point, because in many markets we've talked to every available workplace at least once — and often for multiple stations, in duopoly situations. And, of course, other companies have been doing it on behalf of other stations. The same people have been deluged by marketing companies hacking away at them, which may diminish effectiveness. The response rate is dropping dramatically on follow-up marketing as well. We used to see 25-30% response rates on bounce-back cards. Now, we're lucky to see 8-10%. Nothing's changed, except that now there's a ton of competition. That's not necessarily bad. It continues to work, and we can statistically see increases, but the gains aren't as big as they've been."

Songs, Passwords, And Prizes

To combat workplace telemarketing's saturation, Fairwest has recently launched a new at-work marketing campaign called the "Workplace

Rewards Program." It comes in the form of a PC computer program that is an interactive screen saver that lets a person collect points — which can later be turned in for prizes — in a game-playing environment. Explains Sisco, "We're giving people in traditional workplaces a reason, near the beginning of the day, to turn on a particular station and pay attention to it. And they're rewarded for doing so."

In addition to seeing the station's message when the computer is turned on, listeners also get a preprogrammed "Song of the Day" — a different one every day for a year — that's good for points. Plus, people are encouraged to listen at specific times for a special "password" that they then enter on the program and receive points for. The points can be used to bid on items from cars to trips to concert tickets.

The system automatically keeps track of listeners' accounts and allows them to check their balances. To claim a prize, they enter a code in the system, read back a message that confirms they have the points needed, and the system then deducts the points from the balance.

Sisco says this carries listeners beyond the previous telemarketing or "nest marketing" techniques. "Those programs get them to do what you want for the short term. But the only way you actually get them to sign up and stay loyal is to build in a vested interest that maintains their participation. The goal of the Rewards Program is for stations to spend their \$30,000-40,000 marketing budget and have listeners locked-in for an entire year."

The program also encourages listeners to load the screen saver and pass it along to others. It comes with a "button" to facilitate making copies, and listeners get 100 points for each copy they make. Recipients are told that they might instantly win \$10,000, with the winner determined by information loaded by that person. And if the \$10,000 is won on a program they've given to a friend or co-worker, the original person nets ten grand as well.

Especially in light of the Edison study that noted that 72% of people

who say they listen to Country don't work in traditional office settings, I wondered about this campaign's potential effectiveness. Sisco says that the key to reaching those Country listeners at work is sending the program to their homes to install on their home computers. And one of the best ways to reach them is through the station's active-listener database. Says Sisco, "It's much easier to get your listeners to take you to work than it is to find people at work and try to turn them



into listeners. If, as the Edison study said, only 28% of those who like Country are in traditional workplaces, calling workplaces to find them is like finding needles in haystacks. Let your listeners distribute copies of the Rewards Program. There's no better messenger than a station advocate spreading the word to friends and co-workers. That's how to reach workers who are mobile, in the service sector, in warehouses, or elsewhere where they might have the station on. We're never going to find them by getting out the phone book and calling workplaces. It's much more cost-effective and efficient than a big marketing-mailing campaign. Plus, the station doesn't bear distribution expenses when people are making copies and passing them along. The chain-letter aspect of this campaign promises to be especially exciting as the distribution takes on a life of its own."



Kurt Steier

□ **Calling people at home is the best thing to do regarding at-work listening in a format where a large percentage of people don't work in the traditional setting.**

— Kurt Steier

The Broadcast Team Launches 'RealCall'

Another company seeking to boost listening with at-home marketing is The Broadcast Team, which has recently launched a new telemarketing campaign called "RealCall." It targets listeners' home answering machines as well as business numbers. TBT's Director/Marketing and AE, Kurt Steier, agrees that reaching the Country listener at home is the way to go. "Calling people at home is the best thing to do regarding at-work listening in a format where a large percent-

□

It's much easier to get your listeners to take you to work than it is to find people at work and try to turn them into listeners.

—Rob Sisco

□

age of people don't work in the traditional setting."

RealCall can also be customized to serve as an alternative to office telemarketing. The person answering the phone hears a recording that asks them to sign up for a contest. If they agree, they press "1," and are then asked for more information.

Steier says RealCall outpaces live workplace telemarketers because its low cost puts it into businesses others may avoid. "Many live telemarketers avoid businesses with one to four employees because it's not cost-efficient. But those businesses make up the majority of businesses in a lot of markets."

Steier says a campaign targeting a database of 100,000 people will deliver answering-machine messages to about 60% of the names, and a combination of live and machine will

hit 80-85% of the list. He adds, "We've been surprised to see that 80-85% of those picking up the phone will listen to the entire message. That's higher than we thought, but it can be explained by the fact that they're getting a call from their favorite radio station, and that we aren't selling anything."

Sounds Live, Even Though It's Not

Steier says the company's patented phone system is what separates RealCall from automated telemarketing campaigns of the past, making it comparable to live telemarketers, but with a much lower price tag. "Our system can determine within one-tenth of a second whether a live person or a machine has answered the phone and can decide whether to leave a message or disconnect. It interacts with the answering machine and listens like a human being, en-

to those used in other marketing campaigns. A station personality, usually the morning talent, is calling to personally let them know about a contest while also asking them to listen. Steier notes, "The RealCall messages lean more on customer service than a slick sales presentation. We think the soft sell works much better."

He says there's only a slight drop-off in the "commit rate" of live versus RealCall calls. "The number of people who actually sign up with a live telemarketer is 35-40%, while we're seeing a 30-35% sign-up rate with RealCall, although our rate can go up, depending on the dollar amount of the prize offered."

Most Effective With Direct Mail

Steier says the campaign is most effective when used in conjunction with direct mail. "Our calls go to the house within a day or two of the DM piece arriving in the mailbox. The call serves to 'flag' the mail piece, making it more important and making the recipient think, 'Wow, it must be important, or they wouldn't have called me.' The 'personal' message from your personality says, 'Hey, we just sent you a letter. We hope you'll take a look at it and listen to our station.' The combination has been so effective, we're finding the response rates have doubled. From a perception standpoint, you have to make your station stand out; everybody remembers who calls them at home."

More Uses For RealCall

TBT uses the RealCall technology and low cost in a couple of other ways. Steier says RealCall can be used to build a database. "We leave a message on the home answering machine that has an 800 number so people can call back to register for a contest. We can turn it all around and provide a database within a week." He notes that the system's 500,000 call per week capacity allows TBT to provide phone services, so stations don't have to buy their own interactive voice-response systems.

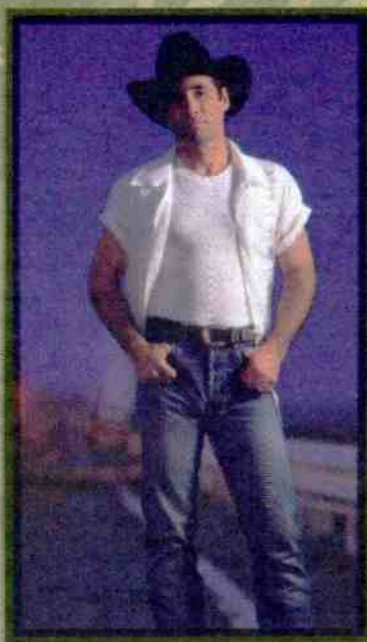
RealCall is also effective in what TBT calls its "Pen Pal" campaign. Listeners get a letter from the PD asking for comments, with a note that returned comment sheets will be included in a cash drawing. The comments are read and categorized. Then, RealCall makes customized calls to the listeners, with the PD responding to their concerns. Says Steier, "This is a 'perception' campaign that really makes the listener feel as if they made a difference."

Next Week: Direct Marketing Results' CEO Jay Williams offers his observations on workplace telemarketing while also unveiling his company's new "Direct Video" joint venture with Nashville-based Film House. Plus, as part of R&R's Sales Special, see how KNIX/Phoenix wows clients with an Arbitron breakout for the entire market — the day after the numbers are released!

CONGRATULATIONS to our RCA Nashville Grammy® Nominees

CLINT BLACK

- "Nothin' But The Taillights" powering ahead to be his next hit single
- Grammy® Nominated duet with Martina McBride, "Still Holding On"
- "Something That We do" #1 at radio and CMT
- 1998 tour kicks off February 6 in Chicago - SOLD OUT!



MARTINA MCBRIDE



- "Valentine" with Jim Brickman on country radio now!
- Grammy® Nominated duet with Clint Black, "Still Holding On"
- Media darling and Mom-to-be, Martina has recently appeared with Rosie O'Donnell, Conan O'Brien, and Barbara Walters

ALABAMA

- Nominated for best country vocal performance by a group for "Dancin' Shaggin" on the Boulevard"
- "She's Got That Look in Her Eyes" Looking for your adds on February 9



RCA RECORDS LABEL



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JANUARY 30, 1998

| 3W | 2W | LW | TW | ARTIST TITLE LABEL(S) | TOTAL STATIONS/ADDS | PLAY RANK | TOTAL PLAYS | +/- PLAYS | TOTAL POINTS | +/- POINTS |
|----------------|----|----|-----------|--|---------------------|-----------|-------------|-----------|--------------|------------|
| 4 | 3 | 2 | 1 | TIM MCGRAW Just To See You Smile (<i>Curb</i>) | 201/0 | 1 | 7388 | +87 | 36125 | +488 |
| 6 | 4 | 1 | 2 | SAMMY KERSHAW Love Of My Life (<i>Mercury</i>) | 201/0 | 2 | 7326 | -18 | 35831 | -20 |
| 7 | 5 | 3 | 3 | LEANN RIMES On The Side Of Angels (<i>MCG/Curb</i>) | 198/0 | 3 | 6996 | +175 | 33813 | +802 |
| 10 | 7 | 5 | 4 | LILA MCCANN I Wanna Fall In Love (<i>Asylum/EEG</i>) | 200/0 | 5 | 6927 | +310 | 33645 | +1684 |
| 13 | 9 | 8 | 5 | ANITA COCHRAN & STEVE WARINER What If ... (<i>Warner Bros.</i>) | 201/2 | 6 | 6893 | +494 | 33534 | +2793 |
| 9 | 6 | 4 | 6 | DIAMOND RIO Imagine That (<i>Arista</i>) | 201/1 | 4 | 6936 | +294 | 33425 | +1389 |
| 11 | 8 | 7 | 7 | SHANIA TWAIN Don't Be Stupid (You Know...) (<i>Mercury</i>) | 201/0 | 8 | 6606 | +186 | 32117 | +1102 |
| 12 | 10 | 9 | 8 | LEE ANN WOMACK You've Got To Talk To Me (<i>Decca</i>) | 201/0 | 7 | 6627 | +673 | 31973 | +3309 |
| 15 | 13 | 11 | 9 | KENNY CHESNEY A Chance (<i>BNA</i>) | 199/2 | 9 | 5603 | +425 | 26813 | +2460 |
| 25 | 17 | 12 | 10 | GEORGE STRAIT Round About Way (<i>MCA</i>) | 201/1 | 10 | 5451 | +601 | 26410 | +2909 |
| 3 | 1 | 6 | 11 | BROOKS & DUNN He's Got You (<i>Arista</i>) | 171/0 | 13 | 4978 | -1461 | 25304 | -6483 |
| 38 | 19 | 13 | 12 | GARTH BROOKS She's Gonna Make It (<i>Capitol</i>) | 201/1 | 11 | 5143 | +557 | 25268 | +2495 |
| 16 | 15 | 14 | 13 | LORRIE MORGAN One Of Those Nights Tonight (<i>BNA</i>) | 198/1 | 12 | 5007 | +253 | 23869 | +1252 |
| 19 | 18 | 15 | 14 | COLLIN RAYE Little Red Rodeo (<i>Epic</i>) | 200/1 | 14 | 4963 | +261 | 23742 | +1211 |
| 17 | 16 | 16 | 15 | BRYAN WHITE One Small Miracle (<i>Asylum/EEG</i>) | 201/0 | 15 | 4859 | +143 | 22999 | +521 |
| 34 | 24 | 18 | 16 | CLINT BLACK Nothin' But The Tailights (<i>RCA</i>) | 199/3 | 16 | 4574 | +527 | 22267 | +2530 |
| 20 | 20 | 17 | 17 | WYNONNA Come Some Rainy Day (<i>Curb/Universal</i>) | 196/2 | 17 | 4416 | +169 | 21113 | +979 |
| 26 | 25 | 22 | 18 | WADE HAYES The Day That She Left Tulsa... (<i>DKC/Columbia</i>) | 191/5 | 18 | 4220 | +456 | 20082 | +2460 |
| 21 | 22 | 19 | 19 | NEAL MCCOY If You Can't Be Good (Be...) (<i>Atlantic</i>) | 186/3 | 19 | 4063 | +135 | 19064 | +648 |
| 28 | 26 | 24 | 20 | DIXIE CHICKS I Can Love You Better (<i>Monument</i>) | 189/9 | 20 | 3934 | +422 | 18561 | +2011 |
| 23 | 23 | 21 | 21 | TRAVIS TRITT Still In Love With You (<i>Warner Bros.</i>) | 183/2 | 21 | 3930 | +63 | 18200 | +292 |
| 33 | 27 | 25 | 22 | DAVID KERSH If I Never Stop Loving You (<i>Curb</i>) | 189/13 | 22 | 3775 | +588 | 18079 | +2948 |
| 44 | 31 | 28 | 23 | TRISHA YEARWOOD Perfect Love (<i>MCA</i>) | 190/20 | 23 | 3529 | +758 | 17347 | +3565 |
| 32 | 28 | 26 | 24 | KINLEYS Just Between You And Me (<i>Epic</i>) | 186/9 | 24 | 3387 | +322 | 16343 | +1701 |
| — | 43 | 32 | 25 | ALAN JACKSON A House With No Curtains (<i>Arista</i>) | 177/33 | 25 | 3133 | +940 | 14877 | +4525 |
| 2 | 2 | 10 | 26 | JOHN MICHAEL MONTGOMERY Angel In My Eyes (<i>Atlantic</i>) | 132/0 | 29 | 2846 | -2399 | 14273 | -12018 |
| 30 | 29 | 29 | 27 | DARYLE SINGLETARY The Note (<i>Giant</i>) | 169/4 | 26 | 3112 | +127 | 14145 | +587 |
| 39 | 32 | 31 | 28 | CLAY WALKER Then What (<i>Giant</i>) | 170/10 | 28 | 2918 | +508 | 13625 | +2309 |
| 31 | 30 | 30 | 29 | MARK CHESNUTT It's Not Over (<i>Decca</i>) | 170/3 | 27 | 3040 | +41 | 13541 | +127 |
| — | 46 | 36 | 30 | TRACE ADKINS Lonely Won't Leave Me Alone (<i>Capitol</i>) | 175/49 | 30 | 2599 | +880 | 12406 | +4486 |
| BREAKER | | | 31 | JO DEE MESSINA Bye, Bye (<i>Curb</i>) | 146/37 | 33 | 2150 | +620 | 10546 | +2837 |
| 36 | 33 | 33 | 32 | DAVID LEE MURPHY Just Don't Wait Around Til... (<i>MCA</i>) | 142/5 | 32 | 2207 | +99 | 10219 | +395 |
| 40 | 35 | 35 | 33 | MILA MASON Closer To Heaven (<i>Atlantic</i>) | 149/5 | 35 | 2062 | +200 | 9421 | +839 |
| 37 | 34 | 34 | 34 | CHELY WRIGHT Just Another Heartache (<i>MCA</i>) | 150/0 | 36 | 1974 | -5 | 9302 | -83 |
| BREAKER | | | 35 | MARTINA MCBRIDE W/JIM BRICKMAN Valentine (<i>RCA</i>) | 127/72 | 38 | 1733 | +1079 | 8933 | +5341 |
| BREAKER | | | 36 | MINDY MCCREADY You'll Never Know (<i>BNA</i>) | 128/18 | 42 | 1519 | +181 | 7030 | +923 |
| DEBUT | | | 37 | PATTY LOVELESS To Have You Back Again (<i>Epic</i>) | 100/78 | 44 | 1344 | +1054 | 6509 | +4982 |
| — | — | 49 | 38 | MICHAEL PETERSON Too Good To Be True (<i>Reprise</i>) | 99/65 | 45 | 1232 | +806 | 6080 | +3756 |
| DEBUT | | | 39 | TOBY KEITH Dream Walkin' (<i>Mercury</i>) | 93/78 | 46 | 1194 | +986 | 5658 | +4546 |
| 42 | 38 | 39 | 40 | KEVIN SHARP There's Only You (<i>143/Asylum/EEG</i>) | 83/0 | 47 | 1132 | -340 | 5047 | -1479 |
| — | 49 | 43 | 41 | SONS OF THE DESERT Leaving October (<i>Epic</i>) | 95/16 | 48 | 1108 | +226 | 4673 | +1078 |
| — | — | 47 | 42 | JOHN ANDERSON Takin' The Country Back (<i>Mercury</i>) | 94/20 | 50 | 1014 | +256 | 4337 | +1140 |
| 48 | 45 | 42 | 43 | SARA EVANS Shame About That (<i>RCA</i>) | 92/5 | 53 | 963 | +51 | 3945 | +186 |
| 41 | 37 | 38 | 44 | KRIS TYLER What A Woman Knows (<i>Rising Tide</i>) | 57/0 | 55 | 860 | -881 | 3813 | -3651 |
| 18 | 21 | 20 | 45 | REBA MCENTIRE What If (<i>MCA</i>) | 36/0 | 60 | 744 | -3068 | 3796 | -14527 |
| — | 48 | 45 | 46 | RIVER ROAD Somebody Will (<i>Capitol</i>) | 75/3 | 57 | 825 | +34 | 3572 | +83 |
| — | — | 50 | 47 | LONESTAR Say When (<i>BNA</i>) | 74/34 | 59 | 807 | +373 | 3534 | +1595 |
| — | 50 | 48 | 48 | MELODIE CRITTENDEN Broken Road (<i>Asylum/EEG</i>) | 77/7 | 58 | 819 | +69 | 3392 | +294 |
| DEBUT | | | 49 | SHERRIE' AUSTIN Put Your Heart Into It (<i>Arista</i>) | 51/43 | 65 | 530 | +449 | 2375 | +2020 |
| DEBUT | | | 50 | RHETT AKINS Better Than It Used To Be (<i>Decca</i>) | 48/14 | 67 | 457 | +155 | 1863 | +602 |

This chart reflects airplay from January 26-February 1. Songs ranked by total points. Highlighted songs indicate Breaker.

201 Country reporters. 197 current playlists. Songs that are down in points for three consecutive weeks and below No. 1 are moved to recurrent. © 1998, R&R Inc.

BREAKERS®

JO DEE MESSINA

Bye, Bye (*Curb*)

72% of our reporters on it (146 stations)

37 Adds • Moves 37-31

MINDY MCCREADY

You'll Never Know (*BNA*)

63% of our reporters on it (128 stations)

18 Adds • Moves 40-36

MARTINA MCBRIDE W/JIM BRICKMAN

Valentine (*RCA*)

63% of our reporters on it (127 stations)

72 Adds • Moves 44-35

MOST ADDED®

| ARTIST TITLE LABEL(S) | TOTAL ADDS |
|---|------------|
| TOBY KEITH Dream Walkin' (<i>Mercury</i>) | 78 |
| PATTY LOVELESS To Have You Back Again (<i>Epic</i>) | 78 |
| MARTINA MCBRIDE W/JIM BRICKMAN Valentine (<i>RCA</i>) | 72 |
| MICHAEL PETERSON Too Good To Be True (<i>Reprise</i>) | 65 |
| TRACE ADKINS Lonely Won't Leave Me Alone (<i>Capitol</i>) | 49 |
| SHERRIE' AUSTIN Put Your Heart Into It (<i>Arista</i>) | 43 |
| JO DEE MESSINA Bye, Bye (<i>Curb</i>) | 37 |
| LONESTAR Say When (<i>BNA</i>) | 34 |
| ALAN JACKSON A House With No Curtains (<i>Arista</i>) | 33 |
| JOHN ANDERSON Takin' The Country Back (<i>Mercury</i>) | 20 |
| TRACY BYRD I'm From The Country (<i>MCA</i>) | 20 |
| TRISHA YEARWOOD Perfect Love (<i>MCA</i>) | 20 |

MOST INCREASED PLAYS

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|---|---------------------|
| MARTINA MCBRIDE W/JIM BRICKMAN Valentine (<i>RCA</i>) | +1079 |
| PATTY LOVELESS To Have You Back Again (<i>Epic</i>) | +1054 |
| TOBY KEITH Dream Walkin' (<i>Mercury</i>) | +986 |
| ALAN JACKSON A House With No Curtains (<i>Arista</i>) | +940 |
| TRACE ADKINS Lonely Won't Leave Me Alone (<i>Capitol</i>) | +880 |
| MICHAEL PETERSON Too Good To Be True (<i>Reprise</i>) | +806 |
| TRISHA YEARWOOD Perfect Love (<i>MCA</i>) | +758 |
| LEE ANN WOMACK You've Got To Talk To Me (<i>Decca</i>) | +673 |
| JO DEE MESSINA Bye, Bye (<i>Curb</i>) | +620 |
| GEORGE STRAIT Round About Way (<i>MCA</i>) | +601 |

MOST INCREASED POINTS

| ARTIST TITLE LABEL(S) | TOTAL POINT INCREASE |
|---|----------------------|
| MARTINA MCBRIDE W/JIM BRICKMAN Valentine (<i>RCA</i>) | +5341 |
| PATTY LOVELESS To Have You Back Again (<i>Epic</i>) | +4982 |
| TOBY KEITH Dream Walkin' (<i>Mercury</i>) | +4546 |
| ALAN JACKSON A House With No Curtains (<i>Arista</i>) | +4525 |
| TRACE ADKINS Lonely Won't Leave Me Alone (<i>Capitol</i>) | +4486 |
| MICHAEL PETERSON Too Good To Be True (<i>Reprise</i>) | +3756 |
| TRISHA YEARWOOD Perfect Love (<i>MCA</i>) | +3565 |
| LEE ANN WOMACK You've Got To Talk To Me (<i>Decca</i>) | +3309 |
| DAVID KERSH If I Never Stop Loving You (<i>Curb</i>) | +2948 |
| GEORGE STRAIT Round About Way (<i>MCA</i>) | +2909 |

HOTTEST RECURRENTS

| ARTIST TITLE LABEL(S) |
|--|
| MARTINA MCBRIDE A Broken Wing (<i>RCA</i>) |
| ALAN JACKSON Between The Devil And Me (<i>Arista</i>) |
| MICHAEL PETERSON From Here To Eternity (<i>Reprise</i>) |
| TOBY KEITH I'm So Happy I Can't Stop Crying (<i>Mercury</i>) |
| TRACE ADKINS The Rest Of Mine (<i>Capitol</i>) |
| SHANIA TWAIN Love Gets Me Every Time (<i>Mercury</i>) |
| GARTH BROOKS Longneck Bottle (<i>Capitol</i>) |
| CLINT BLACK Something That We Do (<i>RCA</i>) |
| PAM TILLIS Land Of The Living (<i>Arista</i>) |
| LONESTAR You Walked In (<i>BNA</i>) |

Breakers: Song has achieved airplay at 60% of reporter base for the first time. Bullets awarded to songs gaining in plays and/or points over the previous week. Total Points: The sum of each station's total plays of a song multiplied by the station's individual weight. Most increased Points lists the songs with the greatest week-to-week increases in total points. Play Rank: Ranks all charted songs by total plays. Most increased Plays lists the songs with the greatest week-to-week increases in total plays.

Take your listeners on a one-minute mini vacation every day!

OUTDOOR LIFE
RADIO

Outdoor Radio Life provides every listener with informative tips and techniques on free-time activities such as camping, hiking, wildlife watching, boating, mountain biking, RV travel, outdoor fitness and natural history.

Keep your listeners informed, entertained and listening!

JONES RADIO NETWORK™

Call Michael Henderson Director of Affiliate Sales 303-784-8700

The New Album Gallery

February 3, 1998



Dixie Chicks

Wide Open Spaces (Monument)

In the midst of whines from industry observers who claim that nothing different ever finds its way to Country radio, Dixie Chicks find success with their debut single, "I Can Love You Better." The difference in the act isn't a matter of being an all-female trio. It's an all-female trio that performs on acoustic instruments, including banjo, dobro, mandolin, and fiddle.

No offense to Emily Erwin, who handles the banjo chores, but even she has probably heard all the jokes about the instrument's perceived popularity — or lack thereof. Lead vocalist Natalie Maines has been performing with fellow Chicks Martie Seidel and Erwin for more than eight years. With three independently released albums and a touring schedule that includes dates in Europe and Japan, this is a seasoned act whose commitment to quality music should ensure a bright future. Their major label debut, *Wide Open Spaces*, also marks the first album released on Monument since Sony Music/Nashville reintroduced the historic imprint.



Ruby Lovett

Ruby Lovett (Curb)

Producer Allen Reynolds says, "I took Ruby in the studio with a guitar player. That was all it took! I was hooked on the voice." It's easy to understand why that voice impressed Reynolds, who is best known for his work with Garth Brooks. You can sense her gospel background, as well as the

undeniable vocal delivery derived from her upbringing in the rural area of Laurel. Lovett's introduction to Country radio came with the album's first single, "Look What Love Can Do." Retaining a traditional base in her music, Lovett turns in a strong version of Charley Pride's 1968 hit, "I'm So Afraid Of Losing You Again." Ken Mellons joins her for a duet on "One Of Them's Yours."

GOING FOR ADDS

February 2, 1998

Bellamy Brothers "Catahoula"

Intersound: An explanation of the song title may be required for those of you who have never lived in Louisiana. It gets its name from the distinctive-looking breed of hound dog that is fairly common to the region. The Bellamys say the dog is their best friend, but they're joined on the single by two other Louisiana buddies — Jo-El Sonnier and Eddy Raven.

Matraca Berg "Back In The Saddle"

Rising Tide: With references to longnecks, pickup trucks, and rodeos, Matraca Berg hits three prime country buzzwords in "Back In The Saddle." It features background vocals from an all-star lineup of Suzy Bogguss, Faith Hill, Patty Loveless, and Martina McBride. All of them are featured in the song's video, which is airing on CMT.

Tracy Byrd "I'm From The Country"

MCA: Tracy Byrd has been performing this song twice during his recent live shows. It's not for lack of material, but because his fans are demanding it. Byrd provides a rousing vocal delivery, and word is that when Marty Brown and Kentucky HeadHunter Richard Young wrote the song with Stan Webb, they were jumping on tables in excitement.

Jim Lauderdale "Goodbye Song"

BNA: If you think Jim Lauderdale's music falls outside the country mainstream, you've probably forgotten that his songwriting credits include "Gonna Get A Life" (Mark Chesnutt), "Halfway Down" (Patty Loveless), and "Where The Sidewalk Ends" (George Strait). Lauderdale aims for a new twist on the basic traditional country sound with "Goodbye Song," the first single from his upcoming album, *Whisper*. In light of the song's traditional roots, it may come as no surprise that Lauderdale wrote it with the legendary Harlan Howard.

Ricochet "Connected At The Heart"

Columbia: Coincidental or not, the pre-Valentine's Day timing couldn't be better for Ricochet's "Connected At The Heart." The romantic message from Ricochet's second album, *Blink Of An Eye* is made even stronger by some of the best harmonies they've ever performed. Considering the quality of their past work, that's saying a lot.

OUT OF THE BOX



Gregg Swedberg,
OM/PD
KEYE/Minneapolis

SONS OF THE DESERT "Leaving October" (Epic)

I admit it: I didn't get the attraction to the Sons at first. We were very late on "Whatever Comes First," despite it being a huge callout success. When I finally listened to the CD, I heard "Leaving October" and honestly couldn't wait to put it on the radio. We get tons of "Mama Died" songs, but this is probably the most honest and relatable song dealing with losing a loved one that I've heard in a long time. In a time when we've legislated a lot of the passion off our stations, it's great to be able to return with some real emotion. "Leaving October" will be the song that takes the Sons to a whole new level. Plus, it's under 4:00 ... the label says it's 3:68.

If you don't have Neon Nights, you've already missed appearances by:

Garth Brooks, Shania Twain, Brooks & Dunn,
Randy Travis, John Michael Montgomery,
Lila McCann, Sammy Kershaw,
Neal McCoy, Wade Hayes.



Turn on Neon Nights before your competition does.

Country's Seven to Midnight Solution™
...from the people who deliver AC's Delilah!™



NEW & ACTIVE

J.C. JONES One Night (*Rising Tide*)

Total Stations: 42, Total Points: 1548, Total Adds: 3, Including: KKIX 7, KRST 5

Plays Include: KPLX 25 (25), KEAN 21 (21), KHEY 17 (17), WTNT 17 (17), KTST 15 (15), WKSJ 15 (15), WRNS 15 (15), KTEX 12 (12), KRRV 10 (10), WMTZ 10 (10), WOOZ 10 (10), WOVK 10 (10), WTVY 10 (10), WWYZ 10 (10), WWGR 9 (9), WXBM 9 (9), KVOO 8 (8), WWJO 7 (7), WWQQ 7 (7), WWZD 7 (7), WTCR 6 (6), WXCL 6 (6)

SHANIA TWAIN You're Still The One (*Mercury*)

Total Stations: 10, Total Points: 1447, Total Adds: 2, Including: WUBE 25, WWYZ 19

Plays Include: KEEY 40 (26), KMLE 26 (26), WIL 25 (25), KYCY 20 (20), WXBQ 18 (14), KLLL 17 (17), WQBE 15 (15), WXXQ 5 (5)

JEFF CARSON Cheatin' On Her Heart (*MCG/Curb*)

Total Stations: 33, Total Points: 1252, Total Adds: 3, Including: WTNT 17, WTVY 10, WYNK 5

Plays Include: WRBT 18 (18), WRNS 18 (18), KEAN 17 (17), KKIX 15 (15), KSOP 15 (15), WXBM 15 (15), KYGO 13 (13), WIVK 13 (13), KTOM 10 (10), KTTS 10 (5), WAXX 10 (10), WMTZ 10 (10), WOVK 10 (10), KVOO 8 (8), WWJO 7 (7), WWQQ 7 (7), WCKT 6 (6), WTCR 6 (6), WXCL 6 (6), KFDI 5 (5), KVOX 5 (5), KWJJ 5 (5), WBYT 5 (5), WDEN 5 (5), WFMB 5 (5), WJCL 5 (5), WKKT 5 (5), WNOE 5 (5), WWFG 5 (5)

TRACY BYRD I'm From The Country (*MCA*)

Total Stations: 20, Total Points: 1211, Total Adds: 20, Including: WFGY 35, WGRL 22, WWYZ 19, KWJJ 18, WBYT 18, KJUG 15, WTCM 14, KAYD 13, KWNR 13, KNIX 12, KRWQ 11, KRRV 10, WAXX 10, WUSY 9, WXBM 9, KHAY 8, WSM 8, KNCI 6, KFDI 5, KTTS 5

PAUL BRANDT What's Come Over You (*Reprise*)

Total Stations: 23, Total Points: 1107, Total Adds: 1, Including: KASH 15

Plays Include: WCOL 26 (26), KEAN 21 (21), WSIX 18 (12), KJUG 15 (15), WXTA 15 (15), WSOC 13 (13), KTTS 10 (10), WAXX 10 (10), WKKT 10 (10), WMJC 10 (7), WTVY 10 (10), WWYZ 10 (10), KVOO 8 (8), KSOP 7 (7), WOW 6 (6), WTCR 6 (6), KVOX 5 (5), KWJJ 5 (5), WDEN 5 (5), WRBQ 5 (5), WTQR 5 (5)

SAWYER BROWN Another Side (*Curb*)

Total Stations: 23, Total Points: 1061, Total Adds: 17, Including: WBUB 20, WRBT 18, KJUG 15, KTCS 15, WBBN 15, WXBM 15, WXTA 15, WGTY 14, WSOC 13, WSIX 12, KBUL 11, WOVK 10, KVOO 8, WWJO 7, WTCR 6, KVOX 5, WXXQ 5

Plays Include: KEAN 17 (17), KKIX 15 (15), WDEN 15 (15), KSOP 7 (7), KTTS 5 (5), WWYZ 5 (5)

CACTUS CHOIR Step Right Up (*Curb/Universal*)

Total Stations: 24, Total Points: 1015, Total Adds: 2, Including: WWQQ 7, WCKT 6

Plays Include: KBEQ 24 (24), KEAN 17 (17), WTNT 17 (17), WXBQ 17 (13), WRNS 16 (16), KTST 15 (15), WQBE 15 (15), WXTA 15 (15), WWJO 11 (11), WTVY 10 (10), KNFM 8 (8), WTCR 6 (6), KFDI 5 (5), KORD 5 (5), KTTS 5 (5), WDEN 5 (5), WIRK 5 (5), WKCN 5 (5), WRBQ 5 (5), WWYZ 5 (5), WXXQ 5 (5)

MAVERICKS To Be With You (*MCA*)

Total Stations: 18, Total Points: 788, Total Adds: 12, Including: WKIX 18, WKSJ 18, KHEY 17, KHAY 15, WXTA 15, WOVK 10, KUZZ 7, WTCR 6, KRWQ 5, KTTS 5, KWJJ 5, WXXQ 5

Plays Include: WWYZ 19 (10), KEAN 17 (17), WMSI 7 (7), KFDI 5 (5), WCKT 5 (5), WDEN 5 (5)

RICOCHET Connected At The Heart (*Columbia*)

Total Stations: 11, Total Points: 562, Total Adds: 8, Including: KBEQ 18, WKIX 18, WBCT 15, WNCY 9, WTCR 6, KTTS 5, KYGO 5, WDEN 5

Plays Include: KEAN 17 (17), WWYZ 10 (10), KFDI 5 (5)

Songs Ranked By Total Points

NATIONAL RADIO FORMATS

ABC RADIO NETWORKS

Coast-To-Coast

Mark Edwards • (214) 991-9200

Adds:

TOBY KEITH Dream Walkin'
LONESTAR Say When
JO DEE MESSINA Bye, Bye

Hottest:

ANITA COCHRAN & STEVE WARINER What If I Said
GARTH BROOKS She's Gonna Make It
COLLIN RAYE Little Red Rodeo

Real Country

Dave Nicholson • (602) 966-6236

Adds:

CHRIS CUMMINGS The Kind Of Heart That Breaks

Hottest:

SAMMY KERSHAW Love Of My Life
TRAVIS TRITT Still In Love With You
TIM MCGRAW Just To See You Smile
GEORGE STRAIT Round About Way
GARTH BROOKS She's Gonna Make It

AFTER MIDNITE ENTERTAINMENT

Mandy McCormack • (818) 461-5435

Adds:

TRACE ADKINS Lonely Won't Leave Me Alone
MINDY MCCREADY You'll Never Know

Hottest:

TIM MCGRAW Just To See You Smile
LEANN RIMES On The Side Of Angels
DIAMOND RIO Imagine That
LILA MCCANNI I Wanna Fall In Love
SAMMY KERSHAW Love Of My Life
ANITA COCHRAN & STEVE WARINER What If I Said

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

Gary Knoll

Adds:

LONESTAR Say When
MARTINA MCBRIDE w/JIM BRICKMAN Valentine
MICHAEL PETERSON Too Good To Be True

Hottest:

CLINT BLACK Nothin' But The Tailights
ALAN JACKSON A House With No Curtains

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

Super Country/Pure Country

Ken Moultrie

Adds:

TRACE ADKINS Lonely Won't Leave Me Alone
ALAN JACKSON A House With No Curtains
MARTINA MCBRIDE w/JIM BRICKMAN Valentine
MICHAEL PETERSON Too Good To Be True

Hottest:

SAMMY KERSHAW Love Of My Life
JOHN MICHAEL MONTGOMERY Angel In My Eyes
TIM MCGRAW Just To See You Smile
DIAMOND RIO Imagine That
LILA MCCANNI I Wanna Fall In Love

Digital Country

L.J. Smith

Adds:

TRACE ADKINS Lonely Won't Leave Me Alone
JO DEE MESSINA Bye, Bye

Hottest:

TIM MCGRAW Just To See You Smile
BROOKS & DUNN He's Got You
SAMMY KERSHAW Love Of My Life
LEANN RIMES On The Side Of Angels
LEE ANN WOMACK You've Got To Talk To Me

New Country

Smith

Adds:

TRACE ADKINS Lonely Won't Leave Me Alone
JO DEE MESSINA Bye, Bye
MICHAEL PETERSON Too Good To Be True

Hottest:

TIM MCGRAW Just To See You Smile
BROOKS & DUNN He's Got You
SAMMY KERSHAW Love Of My Life
LEANN RIMES On The Side Of Angels
DIAMOND RIO Imagine That

JONES RADIO NETWORK

Phil Barry • (303) 784-8700

U.S. Country

Jim Murphy

Adds:

LONESTAR Say When
MARTINA MCBRIDE w/JIM BRICKMAN Valentine
MICHAEL PETERSON Too Good To Be True

Hottest:

DIAMOND RIO Imagine That
LILA MCCANNI I Wanna Fall In Love
TIM MCGRAW Just To See You Smile
LEANN RIMES On The Side Of Angels
LEE ANN WOMACK You've Got To Talk To Me

CD Country

John Hendricks

Adds:

RICOCHET Connected At The Heart
LEE ROY PARNELL All That Matters Anymore
JIM LAURDERDALE Goodbye Song
CHRIS KNIGHT Framed
BRAD HAWKINS We Lose
TRACY BYRD I'm From The Country
SHERRIE AUSTIN Put Your Heart Into It
GARY ALLAN It Would Be You
ALABAMA She's Got That Look In Her Eyes

Hottest:

COLLIN RAYE Little Red Rodeo
DAVID KERSH If I Never Stop Loving You
ALAN JACKSON A House With No Curtains
WADE HAYES The Day That She Left Tulsa (In A Chevy)
TRACE ADKINS Lonely Won't Leave Me Alone

RADIO ONE COUNTRY PLAYLIST

D.C. Cavender • (970) 949-3339

Adds:

TOBY KEITH Dream Walkin'
PATTY LOVELESS To Have You Back Again
MAVERICKS To Be With You
MARTINA MCBRIDE w/JIM BRICKMAN Valentine

Hottest:

SAMMY KERSHAW Love Of My Life
TIM MCGRAW Just To See You Smile
LEANN RIMES On The Side Of Angels
GARTH BROOKS She's Gonna Make It
GEORGE STRAIT Round About Way

WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

Tracy Thompson

Hot Country

David Felker

Adds:

MARTINA MCBRIDE w/JIM BRICKMAN Valentine
MICHAEL PETERSON Too Good To Be True
SONS OF THE DESERT Leaving October

Hottest:

TIM MCGRAW Just To See You Smile
SHANIA TWAIN Don't Be Stupid (You Know I Love You)
BROOKS & DUNN He's Got You
SAMMY KERSHAW Love Of My Life
LILA MCCANNI I Wanna Fall In Love

Mainstream Country

Adds:

TRACE ADKINS Lonely Won't Leave Me Alone
MARTINA MCBRIDE w/JIM BRICKMAN Valentine

Hottest:

TIM MCGRAW Just To See You Smile
JOHN MICHAEL MONTGOMERY Angel In My Eyes
SAMMY KERSHAW Love Of My Life
BROOKS & DUNN He's Got You
LEANN RIMES On The Side Of Angels

COUNTRY VIDEO



ADDS

No New Adds

ELITE

BRYAN WHITE One Small Miracle
BLACKHAWK Postmarked Birmingham
SAMMY KERSHAW Love Of My Life
TY HERNDON I Have To Surrender
LONESTAR You Walked In



60.2 million households
Traci Todd,
Manager/Video Programming

ADDS

MARTINA MCBRIDE w/JIM BRICKMAN Valentine (RCA)

TOP 10

MARTINA MCBRIDE w/JIM BRICKMAN Valentine (RCA)
BROOKS & DUNN He's Got You (Arista)
ANITA COCHRAN & STEVE WARINER What If I Said... (Warner Bros.)
SAMMY KERSHAW Love Of My Life (Mercury)
LILA MCCANNI I Wanna Fall In Love (Asylum/EEG)
SHANIA TWAIN Don't Be Stupid (You Know...) (Mercury)
DIXIE CHICKS I Can Love You Better (Monument)
WADE HAYES The Day That She Left Tulsa... (Columbia)
DAVID KERSH If I Never Stop Loving You (Curb)
MILA MASON Closer To Heaven (Atlantic)

Information current as of February 2.



42 million households
Chris Parr, Director/Programming
Paul Hastaba, VP/GM

ADDS

GARY ALLAN It Would Be You (Decca)
MINDY MCCREADY You'll Never Know (BNA)

TOP 10

SHANIA TWAIN Don't Be Stupid (You Know...) (Mercury)
BROOKS & DUNN He's Got You (Arista)
LILA MCCANNI I Wanna Fall In Love (Asylum/EEG)
ANITA COCHRAN w/STEVE WARINER What If I Said... (Warner Bros.)
JOHN MICHAEL MONTGOMERY Angel In My Eyes (Atlantic)
DEANA CARTER Did I Shave My Legs For This? (Capitol)
SAMMY KERSHAW Love Of My Life (Mercury)
REBA McENTIRE What If (MCA)
BRYAN WHITE One Small Miracle (Asylum/EEG)
PAUL BRANDT A Little In Love (Reprise)

HEAVY

PAUL BRANDT A Little In Love (Reprise)
BROOKS & DUNN He's Got You (Arista)
DEANA CARTER Did I Shave My Legs For This? (Capitol)
ANITA COCHRAN w/STEVE WARINER What If I Said... (Warner Bros.)
DIXIE CHICKS I Can Love You Better (Monument)
SAMMY KERSHAW Love Of My Life (Mercury)
LILA MCCANNI I Wanna Fall In Love (Asylum/EEG)
NEAL MCCOY If You Can't Be Good (Be Good At It) (Atlantic)
REBA McENTIRE What If (MCA)
JOHN MICHAEL MONTGOMERY Angel In My Eyes (Atlantic)
BRYAN WHITE One Small Miracle (Asylum/EEG)

HOT SHOTS

TRACE ADKINS Lonely Won't Leave Me Alone (Capitol)
GARY ALLAN It Would Be You (Decca)
MATRACA BERG Back In The Saddle (Rising Tide)
TRACY BYRD I'm From The Country (MCA)
TOBY KEITH Dream Walkin' (Mercury)
KINLEYS Just Between You And Me (Epic)
MAVERICKS To Be With You (MCA)
JO DEE MESSINA Bye, Bye (Curb)
SAWYER BROWN Another Side (Curb)
DARYLE SINGLETARY The Note (Giant)
CLAY WALKER Then What (Giant)
TRISHA YEARWOOD Perfect Love (MCA)

Heavy rotation songs receive 28 plays per week. Hot Shots receive 21 plays per week. Pick Hits of the Week receive 6 plays per day. All Top 10 videos also receive heavy rotation.

Information current as of January 28.

COUNTRY REPORTERS

January 30, 1998 R&R • 79

Stations and their adds listed alphabetically by market

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|--|--|--|--|--|--|--|---|--|---|--|--|--|---|--|---|---|--|--|--|--|--|--|---|---|--|--|
| KEAN/Abilene, TX PD: Dwayne Alexander MD: Rudy Allen Fernandez 17 ALABAMA 17 LEE ROY PARNELL | WZZK/Birmingham, AL PD: Jim Tice MD: Scott Stewart 22 ALAN JACKSON 22 DIXIE CHICKS 22 WADE HAYES | KPLX/Dallas, TX PD: Smokey Rivers MD: Cody Alan 25 TERESA WHITNEY 25 CLAY WALKER 25 TRISHA YEARWOOD | WQHF/Ft. Wayne, IN PD: Dean McNeil MD: Jeff Moore 13 MICHAEL PETERSON 13 SHERRIE AUSTIN 13 CLAY WALKER 13 MINDY MCCREADY | KBEQ/Kansas City, MO PD: Mike Kennedy MD: T.J. McEntire 18 TOBY KEITH 18 PATTY LOVELESS 18 MCBRIDE W/BRICKMAN 18 RICOCHET | WGKX/Memphis, TN OM: Fred Horton MD: J.L. Fisk MD: Mark Billingsley 10 DIXIE CHICKS 10 ALAN JACKSON 10 DAVID KERSH | KXKY/Oklahoma City, OK OM/MD: Charlie Harrigan MD: Bill Reed 10 ALAN JACKSON | KBUL/Reno, NV PD: Randy Black APD/MD: Chuck Reeves 11 JOHN ANDERSON 11 TRACE ADKINS 11 JO DEE MESSINA 11 SAWYER BROWN 11 SARA EVANS 5 SHERRIE AUSTIN | KRMO/Shreveport, LA OM/MD: John Swan APD/MD: Rick Stephenson 15 MILA MASON 15 TRISHA YEARWOOD 15 MCBRIDE W/BRICKMAN 15 JOHN ANDERSON | WWZD/Tupelo, MS PD/MD: Rusty Pugh 12 SONS OF THE DESERT 12 MCBRIDE W/BRICKMAN 12 MICHAEL PETERSON 12 TOBY KEITH 7 MELDIE CRITTENDEN | | | | | | | | | | | | | | | | | | | | | | |
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| WGNA/Albany, NY PD: Buzz Brindle MD: Bill Earley 6 TRACE ADKINS 6 MCBRIDE W/BRICKMAN 6 JO DEE MESSINA 6 MICHAEL PETERSON | WKLB/Boston, MA PD: Mike Brophy APD/MD: Ginny Rogers 5 TRACE ADKINS 5 MINDY MCCREADY | WGNE/Daytona Beach, FL MD: Jim Andrews 20 MCBRIDE W/BRICKMAN 13 DAVID LEE MURPHY 13 TOBY KEITH 13 JO DEE MESSINA | WBCF/Grand Rapids, MI OM/MD: Doug Montgomery MD: Kelly Iris 35 MCBRIDE W/BRICKMAN 35 CLAY WALKER 25 TOBY KEITH 15 MICHAEL PETERSON 15 LONESTAR 15 RICOCHET 5 SONS OF THE DESERT 5 JO DEE MESSINA | WDAF/Kansas City, MO PD/MD: Ted Cramer MD: Trisha Yearwood 10 TRACE ADKINS 10 TOBY KEITH 10 MINDY MCCREADY 10 KINLEYS | WWMJ/Milwaukee, WI PD: Bob McKay APD: Scott Dolphin MD: Chris Stevens 14 TOBY KEITH 14 MCBRIDE W/BRICKMAN 14 PATTY LOVELESS 5 MINDY MCCREADY | WWKA/Orlando, FL PD: Mike Moore MD: Lynn Lacy 26 ALAN JACKSON 12 DAVID KERSH | WYYD/Roanoke, VA PD/MD: Robynn Jaymes 16 ALAN JACKSON 16 TRACE ADKINS 6 SHERRIE AUSTIN | WFBE/Rochester, NY PD: Loyd Ford MD: Coyote Collins 15 KINLEYS 15 TRISHA YEARWOOD 15 MCBRIDE W/BRICKMAN 6 JOHN ANDERSON 6 J.C. JONES | KNFR/Spokane, WA PD: Jay Daniels MD: Paul Neuman 28 ALAN JACKSON 14 TOBY KEITH 14 PATTY LOVELESS 14 LONESTAR 14 MICHAEL PETERSON 14 TRACE ADKINS 14 MCBRIDE W/BRICKMAN | KJUG/Visalia, CA PD/MD: Dave Daniels 15 SHERRIE AUSTIN 15 ALAN JACKSON 15 TOBY KEITH 15 PATTY LOVELESS 15 MICHAEL PETERSON 15 SAWYER BROWN | WACO/Waco, TX PD: Zack Owen APD/MD: Glenn Michaels 14 TRACE ADKINS 14 MCBRIDE W/BRICKMAN 14 JOHN ANDERSON | | | | | | | | | | | | | | | | | | | | |
| KRST/Albuquerque, NM PD: Jim Patrick MD: Chaz Malibu 12 PATTY LOVELESS 5 SONS OF THE DESERT 5 TOBY KEITH 5 J.C. JONES 5 JOHN ANDERSON | WYRK/Buffalo, NY PD: Justin Case MD: Pat O'Brien 22 WADE HAYES 22 DIXIE CHICKS 22 TRISHA YEARWOOD | KYGO/Denver, CO OM/MD: John St. John MD: Ted Svendsen 22 MCBRIDE W/BRICKMAN 13 CLAY WALKER 13 JO DEE MESSINA 13 RICOCHET 5 SONS OF THE DESERT 5 SMOKIN' ARMADILLOS 5 TOBY KEITH | WTQR/Greensboro, NC PD: Paul Franklin MD: Deano St. Clair 15 TRACE ADKINS 5 CLINT BLACK 5 ALAN JACKSON | KXKC/Lafayette, LA PD: Renee Revett MD: Kelly Thompson 15 PATTY LOVELESS 15 TRACE ADKINS 15 JO DEE MESSINA | KEYE/Minneapolis, MN OM/MD: Gregg Swadberg APD/MD: Travis Moon 18 TOBY KEITH 18 PATTY LOVELESS 10 TRACE ADKINS 10 DAVID KERSH | KPLM/Palm Springs, CA PD: Al Gordon APD/MD: Kris Richards 14 TOBY KEITH 14 PATTY LOVELESS 14 MCBRIDE W/BRICKMAN | WXXQ/Rockford, IL PD: Jesse Garcia MD: Mark Cameron 5 SHERRIE AUSTIN 5 TOBY KEITH 5 SAWYER BROWN 5 MAVERICKS 5 MICHAEL PETERSON | KNCI/Sacramento, CA OM/MD: Mark Evans APD/MD: Jennifer Wood 25 MCBRIDE W/BRICKMAN 15 SHERRIE AUSTIN 6 TRACY BYRD 6 LONESTAR 6 JO DEE MESSINA 6 PATTY LOVELESS | WPJK/Springfield, MA APD/MD: Warren McDonald 10 PATTY LOVELESS 5 MAVERICKS 5 MATRACA BERG 5 MICHAEL PETERSON 5 JIM LAUDERDALE 5 LYNN 5 RICOCHET 5 TRACY BYRD | WDEZ/Wausau, WI PD: Mark Slaba MD: Lou Stewart 7 DAVID KERSH 7 JO DEE MESSINA 7 MICHAEL PETERSON 7 MCBRIDE W/BRICKMAN | WHRK/West Palm Beach, FL PD: Mitch Mearns APD/MD: J.R. Jackson 16 TOBY KEITH 16 ALAN JACKSON 5 SHERRIE AUSTIN | | | | | | | | | | | | | | | | | | | | |
| WFGY/Altoona, PA PD/MD: Polly Wogg 35 TRACY BYRD 15 SHERRIE AUSTIN 15 JOHN ANDERSON 15 LONESTAR | WYXY/Champaign, IL PD: R.W. Smith MD: Nicole Beals 18 PATTY LOVELESS 6 JO DEE MESSINA | WWWV/Detroit, MI PD: Tim Roberts MD: Cadillac Jack 25 TRACE ADKINS | WESC/Greenville, SC OM/MD: Ron Brooks APD/MD: John Landrum 18 MCBRIDE W/BRICKMAN 5 PATTY LOVELESS | WIOV/Lancaster, PA PD: Dick Raymond MD: Keith Patrick 18 ALAN JACKSON 11 SHERRIE AUSTIN 11 PATTY LOVELESS 15 LONESTAR 15 PATTY LOVELESS 15 MCBRIDE W/BRICKMAN 15 JO DEE MESSINA | WKSJ/Mobile, AL PD: Bill Black MD: Steve Kelly 15 TRACE ADKINS 15 JOHN ANDERSON 15 LONESTAR 15 PATTY LOVELESS 15 MCBRIDE W/BRICKMAN 15 JO DEE MESSINA | KATM/Modesto, CA OM/MD: Ed Hill APD/MD: Chris Costa 24 ALAN JACKSON 13 TOBY KEITH 13 LONESTAR 5 JO DEE MESSINA 5 KINLEYS 5 DIXIE CHICKS 5 SHERRIE AUSTIN 5 TRACE ADKINS | WXBW/Pensacola, FL PD/MD: Bruce Clark MD: Lynn West 15 SAWYER BROWN 15 TRACE ADKINS 15 MICHAEL PETERSON 15 JOHN ANDERSON 15 TRACY BYRD 9 MATRACA BERG 9 MCBRIDE W/BRICKMAN 9 TRACY BYRD | WXCX/Peoria, IL PD: Dan Dermody MD: Kim Werne 14 MICHAEL PETERSON 14 PATTY LOVELESS 14 TOBY KEITH 6 RHETT AKINS | KTDM/Monterey, CA PD: Lance Titwell MD: Keith Madford 15 PATTY LOVELESS 10 TOBY KEITH 10 TRACE ADKINS 10 LONESTAR | WWTU/Philadelphia, PA PD: Ken Johnson APD/MD: Jim Radler 17 MCBRIDE W/BRICKMAN 7 TRACE ADKINS 7 MINDY MCCREADY | WLVW/Montgomery, AL PD: Al Mason MD: Nancy Knight 15 PATTY LOVELESS 15 MICHAEL PETERSON 12 TRACY BYRD 12 SHERRIE AUSTIN 12 MELDIE CRITTENDEN 12 LONESTAR 12 MCBRIDE W/BRICKMAN | KMLF/Phoenix, AZ PD: Jeff Garrison APD/MD: Jon Allen 26 DIAMOND RIO 26 JO DEE MESSINA 26 TOBY KEITH | WWSX/Salisbury, MD PD: Chris O'Keely MD: Kim Werne 15 PATTY LOVELESS 15 SHERRIE AUSTIN 15 TRACE ADKINS 15 TOBY KEITH 5 SONS OF THE DESERT 5 JOHN ANDERSON | WVWF/Salisbury, MD PD: Chris O'Keely MD: Kim Werne 15 PATTY LOVELESS 15 SHERRIE AUSTIN 15 TRACE ADKINS 15 TOBY KEITH 5 JO DEE MESSINA | KKAT/Salt Lake City, UT PD: Shawn Stevens APD/MD: Jim Mickelson 5 MCBRIDE W/BRICKMAN 5 SONS OF THE DESERT | WWSY/Pittsburgh, PA Interim PD: Keith Clark MD: Rick Dalton 7 TRACE ADKINS 7 MINDY MCCREADY | WWSM/Nashville, TN PD: Lee Rogers APD: Tony Christopher MD: Rick Taylor 15 JO DEE MESSINA 15 DAVID KERSH 15 TRACE ADKINS 15 ALAN JACKSON | KUPL/Portland, OR PD: Lee Rogers APD: Tony Christopher MD: Rick Taylor 15 JO DEE MESSINA 15 DAVID KERSH 15 TRACE ADKINS 15 ALAN JACKSON | KAJA/San Antonio, TX OM/MD: Keith Montgomery MD: Jennie James 15 JO DEE MESSINA 5 TRACE ADKINS 5 MINDY MCCREADY 5 JOHN ANDERSON | KORD/Tri Cities, WA PD/MD: Rick Stewart MD: Kinleys 5 PATTY LOVELESS 5 MICHAEL PETERSON 5 JOHN ANDERSON 5 MINDY MCCREADY | KYYC/San Antonio, TX PD: R.J. Curlee APD: Greg Frey 18 ALAN JACKSON 18 TRACE ADKINS 18 NEAL MCCOY | KSOP/Salt Lake City, UT PD: Don Hixon APD/MD: Debby Turpin No Adds | KUBL/Salt Lake City, UT PD: Roger Allen APD/MD: Steve Chase 15 DARYLE SINGLETARY 15 ALAN JACKSON 15 MICHAEL PETERSON | KAJA/San Antonio, TX OM/MD: Keith Montgomery MD: Jennie James 15 JO DEE MESSINA 5 TRACE ADKINS 5 MINDY MCCREADY 5 JOHN ANDERSON | KJWW/Portland, OR PD: Robin Mitchell MD: Kelly McCrae 18 TRACY BYRD 18 TRACE ADKINS 5 TOBY KEITH 5 MCBRIDE W/BRICKMAN | WOKQ/Portsmouth, NH PD: Mark Ericson APD/MD: Dan Lunnie 15 MCBRIDE W/BRICKMAN 5 MINDY MCCREADY | WCTK/Providence, RI PD: Rick Everett MD: Tiffany Hill 5 MCBRIDE W/BRICKMAN | WLLR/Quad Cities, IA-IL PD: Jim O'Hara MD: Ron Evans 10 JO DEE MESSINA 10 PATTY LOVELESS | WKJG/San Luis Obispo, CA PD/MD: Donna James 7 TOBY KEITH 7 MCBRIDE W/BRICKMAN 7 MICHAEL PETERSON 7 PATTY LOVELESS | WJCL/Savannah, GA MD: Jay Morgan 5 TRACE ADKINS 5 ALAN JACKSON 5 JO DEE MESSINA 5 MCBRIDE W/BRICKMAN | KMPS/Seattle, WA PD: Mark Richards MD: Tony Thomas 16 TRACE ADKINS 16 JO DEE MESSINA 16 MCBRIDE W/BRICKMAN 16 KENNY CHESNEY |
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| WOMX/Akron, OH PD: Kevin Mason MD: Bill Shiel 18 DAVID KERSH | KIZN/Boise, ID OM/MD: Tom Jordan APD: Spencer Burke No Adds | KYNG/Dallas, TX PD: Dan Poarman MD: Stacey Tackett 5 ALAN JACKSON 5 TRACE ADKINS | KSKS/Fresno, CA PD: Ken Boesen MD: Steve Montgomery 16 TRACE ADKINS 16 ALAN JACKSON 7 RIVER ROAD | KFKF/Kansas City, MO PD: Dale Carter APD/MD: Tony Stevens 15 LONESTAR 15 ALAN JACKSON 15 PATTY LOVELESS 15 MICHAEL PETERSON | WOGY/Memphis, TN OM: Joel Burke PD: Bill Hughes MD: Polly Wogg No Adds | WKIS/Miami, FL PD: Bob McKay MD: Darlene Evans 24 TRACE ADKINS 24 SHERRIE AUSTIN 14 ALAN JACKSON 14 TOBY KEITH 14 CLAY WALKER | WOW/Omaha, NE PD: Trish Matthews APD/MD: Tom Scott 11 MCBRIDE W/BRICKMAN 11 MICHAEL PETERSON 11 TRACE ADKINS 6 SONS OF THE DESERT 6 LONESTAR 6 PATTY LOVELESS | KFRG/Riverside, CA OM/MD: Ray Massie MD: Don Jeffrey 13 WYONNA | KDRK/Spokane, WA PD: Ray Edwards APD/MD: Tim Colter 19 CLINT BLACK 19 LORRIE MORGAN 19 TRISHA YEARWOOD 19 DAVID KERSH 19 ALAN JACKSON | WFRG/Utica-Rome, NY PD: Chris Atkins MD: Crickett 17 TRACE ADKINS 17 MINDY MCCREADY 7 TRISHA YEARWOOD | WACO/Waco, TX PD: Zack Owen APD/MD: Glenn Michaels 14 TRACE ADKINS 14 MCBRIDE W/BRICKMAN 14 JOHN ANDERSON | WHRK/West Palm Beach, FL PD: Mitch Mearns APD/MD: J.R. Jackson 16 TOBY KEITH 16 ALAN JACKSON 5 SHERRIE AUSTIN | WWSX/Salisbury, MD PD: Chris O'Keely MD: Kim Werne 15 PATTY LOVELESS 15 SHERRIE AUSTIN 15 TRACE ADKINS 15 TOBY KEITH 5 JO DEE MESSINA | WVWF/Salisbury, MD PD: Chris O'Keely MD: Kim Werne 15 PATTY LOVELESS 15 SHERRIE AUSTIN 15 TRACE ADKINS 15 TOBY KEITH 5 JO DEE MESSINA | KKAT/Salt Lake City, UT PD: Shawn Stevens APD/MD: Jim Mickelson 5 MCBRIDE W/BRICKMAN 5 SONS OF THE DESERT | WWSY/Pittsburgh, PA Interim PD: Keith Clark MD: Rick Dalton 7 TRACE ADKINS 7 MINDY MCCREADY | WWSM/Nashville, TN PD: Lee Rogers APD: Tony Christopher MD: Rick Taylor 15 JO DEE MESSINA 15 DAVID KERSH 15 TRACE ADKINS 15 ALAN JACKSON | KUPL/Portland, OR PD: Lee Rogers APD: Tony Christopher MD: Rick Taylor 15 JO DEE MESSINA 15 DAVID KERSH 15 TRACE ADKINS 15 ALAN JACKSON | KAJA/San Antonio, TX OM/MD: Keith Montgomery MD: Jennie James 15 JO DEE MESSINA 5 TRACE ADKINS 5 MINDY MCCREADY 5 JOHN ANDERSON | KJWW/Portland, OR PD: Robin Mitchell MD: Kelly McCrae 18 TRACY BYRD 18 TRACE ADKINS 5 TOBY KEITH 5 MCBRIDE W/BRICKMAN | WOKQ/Portsmouth, NH PD: Mark Ericson APD/MD: Dan Lunnie 15 MCBRIDE W/BRICKMAN 5 MINDY MCCREADY | WCTK/Providence, RI PD: Rick Everett MD: Tiffany Hill 5 MCBRIDE W/BRICKMAN | WLLR/Quad Cities, IA-IL PD: Jim O'Hara MD: Ron Evans 10 JO DEE MESSINA 10 PATTY LOVELESS | WKJG/San Luis Obispo, CA PD/MD: Donna James 7 TOBY KEITH 7 MCBRIDE W/BRICKMAN 7 MICHAEL PETERSON 7 PATTY LOVELESS | WJCL/Savannah, GA MD: Jay Morgan 5 TRACE ADKINS 5 ALAN JACKSON 5 JO DEE MESSINA 5 MCBRIDE W/BRICKMAN | KMPS/Seattle, WA PD: Mark Richards MD: Tony Thomas 16 TRACE ADKINS 16 JO DEE MESSINA 16 MCBRIDE W/BRICKMAN 16 KENNY CHESNEY | | | | | |
| WOMX/Akron, OH PD: Kevin Mason MD: Bill Shiel 18 DAVID KERSH | KIZN/Boise, ID OM/MD: Tom Jordan APD: Spencer Burke No Adds | KYNG/Dallas, TX PD: Dan Poarman MD: Stacey Tackett 5 ALAN JACKSON 5 TRACE ADKINS | KSKS/Fresno, CA PD: Ken Boesen MD: Steve Montgomery 16 TRACE ADKINS 16 ALAN JACKSON 7 RIVER ROAD | KFKF/Kansas City, MO PD: Dale Carter APD/MD: Tony Stevens 15 LONESTAR 15 ALAN JACKSON 15 PATTY LOVELESS 15 MICHAEL PETERSON | WOGY/Memphis, TN OM: Joel Burke PD: Bill Hughes MD: Polly Wogg No Adds | WKIS/Miami, FL PD: Bob McKay MD: Darlene Evans 24 TRACE ADKINS 24 SHERRIE AUSTIN 14 ALAN JACKSON 14 TOBY KEITH 14 CLAY WALKER | WOW/Omaha, NE PD: Trish Matthews APD/MD: Tom Scott 11 MCBRIDE W/BRICKMAN 11 MICHAEL PETERSON 11 TRACE ADKINS 6 SONS OF THE DESERT 6 LONESTAR 6 PATTY LOVELESS | KFRG/Riverside, CA OM/MD: Ray Massie MD: Don Jeffrey 13 WYONNA | KDRK/Spokane, WA PD: Ray Edwards APD/MD: Tim Colter 19 CLINT BLACK 19 LORRIE MORGAN 19 TRISHA YEARWOOD 19 DAVID KERSH 19 ALAN JACKSON | WFRG/Utica-Rome, NY PD: Chris Atkins MD: Crickett 17 TRACE ADKINS 17 MINDY MCCREADY 7 TRISHA YEARWOOD | WACO/Waco, TX PD: Zack Owen APD/MD: Glenn Michaels 14 TRACE ADKINS 14 MCBRIDE W/BRICKMAN 14 JOHN ANDERSON | WHRK/West Palm Beach, FL PD: Mitch Mearns APD/MD: J.R. Jackson 16 TOBY KEITH 16 ALAN JACKSON 5 SHERRIE AUSTIN | WWSX/Salisbury, MD PD: Chris O'Keely MD: Kim Werne 15 PATTY LOVELESS 15 SHERRIE AUSTIN 15 TRACE ADKINS 15 TOBY KEITH 5 JO DEE MESSINA | WVWF/Salisbury, MD PD: Chris O'Keely MD: Kim Werne 15 PATTY LOVELESS 15 SHERRIE AUSTIN 15 TRACE ADKINS 15 TOBY KEITH 5 JO DEE MESSINA | KKAT/Salt Lake City, UT PD: Shawn Stevens APD/MD: Jim Mickelson 5 MCBRIDE W/BRICKMAN 5 SONS OF THE DESERT | WWSY/Pittsburgh, PA Interim PD: Keith Clark MD: Rick Dalton 7 TRACE ADKINS 7 MINDY MCCREADY | WWSM/Nashville, TN PD: Lee Rogers APD: Tony Christopher MD: Rick Taylor 15 JO DEE MESSINA 15 DAVID KERSH 15 TRACE ADKINS 15 ALAN JACKSON | KUPL/Portland, OR PD: Lee Rogers APD: Tony Christopher MD: Rick Taylor 15 JO DEE MESSINA 15 DAVID KERSH 15 TRACE ADKINS 15 ALAN JACKSON | KAJA/San Antonio, TX OM/MD: Keith Montgomery MD: Jennie James 15 JO DEE MESSINA 5 TRACE ADKINS 5 MINDY MCCREADY 5 JOHN ANDERSON | KJWW/Portland, OR PD: Robin Mitchell MD: Kelly McCrae 18 TRACY BYRD 18 TRACE ADKINS 5 TOBY KEITH 5 MCBRIDE W/BRICKMAN | WOKQ/Portsmouth, NH PD: Mark Ericson APD/MD: Dan Lunnie 15 MCBRIDE W/BRICKMAN 5 MINDY MCCREADY | WCTK/Providence, RI PD: Rick Everett MD: Tiffany Hill 5 MCBRIDE W/BRICKMAN | WLLR/Quad Cities, IA-IL PD: Jim O'Hara MD: Ron Evans 10 JO DEE MESSINA 10 PATTY LOVELESS | WKJG/San Luis Obispo, CA PD/MD: Donna James 7 TOBY KEITH 7 MCBRIDE W/BRICKMAN 7 MICHAEL PETERSON 7 PATTY LOVELESS | WJCL/Savannah, GA MD: Jay Morgan 5 TRACE ADKINS 5 ALAN JACKSON 5 JO DEE MESSINA 5 MCBRIDE W/BRICKMAN | KMPS/Seattle, WA PD: Mark Richards MD: Tony Thomas 16 TRACE ADKINS 16 JO DEE MESSINA 16 MCBRIDE W/BRICKMAN 16 KENNY CHESNEY | | | | | |
| WOMX/Akron, OH PD: Kevin Mason MD: Bill Shiel 18 DAVID KERSH | KIZN/Boise, ID OM/MD: Tom Jordan APD: Spencer Burke No Adds | KYNG/Dallas, TX PD: Dan Poarman MD: Stacey Tackett 5 ALAN JACKSON 5 TRACE ADKINS | KSKS/Fresno, CA PD: Ken Boesen MD: Steve Montgomery 16 TRACE ADKINS 16 ALAN JACKSON 7 RIVER ROAD | KFKF/Kansas City, MO PD: Dale Carter APD/MD: Tony Stevens 15 LONESTAR 15 ALAN JACKSON 15 PATTY LOVELESS 15 MICHAEL PETERSON | WOGY/Memphis, TN OM: Joel Burke PD: Bill Hughes MD: Polly Wogg No Adds | WKIS/Miami, FL PD: Bob McKay MD: Darlene Evans 24 TRACE ADKINS 24 SHERRIE AUSTIN 14 ALAN JACKSON 14 TOBY KEITH 14 CLAY WALKER | WOW/Omaha, NE PD: Trish Matthews APD/MD: Tom Scott 11 MCBRIDE W/BRICKMAN 11 MICHAEL PETERSON 11 TRACE ADKINS 6 SONS OF THE DESERT 6 LONESTAR 6 PATTY LOVELESS | KFRG/Riverside, CA OM/MD: Ray Massie MD: Don Jeffrey 13 WYONNA | KDRK/Spokane, WA PD: Ray Edwards APD/MD: Tim Colter 19 CLINT BLACK 19 LORRIE MORGAN 19 TRISHA YEARWOOD 19 DAVID KERSH 19 ALAN JACKSON | WFRG/Utica-Rome, NY PD: Chris Atkins MD: Crickett 17 TRACE ADKINS 17 MINDY MCCREADY 7 TRISHA YEARWOOD | | | | | | | | | | | | | | | | | | | | | |

COUNTRY PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL COUNTRY REPORTERS ON R&R ONLINE

107.7 MARKET #1
WXXY/New York (914) 592-1071 Smith/Roth

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---|
| 40 | 40 | 40 | 40 | 40 | GARTH BROOKS/She's Gonna Make It |
| 40 | 40 | 40 | 40 | 40 | LEANN RIMES/On The Side Of... |
| 40 | 40 | 40 | 40 | 40 | ALAN JACKSON/Between The Devil... |
| 30 | 30 | 30 | 30 | 30 | SHANIA TWAIN/Don't Be Stupid... |
| 30 | 30 | 30 | 30 | 30 | TIM MCGRAW/Just To See You... |
| 40 | 40 | 40 | 40 | 40 | JOHN M. MONTGOMERY/Angel In My Eyes |
| 30 | 30 | 30 | 30 | 30 | BROOKS & DUNN/He's Got You |
| 30 | 30 | 30 | 30 | 30 | DIAMOND RIO/Imagine That |
| 30 | 30 | 30 | 30 | 30 | WYNNONA/Come Some Rainy Day |
| 30 | 30 | 30 | 30 | 30 | REBA MCGRAW/What If I Said |
| 30 | 30 | 30 | 30 | 30 | SAMMY KERSHAW/Love Of My Life |
| 30 | 30 | 30 | 30 | 30 | CLINT BLACK/Nothin' But... |
| 30 | 30 | 30 | 30 | 30 | GEORGE STRAIT/Round About Way |
| 24 | 24 | 24 | 24 | 24 | TRISHA YEARWOOD/Perfect Love |
| 24 | 24 | 24 | 24 | 24 | LORRIE MORGAN/One Of Those... |
| 24 | 24 | 24 | 24 | 24 | LEE ANN WOMACK/You've Got To... |
| 24 | 24 | 24 | 24 | 24 | COLLIN RAYE/Little Red Rodeo |
| 24 | 24 | 24 | 24 | 24 | VARIOUS ARTISTS/Make A Miracle |
| 24 | 24 | 24 | 24 | 24 | BRYAN WHITE/One Small Miracle |
| 24 | 24 | 24 | 24 | 24 | CHELY WRIGHT/Just Another... |
| - | - | - | - | - | 24 24 24 KENNY CHESNEY/A Chance |
| - | - | - | - | - | 24 24 24 MCBRIDE W/BRICKMAN/Valentine |
| - | - | - | - | - | 7 7 7 COCHRAN & WARINER/What If I Said |
| - | - | - | - | - | 24 24 24 MICHAEL PETERSON/Too Good To Be True |
| - | - | - | - | - | 24 24 24 PATTY LOVELESS/To Have You Back... |
| 30 | 30 | 30 | 30 | 30 | MICHAEL PETERSON/From Here To... |
| 20 | 20 | 20 | 20 | 20 | CLINT BLACK/Something That We Do |
| 20 | 20 | 20 | 20 | 20 | GEORGE STRAIT/Carrying Your... |
| 20 | 20 | 20 | 20 | 20 | TIM MCGRAW W/F HILL/It's Your Love |
| 20 | 20 | 20 | 20 | 20 | TRISHA YEARWOOD/How Do I Live |
| 20 | 20 | 20 | 20 | 20 | KENNY CHESNEY/She's Got It All |
| 20 | 20 | 20 | 20 | 20 | DEANA CARTER/How Do I Get There |
| 40 | 40 | 40 | 40 | 40 | PAM TILLIS/Land Of The Living |
| 24 | 24 | 24 | 24 | 24 | TRAVIS TRITT/Still In Love... |
| - | - | - | - | - | 7 7 12 LILA MCCANNI/Wanna Fall In Love |
| - | - | - | - | - | 7 7 12 KINLEYS/Just Between You... |
| - | - | - | - | - | 7 7 12 TRACE ADKINS/Lonely Won't... |
| - | - | - | - | - | 7 7 12 CLAY WALKER/Then What |

93.9 KZLA MARKET #2
KZLA/Los Angeles (213) 882-8000 Sebastian/Fink

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--|
| 34 | 34 | 34 | 34 | 34 | COCHRAN & WARINER/What If I Said |
| 28 | 28 | 28 | 28 | 28 | DIAMOND RIO/Imagine That |
| 28 | 28 | 28 | 28 | 28 | WADE HAYES/The Day That She... |
| 34 | 34 | 34 | 34 | 34 | TIM MCGRAW/Just To See You... |
| 24 | 24 | 24 | 24 | 24 | WYNNONA/Come Some Rainy Day |
| 24 | 24 | 24 | 24 | 24 | GARTH BROOKS/She's Gonna Make It |
| 24 | 24 | 24 | 24 | 24 | LILA MCCANNI/Wanna Fall In Love |
| - | - | - | - | - | 24 24 24 MCBRIDE W/BRICKMAN/Valentine |
| - | - | - | - | - | 24 24 24 LILA MCCANNI/Wanna Fall In Love |
| - | - | - | - | - | 24 24 24 COLLIN RAYE/Little Red Rodeo |
| 11 | 9 | 10 | 24 | 24 | KENNY CHESNEY/A Chance |
| - | - | - | - | - | 24 24 24 DAVID KERSH/If I Never Stop... |
| 24 | 9 | 10 | 24 | 24 | KINLEYS/Just Between You... |
| 24 | 24 | 28 | 24 | 24 | JO DEE MESSINA/Bye, Bye |
| 11 | 24 | 24 | 24 | 24 | TRISHA YEARWOOD/Perfect Love |
| 24 | 24 | 24 | 24 | 24 | LEE ANN WOMACK/You've Got To... |
| - | - | - | - | - | 21 21 21 ALABAMA/Of Course I'm... |
| 21 | 34 | 21 | 21 | 21 | GARTH BROOKS/Belleau Wood |
| 28 | 28 | 21 | 21 | 21 | BROOKS & DUNN/He's Got You |
| 21 | 28 | 21 | 21 | 21 | TY HERNDON/Have To Surrender |
| 21 | 28 | 21 | 21 | 21 | TOBY KEITH/It's So Happy... |
| - | - | - | - | - | 21 21 21 MARTINA MCBRIDE/A Broken Wing |
| - | - | - | - | - | 21 21 21 TIM MCGRAW/Everywhere |
| - | - | - | - | - | 14 14 14 JOHN M. MONTGOMERY/Angel In My Eyes |
| - | - | - | - | - | 10 10 10 TRACE ADKINS/Lonely Won't... |
| - | - | - | - | - | 10 10 10 CLINT BLACK/Nothin' But... |
| 11 | 9 | 10 | 10 | 10 | DIXIE CHICKS/I Can Love You... |
| - | - | - | - | - | 11 9 10 PATTY LOVELESS/To Have You Back... |
| - | - | - | - | - | 11 9 10 LORRIE MORGAN/One Of Those... |
| - | - | - | - | - | 10 10 10 GEORGE STRAIT/Round About Way |
| 24 | 9 | 10 | 10 | 10 | SHANIA TWAIN/Don't Be Stupid... |
| 11 | 9 | 24 | 10 | 10 | BRYAN WHITE/One Small Miracle |
| 11 | 9 | 24 | 10 | 10 | NEAL MCCOY/If You Can't Be... |

US 99 MARKET #3
WUSN/Chicago (312) 649-0099 Sledge/Brondo

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---|
| 20 | 20 | 36 | 36 | 36 | SAMMY KERSHAW/Love Of My Life |
| 20 | 20 | 36 | 36 | 36 | LILA MCCANNI/Wanna Fall In Love |
| 36 | 36 | 36 | 36 | 36 | TIM MCGRAW/Just To See You... |
| 36 | 36 | 36 | 36 | 36 | BROOKS & DUNN/He's Got You |
| 20 | 36 | 36 | 36 | 36 | DIAMOND RIO/Imagine That |
| 20 | 36 | 36 | 36 | 36 | LEANN RIMES/On The Side Of... |
| 14 | 20 | 20 | 20 | 20 | COCHRAN & WARINER/What If I Said |
| 20 | 20 | 20 | 20 | 20 | KENNY CHESNEY/A Chance |
| 20 | 20 | 20 | 20 | 20 | LEE ANN WOMACK/You've Got To... |
| - | - | - | - | - | 14 20 20 GARTH BROOKS/She's Gonna Make It |
| 14 | 20 | 20 | 20 | 20 | CLINT BLACK/Nothin' But... |
| 20 | 20 | 20 | 20 | 20 | TRISHA YEARWOOD/Perfect Love |
| 20 | 20 | 20 | 20 | 20 | GEORGE STRAIT/Round About Way |
| 14 | 20 | 20 | 20 | 20 | SHANIA TWAIN/Don't Be Stupid... |
| 14 | 20 | 20 | 20 | 20 | COLLIN RAYE/Little Red Rodeo |
| 14 | 20 | 20 | 20 | 20 | TRAVIS TRITT/Still In Love... |
| 20 | 20 | 20 | 20 | 20 | WYNNONA/Come Some Rainy Day |
| 20 | 20 | 20 | 20 | 20 | REBA MCGRAW/What If I Said |
| 20 | 20 | 20 | 20 | 20 | BRYAN WHITE/One Small Miracle |
| 20 | 20 | 20 | 20 | 20 | NEAL MCCOY/If You Can't Be... |
| 20 | 20 | 20 | 20 | 20 | LORRIE MORGAN/One Of Those... |
| - | - | - | - | - | 14 14 14 ALAN JACKSON/A House With No... |
| 14 | 14 | 14 | 14 | 14 | WADE HAYES/The Day That She... |
| - | - | - | - | - | 14 14 14 DAVID KERSH/If I Never Stop... |
| - | - | - | - | - | 14 14 14 JO DEE MESSINA/Bye, Bye |
| - | - | - | - | - | 14 14 14 DAVID LEE MURPHY/Just Don't Wait... |
| - | - | - | - | - | 14 14 14 CLAY WALKER/Then What |
| 14 | 14 | 14 | 14 | 14 | KEVIN SHARP/There's Only You |
| 14 | 14 | 14 | 14 | 14 | MARK CHESNUTT/It's Not Over |
| 14 | 14 | 14 | 14 | 14 | DARYLE SINGLETARY/The Note |
| 14 | 14 | 14 | 14 | 14 | DIXIE CHICKS/I Can Love You... |
| - | - | - | - | - | 14 14 14 PATTY LOVELESS/To Have You Back... |
| - | - | - | - | - | 14 14 14 MICHAEL PETERSON/Too Good To Be True |
| - | - | - | - | - | 14 14 14 ALABAMA/Of Course I'm... |
| 36 | 36 | 36 | 36 | 36 | ALAN JACKSON/Between The Devil... |
| 36 | 36 | 36 | 36 | 36 | JOHN M. MONTGOMERY/Angel In My Eyes |
| 36 | 36 | 36 | 36 | 36 | MARTINA MCBRIDE/A Broken Wing |
| - | - | - | - | - | 10 10 10 TRACE ADKINS/Lonely Won't... |

YOUNG COUNTRY 93.3 MARKET #4
KYCY/San Francisco (415) 391-9330 Logan/Jordan

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--|
| 15 | 25 | 40 | 40 | 40 | GARTH BROOKS/She's Gonna Make It |
| 35 | 35 | 30 | 40 | 40 | KENNY CHESNEY/A Chance |
| 35 | 35 | 40 | 40 | 40 | COCHRAN & WARINER/What If I Said |
| 35 | 35 | 40 | 40 | 40 | BROOKS & DUNN/He's Got You |
| 35 | 35 | 40 | 40 | 40 | LILA MCCANNI/Wanna Fall In Love |
| 35 | 35 | 40 | 40 | 40 | TIM MCGRAW/Just To See You... |
| 25 | 25 | 40 | 40 | 40 | LEE ANN WOMACK/You've Got To... |
| - | - | - | - | - | 15 25 30 CLINT BLACK/Nothin' But... |
| 15 | 25 | 30 | 30 | 30 | MARK CHESNUTT/It's Not Over |
| 15 | 15 | 30 | 30 | 30 | DIXIE CHICKS/I Can Love You... |
| 5 | 15 | 30 | 30 | 30 | WYNNONA/Come Some Rainy Day |
| 15 | 25 | 30 | 30 | 30 | SAMMY KERSHAW/Love Of My Life |
| 25 | 25 | 30 | 30 | 30 | LORRIE MORGAN/One Of Those... |
| - | - | - | - | - | 15 25 30 COLLIN RAYE/Little Red Rodeo |
| 25 | 25 | 30 | 30 | 30 | LEANN RIMES/On The Side Of... |
| 25 | 25 | 30 | 30 | 30 | DIAMOND RIO/Imagine That |
| 5 | 5 | 20 | 20 | 20 | WADE HAYES/The Day That She... |
| - | - | - | - | - | 5 5 20 KINLEYS/Just Between You... |
| - | - | - | - | - | 5 5 20 LONESTAR/Say When |
| 15 | 25 | 20 | 20 | 20 | NEAL MCCOY/If You Can't Be... |
| - | - | - | - | - | 15 25 20 GEORGE STRAIT/Round About Way |
| - | - | - | - | - | 15 25 20 LORRIE MORGAN/One Of Those... |
| - | - | - | - | - | 10 10 10 SHANIA TWAIN/You're Still The One |
| 10 | 10 | 10 | 10 | 10 | GARTH BROOKS/Longneck Bottle |
| 10 | 10 | 10 | 10 | 10 | TRACY BYRD/Don't Love Make... |
| 25 | 25 | 10 | 10 | 10 | TY HERNDON/Have To Surrender |
| 25 | 10 | 10 | 10 | 10 | ALAN JACKSON/Between The Devil... |
| 10 | 10 | 10 | 10 | 10 | WYNNONA/When Love Starts... |
| 25 | 25 | 10 | 10 | 10 | TOBY KEITH/It's So Happy... |
| 10 | 10 | 10 | 10 | 10 | KINLEYS/Please |
| 10 | 10 | 10 | 10 | 10 | LONESTAR/Come Cryin' To Me |
| 25 | 25 | 10 | 10 | 10 | JOHN M. MONTGOMERY/Angel In My Eyes |
| 10 | 10 | 10 | 10 | 10 | TIM MCGRAW/Everywhere |
| 10 | 10 | 10 | 10 | 10 | TIM MCGRAW W/F HILL/It's Your Love |
| 35 | 35 | 40 | 40 | 40 | MICHAEL PETERSON/From Here To... |
| 10 | 10 | 10 | 10 | 10 | KEVIN SHARP/If You Love Somebody |
| 10 | 10 | 10 | 10 | 10 | PAM TILLIS/Land Of The Living |
| 10 | 10 | 10 | 10 | 10 | SHANIA TWAIN/Love Gets Me... |
| - | - | - | - | - | 5 5 5 ALAN JACKSON/A House With No... |
| - | - | - | - | - | 5 5 5 DAVID KERSH/If I Never Stop... |
| 5 | 5 | 5 | 5 | 5 | MILA MASON/Closer To Heaven |

COUNTRY 92.5 WXTU MARKET #5
WXTU/Philadelphia (610) 667-9000 Johnson/Rader

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--|
| 24 | 24 | 24 | 32 | 32 | SHANIA TWAIN/Don't Be Stupid... |
| 24 | 24 | 24 | 32 | 32 | LEANN RIMES/On The Side Of... |
| 24 | 24 | 32 | 32 | 32 | TRACE ADKINS/The Rest Of Mine |
| 17 | 24 | 32 | 32 | 32 | LILA MCCANNI/Wanna Fall In Love |
| 32 | 32 | 32 | 32 | 32 | JOHN M. MONTGOMERY/Angel In My Eyes |
| 32 | 32 | 32 | 32 | 32 | DIAMOND RIO/Imagine That |
| 24 | 32 | 32 | 32 | 32 | JOHN M. MONTGOMERY/Angel In My Eyes |
| 32 | 32 | 32 | 32 | 32 | BROOKS & DUNN/He's Got You |
| 24 | 32 | 32 | 32 | 32 | TIM MCGRAW/Just To See You... |
| 17 | 17 | 24 | 24 | 24 | KENNY CHESNEY/A Chance |
| 17 | 17 | 24 | 24 | 24 | GEORGE STRAIT/Round About Way |
| 17 | 17 | 24 | 24 | 24 | LEE ANN WOMACK/You've Got To... |
| 17 | 17 | 24 | 24 | 24 | GARTH BROOKS/She's Gonna Make It |
| 17 | 17 | 24 | 24 | 24 | COCHRAN & WARINER/What If I Said |
| 24 | 24 | 24 | 24 | 24 | KINLEYS/Just Between You... |
| 32 | 32 | 32 | 32 | 32 | TOBY KEITH/It's So Happy... |
| - | - | - | - | - | 17 17 17 ALAN JACKSON/A House With No... |
| - | - | - | - | - | 17 17 17 WYNNONA/Come Some Rainy Day |
| - | - | - | - | - | 17 17 17 TRISHA YEARWOOD/Perfect Love |
| 17 | 17 | 17 | 17 | 17 | LORRIE MORGAN/One Of Those... |
| 7 | 17 | 17 | 17 | 17 | COLLIN RAYE/Little Red Rodeo |
| 17 | 17 | 17 | 17 | 17 | BRYAN WHITE/One Small Miracle |
| - | - | - | - | - | 17 17 17 CLINT BLACK/Nothin' But... |
| - | - | - | - | - | 17 17 17 MCBRIDE W/BRICKMAN/Valentine |
| 17 | 17 | 17 | 17 | 17 | YACROWOOD & BROOKS/In Another's Eyes |
| 17 | 17 | 17 | 17 | 17 | BROOKS & DUNN/Honky Tonk Truth |
| 17 | 17 | 17 | 17 | 17 | MARTINA MCBRIDE/A Broken Wing |
| 32 | 32 | 17 | 17 | 17 | MICHAEL PETERSON/From Here To... |
| 32 | 32 | 17 | 17 | 17 | ALAN JACKSON/Between The Devil... |
| 17 | 17 | 17 | 17 | 17 | MARK CHESNUTT/Thank God For... |
| 17 | 17 | 17 | 17 | 17 | TIM MCGRAW/Everywhere |
| 17 | 17 | 17 | 17 | 17 | CLINT BLACK/Something That We Do |
| 32 | 17 | 17 | 17 | 17 | PAM TILLIS/Land Of The Living |
| 32 | 17 | 17 | 17 | 17 | SHANIA TWAIN/Love Gets Me... |
| 7 | 7 | 7 | 7 | 7 | WADE HAYES/The Day That She... |
| 7 | 7 | 7 | 7 | 7 | DARYLE SINGLETARY/The Note |
| 7 | 7 | 7 | 7 | 7 | TRAVIS TRITT/Still In Love... |
| 7 | 7 | 7 | 7 | 7 | CHELY WRIGHT/Just Another... |
| 7 | 7 | 7 | 7 | 7 | DIXIE CHICKS/I Can Love You... |
| 7 | 7 | 7 | 7 | 7 | MARK CHESNUTT/It's Not Over |

KPLX 99.5 MARKET #6
KPLX/Dallas (214) 526-2400 Rivers/Whitney

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|----------------------------------|
| 45 | 40 | 40 | 40 | 40 | TIM MCGRAW/Just To See You... |
| 45 | 40 | 40 | 40 | 40 | SAMMY KERSHAW/Love Of My Life |
| 45 | 40 | 40 | 40 | 40 | LILA MCCANNI/Wanna Fall In Love |
| 28 | 40 | 40 | 40 | 40 | DAVID KERSH/If I Never Stop... |
| 28 | 25 | 40 | 40 | 40 | COCHRAN & WARINER/What If I Said |
| 28 | 25 | 40 | 40 | 40 | LEE ANN WOMACK/You've Got To... |
| 28 | 25 | 40 | 40 | 40 | DARYLE SINGLETARY/The Note |
| 28 | 25 | 40 | 40 | 40 | SHANIA TWAIN/Don't Be Stupid... |
| 28 | 40 | 40 | 40 | 40 | DIXIE CHICKS/I Can Love You... |
| 28 | 40 | 40 | 40 | 40 | DIAMOND RIO/Imagine That |
| 28 | 25 | 40 | 40 | 40 | WADE HAYES/The Day That She... |
| 28 | 25 | 40 | 40 | 40 | KINLEYS/Just Between You... |
| 28 | 25 | 40 | 40 | 40 | MARK CHESNUTT/It's Not Over |
| 28 | 25 | 40 | 40 | 40 | NEAL MCCOY/If You Can't Be... |
| 28 | 25 | 40 | 40 | 40 | KENNY CHESNEY/A Chance |
| 12 | 25 | 40 | 40 | 40 | GARTH BROOKS/She's Gonna Make It |
| 28 | 25 | 40 | 40 | 40 | GEORGE STRAIT/Round About Way |
| 15 | 25 | 40 | 40 | 40 | COLLIN RAYE/Little Red Rodeo |
| 15 | 25 | 40 | 40 | 40 | WYNNONA/Come Some Rainy Day |
| 15 | 25 | 40 | 40 | 40 | CHELY WRIGHT/Just Another... |
| 15 | 25 | 40 | | | |

COUNTRY PLAYLISTS

January 30, 1998 R&R • 81

FIND COMPLETE PLAYLISTS FOR ALL COUNTRY REPORTERS ON R&R ONLINE

MARKET #12
WYAY/Atlanta
(770) 955-0106
McGinley/Mitchell/Gray

WYAY/Atlanta
(770) 955-0106
McGinley/Mitchell/Gray

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-------------------------------------|
| 42 | 42 | 42 | 42 | 42 | SAMMY KERSHAW/Love Of My Life |
| 42 | 42 | 42 | 42 | 42 | LEANN RIMES/Dn The Side Of |
| 42 | 42 | 42 | 42 | 42 | DIAMOND RIO/Imagine That |
| 42 | 42 | 42 | 42 | 42 | TIM MCGRAW/Just To See You |
| 42 | 42 | 42 | 42 | 42 | CDCHRAN & WARINER/What If I Said |
| 42 | 42 | 42 | 42 | 42 | SHANIA TWAIN/Don't Be Stupid... |
| 42 | 42 | 42 | 42 | 42 | LILA MCCANNI/Wanna Fall In Love |
| 42 | 42 | 42 | 42 | 42 | LEE ANN WOMACK/You've Got To... |
| 38 | 38 | 38 | 38 | 38 | KENNY CHESNEY/A Chance |
| 38 | 38 | 38 | 38 | 38 | LORRIE MORGAN/One Of Those... |
| 27 | 38 | 38 | 38 | 38 | GEORGE STRAIT/Round About Way |
| 38 | 38 | 38 | 38 | 38 | BRYAN WHITE/One Small Miracle |
| 38 | 38 | 38 | 38 | 38 | DIXIE CHICKS/Can Love You... |
| 27 | 38 | 38 | 38 | 38 | GARTH BROOKS/She's Gonna Make It |
| 38 | 38 | 38 | 38 | 38 | NEAL MCCOY/If You Can't Be... |
| 38 | 38 | 38 | 38 | 38 | TRAVIS TRITT/Still In Love... |
| 38 | 38 | 38 | 38 | 38 | WYNONNA/Come Some Rainy Day |
| 27 | 38 | 38 | 38 | 38 | COLLIN RAYE/Little Red Rodeo |
| 27 | 27 | 38 | 38 | 38 | DAVID KERSH/If I Never Stop... |
| 27 | 27 | 38 | 38 | 38 | CLINT BLACK/Nothin' But... |
| 27 | 27 | 27 | 38 | 38 | CHELY WRIGHT/Just Another... |
| 27 | 27 | 27 | 27 | 38 | KRIS TYLER/What A Woman Knows |
| 27 | 27 | 27 | 27 | 27 | MILA MASON/Closer To Heaven |
| 27 | 27 | 27 | 27 | 27 | WADE HAYES/The Day That She... |
| 27 | 27 | 27 | 27 | 27 | CLAY WALKER/Then What |
| 27 | 27 | 27 | 27 | 27 | DAVID LEE MURPHY/Just Don't Wait... |
| 27 | 27 | 27 | 27 | 27 | KINLEYS/Just Between You... |
| 27 | 27 | 27 | 27 | 27 | KEVIN SHARP/There's Only You |
| 27 | 27 | 27 | 27 | 27 | MINDY MCCREARY/You'll Never Know |
| 27 | 27 | 27 | 27 | 27 | TRISHA YEARWOOD/Perfect Love |
| 27 | 27 | 27 | 27 | 27 | TRACE ADKINS/Lonely Won't... |
| 27 | 27 | 27 | 27 | 27 | JO DEE MESSINA/Bye, Bye |
| 27 | 27 | 27 | 27 | 27 | RIVER ROAD/Somebody Will |
| 27 | 27 | 27 | 27 | 27 | MCBRIDE W/BRICKMAN/Valentine |
| 27 | 27 | 27 | 27 | 27 | ALAN JACKSON/A House With No... |
| 27 | 27 | 27 | 27 | 27 | TOBY KEITH/Dream Walkin' |
| 42 | 16 | 16 | 16 | 16 | ALAN JACKSON/Between The Devil... |
| 42 | 16 | 16 | 16 | 16 | BROOKS & DUNN/He's Got You |
| 42 | 16 | 16 | 16 | 16 | JOHN M. MONTGOMERY/Angel In My Eyes |
| 16 | 16 | 16 | 16 | 16 | MARTINA MCBRIDE/A Broken Wing |

MARKET #13
KMPS/Seattle
(206) 443-9400
Richards/Thomas

KMPS/Seattle
(206) 443-9400
Richards/Thomas

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-------------------------------------|
| 28 | 41 | 41 | 41 | 41 | TIM MCGRAW/Just To See You... |
| 28 | 41 | 41 | 41 | 41 | SAMMY KERSHAW/Love Of My Life |
| 41 | 41 | 41 | 41 | 41 | JOHN M. MONTGOMERY/Angel In My Eyes |
| 41 | 41 | 41 | 41 | 41 | LEANN RIMES/Dn The Side Of |
| 41 | 41 | 41 | 41 | 41 | BROOKS & DUNN/He's Got You |
| 41 | 41 | 41 | 41 | 41 | MARTINA MCBRIDE/A Broken Wing |
| 28 | 28 | 41 | 41 | 41 | GARTH BROOKS/She's Gonna Make It |
| 28 | 28 | 41 | 41 | 41 | WYNONNA/Come Some Rainy Day |
| 16 | 28 | 41 | 41 | 41 | LILA MCCANNI/Wanna Fall In Love |
| 16 | 28 | 41 | 41 | 41 | GEORGE STRAIT/Round About Way |
| 28 | 28 | 28 | 41 | 41 | LEE ANN WOMACK/You've Got To... |
| 28 | 28 | 28 | 41 | 41 | LORRIE MORGAN/One Of Those... |
| 16 | 16 | 28 | 41 | 41 | COCHRAN & WARINER/What If I Said |
| 16 | 16 | 28 | 41 | 41 | BRYAN WHITE/One Small Miracle |
| 16 | 16 | 28 | 41 | 41 | SHANIA TWAIN/Don't Be Stupid... |
| 16 | 16 | 28 | 41 | 41 | DIAMOND RIO/Imagine That |
| 16 | 16 | 16 | 41 | 41 | ALAN JACKSON/A House With No... |
| 16 | 16 | 16 | 41 | 41 | COLLIN RAYE/Little Red Rodeo |
| 16 | 16 | 16 | 41 | 41 | CLINT BLACK/Nothin' But... |
| 16 | 16 | 16 | 41 | 41 | TRISHA YEARWOOD/Perfect Love |
| 16 | 16 | 16 | 41 | 41 | WADE HAYES/The Day That She... |
| 16 | 16 | 16 | 41 | 41 | TRACE ADKINS/Lonely Won't... |
| 16 | 16 | 16 | 41 | 41 | JO DEE MESSINA/Bye, Bye |
| 16 | 16 | 16 | 41 | 41 | MCBRIDE W/BRICKMAN/Valentine |
| 41 | 41 | 41 | 41 | 41 | KENNY CHESNEY/A Chance |
| 41 | 41 | 41 | 41 | 41 | ALAN JACKSON/Between The Devil... |
| 41 | 41 | 41 | 41 | 41 | TRACE ADKINS/The Rest Of Mine |
| 41 | 41 | 41 | 41 | 41 | MICHAEL PETERSON/From Here To... |
| 14 | 14 | 14 | 14 | 14 | WYNONNA/When Love Starts |
| 14 | 14 | 14 | 14 | 14 | GARTH BROOKS/Longneck Bottle |
| 14 | 14 | 14 | 14 | 14 | CLINT BLACK/Nothin' But... |
| 14 | 14 | 14 | 14 | 14 | BROOKS & DUNN/Honky Tonk Truck |
| 14 | 14 | 14 | 14 | 14 | LEE ANN WOMACK/The Fool |
| 14 | 14 | 14 | 14 | 14 | REBA MCKENTRE/If I'd Rather Ride... |
| 14 | 14 | 14 | 14 | 14 | ALAN JACKSON/There Goes |
| 14 | 14 | 14 | 14 | 14 | ALAN JACKSON/Who's Cheatin' Who |
| 14 | 14 | 14 | 14 | 14 | CHELY WRIGHT/Shut Up And Drive |
| 14 | 14 | 14 | 14 | 14 | GEORGE STRAIT/Today My World... |
| 14 | 14 | 14 | 14 | 14 | DEANA CARTER/How Do I Get There |
| 14 | 14 | 14 | 14 | 14 | DIAMOND RIO/How Your Love... |

MARKET #14
KEYE/Minneapolis
(612) 820-4200
Swedberg/Moon

KEYE/Minneapolis
(612) 820-4200
Swedberg/Moon

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 40 | 40 | 40 | 40 | 40 | BROOKS & DUNN/He's Got You |
| 40 | 40 | 40 | 40 | 40 | TIM MCGRAW/Just To See You... |
| 40 | 40 | 40 | 40 | 40 | CDCHRAN & WARINER/What If I Said |
| 40 | 40 | 40 | 40 | 40 | LILA MCCANNI/Wanna Fall In Love |
| 40 | 40 | 40 | 40 | 40 | RHETT AKINS/More Than Everything |
| 40 | 40 | 40 | 40 | 40 | DIAMOND RIO/Imagine That |
| 26 | 40 | 40 | 40 | 40 | SAMMY KERSHAW/Love Of My Life |
| 26 | 40 | 40 | 40 | 40 | LEE ANN WOMACK/You've Got To... |
| 26 | 26 | 40 | 40 | 40 | SHANIA TWAIN/You're Still The One |
| 26 | 26 | 40 | 40 | 40 | NEAL MCCOY/If You Can't Be... |
| 26 | 26 | 40 | 40 | 40 | KEVIN SHARP/There's Only You |
| 26 | 26 | 40 | 40 | 40 | GEORGE STRAIT/Round About Way |
| 26 | 26 | 40 | 40 | 40 | LORRIE MORGAN/One Of Those... |
| 40 | 40 | 40 | 40 | 40 | SHANIA TWAIN/Don't Be Stupid... |
| 26 | 26 | 40 | 40 | 40 | COLLIN RAYE/Little Red Rodeo |
| 26 | 26 | 40 | 40 | 40 | KINLEYS/Just Between You... |
| 18 | 26 | 40 | 40 | 40 | BLACKHAWK/Stepping Stones |
| 26 | 26 | 40 | 40 | 40 | GARTH BROOKS/She's Gonna Make It |
| 18 | 26 | 40 | 40 | 40 | CLINT BLACK/Nothin' But... |
| 18 | 26 | 40 | 40 | 40 | WYNONNA/Come Some Rainy Day |
| 18 | 18 | 40 | 40 | 40 | MICHAEL PETERSON/Too Good To Be True |
| 18 | 18 | 40 | 40 | 40 | TRISHA YEARWOOD/Perfect Love |
| 10 | 10 | 40 | 40 | 40 | KENNY CHESNEY/A Chance |
| 18 | 18 | 40 | 40 | 40 | MINDY MCCREARY/You'll Never Know |
| 18 | 18 | 40 | 40 | 40 | ALAN JACKSON/A House With No... |
| 10 | 10 | 40 | 40 | 40 | DIXIE CHICKS/Can Love You |
| 10 | 10 | 40 | 40 | 40 | MELODIE CRITTENDEN/Broken Road |
| 10 | 10 | 40 | 40 | 40 | JO DEE MESSINA/Bye, Bye |
| 10 | 10 | 40 | 40 | 40 | SONS OF THE DESERT/Leaving October |
| 18 | 26 | 40 | 40 | 40 | TOBY KEITH/Dream Walkin' |
| 18 | 26 | 40 | 40 | 40 | PATTY LOVELESS/To Have You Back... |
| 10 | 10 | 40 | 40 | 40 | MARK CHESNUTT/It's Not Over |
| 10 | 10 | 40 | 40 | 40 | WADE HAYES/The Day That She... |
| 10 | 10 | 40 | 40 | 40 | RIVER ROAD/Somebody Will |
| 10 | 10 | 40 | 40 | 40 | JOHN ANDERSON/Takin' The Country |
| 18 | 26 | 40 | 40 | 40 | DARYLE SINGLETARY/The Note |
| 26 | 18 | 40 | 40 | 40 | BRYAN WHITE/One Small Miracle |
| 18 | 18 | 40 | 40 | 40 | CHELY WRIGHT/Just Another... |
| 10 | 10 | 40 | 40 | 40 | TRACE ADKINS/Lonely Won't... |

MARKET #15
KSON/San Diego
(619) 291-9797
Shepard/Barnes

KSON/San Diego
(619) 291-9797
Shepard/Barnes

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-------------------------------------|
| 31 | 31 | 31 | 31 | 31 | SAMMY KERSHAW/Love Of My Life |
| 31 | 31 | 31 | 31 | 31 | LDNESTAR/You Walked In |
| 31 | 31 | 31 | 31 | 31 | TIM MCGRAW/Just To See You... |
| 31 | 31 | 31 | 31 | 31 | BROOKS & DUNN/He's Got You |
| 20 | 31 | 31 | 31 | 31 | LEANN RIMES/Dn The Side Of |
| 20 | 31 | 31 | 31 | 31 | COCHRAN & WARINER/What If I Said |
| 20 | 20 | 31 | 31 | 31 | WADE HAYES/The Day That She... |
| 20 | 20 | 31 | 31 | 31 | LEE ANN WOMACK/You've Got To... |
| 20 | 20 | 31 | 31 | 31 | DIAMOND RIO/Imagine That |
| 20 | 20 | 31 | 31 | 31 | SHANIA TWAIN/Don't Be Stupid... |
| 20 | 20 | 31 | 31 | 31 | BRYAN WHITE/One Small Miracle |
| 20 | 20 | 31 | 31 | 31 | DIXIE CHICKS/Can Love You... |
| 20 | 20 | 31 | 31 | 31 | WYNONNA/Come Some Rainy Day |
| 20 | 20 | 31 | 31 | 31 | LORRIE MORGAN/One Of Those... |
| 20 | 20 | 31 | 31 | 31 | GEORGE STRAIT/Round About Way |
| 12 | 20 | 31 | 31 | 31 | LILA MCCANNI/Wanna Fall In Love |
| 12 | 20 | 31 | 31 | 31 | COLLIN RAYE/Little Red Rodeo |
| 12 | 20 | 31 | 31 | 31 | CLINT BLACK/Nothin' But... |
| 12 | 20 | 31 | 31 | 31 | KINLEYS/Just Between You... |
| 12 | 12 | 31 | 31 | 31 | GARTH BROOKS/She's Gonna Make It |
| 12 | 12 | 31 | 31 | 31 | MARK CHESNUTT/It's Not Over |
| 12 | 12 | 31 | 31 | 31 | ALAN JACKSON/A House With No... |
| 12 | 12 | 31 | 31 | 31 | TRISHA YEARWOOD/Perfect Love |
| 31 | 14 | 31 | 31 | 31 | GARTH BROOKS/Longneck Bottle |
| 31 | 14 | 31 | 31 | 31 | ALAN JACKSON/Between The Devil... |
| 31 | 14 | 31 | 31 | 31 | TOBY KEITH/I'm So Happy... |
| 14 | 14 | 31 | 31 | 31 | MARTINA MCBRIDE/A Broken Wing |
| 14 | 14 | 31 | 31 | 31 | TIM MCGRAW/Everywhere |
| 31 | 31 | 31 | 31 | 31 | JOHN M. MONTGOMERY/Angel In My Eyes |
| 14 | 14 | 31 | 31 | 31 | MICHAEL PETERSON/From Here To |
| 14 | 14 | 31 | 31 | 31 | GEORGE STRAIT/Today My World... |
| 14 | 14 | 31 | 31 | 31 | SHANIA TWAIN/Love Gets Me... |
| 12 | 12 | 31 | 31 | 31 | DARYLE SINGLETARY/The Note |
| 12 | 12 | 31 | 31 | 31 | RIVER ROAD/Somebody Will |
| 12 | 12 | 31 | 31 | 31 | MINDY MCCREARY/You'll Never Know |
| 12 | 12 | 31 | 31 | 31 | MILA MASON/Closer To Heaven |
| 12 | 12 | 31 | 31 | 31 | SONS OF THE DESERT/Leaving October |
| 12 | 12 | 31 | 31 | 31 | TRACE ADKINS/Lonely Won't... |
| 12 | 12 | 31 | 31 | 31 | NEAL MCCOY/If You Can't Be... |
| 12 | 12 | 31 | 31 | 31 | TOBY KEITH/Dream Walkin' |

MARKET #16
WMJC/Long Island
(516) 423-6740
Asker/Alexander

WMJC/Long Island
(516) 423-6740
Asker/Alexander

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-------------------------------------|
| 38 | 38 | 38 | 38 | 38 | LEANN RIMES/Dn The Side Of |
| 38 | 38 | 38 | 38 | 38 | JOHN M. MONTGOMERY/Angel In My Eyes |
| 38 | 38 | 38 | 38 | 38 | TIM MCGRAW/Just To See You... |
| 38 | 38 | 38 | 38 | 38 | BROOKS & DUNN/He's Got You |
| 22 | 38 | 38 | 38 | 38 | LILA MCCANNI/Wanna Fall In Love |
| 22 | 38 | 38 | 38 | 38 | SAMMY KERSHAW/Love Of My Life |
| 22 | 38 | 38 | 38 | 38 | SHANIA TWAIN/Don't Be Stupid... |
| 22 | 38 | 38 | 38 | 38 | DIAMOND RIO/Imagine That |
| 22 | 22 | 38 | 38 | 38 | COCHRAN & WARINER/What If I Said |
| 22 | 22 | 38 | 38 | 38 | KENNY CHESNEY/A Chance |
| 22 | 22 | 38 | 38 | 38 | NEAL MCCOY/If You Can't Be... |
| 22 | 22 | 38 | 38 | 38 | BRYAN WHITE/One Small Miracle |
| 22 | 22 | 38 | 38 | 38 | LEE ANN WOMACK/You've Got To... |
| 22 | 22 | 38 | 38 | 38 | WYNONNA/Come Some Rainy Day |
| 22 | 22 | 38 | 38 | 38 | LORRIE MORGAN/One Of Those... |
| 22 | 22 | 38 | 38 | 38 | COLLIN RAYE/Little Red Rodeo |
| 22 | 22 | 38 | 38 | 38 | KINLEYS/Just Between You... |
| 15 | 22 | 38 | 38 | 38 | CLINT BLACK/Nothin' But... |
| 15 | 22 | 38 | 38 | 38 | CLAY WALKER/Then What |
| 15 | 22 | 38 | 38 | 38 | GARTH BROOKS/She's Gonna Make It |
| 15 | 22 | 38 | 38 | 38 | GEORGE STRAIT/Round About Way |
| 15 | 15 | 38 | 38 | 38 | TRISHA YEARWOOD/Perfect Love |
| 15 | 15 | 38 | 38 | 38 | DIXIE CHICKS/Can Love You... |
| 15 | 15 | 38 | 38 | 38 | MARTINA MCBRIDE/A Broken Wing |
| 15 | 15 | 38 | 38 | 38 | CHELY WRIGHT/Just Another... |
| 15 | 15 | 38 | 38 | 38 | WADE HAYES/The Day That She... |
| 15 | 15 | 38 | 38 | 38 | DAVID KERSH/If I Never Stop... |
| 15 | 15 | 38 | 38 | 38 | DAVID LEE MURPHY/Just Don't Wait... |
| 15 | 15 | 38 | 38 | 38 | MARK CHESNUTT/It's Not Over |
| 15 | 15 | 38 | 38 | 38 | MILA MASON/Closer To Heaven |
| 15 | 15 | 38 | 38 | 38 | MINDY MCCREARY/You'll Never Know |
| 7 | 15 | 38 | 38 | 38 | JO DEE MESSINA/Bye, Bye |
| 15 | 15 | 38 | 38 | 38 | TRACE ADKINS/Lonely Won't... |
| 15 | 15 | 38 | 38 | 38 | ALAN JACKSON/A House With No... |
| 15 | 15 | 38 | 38 | 38 | TRAVIS TRITT/Still In Love... |
| 38 | 38 | 38 | 38 | 38 | ALAN JACKSON/Between The Devil... |
| 38 | 38 | 38 | 38 | 38 | TRACE ADKINS/The Rest Of Mine |
| 38 | 38 | 38 | 38 | 38 | MARTINA MCBRIDE/A Broken Wing |
| 38 | 38 | 38 | 38 | 38 | TRACE ADKINS/The Rest Of Mine |
| 38 | 38 | 38 | 38 | 38 | PAM TILLIS/Land Of The Living |

MARKET #17
KMLE/Phoenix
(602) 264-0108
Garrison/Allen

KMLE/Phoenix
(602) 264-0108
Garrison/Allen

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|------|---------------------------------|
| 30 | 30 | 30 | 30 | 30 | LILA MCCANNI/Wanna Fall In Love |
| 30 | 30 | 30 | 30 | 30 | KENNY CHESNEY/A Chance |
| 43 | 30 | 30 | 30 | 30 | TIM MCGRAW/Just To See You... |
| 43 | 30 | 30 | 30 | 30 | SAMMY KERSHAW/Love Of My Life |
| 30 | 30 | 30 | 30 | 30 | NEAL MCCOY/If You Can't Be... |
| 26 | 30 | 30 | 30 | 30 | KINLEYS/Just Between You... |
| 30 | 30 | 30 | 30 | 30 | LORRIE MORGAN/One Of Those... |
| 30 | 30 | 30 | 30 | 30 | LEE ANN WOMACK/You've Got To... |
| 26 | 30 | 30 | 30 | 30 | KRIS TYLER/What A Woman Knows |
| 26 | 30 | 30 | 30 | 30 | WADE HAYES/The Day That She... |
| 26 | 30 | 30 | 30 | 30</ | |

COUNTRY PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL COUNTRY REPORTERS ON R&R ONLINE

MARKET #24
KWJW/Portland, OR
(503) 228-4393
Mitchell/McCrae

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|----------------------------------|
| 38 | 38 | 38 | 38 | 50 | SAMMY KERSHAW/Love Of My Life |
| 25 | 25 | 25 | 38 | | TIM MCGRAW/Just To See You... |
| 25 | 38 | 38 | 38 | | LEANN RIMES/On The Side Of... |
| 50 | 38 | 38 | 38 | | DIAMOND RIO/Imagine That |
| 38 | 38 | 38 | 38 | | TOBY KEITH/I'm So Happy... |
| 38 | 38 | 38 | 38 | | LILA MCCANNI/Wanna Fall In Love |
| 38 | 45 | 45 | 38 | | BROOKS & DUNN/He's Got You |
| 25 | 25 | 25 | 38 | | NEAL MCCOY/If You Can't Be... |
| 25 | 25 | 25 | 38 | | SHANIA TWAIN/Don't Be Stupid... |
| 38 | 38 | 38 | 38 | | COCHRAN & WARINER/What If I Said |
| 5 | 25 | 25 | 25 | | LORRIE MORGAN/One Of Those... |
| 25 | 25 | 25 | 38 | | COCHRAN & WARINER/What If I Said |
| 25 | 25 | 25 | 25 | | LEE ANN WOMACK/You've Got To... |
| 25 | 25 | 25 | 25 | | GEORGE STRAIT/Today My World... |
| 25 | 25 | 25 | 25 | | DIXIE CHICKS/Can Love You... |
| 25 | 25 | 25 | 25 | | GEORGE STRAIT/Round About Way |
| 18 | 18 | 18 | 18 | | GARTH BROOKS/She's Gonna Make It |
| 18 | 18 | 18 | 18 | | COLLIN RAYE/Little Red Rodeo |
| 18 | 18 | 18 | 18 | | KENNY CHESNEY/A Chance |
| 5 | 18 | 18 | 18 | | CLINT BLACK/Nothin' But... |
| 38 | 38 | 38 | 38 | | DIAMOND RIO/Imagine That |
| 38 | 38 | 38 | 38 | | LEONESTAR/You Walked In |
| 10 | 18 | 18 | 18 | | WADE HAYES/The Day That She... |
| 5 | 18 | 18 | 18 | | KINLEYS/Just Between You... |
| 5 | 18 | 18 | 18 | | DAVID KERSH/If I Never Stop... |
| 5 | 18 | 18 | 18 | | TRISHA YEARWOOD/Perfect Love |
| 18 | 18 | 18 | 18 | | ALAN JACKSON/A House With No... |
| 5 | 5 | 5 | 5 | | WYNNONNA/Come Some Rainy Day |
| 18 | 18 | 18 | 18 | | TRACY BYRD/I'm From The Country |
| 18 | 18 | 18 | 18 | | BLAKE & BRIAN/The Wish |
| 25 | 25 | 25 | 25 | | REBA MCKENTIRE/What If I Said |
| 5 | 5 | 5 | 5 | | BRYAN WHITE/One Small Miracle |
| 5 | 5 | 5 | 5 | | DARLYE SINGLETARY/The Note |
| 5 | 5 | 5 | 5 | | MILA MASON/Closer To Heaven |
| 5 | 5 | 5 | 5 | | TRACE ADKINS/Lonely Won't... |
| 5 | 5 | 5 | 5 | | SHERRIE AUSTIN/Put Your Heart... |
| 5 | 5 | 5 | 5 | | MELLODIE CRITTENDEN/Broken Road |
| 5 | 5 | 5 | 5 | | J.C. JONES/One Night |
| 5 | 5 | 5 | 5 | | CHELY WRIGHT/Just Another... |
| 5 | 5 | 5 | 5 | | JASON SELLERS/That Does It |

MARKET #25
WUBE/Cincinnati
(513) 721-1050
Closson/Hamilton

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 35 | 35 | 35 | 35 | 35 | TIM MCGRAW/Just To See You... |
| 35 | 35 | 35 | 35 | 35 | MARTINA MCBRIDE/A Broken Wing |
| 35 | 35 | 35 | 35 | 35 | ALAN JACKSON/Between The Devil... |
| 25 | 25 | 25 | 25 | 35 | DIAMOND RIO/Imagine That |
| 25 | 25 | 25 | 25 | 35 | LEANN RIMES/On The Side Of... |
| 25 | 25 | 25 | 25 | 35 | SAMMY KERSHAW/Love Of My Life |
| 35 | 35 | 35 | 35 | 35 | BROOKS & DUNN/He's Got You |
| 35 | 35 | 35 | 35 | 35 | LEE ANN WOMACK/You've Got To... |
| 25 | 25 | 25 | 25 | 35 | JOHN M. MONTGOMERY/Angel In My Eyes |
| 18 | 25 | 25 | 25 | 35 | COCHRAN & WARINER/What If I Said |
| 18 | 18 | 18 | 18 | 25 | BRYAN WHITE/One Small Miracle |
| 18 | 18 | 18 | 18 | 25 | COLLIN RAYE/Little Red Rodeo |
| 25 | 25 | 25 | 25 | 25 | GARTH BROOKS/Longneck Bottle |
| 25 | 25 | 25 | 25 | 25 | GEORGE STRAIT/Round About Way |
| 25 | 25 | 25 | 25 | 25 | SHANIA TWAIN/You're Still The One |
| 25 | 25 | 25 | 25 | 25 | PAM TILLIS/Land Of The Living |
| 18 | 18 | 18 | 18 | 25 | KENNY CHESNEY/A Chance |
| 18 | 18 | 18 | 18 | 25 | LILA MCCANNI/Wanna Fall In Love |
| 25 | 25 | 25 | 25 | 25 | GARTH BROOKS/She's Gonna Make It |
| 25 | 25 | 25 | 25 | 25 | GEORGE STRAIT/Today My World |
| 25 | 25 | 25 | 25 | 25 | SHANIA TWAIN/Don't Be Stupid... |
| 35 | 35 | 35 | 35 | 25 | TOBY KEITH/I'm So Happy... |
| 18 | 18 | 18 | 18 | 18 | MARK CHESNUTT/It's Not Over |
| 18 | 18 | 18 | 18 | 18 | CLAY WALKER/Then What |
| 5 | 18 | 18 | 18 | 18 | DIXIE CHICKS/Can Love You... |
| 25 | 18 | 18 | 18 | 18 | CLINT BLACK/Nothin' But We Do |
| 18 | 18 | 18 | 18 | 18 | TRISHA YEARWOOD/Perfect Love |
| 18 | 18 | 18 | 18 | 18 | KINLEYS/Just Between You... |
| 18 | 18 | 18 | 18 | 18 | TOBY KEITH/Dream Walkin' |
| 18 | 18 | 18 | 18 | 18 | NEAL MCCOY/If You Can't Be... |
| 18 | 18 | 18 | 18 | 18 | LORRIE MORGAN/One Of Those... |
| 18 | 18 | 18 | 18 | 18 | MICHAEL PETERSON/From Here To... |
| 5 | 5 | 5 | 5 | 18 | DARLYE SINGLETARY/The Note |
| 18 | 18 | 18 | 18 | 18 | CLINT BLACK/Nothin' But... |
| 18 | 18 | 18 | 18 | 18 | WYNNONNA/Come Some Rainy Day |
| 13 | 13 | 13 | 13 | 13 | DIAMOND RIO/How Your Love... |
| 13 | 13 | 13 | 13 | 13 | TIM MCGRAW/W.F. HILL/It's Your Love |
| 13 | 13 | 13 | 13 | 13 | JOHN M. MONTGOMERY/How Was I To Know |
| 13 | 13 | 13 | 13 | 13 | TRISHA YEARWOOD/How Do I Live |

MARKET #26
KBEO/Kansas City
(816) 531-2535
Kennedy/McEntire

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-------------------------------------|
| 35 | 35 | 35 | 43 | 43 | PAUL BRANDT/A Little In Love |
| 35 | 35 | 43 | 43 | 43 | DIAMOND RIO/Imagine That |
| 35 | 35 | 43 | 43 | 43 | SAMMY KERSHAW/Love Of My Life |
| 28 | 28 | 28 | 28 | 43 | TIM MCGRAW/Just To See You... |
| 28 | 28 | 28 | 28 | 43 | LEE ANN WOMACK/You've Got To... |
| 28 | 28 | 28 | 28 | 43 | BROOKS & DUNN/He's Got You |
| 28 | 28 | 28 | 28 | 43 | KENNY CHESNEY/A Chance |
| 28 | 28 | 28 | 28 | 43 | COCHRAN & WARINER/What If I Said |
| 28 | 28 | 28 | 28 | 43 | RANCH/Walkin' The Country |
| 28 | 28 | 28 | 28 | 43 | KRIS TYLER/What A Woman Knows |
| 24 | 24 | 24 | 24 | 28 | CLINT BLACK/Nothin' But... |
| 28 | 28 | 28 | 28 | 28 | GARTH BROOKS/Longneck Bottle |
| 28 | 28 | 28 | 28 | 28 | DIXIE CHICKS/Can Love You... |
| 28 | 28 | 28 | 28 | 28 | WADE HAYES/The Day That She... |
| 24 | 24 | 24 | 24 | 28 | WYNNONNA/Come Some Rainy Day |
| 28 | 28 | 28 | 28 | 28 | DAVID KERSH/If I Never Stop... |
| 24 | 24 | 24 | 24 | 28 | KINLEYS/Just Between You... |
| 18 | 24 | 24 | 24 | 28 | TRACY LAWRENCE/Any Minute Now |
| 28 | 28 | 28 | 28 | 28 | DAVID LEE MURPHY/Just Don't Wait |
| 28 | 28 | 28 | 28 | 28 | MILA MASON/Closer To Heaven |
| 28 | 28 | 28 | 28 | 28 | NEAL MCCOY/If You Can't Be... |
| 28 | 28 | 28 | 28 | 28 | LORRIE MORGAN/One Of Those... |
| 28 | 28 | 28 | 28 | 28 | COLLIN RAYE/Little Red Rodeo |
| 24 | 24 | 24 | 24 | 28 | RIVER ROAD/Somewhere Will |
| 28 | 28 | 28 | 28 | 28 | JASON SELLERS/That Does It |
| 28 | 28 | 28 | 28 | 28 | KEVIN SHARP/There's Only You |
| 24 | 24 | 24 | 24 | 28 | GEORGE STRAIT/Round About Way |
| 28 | 28 | 28 | 28 | 28 | SHANIA TWAIN/Don't Be Stupid... |
| 28 | 28 | 28 | 28 | 28 | BRYAN WHITE/One Small Miracle |
| 28 | 28 | 28 | 28 | 28 | TRACE ADKINS/Lonely Won't... |
| 18 | 28 | 28 | 28 | 28 | JOHN ANDERSON/Takin' The Country |
| 18 | 24 | 24 | 24 | 28 | GARTH BROOKS/She's Gonna Make It |
| 18 | 24 | 24 | 24 | 28 | DEANA CARTER/Before We Ever... |
| 18 | 24 | 24 | 24 | 28 | CACTUS CHAIR/Step Right Up |
| 18 | 24 | 24 | 24 | 28 | CHRIS CUMMINGS/The Kind Of Heart... |
| 18 | 24 | 24 | 24 | 28 | SONS OF THE DESERT/Leaving October |
| 18 | 24 | 24 | 24 | 28 | JO DEE MESSINA/Bye, Bye |
| 18 | 24 | 24 | 24 | 28 | TRISHA YEARWOOD/Perfect Love |

MARKET #26
KFKF/Kansas City
(816) 753-4000
Carter/Stevens

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|----------------------------------|
| 25 | 25 | 25 | 25 | 35 | KENNY CHESNEY/A Chance |
| 25 | 25 | 25 | 25 | 35 | COCHRAN & WARINER/What If I Said |
| 25 | 25 | 25 | 25 | 35 | DIAMOND RIO/Imagine That |
| 25 | 25 | 25 | 25 | 35 | LILA MCCANNI/Wanna Fall In Love |
| 25 | 25 | 25 | 25 | 35 | LORRIE MORGAN/One Of Those... |
| 25 | 25 | 25 | 25 | 35 | WADE HAYES/The Day That She... |
| 25 | 25 | 25 | 25 | 35 | SHANIA TWAIN/Don't Be Stupid... |
| 35 | 35 | 35 | 35 | 35 | TIM MCGRAW/Just To See You... |
| 35 | 35 | 35 | 35 | 35 | LEANN RIMES/On The Side Of... |
| 25 | 25 | 25 | 25 | 35 | LEE ANN WOMACK/You've Got To... |
| 25 | 25 | 25 | 25 | 35 | BROOKS & DUNN/He's Got You |
| 35 | 35 | 35 | 35 | 35 | KENNY CHESNEY/A Chance |
| 35 | 35 | 35 | 35 | 35 | COCHRAN & WARINER/What If I Said |
| 35 | 35 | 35 | 35 | 35 | SAMMY KERSHAW/Love Of My Life |
| 15 | 15 | 15 | 15 | 25 | MINDY MCCREARY/You'll Never Know |
| 35 | 35 | 35 | 35 | 35 | BROOKS & DUNN/He's Got You |
| 15 | 15 | 15 | 15 | 25 | DIXIE CHICKS/Can Love You... |
| 25 | 25 | 25 | 25 | 25 | TRAVIS TRITTS/Still In Love... |
| 15 | 15 | 15 | 15 | 25 | CLAY WALKER/Then What |
| 15 | 15 | 15 | 15 | 25 | CLINT BLACK/Nothin' But... |
| 25 | 25 | 25 | 25 | 25 | NEAL MCCOY/If You Can't Be... |
| 15 | 15 | 15 | 15 | 25 | JO DEE MESSINA/Bye, Bye |
| 25 | 25 | 25 | 25 | 25 | DAVID KERSH/If I Never Stop... |
| 25 | 25 | 25 | 25 | 25 | COLLIN RAYE/Little Red Rodeo |
| 25 | 25 | 25 | 25 | 25 | WYNNONNA/Come Some Rainy Day |
| 25 | 25 | 25 | 25 | 25 | BRYAN WHITE/One Small Miracle |
| 25 | 25 | 25 | 25 | 25 | TRACE ADKINS/Lonely Won't... |
| 25 | 25 | 25 | 25 | 25 | CHELY WRIGHT/Just Another... |
| 25 | 25 | 25 | 25 | 25 | GARTH BROOKS/She's Gonna Make It |
| 25 | 25 | 25 | 25 | 25 | GEORGE STRAIT/Round About Way |
| 15 | 15 | 15 | 15 | 25 | KRIS TYLER/What A Woman Knows |
| 15 | 15 | 15 | 15 | 25 | DARLYE SINGLETARY/The Note |
| 15 | 15 | 15 | 15 | 25 | KINLEYS/Just Between You... |
| 15 | 15 | 15 | 15 | 25 | DAVID LEE MURPHY/Just Don't Wait |
| 15 | 15 | 15 | 15 | 25 | ALAN JACKSON/A House With No... |
| 15 | 15 | 15 | 15 | 25 | TRACE ADKINS/Lonely Won't... |
| 15 | 15 | 15 | 15 | 25 | TOBY KEITH/Dream Walkin' |
| 15 | 15 | 15 | 15 | 25 | MINDY MCCREARY/You'll Never Know |
| 15 | 15 | 15 | 15 | 25 | KINLEYS/Just Between You... |

MARKET #26
WDAF/Kansas City
(913) 677-8998
Cramer

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|----------------------------------|
| 28 | 28 | 28 | 28 | 28 | TIM MCGRAW/Just To See You... |
| 28 | 28 | 28 | 28 | 28 | BRYAN WHITE/One Small Miracle |
| 28 | 28 | 28 | 28 | 28 | LEANN RIMES/On The Side Of... |
| 20 | 28 | 28 | 28 | 28 | GEORGE STRAIT/Round About Way |
| 28 | 28 | 28 | 28 | 28 | SAMMY KERSHAW/Love Of My Life |
| 28 | 28 | 28 | 28 | 28 | DIAMOND RIO/Imagine That |
| 28 | 28 | 28 | 28 | 28 | LEE ANN WOMACK/You've Got To... |
| 20 | 28 | 28 | 28 | 28 | LILA MCCANNI/Wanna Fall In Love |
| 20 | 28 | 28 | 28 | 28 | KENNY CHESNEY/A Chance |
| 10 | 20 | 28 | 28 | 28 | COCHRAN & WARINER/What If I Said |
| 10 | 20 | 28 | 28 | 28 | LORRIE MORGAN/One Of Those... |
| - | - | 10 | 20 | 28 | GARTH BROOKS/She's Gonna Make It |
| 20 | 20 | 20 | 20 | 20 | CLINT BLACK/Nothin' But... |
| 20 | 20 | 20 | 20 | 20 | DARLYE SINGLETARY/The Note |
| 20 | 20 | 20 | 20 | 20 | WADE HAYES/The Day That She... |
| 20 | 20 | 20 | 20 | 20 | TRAVIS TRITTS/Still In Love... |
| 20 | 20 | 20 | 20 | 20 | NEAL MCCOY/If You Can't Be... |
| 10 | 20 | 20 | 20 | 20 | WYNNONNA/Come Some Rainy Day |
| 20 | 20 | 20 | 20 | 20 | CHELY WRIGHT/Just Another... |
| 20 | 20 | 20 | 20 | 20 | DAVID LEE MURPHY/Just Don't Wait |
| 20 | 20 | 20 | 20 | 20 | DAVID KERSH/If I Never Stop... |
| 20 | 20 | 20 | 20 | 20 | MARK CHESNUTT/It's Not Over |
| 10 | 10 | 10 | 10 | 10 | SHANIA TWAIN/Don't Be Stupid... |
| 10 | 10 | 10 | 10 | 10 | COLLIN RAYE/Little Red Rodeo |
| 10 | 10 | 10 | 10 | 10 | CLAY WALKER/Then What |
| 10 | 10 | 10 | 10 | 10 | SARA EVANS/Shame About That |
| 10 | 10 | 10 | 10 | 10 | ALAN JACKSON/A House With No... |
| - | - | - | - | 10 | ALAN JACKSON/A House With No... |
| - | - | - | - | 10 | TRISHA YEARWOOD/Perfect Love |
| - | - | - | - | 10 | TRACE ADKINS/Lonely Won't... |
| - | - | - | - | 10 | TOBY KEITH/Dream Walkin' |
| - | - | - | - | 10 | MINDY MCCREARY/You'll Never Know |
| - | - | - | - | 10 | KINLEYS/Just Between You... |

MARKET #27
KNCI/Sacramento
(916) 338-9200
Evans/Wood

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|----------------------------------|
| 35 | 35 | 35 | 35 | 35 | BROOKS & DUNN/He's Got You |
| 35 | 35 | 35 | 35 | 35 | TIM MCGRAW/Just To See You... |
| 25 | 25 | 25 | 25 | 35 | SAMMY KERSHAW/Love Of My Life |
| 25 | 25 | 25 | 25 | 35 | LILA MCCANNI/Wanna Fall In Love |
| 25 | 25 | 25 | 25 | 35 | DIAMOND RIO/Imagine That |
| 25 | 25 | 25 | 25 | 35 | COCHRAN & WARINER/What If I Said |
| 25 | 25 | 25 | 25 | 35 | SHANIA TWAIN/Don't Be Stupid... |
| 25 | 25 | 25 | 25 | 35 | LEANN RIMES/On The Side Of... |
| 25 | 25 | 25 | 25 | 35 | LEE ANN WOMACK/You've Got To... |
| 15 | 25 | 25 | 25 | 35 | KENNY CHESNEY/A Chance |
| 15 | 25 | 25 | 25 | 35 | LORRIE MORGAN/One Of Those... |
| 25 | 25 | 25 | 25 | 35 | CLINT BLACK/Nothin' But... |
| 25 | 25 | 25 | 25 | 35 | GEORGE STRAIT/Round About Way |
| 15 | 25 | 25 | 25 | 35 | BRYAN WHITE/One Small Miracle |
| 15 | 25 | 25 | 25 | 35 | COLLIN RAYE/Little Red Rodeo |
| 6 | 15 | 25 | 25 | 35 | ALAN JACKSON/A House With No... |
| 15 | 15 | 15 | 15 | 35 | TRAVIS TRITTS/Still In Love... |
| 15 | 15 | 15 | 15 | 35 | CLAY WALKER/Then What |
| 15 | 15 | 15 | 15 | 35 | GARTH BROOKS/She's Gonna Make It |
| 15 | 15 | 15 | 15 | 35 | MCBRIDE W/BRICKMAN/Valentine |
| 25 | 15 | 15 | 15 | 35 | KEVIN SHARP/There's Only You |
| 15 | 15 | 15 | 15 | 35 | NEAL MCCOY/If You Can't Be... |
| 15 | 15 | | | | |



MIKE KINOSHIAN

Using websites For Contest Registration

WLIT experiments with cyberspace entries

Technological advancements have propelled our industry to the point where contest players are registering to win via cyberspace. A recent WLIT/Chicago marketing effort, for example, highlighted the station's www.litefm.com website address as a way for listeners to participate in a major station contest.

Lite ACs WLIT and WLTW/New York, along with CHR/Pop outlets WXKS/Boston, KIIS/Los Angeles, and WHYI/Miami, were selected by 550 Music to participate in a promotion that sends listeners from each of those five cities to Melbourne, Australia for a Celine Dion concert. WLIT listeners could register to win the trip by faxing their name, address, and phone number, or by supplying that information after accessing the station's web address.

Internet response, especially on the first day, was huge, notes WLIT PD Mark Edwards. "Just like any other contest, it trailed off a bit after the first day, but I must admit, it's been much bigger than I expected."

Quick Turnaround

Promos began airing New Year's Day in all dayparts and ran through January 8. WLIT received approximately 700 Internet registrations and about 1000 by fax.

"We do many fax contests," Edwards points out. "Some last a few days, others about a week. Being Chicago's No. 1 at-work station means we have a lot of people with

Being able to tell listeners to go to our website to get all the information has helped a lot.
—Mark Edwards

easy access to fax machines. It's a good way to enter."

This was a quick-turnaround contest that had to be launched the first of the year, and Edwards purposefully wanted to limit registrations to the Net and fax. "We only had a week to do it because of paperwork and visas, and I didn't want to trust the postal service. The Internet is instant, and fax is pretty darn quick, too."

Contest logistics were very clean, and WLIT air personalities talked up the promotion whenever they played Celine Dion songs. "Especially since it was only going to be on for a week, it was pretty simple stuff," Edwards remarks. "In AC, you can't do the old Top 40 promos where they incorporate contest information into

identify with or something that's so much bigger than life that it becomes a fantasy prize. Giving away stuff just for the sake of giving it away doesn't help anybody."

Nearly 20 years ago, while work-



the legal ID, but we certainly gave it as high a profile as anything would get on the station.

"We put all the entries in a big box and announced the winner's name. That person had 30 minutes to call us back to win the trip. If they didn't call us within 30 minutes, we'd pick another name. Even Lite ACs must do the forced-listening concept."

While this wasn't the first time WLIT listeners have been able to qualify for a station giveaway by using e-mail, Edwards explains that past efforts drew limited entries. "This is a little bit different, because we now have our own website. Being able to tell listeners to go there to get all the information has helped a lot. By creating a form, we've made it very easy for people to enter. Chief Engineer Blain Webster and our ISP [Internet Service Provider] were able to quickly — and 'quickly' is the operative word here — put together some pages for this.

"I wrote the copy, and they added some graphics and other enhancements. We had them produced out of house just because we didn't have time to do it here. It probably cost us a few hundred bucks for the ISP to actually do the artwork."

Internet responses to the contest were pegged at about 65% female/35% male. These estimates very closely resemble WLIT's fall, 1997 audience composition figures of 68% women 18+ and 31% men 18+ (approximately 1% of the station's audience this fall was comprised of teens). Edwards comments, "When we launched the website about 18 months ago, these numbers would've surprised me, but they don't now. Many women have web access at work, or at home because their kids are on the Internet."

Picking Prizes

Contests certainly have their place on AC, but, Edwards advises, "The prize must make sense to our listeners. It has to be something they can

ing at WIBC/Indianapolis, Edwards was taught by consultant George Johns that the three most important prizes to listeners were cash, cash, and cash. "Unfortunately, this is 1998, and things are different," remarks Edwards. "Prizes that people can identify with and use are important. Lunch for the office still seems to be very popular."

The Dion trip, he opines, was a



Mark Edwards



Bob Hamilton

big prize. "Someone will get on a plane and go halfway around the world where it's nice and warm. It's good because it's a fantasy prize. Prizes that make your life easier are also very good."

Edwards was enthusiastic about WLIT being in the company of the other stations that were chosen to participate in the contest. "It's great that 550 Music sees that AC radio is instrumental in making Celine Dion the artist that she is and that they were able to get WLIT and [fellow Chancellor Media station] WLTW involved in the contest," he says. "Years ago, you wouldn't have thought of putting stations like ours in a group that included major CHRs

Giving away stuff just for the sake of giving it away doesn't help anybody.
—Mark Edwards

She Won't Be By Herself

The Internet has joined the fax machine as a way stations can market to their listeners. By using its www.litefm.com website address, WLIT/Chicago, for example, recently generated approximately 100 Internet entries a day for a week to win a Celine Dion concert trip for two to Australia.

Here's the text for the Brian James-voiced promo that WLIT began running January 1. Done over several of her signature songs, it concluded with a custom Dion tag.

Lite FM 93.9 presents a once-in-a-lifetime chance to see the one and only Celine Dion in Australia. We're sending one lucky Lite listener and a friend to see Celine Dion live in concert January 30 in Melbourne, Australia.

You can win round-trip airfare on Quantas Airways, hotel accommodations for five days and four nights, and great seats to a rare, live performance by the incomparable Celine Dion. There's just one catch — you must have a valid U.S. passport to win the trip.

If you do, get complete details by clicking on the Lite at www.litefm.com, or fax your name, home address, and daytime phone number to (312) 329-0267. Enter on our website, or fax by noon January 8. Then listen to the "Five at 5" Thursday afternoon. If we call your name, call us back within 30 minutes, and you're off to see Celine Dion in Australia.

Celine Dion live in concert in Australia. And only one station who can send you there [Dion's voice] Lite 93.9.

like Kiss/Boston.

"Some record companies understand that AC actually *does* sell records. An artist like Celine Dion gets billed on the adult side as well as on the Pop side."

Still, he's skeptical about the Internet's chances of overtaking the more traditional ways of registering contest participants. "The Internet's good because you can put out so much more information," he says, "but it will never replace the basic ways of getting involved in contests, like faxes or telephones.

"When the opportunity arises, we'll use the Internet as another way to have people enter. I can't spend time on the air reading contest rules, but I can put things like that on the Internet without cluttering my station."

The Incredible Shrinking Budgets

Another major-market programmer downplays station websites as a marketing tool for contest registration. "The website is a great sideline thing to have, but our major job is bringing people to the radio, making them enjoy what they're listening to, and getting them to listen longer," contends KIOI/San Francisco (K101) PD Bob Hamilton.

He concurs with Edwards that contest payoffs for AC listeners need to be exciting. "There has to be a listener benefit, and it should be lifestyle-related. If it's another ho-hum prize, it's not even worth doing.

"AC contests must relate to the audience. If it's fun to listen to and fun to participate in, it's even more of a plus. Paying someone's bills after the holidays obviously rings some chimes. The new VWs are coming out, and a prize like that might relate to your audience's lifestyle."

Database marketing is, of course, utilized by many ACs/Hot ACs. While Hamilton has done it elsewhere in his lengthy management and programming career, he notes, "It was fine at first, because it was new and exciting. Now, every Tom, Dick, and Harry calls you on the phone, and it's getting oversaturated. But if you construct the

The website is a great sideline thing to have, but our major job is bringing people to the radio, making them enjoy what they're listening to, and getting them to listen longer.
—Bob Hamilton

database marketing program correctly, it can work well for you.

"Unfortunately, with the conglomerates going the way they are, many of our budgets are shrinking. Every radio station is trying to use the amount of dollars that they have more effectively."

Summarizing K101's September through December "Take K101 To Work And Win" major marketing campaign, Hamilton recalls, "We concentrated on our core cume. We have great cume and wanted to make that quarter-hour cume listen longer. After calling to register, people got a K101 winning number. We announced numbers throughout the day, and people listened for their number. If we read a number, the person having that number had a certain amount of time to call to win cash. It worked very well for us.

"There are major periods when we do lifestyle weekend getaways for two. Those things are very relatable to the audience. Any promotion should be related to your target audience and what they're doing."

A television campaign is K101's next outside marketing effort. Says Hamilton, "We have a good, steady cume. I want to go out and introduce the station to people who haven't tried K101 lately, or to people who are inquisitive about what we do. We want to tell people who we are — every radio station should take time to do that."

| 3W | 2W | LW | TW | ARTIST TITLE LABEL(S) | TOTAL PLAYS | | | | STATIONS/ADDS |
|----------------|----|----|----|---|-------------|------|------|------|---------------|
| | | | | | TW | LW | 2W | 3W | |
| 6 | 2 | 1 | 1 | CELINE DION My Heart Will Go On (550 Music) | 2698 | 2015 | 2147 | 1693 | 107/1 |
| 2 | 1 | 2 | 2 | RICHARD MARX & DONNA LEWIS At The Beginning (Atlantic) | 2080 | 1788 | 2225 | 2172 | 99/0 |
| 3 | 4 | 3 | 3 | ELTON JOHN Something About... (Rocket/Island) | 1938 | 1699 | 2104 | 2071 | 95/0 |
| 1 | 3 | 4 | 4 | JIM BRICKMAN W/ASHTON & RAYE The Gift (Windham Hill) | 1894 | 1637 | 2141 | 2251 | 89/0 |
| 5 | 6 | 6 | 5 | PAULA COLE I Don't Want To Wait (Imago/WB) | 1752 | 1445 | 1757 | 1732 | 91/4 |
| 4 | 5 | 5 | 6 | MICHAEL BOLTON The Best Of Love (Columbia) | 1663 | 1491 | 1963 | 2016 | 88/0 |
| 11 | 9 | 7 | 7 | KENNY G Loving You (Arista) | 1599 | 1273 | 1400 | 1290 | 97/1 |
| 16 | 13 | 12 | 8 | VANESSA WILLIAMS Oh How The Years Go By (Mercury) | 1420 | 1021 | 1119 | 960 | 95/4 |
| 8 | 8 | 9 | 9 | LEANN RIMES How Do I Live (Curb) | 1343 | 1129 | 1413 | 1422 | 81/0 |
| 12 | 12 | 11 | 10 | BILLY JOEL Hey Girl (Columbia) | 1236 | 1036 | 1240 | 1187 | 75/0 |
| 17 | 14 | 14 | 11 | BRYAN ADAMS Back To You (A&M) | 1212 | 886 | 1047 | 841 | 74/3 |
| 7 | 7 | 8 | 12 | GARY BARLOW So Help Me Girl (Arista) | 1169 | 1197 | 1589 | 1665 | 77/0 |
| 9 | 10 | 10 | 13 | DARYL HALL & JOHN OATES Promise Ain't Enough (Push) | 1110 | 1040 | 1315 | 1417 | 69/0 |
| 10 | 11 | 13 | 14 | TONI BRAXTON W/KENNY G How Could An... (LaFace/Arista) | 1013 | 938 | 1279 | 1378 | 55/0 |
| BREAKER | | | 15 | SAVAGE GARDEN Truly Madly Deeply (Columbia) | 998 | 554 | 417 | 242 | 66/13 |
| BREAKER | | | 16 | BACKSTREET BOYS As Long As You Love Me (Jive) | 899 | 475 | 328 | 124 | 71/12 |
| 13 | 15 | 15 | 17 | BACKSTREET BOYS Quit Playing Games (With My Heart) (Jive) | 860 | 804 | 1022 | 1122 | 60/0 |
| 21 | 19 | 18 | 18 | BLESSID UNION Light In Your Eyes (Capitol) | 838 | 623 | 715 | 644 | 60/3 |
| — | — | 23 | 19 | JOHN TESH F/JAMES INGRAM Give Me Forever... (GTSP/Mercury) | 818 | 393 | 166 | — | 80/13 |
| 18 | 18 | 17 | 20 | BETH NIELSEN CHAPMAN Sand And Water (Reprise) | 756 | 656 | 827 | 814 | 54/1 |
| 14 | 16 | 16 | 21 | AMY GRANT Takes A Little Time (A&M) | 674 | 725 | 931 | 1062 | 46/0 |
| DEBUT | | | 22 | FLEETWOOD MAC Landslide (Reprise) | 523 | 140 | 15 | — | 52/20 |
| 23 | 22 | 24 | 23 | RAY VEGA Even More (BNA) | 511 | 373 | 388 | 341 | 50/1 |
| 27 | 27 | 26 | 24 | LISA LOEB I Do (Geffen) | 444 | 289 | 305 | 237 | 24/1 |
| 25 | 24 | 25 | 25 | KENNY LOGGINS Now That I Know Love (Columbia) | 395 | 310 | 332 | 290 | 30/1 |
| 28 | 28 | 27 | 26 | SAMANTHA COLE Without You (Universal) | 349 | 264 | 272 | 231 | 40/4 |
| — | — | 29 | 27 | SHANIA TWAIN You're Still The One (Mercury) | 347 | 169 | 112 | — | 40/8 |
| DEBUT | | | 28 | GARY BARLOW Superhero (Arista) | 336 | 93 | — | — | 50/21 |
| DEBUT | | | 29 | SARAH MCLACHLAN Sweet Surrender (Arista) | 209 | 85 | 44 | 7 | 20/5 |
| DEBUT | | | 30 | LOREENA MCKENITT The Mummers' Dance (Quinlan Road/WB) | 173 | 144 | 122 | 92 | 12/2 |

This chart reflects airplay from January 19-25. Songs ranked by total plays. Highlighted songs indicate Breaker. 108 AC reporters. 105 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent.
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NEW & ACTIVE

SPICE GIRLS Too Much (Virgin)

Total Stations: 14, Adds: 2, Plays: 164, WLIF 15 (6), WXKC 8, WALK 4 (3), WHUD 12, WRMF 9, WOOF 8 (3), WMXS 10 (2), WLHT 16 (5), WFMK 10 (10), WRWC 17, WQLR 17, KYMG 22 (23), KSSK 14, KJSN 2.

EDDIE MONEY Can You Fall In Love Again? (CMC)

Total Stations: 22, Adds: 8, Plays: 120, WRCH 5, WWLI 7 (5), WAFY 10 (5), WGSY 12 (12), WTCB 7 (6), WLRQ 5 (5), WDEF 3 (1), WOOF 6 (3), WAHR 4, WMXS 22 (22), KVIL 7, WFMK 10 (10), WGLM 7 (4), WRWC 5, KEFM 4, KELO 3, KWAV 3 (3).

B.E. TAYLOR Love You All Over Again (Chrishea)

Total Stations: 13, Adds: 3, Plays: 92, WWLI 7 (7), WSHH 3 (2), WKWK 40 (40), WAJI 5 (5), WFMK 10 (10), WGLM 7 (4), WRWC 8 (8), KEFM 7, KRNO 2, KWAV 3 (3).

DAKOTA MOON A Promise I Make (Elektra/EEG)

Total Stations: 22, Adds: 21, Plays: 72, WWLI 5, WLIF 6, WVAF 11, WTCB 3, WDEF 3, WMXS 4, KVIL 7, WFMK 10, WGLM 5, WRVF 6 (2), KELO 3, KYMG 7, KWAV 2.

DARYL HALL & JOHN OATES The Sky Is Falling (Push)

Total Stations: 15, Adds: 15, Plays: 37, WWLI 5, WLIF 5, WAFY 5, WMXS 3, WAJI 5, WFMK 10, KELO 4.

BARBRA STREISAND If I Could (Columbia)

Total Stations: 11, Adds: 10, Plays: 32, WLIF 5, WTVR 6, WROE 3, WFMK 10, KELO 8.

Songs ranked by total plays.
Station call letters followed by number of plays.

BREAKERS

SAVAGE GARDEN
Truly Madly Deeply (Columbia)

TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART
66/13 15

BACKSTREET BOYS
As Long As You Love Me (Jive)

TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART
899/424 71/12 16

MOST ADDED

| ARTIST TITLE LABEL(S) | ADDS |
|--|------|
| GARY BARLOW Superhero (Arista) | 21 |
| DAKOTA MOON A Promise I Make (Elektra/EEG) | 21 |
| FLEETWOOD MAC Landslide (Reprise) | 20 |
| DARYL HALL & JOHN OATES The Sky Is Falling (Push) | 15 |
| JOHN TESH F/JAMES INGRAM Give Me... (GTSP/Mercury) | 13 |
| SAVAGE GARDEN Truly Madly Deeply (Columbia) | 13 |
| BACKSTREET BOYS As Long As You Love Me (Jive) | 12 |
| BARBRA STREISAND If I Could (Columbia) | 10 |
| EDDIE MONEY Can You Fall In Love Again (CMC) | 8 |
| SHANIA TWAIN You're Still The One (Mercury) | 8 |

MOST INCREASED PLAYS

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|--|---------------------|
| CELINE DION My Heart Will Go On (550 Music) | +683 |
| SAVAGE GARDEN Truly Madly Deeply (Columbia) | +444 |
| JOHN TESH F/JAMES INGRAM Give Me... (GTSP/Mercury) | +425 |
| BACKSTREET BOYS As Long As You Love Me (Jive) | +424 |
| VANESSA WILLIAMS Oh How The Years... (Mercury) | +399 |
| FLEETWOOD MAC Landslide (Reprise) | +383 |
| BRYAN ADAMS Back To You (A&M) | +326 |
| KENNY G Loving You (Arista) | +326 |
| PAULA COLE I Don't Want To Wait (Imago/WB) | +307 |
| RICHARD MARX & DONNA LEWIS At The Beginning (Atlantic) | +292 |

HOTTEST RECURRENTS

| ARTIST TITLE LABEL(S) |
|--|
| BARBRA STREISAND * CELINE DION Tell Him (550 Music/Columbia) |
| JEWEL Foolish Games (Atlantic) |
| PAUL CARRACK Eyes Of Blue (Ark 21) |
| SHAWN COLVIN Sunny Came Home (Columbia) |
| SISTER HAZEL All For You (Universal) |
| FLEETWOOD MAC Silver Springs (Reprise) |
| JEWEL You Were Meant For Me (Atlantic) |
| SPICE GIRLS 2 Become 1 (Virgin) |
| MARIAH CAREY Butterfly (Columbia) |
| TONI BRAXTON Un-break My Heart (LaFace/Arista) |
| KENNY LOGGINS For The First Time (Columbia) |

Breakers: Songs registering 875 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.



AC: R&R : 21 to 16 BREAKER! Monitor 27* to 20*

Already on 71 stations with over 10 million listeners!

Callout America: Top 10 at 3.64

HOT A/C:

**R&R: 26 debut!
Monitor: 34***

Already on 34 stations!



"Give Me Forever (I Do)"

**Most Added
3 weeks in a row,
with 13 adds
this week!!**

The Brand New Single from
JOHN TESH

**#3
Most Increased Plays
with +425 spins!!**

Featuring the Vocals of
Multi-Grammy Winner James Ingram

From the album

Grand Passion

Top 20 in only 3 Weeks!!

AC Chart 19 Now with 80 reasons for you to say "I DO!"

"John Tesh's keyboards, and James Ingram's vocals are an excellent compliment to each other. The combination snaps right out of the radio and grabs the listener's attention!"

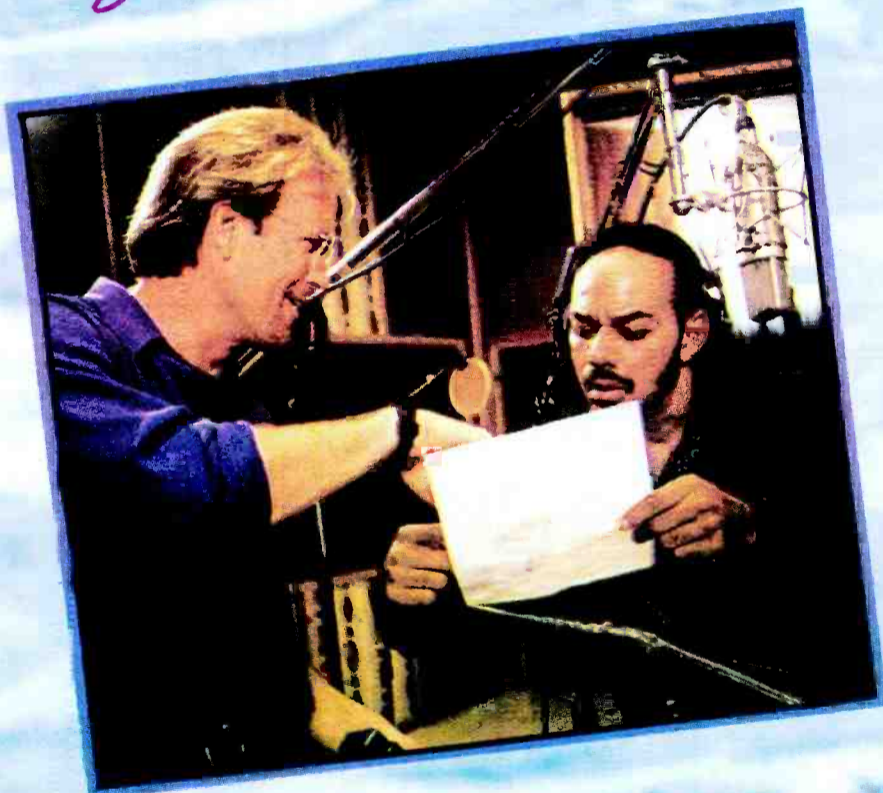
Don Kelley
WMJX - Boston

"Give Me Forever (I Do)" is THE "dedication" & love song of the year!! Every time we play it, the phones light up! Outstanding audience response!!"

David Joy
WPCH - Atlanta

"It looks and sounds like John Tesh has struck gold with "Give Me Forever (I Do)!" This song is definitely the springboard for John's becoming a major A/C hitmaker."

Johnny Scott
WLMG - New Orleans



**JUST LISTEN.....
TO THE MUSIC**

Contact: Scott Meyers
Director of National Promotion
PolyGram/GTSP
Toll Free: 888-54-TUNES

Visit the official website:
<http://www.tesh.com>

This week's adds:

KBIG, WBEB, WMJQ, KSNE, WEAT, KMGL, WMJJ,
WCRZ, KJSN, KGBX, WGNI, KDAT, KHLA

Early Believers:

| | | | | |
|------|------|------|------|------|
| WLIT | WMJX | WPCH | WLTE | KESZ |
| KEZK | WLIF | WSHH | KOSI | WDOK |
| KKCW | WRRM | KGBY | KBAY | WWLI |
| WFOG | WTPI | WMGF | WLMG | WRCH |
| WRVR | KKMJ | WVEZ | WTVR | WMIY |
| KSSK | WMGS | WLHT | KEFM | WJBR |
| WINK | KWAV | KISC | WTCB | KKLI |
| WLRQ | WAJI | WDEF | WSLQ | WBBQ |
| WFMK | WSRS | WAHR | KZST | WHBC |
| KRNO | WSWT | WFPG | WROE | WHUD |
| WMXS | WRWC | WLZW | WIKY | WXKC |
| WVAF | WGSY | WKYE | WQLR | KMAJ |
| WOOF | KSBL | WAFY | KELO | KATF |
| WKWK | WGLM | | | |



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AC PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL AC REPORTERS ON R&R ONLINE

106.7 Litefm MARKET #1
WLTW/New York (212) 258-7000 Ryan

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 18 | 20 | 20 | 18 | 18 | CELINE DION/My Heart Will Go On |
| 15 | 14 | 14 | 15 | 15 | LEANN RIMES/How Do I Live |
| 14 | 14 | 14 | 13 | 13 | MARX & LEWIS/At The Beginning |
| 14 | 14 | 14 | 13 | 13 | BACKSTREET BOYS/Quit Playing... |
| 14 | 14 | 14 | 13 | 13 | ELTON JOHN/Something About... |
| 14 | 14 | 14 | 13 | 13 | AMY GRANT/Takes A Little Time |
| 14 | 14 | 14 | 13 | 13 | GARY BARLOW/So Help Me Girl |
| 14 | 14 | 14 | 13 | 13 | BILLY JOEL/Hey Girl |
| 14 | 14 | 14 | 13 | 13 | MICHAEL BOLTON/The Best Of Love |
| 14 | 14 | 14 | 13 | 13 | PAULA COLE/Don't Want To Wait |
| 14 | 14 | 14 | 13 | 13 | HALL & OATES/Promise Ain't Enough |
| 9 | 9 | 9 | 9 | 9 | BACKSTREET BOYS/As Long As You... |
| 14 | 14 | 14 | 13 | 13 | TONI BRAXTON/Un-break My Heart |
| 6 | 8 | 8 | 8 | 8 | KENNY LOGGINS/For The First Time |
| 5 | 5 | 5 | 5 | 5 | SHANIA TWAIN/You're Still The One |
| 10 | 8 | 8 | 8 | 8 | TONI BRAXTON/KENNY G/How Could An... |
| 6 | 6 | 6 | 6 | 6 | BRYAN ADAMS/I Always Be... |
| 5 | 5 | 5 | 5 | 5 | KENNY G/Loving You |
| 6 | 6 | 6 | 6 | 6 | SPICE GIRLS/2 Become 1 |

KBIG 104 MARKET #2
KBIG/Los Angeles (818) 546-1043 StrelColes/Rafols

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--|
| 31 | 31 | 20 | 32 | 32 | MARX & LEWIS/At The Beginning |
| 31 | 31 | 20 | 32 | 32 | LEANN RIMES/How Do I Live |
| 25 | 27 | 18 | 31 | 31 | CELINE DION/My Heart Will Go On |
| 31 | 31 | 19 | 31 | 31 | ELTON JOHN/Something About... |
| 30 | 31 | 19 | 31 | 31 | CELINE DION/To Love You More |
| - | - | - | - | - | 10 24 VANESSA WILLIAMS/Oh How The Years... |
| 26 | 27 | 13 | 23 | 23 | JIM BRICKMAN.../The Gift |
| 29 | 31 | 14 | 23 | 23 | BACKSTREET BOYS/Quit Playing... |
| - | - | - | - | - | 10 23 VANESSA WILLIAMS/Oh How The Years... |
| - | - | - | - | - | 10 23 TESH F/INGRAM/Give Me Forever... |
| 25 | 27 | 12 | 21 | 21 | PAULA COLE/Don't Want To Wait |
| 11 | 25 | 14 | 21 | 21 | KENNY G/Loving You |

KOST 103.5FM MARKET #2
KOST/Los Angeles (213) 427-1035 Kaye/Chiang

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 8 | 17 | 17 | 17 | 17 | MARX & LEWIS/At The Beginning |
| 17 | 17 | 17 | 17 | 17 | JIM BRICKMAN.../The Gift |
| 17 | 17 | 17 | 17 | 17 | BACKSTREET BOYS/Quit Playing... |
| 17 | 17 | 17 | 17 | 17 | LEANN RIMES/How Do I Live |
| 17 | 17 | 17 | 17 | 17 | SPICE GIRLS/2 Become 1 |
| 17 | 17 | 17 | 17 | 17 | JEWEL/You Were Meant... |
| 17 | 17 | 17 | 17 | 17 | ELTON JOHN/Something About... |
| 11 | 11 | 17 | 17 | 17 | CELINE DION/My Heart Will Go On |
| 12 | 10 | 11 | 12 | 12 | PAULA COLE/Don't Want To Wait |
| 10 | 10 | 11 | 10 | 11 | MARIAH CAREY/Butterfly |
| 3 | 9 | 8 | 8 | 8 | FLEETWOOD MAC/Silver Springs |
| 17 | 8 | 7 | 7 | 7 | PETER DETERA/2 Yet/You're... |
| 10 | 8 | 7 | 7 | 7 | SHAWN COLVIN/Sunny Came Home |
| 2 | 5 | 5 | 5 | 5 | TONI BRAXTON/KENNY G/How Could An... |
| 2 | 4 | 5 | 5 | 5 | GARY BARLOW/So Help Me Girl |
| 2 | 4 | 5 | 5 | 5 | MICHAEL BOLTON/The Best Of Love |

WLTW/Chicago MARKET #3
(312) 329-9002 Edwards

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--|
| 18 | 18 | 11 | 27 | 27 | CELINE DION/My Heart Will Go On |
| 18 | 18 | 11 | 18 | 18 | BETH NIELSEN CHAPMAN/Sand And Water |
| 18 | 18 | 11 | 18 | 18 | MICHAEL BOLTON/The Best Of Love |
| 10 | 11 | 6 | 17 | 17 | BILLY JOEL/Hey Girl |
| - | - | - | - | - | 10 17 TESH F/INGRAM/Give Me Forever... |
| 17 | 11 | 17 | 17 | 17 | KENNY G/Loving You |
| 18 | 11 | 17 | 17 | 17 | MARX & LEWIS/At The Beginning |
| 19 | 18 | 17 | 17 | 17 | PAULA COLE/Don't Want To Wait |
| 18 | 18 | 17 | 17 | 17 | JIM BRICKMAN.../The Gift |
| 18 | 18 | 17 | 17 | 17 | GARY BARLOW/So Help Me Girl |
| - | - | - | - | - | 11 12 KENNY LOGGINS/For The First Time |
| 10 | 11 | 5 | 11 | 11 | PAUL CARRACK/Eyes Of Blue |
| 11 | 10 | 6 | 10 | 10 | STYX/Dear John |
| 10 | 10 | 6 | 10 | 10 | VANESSA WILLIAMS/Oh How The Years... |
| - | - | - | - | - | 5 6 SHANIA TWAIN/You're Still The One |
| 8 | 8 | 7 | 8 | 8 | BACKSTREET BOYS/Quit Playing... |
| - | - | - | - | - | 8 8 SPICE GIRLS/2 Become 1 |
| 8 | 8 | 6 | 8 | 8 | ELTON JOHN/Something About... |
| 19 | 19 | 8 | 8 | 8 | SAVAGE GARDEN/Truly Madly Deeply |
| - | - | - | - | - | 5 FLEETWOOD MAC/Landslide |
| - | - | - | - | - | 5 BARBRA STREISAND/I Could |

KIOI 101.3 FM MARKET #4
KIOI/San Francisco (415) 538-1013 Hamilton/Carlson

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--|
| 34 | 36 | 24 | 35 | 35 | LEANN RIMES/How Do I Live |
| 33 | 34 | 25 | 30 | 30 | MARX & LEWIS/At The Beginning |
| - | - | - | - | - | 34 26 29 CELINE DION/My Heart Will Go On |
| 34 | 36 | 24 | 26 | 26 | ELTON JOHN/Something About... |
| - | - | - | - | - | 24 19 25 BRYAN ADAMS/Back To You |
| 25 | 26 | 18 | 25 | 25 | PAULA COLE/Don't Want To Wait |
| - | - | - | - | - | 24 24 BACKSTREET BOYS/As Long As You... |
| 28 | 36 | 25 | 24 | 24 | BACKSTREET BOYS/Quit Playing... |
| 27 | 32 | 19 | 24 | 24 | BACKSTREET BOYS/Quit Playing... |
| 33 | 36 | 22 | 23 | 23 | KENNY LOGGINS/For The First Time |
| 24 | 30 | 19 | 23 | 23 | JIM BRICKMAN.../The Gift |
| - | - | - | - | - | 9 WHITNEY HOUSTON/I Believe In You... |
| 8 | 9 | 9 | 9 | 9 | JEWEL/You Were Meant... |
| - | - | - | - | - | 9 SOPHIE B. HAWKINS/As I Lay Me Down |
| - | - | - | - | - | 8 CELINE DION/Because You Loved Me |
| 10 | 6 | 6 | 8 | 8 | ERIC CLAPTON/Change The World |
| - | - | - | - | - | 8 VANESSA WILLIAMS/Oh How The Years... |

B-101.1 MARKET #5
WBEB/Philadelphia (610) 667-8400 Conley/Rowland

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 8 | 24 | 27 | 26 | 26 | BACKSTREET BOYS/Quit Playing... |
| 26 | 27 | 26 | 25 | 25 | LEANN RIMES/How Do I Live |
| - | - | - | - | - | 16 21 21 JIM BRICKMAN.../The Gift |
| 10 | 9 | 17 | 21 | 21 | CELINE DION/My Heart Will Go On |
| 10 | 9 | 17 | 21 | 21 | BILLY JOEL/Hey Girl |
| 21 | 21 | 22 | 17 | 17 | ELTON JOHN/Something About... |
| 8 | 12 | 14 | 17 | 17 | KENNY LOGGINS/For The First Time |
| 26 | 25 | 17 | 16 | 16 | MONICA/For You I Will |
| 8 | 13 | 11 | 15 | 15 | TONI BRAXTON/Don't Want To Wait |
| 6 | 11 | 12 | 15 | 15 | MICHAEL BOLTON/Don't Want To Wait |
| 9 | 12 | 15 | 15 | 15 | TONI BRAXTON/Un-break My Heart |
| - | - | - | - | - | 8 10 15 JEWEL/You Were Meant... |
| 10 | 12 | 14 | 15 | 15 | R. KELLY/I Believe I Can Fly |
| 6 | 10 | 10 | 14 | 14 | BRICKMAN & MCBRIDE/Valentine |
| 9 | 12 | 13 | 12 | 12 | HALL & OATES/Promise Ain't Enough |
| - | - | - | - | - | 3 11 GARY BARLOW/Superhero |
| 9 | 13 | 12 | 10 | 10 | PAUL CARRACK/Eyes Of Blue |
| - | - | - | - | - | 4 10 SAMANTHA COLE/Without You |
| 11 | 13 | 12 | 9 | 9 | VANESSA WILLIAMS/Oh How The Years... |
| 10 | 13 | 11 | 9 | 9 | MARX & LEWIS/At The Beginning |
| 7 | 11 | 12 | 9 | 9 | BRYAN ADAMS/I Always Be... |
| 23 | 17 | 10 | 9 | 9 | WHITNEY HOUSTON/I Believe In You... |
| - | - | - | - | - | 3 8 RAY VEGA/Even More |
| - | - | - | - | - | 3 8 KENNY G/Loving You |
| - | - | - | - | - | 7 BACKSTREET BOYS/As Long As You... |
| 6 | 9 | 7 | 6 | 6 | BRYAN ADAMS/Back To You |
| - | - | - | - | - | 5 5 5 STREISAND/DION/Tell Him |
| 12 | 11 | 10 | 4 | 4 | BLESSID UNION/Light In Your Eyes |
| 9 | 9 | - | - | - | PAULA COLE/Don't Want To Wait |
| - | - | - | - | - | TESH F/INGRAM/Give Me Forever... |

KVIL 103.7fm MARKET #6
KVIL/Dallas (214) 691-1037 Curtis/O'Neal

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--|
| 25 | 24 | 24 | 24 | 24 | ELTON JOHN/Something About... |
| 25 | 24 | 24 | 24 | 24 | KENNY G/Loving You |
| 25 | 23 | 24 | 24 | 24 | JIM BRICKMAN.../The Gift |
| 14 | 24 | 23 | 24 | 24 | BACKSTREET BOYS/Quit Playing... |
| 23 | 22 | 22 | 22 | 22 | STREISAND & ADAMS/I Finally Found... |
| 23 | 21 | 21 | 21 | 21 | CELINE DION/It's All Coming... |
| 23 | 21 | 21 | 21 | 21 | TONI BRAXTON/Un-break My Heart |
| 23 | 21 | 21 | 21 | 21 | BRYAN ADAMS/Let's Make A... |
| - | - | - | - | - | 15 15 PAULA COLE/Don't Want To Wait |
| 15 | 14 | 15 | 15 | 15 | BOYZ II MEN/4 Seasons Of... |
| - | - | - | - | - | 15 15 ALLURE/All Cried Out |
| 14 | 14 | 15 | 15 | 15 | MICHAEL BOLTON/Don't Want To Wait |
| 14 | 14 | 14 | 14 | 14 | FLEETWOOD MAC/Silver Springs |
| - | - | - | - | - | 14 14 WAVEFLOWERS/One Headlight |
| - | - | - | - | - | 14 14 SAVAGE GARDEN/Truly Madly Deeply |
| 15 | 15 | 14 | 14 | 14 | VANESSA WILLIAMS/Oh How The Years... |
| 8 | 8 | 8 | 8 | 8 | BRYAN ADAMS/Back To You |
| 8 | 8 | 8 | 8 | 8 | SHANIA TWAIN/You're Still The One |
| 8 | 8 | 8 | 8 | 8 | BACKSTREET BOYS/As Long As You... |
| - | - | - | - | - | 7 7 7 EDDIE MONEY/Can You Fall In... |
| 7 | 7 | 7 | 7 | 7 | BLESSID UNION/Light In Your Eyes |
| - | - | - | - | - | 7 7 SAMANTHA COLE/Without You |
| - | - | - | - | - | 7 7 DAKOTA MOON/A Promise I Make |
| 24 | 22 | 5 | 5 | 5 | LEANN RIMES/How Do I Live |
| 5 | 5 | 5 | 5 | 5 | R. KELLY/I Believe I Can Fly |
| 5 | 5 | 5 | 5 | 5 | BRICKMAN & MCBRIDE/Valentine |
| 5 | 5 | 5 | 5 | 5 | DUNCAN SHEIK/Barely Breathing |
| 5 | 5 | 5 | 5 | 5 | BOB CARLISLE/Butterfly Kisses |

Soft Rock 97.1 WASH-FM MARKET #8
WASH/Washington (202) 895-5000 Davis/Martin

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---|
| 28 | 28 | 28 | 40 | 40 | CELINE DION/My Heart Will Go On |
| 35 | 35 | 35 | 35 | 35 | LEANN RIMES/How Do I Live |
| 35 | 35 | 35 | 35 | 35 | MARX & LEWIS/At The Beginning |
| 28 | 28 | 28 | 28 | 28 | BACKSTREET BOYS/Quit Playing... |
| 28 | 28 | 28 | 28 | 28 | KENNY G/Loving You |
| 28 | 21 | 21 | 28 | 28 | PAULA COLE/Don't Want To Wait |
| 35 | 28 | 28 | 28 | 28 | CELINE DION/To Love You More |
| 35 | 35 | 35 | 28 | 28 | JIM BRICKMAN.../The Gift |
| - | - | - | - | - | 28 21 21 VANESSA WILLIAMS/Oh How The Years... |
| 28 | 21 | 21 | 21 | 21 | JANET/Together Again |
| 10 | 10 | 10 | 10 | 10 | KENNY LOGGINS/For The First Time |
| 35 | 35 | 35 | 35 | 35 | ELTON JOHN/Something About... |
| - | - | - | - | - | 10 10 JEWEL/You Were Meant... |
| - | - | - | - | - | 10 10 MONICA/For You I Will |
| - | - | - | - | - | 10 10 BRICKMAN & MCBRIDE/Valentine |
| - | - | - | - | - | 10 10 SHANIA TWAIN/You're Still The One |

MAGIC 106.7 MARKET #10
WMJX/Boston (617) 542-0241 Kelley/Laurence

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---|
| 26 | 25 | 25 | 26 | 26 | PAULA COLE/Don't Want To Wait |
| 26 | 25 | 25 | 26 | 26 | CELINE DION/My Heart Will Go On |
| 26 | 25 | 25 | 26 | 26 | LEANN RIMES/How Do I Live |
| - | - | - | - | - | 14 24 BACKSTREET BOYS/As Long As You... |
| 26 | 25 | 25 | 24 | 24 | SPICE GIRLS/2 Become 1 |
| 26 | 26 | 26 | 21 | 21 | BACKSTREET BOYS/Quit Playing... |
| 11 | 10 | 10 | 17 | 17 | FLEETWOOD MAC/Silver Springs |
| 13 | 13 | 13 | 17 | 17 | R. KELLY/I Believe I Can Fly |
| 12 | 11 | 11 | 16 | 16 | JEWEL/Foolish Games |
| 12 | 13 | 13 | 16 | 16 | JEWEL/You Were Meant... |
| 12 | 11 | 11 | 16 | 16 | BRUCE SPRINGSTEEN/Secret Garden |
| 11 | 13 | 13 | 15 | 15 | SHAWN COLVIN/Sunny Came Home |
| 9 | 14 | 15 | 12 | 12 | SHANIA TWAIN/You're Still The One |
| 11 | 9 | 13 | 12 | 12 | MARX & LEWIS/At The Beginning |
| 13 | 10 | 12 | 13 | 13 | MICHAEL BOLTON/The Best Of Love |
| - | - | - | - | - | 4 7 4 BRYAN ADAMS/Back To You |
| - | - | - | - | - | 4 4 FLEETWOOD MAC/Landslide |
| - | - | - | - | - | 3 3 TESH F/INGRAM/Give Me Forever... |
| 1 | 1 | 1 | 1 | 1 | BOCELLI & BRIGHTMAN/Time To Say Goodbye |

peach 94.9 MARKET #12
WPCH/Atlanta (404) 367-0949 Dillard/Goss/Joy

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---|
| 10 | 11 | 9 | 24 | 24 | CELINE DION/My Heart Will Go On |
| 11 | 10 | 6 | 20 | 20 | JIM BRICKMAN.../The Gift |
| 11 | 9 | 17 | 17 | 17 | VANESSA WILLIAMS/Oh How The Years... |
| 11 | 10 | 9 | 17 | 17 | MARX & LEWIS/At The Beginning |
| - | - | - | - | - | 4 17 BACKSTREET BOYS/As Long As You... |
| 9 | 14 | 7 | 17 | 17 | PAULA COLE/Don't Want To Wait |
| 8 | 10 | 5 | 17 | 17 | MICHAEL BOLTON/The Best Of Love |
| 8 | 12 | 6 | 16 | 16 | BETH NIELSEN CHAPMAN/Sand And Water |
| 8 | 10 | 3 | 16 | 16 | TONI BRAXTON/KENNY G/How Could An... |
| 5 | 10 | 16 | 16 | 16 | KENNY G/Loving You |
| 8 | 11 | 7 | 15 | 15 | RAY VEGA/Even More |
| 7 | 10 | 5 | 14 | 14 | BILLY JOEL/Hey Girl |
| 3 | 5 | 4 | 12 | 12 | RAY VEGA/Even More |
| 9 | 14 | 5 | 12 | 12 | HALL & OATES/Promise Ain't Enough |
| - | - | - | - | - | 5 2 11 BRYAN ADAMS/Back To You |
| 11 | 7 | - | - | - | 11 LEANN RIMES/How Do I Live |
| 11 | 12 | 6 | 11 | 11 | GARY BARLOW/So Help Me Girl |
| 6 | 11 | 8 | 11 | 11 | AMY GRANT/Takes A Little Time |
| - | - | - | - | - | 2 6 10 TESH F/INGRAM/Give Me Forever... |
| 9 | - | - | - | - | 10 BACKSTREET BOYS/Quit Playing... |
| - | - | - | - | - | 2 8 SAVAGE GARDEN/Truly Madly Deeply |
| 3 | 6 | 3 | 7 | 7 | BOCELLI & BRIGHTMAN/Time To Say Goodbye |
| - | - | - | - | - | 3 ATLANTA RHYTHM.../Grow Old Alone |

103.5 FM WLTE MARKET #14
WLTE/Minneapolis (612) 339-1029 Nolan

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-------------------------------------|
| 17 | 17 | 9 | 17 | 17 | BETH NIELSEN CHAPMAN/Sand And Water |
| 17 | 17 | 9 | 17 | 17 | KENNY G/Loving You |
| 6 | 17 | | | | |

Stations and their adds listed alphabetically by market

AC

| | | | | | | | | | | | | | | |
|--|---|--|---|--|--|---|--|---|---|---|---|---|---|---|
| WYJB/Albany, NY OM: Michael Morgan MD: Pat Ryan FLEETWOOD MAC "Landslide" | KKLI/Colorado Springs, CO PD: Steve Larson MD: Sharon Green 6 LOREENA MCKENITT "Mummers" 4 FLEETWOOD MAC "Landslide" 4 GARY BARLOW "Supershero" | WRCH/Hartford, CT PD: Allan Camp MD: Joe Hann DAKOTA MOON "Promise" HALL & OATES "Falling" BARBRA STREISAND "If" | KWAV/Monterey, CA PD: Bernie Moody 15 BACKSTREET BOYS "Long" 3 ATLANTA RHYTHM "Grow" 2 DAKOTA MOON "Promise" | KSFI/Salt Lake City, UT PD: Dain Craig MD: Lyle Morris VANESSA WILLIAMS "Years" | WKDD/Akron, OH PD: Chuck Collins 19 CHANTAL KREVAZUK "Surrounded" 12 JOHNNY LANG "Missing" 8 LEANN RIMES "How" | WVUU/Colorado Springs, CO OM: Randy Hill MD: Lee Roberts No Adds | KOZN/Kansas City, MO PD: Paul Krieger MD: Slacker 21 NATALIE IMBRUGLIA "Tom" | WXIL/Parkersburg, WV PD: Larry E. Hughes MD: Jack Horton 16 SHANNA TWAIN "Still" 15 VERVE "Symphony" 15 SUNDAYS "Cr" | KSMG/San Antonio, TX PD: Andy Hoyt MD: Tom Holt LOREENA MCKENITT "Mummers" | | | | | |
| KYMG/Anchorage, AK DM: Mark Murphy PD: Devan Mitchell 22 FLEETWOOD MAC "Landslide" 7 AMY GRANT "Like" 7 DAKOTA MOON "Promise" | WTCS/Columbia, SC PO/MD: Brent Johnson 7 AMY GRANT "Like" 3 DAKOTA MOON "Promise" HALL & OATES "Falling" | KSSK/Honolulu, HI No Adds | WMSX/Montgomery, AL PD: Al Mason MD: John Rogers 4 DAKOTA MOON "Promise" 3 HALL & OATES "Falling" 1 ATLANTA RHYTHM "Grow" | KIOI/San Francisco, CA AP/MD: Mark Carlson Interim PD: Jeff Silvers VANESSA WILLIAMS "Years" | WKLI/Albany, NY PD: Bob Hamilton MD: Louie Diaz 19 BACKSTREET BOYS "Long" 14 BLESSID UNION "Light" 11 SUNDAYS "Cr" | WCGQ/Columbus, GA PD: Al Haynes No Adds | WAZY/Lafayette, IN Corp. PD/MD: Michael Stone DAKOTA MOON "Promise" HALL & OATES "Falling" | KZZP/Phoenix, AZ PD: Dan Persigehl AP/MD: Dave Cooper 29 NATALIE IMBRUGLIA "Tom" 22 AEROSMITH "Pink" | KFMB/San Diego, CA PD: Tracy Johnson AP/MD: Greg Simms 47 SMASH MOUTH "Friends" 17 BARENAKED LADIES "Bran" 15 BEN FOLDS FIVE "Light" 13 ROLLING STONES "Sarg" 5 JOHNNY LANG "Missing" | | | | | |
| WROE/Appleton, WI PD/MD: Dan Larkin 3 BARBRA STREISAND "If" 3 DONNY OSKAND "Misper" 3 GARY BARLOW "Supershero" | WGSY/Columbus, GA PD: Alan Quin AP/MD: J.J. Hemmingway DAKOTA MOON "Promise" VENICE "Running" B.E. TAYLOR "Agn" AQUA "Turn" 98 DEGREES "Something" | WTAH/Huntsville, AL PD: John Malone MD: Abby Kay GARY BARLOW "Supershero" FLEETWOOD MAC "Landslide" | WLMG/New Orleans, LA OM/MD: Nick Ferrara MD: Johnny Scott 15 FLEETWOOD MAC "Landslide" | KBAY/San Jose, CA PD: Bob Kohtz 17 PAULA COLE "Me" | WVUU/Albuquerque, NM OM: Brad Barrett PD: Roger Scott MD: DJ Lopez 10 TONIC "Eyes" | KDMX/Dallas, TX PD: Jimmy Steal APD: Race Taylor MD: Lisa Thomas 6 VONDA SHEPARD "Searching" | KMXB/Las Vegas, NV Interim PD/MD: Kevin Maxwell 28 BEN FOLDS FIVE "Brick" LOREENA MCKENITT "Mummers" | WYXR/Philadelphia, PA PD: Kurt Johnson AP/MD: Kim Ashley 10 JIMMY RAY "Jimmy" | KLLC/San Francisco, CA PD: Louis Kaplan AP/MD: Julie Stoeckel NATALIE IMBRUGLIA "Tom" | KRUZ/Santa Barbara, CA PD: Duncan Payton APD: Mike O'Brien 11 JIMMY RAY "Jimmy" | | | | |
| WPCH/Atlanta, GA OM/MD: Vance Dillard APD: Steve Goss MD: David Joy No Adds | KVIL/Dallas, TX MD: Alex O'Neal 7 EDDIE MONEY "Car" 7 DAKOTA MOON "Promise" KENNY G "Lovin'" | WTFM/Indianapolis, IN PD: Gary Havens MD: Steve Cooper 7 SHANNA TWAIN "Still" | WLTS/New Orleans, LA PD: Steve Suter MD: Jim Hanzo 8 SHANNA TWAIN "Still" | KPEK/Albuquerque, NM OM: Frank Jaxon PD: Mike Parsons MD: Jaime Barreras 8 FLEETWOOD MAC "Landslide" 4 MARCH PLAYGROUND "Ser" TONIC "Eyes" PAULA COLE "Me" | WDAQ/Danbury, CT PD: Bill Trotta MD: Barbara Corbett BEN FOLDS FIVE "Brick" | WMXL/Lexington, KY OM: Doug Hamand PD/MD: Barry Fox 11 BACKSTREET BOYS "Playing" 4 UNCLE SAM "Ever" 3 CHANTAL KREVAZUK "Surrounded" 3 GREEN DAY "Time" 3 USHER "Wanna" 2 FLEETWOOD MAC "Landslide" | WWTY/Pittsburgh, PA PD: Matt Williams AP/MD: Scott Alexander 12 PISTOLETOS "Guardian" 12 PAULA COLE "Me" 12 MARCH PLAYGROUND "Ser" | WVMT/Portland, ME PD: Randi Kirshbaum AP/MD: Doug Erickson MEREDITH BROOKS "Happen" FLEETWOOD MAC "Landslide" | WAEV/Savannah, GA MD: Steve Williams 22 SISTER HAZEL "Happy" VERVE "Symphony" | KPLZ/Seattle, WA MD: Kent Phillips No Adds | | | | |
| WFPG/Atlantic City, NJ OM/MD: Dick Fennessy MD: Marlene Aquia KENNY G "Lovin'" | WLOT/Dayton, OH PD: Mary Fleener MD: Steven Scott 10 PAULA COLE "Me" | WTFM/Johnson City, TN PD/MD: Mark E. McKinney BACKSTREET BOYS "Long" GARY BARLOW "Supershero" SAVAGE GARDEN "Truly" | WLTW/New York, NY PD: Jim Ryan No Adds | KAMX/Austin, TX PD: Rob Harder MD: Dawn Marcel FIDUR MONEY "Car" DAKOTA MOON "Promise" B.E. TAYLOR "Agn" | KALC/Denver, CO PD: Gregg Cassidy MD: Cha Cha 13 NATALIE IMBRUGLIA "Tom" | WMMX/Dayton, OH OM: Jeff Ballentine PD: Mary Franco MD: Dean Taylor No Adds | KURB/Little Rock, AR MD: Kevin Miller NATALIE IMBRUGLIA "Tom" PAULA COLE "Me" | KYSR/Los Angeles, CA PD: Angela Perelli AP/MD: Chris Ebbott 32 VERVE "Symphony" 13 NATALIE IMBRUGLIA "Tom" 11 CELINE DION "Heart" 11 MARCH PLAYGROUND "Ser" 11 FASTBALL "Way" | KMXS/Anchorage, AK PD/MD: Roxy Lennox TONIC "Eyes" SHANNA TWAIN "Still" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WWSM/Memphis, TN PD: Russ Morley MD: Bruce Wayne 18 WALLFLOWERS "Headlight" 16 SHERYL CROW "All I Can" 3 SMASH MOUTH "Walkin" 2 BACKSTREET BOYS "Long" | WRAL/Raleigh, NC PD/MD: Steve Reynolds 19 ROMA APPLE "Shadowbox" 17 CELINE DION "Heart" | WAKS/Tampa, FL MD: Mason Dixon MD: Rico Bianco 21 SPOKE GIRLS "Much" 12 JOEY LAWRENCE "New" 17 GARY BARLOW "Supershero" 17 SHANNA TWAIN "Still" 17 NATALIE IMBRUGLIA "Tom" 17 GREEN DAY "Time" | WMTX/Tampa, FL PD: Chuck Morgan MD: Frank Broney 38 SAVAGE GARDEN "Truly" 8 BARENAKED LADIES "Bran" 7 PISTOLETOS "Guardian" |
| WBBQ/Augusta, GA PD/MD: John Patrick BARBRA STREISAND "If" | KOSI/Denver, CO OM: Scott Taylor PD: Steve Hamilton No Adds | WTKY/Johnstown, PA PD: Jack Michaels MD: Brian Wolfe HALL & OATES "Falling" DAKOTA MOON "Promise" SARAH McLACHLAN "Surrender" EDDIE MONEY "Car" | WFOG/Norfolk, VA PD/MD: Mike Smith BARBRA STREISAND "If" | KAMX/Austin, TX PD: Rob Harder MD: Dawn Marcel FIDUR MONEY "Car" DAKOTA MOON "Promise" B.E. TAYLOR "Agn" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WMMX/Dayton, OH OM: Jeff Ballentine PD: Mary Franco MD: Dean Taylor No Adds | KURB/Little Rock, AR MD: Kevin Miller NATALIE IMBRUGLIA "Tom" PAULA COLE "Me" | KYSR/Los Angeles, CA PD: Angela Perelli AP/MD: Chris Ebbott 32 VERVE "Symphony" 13 NATALIE IMBRUGLIA "Tom" 11 CELINE DION "Heart" 11 MARCH PLAYGROUND "Ser" 11 FASTBALL "Way" | KMXS/Anchorage, AK PD/MD: Roxy Lennox TONIC "Eyes" SHANNA TWAIN "Still" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WWSM/Memphis, TN PD: Russ Morley MD: Bruce Wayne 18 WALLFLOWERS "Headlight" 16 SHERYL CROW "All I Can" 3 SMASH MOUTH "Walkin" 2 BACKSTREET BOYS "Long" | WRAL/Raleigh, NC PD/MD: Steve Reynolds 19 ROMA APPLE "Shadowbox" 17 CELINE DION "Heart" | WAKS/Tampa, FL MD: Mason Dixon MD: Rico Bianco 21 SPOKE GIRLS "Much" 12 JOEY LAWRENCE "New" 17 GARY BARLOW "Supershero" 17 SHANNA TWAIN "Still" 17 NATALIE IMBRUGLIA "Tom" 17 GREEN DAY "Time" | WMTX/Tampa, FL PD: Chuck Morgan MD: Frank Broney 38 SAVAGE GARDEN "Truly" 8 BARENAKED LADIES "Bran" 7 PISTOLETOS "Guardian" |
| KKMJ/Austin, TX OM: Stan Ham PD: Nolan Cruise PAULA COLE "Me" RAY VEGA "Ever" | KLTY/Des Moines, IA PD: Kenn McCloud AP/MD: Greg Chance 32 CELINE DION "Heart" 18 MATCHBOX 20 "Push" 17 SARAH McLACHLAN "Surrender" 15 SMASH MOUTH "Walkin" 11 SUNDAYS "Summerize" 3 SARAH McLACHLAN "Possession" 3 BILLIE MYERS "Ran" 3 SUGAR RAY "Fly" 3 MEREDITH BROOKS "Happen" | WQLR/Kalamazoo, MI OM: Ken Lanphear PD: Brian Wertz No Adds | WFMG/Oakland, CA PD: Dan Cannon AP/MD: Keith Stephens GARY BARLOW "Supershero" SARAH McLACHLAN "Surrender" | KAMX/Austin, TX PD: Rob Harder MD: Dawn Marcel FIDUR MONEY "Car" DAKOTA MOON "Promise" B.E. TAYLOR "Agn" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WMMX/Dayton, OH OM: Jeff Ballentine PD: Mary Franco MD: Dean Taylor No Adds | KURB/Little Rock, AR MD: Kevin Miller NATALIE IMBRUGLIA "Tom" PAULA COLE "Me" | KYSR/Los Angeles, CA PD: Angela Perelli AP/MD: Chris Ebbott 32 VERVE "Symphony" 13 NATALIE IMBRUGLIA "Tom" 11 CELINE DION "Heart" 11 MARCH PLAYGROUND "Ser" 11 FASTBALL "Way" | KMXS/Anchorage, AK PD/MD: Roxy Lennox TONIC "Eyes" SHANNA TWAIN "Still" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WWSM/Memphis, TN PD: Russ Morley MD: Bruce Wayne 18 WALLFLOWERS "Headlight" 16 SHERYL CROW "All I Can" 3 SMASH MOUTH "Walkin" 2 BACKSTREET BOYS "Long" | WRAL/Raleigh, NC PD/MD: Steve Reynolds 19 ROMA APPLE "Shadowbox" 17 CELINE DION "Heart" | WAKS/Tampa, FL MD: Mason Dixon MD: Rico Bianco 21 SPOKE GIRLS "Much" 12 JOEY LAWRENCE "New" 17 GARY BARLOW "Supershero" 17 SHANNA TWAIN "Still" 17 NATALIE IMBRUGLIA "Tom" 17 GREEN DAY "Time" | WMTX/Tampa, FL PD: Chuck Morgan MD: Frank Broney 38 SAVAGE GARDEN "Truly" 8 BARENAKED LADIES "Bran" 7 PISTOLETOS "Guardian" |
| WLIF/Baltimore, MD OM/MD: Gary Balaban MD: Mark Thoner 6 DAKOTA MOON "Promise" 5 BARBRA STREISAND "If" 5 HALL & OATES "Falling" | KOSI/Denver, CO OM: Scott Taylor PD: Steve Hamilton No Adds | WJXB/Knoxville, TN PD/MD: Jeff Jamigan 10 SAMANTHA COLE "Without" | KEFM/Omaha, NE PD: Steve Albertsen MD: Steve Albertsen SAVAGE GARDEN "Truly" | KAMX/Austin, TX PD: Rob Harder MD: Dawn Marcel FIDUR MONEY "Car" DAKOTA MOON "Promise" B.E. TAYLOR "Agn" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WMMX/Dayton, OH OM: Jeff Ballentine PD: Mary Franco MD: Dean Taylor No Adds | KURB/Little Rock, AR MD: Kevin Miller NATALIE IMBRUGLIA "Tom" PAULA COLE "Me" | KYSR/Los Angeles, CA PD: Angela Perelli AP/MD: Chris Ebbott 32 VERVE "Symphony" 13 NATALIE IMBRUGLIA "Tom" 11 CELINE DION "Heart" 11 MARCH PLAYGROUND "Ser" 11 FASTBALL "Way" | KMXS/Anchorage, AK PD/MD: Roxy Lennox TONIC "Eyes" SHANNA TWAIN "Still" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WWSM/Memphis, TN PD: Russ Morley MD: Bruce Wayne 18 WALLFLOWERS "Headlight" 16 SHERYL CROW "All I Can" 3 SMASH MOUTH "Walkin" 2 BACKSTREET BOYS "Long" | WRAL/Raleigh, NC PD/MD: Steve Reynolds 19 ROMA APPLE "Shadowbox" 17 CELINE DION "Heart" | WAKS/Tampa, FL MD: Mason Dixon MD: Rico Bianco 21 SPOKE GIRLS "Much" 12 JOEY LAWRENCE "New" 17 GARY BARLOW "Supershero" 17 SHANNA TWAIN "Still" 17 NATALIE IMBRUGLIA "Tom" 17 GREEN DAY "Time" | WMTX/Tampa, FL PD: Chuck Morgan MD: Frank Broney 38 SAVAGE GARDEN "Truly" 8 BARENAKED LADIES "Bran" 7 PISTOLETOS "Guardian" |
| WMJJ/Birmingham, AL OM: John Jenkins MD: John Stuart VANESSA WILLIAMS "Years" TESH FINGRAM "Forever" BRYAN ADAMS "Back" | KATF/Dubuque, IA PD: Tim Dillon MD: Jackie Livingston SHANNA TWAIN "Still" FLEETWOOD MAC "Landslide" | WGLM/Lafayette, IN PD/MD: Dan McKay 5 TESH FINGRAM "Forever" EDDIE MONEY "Car" | WMGF/Orlando, FL AP/MD: Dean Muccio FLEETWOOD MAC "Landslide" BACKSTREET BOYS "Long" | KAMX/Austin, TX PD: Rob Harder MD: Dawn Marcel FIDUR MONEY "Car" DAKOTA MOON "Promise" B.E. TAYLOR "Agn" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WMMX/Dayton, OH OM: Jeff Ballentine PD: Mary Franco MD: Dean Taylor No Adds | KURB/Little Rock, AR MD: Kevin Miller NATALIE IMBRUGLIA "Tom" PAULA COLE "Me" | KYSR/Los Angeles, CA PD: Angela Perelli AP/MD: Chris Ebbott 32 VERVE "Symphony" 13 NATALIE IMBRUGLIA "Tom" 11 CELINE DION "Heart" 11 MARCH PLAYGROUND "Ser" 11 FASTBALL "Way" | KMXS/Anchorage, AK PD/MD: Roxy Lennox TONIC "Eyes" SHANNA TWAIN "Still" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WWSM/Memphis, TN PD: Russ Morley MD: Bruce Wayne 18 WALLFLOWERS "Headlight" 16 SHERYL CROW "All I Can" 3 SMASH MOUTH "Walkin" 2 BACKSTREET BOYS "Long" | WRAL/Raleigh, NC PD/MD: Steve Reynolds 19 ROMA APPLE "Shadowbox" 17 CELINE DION "Heart" | WAKS/Tampa, FL MD: Mason Dixon MD: Rico Bianco 21 SPOKE GIRLS "Much" 12 JOEY LAWRENCE "New" 17 GARY BARLOW "Supershero" 17 SHANNA TWAIN "Still" 17 NATALIE IMBRUGLIA "Tom" 17 GREEN DAY "Time" | WMTX/Tampa, FL PD: Chuck Morgan MD: Frank Broney 38 SAVAGE GARDEN "Truly" 8 BARENAKED LADIES "Bran" 7 PISTOLETOS "Guardian" |
| WMJQ/Bufalo, NY PD: Rob Lucas MD: Roger Christian 18 SARAH McLACHLAN "Surrender" 13 FLEETWOOD MAC "Landslide" 7 GARY BARLOW "Supershero" 7 TESH FINGRAM "Forever" | WZLN/Bridgeport, CT PD: Steve Marcus No Adds | WFMK/Lansing, MI PD/MD: Ray Marshall 10 DAKOTA MOON "Promise" 10 SHANNA TWAIN "Still" 10 HALL & OATES "Falling" 10 BARBRA STREISAND "If" | WWSH/Pittsburgh, PA PD/MD: Ron Antill DAKOTA MOON "Promise" | KAMX/Austin, TX PD: Rob Harder MD: Dawn Marcel FIDUR MONEY "Car" DAKOTA MOON "Promise" B.E. TAYLOR "Agn" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WMMX/Dayton, OH OM: Jeff Ballentine PD: Mary Franco MD: Dean Taylor No Adds | KURB/Little Rock, AR MD: Kevin Miller NATALIE IMBRUGLIA "Tom" PAULA COLE "Me" | KYSR/Los Angeles, CA PD: Angela Perelli AP/MD: Chris Ebbott 32 VERVE "Symphony" 13 NATALIE IMBRUGLIA "Tom" 11 CELINE DION "Heart" 11 MARCH PLAYGROUND "Ser" 11 FASTBALL "Way" | KMXS/Anchorage, AK PD/MD: Roxy Lennox TONIC "Eyes" SHANNA TWAIN "Still" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WWSM/Memphis, TN PD: Russ Morley MD: Bruce Wayne 18 WALLFLOWERS "Headlight" 16 SHERYL CROW "All I Can" 3 SMASH MOUTH "Walkin" 2 BACKSTREET BOYS "Long" | WRAL/Raleigh, NC PD/MD: Steve Reynolds 19 ROMA APPLE "Shadowbox" 17 CELINE DION "Heart" | WAKS/Tampa, FL MD: Mason Dixon MD: Rico Bianco 21 SPOKE GIRLS "Much" 12 JOEY LAWRENCE "New" 17 GARY BARLOW "Supershero" 17 SHANNA TWAIN "Still" 17 NATALIE IMBRUGLIA "Tom" 17 GREEN DAY "Time" | WMTX/Tampa, FL PD: Chuck Morgan MD: Frank Broney 38 SAVAGE GARDEN "Truly" 8 BARENAKED LADIES "Bran" 7 PISTOLETOS "Guardian" |
| WVAF/Charleston, WV PD: Rick Johnson MD: Amie Nutter 11 DAKOTA MOON "Promise" | WVAF/Charleston, WV PD: Rick Johnson MD: Amie Nutter 11 DAKOTA MOON "Promise" | WVAF/Charleston, WV PD: Rick Johnson MD: Amie Nutter 11 DAKOTA MOON "Promise" | WVAF/Charleston, WV PD: Rick Johnson MD: Amie Nutter 11 DAKOTA MOON "Promise" | KAMX/Austin, TX PD: Rob Harder MD: Dawn Marcel FIDUR MONEY "Car" DAKOTA MOON "Promise" B.E. TAYLOR "Agn" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WMMX/Dayton, OH OM: Jeff Ballentine PD: Mary Franco MD: Dean Taylor No Adds | KURB/Little Rock, AR MD: Kevin Miller NATALIE IMBRUGLIA "Tom" PAULA COLE "Me" | KYSR/Los Angeles, CA PD: Angela Perelli AP/MD: Chris Ebbott 32 VERVE "Symphony" 13 NATALIE IMBRUGLIA "Tom" 11 CELINE DION "Heart" 11 MARCH PLAYGROUND "Ser" 11 FASTBALL "Way" | KMXS/Anchorage, AK PD/MD: Roxy Lennox TONIC "Eyes" SHANNA TWAIN "Still" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WWSM/Memphis, TN PD: Russ Morley MD: Bruce Wayne 18 WALLFLOWERS "Headlight" 16 SHERYL CROW "All I Can" 3 SMASH MOUTH "Walkin" 2 BACKSTREET BOYS "Long" | WRAL/Raleigh, NC PD/MD: Steve Reynolds 19 ROMA APPLE "Shadowbox" 17 CELINE DION "Heart" | WAKS/Tampa, FL MD: Mason Dixon MD: Rico Bianco 21 SPOKE GIRLS "Much" 12 JOEY LAWRENCE "New" 17 GARY BARLOW "Supershero" 17 SHANNA TWAIN "Still" 17 NATALIE IMBRUGLIA "Tom" 17 GREEN DAY "Time" | WMTX/Tampa, FL PD: Chuck Morgan MD: Frank Broney 38 SAVAGE GARDEN "Truly" 8 BARENAKED LADIES "Bran" 7 PISTOLETOS "Guardian" |
| WDEF/Chattanooga, TN PD: Danny Howard MD: Denise Peters 6 FLEETWOOD MAC "Landslide" 3 DAKOTA MOON "Promise" | WDEF/Chattanooga, TN PD: Danny Howard MD: Denise Peters 6 FLEETWOOD MAC "Landslide" 3 DAKOTA MOON "Promise" | WDEF/Chattanooga, TN PD: Danny Howard MD: Denise Peters 6 FLEETWOOD MAC "Landslide" 3 DAKOTA MOON "Promise" | WDEF/Chattanooga, TN PD: Danny Howard MD: Denise Peters 6 FLEETWOOD MAC "Landslide" 3 DAKOTA MOON "Promise" | KAMX/Austin, TX PD: Rob Harder MD: Dawn Marcel FIDUR MONEY "Car" DAKOTA MOON "Promise" B.E. TAYLOR "Agn" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WMMX/Dayton, OH OM: Jeff Ballentine PD: Mary Franco MD: Dean Taylor No Adds | KURB/Little Rock, AR MD: Kevin Miller NATALIE IMBRUGLIA "Tom" PAULA COLE "Me" | KYSR/Los Angeles, CA PD: Angela Perelli AP/MD: Chris Ebbott 32 VERVE "Symphony" 13 NATALIE IMBRUGLIA "Tom" 11 CELINE DION "Heart" 11 MARCH PLAYGROUND "Ser" 11 FASTBALL "Way" | KMXS/Anchorage, AK PD/MD: Roxy Lennox TONIC "Eyes" SHANNA TWAIN "Still" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WWSM/Memphis, TN PD: Russ Morley MD: Bruce Wayne 18 WALLFLOWERS "Headlight" 16 SHERYL CROW "All I Can" 3 SMASH MOUTH "Walkin" 2 BACKSTREET BOYS "Long" | WRAL/Raleigh, NC PD/MD: Steve Reynolds 19 ROMA APPLE "Shadowbox" 17 CELINE DION "Heart" | WAKS/Tampa, FL MD: Mason Dixon MD: Rico Bianco 21 SPOKE GIRLS "Much" 12 JOEY LAWRENCE "New" 17 GARY BARLOW "Supershero" 17 SHANNA TWAIN "Still" 17 NATALIE IMBRUGLIA "Tom" 17 GREEN DAY "Time" | WMTX/Tampa, FL PD: Chuck Morgan MD: Frank Broney 38 SAVAGE GARDEN "Truly" 8 BARENAKED LADIES "Bran" 7 PISTOLETOS "Guardian" |
| WLTJ/Chicago, IL VP/Programing: Mark Edwards 5 SAVAGE GARDEN "Truly" 5 FLEETWOOD MAC "Landslide" 5 BARBRA STREISAND "If" | WLTJ/Chicago, IL VP/Programing: Mark Edwards 5 SAVAGE GARDEN "Truly" 5 FLEETWOOD MAC "Landslide" 5 BARBRA STREISAND "If" | WLTJ/Chicago, IL VP/Programing: Mark Edwards 5 SAVAGE GARDEN "Truly" 5 FLEETWOOD MAC "Landslide" 5 BARBRA STREISAND "If" | WLTJ/Chicago, IL VP/Programing: Mark Edwards 5 SAVAGE GARDEN "Truly" 5 FLEETWOOD MAC "Landslide" 5 BARBRA STREISAND "If" | KAMX/Austin, TX PD: Rob Harder MD: Dawn Marcel FIDUR MONEY "Car" DAKOTA MOON "Promise" B.E. TAYLOR "Agn" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WMMX/Dayton, OH OM: Jeff Ballentine PD: Mary Franco MD: Dean Taylor No Adds | KURB/Little Rock, AR MD: Kevin Miller NATALIE IMBRUGLIA "Tom" PAULA COLE "Me" | KYSR/Los Angeles, CA PD: Angela Perelli AP/MD: Chris Ebbott 32 VERVE "Symphony" 13 NATALIE IMBRUGLIA "Tom" 11 CELINE DION "Heart" 11 MARCH PLAYGROUND "Ser" 11 FASTBALL "Way" | KMXS/Anchorage, AK PD/MD: Roxy Lennox TONIC "Eyes" SHANNA TWAIN "Still" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WWSM/Memphis, TN PD: Russ Morley MD: Bruce Wayne 18 WALLFLOWERS "Headlight" 16 SHERYL CROW "All I Can" 3 SMASH MOUTH "Walkin" 2 BACKSTREET BOYS "Long" | WRAL/Raleigh, NC PD/MD: Steve Reynolds 19 ROMA APPLE "Shadowbox" 17 CELINE DION "Heart" | WAKS/Tampa, FL MD: Mason Dixon MD: Rico Bianco 21 SPOKE GIRLS "Much" 12 JOEY LAWRENCE "New" 17 GARY BARLOW "Supershero" 17 SHANNA TWAIN "Still" 17 NATALIE IMBRUGLIA "Tom" 17 GREEN DAY "Time" | WMTX/Tampa, FL PD: Chuck Morgan MD: Frank Broney 38 SAVAGE GARDEN "Truly" 8 BARENAKED LADIES "Bran" 7 PISTOLETOS "Guardian" |
| WRRM/Cincinnati, OH OM: T.J. Holland APD: Ted Morro No Adds | WRRM/Cincinnati, OH OM: T.J. Holland APD: Ted Morro No Adds | WRRM/Cincinnati, OH OM: T.J. Holland APD: Ted Morro No Adds | WRRM/Cincinnati, OH OM: T.J. Holland APD: Ted Morro No Adds | KAMX/Austin, TX PD: Rob Harder MD: Dawn Marcel FIDUR MONEY "Car" DAKOTA MOON "Promise" B.E. TAYLOR "Agn" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WMMX/Dayton, OH OM: Jeff Ballentine PD: Mary Franco MD: Dean Taylor No Adds | KURB/Little Rock, AR MD: Kevin Miller NATALIE IMBRUGLIA "Tom" PAULA COLE "Me" | KYSR/Los Angeles, CA PD: Angela Perelli AP/MD: Chris Ebbott 32 VERVE "Symphony" 13 NATALIE IMBRUGLIA "Tom" 11 CELINE DION "Heart" 11 MARCH PLAYGROUND "Ser" 11 FASTBALL "Way" | KMXS/Anchorage, AK PD/MD: Roxy Lennox TONIC "Eyes" SHANNA TWAIN "Still" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WWSM/Memphis, TN PD: Russ Morley MD: Bruce Wayne 18 WALLFLOWERS "Headlight" 16 SHERYL CROW "All I Can" 3 SMASH MOUTH "Walkin" 2 BACKSTREET BOYS "Long" | WRAL/Raleigh, NC PD/MD: Steve Reynolds 19 ROMA APPLE "Shadowbox" 17 CELINE DION "Heart" | WAKS/Tampa, FL MD: Mason Dixon MD: Rico Bianco 21 SPOKE GIRLS "Much" 12 JOEY LAWRENCE "New" 17 GARY BARLOW "Supershero" 17 SHANNA TWAIN "Still" 17 NATALIE IMBRUGLIA "Tom" 17 GREEN DAY "Time" | WMTX/Tampa, FL PD: Chuck Morgan MD: Frank Broney 38 SAVAGE GARDEN "Truly" 8 BARENAKED LADIES "Bran" 7 PISTOLETOS "Guardian" |
| WVAF/Charleston, WV PD: Rick Johnson MD: Amie Nutter 11 DAKOTA MOON "Promise" | WVAF/Charleston, WV PD: Rick Johnson MD: Amie Nutter 11 DAKOTA MOON "Promise" | WVAF/Charleston, WV PD: Rick Johnson MD: Amie Nutter 11 DAKOTA MOON "Promise" | WVAF/Charleston, WV PD: Rick Johnson MD: Amie Nutter 11 DAKOTA MOON "Promise" | KAMX/Austin, TX PD: Rob Harder MD: Dawn Marcel FIDUR MONEY "Car" DAKOTA MOON "Promise" B.E. TAYLOR "Agn" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WMMX/Dayton, OH OM: Jeff Ballentine PD: Mary Franco MD: Dean Taylor No Adds | KURB/Little Rock, AR MD: Kevin Miller NATALIE IMBRUGLIA "Tom" PAULA COLE "Me" | KYSR/Los Angeles, CA PD: Angela Perelli AP/MD: Chris Ebbott 32 VERVE "Symphony" 13 NATALIE IMBRUGLIA "Tom" 11 CELINE DION "Heart" 11 MARCH PLAYGROUND "Ser" 11 FASTBALL "Way" | KMXS/Anchorage, AK PD/MD: Roxy Lennox TONIC "Eyes" SHANNA TWAIN "Still" | KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds | WWSM/Memphis, TN PD: Russ Morley MD: Bruce Wayne 18 WALLFLOWERS "Headlight" 16 SHERYL CROW "All I Can" 3 SMASH MOUTH "Walkin" 2 BACKSTREET BOYS "Long" | WRAL/Raleigh, NC PD/MD: Steve Reynolds 19 ROMA APPLE "Shadowbox" 17 CELINE DION "Heart" | WAKS/Tampa, FL MD: Mason Dixon MD: Rico Bianco 21 SPOKE GIRLS "Much" 12 JOEY LAWRENCE "New" 17 GARY BARLOW "Supershero" 17 SHANNA TWAIN "Still" 17 NATALIE IMBRUGLIA "Tom" 17 GREEN DAY "Time" | WMTX/Tampa, FL PD: Chuck Morgan MD: Frank Broney 38 SAVAGE GARDEN "Truly" 8 BARENAKED LADIES "Bran" 7 PISTOLETOS "Guardian" |
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| 3W | 2W | LW | TW | ARTIST TITLE LABEL(S) | TOTAL PLAYS | | | | TOTAL STATIONS/ADDS |
|----------------|----|----|----|---|-------------|------|------|------|---------------------|
| | | | | | TW | LW | 2W | 3W | |
| 6 | 4 | 2 | 1 | 1 MATCHBOX 20 3am (Lava/Atlantic) | 3323 | 2793 | 3066 | 2825 | 87/1 |
| 3 | 2 | 1 | 2 | 2 SMASH MOUTH Walkin' On The Sun (Interscope) | 3195 | 2815 | 3171 | 3070 | 83/2 |
| 2 | 1 | 3 | 3 | 3 LISA LOEB I Do (Geffen) | 3096 | 2747 | 3197 | 3072 | 90/0 |
| 1 | 3 | 4 | 4 | CHUMBAWAMBA Tubthumping (Republic/Universal) | 2646 | 2598 | 3069 | 3224 | 74/0 |
| 4 | 5 | 5 | 5 | PAULA COLE I Don't Want To Wait (Imago/WB) | 2518 | 2446 | 2998 | 3055 | 78/0 |
| 12 | 9 | 9 | 6 | 6 SAVAGE GARDEN Truly Madly Deeply (Columbia) | 2468 | 1914 | 1997 | 1649 | 72/3 |
| 9 | 8 | 7 | 7 | 7 SARAH MCLACHLAN Sweet Surrender (Arista) | 2403 | 2024 | 2174 | 1874 | 81/1 |
| — | 22 | 14 | 8 | 8 CELINE DION My Heart Will Go On (550 Music) | 2371 | 1460 | 1229 | 563 | 66/4 |
| 5 | 6 | 6 | 9 | SUGAR RAY Fly (Lava/Atlantic) | 2290 | 2332 | 2795 | 2858 | 69/0 |
| 20 | 14 | 12 | 10 | 10 LOREENA MCKENITT The Mummers' Dance (Quinkan Road/WB) | 2083 | 1553 | 1578 | 1258 | 78/6 |
| 10 | 11 | 10 | 11 | 11 BILLIE MYERS Kiss The Rain (Universal) | 2073 | 1769 | 1932 | 1798 | 71/2 |
| 7 | 7 | 8 | 12 | TONIC If You Could Only See (Polydor/A&M) | 2001 | 1946 | 2297 | 2267 | 59/2 |
| 17 | 13 | 13 | 13 | 13 THIRD EYE BLIND How's It Going To Be (Elektra/EEG) | 1901 | 1546 | 1647 | 1551 | 67/4 |
| 8 | 10 | 11 | 14 | SISTER HAZEL All For You (Universal) | 1853 | 1751 | 1985 | 1968 | 69/0 |
| 14 | 12 | 15 | 15 | ELTON JOHN Something About... (Rocket/Island) | 1483 | 1402 | 1678 | 1632 | 48/0 |
| 21 | 21 | 20 | 16 | 16 GREEN DAY Time Of Your Life (Good...) (Reprise) | 1472 | 1194 | 1272 | 1114 | 59/2 |
| 19 | 17 | 16 | 17 | 17 ALANA DAVIS 32 Flavors (Elektra/EEG) | 1439 | 1262 | 1436 | 1300 | 65/2 |
| 13 | 16 | 19 | 18 | MATCHBOX 20 Push (Lava/Atlantic) | 1349 | 1239 | 1468 | 1633 | 52/1 |
| 11 | 15 | 17 | 19 | SUNDAYS Summertime (DGC/Geffen) | 1180 | 1249 | 1512 | 1687 | 40/0 |
| 23 | 23 | 21 | 20 | 20 BRYAN ADAMS Back To You (A&M) | 1133 | 1066 | 1194 | 1101 | 51/0 |
| 22 | 24 | 22 | 21 | 21 CHANTAL KREVIASZUK Surrounded (Columbia) | 1122 | 1004 | 1132 | 1102 | 48/3 |
| BREAKER | | | 22 | 22 MEREDITH BROOKS What Would Happen (Capitol) | 1088 | 819 | 830 | 749 | 44/4 |
| BREAKER | | | 23 | 23 BEN FOLDS FIVE Brick (550 Music) | 1017 | 665 | 609 | 526 | 42/6 |
| 25 | 25 | 24 | 24 | 24 SISTER HAZEL Happy (Universal) | 973 | 855 | 991 | 942 | 49/3 |
| 29 | 29 | 28 | 25 | VERVE Bitter Sweet Symphony (Hut/Virgin) | 881 | 687 | 706 | 642 | 37/5 |
| DEBUT | | | 26 | 26 BACKSTREET BOYS As Long As You Love Me (Jive) | 818 | 566 | 580 | 400 | 34/6 |
| 28 | 28 | 27 | 27 | 27 BLESSID UNION Light In Your Eyes (Capitol) | 778 | 728 | 770 | 685 | 32/1 |
| 30 | — | 30 | 28 | 28 ROBYN Show Me Love (RCA) | 621 | 580 | 598 | 576 | 23/0 |
| DEBUT | | | 29 | 29 JIMMY RAY Are You Jimmy Ray? (Epic) | 596 | 349 | 195 | 63 | 32/9 |
| DEBUT | | | 30 | 30 EDWIN MCCAIN I'll Be (Lava/Atlantic) | 475 | 304 | 206 | 198 | 22/3 |

This chart reflects airplay from January 19-25. Songs ranked by total plays. Highlighted songs indicate Breaker.

94 Hot AC reporters. 92 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1998, R&R Inc.

NEW & ACTIVE

BARENAKED LADIES Brian Wilson (Reprise)

Total Stations: 14, Adds: 2, Plays: 389, WBMX 46 (48), WXLO 15 (15), WLCE 40 (40), WVTY 23 (11), WZNE 38 (38), WPTE 26 (23), WSHE 23 (30), WMTX 10, KAMX 36 (16), WQAL 7 (5), KOZN 32 (30), KFMB 17, KLLC 46 (47).

LAUREN CHRISTY Magazine (Mercury)

Total Stations: 19, Adds: 0, Plays: 305, WKLI 11 (9), WQSM 23 (15), WKSI 7 (4), WPLL 10 (10), WPTE 11 (12), WMBX 21 (32), WAKS 5 (7), WMTX 21 (21), KKMY 10 (10), WKDD 15 (15), WTMX 41 (32), WIOG 26 (23), WWWM 12 (10), KMXC 10 (10), KVVU 19 (19), KLLY 21 (11), KVSR 26 (26), KLLC 10 (9), KEYW 6 (5).

PAULA COLE Me (Imago/WB)

Total Stations: 16, Adds: 4, Plays: 288, WBMX 12 (21), WXLO 12 (10), WVTY 12, WZNE 18, WKZL 20 (13), WPLL 29 (3), WPTE 11 (4), KAMX 35 (12), WTMX 22, KOZN 28 (15), KMXC 17, KVSR 24, KPLZ 21 (19).

JANET Together Again (Virgin)

Total Stations: 10, Adds: 0, Plays: 279, WKEE 33 (17), WOMP 33 (32), WBBE 36 (38), WAKS 5 (5), WMLX 16 (11), KKYS 30 (12), KSH 44 (32), WKDD 17 (17), KBEE 5 (3), KEYW 11 (14).

MARCY PLAYGROUND Sex And Candy (Capitol)

Total Stations: 19, Adds: 10, Plays: 265, WVTY 12, WZNE 20 (24), WQSM 7, WKZL 19, WPLL 28 (32), WPTE 1, WSHE 30 (29), WMTX 12 (8), KPEK 4, KKPN 23 (22), KOZN 27 (15), KALC 24 (13), KYSR 11, KFMB 39 (28), KLLC 8 (10).

NATALIE IMBRUGLIA Torn (RCA)

Total Stations: 20, Adds: 18, Plays: 204, WLCE 20, WQSM 7, WPLL 28 (4), KHMX 25 (8), KZZP 29, WKTI 5, WPNT 17, KOZN 21, KMXC 17, KALC 13, KYSR 13, KOSO 5, KEYW 4.

BIG HEAD TODD & THE MONSTERS Please Don't Tell Her (Revolution)

Total Stations: 10, Adds: 1, Plays: 193, WOMP 7, WQSM 18 (15), WKSI 40 (24), WKZL 20, WPTE 38 (38), WMBX 28 (28), WMTX 8 (9), KKMY 9 (10), WWWM 10 (8), KOSO 15 (15).

BEHAN JOHNSON World Keeps Spinning (RCA)

Total Stations: 9, Adds: 0, Plays: 160, WOMP 10 (12), WPLL 11 (11), WMTX 15 (7), KKMY 9 (10), WTMX 24 (12), KALC 24 (19), KVSR 25 (26), KLLC 21 (16), KPLZ 21 (21).

SHANIA TWAIN You're Still The One (Mercury)

Total Stations: 15, Adds: 6, Plays: 157, WKLI 14 (7), WOMP 19 (23), WQSM 10 (7), WXIL 16, WAKS 9, WMC 18 (6), WVMX 2 (3), WKTI 21 (21), KMXG 18, WWWM 5, KPLZ 21 (19), KEYW 4.

PISTOLEROS My Guardian Angel (Hollywood)

Total Stations: 13, Adds: 4, Plays: 156, WBMX 8 (9), WVTY 12, WOMP 10 (12), WPLL 28 (35), WMTX 7, KKMY 10 (9), KKPN 37 (41), WQAL 11 (10), KMXB 23, KLLY 5 (5), KOSO 5.

FLEETWOOD MAC Landslide (Reprise)

Total Stations: 14, Adds: 7, Plays: 150, WBMX 22 (22), WDAQ 17 (15), WXLO 10, WXIL 24 (15), WAKS 5, WMLX 2, KPEK 8, KKMY 9, KKYS 3, WMMX 16, WAZY26 (12), WWWM 8.

Songs ranked by total plays.
Station call letters followed by number of plays.

BREAKERS

MEREDITH BROOKS

What Would Happen? (Capitol)

TOTAL PLAYS/INCREASE: 1088/269
TOTAL STATIONS/ADDS: 44/4
CHART: 22

BEN FOLDS FIVE

Brick (550 Music)

TOTAL PLAYS/INCREASE: 1017/352
TOTAL STATIONS/ADDS: 42/6
CHART: 23

MOST ADDED

| ARTIST TITLE LABEL(S) | ADDS |
|--|------|
| NATALIE IMBRUGLIA Torn (RCA) | 18 |
| MARCY PLAYGROUND Sex And Candy (Capitol) | 10 |
| JIMMY RAY Are You Jimmy Ray? (Epic) | 9 |
| FLEETWOOD MAC Landslide (Reprise) | 7 |
| BACKSTREET BOYS As Long As You Love Me (Jive) | 6 |
| BEN FOLDS FIVE Brick (550 Music) | 6 |
| LOREENA MCKENITT The Mummers'... (Quinkan Road/WB) | 6 |
| TONIC Open Up Your Eyes (Polydor/A&M) | 6 |
| SHANIA TWAIN You're Still The One (Mercury) | 6 |
| VERVE Bitter Sweet Symphony (Hut/Virgin) | 5 |

MOST INCREASED PLAYS

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|--|---------------------|
| CELINE DION My Heart Will Go On (550 Music) | +911 |
| SAVAGE GARDEN Truly Madly Deeply (Columbia) | +554 |
| MATCHBOX 20 3am (Lava/Atlantic) | +530 |
| LOREENA MCKENITT The Mummers'... (Quinkan Road/WB) | +530 |
| SMASH MOUTH Walkin' On The Sun (Interscope) | +380 |
| SARAH MCLACHLAN Sweet Surrender (Arista) | +379 |
| THIRD EYE BLIND How's It Going To Be (Elektra/EEG) | +355 |
| BEN FOLDS FIVE Brick (550 Music) | +352 |
| LISA LOEB I Do (Geffen) | +349 |
| BILLIE MYERS Kiss The Rain (Universal) | +304 |

HOTTEST RECURRENTS

| ARTIST TITLE LABEL(S) |
|---|
| THIRD EYE BLIND Semi-Charmed Life (Elektra/EEG) |
| LEANN RIMES How Do I Live? (Curb) |
| JEWEL Foolish Games (Atlantic) |
| SARAH MCLACHLAN Building A Mystery (Arista) |
| AMY GRANT Takes A Little Time (A&M) |
| FIONA APPLE Criminal (Clean Slate/Work) |
| BACKSTREET BOYS Quit Playing Games (With My Heart) (Jive) |
| DUNCAN SHEIK Barely Breathing (Atlantic) |
| WALLFLOWERS One Headlight (Interscope) |
| OMC How Bizarre (Huh!/Mercury) |

Breakers: Songs registering 925 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

but if you wake in the morning and I'm sitting stark naked on you sit back and watch the ceiling you'll find it quite appealing

the debut single from the forthcoming album **naked** on you on your desk now

treana

TREANA naked on you

BACKYARD records

wea

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HOT AC PLAYLISTS

January 30, 1998 R&R • 89

FIND COMPLETE PLAYLISTS FOR ALL HOT AC REPORTERS ON R&R ONLINE

95.5 WPLJ
NEW YORK

MARKET #1
WPLJ/New York
(212) 613-8900
Cuddy/Shannon/Mascaro

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 38 | 48 | 49 | 49 | 49 | CELINE DION/My Heart Will Go On |
| 38 | 42 | 45 | 46 | 46 | SAVAGE GARDEN/Truly Madly Deeply |
| 35 | 34 | 43 | 44 | 44 | MATCHBOX 20/3am |
| 43 | 45 | 46 | 44 | 44 | ELTON JOHN/Something About... |
| 44 | 41 | 47 | 43 | 43 | PAULA COLE/Don't Want To Wait |
| 39 | 46 | 43 | 42 | 42 | SMASH MOUTH/Walkin' On The Sun |
| 44 | 43 | 48 | 42 | 42 | MATCHBOX 20/Push |
| 34 | 37 | 37 | 36 | 36 | LISA LOEB/Do |
| 47 | 46 | 36 | 36 | 36 | SUGAR RAY/Fly |
| 35 | 33 | 38 | 36 | 36 | LOREENA MCKENITT/The Mummies' Dance |
| 44 | 43 | 35 | 35 | 35 | CHUMBAWAMBA/Tubthumping |
| 29 | 33 | 38 | 34 | 34 | BILLIE MYERS/Kiss The Rain |
| 44 | 32 | 36 | 34 | 34 | LEANN RIMES/How Do I Live |
| 44 | 33 | 35 | 34 | 34 | SISTER HAZEL/All For You |
| 37 | 34 | 37 | 32 | 32 | THIRD EYE BLIND/Semi-Charmed Life |
| - | - | 29 | 29 | 29 | BACKSTREET BOYS/As Long As You... |
| - | - | 28 | 27 | 27 | JIMMY RAY/Are You Jimmy Ray? |
| 28 | 26 | 26 | 26 | 26 | SARAH MCLACHLAN/Sweet Surrender |
| 28 | 25 | 26 | 25 | 25 | GREEN DAY/Time Of Your Life |
| 28 | 25 | 14 | 17 | 17 | BLESSID UNION/Light In Your Eyes |
| 29 | 24 | 24 | 24 | 24 | BRYAN ADAMS/Back To You |
| 20 | 20 | 18 | 13 | 13 | JEWEL/Foolish Games |
| 27 | 24 | - | - | - | VERVE PIPE/The Freshmen |
| - | - | - | - | - | MEREDITH BROOKS/Bitch |
| 15 | 13 | - | - | - | OMC/How Bizarre |
| 24 | 20 | 9 | 11 | 11 | WALLFLOWERS/One Headlight |
| - | - | - | - | - | THIRD EYE BLIND/How's It Going To Be |

STAR 98.7
LOS ANGELES

MARKET #2
KYSR/Los Angeles
(818) 955-7000
Perelli/Ebbott

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 60 | 64 | 46 | 65 | 65 | SMASH MOUTH/Walkin' On The Sun |
| 61 | 64 | 46 | 64 | 64 | CHUMBAWAMBA/Tubthumping |
| 60 | 64 | 46 | 63 | 63 | MATCHBOX 20/3am |
| 60 | 64 | 46 | 63 | 63 | PAULA COLE/Don't Want To Wait |
| 42 | 59 | 46 | 57 | 57 | SAVAGE GARDEN/Truly Madly Deeply |
| 59 | 48 | 30 | 45 | 45 | TONIC/If You Could Only... |
| 44 | 29 | 43 | 43 | 43 | SARAH MCLACHLAN/Sweet Surrender |
| 36 | 41 | 28 | 43 | 43 | BEN FOLDS FIVE/Brick |
| 38 | 42 | 28 | 42 | 42 | THIRD EYE BLIND/How's It Going To Be |
| 14 | 35 | 30 | 42 | 42 | JIMMY RAY/Are You Jimmy Ray? |
| 42 | 44 | 29 | 41 | 41 | LISA LOEB/Do |
| 41 | 42 | 30 | 41 | 41 | MIGHTY MIGHTY...The Impression... |
| 37 | 42 | 31 | 41 | 41 | LOREENA MCKENITT/The Mummies' Dance |
| 40 | 40 | 26 | 40 | 40 | SARAH MCLACHLAN/Building A Mystery |
| - | - | - | - | - | VERVE/Bitter Sweet |
| 40 | 44 | 30 | 30 | 30 | FIONA APPLE/Criminal |
| 37 | 41 | 22 | 33 | 33 | GREEN DAY/Time Of Your Life |
| 30 | 34 | 22 | 22 | 22 | MATCHBOX 20/Push |
| 20 | 20 | 20 | 20 | 20 | SISTER HAZEL/All For You |
| 18 | 18 | 18 | 18 | 18 | JEWEL/Foolish Games |
| 18 | 18 | 18 | 18 | 18 | SUGAR RAY/Fly |
| - | - | - | - | - | NATALIE IMBRUGLIA/Torn |
| - | - | - | - | - | CELINE DION/My Heart Will Go On |
| - | - | - | - | - | MARCY PLAYGROUND/Sex And Candy |
| - | - | - | - | - | FASTBALL/The Way |

101.9
CHICAGO

MARKET #3
WTMX/Chicago
(312) 946-1019
James/Kartak

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 45 | 31 | 45 | 45 | 45 | SUNDAYS/Summertime |
| 30 | 31 | 34 | 45 | 45 | MEREDITH BROOKS/What Would Happen |
| 46 | 45 | 46 | 45 | 45 | TONIC/If You Could Only... |
| - | - | 44 | 45 | 45 | EDWIN MCCAINI/II Be |
| - | - | 32 | 41 | 41 | LAUREN CHRISTY/Magazine |
| 44 | 46 | 31 | 40 | 40 | MATCHBOX 20/3am |
| 14 | 15 | 29 | 31 | 31 | BILLIE MYERS/Kiss The Rain |
| 44 | 45 | 31 | 31 | 31 | DOG'S EYE VIEW/Last Letter Home |
| 14 | 15 | 31 | 31 | 31 | SARAH MCLACHLAN/Sweet Surrender |
| 32 | 31 | 12 | 24 | 24 | BEHAN JOHNSON/World Keeps Spinning |
| 46 | 45 | 45 | 45 | 45 | SMASH MOUTH/Walkin' On The Sun |
| - | - | 22 | 22 | 22 | PAULA COLE/Do |
| 15 | 17 | - | 18 | 18 | ROLLING STONES/Anybody Seen My |
| 16 | 13 | 15 | 16 | 16 | MATCHBOX 20/Push |
| 45 | 16 | 17 | 16 | 16 | CHUMBAWAMBA/Tubthumping |
| 17 | 16 | 16 | 16 | 16 | OMC/How Bizarre |
| 16 | 17 | 16 | 16 | 16 | 10,000 MANIACS/More Than This |
| 16 | 17 | 15 | 16 | 16 | BLUES TRAVELER/Most Precarious |
| - | - | 15 | 15 | 15 | WALLFLOWERS/One Headlight |
| - | - | 17 | 15 | 15 | SISTER HAZEL/All For You |
| 31 | 45 | 14 | 14 | 14 | IMANI COPPOLA/Legend Of A Cowgirl |
| - | - | - | - | - | DUNCAN SHEIK/Barely Breathing |
| - | - | - | - | - | CRANBERRIES/Free To Decide |
| 8 | 6 | 12 | 13 | 13 | CHANTAL KREVIAZUK/Surrounded |
| 13 | 11 | 15 | 13 | 13 | JEWEL/Foolish Games |
| 13 | 15 | 12 | 12 | 12 | LOREENA MCKENITT/The Mummies' Dance |
| 32 | 32 | 12 | 12 | 12 | ALANA DAVIS/32 Flavors |
| - | - | 11 | 12 | 12 | GREEN DAY/Time Of Your Life |
| - | - | 10 | 10 | 10 | CHUMBAWAMBA/Amnesia |
| - | - | - | - | - | THIRD EYE BLIND/How's It Going To Be |

Alice @ 97.3
SAN FRANCISCO

MARKET #4
KLLC/San Francisco
(415) 765-4097
Kaplan/Stoeckel

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 47 | 47 | 45 | 47 | 47 | ALANA DAVIS/32 Flavors |
| 45 | 45 | 45 | 45 | 45 | DUNCAN SHEIK/She Runs Away |
| 21 | 21 | 46 | 46 | 46 | THIRD EYE BLIND/How's It Going To Be |
| 22 | 22 | 47 | 47 | 47 | BARENAKED LADIES/Brian Wilson |
| 45 | 45 | 45 | 45 | 45 | SMASH MOUTH/Walkin' On The Sun |
| 46 | 46 | 45 | 45 | 45 | BLUES TRAVELER/Most Precarious |
| 33 | 33 | 40 | 40 | 40 | SARAH MCLACHLAN/Sweet Surrender |
| 30 | 30 | 31 | 33 | 33 | BILLIE MYERS/Kiss The Rain |
| 32 | 32 | 30 | 33 | 33 | SUGAR RAY/Fly |
| 46 | 46 | 32 | 33 | 33 | KAMI LYLE/Polka Dots |
| 31 | 31 | 31 | 33 | 33 | OASIS/Don't Go Away |
| 30 | 30 | 32 | 30 | 30 | PAULA COLE/Don't Want To Wait |
| 45 | 45 | 38 | 38 | 38 | CHUMBAWAMBA/Tubthumping |
| 23 | 23 | 30 | 30 | 30 | SISTER HAZEL/All For You |
| 37 | 37 | 23 | 23 | 23 | MATCHBOX 20/Push |
| 30 | 30 | 26 | 23 | 23 | FIONA APPLE/Sleep To Dream |
| 14 | 14 | 20 | 21 | 21 | LISA LOEB/Do |
| 15 | 15 | 21 | 21 | 21 | BLESSID UNION/Light In Your Eyes |
| 15 | 15 | 18 | 21 | 21 | GREEN DAY/Time Of Your Life |
| 12 | 12 | 16 | 21 | 21 | BEHAN JOHNSON/World Keeps Spinning |
| 10 | 10 | 19 | 21 | 21 | LONGPIGS/On And On |
| 14 | 14 | 18 | 20 | 20 | SPACE MONKEYS/Sugar Cane |
| 23 | 23 | 20 | 20 | 20 | LOREENA MCKENITT/The Mummies' Dance |
| 18 | 18 | 20 | 19 | 19 | CHANTAL KREVIAZUK/Surrounded |
| 12 | 12 | 20 | 19 | 19 | VERVE/Bitter Sweet |
| - | - | 10 | 19 | 19 | FIONA APPLE/Never Is A Promise |
| 13 | 13 | 20 | 18 | 18 | BRYAN ADAMS/Back To You |
| 14 | 14 | 18 | 18 | 18 | BEN FOLDS FIVE/Brick |

STAR 104.5
PHILADELPHIA

MARKET #5
WYXR/Philadelphia
(610) 668-0750
Johnson/Ashley

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-------------------------------------|
| - | - | 6 | 28 | 28 | CELINE DION/My Heart Will Go On |
| 30 | 28 | 20 | 25 | 25 | CHUMBAWAMBA/Tubthumping |
| 30 | 28 | 24 | 24 | 24 | SUGAR RAY/Fly |
| 23 | 25 | 24 | 24 | 24 | SMASH MOUTH/Walkin' On The Sun |
| 34 | 27 | 28 | 23 | 23 | LEANN RIMES/How Do I Live |
| 24 | 27 | 26 | 23 | 23 | ELTON JOHN/Something About... |
| 18 | 24 | 26 | 23 | 23 | JEWEL/Foolish Games |
| 20 | 23 | 20 | 23 | 23 | PAULA COLE/Don't Want To Wait |
| 20 | 23 | 20 | 23 | 23 | THIRD EYE BLIND/Semi-Charmed Life |
| 22 | 25 | 22 | 22 | 22 | MATCHBOX 20/Push |
| 20 | 25 | 19 | 19 | 19 | BRYAN ADAMS/Back To You |
| 22 | 24 | 19 | 19 | 19 | LOREENA MCKENITT/The Mummies' Dance |
| 15 | 26 | 19 | 19 | 19 | PAULA COLE/Don't Want To Wait |
| 20 | 27 | 17 | 17 | 17 | SAVAGE GARDEN/Truly Madly Deeply |
| 24 | 24 | 17 | 17 | 17 | LISA LOEB/Do |
| 16 | 17 | 10 | 14 | 14 | DUNCAN SHEIK/Barely Breathing |
| 9 | 13 | 12 | 12 | 12 | OMC/How Bizarre |
| 25 | 27 | 11 | 11 | 11 | BACKSTREET BOYS/Quit Playing... |
| - | - | - | - | - | JIMMY RAY/Are You Jimmy Ray? |
| 20 | 10 | - | - | - | VERVE PIPE/The Freshmen |
| 16 | 11 | - | - | - | JEWEL/You Were Mean... |

MIX 102.9
DALLAS

MARKET #6
KDMX/Dallas
(214) 991-1029
Steal/Thomas

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-------------------------------------|
| 33 | 40 | 47 | 60 | 60 | SISTER HAZEL/All For You |
| 59 | 59 | 60 | 60 | 60 | CHUMBAWAMBA/Tubthumping |
| 39 | 34 | 45 | 59 | 59 | THIRD EYE BLIND/Semi-Charmed Life |
| 54 | 54 | 55 | 57 | 57 | MATCHBOX 20/Push |
| 12 | 24 | 25 | 56 | 56 | CELINE DION/My Heart Will Go On |
| 39 | 46 | 46 | 43 | 43 | PAULA COLE/Don't Want To Wait |
| 33 | 37 | 42 | 42 | 42 | TONIC/If You Could Only... |
| 59 | 62 | 42 | 42 | 42 | SUGAR RAY/Fly |
| 32 | 32 | 32 | 32 | 32 | MATCHBOX 20/3am |
| 29 | 30 | 28 | 28 | 28 | SAVAGE GARDEN/Truly Madly Deeply |
| 25 | 29 | 26 | 27 | 27 | SMASH MOUTH/Walkin' On The Sun |
| 24 | 26 | 24 | 25 | 25 | LOREENA MCKENITT/The Mummies' Dance |
| 24 | 25 | 22 | 25 | 25 | ELTON JOHN/Something About... |
| 23 | 25 | 25 | 25 | 25 | JIMMY RAY/Are You Jimmy Ray? |
| 30 | 31 | 27 | 25 | 25 | WALLFLOWERS/One Headlight |
| 26 | 24 | 26 | 24 | 24 | SHERYL CROW/It Makes You... |
| - | - | 24 | 24 | 24 | MEREDITH BROOKS/Bitch |
| - | - | 25 | 24 | 24 | DUNCAN SHEIK/Barely Breathing |
| 22 | - | 26 | 23 | 23 | SHAWN COLVIN/Sunny Came Home |
| - | - | 22 | 26 | 26 | BEN FOLDS FIVE/Brick |
| 17 | 19 | 18 | 18 | 18 | ALANA DAVIS/32 Flavors |
| 21 | 19 | 18 | 18 | 18 | LISA LOEB/Do |
| 18 | 12 | 16 | 16 | 16 | BILLIE MYERS/Kiss The Rain |
| 23 | 15 | 21 | 15 | 15 | BLESSID UNION/Light In Your Eyes |
| 25 | 27 | 22 | 15 | 15 | BRYAN ADAMS/Back To You |
| 17 | 15 | 17 | 15 | 15 | GREEN DAY/Time Of Your Life |
| 4 | 7 | 11 | 15 | 15 | FIONA APPLE/Criminal |
| - | - | 14 | 15 | 15 | VERVE/Bitter Sweet |
| 20 | 17 | 13 | 13 | 13 | SISTER HAZEL/All For You |
| 9 | 10 | 12 | 12 | 12 | CHANTAL KREVIAZUK/Surrounded |

Q95.5
DETROIT

MARKET #7
WKQI/Detroit
(810) 967-3750
Gillette/Buchalter

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-------------------------------------|
| 46 | 47 | 27 | 48 | 48 | SUGAR RAY/Fly |
| 44 | 47 | 31 | 47 | 47 | CHUMBAWAMBA/Tubthumping |
| 46 | 49 | 29 | 47 | 47 | THIRD EYE BLIND/Semi-Charmed Life |
| 33 | 32 | 41 | 47 | 47 | SMASH MOUTH/Walkin' On The Sun |
| 33 | 37 | 22 | 45 | 45 | SAVAGE GARDEN/Truly Madly Deeply |
| - | - | 38 | 45 | 45 | CELINE DION/My Heart Will Go On |
| 45 | 47 | 27 | 36 | 36 | LEANN RIMES/How Do I Live |
| 44 | 47 | 26 | 33 | 33 | MATCHBOX 20/Push |
| 34 | 34 | 23 | 33 | 33 | SISTER HAZEL/All For You |
| 33 | 35 | 21 | 33 | 33 | PAULA COLE/Don't Want To Wait |
| 44 | 44 | 30 | 32 | 32 | TONIC/If You Could Only... |
| 24 | 31 | 18 | 32 | 32 | BACKSTREET BOYS/As Long As You... |
| 45 | 45 | 26 | 31 | 31 | BACKSTREET BOYS/Quit Playing... |
| 24 | 22 | 13 | 31 | 31 | MATCHBOX 20/3am |
| 26 | 26 | 16 | 24 | 24 | LISA LOEB/Do |
| - | - | 26 | 13 | 13 | SARAH MCLACHLAN/Sweet Surrender |
| 14 | 16 | 11 | 22 | 22 | OMC/How Bizarre |
| - | - | 21 | 22 | 22 | CARDIGANS/Lovefool |
| - | - | 14 | 21 | 21 | JIMMY RAY/Are You Jimmy Ray? |
| 16 | 14 | 13 | 20 | 20 | HANSON/Mmm Bop |
| 16 | 22 | - | 20 | 20 | WALLFLOWERS/One Headlight |
| 14 | 18 | 10 | 20 | 20 | DUNCAN SHEIK/Barely Breathing |
| - | - | 14 | 20 | 20 | ROBYN/Show Me Love |
| 15 | 17 | 12 | 19 | 19 | MEREDITH BROOKS/Bitch |
| 15 | 23 | - | 19 | 19 | NO DOUBT/Don't Speak |
| 18 | 14 | 18 | 18 | 18 | SHAWN COLVIN/Sunny Came Home |
| 17 | 12 | 18 | 18 | 18 | SPICE GIRLS/BeCOME 1 |
| 30 | 23 | 9 | 18 | 18 | BILLIE MYERS/Kiss The Rain |
| 22 | 18 | 9 | 18 | 18 | LOREENA MCKENITT/The Mummies' Dance |
| - | - | 18 | 18 | 18 | ALANA DAVIS/32 Flavors |

MIX 107.3 FM
WASHINGTON

MARKET #8
WRQX/Washington
(202) 686-3100
Kosbau/Parker

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-------------------------------------|
| 34 | 35 | 22 | 36 | 36 | PAULA COLE/Don't Want To Wait |
| 32 | 34 | 19 | 36 | 36 | MATCHBOX 20/Push |
| 33 | 34 | 22 | 35 | 35 | SUGAR RAY/Fly |
| 21 | 24 | 14 | 34 | 34 | SAVAGE GARDEN/Truly Madly Deeply |
| 34 | 35 | 21 | 33 | 33 | SMASH MOUTH/Walkin' On The Sun |
| 33 | 34 | 21 | 33 | 33 | LISA LOEB/Do |
| 33 | 34 | 20 | 33 | 33 | CHUMBAWAMBA/Tubthumping |
| 32 | 34 | 18 | 33 | 33 | ELTON JOHN/Something About... |
| 22 | 24 | 21 | 30 | 30 | LEANN RIMES/How Do I Live |
| - | - | 7 | 13 | 13 | SARAH MCLACHLAN/Sweet Surrender |
| - | - | 6 | 12 | 12 | CELINE DION/My Heart Will Go On |
| 21 | 22 | 13 | 26 | 26 | MATCHBOX 20/3am |
| 36 | 32 | 21 | 25 | 25 | SISTER HAZEL/All For You |
| 21 | 21 | 25 | 22 | 22 | BRYAN ADAMS/Back To You |
| 24 | 23 | 14 | 22 | 22 | THIRD EYE BLIND/Semi-Charmed Life |
| 22 | 22 | - | 17 | 17 | SHAWN COLVIN/Sunny Came Home |
| 19 | 17 | 10 | 17 | 17 | DUNCAN SHEIK/Barely Breathing |
| 20 | - | 10 | 17 | 17 | NO DOUBT/Don't Speak |
| - | - | 16 | 16 | 16 | SHERYL CROW/It Makes You... |
| - | - | 8 | 16 | 16 | LOREENA MCKENITT/The Mummies' Dance |
| 16 | 14 | 13 | 20 | 20 | HANSON/Mmm Bop |
| 16 | 22 | - | 20 | 20 | WALLFLOWERS/One Headlight |
| 14 | 18 | 10 | 20 | 20 | DUNCAN SHEIK/Barely Breathing |



CAROL ARCHER

NAC/SMOOTH JAZZ

Simple Steps To Better Promotions In Smaller Markets

□ A new resource reveals the secrets to lifting burdens and spreading the word

Most major-market radio stations have full-time marketing and promotions directors. But as market size decreases, the likelihood that the person in charge of handling station promotions will have another primary, full-time position increases. In smaller markets, PDs, MDs, air talents, sales staffers — sometimes even receptionists and interns — are often assigned promotional tasks without knowing quite where to start.

Don't despair. Help is here.

Before joining the ranks of NAC/Smooth Jazz promotion with Larry Douglas at Epic Records in 1990, All That Jazz associate **Suzy Peters** served as Promotion Director of KRLA (Oldies 1110)/Los Angeles. Capitalizing on her knowledge of radio promotion, Peters has created a comprehensive guide, *Promotion 101*, to ease some of the hardship faced in cities in the bottom half of the rated Arbitron markets.

Everyone Faces The Same Hurdles

What's the difference between NAC/Smooth Jazz promotion and that for other formats? "Absolutely nothing," Peters says. "Whether your biggest challenge is managing a heavy promotion load, fending off aggressive salespeople, or scrounging to construct lofty promotions on a tiny budget, everyone faces the same obstacles. In this age of consolidation, where everyone is wearing too many hats, the promotion department is often the last to get attention. Plus, it's hard to be creative if you've been working on Selector for eight hours.

"You don't need a big budget, a huge market share, or an in-house creative genius to pull off great promotions. This is all you need to do: Get organized, get creative, and get



Suzy Peters

the word out. First, determine your goals. You won't win the race if you can't see the finish line. Make a list of your promotional problems — and goals — for the year ahead. Write it down on paper. Then, get your staff on the same page. Define and communicate your programming and marketing goals and responsibilities. Repeat the goals to yourself and your staff. Be as repetitive with your staff as you are with listeners to get your point across. Be clear about the mission and communicate to all involved exactly what needs to be done to get there. Show them the finish line."

Getting Organized

By planning ahead, one may be surprised at what they can accomplish, Peters suggests. "Get a calen-

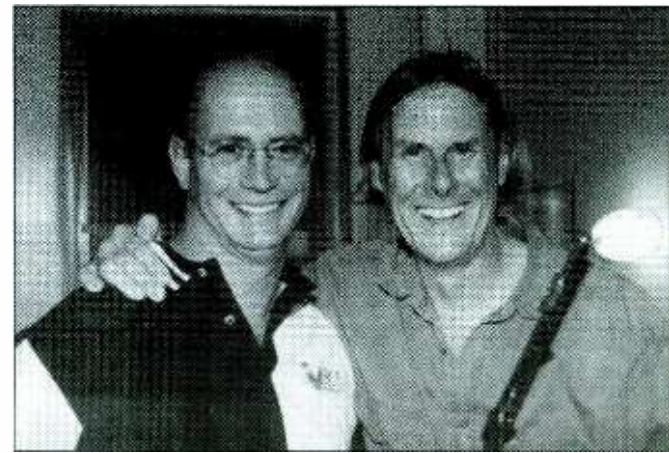
dar with spaces big enough to write a few lines each day for the next 12 months, preferably one that already has the major holidays noted. Fill in the primary holidays or events that you expect to cover, then add secondary events, such as annual jazz festivals, core artist birthdays, and major sports events — you don't want to schedule your jazz brunch party on Super Bowl Sunday, for example. Circle the most important events and start a file for each. Update the calendar regularly with concert dates, core artist CD release dates, and anything else that could reinforce your station's image. This will help you balance promotions that best represent your audience, alert you to conflicts, and help avoid a promotional traffic jam. Use the calendar to get your staff in a plan-ahead mode. Post it and encourage input. Then do something really



scary: Take it to a sales meeting. Why? Because the salesperson is your friend.

"When the AE calls on a client, they see dollar signs. When they call on you for a promotion, you should see dollar signs, too. If you're going to throw a listener appreciation party, you may as well find someone to pay for it. The marriage between client and promotion can be blissful if you take your time. Plan ahead so you can develop it carefully. If aggressive, disorganized salespeople are creating problems, implement a sales promotion request form. This will force them to gather all the important facts affecting your decision to run the promotion.

"Whenever possible, put every request, every creative idea, *everything* in writing. Putting it on paper creates puzzle pieces that can be separated and tied back together, transforming the promotion from a hypothetical concept into a well-balanced, comprehensive event. Take the sales promotion requests, your calendar and promotional wish list, and a list of record label priorities, and spread them out before you. That way, you can match a lackluster request, for example, with a major sold-out concert by having the client buy



TOM & TIM — After a recent concert sponsored by WVMV/Detroit, flautist Tim Weisberg (r) had a chance to pal around with the station's PD, Tom Sleeker.

“When the AE calls on a client, they see dollar signs. When they call on you for a promotion, you should see dollar signs, too. If you're going to throw a listener appreciation party, you may as well find someone to pay for it.”

front row seats and/or sponsor a pre-concert party. Sometimes, the client is just trying to snare some added value. While they may request a remote from their BMW dealership (and you don't even do remotes), you might offer them the concert ticket promotion. If you probe, you may learn that it's the mention they're after.

"The client who always asks for promotions knows something very important: You don't ask, you don't get. Try it for yourself. Approach labels with reasonable requests for CDs, bios, tour itineraries, and artist liners. Ask your sales department to get a client to sponsor the promotion you've been yearning to do. Ask your staff for help, then ask again. The key is ask, don't demand. This works well when you are planning ahead and you give people time to think things over. Put your request in writing, using the sample letters in *Promotion 101* as a guide. Give the recipient the tools they'll need to answer you. Make it easy to fulfill your request. When you need something, get the word out."

Undervaluing The Think Tank

"Don't underestimate the power of brainstorming to generate ideas," Peters says. "Invite as many people as possible from your staff to participate. The more input, the better. Pick one or two topics such as, 'We have a mattress client who wants a promotion' or 'What are we going to do for our anniversary?' Allow everyone to blurt out ideas. This isn't a decision-making meeting; an outlandish suggestion might lead to a realistic opportunity. The goal is to get creative juices flowing in an environment that fosters enthusiasm. When was the last time you asked a sales assistant, the receptionist, or your jocks for their

input? You might just find there are talented people on your staff longing for the chance to contribute more.

"Does your station send out press releases regularly? You should. You don't have time to write them? Ask around, because you may have closet writers on your staff. Your station event or fund-raiser may be successful, but it'll be even better if it's highlighted on the local 11pm television news. It's amazing what local television news will cover if the assignment editor is drawn to your promotion or if it's a slow news day. Make sure to do a press release on every promotion and every event. Begin with a hook, convey a mental picture of the event, and make sure your facts are correct. Give more weight to major promotions over small events. Take photos at the event and send prints with a follow-up release, especially if it was a fund-raiser. Include the names and titles of all those in the photo and mail it to local newspapers [Editor's note: Send copies to R&R, too].

"If you find you've got too many promotions scheduled and not enough airtime, the tail is wagging the dog. Go back to basics: Update your calendar, combine promotions when possible, and keep careful written records. Great promotions are all about details. That's why they suffer when left until the last minute and are excellent when all the details are worked out beforehand. Anyone can give away a car or present a concert. It's how you do it that matters. As the chef Emeril Lagasse would say, 'It's time to kick it up a notch!' Spice up your promotions and wake up your audience."

Suzy Peters' guide to mounting more effective small-to-medium-market promotions — complete with work sheets and sample letters and forms — is available at no cost. To request a copy, contact her at (310) 395-6995 (phone); (310) 395-9334 (fax); or by e-mail at alljazz@aol.com.



CALL THE FUN POLICE! — This spirited group gathered right after Christmas to hear Bobby Caldwell's big band performance in San Diego. Seen grooving here are (l-r): R&R NAC/SJ Editor Carol Archer, OpTiMum Sr. VP Bob O'Connor and friend Rebecca Alfaro, Zebra Records Pres. Ricky Schultz, and dreamgirl Karen Joubert.



NAC/SMOOTH JAZZ TRACKS

JANUARY 30, 1998

| 3W | 2W | LW | TW | ARTIST TITLE LABEL(S) | TOTAL PLAYS | | | | TOTAL STATIONS/ADDS |
|----------------|-----------|----|-----------|--|-------------|------------|------------|-------------|---------------------|
| | | | | | TW | LW | 2W | 3W | |
| 4 | 1 | 1 | 1 | CANDY DULFER For The Love... (N2K Encoded Music) 866 | 870 | 815 | 700 | 48/0 | |
| 5 | 4 | 2 | 2 | RICHARD ELLIOT If You Want My Love (Metro Blue/Blue Note) 856 | 830 | 714 | 619 | 49/0 | |
| 6 | 5 | 3 | 3 | KENNY G Loving You (Arista) 769 | 761 | 692 | 619 | 45/0 | |
| 14 | 9 | 4 | 4 | AVENUE BLUE Always There (Mesa/Bluemoon/Atlantic) 759 | 689 | 549 | 399 | 48/0 | |
| 3 | 3 | 5 | 5 | BOB JAMES Mind Games (Warner Bros.) 643 | 666 | 770 | 735 | 39/0 | |
| 10 | 10 | 9 | 6 | THOM ROTELLA What's The Story? (Telarc) 571 | 548 | 494 | 447 | 45/0 | |
| 15 | 12 | 11 | 7 | PAUL HARDCASTLE Paradise Cove (JVC/JMI) 551 | 512 | 470 | 386 | 46/1 | |
| 1 | 2 | 6 | 8 | BRIAN CULBERTSON So Good (Bluemoon/Atlantic) 487 | 600 | 801 | 811 | 36/0 | |
| 9 | 8 | 10 | 9 | DAVID BENOIT Rue De La Soliel (GRP) 473 | 531 | 558 | 513 | 42/0 | |
| 8 | 7 | 8 | 10 | CRAIG CHAQUICO F/PETER WHITE Lights Out... (Higher Octave) 473 | 561 | 566 | 600 | 32/0 | |
| 2 | 6 | 7 | 11 | JONATHAN BUTLER Song For Elizabeth (N2K Encoded Music) 451 | 581 | 689 | 750 | 35/0 | |
| 16 | 15 | 13 | 12 | PAT METHENY Follow Me (Warner Bros.) 417 | 429 | 384 | 379 | 38/0 | |
| BREAKER | 13 | | | RICK BRAUN Chelsea (Mesa/Bluemoon/Atlantic) 408 | 359 | 285 | 201 | 39/0 | |
| 12 | 14 | 12 | 14 | PETE BELASCO All In My Mind (Verve Forecast) 401 | 434 | 415 | 415 | 35/0 | |
| 27 | 19 | 15 | 15 | PHILLIPE SAISSE Riviera (Verve Forecast) 389 | 369 | 336 | 283 | 41/0 | |
| 20 | 17 | 16 | 16 | KIRK WHALUM If Only For One Night (Warner Bros.) 387 | 363 | 368 | 335 | 39/0 | |
| 23 | 26 | 17 | 17 | PAUL TAYLOR Groove Zone (Countdown/Unity) 373 | 360 | 311 | 305 | 37/2 | |
| 29 | 28 | 22 | 18 | BRIAN TARQUIN One Arabian Knight (Instinct) 363 | 328 | 289 | 256 | 41/3 | |
| 28 | 21 | 23 | 19 | PIECES OF A DREAM Knikki's Smile (Blue Note) 342 | 327 | 331 | 276 | 37/0 | |
| 7 | 11 | 14 | 20 | CHRIS BOTTI Regroovable (Verve Forecast) 341 | 391 | 477 | 602 | 31/0 | |
| 30 | 30 | 25 | 21 | RICHARD SMITH First Kiss (Heads Up) 333 | 320 | 266 | 250 | 37/2 | |
| 22 | 18 | 19 | 22 | JIM BRICKMAN Dreams Come True (Windham Hill) 329 | 335 | 358 | 313 | 33/0 | |
| 13 | 16 | 20 | 23 | JOYCE COOLING South Of Market (Heads Up) 314 | 331 | 371 | 402 | 26/0 | |
| — | 27 | 26 | 24 | VANESSA WILLIAMS Oh How The Years Go By (Mercury) 307 | 305 | 300 | 224 | 30/2 | |
| DEBUT | 25 | | | EVAN MARKS Coast To Coast (Verve Forecast) 290 | 248 | 180 | 87 | 35/3 | |
| DEBUT | 26 | | | CHUCK LOEB Just Us (Shanachie) 288 | 201 | 19 | — | 41/1 | |
| DEBUT | 27 | | | CHIELI MINUCCI Dreams (JVC/JMI) 287 | 257 | 54 | 14 | 43/2 | |
| 24 | 20 | 24 | 28 | MICHAEL BOLTON The Best Of Love (Columbia) 287 | 324 | 333 | 303 | 28/0 | |
| — | — | 29 | 29 | YANNI Dance With A Stranger (Virgin) 271 | 266 | 242 | 204 | 29/0 | |
| — | — | 30 | 30 | DEAN JAMES Market Street (Brajo/Ichiban) 268 | 261 | 243 | 215 | 31/1 | |

This chart reflects airplay from January 14-20. Songs ranked by total plays. Highlighted songs indicate Breaker. 50 NAC reporters. 47 current playlists. © 1998, R&R Inc.

BREAKERS®

RICK BRAUN

Chelsea (Mesa/Bluemoon/Atlantic)

TOTAL PLAYS/INCREASE: **408/49** TOTAL STATIONS/ADDS: **39/0** CHART: **13**

MOST ADDED®

| ARTIST TITLE LABEL(S) | ADDS |
|---|-----------|
| BRIAN HUGHES One 2 One (Higher Octave) | 19 |
| RIPPINGTONS In Another Life (Peak/Windham Hill Jazz) | 9 |
| ERIC MARIENTHAL Captain Bacardi (I.E./Verve) | 7 |
| PHIL PERRY One Heart One Love (Peak/Private) | 6 |
| JOHN TESH F/JAMES INGRAM Give Me... (GTSP/Mercury) | 5 |
| JOYCE COOLING After Hours (Heads Up) | 4 |
| DIANA KRALL Peel Me A Grape (Impulse!/GRP) | 4 |
| RICK RHODES Eurotica (Award) | 4 |

MOST INCREASED PLAYS

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|---|---------------------|
| RANDY CRAWFORD Bye Bye (Bluemoon/Atlantic) | +178 |
| JOHN TESH F/JAMES INGRAM Give Me... (GTSP/Mercury) | +125 |
| BONEY JAMES After The Rain (Warner Bros.) | +92 |
| CHUCK LOEB Just Us (Shanachie) | +87 |
| AVENUE BLUE Always There (Mesa/Bluemoon/Atlantic) | +70 |
| JOYCE COOLING After Hours (Heads Up) | +66 |
| RICK BRAUN Chelsea (Mesa/Bluemoon/Atlantic) | +49 |
| DOWN TO THE BONE Brooklyn Heights (Nu Groove) | +44 |
| EVAN MARKS Coast To Coast (Verve Forecast) | +42 |
| PAUL HARDCASTLE Paradise Cove (JVC/JMI) | +39 |

Breakers: Songs registering 400 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

NEW & ACTIVE

RANDY CRAWFORD Bye Bye (Bluemoon/Atlantic)

Total Plays: 262, Total Stations: 28, Adds: 3

DIANA KRALL Peel Me A Grape (Impulse!/GRP)

Total Plays: 261, Total Stations: 28, Adds: 4

SPECIAL EFX Here To Stay (JVC)

Total Plays: 253, Total Stations: 32, Adds: 0

BONEY JAMES After The Rain (Warner Bros.)

Total Plays: 235, Total Stations: 29, Adds: 3

DOWN TO THE BONE Brooklyn Heights (Nu Groove)

Total Plays: 206, Total Stations: 19, Adds: 3

JOHN TESH F/JAMES INGRAM Give Me... (GTSP/Mercury)

Total Plays: 203, Total Stations: 28, Adds: 5

JIMMY SOMMERS James Cafe (Gemini)

Total Plays: 197, Total Stations: 20, Adds: 0

RIPPINGTONS In Another Life (Peak/Windham Hill Jazz)

Total Plays: 165, Total Stations: 26, Adds: 9

VIBRAPHONIC On A Roll (Hollywood)

Total Plays: 159, Total Stations: 17, Adds: 0

TIM WEISBERG Summertime (Fahrenheit)

Total Plays: 147, Total Stations: 21, Adds: 1

JOYCE COOLING After Hours (Heads Up)

Total Plays: 140, Total Stations: 22, Adds: 4

CHRIS SPHEERIS Quiver (Essence)

Total Plays: 132, Total Stations: 18, Adds: 1

LOREENA MCKENNITT The Mummer's Dance (Quinlan Road/WB)

Total Plays: 94, Total Stations: 10, Adds: 1

BRENT MASON Blue Water Girl (Mercury)

Total Plays: 93, Total Stations: 10, Adds: 1

BRIAN TARQUIN Freeway Jam (Instinct)

Total Plays: 80, Total Stations: 5, Adds: 0

VANESSA RUBIN I Want To Spend The Night (RCA)

Total Plays: 74, Total Stations: 9, Adds: 1

Songs ranked by total plays

"Give Me Forever (I Do)"

John Tesh featuring James Ingram

from the album GRAND PASSION

New & Active

"... 'Give Me Forever (I Do)' is as in-the-pocket as they come! Lush melody, great hook, and James Ingrams' vocals are the definition of smooth. This was one that WJJZ couldn't wait for!"

- Anne Gress, Program Director
WJJZ-Philadelphia

Adds This Week:

WSJZ, WJJJ, KSSJ, WFSJ, KMGQ

| Early Believers: | | WQCD | KTWV | WJJZ | KOAI | WVMV | WJZW |
|------------------|------|------|------|------|------|------|------|
| KIFM | KHIH | WNWV | KKJZ | WVAE | WJZI | KBZN | WCCJ |
| WLOQ | KTNT | WSMJ | WZJZ | KEZL | WGUF | KSMJ | KRVR |
| WJZT | KNIK | WEZV | | | | | |

Contact: Scott Meyers - Director of National Promotion

Toll Free: (888) 54-TUNES



Roger Lifeset - Peer Pressure Promotion

(818) 991-7668

PolyGram



JANUARY 30, 1998

| 3W | 2W | LW | TW | ARTIST TITLE LABEL(S) | TOTAL PLAYS | ± PLAYS | EMPHASIS TRACKS (PLAYS) | |
|--------------|----|----|----|---|-------------|---------|-------------------------|------------------|
| 4 | 2 | 1 | 1 | CANDY DULFER For The Love... (N2K Encoded Music) | 890 | -1 | "You" (866) | "Smooth" (12) |
| 8 | 5 | 2 | 2 | RICHARD ELLIOT Jumpin' Off (Metro Blue/Blue Note) | 880 | +28 | "Want" (856) | "Tell" (12) |
| 10 | 8 | 4 | 3 | AVENUE BLUE Nightlife (Mesa/Bluemoon/Atlantic) | 845 | +81 | "Always" (759) | "Nightlife" (58) |
| 7 | 6 | 3 | 4 | KENNY G Greatest Hits (Arista) | 803 | +11 | "Loving" (769) | "Baby" (34) |
| 3 | 3 | 5 | 5 | BOB JAMES Playin' Hooky (Warner Bros.) | 706 | -21 | "Mind" (643) | "Where" (29) |
| 16 | 11 | 10 | 6 | PAUL HARDCASTLE Cover To Cover (JVC/JMI) | 587 | +42 | "Paradise" (551) | "Shelby" (22) |
| 14 | 12 | 9 | 7 | THOM ROTELLA Can't Stop (Telarc) | 583 | +23 | "Story" (571) | "Thought" (12) |
| 1 | 1 | 7 | 8 | BRIAN CULBERTSON Secrets (Bluemoon/Atlantic) | 581 | -95 | "Good" (487) | "Straight" (32) |
| 2 | 4 | 6 | 9 | JONATHAN BUTLER Do You Love Me? (N2K Encoded Music) | 556 | -123 | "Elizabeth" (451) | "Do" (38) |
| 5 | 7 | 8 | 10 | CRAIG CHAQUICO Once In A Blue Universe (Higher Octave) | 540 | -92 | "Lights" (473) | "Midnight" (36) |
| 11 | 15 | 13 | 11 | JOYCE COOLING Playing It Cool (Heads Up) | 503 | +54 | "South" (314) | "Hours" (140) |
| 24 | 18 | 14 | 12 | RICK BRAUN Body And Soul (Mesa/Bluemoon/Atlantic) | 486 | +43 | "Chelsea" (408) | "Venice" (62) |
| 9 | 9 | 11 | 13 | DAVID BENOIT American Landscape (GRP) | 473 | -58 | "Soliel" (473) | |
| 26 | 25 | 19 | 14 | BRIAN TARQUIN Last Kiss Goodbye (Instinct) | 455 | +49 | "Arabian" (363) | "Freeway" (80) |
| 13 | 14 | 12 | 15 | PETE BELASCO Get It Together (Verve Forecast) | 442 | -32 | "Mind" (401) | "Train" (24) |
| 21 | 17 | 17 | 16 | PHILLIPE SAISSE Next Voyage (Verve Forecast) | 441 | +19 | "Riviera" (389) | "Film" (26) |
| 17 | 19 | 15 | 17 | PAT METHENY Imaginary Day (Warner Bros.) | 425 | -8 | "Follow" (417) | "Tomorrow" (4) |
| 20 | 20 | 21 | 18 | KIRK WHALUM Colors (Warner Bros.) | 404 | +24 | "Only" (387) | "Eyes" (10) |
| 22 | 26 | 20 | 19 | PAUL TAYLOR Pleasure Seeker (Countdown/Unity) | 402 | +15 | "Groove" (373) | "Pleasure" (18) |
| 19 | 24 | 23 | 20 | BONEY JAMES Sweet Thing (Warner Bros.) | 394 | +23 | "Rain" (235) | "Sweet" (157) |
| 15 | 16 | 18 | 21 | RIPPINGTONS Black Diamond (Peak/Windham Hill Jazz) | 393 | -14 | "Life" (165) | "Diamond" (162) |
| 6 | 10 | 16 | 22 | CHRIS BOTTI Midnight Without You (Verve Forecast) | 385 | -47 | "Regroovable" (341) | "Midnight" (31) |
| 28 | 21 | 24 | 23 | PIECES OF A DREAM Pieces (Blue Note) | 380 | +17 | "Smile" (342) | "Pieces" (31) |
| - | 30 | 26 | 24 | RICHARD SMITH First Kiss (Heads Up) | 366 | +22 | "First" (333) | "Method" (17) |
| 29 | 22 | 25 | 25 | VANESSA WILLIAMS Next (Mercury) | 353 | -1 | "Years" (307) | "Start" (46) |
| 27 | 23 | 27 | 26 | JIM BRICKMAN The Gift (Windham Hill) | 329 | -6 | "Dreams" (329) | |
| 12 | 13 | 22 | 27 | EARL KLUGH The Journey (Warner Bros.) | 305 | -70 | "Last" (261) | "Finger" (23) |
| DEBUT | | | 28 | EVAN MARKS Three Day Weekend (Verve Forecast) | 290 | +42 | "Coast" (290) | |
| DEBUT | | | 29 | CHUCK LOEB The Moon, The Stars... (Shanachie) | 288 | +87 | "Just" (288) | |
| DEBUT | | | 30 | CHIELI MINUCCI It's Gonna Be Good (JVC/JMI) | 287 | +30 | "Dreams" (287) | |

MOST ADDED®

| ARTIST TITLE LABEL(S) | ADDS |
|--|------|
| BRIAN HUGHES One 2 One (Higher Octave) | 21 |
| PHIL PERRY One Heart One Love (Peak/Private) | 6 |
| JOHN TESH Grand Passion (GTSP/Mercury) | 5 |
| DIANA KRALL Love Scenes (Impulse/GRP) | 4 |
| RICK RHODES Deep In The Night (Award) | 4 |
| YULARA Cosmic Tree (Higher Octave) | 4 |
| RANDY CRAWFORD Every Kind Of Mood (Bluemoon/Atlantic) | 3 |
| EVAN MARKS Three Day Weekend (Verve Forecast) | 3 |
| JEANNE NEWHALL Bedouin's Paradise (Mazipan) | 3 |
| PHAJJA Seize The Moment (Warner Bros.) | 3 |
| RICHARD SMITH First Kiss (Heads Up) | 3 |
| VARIOUS ARTISTS A Twist Of Jobim (I.E./Verve) | 3 |

MOST INCREASED PLAYS

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|--|---------------------|
| RANDY CRAWFORD Every Kind... (Bluemoon/Atlantic) | +178 |
| JOHN TESH Grand Passion (GTSP/Mercury) | +125 |
| CHUCK LOEB The Moon, The Stars... (Shanachie) | +87 |
| AVENUE BLUE Nightlife (Mesa/Bluemoon/Atlantic) | +81 |
| JOYCE COOLING Playing It Cool (Heads Up) | +54 |
| BRIAN TARQUIN Last Kiss Goodbye (Instinct) | +49 |
| DOWN TO THE BONE From Manhattan... (Nu Groove) | +44 |
| RICK BRAUN Body And Soul (Mesa/Bluemoon/Atlantic) | +43 |
| PAUL HARDCASTLE Cover To Cover (JVC/JMI) | +42 |
| EVAN MARKS Three Day Weekend (Verve Forecast) | +42 |
| PHIL PERRY One Heart One Love (Peak/Private) | +35 |
| JEANNE NEWHALL Bedouin's Paradise (Mazipan) | +32 |
| CHIELI MINUCCI It's Gonna Be Good (JVC/JMI) | +30 |
| MARION MEADOWS Pleasures (Discovery) | +29 |
| RICHARD ELLIOT Jumpin' Off (Metro Blue/Blue Note) | +28 |

This chart reflects airplay from January 14-20. Albums ranked by total plays, with plays from all cuts from an album combined. 50 NAC reporters. 47 current playlists. © 1998, R&R Inc.

NAC NOTES By Carol Archer

Brian Hughes' "One 2 One" (Higher Octave) easily earned top Most Added honors with 21 stations this week, with KTWV/L.A. and KMJZ/Minneapolis jumping right on it. We must applaud their ears and reasoning, too, because this great track epitomizes the groove, coolness, and musical sophistication listeners love.

Soundscape UK has made an amazing album in *Sur-real Thing* (Instinct). The tracks "Brand New Day" and "Discovery" are receiving initial emphasis, but this project is even deeper than that. Way cool!

When I listen to **Phil Perry's** "One Heart, One Love" (PEAK/Private), the little hairs on my forearms stand

up! This passionate, luscious love song deserves your strongest consideration, especially because Valentine's Day is right around the corner and your audience deserves goosebumps.

Denny Jiosa's *Jazzberry Pie* (Blue Orchid) represents more fine work from the Nashville-based guitarist. I like the edit of "Old Money," but there's plenty here to choose from.

Have you all actually listened to **Alto Reed's** "Cool Breeze" (Harmony Park)? The track is up to 12 plays at KMJZ, 11 at WCCJ/Charlotte, 10 a piece at WVMV/Detroit and WJZT/Tallahassee, and in rotation at KNIK/Anchorage, AK; WLOQ/Orlando; and others.

I admit I am mystified by resistance to **Diana Krall's** incredible "Peel Me A Grape" (GRP). This young artist is so fantastic, and this song is so sly, sexy, clever, witty, and artful as to be irresistible. With stations like WQCD/NY, KKSF/SF (where it is testing well in music research!), KOAI/Dallas, KYOT/Phoenix, WLVE/Miami, and KMJZ, among many others, on the track and fielding enthusiastic response from listeners, I'm at a loss to understand. Seriously, I would like to hear a straightforward explanation from any programmer who is holding out as to why they aren't playing "Peel Me A Grape." My private line is (310) 788-1665. Please call me.

INFECTIOUSLY SEDUCTIVE SMOOTH JAZZ

DOWN TO THE BONE



THE SINGLE "BROOKLYN HEIGHTS", THE ALBUM FROM MANHATTAN TO STATEN

"The response from our audience has been incredible, unlike any record we have played since I've been here"

Rick Laboy, MD/WQCD

"We are getting unrivaled phones on this song..."

Rob Moore, PD/KMJZ

New This Week: WJZI, KWSJ, WJZT

Already On: WQCD, WNUA, KMJZ, WCCJ, WLOQ, KAZJ, KTNT, WHRL, WSMJ, WJZJ, WGUF, KXDC, KJZY, KRYR, KNIK, KCLC, KSBR

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CONTACT: DAVID KUMERT/
nuGROOVE RECORDS (310) 288-0795



Stations and their adds by track listed alphabetically by market

| | | | | | |
|--|---|--|---|--|---|
| WHRL/Albany, NY OM/PD: Brant Curtiss PHIL PERRY "Heart" LEE RITENOUR "Bacardi" RANDY CRAWFORD "Bye" BRIAN HUGHES "One" YULARA "Rain" | WNWV/Cleveland, OH PD/MD: Bernie Kimble RICHARD SMITH "Never" RIPPINGTONS "Life" JOYCE COOLING "Hours" PHAJJA "Long" BRIAN HUGHES "One" BRIAN CULBERTSON "After" | KCIY/Kansas City, MO PD: Bret Michael MD: Michelle Chase RONNIE LAWS "Listen" | KXDC/Monterey, CA PD/MD: Scott O'Brien BRIAN HUGHES "One" TIM WEISBERG "Summertime" JONATHAN BUTLER "Shore" ERIC MARIENTHAL "Bacardi" | WSMJ/Richmond, VA PD/MD: Tommy Fleming BRIAN HUGHES "One" GEORGE HOWARD "Within" | KJZY/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton RICK RHODES "Eurotica" CHIELI MINUCCI "Dreams" |
| KNIK/Anchorage, AK GM/PD: Dean Williams RICK RHODES "Eurotica" PHAJJA "Long" RIPPINGTONS "Sapphire" STEVE VEALE "Low" YULARA "Rain" KEV MCCOURT "Waiting" BRIAN HUGHES "Stringbean" YULARA "Deep" | WZJZ/Columbus, OH PD/MD: Bill Harman CHARLES FAMBROUGH "Easy" BONEY JAMES "Innocence" RICHARD ELLIOT "Groove" | WEZV/Lafayette, IN PD/MD: Bob Miller LEE RITENOUR "Bacardi" BRIAN HUGHES "One" | WJCD/Norfolk, VA OM/PD: Maxine Todd MD: Larry Hollowell No Adds | KSSJ/Sacramento, CA OM: Don Langford APD/MD: Ken Jones TESH F/INGRAM "Forever" RIPPINGTONS "Life" PAUL TAYLOR "Groove" | WJZT/Tallahassee, FL DOWN TO THE BONE "Brooklyn" |
| KAJZ/Austin, TX PD: Ted Carson MD: Candace Andrews RIPPINGTONS "Life" | KOAI/Dallas, TX PD: Michael Fischer MD: Ken Glaser BRIAN HUGHES "One" BRIAN CULBERTSON "Straight" JONATHAN BUTLER "Shore" CHUCK LOEB "Water" | KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart BRIAN HUGHES "One" PHAJJA "Sailing" | KTNT/Oklahoma City, OK PD: Steve English MD: Stephanie Stewart CHUCK LOEB "Just" MARION MEADOWS "Heart" PHIL PERRY "Heart" DIANA KRALL "Grape" | KCLC/St. Charles, MO PD: Rich Reigert MD: Terry Ward JONATHAN BUTLER "Joy" RIPPINGTONS "Deep" LADIANA/KING "Pina" JOYCE COOLING "Hours" YULARA "Rain" BRIAN HUGHES "One" BODAY "Put" TONY WINDLE "Unframed" | WSJT/Tampa, FL PD/MD: Ross Block EVAN MARKS "Coast" |
| KSMJ/Bakersfield, CA PD/MD: Joel Widdows BRIAN HUGHES "One" RIPPINGTONS "Life" | JRN/Denver, CO PD: Steve Hibbard MD: Greg Allen RIPPINGTONS "Life" PHIL PERRY "Heart" KUH "Follow" CHARLES FAMBROUGH "Easy" JONATHAN BUTLER "Shore" | WLVE/Miami, FL PD: Gregg Steele PAUL HARDCASTLE "Paradise" RANDY CRAWFORD "Bye" CHIELI MINUCCI "Dreams" | WLOQ/Orlando, FL PD: Steve Huntington MD: Lee Hogan RIPPINGTONS "Life" PETE BELASCO "All" RICK RHODES "Eurotica" BRIAN HUGHES "Stringbean" | KBZN/Salt Lake City, UT PD: Rob Riesen BRIAN HUGHES "One" | KOAS/Tulsa, OK PD/MD: Ron Allen No Adds |
| WSJZ/Boston, MA PD/MD: Bill George BONEY JAMES "Rain" TESH F/INGRAM "Forever" BRIAN TARQUIN "Arabian" | WVMV/Detroit, MI PD/MD: Tom Sleeker BRIAN TARQUIN "Arabian" | WJZI/Milwaukee, WI PD: Fred Heller APD/MD: Chris Moreau PAUL TAYLOR "Groove" DOWN TO THE BONE "Brooklyn" | WJJZ/Philadelphia, PA PD: Ann Gress MD: Michael Tazzi KENNY LATTIMORE "For" TONI BRAXTON/KENNY G "Angel" SOUNDSCAPE "Brand" | KCJZ/San Antonio, TX PD/MD: Norm Miller APD: Cody Robbins RICHARD SMITH "First" BRIAN HUGHES "One" | KWSJ/Wichita, KS PD: Nancy Johnson MD: Dallas Scott RICK BRAUN "Notorious" 3RD FORCE "Moonlight" CHRIS BOTTI "Way" BONEY JAMES "Nothin" EVAN MARKS "Coast" EARL KLUGH "Walk" BONEY JAMES "Rain" CHRIS CAMOZZI "Suede" BRIAN HUGHES "One" DIANA KRALL "Grape" BEBE WINANS "Harm's" BRENT MASON "Water" DOWN TO THE BONE "Brooklyn" CANDY DULFER "Smooth" RANDY CRAWFORD "Bye" ROB MULLINS "Dance" JEANNE NEWHALL "Banco" PHIL PERRY "Heart" |
| WCCJ/Charlotte, NC APD/MD: Greg Morgan VANESSA WILLIAMS "Years" RICHARD SMITH "First" BONEY JAMES "Rain" JEANNE NEWHALL "Bunco" | WGUF/Ft. Myers, FL PD/MD: Bill Gray PHIL PERRY "Heart" BRIAN HUGHES "One" LEE RITENOUR "Bacardi" | KMJZ/Minneapolis, MN PD: Rob Moore BRIAN HUGHES "One" FINGER ROLL "Rollin" LEE RITENOUR "Bacardi" YULARA "Deep" | KYOT/Phoenix, AZ PD/MD: Nick Francis RICHARD SMITH "Affair" | KIFM/San Diego, CA PD: Mike Shepard APD/MD: Kelly Cole No Adds | KBLX/San Francisco, CA PD: Kevin Brown MD: Ron Cadet No Adds |
| WNUA/Chicago, IL VP/Prog: Paul Goldstein MD: Steve Stiles No Adds | KEZL/Fresno, CA PD/MD: Mike Vasquez DIANA KRALL "Grape" BRIAN HUGHES "One" RIPPINGTONS "Life" | KSBR/Mission Viejo, CA OM: Terry Wedel MD: Wally Davidson RICK RHODES "Eurotica" BRIAN HUGHES "One" TAB TWO "Flagman" ERIC MARIENTHAL "Bacardi" | WJJP/Pittsburgh, PA PD: Carl Anderson MD: Herschel TESH F/INGRAM "Forever" CHRIS SPHEERIS "Quiver" | KKSF/San Francisco, CA VP/OM: Lee Hansen MD: Blake Lawrence BRIAN TARQUIN "Arabian" | KMGQ/Santa Barbara, CA PD: Vince Garcia MD: Steve Bauer TESH F/INGRAM "Forever" BOB MAMET "Midnight" LOREENA MCKENNITT "Mummers" EVAN MARKS "Coast" |
| WVAE/Cincinnati, OH OM: T.J. Holland APD/MD: Steve Wiersman PHIL COLLINS "Light" | WFSJ/Jacksonville, FL PD: Hank Dole MD: Craig Williams DEAN JAMES "Market" TESH F/INGRAM "Forever" JOYCE COOLING "Hours" | KRVR/Modesto, CA PD: Jim Bryan MD: Doug Wulff JOYCE COOLING "Hours" JEANNE NEWHALL "Bunco" PHIL PERRY "Heart" LEE RITENOUR "Bacardi" VANESSA RUBIN "Spend" BRIAN HUGHES "One" | KKJZ/Portland, OR MD: Hal Murray DIANA KRALL "Grape" RIPPINGTONS "Life" VANESSA WILLIAMS "Years" BRIAN HUGHES "One" | 50 Total Reporters 50 Current Reporters 47 Current Playlists Did Not Report, Playlist Frozen (3): KHII/Denver, CO WQCD/New York, NY KWJZ/Seattle, WA | |

WE'RE BAAAAACK...

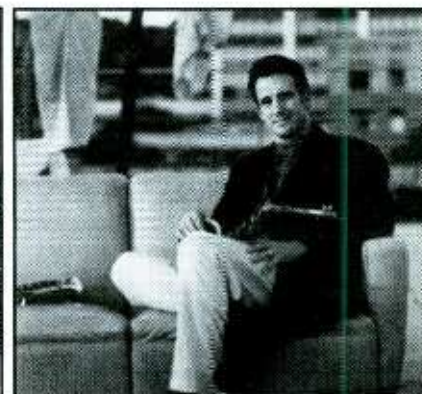
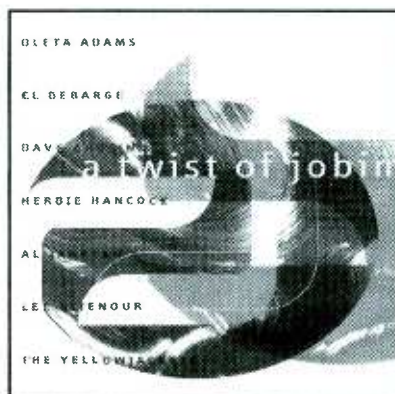
The #1 album of '97 is back with another hot track!

From A Twist of Jobim comes, "Captain Bacardi", featuring, ERIC MARIENTHAL along with friends, Lee Ritenour, Dave Grusin and Harvey Mason.

Going for adds now!

On ie music 

Contact Bud Harner at 310-996-7905



NAC/SMOOTH JAZZ PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL NAC/SMOOTH JAZZ REPORTERS ON R&R ONLINE

THE WAVE 94.7 KTWW MARKET #2
KTWW/Los Angeles (310) 840-7100 Brodie/Stewart

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 17 | 17 | 17 | 18 | | BRIAN CULBERTSON/So Good |
| 17 | 17 | 18 | | | JONATHAN BUTLER/Song For Elizabeth |
| 15 | 16 | 17 | | | BOB MAMET/News From The Blues |
| 15 | 16 | 17 | | | CANDY DULFER/For The Love Of You |
| 16 | 17 | 18 | | | DOC POWELL/Here's To You |
| 17 | 18 | 19 | | | JOE SAMPLE/Chain Reaction |
| 11 | 14 | 16 | | | RICK BRAUN/Chelsea |
| 11 | 14 | 16 | | | RICHARD ELLIOTT/You Want My Love |
| 12 | 11 | 14 | | | ENYA/Only If... |
| - | - | - | - | - | RANDY CRAWFORD/Bye Bye |
| 11 | 14 | 15 | | | RAHSAAN PATTERSON/Spend The Night |
| 13 | 14 | 15 | | | RICHARD SMITH/First Kiss |
| - | - | - | - | - | FOUR 80 EAST/Eastside |
| 11 | 13 | 12 | | | MICHAEL PAULO/Bumpin' |
| 13 | 14 | 14 | | | PETE BELASCO/All In My Mind |
| 13 | 14 | 14 | | | AVENUE BLUE/Always There |
| 11 | 12 | 14 | | | BRIAN TARQUIN/One Arabian Knight |
| 9 | 12 | 7 | | | BOB JAMES/Mind Games |
| 10 | 10 | 11 | | | PAUL TAYLOR/Groove Zone |
| 10 | 10 | 11 | | | RICHARD ELLIOTT/You Want My Love |
| 12 | 15 | 13 | | | DAVID BENOIT/Rue De La Soliel |
| - | - | - | - | - | RIPPINGTONS/Sapphire Island |
| 9 | 12 | 10 | | | PHILLIPE SAISSSE/Riviera |
| 13 | 14 | 15 | | | VANESSA WILLIAMS/Oh How The Years... |
| 10 | 12 | 11 | | | PAUL HARDCASTLE/Paradise Cove |
| 13 | 13 | 9 | | | THOM ROTELLA/What's The Story? |
| - | - | - | - | - | CHUCK LOEB/Just Us |
| - | - | - | - | - | BOBNEY JAMES/After The Rain |
| 10 | 12 | 13 | | | CHIELI MINUCCI/Dreams |
| - | - | - | - | - | BOB MAMET/At Midnight |
| - | - | - | - | - | BRIAN HUGHES/One 2 One |

WNUA 95.5 MARKET #3
WNUA/Chicago (312) 645-9550 Goldstein/Stiles

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-----------------------------------|
| 18 | 18 | 21 | 22 | | PAUL HARDCASTLE/Shelby |
| - | - | - | - | - | DOWN TO THE BONE/Brooklyn Heights |
| - | - | - | - | - | BRIAN CULBERTSON/Straight To... |
| 19 | 18 | 19 | | | RICHARD ELLIOTT/You Want My Love |
| 20 | 18 | 19 | | | KENNY G/Loving You |
| - | - | - | - | - | MARIAH CAREY/Butterfly |
| 21 | 16 | 13 | | | AVENUE BLUE/Always There |
| 16 | 18 | 15 | | | MILLENIA/Another Sad Love... |
| 20 | 17 | 21 | | | CANDY DULFER/For The Love Of You |
| 13 | 14 | 16 | | | KIRK WHALUM/If Only For One... |
| 4 | 7 | 7 | | | TIM WEISBERG/Summertime |
| 16 | 15 | 14 | | | AARON NEVILLE/Say What's In My... |
| - | - | - | - | - | BOBNEY JAMES/After The Rain |
| 15 | 19 | 16 | | | JIM BRICKMAN/Dreams Come True |
| - | - | - | - | - | RICK BRAUN/Chelsea |
| 13 | 11 | 13 | | | MICHAEL BOLTON/The Best Of Love |
| - | - | - | - | - | AVENUE BLUE/The "In" Crowd |
| 14 | 14 | 12 | | | PHILIP JACO/Song (Well...) |
| 19 | 17 | 12 | | | DAVID BENOIT/Rue De La Soliel |
| - | - | - | - | - | EVAN MARKS/Coast To Coast |
| 13 | 12 | 10 | | | BOB MAMET/News From The Blues |
| 10 | 10 | 9 | | | BRAXTON BROTHERS/Sunset Bay |
| 17 | 10 | 8 | | | CHRIS BOTTI/Regroovable |
| - | - | - | - | - | YANNI/Dance With A... |
| 8 | 8 | 8 | | | JOHN TESH PROJECT/Sax All Night |
| - | - | - | - | - | RICHARD SMITH/First Kiss |
| 9 | 8 | 6 | | | GATO BARBIER/Mystica |

KBLX 102.9 FM MARKET #4
KBLX/San Francisco (415) 284-1029 Brown/Cadet

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 14 | 16 | 16 | | | PIECES OF A DREAM/Pieces |
| 16 | 16 | 16 | | | DOC POWELL/Ellie's Theme |
| 11 | 16 | 16 | | | JOE SAMPLE/Snow Flake |
| 14 | 14 | 14 | | | BOB JAMES/Mind Games |
| 14 | 14 | 14 | | | BOB JAMES/Love Is Where |
| - | - | - | - | - | BAFFYFACE/Gone Too Soon |
| 14 | 14 | 14 | | | MAXWELL/Whenever Wherever... |
| 10 | 12 | 14 | | | RIPPINGTONS/In Another Life |
| 13 | 14 | 14 | | | JOYCE COOLING/After Hours |
| 7 | 13 | 13 | | | KENNY G/Baby G |
| 8 | 11 | 11 | | | JIMMY SOMMERS/Stay A While |
| 4 | 10 | 12 | | | RICHARD ELLIOTT/Tell Me About It |
| 6 | 10 | 10 | | | CANDY DULFER/Wish You Were Here |
| 14 | 13 | 12 | | | LUTHER VANDROSS/When You Call On... |
| 9 | 13 | 12 | | | BRIAN CULBERTSON/Straight To... |
| 9 | 12 | 12 | | | L.A. JAZZ SYNDICATE/And I Gave My... |
| 6 | 10 | 10 | | | BRIAN TARQUIN/One Arabian Knight |
| 5 | 9 | 9 | | | DEAN JAMES/Market Street |
| - | - | - | - | - | GERALD ALPBRIGHT/Beautiful Like You |
| - | - | - | - | - | RICHARD ELLIOTT/You Want My Love |
| 8 | 10 | 10 | | | JONATHAN BUTLER/Do You Love Me? |
| - | - | - | - | - | RANDY CRAWFORD/Bye Bye |
| 12 | 12 | 9 | | | KIRK WHALUM/If Only For One |
| - | - | - | - | - | TIM WEISBERG/Summertime |
| 12 | 12 | 8 | | | WILL DOWNING/All About You |
| 12 | 12 | 8 | | | AVENUE BLUE/Always There |
| 3 | 7 | 7 | | | PIECES OF A DREAM/1257 |
| 14 | 7 | 7 | | | BOB BALDWIN/Give In To Love |
| - | - | - | - | - | BOB BALDWIN/People Make |
| 8 | 6 | 6 | | | JONATHAN BUTLER/Song For Elizabeth |

KKSF 103.7 FM MARKET #4
Smooth Jazz
KKSF/San Francisco (415) 975-5555 Hansen/Lawrence

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 14 | 15 | 16 | | | AVENUE BLUE/Always There |
| 13 | 16 | 16 | | | CANDY DULFER/For The Love Of You |
| 13 | 15 | 16 | | | PAUL HARDCASTLE/Paradise Cove |
| 13 | 15 | 16 | | | BRENT MASON/Blue Water Girl |
| 16 | 15 | 16 | | | JOYCE COOLING/After Hours |
| 7 | 9 | 14 | | | EXODUS QUARTET/You |
| 9 | 10 | 13 | | | BOB JAMES/Love Is Where |
| 15 | 14 | 16 | | | BOB MAMET/At Midnight |
| 10 | 10 | 14 | | | RICHARD SMITH/First Kiss |
| 12 | 13 | 15 | | | BRIAN TARQUIN/Free Jam |
| 12 | 15 | 14 | | | CHARLES FAMBROUGH/It's Not Easy... |
| 14 | 15 | 14 | | | PHILLIPE SAISSSE/Riviera |
| 14 | 16 | 13 | | | RICK BRAUN/Missing In Venice |
| 8 | 8 | 13 | | | BRIAN CULBERTSON/On My Mind |
| 16 | 15 | 14 | | | BRIAN CULBERTSON/You Want My Love |
| 11 | 15 | 12 | | | RIPPINGTONS/In Another Life |
| 8 | 10 | 12 | | | JONATHAN BUTLER/Dancing On The Shore |
| 13 | 16 | 10 | | | KENNY G/Loving You |
| - | - | - | - | - | CHUCK LOEB/Just Us |
| 14 | 16 | 12 | | | ERIC MARIENTHAL/Last Day Of Summer |
| - | - | - | - | - | CHIELI MINUCCI/Dreams |
| 14 | 12 | 9 | | | CHRIS SPHERIS/Quiver |
| 14 | 10 | 9 | | | EVAN MARKS/Coast To Coast |
| 12 | 13 | 9 | | | THOM ROTELLA/What's The Story? |
| 8 | 9 | 10 | | | PAUL TAYLOR/Groove Zone |
| 15 | 14 | 8 | | | KIRK WHALUM/If Only For One... |
| - | - | - | - | - | BOBNEY JAMES/After The Rain |
| 7 | 7 | 7 | | | DIANA KRALL/Peel Me A Grape |
| 10 | 10 | 8 | | | PAT METHENY GROUP/Follow Me |
| - | - | - | - | - | KENNY G/Baby G |

WJZZ 106.1 MARKET #5
WJZZ/Philadelphia (610) 667-3939 Gress/Tozzi

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 12 | 14 | 18 | 32 | | RICHARD ELLIOTT/You Want My Love |
| 31 | 31 | 32 | | | KENNY G/Loving You |
| 32 | 32 | 33 | | | CANDY DULFER/For The Love Of You |
| 26 | 32 | 32 | | | JONATHAN BUTLER/Song For Elizabeth |
| 13 | 13 | 32 | | | JOYCE COOLING/South Of Market |
| 27 | 32 | 32 | | | BOB JAMES/Mind Games |
| 31 | 32 | 32 | | | BRIAN CULBERTSON/So Good |
| 14 | 13 | 22 | | | BOB BALDWIN/Summer Breeze |
| 14 | 13 | 15 | | | MICHAEL BOLTON/The Best Of Love |
| - | - | - | - | - | EVAN MARKS/Coast To Coast |
| 13 | 12 | 12 | | | BERNARD OATES/Rules Of My Heart |
| - | - | - | - | - | RANDY CRAWFORD/Bye Bye |
| 12 | 13 | 14 | | | RONNIE LAWS/Listen Here |
| 12 | 13 | 12 | | | PIECES OF A DREAM/Knikki's Smile |
| - | - | - | - | - | AVENUE BLUE/Always There |
| 14 | 13 | 13 | | | VANESSA WILLIAMS/Oh How The Years... |
| 14 | 13 | 15 | | | HALL & OATES/Promise Ain't Enough |
| - | - | - | - | - | TESH F/INGRAM/Give Me Forever... |
| - | - | - | - | - | ERIC MARIENTHAL/Last Day Of Summer |
| 12 | 14 | 14 | | | THOM ROTELLA/What's The Story? |
| 8 | 13 | 12 | | | PHILLIPE SAISSSE/Riviera |
| 11 | 11 | 14 | | | BRIAN TARQUIN/One Arabian Knight |
| 7 | 9 | 7 | | | JOHN TESH PROJECT/Sax All Night |
| - | - | - | - | - | PAUL HARDCASTLE/Paradise Cove |
| 8 | 8 | 10 | | | FARZIN/The Power Of... |
| 12 | 14 | 10 | | | L.A. JAZZ SYNDICATE/And I Gave My... |
| - | - | - | - | - | JEANNE NEWMAN/After The Rain |
| 14 | 13 | 10 | | | BOB MAMET/News From The Blues |
| 8 | 12 | 13 | | | JIM BRICKMAN/Dreams Come True |
| 7 | 9 | 7 | | | SPECIAL FX/Here To Stay |

ASIS 107.5 FM MARKET #6
KOAI/Dallas (214) 630-3011 Fischer/Glaser

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 11 | 23 | 24 | 25 | | AVENUE BLUE/Always There |
| 11 | 10 | 21 | | | BRIAN TARQUIN/One Arabian Knight |
| 11 | 19 | 17 | | | KENNY G/Loving You |
| 12 | 13 | 21 | | | RICHARD ELLIOTT/You Want My Love |
| 13 | 27 | 23 | | | MILLENIA/Another Sad Love |
| 13 | 27 | 23 | | | KIRK WHALUM/If Only For One |
| - | - | - | - | - | BOBNEY JAMES/After The Rain |
| 9 | 12 | 12 | | | ENYA/Only If... |
| 11 | 12 | 12 | | | PAUL TAYLOR/Groove Zone |
| - | - | - | - | - | DEAN JAMES/Market Street |
| 13 | 12 | 11 | | | CANDY DULFER/For The Love Of You |
| 11 | 13 | 11 | | | VANESSA WILLIAMS/Oh How The Years... |
| - | - | - | - | - | RICK BRAUN/Chelsea |
| 10 | 11 | 12 | | | PAUL HARDCASTLE/Paradise Cove |
| 12 | 12 | 11 | | | RICHARD SMITH/First Kiss |
| - | - | - | - | - | CHIELI MINUCCI/Dreams |
| - | - | - | - | - | EVAN MARKS/Coast To Coast |
| 10 | 13 | 12 | | | MICHAEL BOLTON/The Best Of Love |
| 5 | 7 | 6 | | | TIM WEISBERG/Summertime |
| 17 | 28 | 10 | | | DAVID BENOIT/Rue De La Soliel |
| 17 | 17 | 10 | | | BRIAN CULBERTSON/So Good |
| 5 | 7 | 7 | | | BOB JAMES/Mind Games |
| - | - | - | - | - | HERB ALPERT/Just Me Meet Again |
| - | - | - | - | - | CHRIS SPHERIS/Quiver |
| 12 | 9 | 10 | | | THOM ROTELLA/What's The Story? |
| 13 | 10 | 8 | | | PHILLIPE SAISSSE/Riviera |
| 11 | 8 | 9 | | | BOB BALDWIN/Summer Breeze |
| 11 | 9 | 8 | | | SPECIAL FX/Here To Stay |
| 6 | 7 | 9 | | | PIECES OF A DREAM/Knikki's Smile |
| - | - | - | - | - | DIANA KRALL/Peel Me A Grape |

V98.7 FM MARKET #7
WVWV/Detroit (248) 855-5100 Stecker

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 9 | 10 | 18 | | | CHAQUICO F/WHITE/Lights Out San... |
| 8 | 11 | 18 | | | AVENUE BLUE/Always There |
| 14 | 14 | 17 | | | KENNY G/Loving You |
| 8 | 9 | 19 | | | RICHARD ELLIOTT/You Want My Love |
| 14 | 17 | 18 | | | CANDY DULFER/For The Love Of You |
| 17 | 18 | 18 | | | DOC POWELL/Here's To You |
| 7 | 18 | 19 | | | WALTER BEASLEY/Sweetness |
| 15 | 17 | 19 | | | ERIC MARIENTHAL/Last Day Of Summer |
| 8 | 10 | 12 | | | TIM WEISBERG/Summertime |
| 15 | 5 | 7 | | | PIECES OF A DREAM/Knikki's Smile |
| 7 | 9 | 10 | | | PAUL HARDCASTLE/Paradise Cove |
| 8 | 10 | 10 | | | KIRK WHALUM/If Only For One... |
| 2 | 10 | 11 | | | JIM BRICKMAN/Dreams Come True |
| 15 | 19 | 10 | | | BRIAN CULBERTSON/So Good |
| 7 | 9 | 11 | | | JOHN TESH PROJECT/Sax All Night |
| 1 | 11 | 10 | | | PIECES OF A DREAM/Knikki's Smile |
| 3 | 6 | 11 | | | RICHARD SMITH/First Kiss |
| 8 | 4 | 7 | | | JONATHAN BUTLER/Song For Elizabeth |
| 5 | 11 | 10 | | | BOB BALDWIN/Summer Breeze |
| 8 | 11 | 10 | | | ALTO REED/Cool Breeze |
| 8 | 10 | 11 | | | THOM ROTELLA/What's The Story? |
| - | - | - | - | - | RICK BRAUN/Chelsea |
| 15 | 6 | 10 | | | BOB MAMET/News From The Blues |
| 10 | 11 | 9 | | | MICHAEL BOLTON/The Best Of Love |
| - | - | - | - | - | VANESSA WILLIAMS/Oh How The Years... |
| 10 | 10 | 11 | | | HALL & OATES/Promise Ain't Enough |
| 9 | 9 | 7 | | | MARIAH CAREY/Butterfly |
| - | - | - | - | - | PHILLIPE SAISSSE/Riviera |
| - | - | - | - | - | TESH F/INGRAM/Give Me Forever |
| - | - | - | - | - | PAUL TAYLOR/Groove Zone |

WJZZ 105.9 FM MARKET #8
WJZZ/Washington (703) 683-3000 King

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 11 | 9 | 21 | | | AVENUE BLUE/Always There |
| 9 | 9 | 27 | | | CANDY DULFER/For The Love Of You |
| 10 | 11 | 27 | | | RICHARD ELLIOTT/You Want My Love |
| 25 | 27 | 27 | | | CHAQUICO F/WHITE/Lights Out San... |
| 25 | 28 | 27 | | | BOB JAMES/Mind Games |
| 25 | 27 | 28 | | | KENNY G/Loving You |
| 12 | 9 | 12 | | | HALL & OATES/Promise Ain't Enough |
| 10 | 11 | 13 | | | VANESSA WILLIAMS/Oh How The Years... |
| 25 | 26 | 17 | | | EARL KLUGH/Last Song |
| 5 | 7 | 12 | | | PIECES OF A DREAM/Knikki's Smile |
| 10 | 9 | 12 | | | DAVID BENOIT/Rue De La Soliel |
| 4 | 5 | 7 | | | RICK BRAUN/Chelsea |
| 9 | 12 | 13 | | | PETE BELASCO/All In My Mind |
| 10 | 10 | 12 | | | BOB BALDWIN/Summer Breeze |
| 25 | 14 | 8 | | | JONATHAN BUTLER/Song For Elizabeth |
| 10 | 12 | 10 | | | JIM BRICKMAN/Dreams Come True |
| 9 | 12 | 10 | | | KIRK WHALUM/If Only For One... |
| 11 | 10 | 13 | | | THOM ROTELLA/What's The Story? |
| 25 | 19 | 10 | | | BRIAN CULBERTSON/So Good |
| 9 | 12 | 11 | | | CHRIS BOTTI/Regroovable |
| 4 | 10 | 12 | | | JOYCE COOLING/South Of Market |
| 11 | 12 | 9 | | | PAUL HARDCASTLE/Paradise Cove |
| 12 | 11 | 9 | | | LUTHER VANDROSS/When You Call On... |
| 4 | 4 | 5 | | | DEAN JAMES/Market Street |
| 5 | 5 | 7 | | | BRIAN TARQUIN/One Arabian Knight |
| 5 | 4 | 5 | | | PAUL TAYLOR/Groove Zone |
| 6 | 4 | 6 | | | PHILLIPE SAISSSE/Riviera |
| - | - | - | - | - | TESH F/INGRAM/Give Me Forever... |
| - | - | - | - | | |



CYNDEE MAXWELL

The Eagle's Grand (Marketing) Design

Local art students get practical experience in station-logo competition

Talk about a win-win situation: KEGL (The Eagle)/Dallas held a logo design competition that not only gathered several campuses' opinions of the station's image, but in return provided art students with real-life experience by affording them the opportunity to win the station's business with an appropriate design.

Over 80 entries from four area universities were submitted, but University of Texas at Arlington student Arnie Ross prevailed in the competition to create a visual representation of the station's existing trademark emblem. Ross' submission earned him a \$1000 personal scholarship and a \$2000 scholastic contribution for his school. Asst. PD/MD/afternoon drive host **Cindy Scull's** personal appearance at the campus to present the award was a good way to conclude the competition.

"This project is very exciting, because it gave us an opportunity to

“

It's the Eagle's goal to do things that are different, rather than doing what everybody else is doing. We want to raise ourselves above the clutter.

—Audrey Wager

”

interact with many college students and see what their concept of the Eagle is about," Scull explains. "We set the contest up like an agency review. Four schools were asked to



participate and were given specific design parameters — just as they would in a 'real' review — in an attempt to get our business, so to speak. We had so many great ideas submitted to us. We didn't realize how much potential talent there is in the Dallas market. The station will definitely turn to the colleges for future design projects."

Spokesperson **Audrey Wager** says of the event, "We were interested in getting the opinions of a lot of our listeners. First, we invited four colleges to participate. Then, we went out to each and met the deans of the graphic departments. We talked to them about this being a learning opportunity for their students. We set up a review board, just as you would with an agency review. All of the entries went on our Internet site, so the

students and our listeners could see them. A lot of our listeners gave their opinions, and we certainly took that into consideration."

A number of the projects were put on the station's website (www.kegl.com), along with the winning design.

Not An Easy Sell

Wager points out, however, that when she called and visited universities, their initial reaction was not positive. "They said, 'Oh, you're probably like everybody else — looking for our art students to do something for nothing.' We said, 'Absolutely not. We will pay the school, instead of paying an agency.'"

"So the students really had to work. They had to go through the whole thought process: How would it be used? Will it be okay for black and white? Will it be okay for print? We really helped them to go through that process, and we appointed a formal panel of judges. It became their first semester assignment."

That assignment turned out to be an interesting and unusual promotion for the Eagle. "It's the Eagle's goal to do things that are different, rather than doing what everybody else is doing," Wager says. "We want to raise ourselves above the clutter."

Participating campuses included the University of North Texas, University of Texas at Arlington, University of Texas at Dallas, and the University of Texas Southwest Medical Center at Dallas. The winning design is being considered for use in station ads, billboards, letterhead, T-shirts, and other promotional materials.

All For One

Another way the Eagle ties its marketing into the community is exemplified in its current morning show talent search. Eagle on-air veterans Russ Martin and Brad Baxter teamed up for the morning drive slot in October, and a metroplex-wide talent search is on to find a sidekick — or "third musketeer," as the duo puts it. According to the pair, the ideal candidate must have a love for pure rock, a demented personality, and be willing to say and do almost anything.

"The tryouts will be similar to pledging a fraternity," says PD **Greg Stevens**. "Picture it like this: a hazing ritual coupled with a live, on-air audition. We expect it to be bizarre, unpredictable, and totally off the wall — the kind of radio mayhem the Eagle is famous for."

Reader Refutes Problems With Interactive Music Research

Mike Heydman, Research Director at MJM Research, sent the following letter to R&R:

After reading Tom Kelly's contribution [R&R 1/16] regarding the distortion of callout data through the use of numeric scoring and digital interactive systems, there were several issues he raised that merit further consideration.

First, the use of numeric scoring has been used to rate songs since music testing began. The ideal scenario is to have the scale available for the respondent to constantly review throughout the test. Research firms that conduct library testing, either auditorium-style or at home, provide the respondent with a hard copy of the rating scale. These scales consist of a number followed by the verbal response that it designates (1 = unfamiliar, 2 = hate, 6 = favorite, 5 = like a lot, C = play too much, and so on). This leaves no doubt in the respondent's mind as to which "button" they need to push or "bubble" they should color in, or which direction to turn the "knob" when they hear a song that's one of their favorites or a song they hate.

Callout research is no different. The callout methodology is established for a purpose: to collect accurate listener response data. It is our responsibility to employ methods that establish the clearest data collection path available.

MJM Research President C.C. McCartney — as Program Director at stations like B100/San Diego [KFMB], 96-KX [KXXK]/Denver, and KTLK/Denver — established the basic methods for music testing: playing the hooks and gathering listener responses to them. These methods became the standard for modern-day music testing. In fact, since McCartney's innovative approach was designed, several other companies and in-house systems have capitalized on these techniques.

Though there are subtle differences in philosophies regarding methodology, the best researchers strive to ask a large enough, qualified sample the right questions, minimize bias and error, and report the results in an accurate, easy-to-understand manner.

Part of qualifying a respondent is ensuring they are willing to accurately participate in the survey. This includes a requirement that the respondent write the rating scale down and then recite it back to the interviewer. If they refuse, we simply discontinue the survey; after all, what's the use in testing songs with someone who's too busy or preoccupied to record a simple rating scale, let alone asking them to make important decisions regarding a station's music.

Second, the use of Computer Aided Telephone Interviewing (CATI) systems and digital interactive testing are the most important advancements in the field of music research since its inception in the '70s. By utilizing CATI technology, our interviewers can effectively field multiple projects, for multiple markets, by simply reading the scripts on their screen.

MJM Research also considered the use of these tools, and, like Tom Kelly, we had concerns about the "pros" and "cons" of each of the many systems that are available today. Our first realization was that you couldn't automate the entire process. Tom's correct in stating the need to have some degree of "live" interaction with the respondent, and with current CATI technology, respondents are never more than a few seconds away from a live interviewer.

One of the major advantages of digital systems is that you can have many respondents rating music privately, at their own pace, without the concern of interviewer bias or error. The main advantage we saw in CATI systems was their ability to maintain the strict quality control and specific project parameters that we, as researchers, rely upon as the very foundation of our business.

By taking the qualification processes and putting them into intelligent CATI scripting, you can then have interviewers collect information without the responsibility of keeping track of multiple skip patterns or an endless variety of client-specific parameters. The computer, not your interviewer, then makes the decisions regarding respondents' qualifications.

We knew we wanted a machine that would incorporate the advantages of the quality control you can exercise with a CATI system, the production of digital interactive testing, and, of course, our pre-existing callout procedures. (With over 20 years of callout research under our belts, we weren't about to abandon the system, which has performed with great client confidence.) Since no such machine existed, we contracted with several outside vendors and built our own.

We spent nearly three years in design and testing before we felt comfortable enough to field our first survey with it. MJM has been utilizing this technology now for the past two years. We ended up with a system that could increase productivity and further enhance the integrity of the data. A live interviewer fields questions to the respondent. Intelligent scripting determines whether or not the respondent qualifies. The interviewer then gives the respondent complete instructions for taking the test, including writing down the scale they will use to rate the songs. The respondent can then rate songs with the computer, and our interviewers are free to start another survey. If the respondent has any problems or questions, a live interviewer is simply a "push button" away.

So, rather than "cutting costs and corners to get the job done cheaper," we're utilizing this new technology to conduct our projects with surgical precision and efficiency that was unthinkable a decade ago. In the end, we've found our foray into this "brave new world" has proved to be an invaluable asset, both to our clients and us.

The views expressed in a letter to the editor are those of the writer only. The writer is solely responsible for the content.

3 miles down

BIG BACK FORTY

15 ROCK AND ACTIVE ROCK ADDS FIRST WEEK OUT!

dogvaor

| 3W | 2W | LW | TW | ARTIST/TITLE LABEL(S) | TOTAL PLAYS | | | | TOTAL STATIONS/ADDS |
|--------------|----|----|-----------|---|-------------|------|------|------|---------------------|
| | | | | | TW | LW | 2W | 3W | |
| 3 | 2 | 1 | 1 | PEARL JAM Given To Fly (Epic) | 2275 | 2261 | 2147 | 1777 | 78/1 |
| 1 | 1 | 2 | 2 | CREED My Own Prison (Wind-up) | 1955 | 2112 | 2184 | 2313 | 75/0 |
| 6 | 4 | 3 | 3 | BLACK LAB Wash It Away (DGC/Geffen) | 1725 | 1785 | 1599 | 1608 | 74/0 |
| 17 | 12 | 5 | 4 | METALLICA The Unforgiven II (Elektra/EEG) | 1715 | 1605 | 1325 | 992 | 77/1 |
| 9 | 6 | 4 | 5 | AEROSMITH Taste Of India (Columbia) | 1704 | 1663 | 1516 | 1413 | 69/0 |
| 13 | 11 | 7 | 6 | MARCY PLAYGROUND Sex And Candy (Capitol) | 1555 | 1482 | 1343 | 1151 | 71/3 |
| 11 | 9 | 6 | 7 | GREEN DAY Time Of Your Life (Good...) (Reprise) | 1515 | 1488 | 1378 | 1254 | 66/1 |
| 18 | 16 | 12 | 8 | DAYS OF THE NEW Shelf In The Room (Outpost/Geffen) | 1434 | 1372 | 1139 | 878 | 75/2 |
| 12 | 13 | 11 | 9 | BIG WRECK The Oaf (Atlantic) | 1430 | 1397 | 1309 | 1238 | 72/1 |
| 2 | 3 | 9 | 10 | DAYS OF THE NEW Touch, Peel, And Stand (Outpost/Geffen) | 1361 | 1435 | 1678 | 1871 | 65/0 |
| 8 | 7 | 10 | 11 | MATCHBOX 20 3am (Lava/Atlantic) | 1294 | 1402 | 1454 | 1460 | 51/0 |
| 4 | 5 | 8 | 12 | OZZY OSBOURNE Back On Earth (Epic) | 1282 | 1468 | 1583 | 1690 | 60/0 |
| 14 | 15 | 14 | 13 | OUR LADY PEACE Clumsy (Columbia) | 1253 | 1205 | 1192 | 1090 | 70/2 |
| 45 | 33 | 19 | 14 | CHRIS CORNELL Sunshower (Atlantic) | 1192 | 934 | 460 | 376 | 68/3 |
| 7 | 10 | 15 | 15 | MEGADETH Almost Honest (Capitol) | 1070 | 1158 | 1352 | 1534 | 57/0 |
| 5 | 8 | 13 | 16 | METALLICA The Memory Remains (Elektra/EEG) | 1024 | 1242 | 1435 | 1649 | 61/0 |
| 20 | 18 | 17 | 17 | CAROLINE'S SPINE Sullivan (Hollywood) | 1014 | 958 | 925 | 863 | 61/3 |
| — | 32 | 22 | 18 | FOO FIGHTERS My Hero (Roswell/Capitol) | 986 | 819 | 471 | 152 | 73/8 |
| 10 | 14 | 16 | 19 | FOO FIGHTERS Everlong (Roswell/Capitol) | 961 | 1040 | 1225 | 1379 | 58/0 |
| 29 | 23 | 21 | 20 | BLINK 182 Dammit (Growing Up) (Cargo/MCA) | 908 | 835 | 763 | 599 | 61/2 |
| 27 | 22 | 20 | 21 | COLLECTIVE SOUL She Said (Dimension/Capitol) | 906 | 885 | 812 | 697 | 48/0 |
| — | — | 28 | 22 | KENNY WAYNE SHEPHERD Blue On Black (Revolution) | 818 | 620 | 275 | 101 | 52/2 |
| 16 | 17 | 18 | 23 | TOOL Forty Six & 2 (Freeworld) | 785 | 941 | 1010 | 1033 | 49/0 |
| 26 | 24 | 24 | 24 | SEVENDUST Black (TVT) | 712 | 731 | 711 | 699 | 60/1 |
| 19 | 21 | 25 | 25 | LED ZEPPELIN The Girl I Love (Atlantic) | 583 | 694 | 820 | 878 | 34/0 |
| 28 | 26 | 26 | 26 | RAGE AGAINST THE MACHINE The Ghost Of Tom Joad (Epic) | 571 | 637 | 626 | 625 | 51/0 |
| 39 | 29 | 29 | 27 | DREAM THEATER You Not Me (EastWest/EEG) | 566 | 563 | 524 | 442 | 51/1 |
| 35 | 30 | 31 | 28 | VERVE Bitter Sweet Symphony (Hut/Virgin) | 520 | 527 | 512 | 488 | 35/5 |
| 15 | 19 | 23 | 29 | FAITH NO MORE Ashes To Ashes (Slash/Reprise) | 502 | 744 | 907 | 1036 | 30/0 |
| 21 | 20 | 27 | 30 | BUSH Mouth (Hollywood) | 484 | 623 | 823 | 830 | 27/0 |
| DEBUT | | | 31 | COOL FOR AUGUST Walk Away (Warner Bros.) | 433 | 148 | — | — | 45/12 |
| 40 | 36 | 35 | 32 | LIMP BIZKIT Counterfeit Countdown (Flip/Interscope) | 422 | 416 | 433 | 418 | 42/1 |
| 49 | 42 | 36 | 33 | OASIS I Hope, I Think, I Know (Epic) | 368 | 390 | 361 | 319 | 25/0 |
| 44 | 37 | 33 | 34 | FLUORESCENIN Cathy's On Crank! (DGC/Geffen) | 360 | 446 | 425 | 382 | 37/0 |
| — | 50 | 43 | 35 | 311 Beautiful Disaster (Capricorn/Mercury) | 360 | 308 | 292 | 250 | 33/3 |
| 23 | 25 | 30 | 36 | LIFE OF AGONY Weeds (Roadrunner) | 340 | 535 | 661 | 767 | 27/0 |
| 37 | 34 | 34 | 37 | DEFTONES My Own Summer (Shove It) (Maverick/WB) | 329 | 418 | 459 | 482 | 35/0 |
| 36 | 35 | 37 | 38 | SMASH MOUTH Walkin' On The Sun (Interscope) | 323 | 359 | 443 | 485 | 22/0 |
| 25 | 31 | 39 | 39 | KENNY WAYNE SHEPHERD Slow Ride (Revolution) | 316 | 348 | 482 | 763 | 27/0 |
| 48 | 41 | 40 | 40 | JANE'S ADDICTION Jane Says (Warner Bros.) | 313 | 336 | 363 | 343 | 22/0 |
| DEBUT | | | 41 | EVERCLEAR I Will Buy You A New Life (Capitol) | 301 | 85 | 26 | 19 | 35/13 |
| 42 | 45 | 41 | 42 | METALLICA Fuel (Elektra/EEG) | 301 | 334 | 336 | 389 | 28/3 |
| 30 | 38 | 38 | 43 | EVERCLEAR Everything To Everyone (Capitol) | 296 | 353 | 425 | 570 | 21/1 |
| 22 | 27 | 32 | 44 | AC/DC Dirty Eyes (EastWest/EEG) | 275 | 458 | 604 | 816 | 18/0 |
| DEBUT | | | 45 | ROLLING STONES Saint Of Me (Virgin) | 269 | 202 | 165 | 104 | 26/8 |
| — | — | 49 | 46 | KISS Master & Slave (Mercury) | 269 | 242 | 203 | 62 | 22/2 |
| DEBUT | | | 47 | CREED Torn (Wind-up) | 262 | 213 | 137 | 76 | 26/9 |
| DEBUT | | | 48 | NAKED Raining On The Sky (Red Ant) | 251 | 150 | 39 | — | 25/4 |
| DEBUT | | | 49 | FEEDER Cement (Echo/Elektra/EEG) | 241 | 23 | 14 | — | 37/13 |
| DEBUT | | | 50 | FOO FIGHTERS Baker Street (Import) | 233 | 194 | 170 | 118 | 12/2 |

This chart reflects airplay from January 19-25. Songs ranked by total plays. Highlighted songs indicate Breaker. 78 Active Rock reporters. 78 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

NEW & ACTIVE

FU MANCHU Evil Eye (Mammoth)
Total Plays: 216, Total Stations: 25, Adds: 1

BUGZY Pizza (National)
Total Plays: 196, Total Stations: 25, Adds: 5

HEADSWIM Tourniquet (550 Music)
Total Plays: 156, Total Stations: 20, Adds: 7

SLOBBERBONE Your Excuse (Doo Little)
Total Plays: 141, Total Stations: 12, Adds: 0

MEGADETH Use The Man (Capitol)
Total Plays: 129, Total Stations: 17, Adds: 6

HUM Comin' Home (RCA)
Total Plays: 129, Total Stations: 20, Adds: 4

NICKELBAG Grow (Iguana)
Total Plays: 126, Total Stations: 13, Adds: 0

COAL CHAMBER Loco (Roadrunner)
Total Plays: 105, Total Stations: 16, Adds: 1

FAT Numb (DVB/A&M)
Total Plays: 99, Total Stations: 20, Adds: 13

NEUROTICA Easy Speak (NMG)
Total Plays: 99, Total Stations: 7, Adds: 0

Songs ranked by total plays.

BREAKERS®

No Songs Qualified For Breaker Status This Week

MOST ADDED®

| ARTIST/TITLE LABEL(S) | ADDS |
|---|------|
| WHISKEYTOWN Yesterday's News (Outpost/Geffen) | 15 |
| EVERCLEAR I Will Buy You A New Life (Capitol) | 13 |
| FAT Numb (DVB/A&M) | 13 |
| FEEDER Cement (Echo/Elektra/EEG) | 13 |
| COOL FOR AUGUST Walk Away (Warner Bros.) | 12 |
| DIN PEDALS Ashtray (Epic) | 12 |
| COURSE OF EMPIRE The Information (TVT) | 9 |
| CREED Torn (Wind-up) | 9 |
| FOO FIGHTERS My Hero (Roswell/Capitol) | 8 |
| ROLLING STONES Saint Of Me (Virgin) | 8 |

Dave Douglas, J.J. Jeffries,
Jim Fox, Wade Linder,
John Gorman

Inquiring minds want to know:

Where's The
"SEX & CANDY"?

MOST INCREASED PLAYS

| ARTIST/TITLE LABEL(S) | TOTAL PLAY INCREASE |
|---|---------------------|
| COOL FOR AUGUST Walk Away (Warner Bros.) | +285 |
| CHRIS CORNELL Sunshower (Atlantic) | +258 |
| FEEDER Cement (Echo/Elektra/EEG) | +218 |
| EVERCLEAR I Will Buy You A New Life (Capitol) | +216 |
| KENNY WAYNE SHEPHERD Blue On Black (Revolution) | +198 |
| FOO FIGHTERS My Hero (Roswell/Capitol) | +167 |
| METALLICA The Unforgiven II (Elektra/EEG) | +110 |
| HEADSWIM Tourniquet (550 Music) | +109 |
| NAKED Raining On The Sky (Red Ant) | +101 |
| BLINK 182 Dammit (Growing Up) (Cargo/MCA) | +73 |
| MARCY PLAYGROUND Sex And Candy (Capitol) | +73 |

HOTTEST RECURRENTS

| ARTIST/TITLE LABEL(S) |
|---|
| MEGADETH Trust (Capitol) |
| OFFSPRING Gone Away (Columbia) |
| TOOL Aenema (Freeworld) |
| TONIC If You Could Only See (Polydor/A&M) |
| AEROSMITH Pink (Columbia) |
| MIGHTY JOE PLUM Live Through This (Fifteen...) (Atlantic) |
| FAITH NO MORE Last Cup Of Sorrow (Slash/Reprise) |
| OFFSPRING I Choose (Columbia) |
| MATCHBOX 20 Push (Lava/Atlantic) |
| SAMMY HAGAR Both Sides Now (MCA) |

Breakers: Songs registering 600 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

Note: KWBR San Luis Obispo, CA has changed formats and their data was not included in this week's chart. All songs were reviewed and when appropriate, some songs were awarded bullets. However chart positions were unchanged.

HEADSWIM
tourniquet

The new single from "Despite Yourself"

On 27 Rockers....New TW: WAZU KTUX WVRK KEYJ WRBR WAMX KQWB WZBH WCPR 21x #1 PHONES!!!

WJRR 19x KFMX 17x WQXA 17x KNJY 15x WDRK 14x WAAF 13x
KZRK 10x KODS 10x WRUF 8x WSTZ 8x WZAT 7x KLBj 6x

CATCH HEADSWIM ON TOUR w/OUR LADY PEACE...FEBRUARY 26TH-MAY 3RD!

Produced and Mixed by Steve Osborne for 140dB
Management: Kevin Nixon/HR & Run Management
Assisted in the UK by Tracey Rees-Oliviere
U.S. Associate: C.J. Kitsos

www.550music.com
www.epiccenter.com
www.sony.com

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ACTIVE ROCK PLAYLISTS

January 30, 1998 R&R • 97

FIND COMPLETE PLAYLISTS FOR ALL ACTIVE ROCK REPORTERS ON R&R ONLINE

MARKET #3
ROCK103.5
WRCX/Chicago
(312) 861-8100
Richards/Robinson

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 23 | 33 | 35 | 37 | 39 | PEARL JAM/Given To Fly |
| 23 | 34 | 31 | 32 | 33 | CREDED/My Own Prison |
| 12 | 20 | 20 | 21 | 22 | MARCY PLAYGROUND/Sex And Candy |
| 19 | 27 | 31 | 31 | 32 | MEGADETH/Almost Honest |
| 12 | 19 | 31 | 31 | 32 | OZZY OSBOURNE/Back On Earth |
| 7 | 12 | 20 | 30 | 30 | DAYS OF THE NEW/Touch, Peel, And... |
| 7 | 17 | 16 | 27 | 27 | METALLICA/The Unforgiven II |
| 17 | 29 | 26 | 27 | 27 | METALLICA/The Memory Remains |
| 12 | 20 | 30 | 23 | 23 | GREEN DAY/Time Of Your Life... |
| 18 | 32 | 22 | 23 | 23 | MEGADETH/Trust |
| 17 | 19 | 22 | 21 | 21 | CHRIS CORNELL/Sunshower |
| 11 | 20 | 18 | 19 | 19 | DAYS OF THE NEW/Shell In The Room |
| 11 | 21 | 21 | 19 | 19 | OFFSPRING/Amazed |
| 7 | 12 | 17 | 18 | 18 | FOO FIGHTERS/My Hero |
| 11 | 19 | 16 | 15 | 15 | FAITH NO MORE/Last Cup Of Sorrow |
| 9 | 14 | 17 | 15 | 15 | TOOL/Stinkfist |
| 18 | 16 | 13 | 15 | 15 | ALICE IN CHAINS/Down In A Hole |
| 5 | 11 | 9 | 14 | 14 | OUR LADY PEACE/Clumsy |
| - | - | - | 5 | 5 | MEGADETH/Use The Man |
| 11 | 13 | 11 | 13 | 13 | OFFSPRING/Choose |
| 8 | 14 | 13 | 13 | 13 | FOO FIGHTERS/Monkey Wrench |
| 12 | 17 | 13 | 13 | 13 | LICAL H/Hzit's Corner |
| 5 | 13 | 10 | 12 | 12 | BLACK LAB/Wash It Away |
| 5 | 8 | 12 | 12 | 12 | METALLICA/Fuel |
| 8 | 14 | 10 | 12 | 12 | FOO FIGHTERS/My Hero |
| 7 | 11 | 11 | 12 | 12 | PANTERA/Cemetery Gates |
| 10 | 15 | 11 | 12 | 12 | COLLECTIVE SOUL/Precious Declaration |
| 22 | 36 | 30 | 12 | 12 | LED ZEPPELIN/The Girl I Love |
| 8 | 15 | 13 | 11 | 11 | SAMMY HAGAR/Marching To Mars |
| 9 | 15 | 12 | 11 | 11 | OFFSPRING/Gone Away |

MARKET #5
94WYSP
THE ROCK STATION
WYSP/Philadelphia
(215) 625-9460
Mirsky

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---|
| 34 | 33 | 34 | 33 | 33 | METALLICA/The Memory Remains |
| 36 | 32 | 34 | 33 | 33 | OZZY OSBOURNE/Back On Earth |
| 34 | 33 | 32 | 31 | 31 | CREDED/My Own Prison |
| 36 | 34 | 32 | 29 | 29 | DAYS OF THE NEW/Touch, Peel, And... |
| 33 | 35 | 33 | 29 | 29 | FOO FIGHTERS/My Hero |
| 19 | 17 | 20 | 24 | 24 | PEARL JAM/Given To Fly |
| 20 | 17 | 15 | 19 | 19 | BLACK LAB/Wash It Away |
| - | 17 | 15 | 18 | 18 | GREEN DAY/Time Of Your Life... |
| 16 | 17 | 19 | 18 | 18 | AEROSMITH/Taste Of India |
| 21 | 17 | 19 | 17 | 17 | BUGZY/Pizza |
| 17 | 17 | 17 | 17 | 17 | JANE'S ADDICTION/Jane Says |
| - | 16 | 16 | 16 | 16 | OFFSPRING/Amazed |
| 17 | 17 | 18 | 16 | 16 | LED ZEPPELIN/The Girl I Love |
| 34 | 33 | 32 | 31 | 31 | MEGADETH/Almost Honest |
| 7 | 7 | 8 | 13 | 13 | BUSH/Mouth |
| 8 | 14 | 12 | 13 | 13 | METALLICA/The Unforgiven II |
| 17 | 18 | 16 | 13 | 13 | DAYS OF THE NEW/Shell In The Room |
| - | - | 9 | 9 | 9 | CHRIS CORNELL/Sunshower |
| 9 | 7 | 7 | 8 | 8 | TOOL/For Six & 2 |
| 7 | 8 | 7 | 8 | 8 | OUR LADY PEACE/Clumsy |
| - | 10 | 8 | 8 | 8 | STONE TEMPLE PILOTS/Big Bang Baby |
| 10 | 9 | 10 | 8 | 8 | LOCAL H/Bound For The Floor |
| - | - | 8 | 8 | 8 | STONE TEMPLE PILOTS/Trippin' On A Hole... |
| 10 | 10 | 9 | 8 | 8 | ALICE IN CHAINS/Would? |
| - | - | 8 | 8 | 8 | QUEENSRÛCHE/Sign Of The Times |
| - | - | 9 | 8 | 8 | COLLECTIVE SOUL/Listen |
| 10 | 9 | 10 | 7 | 7 | SPONGEBOB/Have You Seen Mary |
| 11 | 10 | - | 7 | 7 | SOUNDGARDEN/Blow Up... |
| 10 | - | 10 | - | - | STABBING WESTWARD/Shame |
| - | 4 | 6 | 6 | 6 | BIG WRECK/The Oaf |

MARKET #6
97.1
PURE ROCK
KEGL/Dallas
(972) 869-9700
Stevens/Scull

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-------------------------------------|
| 35 | 47 | 46 | 47 | 47 | MARCY PLAYGROUND/Sex And Candy |
| 45 | 46 | 47 | 47 | 47 | PEARL JAM/Given To Fly |
| 43 | 44 | 46 | 47 | 47 | AEROSMITH/Taste Of India |
| 44 | 41 | 45 | 45 | 45 | MEGADETH/Almost Honest |
| 11 | 14 | 45 | 45 | 45 | FOO FIGHTERS/My Hero |
| 6 | 9 | 45 | 41 | 41 | METALLICA/The Unforgiven II |
| 34 | 40 | 40 | 40 | 40 | TOOL/For Six & 2 |
| 15 | 19 | 16 | 22 | 22 | DAYS OF THE NEW/Touch, Peel, And... |
| 12 | 14 | 16 | 22 | 22 | LED ZEPPELIN/The Girl I Love |
| - | - | 20 | 20 | 20 | BLINK 182/Dammit (Growing Up) |
| 23 | 21 | 22 | 20 | 20 | CREDED/My Own Prison |
| 10 | 18 | 21 | 19 | 19 | OUR LADY PEACE/Clumsy |
| - | - | 16 | 18 | 18 | CHRIS CORNELL/Sunshower |
| - | - | 15 | 18 | 18 | DAYS OF THE NEW/Shell In The Room |
| 11 | 43 | 44 | 44 | 44 | OZZY OSBOURNE/Back On Earth |
| - | - | 15 | 17 | 17 | GREEN DAY/Time Of Your Life... |
| 12 | 16 | 19 | 17 | 17 | BIG WRECK/The Oaf |
| 16 | 22 | 17 | 17 | 17 | BLACK LAB/Wash It Away |
| 11 | 15 | 14 | 15 | 15 | SEVENDUST/Black |
| 28 | 34 | 15 | 12 | 12 | METALLICA/The Memory Remains |
| 7 | 11 | 8 | 10 | 10 | LIMP BIZKIT/Counterfeit... |
| 14 | 18 | 7 | 7 | 7 | FOO FIGHTERS/My Hero |
| 27 | 21 | 6 | 4 | 4 | METALLICA/Fuel |
| 2 | 5 | 11 | 2 | 2 | AC/DC/Dirty Eyes |
| 19 | 19 | 4 | 1 | 1 | FAITH NO MORE/Ashe's To Ashe's |
| 8 | 10 | 1 | 1 | 1 | DEFTONES/My Own Summer... |
| 15 | 24 | 21 | 1 | 1 | FLUORESCENCE/Cathy's On Crank! |
| - | - | - | - | - | EVERCLEAR/Will Buy You... |
| - | - | - | - | - | TOOL/Am A Pig |

MARKET #8
102
KTKQ/Dallas
(214) 528-5500
Lockridge/Redbeard

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-------------------------------------|
| 40 | 39 | 38 | 40 | 40 | MATCHBOX 20/3am |
| 41 | 37 | 39 | 39 | 39 | PEARL JAM/Given To Fly |
| 22 | 39 | 39 | 38 | 38 | GREEN DAY/Time Of Your Life... |
| 22 | 39 | 38 | 38 | 38 | AEROSMITH/Taste Of India |
| 23 | 19 | 20 | 21 | 21 | METALLICA/The Unforgiven II |
| 23 | 20 | 21 | 21 | 21 | ROLLING STONES/Saint Of Me |
| - | 21 | 21 | 21 | 21 | AC/DC/You Want Blood... |
| 21 | 19 | 20 | 20 | 20 | BRYAN ADAMS/Back To You |
| 8 | 11 | 10 | 20 | 20 | OUR LADY PEACE/Clumsy |
| 22 | 22 | 20 | 20 | 20 | METALLICA/The Memory Remains |
| 19 | 20 | 20 | 20 | 20 | BIG WRECK/The Oaf |
| - | 19 | 20 | 20 | 20 | COURSE OF EMPIRE/The Information |
| - | - | 21 | 20 | 20 | FOO FIGHTERS/My Hero |
| 42 | 21 | 19 | 19 | 19 | BLACK LAB/Wash It Away |
| 6 | 13 | 19 | 19 | 19 | MARCY PLAYGROUND/Sex And Candy |
| - | 21 | 19 | 19 | 19 | KENNY WAYNE SHEPHERD/Blue On Black |
| - | - | 12 | 12 | 12 | CAROLINE'S SPINE/Sullivan |
| - | - | 11 | 11 | 11 | DAYS OF THE NEW/Shell In The Room |
| 7 | 14 | 13 | 13 | 13 | GRAND STREET CRYERS/Home At Last |
| - | - | - | - | - | TWO! Am A Pig |
| 8 | 13 | 13 | 9 | 9 | SLOBBERBONE/Your Excuse |
| - | 9 | 8 | 8 | 8 | SUGAR RAY/FM |
| 6 | 11 | 8 | 8 | 8 | TONIC/If You Could Only... |
| 7 | 8 | 8 | 8 | 8 | WALLFLOWERS/The Difference |
| 7 | 7 | 8 | 8 | 8 | SAMMY HAGAR/Little White Lie |
| 7 | 7 | 9 | 8 | 8 | OASIS/You Know What... |
| 41 | 39 | 9 | 8 | 8 | OZZY OSBOURNE/Back On Earth |
| 22 | 7 | 7 | 8 | 8 | MEGADETH/Almost Honest |
| 6 | 8 | 8 | 8 | 8 | CREDED/My Own Prison |
| 7 | 6 | 9 | 7 | 7 | DAYS OF THE NEW/Touch, Peel, And... |

MARKET #7
97.1
Howard Stern Morning
WKRK/Detroit
(248) 423-3300
Gorman/Surrena

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 31 | 31 | 31 | 34 | 34 | OZZY OSBOURNE/Back On Earth |
| 35 | 29 | 32 | 33 | 33 | FOO FIGHTERS/My Hero |
| 28 | 30 | 32 | 33 | 33 | CREDED/My Own Prison |
| 29 | 31 | 33 | 32 | 32 | DAYS OF THE NEW/Touch, Peel, And... |
| 13 | 32 | 33 | 32 | 32 | LED ZEPPELIN/The Girl I Love |
| - | 31 | 34 | 31 | 31 | PEARL JAM/Given To Fly |
| 24 | 30 | 32 | 31 | 31 | METALLICA/The Memory Remains |
| 13 | 30 | 31 | 31 | 31 | BLACK LAB/Wash It Away |
| - | 31 | 32 | 31 | 31 | MEGADETH/Almost Honest |
| - | 15 | 17 | 17 | 17 | METALLICA/The Unforgiven II |
| 27 | 24 | 16 | 16 | 16 | AC/DC/Dirty Eyes |
| - | 18 | 15 | 15 | 15 | KISS/The Jungle |
| 26 | 17 | 15 | 15 | 15 | TOOL/For Six & 2 |
| - | 14 | 11 | 13 | 13 | OFFSPRING/Gone Away |
| 7 | 10 | 12 | 12 | 12 | FAITH NO MORE/Last Cup Of Sorrow |
| - | 11 | 12 | 12 | 12 | TONIC/If You Could Only... |
| - | 12 | 11 | 12 | 12 | AEROSMITH/Falling In Love... |
| 28 | - | - | - | - | BUSH/Mouth |
| - | - | - | - | - | DAYS OF THE NEW/Shell In The Room |
| - | - | - | - | - | TONIC/If You Could Only... |
| - | - | - | - | - | AEROSMITH/You Can't Punk... |
| - | - | - | - | - | MEGADETH/Trust |
| - | - | - | - | - | VERUCA SALT/Volcano Girls |
| - | - | - | - | - | QUEENSRÛCHE/Sign Of The Times |
| - | - | - | - | - | LIVE/Freaks |
| - | - | - | - | - | SOUNDGARDEN/Rhinosaur |
| - | - | - | - | - | COLLECTIVE SOUL/Precious Declaration |
| - | - | - | - | - | BETTER THAN EZRA/Desperately Wanting |
| 29 | 7 | 5 | 10 | 10 | JANE'S ADDICTION/Jane Says |
| - | 12 | 13 | 10 | 10 | LIVE/Lakin's Juice |

MARKET #7
101WRIF
WRIF/Detroit
(248) 547-0101
Podell/Welington

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---|
| 38 | 28 | 29 | 26 | 26 | PEARL JAM/Given To Fly |
| 19 | 17 | 21 | 24 | 24 | OZZY OSBOURNE/Back On Earth |
| 11 | 17 | 22 | 22 | 22 | METALLICA/The Unforgiven II |
| - | 11 | 22 | 21 | 21 | LED ZEPPELIN/The Girl I Love |
| 35 | 26 | 24 | 19 | 19 | TONIC/If You Could Only... |
| 19 | 16 | 20 | 11 | 11 | CREDED/My Own Prison |
| - | 1 | 13 | 11 | 11 | CHRIS CORNELL/Sunshower |
| 12 | 13 | 19 | 11 | 11 | AEROSMITH/Taste Of India |
| 34 | 24 | 15 | 9 | 9 | MEGADETH/Almost Honest |
| 5 | 5 | 12 | 9 | 9 | DAYS OF THE NEW/Touch, Peel, And... |
| 1 | 2 | 7 | 7 | 7 | GEEZER/Man In A Suitcase |
| - | 9 | 7 | 7 | 7 | STONE TEMPLE PILOTS/Trippin' On A Hole... |
| 9 | 9 | 17 | 6 | 6 | ROLLING STONES/Saint Of Me |
| 3 | 2 | 6 | 6 | 6 | FOO FIGHTERS/My Hero |
| - | 6 | 6 | 6 | 6 | LIVE/Lakin's Juice |
| 20 | 15 | 17 | 6 | 6 | AC/DC/Dirty Eyes |
| - | 6 | 17 | 6 | 6 | SEVEN MARY THREE/Cumbersome |
| 30 | 27 | 22 | 5 | 5 | FOO FIGHTERS/My Hero |
| 4 | 4 | 5 | 5 | 5 | METALLICA/Her Oaf Of The Day |
| 3 | 4 | 5 | 5 | 5 | TOADIES/Possom Kingdom |
| - | 5 | 5 | 5 | 5 | SOUNDGARDEN/Blow Up... |
| 16 | 11 | 5 | 5 | 5 | OFFSPRING/Amazed |
| - | 4 | 4 | 4 | 4 | COLLECTIVE SOUL/December |
| - | 4 | 4 | 4 | 4 | SOUNDGARDEN/Burden In My Hand |
| - | 4 | 4 | 4 | 4 | SPACEHOG/In The Meantime |
| - | 4 | 4 | 4 | 4 | GREEN DAY/Brain Stew |
| - | 4 | 4 | 4 | 4 | COLLECTIVE SOUL/Precious Declaration |
| - | 4 | 4 | 4 | 4 | OFFSPRING/Gone Away |
| - | 4 | 4 | 4 | 4 | KISS/The Jungle |
| - | 1 | 3 | 3 | 3 | KENNY WAYNE SHEPHERD/Blue On Black |

MARKET #10
WAAF
107.3 FM
WAAF/Boston
(617) 236-1073
Douglas/Osterlind

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-------------------------------------|
| 34 | 36 | 38 | 38 | 38 | FOO FIGHTERS/My Hero |
| 30 | 34 | 37 | 37 | 37 | CREDED/My Own Prison |
| 27 | 31 | 33 | 33 | 33 | DAYS OF THE NEW/Shell In The Room |
| 26 | 28 | 31 | 31 | 31 | GREEN DAY/Prosthetic Head |
| 23 | 29 | 30 | 30 | 30 | RAGE AGAINST.../The Ghost Of Tom... |
| 24 | 27 | 29 | 29 | 29 | LIFE OF AGONY/Weeds |
| 28 | 28 | 29 | 29 | 29 | METALLICA/The Memory Remains |
| 28 | 31 | 27 | 27 | 27 | TOOL/Aenema |
| 13 | 18 | 25 | 25 | 25 | BIG WRECK/The Oaf |
| 29 | 24 | 24 | 24 | 24 | HEADSWIM/Hype |
| 22 | 24 | 23 | 23 | 23 | TOOL/For Six & 2 |
| 16 | 18 | 23 | 23 | 23 | MEGADETH/Almost Honest |
| 14 | 18 | 23 | 23 | 23 | AEROSMITH/Taste Of India |
| 21 | 20 | 22 | 22 | 22 | CHRIS CORNELL/Sunshower |
| 13 | 18 | 19 | 19 | 19 | LIMP BIZKIT/Counterfeit... |
| 12 | 13 | 18 | 18 | 18 | BLACK LAB/Wash It Away |
| - | 7 | 18 | 18 | 18 | CELLPHANE/It's So Glad You Came |
| 31 | 34 | 16 | 16 | 16 | PEARL JAM/Given To Fly |
| - | 5 | 16 | 16 | 16 | 311/Beautiful Disaster |
| 26 | 32 | 15 | 15 | 15 | JANE'S ADDICTION/So What! |
| 15 | 15 | 14 | 14 | 14 | DAYS OF THE NEW/Touch, Peel, And... |
| 12 | 11 | 14 | 14 | 14 | DEFTONES/My Own Summer... |
| 14 | 14 | 14 | 14 | 14 | SEVENDUST/Black |
| 19 | 20 | 14 | 14 | 14 | METALLICA/The Unforgiven II |
| 11 | 15 | 13 | 13 | 13 | FU MANCHU/Evil Eye |
| 6 | 7 | 13 | 13 | 13 | METALLICA/Bleeding Me |
| - | 8 | 13 | 13 | 13 | HEADSWIM/Tournequet |
| 19 | 19 | 12 | 12 | 12 | FAITH NO MORE/Ashe's To Ashe's |
| 15 | 14 | 12 | 12 | 12 | SUGAR RAY/RPM |
| 11 | 6 | 12 | 12 | 12 | FAITH NO MORE/Last Cup Of Sorrow |

MARKET #11
93.7
the ROCK station
WZTA/Miami
(305) 654-9494
Steele/Kimba

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------|
| 39 | 48 | 38 | 32 | 32 | BUSH/Mouth |
| 37 | 36 | 38 | 30 | 30 | PEARL JAM/Given To Fly |
| 39 | 36 | 37 | 29 | 29 | GREEN DAY/Time Of Your Life... |
| 22 | 27 | 24 | 24 | 24 | MARCY PLAYGROUND/Sex And Candy |
| - | 12 | 9 | 23 | 23 | JANE'S ADDICTION/Jane Says |
| 38 | 38 | 33 | 33 | 33 | MATCHBOX 20/3am |
| 32 | 31 | 31 | 22 | 22 | METALLICA/The Memory Remains |
| - | - | 12 | 19 | 19 | CHRIS CORNELL/Sunshower |
| - | 6 | 17 | 17 | 17 | COLLECTIVE SOUL/She Said |
| 16 | 14 | 15 | 14 | 14 | AEROSMITH/Taste Of India |
| 20 | 22 | 21 | 14 | 14 | BLACK LAB/Wash It Away |
| - | 9 | 17 | 13 | 13 | METALLICA/The Unforgiven II |
| - | 21 | 13 | 13 | 13 | COOL FOR AUGUST/Walk Away |
| 20 | 21 | 10 | 10 | 10 | OUR LADY PEACE/Clumsy |
| - | 4 | 11 | 12 | 12 | |



ROCK TOP 50

JANUARY 30, 1998

| 3W | 2W | LW | TW | ARTIST/TITLE LABEL(S) | TOTAL PLAYS | | | | TOTAL STATIONS/ADDS |
|----------------|----|----|----|--|-------------|------|------|------|---------------------|
| | | | | | TW | LW | 2W | 3W | |
| 3 | 2 | 1 | 1 | PEARL JAM Given To Fly (Epic) | 1749 | 1660 | 1455 | 1186 | 81/1 |
| 2 | 1 | 2 | 2 | MATCHBOX 20 3am (Lava/Atlantic) | 1591 | 1581 | 1516 | 1467 | 73/0 |
| 8 | 4 | 3 | 3 | AEROSMITH Taste Of India (Columbia) | 1432 | 1335 | 1188 | 1069 | 73/1 |
| 1 | 3 | 4 | 4 | DAYS OF THE NEW Touch, Peel, And Stand (Outpost/Geffen) | 1241 | 1317 | 1386 | 1468 | 69/0 |
| 46 | 26 | 10 | 5 | KENNY WAYNE SHEPHERD Blue On Black (Revolution) | 1172 | 911 | 449 | 159 | 75/4 |
| 6 | 6 | 5 | 6 | CREED My Own Prison (Wind-up) | 1056 | 1041 | 1097 | 1103 | 58/0 |
| 16 | 13 | 7 | 7 | GREEN DAY Time Of Your Life (Good...) (Reprise) | 1026 | 965 | 837 | 669 | 60/1 |
| 12 | 11 | 8 | 8 | BLACK LAB Wash It Away (DGC/Geffen) | 975 | 952 | 920 | 832 | 62/0 |
| 13 | 14 | 11 | 9 | BIG WRECK The Oaf (Atlantic) | 940 | 910 | 834 | 710 | 71/0 |
| 4 | 5 | 6 | 10 | LED ZEPPELIN The Girl I Love (Atlantic) | 920 | 1024 | 1117 | 1135 | 60/0 |
| 17 | 15 | 12 | 11 | COLLECTIVE SOUL She Said (Dimension/Capitol) | 895 | 843 | 776 | 666 | 58/2 |
| 23 | 19 | 16 | 12 | METALLICA The Unforgiven II (Elektra/EEG) | 869 | 711 | 588 | 510 | 68/1 |
| 27 | 24 | 17 | 13 | ROLLING STONES Saint Of Me (Virgin) | 847 | 683 | 509 | 412 | 65/10 |
| 5 | 7 | 9 | 14 | OZZY OSBOURNE Back On Earth (Epic) | 799 | 921 | 1067 | 1106 | 50/0 |
| 11 | 10 | 14 | 15 | JOHN MELLENCAMP Without Expression (Mercury) | 796 | 789 | 929 | 890 | 46/0 |
| 9 | 8 | 15 | 16 | ROLLING STONES Flip The Switch (Virgin) | 688 | 779 | 977 | 1014 | 37/0 |
| 32 | 28 | 20 | 17 | DAYS OF THE NEW Shelf In The Room (Outpost/Geffen) | 674 | 620 | 436 | 303 | 64/6 |
| 7 | 9 | 13 | 18 | SAMMY HAGAR Both Sides Now (MCA) | 650 | 818 | 946 | 1081 | 45/0 |
| — | 35 | 26 | 19 | CHRIS CORNELL Sunshower (Atlantic) | 629 | 502 | 238 | 89 | 54/8 |
| 18 | 17 | 19 | 20 | SISTER HAZEL Happy (Universal) | 629 | 651 | 643 | 639 | 43/0 |
| BREAKER | | | 21 | MARCY PLAYGROUND Sex And Candy (Capitol) | 565 | 472 | 357 | 289 | 45/3 |
| 28 | 25 | 25 | 22 | OUR LADY PEACE Clumsy (Columbia) | 520 | 513 | 487 | 407 | 49/3 |
| 22 | 21 | 22 | 23 | BRYAN ADAMS Back To You (A&M) | 518 | 541 | 566 | 530 | 36/1 |
| 10 | 12 | 18 | 24 | KENNY WAYNE SHEPHERD Slow Ride (Revolution) | 506 | 659 | 860 | 961 | 46/0 |
| 20 | 18 | 21 | 25 | MEGADETH Almost Honest (Capitol) | 456 | 550 | 604 | 565 | 39/0 |
| 21 | 23 | 23 | 26 | FOO FIGHTERS Everlong (Roswell/Capitol) | 419 | 526 | 523 | 559 | 27/0 |
| 15 | 16 | 24 | 27 | METALLICA The Memory Remains (Elektra/EEG) | 415 | 525 | 654 | 692 | 40/0 |
| 19 | 22 | 28 | 28 | SMASH MOUTH Walkin' On The Sun (Interscope) | 379 | 420 | 555 | 573 | 27/0 |
| — | — | 33 | 29 | FOO FIGHTERS My Hero (Roswell/Capitol) | 340 | 254 | 81 | 9 | 38/4 |
| 26 | 27 | 29 | 30 | COREY STEVENS Take It Back (Eureka/Discovery) | 330 | 414 | 443 | 422 | 26/1 |
| DEBUT | | | 31 | COOL FOR AUGUST Walk Away (Warner Bros.) | 327 | 62 | — | 12 | 47/11 |
| 35 | 32 | 32 | 32 | CAROLINE'S SPINE Sullivan (Hollywood) | 317 | 301 | 311 | 259 | 31/1 |
| 14 | 20 | 30 | 33 | AC/DC Dirty Eyes (EastWest/EEG) | 308 | 386 | 577 | 704 | 27/0 |
| — | — | 36 | 34 | BLUES TRAVELER Canadian Rose (A&M) | 262 | 223 | 96 | 56 | 27/5 |
| — | — | 41 | 35 | NAKED Raining On The Sky (Red Ant) | 242 | 154 | 50 | — | 26/2 |
| 45 | 42 | 40 | 36 | DREAM THEATER You Not Me (EastWest/EEG) | 221 | 192 | 180 | 164 | 29/0 |
| 31 | 33 | 34 | 37 | ROLLING STONES Anybody Seen My Baby? (Virgin) | 217 | 243 | 308 | 348 | 31/0 |
| — | — | 50 | 38 | VERVE Bitter Sweet Symphony (Hut/Virgin) | 194 | 130 | 117 | 114 | 21/4 |
| 44 | 40 | 39 | 39 | HUFFAMOOSE Wait (Interscope) | 194 | 199 | 195 | 166 | 19/1 |
| 30 | 31 | 35 | 40 | WALLFLOWERS Three Marlenas (Interscope) | 190 | 243 | 315 | 362 | 21/0 |
| 25 | 29 | 31 | 41 | YES Open Your Eyes (Beyond) | 160 | 305 | 413 | 488 | 17/0 |
| — | — | 43 | 42 | OASIS I Hope, I Think, I Know (Epic) | 153 | 152 | 107 | 95 | 16/0 |
| 40 | 37 | 37 | 43 | PAUL RODGERS Saving Grace (VelVel) | 153 | 207 | 217 | 192 | 12/0 |
| 48 | 46 | 44 | 44 | JOHN FOGERTY Bad Bad Boy (Warner Bros.) | 144 | 151 | 153 | 144 | 11/0 |
| DEBUT | | | 45 | BLINK 182 Dammit (Growing Up) (Cargo/MCA) | 112 | 97 | 81 | 48 | 16/3 |
| DEBUT | | | 46 | FLEETWOOD MAC Landslide (Reprise) | 110 | 30 | 15 | 3 | 15/3 |
| DEBUT | | | 47 | TREBLE CHARGER Red (RCA) | 109 | 130 | 123 | 100 | 15/0 |
| 29 | 34 | 38 | 48 | KULA SHAKER Hush (Columbia) | 106 | 204 | 281 | 365 | 10/0 |
| 43 | 45 | 49 | 49 | TOOL Forty Six & 2 (Freeworld) | 105 | 134 | 158 | 170 | 9/0 |
| 33 | 38 | 45 | 50 | LIVE Rattlesnake (Radioactive) | 99 | 147 | 209 | 291 | 8/0 |

This chart reflects airplay from January 19-25. Songs ranked by total plays. Highlighted songs indicate Breaker. 82 Rock reporters. 82 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

NEW & ACTIVE

JASON BONHAM BAND Ordinary Black And White (MJJ/Work)
Total Plays: 95, Total Stations: 15, Adds: 4

SEVENDUST Black (TVT)
Total Plays: 89, Total Stations: 12, Adds: 0

SLOBBERBONE Your Excuse (Doo Little)
Total Plays: 88, Total Stations: 8, Adds: 0

RAGE AGAINST THE MACHINE The Ghost Of Tom Joad (Epic)
Total Plays: 73, Total Stations: 9, Adds: 0

EVERCLEAR I Will Buy You A New Life (Capitol)
Total Plays: 72, Total Stations: 14, Adds: 4

BUGZY Pizza (National)
Total Plays: 66, Total Stations: 10, Adds: 2

GREGG ALLMAN Whippin' Post (550 Music)
Total Plays: 62, Total Stations: 3, Adds: 0

NICKELBAG Grow (Iguana)
Total Plays: 59, Total Stations: 10, Adds: 1

JANE'S ADDICTION Jane Says (Warner Bros.)
Total Plays: 58, Total Stations: 6, Adds: 0

HOLY COWS Punched A Friend (Big Pop)
Total Plays: 58, Total Stations: 5, Adds: 0

Songs ranked by total plays

BREAKERS®

MARCY PLAYGROUND Sex And Candy (Capitol)

TOTAL PLAYS/INCREASE: 565/93
TOTAL STATIONS/ADDS: 45/3
CHART: 21

MOST ADDED®

| ARTIST/TITLE LABEL(S) | ADDS |
|--|------|
| WHISKEYTOWN Yesterday's News (Outpost/Geffen) | 17 |
| COOL FOR AUGUST Walk Away (Warner Bros.) | 11 |
| YES New State Of Mind (Beyond) | 11 |
| ROLLING STONES Saint Of Me (Virgin) | 10 |
| CHRIS CORNELL Sunshower (Atlantic) | 8 |
| CHRIS STILLS Razorblades (Atlantic) | 8 |
| BIG BACK FORTY 8 Miles Down (Polydor/A&M) | 7 |
| DAYS OF THE NEW Shelf In The Room (Outpost/Geffen) | 6 |
| BLUES TRAVELER Canadian Rose (A&M) | 5 |
| FEEDER Cement (Echo/Elektra/EEG) | 5 |
| FREDDY JONES BAND Mystic Buzz (Capricorn/Mercury) | 5 |
| VAN ZANT Rage (CMC) | 5 |

MOST INCREASED PLAYS

| ARTIST/TITLE LABEL(S) | TOTAL PLAY INCREASE |
|---|---------------------|
| COOL FOR AUGUST Walk Away (Warner Bros.) | +265 |
| KENNY WAYNE SHEPHERD Blue On Black (Revolution) | +261 |
| ROLLING STONES Saint Of Me (Virgin) | +164 |
| METALLICA The Unforgiven II (Elektra/EEG) | +158 |
| CHRIS CORNELL Sunshower (Atlantic) | +127 |
| AEROSMITH Taste Of India (Columbia) | +97 |
| MARCY PLAYGROUND Sex And Candy (Capitol) | +93 |
| PEARL JAM Given To Fly (Epic) | +89 |
| NAKED Raining On The Sky (Red Ant) | +88 |
| FOO FIGHTERS My Hero (Roswell/Capitol) | +86 |
| JASON BONHAM BAND Ordinary Black... (MJJ/Work) | +86 |

HOTTEST RECURRENTS

| ARTIST/TITLE LABEL(S) | TOTAL PLAY INCREASE |
|---|---------------------|
| MIGHTY JOE PLUM Live Through This (Fifteen...) (Atlantic) | |
| AEROSMITH Pink (Columbia) | |
| TONIC If You Could Only See (Polydor/A&M) | |
| MATCHBOX 20 Push (Lava/Atlantic) | |
| COLLECTIVE SOUL Listen (Atlantic) | |
| JONNY LANG Lie To Me (A&M) | |
| OFFSPRING Gone Away (Columbia) | |
| BLUES TRAVELER Carolina Blues (A&M) | |
| WALLFLOWERS One Headlight (Interscope) | |
| TONIC Open Up Your Eyes (Polydor/A&M) | |

Breakers: Songs registering 500 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

THE
ROLLING STONES



From The Platinum CD Bridges To Babylon

"SAINT OF ME"

ON TOUR & SOLD OUT!

R&R Rock 17-13 Active Rock Debut 45

New: KUFO, KCAL, WCCC, KZRR and many more!
on: KLOS, WRCK, WMMR, WRIF, KTXQ, KISW,
WBAB, KQRS, KSHE, KDKB, WIYY, WEBN
& many more!

1
ADD!

M
ADD HEAVY



ROCK PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ROCK REPORTERS ON R&R ONLINE

KLOS 95.5 MARKET #2
KLOS/Los Angeles
(310) 840-4836
Duncan/Wilde

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|---|--------------|
| 15 | 21 | 16 | 20 | LED ZEPPELIN/The Girl I Love | |
| 18 | 17 | 16 | 20 | FLEETWOOD MAC/Sweet Girl | |
| 5 | 16 | 21 | 17 | ROLLING STONES/Saint Of Me | |
| 17 | 18 | 17 | 17 | MATCHBOX 20/3am | |
| 14 | 16 | 15 | 15 | ERIC JOHNSON/S.R.V. | |
| 11 | 12 | 8 | 13 | BRYAN ADAMS/Back To You | |
| 11 | 13 | 12 | 12 | B.B. KING/T. CHAPMAN/The Thrill Is Gone | |
| 10 | 9 | 12 | 12 | COREY STEVENS/Take It Back | |
| 11 | 14 | 11 | 11 | ROBERT BRADLEY'S.../Once Upon A Time | |
| 9 | 12 | 11 | 11 | MIGHTY JOE PLUM/Live Through This... | |
| 9 | 10 | 11 | 10 | JOHN MELLENCAMP/Without Expression | |
| 10 | 12 | 10 | 10 | JARS OF CLAY/crazy Times | |
| 10 | 10 | 8 | 10 | PISTOLERS/My Guardian Angel | |
| 11 | 9 | 11 | 9 | WALLFLOWERS/One Headlight | |
| 13 | 10 | 9 | 9 | JACKSON BROWNE/The Next Voice... | |
| 6 | 9 | 8 | 9 | FREDDY JONES BAND/Mystic Buzz | |
| 6 | 8 | 8 | 9 | COREY STEVENS/One More Time | |
| 9 | 9 | 6 | 9 | PAUL MCCARTNEY/The World Tonight | |
| 8 | 9 | 7 | 9 | SISTER HAZEL/Happy | |
| 10 | 10 | 10 | 9 | TERESE CARLTON/A Woman Like Me | |
| 11 | 10 | 9 | 9 | MATTHEW RYAN/Guilty | |
| 10 | 5 | 7 | 7 | JOHN MELLENCAMP/Just Another Day | |
| 12 | 10 | 6 | 6 | KENNY WAYNE SHEPHERD/Somewhat... | |
| 17 | 6 | 5 | 6 | ROLLING STONES/Anybody Seen My... | |
| 4 | 5 | 4 | 6 | KENNY WAYNE SHEPHERD/Blue On Black | |
| 4 | 2 | 5 | 5 | 38 SPECIAL/Fade To Blue | |
| 4 | 5 | 4 | 5 | JOHN FOGERTY/Walking In A... | |
| 7 | 4 | 4 | 5 | FLEETWOOD MAC/Silver Springs | |
| 5 | 4 | 4 | 5 | ROLLING STONES/Flip The Switch | |
| 11 | 4 | 4 | 4 | YES/Open Your Eyes | |

WMMR 93.3 MARKET #5
WMMR/Philadelphia
(610) 771-0933
Bonadonna/Zipeto

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|---------------------------------------|--------------|
| 27 | 27 | 31 | 31 | PEARL JAM/Given To Fly | |
| - | - | - | - | 13 25 ROLLING STONES/Saint Of Me | |
| 11 | 13 | 24 | 23 | LED ZEPPELIN/The Girl I Love | |
| 26 | 23 | 27 | 16 | MATCHBOX 20/3am | |
| 13 | 14 | 16 | 11 | KENNY WAYNE SHEPHERD/Slow Ride | |
| 13 | 14 | 16 | 11 | AEROSMITH/Taste Of India | |
| 27 | 27 | 16 | 11 | ROLLING STONES/Anybody Seen My... | |
| - | - | - | - | 8 10 AEROSMITH/Pink | |
| - | - | - | - | 12 10 PEARL JAM/Falling In Love... | |
| 11 | 9 | 12 | 10 | AEROSMITH/Falling In Love... | |
| 28 | 24 | 15 | 8 | OZZY OSBOURNE/Back On Earth | |
| 11 | 11 | 9 | 8 | BLACK LAB/Wash It Away | |
| 27 | 24 | 24 | 8 | DAYS OF THE NEW/Touch, Peel, And... | |
| - | - | - | - | 10 7 GREEN DAY/Time Of Your Life... | |
| 13 | 14 | 17 | 6 | BIG WRECK/The Oaf | |
| 10 | 11 | 11 | 7 | CREED/My Own Prison | |
| - | - | - | - | 8 6 DAYS OF THE NEW/Shell In The Room | |
| 12 | 13 | 7 | 6 | COLLECTIVE SOUL/Blame | |
| - | - | - | - | 6 PEARL JAM/In Hiding | |
| - | - | - | - | 5 TONIC/Open Up Your Eyes | |
| - | - | - | - | 5 KENNY WAYNE SHEPHERD/Blue On Black | |
| - | - | - | - | 10 4 PEARL JAM/Pilate | |
| 9 | 10 | 9 | 4 | MATCHBOX 20/Push | |
| - | - | - | - | 4 3 FOO FIGHTERS/Everlong | |
| - | - | - | - | - CHRIS CORNELL/Sunshower | |

96.3 The Rock MARKET #12
WKLS/Atlanta
(404) 325-0960
Ervin/Kepple

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|--|--------------|
| 39 | 33 | 33 | 35 | MIGHTY JOE PLUM/Live Through This... | |
| 36 | 30 | 32 | 32 | SISTER HAZEL/Happy | |
| 37 | 32 | 37 | 31 | TONIC/Open Up Your Eyes | |
| 34 | 32 | 30 | 30 | MATCHBOX 20/3am | |
| 19 | 27 | 33 | 30 | DAYS OF THE NEW/Touch, Peel, And... | |
| 38 | 33 | 25 | 22 | GREEN DAY/Time Of Your Life... | |
| 15 | 19 | 20 | 20 | COLLECTIVE SOUL/She Said | |
| 18 | 17 | 20 | 20 | LED ZEPPELIN/The Girl I Love | |
| - | - | - | - | 13 19 AEROSMITH/Taste Of India | |
| 38 | 35 | 25 | 18 | KENNY WAYNE SHEPHERD/Slow Ride | |
| - | - | - | - | 15 15 KENNY WAYNE SHEPHERD/Blue On Black | |
| 16 | 15 | 13 | 14 | PEARL JAM/Given To Fly | |
| 8 | 6 | 5 | 7 | OFFSPRING/Choose | |
| 8 | 6 | 5 | 7 | AC/DC/Dirty Eyes | |
| 6 | 5 | 7 | 6 | MARCY PLAYGROUND/Sex And Candy | |
| 9 | 7 | 6 | 6 | CREED/My Own Prison | |
| 8 | 6 | 5 | 7 | METALLICA/The Unforgiven II | |
| - | - | - | - | 4 BRYAN ADAMS/Back To You | |

KISW MARKET #13
KISW/Seattle
(206) 285-7625
Ryan/Faulkner

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|--|--------------|
| 9 | 17 | 22 | 33 | GREEN DAY/Time Of Your Life... | |
| 18 | 23 | 23 | 27 | MEGADETH/Almost Honest | |
| 28 | 29 | 26 | 27 | PEARL JAM/Given To Fly | |
| 24 | 27 | 22 | 21 | METALLICA/The Memory Remains | |
| - | - | - | - | 7 23 18 FOO FIGHTERS/My Hero | |
| - | - | - | - | 7 11 17 KENNY WAYNE SHEPHERD/Blue On Black | |
| 17 | 17 | 17 | 17 | CHRIS CORNELL/Sunshower | |
| 15 | 16 | 13 | 17 | AEROSMITH/Taste Of India | |
| 10 | 7 | 7 | 11 | TROUBLE/My Own Prison | |
| 17 | 14 | 14 | 14 | LED ZEPPELIN/The Girl I Love | |
| - | - | - | - | 10 11 11 ROLLING STONES/Saint Of Me | |
| - | - | - | - | 10 EVERCLEAR/Will Buy You... | |
| - | - | - | - | 7 10 DAYS OF THE NEW/Shell In The Room | |
| 9 | 9 | 6 | 9 | BLACK LAB/Wash It Away | |
| 6 | 6 | 6 | 9 | GOODNESS/Lost | |
| 6 | 6 | 6 | 7 | TONIC/You Could Only... | |
| - | - | - | - | 6 PEARL JAM/Pilate | |
| 7 | 7 | 7 | 7 | SCREAMING TREES/All I Know | |
| 6 | 6 | 7 | 7 | OFFSPRING/Choose | |
| - | - | - | - | 7 COLLECTIVE SOUL/Listen | |
| 6 | 6 | 7 | 7 | SOUNDGARDEN/Burden In My Hand | |
| 7 | 7 | 7 | 7 | OFFSPRING/Gone Away | |
| - | - | - | - | 6 BIG WRECK/The Oaf | |
| 7 | 7 | 6 | 7 | EVERCLEAR/Santa Monica... | |
| 7 | 7 | 6 | 7 | TONIC/Open Up Your Eyes | |
| 7 | 7 | 5 | 6 | BUSH/Machinehead | |
| 28 | 28 | 11 | 6 | DAYS OF THE NEW/Touch, Peel, And... | |
| 8 | 7 | 6 | 7 | STONE TEMPLE PILOTS/Trippin' On A Hole... | |
| 7 | 7 | 7 | 5 | SEVEN MARY THREE/Threesome | |
| 4 | 4 | 3 | 4 | METALLICA/The Unforgiven II | |

92 KQRS MARKET #14
KQRS/Minneapolis
(612) 545-5601
Hamilton/Endersbe

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|---|--------------|
| - | - | - | - | 3 13 16 KENNY WAYNE SHEPHERD/Blue On Black | |
| 13 | 11 | 13 | 14 | COREY STEVENS/Take It Back | |
| 15 | 13 | 12 | 13 | GREGG ALLMAN/Starin' Over | |
| 13 | 13 | 13 | 13 | JOHN FOGERTY/Bad Bad Boy | |
| - | - | - | - | 9 13 MARK KNOPFLER/Wag The Dog | |
| 10 | 11 | 11 | 12 | ROLLING STONES/Saint Of Me | |
| 12 | 13 | 12 | 11 | MATCHBOX 20/3am | |
| 12 | 8 | 10 | 10 | MATTHEW RYAN/Guilty | |
| 11 | 10 | 8 | 10 | ROLLING STONES/Anybody Seen My... | |
| 14 | 12 | 10 | 9 | JOHNNY LANG/H. The Ground... | |
| 11 | 11 | 11 | 9 | JOHN MELLENCAMP/Without Expression | |
| - | - | - | - | 6 AGENTS OF GOOD ROOTS/Smiling Up The Frown | |
| 10 | 6 | 6 | 6 | JACKSON BROWNE/The Next Voice... | |
| - | - | - | - | 5 4 BLUES TRAVELER/Canadian Rose | |
| 10 | 9 | 9 | 9 | PEARL JAM/Given To Fly | |
| 2 | 5 | 3 | 4 | ROLLING STONES/Flip The Switch | |
| 3 | 2 | 3 | 3 | ROLLING STONES/Too Tight | |
| - | - | - | - | 3 3 JOHNNY LANG/To Me | |
| 3 | 1 | 3 | 3 | WALLFLOWERS/One Headlight | |
| 5 | 6 | 4 | 3 | FLEETWOOD MAC/Silver Springs | |
| 3 | 3 | 3 | 3 | STORYVILLE/Good Day For... | |
| 1 | 5 | 3 | 3 | FREDDY JONES BAND/Mystic Buzz | |
| 13 | 9 | 3 | 3 | HONEYDOGS/Rumor Has It | |
| 12 | 10 | 5 | 3 | B.B. KING/T. CHAPMAN/The Thrill Is Gone | |
| 1 | 1 | 2 | 2 | JOHN FOGERTY/Blueboy | |
| 1 | 3 | 2 | 2 | JOHN FOGERTY/Walking In A... | |
| 3 | 3 | 2 | 2 | COREY STEVENS/Gone To Town | |
| 2 | 1 | 1 | 2 | PAUL MCCARTNEY/The World Tonight | |
| 1 | 1 | 1 | 2 | COREY STEVENS/Blue Drops Of Rain | |
| 2 | 1 | 2 | 2 | DON HENLEY/You Don't Know Me... | |

ROCK 100.3 MARKET #14
WRQC/Minneapolis
(612) 330-0100
MacLeash/Philpott

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|------------------------------|--------------|
| 22 | 18 | 19 | 18 | PEARL JAM/Given To Fly | |
| 19 | 15 | 19 | 15 | OZZY OSBOURNE/Back On Earth | |
| 23 | 16 | 15 | 15 | METALLICA/The Memory Remains | |
| 22 | 16 | 15 | 15 | KISS/The Jungle | |
| 20 | 15 | 12 | 13 | AC/DC/Dirty Eyes | |
| 20 | 13 | 14 | 12 | LED ZEPPELIN/The Girl I Love | |
| 20 | 15 | 17 | 11 | SAMMY HAGAR/Both Sides Now | |
| 8 | 4 | 8 | 10 | METALLICA/Hero Of The Day | |
| 11 | 10 | 9 | 7 | AEROSMITH/Taste Of India | |
| 11 | 7 | 5 | 7 | METALLICA/Bleeding Me | |
| 5 | 4 | 4 | 5 | AEROSMITH/Pink | |
| 3 | 4 | 4 | 3 | AEROSMITH/Hole In My Soul | |
| 5 | 4 | 3 | 4 | AEROSMITH/Falling In Love... | |
| 7 | 5 | 6 | 3 | METALLICA/King Nothing | |

WBAB 95.3/102.3 MARKET #16
WBAB/Long Island
(516) 587-1023
Buchmann/Welman

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|--|--------------|
| 33 | 33 | 31 | 31 | SMASH MOUTH/Walkin' On The Sun | |
| 21 | 29 | 31 | 33 | GREEN DAY/Time Of Your Life... | |
| 18 | 32 | 33 | 29 | PEARL JAM/Given To Fly | |
| 22 | 20 | 22 | 22 | TONIC/You Could Only... | |
| 25 | 24 | 20 | 22 | MATCHBOX 20/3am | |
| - | - | - | - | 16 19 THIRD EYE BLIND/How's It Going To Be | |
| 19 | 19 | 19 | 18 | HUFFAMOUSE/Wait | |
| 7 | 18 | 19 | 18 | ROLLING STONES/Saint Of Me | |
| 17 | 20 | 21 | 17 | DAYS OF THE NEW/Touch, Peel, And... | |
| 25 | 24 | 21 | 17 | MATCHBOX 20/Push | |
| 17 | 17 | 18 | 17 | BRYAN ADAMS/Back To You | |
| 9 | 9 | 12 | 17 | OZZY OSBOURNE/Back On Earth | |
| 18 | 20 | 21 | 16 | BLACK LAB/Wash It Away | |
| 18 | 17 | 16 | 16 | MARCY PLAYGROUND/Sex And Candy | |
| - | - | - | - | 16 16 KENNY WAYNE SHEPHERD/Blue On Black | |
| 16 | 17 | 18 | 15 | FOO FIGHTERS/Everlong | |
| 17 | 13 | 14 | 14 | SISTER HAZEL/All For You | |
| 16 | 14 | 12 | 14 | VERVE PIPE/The Freshmen | |
| 14 | 17 | 14 | 11 | SISTER HAZEL/Happy | |
| 10 | 12 | 11 | 11 | AEROSMITH/Pink | |
| 10 | 8 | 9 | 9 | METALLICA/The Memory Remains | |
| 17 | 12 | 8 | 8 | COREY STEVENS/Take It Back | |
| 17 | 12 | 8 | 8 | GREGG ALLMAN/Rendezvous With... | |
| - | - | - | - | 2 8 METALLICA/The Unforgiven II | |
| 7 | 7 | 8 | 8 | BLOOD/Hell Yeah | |
| 11 | 12 | 12 | 7 | YES/Open Your Eyes | |
| 10 | 8 | 10 | 7 | WALLFLOWERS/Three Marienas | |
| 7 | 7 | 7 | 7 | BIG WRECK/The Oaf | |
| 7 | 7 | 7 | 7 | OUR LADY PEACE/Clumsy | |
| 7 | 7 | 7 | 7 | DREAM THEATER/You Not Me | |

92.3 KOKB MARKET #17
KOKB/Phoenix
(602) 897-9300
Maranville/Lea

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|--|--------------|
| 33 | 33 | 32 | 34 | DAYS OF THE NEW/The Down Town | |
| 16 | 22 | 33 | 33 | PEARL JAM/Given To Fly | |
| 32 | 33 | 33 | 33 | SISTER HAZEL/Happy | |
| 17 | 20 | 32 | 32 | COLLECTIVE SOUL/She Said | |
| 32 | 31 | 33 | 31 | BLUES TRAVELER/Canadian Rose | |
| 1 | 3 | 3 | 20 | CAROLINE'S SPINE/Sullivan | |
| 3 | 1 | 2 | 20 | HOLY COWS/Punched A Friend | |
| 2 | 1 | 2 | 20 | JASON BONHAM BAND/Drown In Me | |
| - | - | - | - | 2 19 DOG'S EYE VIEW/Last Letter Home | |
| - | - | - | - | 1 19 EDNASWAP/Torn | |
| - | - | - | - | 5 16 17 CHRIS CORNELL/Sunshower | |
| 17 | 15 | 16 | 17 | CREED/My Own Prison | |
| - | - | - | - | 5 16 17 KENNY WAYNE SHEPHERD/Blue On Black | |
| 16 | 17 | 16 | 17 | REFRESHMENTS/Wanted | |
| 33 | 28 | 16 | 17 | ROBERT BRADLEY'S.../Once Upon A Time | |
| - | - | - | - | 5 16 17 WHISKYDROWN/Yesterday's News | |
| - | - | - | - | 17 16 COOL FOR AUGUST/Walk Away | |
| 16 | 15 | 17 | 16 | MARCY PLAYGROUND/Sex And Candy | |
| 6 | 6 | 6 | 14 | OUR LADY PEACE/Clumsy | |
| 5 | 6 | 13 | 13 | MATCHBOX 20/Real World | |
| 7 | 6 | 6 | 12 | AEROSMITH/Pink | |
| 6 | 7 | 5 | 12 | MATCHBOX 20/Long Day | |
| 4 | 6 | 6 | 12 | MATCHBOX 20/3am | |
| 6 | 6 | 6 | 12 | ROLLING STONES/Anybody Seen My... | |
| 7 | 5 | 6 | 12 | STIR/One Angel | |
| 5 | 5 | 4 | 11 | DAYS OF THE NEW/Touch, Peel, And... | |
| 5 | 5 | 6 | 11 | MATCHBOX 20/Long Day | |
| 5 | 5 | 4 | 9 | ROLLING STONES/Saint Of Me | |
| 16 | - | - | - | 4 PISTOLERS/My Guardian Angel | |

92.3 WDVZ MARKET #20
WDVZ/Pittsburgh
(412) 937-1441
Hart/Winter

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|--|--------------|
| 9 | 18 | 19 | 19 | CHRIS CORNELL/Sunshower | |
| 14 | 14 | 16 | 19 | AEROSMITH/Taste Of India | |
| 15 | 15 | 15 | 17 | MATCHBOX 20/3am | |
| 15 | 15 | 17 | 17 | PEARL JAM/Given To Fly | |
| 18 | 12 | 10 | 17 | JOHN MELLENCAMP/Without Expression | |
| 12 | 15 | 17 | 16 | DAYS OF THE NEW/Touch, Peel, And... | |
| - | - | - | - | 15 13 ROLLING STONES/Saint Of Me | |
| 12 | 11 | 17 | 13 | LED ZEPPELIN/The Girl I Love | |
| 10 | 11 | 11 | 12 | COREY STEVENS/Take It Back | |
| 10 | 12 | 13 | 11 | JOHN FOGERTY/Bad Bad Boy | |
| 14 | 9 | 13 | 11 | BIG WRECK/The Oaf | |
| - | - | - | - | 12 11 KENNY WAYNE SHEPHERD/Blue On Black | |
| - | - | - | - | 12 11 PUSHY/Eye To Eye | |
| - | - | - | - | 11 COOL FOR AUGUST/Walk Away | |
| 13 | 12 | 11 | 10 | BLACK LAB/Wash It Away | |
| 8 | 7 | 10 | 9 | AC/DC/Dirty Eyes | |
| 14 | 10 | 14 | 9 | COLLECTIVE SOUL/She Said | |
| - | - | - | - | 6 8 METALLICA/The Unforgiven II | |
| 7 | 8 | 7 | 6 | SISTER HAZEL/Happy | |
| 11 | 6 | 6 | 6 | GREEN DAY/Time Of Your Life... | |
| 7 | 6 | 4 | 3 | OUR LADY PEACE/Clumsy | |
| 4 | 4 | 4 | 3 | EVERCLEAR/Santa Monica... | |
| - | - | - | - | 2 2 3 MATCHBOX 20/Long Day | |
| 3 | - | - | - | 3 REFRESHMENTS/Banditos | |
| 3 | 4 | 3 | 3 | STONE TEMPLE PILOTS/Lady Picture Show | |
| 12 | 13 | 10 | 3 | JOHN FOGERTY/Blueboy | |
| - | - | - | - | 3 3 MATTHEW RYAN/Guilty | |
| - | - | - | - | 3 DAVE MATTHEWS BAND/What Would You Say | |
| 4 | 3 | 3 | 3 | TONIC/You Could Only... | |
| - | - | - | - | 3 3 WALLFLOWERS/One Headlight | |

92.3 WBN MARKET #25
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| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|-------------------------------------|--------------|
| 39 | 37 | 32 | 34 | MEGADETH/Trust | |
| 37 | 37 | 34 | 32 | DAYS OF THE NEW/Touch, Peel, And... | |
| 38 | 38 | 33 | 32 | CREED/My Own Prison | |
| 38 | 38 | 33 | 32 | METALLICA/The Unforgiven II | |
| 21 | 17 | 17 | 22 | METALLICA/The Memory Remains | |
| 19 | 20 | 22 | 22 | MARCY PLAYGROUND/Sex And Candy | |
| 36 | 36 | 32 | 21 | FOO FIGHTERS/Everlong | |
| 20 | 20 | 21 | 18 | SEVEN MARY | |

BreakThrough

Artist

BIG WRECK

TRACK: "THE OAF"

LP: *IN LOVING MEMORY OF*

PRODUCER: MATT DEMATTEO/BIG

WRECK

LABEL: ATLANTIC

A new genesis took place with the new direction of **WXRK/NY** and its attendant ratings increases. Concurrently, the **Jacobs Media** — consulted "Edge" stations would begin to wave the guitar flag high, and a rock renaissance was under way.

This record holds a certain significance in the course of events, for upon its initial release, it was relegated to Active Rock. Now, some months later, kingpin Alternatives like **WBCN/Boston** and **WNNX/Atlanta** are recognizing its merits. Heralded as a live act, Big Wreck learned its rock power in the edgy climes of the Boston music scene, thus giving it the sense of awareness that allows for multiformat acceptance. I like to think of it in the most fundamental of terms — you're never too cool for Led Zep.

• **Influences:** Led Zeppelin, Soundgarden

• **Artist POV:** Regarding their willingness to absorb the work of rock mainstays, lead guitarist and vocalist **Ian Thornley** says, "I remember people saying they thought **Lynyrd Skynyrd** was a band for 'gearheads' and asking how could we 'like them?' I won't associate music with preconceived stigmas. That's not what [the universal message] of music is about."

—Sky Daniels

essentials: While viewing the breakthrough of **Big Wreck** at Alternative, a historical overview is necessary. Rock as a viable entity had lost its appeal following the saturation and burn of grunge. Beginning with the emergence of **KXTE/Las Vegas** — and its subsequent toppling of what had been the nation's highest-rated Alternative at one time — rock began climbing back into the consciousness of programmers and labels alike.



Breakthrough Artist highlights breaking artists with strong chart momentum.

Natalie Imbruglia "Torn" (RCA)
KEDJ/Phoenix
PD Shellie Hart



KEDJ actually has history with this song. Six months ago we played the version by Edna Swap, because we believed in that band, which had developed a huge following in Phoenix. We really dug the tune, but, for whatever reason, it just didn't "stick." We hung it up to dry as a "great record before its time."

Now comes RCA, gushing with success stories about this chick breaking chart records in the UK: "No. 1 on Airplay Charts! Highest audience reach in UK history! Over 800,000 singles sold!" ... Whatever. ■ When we heard Natalie Imbruglia's version of "Torn," it sert chills down our spine. Here was an amazing voice crooning the lyrics we had previously loved, matched with slightly more "mature" production values. While her stunning success in England is impressive, just listening to the song and hearing how big it sounds on-air makes us realize that now is the time for "Torn." KEDJ is prepared to embrace Natalie Imbruglia and make her our own. As for Edna Swap, credit to them for introducing us to this magical song.

Shellie Hart ON THE RECORD

Natalie Imbruglia has impacted the format with pronounced resonance. Tastemakers everywhere are sure that it's a sure-fire multiformat hit and are jumping on it and claiming ownership ... **Bran Van 3000** started out with strong homeland support from **CIMX (89X)** and now is gaining the confidence of tastemakers from coast (**WFNX**) to coast (**KNDD**) ... Rockmonsters that have developed meaningful bases are now scoring heavily as **Fat** racks up big adds and **Hum** builds on its growing street legacy. **Fastball** is another hitting the corners of the plate ... Big chatter surrounding the forthcoming **Fuel** project. Tastemakers are saying it may be the best new act of the year ... Plenty of love for the forthcoming **Spacehog** platter as well. "Mondo" action to come ... Kudos to **Reprise** for the commitment to

ON THE RADIO With Sky Daniels

Barenaked Ladies. Everyone loves 'em, so why not play 'em? ... Play-
Quaye ... **Black Grape** rolls out more heroes, including **KPNT** ... With seven major Grammy noms and a magical video bursting with primary colors, it's an easy call for the **RECORD OF THE WEEK: Paula Cole "Me."**

They Prefer *Jonathan Fire & Eater*

**KEDJ WOXY KNSX WHTG
WBER WJSE WHMP WXSX
and more!!**





SKY DANIELS

Entercom Set To 'EMRG' Cluster Marketing Concept

□ Penetration combines niche targeting of radio with the broad reach of TV

Upon deregulation, the building of market clusters took great precedence in the strategies of many ownerships. The notion was that unifying groups of up to eight local properties could provide reach that heretofore no single station could provide, thus enabling radio, as a medium, to grow its market revenues.

Many ownerships set forth in aggressive acquisition mode, gathering plenty of frequent-flyer miles as they globe-hopped, grabbing every bit of radio "real estate" they could lay claim to. The blueprint of market clustering began filling in with every subsequent purchase. At that point, executive management was more concerned with grabbing sticks than developing strategic plans.

At this year's NAB in New Orleans, the sentiment from the owners panel was basically, "We're figuring out cluster strategy as we go along." A key part of that strategy would be how to implement cluster selling and marketing. Entercom, under the aegis of COO David Field, has sought to formulate strategies in its market clusters, including those in Seattle and Sacramento.

The Seattle effort has been dubbed "EMRG," the Entercom

Marketing Resource Group. **Bob Allison** acts as cluster marketing manager, helping to oversee the development of

Growth Potential

Allison acknowledges Fields' conceptual vision by saying, "The concept of creating station clusters became a topical issue for radio ownership two years ago. At first, much of the effort involved the physical turnover of properties in markets like Seattle, which helped build the cluster groups. While acquiring the properties, ownership

believed the growth potential was coming. Much was made of the desire to take the standard 7% share and grow it to 10% or 11%. But if you were going to change the dollars,

you had to change the thinking that went into getting those revenues."

To that end, one area that Allison

sales and marketing plans that utilize the full force of the Entercom radio cluster, which includes Alternative KNDD. Allison, a veteran with both programming and sales experience (most recently in sales at KUBE and KISW/Seattle), has worked under the direction of **G. Michael Donovan**, President of Entercom Seattle, and Lucy Rice, Director/Sales for Entercom properties, in spearheading this pointed course of mobilizing the combined station properties into a cohesive sales and marketing force.



Bob Allison



G. Michael Donovan

son suggests wasn't being maximized was the "clout" of radio's promotional abilities. He explains, "For the most part, promotions were given away as an enticement to buyers. The ability to truly create events and efforts that had weight was something that clusters carried — combining the clout of the properties to penetrate beyond agencies' expectations. In going direct to the client and offering the aggregate reach, the critical mass begins to look like TV to the buyer. The penetration combines the niche targeting of the radio formats with the broad reach that formerly was the province of TV. Our mission was to demonstrate that TV and print couldn't reach the hearts and minds of buyers with the ability of radio."

To anyone who would think that simply unifying a cluster would exact the desired results, think again. Radio has long been populated with those seeking great individual success. The DJ alone in the booth, spinning magic. The

“

Our mission was to demonstrate that TV and print couldn't reach the hearts and minds of buyers with the ability of radio.

—Bob Allison

”

solitary sales "closer" out making a difference by hitting the street. The PD whose sensibilities seem sharper than the next guy's. Number one, with *one* being the operative word. Ownership will confidentially admit that, to this point, executing cluster strategies has been far more difficult than conceiving them. Part of the reason has been the independence of the thinkers involved. Partly, it's because no one had a precedent to operate by.

Scaling External, Internal Walls

Allison concedes, "Many of the struggles are internal, and some are external. Sometimes clients like the allure of a powerful wall, but individual sales departments resist, wondering what they are surrendering to the collective."

"Over the last 18 months, there has been an evolution of thought within the Entercom properties. Former competing sales reps now openly discuss what greater possibilities exist. The changing paradigm of going from individual sales to contributing to a cluster is great to witness. Great salespeople are driven, and our education has meant imparting the notion of initial and secondary results. You can close a sale or figure out how to initiate an even bigger impact."

"We have found that cluster selling cannot impose upon the sanctity of reps who have great relationships with advertisers, for there is a high level of trust that is inherent in that process. For that reason, we encourage those reps to become the point people for the entire group. EMRG is a *marketing* division, and not a *sales* entity, per se."

Allison believes that radio clustering does have a precedent, albeit a loose one, in cable TV sales. He says, "The cluster-marketing effort does begin to resemble cable TV sales, in that they are able to offer broad reach and still have the flexibility of 20 different channels to offer niche potential. We use that in creating a better marketing message, tailoring the spots to best fit the individual station's targets. PDs

tend to appreciate that, and the clients know they are benefiting from those nuances as well.

"None of this works without two basic principles at play. One, there has to be strong support from the top. Upper management has got to be willing to handle the learning curve that is inherent in any change of the status quo. There then has to be incredible communication between the departments of the respective stations. Incorporating the reps' ideas and making them feel like a part of the process is vital. We incentivize reps for having creative ideas that work on the cluster basis."

Allison feels that there is a root question at the heart of this process, one that is applicable to station and clients alike. "The basic question remains, 'What's in it for me?' Mandates won't succeed the way income or clout will. There has to be a willingness to change. There also has to be time allotted to the orientation process attendant with change. One of the most fulfilling aspects of my position has been watching the interaction of managers, PDs, and sales grow as they gather together to find possibilities. It's really invigorating to witness."

Break From Status Quo Thinking

G. Michael Donovan views the development of the EMRG marketing effort with great zeal, acknowledging David Fields' willingness to break from status quo thinking. "David has been dedicated to the idea of building this marketing division and has provided us a nurturing environment to develop it," he says. "Everyone talks about the fabled '7% solution' in growing the business. This is a gateway to an actualization of the concept and finding new revenues."

"Making this a reality requires patience and manpower. It will not manifest itself by attending conventions and philosophizing about it. This will become increasingly relevant in helping grow business in radio. We are willing to work through the learning curve in the hopes of establishing new and real success."

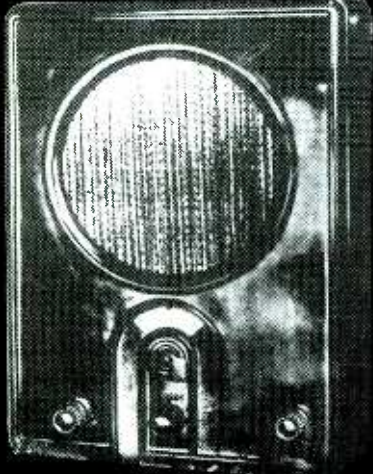
“

The cluster-marketing effort does begin to resemble cable TV sales, in that they are able to offer broad reach and still have the flexibility of 20 different channels to offer niche potential.

—Bob Allison

”


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| WJSE | KQRX |
| KJEE | KBRS |

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ON MTV'S
12 ANGRY
VIEWERS

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PRODUCED BY TIM PATALAN MIXED BY JACQ JOSEPH PUIG CAMEO APPEARANCE BY GIAN CARLO TESTINI
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AM
Associated

blackgrape marbles

(why you say yes...?)

from the highly anticipated new album "Stupid Stupid Stupid"

Already On:

| | | | | | | | |
|------|------|------|------|------|------|------|------|
| WFNX | WOXY | WEND | KPOI | WARQ | WIXO | WCYY | WBTZ |
| XHRM | KLZR | WRXQ | WGRD | KFTE | WJSE | KWRX | KFMZ |
| KEDJ | KWOD | WHTG | WKRL | WEJE | WRRV | WWSK | |
| KPNT | WWCD | WNVE | KGDE | WXZZ | KNRQ | KJEE | |
| KTCL | WZAZ | WPBZ | WHMP | KQXR | WOSC | WBZF | |
| WENZ | WROX | WEQX | KKDM | KORB | WDST | WPGU | |

Produced by Danny Saber with John X Volaitis and Shaun Ryder Mixed by Tom Lord-Alge Management: Richard Bishop for 3AM visit the radioactive web site at radioactive.net

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ALTERNATIVE TOP 50

JANUARY 30, 1998

| 3W | 2W | LW | TW | ARTIST TITLE LABEL(S) | TOTAL PLAYS | | | | TOTAL |
|----------------|----|----|----|---|-------------|----|----|----|---------------|
| | | | | | TW | LW | 2W | 3W | STATIONS/ADDS |
| 1 | 1 | 1 | 1 | MARCY PLAYGROUND Sex And Candy (Capitol) 3670 3621 3657 3445 98/0 | | | | | |
| 2 | 2 | 2 | 2 | GREEN DAY Time Of Your Life (Good...) (Reprise) 3648 3582 3475 3205 104/0 | | | | | |
| 6 | 3 | 3 | 3 | PEARL JAM Given To Fly (Epic) 3581 3509 3263 2652 104/0 | | | | | |
| 7 | 5 | 4 | 4 | THIRD EYE BLIND How's It Going To Be (Elektra/EEG) 2915 2866 2701 2537 96/2 | | | | | |
| 5 | 7 | 6 | 5 | VERVE Bitter Sweet Symphony (Hut/Virgin) 2793 2730 2655 2685 94/1 | | | | | |
| 10 | 8 | 7 | 6 | OUR LADY PEACE Clumsy (Columbia) 2713 2667 2602 2385 98/0 | | | | | |
| 3 | 4 | 5 | 7 | MATCHBOX 20 3am (Lava/Atlantic) 2585 2750 3013 3028 81/0 | | | | | |
| 11 | 9 | 8 | 8 | BEN FOLDS FIVE Brick (550 Music) 2571 2455 2555 2374 93/1 | | | | | |
| 8 | 10 | 9 | 9 | DAYS OF THE NEW Touch, Peel, And Stand (Outpost/Geffen) 2215 2405 2483 2452 72/0 | | | | | |
| 4 | 6 | 10 | 10 | EVERCLEAR Everything To Everyone (Capitol) 2114 2276 2657 2870 77/0 | | | | | |
| 17 | 13 | 11 | 11 | CREED My Own Prison (Wind-up) 2093 1925 1734 1520 73/4 | | | | | |
| 13 | 12 | 12 | 12 | BLINK 182 Dammit (Growing Up) (Cargo/MCA) 1898 1880 1865 1850 86/0 | | | | | |
| — | 23 | 16 | 13 | FOO FIGHTERS My Hero (Roswell/Capitol) 1892 1667 1085 493 92/2 | | | | | |
| 19 | 14 | 14 | 14 | BLACK LAB Wash It Away (DGC/Geffen) 1767 1690 1586 1412 82/3 | | | | | |
| 18 | 16 | 15 | 15 | CORNERSHOP Brimful Of Asha (Luaka Bop/WB) 1699 1674 1548 1516 74/1 | | | | | |
| 23 | 22 | 19 | 16 | LOREENA MCKENITT The Mummers' Dance (Quinlan Road/WB) 1586 1407 1231 1088 70/2 | | | | | |
| 9 | 11 | 13 | 17 | BUSH Mouth (Hollywood) 1559 1753 2129 2411 64/0 | | | | | |
| — | 38 | 24 | 18 | OASIS All Around The World (Epic) 1529 1128 583 238 89/16 | | | | | |
| 16 | 15 | 17 | 19 | SARAH MCLACHLAN Sweet Surrender (Arista) 1459 1507 1575 1613 65/0 | | | | | |
| 24 | 24 | 23 | 20 | 311 Beautiful Disaster (Capricorn/Mercury) 1286 1199 1084 1035 82/3 | | | | | |
| 21 | 20 | 18 | 21 | MIGHTY MIGHTY BOSSTONES Royal Oil (Big Rig/Mercury) 1271 1417 1405 1246 62/0 | | | | | |
| 20 | 18 | 21 | 22 | BECK Deadweight (London/Island) 1199 1298 1440 1381 60/0 | | | | | |
| 15 | 19 | 20 | 23 | SMASH MOUTH Walkin' On The Sun (Interscope) 1139 1321 1419 1683 52/0 | | | | | |
| 25 | 26 | 26 | 24 | RADIOHEAD Karma Police (Capitol) 1133 896 890 925 62/6 | | | | | |
| 12 | 17 | 22 | 25 | FOO FIGHTERS Everlong (Roswell/Capitol) 1066 1274 1496 1909 54/0 | | | | | |
| BREAKER | | | 26 | CHRIS CORNELL Sunshower (Atlantic) 1053 804 364 184 73/15 | | | | | |
| BREAKER | | | 27 | EVERCLEAR I Will Buy You A New Life (Capitol) 1002 531 242 151 73/15 | | | | | |
| 38 | 32 | 27 | 28 | BARENAKED LADIES Brian Wilson (Reprise) 979 814 652 590 59/13 | | | | | |
| — | — | 39 | 29 | BIG WRECK The Oaf (Atlantic) 869 568 198 134 60/11 | | | | | |
| 14 | 21 | 25 | 30 | CHUMBAWAMBA Tubthumping (Republic/Universal) 857 1058 1329 1783 47/0 | | | | | |
| — | — | 34 | 31 | SMASH MOUTH Why Can't We Be Friends? (Interscope) 848 667 297 125 70/14 | | | | | |
| 40 | 29 | 28 | 32 | HUFFAMOOSE Wait (Interscope) 844 807 714 576 47/5 | | | | | |
| 41 | 30 | 30 | 33 | FATBOY SLIM Going Out Of My Head (Skint/Astralwerks/Caroline) 804 774 688 575 56/1 | | | | | |
| 42 | 35 | 32 | 34 | SAVE FERRIS Goodbye (Starpool/Epic) 725 695 620 556 51/8 | | | | | |
| — | 45 | 37 | 35 | TONIC Open Up Your Eyes (Polydor/A&M) 656 601 521 399 44/6 | | | | | |
| 39 | 36 | 35 | 36 | SISTER HAZEL Happy (Universal) 654 656 599 586 28/0 | | | | | |
| 30 | 27 | 33 | 37 | DAVID BOWIE I'm Afraid Of Americans (Virgin) 570 674 783 742 32/0 | | | | | |
| 48 | 42 | 38 | 38 | LISA LOEB I Do (Geffen) 554 571 554 517 22/1 | | | | | |
| DEBUT | | | 39 | HUM Comin' Home (RCA) 543 380 81 12 57/10 | | | | | |
| — | — | 43 | 40 | COLLECTIVE SOUL She Said (Dimension/Capitol) 540 521 371 255 24/1 | | | | | |
| DEBUT | | | 41 | FINLEY QUAYE Sunday Shining (550 Music) 520 364 121 45 46/12 | | | | | |
| 29 | 28 | 31 | 42 | REEL BIG FISH She Has A Girlfriend Now (Mojo/Universal) 517 733 763 753 31/0 | | | | | |
| 49 | 48 | 41 | 43 | EELS Your Lucky Day In Hell (DreamWorks/Geffen) 474 536 492 509 33/0 | | | | | |
| 22 | 25 | 36 | 44 | SPACE MONKEYS Sugar Cane (Chingon/Factory/Interscope) 461 651 1032 1175 24/0 | | | | | |
| DEBUT | | | 45 | DAYS OF THE NEW Shelf In The Room (Outpost/Geffen) 440 222 94 71 35/12 | | | | | |
| 34 | 33 | 40 | 46 | RAGE AGAINST THE MACHINE The Ghost Of Tom Joad (Epic) 432 562 636 653 37/0 | | | | | |
| DEBUT | | | 47 | PRESIDENTS OF THE UNITED... Video Killed... (Maverick/WB) 422 340 41 1 38/9 | | | | | |
| DEBUT | | | 48 | NAKED Raining On The Sky (Red Ant) 420 330 154 15 35/7 | | | | | |
| 36 | 41 | 45 | 49 | JANE'S ADDICTION Jane Says (Warner Bros.) 417 480 554 606 24/0 | | | | | |
| 46 | 44 | 48 | 50 | JIMMIE'S CHICKEN SHACK High (Rocket/Island) 402 423 533 534 27/0 | | | | | |

This chart reflects airplay from January 19-25. Songs ranked by total plays. Highlighted songs indicate Breaker. 104 Alternative reporters. 103 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

NEW & ACTIVE

FIONA APPLE Never Is A Promise (Clean Slate/Work)
Total Plays: 396, Total Stations: 29, Adds: 1

METALLICA The Unforgiven II (Elektra/EEG)
Total Plays: 368, Total Stations: 20, Adds: 2

ALANA DAVIS 32 Flavors (Elektra/EEG)
Total Plays: 340, Total Stations: 15, Adds: 0

BLACK GRAPE Marbles (Why You Say Yes...?) (Radioactive)
Total Plays: 334, Total Stations: 44, Adds: 12

SUNDAYS Cry (DGC/Geffen)
Total Plays: 317, Total Stations: 23, Adds: 3

NATALIE IMBRUGLIA Torn (RCA)
Total Plays: 307, Total Stations: 40, Adds: 31

CHERRY POPPIN' DADDIES Zoot Suit Riot (Mojo/Universal)
Total Plays: 305, Total Stations: 25, Adds: 4

FAT Numb (DVB/A&M)
Total Plays: 263, Total Stations: 39, Adds: 18

CHUMBAWAMBA Amnesia (Republic/Universal)
Total Plays: 256, Total Stations: 25, Adds: 11

SUBLIME Bad Fish (Gasoline Alley/MCA)
Total Plays: 236, Total Stations: 11, Adds: 1

Songs ranked by total plays.

BREAKERS

CHRIS CORNELL
Sunshower (Atlantic)
TOTAL PLAYS/INCREASE: 1053/249
TOTAL STATIONS/ADDS: 73/15
CHART: 26

EVERCLEAR
I Will Buy You A New Life (Capitol)
TOTAL PLAYS/INCREASE: 1002/471
TOTAL STATIONS/ADDS: 73/15
CHART: 27

MOST ADDED

| ARTIST TITLE LABEL(S) | ADDS |
|---|------|
| NATALIE IMBRUGLIA Torn (RCA) | 31 |
| FAT Numb (DVB/A&M) | 18 |
| OASIS All Around The World (Epic) | 16 |
| CHRIS CORNELL Sunshower (Atlantic) | 15 |
| EVERCLEAR I Will Buy You A New Life (Capitol) | 15 |
| SMASH MOUTH Why Can't We Be Friends? (Interscope) | 14 |
| BARENAKED LADIES Brian Wilson (Reprise) | 13 |
| BLACK GRAPE Marbles (Why You Say...?) (Radioactive) | 12 |
| BRAN VAN 3000 Drinking In L.A. (Audiogram/Capitol) | 12 |
| DAYS OF THE NEW Shelf In The Room (Outpost/Geffen) | 12 |
| FASTBALL The Way (Hollywood) | 12 |
| FINLEY QUAYE Sunday Shining (550 Music) | 12 |



MOST INCREASED PLAYS

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|---|---------------------|
| EVERCLEAR I Will Buy You A New Life (Capitol) | +471 |
| OASIS All Around The World (Epic) | +401 |
| NATALIE IMBRUGLIA Torn (RCA) | +307 |
| BIG WRECK The Oaf (Atlantic) | +301 |
| CHRIS CORNELL Sunshower (Atlantic) | +249 |
| RADIOHEAD Karma Police (Capitol) | +237 |
| FOO FIGHTERS My Hero (Roswell/Capitol) | +225 |
| DAYS OF THE NEW Shelf In The Room (Outpost/Geffen) | +218 |
| BLACK GRAPE Marbles (Why You Say...?) (Radioactive) | +217 |
| SMASH MOUTH Why Can't We Be Friends? (Interscope) | +181 |

HOTTEST RECURRENTS

SUGAR RAY Fly (Lava/Atlantic)

FIONA APPLE Criminal (Clean Slate/Work)

MIGHTY MIGHTY BOSSTONES The Impression... (Big Rig/Mercury)

SUBLIME Wrong Way (Gasoline Alley/MCA)

TONIC If You Could Only See (Polydor/A&M)

BLUR Song 2 (Virgin)

MATCHBOX 20 Push (Lava/Atlantic)

THIRD EYE BLIND Semi-Charmed Life (Elektra/EEG)

OUR LADY PEACE Superman's Dead (Columbia)

CURE Wrong Number (Fiction/Elektra/EEG)

Breakers: Songs registering 1000 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

"My Mind Is Dangerous"

LOA

from the album entitled **Soul Searching Sun.**

Going for adds: Feb. 24, 1998

early test spins at:
K-ROCK/New York, NY
KPNT/St. Louis, MO
WPGU/Champaign, IL
WMRQ/Hartford, CT



For more info please contact:
Lulu Cohen at (212) 274-7548

ALTERNATIVE REPORTERS

Stations and their adds listed alphabetically by market

| | | | | | |
|---|--|--|--|---|--|
| <p>WEOX/Albany, NY PD: Ian Harrison MD: Steve Bottomley 5 ANI DIFRANCO "Castles" MARY LOU LORD "Lights" SMASH MOUTH "Friends" CHUMBAWAMBA "Amnesia" FAT "Numb"</p> <p>WQBK/Albany, NY PD: Dan Binder MD: Kelly McNamara DASIS "World" SMASH MOUTH "Friends" NATALIE IMBRUGLIA "Tom"</p> <p>KTEG/Albuquerque, NM PD: Skip Isley APD/MD: Julie Hoyt NATALIE IMBRUGLIA "Tom" CREED "My"</p> <p>KWHL/Anchorage, AK OM/MD: J.J. Michaels APD/MD: Dan Thomas 12 DAYS OF THE NEW "Sheff" THIRD EYE BLIND "How" COOL FOR AUGUST "Walk" CHUMBAWAMBA "Amnesia" HUFFAMOOSE "Wait"</p> <p>WNNX/Atlanta, GA DM: Brian Philips PD: Leslie Fram MD: Sean Demery 20 DASIS "World" DAYS OF THE NEW "Sheff" CHRIS CORNELL "Sunshower"</p> <p>WJSE/Atlantic City, NJ DM/MD: Dave King LUNA "Bobby" CAROLINE'S SPINE "Sullivan" FAT "Numb" BLOODHOUND GANG "Mary" JONATHAN FIREATER "Like" VERBOW "Holiday" COURSE OF EMPIRE "Info" APPLES IN STEREO "Seems"</p> <p>WRXR/Augusta, GA PD: Chuck Williams NATALIE IMBRUGLIA "Tom" COOL FOR AUGUST "Walk" FINLEY QUAYE "Sunday"</p> <p>KROX/Austin, TX PD: Sara Trexler APD/MD: Lloyd Hucutt NATALIE IMBRUGLIA "Tom" BARENAKED LADIES "Brian" FAT "Numb"</p> <p>WRAX/Birmingham, AL PD: Dave Rossi MD: Hurricane Shane 36 BEY FOLDS FIVE "Bitch" LISA LOEB "Thriller" 9 SHAWN COLVIN "Nothin" NAKED "Raining" LETTERS TO CLEO "Veda" SAVE FERRIS "Goodbye" TONIC "Eyes"</p> <p>KQXR/Boise, ID PD/MD: Tim Johnstone RADIOHEAD "Karma" HUM "Comin" DAYS OF THE NEW "Sheff" MARY LOU LORD "Lights"</p> <p>WBCN/Boston, MA VP/Programming: Oedipus APD: Steven Strick MD: Carter Alan CHRIS CORNELL "Sunshower" DASIS "World" MATCHBOX 20 "Real" SPECIALS "I's"</p> <p>WFNX/Boston, MA PD: Cruze MD: Laurie Gail 8 BRAN VAN 3000 "Drinking" MARY LOU LORD "Lights" FASTBALL "Way" SAVE FERRIS "Goodbye" CRYSTAL METHOD "Keep"</p> <p>WEDG/Buffalo, NY DM: John Hager APD/MD: Rich Wall SCARY CHICKEN "Break"</p> <p>WBTZ/Burlington, VT PD: Stephanie Hindley MD: Steve Picard 1 BLACK GRAPE "Marbles" JONATHAN FIREATER "Like" MARY LOU LORD "Lights"</p> <p>WPGU/Champaign, IL PD: Naomi Adams APD: Les "The Pleasure Boy" MD: Pete Schiecke 1 SAVE FERRIS "Goodbye" FAT "Numb" LETTERS TO CLEO "Veda"</p> <p>WEND/Charlotte, NC PD: Jack Daniel MD: Rick Brewer 23 JOLENE "Pensacola" BLACK GRAPE "Marbles" DAYS OF THE NEW "Sheff" FASTBALL "Way"</p> <p>WKQX/Chicago, IL PD: Alex Luke APD/MD: Mary Shuminas I.V. "Feeling" MONO "Life"</p> <p>WAQZ/Cincinnati, OH PD/MD: Matthew Harris APD: Sterling Schiessler 34 BEHAN JOHNSON "Wind" 12 BARENAKED LADIES "Brian" 12 FINLEY QUAYE "Sunday" 3 DASIS "World" 2 TONIC "Eyes"</p> | <p>WOXY/Cincinnati, OH PD: Kevin Cole MD: Dorsie Fyffe 10 ANI DIFRANCO "Flavors" 3 BRAN VAN 3000 "Drinking" 3 FASTBALL "Way" 3 SUKIA "Macho"</p> <p>WENZ/Cleveland, OH PD: Sean Robertson BRAN VAN 3000 "Drinking" EVERCLEAR "Buy" BLACK GRAPE "Marbles" NATALIE IMBRUGLIA "Tom" APPLES IN STEREO "Seems" FEEDER "Cement" DAYS OF THE NEW "Sheff" COOL FOR AUGUST "Walk"</p> <p>KFMZ/Columbia, MO PD: Paul Maloney 7 TONIC "Eyes" 2 BLACK GRAPE "Marbles" NATALIE IMBRUGLIA "Tom" BARENAKED LADIES "Brian"</p> <p>WARQ/Columbia, SC PD: Susan Groves 1 NATALIE IMBRUGLIA "Tom" 1 JAMES IHA "Strong" 1 FINLEY QUAYE "Sunday" 1 FASTBALL "Way" 1 DRIVIN' N-CRYIN' "Alight"</p> <p>WWCD/Columbus, OH PD: Jane Purcell MD: Andy Davis 1 FASTBALL "Way" 1 SMASH MOUTH "Friends" 2 VERVE "Lucky"</p> <p>WZAZ/Columbus, OH PD: Greg Ausham MD: Mark Pennington 11 BARENAKED LADIES "Brian" 311 "Disaster" BLACK GRAPE "Marbles"</p> <p>KDGE/Dallas, TX PD: Duane Doherty 4 TONIC "Eyes" 2 SUBLINE "Doin" GREEN DAY "Prosthetic" COURSE OF EMPIRE "Info" CHRIS CORNELL "Sunshower" EVERCLEAR "Buy"</p> <p>WXEG/Dayton, OH PD: Jeff Stevens MD: Allen Rantz NATALIE IMBRUGLIA "Tom" HUFFAMOOSE "Wait" CHUMBAWAMBA "Amnesia"</p> <p>WKRO/Daytona Beach, FL PD: Taft Moore MD: Rosy Acevedo 11 NATALIE IMBRUGLIA "Tom" 2 DAYS OF THE NEW "Sheff" 2 DASIS "World" 1 HUM "Comin"</p> <p>KTCL/Denver, CO PD: John Hayes 26 CHUMBAWAMBA "Amnesia" 23 BRAN VAN 3000 "Drinking" 12 COURSE OF EMPIRE "Info" 5 CRYSTAL METHOD "Keep" 5 NATALIE IMBRUGLIA "Tom" 5 FASTBALL "Way" 5 MARY LOU LORD "Lights"</p> <p>KKDM/Des Moines, IA MD: Sophia John BRAN VAN 3000 "Drinking" PRESIDENTS OF "Video" LOREENA MCKENITT "Mummers"</p> <p>CIMX/Detroit, MI PD: Murray Brookshaw APD: Vince Cannova 12 NATALIE IMBRUGLIA "Tom" 7 SUPERGRASS "Laz" WHISKEYTOWN "News" MYSTERY MACHINE "Pill"</p> <p>WPLT/Detroit, MI PD: Garrett Michaels APD: Alex Tear 15 NATALIE IMBRUGLIA "Tom" 5 BARENAKED LADIES "Lovers" 5 CORNERSHOP "Bimful"</p> <p>KNRQ/Eugene, OR PD: Stu Allen MD: Cia SUNDAYS "Cry" FINLEY QUAYE "Sunday" FEEDER "Cement" SMASH MOUTH "Friends"</p> <p>KFGX/Fargo, ND PD: Jay Thomas NATALIE IMBRUGLIA "Tom" FINLEY QUAYE "Sunday" JIMMY RAY "Jimmy" SMASH MOUTH "Friends" WANNADIES "You"</p> <p>WBZF/Florence, SC PD: Neal Douhne APD: Price Clark FEEDER "Cement" FAT "Numb" DASIS "World" BLACK GRAPE "Marbles" VERBOW "Holiday"</p> <p>WEJE/Ft. Wayne, IN Co-APD: Weasel Co-APD: Jamie Marchiori 2 HUM "Comin" 2 NATALIE IMBRUGLIA "Tom" 1 PRESIDENTS OF "Video" FAT "Numb" 1 BIG WRECK "Oat"</p> <p>KFRF/Fresno, CA Acting PD/MD: Andy Winford HUM "Comin" EVERCLEAR "Buy" RADIOHEAD "Karma" LORRENA MCKENITT "Mummers"</p> | <p>WGRD/Grand Rapids, MI Acting PD/MD: Margot Smith 6 FAT "Numb" 5 DAYS OF THE NEW "Sheff" BLACK GRAPE "Marbles"</p> <p>WXRA/Greensboro, NC PD: Tim Satterfield MD: Andy Sims COOL FOR AUGUST "Walk" BLOODHOUND GANG "Mary"</p> <p>WXNR/Greenville, NC DM: Jeff Sanders CHRIS CORNELL "Sunshower" DASIS "World" EVERCLEAR "Buy"</p> <p>WMRQ/Hartford, CT PD: Jay Beau Jones APD/MD: Dave Hill MARY LOU LORD "Lights" COURSE OF EMPIRE "Info" MONO "Life" FIONA APPLE "Promise" DAYS OF THE NEW "Sheff"</p> <p>KPOI/Honolulu, HI PD: Brock Whaley MD: Nikki Basque LISA LOEB "Do" CHRIS CORNELL "Sunshower" METALLICA "Unforgiven" NATALIE IMBRUGLIA "Tom" ROLLING STONES "Same"</p> <p>KTBJ/Houston, TX PD: Jim Trapp APD: Steve Robison MD: David Sadof 5 DASIS "World" 2 MATCHBOX 20 "Real"</p> <p>WRXZ/Indianapolis, IN PD: Scott Jameson MD: Michael Young BLACK LAB "Wash" CHRIS CORNELL "Sunshower"</p> <p>WPLA/Jacksonville, FL PD: Jim Randall APD: Beaner MD: Greg Brady No Adds</p> <p>KCCX/Kansas City, MO PD: John Lenac APD: Dave Horn MD: Jason Justice 14 TONIC "Eyes"</p> <p>KLZR/Kansas City, MO PD: Roger The Dodger MD: Bob Dsburn FASTBALL "Way" CHUMBAWAMBA "Amnesia" PEE SHY "Whisper"</p> <p>WNFZ/Knoxville, TN PD/MD: Shane Cox 5 NAKED "Raining" 4 COOL FOR AUGUST "Walk" 5 SAVE FERRIS "Goodbye"</p> <p>KFTE/Lafayette, LA PD: Hans "Fast Eddie" Nelson MD: Rob Courtney FEEDER "Cement" BLOODHOUND GANG "Mary" COOL FOR AUGUST "Walk" NATALIE IMBRUGLIA "Tom" HONEYRODS "Soap" BRAN VAN 3000 "Drinking"</p> <p>WWDX/Lansing, MI PD: Chris Brunt MD: Jacent Jackson EVERCLEAR "Buy" SAVE FERRIS "Goodbye" ANI DIFRANCO "Flavors" LETTERS TO CLEO "Veda"</p> <p>KEDG/Las Vegas, NV APD/MD: April Lee BLOODHOUND GANG "Mary" BLACK LAB "Wash" BARENAKED LADIES "Brian"</p> <p>KXTE/Las Vegas, NV PD: Mike Stern MD: Chris Ripley DIN PEDALS "Ashray" WHISKEYTOWN "News"</p> <p>WXZZ/Lexington, KY 14. BIG WRECK "Oat" 9. DASIS "World" 7. EVERCLEAR "Buy" 7. DAYS OF THE NEW "Sheff" 5. BARENAKED LADIES "Brian" PRESIDENTS OF "Video" SMASH MOUTH "Friends"</p> <p>WLIR/Long Island, NY PD: Jeff Levine APD: Gary Cee MD: Lynda Lopez 24 NATALIE IMBRUGLIA "Tom" 3 SMASH MOUTH "Friends" CHRIS CORNELL "Sunshower" SUNDAYS "Cry" NAKED "Raining"</p> <p>KROQ/Los Angeles, CA VP/Prog.: Kevin Weatherly APD: Gene Sandbloom MD: Lisa Worden 14. MONO "Life" 13. SUBLINE "Bad" 8. FLUORESCIN "Cathy's" CHERRY POPPIN' "Zoot" FASTBALL "Way"</p> <p>WLRS/Louisville, KY PD: Dennis Dillon MD: Gina Juliano HUM "Comin" BIG WRECK "Oat" DASIS "World" FAT "Numb" HUFFAMOOSE "Wait"</p> | <p>WMAD/Madison, WI PD: Pat Frawley MD: Amy Hudson EVERCLEAR "Buy" FAT "Numb" BARENAKED LADIES "Brian" CHUMBAWAMBA "Amnesia"</p> <p>WRXQ/Memphis, TN PD: Tony Williams MD: John Michael 311 "Disaster" EVERCLEAR "Buy" NATALIE IMBRUGLIA "Tom" FREDDY JONES BAND "Mystic"</p> <p>WLUM/Milwaukee, WI DM: Alex Cosper PD: Chuck Summers MD: Tommy Wilde NAKED "Raining" BIG WRECK "Oat" LETTERS TO CLEO "Veda"</p> <p>WHTG/Monmouth-Ocean, NJ 13. DASIS "World" LETTERS TO CLEO "Veda" COURSE OF EMPIRE "Info" BLUNK "Ice" MONO "Life" DIN PEDALS "Ashray" ANI DIFRANCO "Castles" HONEYRODS "Soap" FAT "Numb"</p> <p>WWSK/Myrtle Beach, SC PD: Buzz Elliott MD: Andie Summers 15. DASIS "World" 15. NATALIE IMBRUGLIA "Tom" 13. BIG WRECK "Oat" FINLEY QUAYE "Sunday" 10. APPLES IN STEREO "Seems"</p> <p>WKDF/Nashville, TN PD: Kidd Redd MD: Sheri Sexton BLACK LAB "Wash" PEE SHY "Whisper"</p> <p>WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris LETTERS TO CLEO "Veda" PRESIDENTS OF "Video" FEEDER "Cement" DAYS OF THE NEW "Sheff" SUNDAYS "Cry"</p> <p>KKND/New Orleans, LA DM: Dave Stewart APD/MD: Rod Ryan 11. FRETBLANKET "Ocean" BARENAKED LADIES "Brian" FEEDER "Cement" COWBOY MOUTH "Someone"</p> <p>WXRK/New York, NY PD: Steve Kingston MD: Mike Peer 19. CREED "My" EVERCLEAR "Buy" DASIS "World"</p> <p>WROX/Norfolk, VA PD: Perry Stone APD/MD: Al Mitchell BIG WRECK "Oat" COLLECTIVE SOUL "She" CHRIS CORNELL "Sunshower" HUFFAMOOSE "Wait" PRESIDENTS OF "Video" SMASH MOUTH "Friends"</p> <p>KQRX/Odessa, TX OM: Frank Hall PD: J.J. Toons EVERCLEAR "Buy" LETTERS TO CLEO "Veda" FAT "Numb" COURSE OF EMPIRE "Info" NATALIE IMBRUGLIA "Tom" FINLEY QUAYE "Sunday"</p> <p>KGDE/Omaha, NE PD: Sean Smyth MD: Scott Papek DASIS "World" FEEDER "Cement"</p> <p>WIXQ/Peoria, IL PD: Jay Nuntley MD: Russ "Ian" Schenck EVERCLEAR "Buy" CHUMBAWAMBA "Amnesia" FAT "Numb" FASTBALL "Way" FINLEY QUAYE "Sunday" BLOODHOUND GANG "Mary"</p> <p>WPLY/Philadelphia, PA PD: Jim McGuinn APD: Doug Kubinski MD: Preston Elliot BARENAKED LADIES "Brian" NAKED "Raining" RADIOHEAD "Karma" CHUMBAWAMBA "Amnesia"</p> <p>KEDJ/Phoenix, AZ PD: Shellie Hart MD: Chris Patyk 11. VERUCA SALT "Benjamin" 9. SMASH MOUTH "Friends" 7. BRAN VAN 3000 "Drinking" 6. GETAWAY PEOPLE "Gave" 5. JONATHAN FIREATER "Like" GOD LIVES UNDERWATER "Mouth" FEEDER "Cement"</p> <p>KZON/Phoenix, AZ PD: Paul Peterson MD: Kevin Mannion BARENAKED LADIES "Brian" NAKED "Raining" RADIOHEAD "Karma" CHUMBAWAMBA "Amnesia"</p> <p>WXDX/Pittsburgh, PA PD: John Moschitta MD: Lenny Diana 3. SAVE FERRIS "Goodbye" 2. HUM "Comin" 1. FAT "Numb" 1. RADIOHEAD "Karma"</p> | <p>WCYY/Portland, ME PD: Herb Ivy MD: Brian James FOO FIGHTERS "Hero" EVERCLEAR "Buy" DASIS "World" SAVE FERRIS "Goodbye" CHRIS CORNELL "Sunshower" BIG WRECK "Oat" FINLEY QUAYE "Sunday" HUM "Comin" BLACK GRAPE "Marbles" SMASH MOUTH "Friends" PRESIDENTS OF "Video" LETTERS TO CLEO "Veda" FATBOY SLIM "Going" FAT "Numb"</p> <p>KNRK/Portland, OR PD: Mark Hamilton 16. NATALIE IMBRUGLIA "Tom" 8. ABSINTHE "Happy"</p> <p>WDST/Poughkeepsie, NY PD/MD: Nic Harcourt DM: Jimmy Buff APD: Dave Doud 9. LAIKA "Primo" 8. NAKED "Raining" 7. NATALIE IMBRUGLIA "Tom" 2. MONO "Life" 1. COLA "Bieracks" 1. LUNA "Bobby" 1. ANI DIFRANCO "Castles" BARENAKED LADIES "Brian" BOGMEN "Mexico"</p> <p>WBRU/Providence, RI PD: Tim Schiavelli MD: Mike Green BRAN VAN 3000 "Drinking" SMASH MOUTH "Friends" MONO "Life" BIG WRECK "Oat"</p> <p>WXEX/Providence, RI PD/MD: Brent Petersen APD: John Alters 1. TWO "Pg" HUM "Comin"</p> <p>KORB/Quad Cities, IA-IL PD: Steve Gunner BARENAKED LADIES "Brian" CREED "My" NATALIE IMBRUGLIA "Tom" BLACK GRAPE "Marbles"</p> <p>KRZQ/Reno, NV PD: Rob "Blaze" Brooks APD: Smlin' Marty MD: Heather Pierce FAT "Numb" NAKED "Raining" FASTBALL "Way"</p> <p>WBZU/Richmond, VA PD: J.J. Quest SMASH MOUTH "Friends" BARENAKED LADIES "Brian" LETTERS TO CLEO "Veda" BLOODHOUND GANG "Mary"</p> <p>KCXX/Riverside, CA DM/MD: Dwight Arnold APD: John DeSantis MD: Lisa Axe No Adds</p> <p>WNVE/Rochester, NY PD/MD: Erick Anderson CHRIS CORNELL "Sunshower" EVERCLEAR "Buy"</p> <p>KWOD/Sacramento, CA PD: Ron Bunce 34. MATCHBOX 20 "Real" 9. MARCY PLAYGROUND "Sant" 9. BRAN VAN 3000 "Drinking" 9. MONO "Life" 6. CHUMBAWAMBA "Amnesia" 6. NATALIE IMBRUGLIA "Tom" 6. APPLES IN STEREO "Seems"</p> <p>KPNT/St. Louis, MO PD: Allan Fee MD: Adam Potts 11. METALLICA "Unforgiven" BLACK GRAPE "Marbles"</p> <p>WOSC/Salisbury-Ocean City, MD DM: Jim Hays MD: Paula Sangeleer 7. DASIS "World" 3. FEEDER "Cement" 3. CHUMBAWAMBA "Amnesia" 3. NATALIE IMBRUGLIA "Tom" 14. APPLES IN STEREO "Seems"</p> <p>KXRK/Salt Lake City, UT VP/Dps. & Prog.: Mike Summers MD: Sean Ziebarth 29. MONO "Life" 25. GOD LIVES UNDERWATER "Mouth" 20. VERVE "Symphony" 15. THIRD EYE BLIND "How" 14. CHRIS CORNELL "Sunshower" 11. FOO FIGHTERS "Hero"</p> <p>XHRM/San Diego, CA OM: Jay Isbell PD: Mike Halloran APD/MD: Brynn Capella 1. NATALIE IMBRUGLIA "Tom" 1. ANI DIFRANCO "Castles" BARENAKED LADIES "Brian" PEARL JAM "Wishlist"</p> <p>XTRA/San Diego, CA PD: Bryan Schock MD: Chris Muckley CHRIS CORNELL "Sunshower"</p> <p>KITS/San Francisco, CA VP/Programming: Richard Sands APD: Roland West MD: Aaron Axelsen 31. MONO "Life" 25. MATCHBOX 20 "Long" 23. BRAN VAN 3000 "Drinking" 19. RADIOHEAD "Karma" 9. CREED "My" NATALIE IMBRUGLIA "Tom"</p> | <p>KOME/San Jose, CA PD/MD: Jay Taylor AMD: Jeanette Grguevic 5. BIG WRECK "Oat" 5. HUM "Comin" 5. FEEDER "Cement"</p> <p>KHTY/Santa Barbara, CA OM: Ted Utz Co-PD: Samantha Mattern Co-PD: Deanne Saffren NATALIE IMBRUGLIA "Tom" CHERRY POPPIN' "Zoot"</p> <p>KJEE/Santa Barbara, CA GM/MD: Eddie Gutierrez APD: John Schroeter 22. BRAN VAN 3000 "Drinking" 9. COURSE OF EMPIRE "Info" 2. FINLEY QUAYE "Sunday" 1. FASTBALL "Way" 1. CRYSTAL METHOD "Keep"</p> <p>KNDD/Seattle, WA PD: Phil Manning MD: Kim Monroe 14. MARY LOU LORD "Lights" NATALIE IMBRUGLIA "Tom" GOD LIVES UNDERWATER "Mouth" HUM "Comin" MATCHBOX 20 "Long"</p> <p>WHMP/Springfield, MA PD: Adam Wright MD: Nick Danjer CHUMBAWAMBA "Amnesia" GOLDFINGER "Head" JONATHAN FIREATER "Like"</p> <p>KTOZ/Springfield, MO PD: Melody Lee MD: Sheli Scott 12. COOL FOR AUGUST "Walk" BIG WRECK "Oat" HUFFAMOOSE "Wait" FINLEY QUAYE "Sunday" PRESIDENTS OF "Video"</p> <p>WKRL/Syracuse, NY DM: Mimi Griswold PD: Steve Corlett APD: Scorch PRESIDENTS OF "Video" BLOODHOUND GANG "Mary" DAYS OF THE NEW "Sheff" VERBOW "Holiday"</p> <p>WXSR/Tallahassee, FL PD: Rick Schmidt APD: Evan Delaney MD: Chaz 5. 311 "Disaster" DAYS OF THE NEW "Sheff" EVERCLEAR "Buy" PRESIDENTS OF "Video" SAVE FERRIS "Goodbye"</p> <p>KFMA/Tucson, AZ PD/MD: Suzie Dunn BIG WRECK "Oat" NATALIE IMBRUGLIA "Tom" BRAN VAN 3000 "Drinking"</p> <p>KMYZ/Tulsa, OK PD: Lynn Barstow MD: Ray Seggern CHRIS CORNELL "Sunshower" BLUR "Beetlebum" THIRD EYE BLIND "Losing" AGENTS OF GOOD RODS "Come"</p> <p>WHFS/Washington, DC PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise CHRIS CORNELL "Sunshower" BLUR "Beetlebum" THIRD EYE BLIND "Losing" AGENTS OF GOOD RODS "Come"</p> <p>WPBZ/West Palm Beach, FL PD: John O'Connell MD: Robert English 3. SMASHING PUMPKINS "Eye" FAT "Numb" BLACK GRAPE "Marbles" CHERRY POPPIN' "Zoot" SMASH MOUTH "Friends" NATALIE IMBRUGLIA "Tom"</p> <p>KICT/Wichita, KS PD: Ron Eric Taylor MD: Sherry McKinnon 5. TONIC "Eyes" 3. EVERCLEAR "Buy" 1. CHRIS CORNELL "Sunshower" HUM "Comin"</p> |
|---|--|--|--|---|--|

104 Total Reporters
104 Current Reporters
103 Current Playlists

Did Not Report,
Playlist Frozen (1):
WAVF/Charleston, SC

CREED

my own prison

R&R Alternative Chart 11

New This Week:
LIVE 105, WXRK, KTEG, KORB

Airplay + Sales=Hit Record!

| Station | Airplay Rank | Local Sales | Station | Airplay Rank | Local Sales |
|---------|--------------|-------------|---------|--------------|-------------|
| Q101 | #4 | Top 20 | KKND | #8 | Top 20 |
| WBCN | #13 | Top 30 | KEDJ | #3 | Top 30 |
| KDGE | #2 | Top 20 | WRAX | #14 | Top 10 |
| KTBJ | #2 | Top 30 | KICT | #1 | Top 30 |

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ALTERNATIVE PLAYLISTS

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MARKET #1
WXRK/New York
(212) 314-9230
Kingston/Peer

PLAYS **ARTIST/TITLE**

| SW | ZW | LW | TW | ARTIST/TITLE |
|----|----|----|----|--|
| 35 | 38 | 36 | 38 | ALICE IN CHAINS/Down In A Hole |
| 37 | 36 | 36 | 37 | PEARL JAM/Given To Fly |
| 29 | 37 | 36 | 36 | METALLICA/The Untergiven II |
| 34 | 36 | 36 | 36 | TODD/Aenema |
| 24 | 23 | 23 | 36 | MARCY PLAYGROUND/Sex And Candy |
| 24 | 15 | 17 | 35 | GREEN DAY/Time Of Your Life... |
| 15 | 32 | 33 | 33 | JANE'S ADDICTION/Jane Says |
| 25 | 27 | 29 | 29 | BLACK LAB/Wash It Away |
| 26 | 26 | 26 | 28 | THIRD EYE BLIND/Graduate |
| 14 | 15 | 18 | 27 | BIG WRECK/The Oat |
| 36 | 37 | 27 | 27 | FILTER & CRYSTAL...(Can't You) Trip... |
| 21 | 20 | 25 | 26 | FOO FIGHTERS/Everlong |
| 4 | 4 | 25 | 25 | RADIOHEAD/Karma Police |
| 26 | 28 | 25 | 25 | BLINK 182/Dammit (Growing Up) |
| 25 | 26 | 22 | 22 | DAVS OF THE NEW/Touch, Peel, And... |
| 10 | 12 | 23 | 25 | OZZY OSBOURNE/Back On Earth |
| 18 | 12 | 13 | 23 | GREEN DAY/Prosthetic Head |
| 18 | 12 | 13 | 23 | DAVID BOWIE/I'm Afraid Of... |
| 35 | 37 | 26 | 23 | VERVE/Bitter Sweet... |
| 18 | 25 | 24 | 22 | MATCHBOX 20/3am |
| 25 | 26 | 22 | 22 | OUR LADY PEACE/Clumsy |
| 15 | 26 | 21 | 21 | BEN FOLDS FIVE/Brick |
| 10 | 12 | 16 | 20 | FATBOY SLIM/Going Out Of My Head |
| 36 | 37 | 20 | 20 | FOO FIGHTERS/My Hero |
| 10 | 13 | 15 | 19 | TONIC/Open Up Your Eyes |
| 36 | 24 | 17 | 19 | METALLICA/The Memory Remains |
| 12 | 11 | 10 | 16 | BLUR/Song 2 |
| 11 | 9 | 13 | 15 | SUBLIME/Wrong Way |
| 16 | 12 | 11 | 15 | OFFSPRING/Gone Away |

MARKET #2
KROQ/Los Angeles
(818) 567-1067
Weatherly/
Sandbloom/Worden

PLAYS **ARTIST/TITLE**

| SW | ZW | LW | TW | ARTIST/TITLE |
|----|----|----|----|--------------------------------------|
| 30 | 30 | 22 | 34 | MARCY PLAYGROUND/Sex And Candy |
| 21 | 22 | 20 | 33 | VERVE/Bitter Sweet... |
| 23 | 31 | 19 | 30 | GREEN DAY/Time Of Your Life... |
| 27 | 32 | 21 | 29 | SUBLIME/Caress Me Down |
| 32 | 32 | 20 | 28 | BECK/Deadweight |
| 11 | 20 | 13 | 28 | RADIOHEAD/Karma Police |
| 30 | 34 | 17 | 27 | BLINK 182/Dammit (Growing Up) |
| 24 | 19 | 15 | 24 | FOO FIGHTERS/Everlong |
| 21 | 19 | 13 | 24 | NATALIE IMBRUGLIA/Torn |
| 21 | 19 | 13 | 23 | VERVE/Lucky Man |
| 18 | 20 | 16 | 23 | BEN FOLDS FIVE/Brick |
| 12 | 31 | 15 | 22 | PEARL JAM/Given To Fly |
| 32 | 32 | 19 | 22 | EVERCLEAR/Everything To... |
| 13 | 21 | 14 | 21 | FIONA APPLE/Never Is A Promise |
| 16 | 16 | 9 | 19 | MATCHBOX 20/Long Day |
| 19 | 19 | 13 | 17 | SAVE FERRIS/Goodbye |
| 20 | 18 | 11 | 17 | EVERCLEAR/Will Buy You... |
| 21 | 23 | 15 | 17 | 311/Beautiful Disaster |
| 30 | 27 | 16 | 16 | DAVS OF THE NEW/Touch, Peel, And... |
| 17 | 24 | 14 | 15 | FOO FIGHTERS/My Hero |
| 22 | 23 | 7 | 14 | THIRD EYE BLIND/Losing A Whole Year |
| 21 | 16 | 7 | 14 | MONO/Life In Mono |
| 21 | 16 | 7 | 14 | GREEN DAY/Prosthetic Head |
| 21 | 16 | 7 | 14 | SUBLIME/Bad Fish |
| 18 | 14 | 7 | 13 | DAVIS/All Around The World |
| 18 | 14 | 7 | 13 | LOREENA MCKENITT/The Mummies' Dance |
| 10 | 7 | 5 | 12 | SMASH MOUTH/Why Can't We Be... |
| 22 | 13 | 8 | 8 | THIRD EYE BLIND/How's It Going To Be |
| 11 | 13 | 8 | 8 | FLUORESCENCE/Cathy's Dn Crank! |
| 11 | 13 | 8 | 8 | CHERRY POPPIN'...Zoot Suit Riot |

MARKET #3
Q101
WKQX/Chicago
(312) 527-8348
Luke/Shuminas

PLAYS **ARTIST/TITLE**

| SW | ZW | LW | TW | ARTIST/TITLE |
|----|----|----|----|--------------------------------------|
| 39 | 42 | 44 | 46 | DAYS OF THE NEW/Touch, Peel, And... |
| 41 | 43 | 42 | 44 | MARCY PLAYGROUND/Sex And Candy |
| 39 | 41 | 43 | 43 | THIRD EYE BLIND/How's It Going To Be |
| 38 | 43 | 40 | 42 | CREED/My Own Prison |
| 41 | 41 | 43 | 41 | VERVE/Bitter Sweet... |
| 25 | 24 | 28 | 37 | 311/Beautiful Disaster |
| 25 | 24 | 26 | 36 | BECK/Deadweight |
| 27 | 28 | 44 | 33 | PEARL JAM/Given To Fly |
| 17 | 27 | 27 | 30 | BARENAKED LADIES/Brian Wilson |
| 20 | 24 | 28 | 28 | RADIOHEAD/Karma Police |
| 24 | 28 | 27 | 27 | GREEN DAY/Time Of Your Life... |
| 22 | 28 | 25 | 27 | BEN FOLDS FIVE/Brick |
| 24 | 19 | 26 | 25 | FOO FIGHTERS/My Hero |
| 15 | 21 | 24 | 24 | GETAWAY PEOPLE/She Gave Me Love |
| 12 | 16 | 23 | 23 | EVERCLEAR/Will Buy You... |
| 10 | 19 | 23 | 23 | MATCHBOX 20/Long Day |
| 19 | 19 | 18 | 23 | OASIS/All Around The World |
| 38 | 38 | 39 | 22 | MATCHBOX 20/3am |
| 25 | 23 | 20 | 18 | SARAH MCLACHLAN/Sweet Surrender |
| 19 | 20 | 17 | 15 | VERUCA SALT/Benjamin |
| 25 | 19 | 15 | 15 | OUR LADY PEACE/Clumsy |
| 19 | 23 | 14 | 14 | BLINK 182/Dammit (Growing Up) |
| 13 | 13 | 14 | 14 | FATBOY SLIM/Going Out Of My Head |
| 13 | 13 | 14 | 14 | SMASH MOUTH/Why Can't We Be... |
| 9 | 9 | 12 | 12 | HUM/Comin' Home |
| 9 | 9 | 12 | 12 | JAMES IHA/Be Strong Now |
| 16 | 16 | 13 | 12 | LOREENA MCKENITT/The Mummies' Dance |
| 10 | 10 | 10 | 10 | NATALIE IMBRUGLIA/Torn |

MARKET #4
Z103
KITS/San Francisco
(415) 512-1053
Sands/West/Axelsen

PLAYS **ARTIST/TITLE**

| SW | ZW | LW | TW | ARTIST/TITLE |
|----|----|----|----|--------------------------------------|
| 34 | 39 | 37 | 38 | EVERCLEAR/Everything To... |
| 33 | 39 | 41 | 37 | GREEN DAY/Time Of Your Life... |
| 25 | 33 | 37 | 37 | PEARL JAM/Given To Fly |
| 38 | 33 | 33 | 33 | VERVE/Bitter Sweet... |
| 11 | 14 | 12 | 33 | SUBLIME/Caress Me Down |
| 11 | 14 | 12 | 33 | MONO/Life In Mono |
| 10 | 19 | 17 | 29 | BECK/Deadweight |
| 29 | 28 | 22 | 28 | BLACK LAB/Wash It Away |
| 17 | 27 | 27 | 27 | THIRD EYE BLIND/Losing A Whole Year |
| 41 | 30 | 22 | 26 | BLINK 182/Dammit (Growing Up) |
| 25 | 40 | 40 | 25 | BEN FOLDS FIVE/Brick |
| 16 | 36 | 40 | 23 | FOO FIGHTERS/Everlong |
| 18 | 25 | 23 | 23 | VERVE/Lucky Man |
| 7 | 12 | 24 | 22 | EVERCLEAR/Will Buy You... |
| 16 | 30 | 37 | 21 | THIRD EYE BLIND/How's It Going To Be |
| 24 | 30 | 32 | 21 | OASIS/All Around The World |
| 6 | 15 | 20 | 20 | FOO FIGHTERS/My Hero |
| 26 | 25 | 19 | 19 | 311/Beautiful Disaster |
| 10 | 10 | 21 | 19 | RADIOHEAD/Karma Police |
| 6 | 9 | 14 | 17 | GREEN DAY/Prosthetic Head |
| 12 | 24 | 20 | 16 | BUSH/Mouth |
| 40 | 30 | 21 | 16 | DAYS OF THE NEW/Touch, Peel, And... |
| 31 | 27 | 19 | 13 | FATBOY SLIM/Going Out Of My Head |
| 36 | 17 | 14 | 13 | BECK/Deadweight |
| 28 | 20 | 11 | 9 | OUR LADY PEACE/Clumsy |
| 12 | 12 | 7 | 9 | SARAH MCLACHLAN/Sweet Surrender |

MARKET #5
Y-100
WPLY/Philadelphia
(610) 565-8900
McGuinn/Kubinski/
Elliott

PLAYS **ARTIST/TITLE**

| SW | ZW | LW | TW | ARTIST/TITLE |
|----|----|----|----|--------------------------------------|
| 42 | 40 | 43 | 44 | GREEN DAY/Time Of Your Life... |
| 42 | 44 | 44 | 44 | EVERCLEAR/Everything To... |
| 27 | 33 | 42 | 43 | THIRD EYE BLIND/How's It Going To Be |
| 41 | 44 | 43 | 43 | MARCY PLAYGROUND/Sex And Candy |
| 40 | 42 | 44 | 41 | MATCHBOX 20/3am |
| 42 | 41 | 43 | 43 | DAYS OF THE NEW/Touch, Peel, And... |
| 31 | 36 | 42 | 35 | BEN FOLDS FIVE/Brick |
| 29 | 26 | 27 | 33 | BUSH/Mouth |
| 33 | 31 | 34 | 33 | CORNERSHOP/Brimful Of Asha |
| 19 | 26 | 29 | 32 | OASIS/All Around The World |
| 30 | 28 | 31 | 32 | OUR LADY PEACE/Clumsy |
| 30 | 27 | 30 | 32 | VERVE/Bitter Sweet... |
| 34 | 30 | 33 | 31 | PEARL JAM/Given To Fly |
| 31 | 30 | 30 | 30 | HUFFAMOOSE/Wait |
| 26 | 24 | 25 | 26 | KULA SHAKER/Hush |
| 18 | 16 | 18 | 24 | BARENAKED LADIES/Brian Wilson |
| 12 | 21 | 22 | 23 | REEL BIG FISH/She Has A... |
| 24 | 25 | 23 | 23 | TONIC/Open Up Your Eyes |
| 8 | 13 | 19 | 22 | ALANA DAVIS/32 Flavors |
| 7 | 7 | 17 | 19 | BLACK LAB/Wash It Away |
| 23 | 26 | 18 | 18 | FOO FIGHTERS/Everlong |
| 9 | 9 | 17 | 17 | STEREOPHONICS/Traffic |
| 20 | 17 | 17 | 16 | BECK/Deadweight |
| 11 | 17 | 15 | 15 | SISTER HAZEL/Happy |
| 26 | 22 | 16 | 15 | SARAH MCLACHLAN/Sweet Surrender |
| 12 | 12 | 14 | 14 | BLINK 182/Dammit (Growing Up) |
| 11 | 11 | 16 | 14 | DAVID BOWIE/I'm Afraid Of... |
| 16 | 15 | 16 | 14 | LISA LOEB/Do |
| 7 | 13 | 13 | 13 | FATBOY SLIM/Going Out Of My Head |

MARKET #6
94.5 THE EDGE
KDGE/Dallas
(972) 770-7777
Doherty

PLAYS **ARTIST/TITLE**

| SW | ZW | LW | TW | ARTIST/TITLE |
|----|----|----|----|--------------------------------------|
| 50 | 49 | 45 | 48 | MARCY PLAYGROUND/Sex And Candy |
| 46 | 43 | 48 | 46 | CREED/My Own Prison |
| 44 | 45 | 45 | 42 | EVERCLEAR/Everything To... |
| 20 | 16 | 16 | 37 | MATCHBOX 20/3am |
| 27 | 28 | 31 | 32 | BEN FOLDS FIVE/Brick |
| 19 | 24 | 26 | 32 | THIRD EYE BLIND/How's It Going To Be |
| 29 | 43 | 44 | 31 | DAYS OF THE NEW/Touch, Peel, And... |
| 25 | 30 | 30 | 31 | OUR LADY PEACE/Clumsy |
| 23 | 29 | 31 | 31 | HUFFAMOOSE/Wait |
| 25 | 29 | 30 | 30 | BOBGOBLIN/Overthrow |
| 26 | 28 | 30 | 30 | BUSH/Mouth |
| 24 | 25 | 30 | 30 | BLACK LAB/Wash It Away |
| 27 | 29 | 31 | 29 | VERVE/Bitter Sweet... |
| 27 | 29 | 29 | 29 | PEARL JAM/Given To Fly |
| 25 | 27 | 33 | 28 | BECK/Deadweight |
| 30 | 27 | 27 | 27 | GREEN DAY/Time Of Your Life... |
| 15 | 21 | 24 | 25 | NAKED/Running On The Sky |
| 26 | 29 | 30 | 25 | DEPECHE MODE/Home |
| 17 | 19 | 24 | 21 | SARAH MCLACHLAN/Sweet Surrender |
| 25 | 15 | 22 | 19 | BLINK 182/Dammit (Growing Up) |
| 14 | 16 | 19 | 18 | RAGE AGAINST...The Ghost Of Tom... |
| 17 | 16 | 18 | 18 | BIG WRECK/The Oat |
| 14 | 14 | 16 | 17 | RADIOHEAD/Karma Police |
| 14 | 14 | 16 | 17 | SUGAR RAY/RPM |
| 18 | 15 | 13 | 15 | FATBOY SLIM/Going Out Of My Head |
| 29 | 27 | 21 | 13 | 311/Beautiful Disaster |
| 17 | 15 | 8 | 11 | SMASH MOUTH/Why Can't We Be... |
| 17 | 15 | 8 | 7 | ALANA DAVIS/32 Flavors |

MARKET #6
PLANET 96.3
WPLT/Detroit
(313) 871-3030
Michaels/Tear

PLAYS **ARTIST/TITLE**

| SW | ZW | LW | TW | ARTIST/TITLE |
|----|----|----|----|--------------------------------------|
| 45 | 46 | 46 | 49 | CHUMBAWAMBA/Tubthumping |
| 41 | 46 | 49 | 49 | MARCY PLAYGROUND/Sex And Candy |
| 43 | 47 | 48 | 49 | LISA LOEB/Do |
| 44 | 48 | 49 | 47 | SMASH MOUTH/Walkin' On The Sun |
| 45 | 45 | 45 | 46 | MATCHBOX 20/3am |
| 29 | 47 | 41 | 43 | BARENAKED LADIES/Brian Wilson |
| 29 | 45 | 32 | 38 | TONIC/You Could Only... |
| 20 | 23 | 37 | 33 | THIRD EYE BLIND/How's It Going To Be |
| 18 | 25 | 31 | 31 | LOREENA MCKENITT/The Mummies' Dance |
| 30 | 28 | 28 | 30 | ALANA DAVIS/32 Flavors |
| 26 | 32 | 29 | 30 | VERVE/Bitter Sweet... |
| 20 | 30 | 30 | 29 | SISTER HAZEL/All For You |
| 11 | 18 | 23 | 29 | BEN FOLDS FIVE/Brick |
| 18 | 24 | 29 | 29 | BEN FOLDS FIVE/Brick |
| 26 | 29 | 26 | 28 | FIONA APPLE/Criminal |
| 23 | 18 | 22 | 28 | SARAH MCLACHLAN/Sweet Surrender |
| 31 | 43 | 30 | 28 | SUNDAYS/Summertime |
| 28 | 26 | 24 | 27 | SARAH MCLACHLAN/Building A Mystery |
| 43 | 41 | 31 | 27 | CHANTAL KREVIJAZUK/Surrounded |
| 28 | 27 | 25 | 26 | PAULA COLE/Don't Want To Wait |
| 25 | 29 | 27 | 24 | DEPECHE MODE/Home |
| 28 | 20 | 27 | 23 | TOAD THE WET...Crazy Life |
| 23 | 24 | 26 | 23 | BIG HEAD TODD...Please Don't Tell... |
| 7 | 13 | 21 | 23 | SUNDAYS/Cry |
| 15 | 15 | 20 | 22 | EVERCLEAR/Everything To... |
| 17 | 17 | 17 | 20 | OUR LADY PEACE/Clumsy |
| 14 | 15 | 21 | 20 | OLIVIA/You're Not Alone |
| 6 | 17 | 23 | 20 | PAULA COLE/Me |
| 22 | 24 | 25 | 18 | LONPIGGS/On And On |
| 21 | 24 | 19 | 17 | DUNCAN SHEIK/Wishful Thinking |

MARKET #7
89.3
CIMX/Detroit
(313) 961-6397
Brookshaw/Cannova

PLAYS **ARTIST/TITLE**

| SW | ZW | LW | TW | ARTIST/TITLE |
|----|----|----|----|--------------------------------------|
| 25 | 31 | 45 | 49 | GREEN DAY/Time Of Your Life... |
| 41 | 46 | 40 | 48 | LOREENA MCKENITT/The Mummies' Dance |
| 42 | 52 | 47 | 46 | PEARL JAM/Given To Fly |
| 54 | 56 | 48 | 46 | MARCY PLAYGROUND/Sex And Candy |
| 55 | 60 | 49 | 45 | MATCHBOX 20/3am |
| 25 | 49 | 44 | 44 | LONGPIS/On And On |
| 28 | 46 | 45 | 42 | BECK/Deadweight |
| 28 | 44 | 45 | 39 | CORNERSHOP/Brimful Of Asha |
| 30 | 40 | 39 | 39 | OUR LADY PEACE/Automatic Flowers |
| 55 | 56 | 48 | 38 | EVERCLEAR/Everything To... |
| 32 | 32 | 32 | 38 | JANE'S ADDICTION/Jane Says |
| 43 | 44 | 30 | 37 | BEN FOLDS FIVE/Brick |
| 32 | 24 | 29 | 35 | BRAN VAN 3000/Drinking In L.A. |
| 29 | 33 | 32 | 33 | CHANTAL KREVIJAZUK/Surrounded |
| 31 | 27 | 31 | 30 | OUR LADY PEACE/Clumsy |
| 26 | 26 | 31 | 30 | SARAH MCLACHLAN/Sweet Surrender |
| 34 | 30 | 16 | 29 | CHRIS CORNELL/Sunshower |
| 25 | 28 | 29 | 29 | FOO FIGHTERS/My Hero |
| 46 | 57 | 34 | 29 | THIRD EYE BLIND/How's It Going To Be |
| 18 | 41 | 27 | 29 | MORCHEEBA/The Music That We... |
| 34 | 17 | 22 | 26 | MATCHBOX 20/Long Day |
| 26 | 32 | 17 | 26 | EVERCLEAR/Criminal |
| 13 | 17 | 16 | 16 | ANI DFRANCO/32 Flavors |
| 16 | 16 | 19 | 15 | BLINK 182/Dammit (Growing Up) |
| 6 | 9 | 14 | 14 | MUSTARD PLUG/The Freshman |
| 6 | 9 | 14 | 14 | NATALIE IMBRUGLIA/Torn |
| 10 | 10 | 10 | 10 | WRECK/My Hero |
| 10 | 10 | 10 | 10 | SMASH MOUTH/Why Can't We Be... |

MARKET #8
WHFS 99.1
WHFS/Washington
(301) 306-0991
Benjamin/Waugh/
Ferreise

PLAYS **ARTIST/TITLE**

| SW | ZW | LW | TW | ARTIST/TITLE |
|----|----|----|----|-------------------------------------|
| 34 | 36 | 35 | 38 | MARCY PLAYGROUND/Sex And Candy |
| 23 | 23 | 36 | 31 | DAYS OF THE NEW/Touch, Peel, And... |
| 34 | 27 | 30 | 31 | OUR LADY PEACE/Clumsy |
| 29 | 21 | 20 | 30 | PEARL JAM/Given To Fly |
| 18 | 30 | 22 | 28 | BEN FOLDS FIVE/Brick |
| 28 | 32 | 28 | 28 | GREEN DAY/Time Of Your Life... |
| 18 | 20 | 27 | 27 | EVERCLEAR/Will Buy You... |
| 21 | 23 | 26 | 27 | SUBLIME/Bad Fish |
| 32 | 29 | 20 | 25 | BLINK 182/Dammit (Growing Up) |
| 19 | 23 | 24 | 24 | BARENAKED LADIES/Brian Wilson |
| 12 | 20 | 15 | 23 | CORNERSHOP/Brimful Of Asha |
| 18 | 17 | 32 | 22 | EVERCLEAR/Everything To... |
| 19 | 19 | | | |

ALTERNATIVE PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ALTERNATIVE REPORTERS ON R&R ONLINE

#1 Phones at WOXY!!!

CHERRY POPPIN' DADDIES

"ZOOT SUIT RIOT"

(Oh, yeah...it's an add at KROQ also)

MARKET #22
KTCL/Denver
(303) 623-9330
Hayes

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 28 | 30 | 30 | 32 | | LDRENA MCKENITT/The Mummies' Dance |
| 12 | 25 | 30 | 30 | | DAYS OF THE NEW/Touch, Peel, And |
| 25 | 31 | 30 | 31 | | BECK/Deadweight |
| 28 | 31 | 30 | 30 | | GREEN DAY/Time Of Your Life |
| 19 | 30 | 32 | 30 | | PEARL JAM/Given To Fly |
| 28 | 30 | 30 | 30 | | VERVE/Bitter Sweet |
| 26 | 30 | 30 | 30 | | THIRD EYE BLIND/How's It Going To Be |
| 26 | 30 | 30 | 30 | | MARCY PLAYGROUND/Sex And Candy |
| 26 | 30 | 30 | 30 | | OUR LADY PEACE/Clumsy |
| 19 | 25 | 28 | 28 | | BEN FOLDS FIVE/Brick |
| 21 | 23 | 25 | 27 | | AQUABATS/Super Rad |
| 14 | 22 | 23 | 27 | | MOBY/James Bond Theme |
| 5 | 17 | 26 | 26 | | FINLEY QUAYE/Sunday Shining |
| 18 | 25 | 26 | 26 | | MIGHTY MIGHTY.../Royal Oil |
| 24 | 26 | 26 | 26 | | SMASH MOUTH/Why Can't We Be... |
| 5 | 11 | 26 | 26 | | CHUMBAWAMBA/Amnesia |
| 26 | 32 | 29 | 25 | | FOO FIGHTERS/My Hero |
| 26 | 32 | 29 | 25 | | DAVID BOWIE/I'm Afraid Of... |
| 18 | 25 | 27 | 25 | | SARAH MCLACHLAN/Sweet Surrender |
| 21 | 25 | 26 | 24 | | LOVE SPIT LOVE/Fall On Tears |
| 6 | 11 | 24 | 23 | | BRAN VAN 3000/Drinking In L.A. |
| 6 | 11 | 24 | 23 | | 311/Beautiful Disaster |
| 17 | 25 | 24 | 26 | | FATBOY SLIM/Going Out Of My Head |
| 17 | 25 | 24 | 26 | | FAT/Numb |
| 17 | 25 | 24 | 26 | | BLACK GRAPE/Marbles (Why You...) |
| 14 | 14 | 13 | 13 | | CHERRY POPPIN'.../Zoot Suit Riot |
| 20 | 24 | 13 | 13 | | MORCHEEBA/The Music That We... |
| 20 | 24 | 13 | 13 | | ROYAL CROWN REVUE/Barflies At... |
| 16 | 14 | 15 | 13 | | SOUTHERN CULTURE.../House Of Bamboo |
| 16 | 14 | 15 | 13 | | CORNERSHOP/Brimful Of Asha |

MARKET #23
107.9END
CLEVELAND'S MODERN ROCK

WENZ/Cleveland
(216) 861-0100
Robertson

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 30 | 46 | 46 | 48 | | PEARL JAM/Given To Fly |
| 46 | 46 | 47 | 47 | | THIRD EYE BLIND/How's It Going To Be |
| 45 | 47 | 46 | 47 | | EVERCLEAR/Everything To... |
| 48 | 49 | 45 | 47 | | MATCHBOX 20/3am |
| 46 | 45 | 46 | 46 | | GREEN DAY/Time Of Your Life |
| 45 | 46 | 46 | 46 | | BEN FOLDS FIVE/Brick |
| 47 | 47 | 43 | 46 | | VERVE/Bitter Sweet |
| 45 | 42 | 46 | 45 | | MARCY PLAYGROUND/Sex And Candy |
| 16 | 23 | 18 | 18 | | BARENAKED LADIES/Brian Wilson |
| 16 | 23 | 18 | 18 | | OUR LADY PEACE/Clumsy |
| 16 | 23 | 18 | 18 | | DAVID BOWIE/I'm Afraid Of... |
| 16 | 23 | 18 | 18 | | FINLEY QUAYE/Sunday Shining |
| 16 | 23 | 18 | 18 | | CHERRY POPPIN'.../Zoot Suit Riot |
| 16 | 23 | 18 | 18 | | FOO FIGHTERS/My Hero |
| 17 | 19 | 21 | 21 | | CORNERSHOP/Brimful Of Asha |
| 20 | 20 | 20 | 20 | | SAVE FERRIS/Goodbye |
| 18 | 19 | 20 | 20 | | HUFFAMOOSE/Wait |
| 19 | 19 | 20 | 20 | | REEL BIG FISH/She Has A |
| 15 | 18 | 19 | 20 | | MIGHTY MIGHTY.../Royal Oil |
| 16 | 20 | 21 | 19 | | BLACK LAB/Wash It Away |
| 18 | 20 | 21 | 19 | | RADIOHEAD/Karma Police |
| 17 | 21 | 20 | 19 | | BECK/Deadweight |
| 46 | 19 | 20 | 19 | | SARAH MCLACHLAN/Sweet Surrender |
| 17 | 18 | 20 | 19 | | SUNDAYS/Cry |
| 16 | 19 | 20 | 19 | | FATBOY SLIM/Going Out Of My Head |
| 17 | 21 | 20 | 18 | | LAUREN CHRISTY/Magazine |
| 16 | 21 | 20 | 18 | | LORENA MCKENITT/The Mummies' Dance |
| 17 | 21 | 20 | 18 | | OUR LADY PEACE/Clumsy |
| 17 | 21 | 20 | 18 | | OUR LADY PEACE/Clumsy |
| 19 | 21 | 20 | 18 | | FIONA APPLE/Never Is A Promise |
| 16 | 14 | 16 | 18 | | JIMMIE'S CHICKEN.../High |

MARKET #24
64.7 NBSX
PORTLAND'S NEW ROCK REVOLUTION

KNRK/Portland, OR
(503) 223-1441
Hamilton

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 43 | 44 | 44 | 44 | | MARCY PLAYGROUND/Sex And Candy |
| 21 | 22 | 44 | 44 | | THIRD EYE BLIND/How's It Going To Be |
| 43 | 43 | 28 | 43 | | GREEN DAY/Time Of Your Life |
| 24 | 24 | 44 | 44 | | VERVE/Bitter Sweet |
| 23 | 27 | 41 | 41 | | PEARL JAM/Given To Fly |
| 23 | 23 | 39 | 39 | | CORNERSHOP/Brimful Of Asha |
| 21 | 19 | 39 | 37 | | LDRENA MCKENITT/The Mummies' Dance |
| 11 | 25 | 25 | 25 | | CHERRY POPPIN'.../Zoot Suit Riot |
| 43 | 44 | 25 | 25 | | DAYS OF THE NEW/Touch, Peel, And... |
| 24 | 24 | 23 | 24 | | BLINK 182/Dammit (Growing Up) |
| 44 | 43 | 23 | 23 | | BEN FOLDS FIVE/Brick |
| 24 | 23 | 23 | 23 | | BLACK LAB/Wash It Away |
| 22 | 23 | 23 | 23 | | EVERCLEAR/Will Buy You... |
| 23 | 23 | 23 | 23 | | FOO FIGHTERS/My Hero |
| 43 | 43 | 23 | 23 | | OASIS/All Around The World |
| 43 | 43 | 23 | 23 | | OUR LADY PEACE/Clumsy |
| 43 | 43 | 23 | 23 | | OUR LADY PEACE/Clumsy |
| 44 | 43 | 23 | 23 | | CHRIS CORNELL/Sunshower |
| 44 | 43 | 23 | 23 | | BUSH/Mouth |
| 24 | 21 | 16 | 15 | | NATALIE IMBRUGLIA/Torn |
| 24 | 21 | 16 | 15 | | STEREOPHONICS/Traffic |
| 24 | 21 | 16 | 15 | | EELS/Your Lucky Day In... |
| 11 | 6 | 11 | 11 | | SAVE FERRIS/Goodbye |
| 8 | 9 | 11 | 11 | | SMASH MOUTH/Why Can't We Be... |
| 12 | 7 | 11 | 9 | | FATBOY SLIM/Going Out Of My Head |
| 8 | 9 | 11 | 9 | | FEEDER/Cement |
| 12 | 7 | 11 | 9 | | ABSINTHE/Happy In My Pants |

MARKET #25
107.1

WAQZ/Cincinnati
(513) 621-9326
Harris/Jamie

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 49 | 53 | 52 | 52 | | SMASH MOUTH/Walkin' On The Sun |
| 55 | 56 | 56 | 51 | | MEREDITH BROOKS/What Would Happen |
| 36 | 42 | 48 | 48 | | MATCHBOX 20/3am |
| 58 | 55 | 45 | 45 | | MARCY PLAYGROUND/Sex And Candy |
| 31 | 39 | 39 | 44 | | GREEN DAY/Time Of Your Life |
| 37 | 38 | 44 | 44 | | LORENA MCKENITT/The Mummies' Dance |
| 42 | 36 | 43 | 43 | | ALANA DAVIS/32 Flavors |
| 37 | 37 | 43 | 43 | | BILLIE MYERS/Kiss The Rain |
| 52 | 44 | 44 | 41 | | LISA LOEB/I Do |
| 27 | 29 | 29 | 29 | | VERVE/Bitter Sweet... |
| 28 | 27 | 27 | 27 | | OLIVE/Tugue Not Alone |
| 39 | 32 | 33 | 33 | | BEHAN JOHNSON/World Keeps Spinning |
| 25 | 26 | 32 | 32 | | THIRD EYE BLIND/How's It Going To Be |
| 25 | 26 | 32 | 32 | | SISTER HAZEL/Happy |
| 30 | 46 | 30 | 30 | | FIONA APPLE/Criminal |
| 50 | 51 | 29 | 29 | | CHUMBAWAMBA/Tubthumping |
| 16 | 30 | 27 | 27 | | JAH/ Believe |
| 29 | 24 | 25 | 25 | | SPACE MONKEYS/Sugar Cane |
| 31 | 32 | 32 | 32 | | SEVEN MARY THREE/Lucky |
| 19 | 29 | 24 | 24 | | SUBMINE/Doin' Time |
| 25 | 26 | 24 | 24 | | BEN FOLDS FIVE/Brick |
| 7 | 7 | 24 | 24 | | JEN TRYNIN/Getaway (February) |
| 26 | 27 | 24 | 24 | | CHANTAL KREVIAZUK/Surrounded |
| 24 | 19 | 22 | 22 | | FIONA APPLE/Never Is A Promise |
| 10 | 14 | 14 | 14 | | CORNERSHOP/Brimful Of Asha |
| 30 | 27 | 20 | 20 | | SARAH MCLACHLAN/Sweet Surrender |
| 54 | 37 | 14 | 14 | | SUNDAYS/Summertime |
| 12 | 12 | 12 | 12 | | BARENAKED LADIES/Brian Wilson |
| 12 | 12 | 12 | 12 | | FINLEY QUAYE/Sunday Shining |
| 12 | 12 | 12 | 12 | | PRESIDENTS OF.../Video Killed |

MARKET #25
97X WOXY
Cincinnati
(513) 523-4114
Cole/Fyffe

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-------------------------------------|
| 11 | 16 | 27 | 27 | | SUBLIME/Bad Fish |
| 11 | 17 | 27 | 27 | | G. LOVE & SPECIAL.../Recipe |
| 26 | 27 | 27 | 27 | | SOUTHERN CULTURE.../House Of Bamboo |
| 6 | 16 | 26 | 26 | | FATBOY SLIM/Going Out Of My Head |
| 24 | 26 | 26 | 26 | | ROYAL CROWN REVUE/Barflies At... |
| 7 | 9 | 10 | 26 | | SIXTEEN HORSEPOWER/Ditch Digger |
| 13 | 26 | 27 | 25 | | DJ SHADOW/High Noon |
| 13 | 26 | 27 | 25 | | PEARL JAM/Given To Fly |
| 18 | 16 | 26 | 26 | | DRIVIN' M-CRYIN'/Everything's... |
| 26 | 27 | 26 | 26 | | CHRIS CORNELL/Sunshower |
| 11 | 18 | 16 | 26 | | WANNADIES/You And Me Song |
| 11 | 18 | 16 | 26 | | JONATHAN FIREATER/No Love Like That |
| 11 | 13 | 16 | 26 | | PATTI SMITH/Dead City |
| 13 | 16 | 26 | 26 | | APPLES IN STEREO/What's The #? |
| 13 | 16 | 26 | 26 | | OASIS/All Around The World |
| 17 | 15 | 26 | 26 | | MODEST MOUSE/Polar Opposites |
| 16 | 16 | 26 | 26 | | HUM/Comin' Home |
| 16 | 16 | 26 | 26 | | MARY LOU LORD/Lights Are Changing |
| 16 | 16 | 26 | 26 | | LETTERS TO CLEO/Veda Very Shining |
| 16 | 16 | 26 | 26 | | TRAVIS/U16 Girls |
| 16 | 16 | 26 | 26 | | SLACKERS/Watch This |
| 16 | 16 | 26 | 26 | | NEILSON HUBBARD/Paper Star |
| 17 | 16 | 26 | 26 | | JONATHAN BROOKE/Crumbs |
| 17 | 16 | 26 | 26 | | PETE BELASCIO/All I Want |
| 17 | 16 | 26 | 26 | | CLARISSA/All But White |
| 17 | 16 | 26 | 26 | | METALLICA/One |
| 16 | 25 | 26 | 26 | | FOLK IMPLOSION/Kingdom Of Lies |
| 17 | 16 | 26 | 26 | | CLARA THOMAS/The Girl |
| 17 | 16 | 26 | 26 | | PIZZICATO FIVE/My Baby Portable |
| 17 | 16 | 26 | 26 | | VICTORIA WILLIAMS/Train Song |

MARKET #26
the X 107.3

KCCX/Kansas City
(816) 254-1073
Lenac/Justice

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 34 | 34 | 35 | 42 | | GREEN DAY/Time Of Your Life... |
| 36 | 33 | 36 | 40 | | BUSH/Mouth |
| 37 | 35 | 34 | 40 | | VERVE/Bitter Sweet... |
| 37 | 34 | 35 | 39 | | MARCY PLAYGROUND/Sex And Candy |
| 34 | 33 | 38 | 39 | | DAYS OF THE NEW/Touch, Peel, And... |
| 37 | 32 | 35 | 38 | | CREED/My Own Prison |
| 36 | 32 | 36 | 38 | | PEARL JAM/Given To Fly |
| 18 | 29 | 25 | 25 | | DAYS OF THE NEW/Shell In The Room |
| 30 | 28 | 25 | 25 | | BLACK LAB/Wash It Away |
| 28 | 30 | 23 | 25 | | OUR LADY PEACE/Clumsy |
| 30 | 28 | 27 | 24 | | THIRD EYE BLIND/How's It Going To Be |
| 21 | 14 | 19 | 24 | | BEN FOLDS FIVE/Brick |
| 12 | 25 | 23 | 23 | | DAVID BOWIE/I'm Afraid Of... |
| 6 | 15 | 24 | 23 | | BIG WRECK/The Oat |
| 30 | 26 | 23 | 23 | | BLINK 182/Dammit (Growing Up) |
| 19 | 16 | 17 | 18 | | RADIOHEAD/Karma Police |
| 30 | 29 | 23 | 23 | | MIGHTY MIGHTY.../Royal Oil |
| 14 | 17 | 16 | 17 | | FOO FIGHTERS/My Hero |
| 10 | 12 | 14 | 16 | | EVERCLEAR/Will Buy You... |
| 19 | 16 | 15 | 14 | | STEREOPHONICS/Traffic |
| 10 | 12 | 14 | 16 | | TREBLE CHARGER/Red |
| 15 | 17 | 16 | 14 | | 311/Beautiful Disaster |
| 15 | 17 | 16 | 14 | | TONIC/Open Up Your Eyes |
| 1 | 1 | 1 | 1 | | SAVE FERRIS/Goodbye |
| 1 | 1 | 1 | 1 | | FEEDER/Cement |
| 1 | 1 | 1 | 1 | | METALLICA/The Unforgiven II |
| 23 | 19 | 19 | 19 | | MATCHBOX 20/3am |
| 10 | 13 | 10 | 10 | | RAGE AGAINST.../The Ghost Of Tom... |
| 8 | 7 | 9 | 9 | | LIMP BIZKIT/Counterfeit... |
| 7 | 6 | 7 | 8 | | JANE'S ADDICTION/Jane Says |

MARKET #26
The LAZER

KLZR/Kansas City
(785) 843-1320
Roger The Dodger/Osburn

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 36 | 37 | 38 | 40 | | BEN FOLDS FIVE/Brick |
| 36 | 39 | 40 | 38 | | MARCY PLAYGROUND/Sex And Candy |
| 33 | 39 | 38 | 38 | | PEARL JAM/Given To Fly |
| 36 | 38 | 36 | 38 | | THIRD EYE BLIND/How's It Going To Be |
| 33 | 38 | 37 | 38 | | DAYS OF THE NEW/Touch, Peel, And... |
| 7 | 19 | 23 | 27 | | FOO FIGHTERS/My Hero |
| 36 | 38 | 37 | 36 | | GREEN DAY/Time Of Your Life... |
| 32 | 36 | 35 | 35 | | OUR LADY PEACE/Clumsy |
| 13 | 15 | 24 | 24 | | DAVID BOWIE/I'm Afraid Of... |
| 22 | 27 | 25 | 26 | | RADIOHEAD/Karma Police |
| 24 | 24 | 26 | 25 | | VERVE/Bitter Sweet... |
| 21 | 14 | 19 | 24 | | HUM/Comin' Home |
| 25 | 26 | 25 | 25 | | BLINK 182/Dammit (Growing Up) |
| 23 | 24 | 25 | 25 | | BECK/Deadweight |
| 23 | 23 | 25 | 25 | | FOO FIGHTERS/My Hero |
| 22 | 25 | 25 | 25 | | EVERCLEAR/Everything To... |
| 15 | 15 | 24 | 25 | | FATBOY SLIM/Going Out Of My Head |
| 35 | 40 | 40 | 40 | | BUSH/Mouth |
| 22 | 25 | 28 | 28 | | EELS/Your Lucky Day In... |
| 23 | 22 | 24 | 24 | | ULTIMATE FAKEBOOK/Far Far Away |
| 21 | 24 | 25 | 24 | | MATCHBOX 20/3am |
| 21 | 24 | 25 | 24 | | OASIS/All Around The World |
| 20 | 22 | 24 | 24 | | LIMP BIZKIT/Counterfeit... |
| 25 | 24 | 24 | 24 | | SAVE FERRIS/Goodbye |
| 12 | 14 | 14 | 14 | | TONIC/Open Up Your Eyes |
| 22 | 23 | 24 | 24 | | MIGHTY MIGHTY.../Royal Oil |
| 20 | 26 | 24 | 24 | | MATCHBOX 20/3am |
| 20 | 26 | 24 | 24 | | SMASH MOUTH/Why Can't We Be... |
| 23 | 22 | 23 | 23 | | 311/Beautiful Disaster |
| 20 | 26 | 24 | 23 | | BLACK LAB/Wash It Away |

MARKET #27
KWOD 106.5

KWOD/Sacramento
(916) 448-5000
Bunce

| PLAYS | 3W | 2W | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-------------------------------------|
| 52 | 52 | 52 | 54 | | MARCY PLAYGROUND/Sex And Candy |
| 24 | 51 | 51 | 54 | | GREEN DAY/Time Of Your Life... |
| 53 | 42 | 52 | 53 | | FOO FIGHTERS/My Hero |
| 50 | 50 | 51 | 53 | | PEARL JAM/Given To Fly |
| 26 | 24 | 47 | 45 | | DAYS OF THE NEW/Touch, Peel, And... |
| 31 | 26 | 32 | 42 | | BUSH/Mouth |
| 21 | 37 | 36 | 36 | | SAVE FERRIS/Goodbye |
| | | | | | |

NEW MUSIC SPECIALTY SHOWS

The Panel Hums One In There

While Hum had an extraordinary week gathering mainstream adds, it also had the distinction of being the first record able to displace the monolithic hold that Black Grape had held on the Panel. In a tight race, Hum gained the coveted top slot by way of support from stations like KNDD/Seattle, WDX/Pittsburgh, and more. James Iha spread his butterfly wings beyond the Smashing Pumpkins and managed to land in third place with play at XTRA/San Diego, WBRU/Providence, and others. Nice climbs for Ultrahorse, Pee Shy, Fretblanket (great video), and Shelter. The Din Pedals are laying claim to the great legacy of U2 and the hearts of the Panel as well. Record To Watch: Bran Van 3000.

KNRQ/Eugene

The "Q" Afterdark
Jace Edwards
Monday, January 19



JACK OFF JILL My Cat (Risk)

RECEIVER Santa Maria (Iron America)

BLACK GRAPE Marbles... (Radioactive)

RADIOHEAD Fake Plastic Trees (Capitol)

2K Fuck The Millennium (Mute)

FOLK IMPLOSION Kingdom Of ... (London)

MONK & CANATELLA Picnics (Iron America)

ULTRAHORSE Telecom (911)

12 RODS Red (V2)

INCUBUS Certain Shade Of Green (Immortal)



TOP 20 ARTISTS

Ranked by total number of shows reporting artist.

- 1 HUM (RCA)
- 2 BLACK GRAPE (Radioactive)
- 3 JAMES IHA (Virgin)
- 4 GOD LIVES UNDERWATER (1500/A&M)
- 5 ULTRAHORSE (911)
- 6 EVERCLEAR (Capitol)
- 7 CHERRY POPPIN' DADDIES (Mojo/Universal)
- 8 PEE SHY (Mercury)
- 9 DIN PEDALS (Epic)
- 10 FAT (DVB/A&M)
- 11 DRILL TEAM (Reprise) Airplay Includes: WEQX, WPLY, WXRK
- 12 CRYSTAL METHOD (Outpost/Geffen) Airplay Includes: WPLY, WSFM, XTRA
- 13 APPLES IN STEREO (SpinArt) Airplay Includes: WEDG, WQBK, WROX
- 14 FRETBLANKET (Polydor/A&M Associated) Airplay Includes: KTCL, KXTE, WXRK
- 15 FASTBALL (Hollywood) Airplay Includes: KNRK, WEDG, WXSX
- 16 FEEDER (Echo/Elektra/EEG) Airplay Includes: KCCX, KOME, WQXA
- 17 SHELTER (Roadrunner) Airplay Includes: KCXX, KFRR, XHRM
- 18 RECEIVER (Iron America) Airplay Includes: KNRQ, WEQX, WPLY
- 19 MARY LOU LORD (Work) Airplay Includes: KOME, KXRK, WLUM
- 20 PROPELLERHEADS (DreamWorks/Geffen) Airplay Includes: KJEE, WBTZ



Hum

Compiled by Rich Michalowski

SPECIALTY SHOW REPORTERS

Shows and their Top 5 songs listed alphabetically by market

| | | | |
|--|--|---|---|
| <p>WEQX/Albany, NY Download Sunday 7-10pm Stephen Bottomely Receiver "O'Driscoll's Curse" Black Grape "Marbles..." Mono "Life in Mono" Can "You Doo Right" Lo-Fidelity Allstars "Disco Machine Gun"</p> | <p>KNRQ/Eugene, OR The "Q" Afterdark Monday midnight-2am Jace Edwards Ultrahorse "Telecom" Monk & Canatella "Picnics" Scooter "Fire" Jimmy Ray "Are You Jimmy Ray" Mary Lou Lord "Lights Are Changing" Receiver "Santa Maria"</p> | <p>WLUM/Milwaukee, WI Sunday Night Music Revolution Sunday 7-11pm Terry Havel Verbow "Holiday" Great Big Sea "Ordinary Day" Certain Distant Suns "Play" Jimmy Ray "Are You Jimmy Ray" Mary Lou Lord "Lights Are Changing"</p> | <p>KPNT/St. Louis, MO New Music Sunday Sunday 7-9:30pm Les Aaron Black Grape "Sinsley" Standsious Allstars "Anarchy" Catalonia "Moulier & Skully" Garageland "Beehive To Heaven" Black Top "End Credits"</p> |
| <p>WQBK/Albany, NY Over The Edge Monday midnight-2am Keith McNamara Crystal Method "Keep Hope Alive" God Lives Under "From Your Mouth" Mary Lou Lord "Lights Are Changing" Incubus "Certain Shade Of..." James Iha "Be Strong Now"</p> | <p>WEJE/Ft. Wayne, IN New Music Show Sunday 8:30-9:30pm Weasel Cherry Poppin' Daddies "Zoot Suit Riot" Everclear "I Will Buy You A..." Fat "Numb" Hum "Comin' Home" Smash Mouth "Why Can't We Be..."</p> | <p>WHTG/Monmouth, NJ Goin' Underground Sunday 9pm-midnight Jeff Raspe Jules Verdone "Keep This Up" Propellerheads "History Repeating" Black Tape For A... "Remnants Of A" Victoria Williams "Train Song" Lobon "Mrs. Mouth"</p> | <p>KXRK/Salt Lake City, UT Now Hear This Sunday 9-10pm Sean "Boy Walton" Ziebarth PF Project "Chowse Life" Mono "Life in Mono" Stretch And Vern "Get Up! Go Insane!" Dwanes "Everybody's Girl" Death In Vegas "GH3"</p> |
| <p>WFXN/Boston, MA Moods For Moderns Sunday midnight-2am Charlie Can "You Doo Right" David Holmes "Grifty Shaker" Fluorescein "Kathy's On Crank" Hum "Comin' Home" Pee Shy "Mr. Whisper"</p> | <p>KFRR/Fresno, CA 60 Minute Buzz Sunday 9-10pm Matt Davis Shelter "Alone On My B-Day" 2K "Fuck The Millennium" Pulp "Like A Friend" Wild Strawberries "Trampoline" Drill Team "Hold You Down"</p> | <p>WXRK/New York, NY The "Buzz" Sunday midnight-2am Jace/Finfield Two "I'm A Pig" Cass "All Around The World" Black Lab "Time Ago" Din Pedals "Ashtray" Ecoline Crush "Sparkle And Shine"</p> | <p>XHRM/San Diego, CA Whatever Sunday 8pm-midnight Greg Pearson Mulu/PFM "Pussycat" Southern Culture "House Of Bamboo" Autumn "The Garden Ends" Fretblanket "Into The Ocean" Bran Van 3000 "Drinking In L.A."</p> |
| <p>WEDG/Bufalo, NY Over And Beyond Sunday 9-10:30pm Brad Maybe Ultrahorse "Telecom" Hepcat "Can't Wait" God Lives Under "From Your Mouth" Zuckerbaby "Heavy" Apples In Stereo "Seems So"</p> | <p>WQXA/Harrisburg, PA The Morning News Sunday 8-10am Bill Hanson Sublime "Badfish" Huffamoose "Wait" NOFX "Eat The Meek" Extra Fancy "No Mercy" Fat "Numb"</p> | <p>WROX/Norfolk, VA Nocturnal Transmissions Monday 7-9:30pm AI Winchell Agents Of Good Roads "Smiling Up..." Southern Culture "House Of Bamboo" Propellerheads "Bang On!" Hum "Comin' Home" John Spencer Blues "Wail"</p> | <p>KOME/San Jose, CA Nocturnal Noise Saturday midnight-1am Jeanette Grgarevic God Lives Under "From Your Mouth" Ronnie Size "Brown Paper Bag" Mary Playground "Sain' Joe On The..." St. Ebene "Sywe" Cootes "Shut Up"</p> |
| <p>WBTZ/Burlington, VT Spinning Unrest Sunday 9-10:30pm Steve Picard Doktor Kosmos "Career Opportunities" Racall "Drifting" Shoestrings "Whipped" Orbit "Love Vigilantes" Air "Sexy Boy"</p> | <p>KTBB/Houston, TX Lunar Rotation Sunday 7-9pm David Sadot Ani DiFranco "Fuel" Gadgets "Tell Yourself" Mustard Plug "The Freshman" Feeder "Cement" Ultrahorse "Telecom"</p> | <p>WPLY/Philadelphia, PA Y No! Sunday 9-10:30pm Dan Fein Ben Folds Five "Tom And Mary" Black Grape "Marbles..." James Iha "Be Strong Now" Love American Style "Easy" Verve "Lucky Man"</p> | <p>KHTY/Santa Barbara, CA Homegrown Sunday 9pm-midnight Sami Pulley "Hold On" Slimer "Dream Girl" Millencolin "Burton" Henchymn "Flaker" Cherry Poppin' Daddies "Zoot Suit Riot"</p> |
| <p>WOXY/Cincinnati, OH Gridlock Sunday 11pm-1am Dan Cromer Fyrin Saver "Attack 'Past" Beulah "Maroon Bible" Free Kitten "Noise Doll" Mick Harvey "Comic Strip" Mark Etzall "If I Had A Gun"</p> | <p>KCCX/Kansas City, MO Living Room Sunday 8-10pm Stan & Joel Fastball "The Way" Trebble Charger "Red" Trava "U 16 Girls" Ultrahorse "Telecom" Melony "Everyday"</p> | <p>WDX/Pittsburgh, PA Edge Of The X Sunday 9-11pm Lenny Diana Paarl Jan "Happy When I'm..." Getaway People "She Gave Me Love" Hum "Comin' Home" Green Day "King For A Day" Two "I'm A Pig"</p> | <p>KJEE/Santa Barbara, CA Dissident Tendrils Sunday 10:20pm-midnight John Schroeder Propellerheads "Bang On!" Din Pedals "Ashtray" Jonathan Fire Eater "No Love Like That" Blazin' Haley "Rounddown Dive" Sukia "Gary Super Macho"</p> |
| <p>WENZ/Cleveland, OH Prey To The Underground Sunday 10pm-midnight Larry Collins Penny Driscoll "Unravel" Fruite "Absurd" Future Bible Heroes "Lonely Days" Banco De Gaia "Drunk As A Monk" Delerium "Duende"</p> | <p>KLZR/Kansas City, MO Future Mass Hysteria Monday 10:30pm-12midnight Bob Osburn Cornel Gain "Say Yes" Poses "Looking Lost" Hum "Dreamboat" Bloodhound Gang "Along Comes Mary" Silkworm "Slipstream"</p> | <p>KNRK/Portland, OR Something Cool Sunday 9-11pm Jaime Cooley DJ Shadow "High Noon" Gadgets "Tell Yourself" Pee Shy "Mr. Whisper" Fastball "Better Than It Was" Fretblanket "Into The Ocean"</p> | <p>KNDD/Seattle, WA Loudspeaker Sunday 10-11pm Bill Reid Comet Gain "Say Yes" Shelter "Alone On My B-Day" Bran Van 3000 "Drinking In L.A." Hum "Comin' Home" Mark Etzall "Am You The Trash"</p> |
| <p>KDGE/Dallas, TX Adventure Club Sunday 7-10pm Josh Shonen Kite "Raindrops Keep..." Pulp "Like A Friend" Oasis "Street Fighting Man" Bernard Butler "Stay" Mono "Life in Mono"</p> | <p>WWDX/Lansing, MI Above The Pale Sunday 9-10:30pm Jacent Jackson Bloodhound Gang "Along Comes Mary" Hum "Comin' Home" Cherry Poppin' Daddies "Zoot Suit Riot" Uninvited "What God Said" Black Grape "Get Higher"</p> | <p>WBRU/Providence, RI Breaking And Entering Wednesday midnight-2am Mike Green Bran Van 3000 "Drinking In L.A." Beth Orton "Someone's Daughter" Shere Khan "NYC" Autour De Lucie "Chansodn Sans Issue" James Iha "Be Strong Now"</p> | <p>WXSX/Tallahassee, FL Underground Lounge Sunday 8-10pm Rob The Lounge Lizard Save Ferris "Goodbye" Meeco 70 "Hate For You" Fastball "The Way" Bogmen "Falling Systems" Beth Orton "Love As You Dream"</p> |
| <p>WXEG/Dayton, OH The Edge Spin Cycle Sunday 9-10:30pm Alien Rantz Finley Duaye "Sunday Shining" Save Ferris "Goodbye" Fastball "The Way" Oasis "All Around The World" Mono "Life in Mono"</p> | <p>KXTE/Las Vegas, NV It Hurts When I Pee Sunday 10pm-midnight Chris Ripley Limp Bizkit "Fat" Two "I'm A Pig" Din Pedals "Ashtray" Powerman 5000 "Neckbone" Feeder "Cement"</p> | <p>WDGE/Providence, RI House Of New Edge Music Tuesday 11pm-midnight John Ailers Honeyrods "Soap Opera" Whiskeytown "Yesterday's News" Creed "Torn" Fretblanket "Into The Ocean" Kilgore Smudge "Steam Roller"</p> | <p>WSPB/West Palm Beach, FL Extreme Radio Sunday 8-9:30pm Meathead Crystal Method "Keep Hope..." Trava "U16 Girls" Black Grape "Marbles..." Hum "Comin' Home" Stabbing Westward "Lies"</p> |
| <p>KTCL/Denver, CO Adventure University Saturday 10pm-midnight Laney Myhand Presidents Of The "Video Killed The..." Fretblanket "Into The Ocean" Cotton Mather "My Before And After" Bloodhound Gang "Along Comes Mary" NOFX "Olive Me"</p> | <p>KROQ/Los Angeles, CA Rodney On The Roo Sunday 9-10pm mid.-2am Radiohead "Palo Alto" Transistor "What You Are" Novacane "Whammo" Space "Avengeing Angels" Fonda "Exit 5"</p> | <p>KCXX/Riverside, CA Music Meeting Sunday 9-10pm Dwight Arnold Feeder "Cement" Shelter "Alone On My B-Day" Fat "Numb" Hum "Comin' Home" Hed Pe "Ground"</p> | <p>WSFM/Wilmington, NC Final Hour Weeknights 11pm-midnight Janice A. Suttler Deftones "Around The Fur" Din Pedals "Ashtray" God Lives Under "From Your Mouth" Moby "Shining" Mulu "Pussycat"</p> |

41 Total Reporters

BARENAKED LADIES "Brian Wilson" Barenaked Fact #186



From the album Rock Spectacle

R&R: 28! 979 plays! BDS: 30*! 682 plays! +86!!
Soundscan: Over 340,000 Scanned!
New Adds: XHRM, KKND, WBZU, WAQZ, KROX,
WXZZ, KZON, WDST, WMAD, KORB, KFMZ

"Brian Wilson performed far beyond our expectations! In a matter of weeks, Memphis fell love with BNL and 96X for introducing the band to the city!!" John Michael, MD WRXQ/Memphis

LAST TIME I CHECKED MEMPHIS WAS NO WHERE NEAR CANADA!
IT AIN'T JUST CANADIANS ANYMORE! I'LL BE CALLING YOU! DIV

Catch BNL on the HORDE tour this summer

Management: Nettwerk Management Terry McBride and Dan Fraser

Folger: It's Got To Be Good!

□ Industry vet and Dallas legend Joel Folger brings his touch to Adult Alternative

By Sky Daniels

Few programmers have achieved a more fulfilling career than KKZN/Dallas PD **Joel Folger** has. Folger has spent the last 15 years in Dallas, forming industry relationships and helping shape the sensibilities of the city's youth market.

Unlike many programmers who create, settle into, and defend a status quo of their own making, Folger reinvented himself a multitude of times, gaining formative experience in Pop, Rock, and Alternative.



Joel Folger

His varied resume guarantees the well-rounded insight that multiformat players like WXRK/NY's Steve Kingston and WNNX/Atlanta's Brian Philips — and few others — have achieved.

When news came of Folger's decision to leave KDGE/Dallas last November, much of the Alternative world was stunned. In Folger, the format had one of its few vets with broad experience

“I have my own timetable for success for the Zone. I guess I don't concern myself with any company's expectations, because I end up driving myself hardest of all.”

playing an active role in its shaping. Then fate tossed Folger a curveball.

He himself reflects, “They say

timing is everything, and that applied to my situation. It just so happened that when I was available, the Zone had an opening. This one has the feel of one of those predestined occasions.”

KKZN GM Dan Halyburton found himself in an unusually opportune scenario as well, with a market vet like Folger suddenly an (almost) free agent. Folger had some soul-searching to do. His first reaction was to increase his dedication to growing his successful radio consultancy business. Other large and successful consultants wanted to engage Folger in joint ventures. “Making an increased commitment to consulting meant not having to move after 15 years,” he says. “That was an issue.”

Putting Down Roots

In that regard, Folger faced the same dilemma many radio veterans endure: How long can you remain committed to the transiency that radio demands? Folger, a family man, had other people to consider, and those considerations would become acute when other opportunities surfaced. “I was blessed that there were other big, successful, large-market stations that expressed an interest in me. I dealt with taking on all the aspects of starting anew. Some of it seemed very appealing. Then other issues surfaced, real-life concerns. If you talk to veterans in this business, you'll find a longing to be able to put down roots. The itinerant lifestyle loses appeal.”

All of which made the timing of the Zone's opening seem so fated. Folger explains, “When there was an opportunity presented in Dallas by an organization as respected as

Susquehanna, it felt remarkable. Susquehanna has a reputation for being very supportive of its employees. Meeting principals including [VP/Prog.] Rick MacDonald and Halyburton, and talking to people like [President] Dave Kennedy, made me feel that firsthand. Also, there is a support group of respected programmers like [99X's] Brian Philips, [KRBE/Houston's] John Peake, [KFOG/SF's] Paul Marzalek, and others.”

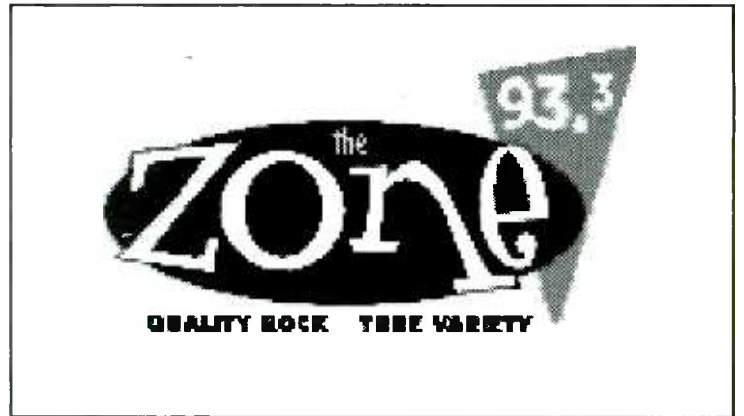
Folger was able to view the KKZN situation with the advantage of having watched KFOG emerge as a precedent-setter at Susquehanna. The company had demonstrated its understanding of and commitment to developing a Top 5 market property in the Adult Alternative format. In short, it had shown a nurturing patience that many companies might not exhibit at the high-stakes table.

“Do I feel like I have a mission to succeed for the format in a Top 5 market? No. I feel like I have a mission to succeed for Susquehanna and the people who work for me.”

“While I felt comfortable knowing that Susquehanna had been realistic in its development of KFOG,” Folger recalls. “I still entered into this like I do any career move I've made. I hold myself to some demanding standards. I have my own timetable for success for the Zone. I guess I don't concern myself with any company's expectations, because I end up driving myself hardest of all.”

Deep Industry Relationships

Folger enters into the Adult Alternative format with broad and deep industry relationships. In this respect, he is on a par with the elite Adult Alternative programmers and can only help the format from a political perspective. Folger doesn't feel any preconceived sense of responsibility, however, stating, “When I first went to the Edge, I remember people analyzing what I would bring to the table and how I fit in the format. I can draw from other experiences I've had formatically and apply the best of all of my background. There are things I've learned about



Dallas in the 15 years I've been here, and I want to apply that to this approach.

“Do I feel like I have a mission to succeed for the format in a Top 5 market? No. I feel like I have a mission to succeed for Susquehanna and the people who work for me.”

Still, Folger intends to make a mark within Adult Alternative. He has been studying the format intently, analyzing the attributes of many of its top practitioners. He allows, “Looking at the format as a whole, you can see its broad-based form is inherent in the success of its top stations. No two entities are exactly alike. There are no cookie-cutter stories, like in Alternative or Rock. Each station tends to succeed based on its unique understanding of the legacy of its market. They tap into what, historically, the upper-demo audience understands. I feel I have an advantage in that regard, knowing Dallas like I do.”

“For that reason, I plan on putting forth a product that is unique to Dallas. This station will hopefully stand out due to success. If that is good for Adult Alternative, then great.”

On the record, Folger remains elusive as to what course he will employ to gain that success in Dallas. Knowing his track record, it stands to reason that the Zone will be musically aggressive by the format's standards. Folger will also use the full breadth of his accumulated goodwill within the Dallas music community to bolster the station's presence.

While Adult Alternative continues its regeneration in the '90s, it still looks for the validation that having success in Top 5 markets brings. Many an owner and GM

have openly declared that they have had to sell their fledgling efforts in the format.

With both New York and Los Angeles remaining holdouts in the game, Dallas now becomes the latest high-profile setting for a

“There are no cookie-cutter stories, like in Alternative or Rock. Each station tends to succeed based on its unique understanding of the legacy of its market.”

breakthrough. Folger recognizes that fact. “When I joined KEGL, we were a Rock/Top 40 hybrid consulted by Rick Carroll. We had a lot of attention on us to represent a new format's interests. Putting KDGE on the air went against the grain of expectations in the industry. I've seen how preconceived notions can affect a game plan, and I won't allow that to happen here. We won't be defined by the industry; we'll be defined by satisfying the needs of discerning adults in Dallas.”

TALK BACK TO R&R!

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

Call me at (310) 788-1666 or e-mail: sky@rronline.com



MOUNTAIN GLORY — As he prepares for the release of *Will To Live*, Virgin artist Ben Harper stopped by the studios of KMTT/Seattle for an interview with (r) the Mountain's John Fisher.



BEHAN ALBANY, JOHNSON? — RCA artists Behan-Albany recently performed live over the airwaves of WXLE/Albany. Gathered afterwards are (l-r) WXLE PD Neal Hunter, Monica Behan, and Deron Johnson.

R&R ADULT ALTERNATIVE TRACKS

JANUARY 30, 1998

| 3W | 2W | LW | TW | ARTIST TITLE LABEL(S) | TOTAL PLAYS | | | | TOTAL STATIONS/ADDS |
|----------------|----|----|----|--|-------------|------------|------------|-------------|---------------------|
| | | | | | TW | LW | 2W | 3W | |
| 5 | 3 | 1 | 1 | LOREENA MCKENITT The Mummers'... (Quinkan Road/WB) 700 | 704 | 630 | 569 | 36/1 | |
| 3 | 4 | 4 | 2 | VERVE Bitter Sweet Symphony (Hut/Virgin) 687 | 615 | 603 | 630 | 32/0 | |
| 1 | 1 | 2 | 3 | MATCHBOX 20 3am (Lava/Atlantic) 685 | 701 | 723 | 746 | 27/0 | |
| 2 | 2 | 3 | 4 | SARAH MCLACHLAN Sweet Surrender (Arista) 599 | 625 | 689 | 735 | 29/0 | |
| 4 | 5 | 5 | 5 | LISA LOEB I Do (Geffen) 543 | 551 | 577 | 626 | 31/1 | |
| 11 | 9 | 9 | 6 | GREEN DAY Time Of Your Life (Good Riddance) (Reprise) 520 | 445 | 387 | 349 | 21/0 | |
| 6 | 6 | 6 | 7 | SISTER HAZEL Happy (Universal) 508 | 489 | 507 | 482 | 27/0 | |
| 7 | 7 | 7 | 8 | ALANA DAVIS 32 Flavors (Elektra/EEG) 497 | 475 | 426 | 424 | 31/0 | |
| 9 | 8 | 8 | 9 | THIRD EYE BLIND How's It Going To Be (Elektra/EEG) 481 | 452 | 403 | 379 | 26/2 | |
| 22 | 14 | 11 | 10 | BEN FOLDS FIVE Brick (550 Music) 430 | 373 | 303 | 221 | 22/1 | |
| 15 | 12 | 10 | 11 | MARCY PLAYGROUND Sex And Candy (Capitol) 419 | 378 | 341 | 291 | 22/3 | |
| 18 | 15 | 13 | 12 | ABRA MOORE Don't Feel Like Cryin' (Arista Austin/Arista) 327 | 305 | 292 | 268 | 25/0 | |
| — | — | 17 | 13 | MARK KNOPFLER Wag The Dog (Mercury) 298 | 255 | 143 | 62 | 25/2 | |
| 12 | 13 | 14 | 14 | ROLLING STONES Saint Of Me (Virgin) 291 | 296 | 314 | 330 | 26/1 | |
| 21 | 21 | 16 | 15 | HUFFAMOOSE James (Interscope) 271 | 261 | 231 | 221 | 25/2 | |
| 10 | 10 | 12 | 16 | JOHN MELLENCAMP Without Expression (Mercury) 263 | 313 | 353 | 358 | 20/0 | |
| 16 | 17 | 19 | 17 | BARENAKED LADIES Brian Wilson (Reprise) 257 | 250 | 261 | 285 | 19/0 | |
| BREAKER | | | 18 | AGENTS OF GOOD ROOTS Smiling Up The Frown (RCA) 250 | 134 | 51 | 5 | 31/5 | |
| 20 | 18 | 22 | 19 | DOG'S EYE VIEW Last Letter Home (Columbia) 250 | 225 | 253 | 236 | 21/0 | |
| 8 | 11 | 15 | 20 | B.B. KING w/TRACY CHAPMAN The Thrill Is Gone (MCA) 242 | 295 | 351 | 387 | 20/0 | |
| — | 27 | 20 | 21 | PEARL JAM Given To Fly (Epic) 237 | 231 | 188 | 145 | 16/0 | |
| — | — | 29 | 22 | BLUES TRAVELER Canadian Rose (A&M) 233 | 185 | 113 | 66 | 22/2 | |
| 17 | 16 | 18 | 23 | SMASH MOUTH Walkin' On The Sun (Interscope) 226 | 255 | 272 | 283 | 10/0 | |
| — | 24 | 25 | 24 | BILLIE MYERS Kiss The Rain (Universal) 216 | 206 | 202 | 164 | 15/1 | |
| 29 | 25 | 24 | 25 | CORNERSHOP Brimful Of Asha (Luaka Bop/WB) 207 | 219 | 197 | 183 | 14/0 | |
| — | 28 | 30 | 26 | WILLIAM TOPLEY Stabroek Woman (Mercury) 193 | 179 | 177 | 172 | 15/0 | |
| — | 30 | — | 27 | JONNY LANG Missing Your Love (A&M) 186 | 177 | 164 | 151 | 17/2 | |
| DEBUT | | | 28 | KENNY WAYNE SHEPHERD Blue On Black (Revolution) 182 | 152 | 86 | 46 | 20/2 | |
| 13 | 19 | 26 | 29 | FREDDY JONES BAND Wonder (Capricorn/Mercury) 180 | 195 | 253 | 312 | 10/0 | |
| 30 | — | 28 | 30 | GREGG ALLMAN Whippin' Post (550 Music) 169 | 186 | 162 | 179 | 14/0 | |

This chart reflects airplay from January 19-25. Songs ranked by total plays. Highlighted songs indicate Breaker.
40 Adult Alternative reporters. 40 current playlists. © 1998, R&R Inc.

NEW & ACTIVE

SUNDAYS Cry (DGC/Geffen)
Total Plays: 167, Total Stations: 17, Adds: 0

FIONA APPLE Never Is A Promise (Clean Slate/Work)
Total Plays: 134, Total Stations: 13, Adds: 1

OASIS All Around The World (Epic)
Total Plays: 132, Total Stations: 13, Adds: 2

EDWIN MCCAIN I'll Be (Lava/Atlantic)
Total Plays: 130, Total Stations: 8, Adds: 0

CHANTAL KREVIASUK Surrounded (Columbia)
Total Plays: 127, Total Stations: 5, Adds: 0

FREDDY JONES BAND Mystic Buzz (Capricorn/Mercury)
Total Plays: 126, Total Stations: 14, Adds: 2

DELBERT MCCLINTON Somebody To Love You (Rising Tide)
Total Plays: 123, Total Stations: 13, Adds: 0

BLACK LAB Wash It Away (DGC/Geffen)
Total Plays: 115, Total Stations: 6, Adds: 0

DAR WILLIAMS What Do You Hear In These... (Razor & Tie)
Total Plays: 104, Total Stations: 13, Adds: 0

COLLECTIVE SOUL She Said (Dimension/Capitol)
Total Plays: 97, Total Stations: 11, Adds: 1

FLEETWOOD MAC Landslide (Reprise)
Total Plays: 96, Total Stations: 17, Adds: 5

Songs ranked by total plays

BREAKERS®

AGENTS OF GOOD ROOTS Smiling Up The Frown (RCA)

TOTAL PLAYS/INCREASE: 250/116
TOTAL STATIONS/ADDS: 31/5
CHART: 18

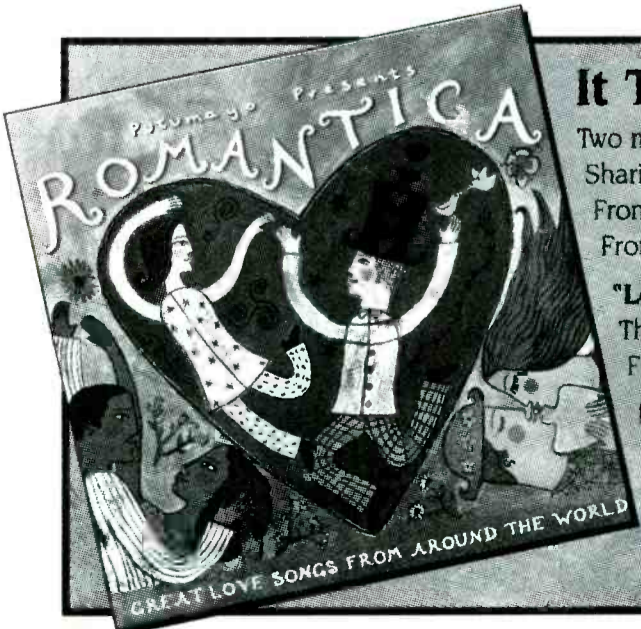
MOST ADDED®

| ARTIST TITLE LABEL(S) | ADDS |
|--|------|
| NATALIE IMBRUGLIA Torn (RCA) | 10 |
| FARM DOGS Daria (Sire) | 6 |
| AGENTS OF GOOD ROOTS Smiling Up The Frown (RCA) | 5 |
| FLEETWOOD MAC Landslide (Reprise) | 5 |
| NAKED Raining On The Sky (Red Ant) | 5 |
| CHRIS STILLS Razorblades (Atlantic) | 5 |
| FASTBALL The Way (Hollywood) | 4 |
| JAMES IHA Be Strong Now (Virgin) | 4 |
| WHISKEYTOWN Yesterday's News (Outpost/Geffen) | 4 |
| PETER CASE Let Me Fall (Vanguard) | 3 |
| HOLLY COLE Onion Girl (Metro Blue/Capitol) | 3 |
| FINLEY QUAYE Sunday Shining (550 Music) | 3 |
| MARCY PLAYGROUND Sex And Candy (Capitol) | 3 |
| MAX CARL AND BIG DANCE One More River (Mission) | 3 |
| RADIOHEAD Karma Police (Capitol) | 3 |

MOST INCREASED PLAYS

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|--|---------------------|
| AGENTS OF GOOD ROOTS Smiling Up The Frown (RCA) | +116 |
| GREEN DAY Time Of Your Life (Good...) (Reprise) | +75 |
| VERVE Bitter Sweet Symphony (Hut/Virgin) | +72 |
| NATALIE IMBRUGLIA Torn (RCA) | +68 |
| BEN FOLDS FIVE Brick (550 Music) | +57 |
| CHRIS STILLS Razorblades (Atlantic) | +55 |
| BLUES TRAVELER Canadian Rose (A&M) | +48 |
| FARM DOGS Daria (Sire) | +48 |
| FASTBALL The Way (Hollywood) | +48 |
| MARK KNOPFLER Wag The Dog (Mercury) | +43 |

Breakers: Songs registering 250 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.



It Takes Two to Make One

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Sharing one heartfelt title
From two original artists
From one special release

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PUTUMAYO
Guaranteed to make you feel good!



| 3W | 2W | LW | TW | ARTIST TITLE LABEL(S) | TOTAL PLAYS | ± PLAYS | EMPHASIS TRACKS (PLAYS) |
|--------------|----|----|----|---|-------------|---------|-------------------------------------|
| 2 | 1 | 1 | 1 | MATCHBOX 20 Yourself Or Someone Like You (Lava/Atlantic) | 819 | -41 | "3am" (685) "Push" (69) |
| 1 | 2 | 2 | 2 | SARAH MCLACHLAN Surfacing (Arista) | 751 | -16 | "Surrender" (599) "Mystery" (81) |
| 3 | 3 | 4 | 3 | VERVE Urban Hymns (Hut/Virgin) | 746 | +76 | "Symphony" (687) "Lucky" (24) |
| 6 | 4 | 3 | 4 | LOREENA MCKENITT The Book Of Secrets (Quinlan Road/WB) | 711 | 0 | "Mummers" (700) "Marco" (7) |
| 5 | 5 | 5 | 5 | SISTER HAZEL Somewhere More Familiar (Universal) | 607 | +6 | "Happy" (508) "All" (94) |
| 4 | 6 | 6 | 6 | LISA LOEB Firecracker (Geffen) | 548 | -6 | "Do" (543) "Truthfully" (5) |
| 12 | 11 | 8 | 7 | GREEN DAY Nimrod (Reprise) | 535 | +55 | "Time" (520) "Hitchin" (15) |
| 8 | 8 | 7 | 8 | THIRD EYE BLIND Third Eye Blind (Elektra/EEG) | 533 | +22 | "How" (481) "Life" (50) |
| 10 | 9 | 9 | 9 | ALANA DAVIS Blame It On Me (Elektra/EEG) | 503 | +24 | "Flavors" (497) "Crazy" (6) |
| 25 | 16 | 13 | 10 | BEN FOLDS FIVE Whatever And Ever Amen (550 Music) | 433 | +56 | "Brick" (430) "Kate" (3) |
| 18 | 14 | 12 | 11 | MARCY PLAYGROUND Marcy Playground (Capitol) | 421 | +40 | "Sex" (419) "Poppies" (2) |
| 7 | 7 | 10 | 12 | ROLLING STONES Bridges To Babylon (Virgin) | 413 | -44 | "Saint" (291) "Anybody" (54) |
| 20 | 17 | 15 | 13 | BLUES TRAVELER Straight On Till Morning (A&M) | 364 | +28 | "Canadian" (233) "Precarious" (110) |
| 16 | 12 | 11 | 14 | SUNDAYS Static & Silence (DGC/Geffen) | 349 | -40 | "Summertime" (169) "Cry" (167) |
| 9 | 10 | 14 | 15 | B.B. KING Deuces Wild (MCA) | 343 | -29 | "Thrill" (242) "Baby" (71) |
| 15 | 18 | 17 | 16 | ABRA MOORE Strangest Places (Arista Austin/Arista) | 336 | +21 | "Cryin'" (327) "Places" (3) |
| 14 | 15 | 16 | 17 | FREDDY JONES BAND Lucid (Capricorn/Mercury) | 318 | -2 | "Wonder" (180) "Mystic" (126) |
| 22 | 20 | 19 | 18 | HUFFAMOOSE We've Been Had Again (Interscope) | 306 | +1 | "James" (271) "Wait" (28) |
| — | — | 22 | 19 | SOUNDTRACK Wag The Dog (Mercury) | 303 | +46 | "Wag" (298) "Stretching" (4) |
| 13 | 13 | 18 | 20 | JOHN MELLENCAMP The Best That I Could Do (Mercury) | 263 | -50 | "Without" (263) |
| 17 | 22 | 23 | 21 | BARENAKED LADIES Rock Spectacle (Reprise) | 262 | +7 | "Brian" (257) "Apartment" (5) |
| DEBUT | 22 | 22 | 22 | AGENTS OF GOOD ROOTS Smiling Up The Frown (RCA) | 259 | +121 | "Smiling" (250) "Upspin" (5) |
| 23 | 23 | 29 | 23 | DOG'S EYE VIEW Daisy (Columbia) | 252 | +25 | "Letter" (250) "Falling" (2) |
| 21 | 21 | 21 | 24 | SMASH MOUTH Fush Yu Mang (Interscope) | 249 | -22 | "Walkin'" (226) "Friends" (23) |
| 24 | 28 | — | 25 | WILLIAM TOPLEY Black River (Mercury) | 246 | +36 | "Stabroek" (193) "Ring" (31) |
| 26 | 25 | 25 | 26 | PAULA COLE This Fire (Imago/WB) | 238 | -8 | "Wait" (166) "Me" (59) |
| — | — | 27 | 27 | PEARL JAM Yield (Epic) | 237 | +6 | "Given" (237) |
| — | 26 | 30 | 28 | BILLIE MYERS Growing Pains (Universal) | 231 | +4 | "Rain" (216) "Words" (7) |
| 30 | 29 | 26 | 29 | GREGG ALLMAN Searching For Simplicity (Epic) | 225 | -18 | "Whippin'" (169) "Poison" (35) |
| — | 27 | — | 30 | JONNY LANG Lie To Me (A&M) | 222 | +10 | "Missing" (186) "Ground" (21) |

This chart reflects airplay from January 19-25. Albums ranked by total plays, with plays from all cuts from an album combined. 40 Adult Alternative reporters. 40 current playlists. © 1998, R&R Inc.

MOST ADDED®

| ARTIST TITLE LABEL(S) | ADDS |
|--|------|
| NATALIE IMBRUGLIA Left To The Middle (RCA) | 10 |
| FARM DOGS Immigrant Sons (Sire) | 7 |
| AGENTS OF GOOD ROOTS Smiling Up The Frown (RCA) | 5 |
| FLEETWOOD MAC The Dance (Reprise) | 5 |
| NAKED Naked (Red Ant) | 5 |
| CHRIS STILLS 100 Year Thing (Atlantic) | 5 |
| FASTBALL All The Pain Money Can Buy (Hollywood) | 4 |
| JAMES IHA Let It Come Down (Virgin) | 4 |
| RADIOHEAD OK Computer (Capitol) | 4 |

MOST INCREASED PLAYS

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|--|---------------------|
| AGENTS OF GOOD ROOTS Smiling Up The Frown (RCA) | +121 |
| VERVE Urban Hymns (Hut/Virgin) | +76 |
| NATALIE IMBRUGLIA Left To The Middle (RCA) | +68 |
| CHRIS STILLS 100 Year Thing (Atlantic) | +65 |
| BEN FOLDS FIVE Whatever And Ever Amen (550 Music) | +56 |
| GREEN DAY Nimrod (Reprise) | +55 |
| FARM DOGS Immigrant Sons (Sire) | +50 |
| FASTBALL All The Pain Money Can Buy (Hollywood) | +48 |
| SOUNDTRACK Wag The Dog (Mercury) | +46 |
| MARCY PLAYGROUND Marcy Playground (Capitol) | +40 |

REPORTERS

Stations and their adds by track listed alphabetically by market

| | | | | | | | | | | |
|---|---|--|---|--|---|--|---|--|--|--|
| <p>WXLE/Albany, NY PD: Nell Hunter 16 OUNCAN SHEIK "Barely" NATALIE IMBRUGLIA "Torn" AGENTS OF GOOD ROOTS "Smiling" FLEETWOOD MAC "Landslide" JAMES IHA "Strong" JIMMY RAY "Jimmy"</p> | <p>KFXD/Boise, ID PD: Kevin Welch MD: Carl Scheider 8 COOL FOR AUGUST "Walk" MARCY PLAYGROUND "Sex" HOLLY COLE "Onion" MARK KNOPFLER "Wag" WHISKEYTOWN "News" FASTBALL "Way" FARM DOGS "Daria" LISA LOEB "Forget" HUFFAMOOSE "James" MAJIK FASHEK "Affection" TONIC "Eyes"</p> | <p>WMVY/Cape Cod, MA PD/MD: Barbara Dacey 1 VICTORIA WILLIAMS "Train" 1 PAULA COLE "Me" 1 PETE BELASCO "All"</p> | <p>KBCO/Denver, CO PD: Dave Benson MD: Scott Arbough AGENTS OF GOOD ROOTS "Smiling"</p> | <p>KTCZ/Minneapolis, MN PD: Lauren MacLachlan 7 JONNY LANG "Missing"</p> | <p>WKOC/Norfolk, VA PD: Perry Stone MD: Holly Williams MARCY PLAYGROUND "Sex"</p> | <p>WVRV/St. Louis, MO APD/MD: Mike Richter 1 NATALIE IMBRUGLIA "Torn" 1 BEN FOLDS FIVE "Brick"</p> | <p>KRSH/Santa Rosa, CA PD: Zoe Zuest MD: Bill Bowker 10 ROLLING STONES "Saint" 5 BOX SET "Amsterdam" 5 CHRIS STILLS "Razor" 5 FARM DOGS "Daria" 5 PAUL MCCARTNEY "Beautiful" 4 MARCY PLAYGROUND "Sex" 4 VICTORIA WILLIAMS "Train" 4 BOB DYLAN "Irons" 3 LISA LOEB "Do" 2 JAMES INTVELD "Wild" 1 FLEETWOOD MAC "Landslide" FREDDY JONES BAND "Mystic" MAX CARL AND BIG... "River" SOUTHERN CULTURE... "House"</p> | <p>WRNX/Springfield, MA DM: Tom Davis MD: David Withaus MD: Bruce Stebbins NATALIE IMBRUGLIA "Torn" AGENTS OF GOOD ROOTS "Smiling"</p> | | |
| <p>WQIB/Ann Arbor, MI PD: John Vance MD: Jerry Mason 7 MATTHEW RYAN "Guilty" FINLEY QUAYE "Sunday" THIRD EYE BLIND "How"</p> | <p>WBOS/Boston, MA PD: Jim Herron MD: Cliff Nash 30 NATALIE IMBRUGLIA "Torn" 7 FREDDY JONES BAND "Mystic" 7 WHISKEYTOWN "News" 7 RADIOHEAD "Karma"</p> | <p>WQXD/Chattanooga, TN DM: Danny Howard PD: Chris Adams 5 AGENTS OF GOOD ROOTS "Smiling" 5 KENNY WAYNE SHEPHERD "Blue" 5 BLUES TRAVELER "Canadian" 5 FIONA APPLE "Promise"</p> | <p>KXPX/Denver, CO PD: Gary Schoenewetter MD: Eric Schmidt 2 EVERCLEAR "Buy"</p> | <p>KZMZ/Minneapolis, MN PD: John Lassman MD: Mike Hansen 21 NATALIE IMBRUGLIA "Torn" LUSCIOUS JACKSON "Why" NAKED "Raining" COOL FOR AUGUST "Walk" JAMES IHA "Strong" CHRIS CORNELL "Sunshower"</p> | <p>WXPX/Philadelphia, PA DM/MD: Bruce Ranes MD: Bruce Warren 4 GREGG ALLMAN "House" 1 SUNDAYS "Folk" 1 PETER CASE "Let" JAMES IHA "Strong" KRISTIN HERSH "Like" PEE SHY "Whisper" MONO "Life" JULES SHEAR "Last"</p> | <p>KENZ/Salt Lake City, UT PD: Bruce Jones APD/MD: Dom Casual FINLEY QUAYE "Sunday"</p> | <p>KXST/San Diego, CA PD/MD: Dana Shaleh MAX CARL AND BIG... "River" NAKED "Raining" BOX SET "Back" BOX SET "Amsterdam" BOX SET "Rain" NAKED "Road" NAKED "Headlights" NAKED "Supreme" MAX CARL AND BIG... "Have" MAX CARL AND BIG... "Lucky"</p> | <p>WHPT/Tampa, FL PD: Chuck Beck 18 AGENTS OF GOOD ROOTS "Smiling" DAVID POE "Blue" JONNY LANG "Missing"</p> | | |
| <p>KGSR/Austin, TX PD: Jody Denberg MD: Susan Castle 3 RADIOHEAD "Let" GREGG ALLMAN "Poison" FARM DOGS "Foreign" HUFFAMOOSE "James" SKATELLITES "Latin" ALANA DAVIS "Pride"</p> | <p>WXRW/Boston, MA PD: Joanne Doody MD: Mike Mullaney 3 MARY LOU LORD "Lights" 1 CHRIS STILLS "Razor" 1 PETER CASE "Let" 1 NOELLA HUTTON "Attitude"</p> | <p>WXRT/Chicago, IL VP/Programming: Norm Winer MD: Patsy Martin 5 MARK KNOPFLER "Wag" 4 BECK "Deadweight" OASIS "World" VERBOW "Holiday" LUTHER ALLISON "Wig"</p> | <p>CIDR/Detroit, MI PD: Wendy Duff MD: Ann Dellig NATALIE IMBRUGLIA "Torn" RADIOHEAD "Karma" FARM DOGS "Daria"</p> | <p>WZEW/Mobile, AL DM: Tim Rose MD: Alex Chesley 4 FASTBALL "Way" JAMES IHA "Strong" NATALIE IMBRUGLIA "Torn" ANI DIFRANCO "Castles" BETH ORTON "Daughter"</p> | <p>KINK/Portland, OR PD: Dennis Constantine APD/MD: Anita Garlock 5 SHAWN COLVIN "Facts" 4 VAN MORRISON "Shenandoah" 1 ELTON JOHN "Wicked" JONATHAN BROOKE "Glass" STEVE POLTZ "Silver" UMA "Friday"</p> | <p>KFSG/San Francisco, CA PD: Paul Marszalek APD/MD: Bill Evans No Adds</p> | <p>KMTT/Seattle, WA DM: Chris Mays APD: Jason Parker MD: Dean Carlson 3 NAKED "Raining" 2 FINLEY QUAYE "Sunday" 1 VERVE "Lucky" 1 CHRIS STILLS "Razor"</p> | <p>WXKR/Toledo, OH PD: Dusty Scott MD: Laura Lee 9 NAKED "Raining" BLACK GRAPE "Marbles" BILLIE MYERS "Rain" LOREENA MCKENITT "Mummers"</p> | | |
| <p>WRNR/Baltimore, MD PD: Phil Harrell MD: Damian Einstein 8 WHISKEYTOWN "News" 6 PETER CASE "Let" 6 JAMIE HARTFORD "Secrets" RADIOHEAD "Karma"</p> | <p>WNCS/Burlington, VT PD: Greg Hooker MD: Jody Peterson 6 JEN TRYNNIN "Writing" 5 JEN TRYNNIN "Everything" 1 FASTBALL "Way" 1 MAJIK FASHEK "Affection" 1 JEN TRYNNIN "Letter" BETH ORTON "Daughter" CHRIS STILLS "Razor" HONEYDOGS "Miss" OASIS "World"</p> | <p>KBXR/Columbia, MD DM: Michael Perry PD/MD: Dave "Keeler" Fulgham No Adds</p> | <p>WJXB/Ft. Myers, FL PD: Stephanie Davis MD: Kurt Schreiner 9 POE "Today" 6 EVERCLEAR "Buy"</p> | <p>WTTT/Indianapolis, IN PD: Rich Anton MD: Marie McCallister COLLECTIVE SOUL "She" KENNY WAYNE SHEPHERD "Blue"</p> | <p>KTHX/Reno, NV PD: Bruce Van Dyke MD: David Chaney 7 FLEETWOOD MAC "Landslide" 7 HOLLY COLE "Onion" 7 FARM DOGS "Daria" 7 SON SEALS "Sadie" 5 FASTBALL "Way"</p> | <p>KDTR/San Luis Obispo, CA PD: Drew Ross MD: Dean Kattari 6 HOLLY COLE "Onion" 6 FARM DOGS "Daria" 4 TODD THIBAUD "Wasn't" 4 FAIRPORT CONVENTION "Heard" 4 RICKY SKAGGS "John" 4 BILL FRISSELL "Blues" 4 TED HAWKINS "Strange"</p> | <p>KAEP/Spokane, WA PD: Scott Souhrada MD: Haley Jones 2 TONIC "Eyes" 1 NATALIE IMBRUGLIA "Torn"</p> | <p>WMMW/Madison, WI PD: Pat Gallagher MD: Tom Teuber 11 CHRIS STILLS "Razor" 10 FARM DOGS "Daria" BLUES TRAVELER "Canadian" PATTY LARKIN "Wool" FLEETWOOD MAC "Landslide" ELAINE SUMMERS "Real"</p> | <p>WMAX/Rochester, NY MD: David Joslin NATALIE IMBRUGLIA "Torn" THIRD EYE BLIND "How"</p> | <p>WRLT/Nashville, TN PD: Jane Crossman APD/MD: Keith Coes PETE BELASCO "All"</p> |

40 Total Reporters
40 Current Reporters
40 Current Playlists

James Iha
"Be Strong Now"

new: WXLE WXPX KZMZ WZEW

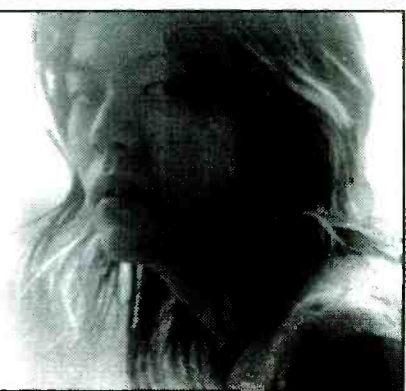
the first song and video from the debut album

on: WXRT WXRW KXPX WRLT WXKR

Let It Come Down

by James Iha of the Smashing Pumpkins

in stores 2/10!



ADULT ALTERNATIVE PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ADULT ALTERNATIVE REPORTERS ON R&R ONLINE

MARKET #3
93.1
RADIO CHICAGO
WXRT/Chicago
(773) 777-1700
Winer/Martin

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--|
| 8 | 11 | 12 | 15 | 22 | SARAH MCLACHLAN/Sweet Surrender |
| 9 | 8 | 12 | 14 | 21 | VERVE/Bitter Sweet |
| 11 | 12 | 13 | 12 | 21 | MATCHBOX 20/3am |
| - | 8 | 10 | 11 | 20 | JAMES IHA/Be Strong Now |
| 11 | 12 | 10 | 11 | 20 | WALLFLOWERS/Three Marlenas |
| 8 | 13 | 11 | 11 | 20 | FREDDY JONES BAND/Wonder |
| 8 | 10 | 10 | 10 | 19 | JEB LOY NICHOLS/As The Rain |
| 7 | 5 | 7 | 10 | 19 | KENNY WAYNE SHEPHERD/Blue On Black |
| - | 10 | 9 | 10 | 19 | WORLD PARTY/Call Me Up |
| 8 | 8 | 7 | 10 | 19 | LISA LOEB/I Do |
| - | 8 | 5 | 10 | 19 | DELBERT MCCLINTON/Somebody To Love You |
| 11 | 12 | 9 | 10 | 19 | SUNDAYS/Summertime |
| 9 | 11 | 9 | 10 | 19 | LOREENA MCKENITT/The Mummies' Dance |
| 8 | 9 | 9 | 9 | 19 | BECK/Jack-Ass |
| - | 5 | 9 | 9 | 19 | RADIOHEAD/Karma Police |
| 10 | 9 | 9 | 9 | 19 | LOVE SPIT LOVE/Long Long Time |
| 9 | 9 | 8 | 9 | 19 | STEVE EARLE/Telephone Road |
| - | 9 | 8 | 9 | 19 | HUFFAMOOSE/Wait |
| 8 | 8 | 6 | 8 | 19 | COLLECTIVE SOUL/Blame |
| 11 | 7 | 8 | 9 | 19 | CORNERHOP/Brimful Of Asha |
| 5 | 10 | 9 | 8 | 19 | ABRA MOORE/Don't Feel Like... |
| 7 | 8 | 9 | 8 | 19 | PEARL JAM/Given To Fly |
| 9 | 10 | 8 | 8 | 19 | JOHN HIATT/Pirate Radio |
| - | 4 | 8 | 8 | 19 | PAUL SIMON/Trainswaps |
| 10 | 10 | 10 | 8 | 19 | JOHN MELLENCAMP/Without Expression |
| - | 7 | 8 | 8 | 19 | SHAWN COLVIN/You And The Mona... |
| 7 | 6 | 7 | 8 | 19 | PATTY SMITH/1959 |
| 8 | 7 | 8 | 7 | 19 | BARENAKED LADIES/Brian Wilson |
| 9 | 6 | 7 | 8 | 19 | SARAH MCLACHLAN/Building A Mystery |
| 10 | 10 | 7 | 7 | 19 | PETER GABRIEL/In The Sun |

MARKET #4
KFOG
104.5 97.7
KFDG/San Francisco
Marszalek/Evans

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---|
| 10 | 8 | 17 | 22 | 21 | MARK KNOPFLER/Wag The Dog |
| 21 | 23 | 22 | 21 | 20 | BLACK LAB/Time Ago |
| 12 | 19 | 23 | 19 | 20 | MATCHBOX 20/3am |
| 21 | 20 | 20 | 17 | 16 | GREGG ALLMAN/Whippin' Post |
| 10 | 13 | 16 | 16 | 16 | LISA LOEB/I Do |
| 23 | 18 | 13 | 14 | 16 | SARAH MCLACHLAN/Sweet Surrender |
| 19 | 20 | 13 | 13 | 16 | B.B. KING/T CHAPMAN/The Thrill Is Gone |
| - | 7 | 10 | 11 | 16 | WHISKEYTOWN/16 Days |
| 13 | 12 | 10 | 11 | 16 | ROLLING STONES/Anybody Seen My... |
| - | 7 | 11 | 11 | 16 | KENNY WAYNE SHEPHERD/Blue On Black |
| - | 6 | 10 | 11 | 16 | AGENTS OF GOOD ROOTS/Smiling Up The Frown |
| - | 8 | 10 | 10 | 16 | SUNDAYS/Cry |
| 12 | 13 | 9 | 10 | 16 | LED ZEPPELIN/Going To California |
| - | 8 | 10 | 10 | 16 | BOX SET/Back To You |
| - | 8 | 10 | 10 | 16 | BLUES TRAVELER/Canadian Rose |
| 11 | 11 | 5 | 8 | 16 | LED ZEPPELIN/That's The Way |
| - | 7 | 7 | 10 | 16 | ABRA MOORE/Don't Feel Like... |
| 9 | 8 | 7 | 7 | 16 | BLUES TRAVELER/Most Precarious |
| - | 7 | 7 | 10 | 16 | ROLLING STONES/Saint Of Me |
| 9 | 8 | 9 | 7 | 16 | JONATHA BROOKE/Secrets And Lies |
| 9 | 8 | 7 | 7 | 16 | WALLFLOWERS/The Difference |
| 21 | 8 | 11 | 7 | 16 | WALLFLOWERS/Three Marlenas |
| - | 6 | 8 | 7 | 16 | B.B. KING/B. RAITT/Baby I Love You |
| 9 | 8 | 7 | 6 | 16 | LOVE SPIT LOVE/Fall On Tears |
| - | 10 | 5 | 6 | 16 | WIDESPREAD PANIC/Aunt Avis |
| 9 | 5 | 3 | 5 | 16 | HUFFAMOOSE/Wait |
| 17 | 11 | 9 | 4 | 16 | SISTER HAZEL/For You |
| 10 | 8 | 6 | 4 | 16 | BIG HEAD TODD...Please Don't Tell... |
| 9 | 7 | 5 | 2 | 16 | DAVE MATTHEWS BAND/Ans Marching |
| 9 | 6 | 3 | 2 | 16 | ROBBEN FORD/In The Beginning |

MARKET #5
88.5
WXPN/Philadelphia
(215) 898-6677
Flanes/Warren

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---|
| 10 | 9 | 25 | 25 | 25 | LOREENA MCKENITT/The Mummies' Dance |
| 5 | 5 | 4 | 19 | 25 | WHISKEYTOWN/Yesterday's News |
| - | 20 | 12 | 12 | 25 | VICTORIA WILLIAMS/Train Song |
| 9 | 8 | 6 | 10 | 25 | ALANA DAVIS/32 Flavors |
| 15 | 12 | 4 | 10 | 25 | HUFFAMOOSE/James |
| 9 | 9 | 8 | 9 | 25 | CORNERHOP/Brimful Of Asha |
| 7 | 5 | 8 | 8 | 25 | EVA TROUT/Beautiful South |
| - | 6 | 7 | 8 | 25 | SARAH MCLACHLAN/Sweet Surrender |
| 8 | 7 | 7 | 8 | 25 | SUNDAYS/Cry |
| - | 8 | 8 | 8 | 25 | BEN FOLDS FIVE/Brick |
| 9 | 9 | 9 | 8 | 25 | JONATHA BROOKE/Crumbs |
| - | 7 | 9 | 9 | 25 | JONATHA BROOKE/Secrets And Lies |
| 7 | 6 | 9 | 9 | 25 | BETH ORTON/Someone's Daughter |
| - | 8 | 7 | 8 | 25 | BOB DYLAN/Ti I Fell In... |
| 9 | 6 | 8 | 7 | 25 | FIONA APPLE/Never Is A Promise |
| 10 | 9 | 7 | 7 | 25 | ROLLING STONES/Saint Of Me |
| - | 3 | 5 | 7 | 25 | AGENTS OF GOOD ROOTS/Smiling Up The Frown |
| 4 | 5 | 3 | 6 | 25 | SARAH MCLACHLAN/Black & White |
| 6 | 6 | 10 | 6 | 25 | GREGG ALLMAN/Whippin' Post |
| 9 | 6 | 5 | 6 | 25 | JEB LOY NICHOLS/Our Good Good... |
| - | 5 | 20 | 6 | 25 | COTTON MATHER/My Before And After |
| - | 10 | 6 | 6 | 25 | DAVID POE/Blue Glass Fall |
| - | 5 | 4 | 6 | 25 | BALL THOMAS...I Want To Do... |
| 8 | 7 | 6 | 6 | 25 | DAR WILLIAMS/Better Things |
| 9 | 7 | 6 | 6 | 25 | ARCHIE ROACH/Beggar Man |
| 9 | 12 | 4 | 6 | 25 | FINLEY QUAYE/Sunday Shining |
| 4 | 4 | 7 | 6 | 25 | DUNCAN SHEIK/Wishful Thinking |
| 10 | 9 | 9 | 6 | 25 | LISA LOEB/I Do |
| - | 3 | 5 | 5 | 25 | JAMIE HARTFORD/What About Yes |

MARKET #6
Zone
93.9 FM
KKZD/Dallas
(214) 526-2400
Folger

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--|
| 12 | 21 | 22 | 22 | 22 | SUNDAYS/Summertime |
| 25 | 24 | 24 | 29 | 22 | SARAH MCLACHLAN/Sweet Surrender |
| 15 | 19 | 25 | 29 | 22 | LISA LOEB/I Do |
| 16 | 20 | 23 | 28 | 22 | SISTER HAZEL/Happy |
| 22 | 23 | 22 | 28 | 22 | ROLLING STONES/Saint Of Me |
| 22 | 18 | 22 | 27 | 22 | WALLFLOWERS/Three Marlenas |
| 21 | 23 | 24 | 25 | 22 | MATCHBOX 20/3am |
| - | 16 | 17 | 22 | 22 | GREEN DAY/Time Of Your Life... |
| - | 16 | 16 | 22 | 22 | LOREENA MCKENITT/The Mummies' Dance |
| 16 | 20 | 15 | 16 | 22 | FREDDY JONES BAND/Wonder |
| - | 17 | 15 | 16 | 22 | MARK KNOPFLER/Wag The Dog |
| 12 | 15 | 13 | 15 | 22 | DELBERT MCCLINTON/Somebody To Love You |
| - | 15 | 15 | 22 | 22 | ABRA MOORE/Don't Feel Like... |
| - | 15 | 15 | 22 | 22 | VERVE/Bitter Sweet |
| - | 13 | 15 | 15 | 22 | SHAWN COLVIN/Sunny Game Home |
| 15 | 18 | 15 | 15 | 22 | WHISKEYTOWN/16 Days |
| - | 5 | 15 | 15 | 22 | BEN FOLDS FIVE/Brick |
| - | 14 | 14 | 14 | 22 | MATCHBOX 20/Push |
| 21 | 19 | 14 | 14 | 22 | BLUES TRAVELER/Most Precarious |
| 14 | 16 | 14 | 14 | 22 | JOHN MELLENCAMP/Without Expression |
| - | 10 | 13 | 13 | 22 | SMASH MOUTH/Walkin' On The Sun |
| - | 10 | 13 | 13 | 22 | ALANA DAVIS/32 Flavors |
| - | 12 | 12 | 12 | 22 | B.B. KING/T CHAPMAN/The Thrill Is Gone |
| - | 11 | 11 | 11 | 22 | SARAH MCLACHLAN/Building A Mystery |
| - | 2 | 2 | 2 | 22 | MARCY PLAYGROUND/Sex And Candy |
| - | 2 | 2 | 2 | 22 | FARM DOGS/Dana |
| - | 2 | 2 | 2 | 22 | FLEETWOOD MAC/Landslide |
| - | 2 | 2 | 2 | 22 | NAKED/Raining On The Sky |
| - | 2 | 2 | 2 | 22 | NATALIE IMBRUGLIA/Torn |

MARKET #7
THE RIVER
93.9 FM
CIDR/Detroit
(313) 961-6397
Duff/Delisi

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---|
| 31 | 31 | 31 | 32 | 32 | VERVE/Bitter Sweet... |
| 31 | 30 | 32 | 32 | 32 | LISA LOEB/I Do |
| 31 | 32 | 31 | 31 | 32 | SARAH MCLACHLAN/Sweet Surrender |
| 25 | 21 | 29 | 31 | 31 | LOREENA MCKENITT/The Mummies' Dance |
| 31 | 31 | 31 | 31 | 31 | MATCHBOX 20/3am |
| 30 | 29 | 30 | 30 | 30 | ALANA DAVIS/32 Flavors |
| 25 | 22 | 24 | 24 | 24 | CHANTAL KREVIAZUK/Surrounded |
| 22 | 22 | 23 | 23 | 23 | B.B. KING/T CHAPMAN/The Thrill Is Gone |
| 22 | 22 | 23 | 23 | 23 | PAULA COLE/Me |
| 22 | 22 | 23 | 23 | 23 | ROLLING STONES/Saint Of Me |
| 22 | 23 | 22 | 22 | 22 | SISTER HAZEL/Happy |
| 22 | 23 | 22 | 22 | 22 | JONNY LANG/Missing Your Love |
| 12 | 19 | 22 | 22 | 22 | HUFFAMOOSE/James |
| 25 | 23 | 22 | 22 | 22 | WALLFLOWERS/Three Marlenas |
| 26 | 25 | 24 | 24 | 24 | ALANA DAVIS/32 Flavors |
| 12 | 10 | 12 | 12 | 12 | WILLIAM TOPELY/Stareek Woman |
| 12 | 10 | 12 | 12 | 12 | AGENTS OF GOOD ROOTS/Smiling Up The Frown |
| 12 | 12 | 14 | 14 | 14 | STEVE EARLE/Telephone Road |
| - | 9 | 10 | 14 | 14 | ABRA MOORE/Don't Feel Like... |
| 9 | 8 | 10 | 14 | 14 | JAIL/ Believe |
| 22 | 13 | 14 | 14 | 14 | DOG'S EYE VIEW/Last Letter Home |
| 12 | 14 | 12 | 14 | 14 | BLUES TRAVELER/Most Precarious |
| 12 | 10 | 14 | 14 | 14 | BEHAN JOHNSON/World Keeps Spinning |
| 25 | 23 | 24 | 24 | 24 | BARENAKED LADIES/Brian Wilson |
| 13 | 13 | 13 | 13 | 13 | DAVE MATTHEWS BAND/Crash Into Me |
| 12 | 14 | 13 | 13 | 13 | SISTER HAZEL/For You |
| 13 | 12 | 15 | 13 | 13 | DUNCAN SHEIK/Barely Breathing |
| 14 | 11 | 12 | 12 | 12 | FIONA APPLE/Criminal |
| 21 | 23 | 12 | 12 | 12 | CATIE CURTIS/Soullily |
| 11 | 12 | 12 | 12 | 12 | THIRD EYE BLIND/How's It Going To Be |

MARKET #10
WBOS
92.9 FM
WBOS/Boston
(617) 254-9267
Herron/Nash

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|--------------------------------------|
| 30 | 30 | 30 | 45 | 45 | GREEN DAY/Time Of Your Life... |
| 30 | 45 | 45 | 45 | 45 | MATCHBOX 20/3am |
| 30 | 45 | 45 | 45 | 45 | BEN FOLDS FIVE/Brick |
| 45 | 45 | 45 | 45 | 45 | VERVE/Bitter Sweet... |
| - | 30 | 30 | 30 | 30 | NATALIE IMBRUGLIA/Torn |
| 15 | 15 | 15 | 30 | 30 | THIRD EYE BLIND/How's It Going To Be |
| 15 | 30 | 30 | 30 | 30 | BILLIE MYERS/Kiss The Rain |
| 45 | 30 | 30 | 30 | 30 | CHANTAL KREVIAZUK/Surrounded |
| 30 | 30 | 30 | 30 | 30 | JONNY LANG/Missing Your Love |
| 30 | 30 | 30 | 30 | 30 | LOREENA MCKENITT/The Mummies' Dance |
| 30 | 30 | 30 | 30 | 30 | LISA LOEB/I Do |
| - | 30 | 30 | 30 | 30 | FLEETWOOD MAC/Landslide |
| 45 | 45 | 45 | 45 | 45 | PAULA COLE/Don't Want To Wait |
| - | 21 | 21 | 21 | 21 | SUNDAYS/Summertime |
| 21 | 21 | 21 | 21 | 21 | THIRD EYE BLIND/Semi-Charmed Life |
| 21 | 21 | 21 | 21 | 21 | SISTER HAZEL/For You |
| 21 | 21 | 21 | 21 | 21 | TONIC/You Could Only... |
| 21 | 21 | 21 | 21 | 21 | SARAH MCLACHLAN/Building A Mystery |
| 21 | 21 | 21 | 21 | 21 | MATCHBOX 20/Push |
| 21 | 21 | 21 | 21 | 21 | SNEAKER PIMPS/Underground |
| 21 | 21 | 21 | 21 | 21 | FLEETWOOD MAC/Silver Springs |
| 21 | 21 | 21 | 21 | 21 | VERVE PIPE/The Freshmen |
| 21 | 21 | 21 | 21 | 21 | SHAWN COLVIN/Sunny Game Home |
| 21 | 21 | 21 | 21 | 21 | DAVE MATTHEWS BAND/Crash Into Me |
| 21 | 21 | 21 | 21 | 21 | WALLFLOWERS/One Headlight |
| 7 | 7 | 7 | 15 | 15 | ABRA MOORE/Don't Feel Like... |
| 7 | 7 | 7 | 15 | 15 | ALANA DAVIS/32 Flavors |
| 7 | 15 | 15 | 15 | 15 | COLLECTIVE SOUL/She Said |
| 7 | 15 | 15 | 15 | 15 | EDWIN MACCANN/Hi Be |
| 7 | 15 | 15 | 15 | 15 | MARCY PLAYGROUND/Sex And Candy |

MARKET #10
THE RIVER
92.5 FM
WXRV/Boston
(508) 374-4733
Doody/Mullaney

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|---|
| 23 | 22 | 23 | 31 | 31 | LOREENA MCKENITT/The Mummies' Dance |
| - | 24 | 24 | 24 | 24 | KENNY WAYNE SHEPHERD/Blue On Black |
| 23 | 23 | 22 | 30 | 30 | MATCHBOX 20/3am |
| 16 | 21 | 23 | 30 | 30 | SARAH MCLACHLAN/Sweet Surrender |
| 19 | 18 | 23 | 30 | 30 | B.B. KING/T CHAPMAN/The Thrill Is Gone |
| 25 | 22 | 22 | 22 | 22 | ALANA DAVIS/32 Flavors |
| - | 7 | 16 | 18 | 18 | THIRD EYE BLIND/How's It Going To Be |
| 19 | 16 | 14 | 18 | 18 | JONATHA BROOKE/Crumbs |
| 6 | 10 | 15 | 18 | 18 | HUFFAMOOSE/James |
| - | 10 | 12 | 17 | 17 | BEN FOLDS FIVE/Brick |
| 22 | 17 | 14 | 17 | 17 | CATIE CURTIS/Soullily |
| 12 | 8 | 14 | 16 | 16 | BLUES TRAVELER/Canadian Rose |
| 7 | 9 | 10 | 16 | 16 | GREEN DAY/Time Of Your Life... |
| 9 | 12 | 14 | 15 | 15 | SISTER HAZEL/Happy |
| 22 | 14 | 14 | 15 | 15 | VERVE/Bitter Sweet... |
| 21 | 19 | 14 | 13 | 13 | LISA LOEB/I Do |
| 11 | 14 | 12 | 12 | 12 | PETE BELASCIO/I Want |
| 12 | 11 | 10 | 11 | 11 | PATTY LARKIN/Wolf At The Door |
| 15 | 12 | 10 | 10 | 10 | DOG'S EYE VIEW/Last Letter Home |
| - | 3 | 8 | 9 | 9 | AGENTS OF GOOD ROOTS/Smiling Up The Frown |
| - | 3 | 9 | 9 | 9 | NAKED/Raining On The Sky |
| 12 | 16 | 12 | 9 | 9 | DUNCAN SHEIK/Wishful Thinking |
| - | 3 | 6 | 7 | 7 | CHERRY POPPIN'...Zoot Suit Riot |
| - | 2 | 8 | 8 | 8 | JAMES IHA/Be Strong Now |
| - | 1 | 8 | 8 | 8 | BETH ORTON/Someone's Daughter |
| - | 13 | 13 | 13 | 13 | SUNDAYS/Cry |
| 5 | 8 | 6 | 7 | 7 | FIONA APPLE/Never Is A Promise |
| 6 | 8 | 6 | 7 | 7 | TOM COCHRAN/Lunatic Fringe |
| - | 7 | 6 | 7 | 7 | MARK KNOPFLER/Wag The Dog |
| 1 | 9 | 6 | 7 | 7 | COLLECTIVE SOUL/She Said |

MARKET #13
The Mountain
KMTT/Seattle
(206) 233-1037
Mays/Carlson

| PLAYS | SW | ZW | LW | TW | ARTIST/TITLE |
|-------|----|----|----|----|-------------------------------------|
| - | 18 | 18 | 19 | 19 | VERVE/Bitter Sweet... |
| - | 2 | 16 | 19 | 19 | SARAH MCLACHLAN/Black & White |
| - | 18 | 18 | 19 | 19 | LISA LOEB/I Do |
| - | 18 | 19 | 19 | 19 | LOREENA MCKENITT/The Mummies' Dance |
| - | 18 | 19 | 19 | 19 | MARK KNOPFLER/Wag The Dog |
| - | 19 | 18 | 18 | 18 | ALANA DAVIS/32 Flavors |
| - | 13 | 18 | 18 | 18 | BEN FOLDS FIVE/Brick |
| - | 10 | 19 | 18 | 18 | GREGG ALLMAN/Love The Poison |
| - | 13 | 13 | 13 | 13 | MARCY PLAYGROUND/Sex And Candy |
| - | 10 | 14 | 14 | 14 | PAULA COLE/Don't Want To Wait |
| - | 12 | 13 | 14 | 14 | DAVE MATTHEWS BAND/Receiv... |
| - | | | | | |

OPPORTUNITIES

OPENINGS

OPENINGS

OPENINGS

OPENINGS

NATIONAL

ENTRY LEVEL (TRAINED) NEEDED

If you have completed training with an accredited radio school, or have your degree in communications, or are in your first year or two of commercial radio, there are thousands of small market radio stations seeking your services. NATIONAL makes the complete presentation for you. Our reputation speaks for itself. Check us out with most any radio station. For complete registration call...

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Program Director and Morning Show

Opportunities in Mid-Atlantic and Southeast regions, good companies, great areas to live.

Looking for the stars of today and tomorrow! If you like to work hard, have fun, produce compelling, community involved radio and understand today's technology, we're looking for you!

T&R, Mark Tudor & Associates, P.O. 471230, Charlotte NC, 28247 or fax resume: 704-846-5823.

INTERNATIONAL

WOULD YOU LIKE TO WORK IN EUROPE?

EUROPEAN COMMERCIAL RADIO IS GROWING EXTREMELY FAST. EXPERIENCED U.S. RADIO MANAGERS SHOULD CONTACT NRJ IMMEDIATELY!

NRJ (pronounced "Energy") is Europe's first FM radio company. Currently operating over 250 radio stations throughout major cities in Germany, France, Belgium, Switzerland and Scandinavia. We are looking for professional people, 30 years old and above with strong sales and general management backgrounds. Interested parties should have a minimum of five years management experience in major markets. The jobs consist of training and recruiting radio personnel, managing sales teams and radio stations. Frequent travel throughout Europe is a requirement. The ability to speak a second language like German or French would be an asset, though not required. Compensation will be based on prior experience as well as performance based. Opportunities like these come once in a lifetime. Join NRJ and see the world. Please fax your resume, photo and cover letter to:

Mr Chuck MAYLIN
 Director International Operations
 NRJ
 22, rue Boileau
 75203 PARIS CEDEX 16
 FRANCE
 Fax:00 (33) (1) 44 14 92 92

OPPORTUNITY KNOCKS

CALL: 310-553-4330

in the pages of R&R every Friday

EAST

Active Rock Production Director sought immediately. Parttime on-air also available. T&R: WRCN, Donna Rodger, 1265 Sunrise Hwy., Bayshore, NY 11706 EOE (01/30)

Fulltime and parttime news and production openings at FSR/WPAC. Decent bucks. T&R: Tony DeFranco, Box 239, Ogdensburg, NY 13669 EOE (01/30)

Promotion Director sought for WBZO, WMJC, & JSM. Minimum three years experience. Fax RESUME to Ron Gold. (516) 424-6397 EOE (01/30)

Hiring Now!! Top 50 suburban New York City market has an immediate opening for morning drive talent. Are you a creative, forward thinking, individual or duo who is sickened by lame, ordinary morning radio? Can you compete with the #1 Market in the country? If you're up for the challenge, we needed your stuff yesterday! Great company, great location. T&R: Radio & Records, 10100 Santa Monica Blvd., #438, 5th Floor, Los Angeles, CA 90067. EOE

GENERAL MANAGER

Atlantic Star Communications, Inc., a division of Capstar Broadcasting Partners, seeks a General Manager for its newly-acquired stations in beautiful Portsmouth, NH.

Ideal candidate will be dynamic, sales-driven with a strong sales background and not be afraid to carry a strong house list. You will lead the way to maximizing all inventory and be the creator of dynamic, revenue-producing sales promotions, possess strong people and motivational skills. If you meet the above qualifications, please send resume and references to: Bibi Karim, c/o of Atlantic Star Communications, Inc., 500 Fifth Ave, Suite 3000, New York, NY 10110 or fax 212-302-6457.

Atlantic Star Communications, Inc. is an Equal Opportunity Employer.



Z100 New York seeks morning show producer! Previous or current major market experience preferred. Send package in complete confidence to: Z100, 230 Park Ave., Suite 605, New York, NY 10169. Attn: Tom Poleman, Program Director. Chancellor Media Corp. EOE

News Director—New England small market AC leader. Aggressive, award-winning news team. Strong writing & on-air delivery. Excellent compensation/benefits. Radio & Records, 10100 Santa Monica Blvd., #437, 5th Floor, Los Angeles, CA 90067. EOE

East Coast, Top 50 Market Classic Rock start-up has the following positions available:

Program Director: You must possess excellent communication and leadership skills. Do you have vision? Are you a creative, out-of-the-box thinker and are you a junkie for exciting imaging and production? Then send us your T&R and programming philosophy.

Air Staff: Looking for experienced talent to fill all dayparts. Must be creative, topical and possess strong production skills. T&R: Radio & Records, 10100 Santa Monica Blvd., #439, 5th Floor, Los Angeles, CA 90067. EOE

BROADCAST ENGINEERS

Atlantic Star Communications, Inc., a division of Capstar Broadcasting Partners, seeks qualified broadcast engineers for present and future openings at its rapidly expanding markets. Ideal candidate will have a minimum of 5+ years of broadcast experience and be well versed in maintenance, repair and installation of all high frequency equipment, studio construction and digital automation. Send resume and references to: Bibi Karim, c/o of Atlantic Star Communications, Inc., 500 Fifth Ave, Suite 3000, New York, NY 10110 or fax 212-302-6457.

Atlantic Star Communications, Inc. is an Equal Opportunity Employer.

Morning News/Anchor/Reporter/Production position for Southern Delaware. Contact Operations Manager, Delmarva Broadcasting Company, P.O. Box 7492, Wilmington, DE 19803. EOE

PD: New Central PA, FM (50,000). Format undecided—currently Country simulcast. Strong airshift, production, promotion, leadership skills. Help us build a winner! T&R: Dick Raymond, 44 Bethany Road, Ephrata, PA 17522. EOE

SOUTH

WJKX-FM Laurel-Hattiesburg, MS seeks experienced sales manager. Must have at least 5 years experience. Send resume to: WJKX Radio, c/o Urica Pleas, P.O. Box 737, Ellisville, MS 39437. EOE

Attention Conservative Talkers! Compelling enough to hold an audience for a station who develops big talent? T&R: Radio & Records, 10100 Santa Monica Blvd., #436, 5th Floor, Los Angeles, CA 90067. EOE

MOVE UP!

There's no better time than now to have us assist you in finding the position you want. Over 20 years of major to small market connections with stations contacting us for personnel. We PLACE talent.

NETWORK
(407) 977-2900

AC Morning Show co-host wanted. Host is 8-year vet. Must be Quick, funny and adult. Come to the beach. Females encouraged. T&R to: Mike Farrow, WGNI, 1890 Dawson St., Wilmington, NC 28403. EOE

Chancellor Media's Classic Rock 92.5 KZPS Dallas has immediate openings, including Asst. PD, Selector expert. Send tape and resume to: John Larson, VP Programming, KZPS, 15851, Dallas Parkway Suite 1200, Dallas, TX 75248. M/F EOE.

Capstar Broadcasting is seeking an experienced professional to serve as the principal corporate coordinator of equal employment opportunity and diversity issues for the company's radio broadcasting stations. Qualifications: College degree; experience managing EEO programs and a working knowledge of other Human Resources programs; excellent communication, interpersonal, presentation and analytical skills; demonstrated ability in using spreadsheets, work processing and database software; and the ability to work independently. Previous experience in the communications or broadcasting fields or in a business subject to governmental EEO or affirmative action requirements a plus. Send resume and references to: Capstar Broadcasting Partners, Inc., 600 Congress Avenue, Ste. 1400, Austin, TX 78701, attn: EEO Opportunity.

Lite 102.9

WLYT/Charlotte seeks two key people for immediate openings...

PROMOTIONS DIRECTOR: Experienced in event management, on-air contesting, value-added promotion, desktop publishing and on-the-street visibility. Must possess a good balance of creativity and attention to detail, a team-player attitude, focus on (and affection for) the soft AC format and our target audience, as well as a huge sense of humor. Resume & whatever else you think will impress!

LOVE SONGS HOST: For locally produced, PG-rated, 7pm-12pm program plus production and paid appearances. Send us your current ratings success story along with tape/resume/picture. Please include generous samples of your concise and compelling "phone" work.

Station consistently rated #1 women... nice folks to work with... brand new facility under construction... wonderful city already here! SFX Broadcasting is an EOE. Women and minorities encouraged to apply.

Mike Berlak/Program Director
 WLYT/Lite 102.9
 301 S. McDowell, Suite 210
 Charlotte, NC 28204

OPENINGS

MORNING/AFTERNOON TALENT

Wanted! A morning show that doesn't suck. If you are currently part of a morning or afternoon team or a great stand alone talent, this premier alternative station in top-ten market has a huge opportunity for you! If you can communicate with 18-34s and your arsenal includes something other than blue humor, rush tape and resume to Duane Doherty, KDGE, 15851 Dallas Parkway, Suite 1200, Dallas, TX, 75248. No Phone Calls. EOE.

Oldies 103 WRKA is seeking asst. PD/PM drive. Groomed for PD job. Automation experience and great Selector skills required. 5 years radio and oldies experience preferred. Send T&R: to Cox Radio, 10001 Linn Station Rd., Louisville KY 40223. EOE

MIDWEST

Rocker WLSR-FM seeks air talent for mornings to join our team. T&R: Brian Prescott, 154 E. Simmons St., Galesburg, IL 61401 EOE (01/30)

Sales, opportunity to advance to sales manager. 50,000 watt KBKB-FM. RESUME: Talley Group, Box 369, Ft. Madison, IA 52627 EOE (01/30)

WBTT-FM seeks afternoon on-air personality. Previous experience preferred. T&R: WBTT, Jeff Ballentine, 101 Pine St., Dayton, OH 45402 EOE (01/30)

WZZQ seeks night rocker. Plenty of phones and ability to blow studio monitors necessary. T&R: Jim Stone, Box 35, Terre Haute, IN 47808 EOE (01/30)

Program Director. On-air, promotional, computer and production experience. RESUME: KOKZ-FM, Box 1540, Waterloo, IA 50704 EOE (01/30)

Rock 103.5 is looking for an afternoon host. Can you read a liner card? Is show prep a Rolling Stone Magazine and a bong hit? Do you hang around school yards? Then stay away. Send your stuff to: Dave Richards, Station Manager, WRCX-FM, 875 N. Michigan Ave., Suite #4000, Chicago, IL 60611 and send it now! Call and die! EOE

We want you to be a star! WMRR/West Michigan's Classic Rock seeks morning entertainer to help us grow. We have the promotional tools. Great company, benefits & lifestyle. Don Beno, WMRR, 875 E. Summit, Muskegon, MI 49444 EOE.

CREATIVE DIRECTOR

Talented writer for station group. Must be able to write, voice and produce, digital equipment. Good salary, health insurance, 401k ESOP. Tape, resume, writing samples to: John Ramsey, KCLD, P.O. Box 1458, St. Cloud, MN 56302. No Calls. EOE

www.ronline.com

OPENINGS

WEST

Hot AC. Top 100. Gen. X'ers. Future day parts. T&R: KLLY, Mark McKay, 3651 Pegasus Dr., Ste. 107, Bakersfield, CA 93308 EOE (01/30)

Country Giant searching for N.W. air talent. T&R: KLAD, Box 339, Klamath Falls OR 97601 EOE (01/30)

Mornings, small market big sound. Polished, professional, must entertain. Minimum three years. T&R: KKJG, 4115 Broad St., Ste. B4, San Luis Obispo, CA 93401 EOE (01/30)

LA based radio network company seeks AE. Fax RESUME: (310) 285-6401 EOE (01/30)

COLORADO OLDIES AFTERNOONS

Oldies 92.9 in Colorado Springs seeks afternoon personality. Love Oldies? Like to have fun? Can you relate to 35-54 adults? Send T&R to: Randy Hill, Oldies 92.9, 2864 S. Circle #150, Colorado Springs, CO 80906. No Phone Calls! EOE



Mornings at Citadel's Hot AC Flagship in Salt Lake City! Fun, relatable, female-friendly, real, clean, street-hustling, hard working, self promoting, directable; Is that you? Singles, teams, couples, I need to hear from you now! No newbies or traffic types ... we've got that covered! Pure entertainment only! T&Rs & recent photo overnight to: Steve Kelly, Director of Operations, B98.7, 434 Bearcat Drive, Salt Lake City, UT 84115. Calls OK! Citadel Communications is an EOE.

Young Country and Kiss 106.1 (CHR) Seattle need an awesome Creative/Production Director to head up a fast-paced production department. Station imaging, digital editing experience essential, knowledge of RCS Master Control helpful. Rush your package to: Mike Preston, Kiss 106.1, 3131 Elliott Ave., Suite 750, Seattle, WA 98121. American Radio Systems EOE. No Calls.



Our midday person is leaving for a top-20 market. X-TREME Radio needs a new Midday Air Talent. Can you follow Howard Stern (The top morning show in Las Vegas)? Can you do killer production, appearances, promotions, show prep, music info? Do you believe in hard work? Yadda, Yadda, Yadda.

Send your tape & resume to: Mike Stern @ American Radio Systems, Human Resources, 6655 West Sahara, Ste. D-208, Las Vegas, NV 89102. American Radio Systems is an Equal Opportunity Employer. Women and minorities are encouraged to apply.

OPENINGS

All positions - On Air PD and Sales for expanding Central California Broadcasting Group. Multiple formats. Radio & Records, 10100 Santa Monica Blvd., #431, 5th Floor, Los Angeles, CA 90067. EOE

Are you looking for a very unique challenge in radio? Then send us your tape and resume. The Radio One Networks are looking for personalities for its three formats. Alternative, Hot AC and Country. We are America's only network that features "true localization." What matters to us is talent, creativity and work ethic. If this sounds like you, let's talk. Overnight your tape and resume to: Tony Mauro, Director of Programming, Radio One Networks, Box 5559, Avon, CO 81620. EOE

POSITIONS SOUGHT

AVAILABLE: FEMALE, CHR TALENT W/FUN

Fresh radio approach, and the #1 rated midday show 12+ Fall '97 in NY ADI (suburban mkt.) 60 miles north of NYC.

Spring '97 increased females 18-49 by almost 4 ratings points. Increased all other demos by at least one point.

Before I sign on the dotted line ... just checking to make sure I have considered all options. Will discuss just about any scenario, i.e., possible morning sidekick, middays, afternoon, and relocation.

2 years medium market AOR experience, country and AC familiarity.

Will trade dollars for fun, creative, flexible, team-oriented environment. Sue Turk/Suzanne Joy (914) 691-2742

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Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

Payable In Advance

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310) 203-8727 or mail.. Visa, MC, AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PDT)** eight days prior to issue date. Address all ads to: R&R Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067

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.

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To appear in the following week's issue, your ad must be received by **Thursday noon (PDT)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727. Only free positions sought ads are accepted by email—garrett@rronline.com Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

RADIO & RECORDS

10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable sales tax) in the United States or \$695.00 overnight delivery (U.S. funds only), \$320.00 in Canada and Mexico, and \$450.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two Rating Report & Directory issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. 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. The terms Back Page, Breakers, Most Added, R&R, Compact Data, and Street Talk are registered trademarks of Radio & Records. POSTMASTER: Send address changes to T&R, 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067.

MARKETPLACE

AIRCHECKS

AUDIO & VIDEO AIRCHECKS!

CURRENT #213: KQKS/Geo. McFly, Z100/Lukas, WKTU/Hollywood & Goumba, KVIL/Ron Chapman, WRGX/Jack Diamond, WMVP/Steve Cochran, WJMN/Ramiro-Ralphie, KRTH/Shotgun Tom \$7.50
CURRENT #212: WKTU/Bill Lee, KYSR/Ryan Seacrest, KHKS/Domino, KIIS/Gary Spears, KYLD/Elves & JV, KBPV/Whipping Boy, WZPL, SF's new KISQ, CKDB/Darren Stevens \$7.50
PERSONALITY PLEASURES #211: KHKS/Kid Kraddick, KGB/Dave, Shelly & Chansaw, WXKS/Matt Siegel, KISW/Bob Rivers \$7.50
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PERSONALITY PLEASURES #209: WNIC/Jim Harper, KSHE/Bob & Tom, WTMX/Eric & Kathy, KFJ/Phil Hendrie \$7.50
ALL COUNTRY #208: KSCS, WKLB, KASE, KVET, KNOI, KRAK \$7.50
ALL CHR #207: WKTU, Z100, KPWR, KMEL, KHFI, WKSS \$7.50
ALL AC #206: KFMB-FM, KDMX, KVIL, KBBF, KZZO, K101 \$7.50
PROFESSOR #205: NEW YORK AM DRIVE! CHR Z100, WKTU, WDHT, UC WRKS, WBLS, Gold WCBS, AOR WXRK, WAXQ, WNEW, AC WPLJ, WLTV, WNSR \$7.50
PROFESSOR #204: BALTIMORE! CHR WXYV, WERQ, UC WWIN, City WPOC, WGRX, AC WLIF, WMMX, AOR WYXY, WHFS, Gold WQSR, WOCT \$7.50
PROMO VAULT #203: promo samples - all formats, all market sizes. Cassette, \$10
SWEEPSTAKES #202: Sweeper & Legal ID samples, all formats. Cassette, \$10
DISCOUNT RADIO #201: MODERN ROCK #24 (ALL FEMALE), #UC-19 (ALL URBAN), #CHIC-24 (CHR NIGHTS), #W-19 (ALL COUNTRY), #KRR-14 (ALL AC), #S-356 (WASHINGTON) at \$7.50 each
CLASSIC AC-206: WIL/Robin Scott-1961, KAFY/Jerry Clifton-1967, K100/Jim Carson-Pat Garrett-1975, KRTH/Brian Bieme-1980, K100/Charlie Tuna-1978, \$11
VIDEO #20: NY's WKTU/Bill Lee, Boston's WJMN/Ramiro-Ralphie Marino, DC's WNNZ/JoJo Morales, WBIG/Tom Kelly, San Diego's KKLQ/Smiley, Kim & Matt, 2 hot hrs. VHS \$25!
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|---------------|---------|
| 1 time | \$90.00 |
| 6 insertions | 85.00 |
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| 26 insertions | 70.00 |
| 51 insertions | 65.00 |

Marketplace

RADIO & RECORDS, 10100 Santa Monica Blvd,
Fifth Floor, Los Angeles, CA 90067
310-553-4330 Fax: 310-203-8727

CHR/POP

| LW | TW | |
|----|----|--|
| 1 | 1 | SAVAGE GARDEN Truly Madly Deeply (Columbia) |
| 7 | 2 | CELINE DION My Heart Will Go On (550 Music) |
| 4 | 3 | BACKSTREET BOYS As Long As You Love Me (Jive) |
| 3 | 4 | SMASH MOUTH Walkin' On The Sun (Interscope) |
| 2 | 5 | CHUMBAWAMBA Tubthumping (Republic/Universal) |
| 5 | 6 | MATCHBOX 20 3am (Lava/Atlantic) |
| 6 | 7 | ROBYN Show Me Love (RCA) |
| 8 | 8 | USHER You Make Me Wanna... (LaFace/Arista) |
| 10 | 9 | JANET Together Again (Virgin) |
| 11 | 10 | LISA LOEB I Do (Geffen) |
| 9 | 11 | SUGAR RAY Fly (Lava/Atlantic) |
| 16 | 12 | BILLIE MYERS Kiss The Rain (Universal) |
| 12 | 13 | MEREDITH BROOKS What Would Happen (Capitol) |
| 15 | 14 | GREEN DAY Time Of Your Life (Good...) (Reprise) |
| 18 | 15 | THIRD EYE BLIND How's It Going To Be (Elektra/EEG) |
| 17 | 16 | BRYAN ADAMS Back To You (A&M) |
| 14 | 17 | PAULA COLE I Don't Want To Wait (Imago/WB) |
| 22 | 18 | SARAH MCLACHLAN Sweet Surrender (Arista) |
| 30 | 19 | JIMMY RAY Are You Jimmy Ray? (Epic) |
| 13 | 20 | ALLURE All Cried Out (Track Masters/Crave) |
| 19 | 21 | NU FLAVOR Heaven (Reprise) |
| 25 | 22 | AEROSMITH Pink (Columbia) |
| 26 | 23 | LOREENA MCKENITT The Mummers' Dance (Quinlan Road/WB) |
| 27 | 24 | ALL SAINTS I Know Where It's At (London/Island) |
| 23 | 25 | BLESSID UNION Light In Your Eyes (Capitol) |
| 20 | 26 | INOJ Love You Down (So So Def/Columbia) |
| 35 | 27 | 'N SYNC I Want You Back (RCA) |
| 28 | 28 | ALANA DAVIS 32 Flavors (Elektra/EEG) |
| 31 | 29 | WILL SMITH Gettin' Jiggy Wit It (Columbia) |
| 38 | 30 | SPICE GIRLS Too Much (Virgin) |

CHR begins on Page 50.

HOT AC

| LW | TW | |
|----|----|--|
| 2 | 1 | MATCHBOX 20 3am (Lava/Atlantic) |
| 1 | 2 | SMASH MOUTH Walkin' On The Sun (Interscope) |
| 3 | 3 | LISA LOEB I Do (Geffen) |
| 4 | 4 | CHUMBAWAMBA Tubthumping (Republic/Universal) |
| 5 | 5 | PAULA COLE I Don't Want To Wait (Imago/WB) |
| 9 | 6 | SAVAGE GARDEN Truly Madly Deeply (Columbia) |
| 7 | 7 | SARAH MCLACHLAN Sweet Surrender (Arista) |
| 14 | 8 | CELINE DION My Heart Will Go On (550 Music) |
| 6 | 9 | SUGAR RAY Fly (Lava/Atlantic) |
| 12 | 10 | LOREENA MCKENITT The Mummers' Dance (Quinlan Road/WB) |
| 10 | 11 | BILLIE MYERS Kiss The Rain (Universal) |
| 8 | 12 | TONIC If You Could Only See (Polydor/A&M) |
| 13 | 13 | THIRD EYE BLIND How's It Going To Be (Elektra/EEG) |
| 11 | 14 | SISTER HAZEL All For You (Universal) |
| 15 | 15 | ELTON JOHN Something About The Way... (Rocket/A&M Associated) |
| 20 | 16 | GREEN DAY Time Of Your Life (Good...) (Reprise) |
| 16 | 17 | ALANA DAVIS 32 Flavors (Elektra/EEG) |
| 19 | 18 | MATCHBOX 20 Push (Lava/Atlantic) |
| 17 | 19 | SUNDAYS Summertime (DGC/Geffen) |
| 21 | 20 | BRYAN ADAMS Back To You (A&M) |
| 22 | 21 | CHANTAL KREVIASZUK Surrounded (Columbia) |
| 25 | 22 | MEREDITH BROOKS What Would Happen (Capitol) |
| 29 | 23 | BEN FOLDS FIVE Brick (550 Music) |
| 24 | 24 | SISTER HAZEL Happy (Universal) |
| — | 25 | VERVE Bitter Sweet Symphony (Hut/Virgin) |
| — | 26 | BACKSTREET BOYS As Long As You Love Me (Jive) |
| 27 | 27 | BLESSID UNION Light In Your Eyes (Capitol) |
| 30 | 28 | ROBYN Show Me Love (RCA) |
| — | 29 | JIMMY RAY Are You Jimmy Ray? (Epic) |
| — | 30 | EDWIN MCCAIN I'll Be (Lava/Atlantic) |

AC begins on Page 83.

CHR/RHYTHMIC

| LW | TW | |
|----|----|--|
| 1 | 1 | K-CI & JOJO All My Life (MCA) |
| 2 | 2 | USHER Nice & Slow (LaFace/Arista) |
| 5 | 3 | UNCLE SAM I Don't Ever Want To See You... (Stonecreek/Epic) |
| 4 | 4 | LSG My Body (EastWest/EEG) |
| 3 | 5 | USHER You Make Me Wanna... (LaFace/Arista) |
| 6 | 6 | SOMETHIN' FOR THE PEOPLE My Love Is... (Warner Bros.) |
| 9 | 7 | JANET Together Again (Virgin) |
| 10 | 8 | WILL SMITH Gettin' Jiggy Wit It (Columbia) |
| 7 | 9 | BOYZ II MEN A Song For Mama (Motown) |
| 8 | 10 | MISSY "MISDEMEANOR" ELLIOTT Sock It 2 Me (EastWest/EEG) |
| 14 | 11 | DESTINY'S CHILD No, No, No (Grass Roots/Columbia) |
| 12 | 12 | SERMON, MURRAY & REDMAN Rapper's Delight (Priority) |
| 11 | 13 | MASE Feel So Good (Bad Boy/Arista) |
| 27 | 14 | BRIAN MCKNIGHT Anytime (Mercury) |
| 21 | 15 | CELINE DION My Heart Will Go On (550 Music) |
| 13 | 16 | BACKSTREET BOYS As Long As You Love Me (Jive) |
| 16 | 17 | K.P. & ENVYI Swing My Way (EastWest/EEG) |
| 15 | 18 | QUEEN PEN All My Love (Lil' Man/Interscope) |
| 22 | 19 | TIMBALAND & MAGOO Luv 2 Luv You (BlackGround/Atlantic) |
| 23 | 20 | MARIAH CAREY I/BONE THUGS... Breakdown (Columbia) |
| 17 | 21 | PUFF DADDY & THE FAMILY Been Around... (Bad Boy/Arista) |
| 30 | 22 | MASE I/TOTAL What You Want (Bad Boy/Arista) |
| 29 | 23 | BUSTA RHYMES Dangerous (Elektra/EEG) |
| 19 | 24 | NU FLAVOR Heaven (Reprise) |
| 18 | 25 | ALLURE All Cried Out (Track Masters/Crave) |
| 40 | 26 | NEXT Too Close (Arista) |
| 25 | 27 | DRU HILL 5 Steps (Island) |
| 36 | 28 | SWV Rain (RCA) |
| 33 | 29 | WYCLEF JEAN Gone Till November (Ruffhouse/Columbia) |
| 28 | 30 | CHUMBAWAMBA Tubthumping (Republic/Universal) |

CHR begins on Page 50.

AC

| LW | TW | |
|----|----|--|
| 1 | 1 | CELINE DION My Heart Will Go On (550 Music) |
| 2 | 2 | RICHARD MARX & DONNA LEWIS At The Beginning (Atlantic) |
| 3 | 3 | ELTON JOHN Something About The Way... (Rocket/A&M Associated) |
| 4 | 4 | JIM BRICKMAN w/ASHTON & RAYE The Gift (Windham Hill) |
| 6 | 5 | PAULA COLE I Don't Want To Wait (Imago/WB) |
| 5 | 6 | MICHAEL BOLTON The Best Of Love (Columbia) |
| 7 | 7 | KENNY G Loving You (Arista) |
| 12 | 8 | VANESSA WILLIAMS Oh How The Years Go By (Mercury) |
| 9 | 9 | LEANN RIMES How Do I Live (Curb) |
| 11 | 10 | BILLY JOEL Hey Girl (Columbia) |
| 14 | 11 | BRYAN ADAMS Back To You (A&M) |
| 8 | 12 | GARY BARLOW So Help Me Girl (Arista) |
| 10 | 13 | DARYL HALL & JOHN OATES Promise Ain't Enough (Push) |
| 13 | 14 | TONI BRAXTON w/KENNY G How Could An Angel... (LaFace/Arista) |
| 20 | 15 | SAVAGE GARDEN Truly Madly Deeply (Columbia) |
| 21 | 16 | BACKSTREET BOYS As Long As You Love Me (Jive) |
| 15 | 17 | BACKSTREET BOYS Quit Playing Games (With...) (Jive) |
| 18 | 18 | BLESSID UNION Light In Your Eyes (Capitol) |
| — | 19 | JOHN TESH I/JAMES INGRAM Give Me Forever... (GTSP/Mercury) |
| 17 | 20 | BETH NIELSEN CHAPMAN Sand And Water (Reprise) |
| 16 | 21 | AMY GRANT Takes A Little Time (A&M) |
| — | 22 | FLEETWOOD MAC Landslide (Reprise) |
| 24 | 23 | RAY VEGA Even More (BNA) |
| 26 | 24 | LISA LOEB I Do (Geffen) |
| 25 | 25 | KENNY LOGGINS Now That I Know Love (Columbia) |
| 27 | 26 | SAMANTHA COLE Without You (Universal) |
| 29 | 27 | SHANIA TWAIN You're Still The One (Mercury) |
| — | 28 | GARY BARLOW Superhero (Arista) |
| — | 29 | SARAH MCLACHLAN Sweet Surrender (Arista) |
| — | 30 | LOREENA MCKENITT The Mummers' Dance (Quinlan Road/ |

AC begins on Page 83.

URBAN

| LW | TW | |
|----|----|--|
| 3 | 1 | BRIAN MCKNIGHT Anytime (Mercury) |
| 2 | 2 | DRU HILL 5 Steps (Island) |
| 1 | 3 | USHER Nice & Slow (LaFace/Arista) |
| 4 | 4 | UNCLE SAM I Don't Ever Want To See You... (Stonecreek/Epic) |
| 5 | 5 | TIMBALAND & MAGOO Luv 2 Luv You (BlackGround/Atlantic) |
| 7 | 6 | JANET Together Again (Virgin) |
| 9 | 7 | DESTINY'S CHILD No, No, No (Grass Roots/Columbia) |
| 11 | 8 | BUSTA RHYMES Dangerous (Elektra/EEG) |
| 16 | 9 | SWV Rain (RCA) |
| 13 | 10 | MASE I/TOTAL What You Want (Bad Boy/Arista) |
| 19 | 11 | MARY J. BLIGE Seven Days (MCA) |
| 14 | 12 | K-CI & JOJO All My Life (MCA) |
| 15 | 13 | SAM SALTER It's On Tonight (LaFace/Arista) |
| 18 | 14 | SOMETHIN' FOR THE PEOPLE All I Do (Warner Bros.) |
| 6 | 15 | JON B. Are U Still Down? (Yab Yum/550 Music) |
| 26 | 16 | OL SKOOL I/K. SWEAT & XSCAPE Am I Dreaming (Keia/Universal) |
| 21 | 17 | QUEEN PEN All My Love (Lil' Man/Interscope) |
| 10 | 18 | BOYZ II MEN A Song For Mama (Motown) |
| 27 | 19 | NEXT Too Close (Arista) |
| 20 | 20 | WILL SMITH Gettin' Jiggy Wit It (Columbia) |
| 25 | 21 | MASTER P Make 'Em Say Ugh (No Limit/Priority) |
| 23 | 22 | LSG My Body (EastWest/EEG) |
| 31 | 23 | MISSY "MISDEMEANOR" ELLIOTT Bep Me 911 (EastWest/EEG) |
| 29 | 24 | K.P. & ENVYI Swing My Way (EastWest/EEG) |
| 8 | 25 | JOE Good Girls (Jive) |
| 22 | 26 | GINUWINE Only When U R Lonely (550 Music) |
| 24 | 27 | DRU HILL We're Not Making Love No More (LaFace/Arista) |
| — | 28 | LSG I/L.L., BUSTA & MC LYTE Curious (EastWest/EEG) |
| 35 | 29 | PHAJJA So Long (Well, Well, Well) (Warner Bros.) |
| 12 | 30 | 2PAC I Wonder If Heaven Got A... (Amaru/Jive) |
| 46 | 31 | MARIAH CAREY I/BONE THUGS... Breakdown (Columbia) |
| 45 | 34 | JODY WATLEY Off The Hook (Atlantic) |

URBAN begins on Page 61.

ACTIVE ROCK

| LW | TW | |
|----|----|--|
| 1 | 1 | PEARL JAM Given To Fly (Epic) |
| 2 | 2 | CREED My Own Prison (Wind-up) |
| 3 | 3 | BLACK LAB Wash It Away (DGC/Geffen) |
| 5 | 4 | METALLICA The Unforgiven II (Elektra/EEG) |
| 4 | 5 | AEROSMITH Taste Of India (Columbia) |
| 7 | 6 | MARCY PLAYGROUND Sex And Candy (Capitol) |
| 6 | 7 | GREEN DAY Time Of Your Life (Good...) (Reprise) |
| 12 | 8 | DAYS OF THE NEW Shelf In The Room (Outpost/Geffen) |
| 11 | 9 | BIG WRECK The Oaf (Atlantic) |
| 9 | 10 | DAYS OF THE NEW Touch, Peel, And Stand (Outpost/Geffen) |
| 10 | 11 | MATCHBOX 20 3am (Lava/Atlantic) |
| 8 | 12 | OZZY OSBOURNE Back On Earth (Epic) |
| 14 | 13 | OUR LADY PEACE Clumsy (Columbia) |
| 19 | 14 | CHRIS CORNELL Sunshower (Atlantic) |
| 15 | 15 | MEGADETH Almost Honest (Capitol) |
| 13 | 16 | METALLICA The Memory Remains (Elektra/EEG) |
| 17 | 17 | CAROLINE'S SPINE Sullivan (Hollywood) |
| 22 | 18 | FOO FIGHTERS My Hero (Roswell/Capitol) |
| 16 | 19 | FOO FIGHTERS Everlong (Roswell/Capitol) |
| 21 | 20 | BLINK 182 Dammit (Growing Up) (Cargo/MCA) |
| 20 | 21 | COLLECTIVE SOUL She Said (Dimension/Capitol) |
| 28 | 22 | KENNY WAYNE SHEPHERD Blue On Black (Revolution) |
| 18 | 23 | TOOL Forty Six & 2 (Freeworld) |
| 24 | 24 | SEVENDUST Black (TVT) |
| 25 | 25 | LED ZEPPELIN The Girl I Love (Atlantic) |
| 26 | 26 | RAGE AGAINST THE MACHINE The Ghost Of Tom Joad (Epic) |
| 29 | 27 | DREAM THEATER You Not Me (EastWest/EEG) |
| 31 | 28 | VERVE Bitter Sweet Symphony (Hut/Virgin) |
| 23 | 29 | FAITH NO MORE Ashes To Ashes (Slash/Reprise) |
| 27 | 30 | BUSH Mouth (Hollywood) |

No Songs Qualified For Breaker Status This Week.

ROCK begins on Page 95.

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Breakers In Blue

NATIONAL AIRPLAY OVERVIEW JANUARY 30, 1998

URBAN AC

| LW | TW | Artist | Song | Label |
|----|----|--------------------------------|--------------------------------|--------------------|
| 1 | 1 | BOYZ II MEN | A Song For Mama | (Motown) |
| 2 | 2 | DRU HILL | We're Not Making Love No More | (LaFace/Arista) |
| 4 | 3 | BRIAN MCKNIGHT | Anytime | (Mercury) |
| 3 | 4 | ERYKAH BADU | Tyrone | (Kedar/Universal) |
| 6 | 5 | UNCLE SAM | I Don't Ever Want To See You.. | (Stonemcreek/Epic) |
| 5 | 6 | SOUNDS OF BLACKNESS | Hold On (Change Is...) | (Perspective/A&M) |
| 7 | 7 | LSG | My Body | (EastWest/EEG) |
| 9 | 8 | LUTHER VANDROSS | I Won't Let You Do That To Me | (LV/Epic) |
| 12 | 9 | JANET | Together Again | (Virgin) |
| 13 | 10 | DRU HILL | 5 Steps | (Island) |
| 8 | 11 | WHISPERS | My My My | (Interscope) |
| 11 | 12 | MILESTONE | I Care 'Bout You | (LaFace/Arista) |
| 10 | 13 | BEBE WINANS | In Harm's Way | (Atlantic) |
| 14 | 14 | JOE | Good Girls | (Jive) |
| 22 | 15 | MARY J. BLIGE | Seven Days | (MCA) |
| 15 | 16 | MARIAH CAREY | Butterfly | (Columbia) |
| 17 | 17 | PATTI LABELLE | Shoe Was On The Other Foot | (MCA) |
| 16 | 18 | WILL DOWNING | All About You | (Mercury) |
| 19 | 19 | JOHNNY GILL | Maybe | (Motown) |
| 27 | 20 | JODY WATLEY | Off The Hook | (Atlantic) |
| 29 | 21 | USHER | Nice & Slow | (LaFace/Arista) |
| 18 | 22 | VANESSA WILLIAMS | First Thing On Your Mind | (Mercury) |
| 20 | 23 | LUTHER VANDROSS | When You Call On Me/Baby... | (LV/Epic) |
| — | 24 | PATTI LABELLE | Someone Like You | (MCA) |
| — | 25 | OL SKOOL I/K. SWEAT & XSCAPE | Am I Dreaming | (Keia/Universal) |
| 24 | 26 | KAREN CLARK-SHEARD/FAITH EVANS | Nothing Without... | (Island) |
| 30 | 27 | SWV | Rain | (RCA) |
| — | 28 | PHAJJA | So Long (Well, Well, Well) | (Warner Bros.) |
| 21 | 29 | TONI BRAXTON w/KENNY G | How Could An Angel... | (LaFace/Arista) |
| 25 | 30 | JOE | The Love Scene | (Jive) |

URBAN begins on Page 61.

COUNTRY

| LW | TW | Artist | Song | Label |
|----|----|--------------------------------|--------------------------------|------------------|
| 2 | 1 | TIM MCGRAW | Just To See You Smile | (Curb) |
| 1 | 2 | SAMMY KERSHAW | Love Of My Life | (Mercury) |
| 3 | 3 | LEANN RIMES | On The Side Of Angels | (MCG/Curb) |
| 5 | 4 | LILA MCCANN | I Wanna Fall In Love | (Asylum/EEG) |
| 4 | 5 | ANITA COCHRAN & STEVE WARINER | What If I Said | (Warner Bros.) |
| 8 | 6 | DIAMOND RIO | Imagine That | (Arista) |
| 7 | 7 | SHANIA TWAIN | Don't Be Stupid (You Know...) | (Mercury) |
| 9 | 8 | LEE ANN WOMACK | You've Got To Talk To Me | (Decca) |
| 11 | 9 | KENNY CHESNEY | A Chance | (BNA) |
| 12 | 10 | GEORGE STRAIT | Round About Way | (MCA) |
| 6 | 11 | BROOKS & DUNN | He's Got You | (Arista) |
| 13 | 12 | GARTH BROOKS | She's Gonna Make It | (Capitol) |
| 14 | 13 | LORRIE MORGAN | One Of Those Nights Tonight | (BNA) |
| 15 | 14 | COLLIN RAYE | Little Red Rodeo | (Epic) |
| 16 | 15 | BRYAN WHITE | One Small Miracle | (Asylum/EEG) |
| 18 | 16 | CLINT BLACK | Nothin' But The Taillights | (RCA) |
| 17 | 17 | WYNONNA | Come Some Rainy Day | (Curb/Universal) |
| 22 | 18 | WADE HAYES | The Day That She Left Tulsa... | (DKC/Columbia) |
| 19 | 19 | NEAL MCCOY | If You Can't Be Good (Be...) | (Atlantic) |
| 24 | 20 | DIXIE CHICKS | I Can Love You Better | (Monument) |
| 21 | 21 | TRAVIS TRITT | Still In Love With You | (Warner Bros.) |
| 25 | 22 | DAVID KERSH | If I Never Stop Loving You | (Curb) |
| 28 | 23 | TRISHA YEARWOOD | Perfect Love | (MCA) |
| 26 | 24 | KINLEYS | Just Between You And Me | (Epic) |
| 32 | 25 | ALAN JACKSON | A House With No Curtains | (Arista) |
| 10 | 26 | JOHN MICHAEL MONTGOMERY | Angel In My Eyes | (Atlantic) |
| 29 | 27 | DARYLE SINGLETARY | The Note | (Giant) |
| 31 | 28 | CLAY WALKER | Then What | (Giant) |
| 30 | 29 | MARK CHESNUTT | It's Not Over | (Decca) |
| 36 | 30 | TRACE ADKINS | Lonely Won't Leave Me Alone | (Capitol) |
| 37 | 31 | JO DEE MESSINA | Bye, Bye | (Curb) |
| 44 | 32 | MARTINA MCBRIDE w/JIM BRICKMAN | Valentine | (RCA) |
| 40 | 33 | MINDY MCCREARY | You'll Never Know | (BNA) |

COUNTRY begins on Page 73.

NAC/SMOOTH JAZZ

| LW | TW | Artist | Song | Label |
|----|----|-----------------------------|------------------------|--------------------------|
| 1 | 1 | CANDY DULFER | For The Love... | (N2K Encoded Music) |
| 2 | 2 | RICHARD ELLIOT | If You Want My Love | (Metro Blue/Blue Note) |
| 3 | 3 | KENNY G | Loving You | (Arista) |
| 4 | 4 | AVENUE BLUE | Always There | (Mesa/Bluemoon/Atlantic) |
| 5 | 5 | BOB JAMES | Mind Games | (Warner Bros.) |
| 9 | 6 | THOM ROTELLA | What's The Story? | (Telarc) |
| 11 | 7 | PAUL HARDCASTLE | Paradise Cove | (JVC/JMI) |
| 6 | 8 | BRIAN CULBERTSON | So Good | (Bluemoon/Atlantic) |
| 10 | 9 | DAVID BENOIT | Rue De La Soliel | (GRP) |
| 8 | 10 | CRAIG CHAQUICO /PETER WHITE | Lights Out... | (Higher Octave) |
| 7 | 11 | JONATHAN BUTLER | Song For Elizabeth | (N2K Encoded Music) |
| 13 | 12 | PAT METHENY | Follow Me | (Warner Bros.) |
| 18 | 13 | RICK BRAUN | Chelsea | (Mesa/Bluemoon/Atlantic) |
| 12 | 14 | PETE BELASCO | All In My Mind | (Verve Forecast) |
| 15 | 15 | PHILLIPE SAISSE | Riviera | (Verve Forecast) |
| 16 | 16 | KIRK WHALUM | If Only For One Night | (Warner Bros.) |
| 17 | 17 | PAUL TAYLOR | Groove Zone | (Countdown/Unity) |
| 22 | 18 | BRIAN TARQUIN | One Arabian Knight | (Instinct) |
| 23 | 19 | PIECES OF A DREAM | Knikki's Smile | (Blue Note) |
| 14 | 20 | CHRIS BOTTI | Regroovable | (Verve Forecast) |
| 25 | 21 | RICHARD SMITH | First Kiss | (Heads Up) |
| 19 | 22 | JIM BRICKMAN | Dreams Come True | (Windham Hill) |
| 20 | 23 | JOYCE COOLING | South Of Market | (Heads Up) |
| 26 | 24 | VANESSA WILLIAMS | Oh How The Years Go By | (Mercury) |
| — | 25 | EVAN MARKS | Coast To Coast | (Verve Forecast) |
| — | 26 | CHUCK LOEB | Just Us | (Shanachie) |
| — | 27 | CHIELI MINUCCI | Dreams | (JVC/JMI) |
| 24 | 28 | MICHAEL BOLTON | The Best Of Love | (Columbia) |
| 29 | 29 | YANNI | Dance With A Stranger | (Virgin) |
| 30 | 30 | DEAN JAMES | Market Street | (Brajo/Ichiban) |

NAC begins on Page 90.

ROCK

| LW | TW | Artist | Song | Label |
|----|----|----------------------|-----------------------------|---------------------|
| 1 | 1 | PEARL JAM | Given To Fly | (Epic) |
| 2 | 2 | MATCHBOX 20 | 3am | (Lava/Atlantic) |
| 3 | 3 | AEROSMITH | Taste Of India | (Columbia) |
| 4 | 4 | DAYS OF THE NEW | Touch, Peel, And Stand | (Outpost/Geffen) |
| 10 | 5 | KENNY WAYNE SHEPHERD | Blue On Black | (Revolution) |
| 5 | 6 | CREED | My Own Prison | (Wind-up) |
| 7 | 7 | GREEN DAY | Time Of Your Life (Good...) | (Reprise) |
| 8 | 8 | BLACK LAB | Wash It Away | (DGC/Geffen) |
| 11 | 9 | BIG WRECK | The Oaf | (Atlantic) |
| 6 | 10 | LED ZEPPELIN | The Girl I Love | (Atlantic) |
| 12 | 11 | COLLECTIVE SOUL | She Said | (Dimension/Capitol) |
| 16 | 12 | METALLICA | The Unforgiven II | (Elektra/EEG) |
| 17 | 13 | ROLLING STONES | Saint Of Me | (Virgin) |
| 9 | 14 | OZZY OSBOURNE | Back On Earth | (Epic) |
| 14 | 15 | JOHN MELLENCAMP | Without Expression | (Mercury) |
| 15 | 16 | ROLLING STONES | Flip The Switch | (Virgin) |
| 20 | 17 | DAYS OF THE NEW | Shelf In The Room | (Outpost/Geffen) |
| 13 | 18 | SAMMY HAGAR | Both Sides Now | (MCA) |
| 26 | 19 | CHRIS CORNELL | Sunshower | (Atlantic) |
| 19 | 20 | SISTER HAZEL | Happy | (Universal) |
| 27 | 21 | MARCY PLAYGROUND | Sex And Candy | (Capitol) |
| 25 | 22 | OUR LADY PEACE | Clumsy | (Columbia) |
| 22 | 23 | BRYAN ADAMS | Back To You | (A&M) |
| 18 | 24 | KENNY WAYNE SHEPHERD | Slow Ride | (Revolution) |
| 21 | 25 | MEGADETH | Almost Honest | (Capitol) |
| 23 | 26 | FOO FIGHTERS | Everlong | (Roswell/Capitol) |
| 24 | 27 | METALLICA | The Memory Remains | (Elektra/EEG) |
| 28 | 28 | SMASH MOUTH | Walkin' On The Sun | (Interscope) |
| 33 | 29 | FOO FIGHTERS | My Hero | (Roswell/Capitol) |
| 29 | 30 | COREY STEVENS | Take It Back | (Eureka/Discovery) |

ROCK begins on Page 95.

ALTERNATIVE

| LW | TW | Artist | Song | Label |
|----|----|-------------------------|-----------------------------|----------------------|
| 1 | 1 | MARCY PLAYGROUND | Sex And Candy | (Capitol) |
| 2 | 2 | GREEN DAY | Time Of Your Life (Good...) | (Reprise) |
| 3 | 3 | PEARL JAM | Given To Fly | (Epic) |
| 4 | 4 | THIRD EYE BLIND | How's It Going To Be | (Elektra/EEG) |
| 6 | 5 | VERVE | Bitter Sweet Symphony | (Hut/Virgin) |
| 7 | 6 | OUR LADY PEACE | Clumsy | (Columbia) |
| 5 | 7 | MATCHBOX 20 | 3am | (Lava/Atlantic) |
| 8 | 8 | BEN FOLDS FIVE | Brick | (550 Music) |
| 9 | 9 | DAYS OF THE NEW | Touch, Peel, And Stand | (Outpost/Geffen) |
| 10 | 10 | EVERCLEAR | Everything To Everyone | (Capitol) |
| 11 | 11 | CREED | My Own Prison | (Wind-up) |
| 12 | 12 | BLINK 182 | Dammit (Growing Up) | (Cargo/MCA) |
| 16 | 13 | FOO FIGHTERS | My Hero | (Roswell/Capitol) |
| 14 | 14 | BLACK LAB | Wash It Away | (DGC/Geffen) |
| 15 | 15 | CORNERSHOP | Brimful Of Asha | (Luaka Bop/WB) |
| 19 | 16 | LOREENA MCKENITT | The Mummers' Dance | (Quinlan Road/WB) |
| 13 | 17 | BUSH | Mouth | (Hollywood) |
| 24 | 18 | OASIS | All Around The World | (Epic) |
| 17 | 19 | SARAH MCLACHLAN | Sweet Surrender | (Arista) |
| 23 | 20 | 311 | Beautiful Disaster | (Capricorn/Mercury) |
| 18 | 21 | MIGHTY MIGHTY BOSSTONES | Royal Oil | (Big Rig/Mercury) |
| 21 | 22 | BECK | Deadweight | (London/Island) |
| 20 | 23 | SMASH MOUTH | Walkin' On The Sun | (Interscope) |
| 26 | 24 | RADIOHEAD | Karma Police | (Capitol) |
| 22 | 25 | FOO FIGHTERS | Everlong | (Roswell/Capitol) |
| 29 | 26 | CHRIS CORNELL | Sunshower | (Atlantic) |
| 42 | 27 | EVERCLEAR | I Will Buy You A New Life | (Capitol) |
| 27 | 28 | BARENAKED LADIES | Brian Wilson | (Reprise) |
| 39 | 29 | BIG WRECK | The Oaf | (Atlantic) |
| 25 | 30 | CHUMBAWAMBA | Tubthumping | (Republic/Universal) |

ALTERNATIVE begins on Page 101.

ADULT ALTERNATIVE

| LW | TW | Artist | Song | Label |
|----|----|---------------------------|-----------------------------|------------------------|
| 1 | 1 | LOREENA MCKENITT | The Mummers'... | (Quinlan Road/WB) |
| 4 | 2 | VERVE | Bitter Sweet Symphony | (Hut/Virgin) |
| 2 | 3 | MATCHBOX 20 | 3am | (Lava/Atlantic) |
| 3 | 4 | SARAH MCLACHLAN | Sweet Surrender | (Arista) |
| 5 | 5 | LISA LOEB | I Do | (Geffen) |
| 9 | 6 | GREEN DAY | Time Of Your Life (Good...) | (Reprise) |
| 6 | 7 | SISTER HAZEL | Happy | (Universal) |
| 7 | 8 | ALANA DAVIS | 32 Flavors | (Elektra/EEG) |
| 8 | 9 | THIRD EYE BLIND | How's It Going To Be | (Elektra/EEG) |
| 11 | 10 | BEN FOLDS FIVE | Brick | (550 Music) |
| 10 | 11 | MARCY PLAYGROUND | Sex And Candy | (Capitol) |
| 13 | 12 | ABRA MOORE | Don't Feel Like Cryin' | (Arista Austin/Arista) |
| 17 | 13 | MARK KNOPFLER | Wag The Dog | (Mercury) |
| 14 | 14 | ROLLING STONES | Saint Of Me | (Virgin) |
| 16 | 15 | HUFFAMOOSE | James | (Interscope) |
| 12 | 16 | JOHN MELLENCAMP | Without Expression | (Mercury) |
| 19 | 17 | BARENAKED LADIES | Brian Wilson | (Reprise) |
| — | 18 | AGENTS OF GOOD ROOTS | Smiling Up The Frown | (RCA) |
| 22 | 19 | DOG'S EYE VIEW | Last Letter Home | (Columbia) |
| 15 | 20 | B.B. KING w/TRACY CHAPMAN | The Thrill Is Gone | (MCA) |
| 20 | 21 | PEARL JAM | Given To Fly | (Epic) |
| 29 | 22 | BLUES TRAVELER | Canadian Rose | (A&M) |
| 18 | 23 | SMASH MOUTH | Walkin' On The Sun | (Interscope) |
| 25 | 24 | BILLIE MYERS | Kiss The Rain | (Universal) |
| 24 | 25 | CORNERSHOP | Brimful Of Asha | (Luaka Bop/WB) |
| 30 | 26 | WILLIAM TOPLEY | Stabroek Woman | (Mercury) |
| — | 27 | JONNY LANG | Missing Your Love | (A&M) |
| — | 28 | KENNY WAYNE SHEPHERD | Blue On Black | (Revolution) |
| 26 | 29 | FREDDY JONES BAND | Wonder | (Capricorn/Mercury) |
| 28 | 30 | GREGG ALLMAN | Whippin' Post | (550 Music) |

ADULT ALTERNATIVE begins on Page 110.

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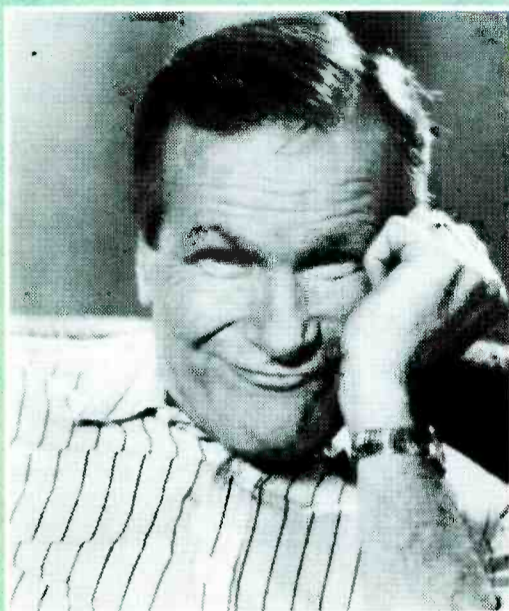
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Publisher's Profile

By Erica Farber



CHUCK BLORE

The Chuck Blore Company

Forty years ago, Los Angeles' first CHR station — KFWB — debuted. At its peak, its total share was a 47. It was competing in a 60-station market, and its closest competitor had a nine.

Chuck Blore was the PD, and although he had a direct influence on the station's success, he is quick to give credit to two other factors: the birth of rock 'n' roll and the invention of the transistor radio. It was an amazing time.

Around 1974, Blore got a phone call from Ted Atkins, who was running WTAE in Pittsburgh. Atkins had become friendly with his local television counterpart, who had suggested that they swap airtime. Thus, Atkins needed a TV spot. Blore's response was, "For what?" Following that call, Blore created what he believes to be the first TV spot ever done for a radio station — the incredible mouth spot. And the rest is history. Blore has since received every possible creative award and honor as a pioneer in marketing and promotion.

Definition of marketing and promotion: "Let's add one thing: brand name or imagery — identifying yourself. That is first done within the confines of the radio station. The target or goal is to present the station. When everybody within the station is going in the same direction, then you present it to the audience. Marketing and promotion many times are lumped into one thing called advertising. In the strictest sense of marketing, what takes place on the air is the strongest point with regard to marketing the station."

How a station should market itself: "Get the audience's attention first, and use it to tell them what you are. The radio station is its own greatest or worst ad. It would be interesting if you had some kind of stylebook, something that

would tell everybody on the air what must be included in everything they say. And I don't mean words, but attitude. I used to tell the DJs at KFWB that everything they said had to have a *you* in it. That way, the audience is hearing something that is for *them*."

What he thinks of radio today: "Sinking into a sea of sameness. Whatever the format, you will find that there is very little change as you go across the country."

How listeners have changed: "The listeners to rock 'n' roll 20 years ago are 20 years older, so they're listening to something else. And when they listen to the rock 'n' roll stations of today, they are absolutely shocked by it. I mean, it's stuff that I would never have had on the air. I was listening to a radio station this morning that my 12-year-old daughter had turned on. This guy was talking about playing hockey, and he said, 'Well, I have a secret weapon. It's my penis. I use it as a second stick.' Holy God, how can that be on the air?"

Best promotion of all time: "I certainly think one of the most efficient was created by Filmhouse in Nashville. They came up with a direct-response spot that was, 'If your birthday is April 10th, and you tune in at 7:30 tomorrow morning, you may win a million dollars.' I think that was really effective. If you are going to have any kind of a contest, it should have three parts. Everybody would know the answer to the first question. The second question, everyone would know the answer, but they wouldn't think anybody else would know it. And then the third one, nobody would know the answer to. That spot was basically the same thing, because it was so specific. 'Look, I'm cutting down the odds. How many people are out there with my birthday? I really have a shot at that.'"

Greatest career disappointment: "The concept I had for KIIS radio was where I thought radio should have been going. When I was hired, I was told that I had \$300,000 to bring this thing off. The fact of the matter is, they didn't have any money; they were broke. We came from not even being on the chart to being No. 6, but in less than seven months I had to pull the plug. My greatest regret is that we didn't have a chance to really develop it."

His continuing motivation: "To be real honest, I did a TV show last year and got an Emmy nomination for Best Director. That's going to be chapter 3. Chapter 1 was broadcasting. Chapter 2 was advertising/promotion. Now, Chapter 3 is going to be TV programs. I think I have one more time at bat, and it's going to be in

that area. I just don't know how the hell I'm going to get there."

Individual he most admires: "Grant Tinker. He is just the most brilliant guy I've ever known. Amazing."

Favorite format: Public radio, because he thinks it is more interesting. He goes to News and information stations to get five-minute news updates. In the morning, when he drives his daughter to school, he hears current music stations.

Favorite song: Celine Dion's "My Heart Will Go On," the theme from *Titanic*.

Favorite television show: "Ally McBeal, I think, is the greatest thing since ever."

Hobbies: Loves to paint and draw pictures.

Favorite book: *Conversations With God* and *Conversations With God — Book 2*. "Whether you believe it actually happened or not, it really doesn't make any difference, because it is such a testament to what is good in the world and what could be good in you if you apply yourself."

Favorite movie: *Get Shorty*.

Beverage of choice: Citron vodka and tonic.

Computer savvy: A major PC user, with one at home and five at the office. It has changed his whole method of writing. "The other thing is instant information, wherever and whatever you want. You always know that no matter what kind of thought you have, there are going to be a hundred million people who already thought of it, and you can go look and see what the rest of the world thinks — really funny."

Advice for marketing a radio station:

"Number one, trust your guts and believe in your product. Create a product that is right, know that it is right, and use whatever research you need to explain what has happened in the past. Remember that research cannot tell what will happen in the future; it can only tell you how people are responding to what they are exposed to. If they haven't been exposed to it yet, there's no way to know.

But the way to really achieve in this business is to present something that is not readily available anywhere else. When you do that, you expose yourself, and you've got to be able to stick to it. It's not something that happens in a minute. It'll take the public three months, six months — even a year, sometimes — to say, 'Wow, I like this.' And the smaller the promotion and advertising budget, the longer it'll take, because you have to reach these people who are not readily available at your position on the dial and bring them over there. Be a broadcaster in your heart and soul, and listen to the truth."

THE 29TH COUNTRY RADIO SEMINAR

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- glitzy showcases featuring the top names in country music
- the biggest CRS Exhibit Hall ever
- another blockbuster New Faces Show, hosted by Jeff Foxworthy

Your registration includes admission to all seminar sessions and keynotes, the reception and Super Faces Show and dinner, the lunches and shows Thursday, Friday, and Saturday, the annual New Faces Show, and the Exhibit Hall; a station promotion book, results of the CRB sales research project, custom liners for your radio show, the country radio aircheck CD, and the CRS Attendee Bag loaded with great promotional items.

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