



Tip Of The Iceberg?

550 Music's **Celine Dion** is riding a *Titanic* phenomenon as "My Heart Will Go On" earns No.1 Most Increased Airplay honors at CHR/Pop and AC for the second consecutive week. Dion's newest CD, *Let's Talk About Love*, has been a national top seller since its November release.

R&R

THE INDUSTRY'S NEWSPAPER

Spend An AQH With Arbitron's Morris

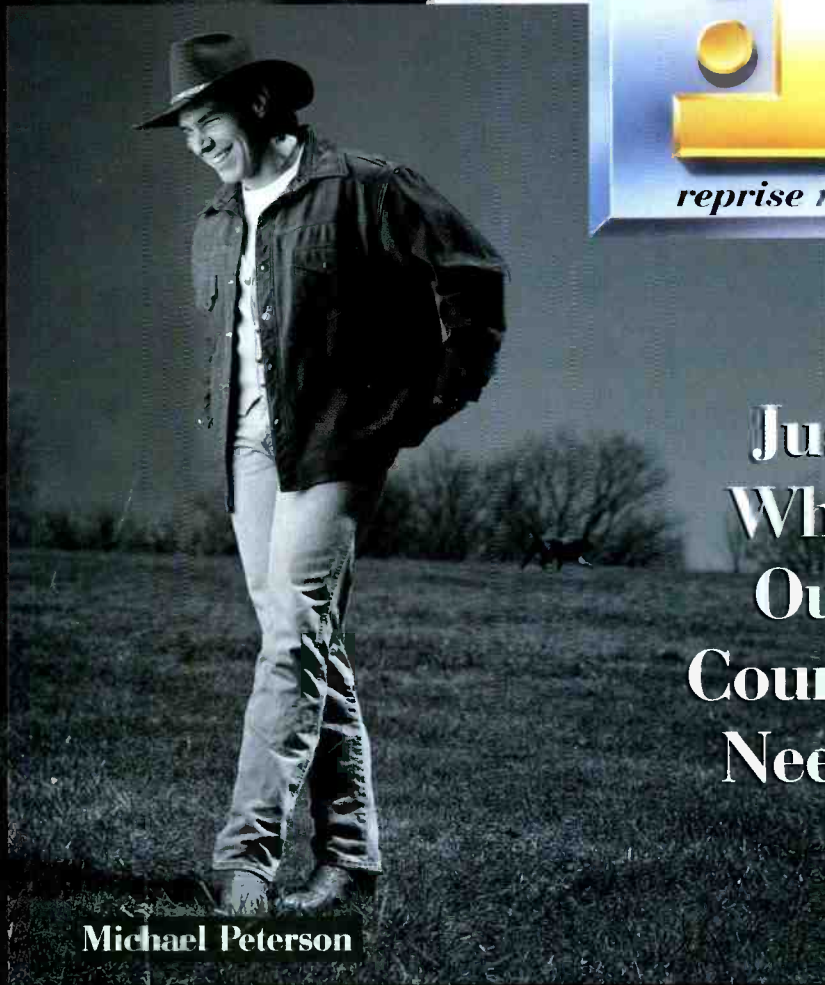
Recruited out of the consumer products industry, **Steve Morris'** ongoing charge at Arbitron is to make the company more product- and customer-focused. He's the subject of this week's "Publisher's Profile" by Erica Farber. See Page 112.



Paul Brandt



The Lynns



Michael Peterson

Just
What
Our
Country
Needs



Dwight Yoakam

© 1998 Reprise Records

MILA MASON

THE STRONG ONE

Featuring "Closer To Heaven"



TRUST THE MUSIC

Produced by Blake Mevis

STREET DATE: JANUARY 20TH

KEEPING THE DREAM ALIVE

In his annual commemoration of **Martin Luther King Jr.**'s birthday, **R&R's Walt Love** reprises an interview he conducted with King's widow, **Coretta Scott King**.

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BOOSTING YOUR AT-WORK LISTENING FORTUNES

Perhaps the last frontier for greatly expanded radio listening is at a listener's workplace. Beginning with **Larry Rosin's** article on the right, several of **R&R's** editors offer breakout stats regarding at-work listening, including:

- CHR** Page 41
- Country** Page 64
- AC** Page 73
- NAC/Smooth Jazz** Page 80
- Rock** Page 86
- Alternative** Page 94

GMs AT RECORD ROUNDTABLE

Longtime artist manager **Will Botwin** and former publicist **Ron Shapiro** saw their roles expand greatly at Columbia and Atlantic Records, respectively, last year. **R&R's Steve Wonsiewicz** chats about the challenges each of them face in 1998.

Page 37

IN THE NEWS

- **Scott Herman** VP/GM, **Garry Wall** OM of WNEW-FM/New York
- **Ted Volk** appointed Sr. VP/Promotion at Mammoth Records
- Changes at Chancellor/DC: **Catherine Meloy** now WBIG, WTEM SVP; **Rick Mack** becomes WGAY VP/GM; **Charlie Ochs** adds VP/GM duties for WWRC
- **Mark Hannon** appointed WBMX/Boston VP/GM

Page 3

THIS #1 WEEK

- CHR/POP**
 - **CHUMBAWAMBA** Tubthumping (Republic/Universal)
- CHR/RHYTHMIC**
 - **K-CI & JOJO** All My Life (MCA)
- URBAN**
 - **USHER** Nice & Slow (LaFace/Arista)
- URBAN AC**
 - **BOYZ II MEN** A Song For Mama (Motown)
- COUNTRY**
 - **BROOKS & DUNN** He's Got You (Arista)
- NAC/SMOOTH JAZZ**
 - **CANDY DULFER** For The Love ... (N2K Encoded Music)
- HOT AC**
 - **LISA LOEB** I Do (Geffen)
- AC**
 - **MARX & LEWIS** At The Beginning (Atlantic)
- ACTIVE ROCK**
 - **CREED** My Own Prison (Wind-Up)
- ROCK**
 - **MATCHBOX 20** 3am (Lava/Atlantic)
- ALTERNATIVE**
 - **MARCY PLAYGROUND** Sex And Candy (Capitol)
- ADULT ALTERNATIVE**
 - **MATCHBOX 20** 3am (Lava/Atlantic)

NEWSSTAND PRICE \$6.50



Radio Helps New England Brave Winter's Big Chill

■ Major ice storm topples at least six towers

BY MATT SPANGLER
R&R WASHINGTON BUREAU

The nation didn't have to go to *The Ice Storm*, Kevin Kline's latest film, to witness a bona fide New England ice storm last week. They just had to turn on their radios or TV sets.

The tempest — which began January 8 and saw temperatures in Maine, Vermont, upstate New York, and northern New Hampshire drop as low as 10 degrees below zero — blacked out electricity for hundreds of thousands of people and caused at least five deaths. With cooperation from the federal government, the Red Cross, and fellow broadcasters, area radio stations were able to weather the storm.

By Monday, the storm had claimed three lives and knocked out power in 120,000 homes and businesses in New York. "It's an utter disaster area," said Tom Yourchak, VP/GM of Forever Broadcasting. The company's WTNY was the only station on the air in Watertown.

STORM/See Page 34



WLNH-FM/Laconia, NH's tower "looked like a giant popsicle in the sky," OM Warren Bailey said.

Cavallo To Chair Disney Music Grp.

BY STEVE WONSIEWICZ
R&R MUSIC EDITOR

Confirming what had been speculated for months, veteran



Cavallo

artist manager **Bob Cavallo** has been named to the newly created post of Chairman of the **Walt Disney Music Group**. Reporting to Walt Disney Studios Chairman Joe Roth, Cavallo will oversee all of the company's recorded music operations, including Hollywood Records, Lyric Street Records, Mammoth Records, and Walt Disney Music Publishing. Cavallo, who had been working closely with Disney under an agreement reached with his com-

CAVALLO/See Page 34

'We've Got To Put Points On The Board'

■ Alfred Liggins wants to prove Radio One can 'operate stations as well as anybody else'

BY JEFFREY YORKE
R&R WASHINGTON BUREAU CHIEF

By month's end, **Alfred Liggins** will be 33 years old. But already he's a titan in the world of Urban radio. Schooled in the business at his mother's knee as she wooed listeners and advertisers from WOL-AM's well-worn studios in the shadow of the U.S.



Liggins

Capitol, Liggins, now **Radio One's** President/CEO, has grown the group to 16 outlets coast to coast, picking up five stations in San Francisco and Detroit in the past six weeks.

And that's just the start, says Liggins, who intends to make the company a household name, like BET (Black Entertainment Television), and increase its worth to a billion dollars or more within the next five years.

While that seems like a tall order, Liggins has made impressive moves in the past. For instance, while managing WOL and WMMJ-FM during the day for his mother/morning talk host Cathy Hughes, he attended classes at night at the Uni-

See Page 16

Morgan Feted At Retirement Party



Robert W. Morgan spoke his last words as a morning deejay last Friday (1/9). The L.A. radio icon officially retired from KRTH after announcing eight months ago he was battling lung cancer. Dozens of civic officials, Hollywood celebrities, and radio people descended upon the Museum Of Television & Radio to bid Morgan a fond farewell; among them: L.A. Mayor Richard Riordan, who announced that a city street will be named after Morgan. Morgan (pictured above, seated) was also presented with a replica of the Hollywood Blvd. star that bears his name. Also at the presentation (l-r): Dick Clark, radio programmer Chuck Blore, football coach John Robinson, movie critic David Sheehan, entertainer Monty Hall, and emcee Gary Owens.

At-Work Listening At Work

■ Latest research from Edison and Arbitron unveils the media habits of people on the job

BY LARRY ROSIN
EDISON MEDIA RESEARCH

Is it possible the radio industry still doesn't completely recognize the enormous importance of at-work radio listening? If so, this theme issue of **R&R** should help managers understand how crucial this listening location is — to every format and every possible target.

The enormous impact of at-work listening is seen in this stat: At-work listening accounts for 27% of all listening among adults 18+. And this number is growing. According to Arbitron estimates, at-work listening has grown from 23% to 27% of listening in the last eight years.

An interesting fact emerges when one looks at at-work listening specifically among those people who work full-time (over 70% of adults 18-54). With this group, at-work listening accounts for 40% of all quarter-hours and reigns as the No. 1 listening location by some margin. At-work listening delivers by far the highest TSL per location. In other words, if you can get even a small number of people to choose your radio station at work, it can result in large amounts of listening for your station.

As you may be aware, Edison Media Research and Arbitron recently engaged in a major study

RESEARCH/See Page 12

SBS Twins Tower Over New York

Spanish Broadcasting System's Gotham titans reached new ratings highs in the Fall '97 Arbitron: Tropical WSKQ's 5.6 is a station record, and WPAT put up a 3.3, making for the best book in its two-year history. Elsewhere in the market, Chancellor Media's WLTV continued to take advantage of its status as New York's lone AC and cranked up its best-ever book. Same goes for CBS' WXRK: it posted a new high since switching to Alternative two years ago.

New York

	Su '97	Fa '97
WLTV-FM (AC)	6.4	6.2
WQHT-FM (CHR/Rhy)	6.2	5.9
WSKQ-FM (Tropical)	5.1	5.6
WCBS-FM (Oldies)	4.7	4.6
WKU-FM (CHR/Rhy)	4.7	4.6

COMPLETE RESULTS FROM 11 MAJOR MARKETS: PAGE 25
SAME-DAY RESULTS: www.rfonline.com

The
first
track
from
the
album

MARY LOU LORD

Got
No
Shadow

Lights are changing



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CBS Gives Herman, Wall 'NEW Duties

WINS/New York VP/GM Scott Herman has been given added duties as VP/GM for Classic Rock WNEW/New York. Concurrently, veteran programmer Garry Wall has been named WNEW's OM.

Herman continues his role at all-News WINS, but exits his position

as Sr. VP/News for CBS Radio Networks — a post he has held since last March. "Scott did an outstanding job with the CBS Radio Networks while continuing to keep WINS performing at the highest levels." CBS Radio President Dan Mason noted. "He can now apply his significant skills as a radio station manager to one of the heritage

WNEW/See Page 10

R&R Observes King Holiday

In observance of the Martin Luther King Jr. Day federal holiday, R&R's Los Angeles, Nashville, and Washington, DC offices will be closed Monday, January 19.

Shakin' The Post-Holiday Blues



Dan Aykroyd (second from r), perennial Blues Brother and host of Westwood One's syndicated House Of Blues Radio Hour and House Of Blues Breaks, stopped by the WW1 studios for a post-holiday visit recently. Planning a bright and colorful '98 with Aykroyd are (l-r) Westwood One President/Programming Ed Salamon, syndicated program producer Ben Manilla, and Westwood One Entertainment President Greg Batusic.

Changes Set At Chancellor/Washington

Meloy WTEM & WBIG SVP; Mack, Ochs to VP/GMs

Appointments affecting several Chancellor Media/Washington, DC properties have been announced by Sr. VP/Regional Operations Bill Figenshu:

- Oldies WBIG-FM/Washington VP/GM Catherine Meloy is boosted to Sr. VP of WBIG and Sports WTEM-AM, where she will work with VP/GM Lewis Schreck.

- Rick Mack, who also is a former WBIG VP/GM, takes on the same assignment for B/EZ WGAY-FM.

- Country WMZQ/Washington



Ochs

VP/GM Charlie Ochs tacks on the same role for News/Talk WWRC-AM.

According to Figenshu, "Catherine's promotion recognizes her excellent work at WBIG and WTEM's continued growth. Rick's background speaks for itself, and we're glad to have him as part of our team; he's a seasoned pro and will lead WGAY to

new heights. And Charlie's broad Washington experience ensures that all our Washington stations will be

CHANCELLOR/See Page 10

Mammoth Taps Volk As SVP/Promotion

Mammoth Records has tapped Ted Volk as Sr. VP/Promotion.

Based at the label's new West Coast office at the Walt Disney Studios in Burbank, Volk reports to Mammoth President Jay Faires and will play a key role in expanding the label's West Coast operations. The Walt Disney Company purchased Mammoth last year for a reported \$25 million.

"We consider Ted's role to be a key building block in where we are taking Mammoth," Faires said. "Ted is a uniquely qualified, result-oriented individual who has helped shape today's alternative music. His track record at Geffen Records speaks for itself, and we are expecting him to

VOLK/See Page 14

JANUARY 16, 1998

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ARS Ups Hannon To WBMX/Boston VP/GM

Mark Hannon, Director/Sales for American Radio Systems' WBMX-FM & WEGQ-FM/Boston, has been elevated to VP/GM of Pop/Alternative Hot AC WBMX. Jennifer McCann, who had been VP/GM of both WBMX & WEGQ, will now focus solely on '70s WEGQ.

Hannon told R&R, "I'm fortunate that the transition to Pop/Alternative Hot AC is pretty much behind us. My feeling is that 1998 represents a year for the station where ratings and revenue growth are going to be very much attainable. I'm really

looking forward to being at the controls."

According to McCann, "Mark most certainly deserves this promotion. He's been with WBMX in various roles since the station's 1991 inception and has been an integral part in Mix's development and success.

"WBMX & WEGQ have achieved ratings success, and our goal is to focus on each station's individual development. WEGQ has

HANNON/See Page 34

Miami Veteran Vela Named WRTO-FM PD

Longtime Miami air talent Leo Vela has been named to the newly created PD position at HefTel Broadcasting's Tropical WRTO-FM. He will assist Station Manager Keith Isley — who had been in charge of programming — in repositioning the station from "Tropical 98.3" to "La Nueva 98," effective February 1.



Vela

"The station will continue to be Spanish-language," Isley told R&R. "Beyond that, nothing will happen until the end of January." According to Vela, the station will retain a

large portion of its current blend of music, but will eventually incorporate a significant amount of dance-oriented CHR product.

"We will be very Miami-dominant, but it will be Salsa/Merengue and will gradually start to see some crossover product. We have an obvious hole here. Power 96 [WPOW] is vulnerable, and Miami has a bicultural appeal. Down the road, having a Marc Anthony or Celia Cruz record go-

VELA/See Page 34



Fifteen years ago, the Elektra/Asylum label underwent some major restructuring. First, Bob Krasnow was appointed Chairman, Bruce Lundvall was tapped to fill the vacant chair of President, and the label's headquarters moved from Los Angeles to New York.

Then, Nashville operations were merged with Warner Bros. Records, with E/A Sr. VP/Nashville Jimmy Bowen moving over to a similar position with Warner Bros.



The old Elektra/Asylum logo

Today, Sylvia Rhone is Chairman/CEO of Elektra Entertainment Group, and Asylum is the company's Nashville label, headed by co-President/CEO Joe Mansfield and co-President Kyle Lehning.

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EDITORIAL, OTHER DEPTS:						
WASHINGTON, DC BUREAU:						
NASHVILLE BUREAU:						

NAB Sets Lobbying Agenda For '98

By MATT SPANGLER
R&R WASHINGTON BUREAU

Debates on First Amendment and moral issues were the order of the day at the NAB winter board meeting in Laguna Niguel, CA this week.

Pirates like Free Radio Berkeley's Stephen Dunifer have made micropower broadcasting a First Amendment issue, NAB Exec. VP/General Counsel Jeff Baumann informed the Radio Board meeting on Monday, a source told R&R. The group was told that there are 300-500 pirates currently operating without a license in this country, but it is unclear what portion of those pirates

are operating within the micro-broadcasting guidelines.

The board passed a resolution urging the Department of Justice to create a task force to look into the problem of micropower broadcasting. "We stand ready to support the government's effort to eliminate unlicensed radio broadcast stations in the United States," the association said.

It has praised what it has termed the "crackdown" on pirate radio by the FCC in the past year.

Broadcasters Face Stumbling Blocks

Representatives from NAB's Government Relations department told the joint board, which met on Sunday, that broadcasters face four major stumbling blocks in Washington in 1998: campaign finance reform legislation and its provisions for free

NAB/See Page 14

Veronis, Suhler Snaps Up Stations Under Variety Of Names

By PATRICE WITTRIG
R&R WASHINGTON BUREAU

The long tentacles of New York City-based VS&A Communications this week reached out and grabbed four stations in the Presque Isle, ME market and two others in the Ithaca, NY broadcast area.

The company is just one of five small radio group backed financially by Broadcasting Partners Holdings LP, which has built a combined 36-station portfolio, most of which are clustered in Maine, upstate New York, Massachusetts,

Connecticut, and New Jersey.

Broadcasting Partners was formed early last year by Veronis, Suhler & Associates specifically to invest in radio properties and to fortify the operational side of broadcasting. The partnership holds significant interest

— ranging from 50% to 85% — in each of its subsidiaries and also invests in a variety of media outlets, including newspapers, cable, television, and the yellow pages.

'Own Significant Market Position'

"Our primary criterion is that we own a significant position in our rel-

VERONIS/See Page 14

Bloomberg

BUSINESS BRIEFS

Sillerman's Payout Could Exceed \$200M

Robert F.X. Sillerman's payout from the sale of his SFX Broadcasting could reach — and exceed — \$200 million, according to documents filed with the Securities & Exchange Commission. The papers indicate that the founder of the six-year-old group — which is being sold to the leveraged buyout firm of Hicks, Muse, Tate & Furst Inc. — will get almost \$108.4 million for his Class A and Class B stock, \$46.2 million from options and warrants, and \$19.9 million for termination of existing employment agreements. To top that off, Sillerman will get another \$25 million not to compete with SFX Broadcasting. It's unclear whether he will reinvest the profits in SFX Entertainment, his fast-growing concert promotion company.

Jacor Drops Sinclair Suit On Judge's Orders

A federal judge in Cincinnati told Jacor Communications Inc. last Tuesday (1/6) that its lawsuit to block the sale of seven stations to Entercom should be combined with a similar suit by the latter company.

In October 1997, Sinclair agreed to negotiate a deal to sell KKSJ-AM & FM & KKRH-FM/Portland, OR; WBBF-AM, WBEE-FM, WQRV-FM & WKLX-FM/Rochester, NY to Jacor. Then, on October 23, Entercom filed suit in federal court in Philadelphia, seeking to block the Jacor-Sinclair deal.

Jacor says Sinclair subsequently terminated negotiations because it was "actively proceeding to negotiate the sale of the Oregon and Rochester stations to Entercom." The suit asked for an injunction blocking the sale of the properties to any company other than itself.

Jacor attorney Paul Solomon told R&R that the company is considering its next move, which may include consolidating with the Entercom suit. Repeated calls to Sinclair counsel Bob Quicksilver and Entercom attorney Jack Dunlevy were not returned.

Don't Alter EEO Rules, Say Women's Groups

A coalition of more than 100 women's organizations, including American Women in Radio & TV and the National Organization for Women, wrote FCC Chairman Bill Kennard last week asking the commission "to resist efforts by broadcasters to eliminate their obligations to merely make efforts to recruit women and minorities." The FCC is currently considering a proceeding to streamline its EEO regulations. Specifically, the letter addresses a case currently being heard in the DC Circuit Court of Appeals in which the Lutheran Church-Missouri Synod argues that it should be allowed to consider religious beliefs in its hiring practices. "Should the challenge (to the rules) prevail," the letter says, "a negative precedent for all forms of affirmative action could be set." Meanwhile, an FCC public forum held Tuesday that was supposed to focus on streamlining the Mass Media Bureau's rules turned into an exchange between representatives of NAB and Media Access Project President Andrew J. Schwartzman on the EEO issue.

Millennium Now Under Dimensions Umbrella

Katz Media Group Inc. has placed its Millennium Marketing Internet sales division under Katz Dimensions, which develops marketing and cross-media programs for television, radio, cable, and the Internet. Katz will now market the Web sites represented by Millennium and Katz Dimensions as a network of sites and as part of its cross-media campaigns. "What this does is provide access to that network of radio sites with one lump sum, or however they want to place it," Katz Director of Investor Relations Ellen Strahs Fader told R&R.

Triathlon Stations Join ElectricVillage

Triathlon Broadcasting's Web sites will now be created and maintained by Radio-VillageNet, a joint initiative by ElectricVillage and the Katz Radio Group (KRG) designed to bring Internet revenue to individual radio stations. Norman Feuer, President & CEO of Triathlon said, "Radio-Village Net not only provides our stations with new revenue sources via the Internet, it offers very compelling technical and content solutions as well. With ElectricVillage, our stations get the benefits of the Internet without the added burden on staff."

Disney Raises \$200M In Debt Offering

The Walt Disney Co. said last week that it had sold a \$200 million, two-year bond issue. The proceeds from the issue will be used for general corporate purposes. In a recent letter to shareholders, Disney Chair-

Continued on Page 8

R&R/Bloomberg Radio Stock Index

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

	Change Since				
	4/1/97	1/2/98	1/9/98	4/1/97	1/9/98
Radio Index	100.37	197.6	186.14	+85.45%	-5.80%
Dow Industrials	6611.05	7965.04	7580.42	+14.66%	-4.83%
S&P 500	759.64	975.0	927.69	+22.12%	-4.85%

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"Sorry...I can't do your auditorium music test on the 21st because I'm already booked for the laundry soap test that night."

Auditorium tests, of course, need people to test the songs. Problem is, it is virtually impossible to get real people—people recruited at random who are just normal listeners—to come out to these tests held in the dark of night in some hotel. Normal folks just don't want to do it...not even for 30 or 40 or 50 dollars.

After all, would you do it?

But there is a group of people in every town who will take auditorium tests. They are the "professional test takers"...people who have indicated to a local research company that they are willing to participate in all kinds of research in exchange for getting paid. Local research companies really couldn't function if they didn't have a database of professionals like this that they could count on.

Now, when they recruit an auditorium test, they theoretically call from that database list on some random basis. But that's a long way from recruiting normal listeners totally at random from all over your metro.

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DEAL OF THE WEEK

- **KMND-AM, KBAT-FM, KGEE-FM, KNFM-FM & KODM-FM/Midland-Odessa, TX \$13.5 million**

1998 DEALS TO DATE

Dollars To Date: \$113,294,246
(Last Year: \$234,016,874)

Dollars This Week: \$57,899,303
(Last Year: \$171,876,874)

Stations Traded This Year: 65
(Last Year: 75)

Stations Traded This Week: 47
(Last Year: 43)

TRANSACTIONS AT A GLANCE

- WDBQ-AM, KLYV-FM & KXGE-FM/Dubuque, IA and WJOD-FM/Galena, IL (Dubuque, IA) \$4,881,263
- WYDE-AM/Birmingham, AL \$700,000
- KVWM-AM & FM/Show Low, AZ \$200,000
- KARQ-FM/Ashdown, AR (Texarkana, TX) \$500,000
- KIXF-FM/Baker & KIXW-FM/Lenwood, CA \$1,741,445
- KRKI-AM & KEZZ (FM CP)/Estes Park, CO \$700,000
- WAIL-FM/Key West, FL \$650,000
- WVOJ-AM/Jacksonville \$495,000
- WBPW-FM, WHRR-FM, WOZI-FM & WQHR-FM/Presque Isle, ME \$5.15 million
- WYII-FM/Williamsport (Hagerstown), MD \$1.05 million
- WAAH-FM/Houghton, MI \$260,000
- KTCG-FM/Ozark, MO \$1,673,905
- FM CP/Stockton, MO \$10,040
- KSLQ-AM/Washington, MO \$450,000
- KTHX-FM/Incline Village (Reno), NV \$2.7 million
- WKRT-AM & WIII-FM/Ithaca, NY \$1,675,000
- WTND-FM/Poughkeepsie, NY \$325,000
- WWBK-FM/Fredericktown, OH \$125,000
- WBZW-FM/Loudonville, OH \$1 million
- WQBB-AM & FM/Knoxville, TN \$7 million (est.)
- KZRK-AM & FM/Canyon (Amarillo), TX \$1 million
- KXCC-FM & KZTX-FM/Corpus Christi, TX \$1,775,000
- KQMB-FM/Midvale (Salt Lake City), UT \$3,425,000
- WCKO-AM/Norfolk \$262,250
- WAVI-FM/Christiansted & WVGN-FM/Charlotte Amalie, VI \$650,000
- KHHO-AM/Tacoma, WA \$2.5 million
- WKLJ-AM & WCOW-FM/Sparta, WI \$3.5 million

TRANSACTIONS

Cumulus Continues To Accumulate

□ **Fast-growing group picks up 11 stations, two groups**

Deal of the Week

KMND-AM, KBAT-FM, KGEE-FM, KNFM-FM & KODM-FM/Midland-Odessa
PRICE: \$13.5 million
TERMS: Stock sale for cash
BUYER: Cumulus Broadcasting Inc. is acquiring New Frontier Communications Inc. Phone: (414) 283-4500
SELLER: Tommy Vasocu, Elizabeth Young, Michael and Alan Owens, Robert Podolosky, Larry Daniels, and Sonja and Jeffrey Erskine. Phone: (915) 550-5449
FREQUENCY: 1510 kHz; 93.3 MHz; 99.9 MHz; 92.3 MHz; 97.9 MHz
POWER: 2.4kw; 100kw at 500 feet; 98.4kw at 574 feet; 100kw at 984 feet; 100kw at 361 feet
FORMAT: Nostalgia; Rock; Country; Country; AC
BROKER: Montcalm Media Brokerage

Interstate Combo

WDBQ-AM, KLYV-FM & KXGE-FM/Dubuque, IA and WJOD-FM/Galena, IL (Dubuque, IA)
PRICE: \$4,881,263
TERMS: Stock sale for cash
BUYER: Cumulus Broadcasting, headed by President Bill Bungeroth, is acquiring Communications Properties Inc. It has agreed to acquire KIKR-FM/Dubuque. Phone: (414) 283-4500
SELLER: David Bauer. Phone: (319) 589-7000
FREQUENCY: 1490 kHz; 105.3 MHz; 102.3 MHz; 107.5 MHz
POWER: 1kw; 50kw at 330 feet; 2.4kw at 410 feet; 6kw at 328 feet
FORMAT: Variety; CHR; Rock; Country
BROKER: Kalil & Co.

Alabama

WYDE-AM/Birmingham
PRICE: \$700,000
TERMS: Asset sale for cash
BUYER: Hibernia of Birmingham L.L.C., a wholly owned subsidiary of Hibernia Communications L.L.C., headed by President Mike Craven. Phone: (610) 658-2700
SELLER: American General Media of Texas Inc., headed by President Anthony Brandon. Phone: (410) 832-5870
FREQUENCY: 850 kHz
POWER: 50kw day/1kw night
FORMAT: Country

Arizona

KVWM-AM & FM/Show Low
PRICE: \$200,000
TERMS: Asset sale for cash
BUYER: Skynet Communications

Inc., headed by President Thomas Troland. It has agreed to purchase KABX (FM CP)/Tuba City, AZ. Phone: (505) 863-9391
SELLER: Gary Woodworth, representative for the Dorothy Woodworth Estate. Phone: (520) 537-2345
BROKER: James Hoffman of Explorer Communications

Arkansas

KARQ-FM/Ashdown (Texarkana, TX)
PRICE: \$500,000
TERMS: Asset sale for \$100,000 and a 10-year, \$400,000 promissory note at 8% interest
BUYER: Miller Broadcasting Inc., headed by President John Mitchell. It owns KLLI-FM & KYGL-FM/Texarkana, AR. Phone: (318) 869-1301
SELLER: Bunyard Partnership, headed by President Jay Bunyard. Phone: (501) 898-3624
FREQUENCY: 92.1 MHz
POWER: 3kw at 300 feet
FORMAT: Country

California

KIXF-FM/Baker & KIXW-FM/Lenwood
PRICE: \$1,741,445
TERMS: Asset sale for promissory note at 8% interest
BUYER: Highway Radio Inc., headed by President Howard Anderson. Through an affiliate, it owns seven other stations. Phone: (310) 820-4628
SELLER: Turquoise Broadcasting Inc., headed by President Thomas Gammon. Phone: (202) 737-9000
FREQUENCY: 101.5 MHz; 107.3 MHz
POWER: 4.3kw at 1322 feet; 2.5kw at 472 feet
FORMAT: Country; Country

Colorado

KRKI-AM & KEZZ (FM CP)/Estes Park
PRICE: \$700,000
TERMS: Asset sale for cash
BUYER: Michael Radio Enterprises of Colorado Inc., headed by President Victor Michael. Phone: (307) 778-9318
SELLER: Trail Broadcasting Co. Phone: (970) 586-9555
BROKER: McCoy Broadcast Brokerage

Florida

WAIL-FM/Key West
PRICE: \$650,000
TERMS: Asset sale for cash
BUYER: Spectrum Radio Inc., headed by President Peter Arnov. It owns WEOV-FM/Key West.
SELLER: Spottwood Family Trust, headed by trustees John, William, and Robert Spottwood

FREQUENCY: 99.5 MHz
POWER: 100kw at 300 feet
FORMAT: Classic Rock
BROKER: The Connelly Company

WVOJ-AM/Jacksonville

PRICE: \$495,000
TERMS: Asset sale for cash
BUYER: Morgan Media Inc., headed by President David Rimmer. Phone: (516) 767-0759
SELLER: Spanish Broadcasting Media Corp., headed by President Robin Raphael. Phone: (904) 743-6234

Maine

WBPW-FM, WHRR-FM, WOZI-FM & WQHR-FM/Presque Isle

PRICE: \$5.15 million
TERMS: Asset sale for cash
BUYER: Pilot Communications L.L.C., a wholly owned subsidiary of Veronis Suhler & Associates, headed by Chairman/CEO Lee Simonson. Phone: (212) 935-4990
SELLER: Four Seasons Communications Inc./Quantum Investments Inc., headed by GM David Lyman.
FREQUENCY: 96.9 MHz; 102.9 MHz; 101.7 MHz; 96.1 MHz
POWER: 100kw at 440 feet; 100kw at 456 feet; 1.35kw at 420 feet; 95kw at 1309 feet
FORMAT: Country; WHRR is dark; Country; AC
BROKER: Richard A. Foreman & Assoc.

Maryland

WYII-FM/Williamsport (Hagerstown)

PRICE: \$1.05 million
TERMS: Asset sale for cash
BUYER: Prettyman Broadcasting Co., headed by President William Prettyman. It owns WKMZ-FM/Hagerstown. Phone: (410) 742-3212
SELLER: OEA Inc., headed by President Kenneth Smith. Phone: (301) 223-8800
FREQUENCY: 95.9 MHz
POWER: 3kw at 300 feet
FORMAT: Country
BROKER: Blackburn & Co.

Michigan

WAAH-FM/Houghton

PRICE: \$260,000
TERMS: Asset sale for cash
BUYER: Tu-Mar Broadcasting Inc., headed by President Richard Tuisku. It owns WCCY-AM & WOLV-FM/Houghton. Phone: (906) 482-7700
SELLER: Houghton Radio Group of North Carolina Inc. Phone: (906) 482-7080

Missouri

KTCG-FM/Ozark

PRICE: \$1,673,905
TERMS: Stock sale for \$251,086 cash and two \$711,409.50, 15-year promissory notes at 9% interest
BUYER: Max Pearson is acquiring Ozark Mountain Broadcasting Inc. He owns 10 other stations. Phone: (804) 745-0300
SELLER: Gary Lynch. Phone: (417) 326-2982
FREQUENCY: 92.9 MHz
POWER: 50kw at 492 feet
FORMAT: Country

FM CP/Stockton

PRICE: \$10,040
TERMS: Asset sale for payment of expenses
BUYER: Galen Gilbert. He has agreed to acquire KBFL-FM/Buffalo, MO. Phone: (903) 439-4985
SELLER: KYOO Communications, headed by President Steve Paris. Phone: (417) 326-5257

KSLQ-AM/Washington

PRICE: \$450,000
TERMS: Asset sale for cash
BUYER: Computraffic Inc., headed by President Brad Hildebrand. Phone: (314) 427-2727
SELLER: Prime Time Radio, headed by President Kenneth Kuenzie. Phone: (314) 239-6800

Nevada

KTHX-FM/Incline Village (Reno)

PRICE: \$2.7 million
TERMS: Asset sale for cash; included in the deal is a format and frequency swap (see comment)
BUYER: Salt Broadcasting LLC, headed by President Scott Seidenstricker. Phone: (209) 299-4599
SELLER: Americom Las Vegas LP, headed by President Tom Quinn. Phone: (310) 201-9170
FREQUENCY: 100.1 MHz
POWER: 760 watts at 2955 feet
FORMAT: Adult Alternative
COMMENT: As part of the deal, two of the companies' stations are swapping calls and formats. Salt Broadcasting acquires the KRZQ call letters and Alternative format for its 100.9 MHz signal in Sparks (Reno), NV. In turn, Americom gets the KLCA-FM calls and Hot

AC format for its 96.5 MHz signal in Tahoe City, CA (Reno).

New York

WKRT-AM & WIII-FM/Ithaca

PRICE: \$1,675,000
TERMS: Asset sale for cash
BUYER: Broadcast Partners Holdings L.P., a wholly owned subsidiary of Veronis Suhler & Associates, headed by Chairman/CEO Lee Simonson. Phone: (212) 935-4990
SELLER: Cayuga Radio Partners L.P., headed by owners William Goddard, Jeffrey Shapiro, and Bruce Danziger
FREQUENCY: 920 kHz; 99.9 MHz
POWER: 1kw day/500 watts; 24kw at 770 feet
FORMAT: Oldies; Adult Alternative
BROKER: Richard A. Foreman & Assoc.

WTND-FM/Poughkeepsie

PRICE: \$325,000
TERMS: Asset sale for cash
BUYER: Straus Dutchess Media L.L.C., headed by President Eric Straus. It owns WKIP-AM & WRNQ-FM/Poughkeepsie. Phone: (914) 471-2300
SELLER: Wicrae Equities Ltd. Phone: (914) 454-5150
FREQUENCY: 96.1 MHz
POWER: 3kw at 172 feet
FORMAT: Country
COMMENT: This Station is simulcast on WTHN/Ellenville, NY and WTHK/Hudson, NY

Ohio

WWBK-FM/Fredericktown

PRICE: \$125,000
TERMS: Asset sale for cash
BUYER: Knox Broadcasting Corp., headed by President Walter Stampfli. It owns WGLN-FM/Galion, OH and WMVO-AM & WQIO-FM/Mount Vernon, OH and has agreed to acquire WBZW-FM/Loudonville, OH (see following deal). Phone: (419) 289-2605
SELLER: Bohmar Communications Inc., headed by President Mark Bohach

WBZW-FM/Loudonville

PRICE: \$1 million
TERMS: Asset sale for cash
BUYER: Knox Broadcasting Corp., headed by President Walter Stampfli

Continued on Page 8

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B-101 (AC) Philadelphia: No. 1 25-54 Women.*

B-101 (WBEB) is on a four-year uptrend in its target.

ARROW 93 (Classic Rock) L.A.: from No. 12 to No. 4.*

ARROW 93 (KCBS-FM) soars in its 25-54 male target.

*Fall 1997 Arbitron Share, Monday-Sunday 6AM-MID.

Union Will Meet With CBS On Benefits This Month

By MATT SPANGLER
R&R WASHINGTON BUREAU

Don't expect to see picket lines outside CBS headquarters in New York, but the union that represents the company's airstaff is intent on getting the best deal on health and welfare benefits it can.

American Federation of Television and Radio Artists spokesman Dick Moore told R&R last week that the union will meet with CBS Corp. officials later this month. "We're optimistic about reaching an agreement that will be satisfactory to everybody," Moore said.

Contrary to previous media reports, AFTRA is negotiating a health

and pension agreement that applies to all CBS network and O&O on-air talent represented by the union, not just part-time employees. Of the company's 11,500 radio and television employees, only several hundred are affected by the talks.

One source close to CBS told R&R that its 401(k) contributions are now based on performance. In

some cases they have been cut to zero, but in others they could be increased 4%-5%.

The source said that the difficulty the company is struggling with is how to best merge the benefits packages formerly offered by Infinity Broadcasting Corp., Westinghouse Electric Corp., and American Radio Systems Corp. — all of which are now or soon will be under the CBS umbrella.

CBS would not comment on the negotiations.

TRANSACTIONS

Continued from Page 6

(see previous deal)

SELLER: K-Country Inc., headed by President Mark Bohach. Phone: (614) 653-4373

FREQUENCY: 107.7 MHz

POWER: 6kw at 328 feet

FORMAT: Country

Tennessee

WQBB-AM & FM/Knoxville

PRICE: \$7 million (est.)

TERMS: Not released

BUYER: Journal Broadcast Group, headed by President Douglas Kiel. It owns WMYU-FM & WWST-FM/Knoxville. Phone: (414) 967-5356

SELLER: Sequoyah Communications Of Tennessee, headed by President James Staley. Phone: (423) 546-1040

FREQUENCY: 1040 kHz; 104.5 MHz

POWER: 10kw; 2.8kw at 486 feet

FORMAT: Nostalgia; Nostalgia

BROKER: Kalil & Co.

Texas

KZRK-AM & FM/Canyon (Amarillo)

PRICE: \$1 million

TERMS: Asset sale for cash

BUYER: Cumulus Broadcasting Inc., headed by President Bill Bungeroth. It has agreed to purchase KARX-FM/Amarillo.

SELLER: Heritage Communications Corp., headed by President Walter Mize. Phone: (817) 477-5324

FREQUENCY: 1550 kHz; 107.9 MHz

POWER: 1kw day/219 watts night;

100kw at 476 feet

FORMAT: Rock; Rock

BROKER: Norman Fischer & Assoc.

KXCC-FM & KZTX-FM/Corpus Christi

PRICE: \$1,775,000

TERMS: Asset sale for cash

BUYER: Pacific Radio, headed by principals Rick Dames, Steve Bunnard, and Jim Withers. It owns KTCX-FM/Beaumont, TX.

SELLER: Fred Hoffman. Phone: (512) 855-3974

FREQUENCY: 102.3 MHz; 106.3 MHz

POWER: 50kw at 371 feet; 3kw at 300 feet

FORMAT: Classic Rock; KZTX is dark.

Utah

KQMB-FM/Midvale (Salt Lake City)

PRICE: \$3,425,000

TERMS: Asset sale for cash

BUYER: Simmons Family Inc., headed by President Craig Hanson. It owns KDYL-AM, KRSP-FM, KSFI-FM & KTKL-FM/Salt Lake City, UT. Phone: (801) 524-2600

SELLER: Quarry Mountain Broadcasting Inc., headed by President Thomas Crimson. Phone: (801) 524-2600

FREQUENCY: 102.7 MHz

POWER: 47kw at 2699 feet

FORMAT: AC

BROKER: Greg Merrill of Media Services Group

Virginia

WCKO-AM/Norfolk

PRICE: \$262,250

TERMS: Asset sale for cash

BUYER: Metropolitan Radio Group, headed by President Gary Acker.

Phone: (817) 430-3548

SELLER: J4 Broadcasting

FREQUENCY: 1110 kHz

POWER: 50kw

FORMAT: This station is dark.

Virgin Islands

WAVI-FM/Christiansted & WVGN-FM/Charlotte Amalie

PRICE: \$650,000

TERMS: Asset sale for \$300,000 cash and a seven-year, \$350,000 promissory note at 8% interest

BUYER: Knight V.I. Radio Corp., headed by President Randolph Knight. It owns WWKS-FM/Cruz Bay, VI and has applied for an FM CP in Frederickstad, VI. Phone: (809) 776-4585

SELLER: St. Croix Wireless Co. Inc., headed by President John Galaneses. Phone: (340) 777-6635

Washington

KHHO-AM/Tacoma

PRICE: \$2.5 million

TERMS: Asset sale for cash

BUYER: AK Media Group Inc., a wholly owned subsidiary of The Ackerley Group Inc., headed by CEO/Director Barry Ackerley

SELLER: Southwave Wireless Communications L.L.C., headed by CEO/Manager Stephen West. Phone: (253) 383-8850

FREQUENCY: 850 kHz

POWER: 10kw day/1kw night

FORMAT: Talk/Sports

Bloomberg BUSINESS BRIEFS

Continued from Page 4

man/CEO Michael Eisner announced upcoming initiatives for the company, which included new theme parks, clubs, movies, and a 24-hour basic cable channel.

ATS Sells Stock To ARS

American Tower Systems Corp., the tower company that will be spun off from American Radio Systems Corp. once its merger with CBS Corp. is completed this spring, will sell \$80 million of common stock to certain officers and directors of ARS for \$10 per share. ARS Director of Investor Relations Bruce Danziger last week told R&R that current shareholders will receive one share of ATS stock for each share of ARS stock they own.

CBC Shareholders Authorize Sale

Children's Broadcasting Corp. shareholders last week approved the sale of the group's 13 AM O&Os to New York-based Global Broadcasting Co. for \$72.5 million. The deal is set to close later this month. Global said in November it would begin operating a new network aimed at the "underserved" 18-49-year-old audience on those stations in February. Meanwhile, CBC attorney Lance Riley told R&R that discovery has been completed in its lawsuit with Radio Disney. No date for the Minnesota trial has been set, though Riley says he doesn't expect it to begin before May.

Dividends, Bonds, And Buyouts

Pulitzer Broadcasting Co. — which owns KMVP-AM, KTAR-AM & KKLTV-FM/Phoenix, WLKY/Louisville, and WXII/Greensboro — said that the dividend it is paying to shareholders this year represents a 15.4% increase, from \$0.13 to \$0.15 per share. The dividend is payable February 2 to shareholders of record on January 16. The company says that it has increased its dividend every January since 1986 ... Jacor Communications Inc.'s 0% bond due 2011 was the third-best performer in the month of December among 300 issues measured by the Merrill Lynch Convertibles Index. The Jacor debt is a deeply discounted, zero-coupon, high-yield, equity-linked debt instrument called a "liquid yield option note (LYON)" ... Shareholders of LIN Television Corp. voted to approve the company's acquisition by Capstar Broadcasting Partners backers Hicks, Muse, Tate & Furst Inc. LIN approved a sale price of \$1.9 billion for its eight network-affiliated TV stations.

RTNDA Accepting Murrow Award Entries

Entries for the 1998 Edward R. Murrow Awards, which honor, among other areas, excellence in news coverage and investigative, feature, and sports reporting, must be postmarked to the RTNDA by January 31. Regional winners will be announced March 31, and national winners are to be named June 12. The awards will be formally presented September 23 at the RTNDA show in San Antonio.

Wisconsin

WKLJ-AM & WCOV-FM/Sparta

PRICE: \$3.5 million

TERMS: Asset sale for cash

BUYER: Family Radio Inc., headed by President Dick Record. It owns

WKTY-AM, WIZM-AM & FM & WTRV-FM/La Crosse, WI.

SELLER: Sparta Tomah Broadcasting Co., headed by President Zel Rice

FREQUENCY: 1290 kHz; 97.1 MHz

POWER: 5kw day/59 watts night; 100kw at 587 feet

FORMAT: News; Country

BROKER: Broadcasting Asset Management Corp.

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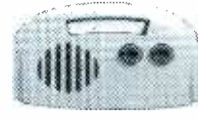
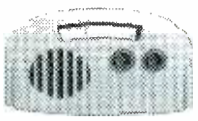
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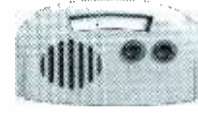
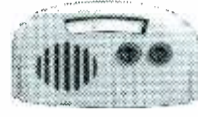
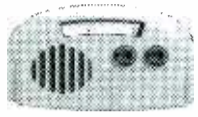


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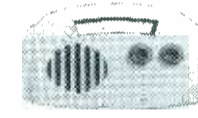
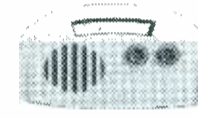
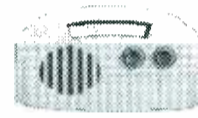
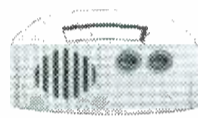
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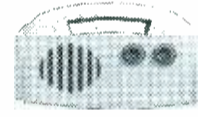
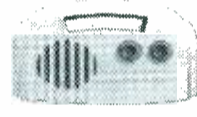
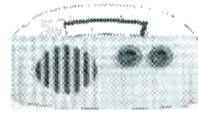
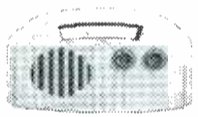
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St. James Has Got The 'Power' At KKFR

KMCG/San Diego PD Bruce St. James has been appointed PD at KKFR (Power 92)/Phoenix. He replaces Don Parker, who exited the CHR/Rhythmic outlet this week.

KKFR owner Fred Weber told R&R, "I am very relieved and happy Bruce is going to be joining us.

Bruce has depth in his broadcasting career and certainly is a people person. He is also a dedicated programmer who looks forward to working here and whose head will not get turned by outside forces. In many ways, Bruce reminds me of our current consultant and former PD, Steve Smith, who I have the most admiration for out of anyone I've ever dealt with in this business."

St. James remarked, "I'm really excited about this opportunity to jump into a winning situation. Not only do I get the chance to go back home and be near friends and family, but I get to go back to a station where I used to be a part-timer! I've assured management that I still have my old Power 92 jacket and cap, and I believe that weighed heavily in their decision."

Prior to joining KMCG, St. James was Asst. PD/MD at KPWR (Power 106)/L.A., PD/MD at KJYK/Tucson, weekender at KKFR, and night-timer at KRQQ/Tucson.

Regarding the future direction of the station, St. James commented, "Power is not in need of fixing, and I have bought into the plan and strategies already laid out. My goals are to continue the great work done before me and build upon it. Plus, I thought the entire record community was getting off pretty easy, and I needed to come back and shake things up a bit."

WNEW

Continued from Page 3

properties in New York radio, WNEW."

Herman has held his position at WINS since January '94. He previously worked in Philadelphia as Director/News Programming for KYW-AM & TV and WMMR-FM. Herman's resume also includes a stint at WMAQ-AM/Chicago.

Of Wall's arrival at WNEW, Her-

Chancellor

Continued from Page 3

maximized."

Meloy stated, "I've had the chance to work with WTEM's staff on several projects the past six years, including the conception of its 24-hour sports format. I'm pleased to again be involved with WTEM and look forward to continuing to create Washington's preeminent Sports

Hanson Hits Double Digits



Between their debut album, *Middle Of Nowhere*, and holiday release, *Snowed In*, the Hanson brothers have hit the big 10 million mark in total copies sold worldwide. With results like that, could a new U.S. tour be far behind? Primed and ready are (l-r) Mercury VP/Promotion Steve Ellis, Taylor, Isaac & Zac Hanson, Mercury Records Group Chairman/CEO Danny Goldberg, and Mercury Records GM Exec. VP David Leach.

Sony Dist. Ups Yarbrough To Chairman

Sony Music Distribution has tapped Danny Yarbrough as its new Chairman. Based in New York, he succeeds Paul Smith, who announced his retirement on January 1.

Sony Music Entertainment President/CEO Tommy Mottola said, "Danny has learned from the best, Paul Smith, and is Paul's obvious successor. In his role as President of Distribution, Danny has already tackled a host of retail challenges effectively, and I'm confident that, as Chairman, he will lead distribution to even greater levels of success."

Yarbrough, who was named President of the division in May 1994, had served as Sr. VP/Sales & Branch Distribution since 1989. He started with the company in 1965 when he joined CBS Records as a sales representative for the Southeast Branch in Atlanta. He was named Vice President/Sales for Columbia Records in 1987.



Yarbrough

Margeotes Becomes PGD SVP/Distribution

PolyGram Group Distribution has promoted Steven Margeotes to Sr. VP/Distribution. Based in Fishers, IN, he reports to PGD President/CEO Jim Caparro.

"Since joining PGD, Steve's contributions have dramatically improved our operational and logistics capabilities," Caparro said. "I value his participation tremendously, and this recognition is well-deserved."

Margeotes noted, "It is indeed an honor to be associated with the PolyGram family and to be a part of the force that has escalated to the forefront of the industry. I am looking forward to the challenging endeavors that will drive PolyGram into the new millennium."

Margeotes had been VP/Distribution since 1991. He joined PGD in June '91 as Director. Before that, he served as Director/Operations for Adidas Sports for three years and spent 22 years at RCA Records as Director/Distribution.

man said, "Garry brings more than 20 years of radio broadcasting experience to WNEW. His insights, experience, and successes will have a great impact on the station." Wall will be responsible for the station's programming, marketing, and promotion.

Wall joins WNEW following a stint on the Tommy Boy Records management team. He previously

station." She previously was GM for Washington's WGMS.

Mack formerly served as VP/GM of WAOK-AM & WVEE-FM/Atlanta and GSM for WCAO-AM & WXYV-FM/Baltimore. "I'm inheriting a great staff, heritage call letters, and a well-positioned station," he added. "I'm looking forward to maximizing WGAY's potential."

Ochs succeeds Bennett Zier, who recently transferred to New York to

operated his own firm, Wall Media, which consulted radio stations and entertainment companies, including CBS' KROQ-FM/Los Angeles and KLLC-FM/San Francisco. Prior to that, he was VP/Programming for Edens Broadcasting and held numerous programming positions, including tenures as PD for WTIC/Hartford, WMC/Memphis, KKLQ/San Diego, and WNCI/Columbus.

manage Hot AC WNSR. "All Chancellor/Washington managers have been working together to improve our stations, and Bennett and I have had many discussions about how to take WWRC to the next level," Ochs said. "WWRC has grown dramatically the last year, and I'm confident it will sustain that growth and continue being a profitable operation." Ochs has worked as a DC-area GM at WZHF, WJZW, and WBZS.

EXECUTIVE ACTION

SW Nets Resets Programming Services Dept.

Sony's SW Networks Director/Rock Programming John Loscalzo has been promoted to Sr. Director/Programming at the company. In his new role, Loscalzo will directly supervise the production of all SW entertainment news programming.

"I'll be basically overseeing the core of our entertainment news division, working on new products for other media, and working with clients," Loscalzo told R&R. Concurrent with his promotion, David Gorab is elevated to Manager/Programming Operations, and Barry Jeckell rises to Manager/Music News at SW. Both will report directly to Loscalzo.

"Gorab will have day-to-day operations of the news department and oversight of general editorial content. Jeckell will expand Rock duties to all other formats we serve. He oversees music news and other daily feed elements. This change puts us in a position to grow the company in a way that gives us the opportunity to take advantage of what lies ahead."

Gorab formerly served as Manager, News/Talk Programming; Jeckell had been Rock Editor.

ABC/NY Taps Borneman, Keane To Sales Posts

ABC Radio has promoted two key sales managers at its two New York radio properties. Ed Keane, who has been GSM of News/Talk WABC-AM since August 1996, has risen to Regional Sales Manager for both WABC and Hot AC sister WPLJ-FM. Additionally, Steve Borneman — who most recently served as LSM for WPLJ — rises to GSM of that station.

"It's not often that you have two individuals of the caliber and with the credentials of Steve and Ed," commented ABC Radio/NY Director/Sales Tim McCarthy. "They grew up in the ABC family and have been integral components in the success of WABC and WPLJ. As the level of revenue demands continues to rise in this era of consolidation, these are the guys to aggressively position our sales teams for the future."

Keane, a 28-year radio sales vet, joined WPLJ as LSM in 1991 before ascending to his most recent post. His career began in 1970 as an AE for H.R., Butler, Stone Radio Reps, and he has also been GSM of WRKO/Boston and NSM at WNEW-FM/New York.

Borneman joined WPLJ as an AE in 1989. Between 1991-96, he served as the station's NSM. He's also worked at crosstown WRKS-FM, WDHA-FM/Morristown, and WFNX/Boston.

Entercom Names New Kansas City Chiefs

VP/GM Payne, PD John add new duties

Entercom has made several changes at its Kansas City properties:

- AC KUDL-FM VP/GM Mike Payne has added those same duties for newly acquired Country WDAF-AM, as both stations change ownership to Entercom.

- Oldies KCMO-FM programmer Robert John has taken on additional responsibilities as PD of KUDL, succeeding the exiting Tom Land.

Until recently, Kansas City had been served by ACs KUDL and KLTH-FM (which John programmed), but the field was cut to one when KLTH flipped to Rock as "The New 99.7 KY" (R&R 10/24/97).

"KUDL is a great radio station, and it's exciting to have the competition out of the way," John told R&R. "We pretty much plan to stay similar to what we are now, which is a Soft/Mainstream AC. It's a personality station with a big morning show, and the music's more up than what you'd find on a traditional Soft AC."

In addition to having been Marketing/Research Partners' Sr. Research Consultant, John has previously programmed KKYV/San Diego, KGBY/Sacramento, WVRI/Orlando, and WMC-FM/Memphis.

Payne has worked in the market since 1983, when he joined KMXV in sales. He was KMXV's GSM when parent Apollo bought KUDL in 1993, and he became GSM for both. In 1995, he was elevated to GM of both stations. Apollo later merged with Regent. Regent was bought by Jacor, and Jacor was later in a multistation/multimarket swap with ARS. ARS, because it was over the limit in KC, spun off KUDL and WDAF to Entercom.

"I'm a native Kansas Citian. I've grown up with WDAF, and this is a genuinely exciting opportunity for me," Payne told R&R. "This is a grand radio station. It's been a leader for years, and there aren't many stations like it left. I'm passionate about this station and this format, and I believe we can show the gains and growth where we need to. I look forward to working with the people at WDAF and moving it forward."

Among other changes at WDAF: PD Ted Cramer assumes MD duties as station vet David Bryan exits for a career in real estate. Also exiting is afternoon driver John Wozniak. Joining for 1-6pm is Dan Roberts who has worked at KC outlets KFKF and KLTH; new to 6pm-midnight is Bruce Efron. David Lawrence remains 5-9am, Cramer handles 9am-1pm, and Mark Andrews does overnights. Also, WDAF has moved to 4935 Belinder Rd., Westwood, KS 66205; phone (913) 677-8998, fax (913) 677-8901.

FOOTBALL IS THE BABE'S GAME



The Babe's Talkin' Super Bowl in These Cities!

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WKNR-AM Cleveland
WDAE-AM Tampa
KGME-AM Phoenix
KKFN-AM Denver
WTAE-AM Pittsburgh
KFNS-AM St. Louis
WQTM-AM Orlando
KFXX-AM Portland
WNDE-AM Indianapolis
WPOP-AM Hartford
WFNZ-AM Charlotte
WRBZ-AM Raleigh-Durham
WUBE-AM Cincinnati
WAUK-AM Milwaukee
KCTE-AM Kansas City
WYOR-AM Nashville
WBNS-AM Columbus
WESC-AM Greenville
KTKR-AM San Antonio
WBBL-AM Grand Rapids

WWKB-AM Buffalo
WHBQ-AM Memphis
WSKO-AM Providence
WTCK-AM Greensboro
KNML-AM Albuquerque
WKQV-AM Wilkes-Barre
WJOX-AM Birmingham
WROW-AM Albany
WRNL-AM Richmond
WNZS-AM Jacksonville
WSWW-AM Charleston
WQLL-AM Tulsa
WLSP-AM Flint-Sag-Bay
WNSP-FM Mobile
KQAM-AM Wichita
WFMZ-AM Knoxville
KFON-AM Austin
KENO-AM Las Vegas
WLQR-AM Toledo
WHEN-AM Syracuse
KGU-AM Honolulu

KJJC-FM Des Moines-Ames
KTRW-AM Spokane
WHTK-AM Rochester
KOSR-AM Omaha
WFMB-AM Springfield
KWKH-AM Shreveport
WJAE-AM Portland-Auburn
KFFN-AM Tucson-Nogales
WDEF-AM Chatanooga
WHIT-AM Madison
WUMP-AM Huntsville
KJOC-AM Davenport
WCOS-AM Columbia
WJDS-AM Jackson
WXPS-FM Burlington
WKIN-AM Bristol-Kings
WBBW-AM Youngstown
KKCS-AM Colorado Springs
KKTK-AM Waco
WIBR-AM Baton Rouge
KHEY-AM El Paso

KMEM-AM Lincoln-Hastings
WCZI-FM Greenville
WVFN-AM Lansing
WQSC-AM Charleston
WIRL-AM Peoria
WRDW-AM Augusta
KVOX-AM Fargo-Valley City
WMSP-AM Montgomery
WNLS-AM Tallahassee
WKZQ-AM Florence-Myrtle
KPLY-AM Reno
KVOL-AM Lafayette
WNML-AM Macon
WDAK-AM Columbus
KTIK-AM Boise
WKOR-AM Columbus
WXCO-AM Wausau-Rhine
WKTY-AM Lacrosse
KTMT-AM Medford-Klamath
WMBH-AM Joplin-Pittsburg
KKAM-AM Lubbock

KWEB-AM Rochester
WHYS-AM Bluefield
KMND-AM Odessa-Midland
WENE-AM Binghamton
WZON-AM Bangor
KAXX-AM Anchorage
KEAN-AM Abilene
WTGM-AM Salisbury
WRXS-FM Salisbury
KESQ-AM Palm Springs
WNRS-AM Utica
WRRX-FM Gainesville
KWIK-AM Idaho Falls
KGRZ-AM Missoula
WATN-AM Watertown
KJOK-AM Yuma-El Centro
KDBS-AM Alexandria
KBZS-AM Grand Junction
KFBC-AM Cheyenne
WHBG-AM Harrisonburg
WLNA-AM Peakskill

KMET-AM Banning/Beaumont
WIGV-AM Reading
WGYM-AM Atlantic City
WTKZ-AM Allentown
WTMN-AM Portsmouth
WKBR-AM Manchester
WCBG-AM Chambersburg
WTRP-AM LaGrange
KKRT-AM Wenatchee
KLAY-AM Lakewood
KPUG-AM Bellingham
WRGM-AM Ont/Mansfield
WBTC-AM Uhrichville
WAKR-AM Akron
KBUN-AM Bemidji
KNSI-AM St. Cloud

For more information, call 972-991-9200

Broadcast Across America on
abc ABC RADIO NETWORKS



Jackson Tacks On WMCS PD Duties

WMCS-FM/Milwaukee MD Tyrene Jackson has added PD duties at the All Pro Broadcasting Urban AC. The first-time programmer and Milwaukee native will retain her morning on-air shift as well.

Jackson, who joined the station as a college intern in 1992, told R&R, "Our station has been through a lot of staff changes on the programming side. Before my mentor, Cathy Brown, left [she's now PD at WWIN/Baltimore]. I was her assistant. She taught me how to do all the logs, introduced me to all the record people, and taught me the radio business. So when she left, that left me with a wealth of knowledge a lot of people did not have."

Following her internship, Jackson was hired as a programming assistant, then was given the evening air-shift before being moved to mornings and named MD.

Balthrop Becomes Blue Chip VP/GM

Connie Balthrop has re-entered radio as VP/GM of Blue Chip Broadcasting's WGZB-FM & WMJM-FM/Louisville. After selling her UNC Media in 1996, she had moved to Pittsburgh and, as she said, "retired for about a minute." Balthrop replaces Jeff Goree, who left the stations late last year.

Blue Chip President/CEO Ross Love commented, "We're extremely



Balthrop

Jacor Debuts 'K-news' In Salt Lake City

Last Monday (1/12) saw the debut of Jacor's "570 K-news" on Salt Lake City's AM dial. Formerly all-Sports KISN, which Jacor obtained in a trade agreement from Trumper Communications, the new KNRS announced a major commitment to local news along with a lineup of high-profile local and national talk personalities, including Paul Harvey, Rush Limbaugh, Dr. Laura Schlessinger, and Art Bell.

VP/GM Rick Porter told R&R, "570 K-news can be heard all along the Wasatch Front. We really feel there's a great opportunity for another full-service News and Talk station here. As Salt Lake City continues to grow, there's a clear need for more local news, and we're making a big commitment to news. Our goal is to add variety to the AM dial in Utah."

Former KALL-AM and KSL-AM news reporter Bob Hendricks has been named News Director of K-news. Along with the roster of national hosts noted above, morning drive on the station will be hosted by 19-year SLC veteran Tim Hughes, who has logged time at both KSL and KSOP-AM & FM. And after 24 years with KSL, Bob Lee has signed up to host pm drive. Sports updates will be handled by nine-year KALL veteran Brad Stone.

In addition to KNSR, Jacor/SLC also owns KALL, KKAT-FM, KODJ-FM, KURR-FM, and KZHT-FM.

Gregory Gets GM Post At WRAL/Raleigh

Ardie Gregory has returned to Capitol Broadcasting as WRAL/Raleigh's GM. She succeeds Bob Lind, who resigned from the Hot AC last summer to become Exec. Director/Radiation Operations for the Children's Miracle Network.

Gregory previously was VP/GM of Capitol Oldies and Hot AC combo WOCT-FM & WWMX-FM/Baltimore and, for six years prior to that, was Capitol Broadcasting's GSM.

According to Capitol Sr. VP/Broadcasting Fred Barber, "Ardie's a veteran radio broadcaster with a record of considerable success in the business. We're glad to have her back in the family."

Gregory, who joins WRAL next Monday (1/19), had been CBS/Baltimore's GSM, which included the NFL Baltimore Ravens Radio Network, WJFK-AM, and WLIF-FM. She commented, "I enjoyed my short time at CBS, but couldn't pass up the opportunity to rejoin Capitol Broadcasting."



Gregory

pleased to bring someone of Connie's caliber into the company. She has an outstanding record of delivering bottom-line results and a proven capacity for developing an organization."

"I'm really excited about the

opportunity," Balthrop told R&R. "These are two outstanding facilities, and even more importantly, I'm excited about joining Blue Chip Broadcasting. It's an excellent young company with a lot of potential, and Ross Love is a re-

UPDATE

Orescan Steps Up To MCA VP/Marketing

MCA Records has elevated Paul Orescan to VP/Marketing. Based in Los Angeles, he reports to Sr. VP/Sales & Marketing Jayne Simon.

"Paul has shown himself to be a creative marketing executive who is particularly sensitive to the diverse needs of our artists," Simon said. "His delicate handling of the Sublime project over the last year is a perfect example of his capabilities. It's a pleasure to see Paul's accomplishments and talents recognized with this well-deserved promotion."

Orescan noted, "Jayne has assembled a very dynamic and diverse set of players in the marketing department, and she has provided a challenging environment that fosters independent thinking. We are given the task of championing the artist, working with all the departments of the company, and seeing that plan through. I'm thrilled to be involved with such great acts at the new MCA."

Orescan joined MCA two years ago. Prior to that, he served as VP/Marketing for IRS Records.



Orescan

Fritsch Now News Dir. at KOGO & KSDO/San Diego

Veteran San Diego newsman Chuck Fritsch has been named News Director for Jacor's San Diego News/Talk combo KOGO-AM & KSDO-AM. Most recently News Director at crosstown KFMB-AM, Fritsch has a 22-year news background — 18 of those in San Diego.

PD Cliff Albert told R&R, "We are really fortunate to have someone of Chuck's caliber, experience, and knowledge of the San Diego news market now directing our news division."

Fritsch — whose San Diego career also includes hosting pre- and post-game shows for major league baseball's Padres and a weekend sports talk show at KSDO — commented, "I'm very happy to be here at Jacor, because it's a company that wants to win. We have a great news staff already in place, many of whom I've already worked with right here in San Diego. My goal for 1998 is to raise the bar in the newsroom so we can continue to make KOGO and KSDO's news product second to none."

Fritsch also has been News Director at CHR KKLQ-FM (Q106)/SD. He replaces longtime KOGO & KSDO ND Mary Ayala, who was recently promoted to Exec. Producer/Asst. PD at the stations.

Research

Continued from Page 1

of both diary data and a national re-interview study to gain more information about the media habits of people who work. Our study was designed to look at some of the "truisms" that surround at-work listening and to test them against all of the available data.

Truism #1: At-work listening and in-office listening are one and the same.

I have heard many managers use the terms "at-work" and "in-office" interchangeably. I probably have myself. No more. The data show that more than half of all workers do *not* work in offices. And only 25% of all workers work in an office building.

When thinking about at-work listening, make certain you consider all of the places people work. Nine percent work outdoors. Seven percent work in their homes. More than 10% of all workers are at a school or university. People are working and listening to the radio in cars (7%), restaurants (3%), hospitals or clinics (8%), and many other places beyond the traditional office.

Almost anyone who works in radio works in a small office. Don't fall into the trap of thinking that's how everyone works.

Truism #2: The workday is "9-to-5."

This was one of the surprise findings of the study. When you are putting together your strategies for at-work listening, keep this vital fact in mind: More than two-thirds of people who work are on the job by 8am. Only 16% of people who work start their day between 8-9am, an hour when almost all radio stations have programming geared around commuting.

While it is true that a large majority of workers are on the job at 9am or 10am — when most morning shows end — most people have been working for a while. America kicks off its workday long before radio typically kicks off "at-work" programming.

Truism #3: People are forced to listen to radio stations they wouldn't choose for themselves — usually to AC radio stations.

This belief — which is the reason so many formats undervalue at-work listening — just doesn't

hold up to scrutiny.

Our data imply that only 22% of at-work listeners are forced to listen to a radio station they don't choose, and many of them would choose that station anyway. More than 40% of those who listen to the radio at work are the only people who can hear the station they are listening to.

When you come down to it, there isn't much one can do to help those people who can't choose their radio station. But you need to keep in mind the 78% who are involved in the choice of station. You can get them to listen to your station.

By the way, people who can't choose their station are no more likely to listen to AC at work than people who can pick freely.

Truism #4: People lock in on one radio station throughout the workday.

This one turns out to largely be true. Far more than in the car or at home, at-work listeners are likely to listen to one radio station all day long. In particular, people who work in offices, factories, or stores tend to tune around less. So, if you can get someone to listen to you at

work, a lot of quarter-hours can follow.

Our analysis covered many other ways in which radio listening and work interact:

- Radio is by far the most-used medium in America's workplaces. Two-thirds of all workers say they listen to radio some of the time. Our sales forces need to make advertisers aware that we are uniquely speaking to people all throughout their workdays. If, for instance, a restaurant chain wants to increase its lunch or dinner business, shouldn't it be concentrating on radio — the medium that dominates media use during the daytime?

- People who listen to the radio at work overwhelmingly state that it makes them more productive. Perhaps as an industry we can further increase usage by making managers aware that their workers will perform even better.

- Many of those who don't listen to the radio at work say it is because they can't pick up any signals at the workplace. If radio could address this technical problem, it seems likely that even more quarter-hours might be available.

years of industry experience. Prior to running UNC Media for five years as President/CEO, she was a VP/GM for stations in the Sheridan Broadcasting, Westinghouse, and Paco-Jon Broadcasting chains.

Finally, the at-work study reveals that we as an industry need to demand more from our marketing efforts directed to at-work listening. The study indicated that some of the most common strategies — telemarketing, direct mail, contesting — have serious deficiencies. We need to work with the audience to explore new ways to convert listening at work. In particular, America's large workplaces are being left behind, perhaps as a result of the difficulty in targeting them through telemarketing efforts.

The format columns in this edition of R&R shed considerably more light on this crucial listening location. At work is the place where you can achieve the highest yield from any new listener. The best managers will use the new knowledge to win in this key battleground.

Larry Rosin is President of Edison Media Research. He can be reached at (732) 560-8787.

THE 29TH COUNTRY RADIO SEMINAR

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Radio

• **TYE HANNA** has been promoted to Asst. Controller for Cox Radio. He formerly served as Dir./Financial Reporting for the company.

• **KIXL-AM/Austin** has been named the National Religious Broadcasters' 1998 Radio Station Of The Year. The annual award recognizes outstanding contributions, accomplishments, and community involvement by a Christian station.

Records

• At Immortal Records, National VP/Alternative **ROZE BRAUNSTEIN** adds rock promotion to her duties, and college radio promoter **TOM BOUTS** adds alternative & rock secondary market promotion to his responsibilities.



• **MARTIN KIERSENBAUM** has been named VP/International at A&M Records. He previously served as International Projects & Promo Manager.

Kierszenbaum

National Radio

• **SUPERADIO** has launched *Retro Country USA*, a two-hour program featuring the biggest country hits of the 1980s — WRBQ/Tampa morning personality Ken Cooper hosts.
— (508) 480-9000

• **JONES RADIO NETWORK** has announced the addition of *The Jimmy Carter Entertainment Reports*, two separate live, interactive segments with the latest celebrity gossip from Hollywood and Nashville.
— (303) 784-8680

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

WW1 names Dr. Emily Senay as new host of CBS Radio Networks' 90-second daily feature, *Health Talk*. Pre-feed available at 8:22am ET; Friday bulk feed of upcoming week at 2:46pm ET.

CHRONICLE

BIRTHS

WIYY/Baltimore morning co-host **Mike "Mark" Ondayko**, wife Lyle, daughter Jamie Morgan, January 2.

WXPB/Philadelphia Asst. GM **Bruce Ranes**, wife Robbie, daughter Gillian Michaela, January 1.

WHKR/Melbourne-Titusville-Cocoa evening host **Shay St. Claire**, husband Rick Chiarullo, son Nicky Leo, December 16.

Reprise Nat'l Dir./Rock Promotion **Jann Hendry**, husband Brian, daughter Josephine Deborah, December 11.

WIYY/Baltimore PD **Rick Strauss**, wife Janice, son Ian Richard, December 8.

CONDOLENCES

National Public Radio producer **Bob Dore**, 44, January 7.

Beach Boys record producer and United Artists Records co-founder **Nik Venet**, 61, January 2.

January 18: NHL All-Star game live from Vancouver, BC starting at 3:45pm ET.

January 25: In conjunction with CBS Radio Sports, WW1 broadcasts Superbowl XXXII live from San Diego beginning at 5:45pm ET.
— (212) 641-2052 or 2057

• **AMERICAN FREEDOM NETWORK** has launched the national syndication of the conservative talk program *The Chuck Morse Show*. Topics discussed include education, humanism, materialism, and American Sovereignty.
— (617) 277-7324

• **RADIO SHOWS LTD.** has unveiled its new lineup of syndicated programs. They are as follows:

9am-noon: *Mark & Kyle's Sports Blitz* — Entertaining commentary on previous night's games as well as guests and offbeat stories.

Noon-3pm: *Ed Berliner: The Fastest Show In Sports* — Humorous insight and Berliner's own personal way of looking at sports.

6-9pm: *Bob Golic Show* — Perspective from the former professional who has been in the game.

9pm-9am, weekdays; all day Sat. & Sun.: *Prime Sports Overnights & Weekends* — Hosted by Mike Evans and Fred Wallin.
— (972) 402-4534 or 4520

• **SJS URBAN ENTERTAINMENT** has joined with the **COUNTRY MUSIC FOUNDATION** in holding a yearlong salute to country music, past and present. Daily, one-minute vignettes, highlighting great moments in country music, will be available beginning in March.
— (615) 251-9737

• **SONY'S SW NETWORKS** has announced the following booking:
January 20: John Anderson
— (212) 833-7320

• **USA RADIO NETWORK** has launched *Ask Betty, The Radio Show*,

NAB

Continued from Page 4
airtime, inquiries and legislation designed to limit advertising of distilled spirits, advertising deductibility, and "spectrum fees."
NAB Exec. VP Government Relations Jim May said at the meeting that, despite NAB surveys that show that less than 5% of the public cares about campaign finance reform, Congress will proceed with a vote on proposed legislation on March 6.

Baumann said at the joint board meeting that FCC Chairman Bill Kennard wants to take a look at liquor ads this spring, but that any inquiry may be folded into a general review of public interest obligations for broadcasters. (He said that this month NAB would submit proposals for public interest requirements to the committee sponsored by Vice President Al Gore that is currently considering the issue, and he told the board that it should be concerned about whether Kennard will advance his own agenda or Gore's.)
May told the Radio Board that Sen. Robert Byrd (D-WV) may propose to eliminate the deduct-

ibility of advertising for broadcasters, which he has done in the past, if they accept liquor ads. He said the association would seek to table any motions to eliminate ad deductions.

PROS ON THE LOOSE

• **Lee Cagle** — MD KQKS/Denver (303) 753-9233

• **Don Coddington** — Nat'l Promo Rep Elektra Records (212) 496-8885

• **Joe Dawson** — PD WWKX/Providence (401) 726-5855

• **Dr. Doug** — MD/afternoons KZHT/Salt Lake City (801) 281-4767

• **Tom Land** — OM KMXX-FM & KUDL-FM/Kansas City (816) 746-8147

• **Greg Lee** — Nat'l Dir./Singles Promotion Warner Bros. (818) 368-4081

• **Dana Lundon** — PD WJET/Erie, PA (814) 864-4325

• **Jeff Mason** — Creative Services Dir. WIOQ/Philadelphia (610) 667-8100

• **Bill Michaels** — Format PD, WW1 "70s" and "Bright AC" (818) 991-5227

• **Don Parker** — PD KKFR/Phoenix (602) 460-7945

• **Geary Tanner** — Nat'l Promo Rep RCA Records (203) 655-8501

a 90-second, daily report on lifestyle issues, food trends, and family/children's nutrition concerns. It feeds weekdays at 1:14:30pm, ET, then repeats at 5:16pm, ET.
— (800) 334-5800

Industry

• **VALERIE TYSON** has opened VTV Promotions, a full-service entertainment & sports marketing agency specializing in broadcast media promotions. Tyson previously served as VP/Marketing of the Dresbach Company.
— (818) 769-6800

ibility of advertising for broadcasters, which he has done in the past, if they accept liquor ads. He said the association would seek to table any motions to eliminate ad deductions.

May said at the joint board meeting that "moral issues will be the spotlight in Congress" in '98. Hence, broadcasters will receive nearly \$500 million from the federal government this year to be spent on PSAs bearing negative messages about drugs, tobacco, and the like. NAB President Ed-

Veronis

Continued from Page 4
ative markets," Broadcasting Partners Chairman/CEO Lee Simonson told R&R. "We're operationally oriented; we try to find the right operations with the right operators. "We felt that, strategically, with deregulation we could back some good current and experienced broadcasters by helping them to grow their companies and give them an opportunity to run them," Simonson added.

"We thought our niche was going to be small and middle markets,

NATIONAL RADIO FORMATS

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

Hot AC
Garry Leigh
No New Adds

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

Rock
DAYS OF THE NEW Shelf In The Room
PEARL JAM Given To Fly
KENNY WAYNE SHEPHERD Blue On Black

CHR/Hot AC
BOYZ II MEN A Song For Mama
LAUREN CHRISTY Magazine
UNCLE SAM I Don't Ever Want To See You Again

Mainstream AC
PISTOLERS My Guardian Angel
SISTER HAZEL Happy
VERVE Bitter Sweet Symphony

Lite AC
LISA LOEB I Do

MAC
CHARLES FAMBROUGH It's Not Easy Havin' Fun
EVAN MARKS Coast To Coast
PAUL TAYLOR Groove Zone

UC
MARIAH CAREY Breakdown
SWV Rain

BROADCAST PROGRAMMING
Walter Powers • (800) 426-9082

CHR
Casey Keating
ALL SAINTS I Know Where It's At
BEN FOLDS FIVE Brick
JIMMY RAY Are You Jimmy Ray?

Digital AC
Keating
No New Adds

Hot AC
Keating
BEN FOLDS FIVE Brick
JIMMY RAY Are You Jimmy Ray?

Digital Soft AC
Mike Bettelli
RAY VEGA Even More

Digital AC Mix
Bettelli
SAVAGE GARDEN Truly Madly Deeply

Delilah
Bettelli
JOHN TESH I/JAMES INGRAM Give Me Forever (I Do)
SAVAGE GARDEN Truly Madly Deeply

Alternative
Teresa Cook
CHRIS CORNELL Sunshower
GREEN DAY Prosthetic Head

JONES RADIO NETWORK
Phil Barry • (303) 784-8700

Adult Hit Radio
JJ McKay
GREEN DAY Time Of Your Life (Good Riddance)

Rock Alternative
Doug Clifton
MEREDITH BROOKS What Would Happen
COLLECTIVE SOUL She Said
OASIS All Around The World

Soft Hits
Rick Brady
JOHN TESH I/JAMES INGRAM Give Me Forever (I Do)

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

Hot AC
FLEETWOOD MAC Landslide

Alternative
BECK Deadweight
FOO FIGHTERS My Hero
HUM Comin' Home
NAKED Raining On The Sky
PEARL JAM Given To Fly

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

Bright AC
Thompson
LOREENA MCKENITT The Mummies' Dance

Soft AC
Andy Fuller
No New Adds

Adult Rock & Roll
Jeff Gonzer
PAUL RODGERS Saving Grace

die Fritts told the Radio Board that a potential downside to this "windfall" could be that the gov-

ernment will impose "spectrum fees" on broadcasters in exchange for the ad spending.

Volk

Continued from Page 3
become an integral part of the Mammoth team."

Volk joins Mammoth after a stint at Geffen, where he was National Director/Modem Rock Promotion since 1993. Between 1991-93, he was the DGC local Boston promotion rep.

"I compare Mammoth to when I started with DGC in 1991," said Volk. "It's a young, vibrant company with a lot of talent and resources, especially with the amazing environment Disney has to offer. I'm very grateful to be a part of the Mammoth team."

but when the Buffalo deal came up, we couldn't resist," Simonson told R&R. Simonson says the company's acquisition strategy is "opportunistic," and its goals include bringing "prices down to earth" for its operating companies and "helping people access new deals."

Broadcasting Partners, currently a privately held company, would like to go public again, Simonson told R&R. "Our goal is to be as big as it makes sense for us to be," he said. "We want to be one of the companies left standing when deregulation is through."

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'We've Got To Put Points On The Board'

Continued from Page 1

versity of Columbia. But after only one year, he convinced the University of Pennsylvania's Wharton School of Business to admit him to its MBA program without his first obtaining a four-year degree. He made his pitch to school administrators based on his previous business experience in radio. "And I could pay the \$33,000 tuition," he tells **R&R** with a chuckle. Liggins received an MBA in May '95. But by then the degree was simply a certification of accomplishments that had begun several years earlier. In October '92, the mother and son team engineered the largest radio deal between two minority-owned companies when Radio One paid \$34 million for crosstown competitor WKYS-FM/DC to a group headed by late U.S. Commerce Secretary Ron Brown and veteran broadcaster Skip Finley, now with the RAB. Earlier that year Radio One had entered the Baltimore market with the \$4.5 million purchase of WWIN-AM & FM, which was nearly \$2 million less than what Radio One had agreed to pay for the combo less than a year before. It was just beginner's luck that they'd walked away from the original deal with a case of cold feet.

Things have changed. With Liggins at the helm (Hughes is the group's chairwoman), Radio One, like most groups in this new Golden Age of Radio, is hot on growth and constantly looking to add new markets and fortify its position in markets it already occupies. The company, which late last year moved from the District of Columbia to an eight-story complex in nearby Lanham, MD (which it plans to buy for \$3.75 million later this year), will have about 375 employees at 16 stations in six markets when all current deals are closed.

Liggins admits he wants to "own the hill," but he also keeps the company's growth in perspective. "CBS will probably have more than half a billion in radio cash flow next year, and we'll probably be approaching \$25 million," he tells **R&R**. "We're a small company. That doesn't mean we don't compete hard, we're not a good company, and that people who work for us can't do as well working for us as they can for a CBS, if not better. We are a smaller, growth-oriented company. With size, there is some downside. The bigger the company, the further you are from the top, the tougher it is to move up and get yourself in a key position."

Liggins talked to **R&R** about the company's growth and its direction.

R&R: *Radio One wrapped up 1997 with a small — by current standards — flurry of purchases in San Francisco and Detroit. But it began the year with a \$20 million bang in Philadelphia. What happened with that acquisition?*

AL: We closed in May on Alternative WDRE-FM, which became WPHI-FM. It had a 1.7-1.8 share, and we've got it up to about a four share now. It's No. 1 12-24 and No. 3 18-34 in the summer book. We LMA'd it on February 8 and began getting ratings right away.

R&R: *Was that the way to go with that station or all acquisitions?*

AL: It all depends. It was the way to go with that radio station. We were

able to get in there early and get our strategy and ratings going. Now we have momentum. By the end of the year, we've got the station up to where each month we are billing twice what it was a year prior.

R&R: *What is Radio One's strategy?*

AL: Our strategy is to be *the* Urban radio player on a national level and to be *the* Urban player in markets we go into. We want to have the dominant positions. We have a dominant position in Washington, DC. We currently own more radio stations targeted to African Americans than any company in the market. Just like all of the big groups believe in clustering and market share, so do we. We just believe in it in the Urban format. When we go into Washington, we want to buy more radio stations, but we want to either buy Urban radio stations or stations that we can turn Urban.

In Baltimore, Detroit, Atlanta, and



Our strategy is to be the Urban radio player on a national level and to be the Urban player in markets we go into. We want to have the dominant positions.



San Francisco, it's the same. We want to build our position there. In Philadelphia, we are absolutely looking for other opportunities to grab stations that we can take Urban in that marketplace. We are currently focused on larger markets. Larger markets to us are the Top 30 African-American markets. A market like Raleigh, Memphis, Norfolk, or Richmond also makes the cut as a market we want to be in because there's a large number of African Americans there.

R&R: *You are collecting a pretty tightly focused demographic. How do you pitch your numbers to potential advertisers?*

AL: African Americans are 12% of the U.S. population. Their incomes, educational levels, and professional levels are increasing at considerably faster rates than the Anglo population. We are in an emerging market within a market. We are a very attractive advertising target, and here's an opportunity for you to piece it all together. Plus, I think we understand the African-American consumer better than most of our competitors because we have a passion for it. I'm not saying you have to be black to run a good Urban radio station, because there are lots of non-black people and non-black companies that run great Urban radio stations. But when you get to serious competitive situations or when you start talking about taking the vision for an Urban radio group to another level, it's passion that does that.

R&R: *Who is your chief competitor for advertising dollars?*

AL: I consider BET our competition for advertising. Now it's going to be kind of tough down the line be-

cause they have a picture and we don't, but the fact is we are probably going to have considerably more audience than BET does. So why should advertisers pass us up with regards to putting dollars on a black cable TV channel as opposed to putting them on a black radio network?

R&R: *Radio One started out as a "mom" operation and became a "mom & son" operation. But your mom, Cathy Hughes, was notorious as a broadcaster who kept a tight rein on all details of the operation. How did you convince her it was time to let you help her grow beyond Washington?*

AL: That was a difficult transition for her; it's happened over a number of years. She allowed me to get into the mix on a meaningful level many, many years ago, and I thank her for that. One of the things that helped was that she was on the air for most of those years. It wasn't like she could do her airshift, come off, run the radio station, go sell spots, and then go out and acquire other radio stations. So I got charged with the task. Our styles have always been very complementary. She is an extraordinary, community-minded person and purpose-based. I'm probably more bottom-line, fiscal-growth-oriented. When I say community, I don't mean community at the expense of business; I mean that there is a healthy influence of community from the standpoint of serving your listeners, your employees, and what it means to be a black-owned company and disseminating information to the African-American community.

On the other hand, I want to grow like a bat outta hell! I want to be the biggest guy on the block. I want to be listed on the New York Stock Exchange. I want this company to be spoken about in the same breath as the largest media companies in the world, including BET, Time-Warner, and Comcast. That's the vision I have for the company. There's nothing that says we can't get that big.

R&R: *What is Radio One's immediate goal and immediate strategy to become a billion-dollar company? Will it diversify?*

AL: Right now, our game plan is to get bigger in radio. We're going to get bigger in the markets we are in, we are going to enter other markets, and we are going to continue to grow that strategy. Radio is a phenomenal business. It's a better business than television. It doesn't cost as much to run, our revenues grow faster, our cash flow grows faster, and it's easier to turn around a radio station. We love the business. We think it's a great medium for advertisers as well. So we will continue to do that.

We are constantly looking at other businesses. We are looking at the outdoor business. We are looking at other businesses that might be complementary to radio. We wouldn't even mind getting into television.

R&R: *How soon do you expect to be a publicly traded company?*

AL: I would say we will be a public company within the next eight to 18 months. We already have publicly traded debt. We did a \$75 million high-yield bond offering [in May 1997], so this is a question of "when do we take our equity public?"

R&R: *And when you do go pub-*

The Road To Success

How To Make More Effective Use Of Your Time

By Dick Kazan

FIRST OF A THREE-PART SERIES

Are you working harder than ever but not accomplishing more? Are you so consumed by daily problems and meetings that you don't have enough time to focus on what really matters most? In this three-part series, I've got some powerful tips that will give you greater control of your time so you can accomplish what is most important to you.

The first step is to decide what that is. Sit down with your boss and establish clearly defined priorities and time frames. This will put you both on the same wavelength and can also be used to set incentive bonuses for you. It also sends a very strong message to your boss that you want to focus your efforts on the things that will help him or her achieve their goals.

The second step is to write these priorities in your calendar early each morning, so that you force yourself to focus on them despite everything else that will arise that day. This is a critical step, because writing them repetitively will reinforce them in your mind and cause you to respond to them throughout the day. Therefore, you're not as likely to divert your time and attention to the less-consequential matters that other people could handle with little or none of your involvement.

The third step is to communicate regularly with your boss to let that person know when the priorities have been accomplished and how he or she has benefited by them. Everybody likes to share in success, and that reminds your boss how important your contributions are to his or her career.

The fourth step: Repeat the first three steps.

One other tip: If you have more than five priorities, you have none! Why? Because nobody can focus on more than five; therefore, you're wasting your time. Time is one thing you can never afford to waste on 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.



lic, what do you expect?

AL: I predict we will be one of the fastest, if not *the* fastest, growing radio companies in the country. I think Heftel might grow as fast as us. I think that's by nature of our strategy. We have a turnaround strategy. Mel [Karmazin] went out and bought beachfront property. He went out and bought the best radio stations — he bought K-Earth [KRTH/L.A.], he bought K-Rock [WXRK/NY]. We intend to buy WCHB-FM/Detroit — the station has a 3.3 share right now, and the competitor has an eight share. Our goal is the same as in Washington, for us to both have sixes. Same thing as with WKYS. That's what led our company's cash flow to a high growth rate.

R&R: *For a small company, you have been growing pretty quickly over the past year. How do you match up to some of the big players?*

AL: We haven't bought anywhere near the number of stations Scott Ginsburg has. We have not been growing as fast as all these other companies, because there are trade-offs with that. And one of the trade-offs that happens when you grow that fast is that you have to give up more of that your company to investors and other people. Sometimes

you grow yourself out of controlling your own destiny — all for the sake of money. We are not buying these stations to turn around and just sell them. We are building an enterprise of scale, a minority-controlled enterprise of scale, which is important, because there are not a lot of minority-controlled companies.

And we are talking about the media here — images are portrayed of African Americans to the rest of the country, and it is important, who controls that. If images and control weren't important, Rupert Murdoch wouldn't be Rupert Murdoch. If you don't think Ted Turner doesn't think he controls some form of public opinion by owning CNN, you're nuts! Those things are important, particularly for a community that, in the past, has not been very empowered in this country. So it's bigger than money for us.

R&R: *Clearly there is a lot of emotion and, as you say, passion involved with building your company. But certainly you get offers to sell out, don't you?*

AL: We get offers all the time. All through the entire deregulation, we were always on everybody's hit list.

Continued on Page 34

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Constructing Promotions With Properties

□ A new look at providing added-value for clients

Advertiser promotions sure seem to be going through the roof lately. Today's consumer faces a constant bombardment of sponsor billboards, logo shots, product mentions, on-site POP contests, and countless other methods of getting an advertiser's name and image noticed.

As we head into 1998, sponsorships and promotions are no longer considered merely means to reinforce a basic advertising message. Both are now being utilized as viable and necessary vehicles that can establish a solid rapport with the consumer.

Some businesses are uncertain of advertising's future role in reaching and influencing today's busy consumer. In an attempt to create a niche for themselves and their products, more and more companies are finding themselves racing to create bigger and better ways to break through what they perceive to be a clutter of media. Many see the need to focus their efforts on the behavioral and lifestyle attitudes of their prospective customer.

Advertisers use sponsorships and promotions to generate product sampling and encourage repeat business or to align their corporate images and reputations with the interests and beliefs of their target audiences. Promotions have become a standard part of the media mix, so much so that some advertisers now believe that promotions and sponsorships should be considered mediums unto themselves, given equal footing with traditional broadcast spots, print ads, billboards, and direct mail.

This advertiser attitude holds far-reaching implications for radio. Promotions has often been considered a dirty word in our business, a broad-based term referring to something — anything — that helps us convince the sponsor to purchase our on-air time at the rate we've proposed. Sometimes we even avoid the use of the word "promotions" itself, believing that if we substitute words like "value-



Clients continue to request added-value in media schedules. In order to stay competitive, broadcasters must offer advertisers more than just airtime, and we need to do that up front as part of the overall marketing strategy.



added," we somehow transform their image into something more impressive or acceptable.

Aggressive Part Of General Sale

Rather than approach sponsorships and promotions from a defensive point of view, many stations and media reps are becoming more aggressive in offering these kinds of programs up front as a part of the general sale. They're finding that the inclusion of creative marketing plans helps to build the value of their traditional media pitch. Even better, this approach generates funds from sources not normally available to radio.

Agencies and media companies have begun to accept this way of looking at media mix as a sign of the changing face of advertising, and they are changing their internal structures accordingly. To keep up with the choices available to them, they are bringing in full-time promotional experts to create, evaluate, and monitor sponsorship and promotional opportunities.

The Katz Radio Group is no exception. Kara Michelle Newman joined Katz Dimensions as Promotion Director after performing similar duties on the buyer side of the fence for Corinthian Media. Her perspective on how agencies and clients view promotions, and her successes in constructing integrated marketing campaigns that mix these elements with traditional media, provide a valuable perspective for any radio station looking to take advantage of today's new business climate.

Comments Newman, "Clients now have the option to utilize services ranging from added-value programs in conjunction with their traditional media buys, to creation and implementation of vendor participation programs, to full-scale

partnership purchases and results analysis.

"For example, agencies realize that purchasing advertising time on local radio and TV for retail clients can be supported effectively by creating an event surrounding a grand opening or special sale or by using that event to bring attention to the broadcast campaign. Either way, it generates attention and enthusiasm on the part of the customer. The event works to 'hit the consumer where they live.' Radio really benefits from using its close relationship with the listener and connecting the audience to the advertiser."

These kinds of promotions represent the more-traditional approach to anything "value-added." They take advantage of a station asset (the personality) and offer additional service to the advertiser to get the broadcast buy. What excites Newman is the opportunity to construct marketing plans in a much more creative manner, especially in working with two different partners — a property and a client.

Newman defines *property* as a venue or event that commands attention in the marketplace. She defines *client* as an advertiser with something to sell or position. While a property can certainly also be a client if the venue or event needs to advertise to sell tickets or create awareness, the ability to use a property to help market another client provides real benefits for both.

"Clients continue to request added-value in media schedules," Newman comments. "In order to stay competitive, broadcasters must offer advertisers more than just airtime, and we need to do that up front as part of the overall marketing strategy. On the other hand, properties must use media to attract sponsors, as well as to generate interest in their venue or event."

"We're having great success in matching properties and clients to each, using our radio stations as the agent that brings the partners together. That allows us to position our services as 'one-stop shopping' for marketers, the place where they can get sponsorship, promotion, and media all from one source."

Here's an example of how a property can be brought into the mix. A circus comes to the market, but their budget does not support much media advertising. A radio salesperson works with the circus to build a sponsorship package — a POP display, tickets, prizes, visits with the stars. The station proposes on-air mentions for the circus in return for the right to sell that package to an advertiser, plus a sponsorship position for the station with the circus. The salesperson then sells the package to a retailer, including shared on-air spots with the circus.

The circus gets the media sched-

Structuring Deals With A Property

Here's Kara Michelle Newman's advice on how to work a deal with a property.

First, ask the question, "How can we make money on this deal?" Can you sell sponsorships, participation, or use as added-value? Establish the rates and the limits.

Include the right of first refusal. If you sell a sponsorship, the deal with the property should clearly state that they cannot sell directly to that client the following year.

Obtain a list of pre-existing clients that have non-compete agreements (if they have Coke, you can't bring Pepsi on board).

Carefully outline who handles what with regard to selling sponsorships, whether it's by category or client.

Make sure the association is publicized to help us — be sure to be listed as the "official media sponsor."

Contract for sell-through rights for the sponsors you bring on board.

Different revenue options include:

- An "in-kind" deal: The event may grant sponsorship rights in return for promotional exposure.
- Flat rate/minimum guarantee: You keep any income (or a certain %) above a specific amount.
- Payment for sponsorships sold: Try to have the sponsor pay you, with you paying the property, rather than having the sponsor pay the property directly.



We're having great success in matching properties and clients to provide complementary benefits to each, using our radio stations as the agent that brings the partners together.



ule and market exposure, plus the benefit of the association with the retailer and the station. The retailer gets the visibility of the circus sponsorship and the entitlements (tickets and prizes) for use with their customers, plus the radio exposure. The radio station gets the visibility of the circus sponsorship and entitlements, the sale of the sponsorship package, and the sale of the broadcast time.

Adding 'Valuable Dimension'

Aggressive partnerships between broadcasters, clients, and properties allow each party to offer basic value to the other. The property offers the sponsor promotional exposure, while the client adds attention and impact by sponsoring the property. The radio station salesperson links the two and provides the airtime to promote both parties.

An association with a property can add a valuable dimension to radio advertising packages by providing:

• Better relationships with advertising clients by offering something "new" and creative while satisfying the request for value-added.

• Direct access to corporate decision-makers as opposed to dealing with agencies and media buyers.

• Contacts with other sponsors of a specific property.

• Access to clients who traditionally do not buy broadcast spots by selling the association with the property first. This often serves as a back door into selling a media schedule down the road.

• Local, grass-roots extensions for national media advertisers.

• Sampling, incentive programs, and other traffic builders.

• One-on-one interaction between a consumer and a client.

The broadcaster also offers real value to the property, including:

• Thorough knowledge of the local marketplace, including research materials.

• Increased market exposure that the property might not be able to afford.

• Actual sales representation for properties by marketing sponsorships to other clients.

• Increased attendance and concession sales.

• Enhanced value to corporate sponsors through higher visibility.

• More sponsorship revenue, which can be used to create a bigger event, offer bigger prizes, attract better talent, and therefore generate even more income.

Salespeople On The Move

• **Buddy Lee** is appointed GSM at KOAI-FM/Dallas. He previously served as GSM of crosstown KDGE-FM & KZPS-FM under former owner Bonneville.

• **Lynn Dunn** joins KSLX/Phoenix as Sales Asst. She formerly served as Traffic Mgr. for KPOI & KMQQ/Honolulu.

• **Laura Gonzo** is now Dir./Affiliate Sales & Mktg. for SFX Broadcasting's "Bob and Tom Show." Gonzo was previously Dir./Affiliate Mktg. at Sony's SW Networks. Bob and Tom, based at WFBQ/Indianapolis, are heard on 28 affiliates nationwide.

Gerry Boehme is Sr.VP/Director of Radio Information Systems, Katz Radio Group. He can be reached via phone at (212) 424-6784 and via e-mail at gerry_boehme@katz-media.com.



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FRANK MINIACI

Replacing The Corporate Ladder

□ In today's radio world, career moves are often made on a checkerboard

In the last couple of weeks, I placed many calls to top radio executives with the intent of looking for some good internal info about their companies. Instead of giving me news about format adjustments or personnel changes, the first thing out of their mouths was, "We are driving the stock up," or, "Did you see our financials?" Almost every one of them emphasized the profitability of their companies.

What do these responses suggest? Well, in the "operational" years of radio (from 1997 onward), the bottom line has never had more influence at so many levels as it does today. Change is inevitable, and it's big. Therefore, getting your own personal house in order may be the mantra for '98. Many qualified people are being passed over for "inner circle" hires or "the big gun" type of person. Do you have what it takes to be one of these players?

Changing Career Paths

The corporate ladder of yesterday is O-V-E-R. That's not the way careers work anymore. Linearity is out. A career is now a checkerboard, or even a maze. It's full of moves that go sideways, forward, slide on the diagonal, or even go backwards when it makes sense (it often does). A career portfolio of projects that teach you new skills, provide you with new expertise, and help you develop new capabilities will allow you to constantly reinvent yourself. The last thing you want to do is become a manager. Like "resume," "manager" is an absolute term,

says marketing guru **Tom Peters**. "It's practically synonymous with 'dead-end job.' What you want is a steady diet of more interesting, more challenging, more provoca-

tive projects. Instead of making yourself a slave to the concept of a career ladder, reinvent yourself on a semiregular basis.

"What turns you on — learning something new, gaining recognition for your skills as a technical wizard, shepherding new ideas from concept to market, being a voice-over guru or super consultant? What's your personal definition of success: Money, power, or fame, or doing what you love? Come up with your own mission

statement and constantly re-evaluate it to make sure you are on the course you have defined."

Here are four tips from Peters: First, one must be a great teammate and a supportive colleague. Second, one must be an exceptional expert at something that has real value. Third, one must be a broad-gauged visionary — a leader, a teacher, a farsighted "imagineer." Fourth, one must be a businessperson — you've got to be obsessed with pragmatic outcomes.

By using these bits of advice, your chances of entering that elusive inner circle can be greatly enhanced.

TALK BACK TO R&R!

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

Dealing With Change In A Chaotic World

This week, *KSSK/Honolulu Promotions Director Scott Mackenzie* gives his insight on dealing with the ever-changing world of radio.

Change, change, and more change! Change is all around! It's the buzzword of 1998. It's in the building, on the streets, and on the air. Much of this change has come about due to the deregulation of several different industries, including ours, radio.

With radio deregulation, the first things that come to mind are consolidation of jobs, cutbacks of funds, and the downsizing of personnel. This is not always the case, but these are things on employee's minds during these changing times. This, in turn, leaves employees in internal chaos. Confusion and lots of danger — and often negative — "officespeak" occurs.

With all of these changes in the air, what can you do now to be prepared when your company changes from a sole property to a duopoly or even an "octopoly" overnight? Here are a few helpful hints from someone involved in this latest wave of radio-activity.

• **Don't Panic** — Don't get caught up in the negative officespeak that change is guaranteed to produce. Stay positive and keep a clear head. Lots of strange rumors will be traveling through the hallways. Some will be real, but many will not. Do not get caught up in the whirlwind of it all; continue to do your job the best way you know how. The hard-

er you work, the better you will be. This will keep you busy enough to avoid the rumor mill.

When, and if, consolidation takes place, you will be one of the stayers. In most cases, no matter what happens, employers side with and continue to employ the good, hard workers.

• Get Ready Today

Go out and learn something new. Take an interesting class, such as speed typing, or learn a new computer language or even a new foreign language. Try cooking, accounting, or even hula dancing (must be a Hawaii thing). Go out today, tomorrow, or at the latest next week and sign up for this new "something" in your life — it doesn't even have to be work-related. Pick something today and go out and learn it. When going from a single entity to a triopoly happens, this new skill could come in handy. You could be asked to do additional tasks, or, if "the worst" occurs and you are fired, it will come in handy as a new skill you can list on your resume while you look for a new job. It's also a great way to network and relieve stress in these changing times. And, who knows, you may be the next Julia Child or Don Ho!

• **Network** — If things begin to get a little too hectic and you find it's time to move on or you're

asked to move on, the networking you've done prior to this type of change will really come in handy. The old saying "It's not what you know, it's who you know" seems even more true than ever here in the '90s. Many fabulous resumes go unread and even unopened simply because someone did not know someone somewhere.

Learn and practice your networking skills. Never waste a lunch — eat with someone. Go to grand openings and trade shows, join Toastmasters, or simply buy a book on networking. An old trick to keep up with networking is to mark your calendar just like you would for an important meeting and call old acquaintances. Network now not only in case you may need a new job, but also because it'll be good to talk to people in other industries that are or have been going through deregulation, consolidation, and overall change.

Get hints from them and apply them to your situation. The more people you know, the further you will grow, and change will come easier than you ever thought possible.

The latest wave in radio has and will continue to bring about many changes — some good, some bad. One thing's for sure, *change is here to stay*. Those of you who think we can do radio like we did in the past are mistaken. It's even different than it was two years ago. We can and should always use what we have learned and what we know to be good and believe in to continue to do good radio, but we need to realize that this is the future and that was the past.

Use the previous three recommendations as outlined, and hopefully you can stay at least two steps ahead in this "pedal to the metal" world of furiously fast-paced change.

Pro:Motions

• **KMEL-FM/San Francisco** Marketing Dir. **Katie Eyerly** adds additional duties at Chancellor Media sisters KISQ-FM & KKSF-FM.

• **Lori Broomhead** is named Marketing Dir. at WKRQ-FM/Cincinnati. Her past experience includes positions as Advertising & Promotions Mgr. at Space Center Houston, and as Graphics Editor for the Wichita Falls, TX *Times-Record News*.

• **Taja Graham** joins WTLC-AM & FM/Indianapolis as Promotions Dir.

Promo Of The Week



UNTIL DEATH DO US PART — ... or at least until we're off the air, said the WSRZ/Sarasota "morning crew" of David Jones (l) and Christina Crane. The duo recently married their listeners in front of seven public notaries.

Must Reads

Here are a couple of books to help you get 1998 on the right track:

• ***Selling The Invisible: A Field Guide To Modern Marketing***, by Harry Beckwith. This is a very exciting book that is hard to put down. It deals with service-oriented businesses and selling intangibles.

• ***Primary Domino Thinking: Creating The Life You Want***, by Anthony S. Dallmann-Jones, Ph.D. This is one of my faves and deals with manifesting the destiny you want for yourself. It's not just all theories and pep talks.

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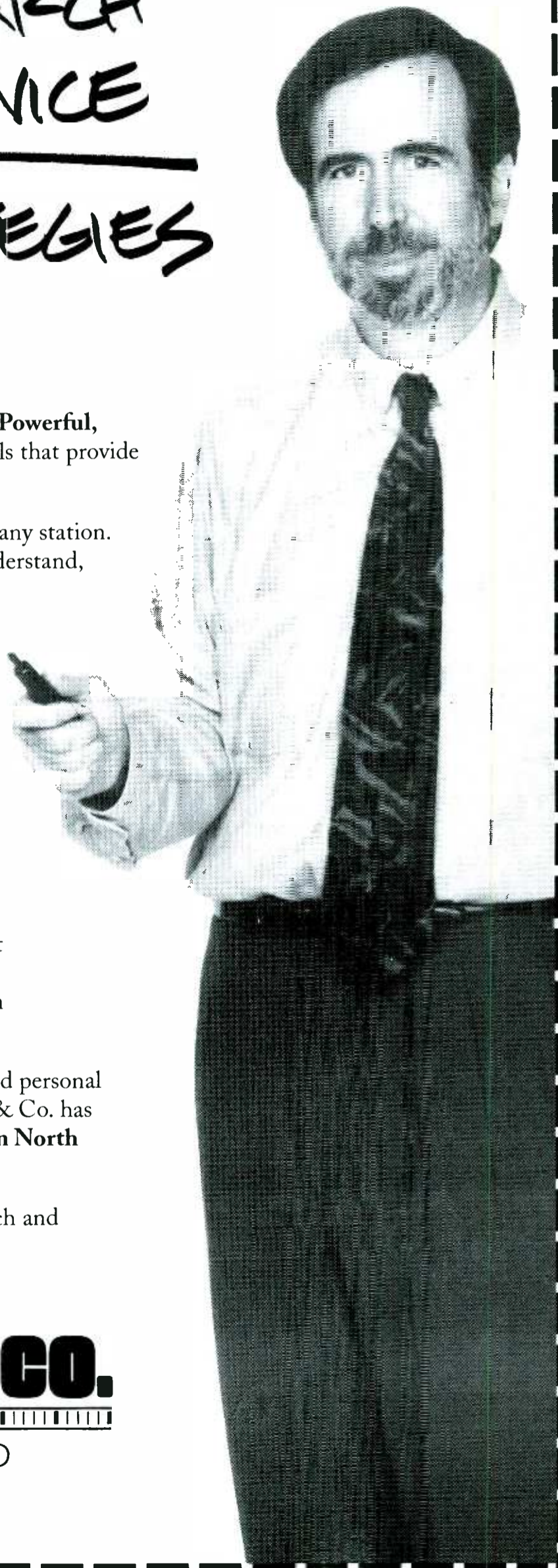
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ZINE SCENE

A Sonny View: 'Nobody's Fool'

Sonny Bono is eulogized on the covers of or inside various 'zines, including *Entertainment Weekly*, *People*, *Time*, and *Newsweek*. Of course, more dramatic coverage is found in the *Globe*, *Star*, and *National Enquirer*, which run photos of Cher with her anguished cries of, "I never stopped loving him," and, "Sonny will always be the man in my life." The *National Enquirer* quotes a friend who says Sonny had a fulfilled life but still had the dream of reuniting with Cher on national TV to sing "I Got You Babe."

What's Your Major?

"Don't ask, impossible to answer" — Duncan Sheik on why he majored in semiotics at Brown University. The A-list status of the campus and a rundown of its graduates — of which Sheik is one, along with Lisa Loeb and Diana Ross' daughter Tracee — are profiled in *Vanity Fair*.

Country-Fried Thinkin'

"I had a song called 'Down On My Knees,' and someone [on the radio] made the comment that it was not country enough. Then fine, play George Jones. Which they don't. They say I'm not country enough, but then they won't play the traditional country-music singers that are still making records — that's a double standard. If you think country is still about big hair and blue eye shadow, you haven't listened to it for 20 years" — Trisha Yearwood (*Us*).

Papa Don't Preach

"They've [radio] come up with a thousand reasons why they don't want to play the record. Some have said it's too dark. They've said it's too depressing. It's amazing to me that a song about triumphing over abuse won't be played, but if I was talking about killing somebody, they'd

play it in a heartbeat" — L.L. Cool J raps about fatherhood and questions the lack of radio play for his newest single, "Father" (*Newsweek*).

Merle Haggard tells *Star*: "My Crazy Son Is Trying To Kill Me."

Teen cutie LeAnn Rimes is cracking up, according to both the *Globe* and *Star*. The 'zines suggest her parents' bitter divorce and the pressures of fame will be the undoing of the singing sensation.

The Rise(n) & Fall(en)

While Red Hot Chili Peppers bassist Flea attributes the band's recent cancellation of three shows to lack of "proper rehearsal time," others are speculating the real reason might be guitarist Dave Navarro's dive back into drugs after five years of sobriety (*Entertainment Weekly*).

We'll Wait For The Movie ...

"It's amazing the things you can get away with when something looks wrong with one of your eyes, you have badly applied makeup, you're six-foot-three, and you're accompanied by some weirdo with the front of his head shaved who looks like a cross between Gregory Hines and a Klingon on crack undergoing radiation therapy" — one of the many highlights from Marilyn Manson's memoir, *The Long Hard Road Out Of Hell*, which is exclusively excerpted in *Spin*.

... Or The Video

"This is the way I look at sex scenes: I have been basically doing them for years. Trying to seduce an audience is the basis of rock 'n' roll. And if I may say so, I'm pretty good at it. So it wasn't much of a stretch" — Jon Bon Jovi on his new movie career (*Movieline*).

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)
- **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)
- **TOMORROW NEVER DIES (A&M)**
Featured Artists: Sheryl Crow, Moby, k.d. lang
- **JACKIE BROWN (Maverick/WB)**
Featured Artists: Foxy Brown, Delfonics, Bill Withers
- **SCREAM 2 (Capitol)**
Single: Your Lucky Day In Hell/Eels
Other Featured Artists: D'Angelo, Dave Matthews Band, Tonic
- **AN AMERICAN WEREWOLF IN PARIS (Hollywood)**
Featured Artists: Better Than Ezra, Refreshments, Caroline's Spine
- **FLUBBER (Walt Disney)**
Featured Artists: Danny Elfman, KC & The Sunshine Band
- **ANASTASIA (Atlantic)**
Featured Artists: Deana Carter, Richard Marx & Donna Lewis
- **MORTAL KOMBAT: ANNIHILATION (TVT)**
Featured Artists: KMFDM, Megadeth, Urban Voodoo
- **WELCOME TO SARAJEVO (Matador/Atlantic)**
Featured Artists: Blur, Van Morrison, Teenage Fanclub
- **I KNOW WHAT YOU DID LAST SUMMER (Columbia)**
Single: Clumsy/Our Lady Peace
Other Featured Artists: Korn, Soul Asylum

COMING

- **HALF-BAKED (MCA)**
Single: Along Comes Mary/Bloodhound Gang
Other Featured Artists: Black Grape, Luscious Jackson, Days Of The New
- **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 cyberchats, and other points of interest along the information superhighway.

Net Chats

Eddie Money, Monday (1/19) at 9pm ET/6pm PT, America Online (keyword: LIVE).

Sammy Kershaw, Tuesday (1/20) at 9pm ET/6pm PT, America Online (keyword: LIVE).

OnTheWeb

Catch a live twin bill featuring Smash Mouth and Buck O Nine Friday (1/16) at 8pm ET/5pm PT (www.sonicnet.com).

Wyclef Jean & The Refugee All-Stars perform live from L.A. late Monday night at 1:30am ET/10:30pm PT (www.LiveConcerts.com).

Chat with Our Lady Peace Sunday (1/18) at 5pm ET/2pm PT (www.sonymusic.ca).

LSG chats Monday at 7pm ET/4pm PT (www.sonicnet.com).

Randy Bachman (ex-BTO, Guess Who) chats Wednesday (1/21) at 10pm ET/7pm PT (www.RockVillage.com).

MUSIC DATEBOOK

MONDAY, JANUARY 26

1957/Buddy Holly begins his first recording session.



Chubby Checker's Catholic chaos.

1962/The Buffalo, Catholic Diocese bans Chubby Checker's "The Twist" — it cannot be danced or listened to in any Catholic school or youth organization event.

1970/John Lennon and Phil Spector write, record, and mix "Instant Karma" in one day.

1997/Metallica drummer Lars Ulrich marries Skylar Satenstein.

Born: Eddie Van Halen 1957. Anita Baker 1958

Releases: the Four Seasons' "Walk Like A Man" (1963)

TUESDAY, JANUARY 27

1984/Michael Jackson's hair catches fire while filming a Pepsi commercial.

1990/"Tom Petty Day" is declared in the musician's hometown of Gainesville, FL, honoring his first show there since 1983.

1995/Tony Bennett and Patti LaBelle perform during halftime at Super Bowl XXIX.

Born: Nick Mason (Pink Floyd) 1945

Mike Patton (Faith No More) 1968

Releases: Elvis Presley's "Heartbreak Hotel" 1956. Otis Redding's "(Sit-tin' On) The Dock Of The Bay" 1968

WEDNESDAY, JANUARY 28

1956/Elvis Presley makes his first national TV appearance on *The Dorsey Brothers Stage Show*.

1978/Ted Nugent autographs a man's arm, at his request, with a Bowie knife.

1985/Several superstars record "We Are The World" at the A&M studios in Hollywood.

1996/Chris Isaak makes a guest appearance on NBC-TV's sitcom *Friends*.

THURSDAY, JANUARY 29

1962/Warner Bros. signs Peter, Paul & Mary.

1967/The audience at London's Marquee Club witnesses a guitar face-off between Jimi Hendrix and the Who, staging a dual concert as a tribute to late Beatles manager Brian Epstein.

1979/Emerson, Lake & Palmer disband.

Born: Tommy Ramone 1952, Eddie Jackson (Queensryche) 1958

Releases: the Champs' "Tequila" 1958, the Bobby Fuller Four's "I Fought The Law" 1966

FRIDAY, JANUARY 30

1969/The Beatles give their last public performance on the roof of Apple Studios. The set is filmed as part of the *Let It Be* movie.

1973/Kiss play their first show at New York's Coventry Club.

1982/Blues legend "Lightnin'" Hopkins dies of cancer in Houston.

Born: Marty Balin (ex-Jefferson Airplane) 1943. Jody Watley 1961

Releases: Janis Joplin's "Me And Bobby McGee" 1971

SATURDAY, JANUARY 31

1979/The Clash begin their first U.S. tour. Bo Diddley opens.

1986/Down And Out In Beverly Hills, co-starring Bette Midler and Little Richard, opens.

1989/Playboy publishes nude photos of LaToya Jackson.

1993/Garth Brooks sings the National Anthem at Super Bowl XXVII, and Michael Jackson's performance garners the highest rating ever for the game's halftime show.

Born: the late Terry Kath (Chicago) 1946, Phil Collins 1951, K.C. (K.C. & The Sunshine Band) 1951. John Lydon (aka Johnny Rotten) 1956

SUNDAY, FEBRUARY 1

1950/RCA introduces the 45 rpm record player.

1964/The Kingsmen's "Louie Louie" is declared "pornographic" by Indiana Governor Matthew Welsh.

1985/Glenn Frey makes his acting debut on *Miami Vice*. Frey plays a pilot in an episode based on his song "Smuggler's Blues."

1988/The Cars break up.

Born: Don Everly 1937, Rick James 1952, Lisa Marie Presley 1968

— Frank Correia

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Steve Stephenson, GM
KBFM

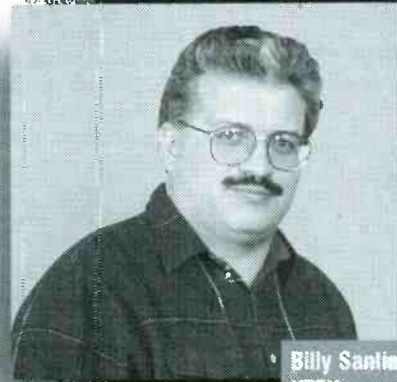
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59.4 million households
Patti Galluzzi,
VP/Music Programming

ADDS

BIG WRECK The Oaf (*Atlantic*)
CRYSTAL METHDD Keep Hope Alive (*Outpost/Geffen*)
MACK 10 /ICE CUBE Only In California (*Priority*)
DUNCAN SHEIK Wishful Thinking (*Atlantic*)

HEAVY

AERDSMITH Pink (*Columbia*)
BACKSTREET BOYS As Long As You Love Me (*Jive*)
BOYZ II MEN A Song For Mama (*Motown*)
BUSTA RHYMES Dangerous (*Elektra/EEG*)
MARIAH CAREY Breakdown (*Columbia*)
GREEN DAY Time Of Your Life (Good Riddance) (*Reprise*)
JANET Together Again (*Virgin*)
MARC PLAYGROUND Sex And Candy (*Capitol*)
MATCHBOX 20 3am (*Lava/Atlantic*)
SARAH MCLACHLAN Sweet Surrender (*Arista*)
METALLICA The Memory Remains (*Elektra/EEG*)
OASIS All Around The World (*Epic*)
PUFF DADDY & THE FAMILY Been Around... (*Bad Boy/Arista*)
PUFF DADDY & THE FAMILY It's All About... (*Bad Boy/Arista*)
ROBYN Show Me Love (*RCA*)
WILL SMITH Gettin' Jiggy Wit It (*Columbia*)


STRESS

BRYAN ADAMS Back To You (A&M)
FIONA APPLE Never Is A Promise (*Clean Slate/Work*)
BEN FOLDS FIVE Brnck (*550 Music*)
BLINK 182 Dammit (Growing Up) (*Cargo/MCA*)
CELINE DION My Heart Will Go On (*550 Music*)
EVERCLEAR Everything To Everyone (*Capitol*)
FIRM Phone Tap (*Track Masters/Aftermath/Interscope*)
L.L. COOL J /METHDD MAN 4.3.2.1 (*Def Jam/Mercury*)
LISA LOEB I Do (*Geffen*)
NOTORIOUS B.I.G. /112 Sky's The Limit (*Bad Boy/Arista*)
OUR LADY PEACE Clumsy (*Columbia*)
ROBYN Show Me Love (*RCA*)
SAVAGE GARDEN Truly Madly Deeply (*Columbia*)
SPICE GIRLS Too Much (*Virgin*)
THIRD EYE BLIND How's It Going To Be (*Elektra/EEG*)
USHER Nice & Slow (*LaFace/Arista*)
WYCLEF JEAN Gone Till November (*Ruffhouse/Columbia*)

ACTIVE

ERYKAH BADU Tyrone (*Kedar/Universal*)
BIG WRECK The Oaf (*Atlantic*)
BLUR Beetlebum (*Virgin*)
CREED My Own Prison (*Wind-Up*)
CRYSTAL METHDD Keep Hope Alive (*Outpost/Geffen*)
DEFTONES My Own Summer (Shove It) (*Maverick/WB*)
DRU HILL 5 Steps (*Island*)
DRU HILL We're Not Making Love No More (*LaFace/Arista*)
FATBOY SLIM Going Out Of My Head (*Skirt/Astralwerks/Caroline*)
JANE'S ADDICTION Jane Says (*Warner Bros.*)
K-Cl & JOJO All My Life (*MCA*)
LOX If You Think I'm Jiggy (*Bad Boy/Arista*)
LSG My Body (*EastWest/EEG*)
MACK 10 /ICE CUBE Only In California (*Priority*)
LORD TARIQ & PETER GUNZ Deja Vu (*Codeine/Columbia*)
LOREENA MCKENNTITT The Mummies... (*Quinlan Road/WB*)
MIGHTY MIGHTY BOSSSTONES Royal Oil (*Big Rig/Mercury*)
BILLIE MYERS Kiss The Rain (*Universal*)
DUNCAN SHEIK Wishful Thinking (*Atlantic*)
SMASH MOUTH Why Can't We Be Friends (*Interscope*)
311 Beautiful Disaster (*Capricorn/Mercury*)
TIMBALAND & MAGOO Luv 2 Luv U (*Blackground/Atlantic*)
2PAC I Wonder If Heaven Got A Ghetto (*Amaru/Jive*)
UNCLE SAM I Don't Ever Want... (*Stonereek/Epic*)

Video airplay from January 19-25.



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

ADDS

MARIAH CAREY Breakdown (*Columbia*)
FLEETWOOD MAC Landslide (*Reprise*)
GREEN DAY Time Of Your Life (Good Riddance) (*Reprise*)
DUNCAN SHEIK Wishful Thinking (*Atlantic*)

XL

CHUMBAWAMBA Tubthumping (*Republic/Universal*)
PAULA CDLE I Don't Want To Wait (*Imago/WB*)
CELINE DION My Heart Will Go On (*550 Music*)
SARAH MCLACHLAN Sweet Surrender (*Arista*)
SMASH MOUTH Walkin' On The Sun (*Interscope*)

LARGE

BRYAN ADAMS Back To You (A&M)
MEREDITH BRDCKS What Would Happen (*Capitol*)
MARIAH CAREY Breakdown (*Columbia*)
HARRY CONNICK JR. Let's Just Kiss (*Columbia*)
FLEETWOOD MAC Landslide (*Reprise*)
JANET Together Again (*Virgin*)
ELTON JOHN Something About... (*Rocket/A&M Associated*)
LISA LOEB I Do (*Geffen*)
MATCHBOX 20 3am (*Lava/Atlantic*)
BILLIE MYERS Kiss The Rain (*Universal*)
SAVAGE GARDEN Truly Madly Deeply (*Columbia*)

MEDIUM

BEN FOLDS FIVE Brnck (*550 Music*)
ALANA DAVIS 32 Flavors (*Elektra/EEG*)
PAUL MCCARTNEY Beautiful Night (*Capitol*)
LOREENA MCKENNTITT The Mummies... (*Quinlan Road/WB*)
ROBYN Show Me Love (*RCA*)
SPICE GIRLS Too Much (*Virgin*)
THIRD EYE BLIND How's It Going To Be (*Elektra/EEG*)

CUSTOM

ALLURE All Cned Out (*Crave*)
ERYKAH BADU 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*)
DIANA KING L-L-Lies (*Work*)
CHANTAL KREVIUZUK Surrounded (*Columbia*)
LSG My Body (*EastWest/EEG*)
OASIS All Around The World (*Epic*)
DUNCAN SHEIK Wishful Thinking (*Atlantic*)
SISTER HAZEL Happy (*Universal*)
SOUNDS OF BLACKNESS Hold On... (*Perspective/A&M*)
UNCLE SAM I Don't Ever Want... (*Stonereek/Epic*)
USHER You Make Me Wanna... (*LaFace/Arista*)
VERVE Bitter Sweet Symphony (*Hut/Interscope*)
BEBE WINANS In Harm's Way (*Atlantic*)

Video airplay from January 19-25.

TELEVISION

TOP TEN SHOWS
JANUARY 5-11

Total Audience
(98 million households)

- 1 ER
- 2 Seinfeld
- 3 Veronica's Closet
- 4 Touched By An Angel
- 5 Friends
- 6 Dateline NBC (Monday)
- 7 60 Minutes
- 8 Union Square
- (tie) The X-Files
- 10 Frasier

Adults 18-49

- 1 Seinfeld
- 2 ER
- 3 Veronica's Closet
- 4 Friends
- 5 The X-Files
- 6 The Drew Carey Show
- 7 King Of The Hill
- 8 Union Square
- 9 The Simpsons
- 10 Dateline NBC (Monday)

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.

Saturday, 1/17

- Spice Girls In Concert — *Wild!* debuts on pay-per-view (check local listings).
- Johnny Paycheck performs on *The Statler Bros. Show* (TNN, 9pm ET/6pm PT).
- Portishead, *Saturday Night Live* (NBC, 11:30pm).

Tuesday, 1/20


- Ricky Van Shelton and Sons Of The Desert, *Prime Time Country* (TNN, 9pm ET/6pm PT).
- Tanya Tucker is interviewed on TNN's *Ralph Emery On The Record With Tanya* (10pm ET/7pm PT).



• Isaac Hayes, *Vibe* (check local listings).

Wednesday, 1/21

- Tammy Wynette is profiled on TNN's documentary series, *The Life And Time Of...* (8pm ET/5pm PT).



Thursday, 1/22

- Jeff Carson and Sawyer Brown, *Prime Time Country*.
- India, *Vibe*.
- Chumbawamba, *Jay Leno*.



36 million households
Lydia Cole,
VP/Music Programming

Video Playlist

BUSTA RHYMES Dangerous (*Elektra/EEG*)
USHER Nice & Slow (*LaFace/Arista*)
WILL SMITH Gettin' Jiggy Wit It (*Columbia*)
JANET Together Again (*Virgin*)
BOYZ II MEN A Song For Mama (*Motown*)
DRU HILL We're Not Making Love... (*LaFace/Arista*)
STING I/PUFF DADDY Roxanne '97 (A&M)
NOTORIOUS B.I.G. /112 Sky's The Limit (*Bad Boy/Arista*)
ERYKAH BADU Tyrone (*Kedar/Universal*)
PUFF DADDY & THE FAMILY Been Around... (*Bad Boy/Arista*)
FIRM Phone Tap (*Track Masters/Aftermath/Interscope*)

Rap City Top 10

2PAC I Wonder If Heaven Got A Ghetto (*Amaru/Jive*)
MIC GERONIMO Nothin' Move But The Money (*Blunt/TVT*)
PUFF DADDY & THE FAMILY Been Around... (*Bad Boy/Arista*)
NOTORIOUS B.I.G. /112 Sky's The Limit (*Bad Boy/Arista*)
LIKS All Night (*Loud/RCA*)
L.L. COOL J /METHDD MAN 4.3.2.1 (*Def Jam/Mercury*)
MACK 10 /ICE CUBE Only In California (*Priority*)
LORD TARIQ & PETER GUNZ Deja Vu (*Codeine/Columbia*)
COMMON Retrospective For Life (*Relativity*)

Video playlist for week ending January 16.




21 million households
Peter Cohen,
VP/Programming

National Top 20

USHER Nice & Slow (*LaFace/Arista*)
CELINE DION My Heart Will Go On (*550 Music*)
MISSY "MISOEMEANOR" ELLIOT Sock It... (*EastWest/EEG*)
SERMON, MURRAY & REDMAN Rapper's Delight (*Priority*)
QUEEN PEN All My Love (*Lif/Man/Interscope*)
BUSTA RHYMES Dangerous (*Elektra/EEG*)
MARIAH CAREY Breakdown (*Columbia*)
2PAC I/OUTLAWZ Made Figgaz (*Death Row/Priority*)
FIRM Phone Tap (*Track Masters/Aftermath/Interscope*)
MACK 10 /ICE CUBE Only In California (*Priority*)
SALT-N-PEPA Gitty Up (*Red Ant/London/Island*)
UNCLE SAM I Don't Ever Want... (*Stonereek/Epic*)
WILL SMITH Gettin' Jiggy Wit It (*Columbia*)
NOTORIOUS B.I.G. /112 Sky's The Limit (*Bad Boy/Arista*)
PUFF DADDY & THE FAMILY It's All About (*Bad Boy/Arista*)
STING I/PUFF DADDY Roxanne '97 (A&M)
OL SKOOL Am I Dreaming (*Keia/Universal*)
BOYZ II MEN A Song For Mama (*Motown*)
PUFF DADDY & THE FAMILY Been Around... (*Bad Boy/Arista*)
MASTER P 6 N 'Tha Mornin' (*Arista*)

Most requested for week ending January 9.



Pos.	Artist	Avg. Gross (in 000s)
1	ROLLING STONES	\$3399.8
2	U2	\$1740.6
3	FLEETWOOD MAC	\$892.3
4	ELTON JOHN	\$537.2
5	REBA MCENTIRE/BROOKS & DUNN	\$487.9
6	"AFKAP"	\$447.0
7	PUFF DADDY	\$440.5
8	PHISH	\$439.2
9	AEROSMITH	\$371.1
10	AMY GRANT	\$336.4
11	LUTHER VANDROSS	\$334.9
12	ALAN JACKSON	\$206.0
13	JULIO IGLESIAS	\$205.3
14	JANE'S ADDICTION	\$193.5
15	BARRY MANILOW	\$169.0

Among this week's new tours:
GREGG ALLMAN & FRIENDS
CLINT BLACK
CREED
DREAD ZEPPELIN
GOD LIVES UNDERWATER
GUESS WHO
LEFTOVER SALMON
MIGHTY JOE PLUM
THIRD EYE BLIND/SMASH MOUTH

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

FILMS

WEEKEND BOX OFFICE
JANUARY 9-11

1	Titanic (Paramount)	\$28.71
2	Good Will Hunting (Miramax)	\$10.26
3	As Good As It Gets (Sony)	\$9.01
4	Wag The Dog (New Line)	\$7.78
5	Tomorrow Never Dies (MGM/UA)	\$7.53
6	Mouse Hunt (DreamWorks)	\$4.60
7	Firestorm (Fox)*	\$3.84
8	Jackie Brown (Miramax)	\$3.73
9	Scream 2 (Miramax)	\$3.58
10	Amistad (DreamWorks)	\$2.68

All figures in millions
* First week in release

Source: Entertainment Data Inc.

COMING ATTRACTIONS:

This week's openers include *Half Baked*, starring Dave Chappelle and Jim Breuer. The film's MCA soundtrack sports Coolio's "I'm In Love With) Mary Jane," Black Grape's "Marbles (Why You Say Yes...?)," Smash Mouth f/Chopper's "Virgin Girl," Days Of The New's "Seasons Change," Luscious Jackson's "Love That's Real Suite," Bloodhound Gang's "Along Comes Mary," UB40's "I Get Lifted," and Tom Tom Club & Nonchalant's "Flyin'." Tunes by Home Grown ("We Are Dumb"), the Specials ("Farmyard Connection"), Cowboy Mouth ("The Pusher"), DJ Milo & Tricky ("We Know"), Cibo Matto ("Who's Got The Light?"), and the Pharcyde ("Pack The Pipe") complete the LP.

Hard Rain, starring Morgan Freeman and Christian Slater, also opens this week. The film's Milan soundtrack contains "Flood" by Jars Of Clay as well as Christopher Young's score.

Exclusive Engagement

Moving into wider release this week is *The Apostle*, starring Robert Duvall. The film's forthcoming *Rising Tide* soundtrack features Lari White's "There Is Power In The Blood," Russ Taff's "There Ain't No Grave (Gonna Hold My Body)," Steven Curtis Chapman's "I Will Not Go Quietly," Gaither Vocal Band's "There Is A River," the Carter Family's "Waitin' On The Far Side Banks Of Jordan," and Gary Chapman & Wynonna's "I'll Fly Away." Rebecca Lynn Howard and Dino Kartsonakis both contribute their versions of "Softly And Tenderly," while other traditional songs are performed by Johnny Cash ("In The Garden"), Sounds Of Blackness ("Victory Is Mine"), Patty Loveless ("Two Coats"), Lyle Lovett ("I'm A Soldier In The Army Of The Lord"), and Emmylou Harris & Robert Duvall ("I Love To Tell The Story").

12+ FALL '97 ARBITRON RESULTS

New York

	Su '97	Fa '97
WLTW-FM (AC)	6.4	6.2
WQHT-FM (CHR/Rhy)	6.2	5.9
WSKQ-FM (Tropical)	5.1	5.6
WCBS-FM (Oldies)	4.7	4.6
WKTU-FM (CHR/Rhy)	4.7	4.6
WRKS-FM (Urban AC)	4.6	4.4
WXRK-FM (Alternative)	3.5	4.1
WHTZ-FM (CHR/Pop)	4.3	3.9
WPAT-FM (Spanish AC)	2.8	3.3
WCBS-AM (News)	3.2	3.2
WABC-AM (Talk)	3.2	3.1
WINS-AM (News)	3.6	3.0
WOR-AM (Talk)	3.2	3.0
WFAN-AM (Sports)	2.9	2.8
WPLJ-FM (Hot AC)	2.8	2.8
WQCD-FM (NAC/SJ)	3.2	2.8
WQXR-FM (Classical)	2.2	2.4
WBLS-FM (Urban)	2.5	2.3
WQEW-AM (Nostalgia)	1.8	2.1
WADO-AM (Spanish N/T)	1.8	2.0
WNEW-FM (Cl. Rock)	1.8	1.7
WNSR-FM (Hot AC)*	1.6	1.5
WAXQ-FM (Cl. Rock)	1.9	1.4
WLIB-AM (News/Talk)	1.5	1.3

*Was WDBZ-FM until August

Los Angeles

	Su '97	Fa '97
KLVE-FM (Spanish AC)	6.0	6.1
KSCA-FM (Reg. Mex.)	4.5	4.9
KKBT-FM (Urban)	4.0	4.5
KPWR-FM (CHR/Rhy)	4.6	4.2
KFI-AM (Talk)	4.1	4.0
KIIS-FM (CHR/Pop)	3.9	4.0
KRTH-FM (Oldies)	4.0	4.0
KOST-FM (AC)	3.9	3.8
KTWV-FM (NAC/SJ)	3.6	3.4
KABC-AM (Talk)	3.1	3.0
KROQ-FM (Alternative)	3.6	3.0
KYSR-FM (Hot AC)	2.5	2.8
KBIG-FM (AC)	2.6	2.7
KCBS-FM (Cl. Hits)	1.9	2.7
KZLA-FM (Country)	2.5	2.7
KLOS-FM (Rock)	2.0	2.6
KLSX-FM (Talk)	2.0	2.5
KLAC-AM (Nostalgia)	2.6	2.3
KFWB-AM (News)	1.8	2.1
KLAX-FM (Reg. Mex.)	2.3	2.1
KTNQ-AM (Spanish N/T)	2.0	2.1
KNX-AM (News)	2.2	2.0
KBUE/KBUA (Reg. Mex.)	1.5	1.8
KKGO-FM (Classical)	1.5	1.7
KIBB-FM (CHR/Rhy)*	1.7	1.4
KJLH-FM (Urban AC)	1.0	1.4
KSSE-FM (Span Con)	1.4	1.2
KACE/KRTO (Urban/O)	1.3	1.1

*Switched to Rhythmic Oldies on November 19

Chicago

	Su '97	Fa '97
WGCI-FM (Urban)	7.0	7.2
WGN-AM (Full Serv)	5.6	6.1
WNUA-FM (NAC/SJ)	4.3	4.8
WBBM-FM (CHR/Rhy)	5.0	4.6
WLIT-FM (AC)	4.5	4.5
WLS-AM (Talk)	3.8	4.3
WVAZ-FM (Urban AC)	4.7	4.3
WBBM-AM (News)	3.8	3.6
WUSN-FM (Country)	3.9	3.5
WJMK-FM (Oldies)	3.9	3.4
WRCX-FM (Rock)	2.9	3.0
WKQX-FM (Alternative)	3.4	2.9
WXCD-FM (Cl. Rock)	3.3	2.8
WTMX-FM (Hot AC)	2.6	2.6
WLEY-FM (Reg. Mex.)*	1.7	2.5
WAIT-AM (Nostalgia)	2.2	2.3
WCKG-FM (Cl. Rock)	2.3	2.3
WMAQ-AM (News)	2.2	2.3
WNND-FM (AC)**	1.8	2.3
WSCR-AM (Sports)	1.9	2.0
WXRT-FM (Adult Alt)	2.5	1.9
WOJO-FM (Reg. Mex.)	2.0	1.8
WGCI-AM (Urban/O)	1.2	1.7
WNIB-FM (Classical)	1.4	1.7
WLUP-FM (Rock)***	1.8	1.5
WFMT-FM (Classical)	1.3	1.2
WMVP-AM (Sports)	1.4	1.1

*Was WYSY-FM (Oldies) until July 4

**Was WPNT-FM (Hot AC) until

October

***Was Hot AC until July

San Francisco

	Su '97	Fa '97
KGO-AM (News/Talk)	6.8	6.6
KCBS-AM (News)	4.0	4.8
KYLD-FM (CHR/Rhy)	4.3	4.2
KNBR-AM (Sports)	4.5	4.1
KOIT-A/F (AC)	3.8	3.9
KMEL-FM (CHR/Rhy)	3.7	3.4
KFRG-A/F (Oldies)	3.5	3.3
KKSF-FM (NAC/SJ)	3.3	3.3
KABL-AM (Nostalgia)	3.0	3.2
KISQ-FM (AC)*	1.8	3.0
KBLX-FM (NAC/SJ)	2.7	2.9
KFFG/KFOG (Adult Alt)	2.9	2.9
KIOI-FM (AC)	3.3	2.9
KDFC-FM (Classical)	2.7	2.8
KZQZ-FM (CHR/Pop)	1.9	2.7
KSFO-AM (Talk)	3.2	2.6
KLLC-FM (Hot AC)	2.7	2.5
KSOL/KZOL (Reg. Mex.)	1.9	2.4
KOME-FM (Alternative)	2.1	1.9
KITS-FM (Alternative)	1.9	1.8
KSJO-FM (Rock)	1.5	1.6
KYCY-A/F (Country)	1.5	1.5
KLOK-AM (Reg. Mex.)	1.2	1.4
KNEW-AM (Country)	1.9	1.4
KBAY-FM (AC)	1.7	1.2
KUFV-FM (Cl. Rock)	1.2	1.2
KARA-FM (Oldies)	1.0	1.1
KSAN-FM (Cl. Hits)**	1.0	1.1

*Was KBBG-FM (Oldies) until

August

**Was Country until August

Philadelphia

	Su '97	Fa '97
KYW-AM (News)	6.3	6.8
WYSP-FM (Rock)	5.3	6.3
WBEB-FM (AC)	5.7	5.9
WDAS-FM (Urban AC)	5.5	5.5
WOGL-FM (Oldies)	5.4	5.0
WMGK-FM (Cl. Hits)	4.5	4.7
WUSL-FM (Urban)	4.6	4.7
WWDB-FM (Talk)	4.7	4.6
WJJZ-FM (NAC/SJ)	4.2	4.2
WIP-AM (Sports)	3.7	3.7
WXTU-FM (Country)	4.2	3.7
WPEN-AM (Nostalgia)	4.7	3.6
WPHI-FM (Urban)	4.2	3.5
WIOQ-FM (CHR/Pop)	4.1	3.2
WMMR-FM (Rock)	3.9	3.2
WYXR-FM (Hot AC)	3.6	3.0
WPLY-FM (Alternative)	3.3	2.6
WXXM-FM (Hot AC)*	2.4	1.6
WDAS-AM (Religious)	1.0	1.2
WPST-FM (CHR/Pop)	1.5	1.1
WHAT-AM (Talk)	.9	1.0

*Was WFLN-FM (Classical) until September 5

Detroit

	Su '97	Fa '97
WJLB-FM (Urban)	7.9	7.9
WNIC-FM (AC)	6.6	7.4
WJR-AM (Talk)	6.7	6.4
WOMC-FM (Oldies)	5.9	5.5
WWJ-AM (News)	4.9	5.2
WKQI-FM (Hot AC)	4.5	4.1
WMXD-FM (Urban AC)	3.9	3.9
WRIF-FM (Rock)	4.5	3.8
WXYT-AM (Talk)	2.6	3.6
WVMV-FM (NAC/SJ)	3.5	3.5
WYCD-FM (Country)	3.3	3.5
WWWW-FM (Country)	3.5	3.4
WCHB-FM (Urban)	4.0	3.2
WDRQ-FM (CHR/Rhy)	3.4	3.2
WCSX-FM (Cl. Rock)	3.4	3.1
CKWW-AM (Nostalgia)	2.9	3.0
WPLT-FM (Alternative)*	3.5	3.0
WWBR-FM (Rock)	1.5	2.3
WQRS-FM (Alternative)**	2.4	1.9
WDFN-AM (Sports)	1.4	1.8
CIMX-FM (Alternative)	1.7	1.5
Wmuz-FM (Religious)	1.0	1.5
WKRK-FM (Rock)	1.4	1.4
CIDR-FM (Adult Alt)	1.1	1.2
WGPR-FM (Urban)	.8	1.2
WQBH-AM (Urban/O)	1.5	1.1

*Was WHYT-FM until mid-July

**Was Classical until November 21

Washington, DC

	Su '97	Fa '97
WKYS-FM (Urban)	5.9	6.3
WPGC-FM (CHR/Rhy)	6.3	5.6
WHUR-FM (Urban AC)	5.7	5.2
WMZQ-FM (Country)	5.0	5.1
WJFK-FM (Talk)	3.6	4.6
WRQX-FM (Hot AC)	3.9	4.3
WASH-FM (AC)	3.9	4.2
WBIG-FM (Oldies)	4.4	4.1
WMAL-AM (News/Talk)	4.2	4.1
WGMS-FM (Classical)	3.0	4.0
WMMJ-FM (Urban AC)	3.9	4.0
WWDC-FM (Rock)	3.2	4.0
WGAY-FM (MOR)	4.2	3.7
WVVZ/WVVZ (CHR/Pop)	4.0	3.7
WJZW-FM (NAC/SJ)	3.6	3.4
WTOP-A/F (News)*	3.0	3.3
WARW-FM (Cl. Rock)	2.6	2.6
WHFS-FM (Alternative)	2.4	2.3
WOL-AM (Talk)	1.2	1.2
WTEM-AM (Sports)	1.0	1.1

*WTOP-FM was WINX-FM (Oldies) until September

Atlanta

	Su '97	Fa '97
WVEE-FM (Urban)	9.7	9.7
WST-AM (Talk)	8.9	9.3
WSTR-FM (CHR/Pop)	7.0	8.1
WKHX-FM (Country)	6.1	7.3
WALR-A/F (Urban AC)	6.2	6.3
WSB-FM (AC)	5.5	5.7
WNNX-FM (Alternative)	5.1	5.5
WPCH-FM (AC)	5.9	5.1
WHTA-FM (Urban)	5.1	5.0
WKLS-FM (Rock)	4.7	4.5
WFOX-FM (Oldies)	4.0	4.2
WZGC-FM (Cl. Hits)	4.0	3.9
WYAY-FM (Country)	4.0	3.4
WJZF-FM (NAC/SJ)	3.2	2.6
WAOK-AM (Religious)	2.0	2.1
WGST-FM (News/Talk)	1.8	1.6
WGST-AM (News/Talk)	1.3	1.5

Boston

	Su '97	Fa '97
WBZ-AM (News)	8.4	9.4
WRKO-AM (News/Talk)	5.5	6.4
WJMN-FM (CHR/Rhy)	6.1	6.2
WJMJ-FM (AC)	5.7	6.0
WXKS-FM (CHR/Pop)	6.6	5.9
WBCN-FM (Alternative)	5.2	5.2
WODS-FM (Oldies)	4.4	5.0
WCRB-FM (Classical)	4.0	4.0
WBMX-FM (Hot AC)	3.8	3.6
WEEL-AM (Sports)	3.3	3.4
WZLX-FM (Cl. Rock)	3.1	3.3
WKLB-FM (Country)*	3.4	3.2
WAAF-FM (Rock)	2.9	3.0
WROR-FM (Oldies)	3.8	2.9
WEGQ-FM (Oldies)	2.9	2.7
WXKS-AM (Nostalgia)	2.4	2.5
WBOS-FM (Adult Alt)	2.9	2.1
WILD-AM (Urban)**	1.4	1.8
WSJZ-FM (NAC/SJ)***	1.4	1.8
WFNX-FM (Alternative)	1.3	1.2

*Was at 96.5 MHz until moving to 99.5 MHz in August

**Was Urban AC until mid-July

***Was WOAZ-FM at 99.5 MHz until August, when it moved to 96.9 MHz

Nassau-Suffolk

	Su '97	Fa '97
WALK-FM (AC)	5.8	5.3
WXRK-FM (Alternative)	5.3	5.3
WBLI-FM (CHR/Pop)	3.7	5.0
WHTZ-FM (CHR/Pop)	5.2	4.9
WCBS-FM (Oldies)	3.9	4.4
WLTW-FM (AC)	4.3	4.3
WCBS-AM (News)	3.8	4.2
WFAN-AM (Sports)	3.7	3.9
WKTU-FM (CHR/Rhy)	3.9	3.6
WBAB/WHFM (Rock)	3.3	3.5
WOR-AM (Talk)	3.0	3.3
WQHT-FM (CHR/Rhy)	3.2	3.3
WABC-AM (Talk)	2.7	2.9
WPLJ-FM (Hot AC)	3.0	2.9
WBZO-FM (Oldies)	2.3	2.8
WHLI-AM (Nostalgia)	2.8	2.8
WINS-AM (News)	2.4	2.5
WKJY-FM (AC)	3.1	2.4
WQCD-FM (NAC/SJ)	3.1	2.3
WNEV-FM (Cl. Rock)	2.0	2.0
WQXR-FM (Classical)	2.1	1.9
WAXQ-FM (Rock)	2.1	1.8
WRKS-FM (Urban AC)	1.4	1.7
WBLS-FM (Urban)	1.4	1.3
WDRE/WLIR (Alternat)	1.7	1.3
WGSM/WMJC (Country)	1.9	1.2
WNSR-FM (Hot AC)*	1.6	1.2
WSKQ-FM (Tropical)	1.6	1.2
WQEW-AM (Nostalgia)	.8	1.1

*Was WDBZ-FM until August

San Diego

	Su '97	Fa '97
KSON-FM (Country)	5.5	6.4
KFMB-FM (Hot AC)	6.5	5.2
KYXY-FM (AC)	6.1	5.1
KOGO-AM (Talk)	3.9	4.9
KGB-FM (Cl. Rock)	3.8	4.5
XHTZ-FM (CHR/Rhy)	4.6	4.3
KHTS-FM (CHR/Rhy)	4.0	4.1
KIFM-FM (NAC/SJ)	3.5	3.8
KFMB-AM (Full Serv)	5.5	3.6
KBZT-FM (Oldies)	3.5	3.5
KIOZ-FM (Rock)	3.6	3.5
KMCG-FM (AC)	3.5	3.3
KPOP-AM (Nostalgia)	2.6	3.1
XTRA-AM (Sports)	2.3	2.9
XTRA-FM (Alternative)	2.7	2.3
KFI-AM (Talk)	2.5	2.2
KKLQ-FM (CHR/Pop)	1.6	1.9
KPLN-FM (Cl. Hits)	1.9	1.8
KJQY-FM (AC)*	1.5	1.7
KXGL-FM (Oldies)	2.0	1.6
KXST-FM (Adult Alt)	1.7	1.6
XHRM-FM (Alternative)	1.6	1.5
KFSD-FM (Classical)	1.7	1.4
XHKY-FM (Reg. Mex.)	1.3	1.3
XLTN-FM (Spanish AC)	1.2	1.3
XTIM-FM (Reg. Mex.)	1.0	1.3
KNX-AM (News)	.8	1.1
KSPA-AM (Nostalgia)	1.2	1.1
XBACH-AM (Classical)	1.1	1.1
XEMO-AM (Reg. Mex.)	.8	1.1
KSDO-AM (News/Talk)	1.3	1.0

*Was KKBH-FM until October

SAME-DAY RATINGS RESULTS

www.ronline.com

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-Classic 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.

RADIO RECORDS **STREET TALK®**

Another Legend Hangs Up The Headphones

Longtime WGN/Chicago fixture **Wally Phillips** will sign off after 52 years in radio later this month. He has decided to leave the industry to become Executive Director of the "Neediest Kids Fund," a Chicagoland charity organization. Phillips will say goodbye to his legions of fans in a special four-hour broadcast airing live from the Museum of Broadcast Communications on Sunday, January 25.

Veteran WMAL-AM/DC host **Frank Harden** wrapped up his regular weekday schedule after 50 years with the News/Talk station, the last 37 in morning drive. Among the celebs phoning in were Rep. Connie Morella (R-MD); crosstown CHR/Rhythmic WPGC-FM host Donnie Simpson, who was vacationing in Florida; and Andy Ockershausen, who paired Harden with the late Jackson Weaver in 1960. Two local TV stations did live cut-ins throughout the morning, prompting Harden to quip, "It took me 50 years of being here for them to put me on TV!" Under a new three-year deal, Harden will be on the air about 30 days a year and will make occasional client calls and personal appearances. His immediate plans are to "lay back and chill out. My wife and I will probably do a little more traveling."

Johnny B's Back In Town

As rumored in R&R, **Jonathon Brandmeier** returned to the Chicago airwaves this week on CBS' **WCKG-FM**. He fills the slot between Howard Stern's syndicated morning show and Steve Dahl's afternoon show. Brandmeier, who will be broadcasting from Los Angeles studios, will be heard for the first time in L.A. on Monday, when his show will also fill the post-Stern time slot on **KLSX-FM**.



Jonathon Brandmeier

...And A Partridge In A Big Apple

As rumored last week, **Danny Bonaduce** will indeed join "soon-to-be-reformatted" Hot AC **WNSR**/New York in mid-

February. Now that the station's finally hired a programmer, will Adam Goodman be making some *b-i-g* changes at 'NSR? Will the station take on a Rock or Alternative slant? At Bonaduce's current stomping grounds, Chancellor Media sister **WKQI-FM**/Detroit, he'll be replaced by afternoon host Kevin O'Neill and John Heffron, starting January 19.

Will Mark Fuhrman Fit Radio Like A Glove?

... And if he doesn't fit will he, uh, quit? The infamous former Los Angeles police detective is joining **KXLY-AM/Spokane** afternoon host Mike Fitzsimmons every Thursday between 3-6pm. OM Brian Paul had been experimenting with Fuhrman as a crime expert. He decided to use Fuhrman's knowledge of criminology for a weekly crime show in response to a local serial killer who has been attached to as many as 11 murders of prostitutes.

Chancellor Media Sr. VP **Larry Wert** is leaving radio to take over NBC O&O **WMAQ-TV**/Chicago as President/GM. He assumes duties previously held by Lyle Banks, effective at the end of January. In his role as Chancellor, Wert oversaw the company's 13 Chicago and Detroit properties. The former President/GM of **WMVP-AM** & **WLUP-FM**/Chicago began his career in television as LSM for ABC O&O



Larry Wert

Continued on Page 28

Rumors

- Is former **WWKX**/Providence PD **Joe Dawson** talking to the Box about its open programming gig?
- Will **WBBO**/Monmouth-Ocean morning driver **Dr. Michael Lynn** replace Danny Bonaduce at **WKQI**/Detroit? Or will he end up at crosstown **WDRQ**?
- Could **KYLZ**/Albuquerque PD **Mark Allen** (aka "Boy Wonder") end up as PD at **KWIN**/Stockton?
- Is Hot AC **WVTI**/Grand Rapids moving in more of a CHR/Pop direction?

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AOL Keyword: Spice Girls

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KBFM

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WNTQ
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WSTW
WXKB
WVKS
WRHT
WABB
KKRD
WHOT
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KMCK
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WFHN
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WJJS
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WRWC
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Oprah Winfrey January 14
David Letterman January 15

STREET TALK®

Continued from Page 26

WLS-TV/Chicago. "I am grateful to Jim de Castro and the folks at Chancellor," Wert said. "I had a wonderful experience working with them over the past 10 years."

they would make love to their boyfriends in front of the station's Stuntboy Randy. Making it a true multimedia experience, Randy not only broadcast the audio but took pictures as well.

In honor of Dr. Martin Luther King Jr.'s birthday, **KKBT/L.A.** is holding its fourth annual "Day Of Peace" celebration in conjunction with the L.A. County Probation Department on Sunday (1/18).

Congrats to Virgin honcho **Michael Plen** and wife Cat on the early arrival of Everett Masters Plen on Tuesday (1/13).

Former **KLUC/Las Vegas** VP/GM **Tom Humm**, who recently relinquished his duties at the CHR to launch co-owned Sports Talker **KSFN-AM** and News/Talk **KXNT** for ARS, re-adds VP/GM duties for KLUC. VP/GM **Rick Dames** exits to pursue radio ownership.

Journal Flips Omaha Stations

NAC/Smooth Jazz **KOSJ** went Soft AC last Friday (1/9) as "Easy 97.7," and newly acquired AC **KESY** segued to Hot AC as "Star 104.5" Tuesday (1/13). The **KESY** calls are expected to move over to "Easy," with "Star" acquiring new calls. **KOSJ** PD Kurt Owens will oversee both outlets.

Mercury Radio Communications has won the radio rights to broadcast the NFL's Buffalo Bills and will simulcast the games on two of its FM stations, **WEDG** & **WGRF**/Buffalo. Mercury has also entered into a partnership with **Jacor**, which will broadcast the games on **WHAM-AM**/Rochester.

Keith Olbermann, host of MSNBC's *The Big Show* and frequent contributor to NBC Sports, is joining the SportsFan Radio Network for a 60-second daily feature called *Just A Minute, With Keith Olbermann*. Produced by SportsFan and distributed via Winstar Affiliate Sales, the feature debuts February 2.

Tom Hicks Buys Texas Rangers!

Maybe he can pick up a few ownership

Continued on Page 33

#1 Monitor Rhythmic Top 40 1 R&R CHR/Rhythmic

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MCA MUSIC LEGAL AMERICA and many more!

Coast-To-Coast Emmis Jams

KPWR/Los Angeles and **WQHT/New York** have united to compile a West-to-East musical road trip of popular rap music. The 13-track Priority Records compilation CD, *Hip Hop Coast 2 Coast*, will benefit station charities. Meanwhile, Hot 97 held an on-air press conference Wednesday to announce the nominees for the "Hot 97 Hip Hop Awards."

'ZMX Listeners Get Pumped

WZMX/Hartford lost its virginity last Wednesday (1/7) when it broadcast two couples having sex live on the air. What began as a "Love In An Elevator" promotion to win tickets to an Aerosmith concert in New Haven heated up when two listeners said

Rumbles Pt. 1

- **KWIN/Stockton** PD **Steve Wall** fills the long-vacant PD position at **KBOS/Fresno**; he'll also do afternoons.
- Former **WNST/Charleston, SC** PD **Michael Stuart** is appointed PD at **KKMG/Colorado Springs**.
- **KMXS/Anchorage, AK** elevates MD **Roxy Lennox** to PD, as PD/morning driver **Mark Carlson** exits for the APD/MD gig at **KIOI/SF**.
- **WZEE/Madison** appoints interim PD/afternoon driver **Jimmy Steele** as PD.
- **KAFX/Lufkin-Nacogdoches, TX** PD/morning driver **Mark Roberts** exits.
- **WFLZ/Tampa** MD/nighttimer **Domino** adds APD stripes, and voice-over talent **Spyder Harrison** joins for late-nights.
- **WSPK/Poughkeepsie, NY** steals afternoon driver **Casey** from Hot AC **WHUD/Peekskill-Newburgh** for APD/MD/afternoon duties.
- **WCIL/Carbondale, IL** PD **Chad Elliot** adds MD duties. Part-timer **Jon Graskewicz** gets co-APD stripes/nights/promotion duties. Afternoon driver **Kato** is also named co-APD and will handle stationality duties.
- **WWCK/Flint, MI** appoints middayer **Nathan Reed** MD.
- **KHTQ/Spokane** PD **Scott Shannon** exits.
- **WWZZ/Washington** nighttimer **JoJo Morales** exits.
- **WMMO/Orlando** MD **Annie Sommers** adds APD stripes.
- **WKSF/Ashville** APD **Glenn Trent** is elevated to OM for **KSF** and sister **WWNC-AM**.

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STREET TALK®

Rumbles, Pt. 2

- CHR/Rhythmic **KAHX/Corpus Christi, TX** is now satellite-delivered Oldies.
- **WJXQ/Lansing, MI** APD/MD/interim PD **Bob Olson** officially claims the PD gig.
- **KKBT-FM/Los Angeles MD** **Mariama Snider** adds APD duties.
- **WKLC/Charleston, WV** welcomes **Dave Murdock** for MD/nights.
- **Alan Rothenberg** joins Radio One/Atlanta as Dir./Sales for **WTHA-FM/Atlanta**. He formerly served as GSM for Jacor's crosstown **WKLS-FM**.
- **KKLQ/San Diego** afternoon driver **Chio The Hitman** segues to mornings at co-owned Jacor **CHR KHTS**. Also at **KKLQ**, late-nighter **Christopher Lance** segues to nights.
- Former **KZHT/Salt Lake City** Creative Service/Production Director **Shoe** (aka Bill Smith) takes similar duties at **KSLZ/St. Louis**. Also at **KSLZ, WFLZ/Tampa** swinger **Rich Stevens** joins for middays and **KMJM/St. Louis** swinger **Raynah Reynolds** comes aboard for overnights.

Continued from Page 28

tips from Jeff Smulyan. The Hicks, Muse, Tate & Furst Chairman is paying about \$250 million for the Major League baseball team. The deal includes an option to buy the Rangers' home field, The Ballpark in Arlington, at a later date; a 165,000 square-foot office building just beyond center field; a TGIFridays restaurant; and hundreds of acres of undeveloped real estate near the park. Industry observers believe Hicks views the Rangers as a way to enhance his broadcast interests.

Entries are now being accepted for the 1998 Radio Mercury Awards. To be eligible, spots must have run on a commercial U.S. radio station for the first time in 1997. The deadline for entries is March 8. The awards (including \$225,000 in cash prizes) will be presented June 4 at New York's Marriott Marquis. For information and entry forms, please call (212) 681-7207.

Records

- **Jeff Gold** has resigned as Exec. VP/GM at Warner Bros. No replacement has been named.
- **Is Island** about to name **Johnny Barbis** to a senior post?
- **Warner Bros.** and **PBS** have formed **PBS Records** and plan to release about six to 10 albums culled from performances on the pubcaster.
- **Jonathan Lev** is promoted to President of radio promo/marketing firm the **Jerry Brenner Group**. In addition to his current Alternative duties, Lev will also direct **CHR** and **Pop/Alternative**.
- **Jeff McClusky & Associates'** **Val Starr** segues to **Mike Krum's Rotations**, a promotion and marketing firm, as Sr. VP & Dir./Ops.

RADIO RECORDS



1

- **Dave Pugh** tapped as VP/GM of **KZZP/Phoenix**.
- **Pam Somers** set as GM of Radio One/Baltimore.
- **Dave Richards** is upped to Station Mgr. of **WRCX/Chicago**.
- **Maxx Myrick** is made OM of **WVAZ/Chicago**.
- **Helen Little** is elevated to Ops. Dir. of **WUSL-FM/Philadelphia**.

5

- **EMI Music** restructures with **Charles Koppelman** appointed Chairman/CEO of EMI Records Group, North America and **Daniel Glass** named Pres./CEO of its EMI Records division.
- **Jim Thompson** named co-CEO of Liberty Broadcasting.
- **Bob Roof** is promoted to Pres./GM of **WDVE/Pittsburgh**.
- **Kurt Kelly** accepts PD chair of **WOVV/West Palm Beach**.

10

- **Fred Weinhaus** is named Pres./GM of **WABC/NY**.
- **Arista Records** elevates **Rick Bisceglia** to VP/Pop Promo and **Sean Coakley** to VP/Album Promo.
- **Jay Clark** is boosted to Station Mgr. of **WOMC/Detroit**.
- **Patrick Duffy** is upped to GSM of **KABC/L.A.**
- **Dave Anthony** is recruited as PD of **WCXI/Detroit**.

15

- **Jay Hoker** elevated to VP/GM of **KZEW/Dallas**.
- **Jim Bocoock** becomes GM of **WFLA-AM & FM/Tampa**.
- **Charlie Quinn** is upped to Corp. PD of **WROK Inc.**
- **Bill Tanner** joins **WASH/Washington** as PD.
- **Robin Quivers** is hired by **WNBC/NY** to work with **Howard Stern**.

20

- **Bill Garcia** appointed PD of **KNUS/Dallas**.
- **Jim Harper** resigns as PD of **WDRQ/Detroit** to become morning man for crosstown **WNIC-FM**.
- **Bob Gooding** to head programming for **WCAU-FM/Philadelphia**.
- **Moon Mullins** lands Ops. Dir. gig at **WINN/Louisville**.
- **Bill Stedman** named **WQFM/Milwaukee** PD.

Bert Ferguson — who co-founded the nation's first African American-targeted radio station, **WDIA/Memphis**, with John R. Pepper in 1947 — passed away on December 25 at age 82.

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Cavallo

Continued from Page 1

pany, Third Rail Records, assumes the position on March 1.

Commenting on the appointment, Roth said, "Bob is one of the music industry's most talented, experienced, and creative executives. During the past few months, I have seen first-hand his deep understanding of the business and his ability to identify and work with talent. He is the right man at the right time to lead our efforts in the highly important field of music."

Disney Chairman/CEO Michael Eisner noted, "This appointment is part of a major reorganization of Disney's music business. For the first time, all of our recorded music efforts will be coordinated under a single management team, to be headed by Bob. I am certain this will open up major new opportunities for our entire company."

In 1996, Disney expanded its involvement in the music industry by forming Lyric Street Records and acquiring Mammoth Records for an estimated \$25 million. Until now, Walt Disney Records and Walt Disney Music Publishing had been managed as part of Walt Disney Consumer Products.

"I am extremely excited about this new position," Cavallo said. "After years in the music business, this is an opportunity to create a dynamic new force in the industry while also building on the established strengths of one of the greatest companies in all of entertainment. The potential is enormous, and I can't wait to get started."

Cavallo formed Roven-Cavallo Entertainment in 1990 with Charles Roven; in 1994, the late Dawn Steel became a third partner in forming Atlas Third Rail Management, with Third Rail Records as its music label. Atlas Third Rail Management Company currently represents such artists as Alanis Morissette; Seal; Green Day; Savage Garden; Goo Goo Dolls; Weezer; and Earth, Wind & Fire. Atlas Third Rail's management team will continue to manage the careers of these artists, with Cavallo staying on in an advisory capacity. Under the agreement, Disney will maintain its relationship with Third Rail Records.

Earlier in his career, Cavallo managed artists such as Prince, Little Feat, and Weather Report.

Hannon

Continued from Page 3

tremendous growth possibilities; focusing on it full-time will allow it to achieve its fullest potential."

Hannon joined the station as an AE in 1989, when it was WROR. He later was promoted to LSM (1992), WEGQ GSM (1994), WBMX GSM (1996), and WBMX & WEGQ Director/Sales (1997).

Meanwhile, sister WRKO-AM GSM Karen Westwig transitions to WBMX in the same capacity. She began her radio career in 1992 as a WBMX AE. Three years later, she became GSM at WRMM/Rochester and returned to Boston last year.

Storm

Continued from Page 1

NY, where Gov. George Pataki declared a state of emergency for two days during the storm. WCDQ-FM/Portsmouth-Dover-Rochester, NH PD Russ Dumont told **R&R** he spoke with a woman who claimed she had never seen anything like it in her 43 years of living in the area. "They say it was a once-in-a-100-years occurrence," he said.

At least six towers were downed as a result of the storm. (No one was injured in any of the accidents.) Forever lost four towers alone: two of WUZZ's four towers, one of WTNY's two towers, and WCIZ-FM's only tower. Another of WUZZ's towers almost collapsed in a residential neighborhood in Watertown, leading Forever to evacuate several homes in the area. And the weather wasn't the only natural element conspiring against Forever: WTNY lost its tower when a beaver built a dam around its transmitter site. None of the stations were off the air for more than a few hours, according to Yourchak.

In New Hampshire, 11,500 homes and businesses were without power and more than 500 utility line crews were at work cutting through fallen trees in order to reach utility poles and power lines. Five tons of ice built

up on the tower of WLNH-FM/Laconia, NH, causing it to topple the evening of January 8. "It looked like a giant popsicle in the sky," said OM Warren Bailey. The station was back on the air the next morning.

The buildup of ice on the tower of WCDQ made it so top-heavy that 80 of its 240 feet collapsed on the adjacent transmitter shack. At press time, the station was expecting to be on the air again with a temporary antenna by Wednesday.

Melting Formats Together

The storm also knocked out the antenna of WBLM-FM/Portland, ME. Ice grew so thick on its tower that the station couldn't send an engineer up to fix the antenna, according to WBLM spokesman Wendell Clough. He told **R&R** the station would have to wait for the sun to melt the ice, which was expected by the end of this week.

In the meantime, the station came up with an ingenious solution to stay on the air, at least partially. It joined forces with sister station WCYY-FM/Portland, ME, putting Rock jocks from the former on the air with Alternative DJs from the latter, and called it "Rock Radio Shelter."

"We actually did get a call from someone who wanted to hear both Creedence Clearwater Revival and Nine Inch Nails," said Clough. Nei-

ther station had plans for a permanent format switch, however. "When the ice melts, it's over," said WBLM GM Eve Rubins.

Pooling Resources

Stations could expect to reach beyond their own groups for aid as well. WZID-FM/Manchester, NH brought one of its remote vehicles to WLNH in case it was needed. "A lot of different area broadcasters called offering us antennas and generators and backup transmitters to help us get on the air," said Dumont. "It seems the sense of community comes out when there's an emergency."

In Canada, 15 people had been killed by the storm as of Monday, and more than two million residents lost their electricity. The situation was so bad, in fact, that the military deployed 11,400 troops to assist people and restore power. CJAD/Montreal lost all four of its towers due to ice on January 9. The station, the only English-language News/Talk outlet in the market, simulcast on sister station CJFM-FM/Montreal at first, then did 15-minute cut-ins on CFRA/Ottawa, then finally moved to an unused frequency at 1410 kHz. CFRA & CKKL/Ottawa GM Mark Maheu told **R&R** his staff had to use a snowmobile to get fuel to CKKL's transmitter, which is on top of a mountain.

Vela

Continued from Page 3

ing into a Sound Factory or Everything But The Girl record will not be that unusual. Keith Isley really knows how to focus a radio station, and we're going to be a Spanish Dance station."

Vela is no stranger to bilingual, Hispanic-oriented radio. He began his career in 1979 as the first South Florida air talent with a Hispanic surname at WMJX (Disco 96)/Miami. He pioneered a CHR/Tropical hybrid in the mid-'80s at WQBA-FM (Super Q)/Miami under then-owner Susquehanna. Following a

VP stint at KSJL/San Antonio and management posts at that market's KTFM and KTSA, he returned to Miami as an air talent at WPOW. Vela then returned to WQBA-FM for a short-lived revival of "Super Q," and most recently had been back at WPOW as an on-air announcer.

When asked how "La Nueva" would differ from past attempts at a CHR/Tropical format at WQBA-FM, WCMQ-FM (Mega 92), and 1995's WRTO (98 Caliente) in Miami, Vela responded, "The same mistakes were made in each of those examples. As Hispanics become more anglicized, they want more of what fits them. If you do a format

that addresses their newfound home with the Spanish-language classics they grew up with, you'll give them a bridge to something that will able to make them feel more 'anglo.' The mistake Susquehanna made was playing one new English-language record, then one Spanish-language record, back to back. If you do that, you just blow off your cume.

"By throwing in a few bilingual phrases here and there, you really push the buttons for a lot of listeners. And, like me, there are hundreds of thousands of people throughout the country who are English-dominant. From a financial standpoint, Hispanic radio makes the most sense."

Continued from Page 16

because we are in big markets. "Ahh, you're going to make a lot of money." Yeah, we are going to make a lot of money, but we are going to make a lot of money operating good radio stations and building the company.

R&R: You also have something to prove, right?

AL: We've got to put points on the board. It's not the money, it's to prove we can operate radio stations as well as anybody else. A lot of times minority companies get bum raps because they say they aren't operated efficiently. Even black people give you that bum rap. You get it a lot! Whether it's a black sponsor, whether it's a black employee you are trying to hire.... You get a good deal of negative feedback from other black people about minority companies.

R&R: Will the group ever expand into other formats such as AC, Country, Oldies, or even some version of Spanish radio?

AL: Actually, one of the radio stations we bought in San Francisco, the

Walnut Creek station, will more than likely not be Urban. We bought both stations in a package deal, but the fact of the matter is, there aren't any black people in Walnut Creek, and there is a big ol' mountain separating Walnut Creek and San Francisco. So it would be stupid to do an Urban format. [The station is currently Hispanic.] We'll probably do something non-Urban there.

R&R: As a businessman, what's your biggest flaw? What do you want to change?

AL: One of the things I do is talk about all the deals that I didn't do and that I should have done. "WDAS, U.S. Radio, WALR, I should have done this, I should have done that" — reliving the past. I tend to look backward too much. Looking backward is useless. The future keeps coming. You can't win a race looking backward; it's self-indulgence.

R&R: Who has been the most influential person in your life?

AL: My mother, clearly. Ever

since I can remember, my mother has drilled into my head that I had a destiny to great things and that I could achieve anything I put my mind to as long as I believed in God and believed in myself and got off my ass and did something. And Along the way, I've had a lot of significant influences. We have some investors — Syncom, Herb Wilkins, and Terry Jones — who have been very supportive of me as an individual and of my career and have provided me the kind of mentorship that leads people to have high self-confidence, self-esteem, and drive. And there have been other investors and employees and friends who have been supportive of me as an individual, which has led to my self-confidence and my drive; so I feel very fortunate. But my mother — first and foremost.

R&R: What are your passions outside of radio?

AL: I like snow skiing, tennis, and I like to play basketball. And I'm still single.

Forever received assistance from the federal government. WTNY is the designated EAS station for northern New York, so when it went down, the Army supplied it, WCIZ, and WFRY-FM with power generators. And when WLNH was knocked off the air, the Red Cross, for whom the station has raised money for years, pitched in with food and generators.

Ultimately, it was the service that stations provided to their communities — wall-to-wall coverage of weather, police, and fire reports and updates; information on where to obtain food, shelter, and generators; and so forth — that mattered the most. Yourchak said some residents without power even used the radio to tell loved ones how they were doing. "You really see how people are dependent on radio," he said, "especially in a time of crisis."



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P1s: Even More Important Than You Thought

□ A format overview of Arbitron's recent in-depth research into P1 listeners

In November, Arbitron released the results of a fascinating and in-depth research study of the habits and patterns of P1 radio listeners. Since it was released just prior to the hectic holiday season, you may have missed it. So, this week we'll review the highlights of it here.

The project, dubbed *America's Top Stations — A Format Profile*, takes an in-depth look at the most successful stations by format in the Top 100 markets. Specific attention was focused on listening patterns by station format and type of diarykeeper. The results dramatically point out and quantify the importance of your station's P1 listeners.

With this information in hand, you can better assess the effectiveness of your station's programming and branding strategies by comparing the behavior of your P1-P5 listeners to the national benchmark averages for your format. Although the entire study covered some 23 different formats, for the purposes of this discussion we'll look only at selected results from the News/Talk arena.

The one-time study, developed by Arbitron in conjunction with eight of the industry's leading consultants, represents information from 71 of the Top 100 markets. The information was compiled from fall '96 statistics. However, trends such as these do not change dramatically from one year to the next, so the results are still quite valid. A list totaling 226 stations (including the 30 non-music-formatted stations listed in the sidebar) was created as the basis for the study. All diary entries credited to the respective stations were tallied, ultimately totaling

138,655 unique entries that formed the basis of this research study.

Benchmark For The Future

Arbitron anticipates that, although this was conceived as a one-time study, the format designed for *America's Top Stations* could potentially be used as a benchmark for future studies, which will then allow programmers, managers, and consultants an opportunity to track ongoing changes in listening patterns by format.

This project underscores the importance of a station's P1s by comparing the relatively small percentage of P1 listeners with the large percentage of quarter-hours attributed to them. A typical station's P1s represent only 36% of diarykeepers, but they account for approximately 72% of all AQH listening. (Note: News stations tend to score somewhat lower percentages of both P1 listeners and AQH listening than music-formatted stations.)

The three key areas the study covered were:

- 1) "About P1s"
- 2) "Format audiences by preference level"
- 3) "About station IDs"

A total of 12 questions were asked of stations in each format, including News/Talk:

- What percentage of a format's

listeners are P1s?

- How many quarter-hours do listeners give to their P1 format?

- How many stations do diarykeepers listen to?

- How many times do diarykeepers listen to their P1 station?

- How much time do they spend each time they listen?

- How much total time do they spend listening to their P1 station?

- How much time do diarykeepers spend listening by location (home, car, work)?

- How do stations and diarykeepers identify stations?

- What percentage of diarykeepers are male vs. female?

- What percentage of diarykeepers are black or Hispanic?

- What is the primary age range of diarykeepers?

- What are the P2 formats for the P1 listeners of your format?

The following charts illustrate a portion of Arbitron's *Top Stations* report. While they are not the complete study, you'll get a good overview of the results from them. If you wish to view the entire report, contact your Arbitron representative. You may also review the information if you have access to the World Wide Web. Go to www.arbitron.com, then choose the menu option for the "Top Stations Report."

What percent of a station's P1 diarykeepers listen to only one station? Two stations? Three stations? Four stations? Five-plus stations? This table includes only P1 diarykeepers. Those P1 diarykeepers, on average,

The Stations In America's Top Stations

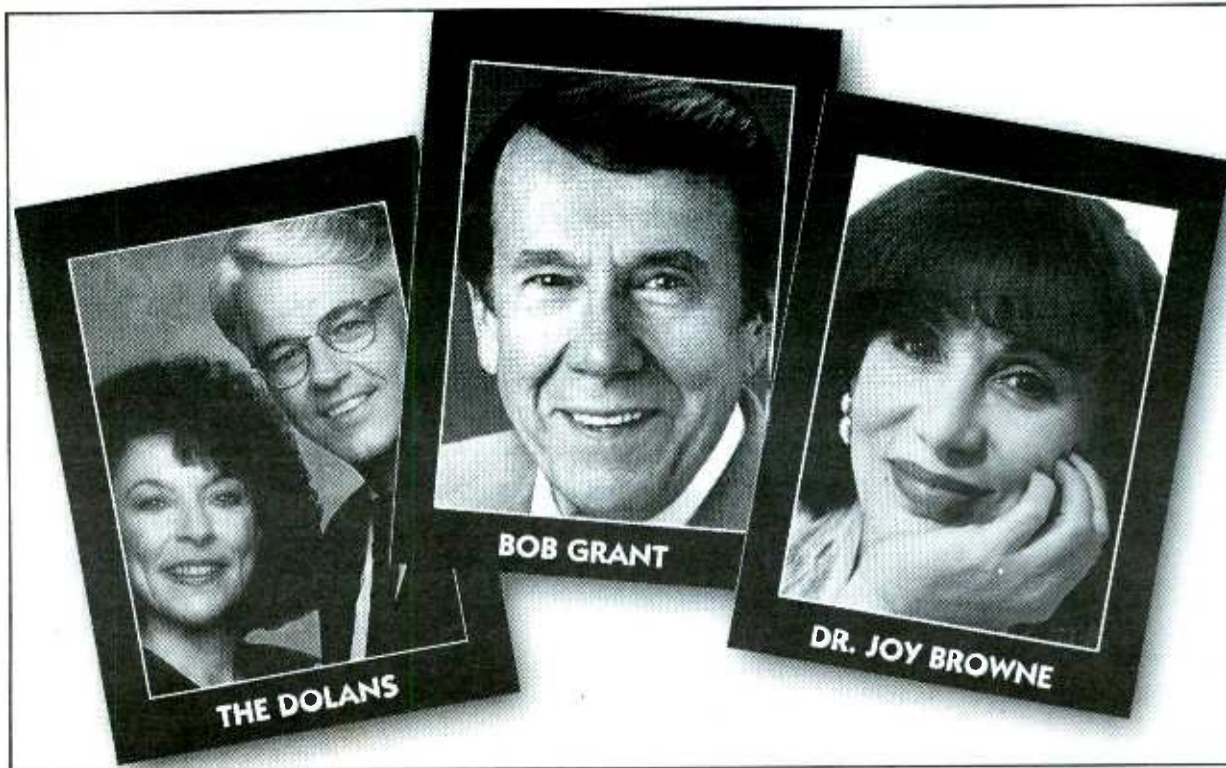
The following News, News/Talk, and Talk stations were used as the basis for the results of the non-music-formatted stations in Arbitron's *America's Top Stations* research study:

WSB-AM/Atlanta (N/T)
WBZ-AM/Boston (N/T)
WRKO-AM/Boston (Talk)
WBT-AM/Charlotte (N/T)
WTMA-AM/Charleston (Talk)
WLS-AM/Chicago (Talk)
WMAQ-AM/Chicago (News)
WBBM-AM/Chicago (News)
WBAP-AM/Dallas (N/T)
KOA-AM/Denver (N/T)
WJR-AM/Detroit (N/T)
WWJ-AM/Detroit (News)
WXYZ-AM/Detroit (Talk)
WHP-AM/Harrisburg (Talk)
KFWB-AM/Los Angeles (News)
KFI-AM/Los Angeles (Talk)
KNX-AM/Los Angeles (News)
KSTP-AM/Minneapolis-St. Paul (Talk)
WABC-AM/New York (N/T)
WCBS-AM/New York (News)
WINS-AM/New York (News)
KFAB-AM/Omaha (N/T)
KYW-AM/Philadelphia (News)
WWDB-FM/Philadelphia (Talk)
KQV-AM/Pittsburgh (News)
KMOX-AM/St. Louis (N/T)
KCBS-AM/San Francisco (News)
KGO-AM/San Francisco (N/T)
KVI-AM/Seattle (Talk)
WTOP-AM/Washington (News)

make up about one-third of a station's diarykeepers. The first column shows what percentage of P1 diarykeepers listen to just one station — that is, the *exclusive* listeners. Shown across the table is the per-

cent of P1 diarykeepers who listen to two stations (including the P1 station), then three stations, and so on to five or more stations.

Continued on Page 36



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WOR
RADIO NETWORK

P1s: Even More Important Than You Thought

Continued from Page 35

	1	2	3	4	5+
News	17%	25%	25%	16%	17%
News/Talk	15%	28%	25%	13%	20%
Talk	19%	23%	19%	16%	23%

How much P1 TSL is at home, in car, and at work? This table covers just P1 listening. The first column shows the average TSL per diary to the P1 station. Shown across the table is the percent of that time that average listening occurs at home, at work, and in all other locations.

	Avg P1 TSL	Home	Car	Work	Other
News	12:32	63%	30%	7%	1%
News/Talk	15:34	61%	27%	12%	1%
Talk	17:19	60%	25%	15%	0%

What is the gender of the P1 diarykeeper? This table shows the percent of P1 diarykeepers from each format who are men vs. women.

	Male	Female
News	50%	50%
News/Talk	54%	46%
Talk	53%	47%

What 10-year range accounts for the highest percent of a format's P1 quarter-hours? This table shows the age range for the middle one-third of diarykeepers who are P1 to each format, and the age range for the middle two-thirds. As an example, for diarykeepers who are P1 to a station, and 1/3 of them are between 32 and 44 years of age, leaving 1/3 younger than 32 years and 1/3 older than 44 years. Two thirds are between 25 and 51, and 1/6 are younger than 25 and 1/6 are older than 51. The first column identifies the 10-year age span. Column two shows the percentage of P1 quarter-hours attributed to the age group.

	Age range	% QH
News	42-52	29%
News/Talk	42-52	24%
Talk	55-65	28%

What is the race/ethnicity of P1 diarykeepers? This table identifies the percent of P1 diarykeepers to each format who are black, Hispanic, or other. The data includes only stations in black- or Hispanic-controlled markets.

	Black	Hispanic	Other
News	16%	4%	80%
News/Talk	3%	3%	94%
Talk	8%	3%	90%

What are the second-preference formats among my format's P1 listeners? This table shows the most frequent format of

the P2 station and the next most frequent P2 format for each P1 station format.

	Most Frequent P2 Format	Next Most Frequent P2
News	13% (News/Talk)	12% (Oldies)
News/Talk	14% (News/Talk)	13% (Oldies)
Talk	15% (News/Talk)	13% (Oldies)

What percent of a station's diarykeepers are P1 to the station? P2? P3? P4? P5+? This table includes all diarykeepers who mention a successful station. The table shows, reading across, what percent of a station's diarykeepers are P1 to the station, P2, P3, and so on to P5+.

	P1	P2	P3	P4	P5+
News	30%	25%	18%	12%	15%
News/Talk	40%	27%	16%	9%	8%
Talk	42%	25%	17%	8%	9%

What percent of TSL do P1 diarykeepers spend with the P1 station and others? This table covers all of a diarykeeper's TSL sorted by the format of the diarykeeper's P1 station. In the first column, you'll see the percent of TSL from all diarykeepers' P1s. Then, shown across the table is the percent of TSL with the P2 station, the P3 station, and, finally, the remaining percent of TSL with the P4+ stations.

	% TSL w/				
	P1	P2	P3	P4	P5+
News	65%	21%	8%	6%	6%
News/Talk	68%	20%	7%	5%	5%
Talk	67%	20%	8%	6%	6%

What percent of a station's quarter-hours come from P1 diarykeepers and others? This table includes all diarykeepers who mention a successful radio station. Reading across, the table shows what percent of a station's quarter-hours come from the station's P1 diaries, from the P2s, and so on to P5+.

	P1	P2	P3	P4	P5
News	63%	21%	8%	4%	3%
News/Talk	71%	20%	6%	2%	1%
Talk	75%	16%	6%	2%	1%

What is the average number of listening occasions to the station per P1 diarykeeper? P2? P3? P4? P5+? This table covers all listening occasions. For each format, the table shows — in the first column — the average number of listening occasions per diary that is P1 to the format. Shown across the table are the average number of occasions for diaries that are P2, P3, P4, and, finally, P5+.

	P1	P2	P3	P4	P5
News	10.6	6.0	4.0	2.8	1.8
News/Talk	10.6	5.5	3.3	2.6	1.6
Talk	11.6	5.5	3.2	2.4	1.6

What is the average time spent per listening occasion per P1 diarykeeper? P2? P3? P4? P5+? The first column shows the average time spent per listening occasion for diaries that are P1s. Follow across for average time per diary for P2 through P5+.

	P1	P2	P3	P4	P5
News	1:11	0:48	0:42	0:38	0:51
News/Talk	1:27	1:10	0:56	0:49	0:44
Talk	1:29	1:10	1:00	0:48	0:49

What is the average time spent per diary to the station per P1 diarykeeper? P2? P3? P4? P5+? The first column shows the average time spent per diary to the P1 station. Read across for the average time spent per diary for P2 through P5+.

	P1	P2	P3	P4	P5
News	12:32	4:51	2:49	1:58	1:10
News/Talk	15:34	6:24	3:04	2:06	1:11
Talk	17:19	6:28	3:13	1:54	1:17

What is the average number of stations listened to by a station's P1 diarykeepers? P2? P3? P4? P5+? This table covers all diarykeepers to a successful station. The first column shows the average number of stations mentioned per diary for P1 diarykeepers. Read across for the average number of stations mentioned by P2 through P5+ diarykeepers.

	P1	P2	P3	P4	P5+
News	3.2	3.8	4.1	5.0	7.4
News/Talk	3.2	3.6	4.1	5.0	7.0
Talk	3.3	3.7	4.4	5.0	7.3

Call Letter ID

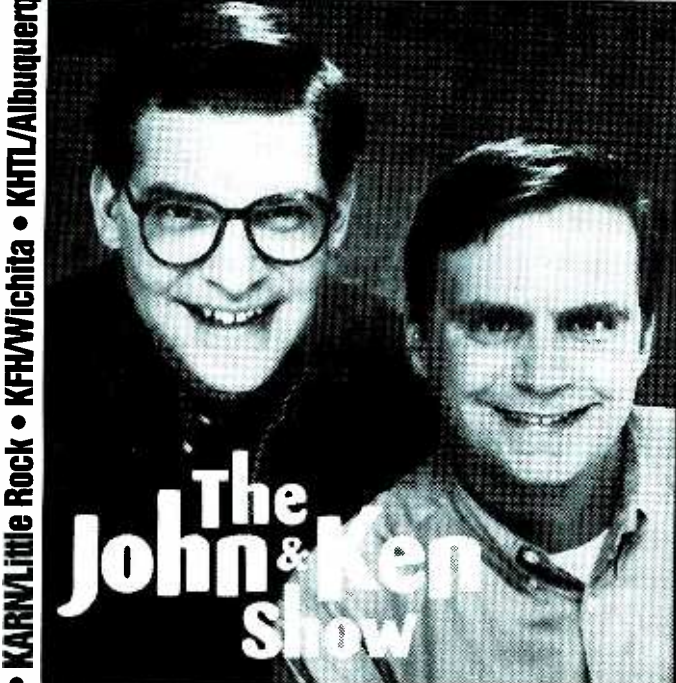
A final note worth mentioning about this study: Arbitron asked, "How do diarykeepers identify stations?" In comparison to music-formatted stations, News and Talk stations score significantly higher in exact call-letter identification, yet significantly lower in exact frequency mentions. Here are the results:

Percent of entries containing

	Exact Calls	Exact Frequency
News	80%	34%
News/Talk	87%	39%
Talk	86%	38%

This last item is a strong indicator that getting your call letters out first and frequently is the best way to be correctly identified by News/Talk diarykeepers.

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Kansas City • WGR/Buffalo • WFIL/Columbus



STEVE WONSIEWICZ

GM Foresight Into This Year's Strategies

Local market focus, tie-ins with known brands key for building artist careers

A new year and new challenges. That's what awaits **Atlantic Records Exec. VP/GM Ron Shapiro** and newly crowned **Columbia Records GM Will Botwin**, both of whom saw their roles expand in late '97 and early '98, respectively.

Since we're only a couple of weeks into the new year, I thought it might be interesting to see what these two GMs have to say about the state of the music business and the challenges that lay ahead for their respective record companies.

GM since 1995, Shapiro began his career at Atlantic in the publicity department and finally earned his Exec. VP stripes in late October of '97. He's a part of a quartet of senior execs — Atlantic Group co-Chairman/co-CEO Val Azzoli, Exec. VP/Office Of The Chairman Craig Kallman, and Exec. VP/Promotion Andrea Ganis — that pushes the A&R, marketing, and promotion buttons at the nation's No. 1 label.

Revvng Up Marketing

Shapiro says one of the company's primary goals this year is to break more acts in the 500,000-unit sales range. "Val talks about striving to have a 'middle class' at Atlantic. We've been enormously successful with huge records. In fact, we've had what we call a 'three-peat' the last three years, first with Hootie & The Blowfish, then Jewel, and now Matchbox 20. We're hoping to have more Duncan Sheik and Poe stories this year."

To that end, the label is revving up its marketing department — which Shapiro oversees — and allocating more resources to touring, to partnerships with nationally known branded products, and to event marketing, accelerating the move from push to pull marketing. In fact, that's the reason behind last week's promotions of Vicky Germaise to Sr. VP/Marketing, Steve Davis to the new post of Sr. VP/Artist Development, and Karen Colamussi to the newly created position of Sr. VP/GM of Associated Labels & New Media. Atlantic added two marketing execs to its Urban department earlier last year.

It all adds up to what Shapiro calls "regionalized micro-marketing," focusing on building stories first in the



Ron Shapiro

tertiary markets, then crossing them to the secondary and primary markets. Shapiro continues, "Prior to this regime, Atlantic was much more focused on promotion. They toured acts when they had hit records, but they weren't doing as much in advance. That's why we hired Steve, who was an agent, a few years ago."

Davis effectively became the label's in-house agent and promoter. Given the climate of the touring business, it was a move the company needed to make. "Last year was very difficult for the touring business; many promoters were losing money and gun-shy about new acts. We had a very tough time getting agents to take our acts and book them for the long haul. Steve ended up booking many things himself. When he couldn't get a real venue, he booked coffee houses, retailers, and even libraries. We're going to continue that trend and build on it even more."

The regional strategy dovetails nicely with another of Atlantic's key goals this year: to build the careers of multiplatinum artists who this year will release their second (Jewel), third (Hootie), or fourth (Amos) albums. "For the past decade, Atlantic thrived on breaking new artists. It's been something like 10 years since this was a company that generated more income and activity from established acts like Genesis, Led Zepelin, and Bette Midler. The success of those artists waned to a degree in the '90s, and Doug Morris realized that he had to redefine the company and make it fresh. We became extremely good at breaking new acts. Now, we have to take artists like Tori and Hootie to a broader audience."

Thus, the commitment to forming bigger and better multifaceted campaigns with major consumer brands, similar to those Germaise forged with Calvin Klein, which sponsored Amos' *RAINN* TV special. "Vicky ended up having the concert launch Lifetime's second network, Lifetime 2, and getting Calvin Klein to un-

derwrite the show. It was a stunning success. We raised a lot of money for *RAINN* and greatly enhanced Tori's visibility.

"We will never lose our sight for what's right for our artists and their credibility, but we are seeking partners who have the money and desire to reach consumers. In fact, we're about to announce, in a month or so, major, long-term contractual alliances in sports and fashion."

The enhanced marketing focus, says Shapiro, could be one of the strategies that propelled Atlantic to the No. 1 spot among labels last year. "I hope the last few years reflect that. More importantly, it has done a couple of things: It has helped keep alive artists who we believe will become the next Jewel, and it helps artists who have hit songs and have sold a million records to cover every base and possibly increase those sales to a million-and-a-half to two million by reaching new people."

Looking back, Shapiro says the tough years of '95 and '96 proved to be a wake-up call for the business. "The industry got fooled by the CD boom and the launch of MTV, and our expectations got out of whack. Companies have learned to be more focused and work toward creating careers for the future."

As for the reasons for the sales downturn, Shapiro suggests that one of the problems was that the music simply didn't strike a chord with consumers, which often happens in the entertainment biz. "I have to laugh when I read that the record companies weren't putting out good music. That's the most ridiculous thing in the world. No one is trying to sign bad artists. Artists are signed because someone was moved by their music and thought it had a chance to become big."

"In spite of many people writing off the music business after what happened in '95 and '96, '97 showed us one thing that has always been true: Music is a part of people's bodies and souls. You can never take that away."

Long-Term Development

That sentiment is shared by Botwin, a longtime artist manager who joined Columbia a year-and-a-half ago as Sr. VP. "We all go through ups and downs as individual companies, but if you have artists who are stars, who have great songs and real personalities, then people will respond. You have to believe in the artists, stick with them, and find ways to get them across."

Long-term development and great

songs have been a mantra of Botwin's since 1981, when he formed Side One Management as an alternative marketing and promotion firm. He grew it into an artist management company and worked with such singer/songwriters and bands as Lyle Lovett, John Hiatt, Rosanne Cash, Steve Earle, and Los Lobos.

A longer view is even more critical these days, says Botwin, since it's taking longer to break artists. "The market and people are slower to react. You have to gain so many things, like radio and MTV's attention, and get other TV exposure in nontraditional ways. And there is so much more music being released that you have to help people wade through it and show your commitment to the music."



Will Botwin

That's proving to be the biggest challenge in the latter part of the '90s, especially since consumers seem to be even more "now-oriented" than before. Botwin recognizes that labels have to pay closer attention to allocating resources for their artists. Otherwise, months down the road the artist and label could find themselves in a deep financial hole before the success story was even spread.

"Our roster is relatively small for a company of this size. That's by choice. We aren't trying to sign a bunch of artists and stick them out there. We're trying to find the ones who have artistic merit and commercial potential and focus on those."

"As a manager, I didn't have 'quick fix' types of artists, but rather ones who took a while to build. Once they did, they stayed in a solid place for a very long time. But, yes, people's attention spans are shorter, and they need to see results quickly. When a radio station, for instance, puts something on, they want phones, good call-out, and sales. We all want that."

"You have to invest more time and money into breaking artists — there's no question about that. But it's not all about money. That's the great fallacy. Every major can spend tons of money on advertising and videos, but you have to spend the right money in a timely manner and in a cohesive, long-term strategy."

You can't necessarily rely only on radio. It's still the most important tool in exposing new music and getting people to hear your artists and motivating them to buy, but we have to do a better job of finding ways to make impressions on potential consumers.

— Will Botwin

That said, Botwin remains a firm believer in thinking locally when first starting to break artists. "Sure, we'd love to be No. 1 at the right format at any given time, but, by the same token, you have to think about working artists by market and think like, 'Let's get five stations in Detroit playing the record and build from that.' It's not always about building at a format and crossing it over. It's often about crossing markets, developing airplay, and spreading the story that way."

"We've been building artists like Chantal Kreviazuk and Our Lady Peace market by market. It's important to go in and follow that airplay with strong marketing efforts and getting visibility on the street so you can show a correlation between what you're doing with radio airplay and sales. It's about showing value for stations playing the music."

Botwin also agrees with Shapiro that strategic partnerships with recognized brands and event-type marketing will play a bigger role in the future. "Like most labels, we're also looking for ways to tie in with, say, other forms of entertainment and to get value in a way that fits with the scale of economics of our business. For certain types of artists, like Barbra Streisand or James Taylor, you want to have that type of event stature. But that's not appropriate for new artists. Sure, you want a strong first week, but, by and large, it will take some time."

In the end, it comes down to finding the right hot buttons, often outside the broadcast world. "You can't necessarily rely only on radio. It's still the most important tool in exposing new music and getting people to hear your artists and motivating them to buy, but we have to do a better job of finding ways to make impressions on potential consumers so they can sample the music."

"Consumers are more savvy than they used to be. Not everybody is buying something because they hear one track on the radio. We're not just competing for space on the radio and in the front of record stores; we're competing for people's attention, and they have more choices than ever before. And it's only going to increase."

Sure, we'd love to be No. 1 at the right format at any given time. It's not always about building at a format and crossing it over. It's often about crossing markets, developing airplay, and spreading the story that way.

— Will Botwin

R&R

LAUNCHING PAD

Pop 'Knows Where It's At' With All Saints

There were 85 reasons why **Island Records'** promotion team didn't take much of a break during the holidays. That's the number of adds the label locked up at CHR/Pop and CHR/Rhythmic 14 days ago, during the first week at radio



All Saints

for "I Know Where It's At," the debut single from the UK-based female quartet **All Saints**.

Island racked up 71 adds at Pop and 14 at Rhythmic the first chart week of the new year. Major-market Pop outlets currently playing the song include **KHIS/Los Angeles**, **WIOQ/Philadelphia**, **KZQZ/San Francisco**, **WWZZ/Washington**, **WXYV/Baltimore**, **WZJM/Cleveland**, **KDWB/Minneapolis**, and **KKRZ/Portland**. Key crossover stations jumping on the cut include **WKTU/New York**, **WJMN/Boston**, **WPOW/Miami**, **KUBE/Seattle**, **KHTS/San Diego**, and **WWKX/Providence**.

It's the second time around for two of the women in the group, **Melanie Blatt** and **Shaznay T. Lewis**, who started out as a duo in '93 and released the single "If You Wanna Party" on ZTT Records to minimal airplay. Things heated up again in '95 when the two hooked up with Canadian sisters **Nicky** and **Natalie Appleton** and the new foursome signed to London Records UK. "I Know Where It's At" was released in that country in August, and it quickly struck a chord.

The early success in the U.S. builds upon the momentum established in the UK and elsewhere around the world, where the group is already getting great response to its second single. Some of the chart highlights for "I Know Where It's At": No. 1 in sales in Japan and the UK; No. 1 in airplay in Holland, No. 4 in Ireland, and No. 5 in Australia.

In setting up the record stateside, Island ripped a page from Virgin's Spice Girls playbook, even down to finding out which stations were first to jump on that group's debut single. Sr. VP/Promotion **Joe Riccitelli** and his team identified who might be early believers and picked up several key adds right before the holiday break to get the ball rolling. In fact, the Island promo team worked right up until New Year's

Eve, making sure the plan was going according to schedule.

"We wanted to go into the Christmas break and get a couple of key stations, and we were fortunate enough to do that," Riccitelli says. "We got some early champions and spread the word. And you know how everybody networks; once that happened, everything else fell into place. When something works, like what Virgin did with the Spice Girls, why not try it again if it's appropriate for the artist? I don't have a problem with that."

Just as importantly, Riccitelli also wanted to take advantage of programmers' appetites for new music coming out of the holiday break. "These guys are hungry for new music, and when you can give them something that already has a couple of hundred spins at some great stations — especially at a time when they're swamped with things to do in the new year — they're more than likely going to come on board."

Lastly, the big first week also sent another message to the industry that Island can deliver the goods amid the management changes at the label. "That was important. After coming off a big year, we knew '97 was going to be tough, because we didn't have much in the pipeline for Pop radio, except for U2, which is not the easiest thing. We wanted to come out with a statement that we are capable of doing this as long as we have the product flow. In the 11 years I've been in promotion at Island, that's the biggest add week I've ever had."

One programmer who gave a thumbs up to the first release in that product flow was **WWZZ PD Dale O'Brian**. He recalls, "I just had a feeling about the record the first time it was played for me. It has a catchy phrase, a great groove, and is very well-produced. And they seemed to be very talented women."

O'Brian hasn't been let down. "It's certainly performing as well as I thought it would and is already getting good phones and good early callout." Based on its early returns, O'Brian says, "All indications are that we'll move it up."

And while the Pop world has seen more than its fair share of mainstream releases worked at the format, the sound continues to work with listeners. O'Brian continues, "I don't know if mainstream pop really ever went away. It's as strong as it's ever been. Some people just can't play the records because of the market or the competition, but that's not the case here."

All Saints' self-titled album hits retail on March 10.

AC Embraces Vega 'Even More'

Add **BNA** singer/songwriter **Ray Vega** to the list of new artists receiving support at AC. Vega's current single, "Even More," first cracked the AC Top 30 at the end of the year and entered '98 climbing several spots. Stations reporting the song include **WLTE/Minneapolis**, **WLIF/Baltimore**, **WGMF/Orlando**, **WWLI/Providence**, and **WRCH/Hartford**. Other major-market calls are expected to come aboard.

Like All Saints in the previous story, this is the second time around for Vega, who previously had a couple of releases at Country radio over a year ago that received minor airplay. Sensing the doors weren't open at Country and maintaining a firm belief in the artist's potential, **RCA/Nashville** and Vega regrouped. The artist recut and remixed the album for Pop radio around July, and **RCA/Nashville**, which is overseeing the project, took the record to AC in October. The results are just beginning to show.

Comments **RCA Label Group/Nashville Sr. VP/GM Butch Waugh**, "Ray's vocals, delivery, and passion transcend formats. We really believed in him that much that we wanted to see him succeed. It's great to see Pop radio embracing Ray in a big way."

Waugh, who previously was Sr. VP/Promotion at the Nipper's New York headquarters, opted for a slow and deliberate strategy. Using the same group of indies he worked with in New York, the label initially targeted the "love songs" nighttime shows at AC. "We figured if it worked there, then we could expand to other dayparts. We didn't say to AC, 'This is the next great thing.' You can't do that with a new artist, especially one who was releasing a song during a time when all the other superstars have new records out."

Waugh's strategy worked perfectly at **WWLI**. **PD Tom Holt** recalls, "The person who does our love songs show at night started telling me about all the requests before I even knew about the record; he said he got phones every time. Without that happening, we would have never gotten turned on to the song."

"After that, we decided to start mixing it into rotation, and the same thing happened. When people start asking for the name of a new artist, you know you have something."

As for Vega's airplay at Country, Holt notes, "I had no idea he did that, and neither does our audience. They just want great songs, and this is one. It's a perfect love song for our station."

MUSIC NEWS & VIEWS

Van Halen Delays New Album

Van Halen told fans at its Web site that it has pushed

back the release date of its new album, *III*, from February 24 to March 17. The change also affects the official release of the first single to radio, "Without You." No new date was given for that track's release. The



Van Halen

Web site reports that the band elected to make the change in order to include the song "Josephina" on the forthcoming album. In other rock star Internet news, the **Pearl Jam** e-zine *Five Horizons* says the band has started lining up stations to broadcast its third *Self-Pollution* radio show. Among the dozen-plus stations listed at the site are **WBCN/Boston**, **WXRK/New York**, **WIYY/Baltimore**, and **KNDD/Seattle**.

Primus Heads Sno-Core Lineup

The Swatch Sno-Core tour has landed the **Aquabats**, **Blink 182**, the **Long Beach All Stars**, and **Primus** on the bill. The road show begins on January 31 at Bear Mountain in California and is tentatively slated to end on March 16 in Albany ... In other tour news, **Billy Joel** kicks off his world tour on January 27 in Portland, ME. The piano man will perform a series of shows before teaming once again with fellow ivory tickler **Elton John** ... **Stevie Nicks** has announced a 25-40-market tour this spring. Meanwhile, **Atlantic** plans to release a Nicks boxed set this March that features b-sides, previously unreleased songs, and soundtrack cuts ... The House of Blues and Southern Comfort are cooking up a roots-rock package tour called "Shakin' Bones." Artists have yet to be named for the planned 31-city jaunt.

Franklin Finishes New Disc

In the studio: **Aretha Franklin** has wrapped up work on her new album, *A Rose Is A Rose*. The co-producers' credits read like a who's who of the Urban world: **Sean "Puff Daddy" Combs**, **Dallas Austin**, **Jermaine Dupri**, **Daryl Simmons**, and **Narada Michael Walden**. The **Fugees' Lauryn Hill** wrote, produced, and directed the video to the title cut ... Speaking of the Fugees, **Wyclef Jean** will write and produce a song for **Gloria Estefan's** forthcoming album ... **Melissa Etheridge** is about to begin work on her new album slated for release around September. Etheridge, who has the title role in an upcoming movie about Janis Joplin, also plans to tour in support of the disc.

Asides: Following the discovery of early live recordings from such greats as the **Rolling Stones**, the **Who**, **Jimi Hendrix**, and **Pink Floyd**, the **BBC** plans to auction off the recording rights to its archives. While some rights are being disputed, the public broadcaster has already held several meetings with interested buyers ... The **Sneaker Pimps** will release an album of remixes this March. Lending a hand are **Roni Size**, **Simon Warner**, and **Armand van Helden**, among others ... **VH1** will release recordings from its *Storytellers* program as albums ... **Universal/Cherry Tree** has signed the Chapel Hill quartet **Collapsis**, who plan to begin work on their new album this spring ... Look for former **Cult** frontman **Ian Astbury** to release a new album this year ... **No Doubt** and manager **Tom Atencio** have parted ways.

Celluloid snippets: Rapper **Master P**, who last month temporarily quit working as a recording artist, has completed a deal with Miramax for the film *I Got The Hook Up*. Master P co-directed, wrote, and starred in the movie ... Meanwhile, John Travolta is slated to team with **Kenneth "Babyface" Edmonds** in a film about the New York underground club scene ... **Run-D.M.C.**, **Dru Hill**, **Naughty By Nature**, and **Mack 10** will be among the rap and hip-hop acts performing on the pay-per-view special *Breaking Out — The Concert*. Proceeds from the February 7 show will benefit the charity *Breaking Out*.

R&R

TOP 20

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

3W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
1	1	MATCHBOX 20 3am (Lava/Atlantic)	1989	1952	43/0
2	2	SMASH MOUTH Walkin' On The Sun (Interscope)	1864	1909	41/0
3	3	CHUMBAWAMBA Tubthumping (Republic/Universal)	1539	1745	39/0
4	4	LISA LOEB I Do (Geffen)	1480	1514	40/1
7	5	THIRD EYE BLIND How's It Going To Be (Elektra/EEG)	1382	1315	40/0
9	6	SARAH MCLAGHLAN Sweet Surrender (Arista)	1357	1257	42/2
6	7	TONIC If You Could Only See (Polydor/A&M)	1333	1322	34/0
5	8	SUGAR RAY Fly (Lava/Atlantic)	1311	1402	34/1
10	9	GREEN DAY Time Of Your Life (Good Riddance) (Reprise)	1234	1137	43/1
8	10	PAULA COLE I Don't Want To Wait (Imago/WB)	1223	1261	32/0
12	11	LOREENA MCKENITT The Mummers' Dance (Quinlan Road/WB)	1164	1014	40/1
14	12	ALANA DAVIS 32 Flavors (Elektra/EEG)	1043	957	39/0
11	13	SUNDAYS Summertime (DGC/Geffen)	933	1055	26/1
16	14	BILLIE MYERS Kiss The Rain (Universal)	926	863	27/1
15	15	VERVE Bitter Sweet Symphony (Hut/Virgin)	920	890	33/0
13	16	FIONA APPLE Criminal (Clean Slate/Work)	887	978	26/0
17	17	CHANTAL KREVIASUK Surrounded (Columbia)	853	857	30/0
19	18	BEN FOLDS FIVE Brick (550 Music)	816	722	33/5
18	19	SISTER HAZEL All For You (Universal)	790	765	26/0
-	20	SISTER HAZEL Happy (Universal)	712	677	29/0

This chart reflects airplay from January 5-11. Songs ranked by total plays. Contributing stations combine from the Custom Chart function on R&R ONLINE. © 1998, R&R Inc.

PERSPECTIVE

BY

100.5 THE ZONE

Jeff Salgo


Pop/Alternative Hot AC is not only a healthy format for us to sell — it's the best! At least in our market, Pop/Alternative's appeal is very strong.

Cellular, for example, is a big sales category for us. This market was a mostly one-cellular-phone-company town. But three new cellular companies recently came in, so we're seeing cellular wars on the radio. Beyond that, our big advertisers are the usual ones geared to female listeners — supermarkets, shopping malls, and entertainment, which includes movies, concerts, and television.

When we look at the Media Audit qualitative research studies, it really comes across that Pop/Alternative has a quality audience. At first I didn't understand why many people call the format "Modern AC." I thought it was really Alternative Rock on the Pop side. But the audience composition rivals the quality of a traditional AC.

Pop/Alternative Hot AC's audience is well-educated, middle- and upper-income families. Once you take a look at things, the qualitative aspect of this format is much stronger than many people might think it would be.

I hadn't been at the station long when the format initially took off. My reaction was that it was an Arbitron fluke, and that it wouldn't last. But instead of going down, the station kept going up. I've now realized that we were witnessing the re-establishment of a new music form and a new, dominant music taste for this market.

Hot AC can be so many things, but when I look at R&R's Hot AC chart, I say, "That's us." The people listening represent the quality audience of a typical AC with the hipness of Alternative artists. Pop/Alternative is not by any means a low-end, teen-based format.

Jeff Salgo is VP/GM of KZZO "The Zone"/Sacramento.

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

New & Active

MEREDITH BROOKS What Would Happen (Capitol)
Total Plays: 590, Total Stations: 22, Adds: 1

SAVAGE GARDEN Truly Madly Deeply (Columbia)
Total Plays: 432, Total Stations: 13, Adds: 1

MARCY PLAYGROUND Sex And Candy (Capitol)
Total Plays: 426, Total Stations: 15, Adds: 3

BARENAKED LADIES Brian Wilson (Reprise)
Total Plays: 404, Total Stations: 18, Adds: 2

EDWIN MCCAIN I'll Be (Lava/Atlantic)
Total Plays: 225, Total Stations: 14, Adds: 5

PEARL JAM Given To Fly (Epic)
Total Plays: 210, Total Stations: 10, Adds: 1

BRYAN ADAMS Back To You (A&M)
Total Plays: 196, Total Stations: 10, Adds: 1

CORNERSHOP Brimful Of Asha (Luaka Bop/WB)
Total Plays: 176, Total Stations: 10, Adds: 2

BIG HEAD TODD & THE MONSTERS Please... (Revolution)
Total Plays: 164, Total Stations: 6, Adds: 1

BEHAN JOHNSON World Keeps Spinning (RCA)
Total Plays: 149, Total Stations: 8, Adds: 1

Songs ranked by total plays

Contributing Stations

KPEK/Albuquerque, NM (HAC)
KAMX/Austin, TX (HAC)
KLLY/Bakersfield, CA (HAC)
WBMX/Boston, MA (HAC)
WLCE/Buffalo, NY (HAC)
WLNK/Charlotte, NC (HAC)
WTMX/Chicago, IL (HAC)
WXEG/Dayton, OH (All)
KALC/Denver, CO (HAC)
KXPK/Denver, CO (AA)
WPLT/Detroit, MI (All)
KVSR/Fresno, CA (HAC)
WJBY/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)
WLIR/Long Island, NY (All)
KYSR/Los Angeles, CA (HAC)
WPLI/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)
WVTV/Pittsburgh, PA (HAC)
KBBT/Portland, OR (HAC)

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

44 Total Stations

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

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R&R
THE INDUSTRY'S NEWSPAPER



CALVIN GILBERT

Why Bother Researching Oldies?

□ Your station's future may depend upon a correct answer

Why bother with research at an Oldies station? After all, the basic playlists remain constant, the demographics are the same for every station, and nostalgia is your main commodity in programming.

If that's your attitude, there's a strong chance that you've just bought a one-way ticket into ratings oblivion.

And even if you conducted extensive research a few years back, that data may not indicate the listening tastes of those who tuned in (or out) today during their commute to work. In a recent interview with R&R, Roger Wimmer, President/CEO of Wimmer-Hudson Research & Development, explains why it's vital for Oldies stations to keep a finger on the pulse of their listeners.

A Changing Audience

"With Oldies stations, the audience is changing all the time," Wimmer says. "New people are coming in, so you can't make the assumption that your test done last year — let's say with 25-54 — is going to be the same as it is this year, because you've got new 25-year-olds in there. It doesn't mean that those people are going to like the stuff as much as everyone else, but we find out that new people are coming into Oldies."

From all indications, there's no immediate danger of '60s-based music losing its popularity. Wimmer notes, "In music tests for stations, I don't see that Oldies is like the old Beautiful Music that eventually will die off. You see this as you go to

clubs, and they're playing oldies music."

In his auditorium tests for Oldies stations, Wimmer uses the same general parameters applied to all formats. "The station determines its target. It could be an even male/female mix, or a 60/40, or which stations they listen to. The target is the key. They have to listen to certain stations or a certain type of music. The mix of people who come to take the test should reflect the station's target. That could be a multitude of different choices.

"It's actually a very simple process. The key to it is making sure that the right people are there. Obviously, you don't want to get a lot of fans of other formats.

"If you're looking at just satisfying your high TSL people, then that's what it should be. If you need to expand your cume, that's what it should be. There are different screens used for those people."

Defining The Music

Defining oldies music is a major function of Wimmer's music tests. "You have to check the songs in your library, as well as some considering adding a year or two," he says. So, what are the limits of the things that can be played and still be considered oldies? Wimmer says the answer to that can't be gen-

eralized. "It's different for every market," he explains. "It would be really nice to be able to say that you could do a test in Kansas City and use it every place in the country. In some places, oldies music stops at 1965 or 1967. In some places, it's going to be different. Some people are looking at testing different cover versions of the same song. Some audiences are saying, 'How come you don't play the Gloria Estefan song?' It's a remake of an oldie. It's still an oldie, but it's a new one." (Over the years, Estefan has recorded several cover versions of oldies hits, including Mel Carter's "Hold Me, Thrill Me, Kiss Me," the Rascals' "How Can I Be Sure," the Classics IV's "Traces," and the Moments' "Love On A Two Way Street.")

Wimmer continues, "I think if Oldies stations look at what their product is and what their audience is saying, they will help define what Oldies actually are. There is no standard start year or end year. Every market seems to be a little bit different."

As far as overall musical trends, Wimmer is seeing more interest in Motown titles and a slight decline in the '50s. He foresees a continued move away from the earliest rock 'n' roll records. "There will be some stations that will play some in rotation, but probably not too many. That was the problem with Beautiful Music and a couple of other formats that did not keep up with what was going on. There will have to be changes made. A '70s song is almost 30 years old already."

However, some titles from the '50s will remain universal staples. "It's

very much like Christmas songs," Wimmer says. "You're going to have some that are always going to be there, but the number is getting smaller and smaller. In the audience's mind, I think there's a real clear difference between that kind of music — and how it sounds — and the stuff from the '60s and '70s."

Do The Back-Sell

When researching a station's presentation, Wimmer doesn't differentiate Oldies from other formats. "The presentation of the station, to me, is the key. If you ask people what they want — and you give it to them — you probably won't fail."

One of the things listeners want is for stations to identify the artists and song titles. Wimmer says, "Some of the people at Oldies stations still say, 'We don't need to back-sell every time, because people know this stuff. If they hear a song over and over again that's 20 years old, they should know it.'

"The fact is that a lot of people don't. If you make the assumption that the listeners know more than they really do, the product is not as satisfying for the listener. Even if people do know the songs, I've never heard the audience say, 'They always tell me the artists and titles. I hate that, because I know the songs.' I've never heard one person say that, but I have heard many, many people say, 'They don't tell me the artists and titles,' or, 'They just zip right through it, and it becomes a blur.'"

When you play 10 songs in a row, listeners have a hard time remembering the music during a back-sell. Wimmer says, "More

I think if Oldies stations look at what their product is and what their audience is saying, they will help define what Oldies actually are. There is no standard start year or end year. Every market seems to be a little bit different.

and more stations are moving away from playing 10 in a row. Play three, do a back-sell, and go into more songs. People don't think that back-sell is talk."

Shape The Product


Astute Oldies programmers long ago realized that music is not the only cornerstone to a successful station. "They're looking for how to shape the entire product," Wimmer says, emphasizing the importance of news, weather, and traffic. "To me, a PD is a practitioner of information. I don't think it's necessary for an Oldies PD or CHR PD to know and love and understand every nuance of the music. I don't think that's really that important. I know I'll get a lot of arguments on that.

"The key to a successful PD, whether it's Oldies or otherwise, is to have an understanding of the audience and what they want. To me, if a PD is a practitioner of Country, that person should be able to just walk over into Oldies or any other format. Just like they always say in baseball spring training, the fundamentals are the same. They might not know all about where these groups came from and how the songs developed, but that really isn't the key.

"PDs are inundated with a lot of stuff that they shouldn't have to do. One of the soapboxes I get on is that they spend so much time thinking about planning ahead for different things that they should let the audience help decide. I'm saying the audience tells them what to do. The audience gives them suggestions. The PDs then use their creativity to get it on the air."

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Should CHR Be Child's Play?

Armed with statistics, Disney and Fox are aiming straight at teen market

In a recent letter championing Radio Disney to company shareholders, Walt Disney Co. Chairman/CEO **Michael Eisner** exclaimed, "I love Radio Disney! I listen to it all the time. I feel a little silly because we advertise it as radio for kids. What can I do? I like the music!"

Eisner is betting a lot of time and stockholders' money on Radio Disney, which already has 13 affiliates under its belt. What he knows (and you may not) is that in 1996, 51.7 million American children were enrolled in school, shattering a 25-year record. While we've been screwing around with niche formats and figuring out how to super-serve adults, Fox-TV, Disney, and home computers have been successfully courting teens and getting the big advertising bucks that CHR radio sales departments somehow never find ... or (should we say) *take the time to find*. What Michael Eisner understands is that the U.S. Census Bureau estimates that the number of preteens and teenagers — the 5-17-year-old demographic — will explode to nearly 54 million by 2005, a whopping 20% growth rate from about 45 million in 1990.

Winning By Default

CHR owners, managers, and programmers can probably learn a quick lesson from Eisner. After all, aren't we the format that's supposed to go after the youth, build brand awareness, and be the radio station

that parents and kids can agree on? Or has Wall Street changed all that? Most of us will concede that we've left preteens and teens in the dust. The majority of CHRs with formidable teen ratings are mostly winning by default because, in many cases, CHR may be the only ballgame in town, leaving teens few other places to turn on the radio dial. As we have discovered all too frequently, that's all well and fine

until new competition comes along. When that happens, the fickle trendy teens are typically the first to leave your radio station with substantially depressed ratings. One has to look no further than programmer/consultant Jerry Clifton, who has made a good living by going in and ripping the youth away from conservative CHRs.

To get to the point, what do we need to do with teens? I believe the first course of action is to recognize that they exist and to attempt to court them with better and more balanced programming and marketing. 1997

was a much improved year for CHR for a number of reasons. Mostly, I credit the music, especially the Spice Girls and Hanson. How many times did you get asked by a friend or relative for one of their CDs for their kids? It's been a long, long time since kids forced their parents to listen to their favorite CHR like they did this year to hear their favorite Hanson or Spice Girls song. It's also been a while since parents went on a frantic crosstown search to find something like a Hanson poster or calendar for their kid's Christmas present. Whether you like these bands or not, they were responsible for bringing a buzz and momentum back to our format — and we desperately need to sustain that in 1998.

The Next Baby Boom

While teens are always going to be an extremely difficult sell to your GM or sales department, understand that they are setting the trends that we, as a format, need to stay in front of. Today, more than ever, programmers must possess the discipline and knowledge to understand how to play to a mass-appeal audience. For most CHRs, that means 12-17, 18-24, and 25-34. It's also important to re-

member that while there are an estimated 76 million baby boomers, the next baby boom is upon us, with 72 million children born between 1977 and 1994. Many experts feel this could be the largest baby boom in history. With many of these boomers still in high school, CHR has an incredible opportunity to begin building brand awareness right now.

The word "family" has quite a buzz. The Family Channel was recently sold to Fox and will be revamped. Michael Eisner and ABC have put the Disney movie back on Sunday nights, and Nickelodeon is a hugely successful youth-driven profit center. Fox-TV has made massive inroads with its kids programming, especially on weekends. Recognizing the power of the youth radio market, Fox even began directly targeting young listeners over three years ago by creating its own radio show, the *Fox Kids Countdown*. With Radio Disney, the Mouse has followed suit.

So why give the ratings and billions of dollars in revenue to our competitors? Herein lies the opportunity for CHR radio. According to 1994 U.S. census figures, there

CHR At-Work Listening Secrets Unveiled

On Page 1 of this week's R&R research theme issue, **Edison Media Research** President **Larry Rosin** and **Arbitron** revealed the exclusive results of a major national survey of 1123 people who work and provided many fascinating insights about the nature of work and radio listening.

While many programmers think "in-office" when they think of "at-work" listening, study results demonstrated only 42% of the respondents indicate that they work in an office. The others work in offices that are not in office buildings. That means homes, factories, stores, etc.

Rosin strongly feels that, with the exception of AC, the biggest reason other formats don't perform as well at work is that they don't put the emphasis on marketing to at-work listening that AC does. Rosin points out that if every format emphasized at-work listening locations, overall listening at work would improve.

To further build on that issue, radio is by far the most-used medium in America's workplaces. "There are incredible implications for sales that aren't being fully exploited," remarks Rosin. To further illustrate the point, at work is the top AQH listening location among people who work full-time (which is over 80% of people 20-54).

Rosin also feels that there is a very big myth that most people listen to the radio in groups and are often forced to listen to a station they wouldn't otherwise choose. Over 40% of people who listen to the radio at work are listening alone, and only a small minority of people are forced to listen to a particular radio station.

The most important thing to remember as verified by the data is: If you can get someone to listen to your station at work, they will typically listen a lot. "For any station, in any format, the potency of acquiring an at-work listener is enormous," says Rosin. "Thus, typically, marketing dollars spent against listening at work are very efficient."

The following are highlights of the study that pertain specifically to CHR.

- One of the most interesting findings was with regard to the effect of radio listening on worker productivity. Overall, 33% of people who listen to the radio at work said it makes them, "much more productive." Among people who listen to CHR at work, 45% said it makes them "much more productive" — by far the highest for any format. Maybe CHRs could make a big deal out of this in some fashion.
 - CHR listeners are most likely to say they have been approached to participate in a radio contest and are much more likely than any other group to say they have participated in a radio contest at work. Essentially, the data imply that CHR listeners are the most "contest susceptible" of any group.
 - When asked about a number of methods that a radio station might employ to get someone to listen at work, CHR people showed a greater interest in most all of the items. The one they were by far most interested in was an "after-work party."
 - CHR people are much more likely to use the Internet as part of their work. Thus, there may be opportunities created.
 - CHR listeners are more likely to work in an office than the population at large, and are more likely to be found in an office building. Essentially, CHR profiles like AC in this regard.
 - As one might expect, people who listen to CHR at work are more likely to be the one to choose the station they listen to at work — not many people are "forced" to listen to a CHR station by others.
 - CHR listeners, intriguingly, are the most likely group to consider what their boss feels about their radio listening when choosing their at-work station. This may be because they are younger.
 - CHR listeners (among the sample base of 18-54-year-olds who work) are no less likely to listen to the radio at work than anyone else.
 - CHR does not index particularly well for at-work listening. This is in part because people don't choose to listen to CHR at work, and partly because the format does so well at other listening locations — thus limiting its at-work index.
- The essential point about CHR is that, while the format outperforms in other locations (home/car), there is considerable opportunity to increase listening at work. CHR listeners profile as active and connected, leaving many types of methods the station might employ to improve at-work listening, especially at their AC competitors' expenses.



Larry Rosin



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were 71.4 million people under the age of 18. Generation X-ers (ages 19-31) rang in with 49.8 million, baby boomers (32-50) numbered 74.7 million, and pre-boomers (51 and over) total 64.4 million. The proof is in the numbers, and you

can see why many of America's mega-corporations are turning to youth for the future.

For contemporary radio stations, I believe it's time to reopen our eyes to America's youth and tap into the future today.



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CHR/POP

ARTIST TITLE LABEL(S)	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL% FAMILIARITY	TOTAL% BURN
	TW	4W	5W	6W		
LEANN RIMES How Do I Live (Curb)	3.82	3.84	3.88	3.98	89.4%	27.2%
SAVAGE GARDEN Truly Madly Deeply (Columbia)	3.81	3.70	3.67	3.61	65.5%	15.4%
USHER You Make Me Wanna... (LaFace/Arista)	3.80	4.06	4.09	4.00	76.4%	18.8%
CHUMBAWAMBA Tubthumping (Republic/Universal)	3.74	3.81	3.91	3.92	89.6%	35.4%
MATCHBOX 20 Push (Lava/Atlantic)	3.74	3.78	3.62	3.88	86.7%	27.7%
SUGAR RAY Fly (Lava/Atlantic)	3.74	3.80	3.79	3.84	90.1%	37.8%
SOMETHIN' FOR THE PEOPLE My Love Is The Shhh! (Wamer Bros.)	3.69	3.68	3.85	3.57	49.4%	11.3%
BOYZ II MEN 4 Seasons Of Loneliness (Motown)	3.68	3.70	3.86	3.68	69.6%	18.8%
MATCHBOX 20 3am (Lava/Atlantic)	3.68	3.50	3.58	—	68.2%	15.7%
SMASH MOUTH Walkin' On The Sun (Interscope)	3.68	3.67	3.68	3.80	83.1%	27.7%
ALLURE All Cried Out (Track Masters/Crave)	3.66	3.58	3.75	3.64	73.7%	21.9%
K-CI & JOJO All My Life (MCA)	3.66	—	—	—	29.4%	4.6%
BACKSTREET BOYS As Long As You Love Me (Jive)	3.64	3.42	3.56	3.46	70.1%	18.1%
JEWEL Foolish Games (Atlantic)	3.64	3.75	3.72	3.72	87.7%	33.0%
MASE Feel So Good (Bad Boy/Arista)	3.58	3.52	3.67	3.44	72.8%	18.6%
BLESSID UNION Light In Your Eyes (Capitol)	3.55	3.40	—	—	41.4%	9.2%
ROBYN Show Me Love (RCA)	3.53	3.40	3.49	3.43	84.1%	20.7%
GREEN DAY Time Of Your Life (Good Riddance) (Reprise)	3.46	—	—	—	57.1%	11.6%
JANET Together Again (Virgin)	3.46	3.48	3.42	3.44	70.1%	16.4%
NU FLAVOR Heaven (Reprise)	3.46	3.39	—	—	33.5%	9.4%
THIRD EYE BLIND How's It Going To Be (Elektra/EEG)	3.46	3.37	3.34	—	56.4%	11.8%
ELTON JOHN Something About... (Rocket/A&M Associated)	3.45	3.37	3.42	3.44	66.7%	16.6%
PAULA COLE I Don't Want To Wait (Imago/WB)	3.45	3.45	3.52	3.54	89.6%	30.6%
INOJ Love You Down (So So Def/Columbia)	3.41	3.46	3.57	3.52	66.7%	20.0%
LISA LOEB I Do (Geffen)	3.34	3.32	3.32	3.15	72.5%	22.7%
FIONA APPLE Criminal (Clean Slate/Work)	3.33	3.38	3.42	3.70	66.7%	24.6%
MEREDITH BROOKS What Would Happen (Capitol)	3.28	3.10	2.99	—	44.8%	13.3%
HANSON I Will Come To You (Mercury)	3.14	3.30	3.34	3.29	46.7%	14.5%
SHE MOVES Breaking All The Rules (Geffen)	3.13	3.08	3.08	3.19	46.5%	14.2%
BRYAN ADAMS Back To You (A&M)	2.95	—	—	—	23.1%	6.5%

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 TONY NOVIA

By the number of phone calls and faxes we received, the year-end Callout America featuring the best-testing CHR/Pop songs of 1997 was one of our most popular year-end features. Many of you (including the band's manager) also correctly pointed out that Verve Pipe's "The Freshmen" (RCA) was erroneously left off the year-end Callout America page due to a computer glitch. "The Freshmen" should go down in history as the seventh best-testing song of 1997! If you'd like a copy of the year-end Callout America chart, call (310) 788-1695 or (310) 788-1633 and we'll fax one to you.

Savage Garden — already No. 2 in airplay on the CHR/Pop chart — rises to the runner-up position on Callout America with "Truly Madly Deeply" (Columbia). "Truly" is up for the fourth consecutive survey, trending 3.61-3.67-3.70-3.81 in total favorability. It's also first among women 18-24 with a 3.98.

"All My Life" by K-CI & JoJo (MCA) makes an impressive debut with a 3.66 overall favorability score. "All" does particularly well in the younger demos, scoring a 3.74 among women 12-17 and a 3.76 with women 18-24.

Another newcomer to watch is **Blessid Union's** "Light In Your Eyes," (Capitol) which moves 3.40-3.55. Blessid, which typically scores well in adult demos, seems to be broadening its demo appeal across the board: "Light" checks in with a 3.61 in teens and a 3.62 among women 18-24. On any new songs, we remind you to always check familiarity and watch weekly trending.

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SW	4W	LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	4W	5W	
1	1	1	1	1 CHUMBAWAMBA Tubthumping (Republic/Universal) 6816	6808	7448	7411	135/0	
6	6	2	2	2 SAVAGE GARDEN Truly Madly Deeply (Columbia) 6536	5885	5305	4707	131/0	
4	4	3	3	3 SMASH MOUTH Walkin' On The Sun (Interscope) 6140	5796	6067	5926	128/0	
5	5	5	4	4 BACKSTREET BOYS As Long As You Love Me (Jive) 5960	5587	5406	4845	131/1	
3	3	4	5	5 ROBYN Show Me Love (RCA) 5807	5698	6136	6084	128/0	
16	11	8	6	6 MATCHBOX 20 3am (Lava/Atlantic) 5101	4474	3716	3187	128/2	
9	7	7	7	7 USHER You Make Me Wanna... (LaFace/Arista) 5069	4732	4614	4217	114/0	
2	2	6	8	8 SUGAR RAY Fly (Lava/Atlantic) 4980	5229	6254	6560	119/0	
14	12	11	9	9 JANET Together Again (Virgin) 4128	3763	3422	3220	116/3	
10	10	10	10	10 LISA LOEB I Do (Geffen) 3977	3836	3870	3781	118/1	
48	46	24	11	11 CELINE DION My Heart Will Go On (550 Music) 3852	2103	818	661	123/12	
8	8	9	12	12 ALLURE All Cried Out (Track Masters/Crave) 3561	3950	4505	4555	100/0	
7	9	12	13	13 PAULA COLE I Don't Want To Wait (Imago/WB) 3286	3313	4190	4566	99/0	
22	19	13	14	14 MEREDITH BROOKS What Would Happen (Capitol) 3021	2678	2609	2377	111/1	
27	23	14	15	15 BRYAN ADAMS Back To You (A&M) 2775	2556	2254	1848	113/2	
25	22	18	16	16 THIRD EYE BLIND How's It Going To Be (Elektra/EEG) 2634	2384	2303	2027	111/1	
38	30	21	17	17 GREEN DAY Time Of Your Life (Good Riddance) (Reprise) 2626	2234	1660	1135	117/4	
28	25	20	18	18 NU FLAVOR Heaven (Reprise) 2512	2244	2169	1834	97/2	
15	15	15	19	19 TONIC If You Could Only See (Polydor/A&M) 2486	2527	3017	3219	79/0	
24	21	19	20	20 INOJ Love You Down (So So Def/Columbia) 2442	2317	2346	2244	73/1	
11	13	16	21	21 MATCHBOX 20 Push (Lava/Atlantic) 2419	2513	3263	3710	80/1	
BREAKER	22	22	22	22 BILLIE MYERS Kiss The Rain (Universal) 2334	1812	823	624	103/13	
BREAKER	23	23	23	23 BLESSID UNION Light In Your Eyes (Capitol) 2212	2117	2079	1906	84/2	
BREAKER	24	24	24	24 SARAH MCLACHLAN Sweet Surrender (Arista) 2128	1914	1550	1206	104/8	
BREAKER	25	25	25	25 AEROSMITH Pink (Columbia) 2058	1807	1551	1309	94/0	
	26	26	26	26 SOMETHIN' FOR THE PEOPLE My Love Is... (Warner Bros.) 1914	1848	1784	1595	79/0	
30	29	28	27	27 FIONA APPLE Criminal (Clean Slate/Work) 1859	2125	2703	2802	65/0	
18	18	22	28	28 JEWEL Foolish Games (Atlantic) 1788	1975	3007	3405	70/1	
13	16	26	29	29 ALANA DAVIS 32 Flavors (Elektra/EEG) 1783	1627	1530	1375	95/7	
32	34	31	30	30 LOREENA MCKENITT The Mummers'... (Quinlan Road/WB) 1747	1467	820	336	97/8	
—	45	34	31	31 SHE MOVES Breaking All The Rules (Geffen) 1494	2025	2995	3140	56/1	
17	17	25	32	32 NOTORIOUS B.I.G. Mo Money Mo Problems (Bad Boy/Arista) 1470	1530	1573	1640	46/0	
29	31	33	33	33 WILL SMITH Gettin' Jiggy Wit It (Columbia) 1465	1328	890	751	73/5	
46	41	37	34	34 SISTER HAZEL Happy (Universal) 1408	1243	1154	1006	79/3	
40	36	38	35	35 ALL SAINTS I Know Where It's At (London/Island) 1315	389	—	—	103/28	
DEBUT	36	36	36	36 ELTON JOHN Something About The Way... (Rocket/A&M Associated) 1281	1542	2097	2346	56/0	
23	26	32	37	37 BOYZ II MEN 4 Seasons Of Loneliness (Motown) 1228	1449	2191	2482	37/0	
21	24	35	38	38 SPACE MONKEYS Sugar Cane (Chingon/Factory/Interscope) 1223	1371	1378	1111	80/0	
39	35	36	39	39 MASE Feel So Good (Bad Boy/Arista) 1169	1066	841	701	68/4	
47	43	40	40	40 LOS UMBRELLOS No Tengo Dinero (Flex/Virgin) 938	786	644	521	42/4	
—	—	43	41	41 UNCLE SAM I Don't Ever Want To See You Again (Stonecreek/Epic) 929	793	564	318	57/3	
—	—	42	42	42 BOYZ II MEN A Song For Mama (Motown) 874	719	462	357	53/6	
—	—	44	43	43 HANSON I Will Come To You (Mercury) 872	1201	1894	2551	44/0	
19	28	39	44	44 OLIVE You're Not Alone (RCA) 762	877	919	846	51/0	
42	39	41	45	45 LAUREN CHRISTY Magazine (Mercury) 723	663	567	474	58/1	
—	—	47	46	46 IMANI COPPOLA Legend Of A Cowgirl (Columbia) 687	628	735	824	23/0	
43	48	48	47	47 SARAH MCLACHLAN Building A Mystery (Arista) 684	686	987	1179	31/0	
37	38	45	48	48 LUTRICIA MCNEAL Ain't That Just The Way (Crave) 632	493	356	288	38/1	
DEBUT	49	49	49	49 SPICE GIRLS Too Much (Virgin) 622	268	49	—	60/30	
DEBUT	50	50	50	50 DIANA KING L-L-Lies (Work) 613	618	677	647	39/1	

BREAKERS®

BILLIE MYERS
Kiss The Rain (Universal)
TOTAL PLAYS/INCREASE **2334/522** TOTAL STATIONS/ADDS **103/13** CHART **22**

SARAH MCLACHLAN
Sweet Surrender (Arista)
TOTAL PLAYS/INCREASE **2128/214** TOTAL STATIONS/ADDS **104/8** CHART **24**

AEROSMITH
Pink (Columbia)
TOTAL PLAYS/INCREASE **2058/251** TOTAL STATIONS/ADDS **94/0** CHART **25**

MOST ADDED®

ARTIST/TITLE LABEL(S)	ADDS
'N SYNC I Want You Back (RCA)	53
JIMMY RAY Are You Jimmy Ray? (Epic)	44
K-CI & JOJO All My Life (MCA)	42
SHANIA TWAIN You're Still The One (Mercury)	32
SPICE GIRLS Too Much (Virgin)	30
ALL SAINTS I Know Where It's At (London/Island)	28
BEN FOLDS FIVE Brick (550 Music)	21
PUFF DADDY & THE FAMILY Been Around... (Bad Boy/Arista)	18
BILLIE MYERS Kiss The Rain (Universal)	13
CELINE DION My Heart Will Go On (550 Music)	12

MOST INCREASED PLAYS

ARTIST/TITLE LABEL(S)	TOTAL PLAY INCREASE
CELINE DION My Heart Will Go On (550 Music)	+1749
ALL SAINTS I Know Where It's At (London/Island)	+926
SAVAGE GARDEN Truly Madly Deeply (Columbia)	+651
MATCHBOX 20 3am (Lava/Atlantic)	+627
BILLIE MYERS Kiss The Rain (Universal)	+522
'N SYNC I Want You Back (RCA)	+395
GREEN DAY Time Of Your Life (Good Riddance) (Reprise)	+392
BACKSTREET BOYS As Long As You Love Me (Jive)	+373
JIMMY RAY Are You Jimmy Ray? (Epic)	+369
JANET Together Again (Virgin)	+365

HOTTEST RECURRENTS

ARTIST/TITLE LABEL(S)	ADDS
LEANN RIMES How Do I Live (Curb)	56/0
THIRD EYE BLIND Semi-Charmed Life (Elektra/EEG)	37/0
SISTER HAZEL All For You (Universal)	80/0
BACKSTREET BOYS Quit Playing Games (With My Heart) (Jive)	68/4
OMC How Bizarre (Huh!/Mercury)	42/4
ROBYN Do You Know (What It Takes) (RCA)	57/3
WALLFLOWERS One Headlight (Interscope)	53/6
PUFF DADDY & FAITH EVANS 'I'll Be Missing...' (Bad Boy/Arista)	44/0
WILL SMITH Men In Black (Columbia)	51/0
MIGHTY MIGHTY BOSSTONES The Impression... (Big Rig/Mercury)	58/1

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

This chart reflects airplay from January 5-11. 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.

WIL WKLX WLZR WMZQ WPGC WRUF WRVA WSNE WTPi WWDB WWWW CHOM KNIX WCSX WGST WHCN WTPA KTFM KBOS WSSL KSFO WISH KKLt CIMX KLTY WOVE KZLA WZTR

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NEW & ACTIVE

JIMMY RAY Are You Jimmy Ray? (Epic)
Total Plays: 584, Total Stations: 59, Adds: 44

LSG My Body (EastWest/EEG)
Total Plays: 565, Total Stations: 40, Adds: 1

EDWIN MCCAIN I'll Be (Lava/Atlantic)
Total Plays: 513, Total Stations: 37, Adds: 5

VERVE Bitter Sweet Symphony (Hut/Virgin)
Total Plays: 461, Total Stations: 30, Adds: 2

BIG HEAD TODD & THE MONSTERS Please Don't... (Revolution)
Total Plays: 430, Total Stations: 34, Adds: 0

'N SYNC I Want You Back (RCA)
Total Plays: 429, Total Stations: 59, Adds: 53

K-CI & JOJO All My Life (MCA)
Total Plays: 372, Total Stations: 51, Adds: 42

BEN FOLDS FIVE Brick (550 Music)
Total Plays: 302, Total Stations: 33, Adds: 21

CHANTAL KREVIAZUK Surrounded (Columbia)
Total Plays: 278, Total Stations: 19, Adds: 1

SUNDAYS Summertime (DGC/Geffen)
Total Plays: 241, Total Stations: 8, Adds: 0

COLLECTIVE SOUL She Said (Dimension/Capitol)
Total Plays: 203, Total Stations: 15, Adds: 0

PUFF DADDY & THE FAMILY Been Around... (Bad Boy/Arista)
Total Plays: 183, Total Stations: 33, Adds: 18

LE CLICK Don't Go (Logic)
Total Plays: 154, Total Stations: 6, Adds: 0

VARIOUS ARTISTS Ultimate Jam (Arista)
Total Plays: 143, Total Stations: 10, Adds: 0

SNEAKER PIMPS 6 Underground (Virgin)
Total Plays: 138, Total Stations: 4, Adds: 0

SERMON, MURRAY & REDMAN Rapper's Delight (Priority)
Total Plays: 135, Total Stations: 6, Adds: 0

AMBER One More Night (Tommy Boy)
Total Plays: 126, Total Stations: 5, Adds: 0

ROCKELL In A Dream (Robbins)
Total Plays: 107, Total Stations: 3, Adds: 0

DAFT PUNK Around The World (Virgin)
Total Plays: 86, Total Stations: 3, Adds: 0

BECK Deadweight (London/Island)
Total Plays: 77, Total Stations: 7, Adds: 0

Songs ranked by total plays



IT'S THE THOUGHT THAT COUNTS, ISN'T IT? — Christmas time for the folks over at WHTS/Quad Cities, IA-IL means the third annual "Crappy Christmas Gift Exchange." This picture shows that a lot of thought went into giving the absolute worst gift imaginable. Hey guys, where is my Chia Pet? Members of the 'HTS family pictured with their priceless collectibles are (l-r) Mark Manuel, Red Hot Brian Scott, Cori Stone, Kevin Walker, Joni Mitchell, and PD Tony Waitekus.



SOMEBODY GET THIS SANTA A CHEESESTEAK — WIOQ/Philadelphia air personality Joe Mamma (l) gave out toys to families in need who had written their holiday wishes in to the station's "Holiday In Your Heart" promotion. Here he is with one of the lucky winners. He was wearing the Santa hat, but we think in all his kindness he gave that away too.

NEW RELEASES

ADDS JANUARY 20

Erikah Carst "My Heart Goes Out To You" (Robbins)

Destiny's Child "No, No, No" (Grass Roots/Columbia)

James Iha "Be Strong Now" (Virgin)

Jana "Near Me" (Curb)

Ricky Jones "Still In Love" (Cherry/Universal)

Jonny Lang "Missing Your Love" (A&M)

Peach Union "Hush" (Epic)

Pistoleros "My Guardian Angel" (Hollywood)



HERE'S A 'BIG PICTURE' — A&M recording artist Elton John (c) gets ready to show WZYP/Huntsville PD Bill West (r) and late-night guy Billy Blades "something about the way" he brings the house down.



WISH UPON A STAR — After quite a battle and plenty of persuasion by KYSR/Los Angeles (Star 98.7), Arista recording artist Sarah McLachlan made a "Sweet Surrender" and is now their STAR "possession." Shining together are (l-r) YSR MD Chris Ebbot, air personality Lisa Foxx, McLachlan, and Arista West Coast Reg. Dir. Pop/Promo. Joe Reichling.

Stations and their adds listed alphabetically by market

WFLY/Albany, NY OM: Michael Morgan PD: Rob Dawes MD: Ron Williams JIMMY RAY "Jimmy" SHANIA TWAIN "Shit" K-CI & JOJO "Life" SPICE GIRLS "Much"	WKSE/Bufalo, NY PD: Sue O'Neill APD/MD: Dave Universal JIMMY RAY "Jimmy"	WSTO/Evansville, IN PD: Barry Witherspoon MD: Tim Michaelson SPICE GIRLS "Much" ALL SAINTS "Know" JIMMY RAY "Jimmy" BEN FOLDS FIVE "Brick"	WZYP/Huntsville, AL PD: Bill West MD: Chris Callaway SPICE GIRLS "Much" SISTER HAZEL "Happy" JIMMY RAY "Jimmy" NATALIE IMBRUGLIA "Tom"	WBLI/Long Island, NY VP/Prog.: Gene Michaels PD: Ken Medek MD: Al Levine GREEN DAY "Time" ALL SAINTS "Know"	WKCI/New Haven, CT PD: Kelly Nash 31 CELINE DION "Heart" JIMMY RAY "Jimmy"	WSPK/Poughkeepsie, NY DM: Brian Krysz SPICE GIRLS "Much" BLESSID UNION "Light" "N SYNC" "Want" PUFF DADDY & FAMILY "Been" SHANIA TWAIN "Shit"	KRUF/Shreveport, LA PD/MD: Gary Robinson 12 "N SYNC" "Want" BEN FOLDS FIVE "Brick" K-CI & JOJO "Life" PUFF DADDY & FAMILY "Been"	WWKZ/Tupelo, MS PD/MD: Rick Stevens K-CI & JOJO "Life" JANA "Near" BEN FOLDS FIVE "Brick"
WAEB/Allentown, PA PD: Brian Check MD: Chuck McGee JIMMY RAY "Jimmy" BILLIE MYERS "Rain" SHANIA TWAIN "Shit"	WRZE/Cape Cod, MA PD: Mike O'Donnell MD: Kevin Matthews MARIAN CAREY "Breakdown" PUFF DADDY & FAMILY "Been" SPICE GIRLS "Much"	KMCK/Fayetteville, AR PD: Scott Johnson MD: Mike Chase 13 SPICE GIRLS "Much" BEN FOLDS FIVE "Brick" BOYZ II MEN "Song" EDWIN MCCAIN "Tit"	WZPL/Indianapolis, IN PD: Tom Gjerdrum MD: Dave Decker 22 SPICE GIRLS "Much" JIMMY RAY "Jimmy"	KIIS/Los Angeles, CA PD: Dan Kleley APD/MD: Tracy Austin 10 "N SYNC" "Want" 6 PUFF DADDY & FAMILY "Been"	WQGN/New London, CT PD: Jim Reitz APD: Brent McKay MD: Chico Marrero PUFF DADDY & FAMILY "Been" "N SYNC" "Want"	WPRO/Providence, RI PD: Tony Bristol MD: Dave Morris SHANIA TWAIN "Shit"	KZZU/Spokane, WA PD: Ken Hopkins MD: John Conner 4 JIMMY RAY "Jimmy" 2 SARAH McLACHLAN "Surrender"	KISX/Tyler, TX PD: Michael Storm MD: Mick Fulgham SPICE GIRLS "Much" "N SYNC" "Want"
KQIZ/Amarillo, TX PD: Eric Stevens 22 SPICE GIRLS "Much" "N SYNC" "Want" K-CI & JOJO "Life" PUFF DADDY & FAMILY "Been" BEN FOLDS FIVE "Brick" FAITHLESS "Leave" BROOKLYN BOUNCE "Bounce"	WSSX/Charleston, SC PD: Calvin Hicks MD: Christine Cross 25 THIRD EYE BLIND "How" CELINE DION "Heart" SPICE GIRLS "Much" ALL SAINTS "Know"	WWCK/Flint, MI PD: Scott Seipel MD: Nathan Reed "N SYNC" "Want" EDWIN MCCAIN "Tit" SHANIA TWAIN "Shit" BABY BIRD "You're"	WYQY/Jackson, MS GM/PD: Dick O'Neil MD: Kevin Vaughan EDWIN MCCAIN "Tit" BEN FOLDS FIVE "Brick"	WDJX/Louisville, KY PD: C.C. Matthews APD/MD: Karen Rife 21 JIMMY RAY "Jimmy" K-CI & JOJO "Life" PUFF DADDY & FAMILY "Been" "N SYNC" "Want"	KHOM/New Orleans, LA OM: Dave Stewart PD/MD: Kandy Klutch 13 "N SYNC" "Want" ALANA DAVIS "Flavors" K-CI & JOJO "Life" SHANIA TWAIN "Shit"	WHTS/Quad Cities, IA-IL OM: Tony Waitkus MD: Brian Scott 12 "NU FLAVOR" "Heaven"	WDBR/Springfield, IL MD: Rik Blade No Adds	WSKS/Utica, NY PD: Bill Catcher MD: Gina Jones SHANIA TWAIN "Shit"
KGOT/Anchorage, AK OM: Mark Murphy PD: Paul Walker 12 ALL SAINTS "Know" WILL SMITH "Joggy" SPICE GIRLS "Much"	WVSR/Charleston, WV PD: Bill Shahan 26 JANA "Near" BILLIE MYERS "Rain" 16 JIMMY RAY "Jimmy" 16 ALL SAINTS "Know"	WJMX/Florence, SC OM: Keith Mitchell MD: Jack Kahan K-CI & JOJO "Life" SHANIA TWAIN "Shit" VERVE "Symphony" BABY BIRD "You're"	WAPE/Jacksonville, FL OM/PD: Cat Thomas APD/MD: Tony Mann 32 JEWEL "Foolish" SPICE GIRLS "Much"	KZLJ/Lubbock, TX PD: Jay Shannon MD: Chris Kelly 27 MATCHBOX 20 "Push" 19 "N SYNC" "Want" BRYAN ADAMS "Back" K-CI & JOJO "Life" DIANA KING "L-I-Lies" ALL SAINTS "Know"	WEZB/New Orleans, LA PD: Joe Larson SHANIA TWAIN "Shit" JIMMY RAY "Jimmy"	WDCG/Raleigh, NC OM: Brian Burns PD: Kip Taylor APD/MD: Chris Edge 10 CORNERSHOW "Bumfuit"	KHTO/Springfield, MO OM: Dave Alexander PD: Ray Michaels "N SYNC" "Want" BOYZ II MEN "Song" LOS UMBRELLOS "Tengo" BEN FOLDS FIVE "Brick" BLESSID UNION "Light" LUTRICIA McNEAL "Way"	KWTX/Waco, TX PD: Flash Phillips MD: Jeff Miles "N SYNC" "Want" MASE "Feat" SARAH McLACHLAN "Surrender"
WSTR/Atlanta, GA PD: Dan Bowen MD: J.R. Ammons No Adds	WNKS/Charlotte, NC PD: Brian Bridgman MD: Danny Wright 13 "N SYNC" "Want" 11 BEN FOLDS FIVE "Brick" JANET "Together" SARAH McLACHLAN "Surrender"	WJMR/Charlotte, NC PD: Brian Bridgman MD: Danny Wright 13 "N SYNC" "Want" 11 BEN FOLDS FIVE "Brick" JANET "Together" SARAH McLACHLAN "Surrender"	WAEZ/Johnson City, TN OM: Bill Hagy PD/MD: Gary Blake 4 BILLIE MYERS "Rain" JANA "Near" JIMMY RAY "Jimmy" ALL SAINTS "Know"	WMBG/Macon, GA PD/MD: James Gregory 47 CELINE DION "Heart" 25 BEN FOLDS FIVE "Brick" 25 JIMMY RAY "Jimmy" 25 K-CI & JOJO "Life"	WHTZ/New York, NY PD: Tom Poleman APD: Kid Kelly MD: Cubby Bryant No Adds	WRFY/Reading, PA PD: Scott Parks MD: Scott Parks FLEETWOOD MAC "Landslide" JANA "Near" BEN FOLDS FIVE "Brick" ALANA DAVIS "Flavors"	WNTQ/Syracuse, NY PD: Tom Mitchell MD: Jimmy Olsen 21 JIMMY RAY "Jimmy" BEN FOLDS FIVE "Brick" K-CI & JOJO "Life" SHANIA TWAIN "Shit" "N SYNC" "Want"	WWZZ/Washington, DC PD: Dale O'Brian APD/MD: Ron Ross 36 JIMMY RAY "Jimmy" 5 CELINE DION "Heart"
WAYV/Atlantic City, NJ PD: Tommy Frank APD/MD: Paul Kelly 50 JANET "Together" 23 MEREDITH BROOKS "Happen"	WKRQ/Cincinnati, OH PD: Bill Klapproth MD: Rodney Lear No Adds	WXXB/Ft. Myers, FL PD: Chris Cue MD: Randy Sherwyn 15 SHE MOVES "Breaking" 7 WILL SMITH "Joggy" 6 SPICE GIRLS "Much" JANET "Feat" K-CI & JOJO "Life" JIMMY RAY "Jimmy"	WGLU/Johnstown, PA PD: Rich Adams MD: Mitch Edwards SPICE GIRLS "Much"	WZEE/Madison, WI PD: Jimmy Steele EDWIN MCCAIN "Tit" BEN FOLDS FIVE "Brick" JIMMY RAY "Jimmy"	WNVZ/Norfolk, VA PD: Don London MD: Jay West 7 CELINE DION "Heart" PUFF DADDY & FAMILY "Been" "N SYNC" "Want" BUSTA RHYMES "Dangerous"	WRVQ/Richmond, VA PD: Lisa McKay Interim MD: Travis Dylan 27 K-CI & JOJO "Life" HANSON "Weird"	WWTW/Syracuse, NY PD: Ed Lacombe 7 JIMMY RAY "Jimmy" 5 "N SYNC" "Want" 4 PUFF DADDY & FAMILY "Been"	WIFC/Wausau, WI PD: Rod Phillips 18 "N SYNC" "Want" 16 ALL SAINTS "Know" 10 BILLIE MYERS "Rain" 2 SARAH McLACHLAN "Surrender"
WZNY/Augusta, GA PD: Bruce Stevens MD: Michael Chase K-CI & JOJO "Life"	WZJM/Cleveland, OH PD: Dave Eubanks MD: Action Jackson 6 PUFF DADDY & FAMILY "Been" K-CI & JOJO "Life"	WMEE/Ft. Wayne, IN OM: Dean McNeil PD/MD: Captain Chris Didier APD: Ange Canessa MD: T.J. Mackay 22 LOREENA MCKENITT "Mummers" 14 ALL SAINTS "Know"	WFRK/Kalamazoo, MI PD: Dave Michaels MD: Craig Russell 10 SHANIA TWAIN "Shit" "N SYNC" "Want" LOS UMBRELLOS "Tengo" GARY BARLOW "Superhero"	KBFM/McAllen, TX OM: Billy Santiago APD/MD: Jeff DeWitt 25 LIL' SUZY "Memories" 16 MARIAN CAREY "Breakdown" "N SYNC" "Want" JOEY LAWRENCE "Never"	WPKP/NW Michigan PD: Rob Weaver MD: Brent Carey BOYZ II MEN "Song" SPICE GIRLS "Much"	WVXZ/Rochester, NY OM: Clarke Ingram APD/MD: J.J. Rice SHANIA TWAIN "Shit" ALL SAINTS "Know" ALANA DAVIS "Flavors" GREEN DAY "Time"	WFLZ/Tampa, FL OM/PD: B.J. Harris APD/MD: Domino 9 ALL SAINTS "Know" K-CI & JOJO "Life" PUFF DADDY & FAMILY "Been" SISTER HAZEL "Happy"	WBHT/Wilkes Barre, PA PD: Steve McKay MD: Mark McCarthy SPICE GIRLS "Much" JIMMY RAY "Jimmy" ALL SAINTS "Know" SHANIA TWAIN "Shit"
WXYV/Baltimore, MD PD: Dave Ferguson APD: MD Throbb MD: Albie Dee 16 PUFF DADDY & FAMILY "Been" 11 JOCK JAM "Son" 7 LIL' SUZY "Memories" 7 KIM SANDERS "Jealousy" GREEN DAY "Time"	WNCI/Columbus, OH PD: John Dimick APD/MD: Neal Sharpe 9 ALL SAINTS "Know" SARAH McLACHLAN "Surrender" 5 BILLIE MYERS "Rain"	WYKS/Gainesville, FL PD/MD: Jeri Banta APD: John Harlow MD: John Harlow SHANIA TWAIN "Shit" SARAH McLACHLAN "Surrender" "N SYNC" "Want" K-CI & JOJO "Life" JIMMY RAY "Jimmy"	WWST/Knoxville, TN PD: Rich Bailey MD: Jake Edwards 12 GREEN DAY "Time" SARAH McLACHLAN "Surrender" BILLIE MYERS "Rain" LOREENA MCKENITT "Mummers"	WKSL/Memphis, TN PD: Chris Taylor MD: Robin Cole 22 "N SYNC" "Want" 15 ALL SAINTS "Know" LOREENA MCKENITT "Mummers" UNCLE SAM "Ever"	KQKQ/Omaha, NE PD: Mike J. Steele APD/MD: J.J. Morgan "N SYNC" "Want" BOYZ II MEN "Song" QUEEN PEN "Love" JIMMY RAY "Jimmy"	WZOK/Rockford, IL PD: Scott Chase MD: David Jay "N SYNC" "Want"	WVG/ Terre Haute, IN PD: Rich O'Brien MD: David Day K-CI & JOJO "Life" JIMMY RAY "Jimmy" BEN FOLDS FIVE "Brick" SHANIA TWAIN "Shit"	WKRZ/Wilkes Barre, PA PD: Tony Banks MD: Jerry Padden SHANIA TWAIN "Shit"
WLSS/Baton Rouge, LA PD/MD: Robert Eifman ALL SAINTS "Know" SHANIA TWAIN "Shit"	WTKS/Dallas, TX OM: John Cook PD: Ed Lambert MD: John Reynolds K-CI & JOJO "Life" CELINE DION "Heart" "N SYNC" "Want" JIMMY RAY "Jimmy"	WSNX/Grand Rapids, MI PD: John Thomas APD/MD: Keith Curry 26 K-CI & JOJO "Life"	KSMB/Lafayette, LA APD/MD: Sam Diamond 28 "N SYNC" "Want" 16 BEN FOLDS FIVE "Brick" 14 DRU HILL "Steps" KIM SANDERS "Jealousy" SPICE GIRLS "Much" K-CI & JOJO "Life"	WHYI/Miami, FL PD: Rob Roberts APD: Al Chio MD: Dieder Poyner ALL SAINTS "Know" WILL SMITH "Joggy" K-CI & JOJO "Life" SPICE GIRLS "Much"	WXLX/Orlando, FL OM: Adam Cook APD/MD: Pete DeGraaf 5 "N SYNC" "Want" ALL SAINTS "Know"	WTCF/Saginaw, MI PD: Mark McGilli APD/MD: Jill Jay ALL SAINTS "Know" SPICE GIRLS "Much" "N SYNC" "Want"	WVKS/Toledo, OH PD: Mike Wheeler APD/MD: Bill Michaels SPICE GIRLS "Much" MEJA "Cray"	WSTW/Wilmington, DE MD: Mike Rossi FAITHLESS "Leave" VERVE "Symphony"
WQXY/Beaumont, TX PD: Dale Baird MD: Jammer SPICE GIRLS "Much" "N SYNC" "Want" JIMMY RAY "Jimmy" K-CI & JOJO "Life"	WGTZ/Dayton, OH OM/PD: Michael Luezak 15 ALL SAINTS "Know" JIMMY RAY "Jimmy" BILLIE MYERS "Rain"	WRHT/Greenville, NC PD: J.T. Bosch APD/MD: Gina Gray CELINE DION "Heart" ALL SAINTS "Know" UNCLE SAM "Ever" JIMMY RAY "Jimmy" "N SYNC" "Want"	WLAN/Lancaster, PA APD/MD: Vines O'Ambrosio 5 LAUREN CHRISTY "Magazine" "NU FLAVOR" "Heaven" ALANA DAVIS "Flavors"	WVMI/Mobile, AL PD: Wayne Coy APD/MD: Darrin Stone 10 "N SYNC" "Want" 5 JONNY LANG "Messing" ALL SAINTS "Know" EDWIN MCCAIN "Tit" K-CI & JOJO "Life"	WBZZ/Pittsburgh, PA PD: David Edgar MD: Laura Lilley 13 ALANA DAVIS "Flavors" BRYAN ADAMS "Back"	WVWQ/Morgantown, WV PD/MD: Lacy Neff JANA "Near" ALL SAINTS "Know" JIMMY RAY "Jimmy" SPICE GIRLS "Much" BILLIE MYERS "Rain"	WVYR/Youngstown, OH PD: Tom Paupas MD: Mike Thomas 12 LOS UMBRELLOS "Tengo" PUFF DADDY & FAMILY "Been" SPICE GIRLS "Much" K-CI & JOJO "Life"	
WXXS/Boston, MA PD: John Ivey APD/MD: David Corey 12 JONNY LANG "Messing" 9 FLEETWOOD MAC "Landslide" 7 SHANIA TWAIN "Shit" JIMMY RAY "Jimmy" LOREENA MCKENITT "Mummers" BABY BIRD "You're"	WJET/Erie, PA PD: Dana London MD: Dino Robitaille "N SYNC" "Want" STAR "Heart" BILLIE MYERS "Rain" DRU HILL "Steps" BEN FOLDS FIVE "Brick"	WRWV/Nashville, TN OM: Charlie Quinn PD/MD: Tom Peace CHANTAL KREVIAZUK "Surrounded" ALL SAINTS "Know"	WVWV/Nashville, TN OM: Charlie Quinn PD/MD: Tom Peace CHANTAL KREVIAZUK "Surrounded" ALL SAINTS "Know"	WERZ/Portsmouth, NH OM/PD: Jack O'Brien CO-MD: Jay Michaels CO-MD: Chris Tyler JIMMY RAY "Jimmy" SHANIA TWAIN "Shit" BEN FOLDS FIVE "Brick" FAITHLESS "Leave"	WVWV/Myrle Beach, SC OM/PD/MD: Nikki Nite 12 BOYZ II MEN "Song" BILLIE MYERS "Rain" LOREENA MCKENITT "Mummers" K-CI & JOJO "Life"	KZQZ/San Francisco, CA PD: Mike Edwards APD/MD: Danny Ocean 20 BACKSTREET BOYS "Playing" 13 MARK MORRISON "Return" 1 WILL SMITH "Joggy" 1 K-CI & JOJO "Life" 1 ALL SAINTS "Know"	135 Total Reporters 135 Current Reporters 133 Current Playlists Reported Frozen Playlist (1): WVWV/South Bend, IN Did Not Report, Playlist Frozen (1): KKMG/Colorado Springs, CO	

CHR/POP PLAYLISTS

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

MARKET #1
WHTZ/New York
 (212) 239-2300
 Poleman/Bryant

PLAYS

SW	4W	LW	TW	ARTIST/TITLE
40	59	56	65	BACKSTREET BOYS/As Long As You
63	65	57	63	CHUMBAWAMBA/Tubthumping
28	36	56	63	JANET/Together Again
64	62	54	63	USHER/You Make Me Wanna
18	26	42	53	CELINE DION/My Heart Will Go On
61	63	56	42	NOTORIOUS B.I.G./Mo Money Mo Problems
31	31	28	39	SAVAGE GARDEN/Truly Madly Deeply
42	37	35	38	SMASH MOUTH/Walkin' On The Sun
37	42	40	37	LOS UMBRELLOS/No Tengo Dinero
62	59	35	36	SUGAR RAY/Fly
33	36	33	36	MATCHBOX 20/Push
36	26	34	34	PAULA COLE/Don't Want To Wait
16	15	26	32	MATCHBOX 20/3am
16	23	32	31	INQ/Love You Down
58	33	35	30	LEANN RIMES/How Do I Live
34	34	34	30	ALLURE/All Cried Out
32	32	26	30	AEROSMITH/Pink
31	32	33	29	ROBYN/Show Me Love
38	25	24	29	TONIC/If You Could Only
24	24	23	25	THIRD EYE BLIND/Semi-Charmed Life
21	26	23	25	DIANA KING/ Say A Little...
17	11	23	24	MASE/Feel So Good
16	17	17	24	THIRD EYE BLIND/How's It Going To Be
17	20	22	23	VERVE PIPE/The Freshmen
13	10	17	23	PUFF DADDY /I'll Be Missing You
23	27	21	23	DAVE MATTHEWS BAND/Crash Into Me
22	26	22	22	LISA LOEB/ Do
36	33	18	22	JEWEL/Foolish Games
-	-	21	19	WILL SMITH/Gettin' Jiggy Wit It
-	-	11	19	JIMMY RAY/Are You Jimmy Ray?
16	13	17	17	JOCELYN ENRIQUEZ/Do You Miss Me
15	19	16	15	GREEN DAY/Time Of Your Life...
12	-	-	15	CARDIGANS/Lovefool
-	-	-	15	VARIOUS ARTISTS/Ultimate Jam
13	13	15	15	LE CLICK/Call Me
15	15	14	15	3RD PARTY/Can U Feel It
-	-	11	14	SOMETHIN' FOR.../My Love Is The Shhht!
-	-	13	14	DJ COMPANY/Rhythm Of Love
-	-	12	13	SPACE MONKEYS/Sugar Cane
-	-	12	13	BOYZ II MEN/A Song For Mama

MARKET #2
KISF/M
 102.7
KIS/Los Angeles
 (818) 845-1027
 Kieley/Austin

PLAYS

SW	4W	LW	TW	ARTIST/TITLE
45	63	76	82	JANET/Together Again
44	66	69	78	USHER/You Make Me Wanna
45	65	73	63	SAVAGE GARDEN/Truly Madly Deeply
35	35	40	62	LEANN RIMES/How Do I Live
6	9	20	58	CELINE DION/My Heart Will Go On
84	82	70	53	ALLURE/All Cried Out
10	13	24	51	NU FLAVOR/Heaven
43	47	45	49	SMASH MOUTH/Walkin' On The Sun
48	50	47	46	CHUMBAWAMBA/Tubthumping
27	28	44	46	LOS UMBRELLOS/No Tengo Dinero
85	63	42	44	BACKSTREET BOYS/As Long As You...
-	-	-	43	MARIAH CAREY/Honey
-	-	-	36	JANET/Together Again
19	15	39	40	MASE/Feel So Good
-	-	-	36	JANET/Every Time
65	61	40	38	ROBYN/Show Me Love
29	31	37	34	SHE MOVES/Breaking All...
24	22	34	31	MATCHBOX 20/3am
29	28	35	30	OLIVE/You're Not Alone
82	64	41	27	BOYZ II MEN/A Seasons Of...
-	-	22	25	BILLIE MYERS/Kiss The Rain
-	-	10	23	JIMMY RAY/Are You Jimmy Ray?
17	14	14	22	WILL SMITH/Gettin' Jiggy Wit It
23	24	24	21	DAFT PUNK/Around The World
9	15	18	19	SOMETHIN' FOR.../My Love Is The Shhht!
-	-	-	11	QUEEN PEN/All My Love
8	6	14	16	BRYAN ADAMS/Back To You
9	12	19	16	LOREENA MCKENITT/The Mummies' Dance
11	18	18	15	SPACE MONKEYS/Sugar Cane
-	-	-	11	ALL SAINTS/I Know Where It's At
8	14	19	13	MEREDITH BROOKS/What Would Happen
-	-	12	10	GREEN DAY/Time Of Your Life...
10	11	10	12	SERMON MURRAY/J'Raaper's Delight
1	8	6	12	UNCLE SAM/ Don't Ever Wait...
17	11	8	12	NO AUTHORITY/Don't Stop
-	-	12	11	PAULA COLE/ Don't Want To Wait
15	22	15	10	HANSON/ Will Come To You
-	-	-	10	'N SYNC/ I Want You Back
-	-	-	6	PUFF DADDY & FAMILY/Been Around...

MARKET #4
KZQZ/San Francisco
 (415) 957-0957
 Edwards/Ocean

PLAYS

SW	4W	LW	TW	ARTIST/TITLE
72	68	64	71	NU FLAVOR/Heaven
57	66	65	69	BACKSTREET BOYS/As Long As You...
68	69	66	68	BOYZ II MEN/A Seasons Of...
64	49	69	64	CHUMBAWAMBA/Tubthumping
47	50	67	62	ROBYN/Show Me Love
70	70	65	61	USHER/You Make Me Wanna...
-	-	21	46	SAVAGE GARDEN/Truly Madly Deeply
50	47	49	56	MATCHBOX 20/Push
32	37	48	50	WILL SMITH/Gettin' Jiggy Wit It
-	-	45	50	SUGAR RAY/Fly
72	67	45	49	ALLURE/All Cried Out
41	19	48	49	SUGAR RAY/Fly
68	71	37	45	JEWEL/Foolish Games
-	-	28	43	K-CI & JOJO/All My Life
25	27	41	34	NOTORIOUS B.I.G./Mo Money Mo Problems
32	37	28	34	LE CLICK/Don't Go
27	27	34	32	MASE/Feel So Good
-	-	29	29	DJ COMPANY/Forever Young
25	35	26	28	BACKSTREET BOYS/Quit Playing...
-	-	25	28	ALL SAINTS/I Know Where It's At
-	-	25	26	LISA LOEB/ Do
-	-	21	24	BLUE BOY/Remember Me
46	20	22	22	SOMETHIN' FOR.../My Love Is The Shhht!
29	27	25	22	LA BOUCHE/Be My Lover
29	27	-	21	REAL MCCOY/Another Night
18	18	11	19	HANSON/ Will Come To You
25	-	-	17	MARK MORRISON/Return Of The Mack
44	48	14	14	THIRD EYE BLIND/Semi-Charmed Life
10	-	-	10	EN VOGLUE/Don't Let Go (Love)
-	-	-	9	'N SYNC/ I Want You Back
-	-	-	9	CELINE DION/My Heart Will Go On
-	-	-	9	SPICE GIRLS/Too Much
-	-	-	9	KAI/Say You'll Stay

MARKET #5
Q102
WIOQ/Philadelphia
 (610) 667-8100
 Kalina/Towers

PLAYS

SW	4W	LW	TW	ARTIST/TITLE	
54	64	55	54	CHUMBAWAMBA/Tubthumping	
57	44	37	54	SOMETHIN' FOR.../My Love Is The Shhht!	
34	35	53	51	ROBYN/Show Me Love	
45	32	52	50	USHER/You Make Me Wanna...	
55	62	45	45	SUGAR RAY/Fly	
57	62	44	38	NOTORIOUS B.I.G./Mo Money Mo Problems	
35	35	35	36	BACKSTREET BOYS/As Long As You...	
14	21	27	33	SAVAGE GARDEN/Truly Madly Deeply	
50	48	48	32	DIANA KING/ Say A Little...	
53	63	34	29	ROCKEY/In A Dream	
39	28	29	28	MARY J. BLIGE/Everything	
12	25	33	28	BOYZ II MEN/A Song For Mama	
25	-	-	33	INQ/Love You Down	
39	30	32	27	LE CLICK/Don't Go	
48	33	32	27	SHE MOVES/Breaking All...	
44	44	35	42	THIRD EYE BLIND/Semi-Charmed Life	
12	12	29	40	BACKSTREET BOYS/As Long As You...	
42	40	37	36	SHAWN COLVIN/Sunny Came Home	
46	28	16	22	ROBYN/Don't Let Go (Love)	
23	21	17	22	PLANET SOUL/Set U Free	
24	22	18	22	QUAD CITY DJ'S/C'mon 'N Ride It...	
18	26	15	21	N-TRANCE/Do Ya Think I'm Sexy	
21	23	15	21	BACKSTREET BOYS/Quit Playing...	
41	45	15	21	MEREDITH BROOKS/Bitch	
-	-	16	13	GOD/LO/1.2.3.4 (Sumppin')	
45	46	18	17	PUFF DADDY /I'll Be Missing You	
18	16	17	17	EN VOGLUE/Don't Let Go (Love)	
17	16	16	16	JOCELYN ENRIQUEZ/Do You Miss Me	
18	-	-	15	MARK MORRISON/Return Of The Mack	
14	16	15	15	ROBYN/Do You Know (What.)	
-	-	-	15	BACKSTREET BOYS/Quit Playing...	
-	-	-	15	LE CLICK/Call Me	
30	16	34	13	HANSON/ Will Come To You	
-	-	-	13	JANET/Together Again	
-	-	-	13	BACKSTREET BOYS/As Long As You...	
-	-	-	10	10	KIM SANDERS/Jalousy
-	-	-	10	11	LIL' SUZY/Memories

MARKET #6
106.1 KISSFM
KHKS/Dallas
 (214) 891-3400
 Lambert/Reynolds

PLAYS

SW	4W	LW	TW	ARTIST/TITLE	
41	71	75	84	CHUMBAWAMBA/Tubthumping	
33	39	59	74	ROBYN/Show Me Love	
38	73	55	73	NU FLAVOR/Heaven	
73	63	66	70	BOYZ II MEN/A Seasons Of...	
22	24	44	64	USHER/You Make Me Wanna...	
50	50	38	52	ALLURE/All Cried Out	
75	41	40	51	INQ/Love You Down	
43	44	35	50	BACKSTREET BOYS/Quit Playing...	
68	51	39	48	SUGAR RAY/Fly	
46	43	39	48	LOS UMBRELLOS/No Tengo Dinero	
63	56	45	47	JEWEL/Foolish Games	
-	-	36	46	MATCHBOX 20/Push	
67	70	36	45	LEANN RIMES/How Do I Live	
44	42	37	45	AZ YET/Hard To Say I'm...	
39	43	31	44	JANET/Together Again	
39	43	31	44	JANET/Together Again	
44	44	35	42	THIRD EYE BLIND/Semi-Charmed Life	
12	12	29	40	BACKSTREET BOYS/As Long As You...	
42	40	37	36	SHAWN COLVIN/Sunny Came Home	
46	28	16	22	ROBYN/Don't Let Go (Love)	
23	21	17	22	PLANET SOUL/Set U Free	
24	22	18	22	QUAD CITY DJ'S/C'mon 'N Ride It...	
18	26	15	21	N-TRANCE/Do Ya Think I'm Sexy	
21	23	15	21	BACKSTREET BOYS/Quit Playing...	
41	45	15	21	MEREDITH BROOKS/Bitch	
-	-	16	13	GOD/LO/1.2.3.4 (Sumppin')	
45	46	18	17	PUFF DADDY /I'll Be Missing You	
18	16	17	17	EN VOGLUE/Don't Let Go (Love)	
17	16	16	16	JOCELYN ENRIQUEZ/Do You Miss Me	
18	-	-	15	MARK MORRISON/Return Of The Mack	
14	16	15	15	ROBYN/Do You Know (What.)	
-	-	-	15	BACKSTREET BOYS/Quit Playing...	
-	-	-	15	LE CLICK/Call Me	
-	-	-	10	10	UNCLE SAM/ Don't Ever Wait...
-	-	-	14	14	LA BOUCHE/Sweet Dreams
-	-	-	9	13	SG/My Body
7	6	11	12	MASE/Feel So Good	
19	22	9	9	MEREDITH BROOKS/What Would Happen	
7	7	7	7	DIANA KING/L-L-Lies	
-	-	-	-	-	K-CI & JOJO/All My Life
-	-	-	-	-	CELINE DION/My Heart Will Go On
-	-	-	-	-	'N SYNC/ I Want You Back

MARKET #8
WVZZ/Washington
 (703) 522-1041
 O'Brian/Ross

PLAYS

SW	4W	LW	TW	ARTIST/TITLE	
63	66	55	64	CHUMBAWAMBA/Tubthumping	
33	46	55	59	SAVAGE GARDEN/Truly Madly Deeply	
61	48	47	56	SMASH MOUTH/Walkin' On The Sun	
43	45	40	54	MATCHBOX 20/Push	
31	37	28	49	WILL SMITH/Gettin' Jiggy Wit It	
66	63	45	48	SUGAR RAY/Fly	
65	65	48	47	BOYZ II MEN/A Seasons Of...	
26	29	34	47	NU FLAVOR/Heaven	
65	65	45	45	USHER/You Make Me Wanna	
39	43	44	44	ROBYN/Show Me Love	
-	-	-	29	43	ALL SAINTS/I Know Where It's At
51	53	45	43	BACKSTREET BOYS/As Long As You...	
43	47	49	41	ALLURE/All Cried Out	
23	27	38	38	JANET/Together Again	
40	36	37	37	NOTORIOUS B.I.G./Mo Money Mo Problems	
42	53	29	37	SOMETHIN' FOR.../My Love Is The Shhht!	
-	-	-	36	JIMMY RAY/Are You Jimmy Ray?	
28	33	28	34	LOS UMBRELLOS/No Tengo Dinero	
45	45	29	33	JEWEL/Foolish Games	
49	41	46	33	ROBYN/Do You Know (What.)	
50	39	31	28	SHE MOVES/Breaking All...	
39	36	28	28	LE CLICK/Don't Go	
-	-	-	27	K-CI & JOJO/All My Life	
30	29	21	20	AZ YET/Hard To Say I'm...	
14	16	16	17	MASE/Feel So Good	
-	-	-	12	16	SPICE GIRLS/Say You'll Be There
-	-	-	16	16	THIRD EYE BLIND/Semi-Charmed Life
11	16	10	16	DIANA KING/L-L-Lies	
38	12	12	15	MR. PRESIDENT/Coco Jambo	
10	-	-	10	15	DJ COMPANY/Rhythm Of Love
-	-	-	10	15	OMC/How Bizarre
-	-	-	10	12	LE CLICK/Call Me
11	-	-	13	12	CULTURE BEAT/Take Me Away
-	-	-	11	11	LIVIN' JOY/Don't Stop Movin'
-	-	-	12	12	BROOKLYN BOUNCE/Get Ready To Bounce
-	-	-	10	12	WHITE TOWN/Your Woman
43	43	11	11	MARIAH CAREY/Honey	
2	10	9	10	SPACE MONKEYS/Sugar Cane	
45	45	12	10	INQ/Love You Down	

MARKET #9
104 KRBE
KRBE/Houston
 (713) 266-1000
 Peake/Michaels

PLAYS

SW	4W	LW	TW	ARTIST/TITLE
20	21	44	64	CELINE DION/My Heart Will Go On
75	68	66	62	CHUMBAWAMBA/Tubthumping
40	40	65	61	SAVAGE GARDEN/Truly Madly Deeply
41	35	48	59	BACKSTREET BOYS/As Long As You...
67	58	59	56	ROBYN/Show Me Love
70	64	61	53	SUGAR RAY/Fly
42	39	43	47	MATCHBOX 20/Push
-	-	16	44	SMASH MOUTH/Walkin' On The Sun
41	37	43	43	THIRD EYE BLIND/Semi-Charmed Life
47	40	44	42	USHER/You Make Me Wanna...
52	41	38	39	ROBYN/Do You Know (What.)
42	39	43	38	BACKSTREET BOYS/Quit Playing...

CHR/POP PLAYLISTS

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102.7
TODAY'S HIT MUSIC

MARKET #19
WXYV/Baltimore
(410) 653-2200
Ferguson/Dee

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
66	70	71	90		CHUMBAWAMBA/Tubthumping
51	70	71	90		INQJ/Love You Down
45	41	34	83		CELINE DION/My Heart Will Go On
43	43	36	81		ROBYN/Show Me Love
44	43	37	81		MATCHBOX 20/Push
43	37	11	64		NOTORIOUS B.I.G./Mo Money Mo Problems
19	18	-	64		THIRD EYE BLIND/Semi-Charmed Life
69	70	71	51		USHER/You Make Me Wanna...
59	70	71	46		BACKSTREET BOYS/As Long As You...
68	70	64	46		SUGAR RAY/Fly
-	-	-	40		REAL ONE/J Like Pina Colada
-	-	-	42		BACKSTREET BOYS/Backstreet's Back
58	39	59	40		BOYZ II MEN/4 Seasons Of...
-	-	-	38		ROCKWELL/In A Dream
37	41	5	35		LOS UMBRELLOS/No Tengo Dinero
-	-	-	36		MATCHBOX 20/3am
-	-	-	11		ALL SAINTS/ Know Where It's At
-	-	-	27		BACKSTREET BOYS/Quit Playing...
42	37	41	26		SMASH MOUTH/Walkin' On The Sun
-	-	-	11		SPICE GIRLS/Too Much
35	37	34	18		ALLURE/All Cried Out
30	13	35	18		AEROSMITH/Pink
41	35	-	17		SAVAGE GARDEN/Truly Madly Deeply
-	-	-	16		PUFF DADDY & FAMILY/Been Around...
30	39	43	12		SOMETHIN' FOR.../My Love Is The Shhh!
32	40	41	12		NU FLAVOR/Heaven
45	52	72	12		MASE/Feel So Good
-	-	-	17		SERMON, MURRAY.../Rapper's Delight
-	-	-	11		JOCK JAM/SON Of Jock Jam
-	-	-	20		BOYZ II MEN/A Song For Mama
24	32	39	8		WILL SMITH/Gettin' Jiggy Wit It
-	-	-	13		PUFF DADDY & FAMILY/It's All About...
12	17	24	8		SPACE MONKEYS/Sugar Cane
31	21	27	7		KILLER BUNNIES/ Can't Take...
-	-	-	7		LIL SUZY/Memories
52	34	38	7		HANSON/Will Come To You
-	-	-	7		KIM SANDERS/Jalousy
-	-	-	20		UNCLE SAM/ Don't Ever Want...
-	-	-	-		GREEN DAY/Time Of Your Life...

93.4
today's hit music

MARKET #20
WBZZ/Pittsburgh
(412) 920-9400
Clark/Edgar/Litley

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
67	53	65	64		CHUMBAWAMBA/Tubthumping
62	62	65	61		SUGAR RAY/Fly
57	58	58	56		LEANN RIMES/How Do I Live
48	46	60	53		SMASH MOUTH/Walkin' On The Sun
58	61	49	51		TONIC/If You Could Only...
38	33	42	44		ALLURE/All Cried Out
25	31	42	44		MATCHBOX 20/3am
31	29	41	41		LISA LOEB/ Do
44	37	40	39		ROBYN/Show Me Love
33	33	34	38		JEWEL/Foolish Games
37	37	36	37		MATCHBOX 20/Push
37	37	36	37		OMC/How Bizarre
36	32	40	35		SAVAGE GARDEN/Truly Madly Deeply
36	36	33	34		PAULA COLE/ Don't Want To Wait
26	29	32	34		GREEN DAY/Time Of Your Life...
16	21	33	34		OASIS/Don't Go Away
38	34	36	32		MEREDITH BROOKS/What Would Happen
24	20	32	30		THIRD EYE BLIND/How's It Going To Be
-	-	-	29		SARAH McLACHLAN/Sweet Surrender
33	29	27	25		FIONA APPLE/Criminal
-	-	-	23		SISTER HAZEL/All For You
20	24	23	23		WALLFLOWERS/One Headlight
46	44	47	22		SISTER HAZEL/All For You
43	49	38	22		THIRD EYE BLIND/Semi-Charmed Life
-	-	-	21		CELINE DION/My Heart Will Go On
17	17	23	20		BACKSTREET BOYS/As Long As You...
-	-	-	18		SMASHING PUMPKINS/1979
-	-	-	18		JANET/Together Again
17	20	25	19		MEREDITH BROOKS/Bitch
-	-	-	19		NATALIE MERCHANT/Wonder
-	-	-	18		ALANIS MORISSETTE/Head Over Feet
-	-	-	18		ALANIS MORISSETTE/Ironic
-	-	-	18		ALANIS MORISSETTE/You Learn
19	18	19	18		NO DOUBT/Don't Speak
16	15	17	14		USHER/You Make Me Wanna...
-	-	-	13		ALANA DAVIS/32 Flavors
-	-	-	13		LAUREN CHRISTY/Magazine
-	-	-	8		JIMMY RAY/Are You Jimmy Ray?
-	-	-	-		BRYAN ADAMS/Back To You

93.3 FLZ

MARKET #21
WFLZ/Tampa
(813) 839-9393
Harris/Domino

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
36	38	71	66		USHER/You Make Me Wanna...
66	61	69	65		NOTORIOUS B.I.G./Mo Money Mo Problems
65	45	55	62		SAVAGE GARDEN/Truly Madly Deeply
72	68	67	59		INQJ/Love You Down
38	41	42	50		JANET/Together Again
57	60	47	47		JEWEL/Foolish Games
37	34	32	45		SMASH MOUTH/Walkin' On The Sun
45	49	39	43		ROBYN/Show Me Love
70	57	29	42		SUGAR RAY/Fly
70	59	34	42		CHUMBAWAMBA/Tubthumping
-	-	-	40		JIMMY RAY/Are You Jimmy Ray?
29	33	41	40		MATCHBOX 20/3am
-	-	-	38		CELINE DION/My Heart Will Go On
32	29	34	36		ALLURE/All Cried Out
40	41	37	36		BACKSTREET BOYS/As Long As You...
34	37	41	36		LISA LOEB/ Do
30	30	35	36		THIRD EYE BLIND/How's It Going To Be
34	32	41	36		SHE MOVES/Breaking All...
37	32	37	35		MARIAH CAREY/Honey
18	26	33	33		BILLIE MYERS/Kiss The Rain
39	34	29	33		IMANI COPPOLA/Legend Of A Cowgirl
53	52	31	31		LEANN RIMES/How Do I Live
25	29	34	30		NU FLAVOR/Heaven
-	-	-	26		SPICE GIRLS/Too Much
32	32	20	26		TONIC/If You Could Only...
63	43	25	25		BOYZ II MEN/4 Seasons Of...
21	25	20	23		THIRD EYE BLIND/Semi-Charmed Life
15	18	18	22		GINUWINE/When Doves Cry
33	24	23	22		MATCHBOX 20/Push
39	33	35	22		ROBYN/Do You Know (What...)
26	23	12	22		98 DEGREES/Invisible Man
8	12	21	19		ALANA DAVIS/32 Flavors
22	25	23	18		SPACE MONKEYS/Sugar Cane
7	8	6	17		BOYZ II MEN/A Song For Mama
-	-	-	16		BRYAN ADAMS/Back To You
22	22	13	12		PAULA COLE/ Don't Want To Wait
15	16	16	11		BACKSTREET BOYS/Quit Playing...
7	8	6	10		OLIVE/You're Not Alone
-	-	-	7		WILL SMITH/Gettin' Jiggy Wit It
7	8	7	10		SARAH McLACHLAN/Sweet Surrender

JAMMIN 92.3

MARKET #23
WZJM/Cleveland
(216) 621-9300
Eubanks/Jackson

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
25	33	65	64		SAVAGE GARDEN/Truly Madly Deeply
63	63	67	63		SMASH MOUTH/Walkin' On The Sun
60	53	61	60		USHER/You Make Me Wanna...
57	62	63	58		SUGAR RAY/Fly
59	66	64	56		CHUMBAWAMBA/Tubthumping
30	56	38	53		BACKSTREET BOYS/As Long As You...
11	20	31	53		WILL SMITH/Gettin' Jiggy Wit It
26	58	56	39		ALLURE/All Cried Out
56	27	49	33		GOD'S PROPERTY/Stop
-	-	-	31		CELINE DION/My Heart Will Go On
13	11	32	30		BLESSID UNION/Light In Your Eyes
24	24	18	30		ROBYN/Show Me Love
47	57	20	29		NU FLAVOR/Heaven
30	22	27	29		INQJ/Love You Down
35	34	23	28		LEANN RIMES/How Do I Live
-	-	-	28		VARIOUS ARTISTS/Ultimate Jam
23	21	30	26		PUFF DADDY.../I'll Be Missing You
-	-	-	26		KIM SANDERS/Jalousy
28	30	26	26		SHE MOVES/Breaking All...
23	17	21	24		98 DEGREES/Invisible Man
-	-	-	22		MATCHBOX 20/3am
26	25	27	22		BOYZ II MEN/4 Seasons Of...
22	18	21	19		MARK MORRISON/Return Of The Mack
17	19	20	20		SPICE GIRLS/Say You'll Be There
19	21	23	20		OMC/How Bizarre
18	21	15	20		WALLFLOWERS/One Headlight
25	25	14	19		NOTORIOUS B.I.G./Mo Money Mo Problems
21	14	20	19		BACKSTREET BOYS/Quit Playing...
20	12	19	17		THIRD EYE BLIND/Semi-Charmed Life
13	15	19	17		BACKSTREET BOYS/Quit Playing...
22	19	21	17		ROBYN/Do You Know (What...)
-	-	-	16		'N SYNC/ Want You Back
15	10	11	16		JEWEL/Foolish Games
16	13	17	15		OLIVE/You're Not Alone
29	29	17	15		DIANA KING/L-Lies
-	-	-	15		ALL SAINTS/ Know Where It's At
21	20	14	14		L.L. COOL J/Phenomenon
17	16	13	17		WILL SMITH/Men In Black
13	12	12	13		SPICE GIRLS/Wannabe
9	15	10	12		UNCLE SAM/ Don't Ever Want...

700

MARKET #24
KKRZ/Portland, OR
(503) 226-0100
Benson/Awstin

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
34	39	47	71		JANET/Together Again
50	68	66	68		SAVAGE GARDEN/Truly Madly Deeply
61	70	71	67		USHER/You Make Me Wanna...
34	37	67	67		BACKSTREET BOYS/As Long As You...
10	12	44	63		CELINE DION/My Heart Will Go On
69	70	52	60		NOTORIOUS B.I.G./Mo Money Mo Problems
30	36	46	50		SMASH MOUTH/Walkin' On The Sun
65	51	47	46		ROBYN/Show Me Love
32	33	42	45		MATCHBOX 20/3am
60	44	40	40		CHUMBAWAMBA/Tubthumping
-	-	-	29		AEROSMITH/Pink
32	32	41	37		INQJ/Love You Down
33	34	38	34		SUGAR RAY/Fly
41	40	29	34		BOYZ II MEN/4 Seasons Of...
-	-	-	33		'N SYNC/ Want You Back
7	21	29	32		THIRD EYE BLIND/How's It Going To Be
-	-	-	32		UNCLE SAM/ Don't Ever Want...
44	40	32	31		MARIAH CAREY/Honey
60	51	50	50		PAULA COLE/ Don't Want To Wait
-	-	-	30		MARIAH CAREY/Butterfly
-	-	-	29		GREEN DAY/Time Of Your Life...
22	26	30	29		SOMETHIN' FOR.../My Love Is The Shhh!
51	46	32	27		MATCHBOX 20/Push
42	41	28	26		ALLURE/All Cried Out
24	24	26	26		THIRD EYE BLIND/Semi-Charmed Life
-	-	-	17		MASE/Feel So Good
5	9	9	24		BRYAN ADAMS/Back To You
29	24	20	23		LISA LOEB/ Do
30	25	21	21		ROBYN/Do You Know (What...)
21	19	14	21		MEREDITH BROOKS/What Would Happen
25	24	12	12		ELTON JOHN/Something About...
8	7	11	11		BLESSID UNION/Light In Your Eyes
11	14	9	10		HANSON/Will Come To You
-	-	-	6		LORENA MCKENITT/The Mummers' Dance
12	14	18	6		SERMON, MURRAY.../Rapper's Delight
-	-	-	5		ALL SAINTS/ Know Where It's At
-	-	-	5		BILLIE MYERS/Kiss The Rain
-	-	-	-		SPICE GIRLS/Too Much

102.7

MARKET #25
WKRC/Cincinnati
(513) 763-5500
Klaproth/Lear

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
68	69	69	66		SMASH MOUTH/Walkin' On The Sun
67	66	66	66		SARAH McLACHLAN/Possession
67	68	67	65		CHUMBAWAMBA/Tubthumping
39	47	66	64		MATCHBOX 20/3am
48	50	63	64		SAVAGE GARDEN/Truly Madly Deeply
36	36	47	54		SUNDAYS/Summertime
39	42	39	51		LISA LOEB/ Do
-	-	-	48		BILLIE MYERS/Kiss The Rain
40	42	46	47		MEREDITH BROOKS/What Would Happen
-	-	-	45		LORENA MCKENITT/The Mummers' Dance
51	53	42	45		FIONA APPLE/Criminal
42	39	46	45		ALANA DAVIS/32 Flavors
39	40	35	44		BRYAN ADAMS/Back To You
-	-	-	38		CHANTAL KREVIKZ/Surrounded
-	-	-	34		BEHAN, JOHN/World Keeps Spinning
-	-	-	11		SARAH McLACHLAN/Sweet Surrender
51	50	34	39		SUGAR RAY/Fly
-	-	-	38		CELINE DION/My Heart Will Go On
27	40	40	38		GREEN DAY/Time Of Your Life...
32	27	28	35		MIGHTY MIGHTY.../The Impression...
-	-	-	31		SISTER HAZEL/All For You
31	34	27	32		SISTER HAZEL/All For You
-	-	-	31		BEN FOLDS FIVE/Brick
29	29	28	30		THIRD EYE BLIND/How's It Going To Be
27	30	27	30		BARENKAT LADIES/The Old Apartment
25	27	28	29		SAVAGE GARDEN/Truly Madly Deeply
27	26	22	29		WALLFLOWERS/One Headlight
-	-	-	29		VERVE/PIPE/The Freshmen
33	25	28	27		TONIC/If You Could Only...
48	44	22	27		PAULA COLE/ Don't Want To Wait
38	30	29	27		JEN TRYNNI/Getaway (February)
24	31	27	26		THIRD EYE BLIND/Semi-Charmed Life
19	19	26	22		BLESSID UNION/Light In Your Eyes
25	22	27	21		DAVE MATTHEWS BAND/Crash Into Me
19	20	21	20		DUNCAN SHEIK/Barely Breathing
46	46	42	17		MATCHBOX 20/Push
67	68	44	17		LEANN RIMES/How Do I Live
47	42	40	13		SARAH McLACHLAN/Building A Mystery
67	67	13	7		JEWEL/Foolish Games
27	21	20	7		VERVE/PIPE/The Freshmen

CHR/POP PLAYLISTS

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MARKET #39			
B97			
WZLW/New Orleans (504) 581-7002 Larson			
PLAYS	ARTIST/TITLE	SW	4W
33	SMASH MOUTH/Walkin' On The Sun	42	
42	SUGAR RAY/Fly	40	
41	CHUMBAWAMBA/Tubthumping	41	
36	SARAH MCLACHLAN/Building A Mystery	44	
37	BOYZ II MEN/4 Seasons Of...	42	
37	MATCHBOX 20/Push	43	
34	SAVAGE GARDEN/Truly Madly Deeply	29	
33	MATCHBOX 20/3am	28	
32	JANET/Together Again	31	
31	ROBYN/Show Me Love	32	
31	TONIC/If You Could Only...	30	
31	ROBYN/Show Me Love	31	
31	BACKSTREET BOYS/As Long As You...	20	
31	AMY GRANT/Takes A Little Time	32	
31	BRYAN ADAMS/Back To You	27	
31	ELTON JOHN/Something About...	33	
26	LISA LOEB/Do	26	
16	BILLIE MYERS/Kiss The Rain	-	
27	FIONA APPLE/Criminal	24	
27	CELINE DION/My Heart Will Go On	-	
26	THIRD EYE BLIND/How's It Going To Be	14	
17	MEREDITH BROOKS/What Would Happen	14	
29	PAULA COLE/Don't Want To Wait	44	
13	GREEN DAY/Time Of Your Life...	13	
13	ALANA DAVIS/32 Flavors	12	
13	BLESSID UNION/Light In Your Eyes	14	
13	HANSON/Mmm Bop	11	
9	LAUREN CHRISTY/Magazine	11	
16	OMC/How Bizarre	13	
14	SISTER HAZEL/All For You	14	
14	DUNCAN SHEIK/Barely Breathing	-	
14	NO MERCY/Where Do You Go	-	
5	LOREENA MCKENITT/The Mummers' Dance	-	
7	SARAH MCLACHLAN/Sweet Surrender	-	
13	THIRD EYE BLIND/Semi-Charmed Life	-	
14	LA BOUTCH/Sweet Dreams	-	
12	HOOTIE & BLOWFISH/Only Wanna Be...	-	
12	OISH/WALLA/Counting Blue Cars	-	
12	DAVE MATTHEWS BAND/Crash Into Me	-	
14	WALLFLOWERS/One Headlight	-	
11	MARIAH CAREY/Honey	-	

MARKET #41			
KISS 98.5			
WKSE/Buffalo (716) 884-5101 O'Neil/Universat			
PLAYS	ARTIST/TITLE	SW	4W
43	SMASH MOUTH/Walkin' On The Sun	44	
34	SAVAGE GARDEN/Truly Madly Deeply	25	
39	INOJ/Love You Down	51	
54	BOYZ II MEN/4 Seasons Of...	19	
54	MATCHBOX 20/3am	21	
53	CHUMBAWAMBA/Tubthumping	57	
53	USHER/You Make Me Wanna...	57	
43	ROBYN/Show Me Love	40	
43	SUGAR RAY/Fly	57	
41	LEANN RIMES/How Do I Live	56	
41	ROCKELL/In A Dream	35	
41	BACKSTREET BOYS/As Long As You...	31	
41	ALLURE/All Cried Out	49	
26	JANET/Together Again	25	
37	NOTORIOUS B.I.G./Mo Money Mo Problems	54	
37	SOMETHIN' FOR.../My Love Is The Shhh!	28	
35	NU FLAVOR/Heaven	22	
34	MATCHBOX 20/Push	38	
26	LL COOL J/Phenomenon	27	
23	LOS UMBRELLOS/No Tengo Dinero	19	
25	WILL SMITH/Gettin' Jiggy Wit It	18	
25	K-Ci & JOJ0/All My Life	-	
25	MEREDITH BROOKS/What Would Happen	-	
21	ALL SAINTS/ Know Where It's At	-	
21	BOYZ II MEN/4 Seasons Of...	-	
22	LE CLUCK/Don't Go	-	
22	N-TRANCE/Do Ya Think I'm Sexy	-	
24	LISA LOEB/Do	-	
20	MASE/Feel So Good	-	
19	UNCLE SAM/I Don't Ever Want...	-	
19	'N SYNC/If You Want You Back	-	
18	PAULA COLE/Don't Want To Wait	-	
18	AALIYAH/The One I Gave My...	-	
18	ALEXIA/Number 1	-	
32	TONIC/If You Could Only...	-	
32	MARIAH CAREY/Honey	-	
16	OMC/How Bizarre	-	
16	MARK MORRISON/Return Of The Mack	-	
16	WILL SMITH/Men In Black	-	
13	WALLFLOWERS/One Headlight	-	

MARKET #42			
KISS 95.7			
WKSS/Hartford (860) 524-7819 Jones/McGowan			
PLAYS	ARTIST/TITLE	SW	4W
11	SAVAGE GARDEN/Truly Madly Deeply	32	
67	LEANN RIMES/How Do I Live	45	
69	CHUMBAWAMBA/Tubthumping	60	
68	USHER/You Make Me Wanna...	29	
63	SUGAR RAY/Fly	58	
64	SMASH MOUTH/Walkin' On The Sun	46	
49	BACKSTREET BOYS/As Long As You...	33	
47	INOJ/Love You Down	44	
47	ROBYN/Do You Know (What...)	42	
47	NOTORIOUS B.I.G./Mo Money Mo Problems	46	
47	TONIC/If You Could Only...	55	
47	MATCHBOX 20/Push	59	
42	ROBYN/Show Me Love	39	
42	JANET/Together Again	28	
42	BOYZ II MEN/4 Seasons Of...	-	
42	NU FLAVOR/Heaven	-	
43	ALLURE/All Cried Out	-	
35	K-Ci & JOJ0/All My Life	-	
35	AZ YET/Hard To Say I'm...	-	
34	PAULA COLE/Don't Want To Wait	-	
33	ALL SAINTS/ Know Where It's At	-	
33	LISA LOEB/Do	-	
20	CELINE DION/My Heart Will Go On	-	
26	MASE/Feel So Good	-	
20	SOMETHIN' FOR.../My Love Is The Shhh!	-	
13	SHE MOVES/Breaking All...	-	
18	DIANA KING/L-L-Lies	-	
5	AEROSMITH/Pink	-	
17	WILL SMITH/Gettin' Jiggy Wit It	-	
13	BRYAN ADAMS/Back To You	-	
12	LUTRICIA MCNEAL/Ain't That Just...	-	
12	SARAH MCLACHLAN/Sweet Surrender	-	
7	MEREDITH BROOKS/What Would Happen	-	
5	SISTER HAZEL/Happy	-	
6	UNCLE SAM/I Don't Ever Want...	-	
5	THIRD EYE BLIND/How's It Going To Be	-	
5	OLIVE/You're Not Alone	-	
5	LAUREN CHRISTY/Magazine	-	

MARKET #44			
theRiver 107.5FM			
WRVW/Nashville (615) 664-2400 Quinn/Peace			
PLAYS	ARTIST/TITLE	SW	4W
57	CHUMBAWAMBA/Tubthumping	52	
52	ROBYN/Show Me Love	32	
55	MATCHBOX 20/Push	57	
55	PAULA COLE/Don't Want To Wait	30	
54	SUGAR RAY/Fly	54	
38	SMASH MOUTH/Walkin' On The Sun	15	
35	AMY GRANT/Takes A Little Time	26	
35	TONIC/If You Could Only...	54	
35	SAVAGE GARDEN/Truly Madly Deeply	23	
33	LISA LOEB/Do	34	
32	THIRD EYE BLIND/Semi-Charmed Life	35	
32	LEANN RIMES/How Ob I Live	32	
32	ELTON JOHN/Something About...	33	
31	MEREDITH BROOKS/What Would Happen	24	
31	SISTER HAZEL/All For You	34	
30	BACKSTREET BOYS/As Long As You...	14	
28	BLESSID UNION/Light In Your Eyes	7	
29	BRYAN ADAMS/Back To You	24	
25	SARAH MCLACHLAN/Building A Mystery	20	
25	GREEN DAY/Time Of Your Life...	10	
23	MATCHBOX 20/3am	16	
22	SHERYL CROW/A Change Would Do...	35	
21	DUNCAN SHEIK/Barely Breathing	19	
21	NO DOUBT/Don't Speak	17	
22	WALLFLOWERS/One Headlight	19	
20	SHAWN COLVIN/Sunny Came Home	34	
19	JEWEL/Foolish Games	54	
18	ROBYN/Do You Know (What...)	23	
18	SISTER HAZEL/Happy	-	
13	THIRD EYE BLIND/How's It Going To Be	-	
13	AEROSMITH/Pink	-	
12	FIONA APPLE/Criminal	-	
12	ALANA DAVIS/32 Flavors	-	
12	BILLIE MYERS/Kiss The Rain	-	
11	SARAH MCLACHLAN/Sweet Surrender	-	
12	EN VOEGUE/Don't Let Go (Love)	-	
12	WALLFLOWERS/The Difference	-	
11	SHERYL CROW/Everyday Is...	-	
12	SAVAGE GARDEN/Truly Madly Deeply	-	
11	OMC/How Bizarre	-	

MARKET #45			
WKSL			
WKSL/Memphis (901) 375-9324 Taylor/Cole			
PLAYS	ARTIST/TITLE	SW	4W
69	ROBYN/Show Me Love	73	
73	CHUMBAWAMBA/Tubthumping	75	
72	USHER/You Make Me Wanna...	71	
71	BACKSTREET BOYS/As Long As You...	59	
71	INOJ/Love You Down	72	
69	MATCHBOX 20/3am	41	
69	SAVAGE GARDEN/Truly Madly Deeply	28	
69	BOYZ II MEN/4 Seasons Of...	70	
68	ALLURE/All Cried Out	-	
68	CELINE DION/My Heart Will Go On	-	
45	JANET/Together Again	41	
45	SMASH MOUTH/Walkin' On The Sun	49	
48	SUGAR RAY/Fly	48	
48	NU FLAVOR/Heaven	50	
48	SOMETHIN' FOR.../My Love Is The Shhh!	47	
48	WILL SMITH/Gettin' Jiggy Wit It	21	
39	K-Ci & JOJ0/All My Life	35	
39	MASE/Feel So Good	15	
33	MATCHBOX 20/Push	42	
28	NO AUTHORITY/Don't Stop Here It's At	-	
28	ALL SAINTS/ Know Where It's At	-	
18	OLIVE/You're Not Alone	-	
18	SPACE MONKEYS/Sugar Cane	-	
34	BACKSTREET BOYS/Cried Out	-	
10	SPICE GIRLS/Too Much	-	
10	JEWEL/Foolish Games	-	
10	GOD'S PROPERTY/Stamp	-	
10	LOREENA MCKENITT/The Mummers' Dance	-	
13	AZ YET/Hard To Say I'm...	-	
13	UNCLE SAM/I Don't Ever Want...	-	

MARKET #47			
98PXY			
WPXY/Rochester, NY (716) 239-7440 Ingram/Rice			
PLAYS	ARTIST/TITLE	SW	4W
66	CHUMBAWAMBA/Tubthumping	58	
53	JEWEL/Foolish Games	56	
54	SUGAR RAY/Fly	55	
55	LEANN RIMES/How Do I Live	54	
52	ROBYN/Show Me Love	47	
54	PAULA COLE/Don't Want To Wait	35	
43	SISTER HAZEL/All For You	46	
36	SAVAGE GARDEN/Truly Madly Deeply	46	
45	BACKSTREET BOYS/Quit Playing...	44	
37	BACKSTREET BOYS/As Long As You...	33	
37	SMASH MOUTH/Walkin' On The Sun	-	
37	CELINE DION/My Heart Will Go On	-	
33	WILL SMITH/Men In Black	-	
32	MATCHBOX 20/Push	-	
23	BILLIE MYERS/Kiss The Rain	-	
23	OMC/How Bizarre	-	
15	MATCHBOX 20/3am	-	
29	THIRD EYE BLIND/Semi-Charmed Life	-	
22	JOCK JAM/Jock Jam	-	
28	NOTORIOUS B.I.G./Mo Money Mo Problems	-	
27	USHER/You Make Me Wanna...	-	
30	JIMMY RAY/Are You Jimmy Ray?	-	
21	LISA LOEB/Do	-	
22	TONIC/If You Could Only...	-	
10	LOS UMBRELLOS/No Tengo Dinero	-	
11	BRYAN ADAMS/Back To You	-	
23	ROBYN/Do You Know (What...)	-	
24	BLESSID UNION/Wanna Be There	-	
11	ELTON JOHN/Something About...	-	
17	PUFF DADDY/'Til I'm Missing You	-	
16	LOREENA MCKENITT/The Mummers' Dance	-	
16	CELINE DION/To Love You More	-	
23	JANET/Together Again	-	
12	AEROSMITH/Pink	-	
16	MEREDITH BROOKS/What Would Happen	-	
7	MASE/Feel So Good	-	
10	FIONA APPLE/Criminal	-	
9	DIANA KING/L-L-Lies	-	
11	SOMETHIN' FOR.../My Love Is The Shhh!	-	
7	BLESSID UNION/Light In Your Eyes	-	

MARKET #48			
Q105			
WDCC/Raleigh (919) 871-1051 Burns/Taylor/Edge			
PLAYS	ARTIST/TITLE	SW	4W
52	EDWIN MCCAINT/II Be	54	
54	MATCHBOX 20/3am	55	
49	SEVEN MARY THREE/Lucky	51	
55	CHUMBAWAMBA/Tubthumping	52	
48	MARCY PLAYGROUND/Sex And Candy	37	
14	VERVE/Bitter Sweet...	14	
35	BEN FOLDS FIVE/Brick	35	
45	SARAH MCLACHLAN/Sweet Surrender	23	
45	PAULA COLE/Don't Want To Wait	25	
39	FIONA APPLE/Criminal	48	
37	JONATHAN BROOKE/Crumbs	24	
37	GREEN DAY/Time Of Your Life...	27	
34	INDIGO GIRLS/Shame On You	19	
23	SMASH MOUTH/Walkin' On The Sun	57	
21	LOREENA MCKENITT/The Mummers' Dance	-	
22	PAULA COLE/Me	-	
23	TOAD THE WET.../Crazy Life	-	
19	CHANTAL KREVIJAZUK/Surrounded	-	
14	G. LOVE & SPECIAL.../Stepping Stones	-	
16	FAR TO JOONES/As Good As You	-	
13	EVERCLEAR/Everything To	-	
12	BECK/Deadweight	-	
16	BARENAKED LADIES/Brian Wilson	-	
19	SUGAR RAY/Fly	-	
15	OUR LADY PEACE/Climsy	-	
17	SISTER HAZEL/All For You	-	
15	JEWEL/Foolish Games	-	
13	TONIC/If You Could Only...	-	
14	MATCHBOX 20/Push	-	
15	VERVE PIPE/The Freshmen	-	
11	DAVE MATTHEWS BAND/Tipping Bilites	-	
10	CORNERSHOP/Brimful Of Asha	-	
10	WALLFLOWERS/One Headlight	-	
16	THIRD EYE BLIND/Semi-Charmed Life	-	
18	SARAH MCLACHLAN/Building A Mystery	-	
10	DAVE MATTHEWS BAND/Crash Into Me	-	
10	SHERYL CROW/A Change Would Do...	-	
10	BARENAKED LADIES/The Old Apartment	-	

MARKET #50			
KHF			
KHFI/Austin (512) 474-9233 Kelly/Basenberg			
PLAYS	ARTIST/TITLE	SW	4W
68	USHER/You Make Me Wanna	70	
69	SAVAGE GARDEN/Truly Madly Deeply	63	
69	NOTORIOUS B.I.G./Mo Money Mo Problems	25	
72	INOJ/Love You Down	52	
72	CHUMBAWAMBA/Tubthumping	71	
50	ALLURE/All Cried Out	43	
43	BACKSTREET BOYS/As Long As You...	38	
42	JANET/Together Again	44	
39	SOMETHIN' FOR.../My Love Is The Shhh!	27	
41	SUGAR RAY/Fly	71	
34	MATCHBOX 20/3am	36	
35	WILL SMITH/Men In Black	34	
22	CELINE DION/My Heart Will Go On	-	
20	GREEN DAY/Time Of Your Life...	-	
32	LEANN RIMES/How Do I Live	-	
32	JEWEL/Foolish Games	-	
31	PUFF DADDY/'Til I'm Missing You	-	
26	CARDIGANS/Loveful	-	
26	WALLFLOWERS/One Headlight	-	
26	BLACKSTREET/No Diggity	-	
23	MASE/Feel So Good	-	
23	NO DOUBT/Don't Speak	-	
22	EN VOEGUE/Don't Let Go (Love)	-	
15	BOYZ II MEN/A Song For Mama	-	
13	BABYFACE/Every Time I...	-	
16	K-Ci & JOJ0/All My Life	-	
18	ALL SAINTS/ Know Where It's At	-	
17	UNCLE SAM/I Don't Ever Want...	-	
16	SPICE GIRLS/Too Much	-	
16	JEWEL/You Were Meant...	-	
15	JIMMY RAY/Are You Jimmy Ray?	-	

MARKET #51			
WAVE-FM			
WAPE/Jacksonville (904) 642-1055 Thomas/Mann			
PLAYS	ARTIST/TITLE	SW	4W
66	CHUMBAWAMBA/Tubthumping	68	



CHR/RHYTHMIC TOP 50

JANUARY 16, 1998

5W	4W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	4W	5W	
6	5	2	1	K-CI & JOJO All My Life (MCA)	2349	2028	1761	1393	44/1
1	1	1	2	USHER You Make Me Wanna... (LaFace/Arista)	2239	2262	2568	2590	42/0
3	3	4	3	LSG My Body (EastWest/EEG)	2071	1860	1939	1873	42/1
4	4	5	4	UNCLE SAM I Don't Ever Want To See You Agian (Stonecreek/Epic)	1770	1719	1864	1675	40/1
2	2	3	5	SOMETHIN' FOR THE PEOPLE My Love Is... (Warner Bros.)	1767	1985	2433	2450	39/0
30	16	6	6	USHER Nice & Slow (LaFace/Arista)	1758	1416	937	554	43/3
5	6	7	7	MISSY "MISDEMEANOR" ELLIOTT Sock It 2 Me (EastWest/EEG)	1422	1315	1574	1580	35/0
11	9	8	8	BOYZ II MEN A Song For Mama (Motown)	1321	1234	1184	1040	43/1
18	15	10	9	WILL SMITH Gettin' Jiggy Wit It (Columbia)	1315	1155	950	877	36/0
14	10	11	10	JANET Together Again (Virgin)	1294	1128	1128	976	32/1
7	7	9	11	MASE Feel So Good (Bad Boy/Arista)	1213	1159	1370	1376	35/0
12	13	12	12	BACKSTREET BOYS As Long As You Love Me (Jive)	1083	1038	987	1027	28/1
16	12	13	13	SERMON, MURRAY & REDMAN Rapper's Delight (Priority)	1005	1010	1004	896	36/0
33	25	17	14	DESTINY'S CHILD No, No, No (Grass Roots/Columbia)	905	740	631	529	34/4
8	8	15	15	ALLURE All Cried Out (Track Masters/Crave)	874	934	1253	1237	24/0
19	20	14	16	ROBYN Show Me Love (RCA)	815	943	898	854	22/2
-	44	23	17	K.P. & ENVYI Swing My Way (EastWest/EEG)	784	680	421	316	29/4
20	17	16	18	ERYKAH BADU Tyrone (Kedar/Universal)	781	787	918	843	27/0
17	19	19	19	NU FLAVOR Heaven (Reprise)	776	725	904	893	19/1
44	33	18	20	CHUMBAWAMBA Tubthumping (Republic/Universal)	744	727	567	423	15/0
29	27	24	21	QUEEN PEN All My Love (Lil' Man/Interscope)	735	669	615	555	32/3
47	43	26	22	TIMBALAND & MAGOO Luv 2 Luv You (BlackGround/Atlantic)	690	560	422	353	24/0
21	23	22	23	SUGAR RAY Fly (Lava/Atlantic)	673	694	715	799	17/0
9	11	20	24	TOTAL What About Us (LaFace/Arista)	672	719	1005	1050	18/1
BREAKER			25	PUFF DADDY & THE FAMILY Been Around... (Bad Boy/Arista)	652	438	428	225	31/8
45	41	27	26	MARY J. BLIGE A Dream (Arista)	625	554	432	413	16/0
34	29	25	27	DRU HILL 5 Steps (Island)	593	563	606	527	22/0
-	39	30	28	BUSTA RHYMES Dangerous (Elektra/EEG)	589	546	437	294	26/2
31	34	31	29	DRU HILL We're Not Making Love No More (LaFace/Arista)	566	482	564	541	16/0
15	18	21	30	JON B. Are U Still Down? (Yab Yum/550 Music)	536	710	915	907	18/0
13	22	28	31	BOYZ II MEN 4 Seasons Of Loneliness (Motown)	500	549	794	977	17/0
-	-	33	32	WYCLEF JEAN Gone Till November (Ruffhouse/Columbia)	497	444	250	191	25/2
10	14	29	33	NEXT Butta Love (Divine Mill/Arista)	487	547	965	1042	16/0
50	47	38	34	KAI Say You'll Stay (Tidal Wave/Geffen)	470	402	386	335	17/1
26	31	36	35	L.L. COOL J Father (Def Jam/Mercury)	468	426	603	584	23/0
35	35	35	36	BUSTA RHYMES Put Your Hands Where My... (Elektra/EEG)	455	433	464	510	17/0
-	-	41	37	SMASH MOUTH Walkin' On The Sun (Interscope)	434	343	202	205	9/0
39	36	43	38	LEANN RIMES How Do I Live (Curb)	430	337	456	447	13/1
DEBUT			39	CELINE DION My Heart Will Go On (550 Music)	426	233	41	33	14/5
-	-	-	40	MARIAH CAREY f/BONE THUGS... Breakdown (Columbia)	408	257	212	214	23/10
-	-	44	41	LUTRICIA MCNEAL Ain't That Just The Way (Crave)	405	329	290	235	18/0
27	32	32	42	2PAC I Wonder If Heaven Got A Ghetto (Amaru/Jive)	372	453	599	573	14/0
DEBUT			43	BRIAN MCKNIGHT Anytime (Mercury)	369	253	164	147	22/7
25	26	37	44	MACK 10 Backyard Boogie (Priority)	358	417	616	586	13/0
DEBUT			45	MASE f/TOTAL What You Want (Bad Boy/Arista)	356	183	163	151	20/12
22	24	40	46	AALIYAH The One I Gave My Heart To (BlackGround/Atlantic)	337	357	649	770	11/0
37	45	39	47	LOS UMBRELLOS No Tengo Dinero (Flex/Virgin)	328	357	410	474	12/2
DEBUT			48	SPICE GIRLS Too Much (Virgin)	307	127	22	-	17/7
-	-	50	49	WC Just Clownin' (Payday/FFRR/Red Ant)	307	263	261	210	17/1
-	48	45	50	DIANA KING L-L-Lies (Work)	295	315	371	320	11/0

This chart reflects airplay from January 5-11. Songs ranked by total plays. Highlighted songs indicate Breaker.

49 CHR/Rhythmic reporters. 48 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

BREAKERS®

PUFF DADDY & THE FAMILY
Been Around The World (Bad Boy/Arista)

TOTAL PLAYS/INCREASE: 652/214
TOTAL STATIONS/ADDS: 31/8
CHART: 25

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
SWV Rain (RCA)	15
MASE f/TOTAL What You Want (Bad Boy/Arista)	12
MARIAH CAREY f/BONE THUGS... Breakdown (Columbia)	10
NEXT Too Close (Divine Mill/Arista)	9
'N SYNC I Want You Back (RCA)	8
PUFF DADDY & THE FAMILY Been Around... (Bad Boy/Arista)	8
BRIAN MCKNIGHT Anytime (Mercury)	7
SPICE GIRLS Too Much (Virgin)	7
ALL SAINTS I Know Where It's At (London/Island)	5
CELINE DION My Heart Will Go On (550 Music)	5

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
USHER Nice & Slow (LaFace/Arista)	+342
K-CI & JOJO All My Life (MCA)	+321
PUFF DADDY & THE FAMILY Been Around... (Bad Boy/Arista)	+214
LSG My Body (EastWest/EEG)	+211
CELINE DION My Heart Will Go On (550 Music)	+193
SPICE GIRLS Too Much (Virgin)	+180
MASE f/TOTAL What You Want (Bad Boy/Arista)	+173
JANET Together Again (Virgin)	+166
DESTINY'S CHILD No, No, No (Grass Roots/Columbia)	+165
ALL SAINTS I Know Where It's At (London/Island)	+161

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NOTORIOUS B.I.G. Mo Money Mo Problems (Bad Boy/Arista)	
INOJ Love You Down (So So Def/Columbia)	
MARY J. BLIGE Everything (MCA)	
MARK MORRISON Return Of The Mack (Atlantic)	
PUFF DADDY & FAITH EVANS f/112 'I'll Be Missing... (Bad Boy/Arista)	
WILL SMITH Men In Black (Columbia)	
ROME I Belong To You (Every Time I See...) (Grand Jury/RCA)	
BLACKSTREET No Diggity (Interscope)	
BLACKSTREET Don't Leave Me (Interscope)	
EN VOGUE Don't Let Go (Love) (EastWest/EEG)	

Breakers: Songs registering 500 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

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HIP HOP TOP 20

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS TW	LW	TOTAL STATIONS/ADDS
1	1	TIMBALAND & MAGOO Luv 2... (BlackGround/Atlantic)	3055	2761	106/0
2	2	SERMON, MURRAY & REDMAN Rapper's Delight (Priority)	2873	2702	118/3
4	3	WILL SMITH Gettin' Jiggy Wit It (Columbia)	2787	2491	107/2
3	4	2PAC I Wonder If Heaven Got A... (Amaru/Jive)	2673	2634	97/0
5	5	BUSTA RHYMES Dangerous (Elektra/EEG)	2571	2243	110/3
9	6	MASE F/TOTAL What You Want (Bad Boy/Arista)	2253	1717	106/12
7	7	QUEEN PEN All My Love (Li'l Man/Interscope)	2153	1855	105/4
11	8	K.P. & ENVYI Swing My Way (EastWest/EEG)	1851	1474	85/8
10	9	SAM SALTER It's On Tonight (LaFace/Arista)	1835	1697	76/2
6	10	L.L. COOL J Father (Def Jam/Mercury)	1762	1994	86/1
8	11	MASE Feel So Good (Bad Boy/Arista)	1644	1778	58/0
14	12	MASTER P Make 'Em Say Ugh (No Limit/Priority)	1495	1212	81/4
—	13	WYCLEF JEAN Gone Till November (Ruffhouse/Columbia)	1311	1122	74/6
13	14	STING F/PUFF DADDY Roxanne '97 (A&M)	1303	1395	65/1
16	15	MASTER P Scream (Dimension/Capitol)	1209	1095	65/2
12	16	RAKIM Guess Who's Back (Universal)	1076	1446	58/0
15	17	BUSTA RHYMES Put Your Hands Where My... (Elektra/EEG)	1072	1117	39/0
20	18	OUTKAST W/CEE-LO In Due Time (LaFace/Arista)	1018	847	67/4
19	19	BONE THUGS-N-HARMONY Body Rocc (Ruthless/Relativity)	917	927	66/2
—	20	PUFF DADDY & THE FAMILY Been Around... (Bad Boy/Arista)	900	786	44/8

This chart reflects airplay from January 5-11. 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

ALL SAINTS I Know Where It's At (London/Island) Total Plays: 288, Total Stations: 20, Adds: 5	MASTER P Make 'Em Say Ugh (No Limit/Priority) Total Plays: 184, Total Stations: 10, Adds: 1
MILITIA Bum (Red Ant) Total Plays: 287, Total Stations: 15, Adds: 1	2PAC Do For Love (Amaru/Jive) Total Plays: 176, Total Stations: 6, Adds: 3
SAVAGE GARDEN Truly Madly Deeply (Columbia) Total Plays: 279, Total Stations: 9, Adds: 2	NEXT Too Close (Divine Mill/Arista) Total Plays: 171, Total Stations: 19, Adds: 9
SNOOP DOGGY DOGG We Just Wanna Party... (Columbia) Total Plays: 272, Total Stations: 8, Adds: 0	MARY J. BLIGE Seven Days (MCA) Total Plays: 164, Total Stations: 6, Adds: 3
BORN JAMERICANS Send You My Love (Delicious Vinyl/Red Ant) Total Plays: 259, Total Stations: 7, Adds: 1	FRUIT DELA PASSION Tic Tic Tak (Aureus) Total Plays: 147, Total Stations: 8, Adds: 1
RAKIM Guess Who's Back (Universal) Total Plays: 255, Total Stations: 10, Adds: 0	AQUA Lollipop (Candyman) (MCA) Total Plays: 140, Total Stations: 5, Adds: 0
HANSON I Will Come To You (Mercury) Total Plays: 233, Total Stations: 6, Adds: 0	FIRM Phone Tap (Trackmasters/After/Interscope) Total Plays: 134, Total Stations: 4, Adds: 0
SWV Rain (RCA) Total Plays: 212, Total Stations: 18, Adds: 15	2PAC F/OUTLAWZ Lost Souls (Death Row/Priority) Total Plays: 133, Total Stations: 6, Adds: 0
KINSUI Pha Hop (Blunt/TVT) Total Plays: 208, Total Stations: 7, Adds: 1	GINUWINE Only When U R Lonely (550 Music) Total Plays: 128, Total Stations: 6, Adds: 0
KIM SANDERS Jealousy (Dancin' Music/Island) Total Plays: 207, Total Stations: 10, Adds: 0	LIL' KIM Money Talks (Arista) Total Plays: 126, Total Stations: 3, Adds: 0



NEXT STOP, RIVERSIDE — It's never "Too Close" for comfort is what staffers at KGGI/Riverside were thinking when Arista recording artist Next came by the studios to show a little love. Pictured in the comfort zone are (l-r) Next's T-Low, Arista West Coast Reg. Dir. Pop/Promo Joe Reichling, Next's Tweety, GGI PD Diana Laird, and Next's R.L.

NEW RELEASES

ADDS JANUARY 20

Jagged Edge	"Gotta Be" (So So Def/Columbia)
Ricky Jones	"Still In Love" (Cherry/Universal)
LSG	"Curious" (EastWest/EEG)
Snoop Doggy Dog	"Ride On (Caught On)" (Noo Trybe/Virgin)
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: Jackle James OL SKOOL "Dreaming" SWV "Rain"	WKXJ/Chatanooga, TN Station Mgr.: Roy Jaynes PD/MD: Bobby Corona SAVAGE GARDEN "Truly" ALL SAINTS "Know" NEXT "Close" SWV "Rain"	KPRR/El Paso, TX PD/MD: John Candelaria 21 SPICE GIRLS "Much" SAVAGE GARDEN "Truly" ALL SAINTS "Know" NEXT "Close"	WJBT/Jacksonville, FL PD: Dave Wynter MD: Tiffany Green 22 NOTORIOUS B.I.G. "Nasty" 21 MASE F/TOTAL "What" 21 MASE "Rain" 20 SWV "Rain" MARY J. BLIGE "Seven" MARIAM CAREY "Breakdown"	WFHN/New Bedford, MA PD: Jim Reitz APD/MD: Kevin Palana MARIAM CAREY "Breakdown" MARIAM CAREY "Breakdown" PUFF DADDY & FAMILY "Been" BRIAN MCKNIGHT "Anytime"	WWKX/Providence, RI MD: Sandy B. 65 JANET "Together" 34 JAGGED EDGE "Gotta" 23 NEXT "Close" 11 JAY-Z "Dip" 10 MASE F/TOTAL "What" 5 OL SKOOL "Dreaming" 4 MARIAM CAREY "Breakdown"	KTFM/San Antonio, TX PD: Cliff Tredway MD: Steve Chavez NEXT "Close"	KWIN/Stockton, CA APD: Stacy Lynn 15 KYMAH MARLEY "Gotta" MASE F/TOTAL "What" SWV "Rain" BRIAN MCKNIGHT "Anytime" N SYNC "Want" ALANA DAVIS "Flavors" MARTHA WASH F/RUPAUL "Raming"
KYLZ/Albuquerque, NM PD: Mark Allen APD/MD: Robb Royale DESTINY'S CHILD "No" SWV "Rain" NEXT "Close"	WBBM/Chicago, IL PD: Todd Cavanah MD: Erik Bradley 16 CELINE DION "Heart" 14 BACKSTREET BOYS "Everybody" 11 ALL SAINTS "Know" 10 USHER "Nice" SPICE GIRLS "Much"	KBOS/Fresno, CA PD: Steve Wall DESTINY'S CHILD "No" QUEEN PEN "Love" NEXT "Close"	KLUC/Las Vegas, NV PD: Cal Thomas MD: Melissa Stelas PUFF DADDY & FAMILY "Been" NU FLAVOR "Heaven" SYLK 130 "Last"	WKTU/New York, NY PD: Frankie Blue APD/MD: Andy Shane NU FLAVOR "Heaven"	KWNZ/Reno, NV PD: Jeff Davis APD/MD: Bill Shakespeare CELINE DION "Heart" BRIAN MCKNIGHT "Anytime" N SYNC "Want" MATCHBOX 20 "3am"	KHTS/San Diego, CA PD: Todd Shannon APD: Ron Geronimo MD: Hitman Hayes 31 TOTAL "What" 27 N SYNC "Want" 7 CELINE DION "Heart" 5 WYCLEF JEAN "November" K.P. & ENVYI "Swing" QUEEN PEN "Love"	WPGC/Washington, DC PD: Jay Stevens MD: Maurice Devoe 11 LSG "Times" 8 BUSTA RHYMES "Dangerous"
KISV/Bakersfield, CA PD: Mark Feather MD: Mickey Fuentes BACKSTREET BOYS "Long" ROBYN "Show" QUEEN PEN "Love" NEXT "Close" USHER "Nice"	KZFM/Corpus Christi, TX PD: Ed Deanas SPICE GIRLS "Much" ALL SAINTS "Know" PUFF DADDY & FAMILY "Been" WYCLEF JEAN "November" MARIAM CAREY "Breakdown"	WJMH/Greensboro, NC PD: Brian Douglas MD: Mary Kay No Adds	KPWR/Los Angeles, CA PD: Michelle Mercer MD: Damien Young 15 ICE CUBE "Clubbin" MASE F/TOTAL "What" SNOOP & KURUPT "Ride"	WQHT/New York, NY PD: Steve Smith APD/MD: Tracy Cioherly 19 PUFF DADDY "Victory" 18 QUEEN PEN "Man" 17 MASE F/TOTAL "What" 14 NOTORIOUS B.I.G. "Nasty"	KGGI/Riverside, CA PD: Diana Laird APD/MD: Jesse Duran 4 ALL SAINTS "Know" 2 SWV "Rain" 2 BOYZ II MEN "Song" 2 BRIAN MCKNIGHT "Anytime"	XHTZ/San Diego, CA DM/MD: Lisa Vazquez MD: Dale Soltivan 40 MASE F/TOTAL "What" 14 MARIAM CAREY "Breakdown" SWV "Rain"	KDGS/Wichita, KS PD: Steve Dorrell APD: Ricardo Cherry MD: A.J. Jones 33 MASE F/TOTAL "What" 17 PUFF DADDY & FAMILY "Benjamins" 13 BROOKLYN BOUNCE "Bounce" 9 MARIAM CAREY "Breakdown" 9 KYMAH MARLEY "Gotta" N SYNC "Want"
KKXX/Bakersfield, CA PD: Chris Squires MD: Tony Manes No Adds	WBTT/Dayton, OH OM: Jeff Ballentine APD/MD: Raye Kimberlin ALL SAINTS "Know" ROBYN "Show"	KIKI/Honolulu, HI PD: Alan Oda MD: Richie Aquil 64 REAL ONE "Pina" 31 MARIAM CAREY "Breakdown" 30 CELINE DION "Heart" 14 PUFF DADDY & FAMILY "Been"	WPOW/Miami, FL PD: Kid Curry MD: Phil Jones 23 LE CLICK "Don't" 23 LSG "Body" 21 USHER "Nice" 17 ROCKELL "It" 6 PUFF DADDY & FAMILY "Been" 3 MASTER P "Ugh" ANGELINA "Mambo"	KCHA/Odessa-Midland, TX PD/MD: Leo Caro 29 MARIAM CAREY "Breakdown" BRIAN MCKNIGHT "Anytime" FRUIT DELA PASSION "Tic" MILITIA "Bum"	WJJS/Roanoke, VA PD: David Lee Michaels MD: Melissa Morgan 18 SPICE GIRLS "Much" SWV "Rain" BUSTA RHYMES "Dangerous" K.P. & ENVYI "Swing"	KMEL/San Francisco, CA PD: Joey Arbage 15 KAI "Say" 8 2PAC "Do" 8 MISSY ELLIOTT "Beep" 5 MARY J. BLIGE "Seven"	KYLD/San Francisco, CA PD: Michael Martin APD/MD: Jazzy Jim Archer 25 KINSUI "Hot" ICE CUBE "Clubbin" NEXT "Close"
WERQ/Baltimore, MD PD: Tom Calococci APD: Frank Ski MD: Darren Brin 22 MASE F/TOTAL "What" 16 SWV "Rain" 13 MISSY ELLIOTT "Beep" 11 MARY J. BLIGE "Seven"	KOKS/Denver, CO PD: Rick Stacy MD: Jennifer Wilde 22 KYMAH MARLEY "Gotta" 21 MARIAM CAREY "Breakdown" 15 SWV "Rain" 1 DESTINY'S CHILD "No"	KIBX/Houston, TX PD: Rob Scorpio MD: Greg Head 22 LSG F/L "Curious" 17 OL SKOOL "Dreaming" 17 K.P. & ENVYI "Swing"	KHTN/Merced, CA PD: Pete Jones MD: Mark Medina 29 MARIAM CAREY "Breakdown" 13 MASE F/TOTAL "What" SPICE GIRLS "Much" SWV "Rain" CELINE DION "Heart" JIMMY RAY "Jimmy"	KCAQ/Oxnard, CA PD: Dan Garite APD/MD: Jacque Gonzales James 26 ICE CUBE "Clubbin" SWV "Rain" DAVINA "Good" SOMETHIN' FOR "All"	KSFM/Sacramento, CA PD: Bob West MD: Trejo BRIAN MCKNIGHT "Anytime"	KUBE/Seattle, WA PD: Mike Tierney APD: Eric Powers PUFF DADDY & FAMILY "Been" MASE F/TOTAL "What" 2PAC "Do" SOMETHIN' FOR "All"	WJMN/Boston, MA PD: Cadillac Jack McCartney APD/MD: Cat Collins MASE F/TOTAL "What"
WBHJ/Birmingham, AL PD: Mickey Johnson APD/MD: Daysa Parker 43 SWV "Rain" 40 DESTINY'S CHILD "No" 22 MISSY ELLIOTT "Beep" 11 DAVINA "Good"	WDRQ/Detroit, MI PD: Lisa Rodman APD/MD: Jimi Jamm 11 SPICE GIRLS "Become" 5 LEANN RIMES "How" LOS UMBRELLS "Tengo"	WHHH/Indianapolis, IN PD: Scott Wheeler MD: Carl Frye 13 PUFF DADDY & FAMILY "Been" 9 SWV "Rain" NEXT "Close" SPICE GIRLS "Much"	KDON/Monterey, CA PD: Scooter B. Stevens 22 K.C. & JOJO "Lil" 14 TORI "Seductive" 11 WC "Downin" N SYNC "Want"	KPSI/Palm Springs, CA PD: Mike Keane MD: Bobby Sato 5 BORN JAMERICANS "Send" NEXT "Close" BRIAN MCKNIGHT "Anytime" K.P. & ENVYI "Swing" LSG F/L "Curious" PUFF DADDY & FAMILY "Been"	WOCQ/Salisbury, MD PD: Marilou MD: Marilou 10 MASE F/TOTAL "What" NEXT "Close" BRIAN MCKNIGHT "Anytime" N SYNC "Want"	49 Total Reporters 49 Current Reporters 48 Current Playlists Frozen (1): KKFR/Phoenix, AZ	

CHR/RHYTHMIC PLAYLISTS

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

MARKET #1
WKTU/New York
(201) 420-3700
Blue/Shane

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
23	25	62	60		SELENA/Dreaming Of You
22	45	62	60		JANET/Together Again
25	34	64	57		RICKY MARTIN/Maria
49	55	67			AMBER/One More Night
46	36	62	45		SUGAR RAY/Fly
37	34	41	37		USHER/You Make Me Wanna...
11	-	7	36		CELINE DION/My Heart Will Go On
36	34	28	36		ULTRA NATE/Free
20	18	35	34		AALIYAH/The One I Gave My...
33	37	34	32		LOS UMBRELLOS/No Tengo Dinero
-	-	5	30		LEANN RIMES/How Do I Live
54	45	36	30		ALLURE/All Cried Out
42	31	37	30		BACKSTREET BOYS/As Long As You...
22	28	32	29		BEE GEES/Silhouettes
39	44	31	24		DIANA KING/ Say A Little...
14	20	27	24		UNCLE SAM/I Don't Ever Want...
20	23	28	22		SOMETHIN' FOR.../My Love Is The Shhh!
21	22	27	22		LUTRICIA MCNEAL/Ain't That Just...
20	21	17	20		TONI BRAXTON/Un-break My Heart
22	17	21	19		MASE/Feel So Good
-	-	27	18		INQU/Love You Down
5	11	13	18		KIM SANDERS/Jalousy
-	-	20	17		ROD/Like It
16	19	20	17		LIVIN' ON/Don't Stop Movin'
40	49	20	15		NOTORIOUS B.I.G./Mo Money Mo Problems
8	9	14			WILL SMITH/Gettin' Jiggy Wit It
37	35	13			BACKSTREET BOYS/Quit Playing...
12	15	11			DUKE/So In Love With You
36	28	18			LE CLIC/Kick Me
13	13	12			CLUB 69/Much Better
6	9	7			SIMONE JAY/Wanna B Like A Man
-	-	5	8		K-CI & JOJO/All My Life
-	-	5	8		ALL SAINTS/I Know Where It's At
-	-	5	5		LIL' SUZY/Memories
-	-	5	5		L.L. COOL J/Father
-	-	-	-		NU FLAVOR/Heaven

MARKET #1
HOT 97.3
WQHT/New York
(212) 229-9797
Smith/Cloherly

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
33	34	45	42		LORD TARIQ.../Deja Vu
30	31	39	42		DRU HILL/5 Steps
42	42	46	41		BUSTA RHYMES/Dangerous
41	42	46	41		DRU HILL/We're Not Making...
22	42	45	40		TOTAL/What About Us
24	27	44	39		MARY J. BLIGE/A Dream
33	31	46	37		MASE/Feel So Good
35	32	41	36		USHER/Nice & Slow
29	31	26	35		BOYZ II MEN/A Song For Mama
41	41	35	35		MARY J. BLIGE/Seven Days
39	42	35	32		ERYKAH BADU/Tyrene
23	23	33	31		LSG/My Body
18	16	26	30		MIC GERONIMO.../Nothin' Move But...
-	-	19	29		DESTINY'S CHILD/No, No, No
39	40	44	29		BUSTA RHYMES/Put Your Hands...
26	25	40	28		MASE/24 Hrs. To Live
37	35	22	28		OVAIN/So Good
-	-	21	26		MISSY ELLIOTT/Beep Me 911
-	-	19	25		UNCLE SAM/I Don't Ever Want...
37	38	27	25		L.L. COOL J/Father
20	16	15	23		RAKIM/Guess Who's Back
23	25	22	23		WYCLEF JEAN/Gone Till November
43	40	35	23		SOMETHIN' FOR.../My Love Is The Shhh!
-	-	18	22		SERMON, MURRAY.../Rapper's Delight
32	32	35	21		ALLURE/All Cried Out
-	-	19	17		PUFF DADDY & FAMILY/Been Around...
19	18	19	18		BIG PUN/It's Not A Player
-	-	18	18		QUEEN PEN/Man Behind The Music
-	-	17	18		MASE/F/TOTAL/What You Want
-	-	14	18		NOTORIOUS B.I.G./Nasty Boy

MARKET #2
POWER 106.5 FM
KPWR/Los Angeles
(818) 953-4200
Mercer/Young

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
71	74	70	74		SERMON, MURRAY.../Rapper's Delight
66	69	65	74		2PAC/DOGGY D/GGG/We Just Wanna...
28	-	68	74		2PAC/I Wonder If...
69	74	70	71		PUFF DADDY/Senorita
39	48	70	71		SOMETHIN' FOR.../My Love Is The Shhh!
72	73	44	48		WC/Just Clowin'
-	-	39	48		FIRM/Phone Tap
47	46	45	48		USHER/You Make Me Wanna...
-	-	45	48		TOTAL/What About Us
20	-	44	47		RAKIM/Guess Who's Back
-	-	35	41		NATE DOGG/These Days
37	39	41	41		QUEEN PEN/All My Love
36	40	38	40		WYCLEF JEAN/Gone Till November
20	39	35	39		LSG/My Body
40	36	39	38		NEXT/Butta Love
23	28	24	27		CHANGING FACES/G.H.E.T.T.O.U.T.
22	48	26	27		BONE THUGS-N-HARMONY/If I Could Teach...
-	-	25	25		ICE CUBE/We Be Clubb'n'
-	-	25	25		MACQ 10/ICE CUBE.../Only In California
69	68	24	24		MACQ 10/Backyard Boogie
46	20	25	23		NOTORIOUS B.I.G./Lovin' You Tonight
-	-	19	22		ERYKAH BADU/Tyrene
43	45	23	22		PUFF DADDY & FAMILY/Been Around...
-	-	17	21		DESTINY'S CHILD/No, No, No
-	-	15	21		MACQ 10/Can Make You Dance
20	39	15	15		TIMBALAND & MAGOO/Luv 2 Luv You
-	-	-	-		MASE/F/TOTAL/What You Want
-	-	-	-		SNOOP & KURUPT/Ride On (Caught On)

MARKET #3
B96
WBBM/Chicago
(312) 944-6000
Cavanah/Bradley

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
-	-	21	60	72	DAFT PUNK/Around The World
50	59	65	69		JANET/Together Again
71	70	64	68		USHER/You Make Me Wanna...
61	50	55	64		BOYZ II MEN/A Song For Mama
66	66	48	52		SOMETHIN' FOR.../My Love Is The Shhh!
64	63	37	48		ALLURE/All Cried Out
56	56	55	47		PUFF DADDY.../I'll Be Missing You
29	31	35	43		LEANN RIMES/How Do I Live
55	56	53	41		BOYZ II MEN/4 Seasons Of...
27	31	33	38		WILL SMITH/Gettin' Jiggy Wit It
39	33	37	35		JANET/F/Q-TIP.../Got 'Til It's Gone
40	35	33	33		MASE/Feel So Good
-	-	17	30		JEWEL/Foolish Games
38	38	30	30		NOTORIOUS B.I.G./Mo Money Mo Problems
41	42	30	29		NOTORIOUS B.I.G./You Down
-	-	28	26		PUFF DADDY & FAMILY/H's All About...
21	22	22	25		K.P. & ENYVI/Swing My Way
54	38	16	24		BACKSTREET BOYS/As Long As You...
-	-	9	18		MARIAH CAREY.../Breakdown
-	-	16	16		CELINE DION/My Heart Will Go On
26	34	7	15		CHUMBAWAMBA/Tubthumping
15	16	6	15		BUSTA RHYMES/Put Your Hands...
-	-	-	-		BACKSTREET BOYS/Everybody
-	-	-	-		11 ALL SAINTS/I Know Where It's At
-	-	-	-		10 USHER/Nice & Slow
-	-	-	-		SPICE GIRLS/Too Much

MARKET #4
KMEL JAMS
KMEL/San Francisco
(415) 538-1061
Arbagey

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
53	57	49	61		USHER/You Make Me Wanna...
36	56	59	58		2PAC/I Wonder If...
31	30	41	55		K-CI & JOJO/All My Life
58	43	56	54		TOTAL/What About Us
15	15	29	50		MILLITIA/Burn
24	30	48	46		DRU HILL/We're Not Making...
22	25	38	45		BOYZ II MEN/A Song For Mama
25	15	41	40		BRIAN MCKNIGHT/Anytime
-	-	20	30		DESTINY'S CHILD/No, No, No
16	12	16	36		TIMBALAND & MAGOO/Luv 2 Luv You
-	-	13	29		USHER/Nice & Slow
27	36	35	33		BUSTA RHYMES/Dangerous
27	17	29	30		QUEEN PEN/All My Love
-	-	33	30		K.P. & ENYVI/Swing My Way
62	58	43	30		BUSTA RHYMES/Put Your Hands...
54	45	28	33		MISSY ELLIOTT/Sock It 2 Me
14	9	26	27		MASE/Feel So Good
-	-	20	33		BACKSTREET BOYS/As Long As You...
25	34	23	25		JANET/Together Again
18	29	16	24		SERMON, MURRAY.../Rapper's Delight
42	23	20	24		LSG/My Body
-	-	-	-		ICE CUBE/We Be Clubb'n'
33	34	24	20		JON B./Are U Still Down?
-	-	11	19		NEXT/Too Close
9	11	17	18		GINU/WINE/Only When U R Lonely
27	28	20	18		JANET/I Get Lonely
5	19	13	16		WC/Just Clowin'
-	-	-	-		15 KAI/Say You'll Stay
-	-	-	-		13 PUFF DADDY & FAMILY/Been Around...
21	20	22	13		BILLY LAWRENCE/Up & Down
37	35	10	13		ERYKAH BADU/Tyrene
-	-	-	-		8 2PAC/Do For Love
33	14	5	8		DRU HILL/5 Steps
-	-	-	-		8 MISSY ELLIOTT/Beep Me 911
-	-	-	-		5 MARY J. BLIGE/Seven Days

MARKET #4
WID 94.9
KYLD/San Francisco
(415) 356-0949
Martin/Archer

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
52	59	57	69		K-CI & JOJO/All My Life
66	69	65	63		MISSY ELLIOTT/Sock It 2 Me
64	65	62	63		TOTAL/What About Us
52	61	63	63		MASE/Feel So Good
37	54	64	61		NU FLAVOR/Heaven
11	31	40	57		BORN JERICANS/Send You My Love
19	20	37	37		SERMON, MURRAY.../Rapper's Delight
28	50	51	51		KAI/Say You'll Stay
29	44	44	43		SNOOP DOGGY DOGG/We Just Wanna...
69	68	64	63		USHER/You Make Me Wanna...
12	20	40	39		MILLITIA/Burn
-	-	51	38		USHER/Nice & Slow
34	35	35	36		AALIYAH/Hot Like Fire
34	-	43	34		BUSTA RHYMES/Put Your Hands
21	26	34	34		MASE/F/TOTAL/What You Want
6	11	34	31		DESTINY'S CHILD/No, No, No
73	52	20	29		SOMETHIN' FOR.../My Love Is The Shhh!
25	-	-	25		KINSUI/Pha Hop
-	-	13	22		JANET/Together Again
10	6	17	20		K.P. & ENYVI/Swing My Way
7	6	19	19		PUFF DADDY & FAMILY/Been Around
66	42	35	19		MACQ 10/Backyard Boogie
24	14	35	19		WC/Just Clowin'
14	17	6	11		WILL SMITH/Gettin' Jiggy Wit It
30	43	15	15		ALLURE/All Cried Out
49	25	21	14		PUFF DADDY/Senorita
-	-	19	14		TIMBALAND & MAGOO/Luv 2 Luv You
19	19	20	12		LSG/My Body
-	-	-	-		BRIAN MCKNIGHT/Anytime
39	34	28	10		2PAC/I Wonder If
7	9	9	9		UNCLE SAM/I Don't Ever Want
33	30	11	9		BOYZ II MEN/A Song For Mama
-	-	-	-		8 DRU HILL/5 Steps
-	-	-	-		7 WYCLEF JEAN/Gone Till November
10	10	5	6		BUSTA RHYMES/Dangerous
-	-	-	-		ICE CUBE/We Be Clubb'n'
-	-	-	-		NEXT/Too Close

MARKET #7
WDRQ 93.1 FM
WDRQ/Detroit
(810) 354-9300
Rodman/Jam

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
51	51	49	50		ROBYN/Show Me Love
44	44	43	50		DIANA KING/ Say A Little...
55	55	45	47		USHER/You Make Me Wanna...
29	29	47	47		CHUMBAWAMBA/Tubthumping
35	35	41	45		SHE MOVES/Breaking All...
55	55	41	44		ALLURE/All Cried Out
31	31	39	41		BOYZ II MEN/4 Seasons Of...
24	24	14	38		AMBER/One More Night
15	15	21	37		SAVAGE GARDEN/Truly Madly Deeply
39	39	45	34		INQU/Love You Down
34	34	32	33		3PO PARTY/Can U Feel It
32	32	33	32		MARK MORRISON/Return Of The Mack
13	13	10	32		COLLAGE & DENINE/Love Me Dr Leave Me
54	54	48	30		SUGAR RAY/Fly
-	-	-	28		NU FLAVOR/Heaven
31	31	30	27		ROBYN/Do You Know (What...)
34	34	34	27		BACKSTREET BOYS/Quit Playing...
35	35	39	26		BACKSTREET BOYS/As Long As You...
-	-	-	13		SMASH MOUTH/Walkin' On The Sun
35	35	12	19		JANET/Together Again
23	23	11	19		NU FLAVOR/Heaven
27	27	6	17		NOTORIOUS B.I.G./Mo Money Mo Problems
20	20	11	15		KIM SANDERS/Jalousy
20	20	14	11		BOYZ II MEN/A Song For Mama
20	20	9	14		WILL SMITH/Gettin' Jiggy Wit It
-	-	-	-		11 SPICE GIRLS/2 Become 1
13	13	4	7		DIANA KING/L-L-Lies
16	16	4	6		CLUB 69/Much Better
18	18	2	5		MASE/Feel So Good
41	41	-	-		LEANN RIMES/How Do I Live
-	-	-	-		LOS UMBRELLOS/No Tengo Dinero

MARKET #8
WPGC 95.5 FM
WPGC/Washington
(301) 441-3500
Stevens/DeVoe

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
2					



WALT LOVE

Keeping The Dream Alive

□ Coretta Scott King's holiday reflections: 'There's room for improvement'

In honor of the Martin Luther King Jr. holiday, I wanted to re-interview the widow of Dr. King, but due to her very busy schedule, she was unable to fulfill my request. So, since our industry has changed so much in just the last year, I decided to share my last interview with Mrs. King, from the January 17, 1992, issue of R&R. Her words are even more pertinent today when it comes to the importance of Urban radio helping to keep Dr. King's dream for America alive. Twelve years have elapsed since President Reagan signed the Martin Luther King Jr. holiday into law, designating that it be observed on the third Monday of January.

Doing their part to support and build cross-country awareness of the holiday's official inauguration (1/20/86), radio organizers staged a national simulcast of a five-minute excerpt from King's "I Have A Dream" speech. Has observance of the holiday over the last several years moved the country closer to fulfilling his dream? King's widow, **Coretta Scott King**, addresses that and other issues in the following interview with Walt Love.

R&R: Has national observance of the holiday met your expectations?

CK: I am generally pleased with the public perception of the Martin Luther King Jr. holiday, although I think there's room for improvement in the way it is being observed. Two surveys have indicated that less than 20% of Fortune 500 corporations provide a paid holiday for their employ-



Coretta Scott King

ees. It's great that the federal government and 48 state governments provide a paid holiday commemorating Martin's birthday, but I would like to see wider observance of the holiday in the private

sector. I would also like to see the holiday celebrated with more programs providing education in non-violence and nonviolent action projects to address social problems.

R&R: Do Urban/Black radio stations have the influence and power to sell the King holiday to the country at large?

CK: Urban/Black stations have a lot of influence that goes beyond the black community. Many whites enjoy their programming, and these stations are often months ahead of mainstream stations in setting cultural trends. Urban/Black radio stations can provide needed leadership in radio programming on the King holiday for the entire nation.

R&R: What more can Urban/Black radio stations — and all radio stations, for that matter — do to drive home the idea that the holiday is for everyone, and not just African Americans?

CK: Radio programming personnel could design their programs toward precisely that end — educating people that Martin Luther King Jr. gave his life in a struggle for justice and peace for all people. It is an important point that has been too often overlooked. And radio is a powerful medium that can help correct the mistaken assumption held by many that this is only a "black holiday."

One specific thing I would like to see is the American flag being flown from every home and every workplace, just like on the 4th of July. We need to be clear that this is a patriotic holiday in the truest sense of the word. Martin Luther King Jr. challenged our nation "to rise up and live out the true meaning of its creed." He always marched under the American flag because he believed that what he was doing was in the finest traditions of American democracy.

It would be wonderful if radio stations would focus their programming — music, interviews, editorials, call-ins, and so forth —

For Walt Love's take on the Arbitron/Edison Media study on at-work listening and what its findings reveal about Urban radio, please see last issue's (1-9) column.

Sharing Their Dream

Millions of people will be honoring and remembering one of America's most influential people on January 19. Here are just some of the radio activities that were passed along to us that we thought we would share with you.

- **WMCS/Milwaukee** — The city's mayor, John O. Norquist, and thousands of city residents pay tribute to Dr. Martin Luther King Jr. each year. In his name, annual fund-raisers are held with the proceeds benefiting high school seniors interested in higher education. This year's event will take place Sunday, Jan. 18, 1998. WMCS promotes the free event and will broadcast the entire program live between 12-3pm.
- **WVEE/Atlanta** — V103 will sponsor two concerts at Moorehouse College on Jan. 15 and 16 featuring the Atlanta Symphony Orchestra. A candlelight vigil will also be held on Jan. 19 at the King Chapel, located on the Moorehouse College campus.
- **WTUG/Tuscaloosa** — The station will run vignettes by local teachers, politicians, and athletes throughout the King holiday.
- **WCDX/Richmond** — The "Freedom Classic Festival" will take place on Sunday, Jan. 18, at the Richmond Coliseum. This daylong event will include a basketball game between Virginia State and Virginia Union Universities and a gospel concert featuring Yolanda Adams and the Imani Singers of the First Baptist Church of South Richmond. For more info, call (804) 225-7725.

on my husbands's teachings about nonviolence. A number of my husband's speeches and sermons are available from the King Center's information facility, while hundreds of performing artists have made recordings celebrating Martin Luther King Jr.'s dream and legacy. Radio can do a lot to promote public awareness about nonviolence.

R&R: It seems like we're reliving the '60s — racial incidents are on the upswing. In light of recent legislation, do you believe civil rights is still an important part of the government's and the public's agenda?

CK: Civil rights is still the central priority on any agenda to make America a more liveable nation. Until we put an end to racial discrimination in the United

States, we will not be able to do much about poverty, unemployment, crime, our declining schools, and a host of social and economic problems that plague the country. The Civil Rights Act of 1991 is a powerful tool in the struggle to eliminate job discrimination. We should use it to the fullest until genuine equal opportunity — which can only be measured by results — is a reality across America.



THE KING CENTER

Editor's Note: I hope all of you will take the time during the King holiday to realize the positive influence you can have on all of society through the power of your radio stations. For more information about the King Center, call (404) 526-8900.

UC DATA BANK

Rhino Participates In Black History

As part of Black History Month, **Rhino Records**, in association with **NetNoir Online** and **Borders Books & Music**, has created an educational program for use in schools.

"Black History In Music: Songs Of A People" has been created for use in social studies, history, and creative writing classes at the high school level and will be distributed to more than 10,000 schools throughout the United States.

Each school will be provided with a curriculum pack, which includes a four-page teacher's guide as well as four reproducible student activity masters that can be duplicated and distributed to students as a worksheet.

Source: *Minority Markets ALERT* December 1997. **Rhino Records**, Garson Foos, VP Product Management, 10635 Santa Monica Blvd., Los Angeles, CA 90025; phone: (310) 474-4778; fax: (310) 441-6578.

UC DATA BANK

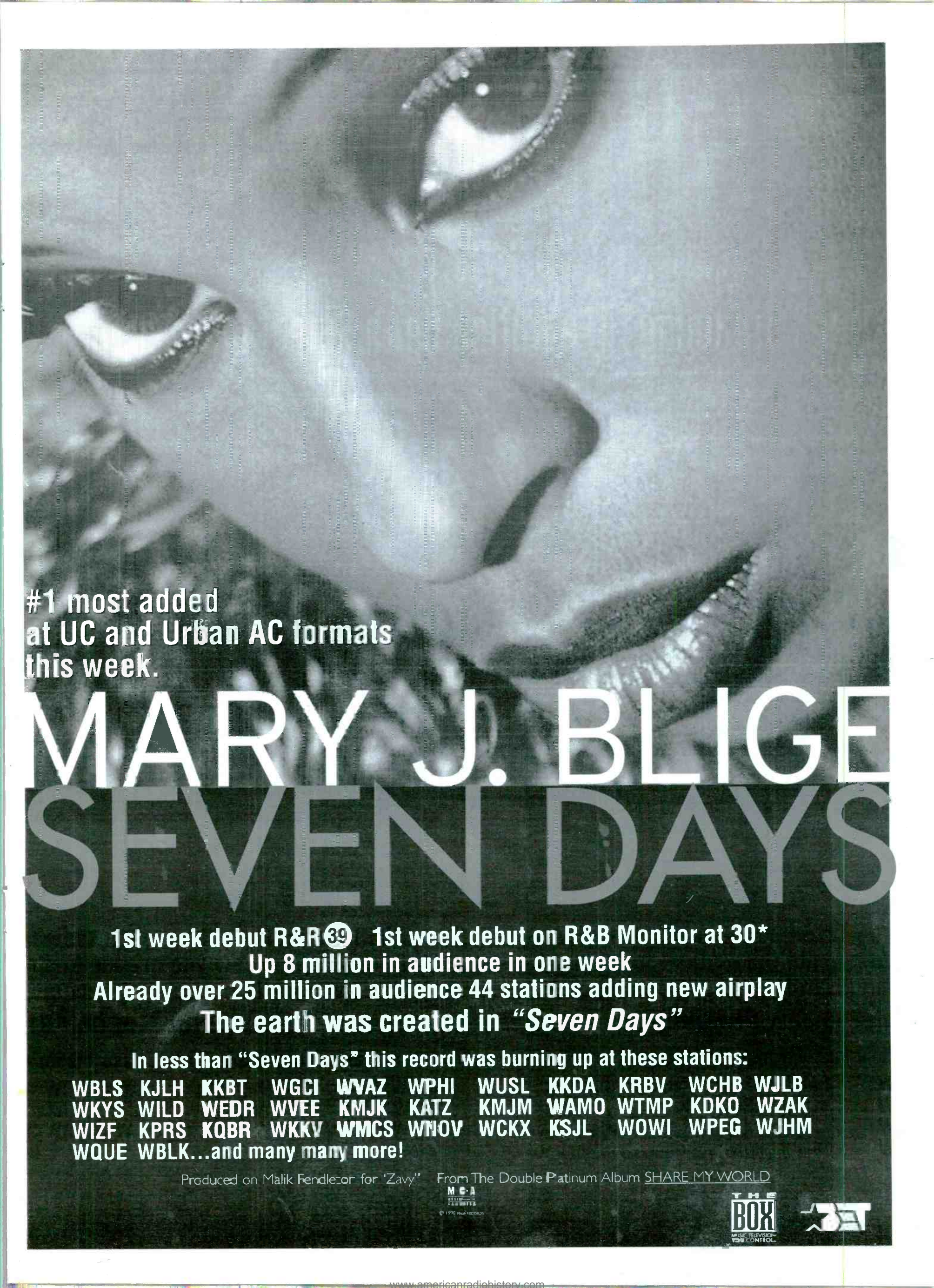
Heineken Promotes Black History Month

Heineken is holding a national sweepstakes in 13 key markets in February. The grand prize is a trip for two to Ghana in West Africa.

Heineken marketers are urging African Americans to "Walk With Pride" during Black History Month.

Runners-up will receive Black History Month sweatshirts. The sweepstakes will be promoted by local radio spots.

Source: *Minority Markets ALERT* December 1997. **Heineken USA**, Steve Davis, VP Marketing, 50 Main St., White Plains, NY 10606; phone: (914) 681-4100; fax: (914) 681-4178.



**#1 most added
at UC and Urban AC formats
this week.**

MARY J. BLIGE

SEVEN DAYS

**1st week debut R&R ³⁹ 1st week debut on R&B Monitor at 30*
Up 8 million in audience in one week
Already over 25 million in audience 44 stations adding new airplay
The earth was created in "Seven Days"**

In less than "Seven Days" this record was burning up at these stations:

**WBLS KJLH KKBT WGCI WVAZ WPHI WUSL KKDA KRBV WCHB WJLB
WKYS WILD WEDR WVEE KMJK KATZ KMJM WAMO WTMP KDKO WZAK
WIZF KPRS KQBR WKKV WMCS WNOV WCKX KSJL WOWI WPEG WJHM
WQUE WBLK...and many many more!**

Produced on Malik Fendle:or for 'Zavy' From The Double Platinum Album SHARE MY WORLD



© 1998 MCA RECORDS



OL SKOOL

Don't Sleep On "Am I Dreaming"

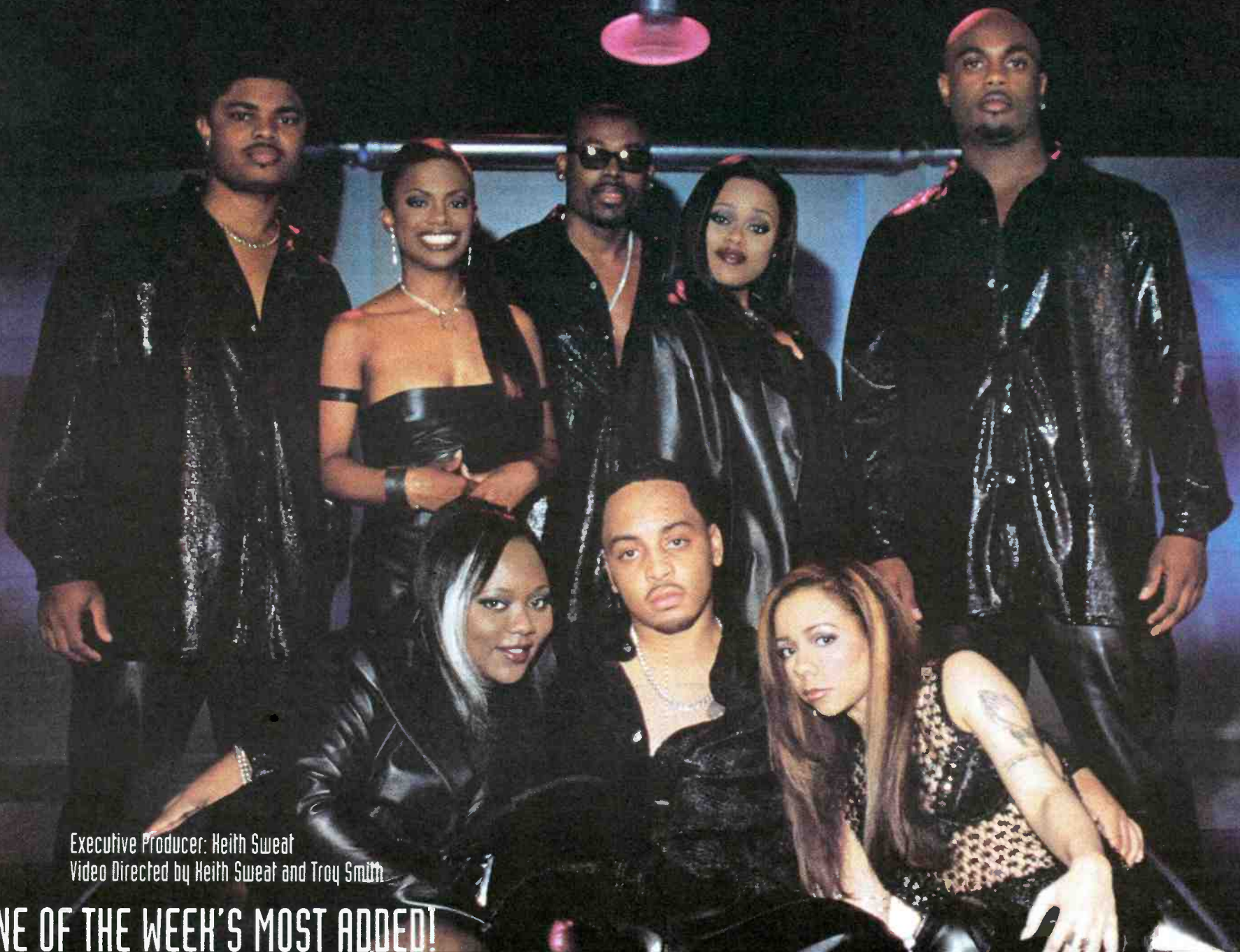
Enters the Urban Chart at **41**
13 new adds this week
+578 plays this week

EVERYONE IS WAKING UP TO THE FIRST SMASH OF THE YEAR!

"Am I Dreaming" (Featuring Keith Sweat and Xscape)

The mesmerizing new single from their upcoming debut album.

Produced by Keith Sweat



Executive Producer: Keith Sweat
Video Directed by Keith Sweat and Troy Smith

ONE OF THE WEEK'S MOST ADDED!

On at 73 stations in its second week, including:

WBLS	WVEE	WCDX
WGCI	WPEG	WPLZ
KMJM	WQUE	KMJJ
WUSL	WJLB	WPHI
WKYS	WZAK	WILD

HEAVY on **BET**
Request Line 1 (900) 820-4BET



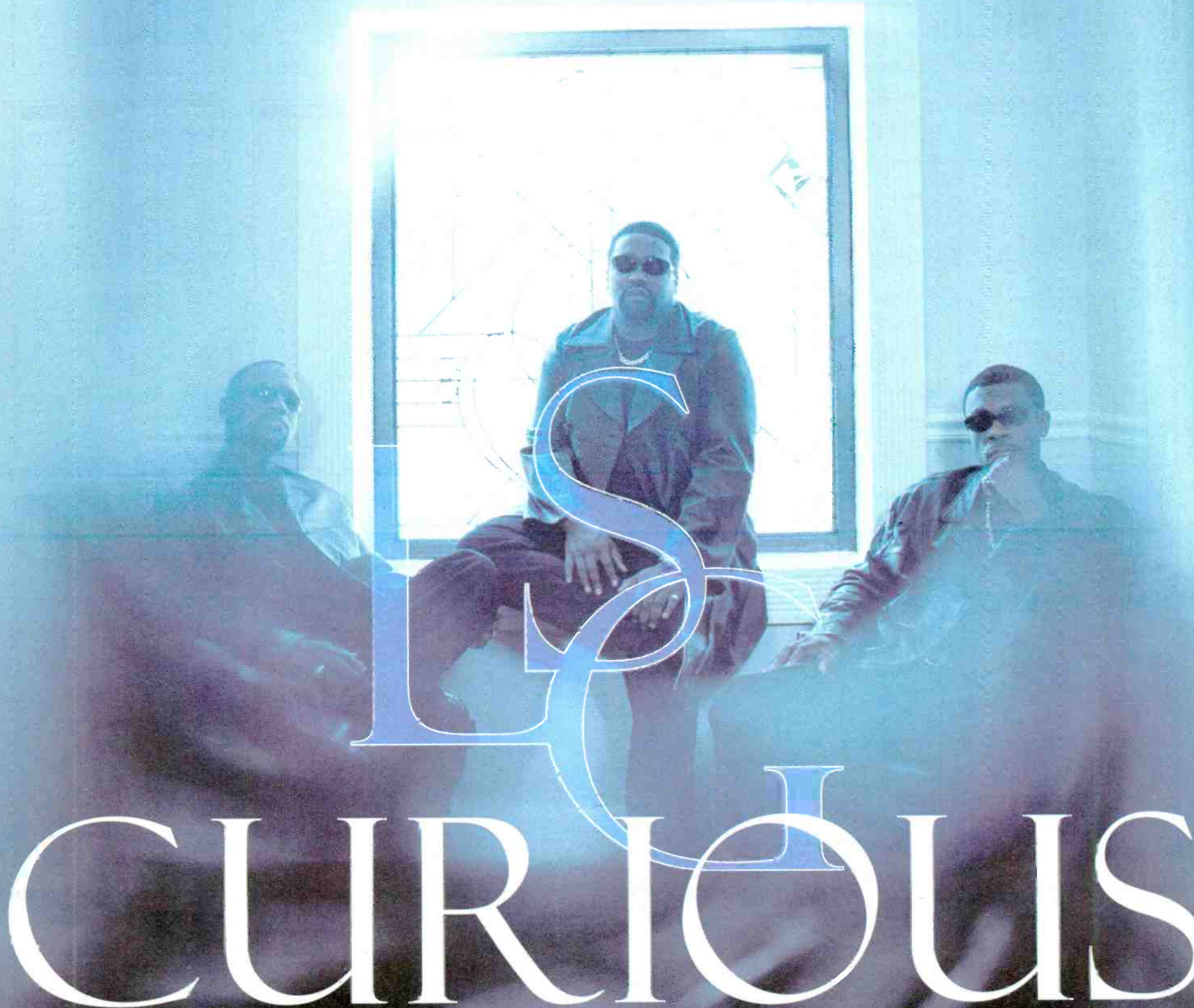
© 1998 Universal Records

You were all over "My Body."



Add Date January 19

Wondering what happens next?



CURIOUS

featuring L.L. COOL J, BUSTA RHYMES & MC LYTE

The new single and video from the platinum album LEVERT • SWEAT • GILL, and the follow-up to the platinum #1 smash "My Body"



Curious produced by Rashad Smith • Co-Produced by Keith Sweat
• Armando Colon for Tumblin' Dice, Inc.
Executive Producers: Gerald Levert & Keith Sweat
Co-Executive Producer: Merlin Ebb • Management:
Brook Payne (617) Management

On Eastwest Records
America compact discs
and cassettes
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A Time Warner Company



FIND COMPLETE PLAYLISTS FOR ALL URBAN AC REPORTERS ON R&R ONLINE

WNOV MARKET #30 WNOV/Milwaukee (414) 449-9668 Robinson

Power 107.5 MARKET #32 WCKX/Columbus, OH (614) 487-1444 Strong/Stevens

RHYTHM 102.3 KJLH MARKET #2 KJLH/Los Angeles (310) 330-5550 Winston

V103 MARKET #3 WVAZ/Chicago (312) 360-9000 Myrick/Muhammad

WDAS MARKET #5 WDAS/Philadelphia (610) 617-8500 Tamburro/Davis

96.1 FM MARKET #33 KSJL/San Antonio (210) 271-9800 Andrews/Ollerivedez

103 JAMZ MARKET #34 WWOI/Norfolk (757) 466-0009 Holiday/Mauzone

V100 MARKET #6 KRBB/Oakland (415) 630-3011 Bacote

MAX 92.3 MARKET #7 WMXD/Detroit (313) 965-2000 Starr/Rankin

MAJIC 102.3 FM MARKET #8 WMMJ/Washington (301) 306-1111 Gilmore

WPEG 98.1 FM MARKET #36 WPEG/Charlotte (704) 333-0131 Carson/Quick

Q102 MARKET #37 WTLC/Indianapolis (317) 923-1456 Wallace

MAJIC 102 MARKET #9 KMJQ/Houston (713) 623-2108 Conner/Boatner

HOT 102.5 MARKET #11 WHOT/Miami (305) 444-4404 Kidd/Michaels

KISS 104.7 MARKET #12 WALR/Atlanta (404) 688-0068 Kennedy

WJHM MARKET #38 WJHM/Orlando (407) 333-0072 Allen

Q93 MARKET #39 WQOE/New Orleans (504) 827-6000 Stevens

Majik 107 MARKET #17 KMJK/Phoenix (602) 265-2442 Jackson/Higgs

100.3 KISS FM MARKET #18 KATZ/St. Louis (314) 692-5108 Atkins

Mix 97.1 MARKET #18 KKOK/St. Louis (314) 991-7797 Love/B.J. The D.J.

Stations and their adds listed alphabetically by market

URBAN

Table listing radio stations and their reporters across various markets including Atlanta, Baltimore, Boston, Chicago, Dallas, Denver, Detroit, Houston, Jacksonville, Kansas City, Las Vegas, Los Angeles, Louisville, Memphis, Miami, Milwaukee, Minneapolis, New Orleans, New York, Philadelphia, Phoenix, Portland, Raleigh, Richmond, Sacramento, St. Louis, Tampa, Toledo, Tulsa, Washington DC, and Wichita.

URBAN AC

Table listing radio stations and their reporters for Urban AC format across various markets including Atlanta, Baltimore, Boston, Chicago, Dallas, Denver, Detroit, Houston, Jacksonville, Kansas City, Las Vegas, Los Angeles, Louisville, Memphis, Miami, Milwaukee, Minneapolis, New Orleans, New York, Philadelphia, Phoenix, Portland, Raleigh, Richmond, Sacramento, St. Louis, Tampa, Toledo, Tulsa, Washington DC, and Wichita.

SW	4W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	4W	5W	
2	1	1	1	1 BOYZ II MEN A Song For Mama (Motown)	1120	1087	1120	990	37/0
1	2	2	2	2 ERYKAH BADU Tyrone (Kedar/Universal)	988	969	1024	1017	35/0
7	5	3	3	3 DRU HILL We're Not Making Love No More (LaFace/Arista)	885	812	796	726	35/1
15	11	8	4	4 BRIAN MCKNIGHT Anytime (Mercury)	830	684	576	483	32/4
8	7	7	5	5 SOUNDS OF BLACKNESS Hold On (Change...) (Perspective/A&M)	774	708	741	693	35/1
3	3	4	6	6 LSG My Body (EastWest/EEG)	769	791	957	893	33/1
12	10	10	7	7 UNCLE SAM I Don't Ever Want To See You.. (Stonecreek/Epic)	721	611	581	525	32/2
4	8	6	8	8 MILESTONE I Care 'Bout You (LaFace/Arista)	696	711	737	801	29/0
5	4	5	9	9 BEBE WINANS In Harm's Way (Atlantic)	692	737	799	788	32/1
13	12	11	10	10 WHISPERS My My My (Interscope)	665	575	574	509	31/1
28	21	15	11	11 LUTHER VANDROSS I Won't Let You Do That... (LV/Epic)	559	451	341	285	27/4
10	9	12	12	12 WILL DOWNING All About You (Mercury)	517	521	608	649	24/0
6	6	9	13	13 MARIAH CAREY Butterfly (Columbia)	496	659	762	759	25/0
17	14	14	14	14 JOE Good Girls (Jive)	459	455	510	447	20/0
20	17	16	15	15 JANET Together Again (Virgin)	457	446	416	353	28/2
9	13	13	16	16 PATTI LABELLE Shoe Was On The Other Foot (MCA)	454	476	564	652	27/0
11	15	17	17	17 LUTHER VANDROSS When You Call On Me/Baby... (LV/Epic)	377	392	502	592	22/1
BREAKER			18	18 DRU HILL 5 Steps (Island)	357	322	338	260	18/1
27	23	22	19	19 VANESSA WILLIAMS First Thing On Your Mind (Mercury)	341	316	337	294	19/0
23	24	21	20	20 JOHNNY GILL Maybe (Motown)	329	319	325	317	18/0
18	18	18	21	21 TONI BRAXTON w/KENNY G How Could An Angel... (LaFace/Arista)	296	381	402	430	17/0
21	25	24	22	22 JOE The Love Scene (Jive)	262	299	319	333	16/0
14	19	23	23	23 BOYZ II MEN 4 Seasons Of Loneliness (Motown)	254	299	402	508	17/0
—	—	27	24	24 BROWNSTONE In The Game Of Love (MJJ/Work)	237	197	192	174	13/0
30	28	28	25	25 USHER You Make Me Wanna... (LaFace/Arista)	215	197	242	248	11/0
16	16	19	26	26 AARON NEVILLE Say What's In My Heart (A&M)	209	355	462	479	11/0
DEBUT			27	27 KAREN CLARK-SHEARD/FAITH EVANS Nothing Without... (Island)	198	148	134	121	11/1
25	26	25	28	28 TARAL Silly (Motown)	184	216	307	311	11/0
—	—	30	29	29 SAM SALTER It's On Tonight (LaFace/Arista)	181	156	136	127	8/1
—	30	29	30	30 TONY TONI TONE Boys + Girls (Mercury)	176	180	219	208	8/0

This chart reflects airplay from January 5-11. Songs ranked by total plays. Highlighted songs indicate Breaker. 38 Urban AC reporters. 36 current playlists. Songs that are down in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1998, R&R Inc.

NEW & ACTIVE

PHAJJA So Long (Well, Well, Well) (Warner Bros.)
Total Plays: 161, Total Stations: 12, Adds: 1

MARY J. BLIGE Seven Days (MCA)
Total Plays: 159, Total Stations: 18, Adds: 17

USHER Nice & Slow (LaFace/Arista)
Total Plays: 132, Total Stations: 13, Adds: 7

1.5 What U Do For Me (Priority)
Total Plays: 127, Total Stations: 10, Adds: 1

K-CI & JOJO All My Life (MCA)
Total Plays: 121, Total Stations: 10, Adds: 2

JODY WATLEY Off The Hook (Atlantic)
Total Plays: 121, Total Stations: 18, Adds: 17

SWV Rain (RCA)
Total Plays: 114, Total Stations: 13, Adds: 6

NANCY WILSON Hello Like Before (Columbia).
Total Plays: 111, Total Stations: 7, Adds: 0

SOMETHIN' FOR THE PEOPLE All I Do (Warner Bros.)
Total Plays: 109, Total Stations: 7, Adds: 0

WILLIS Love By A Real Player (Viking)
Total Plays: 106, Total Stations: 8, Adds: 1

Songs ranked by total plays

BREAKERS®

DRU HILL
5 Steps (Island)

TOTAL PLAYS/INCREASE: **357/35** | TOTAL STATIONS/ADDS: **18/1** | CHART: **18**

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
MARY J. BLIGE Seven Days (MCA)	17
JODY WATLEY Off The Hook (Atlantic)	17
USHER Nice & Slow (LaFace/Arista)	7
OL SKOOL Am I Dreaming (Keia/Universal)	6
SWV Rain (RCA)	6
BRIAN MCKNIGHT Anytime (Mercury)	4
LUTHER VANDROSS I Won't Let You Do That... (LV/Epic)	4
7 MILE Just A Memory (Crave)	3
JAGGED EDGE Gotta Be (So So Def/Columbia)	3
SMOOTH Strawberries (Perspective/A&M)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MARY J. BLIGE Seven Days (MCA)	+150
BRIAN MCKNIGHT Anytime (Mercury)	+146
JODY WATLEY Off The Hook (Atlantic)	+116
UNCLE SAM I Don't Ever Want... (Stonecreek/Epic)	+110
LUTHER VANDROSS I Won't Let You Do That... (LV/Epic)	+108
SWV Rain (RCA)	+94
WHISPERS My My My (Interscope)	+90
DRU HILL We're Not Making Love... (LaFace/Arista)	+73
SOUNDS OF BLACKNESS Hold On... (Perspective/A&M)	+66
USHER Nice & Slow (LaFace/Arista)	+57

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
MARY J. BLIGE Everything (MCA)
KENNY LATTIMORE For You (Columbia)
O'JAYS Baby You Know (Global Soul/Freeworld)
DRU HILL Never Make A Promise (Island)
BRIGETTE MCWILLIAMS Morning (Virgin)
ERYKAH BADU Other Side Of The Game (Kedar/Universal)
JONATHAN BUTLER Do You Love Me? (N2K Encoded Music)
SOMETHIN' FOR THE PEOPLE My Love Is... (Warner Bros.)
KIMBERLY SCOTT Tuck Me In (Columbia)
GOD'S PROPERTY Stomp (B-Rite/Interscope)

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.



yours faithfully

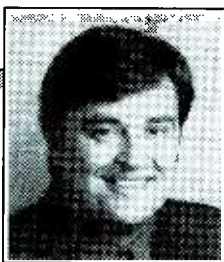


WORK

COUNTRY REPORTERS

Stations and their ads listed alphabetically by market

KEAN/Abilene, TX PD: Dwayne Alexander MD: Rudy Allen Fernandez 17 GARTH BROOKS 17 ALAN JACKSON 17 TRISHA YEARWOOD 17 JOHN ANDERSON 17 LONESTAR 17 RHETT AKINS 17 SONS OF THE DESERT 17 CACTUS CHAIR 17 T.G. SHEPPARD	WZZK/Birmingham, AL PD: Jim Tice MD: Scott Stewart 22 CLINT BLACK 22 NICKIE KERSH 22 KINLEYS	KPLX/Dallas, TX PD: Smokey Rivers APD: Cody Alan MD: Teresa Whitney 25 JO DEE MESSINA 25 CLINT BLACK 25 LORRIE MORGAN 25 BRYAN WHITE	KTCS/Ft. Smith, AR OM/MD: Mark Harper PD: Ken Michaels 15 GARTH BROOKS 15 SONS OF THE DESERT 15 TRISHA YEARWOOD 15 JOHN ANDERSON 15 JO DEE MESSINA	WROO/Jacksonville, FL PD: Buzz Jackson MD: Julie Day 15 ALAN JACKSON 7 TRACE ADKINS 7 SONS OF THE DESERT 7 MILA MASON 7 MARTINA MCBRIDE 7 CHRIS CUMMINGS	KTEX/McAllen, TX PD: Jim Paczkowski MD: Deans Romero 12 GARTH BROOKS 12 MARK CHESNUTT 7 WADE HAYES 7 CHELY WRIGHT 7 WYNONNA	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 GARTH BROOKS 14 SONS OF THE DESERT	KFRG/Riverside, CA OM/MD: Ray Messie MD: Don Jeffrey 13 CLINT BLACK 13 DIAMOND RIO 13 SHANIA TWAIN 13 GEORGE STRAIT 13 TRAVIS TRITT	KMPS/Seattle, WA PD: Mark Richards MD: Tony Thomas 26 GARTH BROOKS 26 ALAN JACKSON 16 COLLIN RAYE	WZZD/Tupelo, MS PD/MD: Rusty Pugh 12 JOHN ANDERSON 7 LONESTAR
WQMX/Akron, OH PD: Kevin Mason MD: Bill Shiel 18 TRISHA YEARWOOD 18 GARTH BROOKS 18 ALAN JACKSON 18 TRACE ADKINS 18 MICHAEL PETERSON 18 REBA MCENTIRE 18 SARA EVANS	KIZN/Boise, ID OM/MD: Tom Jordan APD: Spencer Burke 15 GEORGE STRAIT 15 GARTH BROOKS 7 CLINT BLACK	WGNW/Daytona Beach, FL MD: Jim Andrews 15 TRACE ADKINS 15 ALAN JACKSON	WQHK/Ft. Wayne, IN PD: Dean McNeil MD: Jeff Moore 23 GEORGE STRAIT 13 GARTH BROOKS 13 TRISHA YEARWOOD 13 CLINT BLACK	WMTZ/Johnstown, PA OM/MD: Brian Cleary 10 SONS OF THE DESERT 10 TRISHA YEARWOOD 10 JO DEE MESSINA 10 RHETT AKINS	WGKX/Memphis, TN OM: Fred Horton MD: J.L. Fink MD: Mark Billingsley 10 CLINT BLACK 10 GEORGE STRAIT 10 GARTH BROOKS 10 WADE HAYES 10 WYNONNA	KHAY/Oxnard, CA PD/MD: Mark Hill 15 TRACE ADKINS 15 ALAN JACKSON 9 MICHAEL PETERSON 7 MARTINA MCBRIDE	WBEE/Rochester, NY PD: Loyd Ford MD: Coyote Collins 15 ALAN JACKSON 6 RIVER ROAD 6 RHETT AKINS 6 LONESTAR 6 DAVID LEE MURPHY	WBYS/South Bend, IN PD: Ralph Cherry MD: Lisa Kosti 25 GARTH BROOKS 18 TRACE ADKINS 18 KINLEYS 18 LONESTAR 18 REBA MCENTIRE 18 TRISHA YEARWOOD 5 JIM COLLINS	KJUG/Visalia, CA PD/MD: Dave Daniels 22 GARTH BROOKS 22 TRACE LAWRENCE 10 JOHN ANDERSON 15 LONESTAR 15 SMOKIN' ARMAILLLOS
WGNA/Albany, NY PD: Buzz Brindle MD: Bill Early 20 NEAL MCCOY 6 CLINT BLACK 6 MINDY MCCREARY 6 TRISHA YEARWOOD	WKLK/Boston, MA PD: Mike Brophy APD/MD: Ginny Rogers 20 GEORGE STRAIT 20 GARTH BROOKS 5 CLAY WALKER	KYGO/Denver, CO OM/MD: John St. John MD: Ted Swendsen 22 GARTH BROOKS 22 WYNONNA 13 KINLEYS 13 MICHAEL PETERSON 5 MILA MASON	WBCT/Grand Rapids, MI OM/MD: Doug Montgomery MD: Kelly Iris 35 TRISHA YEARWOOD 25 TRACE ADKINS 25 WYNONNA 25 ALAN JACKSON 15 RIVER ROAD	KBQK/Kansas City, MO MD: Mike Kennedy MD: T.J. McEntire 12 CLINT BLACK 10 JOHN ANDERSON 18 SONS OF THE DESERT 18 BEANA CARTER	WOGY/Memphis, TN OM: Joel Burke PD: Bill Hughes MD: Polly Wogg 14 GARTH BROOKS 14 CLINT BLACK 14 GARTH BROOKS 14 CLAY WALKER 7 MARK CHESNUTT	KPAL/Palm Springs, CA PD: Al Gordon APD/MD: Kris Richards 26 GEORGE STRAIT 14 CLINT BLACK 14 GARTH BROOKS 14 MELODIE CRITTENDEN 14 JO DEE MESSINA 14 TRISHA YEARWOOD	WXXQ/Rockford, IL PD: Jesse Garcia MD: Lynn Lacy 15 TRISHA YEARWOOD 15 GARTH BROOKS 15 ALAN JACKSON 15 KEVIN SHARP 15 SONS OF THE DESERT	KORR/Spokane, WA PD: Ray Edwards APD/MD: Tim Cotter 19 GARTH BROOKS 19 GEORGE STRAIT 19 KRIS TYLER	WACO/Waco, TX PD: Zack Owen APD/MD: Glen Michaelis 14 TRISHA YEARWOOD 14 CLINT BLACK
KRST/Albuquerque, NM PD: Jim Patrick MD: Chaz Malibu 12 CLINT BLACK 12 TRACE ADKINS 12 ALAN JACKSON 12 TRISHA YEARWOOD 12 GARTH BROOKS 5 MINDY MCCREARY 5 MILA MASON	WYRK/Buttalo, NY Interim PD: Pat O'Brien 22 WYNONNA 22 TRAVIS TRITT 22 GARTH BROOKS 22 CLINT BLACK	KHKL/Des Moines, IA MD: Wes McShay MD: T.J. Brown 26 GARTH BROOKS 18 TRISHA YEARWOOD 5 CLAY WALKER	WBCR/Charleston, SC MD: John Dixon 12 MILA MASON	WVTV/Dothan, AL PD/MD: Shannon O'Neal 20 GARTH BROOKS 10 JOHN ANDERSON 10 CLINT BLACK 10 TRISHA YEARWOOD 10 JO DEE MESSINA	WVIV/Knoxville, TN PD: Les Acree MD: Chris Huff 13 GARTH BROOKS 13 TRACE ADKINS 13 KINLEYS 13 MARTINA MCBRIDE 13 JO DEE MESSINA 13 JASON SELLERS 13 CLAY WALKER	WYBM/Pensacola, FL OM/MD: Bruce Clark PD: Lynn West 15 JO DEE MESSINA 15 CLINT BLACK 15 CLAY WALKER 15 ALAN JACKSON 15 GARTH BROOKS 15 TRISHA YEARWOOD 6 DAVID KERSH	WVFC/Springfield, IL OM/MD: Bob Grayson MD: John Spalding 29 GARTH BROOKS 10 TRISHA YEARWOOD	WFBM/Springfield, IL OM/MD: John Spalding 29 GARTH BROOKS 10 TRISHA YEARWOOD	WMZQ/Washington, DC PD: Mac Daniels MD: Jon Anderson 17 TRISHA YEARWOOD 17 ALAN JACKSON
KRRV/Alexandria, LA OM: Lon Harris MD: Scott Bryant 10 REBA MCENTIRE 10 CLAY WALKER 10 SONS OF THE DESERT 10 TRISHA YEARWOOD 10 JOHN ANDERSON	WBUB/Charleston, SC MD: John Dixon 12 MILA MASON	WVSS/Detroit, MI PD: Tim Roberts MD: Cadillac Jack 16 CLINT BLACK 16 ALAN JACKSON 5 KEVIN SHARP 5 TRISHA YEARWOOD	WYCD/Detroit, MI PD: Eddie Haskell MD: Katie Marroo 22 GARTH BROOKS 5 KEVIN SHARP 5 DAVID LEE MURPHY 5 WYNONNA	WVSS/Greenville, SC OM/MD: Ron Brooks APD/MD: John Landrum 18 CLAY WALKER	KXKC/Lafayette, LA PD: Renee Revett MD: Kelly Thompson 24 GARTH BROOKS 22 CLINT BLACK 15 SONS OF THE DESERT	WVSM/Philadelphia, PA PD: Ken Johnson APD/MD: Jim Radler 17 CLAY WALKER	WVJQ/St. Cloud, MN PD: Kevin Sprint 11 GARTH BROOKS 11 SONS OF THE DESERT 11 TRISHA YEARWOOD 7 JOHN ANDERSON 7 JO DEE MESSINA 7 JEFF CARSON	WVSS/Syracuse, NY PD: Tom Fridley MD: Meg Stevens 13 GEORGE STRAIT 13 TRISHA YEARWOOD 5 TRAVIS TRITT 5 NEAL MCCOY 5 DAVID LEE MURPHY 5 KENNY CHESNEY 5 SONS OF THE DESERT	WVSS/Wichita, KS PD: Pat Moyer MD: Dan Holiday 17 TRISHA YEARWOOD 17 SONS OF THE DESERT 7 MARTINA MCBRIDE
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LON HELTON

Growing 'At-Work' Listening Could Yield 'Limitless Upside'

□ Edison research study exposes myths, offers insights on workplace listening

Stop! Before you read any further, go to the front page and read the report on the Edison Media Research at-work radio listening study written by company President **Larry Rosin**.

OK. Now that you're back, some fascinating stuff, eh? There were a few really major points that either surprised me or that I hadn't seen anywhere else. I'd like to reiterate them, both as a service for those who ignored my suggestion to read Rosin's piece and as an emphasis for those who did read it. Plus, Rosin offered a number of Country-specific findings from the research that complement the overall findings.



Why doesn't Country succeed as much as AC in this key location? Part of it must be a lack of effort. Very few Country stations put anywhere near the AC-type effort behind at-work listening.



Work Is No. 1 AQH Location

The study reports that "at work is the top AQH listening location among people who work full-time (which is over 80% of people 20-54)." I don't think I've seen that reported before, although it makes sense, since — also according to the study — 61% say they "leave at-work station tuned to one station." Only 5% said they "frequently change," while 32% said they "occasionally change." This bodes incredibly well for a format already legendary for boxcar TSL — if only we could get them to tune their workplace station to Country.

Rosin concurs, noting, "Country doesn't perform very well on the index for at-work radio listening ... while many formats do very, very well with this location. In that so many people consider Country their favorite music type, there

seems to be almost limitless upside for the format with this listening location." Let's put a couple of exclamation points behind that "limitless upside" to make sure we all get it. Wow.

Exposing 'Group Listening' Myth

The study also exposes one of this industry's biggest myths, one that Country has often used to explain away its low at-work listening levels. Rosin notes, "The myth is that most people listen to the radio in groups and are often forced to listen to a station they wouldn't otherwise choose. In fact, over 40% of people who listen to the radio at work are listening alone, and only a small minority of people are forced to listen to a radio station."

This has tremendous ramifications for Country, where for years programmers have assumed that listening was, indeed, in groups, and that it would go to the "lowest common denominator" format — the one that the most people in a work area would agree was the least objectionable. The "theory" has been that even in a market with 20 shares of Country, only one of five people in a group would vote to turn the office radio to a Country station. Thus, this format didn't stand much of a chance in group situations.

Actually, this study's Country-specific findings support that theory. Rosin points out, "Those who like Country are less likely to listen to the radio in groups. The implication of this finding is that Country doesn't perform well as a kind of music that groups can agree upon."

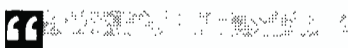
The above points seem contradictory, presenting a "Which came first, the chicken or the egg?" dilemma. How much does it matter that Country does poorly in "group listening" settings if only a small minority are forced to listen to a station and 40% listen alone at work? And that begs the question, Does Country do poorly with at-work listening because it doesn't do well in group-

listening situations or because it doesn't effectively go after the at-work audience available to it? Rosin is curious, too, asking, "Why doesn't Country succeed as much as AC in this key location? Part of it must be a lack of effort. ACs make at-work listening their raison d'être. Very few Country stations put anywhere near the effort behind at-work listening. This is supported by the data, where country people were much less likely to recall having seen marketing efforts from their favorite radio station while they were at work — as compared to AC or CHR, for instance. You reap what you sow."

Targeting Decision-Makers

Perhaps the study's most encouraging statistic is one that should play right into Country's hands. It says that 63% of people "decide for myself" what radio station to listen to. Targeting those folks could yield a lot of quarter-hours, and the group theory shouldn't play as big a role as we previously feared.

Another interesting target could be the 22% who say "someone else decides" the at-work station. That 22% seems to be a rather big target, which, I guess, is one reason a number of marketers have turned to the "guerilla warfare"



Those who like Country are less likely to listen to the radio in groups, which implies that Country doesn't perform well as a kind of music that groups can agree upon.

tactic of identifying that person and cultivating their partisanship, a la Critical Mass Media's "Nest Marketing" campaign.

Luckily, the category where Country seems to suffer the biggest disadvantage is the one where

About Those Who Listen At Work ...

Country-specific key findings from Edison's at-work listening study include:

- 42% of all workers work in an office; 28% of people who like Country music do.
- Those who like Country are less likely to listen in groups.
- 50% of Country listeners say DJs are an important factor in choosing an at-work station; overall, 35% of listeners agree on that.
- Country listeners show limited interest in traditional marketing ideas.
- Country ranks 10th of 12 on "at-work listening" index.

the fewest choices are made: Only 15% of at-work listeners say the station choice is a "group decision."

The point is, both the 63% and the 22% can perhaps be affected by better, more-focused marketing by Country outlets. Country does have a greater chance than previously believed in the workplace. The study strongly suggests that marketing will not be in vain.

DJs Important To At-Work Listeners

Other Country-specific key findings from the Edison Media Research project include:

- Country listeners are much less likely to work in an office. Whereas 42% of all workers work in an office, only about 28% of people who like country music do. So, while this is still a huge chunk, a big challenge for Country stations is to find ways to target their marketing to people who work in factories, outdoors, in cars or trucks, in retail stores, etc.

- Country listeners are much more likely to say that DJs are a very important factor in choosing their at-work radio station than the group at large (50% Country vs. 35% overall). This seems to be an item of potentially great importance.

- Country listeners are very much less likely to be in managerial or professional positions and much more likely to be in labor or service jobs. Again, this creates marketing issues for the format.

At-Work Offers Country 'Limitless Potential'

Finally, among the study's conclusions is a suggestion from Rosin that "Radio stations should put new demands on their marketing partners for garnering listening at work." The only thing I would add is that those demands should extend to researchers as well, and that both groups should focus on new methods to get those already listening to Country to also tune in the format while at work. New marketing methods may be needed, because, as Rosin points out,

"Country listeners showed limited interest in marketing ideas we tested. This is probably in part because the country people were slightly older. However, there are some challenges for Country if listener clubs or faxes show less promise."

The format's index of "At-Work Listening vs. Total Listening" ranks 10th among the 12 formats listed, with an index of 101. That presents this format with tremen-



When people do choose Country at work, they listen tons ... There is a whole world of listening at work that Country is not exploiting.



dous growth opportunities. Toward that end, the January 30 Country column, part of R&R's Marketing Theme Issue, will feature successful at-work marketing campaigns from leading marketing companies. Future columns will highlight methods stations use to attract and maximize at-work listening. If your station has effectively boosted its at-work listening, please call or write me with how you've done it. I'm looking for everything from big campaigns to the smallest of programming ideas.

Finding ways to reach these folks may well yield a ratings bonanza. According to Rosin, "When people do choose Country at work, they listen tons. Anyone converted from AC (or anything else) to Country has enormous potential value for a Country station ... There is a whole world of listening at work that Country is not exploiting." Let's share some ideas about how to tap into as much of that potential as we can.

- ◆ "A Broken Wing" ◆ #1 at radio and CMT
- ◆ "Still Holding On" ◆ Top 10 Grammy-Nominated duet with Clint Black
- ◆ Evolution certified gold in 120 days
- ◆ Outstanding ovations and reviews from her 1997 tour with Tim McGraw

★ Watch for Martina on:

CONAN O'BRIAN 1/21

ROSIE O'DONNELL 1/23

THE VIEW 1/27

A photograph of Martina McBride sitting on a large, tufted, reddish-brown leather sofa. She is wearing a black, short-sleeved, off-the-shoulder dress and is looking towards the camera with a slight smile. Her right hand is resting on her head, and her left hand is resting on her lap. The background is a plain, light-colored wall.

Martina McBride
valentine



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Nashville Suffers A Major Loss

□ Owen Bradley helped define record production and label operations

Owen Bradley didn't know it, but a 1954 real estate transaction was about to change the course of Nashville history. That's when he and his brother Harold bought a house to transform into a recording studio — the first in a neighborhood now known as Music Row.

Country Music Hall of Fame member Owen Bradley, 82, died January 7 at a Nashville hospital following a sudden illness.

The creation of that first studio — the Quonset Hut on 16th Avenue South — was far from being Bradley's sole contribution to the country music industry. As a producer, he was behind the console when many timeless country classics were recorded. A former pianist for WSM/Nashville's studio band, Bradley was one of the city's first label executives, opening MCA/Decca's Nashville division in 1957. He served as the label's VP until 1976, when he became an independent producer.

A pioneer who helped define the "Nashville Sound" of the '50s and '60s, Bradley's hits as a producer include Patsy Cline's "Crazy" and "I Fall To Pieces," Brenda Lee's "Rockin' Around The Christmas Tree" and "I'm Sorry," Kitty Wells' "It Wasn't God Who Made Honky Tonk Angels," Loretta Lynn's "Coal Miner's Daughter," Conway Twitty's "Hello Darlin'," and Bobby Helms' "Jingle Bell Rock." During the '60s, Bradley's Barn — his studio in nearby Mt. Juliet — became an album title after the Beau Brummels, a folk/rock group, recorded there. He also produced k.d. lang's 1988 album *Shadowland* and was recently producing a new Mandy Barnett album for Sire.

Bradley's survivors include several key players in the Nashville music industry: His son, Jerry Bradley, is President of the Opryland Music Group, where grandson Clay serves as Creative Manager; daughter Patsy is an executive at BMI; daughter-in-law Connie is VP of ASCAP; and brother Harold is President of Nashville's Local 257 of the American Federation of Musicians.

As for the commercial explosion of the industry in the Music Row area, Bradley told R&R in 1995, "I made the prediction, but I never envisioned it. You know how you say

COUNTRY FLASHBACK

1 YEAR AGO

- No. 1: "Nobody Knows" — Kevin Sharp

5 YEARS AGO

- No. 1: "Look Heart, No Hands" — Randy Travis

10 YEARS AGO

- No. 1: "Tennessee Flat Top Box" — Rosanne Cash

15 YEARS AGO

- No. 1: "Like Nothing Ever Happened" — Sylvia (second week)

20 YEARS AGO

- No. 1: "My Way" — Elvis Presley

things with a wish?"

Other Passings

Nashville ended 1997 and began the new year on a somber note following the announcement of other deaths in the creative community.

Floyd Cramer, a pianist who was another major contributor to the "Nashville Sound," died New Year's Eve following a six-month battle with cancer. Cramer, 64, was Nashville's first-call session pianist during the '50s and '60s. As a solo artist, he recorded several country instrumental hits for RCA, including "Last Date" (1960), "San Antonio Rose" (1961), and the theme from the TV show *Dallas* (1980).

Songwriter Kent Robbins, 50, was killed in a December 28 traffic accident in Alabama. His writing credits include John Anderson's "Straight Tequila Night," Trace Ad-

kins' "Every Light In The House Is On," the Judds' "Love Is Alive," and Gary Allan's "Her Man."

Former Polydor recording artist Amie Comeaux died December 21 in an automobile accident near Slidell, LA. Comeaux, 21, was returning to her home after an afternoon of Christmas caroling when the car she was driving skidded off the rain-slicked road and struck a tree.

Nothin' But The Federal Authorities

Did the flashing lights catch your attention when you received your special promotional copies of Clint Black's *Nothin' But The Taillights*? Well, it attracted considerable notice, from U.S. Postal Service inspectors in Dallas, too.

The limited-edition CD features flashing taillights. Apparently, a postal inspector was concerned after seeing those lights blinking through the packaging. When the package was run through an X-ray machine, authorities saw wires and a battery.

The matter was finally cleared up after federal authorities contacted Black's label, RCA/Nashville, which had sent the discs to radio. Record companies have been known to take extreme measures to generate airplay for their artists, but the feds were relieved to know that Ted Kaczynski was not moonlighting as a promo rep.

Rich Quits Lonestar

Lonestar's John Rich has left the band to pursue a solo career. The singer/bassist had been with the band since its formation in 1993, was a co-writer on "Come Cryin' To Me," and sang lead vocals on the hit "Heartbroke Every Day."

Richie McDonald, who handles lead vocals on Lonestar's other hit singles, emphasizes that the band is not breaking up. Lonestar has begun preproduction work on its third album, set for release late this year. The band will be searching for a new bassist and background vocalist.

Artist News

Several Nashville celebrities are sporting fake gap-toothed smiles in a local billboard campaign to sell season tickets to the city's new National Hockey League franchise, the Nashville Predators. Parodying an old hockey stereotype, those appearing with missing teeth include Garth Brooks, Vince Gill, Lorrie Morgan, Deana Carter, Martina McBride, and Amy Grant. Thankfully, Nashville has gotten past the other erroneous stereotype that those of us involved with country music are missing a few teeth, too.

While others remain on a waiting list for a new Harley-Davidson, Lila McCann took possession of one last week during her "Sweet 16" party at the Country Star America Grill in Los Angeles. The gift was presented by the Glendale Harley shop at the event co-sponsored by KZLA/Los Angeles.

Colonel Sanders won't be sponsoring this year's LeAnn Rimes/Bryan White tour. Kentucky Fried



'LONGNECK' SUCCESS — The Songwriters Guild of America recently hosted a party to honor SGA member Rick Carnes, who teamed with Steve Wariner to write the Garth Brooks hit "Longneck Bottle." Pictured (l-r) are: Peermusic/Nashville VP Kevin Lamb, SGA Regional Director Rundi Ream, Carnes, Wariner, ASCAP Assistant VP Ralph Murphy, and SGA Board Member Casey Kelly.

Chicken ended talks regarding the tour after the news was leaked to *USA Today*, after which other media picked up on the report. Apparently, the deal had not been finalized when the sponsorship was reported in November. A KFC spokesperson says there were "a number of business reasons" why the company declined to sponsor the tour.

There's no truth to reports that Merle Haggard's 1998 tour will be his last. A Haggard spokesman says the words "farewell tour" cropped up as a joke between the singer and some of his associates. The inside joke somehow managed to turn into a rumor once it spread outside Haggard's inner circle.

Patty Loveless, Trisha Yearwood, Faith Hill, and Suzy Bogguss joined Matraca Berg recently to film a video for her new Rising Tide single, "Back In The Saddle." The video's story line is about a girls' night on the town that finally results in arrests — complete with mug shots, fingerprinting and a police lineup. Berg's four friends sing on the track, and they've all recorded Berg-written songs, notably Yearwood's "Wrong Side Of Memphis," Loveless' "You Can Feel Bad," and Bogguss' "Hey Cinderella."

There was a hot tub full of extras (as in video babes) when a fully clothed Tracy Byrd jumped in during the video shoot for "I'm From The Country," the first single from his upcoming MCA album, *Walking The Line*. A hot tub will also be featured in the video for Mindy McCready's new BNA single, "You'll Never Know." The clip was to be filmed this week in Aspen by video director Dean Cain, the actor who happens to be McCready's fiancée.

Two days after being honored for his first No. 1 single, "From Here To Eternity," Michael Peterson went to prison. Peterson was not incarcerated, however. He was at the old Tennessee State Prison in Nashville to shoot the video for his new Reprise single, "Too Good To Be True."

Industry News

Country Music Foundation Director Bill Ivey is President Bill Clinton's choice to head the National Endowment For The Arts. Congressional hearings on Ivey's nomination are expected to take place this spring. Ivey has served as the CMF's Director since 1971. With an annual budget of \$98 million, the NEA is the nation's larg-

est arts funding agency.

BMI President/CEO Frances Preston will receive a Trustee Award from NARAS during Grammy Week (February 22-28) in New York City. The Nashville native joined BMI in 1955 after working as a receptionist at WSM/Nashville. She opened BMI's Nashville office in 1958 and became VP in 1964. The Trustee Award is NARAS' highest honor bestowed on a non-performer.

Mary Chapin Carpenter, Pam Tillis, Wynonna, and Chely Wright are among those who will be performing at the February 4 kickoff of the CMA's 1998 "America's Sold On Country Tour." The performance at the Beverly Hills Hotel is part of a half-day event designed to educate national advertisers and marketers about the power of country music and how to use it in marketing campaigns. The seminar is a continuation of last year's "tour," which included presentations in New York and Chicago.

Aaron Neville and Take 6 will be the featured performers at the Master Series concert to benefit the W.O. Smith Nashville Community Music School. The February 5 show at the Ryman Auditorium supports the nonprofit school, which provides music lessons to underprivileged children.

Nashville In Motion

Several promotions and personnel shuffles have been announced at Asylum: Director/Publicity & Artist Development Wendy Shaffer Pearl is elevated to Sr. Director of the department; Coordinator/Promotion Julie Johnson becomes Coordinator/Publicity; and Coordinator/Creative Services Whitney Sutton becomes Coordinator/Promotion & Video. Michael Hagewood, who divided his time between the reception desk and the Creative Services department, is promoted to Coordinator/Creative Services. Shanna Strassberg joins Asylum on a full-time basis as receptionist.

Network Ink publicist Kim Fowler has been named Dir./Media Relations & Publicity at Rising Tide. Fowler previously served as a publicist at Mercury/Nashville. She replaces Ellen Caldwell, who resigned to pursue other projects.

TNN has announced plans for *The Oak Ridge Boys From Las Vegas*, a weekly variety series to be produced at the Las Vegas Hilton. The 15-week series is set to premiere April 7.



HITTING THE WINDY CITY — Newcomer Jim Collins stopped by WUSN/Chicago during his radio tour to promote his Arista debut single, "The Next Step." Pictured (l-r) are: WUSN personality Gavin Todd, Arista/Nashville regional rep Jon Conlon, WUSN personality Ramblin' Ray, Collins, and station MD Trish Biundo.



COUNTRY TOP 50

JANUARY 16, 1998

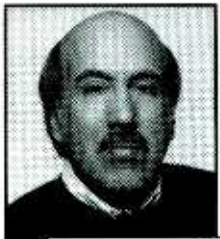
5W	4W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL STATIONS/ADDS	PLAY RANK	TOTAL PLAYS	+/- PLAYS	TOTAL POINTS	+/- POINTS
9	6	3	1	BROOKS & DUNN He's Got You (Arista) 201/0	201/0	1	7252	+376	35373	+2045
7	4	2	2	JOHN MICHAEL MONTGOMERY Angel In My Eyes (Atlantic) 200/0	200/0	3	7152	+89	34907	+523
13	9	4	3	TIM MCGRAW Just To See You Smile (Curb) 201/0	201/0	2	7167	+399	34891	+1960
14	10	6	4	SAMMY KERSHAW Love Of My Life (Mercury) 201/0	201/0	4	7139	+664	34536	+3011
11	8	7	5	LEANN RIMES On The Side Of Angels (MCG/Curb) 201/1	201/1	5	6739	+329	32700	+1706
15	14	9	6	DIAMOND RIO Imagine That (Arista) 199/1	199/1	6	6387	+677	30579	+3199
19	17	10	7	LILA MCCANN I Wanna Fall In Love (Asylum/EEG) 200/1	200/1	8	6053	+712	29386	+3406
20	19	11	8	SHANIA TWAIN Don't Be Stupid (You Know...) (Mercury) 199/4	199/4	7	6073	+915	29215	+4273
23	20	13	9	ANITA COCHRAN & STEVE WARINER What If I Said (Warner Bros.) 199/1	199/1	9	5604	+623	27088	+2955
18	18	12	10	LEE ANN WOMACK You've Got To Talk To Me (Decca) 201/0	201/0	10	5472	+362	26368	+1731
8	5	5	11	TOBY KEITH I'm So Happy I Can't Stop... (Mercury) 164/0	164/0	11	5100	-1570	24476	-7705
5	3	1	12	ALAN JACKSON Between The Devil And Me (Arista) 168/0	168/0	13	4772	-2287	23941	-10645
24	21	15	13	KENNY CHESNEY A Chance (BNA) 197/5	197/5	12	4800	+339	22786	+1770
2	1	8	14	MARTINA MCBRIDE A Broken Wing (RCA) 167/0	167/0	16	4439	-1366	22333	-6055
25	22	16	15	LORRIE MORGAN One Of Those Nights Tonight (BNA) 195/3	195/3	14	4557	+309	21660	+1533
27	24	17	16	BRYAN WHITE One Small Miracle (Asylum/EEG) 199/3	199/3	15	4502	+404	21480	+1824
—	—	25	17	GEORGE STRAIT Round About Way (MCA) 197/31	197/31	17	4298	+1197	20902	+5548
38	31	19	18	COLLIN RAYE Little Red Rodeo (Epic) 196/6	196/6	18	4293	+759	20700	+3664
BREAKER			19	GARTH BROOKS She's Gonna Make It (Capitol) 193/118	193/118	20	3897	+2383	19400	+11156
36	29	20	20	WYNONNA Come Some Rainy Day (Curb/Universal) 194/10	194/10	19	4076	+562	19399	+2601
28	25	18	21	REBA MCENTIRE What If (MCA) 190/7	190/7	21	3844	+246	18515	+1052
26	26	21	22	NEAL MCCOY If You Can't Be Good (Be...) (Atlantic) 185/5	185/5	22	3786	+254	17763	+1294
29	27	23	23	TRAVIS TRITT Still In Love With You (Warner Bros.) 181/6	181/6	23	3785	+357	17567	+1815
—	—	34	24	CLINT BLACK Nothin' But The Taillights (RCA) 188/59	188/59	25	3473	+1355	16975	+6564
30	28	26	25	WADE HAYES The Day That She Left Tulsa... (DKC/Columbia) 182/4	182/4	24	3528	+270	16618	+1380
34	30	28	26	DIXIE CHICKS I Can Love You Better (Monument) 180/6	180/6	26	3280	+300	15570	+1421
43	35	33	27	DAVID KERSH If I Never Stop Loving You (Curb) 169/7	169/7	29	2891	+350	13668	+1826
48	36	32	28	KINLEYS Just Between You And Me (Epic) 174/10	174/10	30	2875	+360	13651	+1791
33	32	30	29	DARYLE SINGLETARY The Note (Giant) 162/3	162/3	28	2923	+212	13295	+969
37	33	31	30	MARK CHESNUTT It's Not Over (Decca) 167/2	167/2	31	2836	+160	12751	+772
BREAKER			31	TRISHA YEARWOOD Perfect Love (MCA) 144/88	144/88	35	2107	+1283	10578	+5809
BREAKER			32	CLAY WALKER Then What (Giant) 142/31	142/31	34	2142	+494	10068	+2288
39	37	36	33	DAVID LEE MURPHY Just Don't Wait Around Til... (MCA) 135/7	135/7	37	1982	+103	9083	+395
42	38	37	34	CHELY WRIGHT Just Another Heartache (MCA) 149/4	149/4	38	1912	+160	9040	+676
44	40	40	35	MILA MASON Closer To Heaven (Atlantic) 136/7	136/7	39	1691	+141	7727	+680
12	12	22	36	LONESTAR You Walked In (BNA) 77/1	77/1	43	1433	-1865	7366	-8712
41	39	41	37	KRIS TYLER What A Woman Knows (Rising Tide) 131/4	131/4	40	1682	+66	7233	+289
45	41	42	38	KEVIN SHARP There's Only You (143/Asylum/EEG) 111/10	111/10	44	1421	+74	6276	+298
—	—	50	39	JO DEE MESSINA Bye, Bye (Curb) 81/34	81/34	48	1124	+557	5579	+2565
46	43	43	40	JASON SELLERS That Does It (BNA) 101/3	101/3	47	1155	+41	5164	+180
—	—	45	41	MINDY MCCREADY You'll Never Know (BNA) 91/15	91/15	49	1112	+223	5162	+885
16	16	27	42	TY HERNDON I Have To Surrender (Epic) 45/0	45/0	52	939	-2244	4986	-9935
DEBUT			43	ALAN JACKSON A House With No Curtains (Arista) 64/63	64/63	53	905	+890	4852	+4720
49	45	46	44	JIM COLLINS The Next Step (Arista) 71/3	71/3	58	813	-18	3679	-72
—	—	49	45	SARA EVANS Shame About That (RCA) 82/4	82/4	55	846	+78	3555	+339
DEBUT			46	TRACE ADKINS Lonely Won't Leave Me Alone (Capitol) 46/38	46/38	63	653	+537	3454	+2777
—	—	50	47	CHRIS CUMMINGS The Kind Of Heart That Breaks (Warner Bros.) 71/4	71/4	60	741	+45	3318	+191
DEBUT			48	RIVER ROAD Somebody Will (Capitol) 71/13	71/13	59	743	+117	3287	+490
DEBUT			49	SONS OF THE DESERT Leaving October (Epic) 60/40	60/40	61	682	+462	2795	+1854
DEBUT			50	MELODIE CRITTENDEN Broken Road (Asylum/EEG) 63/4	63/4	62	671	+63	2765	+267

This chart reflects airplay from January 12-18. Songs ranked by total points. Highlighted songs indicate Breaker.

201 Country reporters. 199 current playlists. Songs that are down in points for three consecutive weeks and below No. 1 are moved to recurrent. © 1998, R&R Inc.

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BREAKERS®

GARTH BROOKS

She's Gonna Make It (Capitol)

96% of our reporters on it (193 stations)

118 Adds • Moves 38-19

TRISHA YEARWOOD

Perfect Love (MCA)

71% of our reporters on it (144 stations)

88 Adds • Moves 44-31

CLAY WALKER

Then What (Giant)

70% of our reporters on it (142 stations)

31 Adds • Moves 39-32

MOST ADDED®

ARTIST TITLE LABEL(S)	TOTAL ADDS
GARTH BROOKS She's Gonna Make It (Capitol)	118
TRISHA YEARWOOD Perfect Love (MCA)	88
ALAN JACKSON A House With No Curtains (Arista)	63
CLINT BLACK Nothin' But The Taillights (RCA)	59
JOHN ANDERSON Takin' The Country Back (Mercury)	40
SONS OF THE DESERT Leaving October (Epic)	40
TRACE ADKINS Lonely Won't Leave Me Alone (Capitol)	38
JO DEE MESSINA Bye, Bye (Curb)	34
GEORGE STRAIT Round About Way (MCA)	31
CLAY WALKER Then What (Giant)	31

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GARTH BROOKS She's Gonna Make It (Capitol)	+2383
CLINT BLACK Nothin' But The Taillights (RCA)	+1355
TRISHA YEARWOOD Perfect Love (MCA)	+1283
GEORGE STRAIT Round About Way (MCA)	+1197
SHANIA TWAIN Don't Be Stupid (You Know...) (Mercury)	+915
ALAN JACKSON A House With No Curtains (Arista)	+890
COLLIN RAYE Little Red Rodeo (Epic)	+759
LILA MCCANN I Wanna Fall In Love (Asylum/EEG)	+712
DIAMOND RIO Imagine That (Arista)	+677
SAMMY KERSHAW Love Of My Life (Mercury)	+664

MOST INCREASED POINTS

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
GARTH BROOKS She's Gonna Make It (Capitol)	+11156
CLINT BLACK Nothin' But The Taillights (RCA)	+6564
TRISHA YEARWOOD Perfect Love (MCA)	+5809
GEORGE STRAIT Round About Way (MCA)	+5548
ALAN JACKSON A House With No Curtains (Arista)	+4720
SHANIA TWAIN Don't Be Stupid (You Know...) (Mercury)	+4273
COLLIN RAYE Little Red Rodeo (Epic)	+3664
LILA MCCANN I Wanna Fall In Love (Asylum/EEG)	+3406
DIAMOND RIO Imagine That (Arista)	+3199
SAMMY KERSHAW Love Of My Life (Mercury)	+3011

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
GARTH BROOKS Longneck Bottle (Capitol)
MICHAEL PETERSON From Here To Eternity (Reprise)
TRACE ADKINS The Rest Of Mine (Capitol)
SHANIA TWAIN Love Gets Me Every Time (Mercury)
CLINT BLACK Something That We Do (RCA)
PAM TILLIS Land Of The Living (Arista)
GEORGE STRAIT Today My World Slipped Away (MCA)
TIM MCGRAW Everywhere (Curb)
MARK CHESNUTT Thank God For Believers (Decca)
CLAY WALKER Watch This (Giant)

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.

NEW & ACTIVE

JOHN ANDERSON *Takin' The Country Back (Mercury)*
 Total Stations: 55, Total Points: 2418, Total Adds: 40, Including:
 KKJG 21, WAYZ 20, KBEQ 18, KEAN 17, KHEY 17, WTNT 17,
 WIRK 16, KALF 15, KJUG 15, WFMS 15, WGTY 15, WTHI 15,
 KVOX 12, WSIX 12, WWXD 12, WPKX 11, KEEY 10, KRRV 10,
 KUGN 10, KZKX 10, WAXX 10, WOOZ 10, WOVK 10, WTVY 10,
 WRKZ 9, WWGR 9

PAUL BRANDT *What's Come Over You (Reprise)*
 Total Stations: 36, Total Points: 1695, Total Adds: 2, Including:
 WMJC 15, WSIX 12
 Plays Include: WCOL 26 (19), KEAN 21 (21), WKSJ 18 (5), KKCS
 17 (17), KFKF 15 (15), KJUG 15 (15), KTST 15 (15), KUBL 15
 (15), WKSJ 15 (15), WXTA 15 (15), WWQQ 14 (14), WXCL 14
 (14), WSOC 13 (13), KRRV 10 (10), KTTS 10 (10), WAXX 10
 (10), WKKT 10 (5), WTVY 10 (10), WWYZ 10 (10), KVOO 8 (8),
 KSOP 7 (7), WGTR 7 (7), WKXB 7 (7)

J.C. JONES *One Night (Rising Tide)*
 Total Stations: 37, Total Points: 1545, Total Adds: 4, Including:
 WTCR 6, KKCB 5, KUGN 5, KVOX 5
 Plays Include: WYAY 27 (27), KPLX 25 (15), KEAN 21 (21),
 KHEY 17 (7), WTNT 17 (17), KTST 15 (15), WKSJ 15 (15),
 KTEX 12 (7), KRRV 10 (10), WMTZ 10 (10), WOOZ 10 (10),
 WOVK 10 (10), WTVY 10 (10), WWYZ 10 (10), WWGR 9 (9),
 WXBM 9 (9), WJVO 7 (7), WWQQ 7 (7), WWZD 7 (7), WBEE 6
 (6), WXCL 6 (6)

MICHAEL PETERSON *Too Good To Be True (Reprise)*
 Total Stations: 13, Total Points: 965, Total Adds: 10, Including:
 WKIX 18, WQMX 18, KYGO 13, WUSY 13, KNIX 10, KTOM 10,
 WWYZ 10, KHAY 9, WQXK 7, KKAT 5
 Plays Include: KEEY 18 (18), WXBQ 18 (14), WQBE 15 (15)

JEFF CARSON *Cheatin' On Her Heart (MCG/Curb)*
 Total Stations: 25, Total Points: 965, Total Adds: 9, Including:
 KKIX 15, WXBM 15, WOVK 10, WWJO 7, WWQQ 7, WXCL 6,
 KVOX 5, WKKT 5, WWFG 5
 Plays Include: WRNS 18 (18), KEAN 17 (17), KSOP 15 (15),
 KYGO 13 (13), WIVK 13 (13), KRWQ 11 (11), WMTZ 10 (10),
 KVOO 8 (8), WTCR 6 (6), KFDI 5 (5), KTTS 5 (5), KWJJ 5 (5),
 WDEN 5 (5), WFMB 5 (5), WJCL 5 (5), WNOE 5 (5)

MARTINA MCBRIDE *Valentine (RCA)*
 Total Stations: 17, Total Points: 874, Total Adds: 17, Including:
 KEEY 18, WKIX 18, KLLL 17, WGH 16, WIVK 13, WWYZ 10,
 KHAY 7, KSOP 7, KUZZ 7, KZSN 7, WKXB 7, WMSI 7, WROO 7,
 KRWQ 5, WDEN 5, WIL 5, WNOE 5

LONESTAR *Say When (BNA)*
 Total Stations: 16, Total Points: 719, Total Adds: 13, Including:
 WBYT 18, WKIX 18, KEAN 17, KJUG 15, KWNR 13, WSOC 13,
 WKNN 12, KBUL 11, KHAK9, WWZD 7, WBEE 6, KTTS 5,
 WWYZ 5
 Plays Include: KIZN 7 (7), KSOP 7 (7), WDEN 5 (5)

CACTUS CHOIR *Step Right Up (Curb/Universal)*
 Total Stations: 17, Total Points: 703, Total Adds: 4, Including:
 KEAN 17, WRNS 16, WTCR 6, WDEN 5
 Plays Include: KBEQ 18 (18), WTNT 17 (17), KTST 15 (15),
 WGNE 15 (14), WWJO 11 (7), WTVY 10 (10), KNFM 8 (8),
 KFDI 5 (5), KTTS 5 (5), WKCN 5 (5), WRBQ 5 (5), WWYZ 5 (5),
 WXXQ 5 (5)

RHETT AKINS *Better Than It Used To Be (Decca)*
 Total Stations: 15, Total Points: 542, Total Adds: 9, Including:
 KEAN 17, WKML 10, WMTZ 10, KSOP 7, WBEE 6, KASE 5,
 KFDI 5, WDEN 5, WSOC 5
 Plays Include: KWNR 13 (13), WKKT 10 (10), KHAY 9 (9), WTCR
 6 (6), KTTS 5 (5), WWYZ 5 (5)

RUBY LOVETT *Look What Love Used To Be (MCG/Curb)*
 Total Stations: 14, Total Points: 526, Total Adds: 0, Including:
 WBBN 25 (25), KVOO 17 (17), KRRV 10 (10), WWYZ 10 (10),
 WXBM 9 (9), WWZD 7 (7), KAJA 5 (5), KTTS 5 (5), KWJJ 5
 (5), WDEN 5 (5), WKKT 5 (5), WRBQ 5 (5), WSOC 5 (5),
 WWWW 5 (5)

Songs Ranked By Total Points

NATIONAL RADIO FORMATS

ABC RADIO NETWORKS
Coast-To-Coast
Mark Edwards • (214) 991-9200

Adds:
 TRACE ADKINS *Lonely Won't Leave Me Alone*
 ALAN JACKSON *A House With No Curtains*
Hottest:
 GARTH BROOKS *She's Gonna Make It*
 ANITA COCHRAN & STEVE WARINER *What If I Said*

Real Country
Dave Nicholson • (602) 966-6236

Adds:
 JOHN ANDERSON *Takin' The Country Back*
 GARTH BROOKS *She's Gonna Make It*
 ALAN JACKSON *A House With No Curtains*
 TRISHA YEARWOOD *Perfect Love*
Hottest:
 KENNY CHESNEY *A Chance*
 LEE ANN WOMACK *You've Got To Talk To Me*
 SAMMY KERSHAW *Love Of My Life*
 TRAVIS TRITT *Still In Love With You*
 TIM MCGRAW *Just To See You Smile*

AFTER MIDNITE ENTERTAINMENT
Mandy McCormack • (818) 461-5435

Adds:
 GARTH BROOKS *She's Gonna Make It*
 GEORGE STRAIT *Round About Way*
 CLAY WALKER *Then What*
Hottest:
 JOHN MICHAEL MONTGOMERY *Angel In My Eyes*
 BROOKS & DUNN *He's Got You*
 TIM MCGRAW *Just To See You Smile*
 MARTINA MCBRIDE *A Broken Wing*
 LEANN RIMES *On The Side Of Angels*
 DIAMOND RIO *Imagine That*

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

Adds:
 CLINT BLACK *Nothin' But The Taillights*
 GARTH BROOKS *She's Gonna Make It*
 GEORGE STRAIT *Round About Way*
 TRISHA YEARWOOD *Perfect Love*
Hottest:
 LYNNS *Nights Like These*
 LILA MCCANN *I Wanna Fall In Love*

BROADCAST PROGRAMMING
Walter Powers • (800) 426-9082
Super Country/Pure Country
Ken Moultrie

Adds:
 CLINT BLACK *Nothin' But The Taillights*
 KINLEYS *Just Between You And Me*
 GEORGE STRAIT *Round About Way*
 TRISHA YEARWOOD *Perfect Love*
Hottest:
 TIM MCGRAW *Just To See You Smile*
 JOHN MICHAEL MONTGOMERY *Angel In My Eyes*
 SAMMY KERSHAW *Love Of My Life*
 MICHAEL PETERSON *From Here To Eternity*
 ALAN JACKSON *Between The Devil And Me*

Digital Country
L.J. Smith

Adds:
 CLINT BLACK *Nothin' But The Taillights*
 TRISHA YEARWOOD *Perfect Love*
Hottest:
 TIM MCGRAW *Just To See You Smile*
 TOBY KEITH *I'm So Happy I Can't Stop Crying*
 LEANN RIMES *On The Side Of Angels*
 ALAN JACKSON *Between The Devil And Me*
 SHANIA TWAIN *Don't Be Stupid (You Know I Love You)*

New Country
Smith

Adds:
 CLINT BLACK *Nothin' But The Taillights*
 TRISHA YEARWOOD *Perfect Love*
Hottest:
 TIM MCGRAW *Just To See You Smile*
 TOBY KEITH *I'm So Happy I Can't Stop Crying*
 LEANN RIMES *On The Side Of Angels*
 LILA MCCANN *I Wanna Fall In Love*
 SHANIA TWAIN *Don't Be Stupid (You Know I Love You)*

JONES RADIO NETWORK
Phil Barry • (303) 784-8700
U.S. Country – Jim Murphy

Adds:
 TRACE ADKINS *Lonely Won't Leave Me Alone*
 CLINT BLACK *Nothin' But The Taillights*
 MINDY MCCREADY *You'll Never Know*
 TRISHA YEARWOOD *Perfect Love*
Hottest:
 BROOKS & DUNN *He's Got You*
 DIAMOND RIO *Imagine That*
 TIM MCGRAW *Just To See You Smile*
 JOHN MICHAEL MONTGOMERY *Angel In My Eyes*
 LEANN RIMES *On The Side Of Angels*

CD Country
John Hendricks

Adds:
 SHERRIE AUSTIN *Put Your Heart Into It*
 MATRACA BERG *Back In The Saddle*
 SAWYER BROWN *Another Side*
 MAVERICKS *To Be With You*
 MARTINA MCBRIDE *Valentine*
 LEE ROY PARNELL *All That Matters Anymore*
 MICHAEL PETERSON *Too Good To Be True*
Hottest:
 BRYAN WHITE *One Small Miracle*
 COLLIN RAYE *Little Red Rodeo*
 DAVID LEE MURPHY *Just Don't Wait Around Til She's Leavin'*
 WADE HAYES *The Day That She Left Tulsa (In A Chevy)*
 DIXIE CHICKS *I Can Love You Better*

RADIO ONE COUNTRY PLAYLIST
D.C. Cavender • (970) 949-3339

Adds:
 TRACE ADKINS *Lonely Won't Leave Me Alone*
 CLINT BLACK *Nothin' But The Taillights*
 GARTH BROOKS *She's Gonna Make It*
 JO DEE MESSINA *Bye, Bye*
 TRISHA YEARWOOD *Perfect Love*
Hottest:
 ALAN JACKSON *Between The Devil And Me*
 TOBY KEITH *I'm So Happy I Can't Stop Crying*
 BROOKS & DUNN *He's Got You*
 TIM MCGRAW *Just To See You Smile*
 SAMMY KERSHAW *Love Of My Life*

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

Hot Country
David Felker

Adds:
 CLINT BLACK *Nothin' But The Taillights*
 CLAY WALKER *Then What*
Hottest:
 JOHN MICHAEL MONTGOMERY *Angel In My Eyes*
 ALAN JACKSON *Between The Devil And Me*
 TIM MCGRAW *Just To See You Smile*
 MARTINA MCBRIDE *A Broken Wing*
 TOBY KEITH *I'm So Happy I Can't Stop Crying*

Mainstream Country
Adds:
 CLINT BLACK *Nothin' But The Taillights*
 MINDY MCCREADY *You'll Never Know*
Hottest:
 ALAN JACKSON *Between The Devil And Me*
 JOHN MICHAEL MONTGOMERY *Angel In My Eyes*
 TIM MCGRAW *Just To See You Smile*
 BROOKS & DUNN *He's Got You*
 SAMMY KERSHAW *Love Of My Life*

COUNTRY VIDEO



ADDS

TRACE ADKINS *Lonely Won't Leave Me Alone (Capitol)*
 CACTUS CHOIR *Step Right Up*
 TRISHA YEARWOOD *Perfect Love*

ELITE

BRYAN WHITE *One Small Miracle*
 BLACKHAWK *Postmarked Birmingham*
 SAMMY KERSHAW *Love Of My Life*
 CLINT BLACK *Something That We Do*
 TY HERNDON *I Have To Surrender*

TNN

THE NASHVILLE NETWORK
 60.2 million households
 Traci Todd,
 Manager/Video Programming

ADDS

KINLEYS *Just Between You And Me (Epic)*
 DAVID LEE MURPHY *Just Don't Wait Around Til... (MCA)*
 CLAY WALKER *Then What (Giant)*

TOP 10

- CLAY WALKER *Then What (Giant)*
- BROOKS & DUNN *He's Got You (Arista)*
- SAMMY KERSHAW *Love Of My Life (Mercury)*
- LILA MCCANN *I Wanna Fall In Love (Asylum/EEG)*
- REBA McENTIRE *What If (MCA)*
- SHANIA TWAIN *Don't Be Stupid (You Know...) (Mercury)*
- TRACE ADKINS *The Rest Of Mine (Capitol)*
- DEANA CARTER *Did I Shave My Legs For This (Capitol)*
- ANITA COCHRAN & STEVE WARINER *What If... (Warner Bros.)*
- DIXIE CHICKS *I Can Love You Better (Monument)*

Information current as of January 19.

CMT

COUNTRY MUSIC TELEVISION
 42 million households
 Chris Parr, Director/Programming
 Paul Hastaba, VP/GM

ADDS

BELLAMY BROTHERS *Catahoula (Bellamy Brothers)*
 GREAT DIVIDE *Never Could (Atlantic)*
 KINLEYS *Just Between You And Me (Epic)*
 SAWYER BROWN *Another Side (Curb)*
 CLAY WALKER *Then What (Giant)*

TOP 10

- SAMMY KERSHAW *Love Of My Life (Mercury)*
- JOHN MICHAEL MONTGOMERY *Angel In... (Atlantic)*
- SHANIA TWAIN *Don't Be Stupid (You Know...) (Mercury)*
- PAUL BRANDT *A Little In Love (Reprise)*
- WYNONNA *When Love Starts Talkin' (Curb/Universal)*
- LILA MCCANN *I Wanna Fall In Love (Asylum/EEG)*
- ANITA COCHRAN & STEVE WARINER *What If... (Warner Bros.)*
- BROOKS & DUNN *He's Got You (Arista)*
- TRACE ADKINS *The Rest Of Mine (Capitol)*
- DEANA CARTER *Did I Shave My Legs For This? (Capitol)*

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 & STEVE WARINER *What If... (Warner Bros.)*
- MARTINA MCBRIDE *A Broken Wing (RCA)*
- LILA MCCANN *I Wanna Fall In Love (Asylum/EEG)*
- REBA McENTIRE *What If (MCA)*
- JOHN MICHAEL MONTGOMERY *Angel In My Eyes (Atlantic)*
- SHANIA TWAIN *Don't Be Stupid (You Know...) (Mercury)*
- WYNONNA *When Love Starts Talkin' (Curb/Universal)*

HOT SHOTS

- TRACE ADKINS *Lonely Won't Leave Me Alone (Capitol)*
- WADE HAYES *The Day That She Left Tulsa... (Columbia)*
- TOBY KEITH *Dream Walkin' (Mercury)*
- TRACY LAWRENCE *One Step Ahead Of The Storm (Atlantic)*
- JO DEE MESSINA *Bye Bye (Curb)*
- SAWYER BROWN *Another Side (Curb)*
- KEVIN SHARP *There's Only You (Asylum/EEG)*
- DARYLE SINGLETARY *The Note (Giant)*
- BRYAN WHITE *One Small Miracle (Asylum/EEG)*
- 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 14.

The New Album Gallery

January 20, 1998



Mila Mason

The Strong One (Atlantic)

The truly great country singers display a certain quality that extends beyond merely hitting all the right notes. That quality is hard to define, but the words "soul," "emotion," and "passion" immediately come to mind. Those descriptions apply to Mila Mason and her second Atlantic album, *The Strong One*. Although the Kentucky native has enjoyed success at Country radio with "That's

Enough Of That," "Dark Horse," and "That's The Kinda Love (That I'm Talking About)," Mason remains one of country's most underrated newcomers. This time around, Mason has recorded songs contributed by several of Nashville's top songwriters, including Al Anderson, Robert Ellis Orrall, Aimee Mayo, Chapin Hartford, Kostas, Rick Giles, and Susan Longacre. The project was produced by Blake Mevis, whose production credits include projects with George Strait, Keith Whitley, and Lorrie Morgan.

GOING BE ADDS

January 16, 1998

Trace Adkins "Lonely Won't Leave Me Alone"

Capitol: If you think Trace Adkins' voice is all about a rich baritone, wait until you hear him hit the high note on "Lonely Won't Leave Me Alone." Between Adkins' vocal and the brooding musical arrangement, it's a haunting ballad you won't soon forget. The track comes from Adkins' sophomore album, *Big Time*.

Rhett Akins "Better Than It Used To Be"

Decca: Rhett Akins is fired up about this Mark D. Sanders/Neil Thrasher song that begins his new album, *What Livin's All About*. "Not only are the lyrics great, but it just rocks," Akins says. "When I first heard it, it had that live feeling like the songs I like to perform in my shows."

Alan Jackson "House With No Curtains"

Arista: If you hear anybody say, "They just don't make country records like they used to," demand that they listen to "House With No Curtains." There's nothing flashy about the song or Jackson's vocal, but it shows the power of the traditional country sound. Jackson is still working on his next album, but "House With No Curtains" is from his platinum *Everything I Love*.

Lonestar "Say When"

BNA: Lead vocalist Richie McDonald sings "Say When," but Lonestar bassist/vocalist John Rich wrote the ballad with Larry Boone and Paul Nelson. The track comes from the *Crazy Nights* CD, which — as it turns out — will mark Rich's departure from the band as he embarks on a solo career. While searching for Rich's replacement, Lonestar has already begun pre-production work on its third album.



Bob Barnett, PD
WIL/St. Louis

MARTINA MCBRIDE
"Valentine"
(RCA)

With all of the "love" songs available, country music *finally* gets a true Valentine's song. Like Valentine's Day itself, the lyrics and the production are sweet and romantic. Sure, it's a timely release ... but with an enduring, universal theme, this ode to love has the potential to be the perfect radio "Hallmark moment" for many Valentine's Days to come. The country-fied remix lends itself better to the format than the original AC hit from Martina's *Evolution* CD, without robbing the song of its heart. Happy Valentine's Day!



Jeff Garrison, PD
KMLE/Phoenix

CHRIS KNIGHT
"Framed"
(Decca)

Chris Knight is someone fresh out of Nashville who we haven't had in a long, long time. That's exactly what we're looking for in '98 at KMLE. His voice is so enticing on the radio, it's like a country John Mellencamp. His voice just jumps off the radio, and you can hear the energy and the passion that were put into this record. Chris Knight first got my attention after I learned that Willie Nelson had heard his CD and immediately invited him to perform at the Farm Aid concert in July. Performers like this don't come around that often. I'm not sure whether this is going to be the next big wave in country, but I sure want to give it a shot.

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- ⊙ Reliable results...every week
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**For Today's
Country Radio**

Bullseye Research Compiled by Hart Media
Marketed by SJS Entertainment
www.sjs.net

 **SJS entertainment**

COUNTRY PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL COUNTRY REPORTERS ON R&R ONLINE

107 NEW COUNTRY

MARKET #1

WXYX/New York
(914) 592-1071
Smith/Roth

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
40	40	40	40	40	PAM TILLIS/Land Of The Living
40	40	40	40	40	LEANN RIMES/On The Side Of...
30	40	40	40	40	ALAN JACKSON/Between The Devil...
30	40	40	40	40	JOHN M. MONTGOMERY/Angel In My Eyes
30	40	40	40	40	GARTH BROOKS/She's Gonna Make It
30	30	30	30	30	BROOKS & DUNN/He's Got You
30	30	30	30	30	MICHAEL PETERSON/From Here To...
30	30	30	30	30	DIAMOND RIO/Imagine That
30	30	30	30	30	WYNONNA/Come Some Rainy Day
30	30	30	30	30	SHANIA TWAIN/Don't Be Stupid...
30	30	30	30	30	REBA MCENTIRE/What If I Said
20	30	30	30	30	TIM MCGRAW/Just To See You...
20	30	30	30	30	SAMMY KERSHAW/Love Of My Life
20	30	30	30	30	CLINT BLACK/Nothin' But...
20	30	30	30	30	GEORGE STRAIT/Round About Way
20	30	30	30	30	TRISHA YEARWOOD/Perfect Love
20	30	30	30	30	VARIOUS ARTISTS/Make A Miracle
20	20	24	24	24	MARTINA MCBRIDE/A Broken Wing
20	20	24	24	24	BOY KEITH/I'm So Happy...
20	20	24	24	24	TRAVIS TRITT/Still In Love
20	20	24	24	24	LORRIE MORGAN/One Of Those...
20	20	24	24	24	DEANA CARTER/Once Upon A December
20	20	24	24	24	COLLIN RAYE/Little Red Rodeo
20	20	24	24	24	BRYAN WHITE/One Small Miracle
20	20	24	24	24	CHELY WRIGHT/Just Another...
20	20	24	24	24	LEE ANN WOMACK/You've Got To...
20	20	24	24	24	KENNY CHESNEY/A Chance
18	20	20	20	20	DEANA CARTER/How Do I Get There
18	20	20	20	20	KENNY CHESNEY/She's Got It All
18	20	20	20	20	REBA MCENTIRE/What If It's You
18	20	20	20	20	GEORGE STRAIT/Carrying Your...
40	40	20	20	20	CLINT BLACK/Something That We Do
18	20	20	20	20	TRISHA YEARWOOD/How Do I Live
18	20	20	20	20	TIM MCGRAW W/F. HILL/It's Your Love
20	20	20	20	20	KEVIN SHARP/If You Love Somebody
20	20	20	20	20	COCHRAN & WARINER/What If I Said
20	20	20	20	20	LILA MCCANNI/Wanna Fall In Love
20	20	20	20	20	KINLEYS/Just Between You...

93.9 KILA

MARKET #2

KZLA/Los Angeles
(914) 882-8000
Sebastian/Fink

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
28	34	21	34	34	GARTH BROOKS/Belleau Wood
10	28	34	34	34	COCHRAN & WARINER/What If I Said
28	34	21	34	34	MARTINA MCBRIDE/A Broken Wing
28	34	21	34	34	TIM MCGRAW/Just To See You...
24	34	28	34	34	LILA MCCANNI/Wanna Fall In Love
28	24	28	28	28	BROOKS & DUNN/He's Got You
28	24	28	28	28	DIAMOND RIO/Imagine That
28	28	21	28	28	TY HERNDON/Have To Surrender
28	28	21	28	28	BOY KEITH/I'm So Happy...
10	10	34	28	28	SAMMY KERSHAW/Love Of My Life
24	34	28	28	28	LEANN RIMES/On The Side Of...
24	34	28	28	28	GARTH BROOKS/She's Gonna Make It
10	10	28	24	24	WADE HAYES/The Day That She...
10	10	28	24	24	JO DEE MESSINA/Bye, Bye
10	24	24	24	24	JOHN M. MONTGOMERY/Angel In My Eyes
24	28	24	24	24	COLLIN RAYE/Little Red Rodeo
24	28	24	24	24	LEANN RIMES/On The Side Of...
24	28	24	24	24	TRISHA YEARWOOD/Perfect Love
10	24	24	24	24	WYNONNA/Come Some Rainy Day
34	34	21	21	21	CLINT BLACK/Something That We Do
28	34	21	21	21	TIM MCGRAW/Everywhere
28	34	21	21	21	MARK CHESNUTT/Thank God For...
24	28	21	21	21	ALABAMA/OI Course I'm...
21	21	21	21	21	ALAN JACKSON/Between The Devil...
21	21	21	21	21	KINLEYS/Pleas
34	21	21	21	21	LONESTAR/You Walked In
34	21	21	21	21	MICHAEL PETERSON/From Here To...
9	9	9	9	9	KENNY CHESNEY/A Chance
9	9	9	9	9	DIXIE CHICKS/I Can Love You...
9	9	9	9	9	KINLEYS/Just Between You...
9	9	9	9	9	NEAL MCCOY/If You Can't Be...
24	24	24	24	24	REBA MCENTIRE/What If
10	10	11	11	11	LORRIE MORGAN/One Of Those...
10	10	11	11	11	SHANIA TWAIN/Don't Be Stupid...
9	9	9	9	9	BRYAN WHITE/One Small Miracle

US 99

MARKET #3

WUSN/Chicago
(312) 882-0099
Sledge/Biondo

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
20	36	36	36	36	TY HERNDON/Have To Surrender
36	36	36	36	36	BOY KEITH/I'm So Happy...
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
20	20	36	36	36	TIM MCGRAW/Just To See You...
20	20	36	36	36	BROOKS & DUNN/He's Got You
20	20	36	36	36	DIAMOND RIO/Imagine That
20	20	36	36	36	SHANIA TWAIN/Don't Be Stupid...
20	20	36	36	36	LEANN RIMES/On The Side Of...
20	20	36	36	36	LILA MCCANNI/Wanna Fall In Love
20	20	36	36	36	WYNONNA/Come Some Rainy Day
20	20	36	36	36	REBA MCENTIRE/What If
20	20	36	36	36	KENNY CHESNEY/A Chance
14	14	20	20	20	SAMMY KERSHAW/Love Of My Life
20	20	20	20	20	BRYAN WHITE/One Small Miracle
20	20	20	20	20	LEE ANN WOMACK/You've Got To...
14	14	20	20	20	NEAL MCCOY/If You Can't Be...
20	20	20	20	20	LORRIE MORGAN/One Of Those...
9	9	9	9	9	GEORGE STRAIT/Round About Way
9	9	9	9	9	TRISHA YEARWOOD/Perfect Love
14	14	14	14	14	SHANIA TWAIN/Don't Be Stupid...
14	14	14	14	14	COLLIN RAYE/Little Red Rodeo
14	14	14	14	14	TRAVIS TRITT/Still In Love
14	14	14	14	14	COCHRAN & WARINER/What If I Said
36	36	36	36	36	GARTH BROOKS/Longneck Bottle
14	14	14	14	14	MARK CHESNUTT/It's Not Over
14	14	14	14	14	DARYLE SINGLETARY/The Note
9	9	9	9	9	KEVIN SHARP/There's Only You
14	14	14	14	14	DIXIE CHICKS/I Can Love You...
9	9	9	9	9	CLINT BLACK/Nothin' But
9	9	9	9	9	JOHN M. MONTGOMERY/How Was I To Know
10	14	14	14	14	WADE HAYES/The Day That She...
9	9	9	9	9	GARTH BROOKS/She's Gonna Make It
9	9	9	9	9	CLAY WALKER/Then What
14	14	14	14	14	ALAN JACKSON/A House With No...
9	9	9	9	9	KINLEYS/Just Between You...

YOUNG COUNTRY 105.3

MARKET #4

KYCY/San Francisco
(415) 391-9330
Logan/Jordan

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
20	20	35	35	35	KENNY CHESNEY/A Chance
30	30	35	35	35	COCHRAN & WARINER/What If I Said
30	30	35	35	35	BROOKS & DUNN/He's Got You
45	45	35	35	35	LILA MCCANNI/Wanna Fall In Love
45	45	35	35	35	LEANN RIMES/On The Side Of...
45	45	35	35	35	MICHAEL PETERSON/From Here To...
30	30	25	35	35	DIAMOND RIO/Imagine That
5	5	15	25	25	GARTH BROOKS/She's Gonna Make It
5	5	15	25	25	TY HERNDON/Have To Surrender
30	30	25	25	25	BOY KEITH/I'm So Happy...
30	30	25	25	25	SAMMY KERSHAW/Love Of My Life
45	45	25	25	25	JOHN M. MONTGOMERY/Angel In My Eyes
45	45	25	25	25	LEANN RIMES/On The Side Of...
30	30	25	25	25	LEE ANN WOMACK/You've Got To...
30	30	25	25	25	DIXIE CHICKS/I Can Love You...
5	5	5	5	5	WYNONNA/Come Some Rainy Day
20	20	15	15	15	NEAL MCCOY/If You Can't Be...
5	5	15	15	15	COLLIN RAYE/Little Red Rodeo
5	5	15	15	15	GEORGE STRAIT/Round About Way
20	20	15	15	15	SHANIA TWAIN/Don't Be Stupid...
20	20	15	15	15	CLINT BLACK/Nothin' But
20	20	15	15	15	SHANIA TWAIN/From This Moment On
10	10	10	10	10	CLINT BLACK/Something That We Do
45	45	10	10	10	GARTH BROOKS/Longneck Bottle
7	7	17	17	17	TRACY BYRD/Don't Love Me
7	7	17	17	17	TY HERNDON/Loved Too Much
30	30	25	25	25	ALAN JACKSON/Between The Devil...
10	10	10	10	10	WYNONNA/When Love Starts...
45	45	10	10	10	KINLEYS/Pleas
9	9	9	9	9	LONESTAR/Come Cryin' To Me
9	9	9	9	9	JOHN M. MONTGOMERY/How Was I To Know
10	10	10	10	10	TIM MCGRAW/Everywhere
9	9	9	9	9	ALAN JACKSON/W.F. HILL/It's Your Love
9	9	9	9	9	KEVIN SHARP/If You Love Somebody
45	45	10	10	10	PAM TILLIS/Land Of The Living
9	9	9	9	9	RICK TRIVINO/Only Get This...
45	45	10	10	10	SHANIA TWAIN/Love Gets Me...
5	5	5	5	5	JIM COLLINS/The Next Step
5	5	5	5	5	WADE HAYES/The Day That She...
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	4W	3W	TW	ARTIST/TITLE
17	17	24	32	32	TIM MCGRAW/Just To See You
24	24	32	32	32	DIAMOND RIO/Imagine That
17	17	24	32	32	SAMMY KERSHAW/Love Of My Life
17	17	24	32	32	JOHN M. MONTGOMERY/Angel In My Eyes
24	24	32	32	32	BROOKS & DUNN/He's Got You
32	32	32	32	32	ALAN JACKSON/Between The Devil...
32	32	32	32	32	GARTH BROOKS/Longneck Bottle
24	24	32	32	32	MICHAEL PETERSON/From Here To...
24	24	32	32	32	BOY KEITH/I'm So Happy...
17	17	24	32	32	LILA MCCANNI/Wanna Fall In Love
24	24	32	32	32	TRACE ADKINS/The Rest Of Mine
17	17	24	32	32	REBA MCENTIRE/What If
17	17	24	32	32	KINLEYS/Just Between You...
24	24	32	32	32	LEANN RIMES/On The Side Of...
7	7	17	24	24	SHANIA TWAIN/Don't Be Stupid...
7	7	17	24	24	COCHRAN & WARINER/What If I Said
7	7	17	24	24	CLINT BLACK/Nothin' But...
7	7	17	24	24	COLLIN RAYE/Little Red Rodeo
7	7	17	24	24	GARTH BROOKS/She's Gonna Make It
7	7	17	24	24	WYNONNA/Come Some Rainy Day
7	7	17	24	24	KENNY CHESNEY/A Chance
7	7	17	24	24	BRYAN WHITE/One Small Miracle
7	7	17	24	24	CLINT BLACK/Something That We Do
7	7	17	24	24	LEE ANN WOMACK/You've Got To...
7	7	17	24	24	GEORGE STRAIT/Round About Way
17	17	17	17	17	DIAMOND RIO/How Your Love...
32	32	32	32	32	BROOKS & DUNN/Honky Tonk Truth
17	17	17	17	17	YEARWOOD & BROOKS/In Another's Eyes
32	32	32	32	32	MARTINA MCBRIDE/A Broken Wing
32	32	32	32	32	CLINT BLACK/Something That We Do
32	32	32	32	32	DEANA CARTER/How Do I Get There
32	32	32	32	32	SHANIA TWAIN/Love Gets Me
32	32	32	32	32	MARK CHESNUTT/Thank God For...
32	32	32	32	32	PAM TILLIS/Land Of The Living
17	17	17	17	17	TIM MCGRAW/Everywhere
7	7	7	7	7	NEAL MCCOY/If You Can't Be
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...

KPLX 49.5

MARKET #6

KPLX/Dallas
(214) 526-2400
Rivers/Whitney

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
45	45	45	45	45	JOHN M. MONTGOMERY/Angel In My Eyes
45	45	45	45	45	BROOKS & DUNN/He's Got You
28	45	45	45	45	TIM MCGRAW/Just To See You...
28	45	45	45	45	SAMMY KERSHAW/Love Of My Life
28	45	45	45	45	LILA MCCANNI/Wanna Fall In Love
28	28	45	45	45	DIXIE CHICKS/I Can Love You...
28	28	45	45	45	DAVID KERSH/If I Never Stop...
15	28	45	45	45	DIAMOND RIO/Imagine That
28	28	45	45	45	LEANN RIMES/On The Side Of...
28	28	45	45	45	COCHRAN & WARINER/What If I Said
28	28	45	45	45	DARYLE SINGLETARY/The Note
28	28	45	45	45	WADE HAYES/The Day That She...
28	28	45	45	45	LEE ANN WOMACK/You've Got To...
28	28	45	45	45	SHANIA TWAIN/Don't Be Stupid...
28	28	45	45		

COUNTRY PLAYLISTS

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FIND COMPLETE PLAYLISTS FOR ALL COUNTRY REPORTERS ON R&R ONLINE

MARKET #13		MARKET #14	
<p>KMPX/Seattle (206) 443-9400 Richards/Thomas</p>		<p>KEEY/Minneapolis (612) 820-4200 Swedberg/Moon</p>	

MARKET #15		MARKET #16	
<p>KSDN/San Diego (619) 291-9797 Shepard/Barnes</p>		<p>WJJC/Long Island (516) 423-6740 Asker/Alexander</p>	

MARKET #17		MARKET #18	
<p>KMLE/Phoenix (602) 264-0108 Garrison/Allen</p>		<p>WKXX/St. Louis (314) 434-0106 Allen/Louis</p>	

MARKET #19		MARKET #20	
<p>WQOC/Baltimore (410) 366-3693 Lindemulder/Cole</p>		<p>WOSY/Pittsburgh (412) 471-9950 Case/Dalton</p>	

MARKET #21		MARKET #22	
<p>WQYK/Tampa (813) 576-6055 Martin/Roberts</p>		<p>WRBQ/Tampa (813) 287-1047 Lane/Myles</p>	

MARKET #23		MARKET #24	
<p>KIX/Phoenix (602) 966-6236 Daniels/Owens</p>		<p>WIL/St. Louis (314) 781-9800 Barnett/Langston</p>	

MARKET #25		MARKET #26	
<p>WOL/92.5 FM WIL/St. Louis (314) 781-9800 Barnett/Langston</p>		<p>WKKX/St. Louis (314) 434-0106 Allen/Louis</p>	

MARKET #27		MARKET #28	
<p>WQOC/Baltimore (410) 366-3693 Lindemulder/Cole</p>		<p>WOSY/Pittsburgh (412) 471-9950 Case/Dalton</p>	

MARKET #29		MARKET #30	
<p>WQYK/Tampa (813) 576-6055 Martin/Roberts</p>		<p>WRBQ/Tampa (813) 287-1047 Lane/Myles</p>	

MARKET #31		MARKET #32	
<p>WQYK/Tampa (813) 576-6055 Martin/Roberts</p>		<p>WRBQ/Tampa (813) 287-1047 Lane/Myles</p>	

MARKET #33		MARKET #34	
<p>WQYK/Tampa (813) 576-6055 Martin/Roberts</p>		<p>WRBQ/Tampa (813) 287-1047 Lane/Myles</p>	

MARKET #35		MARKET #36	
<p>WQYK/Tampa (813) 576-6055 Martin/Roberts</p>		<p>WRBQ/Tampa (813) 287-1047 Lane/Myles</p>	

MARKET #37		MARKET #38	
<p>WQYK/Tampa (813) 576-6055 Martin/Roberts</p>		<p>WRBQ/Tampa (813) 287-1047 Lane/Myles</p>	

MARKET #39		MARKET #40	
<p>WQYK/Tampa (813) 576-6055 Martin/Roberts</p>		<p>WRBQ/Tampa (813) 287-1047 Lane/Myles</p>	

MARKET #41		MARKET #42	
<p>WQYK/Tampa (813) 576-6055 Martin/Roberts</p>		<p>WRBQ/Tampa (813) 287-1047 Lane/Myles</p>	

COUNTRY PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL COUNTRY REPORTERS ON R&R ONLINE

MARKET #24 KWJ/Portland, OR (503) 228-4393 Mitchell/McCrae. PLAYLIST with columns SW, 4W, 3W, TW and ARTIST/TITLE.

MARKET #25 WUBE/Cincinnati (513) 721-1050 Closson/Hamilton. B105 FM logo. PLAYLIST with columns SW, 4W, 3W, TW and ARTIST/TITLE.

MARKET #26 KBEQ/Kansas City (816) 531-2535 Kennedy/McEntire. Q104 logo. PLAYLIST with columns SW, 4W, 3W, TW and ARTIST/TITLE.

MARKET #26 KFKF/Kansas City (816) 753-4000 Carter/Stevens. KFKF 94FM COUNTRY FAVORITE logo. PLAYLIST with columns SW, 4W, 3W, TW and ARTIST/TITLE.

MARKET #27 KNCI/Sacramento (916) 338-9200 Evans/Wood. 105.1 KNCI logo. PLAYLIST with columns SW, 4W, 3W, TW and ARTIST/TITLE.

MARKET #28 KRZY/San Jose (408) 293-8030 Stevens. 95.3 KRZY logo. PLAYLIST with columns SW, 4W, 3W, TW and ARTIST/TITLE.

MARKET #29 KFRG/Riverside (909) 825-9525 Massie/Jeffrey. FR-95.1 KFRG logo. PLAYLIST with columns SW, 4W, 3W, TW and ARTIST/TITLE.

MARKET #30 WMIL/Milwaukee (414) 545-8900 Wolfe/Dolphin/Morgan. FM 106 logo. PLAYLIST with columns SW, 4W, 3W, TW and ARTIST/TITLE.

MARKET #31 WCTK/Providence (401) 467-4366 Everett/Hill. Cat Country 98.1 logo. PLAYLIST with columns SW, 4W, 3W, TW and ARTIST/TITLE.

MARKET #32 WCWL/Columbus, OH (614) 221-7811 Moss/Crenshaw. 92.3 WCWL logo. PLAYLIST with columns SW, 4W, 3W, TW and ARTIST/TITLE.

MARKET #32 WHOK/Columbus, OH (614) 487-9465 Cristi/Wolf. K95.5 logo. PLAYLIST with columns SW, 4W, 3W, TW and ARTIST/TITLE.

MARKET #33 KAJA/San Antonio (210) 736-9700 Montgomery/James. KJ 97 FM COUNTRY logo. PLAYLIST with columns SW, 4W, 3W, TW and ARTIST/TITLE.

MARKET #33 KCYF/San Antonio (210) 615-5400 Curtis/Frey. Y100 FM logo. PLAYLIST with columns SW, 4W, 3W, TW and ARTIST/TITLE.

MARKET #34 WCMS/Norfolk (757) 424-1050 Meehan. WCM5 logo. PLAYLIST with columns SW, 4W, 3W, TW and ARTIST/TITLE.

MARKET #34 WGH/Norfolk (757) 671-1000 Brooks/Carmody. THE NEW COUNTRY EAGLE 97.3 logo. PLAYLIST with columns SW, 4W, 3W, TW and ARTIST/TITLE.



MIKE KINOSHIAN

Testing ... One, Two, Three?

□ More may be better with auditorium testing

The good old days of packing a few hundred participants into a hotel auditorium to take a music test are being updated. More and more stations are discovering that these exercises can be done interactively by phone. And some researchers are also looking at the frequency of auditorium tests, proposing that more might be better.



Bill Moyes

Veteran researcher **Bill Moyes** has been studying and comparing the results of stations that do multiple tests each year. "Two times a year is pretty standard," he says. "When you look at cycles of when music gets tired, you'll see there's something really interesting happening there. With all the stuff going on around it, it's obviously turning over a little faster than it did." Moyes, the former Chairman of the Research Group and now President of his own firm, suggests that you consider things in six-month cycles. The first two months, he explains, are "really hot — it's very fresh. Listeners can't say exactly why, but the music sounds better. "That's followed by a two-month period where it's pretty good. Then, in the last two months, I'm finding it really gets tired and stale. Something bothers listeners. They feel the music they're listening to at the office is the same old stuff.

"What I've done with as many clients as possible is take them to three a year," Moyes says. "Hopefully, all clients will soon do this. Done at equal intervals, three music tests a year will clip that last two-month cycle. You'll continue

getting two months of euphoria, two months of "This is pretty good," but you won't get the two months of "This stinks." The station will always be fresh."

Those familiar with strategic studies are aware of standard station images like "good morning show" or stations that play "a lot of music without a lot of talk." As Moyes notes, "When doing an actual correlation analysis on how well each image compares with its P1 status column, many stations get absolute-

ly crappy scores by playing a lot of music, yet do very well in P1. There are quite a few ACs that don't have a big morning show, yet do very well when it comes to P1s."

The image with the highest correlation to P1 formation is who the listener thinks "plays the best songs for their tastes," Moyes points out. "If you look at a table that answers the question 'Who plays a lot of music?' it doesn't look very much like the P1 table. If you look at 'Best morning show,' it doesn't look very much like the P1 table. But if you look at who plays the best songs for their audience's taste, it looks like a carbon copy of the P1 table."

Moyes says he's seen stations that schedule a third music test increase their ratings by as much as a full share. He comments, "I'd rather spend the extra money on the product before I add it to the television budget. Many people spend research money that doesn't

really have a whole lot of payoff, but this does.

"Let's say you have an interactive test that costs \$15,000. By tacking on another \$15,000, you'll have a tremendous payoff. Most people don't know it. They merrily spend \$30,000 or \$40,000 on strategic studies. They don't know that if you put \$15,000 toward a good interactive auditorium test, it will really reap rewards."

And AC, Moyes says, is a wonderful format for interactive testing. "The format's been very receptive to new technology. PDs know that, musically, AC isn't a thrilling format, so they're very hot for anything they can find to make the music better."

One And Only

However, not all programmers agree with the more is better philosophy. "For this kind of format, I can see us getting away with one

auditorium test a year," remarks WBBQ/Augusta, GA PD **John Patrick**.

"Sure, I'd love to do it twice a year and add some strategic questions. But in this format, and in a market this size, we could easily get away with doing one auditorium test a year; twice a year seems like overkill. Other formats are more aggressive than AC, and I see their listeners tiring of Jewel faster than our listeners do. You'd really want to know that Hootie & The Blowfish had come so far so fast and burned so quickly. I don't think we have that at this level."

Opining that things don't change very much in six-month intervals, Patrick says, "You'd no sooner be getting results back from one test than you'd be starting the next one. It's not like this is Arbitron."

While the desired sample size of test-takers will vary from market to market, Patrick remarks, "The more the merrier, but in a market this size, I'd be happy with 400-500 people."



John Patrick

Recalling the first time he did a music research project several years ago at crosstown WZNY, Patrick notes, "We had a very hard time getting enough people to constitute a large enough sample. In general, our format gets no advantage when it comes to survey-taking. AC's core audience has so much to do and so many other things on their minds. They don't have time to go to the Sheraton to take a music test or fill out ratings diaries. People's lives have become very busy. AC is at a huge disadvantage in all forms of research."

Back To Basics

In his 25 years as a researcher, Dr. **Roger Wimmer** has always read trends by simply paying close attention to his clients. His latest observation: GMs and PDs are interested in returning to the basics.

"What I've noticed with AC — and, to a lesser degree, with Country — is that they're looking for new ways of doing clocks. They want to focus on stopsets, number of songs in a row, and back-sells. Instead of playing 9000 songs in a row, they're going to three or four. There have been many complaints that when stations play 10 songs in a row, listeners can't remember the name of the song they want to buy."

Some AC clients of his Wimmer-Hudson Research & Development

The At-Work Format Of Choice!

Findings from Edison Media Research's national survey of 1123 people who work solidifies AC's position as the format with the highest index of listening at work.

According to Edison President **Larry Rosin**, the biggest reason other formats don't perform as well as AC at work involves marketing. Other formats, he finds, don't put as much emphasis in this area as AC does. Please refer to R&R's Page 1 story for Rosin's in-depth summary of this compelling study. What follows here, though, are AC-specific highlights he shared with us:

- Most people *choose* to listen to AC at work — they are not forced to.
- Most people choose their at-work station on the basis of hearing music they like.
- 42% of everyone works in an office. An incredible 63% of those who choose AC in the workplace work in offices. AC is clearly the preferred choice in this environment.
- AC listeners are much more likely to work in an office building or in a home office. They're much *less* likely to work outdoors.
- AC listeners are slightly more likely to be listening communally, but are no more likely to be listening on an area-wide system — the commonly held myth.
- People who listen most to AC at work are *no* more likely to be forced to listen to that AC station than anyone else. However, they are slightly more likely to say they work at a place where there are rules about what kind of station they can listen to. The implication is that while there are rules, most people would choose AC anyway.
- People who choose an AC station at work are much more likely to say music quantity is very important to them in their choice of a favorite station.
- When it comes to selecting a station to listen to at work, AC people are much *less* likely to say air personalities are important to them.
- AC's workplace — and particularly office place — concentration has paid off incredibly well. AC listeners index high for having come into contact with some kind of radio station marketing materials (i.e., mail, fax, or phone calls).
- However, Rosin cautions that if other formats get smarter about workplace marketing, the results could have a considerable impact on AC.

consultancy do music tests once per quarter, others once a year. "It depends on the battle they're in and their budget," Wimmer points out. "Some would like to do two a year, but say they need tires for their van. I always tell them that music is *only* the product. It's their decision if they want to test the product or buy tires. Everybody should do *at least* one per year. It depends on who they are and who they're up against."

Wimmer's candid, blunt statement about music tests "only" affecting product usually "goes in one ear and out the other. Once they realize they live and die by the product, then it sinks in. Successful companies like Coca Cola don't consider research studies as an expense. It's an investment to find out what people want so they can give it to them."

Supporting the theory that radio is cyclical, Wimmer notes, "We're looking at the number of commercials in stopsets and where breaks could or could not fall. We've been doing 30 minutes of music and twice-an-hour stopsets for a few years now. We're looking for something new to hold people's attention. Baby boomers have been listening to the same kind of approach for a long time, and nothing has

changed very much. It's like re-packaging things."

In the early '90s, Wimmer observed that AC listeners liked up-tempo music. "When you ask them, they say, 'Get me going.' The willingness to give listeners what they want in terms of tempo was one of the major changes I've seen in the format."

There was a long-held belief that in-office listening should be unobtrusive. "That's a bunch of crap," Wimmer remarks. "People do pay attention during office hours. They listen to the news, traffic, and weather, and they enter contests just like they do in afternoon drive."

AC's core audience has so much to do and so many other things on their minds. They don't have time to go to the Sheraton to take a music test or fill out ratings diaries.

— John Patrick

JANUARY 16, 1998

SW	4W	LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	4W	5W	
4	2	2	1	R. MARX & D. LEWIS At The Beginning (<i>Atlantic</i>)	2225	2172	2298	2242	106/2
14	10	6	2	CELINE DION My Heart Will Go On (<i>550 Music</i>)	2147	1693	1426	1098	106/6
1	1	1	3	JIM BRICKMAN w/ASHTON & RAYE The Gift (<i>Windham Hill</i>)	2141	2251	2419	2415	101/0
2	4	3	4	ELTON JOHN Something About The Way... (<i>Rocket/A&M Associated</i>)	2104	2071	2149	2301	103/0
3	3	4	5	MICHAEL BOLTON The Best Of Love (<i>Columbia</i>)	1963	2016	2269	2253	96/0
7	6	5	6	PAULA COLE I Don't Want To Wait (<i>Imago/WB</i>)	1757	1732	1720	1684	87/3
5	5	7	7	GARY BARLOW So Help Me Girl (<i>Arista</i>)	1589	1665	1996	2193	91/1
10	9	8	8	LEANN RIMES How Do I Live (<i>Curb</i>)	1413	1422	1510	1564	83/0
15	12	11	9	KENNY G Loving You (<i>Arista</i>)	1400	1290	1258	1095	95/5
6	8	9	10	DARYL HALL & JOHN OATES Promise Ain't Enough (<i>Push</i>)	1315	1417	1588	1712	75/0
9	7	10	11	TONI BRAXTON w/KENNY G How Could An Angel... (<i>LaFace/Arista</i>)	1279	1378	1589	1611	79/0
13	13	12	12	BILLY JOEL Hey Girl (<i>Columbia</i>)	1240	1187	1235	1196	76/0
20	18	16	13	VANESSA WILLIAMS Oh How The Years Go By (<i>Mercury</i>)	1119	960	837	714	87/10
BREAKER			14	BRYAN ADAMS Back To You (<i>A&M</i>)	1047	841	795	657	69/4
12	15	13	15	BACKSTREET BOYS Quit Playing Games (With My Heart) (<i>Jive</i>)	1022	1122	1162	1224	64/0
11	14	14	16	AMY GRANT Takes A Little Time (<i>A&M</i>)	931	1062	1228	1309	62/0
8	11	15	17	BARBRA STREISAND*CELINE DION Tell Him (<i>550 Music/Columbia</i>)	855	1046	1372	1649	59/0
17	17	18	18	BETH NIELSEN CHAPMAN Sand And Water (<i>Reprise</i>)	827	814	863	830	61/0
22	22	21	19	BLESSID UNION Light In Your Eyes (<i>Capitol</i>)	715	644	665	613	56/3
19	21	19	20	PAUL CARRACK Eyes Of Blue (<i>Ark 21</i>)	689	715	776	765	52/0
—	—	26	21	SAVAGE GARDEN Truly Madly Deeply (<i>Columbia</i>)	417	242	170	115	35/20
—	28	23	22	RAY VEGA Even More (<i>BNA</i>)	388	341	271	216	47/4
18	20	22	23	PETER CETERA f/AZ YET You're The Inspiration (<i>River North</i>)	362	500	777	817	28/0
30	—	25	24	KENNY LOGGINS Now That I Know Love (<i>Columbia</i>)	332	290	245	232	34/4
DEBUT			25	BACKSTREET BOYS As Long As You Love Me (<i>Jive</i>)	328	124	66	70	42/33
25	25	24	26	LEANN RIMES You Light Up My Life (<i>MCG/Curb</i>)	308	300	330	288	38/0
—	—	27	27	LISA LOEB I Do (<i>Geffen</i>)	305	237	180	155	21/5
—	—	28	28	SAMANTHA COLE Without You (<i>Universal</i>)	272	231	188	120	33/5
27	29	29	29	JOHN MELLENCAMP Without Expression (<i>Mercury</i>)	224	229	270	269	13/0
29	30	30	30	BARRY MANILOW Sometimes When We Touch (<i>Arista</i>)	170	219	259	239	17/0

This chart reflects airplay from January 5-11. Songs ranked by total plays. Highlighted songs indicate Breaker. 108 AC reporters. 107 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1998, R&R Inc.

NEW & ACTIVE

JOHN TESH f/JAMES INGRAM Give Me Forever (I Do) (*GTSP/Mercury*)
Total Stations: 53, Adds: 53, Plays: 166, WWLI 5, WLIF 5, WVAF 11, WAFY 4, WKYE 10, WKWK 5, WPCH 2, WTCC 4, WSLQ 2, WOOF 3, WVEZ 2, WMXS 8, WLMG 15, WROE 3, WLIT 10, WRRM 8, WIKY 7, WAJI 5, WTPI 8, WGLM 7, WSWT 4, WLTE 5, KELO 7, KKLI 4, KRNO 2, KWAV 15, KBAY 2, KSBL 3.

LOREENA McKENNITT The Mummers' Dance (*Quinlan Road/WB*)
Total Stations: 10, Adds: 2, Plays: 122, WMJQ 20 (13), WHUD 12 (10), WRVR 8 (5), WLMG 24 (15), WLTS 5, KMXZ 8 (8), WTPI 17 (16), KOSI 3 (3), KYMG 7, KKCW 18 (22).

SHANIA TWAIN You're Still The One (*Mercury*)
Total Stations: 22, Adds: 22, Plays: 112, WLTW 5, WLIF 5, WMJQ 7, WKYE 10, WTCC 4, WDEF 10, WOOF 16, WMXS 8, KVIL 8, WROE 3, WLIT 5, WGLM 6, WLTE 5, KELO 1, KKCW 19.

SARAH McLACHLAN Sweet Surrender (*Arista*)
Total Stations: 12, Adds: 11, Plays: 44, WWLI 7, WLIF 5, WHUD 8 (7), WTCC 3, WDEF 5, WAHR 5, WGLM 7, WRVF 1, KWAV 3.

Songs ranked by total plays.
Station call letters followed by number of plays.

BREAKERS

BRYAN ADAMS
Back To You (*A&M*)

TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART
1047/206 69/4 **14**

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
JOHN TESH f/JAMES INGRAM Give Me... (<i>GTSP/Mercury</i>)	53
BACKSTREET BOYS As Long As You Love Me (<i>Jive</i>)	33
SHANIA TWAIN You're Still The One (<i>Mercury</i>)	22
SAVAGE GARDEN Truly Madly Deeply (<i>Columbia</i>)	20
SARAH McLACHLAN Sweet Surrender (<i>Arista</i>)	11
VANESSA WILLIAMS Oh How The Years Go By (<i>Mercury</i>)	10
EDDIE MONEY Can You Fall In Love Again (<i>CMC</i>)	7
CELINE DION My Heart Will Go On (<i>550 Music</i>)	6
SAMANTHA COLE Without You (<i>Universal</i>)	5
KENNY G Loving You (<i>Arista</i>)	5
LISA LOEB I Do (<i>Geffen</i>)	5
SPICE GIRLS Too Much (<i>Virgin</i>)	5
B.E. TAYLOR Love You All Over Again (<i>Chrishea</i>)	5

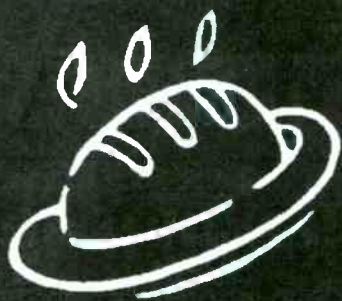
MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CELINE DION My Heart Will Go On (<i>550 Music</i>)	+454
BRYAN ADAMS Back To You (<i>A&M</i>)	+206
BACKSTREET BOYS As Long As You Love Me (<i>Jive</i>)	+204
SAVAGE GARDEN Truly Madly Deeply (<i>Columbia</i>)	+175
JOHN TESH f/JAMES INGRAM Give Me... (<i>GTSP/Mercury</i>)	+166
VANESSA WILLIAMS Oh How The Years Go By (<i>Mercury</i>)	+159
SHANIA TWAIN You're Still The One (<i>Mercury</i>)	+112
KENNY G Loving You (<i>Arista</i>)	+110
BLESSID UNION Light In Your Eyes (<i>Capitol</i>)	+71
LISA LOEB I Do (<i>Geffen</i>)	+68

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
MARIAH CAREY Butterfly (<i>Columbia</i>)
FLEETWOOD MAC Silver Springs (<i>Reprise</i>)
JEWEL Foolish Games (<i>Atlantic</i>)
SHAWN COLVIN Sunny Came Home (<i>Columbia</i>)
SPICE GIRLS 2 Become 1 (<i>Virgin</i>)
JEWEL You Were Meant For Me (<i>Atlantic</i>)
SISTER HAZEL All For You (<i>Universal</i>)
CHICAGO The Only One (<i>Reprise</i>)
KENNY LOGGINS For The First Time (<i>Columbia</i>)
TONI BRAXTON Un-break My Heart (<i>LaFace/Arista</i>)

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.



PAUL McCARTNEY
"BEAUTIFUL NIGHT" FROM THE GRAMMY NOMINATED
ALBUM OF THE YEAR - FLAMING PIE
ALBUM APPROACHING PLATINUM!

Capitol

"Give Me Forever (I Do)"

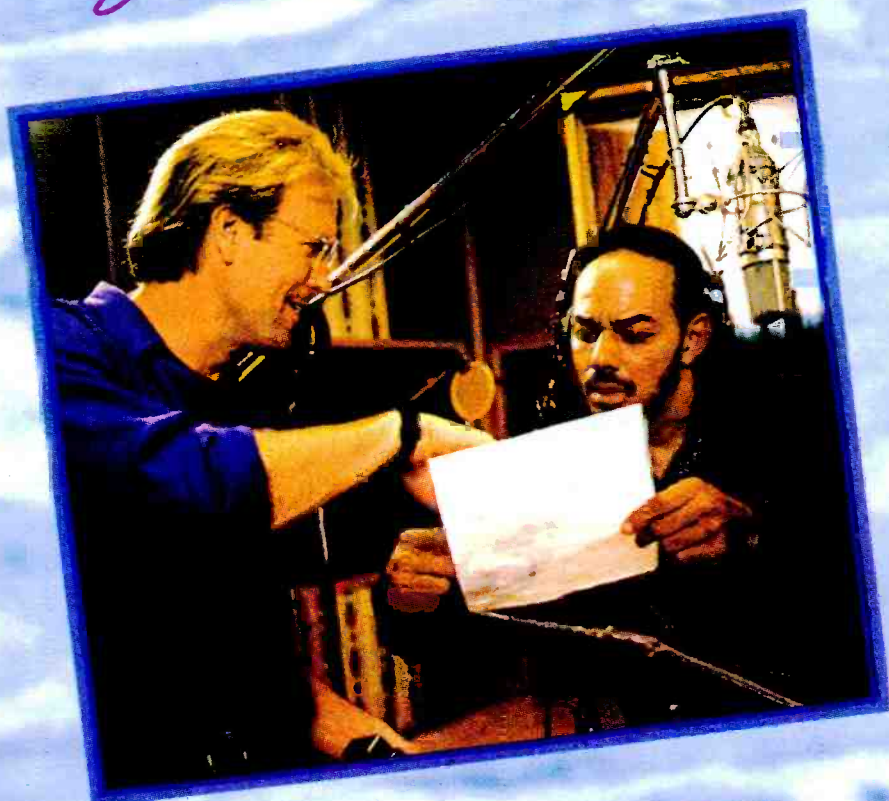
The Brand New Single from
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Featuring the Vocals of
Multi-Grammy Winner James Ingram

From the album

Grand Passion

#1 AC Most Added with
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WLIT	WMJX	WPCH
WLTE	KEZK	WLIF
WSHH	WDOK	WRRM
KBAY	WWLI	WFOG
WTPI	WMGF	WLMG
WRCH	WRVR	WVEZ
WTVR	KSSK	KEFM
WINK	KWAV	KISC
WTCB	KKLI	WLRQ
WAJI	WSLQ	WBBQ
WFMK	WSRS	KZST
WHBC	KRNO	WSWT
WROE	WHUD	WMXS
WRWC	WLZW	WIKY
WXKC	WVAF	WGSY
WKYE	WQLR	WOOF
KSBL	WAFY	KELO
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	SW	4W	3W	TW	ARTIST/TITLE
14	14	18	20		CELINE DION/My Heart Will Go On
14	14	15	14		LEANN RIMES/How Do I Live
14	14	14	14		MARX & LEWIS/At The Beginning
14	14	14	14		TONI BRAXTON/Un-break My Heart
14	14	14	14		BACKSTREET BOYS/Quit Playing...
14	14	14	14		ELTON JOHN/Something About...
14	14	14	14		AMY GRANT/Takes A Little Time
14	14	14	14		GARY BARLOW/So Help Me Girl
14	14	14	14		BILLY JOEL/Hey Girl
14	14	14	14		MICHAEL BOLTON/The Best Of Love
10	10	14	14		PAULA COLE/ Don't Want To Wait
12	14	14	14		HALL & OATES/Promise Ain't Enough
-	-	-	-		BACKSTREET BOYS/As Long As You...
8	10	14	14		JIM BRICKMAN.../The Gift
12	12	10	8		TONI BRAXTON/KENNY G/How Could An...
14	6	6	6		KENNY LOGGINS/For The First Time
6	6	6	6		SPICE GIRLS/2 Become 1
6	6	6	6		BRYAN ADAMS/It Always Be...
-	-	-	-		SHANIA TWAIN/You're Still The One
-	-	-	-		KENNY G/Loving You

K-BIG 104 MARKET #2
KBIG/Los Angeles (818) 546-1043 Streit/Coles/Rafols

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
27	30	31	31		MARX & LEWIS/At The Beginning
25	27	31	31		ELTON JOHN/Something About...
26	28	31	31		LEANN RIMES/How Do I Live
28	30	31	31		CELINE DION/To Love You More
28	30	29	31		BACKSTREET BOYS/Quit Playing...
-	28	28	28		BEE GEES/Still Waters...
26	27	26	27		JIM BRICKMAN.../The Gift
19	21	25	27		PAULA COLE/ Don't Want To Wait
-	-	25	27		CELINE DION/My Heart Will Go On
-	-	11	25		KENNY G/Loving You
20	21	21	20		AMY GRANT/Takes A Little Time
-	-	-	-		VANESSA WILLIAMS/Oh How The Years...
-	-	-	-		BACKSTREET BOYS/As Long As You...

KOST 103.5FM MARKET #2
KOST/Los Angeles (213) 427-1035 Kaye/Chiang

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
5	24	8	17		MARX & LEWIS/At The Beginning
24	24	17	17		JIM BRICKMAN.../The Gift
24	24	17	17		PETER CETERA/AZ YET/You're...
24	24	17	17		BACKSTREET BOYS/Quit Playing...
24	24	17	17		LEANN RIMES/How Do I Live
24	12	17	17		SPICE GIRLS/2 Become 1
-	-	17	17		JEWEL/Foolish Games
15	-	17	17		ELTON JOHN/Something About...
19	11	12	12		PAULA COLE/ Don't Want To Wait
5	7	10	11		CELINE DION/My Heart Will Go On
5	24	3	10		BOYZ II MEN/4 Seasons Of...
24	24	12	10		MARIAH CAREY/Butterfly
15	12	10	9		FLEETWOOD MAC/Silver Springs
15	12	10	9		SHAWN COLVIN/Sunny Came Home
-	-	2	5		TONI BRAXTON/KENNY G/How Could An...
5	7	4	4		STREISAND/DION/Tell Him
24	12	2	4		GARY BARLOW/So Help Me Girl
24	12	2	4		MICHAEL BOLTON/The Best Of Love

WLTW 93.9 MARKET #3
WLTW/Chicago (312) 329-9002 Edwards

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
17	19	19	19		ELTON JOHN/Something About...
19	19	18	18		GARY BARLOW/So Help Me Girl
17	17	18	18		MICHAEL BOLTON/The Best Of Love
19	19	18	18		JIM BRICKMAN.../The Gift
19	19	18	18		BETH NIELSEN CHAPMAN/Sand And Water
17	17	18	18		PAULA COLE/ Don't Want To Wait
17	17	18	18		CELINE DION/My Heart Will Go On
19	19	18	18		KENNY G/Loving You
19	19	18	18		MARX & LEWIS/At The Beginning
10	11	10	11		PAUL CARRACK/Eyes Of Blue
11	10	11	11		BILLY JOEL/Hey Girl
-	10	10	10		LEANN RIMES/You Light Up My Life
11	11	10	10		STYX/Dear John
-	-	-	-		TESH F/INGRAM/Give Me Forever...
10	10	10	10		VANESSA WILLIAMS/Oh How The Years...
-	-	-	-		SPICE GIRLS/2 Become 1
-	-	-	-		R. KELLY/ Believe I Can Fly
-	-	-	-		BACKSTREET BOYS/Quit Playing...
-	-	-	-		PAUL CARRACK/For Once In Our...
8	8	8	8		LEANN RIMES/How Do I Live
-	-	-	-		SHANIA TWAIN/You're Still The One

KIOI 101.3 FM MARKET #4
KIOI/San Francisco (415) 538-1013 Hamilton/Carlson

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
36	36	34	36		ELTON JOHN/Something About...
36	36	34	36		LEANN RIMES/How Do I Live
36	36	34	36		KENNY LOGGINS/For The First Time
28	28	28	28		KENNY G/Loving You
28	36	33	34		MARX & LEWIS/At The Beginning
-	-	-	-		CELINE DION/My Heart Will Go On
28	28	27	30		BACKSTREET BOYS/Quit Playing...
28	28	26	30		MICHAEL BOLTON/The Best Of Love
-	-	28	24		JIM BRICKMAN.../The Gift
21	28	28	29		BEE GEES/Still Waters...
21	28	25	26		PAULA COLE/ Don't Want To Wait
-	-	-	-		BRYAN ADAMS/Back To You
28	28	26	12		SHAWN COLVIN/Sunny Came Home
10	10	11	10		NO DOUBT/Don't Speak
10	10	8	9		JEWEL/You Were Meant...
10	10	11	8		TONI BRAXTON/Un-break My Heart
10	10	10	6		ERIC CLAPTON/Change The World

B-101.1 MARKET #5
WBEB/Philadelphia (610) 667-8400 Conley/Rowland

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
28	25	26	27		LEANN RIMES/How Do I Live
14	14	26	25		JIM BRICKMAN.../The Gift
28	25	26	25		MONICA/For You I Will
28	25	26	24		BACKSTREET BOYS/Quit Playing...
28	25	21	21		ELTON JOHN/Something About...
-	-	23	17		WHITNEY HOUSTON/ Believe In You
-	-	16	16		CELINE DION/My Heart Will Go On
-	10	9	13		PAUL CARRACK/Eyes Of Blue
10	10	11	13		VANESSA WILLIAMS/Oh How The Years...
-	-	8	13		TONI BRAXTON/ Don't Want To Wait
14	14	10	13		MARX & LEWIS/At The Beginning
12	12	9	12		HALL & OATES/Promise Ain't Enough
-	-	9	12		TONI BRAXTON/Un-break My Heart
12	12	8	12		KENNY LOGGINS/For The First Time
12	12	10	12		R. KELLY/ Believe I Can Fly
10	10	12	11		BLESSID UNION/Light In Your Eyes
-	-	6	11		MICHAEL BOLTON/Go The Distance
-	-	7	11		BRYAN ADAMS/It Always Be...
-	-	6	10		STREISAND & ADAMS/ Finally Found
12	12	9	10		ROD STEWART/ If We Fall In...
-	-	6	10		BRICKMAN & MCBRIDE/Valentine
7	7	6	9		BRYAN ADAMS/Back To You
-	-	9	9		PAULA COLE/ Don't Want To Wait
14	14	10	9		BILLY JOEL/Hey Girl
-	-	8	8		JEWEL/You Were Meant
-	-	3	8		RAY VEGA/Even More
-	-	-	-		CELINE DION/Hi By Myself

KVIL 103.7fm MARKET #6
KVIL/Dallas (214) 691-1037 Curtis/O'Neal

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
8	25	25	24		KENNY G/Loving You
14	14	14	14		ELTON JOHN/Something About...
18	25	25	23		STREISAND/DION/Tell Him
18	25	25	23		JIM BRICKMAN.../The Gift
23	23	23	22		STREISAND & ADAMS/ Finally Found
24	23	24	22		LEANN RIMES/How Do I Live
23	23	23	21		CELINE DION/It's All Coming...
24	23	23	21		TONI BRAXTON/Un-break My Heart
23	23	23	21		BRYAN ADAMS/Let's Make A...
-	15	15	15		VANESSA WILLIAMS/Oh How The Years...
15	15	15	14		BOYZ II MEN/4 Seasons Of...
15	15	14	14		GARY BARLOW/So Help Me Girl
24	14	14	14		MICHAEL BOLTON/Go The Distance
14	14	14	14		FLEETWOOD MAC/Silver Springs
14	14	14	14		BACKSTREET BOYS/Quit Playing...
-	7	7	8		SISTER HAZEL/All For You
-	13	14	8		BRYAN ADAMS/Back To You
8	8	8	8		LEANN RIMES/You Light Up My Life
-	-	-	-		SHANIA TWAIN/You're Still The One
-	-	-	-		BACKSTREET BOYS/As Long As You
7	7	7	7		BLESSID UNION/Light In Your Eyes
13	13	8	7		MARX & LEWIS/At The Beginning
-	-	-	-		SAMANTHA COLE/Without You
23	5	5	5		BRICKMAN & MCBRIDE/Valentine
5	5	5	5		R. KELLY/ Believe I Can Fly
5	5	5	5		ERIC CLAPTON/Change The World
5	5	5	5		DUNCAN SHEIK/Barely Breathing
5	5	5	5		BOB CARLISLE/Butterfly Kisses

Soft Rock 97.1 WASH FM MARKET #8
WASH/Washington (202) 895-5000 Davis/Martin

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
35	35	35	35		MARX & LEWIS/At The Beginning
35	35	35	35		ELTON JOHN/Something About...
35	35	35	35		LEANN RIMES/How Do I Live
35	35	35	35		JIM BRICKMAN.../The Gift
28	28	28	28		BACKSTREET BOYS/Quit Playing...
28	28	28	28		KENNY G/Loving You
35	35	35	28		CELINE DION/To Love You More
-	-	28	28		CELINE DION/My Heart Will Go On
28	28	28	21		PAULA COLE/ Don't Want To Wait
28	28	28	21		JANET/Together Again
-	-	28	21		BEE GEES/Still Waters...
10	10	10	10		WHITNEY HOUSTON/ Believe In You
10	10	10	10		SHAWN COLVIN/Sunny Came Home
10	10	10	10		KENNY LOGGINS/For The First Time
10	10	10	10		JEWEL/Foolish Games
-	-	-	-		BRICKMAN & MCBRIDE/Valentine
-	-	-	-		VANESSA WILLIAMS/Oh How The Years...

MAGIC 106.7 MARKET #10
WMJX/Boston (617) 542-0241 Kelley/Laurence

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
26	25	26	26		BACKSTREET BOYS/Quit Playing...
25	26	24	26		ELTON JOHN/Something About...
25	26	25	25		PAULA COLE/ Don't Want To Wait
15	10	26	25		CELINE DION/My Heart Will Go On
25	26	25	25		LEANN RIMES/How Do I Live
26	26	25	25		SPICE GIRLS/2 Become 1
-	-	-	-		BACKSTREET BOYS/As Long As You
14	12	11	13		SHAWN COLVIN/Sunny Came Home
11	11	12	13		R. KELLY/ Believe I Can Fly
11	11	13	13		JEWEL/Foolish Games
12	12	12	11		BRUCE SPRINGSTEEN/Secret Garden
10	10	11	10		FLEETWOOD MAC/Silver Springs
21	21	11	10		MARX & LEWIS/At The Beginning
14	14	13	9		MICHAEL BOLTON/The Best Of Love
2	4	4	7		BRYAN ADAMS/Back To You
1	1	1	1		BOCELLI & BRIGHTMAN/Time To Say Goodbye
-	-	-	-		TESH F/INGRAM/Give Me Forever...
-	-	-	-		SHANIA TWAIN/You're Still The One

peach 94.9 MARKET #12
WPCH/Atlanta (404) 367-0949 Dillard/Goss/Joy

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
9	11	9	14		PAULA COLE/ Don't Want To Wait
11	9	9	14		HALL & OATES/Promise Ain't Enough
11	9	11	14		ELTON JOHN/Something About...
13	9	11	12		BETH NIELSEN CHAPMAN/Sand And Water
9	7	8	11		PAUL CARRACK/Eyes Of Blue
7	7	10	11		CELINE DION/My Heart Will Go On
15	11	10	11		JIM BRICKMAN.../The Gift
11	9	6	11		AMY GRANT/Takes A Little Time
13	9	11	10		MARX & LEWIS/At The Beginning
11	11	8	10		TONI BRAXTON/KENNY G/How Could An...
11	11	8	10		MICHAEL BOLTON/The Best Of Love
11	11	7	10		BILLY JOEL/Hey Girl
9	9	5	10		KENNY G/Loving You
9	9	11	9		VANESSA WILLIAMS/Oh How The Years...
6	6	9	9		BACKSTREET BOYS/Quit Playing...
7	7	6	8		CHICAGO/The Only One
5	7	3	8		MARIAH CAREY/Butterfly
6	6	11	7		LEANN RIMES/How Do I Live
9	6	-	7		FLEETWOOD MAC/Silver Springs
5	7	3	6		BOCELLI & BRIGHTMAN/Time To Say Goodbye
5	5	3	5		RAY VEGA/Even More
-	-	-	-		BRYAN ADAMS/Back To You
-	-	-	-		BACKSTREET BOYS/As Long As You...
-	-	-	-		TESH F/INGRAM/Give Me Forever...

103.5 FM WLTE MARKET #14
WLTE/Minneapolis (612) 339-1029 Nolan

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
17	17	17	17		STREISAND/DION/Tell Him
17	17	17	17		JIM BRICKMAN.../The Gift
17	17	17	17		GARY BARLOW/So Help Me Girl
17	17	17	17		MARX & LEWIS/At The Beginning
17	17	17	17		MICHAEL BOLTON/The Best Of Love
17	17	17	17		BETH NIELSEN CHAPMAN/Sand And Water
8	17	17	17		KENNY G/Loving You
8	8	17	17		CELINE DION/My Heart Will Go On
15	15	15	15		MARIAH CAREY/Butterfly
-	-	15	15		LEANN RIMES/How Do I Live
-	-	15	15		FLEETWOOD MAC/Silver Springs
-	-	15	15		BACKSTREET BOYS/Quit Playing...
15	15	15	15		AMY GRANT/Takes A Little Time
12	12	12	12		ELTON JOHN/Something About...

REPORTERS

Stations and their adds listed alphabetically by market

AC

WYJB/Albany, NY OM: Michael Morgan MD: Pat Ryan SAVAGE GARDEN "Truly" BACKSTREET BOYS "Long" RAY VEGA "Ever"	KKLI/Colorado Springs, CO PD: Steve Larson MD: Sharon Green 6 SAVAGE GARDEN "Truly" 4 SAMANTHA COLE "Without" 4 TESHINGRAM "Forever"	WMAG/Greensboro, NC PD/MD: Nick Allen No Adds	WRVR/Memphis, TN OM/MD: Joel Burke MD: Kay Manley SHANIA TWAIN "Still" BACKSTREET BOYS "Long" TESHINGRAM "Forever"	KGBY/Sacramento, CA PD/MD: Bob Lawrence 17 SAVAGE GARDEN "Truly" KEZK/ST. Louis, MO PD: Jeff Cochran MD: Jim Doyle 17 VANESSA WILLIAMS "Years" TESHINGRAM "Forever"	WKDD/Akron, OH OM: Chuck Collins MD: Chuck Collins 14 LOREENA MCKENITT "Mummers"	KVUU/Colorado Springs, CO OM: Randy Hill MD: Lee Roberts No Adds	WENS/Indianapolis, IN OM/MD: Greg Dunkin MD: Jim Cerone No Adds	WXIL/Parkersburg, WV PD: Larry E. Hughes MD: Jack Horton 15 BACKSTREET BOYS "Long"	KBEE/Salt Lake City, UT DMPD: Steve Kelly APDMD: Sean Michaels 17 ANY GRANT "Time" 2 BACKSTREET BOYS "Long" MEREDITH BROOKS "Happen" LOREENA MCKENITT "Mummers"
KYMG/Anchorage, AK OM: Mark Murphy PD: Devan Mitchell 7 SPICE GIRLS "Much" 7 LOREENA MCKENITT "Mummers"	WTCB/Columbia, SC PD/MD: Brent Johnson 5 DONNY OSMOND "Whisper" 4 TESHINGRAM "Forever" 4 SHANIA TWAIN "Still" 3 EDDIE MONEY "Can" 3 SARAH McLACHLAN "Surrender" SAVAGE GARDEN "Truly"	WRCH/Hartford, CT PD: Allan Camp MD: Joe Hann TESHINGRAM "Forever" SHANIA TWAIN "Still"	WLTE/Minneapolis, MN PD/MD: Gary Nolan 5 TESHINGRAM "Forever" 5 BACKSTREET BOYS "Long" 5 SHANIA TWAIN "Still"	KSFI/Salt Lake City, UT PD: Dale Craig MD: Lyle Morris CELINE DION "Heart" KENNY G "Loving"	KKOB/Albuquerque, NM OM: Brad Barrett MD: Roger Scott MD: DJ Lopez No Adds	WJDX/Jackson, MS PD: G. Michael Keating MD: Jan Michaels LOREENA MCKENITT "Mummers"	KOZN/Kansas City, MO PD: Paul Krieger MD: Stacker 15 PAULA COLE "Me" 15 MARCY PLAYGROUND "Sex"	WYXR/Philadelphia, PA PD: Kurt Johnson APDMD: Kim Ashley No Adds	KISN/Salt Lake City, UT PD: Burke Allen 14 SMASHMOUTH "Water"
WROE/Appleton, WI PD/MD: Dan Larkin 3 SHANIA TWAIN "Still" 3 BACKSTREET BOYS "Long" 3 TESHINGRAM "Forever"	WGSY/Columbus, GA PD: Alan Quin APDMD: J.J. Hemmingway 5 BACKSTREET BOYS "Long" EDDIE MONEY "Can" TESHINGRAM "Forever" ATLANTA RHYTHM "Grow"	KSSK/Honolulu, HI Interim PD: Jeff Silvers 34 CELINE DION "Heart" KENNY G "Loving" TESHINGRAM "Forever" BACKSTREET BOYS "Long"	KJSM/Modesto, CA PD/MD: Gary Michaels No Adds	KIOI/San Francisco, CA PD: Bob Hamilton APDMD: Mark Carlson No Adds	KPEK/Albuquerque, NM OM: Frank Jason MD: Mike Parsons MD: Jaimee Barrera BILLIE MYERS "Rain" MONO "Life"	WJAO/Danbury, CT PD: Bill Trotta MD: Barbara Corbett FLEETWOOD MAC "Landslide" BACKSTREET BOYS "Long" VERVE "Symphony"	WAZY/Lafayette, IN Corp. PD/MD: Michael Stone FLEETWOOD MAC "Landslide" SISTER HAZEL "Happy" MARX & LEWIS "Beginning"	WVTV/Pittsburgh, PA PD: Chris Shebel APDMD: Scott Alexander 5 SAVAGE GARDEN "Truly" 11 BARENAKED LADIES "Brat"	KSMG/San Antonio, TX PD: Andy Holt MD: Darla Thomas MATCHBOX 20 "3am" SAVAGE GARDEN "Truly"
WPCH/Atlanta, GA OM/MD: Vance Dillard APD: Steve Goas MD: David Joy 4 BACKSTREET BOYS "Long" 2 TESHINGRAM "Forever"	WSNY/Columbus, OH PD: Chuck Knight KENNY G "Loving"	WTFM/Indianapolis, IN PD: Gary Havens MD: Steve Cooper 8 TESHINGRAM "Forever" 7 SAMANTHA COLE "Without"	KWAV/Monterey, CA PD/MD: Bernie Moody 15 TESHINGRAM "Forever" 3 B.E. TAYLOR "Again" 3 SARAH McLACHLAN "Surrender" 3 EDDIE MONEY "Can"	KKMX/Anchorage, AK PD/MD: Roxy Lennox ALANA DAVIS "Flavors"	KAMX/Austin, TX PD: Dusty Hayes APDMD: Jack Stevens PAULA COLE "Me"	WMMX/Dayton, OH OM: Jeff Ballentine PD: Mary Franco MD: Dean Taylor BACKSTREET BOYS "Long"	WYXL/Lexington, KY OM: Doug Hamand PD/MD: Barry Fox SARAH McLACHLAN "Surrender"	WVTV/Pittsburgh, PA PD: Randy Kirshbaum APDMD: Doug Erickson 2 LOREENA MCKENITT "Mummers" 2 GREEN DAY "Time"	KFMB/San Diego, CA PD: Tracy Johnson APDMD: Greg Simms 52 CELINE DION "Heart"
WFPG/Atlantic City, NJ OM/MD: Dick Fennessy MD: Marlene Aquo KENNY LOGGINS "Now"	WVBT/Raleigh, NC PD: Bill Curtis MD: Alex O'Neal 8 SHANIA TWAIN "Still" 8 BACKSTREET BOYS "Long" 7 SAMANTHA COLE "Without"	WTFM/Johnston, PA PD: Jack Michaels MD: Brian Wolfe 10 SHANIA TWAIN "Still" 10 TESHINGRAM "Forever"	WVTV/Indianapolis, IN PD: Gary Havens MD: Steve Cooper 8 TESHINGRAM "Forever" 7 SAMANTHA COLE "Without"	KKMY/Baltimore, MD OM/MD: Gary Balaban MD: Mark Thoner 5 BACKSTREET BOYS "Long" 5 SHANIA TWAIN "Still" 5 SARAH McLACHLAN "Surrender" 5 TESHINGRAM "Forever"	WVBT/Raleigh, NC PD: Steve Reynolds No Adds	WVTV/Indianapolis, IN PD: Gary Havens MD: Steve Cooper 8 TESHINGRAM "Forever" 7 SAMANTHA COLE "Without"	WVTV/Indianapolis, IN PD: Gary Havens MD: Steve Cooper 8 TESHINGRAM "Forever" 7 SAMANTHA COLE "Without"	WVTV/Indianapolis, IN PD: Gary Havens MD: Steve Cooper 8 TESHINGRAM "Forever" 7 SAMANTHA COLE "Without"	WVTV/Indianapolis, IN PD: Gary Havens MD: Steve Cooper 8 TESHINGRAM "Forever" 7 SAMANTHA COLE "Without"
WVBT/Raleigh, NC PD: Steve Reynolds No Adds	WVBT/Raleigh, NC PD: Steve Reynolds No Adds	WVBT/Raleigh, NC PD: Steve Reynolds No Adds	WVBT/Raleigh, NC PD: Steve Reynolds No Adds	WVBT/Raleigh, NC PD: Steve Reynolds No Adds	WVBT/Raleigh, NC PD: Steve Reynolds No Adds	WVBT/Raleigh, NC PD: Steve Reynolds No Adds	WVBT/Raleigh, NC PD: Steve Reynolds No Adds	WVBT/Raleigh, NC PD: Steve Reynolds No Adds	WVBT/Raleigh, NC PD: Steve Reynolds No Adds

HOT AC

WKDD/Akron, OH OM: Chuck Collins MD: Chuck Collins 14 LOREENA MCKENITT "Mummers"	KVUU/Colorado Springs, CO OM: Randy Hill MD: Lee Roberts No Adds	WENS/Indianapolis, IN OM/MD: Greg Dunkin MD: Jim Cerone No Adds	WXIL/Parkersburg, WV PD: Larry E. Hughes MD: Jack Horton 15 BACKSTREET BOYS "Long"	KBEE/Salt Lake City, UT DMPD: Steve Kelly APDMD: Sean Michaels 17 ANY GRANT "Time" 2 BACKSTREET BOYS "Long" MEREDITH BROOKS "Happen" LOREENA MCKENITT "Mummers"
WYJB/Albany, NY OM: Michael Morgan MD: Pat Ryan SAVAGE GARDEN "Truly" BACKSTREET BOYS "Long" RAY VEGA "Ever"	KKLI/Colorado Springs, CO PD: Steve Larson MD: Sharon Green 6 SAVAGE GARDEN "Truly" 4 SAMANTHA COLE "Without" 4 TESHINGRAM "Forever"	WMAG/Greensboro, NC PD/MD: Nick Allen No Adds	WRVR/Memphis, TN OM/MD: Joel Burke MD: Kay Manley SHANIA TWAIN "Still" BACKSTREET BOYS "Long" TESHINGRAM "Forever"	KGBY/Sacramento, CA PD/MD: Bob Lawrence 17 SAVAGE GARDEN "Truly" KEZK/ST. Louis, MO PD: Jeff Cochran MD: Jim Doyle 17 VANESSA WILLIAMS "Years" TESHINGRAM "Forever"
KYMG/Anchorage, AK OM: Mark Murphy PD: Devan Mitchell 7 SPICE GIRLS "Much" 7 LOREENA MCKENITT "Mummers"	WTCB/Columbia, SC PD/MD: Brent Johnson 5 DONNY OSMOND "Whisper" 4 TESHINGRAM "Forever" 4 SHANIA TWAIN "Still" 3 EDDIE MONEY "Can" 3 SARAH McLACHLAN "Surrender" SAVAGE GARDEN "Truly"	WRCH/Hartford, CT PD: Allan Camp MD: Joe Hann TESHINGRAM "Forever" SHANIA TWAIN "Still"	WLTE/Minneapolis, MN PD/MD: Gary Nolan 5 TESHINGRAM "Forever" 5 BACKSTREET BOYS "Long" 5 SHANIA TWAIN "Still"	KSFI/Salt Lake City, UT PD: Dale Craig MD: Lyle Morris CELINE DION "Heart" KENNY G "Loving"
WROE/Appleton, WI PD/MD: Dan Larkin 3 SHANIA TWAIN "Still" 3 BACKSTREET BOYS "Long" 3 TESHINGRAM "Forever"	WGSY/Columbus, GA PD: Alan Quin APDMD: J.J. Hemmingway 5 BACKSTREET BOYS "Long" EDDIE MONEY "Can" TESHINGRAM "Forever" ATLANTA RHYTHM "Grow"	KSSK/Honolulu, HI Interim PD: Jeff Silvers 34 CELINE DION "Heart" KENNY G "Loving" TESHINGRAM "Forever" BACKSTREET BOYS "Long"	KJSM/Modesto, CA PD/MD: Gary Michaels No Adds	KIOI/San Francisco, CA PD: Bob Hamilton APDMD: Mark Carlson No Adds
WPCH/Atlanta, GA OM/MD: Vance Dillard APD: Steve Goas MD: David Joy 4 BACKSTREET BOYS "Long" 2 TESHINGRAM "Forever"	WSNY/Columbus, OH PD: Chuck Knight KENNY G "Loving"	WTFM/Indianapolis, IN PD: Gary Havens MD: Steve Cooper 8 TESHINGRAM "Forever" 7 SAMANTHA COLE "Without"	KWAV/Monterey, CA PD/MD: Bernie Moody 15 TESHINGRAM "Forever" 3 B.E. TAYLOR "Again" 3 SARAH McLACHLAN "Surrender" 3 EDDIE MONEY "Can"	KKMX/Anchorage, AK PD/MD: Roxy Lennox ALANA DAVIS "Flavors"
WFPG/Atlantic City, NJ OM/MD: Dick Fennessy MD: Marlene Aquo KENNY LOGGINS "Now"	WVBT/Raleigh, NC PD: Bill Curtis MD: Alex O'Neal 8 SHANIA TWAIN "Still" 8 BACKSTREET BOYS "Long" 7 SAMANTHA COLE "Without"	WTFM/Johnston, PA PD: Jack Michaels MD: Brian Wolfe 10 SHANIA TWAIN "Still" 10 TESHINGRAM "Forever"	WVTV/Indianapolis, IN PD: Gary Havens MD: Steve Cooper 8 TESHINGRAM "Forever" 7 SAMANTHA COLE "Without"	KKMY/Baltimore, MD OM/MD: Gary Balaban MD: Mark Thoner 5 BACKSTREET BOYS "Long" 5 SHANIA TWAIN "Still" 5 SARAH McLACHLAN "Surrender" 5 TESHINGRAM "Forever"
WVBT/Raleigh, NC PD: Steve Reynolds No Adds	WVBT/Raleigh, NC PD: Steve Reynolds No Adds	WVTV/Indianapolis, IN PD: Gary Havens MD: Steve Cooper 8 TESHINGRAM "Forever" 7 SAMANTHA COLE "Without"	WVTV/Indianapolis, IN PD: Gary Havens MD: Steve Cooper 8 TESHINGRAM "Forever" 7 SAMANTHA COLE "Without"	WVTV/Indianapolis, IN PD: Gary Havens MD: Steve Cooper 8 TESHINGRAM "Forever" 7 SAMANTHA COLE "Without"

108 Total Reporters
108 Current Reporters
107 Current Playlists

Reported Frozen Playlist (1):
KSNE/Las Vegas, NV

94 Total Reporters
94 Current Reporters
92 Current Playlists

Did Not Report, Playlist Frozen (2):
KMXB/Las Vegas, NV
KLLC/San Francisco, CA



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JANUARY 16, 1998

5W	4W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	4W	5W	
5	4	2	1	LISA LOEB I Do (Geffen)	3197	3072	3002	2843	92/0
3	2	3	2	SMASH MOUTH Walkin' On The Sun (Interscope)	3171	3070	3217	3125	82/1
1	1	1	3	CHUMBAWAMBA Tubthumping (Republic/Universal)	3069	3224	3298	3239	83/0
8	6	6	4	MATCHBOX 20 3am (Lava/Atlantic)	3066	2825	2545	2375	83/5
2	3	4	5	PAULA COLE I Don't Want To Wait (Imago/WB)	2998	3055	3185	3234	83/0
4	5	5	6	SUGAR RAY Fly (Lava/Atlantic)	2795	2858	2911	2981	75/1
9	8	7	7	TONIC If You Could Only See (Polydor/A&M)	2297	2267	2228	2208	62/0
17	14	9	8	SARAH MCLACHLAN Sweet Surrender (Arista)	2174	1874	1756	1519	79/6
21	19	12	9	SAVAGE GARDEN Truly Madly Deeply (Columbia)	1997	1649	1328	1121	67/7
6	7	8	10	SISTER HAZEL All For You (Universal)	1985	1968	2285	2465	70/1
18	16	10	11	BILLIE MYERS Kiss The Rain (Universal)	1932	1798	1643	1470	71/4
14	12	14	12	ELTON JOHN Something About The Way... (Rocket/A&M Associated)	1678	1632	1818	1827	52/0
20	18	17	13	THIRD EYE BLIND How's It Going To Be (Elektra/EEG)	1647	1551	1331	1231	60/1
29	24	20	14	LOREENA MCKENITT The Mummers' Dance (Quinlan Road/WB)	1578	1258	921	635	66/8
11	10	11	15	SUNDAYS Summertime (DGC/Geffen)	1512	1687	1855	1924	51/0
10	11	13	16	MATCHBOX 20 Push (Lava/Atlantic)	1468	1633	1855	1988	51/1
24	22	19	17	ALANA DAVIS 32 Flavors (Elektra/EEG)	1436	1300	1103	955	61/4
13	13	16	18	THIRD EYE BLIND Semi-Charmed Life (Elektra/EEG)	1414	1597	1817	1865	52/0
7	9	15	19	JEWEL Foolish Games (Atlantic)	1338	1616	2124	2425	56/0
12	15	18	20	LEANN RIMES How Do I Live (Curb)	1332	1458	1729	1877	45/1
—	27	21	21	GREEN DAY Time Of Your Life (Good Riddance) (Reprise)	1272	1114	823	525	56/6
BREAKER			22	CELINE DION My Heart Will Go On (550 Music)	1229	563	342	225	55/18
26	23	23	23	BRYAN ADAMS Back To You (A&M)	1194	1101	985	860	57/2
22	21	22	24	CHANTAL KREVIASZUK Surrounded (Columbia)	1132	1102	1185	1107	49/1
27	26	25	25	SISTER HAZEL Happy (Universal)	991	942	837	699	48/1
19	20	24	26	FIONA APPLE Criminal (Clean Slate/Work)	934	1060	1262	1255	31/0
—	29	26	27	MEREDITH BROOKS What Would Happen (Capitol)	830	749	613	487	36/2
28	28	28	28	BLESSID UNION Light In Your Eyes (Capitol)	770	685	749	665	33/1
—	—	29	29	VERVE Bitter Sweet Symphony (Hut/Virgin)	706	642	483	396	29/4
DEBUT			30	BEN FOLDS FIVE Brick (550 Music)	609	526	268	139	26/6

This chart reflects airplay from January 5-11. 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

ROBYN Show Me Love (RCA)

Total Stations: 24, Adds: 3, Plays: 598, WDAQ 18 (13), WKEE 46 (45), WOMP 18 (37), WQSM 30 (25), WBBE 40 (40), WAKS 51 (47), WMXL 29 (39), KURB 34 (33), WMC 6, KKYS 31 (17), KSII 45 (37), KHMV 34 (31), KRAB 2 (4), WKDD 19 (19), WKQI 14, WWWW 15 (12), KYKY 30 (27), WALC 34 (62), KCIX 36 (34), KBEE 8 (7), KISN 24 (15), KEYW 34 (32).

BACKSTREET BOYS As Long As You Love Me (Jive)

Total Stations: 27, Adds: 11, Plays: 580, WKEE 47 (50), WJLK 15, WOMP 31 (29), WQSM 30, WBBE 40 (42), WXIL 15, WAKS 47 (44), WMXL 24 (22), KKYS 31 (18), KSII 44 (36), KHMV 17 (15), WKDD 20 (19), WKQI 31 (24), KMXG 30 (26), WIOG 20, WWWW 2, KMXC 30 (31), KYKY 22 (20), KCIX 34 (10), KBEE 2, KMXS 33, KEYW 15 (14).

BARENAKED LADIES Brian Wilson (Reprise)

Total Stations: 13, Adds: 1, Plays: 306, WBMX 51 (45), WXLO 15 (15), WLCE 40 (40), WVTY 11, WZNE 38 (38), WPTE 18 (20), WSHE 31 (31), KAMX 11 (6), KMY 5 (5), WQAL 5 (5), KOZN 30 (24), KBBT 26 (24).

LAUREN CHRISTY Magazine (Mercury)

Total Stations: 21, Adds: 3, Plays: 300, WKLI 13 (17), WOMP 23 (19), WQSM 20 (20), WKSJ 7 (7), WPLL 10 (13), WPTE 9, WMBX 32 (41), WAKS 7 (7), WMTX 21 (16), KMY 9 (5), WKDD 15 (10), WIOG 23, WWWW 10 (9), KMXC 10, KVVU 19 (20), KLLY 18 (7), KYSR 25 (21), KEYW 4 (6).

JANET Together Again (Virgin)

Total Stations: 11, Adds: 1, Plays: 254, WKEE 27 (27), WOMP 31 (28), WQSM 22 (19), WBBE 38 (34), WAKS 56 (52), WMXL 13 (12), KSII 28 (20), WKDD 17 (18), KBEE 8 (7), KEYW 14 (16).

EDWIN MCCAIN I'll Be (Lava/Atlantic)

Total Stations: 15, Adds: 5, Plays: 206, WBMX 13 (13), WLNK 21 (19), WQSM 22 (20), WKSJ 7 (7), WKZL 25 (22), WPLL 10, WSHE 22 (23), WMTX 11 (9), KAMX 37 (35), WKQI 17 (15), KLLY 21 (25).

BIG HEAD TODD & THE MONSTERS Please Don't Tell Her (Revolution)

Total Stations: 9, Adds: 1, Plays: 198, WQSM 15 (15), WKSJ 42 (34), WPTE 37 (33), WMBX 28 (27), WMTX 9 (7), KMY 7 (4), WWWW 8 (5), KALC 37 (37), KOSO 15.

JIMMY RAY Are You Jimmy Ray? (Epic)

Total Stations: 17, Adds: 13, Plays: 195, WJIC 6, WKLI 16, WJLK 15, WQSM 7, WKSJ 13, WAKS 8, KDMX 25 (23), KHMV 7, KZZP 29 (26), KVVU 16, KLLY 3, KYSR 35 (14), KPLZ 15.

LONGPIGS On And On (Mother/Island)

Total Stations: 10, Adds: 0, Plays: 176, WPLL 12 (14), WPTE 24 (23), WSHE 18 (22), WMBX 19 (16), KAMX 19 (18), KMY 7 (4), WMMX 16 (13), KALC 13 (29), KZZO 38 (38).

BEHAN JOHNSON World Keeps Spinning (RCA)

Total Stations: 10, Adds: 2, Plays: 172, WOMP 12, WPLL 8 (5), WMTX 7, KMY 8 (4), WTMX 31 (32), KALC 37 (37), KYSR 27 (26), KRUIZ 9 (9), KPLZ 21 (8).

RICHARD MARX & DONNA LEWIS At The Beginning (Atlantic)

Total Stations: 9, Adds: 3, Plays: 154, WKEE 14 (33), WAKS 15 (17), WMLY 31 (31), WJDX 55 (53), KMY 8 (4), KKYS 21 (12), KMXC 10.

SPACE MONKEYS Sugar Cane (Chingon/Factory/Interscope)

Total Stations: 10, Adds: 0, Plays: 149, WQSM 15 (15), WMBX 13 (21), KHMV 13 (13), KKP 11 (16), KVVU 22 (17), KMXS 5 (4), KYSR 28 (26), KRUIZ 10 (9).

Songs ranked by total plays.
Station call letters followed by number of plays.

BREAKERS®

CELINE DION

My Heart Will Go On (550 Music)

TOTAL PLAYS/INCREASE: 1229/666
TOTAL STATIONS/ADDS: 55/18
CHART: 22

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
CELINE DION My Heart Will Go On (550 Music)	18
JIMMY RAY Are You Jimmy Ray? (Epic)	13
BACKSTREET BOYS As Long As You Love Me (Jive)	11
LOREENA MCKENITT The Mummers'... (Quinlan Road/WB)	8
SAVAGE GARDEN Truly Madly Deeply (Columbia)	7
BEN FOLDS FIVE Brick (550 Music)	6
PAULA COLE Me (Imago/WB)	6
GREEN DAY Time Of Your Life (Good Riddance) (Reprise)	6
SARAH MCLACHLAN Sweet Surrender (Arista)	6
SHANIA TWAIN You're Still The One (Mercury)	6

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CELINE DION My Heart Will Go On (550 Music)	+666
SAVAGE GARDEN Truly Madly Deeply (Columbia)	+348
LOREENA MCKENITT The Mummers'... (Quinlan Road/WB)	+320
SARAH MCLACHLAN Sweet Surrender (Arista)	+300
MATCHBOX 20 3am (Lava/Atlantic)	+241
BACKSTREET BOYS As Long As You Love Me (Jive)	+180
GREEN DAY Time Of Your Life (Good...) (Reprise)	+158
ALANA DAVIS 32 Flavors (Elektra/EEG)	+136
BILLIE MYERS Kiss The Rain (Universal)	+134
JIMMY RAY Are You Jimmy Ray? (Epic)	+132

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
AMY GRANT Takes A Little Time (A&M)
SARAH MCLACHLAN Building A Mystery (Arista)
BACKSTREET BOYS Quit Playing Games (With My Heart) (Jive)
OMC How Bizarre (Huh!/Mercury)
WALLFLOWERS One Headlight (Interscope)
DUNCAN SHEIK Barely Breathing (Atlantic)
SHAWN COLVIN Sunny Came Home (Columbia)
VERVE PIPE The Freshmen (RCA)
DAVE MATTHEWS BAND Crash Into Me (RCA)
INDIGO GIRLS Shame On You (Epic)

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.



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HOT AC PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL HOT AC REPORTERS ON R&R ONLINE

FM 105.1 MARKET #1
WNSR/New York (212) 704-1051 Goodman

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
35	35	35	35	35	LEANN RIMES/How Do I Live
35	35	35	35	35	PAULA COLE/Don't Want To Wait
35	35	35	35	35	SUGAR RAY/Fly
23	35	35	35	35	NO DOUBT/Don't Speak
23	35	35	35	35	CHUMBAWAMBA/Tubthumping
23	24	24	24	24	AMY GRANT/Takes A Little Time
23	24	24	24	24	BACKSTREET BOYS/Quit Playing...
23	24	24	24	24	SAVAGE GARDEN/Truly Madly Deeply
23	24	24	24	24	SMASH MOUTH/Walkin' On The Sun
23	24	24	24	24	ELTON JOHN/Something About...
14	24	24	24	24	LISA LOEB/Do
23	24	22	22	22	THIRD EYE BLIND/Semi-Charmed Life
23	22	22	22	22	SISTER HAZEL/All For You
23	22	22	22	22	OMC/How Bizarre
23	22	20	20	20	SARAH MCLACHLAN/Building A Mystery
20	22	20	20	20	SHAWN COLVIN/Sunny Came Home
20	20	20	20	20	DUNCAN SHEIK/Barely Breathing
20	20	20	20	20	TONI BRAXTON/Un-break My Heart
20	20	20	20	20	R. KELLY/I Believe I Can Fly
35	22	19	19	19	JEWEL/Foolish Games

95.5 WPLJ MARKET #1
WPLJ/New York (212) 613-8900 Cuddy/Shannon/Mascaro

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
45	45	47	46	46	SUGAR RAY/Fly
45	44	49	46	46	SMASH MOUTH/Walkin' On The Sun
37	35	43	43	43	ELTON JOHN/Something About...
45	42	44	43	43	CHUMBAWAMBA/Tubthumping
43	41	44	43	43	MATCHBOX 20/Push
37	37	38	42	42	SAVAGE GARDEN/Truly Madly Deeply
43	44	44	41	41	PAULA COLE/Don't Want To Wait
-	-	-	-	-	CELINE DION/My Heart Will Go On
37	36	34	37	37	LISA LOEB/Do
26	32	35	34	34	MATCHBOX 20/3am
36	23	37	34	34	THIRD EYE BLIND/Semi-Charmed Life
37	38	43	33	33	SISTER HAZEL/All For You
25	25	35	33	33	LOREENA MCKENITT/The Mummers' Dance
26	28	33	33	33	BILLIE MYERS/Kiss The Rain
44	44	44	32	32	LEANN RIMES/How Do I Live
15	24	28	28	28	SARAH MCLACHLAN/Sweet Surrender
-	-	-	-	-	GREEN DAY/Time Of Your Life
26	27	28	28	28	BLESSID UNION/Light In Your Eyes
28	20	29	25	25	BRYAN ADAMS/Back To You
18	22	27	24	24	VERVE PIPE/The Freshmen
43	23	20	20	20	JEWEL/Foolish Games
16	21	24	20	20	WALLFLOWERS/One Headlight
-	-	-	-	-	15 15 14 DUNCAN SHEIK/Barely Breathing
10	10	15	13	13	OMC/How Bizarre
8	13	13	13	13	DAVE MATTHEWS BAND/Crash Into Me
10	-	-	-	-	9 HOOTIE & BLOWFISH/Only Wanna Be...
-	-	-	-	-	BACKSTREET BOYS/As Long As You...
-	-	-	-	-	JIMMY RAY/Are You Jimmy Ray?

STAR 98.7 MARKET #2
KYSR/Los Angeles (818) 955-7000 Perelli/Ebbott

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
64	64	61	64	64	CHUMBAWAMBA/Tubthumping
63	63	60	64	64	SMASH MOUTH/Walkin' On The Sun
33	33	30	64	64	MATCHBOX 20/3am
63	63	60	63	63	PAULA COLE/Don't Want To Wait
43	43	42	59	59	SAVAGE GARDEN/Truly Madly Deeply
62	62	59	48	48	TONIC/If You Could Only...
41	41	42	44	44	LISA LOEB/Do
31	31	40	44	44	FIONA APPLE/Criminal
31	31	39	42	42	SARAH MCLACHLAN/Sweet Surrender
25	25	38	42	42	THIRD EYE BLIND/How's It Going To Be
43	43	41	42	42	LOREENA MCKENITT/The Mummers' Dance
32	32	37	41	41	GREEN DAY/Time Of Your Life
-	-	-	-	-	38 41 BEN FOLDS FIVE/Brick
44	44	40	40	40	SARAH MCLACHLAN/Building A Mystery
-	-	-	-	-	14 35 JIMMY RAY/Are You Jimmy Ray?
62	62	30	34	34	MATCHBOX 20/Push
41	41	27	28	28	CHANTAL KREVIJAZUK/Surrounded
26	26	26	28	28	SPACE MONKEYS/Sugar Cane
37	37	20	20	20	SISTER HAZEL/All For You
45	45	18	18	18	JEWEL/Foolish Games
45	45	18	18	18	SUGAR RAY/Fly
16	16	16	16	16	THIRD EYE BLIND/Semi-Charmed Life
16	16	16	16	16	SHAWN COLVIN/Sunny Came Home

101.9 MARKET #3
WTMX/Chicago (312) 946-1019 James/Kartak

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
46	44	44	46	46	MATCHBOX 20/3am
45	46	46	46	46	SMASH MOUTH/Walkin' On The Sun
45	46	46	46	46	TONIC/If You Could Only...
31	31	31	45	45	IMANI COPPOLA/Legend Of A Cowgirl
46	43	45	45	45	SUGAR RAY/Fly
44	46	44	45	45	DOGS EYE VIEW/Last Letter Home
32	31	32	32	32	ALANA DAVIS/32 Flavors
31	31	30	31	31	MEREDITH BROOKS/What Would Happen
45	45	45	31	31	SUNDAYS/Summertime
30	31	32	31	31	BEHAN JOHNSON/World Keeps Spinning
31	15	17	17	17	BLUES TRAVELER/Most Precarious
16	16	16	17	17	10,000 MANIACS/More Than This
16	16	16	17	17	SISTER HAZEL/All For You
16	16	15	17	17	ROLLING STONES/Anybody Seen My...
17	16	16	16	16	PAULA COLE/Don't Want To Wait
17	14	17	16	16	OMC/How Bizarre
17	16	16	16	16	THIRD EYE BLIND/Semi-Charmed Life
46	45	45	16	16	CHUMBAWAMBA/Tubthumping
-	-	-	-	-	SMASHING PUMPKINS/1979
-	-	-	-	-	14 14 15 SARAH MCLACHLAN/Sweet Surrender
14	14	14	15	15	BILLIE MYERS/Kiss The Rain
14	14	13	15	15	LOREENA MCKENITT/The Mummers' Dance
-	-	-	-	-	15 WALLFLOWERS/6th Avenue Heartache
15	17	16	13	13	MATCHBOX 20/Push
16	16	13	11	11	JEWEL/Foolish Games
8	7	7	9	9	IVY/The Best Thing
8	7	8	9	9	CHANTAL KREVIJAZUK/Surrounded
-	-	-	-	-	LAUREN MCCAIN/It's Me
-	-	-	-	-	EDWIN MCCAIN/It's Me
-	-	-	-	-	GREEN DAY/Time Of Your Life...

STAR 104.5 MARKET #5
WYXR/Philadelphia (610) 668-0750 Johnson/Ashley

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
27	30	30	28	28	SUGAR RAY/Fly
22	25	30	28	28	CHUMBAWAMBA/Tubthumping
28	28	28	27	27	PAULA COLE/Don't Want To Wait
5	10	20	27	27	SAVAGE GARDEN/Truly Madly Deeply
32	34	34	27	27	LEANN RIMES/How Do I Live
30	24	27	27	27	ELTON JOHN/Something About...
28	21	27	27	27	BACKSTREET BOYS/Quit Playing...
-	-	-	-	-	22 26 MATCHBOX 20/Push
13	23	25	25	25	SMASH MOUTH/Walkin' On The Sun
-	-	-	-	-	16 20 25 BRYAN ADAMS/Back To You
-	-	-	-	-	10 22 24 LOREENA MCKENITT/The Mummers' Dance
22	24	24	24	24	LISA LOEB/Do
30	30	18	24	24	JEWEL/Foolish Games
-	-	-	-	-	30 23 THIRDO EYE BLIND/Semi-Charmed Life
23	24	16	24	24	DUNCAN SHEIK/Barely Breathing
-	-	-	-	-	9 9 9 OMC/How Bizarre
23	22	16	11	11	JEWEL/You Were Meant...
-	-	-	-	-	20 10 VERVE PIPE/The Freshmen

MIX 102.9 MARKET #6
KDMX/Dallas (214) 991-1029 Steal/Taylor/Thomas

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
55	56	59	52	52	SUGAR RAY/Fly
58	58	57	59	59	CHUMBAWAMBA/Tubthumping
54	56	54	54	54	MATCHBOX 20/Push
59	59	53	49	49	JEWEL/Foolish Games
42	39	39	46	46	PAULA COLE/Don't Want To Wait
32	38	40	40	40	LEANN RIMES/How Do I Live
36	34	33	40	40	SISTER HAZEL/All For You
32	39	33	37	37	TONIC/If You Could Only...
59	56	39	34	34	THIRD EYE BLIND/Semi-Charmed Life
35	28	32	33	33	MATCHBOX 20/3am
26	28	30	31	31	WALLFLOWERS/One Headlight
26	34	25	29	29	SAVAGE GARDEN/Truly Madly Deeply
34	33	25	29	29	SMASH MOUTH/Walkin' On The Sun
18	24	25	27	27	BRYAN ADAMS/Back To You
-	-	-	-	-	16 24 LOREENA MCKENITT/The Mummers' Dance
20	22	28	26	26	OMC/How Bizarre
20	24	25	25	25	ELTON JOHN/Something About...
-	-	-	-	-	23 25 JIMMY RAY/Are You Jimmy Ray?
37	32	25	29	29	DUNCAN SHEIK/Barely Breathing
5	10	12	24	24	CELINE DION/My Heart Will Go On
-	-	-	-	-	26 24 SHERYL CROW/It Makes You
25	23	19	17	17	LISA LOEB/Do
20	20	17	17	17	ALANA DAVIS/32 Flavors
16	16	17	15	15	SISTER HAZEL/All For You
16	12	17	15	15	GREEN DAY/Time Of Your Life
29	26	15	15	15	BLESSID UNION/Light In Your Eyes
24	7	16	12	12	BILLIE MYERS/Kiss The Rain
8	9	10	9	9	CHANTAL KREVIJAZUK/Surrounded
22	22	4	7	7	FIONA APPLE/Criminal

Q95.5 MARKET #7
WKQI/Detroit (810) 967-3750 Gillette/Buchalter

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
47	47	46	49	49	THIRD EYE BLIND/Semi-Charmed Life
48	48	46	47	47	SUGAR RAY/Fly
49	49	45	47	47	LEANN RIMES/How Do I Live
48	48	44	47	47	MATCHBOX 20/Push
36	48	44	47	47	CHUMBAWAMBA/Tubthumping
34	47	44	45	45	BACKSTREET BOYS/Quit Playing...
26	34	33	37	37	SAVAGE GARDEN/Truly Madly Deeply
32	33	34	35	35	BLESSID UNION/Wanna Be There
49	34	33	35	35	PAULA COLE/Don't Want To Wait
35	35	32	35	35	JEWEL/Foolish Games
48	36	34	34	34	SISTER HAZEL/All For You
35	34	34	34	34	TONIC/If You Could Only...
36	33	33	32	32	SMASH MOUTH/Walkin' On The Sun
-	-	-	-	-	24 31 BACKSTREET BOYS/As Long As You...
22	24	28	26	26	LISA LOEB/Do
-	-	-	-	-	26 26 SARAH MCLACHLAN/Sweet Surrender
32	32	34	23	23	VERVE PIPE/The Freshmen
12	12	30	23	23	BILLIE MYERS/Kiss The Rain
-	-	-	-	-	15 23 NO DOUBT/Don't Speak
27	27	24	22	22	MATCHBOX 20/3am
18	18	16	22	22	WALLFLOWERS/One Headlight
-	-	-	-	-	17 20 SPICE GIRLS/2 Become 1
21	21	22	18	18	LOREENA MCKENITT/The Mummers' Dance
18	18	15	18	18	SHAWN COLVIN/Sunny Came Home
-	-	-	-	-	14 18 DUNCAN SHEIK/Barely Breathing
21	21	15	17	17	EDWIN MCCAIN/It's Me
18	17	17	17	17	MEREDITH BROOKS/Bitch
-	-	-	-	-	14 16 OMC/How Bizarre
-	-	-	-	-	12 13 16 GREEN DAY/Time Of Your Life...
-	-	-	-	-	16 14 HANSON/Mmm Bop

MIX 107.3 FM MARKET #8
WRQX/Washington (202) 686-3100 Kosbau/Parker

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
30	36	34	35	35	SMASH MOUTH/Walkin' On The Sun
24	30	34	35	35	PAULA COLE/Don't Want To Wait
32	37	33	34	34	CHUMBAWAMBA/Tubthumping
31	33	33	34	34	SUGAR RAY/Fly
21	26	33	34	34	LISA LOEB/Do
37	35	32	34	34	MATCHBOX 20/Push
36	32	32	34	34	ELTON JOHN/Something About...
38	36	36	32	32	SISTER HAZEL/All For You
31	30	36	30	30	JEWEL/Foolish Games
-	-	-	-	-	6 21 24 LEANN RIMES/How Do I Live
25	20	24	23	23	THIRD EYE BLIND/Semi-Charmed Life
25	23	22	22	22	BACKSTREET BOYS/Quit Playing...
20	18	22	22	22	SHAWN COLVIN/Sunny Came Home
14	17	21	22	22	MATCHBOX 20/3am
16	22	21	21	21	BRYAN ADAMS/Back To You
22	15	18	18	18	WALLFLOWERS/One Headlight
-	-	-	-	-	18 19 17 DUNCAN SHEIK/Barely Breathing
-	-	-	-	-	17 17 17 ALANIS MORISSETTE/Ironic
-	-	-	-	-	CARDIGANS/Lovefool
-	-	-	-	-	16 FUN FACTORY/Close To You
-	-	-	-	-	6 SARAH MCLACHLAN/Sweet Surrender
-	-	-	-	-	6 CELINE DION/My Heart Will Go On

MIX 106.5 MARKET #9
KHMV/Houston (713) 790-0965 Palagi/Anhorn

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
31	34	47	50	50	SAVAGE GARDEN/Truly Madly Deeply
32	35	47	50	50	SMASH MOUTH/Walkin' On The Sun
48	49	47	50	50	ELTON JOHN/Something About...
49	49	47	49	49	SUGAR RAY/Fly
37	49	47	49	49	AMY GRANT/Takes A Little Time
32	33	47	48	48	MATCHBOX 20/3am
48	48	47	42	42	CHUMBAWAMBA/Tubthumping
34	49	37	42	42	TONIC/If You Could Only...
33	33	34	34	34	SUNDAYS/Summertime
9	26	33	34	34	BRYAN ADAMS/Back To You
16	17	31	34	34	ROBYN/Show Me Love
31	34	36	34	34	LISA LOEB/Do
31	32	35	33	33	AMANDA MARSHALL/Fall From Grace
49	49	36	32	32	MATCHBOX 20/Push
49</					



CAROL ARCHER

Unsolved Mysteries: How P1 Listeners *Really* Use The Radio

□ **New Arbitron format profile uncovers data on TSL, listening location, and recall factors**

The insights offered by a recent Arbitron report on P1 diary-keeper listening habits, *America's Top Stations: A Format Profile*, provide a powerful weapon for the programming arsenal of everyone intent on winning the ratings game.

The study underscores P1s' dramatic impact upon ratings performance, as well as revealing new information about TSL, listening by location, and issues surrounding recall. Casting a mindful eye toward formats with which NAC/Smooth Jazz shares listeners, here are some of the study's highlights.

The percentage of NAC diarykeepers who are P1s to a station averages 36%. P2s account for 27%; P3s, 17%; and P4/P5+s, 10%. The importance of P1s is illustrated by the fact that 66% of all NAC TSL is generated by them. P2s generate 19%, and P3s, 8%. A fact that programmers should not underestimate is that 72% of all NAC quarter-hours are contributed by P1s! Galvanizing passionate loyalty among its P1 listeners is central to NAC radio's success.

Among NAC P1s, 16% of diarykeepers list Urban or Urban AC as their most frequent second choice, followed by News with 11%.

Although the ratio of male to female listeners varies widely by format, NAC P1 diarykeepers split 43%-57%. The 10-year age range that accounts for the highest percentage of NAC P1 quarter-hours is the 42-52-year-old cell, which delivers 40% of all AQH in the format. In terms of race and ethnicity, 27% of NAC P1s are African American, 11% Hispanic, and 62% other. Only CHR/Rhythmic — with

38% African American, 25% Hispanic, and 37% other — can compare in terms of diversity.

For many, the concept of exclusive listening is a bit bizarre, but there are a significant number of P1s who listen to only one radio station: In MOR, it is 36% of P1s; in Urban AC, 27%; 25% in both Soft AC and Oldies; and 19% in NAC. 21% of NAC listeners sample two or three stations; 17% try four stations; and 22%, five or more.

P1 TSL: Home, Car & Work

Average NAC P1 TSL is about 18:15 hours — not the highest, nor the lowest. Compare that to Urban AC (20:15), Span/Tropical (20:15), '70s/CHR (18:31), MOR (19:47), and AC (19:31).

At home, NAC P1 listening is impressive, with a formidable 42%. Only MOR (75%); Urban (55%); Urban AC (46%); and News, N/T, and Talk (all garnering 60%+) capture more at-home listeners.

But many NAC P1s are busy professionals on rigorous career tracks, so let's look at workplace and in-car listening. In their cars, 19% use NAC, presumably because events of the day (30% News), sporting events (37%), and other kinds of music radio (AA 29%, Alt. 30%, Rock 29%, Hot AC 27%, and CHR 52%) provide additional information and

"moods" for their busy lives.

The focus of many NAC marketing efforts is directed toward increasing workplace listening. The study reveals that, with 38% of P1s choosing NAC to "smooth their workdays," these schemes have had considerable impact. '70s/Classic Rock reigns at work with 56%, followed by AC (51%), Soft AC (50%), Modern AC (48%), and Hot AC (47%). When NAC's at-work numbers — 38% — are combined with at-home listening — 42% — a clear picture emerges, one in which fully 80% of P1 listening is done in these two settings (see sidebar).

When it comes to the way diarykeepers identify stations, the study reveals that formats appealing to older listeners tend to use exact frequency more often than those appealing to the younger set. NAC has done an outstanding job of reinforcing dial position in its listeners' minds, as fully 74% of its P1s' diary entries identify frequency over call letters. Only Modern AC scores higher, with 86%. 56% of AC listeners identify frequency.

I once had a colleague at R&R who was a KTWV (The Wave)/L.A. P1 and had surely read the heritage station's call letters hundreds of times in my editorials, but still insisted on calling the station "K-Wave." This example is only anecdotal, but it illustrates the importance of burning your station's frequency into listeners' minds, because it is the surest way to get proper credit when they fill out their diaries.

Edison Sheds Different Light On At-Work Listening

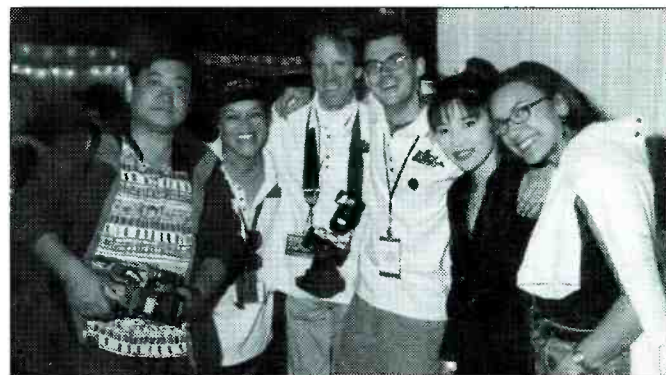
In compiling data about at-work listening in NAC/Smooth Jazz, Edison Media Research Pres. **Larry Rosin** unearthed a pertinent, if subtle, angle. As examined in this page's main story, NAC at-work listening doesn't index nearly as high as other formats, such as AC, Soft AC, or even Classic Rock. Rosin says the data begs the question, "How could it possibly be that this utterly at-work-focused format would not index through the roof?"

Examining the results, he makes this observation: "The reason is that NAC actually produces a huge number of quarter-hours from at-work listening. As a result, the index for at-work listening isn't as high as one might think. Many NACs wipe up during evenings — most of that listening will code to 'at-home' — even if people are working at home (grading papers, paying bills, etc.) while they are listening.

"This means that there is still an upside for the NAC format at work," Rosin concludes. "At-work diaries can provide a motherlode of quarter-hours to a radio station."



A CELEBRATION OF LEGENDARY PROPORTION — WQCD (CD101.9)/NY and United Stations Radio Networks recently hosted a party at Manhattan's chic *Tatou* to mark the launch of the syndicated *Legends Of Jazz With Ramsey Lewis*. Lewis (second from r) is seen here with (l-r) USRN's VP/Prog. Andy Denmark, Emmis Broadcasting VP/GM Judy Ellis, Broadcast Architecture's Lorraine Bergman, and USRN Pres./CEO Nicholas Verbitsky.



A THOUSAND POINTS OF LIGHT — Among the luminaries gathered for KKSF/San Francisco's 10th Anniversary Party are (l-r) artist/producer Kazu Matsui, KKSF personalities Maria Lopez and John McCorkle, KKSF Promotion Mgr. Joe Cooper, Countdown/Unity artist Keiko Matsui, and KKSF personality Linda Cassidy.



BOSTON GROOVES AT SMOOTH JAZZ HOLIDAY CONCERT — A capacity crowd jammed Boston's Orpheum Theater for WSJZ's second holiday concert. The event raised nearly \$5000 for the Boston Globe Santa Fund, which provides holiday gifts to thousands of needy children. Station staffers mingling with artists backstage are (top, l-r) morning host Steve Williams, midday host Ed Cheribino, Rick Braun, and evening host Jesse "Sandman" Sandidge; (bottom row, l-r) Richard Elliott, Craig Chaquico, overnight host Hillary Stevens, afternoon driver Sarah Owens, and Peter White.



WJJZ STEPS UP TO THE PLATE TO HELP KIDS — The staff of WJJZ/Philadelphia celebrated the release of the fourth volume of their CD sampler with an elegant listener party. Sales from the CD benefit the Juvenile Diabetes Foundation and the Mayor's Commission on Literacy. Seen here are (l-r) MD/midday host Michael Tozzi, morning drive personality Terry Webb, artists Michael Lington and Boney James, VP/GM Sil Scaglione, PD Anne Gress, GSM Vince Raimondo, and Prog. Coordinator Joe Proke.



NAC/SMOOTH JAZZ TRACKS

JANUARY 16, 1998

SW	4W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	4W	5W	
5	5	4	1	CANDY DULFER For The Love... (N2K Encoded Music) 815	700	688	643	643	48/0
1	1	1	2	BRIAN CULBERTSON So Good (Bluemoon/Atlantic) 801	811	916	908	908	44/0
4	4	3	3	BOB JAMES Mind Games (Warner Bros.) 770	735	812	809	809	45/0
9	7	5	4	RICHARD ELLIOT If You Want My Love (Metro Blue/Blue Note) 714	619	600	552	552	50/0
12	8	6	5	KENNY G Loving You (Arista) 692	619	552	519	519	46/0
2	2	2	6	JONATHAN BUTLER Song For Elizabeth (N2K Encoded Music) 689	750	912	887	887	44/0
8	6	8	7	CRAIG CHAQUICO / PETER WHITE Lights Out... (Higher Octave) 566	600	604	553	553	37/0
13	9	9	8	DAVID BENOIT Rue De La Soliel (GRP) 558	513	547	496	496	46/0
20	15	14	9	AVENUE BLUE Always There (Mesa/Bluemoon/Atlantic) 549	399	440	348	348	47/1
15	14	10	10	THOM ROTELLA What's The Story? (Telarc) 494	447	443	431	431	45/0
3	3	7	11	CHRIS BOTTI Regroovable (Verve Forecast) 477	602	834	860	860	37/0
BREAKER			12	PAUL HARDCASTLE Paradise Cove (JVC/JMI) 470	386	317	228	228	45/0
11	10	11	13	EARL KLUGH Last Song (Warner Bros.) 431	437	526	521	521	30/0
14	16	12	14	PETE BELASCO All In My Mind (Verve Forecast) 415	415	432	437	437	36/0
18	18	16	15	PAT METHENY Follow Me (Warner Bros.) 384	379	371	369	369	39/2
7	11	13	16	JOYCE COOLING South Of Market (Heads Up) 371	402	516	579	579	34/0
22	21	20	17	KIRK WHALUM If Only For One Night (Warner Bros.) 368	335	347	323	323	37/1
23	24	22	18	JIM BRICKMAN Dreams Come True (Windham Hill) 358	313	327	317	317	34/1
—	—	27	19	PHILLIPE SAISSE Riviera (Verve Forecast) 336	283	243	215	215	40/2
21	23	24	20	MICHAEL BOLTON The Best Of Love (Columbia) 333	303	329	327	327	30/0
25	26	28	21	PIECES OF A DREAM Knikki's Smile (Blue Note) 331	276	315	304	304	38/0
15	17	18	22	ERIC MARIENTHAL Last Day Of Summer (I.E./Verve) 324	340	374	400	400	32/0
17	19	21	23	AARON NEVILLE Say What's In My Heart (A&M) 324	324	370	370	370	30/0
6	12	17	24	BONEY JAMES Sweet Thing (Warner Bros.) 324	342	478	590	590	28/0
10	13	19	25	RIPPINGTONS Black Diamond (Peak/Windham Hill Jazz) 313	338	447	545	545	31/0
30	27	23	26	PAUL TAYLOR Groove Zone (Countdown/Unity) 311	305	301	259	259	35/1
DEBUT			27	VANESSA WILLIAMS Oh How The Years Go By (Mercury) 300	224	192	139	139	27/1
—	30	29	28	BRIAN TARQUIN One Arabian Knight (Instinct) 289	256	255	199	199	36/3
DEBUT			29	RICK BRAUN Chelsea (Mesa/Bluemoon/Atlantic) 285	201	156	127	127	36/3
—	—	30	30	RICHARD SMITH First Kiss (Heads Up) 266	250	245	241	241	33/0

This chart reflects airplay from December 31-January 6. Songs ranked by total plays. Highlighted songs indicate Breaker.

51 NAC reporters. 48 current playlists. © 1998, R&R Inc.

BREAKERS®

PAUL HARDCASTLE
Paradise Cove (JVC/JMI)

TOTAL PLAYS/INCREASE: **470/84**
TOTAL STATIONS/ADDS: **45/0**

CHART
12

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
CHIELI MINUCCI Dreams (JVC/JMI)	27
CHUCK LOEB Just Us (Shanachie)	22
BONEY JAMES After The Rain (Warner Bros.)	13
RANDY CRAWFORD Bye Bye (Bluemoon/Atlantic)	8
EVAN MARKS Coast To Coast (Verve Forecast)	6
LOREENA MCKENITT The Mummies... (Quinlan Road/WB)	5
RIPPINGTONS In Another Life (Peak/Windham Hill Jazz)	5
JOYCE COOLING After Hours (Heads Up)	4
CHARLES FAMBROUGH It's Not Easy... (Nu Groove)	4
CHRIS SPHEERIS Quiver (Essence)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
AVENUE BLUE Always There (Mesa/Bluemoon/Atlantic)	+150
CANDY DULFER For The Love... (N2K Encoded Music)	+115
RICHARD ELLIOT If You Want... (Metro Blue/Blue Note)	+95
EVAN MARKS Coast To Coast (Verve Forecast)	+93
RICK BRAUN Chelsea (Mesa/Bluemoon/Atlantic)	+84
PAUL HARDCASTLE Paradise Cove (JVC/JMI)	+84
VANESSA WILLIAMS Oh How The Years... (Mercury)	+76
KENNY G Loving You (Arista)	+73
PIECES OF A DREAM Knikki's Smile (Blue Note)	+55
PHILLIPE SAISSE Riviera (Verve Forecast)	+53

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

DIANA KRALL Peel Me A Grape (Impulse!/GRP)
Total Plays: 257, Total Stations: 21, Adds: 1

DEAN JAMES Market Street (Brajo/Ichiban)
Total Plays: 243, Total Stations: 30, Adds: 2

YANNI Dance With A Stranger (Virgin)
Total Plays: 242, Total Stations: 26, Adds: 3

ENYA Only If... (Reprise)
Total Plays: 234, Total Stations: 21, Adds: 0

SPECIAL EFX Here To Stay (JVC)
Total Plays: 230, Total Stations: 33, Adds: 3

JIMMY SOMMERS James Cafe (Gemini)
Total Plays: 187, Total Stations: 21, Adds: 0

EVAN MARKS Coast To Coast (Verve Forecast)
Total Plays: 180, Total Stations: 28, Adds: 6

DOWN TO THE BONE Brooklyn Heights (Nu Groove)
Total Plays: 137, Total Stations: 14, Adds: 2

TIM WEISBERG Summertime (Fahrenheit)
Total Plays: 134, Total Stations: 19, Adds: 2

CHARLES FAMBROUGH It's Not Easy Havin' Fun (Nu Groove)
Total Plays: 134, Total Stations: 22, Adds: 4

VIBRAPHONIC On A Roll (Hollywood)
Total Plays: 124, Total Stations: 16, Adds: 0

RIPPINGTONS In Another Life (Peak/Windham Hill Jazz)
Total Plays: 104, Total Stations: 14, Adds: 5

Songs ranked by total plays

Chuck Loeb

JUST US...and 23 early believers

The first single from Chuck Loeb's
"the Moon, the Stars and the Setting Sun"

Adds:

KBLX	KBZN	KCJZ	KCLC	KEZL	KHIH
KKJZ	KKSF	KMJZ	KNIK	KSBR	KSMJ
KTWV	KXDC	WCCJ	WGUF	WJZW	WLOQ
WNWV	WQCD	WSJT	WSMJ	WZJZ	

Broadcast Architecture recommendation 1st week out!

#2 Most Added R&R with 22 adds

#1 most added Gavin with 29 adds.

Shanachie

Contact: Claudia Navarro/Shanachie Ent. (310)390-8636 Kim Clark Promotion (609)728-0091



SW	4W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	EMPHASIS TRACKS (PLAYS)
1	2	1	1	BRIAN CULBERTSON <i>Secrets (Bluemoon/Atlantic)</i>	874	-7	"Good" (801) "Mind" (31)
7	6	4	2	CANDY DULFER <i>For The Love Of You (N2K Encoded Music)</i>	836	+130	"You" (815) "Smooth" (11)
4	4	3	3	BOB JAMES <i>Playin' Hooky (Warner Bros.)</i>	827	+44	"Mind" (770) "Where" (24)
2	1	2	4	JONATHAN BUTLER <i>Do You Love Me? (N2K Encoded Music)</i>	766	-59	"Elizabeth" (689) "Do" (35)
11	7	8	5	RICHARD ELLIOT <i>Jumpin' Off (Metro Blue/Blue Note)</i>	735	+108	"Want" (714) "Tell" (10)
13	11	7	6	KENNY G <i>Greatest Hits (Arista)</i>	712	+81	"Loving" (692) "Baby" (20)
8	5	5	7	CRAIG CHAQUICO <i>Once In A Blue Universe (Higher Octave)</i>	638	-41	"Lights" (566) "Midnight" (38)
12	12	10	8	AVENUE BLUE <i>Nightlife (Mesa/Bluemoon/Atlantic)</i>	627	+120	"Always" (549) "Nightlife" (66)
14	13	9	9	DAVID BENOIT <i>American Landscape (GRP)</i>	558	+45	"Soliel" (558)
3	3	6	10	CHRIS BOTTI <i>Midnight Without You (Verve Forecast)</i>	521	-115	"Regroovable" (477) "Midnight" (28)
—	25	16	11	PAUL HARDCASTLE <i>Cover To Cover (JVC/JMI)</i>	502	+84	"Paradise" (470) "Shelby" (18)
16	16	14	12	THOM ROTELLA <i>Can't Stop (Telarc)</i>	499	+40	"Story" (494) "Thought" (5)
10	9	12	13	EARL KLUGH <i>The Journey (Warner Bros.)</i>	479	-3	"Last" (431) "Walk" (26)
15	15	13	14	PETE BELASCO <i>Get It Together (Verve Forecast)</i>	477	+2	"Mind" (415) "All" (40)
5	8	11	15	JOYCE COOLING <i>Playing It Cool (Heads Up)</i>	469	-23	"South" (371) "Hours" (51)
6	10	15	16	RIPPINGTONS <i>Black Diamond (Peak/Windham Hill Jazz)</i>	461	+32	"Diamond" (313) "Life" (104)
29	30	21	17	PHILLIPE SAISSE <i>Next Voyage (Verve Forecast)</i>	403	+53	"Riviera" (336) "Moanin'" (38)
20	26	24	18	RICK BRAUN <i>Body And Soul (Mesa/Bluemoon/Atlantic)</i>	389	+63	"Chelsea" (285) "Venice" (92)
19	19	17	19	PAT METHENY <i>Imaginary Day (Warner Bros.)</i>	388	+7	"Follow" (384) "Awakening" (4)
25	22	20	20	KIRK WHALUM <i>Colors (Warner Bros.)</i>	385	+33	"Only" (368) "Eyes" (10)
23	21	28	21	PIECES OF A DREAM <i>Pieces (Blue Note)</i>	367	+60	"Smile" (331) "Pieces" (29)
—	—	29	22	VANESSA WILLIAMS <i>Next (Mercury)</i>	361	+54	"Years" (300) "Start" (61)
30	27	27	23	JIM BRICKMAN <i>The Gift (Windham Hill)</i>	358	+45	"Dreams" (358)
9	14	19	24	BONEY JAMES <i>Sweet Thing (Warner Bros.)</i>	354	0	"Sweet" (324) "Rain" (25)
—	—	26	25	BRIAN TARQUIN <i>Last Kiss Goodbye (Instinct)</i>	353	+40	"Arabian" (289) "Freeway" (52)
—	24	22	26	PAUL TAYLOR <i>Pleasure Seeker (Countdown/Unity)</i>	351	+2	"Groove" (311) "Allure" (26)
17	17	18	27	ERIC MARIENTHAL <i>Easy Street (I.E./Nerve)</i>	341	-18	"Summer" (324) "Easy" (17)
28	29	30	28	MICHAEL BOLTON <i>All That Matters (Columbia)</i>	333	+30	"Best" (333)
21	20	25	29	AARON NEVILLE <i>To Make Me Who I Am (A&M)</i>	324	0	"Say" (324)
DEBUT			30	RICHARD SMITH <i>First Kiss (Heads Up)</i>	288	+25	"First" (266) "Method" (14)

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
CHIELI MINUCCI <i>It's Gonna Be Good (JVC/JMI)</i>	27
CHUCK LOEB <i>The Moon, The Sun... (Shanachie)</i>	22
RANDY CRAWFORD <i>Every Kind.. (Bluemoon/Atlantic)</i>	8
BONEY JAMES <i>Sweet Thing (Warner Bros.)</i>	8
EVAN MARKS <i>Coast To Coast (Verve Forecast)</i>	6
LOREENA MCKENITT <i>The Book Of... (Quinlan Road/WB)</i>	5
RIPPINGTONS <i>Black Diamond (Peak/Windham Hill Jazz)</i>	4
CHRIS SPHEERIS <i>Eros (Essence)</i>	4
STEVE VEALE <i>Blue Horizon (Sunspot)</i>	4
CHARLES FAMBROUGH <i>Upright Citizen (Nu Groove)</i>	3
RIPPINGTONS <i>Best Of The Rippingtons (GRP)</i>	3
SPECIAL EFX <i>Here To Stay (JVC)</i>	3
BRIAN TARQUIN <i>Last Kiss Goodbye (Instinct)</i>	3
YANNI <i>Tribute (Virgin)</i>	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CANDY DULFER <i>For The Love... (N2K Encoded Music)</i>	+130
AVENUE BLUE <i>Nightlife (Mesa/Bluemoon/Atlantic)</i>	+120
RICHARD ELLIOT <i>Jumpin' Off (Metro Blue/Blue Note)</i>	+108
EVAN MARKS <i>Coast To Coast (Verve Forecast)</i>	+93
PAUL HARDCASTLE <i>Cover To Cover (JVC/JMI)</i>	+84
KENNY G <i>Greatest Hits (Arista)</i>	+81
RICK BRAUN <i>Body And Soul (Mesa/Bluemoon/Atlantic)</i>	+63
PIECES OF A DREAM <i>Pieces (Blue Note)</i>	+60
VANESSA WILLIAMS <i>Next (Mercury)</i>	+54
PHILLIPE SAISSE <i>Next Voyage (Verve Forecast)</i>	+53
SPECIAL EFX <i>Here To Stay (JVC)</i>	+47
CHARLES FAMBROUGH <i>Upright Citizen (Nu Groove)</i>	+46
DAVID BENOIT <i>American Landscape (GRP)</i>	+45
JIM BRICKMAN <i>The Gift (Windham Hill)</i>	+45
BOB JAMES <i>Playin' Hooky (Warner Bros.)</i>	+44

This chart reflects airplay from December 31-January 6. Albums ranked by total plays, with plays from all cuts from an album combined. 51 NAC reporters. 48 current playlists. © 1998, R&R Inc.

NAC NOTES By Carol Archer

Congratulations to **N2K Encoded Music** for taking **Candy Dulfer's** "For The Love Of You" from fourth to No. 1 this week with rotations increases totaling +115 plays. Her album of the same name is poised at 2*, likely to overtake **Brian Culbertson's** *Secrets (Bluemoon/Atlantic)* next week.

As the years go by, my admiration for **KTWV/L.A. APD/MD Ralph Stewart's** ears continues to grow. His adventurous tastes, coupled with a clear sense of what makes a track right for NAC/Smooth Jazz — and especially, what will work on The Wave — distinguish him (along with **Steve Williams, Mike Fischer, Nick Francis, Blake Lawrence, Kelly Cole, Ron Cadet,** and

a few others) as a real leader in the ears department. His adds this week reflect this discernment and independence: **Four 80 East's** "Eastside" (**Boomtang**), surely one of the hippest, most exciting recent offerings (already in top rotation at **WQCD/NY**); **Randy Crawford's** evocative "Bye Bye" (**Bluemoon/Atlantic**); and, bypassing the emphasis track, "Garden Of Babylon" (and rightly so, I think), the smooth, in-pocket "Sapphire Island" from *The Best Of The Rippingtons (GRP)*.

Chieli Minucci easily earned top Most Added by garnering 27 adds, including **KKSF/SF, KOAI/Dallas,** and **WJJZ/Philadelphia,** on "Dreams" (**JMI/**

JVC). Every indication points to a long and fruitful life for this one.

Also among Most Added is **Chuck Loeb's** fine "Just Us" (**Shanachie**). New adds at **WQCD** and **KKSF** are only two of 22 this week alone.

John Tesh's beautiful "Give Me Forever (I Do)" (**GTSP**), featuring a dazzling vocal by **James Ingram**, was added out-of-the box at **KIFM/San Diego**. Only the brittle of heart will fail to hear it.

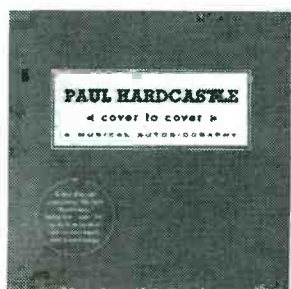
Don't let **Jeannie Newhall's** "Bunco Man" (**Marzipan**) slip by unnoticed. Added at **WJJZ**, its exotic feel is enhanced by **Kirk Whalum** and **Peter White's** contributions.

The Best In Smooth Jazz From JVC

PAUL HARDCASTLE "Paradise Cove"

R&R NAC Tracks Chart **15** - **12**
BREAKER

R&R NAC Albums Chart **16** - **11**
on 45 stations!



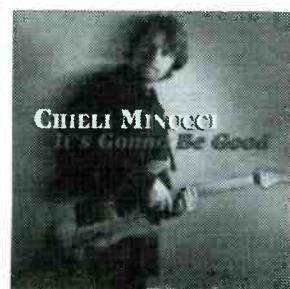
CHIELI MINUCCI "Dreams"

#1 Most Added - 27 adds/on 32 stations

KTWV - 12 WCCJ - 12
WQCD - 9 KMGQ - 7
KMJZ - 5 WN WV - 4

ADDS AT:

KKSF WHRL KTNT
KIFM WSMJ KBLX
WLOQ KCJZ KSBR
KOAI WGUF KAJZ
KXDC WJJZ WJZI
KHIH KNIK WJZW
WEZV JRN KSMJ
KKJZ KCLC KBZN
WFSJ



SPECIAL EFX "Here To Stay"

ON 33 STATIONS
R&R NEW & ACTIVE

New adds at: WLOQ, KAJZ, KCJZ



For more information,
contact Tim Fitzgibbon
or Jeff Neben
(213) 878-0101



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Stations and their adds by track listed alphabetically by market

<p>WHRL/Albany, NY OM/PD: Brant Curtiss CHIELI MINUCCI "Dreams" DOWN TO THE BONE "Brooklyn" RIPPINGTONS "Life"</p> <p>KNIK/Anchorage, AK GM/PD: Dean Williams RICHARD ELLIOT "Slow" VICTOR WOOTEN "Love" CHIELI MINUCCI "Dreams" CHUCK LOEB "Just"</p> <p>KAJZ/Austin, TX PD: Ted Carson MD: Candace Andrews SPECIAL EFX "Here" BONEY JAMES "Rain" VICTOR WOOTEN "Love" RIPPINGTONS "Bye" RANDY CRAWFORD "Bye" AFTERTOUCH "Place" CHIELI MINUCCI "Dreams"</p> <p>KSMJ/Bakersfield, CA PD/MD: Joel Widdows EVAN MARKS "Coast" CHUCK LOEB "Just" CHIELI MINUCCI "Dreams" CHRIS SPHEERIS "Quiver"</p> <p>WSJZ/Boston, MA PD/MD: Bill George No Adds</p> <p>WCCJ/Charlotte, NC PD: James Alexander APD/MD: Greg Morgan CHARLES FAMBROUGH "Easy" CHUCK LOEB "Just" TESH F/INGRAM "Forever" LOREENA MCKENNITT "Mummers"</p> <p>WNUA/Chicago, IL VP/Prog: Paul Goldstein MD: Steve Stiles YANNI "Dance"</p> <p>WVAE/Cincinnati, OH OM: T.J. Holland APD/MD: Steve Wiersman PHILLIPE SAISSIE "Riviera" CHARLES FAMBROUGH "Easy"</p> <p>WNWV/Cleveland, OH PD/MD: Bernie Kimble BONEY JAMES "Rain" CHUCK LOEB "Just"</p>	<p>WZJZ/Columbus, OH PD/MD: Bill Harman AVENUE BLUE "Always" CHUCK LOEB "Just" EVAN MARKS "Coast" PHAJJA "Long" VANESSA RUBIN "Spend" STEVE WINWOOD "Someone" LOREENA MCKENNITT "Mummers" KUH "Cry"</p> <p>KOAI/Dallas, TX PD: Michael Fischer MD: Ken Glaser RICK BRAUN "Chelsea" DEAN JAMES "Market" CHRIS SPHEERIS "Quiver" CHIELI MINUCCI "Dreams" BONEY JAMES "Rain"</p> <p>JRN/Denver, CO PD: Steve Hibbard MD: Greg Allen CHIELI MINUCCI "Dreams"</p> <p>KHHH/Denver, CO PD: Becky Taylor MD: Cheri Marquart CHUCK LOEB "Just" TIM WEISBERG "Summertime" JOHN TESH PROJECT "Night" CHIELI MINUCCI "Dreams"</p> <p>WVMV/Detroit, MI PD/MD: Tom Sleeper RICK BRAUN "Chelsea"</p> <p>WGUF/Ft. Myers, FL PD/MD: Bill Gray CHARLES FAMBROUGH "Easy" LOREENA MCKENNITT "Mummers" CHUCK LOEB "Just" CHIELI MINUCCI "Dreams" RIPPINGTONS "Life" BONEY JAMES "Rain" STEVE VEALE "Low" RANDY CRAWFORD "Bye"</p> <p>KEZL/Fresno, CA PD/MD: Mike Vasquez BOB BALDWIN "Summer" CHUCK LOEB "Just" CHRIS SPHEERIS "Quiver"</p> <p>WFSJ/Jacksonville, FL PD: Hank Dole MD: Craig Williams WHITE & LATTIMORE "River" CHIELI MINUCCI "Dreams"</p>	<p>KCIY/Kansas City, MO PD: Bret Michael MD: Michelle Chase BONEY JAMES "Rain" KIRK WHALUM "Only"</p> <p>WEZV/Lafayette, IN PD/MD: Bob Miller BONEY JAMES "Rain" PAT METHENY GROUP "Follow" CHIELI MINUCCI "Dreams" CHRIS SPHEERIS "Quiver" STEVE VEALE "One"</p> <p>KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart FOUR 80 EAST "Eastside" RIPPINGTONS "Sapphire" RANDY CRAWFORD "Bye"</p> <p>WLVE/Miami, FL PD: Gregg Steele JONATHAN BUTLER "Dc" RICK BRAUN "Chelsea"</p> <p>WJZI/Milwaukee, WI PD: Fred Heller APD/MD: Chris Moreau BRIAN TARQUIN "Arabian" CHIELI MINUCCI "Dreams" RIPPINGTONS "Life"</p> <p>KMJZ/Minneapolis, MN PD: Rob Moore LOREENA MCKENNITT "Mummers" DOWN TO THE BONE "Brooklyn" BONEY JAMES "Rain" CHUCK LOEB "Just" JIMMY SOMMERS "Velvet" RANDY CRAWFORD "Bye" JOYCE COOLING "Hours" CHIELI MINUCCI "Dreams"</p> <p>KSBR/Mission Viejo, CA OM: Terry Wedel MD: Wally Davidson CHUCK LOEB "Just" BONEY JAMES "Rain" CHIELI MINUCCI "Dreams" ERIC MARIENTHAL "Saturday"</p> <p>KRVR/Modesto, CA PD: Jim Bryan MD: Doug Wulff No Adds</p>	<p>KXDC/Monterey, CA PD/MD: Scott O'Brien PAUL TAYLOR "Groove" RIPPINGTONS "Life" CHIELI MINUCCI "Dreams" CHUCK LOEB "Just" BONEY JAMES "Rain" DEAN JAMES "Market"</p> <p>WQCD/New York, NY PD: Steve Williams MD: Rick Laboy CHUCK LOEB "Just" JOE SAMPLE "Life"</p> <p>WJCD/Norfolk, VA OM/PD: Maxine Todd MD: Larry Hollowell No Adds</p> <p>KTNT/Oklahoma City, OK PD: Steve English MD: Stephanie Stewart RANDY CRAWFORD "Bye" PAT METHENY GROUP "Follow" EVAN MARKS "Coast" CHIELI MINUCCI "Dreams"</p> <p>KOSJ/Omaha, NE PD: Kurt Owens EVAN MARKS "Coast"</p> <p>WLOQ/Orlando, FL PD: Steve Huntington MD: Lee Hogan CHUCK LOEB "Just" RIPPINGTONS "Bye" BONEY JAMES "Rain" CHIELI MINUCCI "Dreams" SPECIAL EFX "Here" TOM GRANT "Poinciana" JOYCE COOLING "Hours" STEVE VEALE "Low" PAT METHENY GROUP "Tomorrow"</p> <p>WJJZ/Philadelphia, PA PD: Ann Gress MD: Michael Tozzi STEVE WINWOOD "Mercy" EVAN MARKS "Coast" CHIELI MINUCCI "Dreams" YANNI "Dance" RANDY CRAWFORD "Bye" JEANNE NEWHALL "Bunco"</p> <p>KYOT/Phoenix, AZ PD/MD: Nick Francis RIPPINGTONS "Sky" DIANA KRALL "Grape"</p>	<p>WJJJ/Pittsburgh, PA PD: Carl Anderson MD: Herschel JIM BRICKMAN "Dreams" YANNI "Dance" EVAN MARKS "Coast" VANESSA WILLIAMS "Years"</p> <p>KKJZ/Portland, OR MD: Hal Murray CHIELI MINUCCI "Dreams" CHUCK LOEB "Just"</p> <p>WSMJ/Richmond, VA PD/MD: Tommy Fleming CHUCK LOEB "Just" BONEY JAMES "Rain" CHIELI MINUCCI "Dreams" VANESSA RUBIN "Spend" JONATHAN BUTLER "Shore"</p> <p>KCLC/St. Charles, MO PD: Rich Reigert MD: Terry Ward CHUCK LOEB "Just" CHIELI MINUCCI "Dreams" STEVE VEALE "Horizon" LOREENA MCKENNITT "Mummers"</p> <p>KBZN/Salt Lake City, UT PD: Rob Riesen CHIELI MINUCCI "Dreams" CHUCK LOEB "Just"</p> <p>KCJZ/San Antonio, TX PD/MD: Norm Miller APD: Cody Robbins CHUCK LOEB "Just" CHIELI MINUCCI "Dreams" SPECIAL EFX "Here" BOB MAMET "Midnight"</p> <p>KIFM/San Diego, CA PD: Mike Shepard APD/MD: Kelly Cole BONEY JAMES "Rain" CHIELI MINUCCI "Dreams" TESH F/INGRAM "Forever"</p> <p>KBLX/San Francisco, CA PD: Kevin Brown MD: Ron Cadet BABYFACE "Gone" GERALD ALBRIGHT "Beautiful" TIM WEISBERG "Summertime" BOB BALDWIN "People" RANDY CRAWFORD "Bye" CHUCK LOEB "Just" CHIELI MINUCCI "Dreams"</p>	<p>KKSF/San Francisco, CA VP/OM: Lee Hansen MD: Blake Lawrence KENNY G "Baby" BONEY JAMES "Rain" CHUCK LOEB "Just" CHIELI MINUCCI "Dreams"</p> <p>KMGQ/Santa Barbara, CA PD: Vince Garcia MD: Steve Bauer EARL KLUGH "Finger" CHARLES FAMBROUGH "Easy" JOYCE COOLING "Hours" BRIAN TARQUIN "Arabian" CHIELI MINUCCI "Dreams"</p> <p>KJZY/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton No Adds</p> <p>WJZT/Tallahassee, FL No Adds</p> <p>WSJT/Tampa, FL PD/MD: Ross Block CHUCK LOEB "Just" JOYCE COOLING "Hours" PHILLIPE SAISSIE "Riviera" BRIAN TARQUIN "Arabian" RANDY CRAWFORD "Bye"</p> <p>KOAS/Tulsa, OK PD/MD: Ron Allen GRADY NICHOLS "Mysterious" RIPPINGTONS "Life"</p> <p>WJZW/Washington, DC PD: Kenny King CHIELI MINUCCI "Dreams" CHUCK LOEB "Just"</p> <hr/> <p>51 Total Reporters 50 Current Reporters 48 Current Playlists</p> <p>Did Not Report, Playlist Frozen (2): KSSJ/Sacramento, CA KWSJ/Wichita, KS</p> <p>Did Not Report For Two Consecutive Weeks; Data Not Used (1): KWJZ/Seattle, WA</p>
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Marion Meadows
 "Unbreak My Heart"
 Impacting Radio Now!
 The first single from
 the new album
Pleasures.

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NAC/SMOOTH JAZZ PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL NAC/SMOOTH JAZZ REPORTERS ON R&R ONLINE

MARKET #1
WQCD/New York
 (212) 210-2800
 Williams/LaBoy

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
10	10	21	25		YANNI Dance With A
12	12	23	24		JONATHAN BUTLER/Song For Elizabeth
11	11	23	23		CANDY DULFER/For The Love Of You
19	21	23	23		BONEY JAMES/Sweet Thing
21	21	25	23		FOUR 80 EAST/Eastside
12	12	22	21		PAT METHENY GROUP/Follow Me
4	4	11	13		LUTHER VANDROSS/When You Call On
6	6	12	13		AARON NEVILLE/Say What's In My
12	12	13	12		BUCKSHOT LEFONQUE/Another Day
9	9	11	12		SEAL/Don't Cry
-	-	-	-	12	KENNY LOGGINS/Now That I Know Love
11	11	11	12		DIANA KRALL/Peel Me A Grape
9	9	12	12		VANESSA WILLIAMS/Start Again
10	10	10	12		WILL DOWNING/Island
10	10	11	11		JOYCE COOLING/Imagined That
10	10	11	11		MICHAEL BOLTON/The Best Of Love
8	8	11	11		VANESSA RUBINI/What's The Story?
8	8	12	10		PETE BELASCO/All In My Mind
8	8	11	10		BRIAN CULBERTSON/So Good
9	9	9	10		GATO BARBIER/Mystica
-	-	-	-	9	CHIELI MINUCCI/Dreams
10	10	6	9		GERALD ALBRIGHT/Sooki Sooki
6	7	7	8		DAVID BENOIT/Rue De La Soliel
-	-	-	-	8	RICHARD SMITH/Never Too Much
11	11	11	11		RICHARD ELLIOTT/If You Want My Love
9	9	11	8		THOM GRANT/Unbreak My Heart
-	-	-	-	9	VENUE BLUE/Always There
2	2	9	7		PAUL HARDCASTLE/Paradise Cove
9	9	7	7		KIRK WHALUM/If Only For One...
4	4	8	7		SPECIAL FX/Here To Stay

MARKET #2
KTWV/Los Angeles
 (310) 840-7100
 Brodie/Stewart

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
12	11	16	17		BRIAN CULBERTSON/So Good
19	17	17	17		JONATHAN BUTLER/Song For Elizabeth
18	18	17	17		JOE SAMPLE/Chain Reaction
19	21	16	16		DOC POWELL/Here's To You
18	18	16	16		BOB MAMET/News From The Blues
14	13	13	16		RICHARD ELLIOTT/If You Want My Love
12	9	11	15		CHRIS CAMOZZI/Suede
15	15	15	15		CANDY DULFER/For The Love Of You
14	15	15	15		DAVID BENOIT/Rue De La Soliel
9	9	13	14		RAHSAAN PATTERSON/Spend The Night
11	9	12	14		LUTHER VANDROSS/When You Call On
10	11	13	14		PETE BELASCO/All In My Mind
13	8	11	14		CHRIS BOTTI/Regroovable
9	9	13	14		RICK BRAUN/Chelsea
12	11	11	14		VANESSA WILLIAMS/Oh How The Years
10	10	11	13		VENUE BLUE/Always There
10	10	11	13		MICHAEL BOLTON/What's The Story?
9	7	8	13		KENNY G/Loving You
3	4	9	12		THOM ROTELLA/What's The Story?
3	4	9	12		BOB JAMES/Mind Games
11	9	12	12		ENYA/Only If
13	11	11	12		BRIAN TARGUIN/One Arabian Knight
12	9	10	12		PAUL HARDCASTLE/Paradise Cove
-	-	-	-	10	RICHARD SMITH/First Kiss
11	12	11	11		RIPPING TONS/Black Diamond
12	10	10	10		PAUL TAYLOR/Groove Zone
11	8	9	9		CHAQUICO F/WHITE/Lights Out San...
12	10	12	9		PHILIPPE SAISSE/Riviera
-	-	-	-	2	BONEY JAMES/Alter The Rain

MARKET #3
WNUA/Chicago
 (312) 645-9550
 Goldstein/Stiles

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
19	15	15	19		JIM BRICKMAN/Dreams Come True
25	25	18	18		BRIAN CULBERTSON/So Good
20	16	18	17		MILLENIA/Another Sad Love
16	18	18	18		PAUL HARDCASTLE/Shebiv
19	20	20	18		KENNY G/Loving You
20	19	18	16		RICHARD ELLIOTT/If You Want My Love
21	20	17	17		CANDY DULFER/For The Love Of You
20	20	17	17		JONATHAN BUTLER/Song For Elizabeth
19	19	17	17		DAVID BENOIT/Rue De La Soliel
16	19	16	16		JOE SAMPLE/Night Flight
17	21	21	16		VENUE BLUE/Always There
-	-	-	-	16	AARON NEVILLE/Say What's In My
14	14	15	15		JOYCE COOLING/South Of Market
14	13	13	14		KIRK WHALUM/If Only For One...
21	23	23	14		BON JAMES/Mind Games
-	-	-	-	11	PAUL TAYLOR/Alure
16	15	15	12		URBAN KNIGHTS/Summer Nights
12	13	12	12		BOB MAMET/News From The Blues
-	-	-	-	11	PHAJAJ/So Long (Well)
13	13	13	11		MICHAEL BOLTON/The Best Of Love
12	10	10	10		BRAXTON BROTHERS/Sunset Bay
14	17	17	10		CHRIS BOTTI/Regroovable
8	9	9	8		YANNI/Dance With A
8	9	8	8		GATO BARBIER/Mystica
8	8	8	8		JOHN TESH PROJECT/Sax All Night
5	4	4	7		THOM ROTELLA/What's The Story?
4	4	4	5		PATRICE RUSHEN/Sottly

MARKET #4
KBLX/San Francisco
 (415) 284-1029
 Brown/Cadet

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
14	14	14	16		PIECES OF A DREAM/Knikki's Smile
14	15	16	16		DOC POWELL/Ellie's Theme
11	11	11	16		BOB MAMET/News From The Blues
14	14	14	14		BOB JAMES/Mind Games
12	14	14	14		BOB JAMES/Love Is Where
14	14	14	14		MAXWELL/Whenever After Hours
13	13	13	14		JOYCE COOLING/After Hours
6	7	7	13		KENNY G/Baby G
14	14	14	13		LUTHER VANDROSS/When You Call On
9	9	9	13		BRIAN CULBERTSON/Straight To
12	12	12	12		KIRK WHALUM/If Only For One...
13	12	12	12		VENUE BLUE/Always There
12	12	12	12		WILL DOWNING/All About You
10	10	10	12		RIPPING TONS/In Another Life
9	9	9	12		L.A. JAZZ SYNDICATE/And I Gave My
8	8	8	11		JIMMY SOMMERS/Stay A While
12	12	12	10		RICHARD ELLIOTT/If You Want My Love
-	-	-	-	4	RICHARD ELLIOTT/If Me About It
6	6	6	10		BRIAN TARGUIN/One Arabian Knight
8	8	8	10		JONATHAN BUTLER/Song For Elizabeth
-	-	-	-	10	BABYFACE/Gone With A Son
4	5	5	9		DEAN JAMES/Intimacy
-	-	-	-	9	GERALD ALBRIGHT/Beautiful Like You
3	3	3	7		PIECES OF A DREAM/1257
14	14	14	7		BOB BALDWIN/Give In To Love
-	-	-	-	7	TIM WEISBERG/Summertime
6	8	8	6		JONATHAN BUTLER/Song For Elizabeth
6	6	6	6		CHARLES FAMBROUGH/Mainstreet
3	3	3	3		CANDY DULFER/For The Love Of You

MARKET #4
KKSF/103.7 FM
 Smooth Jazz
 (415) 975-5555
 Hansen/Lawrence

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
15	14	13	16		CANDY DULFER/For The Love Of You
14	12	13	16		KENNY G/Loving You
15	14	14	16		ERIC MARIENTHAL/Last Day Of Summer
14	15	14	16		VENUE BLUE/Always There
15	13	16	15		JOYCE COOLING/After Hours
14	16	15	15		RICHARD ELLIOTT/If You Want My Love
11	10	12	15		CHARLES FAMBROUGH/It's Not Easy
7	7	13	15		PAUL HARDCASTLE/Paradise Cove
9	7	13	15		BRENT MASON/Blue Water Girl
12	13	11	15		RIPPING TONS/In Another Life
15	13	14	14		RICK BRAUN/Missing In Venice
6	9	15	14		BOB MAMET/At Midnight
-	-	-	-	7	PHILIPPE SAISSE/Riviera
13	15	15	14		KIRK WHALUM/If Only For One...
13	16	12	13		THOM ROTELLA/What's The Story?
15	14	13	13		TAB TWO/My Horn
13	16	12	13		BRIAN TARGUIN/Freeway Jam
14	14	12	14		DAVID BENOIT/Rue De La Soliel
13	14	12	14		CHRIS SPHEERIS/Quiver
17	16	9	11		PIECES OF A DREAM/Knikki's Smile
9	8	9	10		PETE BELASCO/All In My Mind
-	-	-	-	8	JONATHAN BUTLER/Dancing On The Shore
-	-	-	-	10	BOB JAMES/Love Is Where
-	-	-	-	10	EVAN MARKS/Coast To Coast
9	9	10	10		PAT METHENY GROUP/Follow Me
-	-	-	-	10	RICHARD SMITH/First Kiss
-	-	-	-	7	EXODUS QUARTET/Flly
8	11	8	9		PAUL TAYLOR/Groove Zone
7	8	8	8		BRIAN CULBERTSON/On My Mind
7	7	8	8		STEVE WINWOOD/Angel Of Mercy

MARKET #5
WJZZ/Philadelphia
 (610) 667-3939
 Gress/Tozzi

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
32	31	31	32		BRIAN CULBERTSON/So Good
11	27	27	32		BOB JAMES/Mind Games
31	32	32	32		CHRIS BOTTI/Regroovable
32	32	32	32		CANDY DULFER/For The Love Of You
26	26	26	32		JONATHAN BUTLER/Song For Elizabeth
34	31	31	31		KENNY G/Loving You
14	13	14	14		EVERETTE HARP/Mercy Mercy Me
14	14	14	14		AARON NEVILLE/Say What's In My
13	14	14	14		VANESSA WILLIAMS/Oh How The Years
13	12	14	14		L.A. JAZZ SYNDICATE/And I Gave My
-	-	-	-	14	STEVE WINWOOD/Angel Of Mercy
12	12	14	14		RICHARD ELLIOTT/If You Want My Love
12	12	14	14		THOM ROTELLA/What's The Story?
14	14	14	14		MICHAEL BOLTON/The Best Of Love
9	10	10	13		CHRIS CAMOZZI/My Dancing Heart
12	13	13	13		JOYCE COOLING/South Of Market
12	12	13	13		PIECES OF A DREAM/Knikki's Smile
-	-	-	-	8	PHILIPPE SAISSE/Riviera
14	14	14	13		HALL & OATES/Promise Ain't Enough
13	14	14	13		ERIC MARIENTHAL/Last Day Of Summer
13	14	14	13		BOB BALDWIN/Summer Breeze
13	14	14	13		BOB MAMET/News From The Blues
14	12	13	13		RONNIE LAWS/Listen Here
14	13	13	12		3RD FORCE/You Gotta Be Real
6	8	8	12		JIM BRICKMAN/Dreams Come True
12	13	12	12		BERNARD DATTES/Rules Of My Heart
3	11	11	11		BRIAN TARGUIN/One Arabian Knight
3	6	6	9		TAB TWO/My Horn
-	-	-	-	9	VENUE BLUE/Always There
3	7	7	9		SPECIAL FX/Here To Stay

MARKET #6
KOAI/Oakland
 (415) 630-3011
 Fischer/Glaser

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
14	17	17	28		DAVID BENOIT/Rue De La Soliel
10	13	17	27		KIRK WHALUM/If Only For One...
18	16	27	27		BRIAN CULBERTSON/So Good
8	13	13	27		MILLENIA/Another Sad Love
10	11	23	23		VENUE BLUE/Always There
8	11	19	19		KENNY G/Loving You
17	17	17	17		BOB JAMES/Mind Games
19	19	19	14		JONATHAN BUTLER/Song For Elizabeth
10	11	11	13		VANESSA WILLIAMS/Oh How The Years
6	9	9	13		JIM BRICKMAN/Dreams Come True
11	12	13	13		RICHARD ELLIOTT/If You Want My Love
10	10	13	13		MICHAEL BOLTON/The Best Of Love
-	-	-	-	13	RICK BRAUN/Chelsea
7	-	-	-	13	DEAN JAMES/Market Street
12	12	12	12		RICHARD SMITH/First Kiss
11	9	9	12		ENYA/Only If
9	13	12	12		CANDY DULFER/For The Love Of You
-	-	-	-	10	PAUL HARDCASTLE/Paradise Cove
8	12	12	11		PAUL TAYLOR/Groove Zone
11	10	11	11		PETE BELASCO/All In My Mind
9	13	10	10		PHILIPPE SAISSE/Riviera
7	9	9	10		JONATHAN BUTLER/Do You Love Me?
9	11	11	10		BRIAN TARGUIN/One Arabian Knight
-	-	-	-	10	CHRIS SPHEERIS/Quiver
17	17	17	17		JOE SAMPLE/Night Flight
9	12	9	12		THOM ROTELLA/What's The Story?
9	12	12	12		TOM GRANT/Lip Service
9	11	11	9		SPECIAL FX/Here To Stay
7	11	11	8		BOB BALDWIN/Summer Breeze
7	6	6	7		PIECES OF A DREAM/Knikki's Smile

MARKET #7
WVMV/Detroit
 (248) 855-5100
 Sleeker

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
10	8	8	20		DOC POWELL/Here's To You
16	18	15	19		BRIAN CULBERTSON/So Good
10	10	7	18		WALTER BEASLEY/Sweetness
14	16	15	18		PAT METHENY GROUP/Follow Me
16	17	13	17		CHRIS BOTTI/Regroovable
11	9	14	17		CANDY DULFER/For The Love Of You
10	16	15	17		ERIC MARIENTHAL/Last Day Of Summer
3	17	14	17		RIPPING TONS/Black Diamond
9	10	14	14		KENNY G/Loving You
-	-	-	-	11	PIECES OF A DREAM/Knikki's Smile
10	10	8	11		VENUE BLUE/Always There

ACTIVE ROCK PLAYLISTS

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MARKET #3

ROCK103.5

WRXC/Chicago
(312) 861-8100
Richards/Robinson

PLAYS

SW	4W	LW	TW	ARTIST/TITLE
35	31	19	37	DAYS OF THE NEW/Touch, Peel, And
32	32	22	36	LED ZEPPELIN/The Girl I Love
28	19	23	34	CREED/My Own Prison
-	-	23	33	PEARL JAM/Given To Fly
4	21	18	32	MEGADETH/Trust
34	32	17	29	METALLICA/The Memory Remains
11	5	15	28	METALLICA/Bleeding Me
38	31	19	27	MEGADETH/Almost Honest
17	11	26	26	ALICE IN CHAINS/Down In A Hole
9	10	11	25	OFFSPRING/Amazed
17	28	11	24	DAYS OF THE NEW/Shell In The Room
6	10	12	20	MARCY PLAYGROUND/Sex And Candy
-	-	12	20	GREEN DAY/Time Of Your Life
8	23	17	19	CHRIS CORNELL/Sunshower
17	16	19	18	OZZY OSBOURNE/Back On Earth
18	11	11	17	FAITH NO MORE/Last Cup Of Sorrow
21	22	17	16	LOCAL H/Fritz's Corner
16	12	10	15	COLLECTIVE SOUL/Precious Declaration
6	3	15	15	SAMMY HAGAR/Marching To Mars
26	20	15	15	OFFSPRING/Gone Away
17	11	10	15	SOUNDGARDEN/Rhinosaur
12	10	14	14	SEVENOUST/Black
20	10	14	14	TOOL/Stinkist
33	34	14	14	FOO FIGHTERS/Everlong
21	10	14	14	FOO FIGHTERS/Monkey Wrench
13	19	13	13	BLACK LAB/Wash It Away
12	9	13	13	RUSH/Drive
13	9	11	13	OFFSPRING/Choose
11	11	12	12	TOOL/Foray Six & 2
15	11	12	12	METALLICA/The Unforgiven II

MARKET #5

94WYSP
THE ROCK STATION

WYSP/Philadelphia
(215) 625-9460
Sabean/Mirsky

PLAYS

SW	4W	LW	TW	ARTIST/TITLE
34	29	33	35	FOO FIGHTERS/Everlong
32	33	36	34	DAYS OF THE NEW/Touch, Peel, And
32	34	34	33	MEGADETH/Almost Honest
28	32	34	33	CREED/My Own Prison
29	31	34	33	METALLICA/The Memory Remains
32	30	36	32	OZZY OSBOURNE/Back On Earth
-	10	17	18	DAYS OF THE NEW/Shell In The Room
15	17	18	18	AC/DC/Dirty Eyes
15	18	17	17	JANE'S ADDICTION/Jane Says
17	18	21	17	BUGZY/Pizza
-	-	17	17	GREEN DAY/Time Of Your Life
-	-	19	17	PEARL JAM/Given To Fly
18	16	20	17	BLACK LAB/Wash It Away
19	17	17	17	LED ZEPPELIN/The Girl I Love
15	16	17	17	AEROSMITH/Taste Of India
17	18	20	16	KISS/The Jungle
11	9	14	16	METALLICA/The Unforgiven II
12	10	12	11	METALLICA/Fuel
9	10	10	11	LIVE/Lakin's Juice
-	-	10	10	SOUNDGARDEN/Burden In My Hand
-	-	10	10	ALICE IN CHAINS/Would?
-	-	10	10	STONE TEMPLE PILOTS/Lady Picture Show
10	-	10	10	SOUNDGARDEN/Blow Up
-	-	10	10	STONE TEMPLE PILOTS/Big Bang Baby
9	9	10	9	LOCAL H/Round For The Floor
9	10	-	9	OFFSPRING/Gone Away
-	-	10	9	SPONGEBOB/Have You Seen Mary
-	-	9	9	SOUNDGARDEN/Rhinosaur
1	8	7	8	OUR LADY PEACE/Clumsy
11	10	5	8	FAITH NO MORE/Ashes To Ashes

MARKET #6

97.1
PURE ROCK

KEGL/Dallas
(972) 869-9700
Stevens/Scull

PLAYS

SW	4W	LW	TW	ARTIST/TITLE
11	16	25	47	MARCY PLAYGROUND/Sex And Candy
-	-	35	46	PEARL JAM/Given To Fly
7	13	43	44	AEROSMITH/Taste Of India
42	41	41	43	OZZY OSBOURNE/Back On Earth
44	44	44	41	MEGADETH/Almost Honest
3	27	34	40	TOOL/Foray Six & 2
3	25	28	34	METALLICA/The Memory Remains
9	9	16	22	BLACK LAB/Wash It Away
40	44	23	21	CREED/My Own Prison
31	26	27	21	METALLICA/Fuel
15	19	19	19	FAITH NO MORE/Ashes To Ashes
27	19	15	19	DAYS OF THE NEW/Touch, Peel, And
12	16	10	18	OUR LADY PEACE/Clumsy
42	43	14	18	FOO FIGHTERS/Everlong
-	6	12	16	BIG WRECK/The Oaf
-	5	11	15	SEVENOUST/Black
-	3	11	14	FOO FIGHTERS/My Hero
-	4	7	11	LIMP BIZKI/Counterfeit
-	8	9	10	DETONES/My Own Summer
4	4	6	9	METALLICA/The Unforgiven II
3	5	6	6	RAGE AGAINST.../The Ghost Of Tom...
13	15	2	5	AC/DC/Dirty Eyes
-	-	-	-	CHRIS CORNELL/Sunshower
-	-	-	-	DAYS OF THE NEW/Shell In The Room
-	-	-	-	GREEN DAY/Time Of Your Life

MARKET #6

102

KTXX/Dallas
(214) 528-5500
Lockridge/Redbeard

PLAYS

SW	4W	LW	TW	ARTIST/TITLE
-	-	22	39	AEROSMITH/Taste Of India
16	17	40	39	MATCHBOX 20/3am
19	20	22	39	GREEN DAY/Time Of Your Life
35	35	41	39	OZZY OSBOURNE/Back On Earth
-	-	41	37	PEARL JAM/Given To Fly
34	35	22	22	METALLICA/The Memory Remains
-	-	-	21	AC/DC/If You Want Blood
17	19	42	21	KENNY WAYNE SHEPHERD/Blue On Black
18	16	19	20	BLACK LAB/Wash It Away
11	18	22	20	LIFE OF AGONY/Weeds
19	18	23	20	ROLLING STONES/Saint Of Me
17	17	21	20	BRYAN ADAMS/Back To You
-	-	23	19	METALLICA/The Unforgiven II
-	-	-	19	COURSE OF EMPIRE/The Information
-	-	7	14	GRAND STREET CRYERS/Home At Last
-	-	10	6	MARCY PLAYGROUND/Sex And Candy
-	-	8	13	SLOBBERBONE/Your Excuse
12	12	8	11	OUR LADY PEACE/Clumsy
-	-	7	6	TONIC/If You Could Only
-	-	11	11	DAYS OF THE NEW/Shell In The Room
-	-	-	9	SUGAR RAY/RPM
8	6	6	9	FOO FIGHTERS/Everlong
5	6	7	8	BLUES TRAVELER/Carolina Blues
34	5	6	8	CREED/My Own Prison
7	7	6	8	KENNY WAYNE SHEPHERD/Slow Ride
7	6	8	8	VERUCA SALT/Volcano Girls
7	6	8	8	NIXONS/Baton Rouge
5	4	5	7	ROLLING STONES/Anybody Seen My

MARKET #7

97.1
KROCK

WKRR/Detroit
(248) 423-3300
Gorman/Surrena

PLAYS

SW	4W	LW	TW	ARTIST/TITLE
26	13	13	32	LED ZEPPELIN/The Girl I Love
30	31	31	31	OZZY OSBOURNE/Back On Earth
-	-	-	31	PEARL JAM/Given To Fly
-	-	-	31	MEGADETH/Almost Honest
26	29	29	31	DAYS OF THE NEW/Touch, Peel, And
11	13	13	30	BLACK LAB/Wash It Away
19	24	30	30	METALLICA/The Memory Remains
25	28	28	30	CREED/My Own Prison
34	35	35	29	FOO FIGHTERS/Everlong
21	27	27	24	AC/DC/Dirty Eyes
-	-	-	18	KISS/The Jungle
26	26	26	18	TOOL/Foray Six & 2
-	-	-	15	METALLICA/The Unforgiven I-
-	-	-	15	OFFSPRING/Gone Away
-	-	-	15	MEGADETH/Trust
-	-	-	15	TOOL/Stinkist
-	-	-	15	COLLECTIVE SOUL/Listen
-	-	-	15	SOUNDGARDEN/Rhinosaur
-	-	-	15	AEROSMITH/Falling In Love
-	-	-	15	LIVE/Lakin's Juice
-	-	-	15	MEGADETH/Trust
-	-	-	15	LIVE/Freaks
-	-	-	15	WALLFLOWERS/One Headlight
-	-	-	15	TONIC/Open Up Your Eyes
7	7	7	10	FAITH NO MORE/Last Cup Of Sorrow
-	-	-	10	TONIC/If You Could Only
-	-	-	9	COLLECTIVE SOUL/Precious Declaration
-	-	-	9	AEROSMITH/Pink
-	-	-	8	QUEENSRYCHE/Sign Of The Times
26	29	29	7	JANE'S ADDICTION/Jane Says

MARKET #7

101 WRIF

WRIF/Detroit
(248) 546-0101
Podell/Wellington

PLAYS

SW	4W	LW	TW	ARTIST/TITLE
35	37	30	27	PEARL JAM/Given To Fly
35	37	30	27	FOO FIGHTERS/Everlong
35	28	25	26	TONIC/If You Could Only
35	35	34	24	MEGADETH/Almost Honest
15	12	11	17	METALLICA/The Unforgiven II
21	21	14	17	OZZY OSBOURNE/Back On Earth
19	14	19	16	CREED/My Own Prison
7	20	15	16	AC/DC/Dirty Eyes
15	12	10	15	AEROSMITH/Taste Of India
15	12	10	12	TOOL/Foray Six & 2
-	-	-	11	LED ZEPPELIN/The Girl I Love
-	-	-	11	OFFSPRING/Amazed
2	5	9	9	ROLLING STONES/Saint Of Me
9	4	8	8	DAYS OF THE NEW/Shell In The Room
1	2	7	8	BLACK LAB/Wash It Away
1	2	7	8	OUR LADY PEACE/Clumsy
1	4	6	6	DREAM THEATER/You Not Me
5	5	6	6	FU MANCHU/evil Eye
17	12	5	5	HOLY GOWNS/Punched A Friend
17	12	5	5	DAYS OF THE NEW/Touch, Peel, And
4	4	4	4	SOUNDGARDEN/Bleed Together
4	4	4	4	SMASHING PUMPKINS/Tonight, Tonight
4	4	4	4	METALLICA/Hero Of The Day
4	4	4	4	MEGADETH/Trust
4	4	4	4	GREEN DAY/Hitchin' A Ride
4	4	4	4	TONIC/Open Up Your Eyes
3	3	3	3	NINETEEN WHEELS/Colorado
3	3	3	3	TONIC/Casual Affair
3	3	3	3	LIVE/Lakin's Juice
3	3	3	3	QUEENSRYCHE/Sign Of The Times

MARKET #10

WAFF
107.3 FM

WAFF/Boston
(617) 236-1073
Douglas/Osterlind

PLAYS

SW	4W	LW	TW	ARTIST/TITLE	
36	34	34	36	FOO FIGHTERS/Everlong	
36	34	34	36	CREED/My Own Prison	
-	-	-	31	PEARL JAM/Given To Fly	
26	27	26	32	JANE'S ADDICTION/So What!	
28	28	28	31	TOOL/Aenema	
14	16	27	31	DAYS OF THE NEW/Shell In The Room	
24	23	29	30	HAVE SWIM/Hype	
26	30	23	29	RAGE AGAINST.../The Ghost Of Tom...	
19	27	28	28	OUR LADY PEACE/Clumsy	
5	19	28	28	METALLICA/The Memory Remains	
16	21	24	27	LIFE OF AGONY/Weeds	
25	27	21	26	OUR LADY PEACE/Clumsy	
14	18	24	24	TOOL/Foray Six & 2	
32	20	19	20	METALLICA/The Unforgiven II	
-	-	-	21	20	CHRIS CORNELL/Sunshower
24	24	19	19	FAITH NO MORE/Ashes To Ashes	
-	-	-	14	18	AEROSMITH/Taste Of India
17	19	16	16	MEGADETH/Almost Honest	
17	17	13	13	LIMP BIZKI/Counterfeit	
16	13	13	13	BIG WRECK/The Oaf	
16	13	11	15	FU MANCHU/evil Eye	
31	20	15	15	DAYS OF THE NEW/Touch, Peel, And	
15	14	14	14	SEVENOUST/Black	
8	12	14	14	SUGAR RAY/RPM	
12	10	12	13	BLACK LAB/Wash It Away	
4	10	10	13	FLUORESCENCE/Cathy's On Crank!	
14	15	12	11	DETONES/My Own Summer	
-	-	-	11	CARAMEL/Lucy	
11	14	11	11	JANE'S ADDICTION/Jane Says	
12	10	10	11	BLUR/Song 2	

MARKET #11

97.1
PURE ROCK

WZTA/Miami
(305) 654-9494
Steele/Kimba

PLAYS

SW	4W	LW	TW	ARTIST/TITLE	
15	16	39	48	BUSH/Mouth	
38	40	39	39	CREED/My Own Prison	
5	11	38	38	MATCHBOX 20/3am	
7	33	39	36	GREEN DAY/Time Of Your Life	
-	-	-	37	PEARL JAM/Given To Fly	
29	32	32	31	METALLICA/The Memory Remains	
6	20	22	27	MARCY PLAYGROUND/Sex And Candy	
18	20	22	22	BLACK LAB/Wash It Away	
20	18	20	21	OUR LADY PEACE/Clumsy	
-	-	-	20	21	BIG WRECK/The Oaf
-	-	-	17	18	DAYS OF THE NEW/Shell In The Room
-	-	-	18	18	AL'S NOT WELL/Disease
-	-	-	18	18	LOVE CANAL/Might
13	13	10	15	KULA SHAKER/Hush	
13	17	15	15	LED ZEPPELIN/The Girl I Love	
19	13	15	15	ROLLING STONES/Flip The Switch	
12	11	15	15	AC/DC/Dirty Eyes	
-	-	-	12	14	BLINK 182/Dammit (Growing Up)
5	12	16	14	AEROSMITH/Taste Of India	
5	11	15	14	BUGZY/Pizza	
-	-	-	14	13	RAGE AGAINST.../The Ghost Of Tom...
-	-	-	12	12	JANE'S ADDICTION/Jane Says
10	12	11	11	LIMP BIZKI/Counterfeit	
10	10	11	9	DETONES/My Own Summer	
-	-	-	9	9	METALLICA/The Unforgiven II
-	-	-	9	9	VERVE/Bitter Sweet
-	-	-	6	6	COLLECTIVE SOUL/She Said
-	-	-	4	4	FOO FIGHTERS/My Hero
-	-	-	4	4	CHRIS CORNELL/Sunshower

MARKET #14

93
PURE ROCK

KXXR/Minneapolis
(612) 545-5601
Linder/Jones

PLAYS

SW	4W	LW	TW	ARTIST/TITLE	
-	-	43	44	PEARL JAM/Given To Fly	
29	25	29	30	MEGADETH/Almost Honest	
13	26	27	26	METALLICA/Fuel	
29	28	28	26	METALLICA/The Memory Remains	
13	18	24	24	AEROSMITH/Taste Of India	
7	4	19	20	LED ZEPPELIN/The Girl I Love	
13	6	19	20	FOO FIGHTERS/Everlong	
10	-	-	19	TOOL/Aenema	
31	30	21	19	BIG WRECK/The Oaf	
-	-	-	16	16	YNGWIE MALMSTEEN/Facing The Animal
16	14	17	14	METALLICA/The Unforgiven II	
-	-	-	12	12	FOO FIGHTERS/My Hero
17	17	12	12	SEVENOUST/Black	
30	30	18	10	TOOL/Foray Six & 2	
12	11	10	10	CAROLINE'S SPINE/Sullivan	
9	9	8	10	NICKELBACK/Grow	
10	6	8	10	MEGADETH/Trust	
-	-	-	8	8	HUNGER/Vanishing Cream
7	5	8	8	LIFE OF AGONY/Weeds	
9	5	8	8	KISS/The Jungle	
9	9	7			



CYNDEE MAXWELL

Unmined Gold

At-work listening holds massive potential for increased format shares

It's commonly thought that women drive at-work listening. Thus, with Rock's high male appeal, stations don't typically make an effort to promote at-work listening. I can't tell you how many times various direct mail and database management vendors have informed me that they have few, if any, Rock clients.

However, it's time for a wake-up call. Rock indexes *very well* in at-work listening and is deemed extremely viable for real marketing campaigns.

Read Edison Media Research's **Larry Rosin's** front-page article in this week's issue for an overall, comprehensive study on at-work listening. In conjunction with Arbitron, the company surveyed 1123 workers nationwide. Listeners qualified regardless of whether they listened to the radio at work or somewhere else, as long as they worked.

Just The Facts

Here are some key points from the Edison Media/Arbitron study:

- The American work force is about 54% male, 46% female.

- Men are as likely as women to listen to the radio at work. *It is an absolute myth that women drive at-work listening.*

- Men contribute 53% of all at-work quarter-hours to Arbitron — exactly what one would expect given the first two points. Men listen to the radio the same amount of time at work as women do. Since there are more of them, men are therefore driving more than half of all at-work listening.

These three points hold true despite the fact that Rock stations can't possibly do one-quarter the amount of marketing to the workplaces of America that AC does. People who like rock music do profile a bit differently than



Keith Hastings

the population at large. They are more likely to work outdoors (15% compared to 9% overall); they index low for managerial/professionals and higher for operators/laborers, manufacturing, and repair; and they are a little less likely to work in offices (34% compared to 42% overall). However, offices would still be the most common type of workplace to find Rock listeners.

Do rockers care about at-work contests? According to this study, they show relatively high levels of interest in most of the marketing concepts tested, such as station faxes, e-mail, contests, clubs, etc. However, they profited low in recall of ever having received any of these efforts from their favorite station. This proves that Rock simply does not concentrate on America's workplaces the way that other formats do.

"This is simply an enormous upside for Rock radio with at-work listening," declares Edison Media's Rosin. "The format already does well despite the lack of effort by many stations. Imagine what Rock could do with the kind of at-work marketing that AC does!"

Anti-'Audio Valium'

One aspect of the study concerned the fact that Rock listeners were far less likely to say they leave the radio tuned to one station all day at work compared to the group at large (42% compared

to 61% overall). Why the substantial discrepancy? Rosin asserts that morning shows could be one possibility, suggesting that listeners "listen to Howard Stern and then tune elsewhere after his show." However, WLZR/Milwaukee PD **Keith Hastings** speculates otherwise: "Our audiences are far more active than those of the 'audio valium' formats of traditional AC. Rock listeners are much more apt to punch around because they *actually* listen."

Yet, Hastings isn't ignoring other possibilities. "I wonder if this isn't a self-fulfilling prophecy. If we're not giving them many reasons to stay with us, they will search for the most compelling thing on the dial — and shame on us if we're not it. Also, the activity expressed by these male Rock listeners may be supported by *desire* for change or stimulation more than actual dial punching. [Station owner Saga Communications' Exec. VP/Group PD] Steve Goldstein always says, 'Listen to what listeners

say, but trust what they do.' They may be saying one thing, but how much of it is actual behavior and how much is desire-based?"

Other thoughts on why Rock listeners change stations come from Sinton, Barnes & Associates partner **Tom Barnes**, who points to focus group research that shows these listeners are "driving cars and trucks, and because of their access to car radios, we believe they're hitting the button more often. Just the fact that they're in their cars as opposed to sitting at a desk means they will listen differently. People listen to the radio differently in non-office environments than they listen in offices."

"People who are stationary at work tend to keep their dial stationary as well. Also, control of the radio could be another reason. In an office environment, people tend to sit down together and decide which radio station to listen to and then just leave it there. But in other scenarios, such as auto shops, machine shops, and construction sites, different dynamics are involved when choosing the station." Barnes says other ways stations are sometimes chosen is that workers agree to listen to different stations on different days, or that one person gets tired of listening to someone else's choice after a few hours and punches the button.

Finally, a bit of personal experience provided another bit of insight for Barnes. "When I was having work done on my house, it was sometimes whimsical why the workers would change the station. They'd listen to 99X [WNNX/Atlanta] for a few days, then go back to 96rock [crosstown WKLS]. When I asked why they switched, they'd say, 'I don't know, just got tired of it.'"

Eagle Fax Trax

Not all of the format's stations are missing out on at-work listening.

Is Modern Technology All It's Cracked Up To Be?

Numeric scoring in callout causes confusion, distorted results

Technological advancements in recent years have led to the development of digital interactive telephone systems in the field of music research. A computerized program guides respondents through a callout test and records and tabulates their answers. But is it as good as old-fashioned, personal contact? Not according to researcher **Tom Kelly**, who says this technology distorts listener opinion as opposed to being "the future of research."

Kelly admits he was interested in considering the technology for his own company. "It's less expensive for a computer to do the calling and the survey than it is for a human. But after we uncovered problems, we decided against it. The cost savings aren't worth it if it's going to distort the data."

His research over the last several months compared the differences in results between traditional verbal responses (such as "like a lot," "like," "okay") and a numeric digital response system ("5," "4," "3"). The findings concluded that "many listeners have difficulty using a numeric scale accurately."

Kelly describes the typical sample test. "When we asked listeners to score song hooks using a pre-defined one through five scale, listeners quickly fell into a rhythm of spouting off numbers without giving much thought to their meanings. During our test, operators randomly paused to verify a response, such as, 'For that song you said "3," which means you think it's okay, right?' But when confronted with the definition for the code, the respondents frequently changed their minds: 'Actually, I don't like that song very much. What was the number for "Don't like it"?' In our tests, *more than half* of the respondents changed their scores."

Furthermore, he believes that making the definitions available for review periodically during the test doesn't solve the problem. "Unless they *think* they've forgotten the scale, they will continue to score incorrectly. The research becomes even less reliable if the respondent is asked to handle data entry by punching their scores into the telephone keypad. Instead of simply soliciting an opinion, this method requires the respondent to convert his opinion into a numeric code and then assume the chore of data entry by punching that code into the telephone keypad — increasing the risk of the listener to err or shift into 'autopilot.'"

Numbers Limit Responses

Respondents express their emotions more accurately with actual words, he says. "Verbal responses such as, 'I like it a lot,' 'I like it,' 'It's okay,' 'I don't like it,' 'I hate it,' and 'I'm tired of it' leave no mistake about their feelings."

Kelly says there are also other limitations. "You can't register burn or unfamiliarity with this system, because you can't add another two codes for the respondent to remember on top of the five you've already given him."

Thus, he believes the "most consistent and reliable results are based on a system where the respondent uses *words* to express their opinion, *not numbers*, and where the data entry is handled by experienced professionals. The goal of research is to get an accurate read on listener opinion. Cutting costs and corners just to get the job done cheaper is no bargain in the end."



Tom Kelly

KEGL/Dallas PD **Greg Stevens** describes the Eagle's efforts to attract at-work listeners. "KEGL has had great success with some very limited at-work features," he says. "One example is our 'Fax Trax at 4' afternoon drive feature with [APD/MD] Cindy Scull. Listeners send a fax listing a set of four favorite songs. We choose one per day to read on-air at 4pm and always mention the business and listeners it came from. When they hear their name and call back, the entire office or work crew wins a group prize, like a free party at a popular after-work watering hole. We get a basket full of faxes every day, and we always get a call back from the workplace."

Stevens adds that a further benefit of this simple contest "is an ever-growing list of at-work fax numbers of our core listeners. E-mail to our jocks or the station also provides us with listener e-mail addresses in much the same way."

He agrees that "Active Rock has

barely begun to scratch the surface of what can be done with at-work listening. After all, even the stereotypical 9-5 workday covers three major day-parts! However, the real-life 1998 workday is more like 6am-7pm — not to mention the 'third shift' workers. Our 3am 'Red-Eye Request Hour' is jammed with calls from all-night workers every night."



Greg Stevens

Still, Stevens acknowledges that the next logical step is to decide what to do with the information they've gathered. He says that aspect is being addressed at KEGL. "I think the key will be in *adapting* the tactics that have worked for AC to the Rock audience. It's tough to fax a guy who is working 10 stories up on a job site! We need to discover the best ways to reach these listeners where they spend their working hours and then develop 'hip' ways to deliver the message that we value their repeat business and — when appropriate — to reward that behavior."

Days of the New
"Shelf In The Room"
Already on 125 stations!

R&R Active Rock 16 BDS Active Rock 15*
R&R Rock 28 BDS Rock 17*

Great early research:
WAAF WXTB WNOR WTFX



HEADSWIM

tourniquet

The new single from
"Despite Yourself"

Airplay Commitments 1/20



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Management: Kevin Nixon/Hill & Run Management
Assisted in the UK by Tracey Rees-Oliviere
U.S. Associate: C.J Kitsos

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5W	4W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	4W	5W	
1	1	1	1	CREED My Own Prison (<i>Wind-up</i>)	2184	2313	2389	2470	78/0
—	—	3	2	PEARL JAM Given To Fly (<i>Epic</i>)	2147	1777	—	—	80/4
2	2	2	3	DAYS OF THE NEW Touch, Peel, And Stand (<i>Outpost/Geffen</i>)	1678	1871	2197	2249	71/0
9	7	6	4	BLACK LAB Wash It Away (<i>DGC/Geffen</i>)	1599	1608	1485	1396	74/1
3	4	4	5	OZZY OSBOURNE Back On Earth (<i>Epic</i>)	1583	1690	1852	1867	66/1
32	17	9	6	AEROSMITH Taste Of India (<i>Columbia</i>)	1516	1413	996	629	70/3
8	8	8	7	MATCHBOX 20 3am (<i>Lava/Atlantic</i>)	1454	1460	1390	1431	54/1
4	3	5	8	METALLICA The Memory Remains (<i>Elektra/EEG</i>)	1435	1649	1930	1851	66/0
22	13	11	9	GREEN DAY Time Of Your Life (Good Riddance) (<i>Reprise</i>)	1378	1254	1082	847	66/6
6	6	7	10	MEGADETH Almost Honest (<i>Capitol</i>)	1352	1534	1671	1761	68/2
26	20	13	11	MARCY PLAYGROUND Sex And Candy (<i>Capitol</i>)	1343	1151	907	730	65/7
30	26	17	12	METALLICA The Unforgiven II (<i>Elektra/EEG</i>)	1325	992	705	685	76/14
16	14	12	13	BIG WRECK The Oaf (<i>Atlantic</i>)	1309	1238	1068	1041	71/2
5	5	10	14	FOO FIGHTERS Everlong (<i>Roswell/Capitol</i>)	1225	1379	1677	1844	62/0
20	19	14	15	OUR LADY PEACE Clumsy (<i>Columbia</i>)	1192	1090	955	879	69/1
—	43	18	16	DAYS OF THE NEW Shelf In The Room (<i>Outpost/Geffen</i>)	1139	878	385	240	73/9
17	15	16	17	TOOL Forty Six & 2 (<i>Freeworld</i>)	1010	1033	1037	1005	66/0
25	24	20	18	CAROLINE'S SPINE Sullivan (<i>Hollywood</i>)	925	863	790	750	58/1
14	12	15	19	FAITH NO MORE Ashes To Ashes (<i>Slash/Reprise</i>)	907	1036	1108	1108	54/0
21	22	21	20	BUSH Mouth (<i>Hollywood</i>)	823	830	855	861	39/1
13	10	19	21	LED ZEPPELIN The Girl I Love (<i>Atlantic</i>)	820	878	1197	1244	44/1
—	41	27	22	COLLECTIVE SOUL She Said (<i>Dimension/Capitol</i>)	812	697	406	113	48/4
BREAKER			23	BLINK 182 Dammit (Growing Up) (<i>Cargo/MCA</i>)	763	599	574	476	57/7
31	29	26	24	SEVENDUST Black (TVT)	711	699	639	630	62/5
18	21	23	25	LIFE OF AGONY Weeds (<i>Roadrunner</i>)	661	767	899	976	47/0
35	33	28	26	RAGE AGAINST THE MACHINE The Ghost Of Tom Joad (<i>Epic</i>)	626	625	572	549	56/2
7	9	22	27	AC/DC Dirty Eyes (<i>EastWest/EEG</i>)	604	816	1332	1473	37/0
10	11	24	28	SOUNDGARDEN Bleed Together (<i>A&M</i>)	561	764	1129	1349	36/0
—	50	39	29	DREAM THEATER You Not Me (<i>EastWest/EEG</i>)	524	442	243	50	52/3
40	40	35	30	VERVE Bitter Sweet Symphony (<i>Hut/Virgin</i>)	512	488	410	395	30/3
11	16	25	31	KENNY WAYNE SHEPHERD Slow Ride (<i>Revolution</i>)	482	763	1001	1277	32/0
DEBUT			32	FOO FIGHTERS My Hero (<i>Roswell/Capitol</i>)	471	152	56	49	56/27
—	—	45	33	CHRIS CORNELL Sunshower (<i>Atlantic</i>)	460	376	161	89	54/33
38	35	37	34	DEFTONES My Own Summer (Shove It) (<i>Maverick/WB</i>)	459	482	479	427	45/0
28	30	36	35	SMASH MOUTH Walkin' On The Sun (<i>Interscope</i>)	443	485	619	710	28/0
39	37	40	36	LIMP BIZKIT Counterfeit Countdown (<i>Flip/Interscope</i>)	433	418	448	414	42/1
43	44	44	37	FLUORESCENIN Cathy's On Crank! (<i>DGC/Geffen</i>)	425	382	338	314	43/1
23	27	30	38	EVERCLEAR Everything To Everyone (<i>Capitol</i>)	425	570	699	799	23/1
45	45	47	39	SUGAR RAY RPM (<i>Lava/Atlantic</i>)	379	347	336	299	33/0
33	34	33	40	ROLLING STONES Flip The Switch (<i>Virgin</i>)	370	495	515	563	20/0
49	47	48	41	JANE'S ADDICTION Jane Says (<i>Warner Bros.</i>)	363	343	286	270	25/0
—	—	49	42	OASIS I Hope, I Think, I Know (<i>Epic</i>)	361	319	163	24	27/1
29	28	32	43	VERUCA SALT Straight (<i>Outpost/Geffen</i>)	356	522	653	693	29/0
12	18	31	44	KISS The Jungle (<i>Mercury</i>)	345	545	986	1255	27/1
42	42	42	45	METALLICA Fuel (<i>Elektra/EEG</i>)	336	389	399	316	29/1
19	25	34	46	SAMMY HAGAR Both Sides Now (<i>MCA</i>)	335	493	740	911	17/0
36	36	43	47	TREPONEM PAL Renegade (<i>Mercury</i>)	311	386	468	479	32/0
15	23	38	48	LIVE Rattlesnake (<i>Radioactive</i>)	311	460	846	1106	22/0
48	46	50	49	FU MANCHU Evil Eye (<i>Mammoth</i>)	310	309	302	287	32/1
DEBUT			50	311 Beautiful Disaster (<i>Capricorn/Mercury</i>)	292	250	182	152	27/5

This chart reflects airplay from January 5-11. Songs ranked by total plays. Highlighted songs indicate Breaker. 80 Active Rock reporters. 79 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

NEW & ACTIVE

SISTER HAZEL Happy (*Universal*)
Total Plays: 289, Total Stations: 17, Adds: 0

KENNY WAYNE SHEPHERD Blue On Black (*Revolution*)
Total Plays: 275, Total Stations: 41, Adds: 31

THIRD EYE BLIND How's It Going To Be (*Elektra/EEG*)
Total Plays: 273, Total Stations: 10, Adds: 0

KISS Master & Slave (*Mercury*)
Total Plays: 203, Total Stations: 18, Adds: 3

BUGZY Pizza (*National*)
Total Plays: 174, Total Stations: 16, Adds: 1

CELLOPHANE I'm So Glad You Came (*Virgin*)
Total Plays: 172, Total Stations: 15, Adds: 0

FOO FIGHTERS Baker Street (*Roswell/Capitol*)
Total Plays: 170, Total Stations: 8, Adds: 3

ROLLING STONES Saint Of Me (*Virgin*)
Total Plays: 165, Total Stations: 10, Adds: 2

CREED Torn (*Wind-up*)
Total Plays: 137, Total Stations: 13, Adds: 7

COAL CHAMBER Loco (*Roadrunner*)
Total Plays: 115, Total Stations: 16, Adds: 2

Songs ranked by total plays.

BREAKERS

BLINK 182
Dammit (Growing Up) (Cargo/MCA)
TOTAL PLAYS/INCREASE: 763/164
TOTAL STATIONS/ADDS: 57/7
CHART 23

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
CHRIS CORNELL Sunshower (<i>Atlantic</i>)	33
KENNY WAYNE SHEPHERD Blue On Black (<i>Revolution</i>)	31
FOO FIGHTERS My Hero (<i>Roswell/Capitol</i>)	27
METALLICA The Unforgiven II (<i>Elektra/EEG</i>)	14
NAKED Raining On The Sky (<i>Red Ant</i>)	14
DAYS OF THE NEW Shelf In The Room (<i>Outpost/Geffen</i>)	9
HUM Comin' Home (<i>RCA</i>)	9
SMASH MOUTH Why Can't We Be Friends? (<i>Interscope</i>)	9
BLINK 182 Dammit (Growing Up) (<i>Cargo/MCA</i>)	7
BLUES TRAVELER Canadian Rose (<i>A&M</i>)	7
CREED Torn (<i>Wind-up</i>)	7
MARCY PLAYGROUND Sex And Candy (<i>Capitol</i>)	7

Hey - Dave D., Rick, Hal,
Dave N., J.J., Vince,
Wade, Ronnie, Jim, Tim...
You Need
"Sex & Candy"

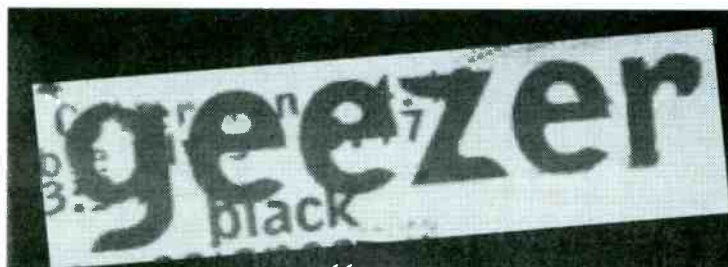
MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PEARL JAM Given To Fly (<i>Epic</i>)	+370
METALLICA The Unforgiven II (<i>Elektra/EEG</i>)	+333
FOO FIGHTERS My Hero (<i>Roswell/Capitol</i>)	+319
DAYS OF THE NEW Shelf In The Room (<i>Outpost/Geffen</i>)	+261
MARCY PLAYGROUND Sex And Candy (<i>Capitol</i>)	+192
KENNY WAYNE SHEPHERD Blue On Black (<i>Revolution</i>)	+174
BLINK 182 Dammit (Growing Up) (<i>Cargo/MCA</i>)	+164
KISS Master & Slave (<i>Mercury</i>)	+141
GREEN DAY Time Of Your Life (Good...) (<i>Reprise</i>)	+124
COLLECTIVE SOUL She Said (<i>Dimension/Capitol</i>)	+115

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
MEGADETH Trust (<i>Capitol</i>)
OFFSPRING Gone Away (<i>Columbia</i>)
TONIC If You Could Only See (<i>Polydor/A&M</i>)
OFFSPRING I Choose (<i>Columbia</i>)
MIGHTY JOE PLUM Live Through This (Fifteen...) (<i>Atlantic</i>)
GREEN DAY Hitchin' A Ride (<i>Reprise</i>)
AEROSMITH Pink (<i>Columbia</i>)
MATCHBOX 20 Push (<i>Lava/Atlantic</i>)
FAITH NO MORE Last Cup Of Sorrow (<i>Slash/Reprise</i>)
LIVE Lakini's Juice (<i>Radioactive</i>)

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.



Before The Box
Suitcase:

"Man In A Suitcase"

WRIF WJJO KAZR WYKT

Management: Gloria Butler Management



MON REVE
NUMBER ONE BANK DE REPA

ON REVE
number ONE LE#4 038

12/10

POP 12/10
Vente pour 7-6-93
Haiti payeur
St. G. E. Dominique
Marrage Gabriel
Marrage Haiti 11/10
60/10



The On tour now.
Rolling
Saint Stones
Of
Me

The new single from the platinum album
Bridges To Babylon

Produced by
The Dust Brothers and The Glimmer Twins
Executive Producers:
Don Was and The Glimmer Twins

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 - WXRT
 - WMMR
 - WRIF
 - CIDR
 - KKZN
 - KTXQ
 - WXRV
 - KMTT
 - WBAB
 - KQRS
 - KTCZ
 - KDKB
 - WIYY
 - KBCO
 - KINK
 - WHJY
- and many more!

Going For Adds Now!



Stations and their adds listed alphabetically by market

ACTIVE ROCK

Table listing radio stations and their current/frozen playlists for the Active Rock format. Includes stations like KEYJ/Abilene, TX; WBZX/Columbus, OH; WRUF/Gainesville, FL; WMFJ/Memphis, TN; WWHM/St. Cloud, MN; WONE/Akron, OH; WPYX/Albany, NY; KZRR/Albuquerque, NM; WZZO/Allentown, PA; WAPL/Appleton, WI; KSJO/San Jose, CA; WRRR/San Luis Obispo, CA; WZAT/Savannah, GA; WZXL/Atlantic City, NJ; WKGB/Binghamton, NY; WPXC/Cape Cod, MA; KRNA/Cedar Rapids, IA; WSTZ/Jackson, MS; WKLF/Charlottesville, VA; WKJY/Spokane, WA; WQJZ/Springfield, IL; WQFB/Toledo, OH; WKRM/Waterloo, IA; WTUE/Dayton, OH; WZMT/Wilkes Barre, PA.

ROCK

Table listing radio stations and their current/frozen playlists for the Rock format. Includes stations like WYXX/Panama City, FL; WYXX/Santa Rosa, CA; WYXX/Sarasota, FL; WYXX/Savannah, GA; WYXX/Seattle, WA; WYXX/Shreveport, LA; WYXX/Sioux Falls, SD; WYXX/Springfield, MO; WYXX/Terre Haute, IN; WYXX/Toledo, OH; WYXX/Richmond, VA; WYXX/Tucson, AZ; WYXX/Wichita, KS; WYXX/Wilkes Barre, PA; WYXX/Wilmington, NC; WYXX/Yakima, WA; WYXX/Youngstown, OH.

80 Total Reporters
80 Current Reporters
79 Current Playlists

Reported Frozen Playlist (1):
WZBH/Salisbury, MD

Moves From Active Rock To Rock (2):
WRQC/Minneapolis, MN
WGLF/Tallahassee, FL

82 Total Reporters
82 Current Reporters
81 Current Playlists

Did Not Report Playlist Frozen (1):
WGLF/Tallahassee, FL

Moves From Active Rock To Rock (2):
WRQC/Minneapolis, MN
WGLF/Tallahassee, FL



ROCK TOP 50

JANUARY 16, 1998

5W	4W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	4W	5W	
5	3	2	1	MATCHBOX 20 3am (<i>Lava/Atlantic</i>)	1516	1467	1348	1260	72/1
—	—	3	2	PEARL JAM Given To Fly (<i>Epic</i>)	1455	1186	—	—	79/5
1	2	1	3	DAYS OF THE NEW Touch, Peel, And Stand (<i>Outpost/Geffen</i>)	1386	1468	1520	1586	68/1
13	10	8	4	AEROSMITH Taste Of India (<i>Columbia</i>)	1188	1069	940	630	73/3
2	1	4	5	LED ZEPPELIN The Girl I Love (<i>Atlantic</i>)	1117	1135	1571	1578	67/0
7	7	6	6	CREED My Own Prison (<i>Wind-up</i>)	1097	1103	1103	1065	59/0
6	6	5	7	OZZY OSBOURNE Back On Earth (<i>Epic</i>)	1067	1106	1145	1155	62/0
9	8	9	8	ROLLING STONES Flip The Switch (<i>Virgin</i>)	977	1014	1002	967	57/0
4	4	7	9	SAMMY HAGAR Both Sides Now (<i>MCA</i>)	946	1081	1229	1262	53/0
10	9	11	10	JOHN MELLENCAMP Without Expression (<i>Mercury</i>)	929	890	945	954	52/1
15	13	12	11	BLACK LAB Wash It Away (<i>DGC/Geffen</i>)	920	832	724	612	65/1
3	5	10	12	KENNY WAYNE SHEPHERD Slow Ride (<i>Revolution</i>)	860	961	1199	1271	56/0
33	24	16	13	GREEN DAY Time Of Your Life (Good Riddance) (<i>Reprise</i>)	837	669	469	317	58/3
24	20	13	14	BIG WRECK The Oaf (<i>Atlantic</i>)	834	710	534	505	70/7
—	32	17	15	COLLECTIVE SOUL She Said (<i>Dimension/Capitol</i>)	776	666	362	126	54/3
11	12	15	16	METALLICA The Memory Remains (<i>Elektra/EEG</i>)	654	692	852	881	54/0
27	19	18	17	SISTER HAZEL Happy (<i>Universal</i>)	643	639	542	484	45/2
14	16	20	18	MEGADETH Almost Honest (<i>Capitol</i>)	604	565	585	615	47/0
34	29	23	19	METALLICA The Unforgiven II (<i>Elektra/EEG</i>)	588	510	381	311	61/14
8	11	14	20	AC/DC Dirty Eyes (<i>EastWest/EEG</i>)	577	704	926	972	46/0
30	26	22	21	BRYAN ADAMS Back To You (<i>A&M</i>)	566	530	435	376	41/2
16	15	19	22	SMASH MOUTH Walkin' On The Sun (<i>Interscope</i>)	555	573	623	607	35/0
21	18	21	23	FOO FIGHTERS Everlong (<i>Roswell/Capitol</i>)	523	559	559	559	32/0
BREAKER			24	ROLLING STONES Saint Of Me (<i>Virgin</i>)	509	412	373	402	45/10
35	30	28	25	OUR LADY PEACE Clumsy (<i>Columbia</i>)	487	407	380	291	47/1
—	—	46	26	KENNY WAYNE SHEPHERD Blue On Black (<i>Revolution</i>)	449	159	72	33	64/42
29	28	26	27	COREY STEVENS Take It Back (<i>Eureka/Discovery</i>)	443	422	387	378	31/0
—	—	32	28	DAYS OF THE NEW Shelf In The Room (<i>Outpost/Geffen</i>)	436	303	94	42	52/14
12	14	25	29	YES Open Your Eyes (<i>Beyond</i>)	413	488	632	671	34/0
—	41	34	30	MARCY PLAYGROUND Sex And Candy (<i>Capitol</i>)	357	289	191	119	36/8
17	21	30	31	WALLFLOWERS Three Marlenas (<i>Interscope</i>)	315	362	533	604	25/0
36	35	35	32	CAROLINE'S SPINE Sullivan (<i>Hollywood</i>)	311	259	293	290	29/2
25	27	31	33	ROLLING STONES Anybody Seen My Baby? (<i>Virgin</i>)	308	348	403	505	37/0
22	23	29	34	KULA SHAKER Hush (<i>Columbia</i>)	281	365	491	548	23/0
DEBUT			35	CHRIS CORNELL Sunshower (<i>Atlantic</i>)	238	89	40	26	39/23
18	25	36	36	KISS The Jungle (<i>Mercury</i>)	218	257	469	602	20/0
48	42	40	37	PAUL RODGERS Saving Grace (<i>VelVel</i>)	217	192	189	159	19/0
19	22	33	38	LIVE Rattlesnake (<i>Radioactive</i>)	209	291	522	596	18/0
32	36	42	39	COLLECTIVE SOUL Blame (<i>Atlantic</i>)	203	177	272	354	17/0
—	—	44	40	HUFFAMOOSE Wait (<i>Interscope</i>)	195	166	130	78	20/1
44	38	38	41	LIFE OF AGONY Weeds (<i>Roadrunner</i>)	190	208	216	193	21/0
—	—	45	42	DREAM THEATER You Not Me (<i>EastWest/EEG</i>)	180	164	90	5	26/2
31	33	37	43	MATTHEW RYAN Guilty (<i>A&M</i>)	174	226	338	374	16/0
42	37	41	44	GREGG ALLMAN Love The Poison (<i>550 Music</i>)	164	182	231	202	13/1
39	39	43	45	TOOL Forty Six & 2 (<i>Freeworld</i>)	158	170	194	216	13/0
—	—	48	46	JOHN FOGERTY Bad Bad Boy (<i>Warner Bros.</i>)	153	144	118	88	13/1
46	43	47	47	EVERCLEAR Everything To Everyone (<i>Capitol</i>)	144	152	168	177	13/0
50	—	—	48	FAITH NO MORE Ashes To Ashes (<i>Slash/Reprise</i>)	143	123	132	145	16/0
—	47	49	49	BUSH Mouth (<i>Hollywood</i>)	143	141	145	131	11/0
26	34	39	50	SOUNDGARDEN Bleed Together (<i>A&M</i>)	139	204	323	485	15/0

This chart reflects airplay from January 5-11. Songs ranked by total plays. Highlighted songs indicate Breaker. 82 Rock reporters. 81 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

NEW & ACTIVE

TREBLE CHARGER Red (*RCA*)
Total Plays: 123, Total Stations: 17, Adds: 1

VERVE Bitter Sweet Symphony (*Hut/Virgin*)
Total Plays: 117, Total Stations: 14, Adds: 2

OASIS I Hope, I Think, I Know (*Epic*)
Total Plays: 107, Total Stations: 16, Adds: 7

BLUES TRAVELER Canadian Rose (*A&M*)
Total Plays: 96, Total Stations: 19, Adds: 12

BLINK 182 Dammit (Growing Up) (*Cargo/MCA*)
Total Plays: 81, Total Stations: 11, Adds: 2

FOO FIGHTERS My Hero (*Roswell/Capitol*)
Total Plays: 81, Total Stations: 25, Adds: 17

FLUORESCEN Cathy's On Crank! (*DGC/Geffen*)
Total Plays: 72, Total Stations: 11, Adds: 1

METALLICA Fuel (*Elektra/EEG*)
Total Plays: 67, Total Stations: 12, Adds: 2

RAGE AGAINST THE MACHINE The Ghost Of Tom Joad (*Epic*)
Total Plays: 65, Total Stations: 9, Adds: 1

SEVENDUST Black (*TVT*)
Total Plays: 62, Total Stations: 9, Adds: 1

Songs ranked by total plays

BREAKERS

ROLLING STONES
Saint Of Me (*Virgin*)

TOTAL PLAYS/INCREASE: 509/97
TOTAL STATIONS/ADDS: 45/10
CHART: 24

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
KENNY WAYNE SHEPHERD Blue On Black (<i>Revolution</i>)	42
CHRIS CORNELL Sunshower (<i>Atlantic</i>)	23
FOO FIGHTERS My Hero (<i>Roswell/Capitol</i>)	17
DAYS OF THE NEW Shelf In The Room (<i>Outpost/Geffen</i>)	14
METALLICA The Unforgiven II (<i>Elektra/EEG</i>)	14
NAKED Raining On The Sky (<i>Red Ant</i>)	13
BLUES TRAVELER Canadian Rose (<i>A&M</i>)	12
ROLLING STONES Saint Of Me (<i>Virgin</i>)	10
MARCY PLAYGROUND Sex And Candy (<i>Capitol</i>)	8
BIG WRECK The Oaf (<i>Atlantic</i>)	7
OASIS I Hope, I Think, I Know (<i>Epic</i>)	7

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KENNY WAYNE SHEPHERD Blue On Black (<i>Revolution</i>)	+290
PEARL JAM Given To Fly (<i>Epic</i>)	+269
GREEN DAY Time Of Your Life (Good...) (<i>Reprise</i>)	+168
CHRIS CORNELL Sunshower (<i>Atlantic</i>)	+149
DAYS OF THE NEW Shelf In The Room (<i>Outpost/Geffen</i>)	+133
BIG WRECK The Oaf (<i>Atlantic</i>)	+124
AEROSMITH Taste Of India (<i>Columbia</i>)	+119
COLLECTIVE SOUL She Said (<i>Dimension/Capitol</i>)	+110
ROLLING STONES Saint Of Me (<i>Virgin</i>)	+97
BLACK LAB Wash It Away (<i>DGC/Geffen</i>)	+88

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
MIGHTY JOE PLUM Live Through This (Fifteen...) (<i>Atlantic</i>)
TONIC If You Could Only See (<i>Polydor/A&M</i>)
MATCHBOX 20 Push (<i>Lava/Atlantic</i>)
AEROSMITH Pink (<i>Columbia</i>)
COLLECTIVE SOUL Listen (<i>Atlantic</i>)
BLUES TRAVELER Carolina Blues (<i>A&M</i>)
JONNY LANG Lie To Me (<i>A&M</i>)
OFFSPRING Gone Away (<i>Columbia</i>)
WALLFLOWERS The Difference (<i>Interscope</i>)
WALLFLOWERS One Headlight (<i>Interscope</i>)

Breakers: Songs registering 500 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

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ROCK PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ROCK REPORTERS ON R&R ONLINE

MARKET #2
KLOS 95.5
KLOS/Los Angeles
(310) 840-4836
Duncan/Wilde

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
9	11	15	21	27	LED ZEPPELIN/The Girl I Love
12	19	17	18		MATCHBOX 20/3am
16	19	18	17		FLEETWOOD MAC/Sweet Girl
14	16	14	16		ERIC JOHNSON/S.R.V.
3	5	16			ROLLING STONES/Saint Of Me
5	11	13			B.B. KING/T. CHAPMAN/The Thrill Is Gone
11	12	11	13		BRYAN ADAMS/Back To You
19	12	12			KENNY WAYNE SHEPHERD/Somehow
10	11	12			JARS OF CLAY/Crazy Times
8	8	9			MIGHTY JOE PLUM/Live Through This
8	8	11			ROBERT BRADLEY'S.../Once Upon A Time
8	6	11			MATTHEW RYAN/Guilty
10	10	13			JACKSON BROWNE/The Next Voice
-	-	-	-	-	TERESE CARLTON/A Woman Like Me
-	-	-	-	-	PISTOLOS/My Guardian Angel
10	9	9			JOHN MELLENCAMP/Without Expression
9	9	9			PAUL MCCARTNEY/The World Tonight
11	11	11			WALLFLOWERS/One Headlight
11	11	11			COREY STEVENS/Take It Back
9	8	8			SISTER HAZEL/Happy
-	-	-	-	-	FREDDY JONES BAND/Mystic Buzz
15	6	8			COREY STEVENS/One More Time
18	17	6			ROLLING STONES/Anybody Seen My...
7	8	10			JOHN MELLENCAMP/Just Another Day
1	3	4			JOHN FOGERTY/Walking In A...
13	10	11			YES/Open Your Eyes
7	7	7			FLEETWOOD MAC/Silver Springs
7	7	5			JONNY LANG/Lie To Me
6	5	5			ROLLING STONES/Flip The Switch
6	6	4			PAUL RODGERS/Soul Of Love

MARKET #5
WMMR 93.1
WMMR/Philadelphia
(610) 771-0933
Bonadonna/Zipeto

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
25	27	27	27		ROLLING STONES/Anybody Seen My
-	-	-	-	-	PEARL JAM/Given To Fly
22	18	27	24		KENNY WAYNE SHEPHERD/Slow Ride
22	18	27	24		DAYS OF THE NEW/Touch, Peel, And...
11	10	28	24		OZZY OSBOURNE/Back On Earth
20	19	26	23		MATCHBOX 20/3am
11	13	13	14		AEROSMITH/Taste Of India
-	-	-	-	-	BIG WRECK/The Oaf
15	18	12	14		ROLLING STONES/Flip The Switch
-	-	-	-	-	COLLECTIVE SOUL/She Said
25	21	11	13		LED ZEPPELIN/The Girl I Love
11	10	12	13		LIVE/Rattlesnake
15	12	12	13		COLLECTIVE SOUL/Blame
-	-	-	-	-	CREED/My Own Prison
7	9	11	11		BLACK LAB/Wash It Away
8	6	9	10		MATCHBOX 20/Push
11	9	12	10		WALLFLOWERS/The Difference
11	17	12	9		TONIC/If You Could Only...
-	-	-	-	-	AEROSMITH/Falling In Love...
-	-	-	-	-	VERVE/Bitter Sweet...
26	11	13	3		GENESIS/Carpet Sweeter...
-	-	-	-	-	ROLLING STONES/Saint Of Me
-	-	-	-	-	GREEN DAY/Time Of Your Life
-	-	-	-	-	DAYS OF THE NEW/Shell In The Room
-	-	-	-	-	PEARL JAM/Pilate
-	-	-	-	-	PEARL JAM/Leatherman

MARKET #12
96 Brock
WKLS/Atlanta
(404) 325-0960
Ervin/Kepple

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
11	28	38	35		KENNY WAYNE SHEPHERD/Slow Ride
30	32	39	33		MIGHTY JOE PLUM/Live Through This
-	-	-	-	-	GREEN DAY/Time Of Your Life
29	31	34	32		MATCHBOX 20/3am
9	28	37	30		TONIC/Open Up Your Eyes
9	28	36	30		SISTER HAZEL/Happy
8	12	19	28		BLUES TRAVELER/Most Precarious
33	16	19	27		DAYS OF THE NEW/Touch, Peel, And...
24	31	29	22		COLLECTIVE SOUL/Listen
-	-	-	-	-	COLLECTIVE SOUL/She Said
9	15	17	17		LED ZEPPELIN/The Girl I Love
-	-	-	-	-	PEARL JAM/Given To Fly
7	8	9	9		CREED/My Own Prison
5	6	8	8		OFFSPRING/I Choose
6	7	8	6		METALLICA/The Unforgiven II
7	6	8	6		AC/DC/Dirty Eyes
-	-	-	-	-	MARCY PLAYGROUND/Sex And Candy
-	-	-	-	-	BRYAN ADAMS/Back To You
-	-	-	-	-	AEROSMITH/Taste Of India

MARKET #13
KISW 99.9 FM
KISW/Seattle
(206) 285-7625
Ryan/Faulkner

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
-	-	-	-	-	PEARL JAM/Given To Fly
28	30	28	28		DAYS OF THE NEW/Touch, Peel, And...
27	24	24	27		METALLICA/The Memory Remains
17	18	18	23		MEGAETH/Almost Honest
17	18	18	18		SAMMY HAGAR/Both Sides Now
16	17	18	18		CREED/My Own Prison
10	9	9	17		GREEN DAY/Time Of Your Life
-	-	-	-	-	CHRIS CORNELL/Sunshower
6	16	15	16		AEROSMITH/Taste Of India
11	-	-	-	-	ROLLING STONES/Flip The Switch
8	9	9	9		BLACK LAB/Wash It Away
-	-	-	-	-	GOODNESS/Lost
9	11	8	9		EVERCLEAR/Everything To
-	-	-	-	-	MARY MARY THREE/Cumbersome
9	11	7	8		LED ZEPPELIN/The Girl I Love
-	-	-	-	-	EVERCLEAR/Santa Monica...
6	7	7	7		TOOL/Forty Six & 2
6	7	7	7		FOO FIGHTERS/My Hero
-	-	-	-	-	KENNY WAYNE SHEPHERD/Blue On Black
6	6	7	7		TONIC/Open Up Your Eyes
7	9	7	7		OFFSPRING/Gone Away
7	7	7	7		SCREAMING TREES/All I Know
7	7	7	7		BUSH/Machinehead
7	7	7	7		ALICE IN CHAINS/Again
6	6	6	6		OUNDGARDEN/Burden In My Hand
6	6	6	6		TONIC/If You Could Only
6	6	6	6		ALICE IN CHAINS/Heaven Beside You
7	7	7	7		FOO FIGHTERS/Everlong
-	-	-	-	-	COLLECTIVE SOUL/Where The River...
7	3	4	4		METALLICA/The Unforgiven II

MARKET #14
92 KORS
KORS/Minneapolis
(612) 545-5601
Hamilton/Enderse

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
-	-	-	-	-	GREGG ALLMAN/Startin' Over
-	-	-	-	-	JOHN FOGERTY/Bad Bad Boy
-	-	-	-	-	MATCHBOX 20/3am
-	-	-	-	-	JONNY LANG/HIT The Ground
-	-	-	-	-	JOHN MELLENCAMP/Without Expression
-	-	-	-	-	COREY STEVENS/Take It Back
-	-	-	-	-	ROLLING STONES/Saint Of Me
-	-	-	-	-	ROLLING STONES/Anybody Seen My...
-	-	-	-	-	B.B. KING/T. CHAPMAN/The Thrill Is Gone
-	-	-	-	-	HONEYDOGS/Rumor Has It
-	-	-	-	-	MATTHEW RYAN/Guilty
-	-	-	-	-	WHISKEY TOWN/16 Days
-	-	-	-	-	JACKSON BROWNE/The Next Voice
-	-	-	-	-	FLEETWOOD MAC/Silver Springs
-	-	-	-	-	BLUES TRAVELER/Canadian Rose
-	-	-	-	-	ROLLING STONES/Flip The Switch
-	-	-	-	-	FREDDY JONES BAND/Mystic Buzz
-	-	-	-	-	ROBERT BRADLEY'S.../Once Upon A Time
-	-	-	-	-	LED ZEPPELIN/The Girl I Love
-	-	-	-	-	COREY STEVENS/One More Time
-	-	-	-	-	JOHN FOGERTY/Walking In A...
-	-	-	-	-	JONNY LANG/Lie To Me
-	-	-	-	-	JOHN MELLENCAMP/Just Another Day
-	-	-	-	-	STORYVILLE/Good Day For...
-	-	-	-	-	KENNY WAYNE SHEPHERD/Blue On Black
-	-	-	-	-	COREY STEVENS/Gone Too Long
-	-	-	-	-	BOZ SCAGGS/It All Went Down...
-	-	-	-	-	ROLLING STONES/Too Tight
-	-	-	-	-	COREY STEVENS/Devil's Dance
-	-	-	-	-	PAUL MCCARTNEY/The World Tonight

MARKET #14
Rock 100.3
WRCC/Minneapolis
(612) 330-0100
MacLeash/Philpott

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
-	-	-	-	-	PEARL JAM/Given To Fly
16	18	23	16		METALLICA/The Memory Remains
15	17	22	16		KISS/The Jungle
17	16	20	15		AC/DC/Dirty Eyes
17	14	20	15		SAMMY HAGAR/Both Sides Now
16	16	19	15		OZZY OSBOURNE/Back On Earth
17	18	20	13		LED ZEPPELIN/The Girl I Love
-	-	-	-	-	AEROSMITH/Taste Of India
5	3	11	7		METALLICA/Bleeding Me
-	-	-	-	-	METALLICA/King Nothing
-	-	-	-	-	METALLICA/Hero Of The Day
-	-	-	-	-	METALLICA/Falling In Love...
-	-	-	-	-	AEROSMITH/Hole In My Soul
-	-	-	-	-	AEROSMITH/Pink

MARKET #16
WBAB 95.3/102.3
WBAB/Long Island
(516) 587-1023
Buchmann/Welman

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
33	33	33	33		SMASH MOUTH/Walkin' On The Sun
-	-	-	-	-	PEARL JAM/Given To Fly
15	19	21	29		GREEN DAY/Time Of Your Life
32	25	24	24		MATCHBOX 20/Push
19	22	25	24		MATCHBOX 20/3am
32	22	22	20		TONIC/If You Could Only...
-	-	-	-	-	BLACK LAB/Wash It Away
26	16	17	20		DAYS OF THE NEW/Touch, Peel, And...
16	16	19	19		HUFFAMOOSE/Wait
30	33	31	18		LED ZEPPELIN/The Girl I Love
7	7	7	18		ROLLING STONES/Saint Of Me
-	-	-	-	-	MARCY PLAYGROUND/Sex And Candy
15	15	17	17		BRYAN ADAMS/Back To You
15	15	16	17		FOO FIGHTERS/Everlong
13	10	14	17		SISTER HAZEL/Happy
18	16	16	14		VERVE PIPE/The Freshmen
18	17	17	13		SISTER HAZEL/All For You
18	17	17	12		GREGG ALLMAN/Rendezvous With...
17	17	17	12		COREY STEVENS/Take It Back
18	17	17	12		COREY STEVENS/One More Time
14	10	12	10		AEROSMITH/Pink
15	12	10	10		FLEETWOOD MAC/Silver Springs
9	9	9	9		OZZY OSBOURNE/Back On Earth
18	16	10	8		WALLFLOWERS/Three Marlanas
10	10	10	8		METALLICA/The Memory Remains
-	-	-	-	-	BLOOD/Hey Ma
-	-	-	-	-	FLEETWOOD MAC/Landside
-	-	-	-	-	BIG WRECK/The Oaf
-	-	-	-	-	OUR LADY PEACE/Clumsy
-	-	-	-	-	DREAM THEATER/You Not Me

MARKET #17
KDKB 102.3
KDKB/Phoenix
(602) 897-9300
Maranville/Lea

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
19	22	33	33		DAYS OF THE NEW/The Down Town
20	23	32	33		SISTER HAZEL/Happy
20	20	32	31		BLUES TRAVELER/Canadian Rose
21	21	33	28		ROBERT BRADLEY'S.../Once Upon A Time
18	21	33	24		JOHN MELLENCAMP/Without Expression
-	-	-	-	-	PEARL JAM/Given To Fly
-	-	-	-	-	COLLECTIVE SOUL/She Said
-	-	-	-	-	REFRESHMENTS/Wanted
-	-	-	-	-	CREED/My Own Prison
-	-	-	-	-	MARCY PLAYGROUND/Sex And Candy
7	6	12	12		PREYENDERS/Sense Of Purpose
20	20	16	12		WORLD PARTY/She's The One
-	-	-	-	-	BLACK LAB/Wash It Away
-	-	-	-	-	BRYAN ADAMS/Back To You
6	9	6	7		MATCHBOX 20/Push
5	10	4	6		AEROSMITH/Pink
6	7	10	5		MATCHBOX 20/Long Day
6	10	4	6		MATCHBOX 20/3am
7	10	6	6		MIGHTY JOE PLUM/Live Through This...
6	9	6	6		ROLLING STONES/Anybody Seen My...
-	-	-	-	-	CHRIS CORNELL/Sunshower
-	-	-	-	-	KENNY WAYNE SHEPHERD/Blue On Black
7	5	4	5		MATCHBOX 20/Damn
-	-	-	-	-	MATCHBOX 20/Real World
6	10	5	5		DAYS OF THE NEW/Touch, Peel, And...
21	17	5	5		ROLLING STONES/Saint Of Me
6	10	6	5		SISTER HAZEL/All For You
7	9	7	5		STIR/One Angel
-	-	-	-	-	WHISKEYTOWN/Yesterday's News

MARKET #20
WDVE 102.3
WDVE/Pittsburgh
(412) 937-1441
Hart/Winter

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
18	17	15	17		MATCHBOX 20/3am
12	16	14	16		ROLLING STONES/Flip The Switch
15	17	12	15		DAYS OF THE NEW/Touch, Peel, And...
16	17	15	15		PEARL JAM/Given To Fly
17	15	15	15		SAMMY HAGAR/Both Sides Now
14	14	14	14		AEROSMITH/Taste Of India
14	14	12	13		MATTHEW RYAN/Guilty
17	19	17	13		KENNY WAYNE SHEPHERD/Slow Ride
-	-	-	-	-	BLACK LAB/Wash It Away
3	4	12	12		PAUL RODGERS/Saving Grace
16	16	18	12		JOHN MELLENCAMP/Without Expression
3	5	10	11		COREY STEVENS/Take It Back
15	17	12	11		LED ZEPPELIN/The Girl I Love
11	15	12	10		JOHN FOGERTY/Bad Bad Boy
10	12	10	10		COLLECTIVE SOUL/She Said
12	10	11	10		OZZY OSBOURNE/Back On Earth
-	-	-	-	-	CHRIS CORNELL/Sunshower
10	6	14	9		BIG WRECK/The Oaf
5	4	7	8		SISTER HAZEL/Happy
12	9	8	7		AC/DC/Dirty Eyes
7	6	11	6		OUR LADY PEACE/Clumsy
3	4	3	4		LYNRD SKYNYRD/Home Is Where...
3	3	4	4		STONE TEMPLE PILOTS/Lady Picture Show
-	-	-	-	-	BLUES TRAVELER/Hook
-	-	-	-	-	WALLFLOWERS/The Difference


Stations and their adds listed alphabetically by market

WEQX/Albany, NY PD: Ian Harrison MD: Steve Bottomley 18 FINLEY QUAYE "Sunday" 8 FOO FIGHTERS "Hero" 7 CHRIS CORNELL "Sunshower" 6 SUBLIME "Bud" 6 PRESIDENTS OF "Video"	WKQX/Chicago, IL APD: Alex Luke APD/MD: Mary Shuminas BIG WRECK "Dar" JAMES IRA "Strong" SAVE FERRIS "Goodbye" HUM "Comin'" 11 MIGHTY MIGHTY "Royal" 1 SARAH McLACHLAN "Surrender" 1 MOND "Life" 1 LOREENA MCKENNETT "Mummers"	WEJE/Ft. Wayne, IN Co-APD: Weasel Co-APD: Jamie Marchiori 11 FOO FIGHTERS "Hero" 1 MIGHTY MIGHTY "Royal" 1 SARAH McLACHLAN "Surrender" 1 MOND "Life" 1 LOREENA MCKENNETT "Mummers"	KROQ/Los Angeles, CA VP/Prog.: Kevin Weatherly APD: Gene Sandbloom MD: Lisa Worden No Adds	KZON/Phoenix, AZ PD: Paul Peterson MD: Kevin Mannion CHRIS CORNELL "Sunshower" FOO FIGHTERS "Hero" PRESIDENTS OF "Video" REFRESHMENTS "Wanted"	KITS/San Francisco, CA VP/Programming: Richard Sands APD: Roland West MD: Aaron Axelsen 17 THIRD EYE BLIND "Losing" 6 FOO FIGHTERS "Hero"
WQBK/Albany, NY PD: Dan Binder MD: Kelly McNamara FOO FIGHTERS "Hero" HUM "Comin'" METALLICA "Unforgiven"	WAQZ/Cincinnati, OH PD/MD: Matthew Harris APD: Sterling Schiessler 7 PRESIDENTS OF "Video"	KFRR/Fresno, CA Acting PD/MD: Andy Winford No Adds	WLRS/Louisville, KY PD: Dennis Dillon MD: Gina Juliano 44 METALLICA "Unforgiven" 32 CHRIS CORNELL "Sunshower"	WXDX/Pittsburgh, PA PD: John Moschitta MD: Lenny Diana 1 CHRIS CORNELL "Sunshower" 1 FINLEY QUAYE "Sunday" 1 SMASH MOUTH "Friends"	KOME/San Jose, CA PD/MD: Jay Taylor AMD: Jeanette Grgurevic 31 EVERCLEAR "Buy" 26 MATCHBOX 20 "Long" 18 OASIS "World" 18 GREEN DAY "Prosthetic" 13 CHRIS CORNELL "Sunshower"
KTEG/Albuquerque, NM PD: Skip Isley APD/MD: Julie Hoyt 27 BEN FOLDS FIVE "Brick" CHRIS CORNELL "Sunshower" BLACK LAB "Wash" SMASH MOUTH "Friends" SAVE FERRIS "Goodbye"	WOXY/Cincinnati, OH PD: Kevin Cole MD: Dorsie Fyffe CHRIS CORNELL "Sunshower" SIXTEEN HORSEPOWER "Ditch" EVERCLEAR "Buy" WANADIES "You" FLUORESCIN "Cathy's" HONEYRODS "Miss" TORI AMOS "Siren" SUPERGRASS "Late" MARY LOU LORD "Lights" PEE SHY "Whisper" NEILSON HUBBARD "Paper" LETTERS TO CLEO "Veda" PROPELLERHEADS "Bang" PF PROJECT "Choose" SLACKERS "Watch" TRAVIS "Girls"	WGRD/Grand Rapids, MI Acting PD/MD: Margot Smith 10 OASIS "World" 5 CHRIS CORNELL "Sunshower" NAKED "Raining"	WMAD/Madison, WI PD: Pat Frawley MD: Amy Hudson FINLEY QUAYE "Sunday" BIG WRECK "Dar" HONEYRODS "Soap"	KNRK/Portland, OR PD: Mark Hamilton 5 SMASH MOUTH "Friends" CHERRY POPPIN' "Zoot"	KHTY/Santa Barbara, CA DM: Ted Utz Co-PD: Samantha Mattern Co-PD: Deanne Saffren 29 OASIS "World" 6 EVERCLEAR "Buy" 5 SARAH McLACHLAN "Surrender" SMASH MOUTH "Friends" PRESIDENTS OF "Video"
KWHL/Anchorage, AK DM/PD: J.J. Michaels APD/MD: Dan Thomas FOO FIGHTERS "Hero" MARCHY PLAYGROUND "Sex" SMASH MOUTH "Friends" BLINK 182 "Dammit" CHOPPER ONE "Rescher"	WNNR/Greenville, NC OM: Jeff Sanders MIGHTY MIGHTY "Royal" CORNERSHOP "Brimful"	WXRQ/Memphis, TN PD: Tony Williams MD: John Michael 7 CHRIS CORNELL "Sunshower" 5 SUNDAYS "Cry" HUM "Comin'" PRESIDENTS OF "Video" BIG WRECK "Dar" FINLEY QUAYE "Sunday" SMASH MOUTH "Friends" MARY LOU LORD "Lights" BLACK GRAPE "Wanted"	WRXQ/Memphis, TN PD: Tony Williams MD: John Michael 7 CHRIS CORNELL "Sunshower" 5 SUNDAYS "Cry" HUM "Comin'" PRESIDENTS OF "Video" BIG WRECK "Dar" FINLEY QUAYE "Sunday" SMASH MOUTH "Friends" MARY LOU LORD "Lights" BLACK GRAPE "Wanted"	WSTT/Poughkeepsie, NY PD: Nic Harcourt OM: Jimmy Buff APD: Dave Doud 6 MAIN COPPOLA "Tree" 6 BETH ORTON "Double" 1 CHERRY POPPIN' "Zoot" 1 FOLK IMPLOSION "Kingdom" 1 SMASH MOUTH "Friends" GETAWAY PEOPLE "Gave" MARY LOU LORD "Lights" BLACK GRAPE "Wanted"	KJEE/Santa Barbara, CA GM/PD: Eddie Gutierrez APD: John Schroeter 19 OASIS "World" 6 TONIC "Eyes" 2 CREED "My" STEREOPHONICS "Traffic" 1 HUM "Comin'"
WNNX/Atlanta, GA DM: Brian Philips PD: Leslie Fram MD: Sean Demery 34 TONIC "Eyes" 31 FOO FIGHTERS "Baker" 23 SMASH MOUTH "Friends" 15 SAVE FERRIS "Goodbye" MOND "Life"	WNRQ/Hartford, CT PD: Jay Beau Jones APD/MD: Dave Hill HUM "Comin'" SARAH McLACHLAN "Surrender" EVERCLEAR "Buy"	WLUM/Milwaukee, WI DM: Alex Cosper PD: Chuck Summers MD: Tommy Wilde CHRIS CORNELL "Sunshower" 311 "Disaster"	WHTG/Monmouth-Ocean, NJ MARY LOU LORD "Lights" APPLES IN STEREO "Stems" PRESIDENTS OF "Video" DAYS OF THE NEW "Shell" SMASH MOUTH "Friends" TORI AMOS "Siren" CHERRY POPPIN' "Zoot" HUM "Comin'" SHELTER "Birthday"	WBRU/Providence, RI PD: Tim Schiavelli MD: Mike Green HUM "Comin'" GREEN DAY "Prosthetic" LETTERS TO CLEO "Veda" BARENAKED LADIES "Brian"	KNDD/Seattle, WA PD: Phil Manning MD: Kim Monroe 11 OASIS "World" 12 GREEN DAY "Prosthetic" 10 ABSINTHE "Happy" VERVE "Lucky" HARVE DANGER "Flagg"
WJSE/Atlantic City, NJ OM/PD/MD: Dave King OASIS "World" CHUMBAWAMBA "Amnesia" FOO FIGHTERS "Hero" CHRIS CORNELL "Sunshower" SMASH MOUTH "Friends" HUM "Comin'" CHERRY POPPIN' "Zoot" BIG WRECK "Dar" PRESIDENTS OF "Video" FINLEY QUAYE "Sunday"	KPMZ/Columbia, MO PD: Paul Maloney 12 SUNDAYS "Cry" 6 NAKED "Raining" CHRIS CORNELL "Sunshower" OASIS "World" SMASH MOUTH "Friends" SAVE FERRIS "Goodbye" FATBOY SLIM "Going"	WWSK/Myrtle Beach, SC PD: Buzz Elliott MD: Andie Summers 16 SUNDAYS "Cry" 14 FOO FIGHTERS "Hero" 14 SMASH MOUTH "Friends" 10 FATBOY SLIM "Going" 10 NAKED "Raining"	WWSK/Myrtle Beach, SC PD: Buzz Elliott MD: Andie Summers 16 SUNDAYS "Cry" 14 FOO FIGHTERS "Hero" 14 SMASH MOUTH "Friends" 10 FATBOY SLIM "Going" 10 NAKED "Raining"	KORB/Quad Cities, IA-IL PD: Steve Cunnor COLLECTIVE SOUL "She" SMASH MOUTH "Friends" OASIS "World" FINLEY QUAYE "Sunday"	WHMP/Springfield, MA PD: Adam Wright MD: Nick Danjer 13 FEELER EVERCLEAR "Buy" PRESIDENTS OF "Video" BIG WRECK "Dar" HUM "Comin'" NAKED "Raining" SUNDAYS "Cry"
WRXR/Augusta, GA PD: Chuck Williams CREED "My" BARENAKED LADIES "Brian"	WARQ/Columbia, SC PD: Susan Groves 1 BIG WRECK "Dar" 1 EVERCLEAR "Buy" 1 FAT "Numb" 1 BLUES TRAVELER "Canadian" 1 SUNDAYS "Cry" 1 SMASH MOUTH "Friends" 1 FOO FIGHTERS "Hero"	WKDF/Nashville, TN PD: Kidd Redd MD: Sheri Sexton 4 LOREENA MCKENNETT "Mummers" ALMA DAVIS "Flavors" HONEYRODS "Soap" COLLECTIVE SOUL "She" OASIS "World"	WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris 23 SMASH MOUTH "Friends" OASIS "World" HONEYRODS "Soap" SMASH MOUTH "Friends" FRETBLANKET "Ocean" CHUMBAWAMBA "Amnesia" BARENAKED LADIES "Brian" FAT "Numb"	KRZO/Reno, NV PD: Rob "Blaze" Brooks APD: Smilin' Marty MD: Heather Pierce 2 CHERRY POPPIN' "Zoot" HUM "Comin'" CHRIS CORNELL "Sunshower" OASIS "World" SMASH MOUTH "Friends" SAVE FERRIS "Goodbye" FATBOY SLIM "Going"	KTQZ/Springfield, MO PD: Melody Lee MD: Sheli Scott 8 FAT "Numb" 8 CHRIS CORNELL "Sunshower" 7 TONIC "Eyes" 1 SMASH MOUTH "Friends"
KROX/Austin, TX PD: Sara Trexler APD/MD: Lloyd Hocutt 19 PEARL JAM "Given" 14 FOO FIGHTERS "Hero" 14 OASIS "World" 10 SMASH MOUTH "Friends" 10 NAKED "Raining" FINLEY QUAYE "Sunday"	WZAZ/Columbus, OH PD: Greg Ausham MD: Mark Pennington 1 BIG WRECK "Dar" 1 EVERCLEAR "Buy" 1 HUSKADOOSE "Way" 1 SUNDAYS "Cry" 1 SMASH MOUTH "Friends" 1 FOO FIGHTERS "Hero"	WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris 23 SMASH MOUTH "Friends" OASIS "World" HONEYRODS "Soap" SMASH MOUTH "Friends" FRETBLANKET "Ocean" CHUMBAWAMBA "Amnesia" BARENAKED LADIES "Brian" FAT "Numb"	WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris 23 SMASH MOUTH "Friends" OASIS "World" HONEYRODS "Soap" SMASH MOUTH "Friends" FRETBLANKET "Ocean" CHUMBAWAMBA "Amnesia" BARENAKED LADIES "Brian" FAT "Numb"	WBZU/Richmond, VA PD: J.J. Quest MD: Nick Danjer 5 STEREOPHONICS "Traffic" CHRIS CORNELL "Sunshower" HUM "Comin'" FINLEY QUAYE "Sunday"	WKRL/Syracuse, NY PD: Steve Corlett APD: Scorch 5 STEREOPHONICS "Traffic" CHRIS CORNELL "Sunshower" HUM "Comin'" FINLEY QUAYE "Sunday"
WRAX/Birmingham, AL PD: Dave Rossi MD: Hurricane Shane CHUMBAWAMBA "Amnesia" CHRIS CORNELL "Sunshower" FOO FIGHTERS "Hero" PRESIDENTS OF "Video" OASIS "World" CHERRY POPPIN' "Zoot"	WVCD/Columbus, OH PD: Jane Purcell MD: Andy Davis 1 EVERCLEAR "Buy" 1 CHERRY POPPIN' "Zoot" 1 HUSKADOOSE "Way" 1 FOO FIGHTERS "Hero"	WWSK/Myrtle Beach, SC PD: Buzz Elliott MD: Andie Summers 16 SUNDAYS "Cry" 14 FOO FIGHTERS "Hero" 14 SMASH MOUTH "Friends" 10 FATBOY SLIM "Going" 10 NAKED "Raining"	WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris 23 SMASH MOUTH "Friends" OASIS "World" HONEYRODS "Soap" SMASH MOUTH "Friends" FRETBLANKET "Ocean" CHUMBAWAMBA "Amnesia" BARENAKED LADIES "Brian" FAT "Numb"	KCXX/Riverside, CA OM/PD: Dwight Arnold APD: John DeSantis MD: Lisa Axe 3 TONIC "Eyes" 2 GREEN DAY "Time" 2 PRESIDENTS OF "Video" 1 BIG WRECK "Dar" 1 DANCE HALL CRASHERS "Next" 1 CHERRY POPPIN' "Zoot"	WWSR/Tallahassee, FL PD: Rick Schmidt APD: Evan Delaney MD: Chaz 7 STEREOPHONICS "Traffic" SMASH MOUTH "Friends" BARENAKED LADIES "Brian" JONATHAN FIREATER "Like" FOO FIGHTERS "Hero"
KQXR/Boise, ID PD/MD: Tim Johnstone 5 FATBOY SLIM "Going" 511 "Disaster" SMASH MOUTH "Friends" BIG WRECK "Dar" FINLEY QUAYE "Sunday"	WVCD/Columbus, OH PD: Jane Purcell MD: Andy Davis 1 EVERCLEAR "Buy" 1 CHERRY POPPIN' "Zoot" 1 HUSKADOOSE "Way" 1 FOO FIGHTERS "Hero"	WWSK/Myrtle Beach, SC PD: Buzz Elliott MD: Andie Summers 16 SUNDAYS "Cry" 14 FOO FIGHTERS "Hero" 14 SMASH MOUTH "Friends" 10 FATBOY SLIM "Going" 10 NAKED "Raining"	WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris 23 SMASH MOUTH "Friends" OASIS "World" HONEYRODS "Soap" SMASH MOUTH "Friends" FRETBLANKET "Ocean" CHUMBAWAMBA "Amnesia" BARENAKED LADIES "Brian" FAT "Numb"	WVVE/Rochester, NY PD/MD: Erick Anderson 7 PRESIDENTS OF "Video" 6 OASIS "World" HUM "Comin'"	WVVE/Rochester, NY PD/MD: Erick Anderson 7 PRESIDENTS OF "Video" 6 OASIS "World" HUM "Comin'"
WBCN/Boston, MA VP/Programming: Oedipus APD: Steven Strick MD: Carter Alan 39 PEARL JAM "Given" 17 METALLICA "Unforgiven" BIG WRECK "Dar"	WVCD/Columbus, OH PD: Jane Purcell MD: Andy Davis 1 EVERCLEAR "Buy" 1 CHERRY POPPIN' "Zoot" 1 HUSKADOOSE "Way" 1 FOO FIGHTERS "Hero"	WWSK/Myrtle Beach, SC PD: Buzz Elliott MD: Andie Summers 16 SUNDAYS "Cry" 14 FOO FIGHTERS "Hero" 14 SMASH MOUTH "Friends" 10 FATBOY SLIM "Going" 10 NAKED "Raining"	WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris 23 SMASH MOUTH "Friends" OASIS "World" HONEYRODS "Soap" SMASH MOUTH "Friends" FRETBLANKET "Ocean" CHUMBAWAMBA "Amnesia" BARENAKED LADIES "Brian" FAT "Numb"	KWOD/Sacramento, CA PD: Ron Bunce 16 EVERCLEAR "Buy" 14 GREEN DAY "Prosthetic" 13 THIRD EYE BLIND "Losing" 11 SMASH MOUTH "Friends" 11 OASIS "World" 11 BIG WRECK "Dar" 11 FATBOY SLIM "Going"	KMYZ/Tulsa, OK PD: Lynn Barstow MD: Jane Starbore METALLICA "Unforgiven" SMASH MOUTH "Friends" FATBOY SLIM "Going"
WFNX/Boston, MA PD: Cruze MD: Laurie Gail 4 FOO FIGHTERS "Hero" 3 EURE "Chimes" SOUTHERN CULTURE "Houses" PROPELLERHEADS "Bang" OASIS "World"	WVCD/Columbus, OH PD: Jane Purcell MD: Andy Davis 1 EVERCLEAR "Buy" 1 CHERRY POPPIN' "Zoot" 1 HUSKADOOSE "Way" 1 FOO FIGHTERS "Hero"	WWSK/Myrtle Beach, SC PD: Buzz Elliott MD: Andie Summers 16 SUNDAYS "Cry" 14 FOO FIGHTERS "Hero" 14 SMASH MOUTH "Friends" 10 FATBOY SLIM "Going" 10 NAKED "Raining"	WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris 23 SMASH MOUTH "Friends" OASIS "World" HONEYRODS "Soap" SMASH MOUTH "Friends" FRETBLANKET "Ocean" CHUMBAWAMBA "Amnesia" BARENAKED LADIES "Brian" FAT "Numb"	KPNT/St. Louis, MO PD: Allan Fee MD: Adam Potts 6 EVERCLEAR "Buy" FOO FIGHTERS "Hero" OASIS "World" CORNERSHOP "Brimful" HUM "Comin'"	WVVE/Rochester, NY PD/MD: Erick Anderson 7 PRESIDENTS OF "Video" 6 OASIS "World" HUM "Comin'"
WEDG/Buffalo, NY OM: John Hager APD/MD: Rich Wall 31 PEARL JAM "Given" 19 TEA PARTY "Templation" 13 METALLICA "Sleeps" FOO FIGHTERS "Hero" BIG WRECK "Dar"	WVCD/Columbus, OH PD: Jane Purcell MD: Andy Davis 1 EVERCLEAR "Buy" 1 CHERRY POPPIN' "Zoot" 1 HUSKADOOSE "Way" 1 FOO FIGHTERS "Hero"	WWSK/Myrtle Beach, SC PD: Buzz Elliott MD: Andie Summers 16 SUNDAYS "Cry" 14 FOO FIGHTERS "Hero" 14 SMASH MOUTH "Friends" 10 FATBOY SLIM "Going" 10 NAKED "Raining"	WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris 23 SMASH MOUTH "Friends" OASIS "World" HONEYRODS "Soap" SMASH MOUTH "Friends" FRETBLANKET "Ocean" CHUMBAWAMBA "Amnesia" BARENAKED LADIES "Brian" FAT "Numb"	WVVE/Rochester, NY PD/MD: Erick Anderson 7 PRESIDENTS OF "Video" 6 OASIS "World" HUM "Comin'"	WVVE/Rochester, NY PD/MD: Erick Anderson 7 PRESIDENTS OF "Video" 6 OASIS "World" HUM "Comin'"
WBTZ/Burlington, VT PD: Stephanie Hindley MD: Steve Picard 1 HUM "Comin'" CHRIS CORNELL "Sunshower" BLINK 182 "Dammit"	WVCD/Columbus, OH PD: Jane Purcell MD: Andy Davis 1 EVERCLEAR "Buy" 1 CHERRY POPPIN' "Zoot" 1 HUSKADOOSE "Way" 1 FOO FIGHTERS "Hero"	WWSK/Myrtle Beach, SC PD: Buzz Elliott MD: Andie Summers 16 SUNDAYS "Cry" 14 FOO FIGHTERS "Hero" 14 SMASH MOUTH "Friends" 10 FATBOY SLIM "Going" 10 NAKED "Raining"	WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris 23 SMASH MOUTH "Friends" OASIS "World" HONEYRODS "Soap" SMASH MOUTH "Friends" FRETBLANKET "Ocean" CHUMBAWAMBA "Amnesia" BARENAKED LADIES "Brian" FAT "Numb"	WVVE/Rochester, NY PD/MD: Erick Anderson 7 PRESIDENTS OF "Video" 6 OASIS "World" HUM "Comin'"	WVVE/Rochester, NY PD/MD: Erick Anderson 7 PRESIDENTS OF "Video" 6 OASIS "World" HUM "Comin'"
WPGU/Champaign, IL PD: Naomi Adams APD: Les "The Pleasure Boy" MD: Pete Schiecke 1 BIG WRECK "Dar" 1 NAKED "Raining" 1 DAYS OF THE NEW "Shell" 1 PRESIDENTS OF "Video"	WVCD/Columbus, OH PD: Jane Purcell MD: Andy Davis 1 EVERCLEAR "Buy" 1 CHERRY POPPIN' "Zoot" 1 HUSKADOOSE "Way" 1 FOO FIGHTERS "Hero"	WWSK/Myrtle Beach, SC PD: Buzz Elliott MD: Andie Summers 16 SUNDAYS "Cry" 14 FOO FIGHTERS "Hero" 14 SMASH MOUTH "Friends" 10 FATBOY SLIM "Going" 10 NAKED "Raining"	WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris 23 SMASH MOUTH "Friends" OASIS "World" HONEYRODS "Soap" SMASH MOUTH "Friends" FRETBLANKET "Ocean" CHUMBAWAMBA "Amnesia" BARENAKED LADIES "Brian" FAT "Numb"	WVVE/Rochester, NY PD/MD: Erick Anderson 7 PRESIDENTS OF "Video" 6 OASIS "World" HUM "Comin'"	WVVE/Rochester, NY PD/MD: Erick Anderson 7 PRESIDENTS OF "Video" 6 OASIS "World" HUM "Comin'"
WAVF/Charleston, SC PD: Rob Cressman MD: Janda Baldwin MOND "Life" FAT "Numb" CALEXICO "Paper"	WVCD/Columbus, OH PD: Jane Purcell MD: Andy Davis 1 EVERCLEAR "Buy" 1 CHERRY POPPIN' "Zoot" 1 HUSKADOOSE "Way" 1 FOO FIGHTERS "Hero"	WWSK/Myrtle Beach, SC PD: Buzz Elliott MD: Andie Summers 16 SUNDAYS "Cry" 14 FOO FIGHTERS "Hero" 14 SMASH MOUTH "Friends" 10 FATBOY SLIM "Going" 10 NAKED "Raining"	WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris 23 SMASH MOUTH "Friends" OASIS "World" HONEYRODS "Soap" SMASH MOUTH "Friends" FRETBLANKET "Ocean" CHUMBAWAMBA "Amnesia" BARENAKED LADIES "Brian" FAT "Numb"	WVVE/Rochester, NY PD/MD: Erick Anderson 7 PRESIDENTS OF "Video" 6 OASIS "World" HUM "Comin'"	WVVE/Rochester, NY PD/MD: Erick Anderson 7 PRESIDENTS OF "Video" 6 OASIS "World" HUM "Comin'"
WEND/Charlotte, NC PD: Jack Daniel MD: Rick Brewer OASIS "World" CHRIS CORNELL "Sunshower" MIGHTY MIGHTY "Royal" EELS "Hell" FOO FIGHTERS "Hero" HUM "Comin'" PRESIDENTS OF "Video"	WVCD/Columbus, OH PD: Jane Purcell MD: Andy Davis 1 EVERCLEAR "Buy" 1 CHERRY POPPIN' "Zoot" 1 HUSKADOOSE "Way" 1 FOO FIGHTERS "Hero"	WWSK/Myrtle Beach, SC PD: Buzz Elliott MD: Andie Summers 16 SUNDAYS "Cry" 14 FOO FIGHTERS "Hero" 14 SMASH MOUTH "Friends" 10 FATBOY SLIM "Going" 10 NAKED "Raining"	WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris 23 SMASH MOUTH "Friends" OASIS "World" HONEYRODS "Soap" SMASH MOUTH "Friends" FRETBLANKET "Ocean" CHUMBAWAMBA "Amnesia" BARENAKED LADIES "Brian" FAT "Numb"	WVVE/Rochester, NY PD/MD: Erick Anderson 7 PRESIDENTS OF "Video" 6 OASIS "World" HUM "Comin'"	WVVE/Rochester, NY PD/MD: Erick Anderson 7 PRESIDENTS OF "Video" 6 OASIS "World" HUM "Comin'"



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SKY DANIELS

Alternative: Out Of Work

□ Despite strong qualitative, at-work listening research is disappointing

As the Alternative format matures both in terms of years in existence and the age of its original core audience, one would assume that it has a significant number of listeners in the labor force. Furthermore, impressive qualitative has revealed that the format attracts successful, moneyed professionals.

So how come research on at-work listening preferences doesn't show improving indexes?



Jim McGuinn

In Arbitron's recent study, *America's Top Stations: A Format Profile*, Alternative showed numbers that were disappointing for a format looking to "come of age." In the survey, for example, the format's P1 listeners devoted a nominal 27% of TSL

by location at work. In contrast, AC captured a whopping 51%. Pop/Alternative a strong 48%, and Classic Rock a huge 56%! Alternative fared on a par with Country at 29% and CHR/Pop at 26%.

Alternative did have a respectable 38% of its TSL captured at home, but, as Edison Research's Larry Rosin indicates, "A lot smaller cume can be converted to much greater TSL by at-work listening."

Rosin went on to suggest that, from both professional findings and personal interpretation, Alternative possibly fared poorly due to a lack of concentrated effort as opposed to any presumed notion that the format was too young or edgy for at-work audiences. Rosin was quick to dispel many presumptions that are made regarding at-work listening habits. These included:

- Many people use the terms "at-

work" and "in-office" interchangeably.

- Most people think of "9-to-5" as "at work."
- Many managers believe no format other than AC can successfully target this listening group.
- As a result of AC's dominance, many managers furthermore believe most at-work listening should be targeted to women.

- Perhaps the most common assumption regarding at-work listening is that people are forced to listen to stations they wouldn't choose for themselves, that they are held captive by others.

It Won't Hurt To Try

Rosin agreed that, with the high qualitative Alternative garners, it wouldn't hurt to try to capture at-work listening more intently. He said, "You can presume that Alternative listeners are at least slightly more likely to work at an office. People in offices are much more likely to listen to the radio at work, and, once there, listen more. Workplaces with lots of young people should be a primary point of marketing concentration for Alternative."

Rosin particularly feels that Alternative concedes this target, saying, "Having done as much work as

I do with Alternative, the subject of at-work listening almost never comes up. It doesn't seem to be something that format thinks about."

It's easy to act from traditional assumptions of the workplace being dominated by a centralized public-address system piping in the soothing sounds of "the station everyone at work can agree upon," but the reality is, most listeners make independent choices on individual radios. Sometimes, they aren't even listening on traditional radios. As Rosin suggests, "With the significant increase of radio listening done via computer multimedia systems, and with research depicting so many young people likely to access the Internet, there may be opportunities for Alternative to capture at-work listening through Web sites."

The notion of "soothing sounds" takes a further hit when one looks at some of the traditional thinking about what constitutes good midday music for Alternative. In its recent "Alternative Music Clusters" analysis, Coleman Research discovered that "Flashback" music may not be the at-work answer, saying, "Flashback Rock and Flashback Pop, while compatible with each other, do not achieve highly positive correlation scores with any of the other clusters in the [alternative music] study. These findings suggest that Flashback probably has more of a place in the Hot AC/Modern AC format than in the Alternative format."

So much for mining oldies to manufacture lunchtime listening.

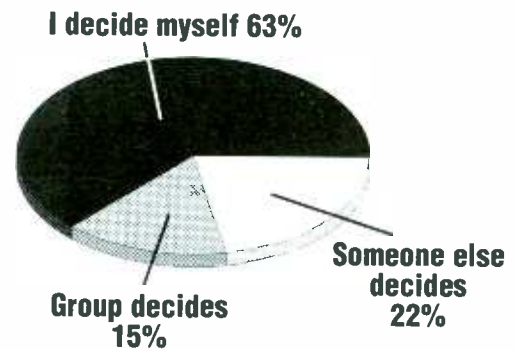
What Rosin and the Arbitron study suggest is that marketing more actively to at-work listening is a mandate for Alternative radio. While many programmers may balk at this notion, fearing potential negatives from any further efforts to "mainstream" the format, this seems to be one area of marked opportunity.

One programmer, WPLY/Philadelphia's Jim McGuinn thought so. His motivation came from closely reviewing the facts. Says McGuinn, "My motivation for committing to at-work marketing came from a visit to Arbitron headquarters and reviewing diaries. We were struck by how many listeners cited us as their favorite station, but seemed to relegate their listening to on the way to work in their car and at home. We tried to think of some way to retain that listening without sounding trite. Most techniques didn't fit the Alternative image, so we opted to be blunt. We would offer a '9-to-5 Bribe.'"

McGuinn says the station dealt with the on-air focus by having owner Dan Lerner adopt a "Crazy Dan"

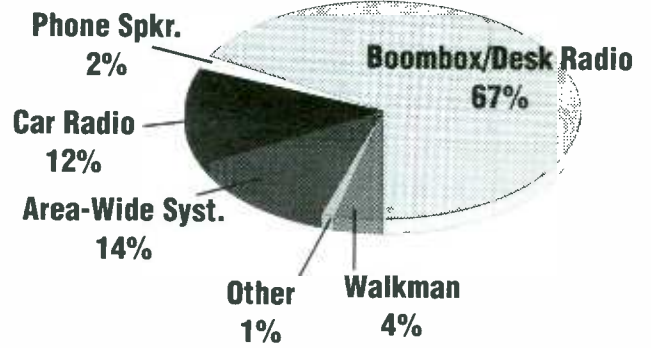
I'm The Boss

When it comes to deciding what they listen to at work, more individuals are in charge than you might think, according to the recent Arbitron study.



Source: Re-Interview Study

It is easier for the individual to make those decisions, since, according to the study, more single radio sets account for listening than community systems.



Source: Re-Interview Study

guise, parodying the high-intensity-salesman spots found everywhere these days. Offers McGuinn, "We played on our underdog status with promos that had Dan complaining, 'It's costing us a lot of money to run commercials on that *Seinfeld* show you kids watch, so we'll just give you cash instead.'" The spots were enhanced by a local punk band's deconstruction of the Dolly Parton song "Nine To Five."

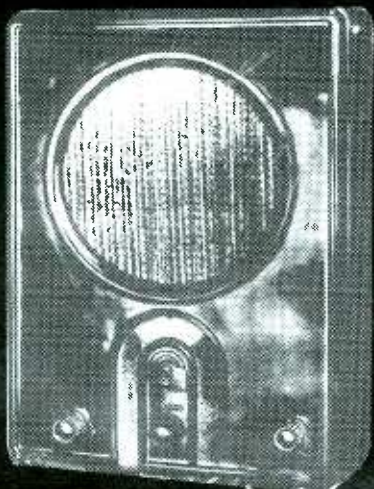
McGuinn said one spot commented on the rapid changes in the broadcast marketplace, a fact that the audience was aware of because of high-profile station sales. The spot had Crazy Dan suggesting, "This station's not for sale, but we hope you are!"

The contest required submission of entries, with forced listening from entrants at 9am, 2pm, and 5pm (thus

9-2-5). Entrants names were called, and they had 15 minutes to call back to win \$1000. Initial response was strong, says McGuinn. "We had over 15,000 faxes alone in the early stage of the contest. We also devoted exterior telemarketing and direct marketing to increasing awareness and participation."

McGuinn understands the concerns about such a mainstream marketing approach, particularly at a time when Alternative is worried about a loss of identity. He says, "Programmers are facing a lot of hard decisions about the identity of this format now, and how much more they feel they can broaden its accessibility. We just operated on the belief that our audience worked. We wanted to bring this lifestyle badge to that environment and not be denied that opportunity."

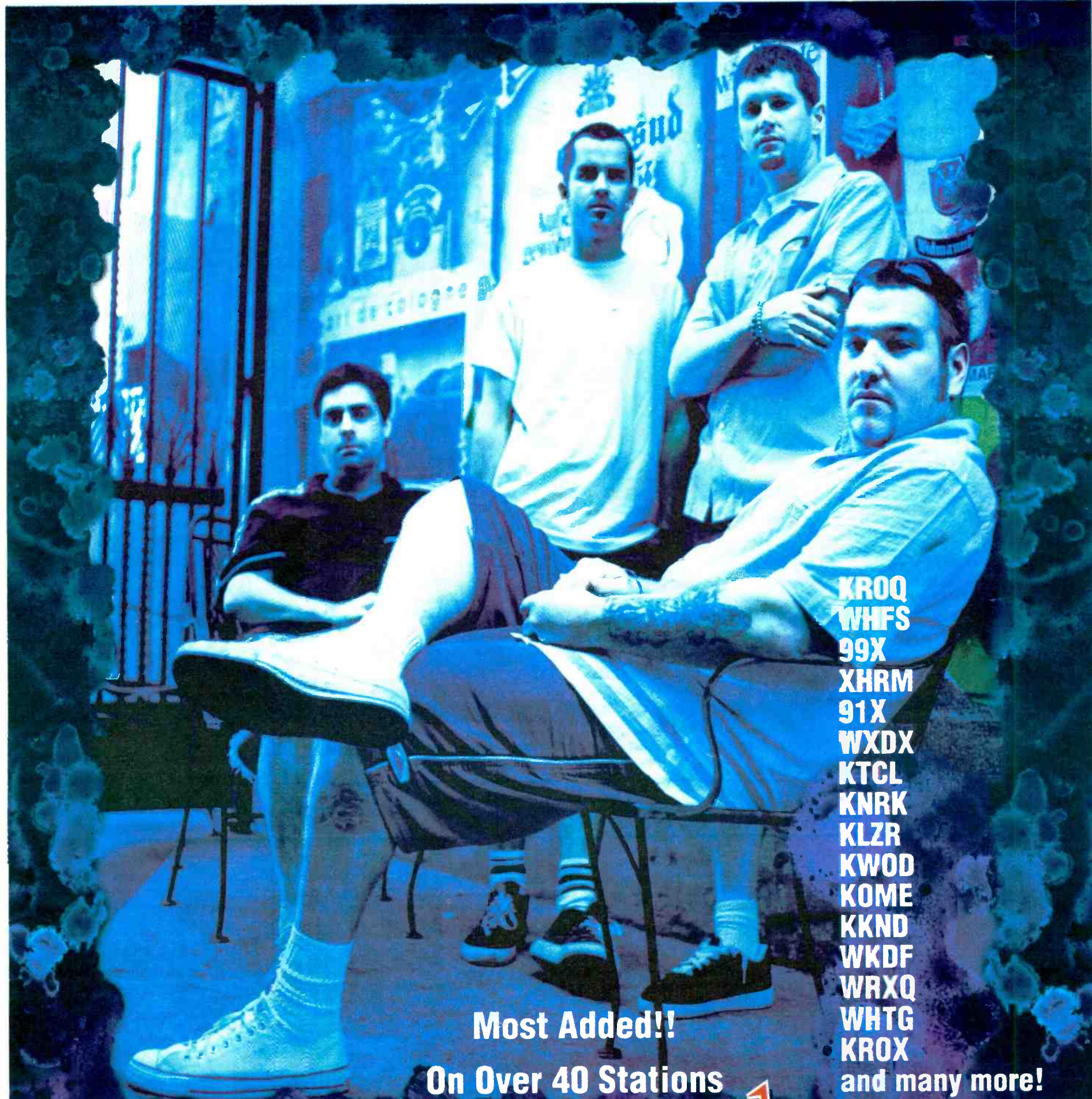
COURSE OF EMPIRE "The Information"



Impacting Radio 1.26.98



WHO'S THE REAL FREAK? — You can't send those nutty R&R staffers to New York without a chaperon, especially if they plan on hanging with the crew at TVT Records. Shown mingling with some New York locals are: (l-r) R&R's Cyndee Maxwell and Sky Daniels, TVT's Sudi Gaasche, two potential TVT hires, and TVT's Gary Jay. Kneeling and puffing in front is R&R sales rep Kristy Reeves.



KROQ
WHFS
99X
XHRM
91X
WXDX
KTCL
KNRK
KLZR
KWOD
KOME
KKND
WKDF
WRXQ
WHTG
KROX
and many more!

Most Added!!
On Over 40 Stations

Smash Mouth

Why Can't We Be Friends

The New Single and Video From The Platinum+ Album **FUSH YU MANG**



Video Directed by McG



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ON TOUR NOW WITH THIRD EYE BLIND



ACTIVE ROTATION!

5W	4W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	4W	5W	
4	1	1	1	MARCY PLAYGROUND Sex And Candy (Capitol) 3657 3445 3306 3008 97/2					
7	4	2	2	GREEN DAY Time Of Your Life (Good Riddance) (Reprise) 3475 3205 2968 2736 103/1					
—	—	6	3	PEARL JAM Given To Fly (Epic) 3263 2652 — — 102/4					
3	3	3	4	MATCHBOX 20 3am (Lava/Atlantic) 3013 3028 3193 3077 90/0					
11	10	7	5	THIRD EYE BLIND How's It Going To Be (Elektra/EEG) 2701 2537 2489 2265 95/1					
1	2	4	6	EVERCLEAR Everything To Everyone (Capitol) 2657 2870 3197 3254 87/0					
6	6	5	7	VERVE Bitter Sweet Symphony (Hut/Virgin) 2655 2685 2888 2752 95/1					
13	13	10	8	OUR LADY PEACE Clumsy (Columbia) 2602 2385 2081 1735 98/1					
12	11	11	9	BEN FOLDS FIVE Brick (550 Music) 2555 2374 2214 1927 90/1					
5	7	8	10	DAYS OF THE NEW Touch, Peel, And Stand (Outpost/Geffen) 2483 2452 2810 2757 80/0					
8	8	9	11	BUSH Mouth (Hollywood) 2129 2411 2695 2736 84/0					
15	14	13	12	BLINK 182 Dammit (Growing Up) (Cargo/MCA) 1865 1850 1827 1625 86/2					
20	19	17	13	CREED My Own Prison (Wind-up) 1734 1520 1342 1188 67/4					
35	27	19	14	BLACK LAB Wash It Away (DGC/Geffen) 1586 1412 990 698 76/2					
17	15	16	15	SARAH MCLACHLAN Sweet Surrender (Arista) 1575 1613 1676 1526 70/3					
21	20	18	16	CORNERSHOP Brimful Of Asha (Luaka Bop/WB) 1548 1516 1293 1160 74/3					
9	9	12	17	FOO FIGHTERS Everlong (Roswell/Capitol) 1496 1909 2539 2641 63/0					
19	16	20	18	BECK Deadweight (London/Island) 1440 1381 1541 1405 73/1					
10	12	15	19	SMASH MOUTH Walkin' On The Sun (Interscope) 1419 1683 2141 2341 60/1					
27	21	21	20	MIGHTY MIGHTY BOSSTONES Royal Oil (Big Rig/Mercury) 1405 1246 1150 1066 71/3					
2	5	14	21	CHUMBAWAMBA Tubthumping (Republic/Universal) 1329 1783 2900 3204 61/0					
48	34	23	22	LOREENA MCKENITT The Mummers' Dance (Quinlan Road/WB) 1231 1088 710 410 66/4					
BREAKER			23	FOO FIGHTERS My Hero (Roswell/Capitol) 1085 493 162 158 83/25					
33	28	24	24	311 Beautiful Disaster (Capricorn/Mercury) 1084 1035 946 798 72/7					
18	17	22	25	SPACE MONKEYS Sugar Cane (Chingon/Factory/Interscope) 1032 1175 1496 1491 49/0					
26	22	25	26	RADIOHEAD Karma Police (Capitol) 890 925 1085 1080 51/1					
32	29	30	27	RADIO BOWIE I'm Afraid Of Americans (Virgin) 783 742 879 799 47/1					
39	32	29	28	REEL BIG FISH She Has A Girlfriend Now (Mojo/Universal) 763 753 746 650 41/0					
—	—	40	29	HUFFAMOOSE Wait (Interscope) 714 576 429 236 41/1					
—	50	41	30	FATBOY SLIM Going Out Of My Head (Skint/Astralwerks/Caroline) 688 575 431 231 53/7					
29	25	27	31	G. LOVE & SPECIAL SAUCE The Ghost Of Tom Joad (Epic) 660 847 1048 951 46/0					
—	—	38	32	BARENAKED LADIES Brian Wilson (Reprise) 652 590 371 330 42/8					
36	33	34	33	RAGE AGAINST THE MACHINE The Ghost Of Tom Joad (Epic) 636 653 725 694 53/0					
—	39	33	34	SCOTT WEILAND Lady, Your Roof Brings Me Down (Atlantic) 627 659 658 386 46/1					
—	—	42	35	SAVE FERRIS Goodbye (Starpool/Epic) 620 556 308 106 41/5					
42	44	39	36	SISTER HAZEL Happy (Universal) 599 586 566 499 28/2					
41	42	37	37	STEREOPHONICS Traffic (V2) 585 598 621 565 47/4					
DEBUT			38	OASIS All Around The World (Epic) 583 238 9 5 55/31					
38	37	32	39	SUGAR RAY RPM (Lava/Atlantic) 561 672 700 660 44/0					
14	18	26	40	CURE Wrong Number (Fiction/Elektra/EEG) 557 848 1384 1639 33/0					
43	43	36	41	JANE'S ADDICTION Jane Says (Warner Bros.) 554 606 574 496 34/1					
45	46	48	42	LISA LOEB I Do (Geffen) 554 517 492 464 23/2					
37	35	35	43	LOVE SPIT LOVE Fall On Tears (Maverick/WB) 552 639 708 684 37/0					
40	40	46	44	JIMMIE'S CHICKEN SHACK High (Rocket/A&M Associated) 533 534 656 649 37/0					
—	—	—	45	TONIC Open Up Your Eyes (Polydor/A&M) 521 399 389 344 36/4					
—	47	47	46	FIONA APPLE Never Is A Promise (Clean Slate/Work) 519 528 471 364 42/0					
28	23	31	47	SEVEN MARY THREE Lucky (Mammoth/Atlantic) 502 714 1060 1064 22/0					
—	—	49	48	EELS Your Lucky Day In Hell (DreamWorks/Geffen) 492 509 358 197 41/3					
—	48	50	49	TREBLE CHARGER Red (RCA) 477 509 460 392 36/0					
23	36	44	50	GREEN DAY Hitchin' A Ride (Reprise) 450 553 708 1131 25/0					

This chart reflects airplay from January 5-11. Songs ranked by total plays. Highlighted songs indicate Breaker.
103 Alternative reporters. 102 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

NEW & ACTIVE

LAUREN CHRISTY Magazine (Mercury)
Total Plays: 412, Total Stations: 25, Adds: 0

COLLECTIVE SOUL She Said (Dimension/Capitol)
Total Plays: 371, Total Stations: 21, Adds: 4

CHRIS CORNELL Sunshower (Atlantic)
Total Plays: 364, Total Stations: 43, Adds: 26

ALANA DAVIS 32 Flavors (Elektra/EEG)
Total Plays: 304, Total Stations: 15, Adds: 1

SMASH MOUTH Why Can't We Be Friends? (Interscope)
Total Plays: 297, Total Stations: 42, Adds: 30

CHANTAL KREVIASZUK Surrounded (Columbia)
Total Plays: 243, Total Stations: 11, Adds: 0

EVERCLEAR I Will Buy You A New Life (Capitol)
Total Plays: 242, Total Stations: 26, Adds: 14

SUNDAYS Cry (DGC/Geffen)
Total Plays: 230, Total Stations: 20, Adds: 5

BIG WRECK The Oaf (Atlantic)
Total Plays: 198, Total Stations: 35, Adds: 21

SUBLIME Bad Fish (Gasoline Alley/MCA)
Total Plays: 197, Total Stations: 10, Adds: 2

Songs ranked by total plays.

BREAKERS®

FOO FIGHTERS My Hero (Roswell/Capitol)

TOTAL PLAYS/INCREASE 1085/592 TOTAL STATIONS/ADDS 83/25 CHART 23

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
OASIS All Around The World (Epic)	31
SMASH MOUTH Why Can't We Be Friends? (Interscope)	30
CHRIS CORNELL Sunshower (Atlantic)	26
HUM Comin' Home (RCA)	26
FOO FIGHTERS My Hero (Roswell/Capitol)	25
PRESIDENTS OF U.S.A... Video Killed... (Maverick/WB)	23
FINLEY QUAYE Sunday Shining (550 Music)	22
BIG WRECK The Oaf (Atlantic)	21
NAKED Raining On The Sky (Red Ant)	15
CHERRY POPPIN' DADDIES Zoot Suit... (Mojo/Universal)	14
EVERCLEAR I Will Buy You A New Life (Capitol)	14

BECK
PLAY "DEADWEIGHT"
DON'T BECOME IT
New This Week At:
WPLA!
MONITOR 19* - 17* +81
R&R 20 - 18
Researching & Requesting
Everywhere!

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PEARL JAM Given To Fly (Epic)	+611
FOO FIGHTERS My Hero (Roswell/Capitol)	+592
OASIS All Around The World (Epic)	+345
GREEN DAY Time Of Your Life (Good...) (Reprise)	+270
OUR LADY PEACE Clumsy (Columbia)	+217
CREED My Own Prison (Wind-up)	+214
MARCY PLAYGROUND Sex And Candy (Capitol)	+212
BEN FOLDS FIVE Brick (550 Music)	+181
CHRIS CORNELL Sunshower (Atlantic)	+180
BLACK LAB Wash It Away (DGC/Geffen)	+174

HOTTEST RECURRENTS

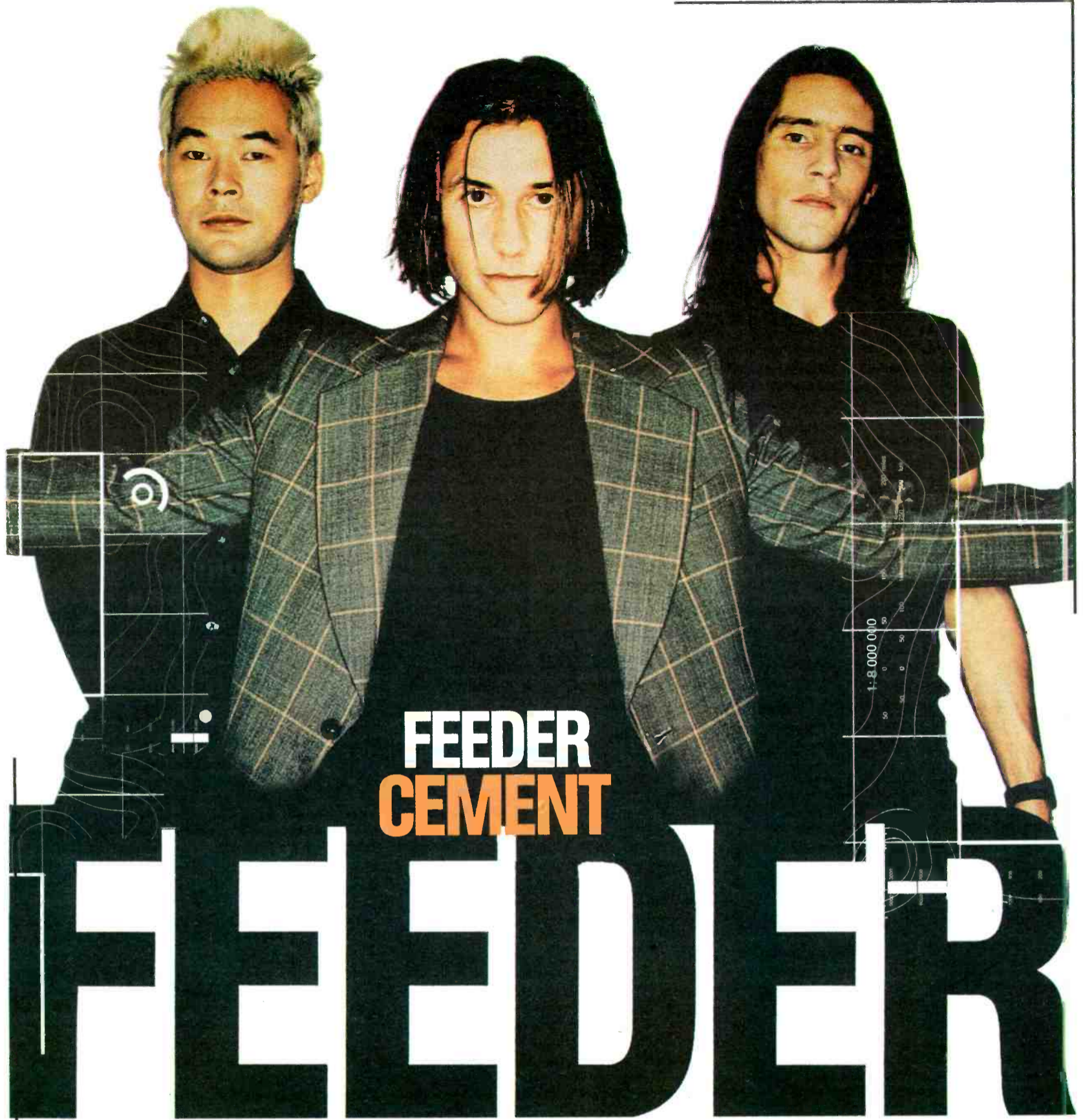
SUGAR RAY Fly (Lava/Atlantic)
FIONA APPLE Criminal (Clean Slate/Work)
SUBLIME Wrong Way (Gasoline Alley/MCA)
MIGHTY MIGHTY BOSSTONES The Impression... (Big Rig/Mercury)
TONIC If You Could Only See (Polydor/A&M)
MATCHBOX 20 Push (Lava/Atlantic)
BLUR Song 2 (Virgin)
OUR LADY PEACE Superman's Dead (Columbia)
THIRD EYE BLIND Semi-Charmed Life (Elektra/EEG)
WALLFLOWERS Three Marlenas (Interscope)

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.

I Prefer Jonathan Fire Eater



On Tour with Everclear Feb.19th through Apr. 1st!



FEEDER
CEMENT

FEEDER

The first single from Feeder's debut album Polythene

"The album rocks (like a bastard, if truth be told), but every track is underpinned by an irresistible and infectious pop classicism which sets the band apart." - **New Musical Express**

Produced by Chris Sheldon & Feeder • Remixed by Brian Sperber • U.S. Representation: AAM

For Adds On January 19th!

"This is killer Pop Music." -Q Magazine

"...He is the best songwriter...
and his band is gonna rock the world.
Cheers, lads, it's fucking brilliant." -Kerrang



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www.elektra.com

Break Through

Artist

FATBOY SLIM

TRACK: "GOING OUT OF MY HEAD"

LP: BETTER LIVING THROUGH CHEMISTRY

PRODUCER: SLIM/TOWNSHEND

LABEL: SKINT/ASTRALWERKS/CAROLINE

essentials: Norman Cook is frying the competition at electronica with this fusion of rock, rhythm, and soul. Having banged the bass for '80s polit-band the **Housemartins**, Cook now beats the proverbial drum for a new generation of soundsmiths in the guise of **Fatboy Slim**. With his indoctrination with **Beats International**, Cook explored the dance

world in various acts and guises, releasing singles under six different names.

Here in 1998, Cook has adopted the one name that is causing programmers, once shy about committing to electronic music, to venture forward. For the most part, this hasn't been a response to any perceived "movement," rather it's been the moving experience this track affords. Programmers from **WFNX/Boston** (38x), **WNNX/Atlanta** (22x), **KITS/SF** (27x), and **KOME/San Jose** (20x) have found the sound covers enough ground, via the stabilizing force of its **Who** sample, to satisfy clubsters and guitar freaks.

In the new year, the Alternative format, seeking different sounds, can find it through *Chemistry*.

• **Influences:** Chemical Bros., Sly & The Family Stone

• **Artist POV:** For someone who has adopted no less than 10 professional aliases and guises, there isn't a singular point-of-view. For now, Norman Cook wants you to enter the world of Fatboy Slim, and Slim isn't talking ...

—Sky Daniels



Breakthrough Artist highlights breaking artists with strong chart momentum.

Big Wreck "The Oaf" (Atlantic)
KCCX/Kansas City
MD Jason Justice



The first time I sat down with "The Oaf" by Big Wreck, I was somewhat unsure. I guess I was looking for something to

come out of the blue and hit me in the gut, holding it up to standards like the first time

I heard Velvet Underground, R.E.M., or Husker Du. That's what happens when you're looking for a song that can change the face of music. I wanted a band that only Alternative could claim. I always want that, but they come along once (or twice) in a decade. ■ Upon further listening, I began to develop an appreciation for the song, performers, and producer. "The Oaf" is a song where you can hear all its influences openly. The song moves and shifts through its precedents. Just as you say, "Hey, this sounds like ..." it shifts to yet another reference. It becomes instantly familiar in that process. The hook establishes itself, and the next thing you know, you really like it. You will play this song sooner or later. Don't be the "oaf" who plays it last.

Jason Justice
ON THE RECORD

Smash Mouth makes "Friends" with the format by delivering a huge second track. Watch the press and touring start to add up behind it ... **Chris Cornell** has always been the most innately powerful performer in Alternative, so it was inevitable that "Sunshower" would outshine the competition ... **Oasis** took its lumps of overexpectations and have set about winning the format over with the best track yet from *Be Here Now*. Hey, they're even doing radio stops ... **Finley Quaye** has been methodically set up by **550 Music**, and the adds are rolling in ... Huge first week for **Hum**, with more to come ... Massive buzz surrounding **Black Grape**. Pure and simple, "Marbles" is a Top Five track ... Two acts from the guitar universe,

ON THE RADIO
With Sky Daniels

Cool For August and **Feeder**, are gaining interest from programmers looking to appease nighttime males ... One song made **Chumbawamba** multiplatinum. Will the format get "Amnesia"? ... **RECORD OF THE WEEK:** James Iha "Be Strong Now."



Days of the New

"Shelf In The Room"

The Follow-Up To The Top 5 Modern Rock Track and No.1 Active Rock "Touch, Peel And Stand" From The Self-Titled Debut Album Certified Gold



Produced by Scott Litt
Engineered and Co-Produced by Bill Klatt
Management: Rick Smith & Victor Somogyi for Wild Justice
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ALTERNATIVE PLAYLISTS

January 16, 1998 R&R • 99

FIND COMPLETE PLAYLISTS FOR ALL ALTERNATIVE REPORTERS ON R&R ONLINE

MARKET #1
K ROCK
WXRK/New York
(212) 314-9230
Kingston/Peer

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
11	35	38	ALICE IN CHAINS/Down In A Hole		
39	37	34	TOOL/Aenema		
12	26	37	FOO FIGHTERS/My Hero		
15	14	36	37 FILTER & CRYSTAL.../(Can't You) Trip...		
39	37	35	36 VERVE/Bitter Sweet...		
19	29	28	PEARL JAM/Given To Fly		
15	19	26	METALLICA/The Unforgiven II		
35	39	26	BLINK 182/Dammit (Growing Up)		
29	27	28	EVERCLEAR/Everything To...		
30	27	27	GREEN DAY/Hitchin' A Ride		
8	16	25	27 BLACK LAB/Wash It Away		
36	38	26	THIRD EYE BLIND/Graduate		
19	26	26	CHRIS CORNELL/Sunshower		
6	8	15	26 BEN FOLDS FIVE/Brick		
25	24	25	OUR LADY PEACE/Clumsy		
31	27	25	26 DAYS OF THE NEW/Touch, Peel, And...		
10	13	24	25 GREEN DAY/Time Of Your Life...		
23	24	25	SOUNDGARDEN/Bleed Together		
20	18	25	MATCHBOX 20/3am		
34	34	24	25 METALLICA/The Memory Remains		
34	39	24	23 MARCY PLAYGROUND/Sex And Candy		
38	35	21	20 FOO FIGHTERS/Everlong		
19	15	25	19 PRODIGY/Breathe		
11	14	13	15 JANE'S ADDICTION/Jane Says		
9	11	15	14 BIG WRECK/The Oa		
11	13	10	14 MIGHTY MIGHTY.../The Impression...		
9	15	13	14 ALICE IN CHAINS/Again		
9	12	10	13 TONIC/Open Up Your Eyes		
19	12	13	12 CHEMICAL BROTHERS/Block Rockin' Beats		

MARKET #2
KROQ
KROQ/Los Angeles
(818) 567-1067
Weatherly/
Sandblom/Worden

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
31	40	30	34	BLINK 182/Dammit (Growing Up)	
18	35	27	32	SUBLIME/Caress Me Down	
23	38	32	32	EVERCLEAR/Everything To...	
17	36	32	32	BECK/Deadweight	
-	-	-	-	12	31 PEARL JAM/Given To Fly
34	40	23	31	GREEN DAY/Time Of Your Life...	
33	38	30	30	MARCY PLAYGROUND/Sex And Candy	
23	29	30	27	OAYS OF THE NEW/Touch, Peel, And...	
-	-	-	-	17	24 FOO FIGHTERS/My Hero
-	-	-	-	22	23 THIRD EYE BLIND/Losing A Whole Year
23	21	29	23	BUSH/Mouth	
8	21	21	23	311/Beautiful Disaster	
26	25	21	22	VERVE/Bitter Sweet...	
16	23	21	21	THIRD EYE BLIND/How's It Going To Be	
34	31	20	21	OUR LADY PEACE/Clumsy	
11	15	13	21	FIONA APPLE/Never Is A Promise	
34	18	20	20	BEN FOLDS FIVE/Brick	
-	-	-	-	11	20 RADIOHEAD/Karma Police
-	-	-	-	19	20 VERUCA SALT/Benjamin
19	14	24	19	BLACK LAB/Wash It Away	
13	22	19	19	SAVE FERRIS/Goodbye	
37	34	24	19	FOO FIGHTERS/Everlong	
21	25	15	18	MATCHBOX 20/3am	
-	-	-	-	20	18 EVERCLEAR/Will Buy You...
-	-	-	-	21	16 GREEN DAY/Prosthetic Head
-	-	-	-	16	MATCHBOX 20/Long Day
23	20	18	14	OASIS/All Around The World	
-	-	-	-	23	20 18 LOREENA MCKENITT/The Mummers...
-	-	-	-	23	10 17 SMASH MOUTH/Why Can't We Be...

MARKET #3
Q101
WKQX/Chicago
(312) 527-8348
Luke/Shuminas

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
44	45	41	43	MARCY PLAYGROUND/Sex And Candy	
18	22	38	43	CREED/My Own Prison	
45	40	42	42	DAYS OF THE NEW/Touch, Peel, And...	
22	27	41	41	VERVE/Bitter Sweet...	
44	21	39	41	THIRD EYE BLIND/How's It Going To Be	
23	41	38	38	MATCHBOX 20/3am	
-	-	-	-	27	38 PEARL JAM/Given To Fly
23	25	24	28	GREEN DAY/Time Of Your Life...	
26	42	28	28	311/Beautiful Disaster	
23	23	28	28	BEN FOLDS FIVE/Brick	
-	-	-	-	9	17 27 BARENAKED LADIES/Brian Wilson
24	41	40	25	EVERCLEAR/Everything To...	
-	-	-	-	14	25 25 TONIC/Open Up Your Eyes
25	22	25	25	OUR LADY PEACE/Clumsy	
21	22	25	24	BECK/Deadweight	
20	21	20	24	RADIOHEAD/Karma Police	
20	8	19	23	BLINK 182/Dammit (Growing Up)	
25	23	23	23	SARAH MCLACHLAN/Sweet Surrender	
-	-	-	-	19	20 VERUCA SALT/Benjamin
-	-	-	-	19	19 OASIS/All Around The World
20	22	18	19	SUBLIME/Do It	
-	-	-	-	24	19 FOO FIGHTERS/My Hero
47	20	17	16	CHUMBAWAMBA/Tubthumping	
-	-	-	-	15	19 15 LOREENA MCKENITT/The Mummers...
41	37	15	16	FOO FIGHTERS/Everlong	
-	-	-	-	15	16 GREEN DAY/Prosthetic Head
-	-	-	-	14	17 14 BUSH/Mouth
-	-	-	-	7	13 13 FATBOY SLIM/Going Out Of My Head
18	15	13	13	SPACE MONKEYS/Sugar Cane	
10	11	11	11	11 CURVE/Chinese Burn	

MARKET #4
LIVE 103.5
KITS/San Francisco
(415) 512-1053
Sands/West/Axelsson

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
28	20	45	40	BEN FOLDS FIVE/Brick	
31	27	34	39	EVERCLEAR/Everything To...	
27	38	33	33	GREEN DAY/Time Of Your Life...	
40	16	36	36	FOO FIGHTERS/Everlong	
-	-	-	-	25	33 PEARL JAM/Given To Fly
38	41	38	33	VERVE/Bitter Sweet...	
19	14	15	30	THIRD EYE BLIND/How's It Going To Be	
-	-	-	-	24	30 OASIS/All Around The World
-	-	-	-	19	40 BLINK 182/Dammit (Growing Up)
22	40	30	30	DAYS OF THE NEW/Touch, Peel, And...	
10	30	22	28	SUPERGRASS/Late In The Day	
-	-	-	-	25	29 28 BLACK LAB/Wash It Away
23	30	31	27	FATBOY SLIM/Going Out Of My Head	
15	26	25	25	311/Beautiful Disaster	
17	15	12	24	BECK/Deadweight	
24	23	20	28	OUR LADY PEACE/Clumsy	
16	19	10	19	BECK/Deadweight	
-	-	-	-	18	18 VERVE/Lucky Man
35	38	36	17	BECK/Jack-Ass	
-	-	-	-	17	THIRD EYE BLIND/Losing A Whole Year
21	15	11	26	MATCHBOX 20/3am	
6	1	22	16	SUGAR RAY/Fly	
24	28	11	14	SUBLIME/Caress Me Down	
-	-	-	-	7	12 27 EVERCLEAR/Everything To...
8	12	12	12	SARAH MCLACHLAN/Sweet Surrender	
27	30	20	20	LOREENA MCKENITT/The Mummers...	
40	23	10	10	SMASH MOUTH/Walkin' On The Sun	
-	-	-	-	11	6 9 GREEN DAY/Prosthetic Head
7	9	9	7	PRODIGY/Smack My Bitch Up	
12	8	7	7	DEATH IN VEGAS/Dirt	

MARKET #5
Y-100
WPLT/Philadelphia
(610) 565-8900
McGuinn/Kubinski/Elliott

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
32	42	41	44	MARCY PLAYGROUND/Sex And Candy	
40	42	42	42	EVERCLEAR/Everything To...	
41	41	42	42	MATCHBOX 20/3am	
41	41	42	41	DAYS OF THE NEW/Touch, Peel, And...	
28	30	40	40	GREEN DAY/Time Of Your Life...	
27	26	31	36	BEN FOLDS FIVE/Brick	
28	25	27	33	THIRD EYE BLIND/How's It Going To Be	
15	14	33	31	CORNERSHOP/Brimful Of Asha	
-	-	-	-	34	30 PEARL JAM/Given To Fly
32	32	31	30	HUFFAMOOSE/Wait	
-	-	-	-	17	30 28 OUR LADY PEACE/Clumsy
32	32	28	28	SPACE MONKEYS/Sugar Cane	
32	29	30	27	VERVE/Bitter Sweet...	
-	-	-	-	19	26 OASIS/All Around The World
28	22	29	26	BUSH/Mouth	
27	25	23	26	FOO FIGHTERS/Everlong	
17	15	24	25	TONIC/Open Up Your Eyes	
18	26	26	22	KULA SHAKER/Hust	
26	28	22	22	SARAH MCLACHLAN/Sweet Surrender	
13	12	21	21	REEL BIG FISH/She Has A...	
16	17	20	17	BECK/Deadweight	
-	-	-	-	16	16 BARENAKED LADIES/Brian Wilson
18	19	16	15	LISA LOEB/I Do	
-	-	-	-	13	14 ALANA DAVIS/32 Flavours
-	-	-	-	10	12 12 BLINK 182/Dammit (Growing Up)
13	17	11	11	LOVE SPIT LOVE/Fall On Tears	
-	-	-	-	11	11 SISTER HAZE/Happy
11	12	11	11	DAVID BOWIE/I'm Afraid Of...	
-	-	-	-	11	11 LOREENA MCKENITT/The Mummers...
11	13	10	10	RADIOHEAD/Karma Police	

MARKET #6
KDGE/Dallas
(972) 770-7777
Doherty

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
30	43	50	49	MARCY PLAYGROUND/Sex And Candy	
45	33	44	45	EVERCLEAR/Everything To...	
-	-	-	-	16	26 43 CREED/My Own Prison
43	35	43	43	DAYS OF THE NEW/Touch, Peel, And...	
19	20	28	30	CORNERSHOP/Brimful Of Asha	
22	23	30	30	OUR LADY PEACE/Clumsy	
27	40	27	29	VERVE/Bitter Sweet...	
-	-	-	-	27	29 PEARL JAM/Given To Fly
29	27	27	29	SUNDAYS/Summer Time	
29	27	26	29	DEPECHE MODE/Home	
-	-	-	-	19	23 29 HUFFAMOOSE/Wait
29	28	27	28	BEN FOLDS FIVE/Brick	
25	27	30	27	GREEN DAY/Time Of Your Life...	
26	25	30	27	CURE/Wrong Number	
25	25	27	27	BECK/Deadweight	
24	23	27	27	311/Beautiful Disaster	
45	44	42	46	FOO FIGHTERS/Everlong	
21	18	26	26	BUSH/Mouth	
-	-	-	-	25	25 BOBGOBLIN/Overthrow
24	24	24	24	SUBLIME/Do It	
-	-	-	-	25	24 BLACK LAB/Wash It Away
15	19	24	24	THIRD EYE BLIND/How's It Going To Be	
33	32	28	23	CHUMBAWAMBA/Tubthumping	
18	13	21	21	NEO/Rain On The Sky	
16	19	17	17	SARAH MCLACHLAN/Sweet Surrender	
-	-	-	-	17	17 FOO FIGHTERS/My Hero
15	16	16	16	LOVE SPIT LOVE/Fall On Tears	
25	20	16	16	MATCHBOX 20/3am	
20	18	25	15	BLINK 182/Dammit (Growing Up)	
-	-	-	-	18	15 FATBOY SLIM/Going Out Of My Head

MARKET #6
PLANET 96.3
WPLT/Detroit
(313) 871-3030
Michaels/Tear

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
48	50	44	48	SMASH MOUTH/Walkin' On The Sun	
22	22	43	47	LISA LOEB/I Do	
-	-	-	-	14	41 46 MARCY PLAYGROUND/Sex And Candy
50	48	45	46	CHUMBAWAMBA/Tubthumping	
47	48	45	45	MATCHBOX 20/3am	
43	45	39	45	TONIC/You Could Only...	
49	34	43	43	SUNDAYS/Summer Time	
27	28	43	41	CHANTAL KREVIKZUK/Surrounded	
26	27	26	32	VERVE/Bitter Sweet...	
29	20	20	30	SISTER HAZE/All For You	
32	29	28	30	TOAD THE WET.../Crazy Life	
28	29	26	29	FIONA APPLE/Criminal	
28	30	25	29	DEPECHE MODE/Home	
24	18	20	28	ALANA DAVIS/32 Flavours	
24	25	29	27	BARENAKED LADIES/Brian Wilson	
44	48	28	27	PAULA COLE/Don't Want To Wait	
29	27	28	26	SARAH MCLACHLAN/Building A Mystery	
21	23	21	24	OUNGAN SHEIK/Wishful Thinking	
21	22	22	24	LONGPIS/On And On	
-	-	-	-	18	24 BEN FOLDS FIVE/Brick
27	27	23	24	BIG HEAD TODD.../Please Don't Tell...	
24	23	20	23	THIRD EYE BLIND/How's It Going To Be	
-	-	-	-	13	18 PEARL JAM/Given To Fly
21	28	18	18	HUFFAMOOSE/Wait	
7	8	11	18	GREEN DAY/Time Of Your Life...	
22	19	23	28	SARAH MCLACHLAN/Sweet Surrender	
21	16	13	18	MATCHBOX 20/Push	
15	18	18	18	LOREENA MCKENITT/The Mummers...	
48	51	24	17	SUGAR RAY/Fly	
-	-	-	-	12	17 17 OUR LADY PEACE/Clumsy

MARKET #7
89X
CIMX/Detroit
(313) 961-6397
Brookshaw/Cannova

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
49	47	55	60	MATCHBOX 20/3am	
16	13	46	57	THIRD EYE BLIND/How's It Going To Be	
45	48	55	56	EVERCLEAR/Everything To...	
49	48	54	55	MARCY PLAYGROUND/Sex And Candy	
-	-	-	-	42	52 PEARL JAM/Given To Fly
-	-	-	-	25	41 44 LOREENA MCKENITT/The Mummers...
31	24	28	46	BECK/Deadweight	
39	37	43	44	BEN FOLDS FIVE/Brick	
-	-	-	-	12	38 41 MORCHEEBA/The Music That We...
38	37	39	40	OUR LADY PEACE/Automatic Flowers	
45	48	28	34	CORNERSHOP/Brimful Of Asha	
23	26	29	33	CHANTAL KREVIKZUK/Surrounded	
24	25	32	32	JANE'S ADDICTION/Jane Says	
38	31	25	31	GREEN DAY/Time Of Your Life...	
-	-	-	-	34	30 CHRIS CORNELL/Sunshower
23	24	26	29	SAVE FERRIS/Goodbye	
-	-	-	-	25	28 FOO FIGHTERS/My Hero
28	23	31	27	OUR LADY PEACE/Clumsy	
18	18	26	26	SARAH MCLACHLAN/Sweet Surrender	
-	-	-	-	25	25 LONGPIS/On And On
33	36	32	24	BRAN VAN 3000/Drinking In L.A.	
-	-	-	-	14	17 MATCHBOX 20/Long Day
19	17	16	16	BLINK 182/Dammit (Growing Up)	
15	17	13	15	311/Beautiful Disaster	
26	32	24	14	MIGHTY MIGHTY.../Royal Oil	
-	-	-	-	13	21 AN DIRANCO/32 Flavours
2	2	2	12	BARENAKED LADIES/Brian Wilson	
16	17	7	12	DAVID BOWIE/I'm Afraid Of...	
11	14	8	7	SCOTT WEILAND/Lady, Your Roof...	
-	-	-	-	6	6 MUSTARD PLUG/The Freshman

MARKET #8
WHFS 99.1 FM
WHFS/Washington
(301) 306-0991
Benjamin/Waugh/
Ferrise

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
22	29	34	36	MARCY PLAYGROUND/Sex And Candy	
21					

ALTERNATIVE PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ALTERNATIVE REPORTERS ON R&R ONLINE

MARKET #20
WXDX/Pittsburgh
(412) 937-1441
Moschitta/Diana

PLAYS
SW 4W LW TW

35	34	26	40	DAYS OF THE NEW/Touch, Peel, And...
37	33	30	39	EVERCLEAR/Everything To
21	21	24	38	MARCY PLAYGROUND/Sex And Candy
32	32	28	37	MATCHBOX 20/3am
36	36	22	35	GREEN DAY/Time Of Your Life...
19	19	16	34	BEN FOLDS FIVE/Brick
23	17	15	30	THIRD EYE BLIND/How's It Going To Be
-	-	-	26	PEARL JAM/Given To Fly
20	20	14	23	CREED/My Own Prison
22	17	16	23	VERVE/Bitter Sweet...
18	18	16	22	BLINK 182/Dammit (Growing Up)
25	22	16	22	JIMMIE'S CHICKEN.../High
19	19	14	22	DAVID BOWIE/I'm Afraid Of...
24	18	15	21	OUR LADY PEACE/Clumsy
10	16	17	20	BECK/Deadweight
24	18	13	19	SARAH MCLACHLAN/Sweet Surrender
21	15	13	18	BUSH/Mouth
-	-	-	12	LORENA MCKENITT/The Mummers...
-	-	-	1	FOO FIGHTERS/My Hero
-	-	-	1	OASIS/All Around The World
-	-	-	1	BARENAKED LADIES/Brian Wilson
11	16	11	14	G. LOVE & SPECIAL.../Stepping Stones
-	-	-	1	BLACK LAB/Wash It Away
-	-	-	1	SUGAR RAY/RPM
11	12	10	13	SCOTT WEILAND/Lady, Your Roof...
11	12	10	10	REEL BIG FISH/She Has A...
10	11	9	10	RAGE AGAINST.../The Ghost Of Tom...
1	11	9	10	THIRD EYE BLIND/How's It Going To Be
-	-	-	10	JANE'S ADDICTION/Jane Says
-	-	-	10	HONEYRODS/Soap Opera
-	-	-	10	CORNERSHOP/Brimful Of Asha
-	-	-	7	FATBOY SLIM/Going Out Of My Head

MARKET #22
KTCL/Denver
(303) 623-9330
Hayes

PLAYS
SW 4W LW TW

17	23	26	32	DAVID BOWIE/I'm Afraid Of...
24	23	26	32	OUR LADY PEACE/Clumsy
30	32	28	31	GREEN DAY/Time Of Your Life...
22	21	25	31	BECK/Deadweight
23	23	26	30	THIRD EYE BLIND/How's It Going To Be
18	23	28	30	LORENA MCKENITT/The Mummers...
-	-	-	19	PEARL JAM/Given To Fly
32	30	26	30	MARCY PLAYGROUND/Sex And Candy
30	29	28	30	VERVE/Bitter Sweet...
24	31	12	25	DAYS OF THE NEW/Touch, Peel, And...
12	13	25	31	SARAH MCLACHLAN/Sweet Surrender
12	16	19	25	BEN FOLDS FIVE/Brick
9	10	17	25	FATBOY SLIM/Going Out Of My Head
9	8	18	25	MIGHTY MIGHTY.../Royal Oil
20	23	21	25	LOVE SPIT LOVE/Fall On Tears
-	-	-	24	SMASH MOUTH/Why Can't We Be...
9	19	20	24	MORCHEEBA/The Music That We...
24	23	20	24	ROYAL CROWN REVUE/Barflies At...
22	23	20	24	SPACE MONKEYS/Sugar Cane
10	13	21	23	AQUABATS/Super Rad
13	11	14	22	MOBY/James Bond Theme
9	10	12	16	EELS/Your Lucky Day In...
-	-	-	16	SOUTHERN CULTURE.../House Of Bamboo
16	24	15	16	BLINK 182/Dammit (Growing Up)
17	12	13	16	REEL BIG FISH/She Has A...
22	23	17	15	AS/AIN'T GOIN' TO GO
10	13	12	14	JANE'S ADDICTION/Jane Says
-	-	-	5	HONEYRODS/Soap Opera
8	12	16	14	CORNERSHOP/Brimful Of Asha
-	-	-	14	CHERRY POPPIN'.../Zoot Suit Riot

MARKET #23
WENZ/Cleveland
(216) 861-0100
Robertson

PLAYS
SW 4W LW TW

44	45	48	49	MATCHBOX 20/3am
44	46	47	47	VERVE/Bitter Sweet...
45	49	45	47	EVERCLEAR/Everything To...
47	45	46	46	THIRD EYE BLIND/How's It Going To Be
22	22	45	46	BEN FOLDS FIVE/Brick
-	-	-	30	LORENA MCKENITT/The Mummers...
49	47	46	45	PEARL JAM/Given To Fly
48	46	45	45	GREEN DAY/Time Of Your Life...
48	46	45	45	DAYS OF THE NEW/Touch, Peel, And...
24	26	16	23	MARCY PLAYGROUND/Sex And Candy
24	26	16	23	BARENAKED LADIES/Brian Wilson
21	28	17	21	G. LOVE & SPECIAL.../Stepping Stones
19	21	17	21	BECK/Deadweight
23	22	16	21	LAUREN CHRISTY/Magazine
-	-	-	19	SAVE FERRIS/Goodbye
25	25	18	20	BLACK LAB/Wash It Away
20	22	18	20	RADIOHEAD/Karma Police
23	21	18	20	PIETASTERS/Out All Night
26	23	17	20	LORENA MCKENITT/The Mummers...
20	21	17	20	LOVE SPIT LOVE/Fall On Tears
19	44	46	19	SARAH MCLACHLAN/Sweet Surrender
-	-	-	19	REEL BIG FISH/She Has A...
-	-	-	18	HUFFAMOOSE/Wait
22	22	17	19	CORNERSHOP/Brimful Of Asha
23	21	16	19	BLINK 182/Dammit (Growing Up)
22	25	18	18	FIONA APPLE/Never Is A Promise
23	23	17	18	OUR LADY PEACE/Clumsy
-	-	-	17	SUNDAYS/Cry
22	25	18	17	MIGHTY MIGHTY.../Royal Oil
26	22	18	17	STEREOPHONICS/Traffic
-	-	-	17	SCOTT WEILAND/Lady, Your Roof...

MARKET #24
KNRK/Portland, OR
(503) 223-1441
Hamilton

PLAYS
SW 4W LW TW

44	43	43	44	DAYS OF THE NEW/Touch, Peel, And...
44	43	43	44	MARCY PLAYGROUND/Sex And Candy
38	43	43	43	BEN FOLDS FIVE/Brick
43	43	43	43	BUSH/MOUTH
43	43	43	43	GREEN DAY/Time Of Your Life...
43	43	43	43	MATCHBOX 20/3am
24	43	43	43	OUR LADY PEACE/Clumsy
23	24	24	24	BLINK 182/Dammit (Growing Up)
23	25	24	24	VERVE/Bitter Sweet...
-	-	-	23	BLACK LAB/Wash It Away
23	23	23	23	CORNERSHOP/Brimful Of Asha
23	22	22	23	EVERCLEAR/Will Buy You...
-	-	-	23	FOO FIGHTERS/My Hero
10	12	24	22	MIGHTY MIGHTY.../Royal Oil
-	-	-	22	PEARL JAM/Given To Fly
20	23	21	22	THIRD EYE BLIND/How's It Going To Be
-	-	-	25	EELS/Your Lucky Day In...
19	23	24	21	STEREOPHONICS/Traffic
-	-	-	20	LORENA MCKENITT/The Mummers...
-	-	-	19	LORENA MCKENITT/The Mummers...
-	-	-	13	SUNDAYS/Cry
22	24	10	8	DAVID BOWIE/I'm Afraid Of...
-	-	-	8	DEATH IN VEGAS/Dir
-	-	-	8	SMASH MOUTH/Why Can't We Be...
9	10	12	11	FATBOY SLIM/Going Out Of My Head
11	12	11	6	G. LOVE & SPECIAL.../Stepping Stones
8	9	11	6	SAVE FERRIS/Goodbye
-	-	-	11	CHERRY POPPIN'.../Zoot Suit Riot

MARKET #25
WAOZ/Cincinnati
(513) 621-9326
Harris/Jamie

PLAYS
SW 4W LW TW

54	50	55	56	MEREDITH BROOKS/What Would Happen
22	29	58	55	MARCY PLAYGROUND/Sex And Candy
55	56	49	53	SMASH MOUTH/Walkin' On The Sun
49	47	50	51	CHUMBAWAMBA/Tubthumping
31	34	30	45	FIONA APPLE/Criminal
55	50	52	44	LISA LOEB/Di
27	29	36	42	MATCHBOX 20/3am
20	23	31	39	GREEN DAY/Time Of Your Life...
-	-	-	37	LORENA MCKENITT/The Mummers...
34	36	34	37	SUNDAYS/SummerTime
-	-	-	37	BILLIE MYERS/Kiss The Rain
22	23	42	36	ALANA DAVIS/32 Flavors
46	53	-	33	MATCHBOX 20/Push
32	34	39	32	THIRD EYE BLIND/How's It Going To Be
-	-	-	14	SEVEN MARY THREE/Lucky
50	53	52	31	SUGAR RAY/Fly
33	35	16	30	JAIL Believe
27	16	19	29	VERVE/Bitter Sweet.../Time
-	-	-	26	CHANTAL KREVIJAZUK/Surrounded
28	30	19	27	SARAH MCLACHLAN/Sweet Surrender
19	25	28	27	OLIVE/You're Not Alone
2	14	25	26	SISTER HAZEL/Happy
10	13	25	26	BEN FOLDS FIVE/Brick
14	23	29	24	SPACE MONKEYS/Sugar Cane
9	9	24	15	FIONA APPLE/Never Is A Promise
-	-	-	7	SAVE FERRIS/Goodbye
10	8	10	14	CORNERSHOP/Brimful Of Asha
-	-	-	10	EELS/Your Lucky Day In...
11	10	10	12	BECK/Deadweight

MARKET #25
WOXY/Cincinnati
(513) 523-4114
Cole/Yfyfe

PLAYS
SW 4W LW TW

-	-	-	26	SOUTHERN CULTURE.../House Of Bamboo
10	23	24	26	ROYAL CROWN REVUE/Barflies At...
-	-	-	13	PEARL JAM/Given To Fly
15	16	19	19	SPIRITUALIZED/I Think I'm In Love
-	-	-	18	DRIVIN'-N-CRYIN'/Everything's
11	12	11	18	JONATHAN FIREATER/No Love Like That
-	-	-	13	OASIS/ Hope, I Think...
-	-	-	17	MOSTER MOUSE/Polar Opposites
-	-	-	10	PETE BELASCO/Air I Want
-	-	-	12	EVERCLEAR/Such For...
-	-	-	11	G. LOVE & SPECIAL.../Repece
11	11	11	11	CLARISAA/But White
-	-	-	13	CLARA THOMAS/The Girl
10	13	11	17	MORCHEEBA/The Music That We...
-	-	-	13	PAUL WELLSER/Friday Street
-	-	-	17	VICTORIA WILLIAMS/Train Song
-	-	-	17	COURSE OF EMPIRE/The Information
-	-	-	10	BUTTERGLORY/Come On!
-	-	-	11	JONATHAN BROOKE/Crums
-	-	-	10	GRANDPOY/Homelessexual
-	-	-	10	SCOTT WEILAND/Lady, Your Roof...
-	-	-	13	PIZZICATO FIVE/My Baby Portable...
11	22	23	17	FRANK & WALTERS/Indian Ocean
10	12	11	17	LAUREN CHRISTY/Magazine
-	-	-	16	BLACK GRAPE/Marbles (Why You...)
6	-	-	16	FATBOY SLIM/Going Out Of My Head
-	-	-	10	MIGHTY MIGHTY.../Royal Oil
-	-	-	10	SUR IMPLOSION/Kingdom Of Lies
-	-	-	16	HUM/Comin' Home
11	11	13	16	SPACE MONKEYS/Sugar Cane

MARKET #26
KCCX/Kansas City
(816) 254-1073
Lenac/Justice

PLAYS
SW 4W LW TW

39	38	37	35	VERVE/Bitter Sweet...
38	39	37	34	MARCY PLAYGROUND/Sex And Candy
30	34	34	34	GREEN DAY/Time Of Your Life...
39	38	34	33	DAYS OF THE NEW/Touch, Peel, And...
38	39	36	33	BUSH/MOUTH
-	-	-	36	PEARL JAM/Given To Fly
34	38	37	32	CREED/My Own Prison
21	27	28	30	OUR LADY PEACE/Clumsy
26	27	30	29	MIGHTY MIGHTY.../Royal Oil
17	17	30	28	BLACK LAB/Wash It Away
20	24	30	28	THIRD EYE BLIND/How's It Going To Be
39	38	33	27	OFFSPRING/Chooze
4	12	25	25	DAVID BOWIE/I'm Afraid Of...
25	28	30	25	BLINK 182/Dammit (Growing Up)
15	15	23	19	MATCHBOX 20/3am
-	-	-	14	FOO FIGHTERS/My Hero
8	12	15	17	311/Beautiful Disaster
15	13	18	17	SUGAR RAY/RPM
26	19	16	16	SARAH MCLACHLAN/Karma Police
16	16	19	16	STEREOPHONICS/Traffic
-	-	-	6	BIG WRECK/The Daf
14	16	14	14	BECK/Deadweight
15	18	21	14	BEN FOLDS FIVE/Brick
10	10	10	13	RAGE AGAINST.../The Ghost Of Tom...
12	14	12	13	INSANE CLOWN POSSE/Halls Of Illusions
8	10	10	12	TREBLE CHARGER/Red
8	10	12	11	NEWSON HUBBARD/Paper Star
4	11	10	11	SISTER HAZEL/Happy
6	6	7	7	DEFTONES/My Own Summer...
-	-	-	7	EELS/Your Lucky Day In...

MARKET #26
KLZR/Kansas City
(785) 843-1320
Roger The Dodger/
Osburn

PLAYS
SW 4W LW TW

33	37	35	40	BUSH/MOUTH
-	-	-	33	PEARL JAM/Given To Fly
38	39	36	39	MARCY PLAYGROUND/Sex And Candy
20	38	36	38	THIRD EYE BLIND/How's It Going To Be
37	37	36	38	GREEN DAY/Time Of Your Life...
21	22	33	38	DAYS OF THE NEW/Touch, Peel, And...
38	37	36	37	BEN FOLDS FIVE/Brick
20	34	32	36	OUR LADY PEACE/Clumsy
21	23	25	27	CORNERSHOP/Brimful Of Asha
19	24	22	27	RADIOHEAD/Karma Police
22	24	25	26	BLINK 182/Dammit (Growing Up)
22	24	26	26	BLINK 182/Dammit (Growing Up)
5	9	20	26	REEL BIG FISH/She Has A...
25	25	23	26	SMASH MOUTH/Walkin' On The Sun
9	9	20	26	BLACK LAB/Wash It Away
24	22	26	25	EVERCLEAR/Everything To...
34	36	22	25	SAVE FERRIS/Goodbye
19	24	25	25	SARAH MCLACHLAN/Sweet Surrender
19	19	22	25	EELS/Your Lucky Day In...
18	19	21	24	MATCHBOX 20/3am
23	22	24	24	VERVE/Bitter Sweet...
19	20	22	24	RAGE AGAINST.../The Ghost Of Tom...
-	-	-	19	RUSKABANK/Hothead
20	18	23	24	SUGAR RAY/RPM
21	20	20	23	311/Beautiful Disaster
21	20	23	23	BECK/Deadweight
24	24	23	23	FOO FIGHTERS/Everlong
23	22	19	23	BUCK-O-NINE/Round Kid
22	18	22	23	MIGHTY MIGHTY.../Royal Oil

MARKET #27
KWOD/Sacramento
(916) 448-5000
Bunce

PLAYS
SW 4W LW TW

45	52	52	52	MARCY PLAYGROUND/Sex And Candy
29	28	24	51	GREEN DAY/Time Of Your Life...
-	-	-	50	PEARL JAM/Given To Fly
50	52	50	45	SUBLIME/Doan' Time
52	52	50	42	FOO FIGHTERS/Everlong
44	24	50	40	MATCHBOX 20/3am
-	-	-	35	U2/The Sweetest Thing
19	33	35	38	OUR LADY PEACE/Clumsy
6	11	35	38	BLACK LAB/Wash It Away
41	52	29	37	THIRD EYE BLIND/How's It Going To Be
10	10	11	37	SAVE FERRIS/Goodbye
19	27	35	35	CORNERSHOP/Brimful Of Asha
31	29	33	33	BEN FOLDS FIVE/Brick
7	10	35	29	MORCHEEBA/The Music That We...
30	30	34	27	SARAH MCLACHLAN/Sweet Surrender
33	33	31	26	BUSH/MOUTH
30	25	26	26	SMASH MOUTH/Walkin' On The Sun
46	34	26	25	CHUMBAWAMBA/Tubthumping
12	12	26	24	DAYS OF THE NEW/Touch, Peel, And...
16	19	20	21	BLINK 182/Dammit (Growing Up)

NEW MUSIC SPECIALTY SHOWS

Grape: Eight! Panel: Won

If the enlightened members of the R&R Specialty Show Panel are any indication, then **Black Grape** is shaping up to break through to the mainstream. For an unprecedented eight straight weeks, **Ryder** and friends have rode the herd, holding on to what is admittedly a kinetic lot. **Hum** had a huge week, wasting no time in establishing its presence with a second-place showing behind play at **WBCN/Boston, KLZR/Kansas City**, and others. **Propellerheads** have been building huge buzz and now are seeing strong results by placing third, with support including **KITS/SF, WFNX/Boston**, and more. Both **Fat** and **Fatboy Slim** continue to throw their weight around, **Feeder** is eating up lots of play, and **Course Of Empire** invades the Panel kingdom. **Record To Watch: Jonathan Fire Eater.**

KNDD/Seattle

Loudspeaker
Sunday, January 4
Bill Reid



SPIRITUALIZED I Think I'm ... (Dedicated/Arista)

PENNYWISE Fight 'Til You Die (Epitaph)

BIS Kill Yr Boyfriend (Grand Royal)

BLINKER THE STAR My Dog (A&M)

ATARI TEENAGE RIOT Start The ... (Grand Royal)

APPLES IN STEREO Shine A Light (SpinArt)

A3 Ain't Goin' To Goa (Elemental/Geffen)

FATBOY SLIM Going Out ... (Skint/Astralwerks/Caroline)

PIETASTERS Out All Night (Hellcat/Epitaph)

RANCID The Brothels (Hellcat/Epitaph)



TOP 20 ARTISTS

Ranked by total number of shows reporting artist.

- 1 BLACK GRAPE (Radioactive)
- 2 HUM (RCA)
- 3 PROPELLERHEADS (DreamWorks/Geffen)
- 4 OASIS (Epic)
- 5 CHERRY POPPIN' DADDIES (Space Age/Mojo/Universal)
- 6 FOO FIGHTERS (Roswell/Capitol)
- 7 FAT (DV8/A&M)
- 8 ANNE SUMMERS (PC)
- 9 PORTISHEAD (Go Beat!/London/Island)
- 10 FEEDER (Echo/Elektra/EEG)
- 11 FATBOY SLIM (Skint/Astralwerks/Caroline) Airplay Includes: KFMA, KNDD, WXEG
- 12 EVERCLEAR (Capitol) Airplay Includes: WDGE, KLZR, KTBB
- 13 PEE SHY (Mercury) Airplay Includes: WEDG, WHFS, WPLY
- 14 MELONY (Minty Fresh) Airplay Includes: WQXA, KCCX, KNRK
- 15 DEFTONES (Maverick/WB) Airplay Includes: KNRK, KXTE, WXRK
- 16 CHRIS CORNELL (Atlantic) Airplay Includes: WDGE, WSFM, WXDX
- 17 TOASTERS (Moon Ska) Airplay Includes: KFMA, WBCN, WPLA
- 18 APPLES IN STEREO (SpinArt) Airplay Includes: KCCX, KLZR, KNRK
- 19 HUFFAMOOSE (Interscope) Airplay Includes: WPLY, WXEG, WXDX
- 20 COURSE OF EMPIRE (TVT) Airplay Includes: KXTE, WEJE, WSFM



Black Grape

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 Lo-Fidelity Allstars "Disco Machine Gun" Laika "Plane Dog" Lubilo "Supersonic Day" David Holmes "Gritty Shaker" Gladhands "House Of Mirrors"</p>	<p>WPLT/Detroit, MI Big Sonic Heaven Sunday 10pm-2am Darren Revell Verve "Sommet" Bark "Joga" Portishead "All Mine" Ivy "The Best Thing" Autumn "The Garden Ends"</p>	<p>KROQ/Los Angeles, CA Rodney On The Roo Sunday 9-10pm mid.-2am Rodney Ringenheimer Comet Gain "Hide Away" Brooke Rame "Manstream" Texas "Black Eyed Boy" Blur "Death Of A Party" Comet Gain "Straight"</p>	<p>WOSC/Salisbury, MD Before The Buzz Mon.-Thurs. 11pm-mid. Paula "Roci Star" Sangeleer Cherry Poppin' Daddies "Zoot Suit Riot" Mistle Thrush "Moth-Like" Gladhands "House Of Mirrors" Hurricane#1 "Step Into My World" Black Grape "Get Higher"</p>
<p>WQBK/Albany, NY Over The Edge Monday midnight-2am Kelli McNamara DJ Shadow "High Noon" BMW Bands "Motorboat" Holly McNarland "Numb" Shelter "Alone On My 8-Day" Fluke "Atom Bomb"</p>	<p>WEJE/Ft. Wayne, IN New Music Show Sunday 8:30-9:30pm Weasel Fat "Numb" Kottonmouth Kings "My Hero" Kottonmouth Kings "Suburban Life" Louie Says "Cold To The Touch" Propellerheads "Bang On!"</p>	<p>WHTG/Monmouth, NJ Goin' Underground Sunday 9pm-midnight Jeff Raspe Mark Mulcahy "I Woke Up In The..." David Poe "Blue Glass Fall" Paul Weller "Mermaids" Feeder "Cement" Handdogs "Hey, Janeane"</p>	<p>XTRA/San Diego, CA Floorboard Wednesday midnight-2am Action DJ Hilary Manner Farm "Good" Shelter "Alone On My 8-Day" Collide "Whip" Unwritten Law "Teenage Suicide" Feeder "Cement"</p>
<p>WBCN/Boston, MA Nocturnal Emissions Sunday 8-10pm Oedipus Deftones "My Own Summer" Chris Cornell "Sunshower" Sugar Ray "RPM" Kottonmouth Kings "Suburban Life" Get Up Kids "Don't Hate Me"</p>	<p>KFRF/Fresno, CA 60 Minute Buzz Sunday 9-10pm Matt Davis David Bowie "I'm Afraid Of..." Lunatic Calm "Leave You Far Behind" Black Grape "Marbles" Pee Shy "Mr. Whisper" Blur "Beetlebum"</p>	<p>WXRK/New York, NY The "Buzz" Sunday 10pm-midnight-2am Jake/Pinfield Deftones "Around The Fur" Dasis "All Around The World" Fat "Numb" Sister 7 "Know What You..." Cherry Poppin' Daddies "Zoot Suit Riot"</p>	<p>KITS/San Francisco, CA Record Room Sunday 10pm-midnight Aaron/Roland/Mardi Embrace "All You Good People" Air "Sexy Boy" Bran Van 3000 "Drinking In L.A." Propellerheads "Soybreak" Lo-Fidelity Allstars "Disco Machine Gun"</p>
<p>WFNX/Boston, MA Moods For Moderns Sunday midnight-2am Charlie 12 Rods "Red" Acetone "All You Know" Another Girl "Anything For You" Autour De Lucie "Chansan Sans Issue" David Holmes "Gritty Shaker"</p>	<p>WQXA/Harrisburg, PA The Morning News Sunday 8-10am midnight-2am Bill Hanson Suburban "86'd" Mistle Thrush "Moth-Like" Eels "Your Lucky Day In..." Dharma Sons "Come On Everybody" Evelyn Forever "What I Need"</p>	<p>WPLY/Philadelphia, PA Y Not? Sunday 9-10:30pm Dan Fein Anne Summers "It's Cold Outside" Cherry Poppin' Daddies "Zoot Suit Riot" Getaway People "She Gave Me Love" Pee Shy "Mr. Whisper" Stereophonics "Traffic"</p>	<p>KHTY/Santa Barbara, CA Homegrown Sunday 9pm-midnight Sami Tina Sire "Felicy Too" Tearaways "It Could Take Years" Mad Caddies "Can't Fight The..." John Easdale "Bright Side" Upbeat "17 & 7"</p>
<p>WEDG/Buffalo, NY Over And Beyond Sunday 9-10:30pm Brad Maybe Black Grape "Marbles" Pee Shy "Mr. Whisper" Save Ferris "Goodbye" Mistle Thrush "Moth-Like" Blur "Beetlebum"</p>	<p>KTBB/Houston, TX Lunar Rotation Sunday 7-9pm David Sadof Beulah "Lay Low For The..." Death In Vegas "Dirt" Helium "Leon's Space Song" Phoenix Thunderstone "In And Out Of Time" Sixteen Deluxe "Let It Go"</p>	<p>WXDX/Pittsburgh, PA Edge Of The X Sunday 9-11pm Lenny Diapa Fuel "Bittersweet" Green Day "King For A Day" Bogmen "Falling Systems" Getaway People "She Gave Me Love" Three Ton Gate "Keep Me Down"</p>	<p>KJEE/Santa Barbara, CA Dissonant Tendrils Sunday 10:30pm-midnight John Schroeter Bran Van 3000 "Drinking In L.A." Southern Culture "House Of Bamboo" Black Grape "Marbles" Far "Mother Mary" Keoki "Crash"</p>
<p>WBTZ/Burlington, VT Spinning Unrest Sunday 9-10:30pm Steve Picard Hum "Comin' Home" Juliana Hatfield "Trying Not To..." Recoll "Drifting" Doktor Kosmos "Career Opportunities" Wheat "Summer"</p>	<p>WPLA/Jacksonville, FL Forbidden Planet Saturday 8pm-1am Robert Goodman Aphex Twin "Come To Daddy" Aquabats "Super Rad" Autumn "Sunblush" Black Grape "Get Higher" Cherry Poppin' Daddies "Zoot Suit Riot"</p>	<p>KNRK/Portland, OR Something Cool Sunday 9-11pm Jaime Cooley Aphex Twin "Come To Daddy" Modest Mouse "Polar Opposites" Black Grape "Marbles" Promise Ring "Why Did We Ever Meet" David Holmes "Don't Die Just Yet"</p>	<p>KNDD/Seattle, WA Loudspeaker Sunday 10-11pm Bill Reid Spiritualized "I Think I'm In Love" Pennywise "Fight 'Til You Die" Bis "Kill Your..." Blinker The Star "My Dog" Pietasters "Out All Night"</p>
<p>WENZ/Cleveland, OH Prey To The Underground Sunday 10pm-midnight Larry Collins Anne Summers "The Dandy" Cramps "Big Beat From..." Stockmen "Mexican Radio" Helium "Leon's Space Song" Salaryman "Inca Picnic"</p>	<p>KCCX/Kansas City, MO Living Room Sunday 8-10pm Stan & Joel Triple Fast Action "I'm Ready" Cotton Mather "My Before And After" Far "Bury White" Melony "Everyday" 19 Wheels "Colorado"</p>	<p>WBRU/Providence, RI Breaking And Entering Wednesday midnight-2am Mike Green Mono "Life In Mono" Lethfield "Space March" Mark Eitzel "Cold Light Of Day" LTJ Bukem "James Bond Theme" Modest Mouse "Trailer Trash"</p>	<p>KFMA/Tucson, AZ Test Department Sunday 5-8pm Chuck Roast Autour De Lucie "Chansan Sans Issue" Hum "Comin' Home" Foo Fighters "Baker Street" Drill Team "Hope And Dream..." Dave's Big Deluxe "Little L.A."</p>
<p>KDGE/Dallas, TX The Adventure Club Sunday 7-10pm Josh Mark Eitzel "Cold Light Of Day" Seahorses "You Can Talk To Me" Pulp "All Time High" Joy Division "Ceremony" Royal Philharmonic "Roll With It"</p>	<p>KLZR/Kansas City, MO Future Mass Hysteria Monday 10:30pm-12midnight Bob Osburn Pell Mell "Headset" Royal Trux "Faca Amolada" Hum "Green To Me" Apples In Stereo "Seems So" Smoking Popes "I Know You Love Me"</p>	<p>WDGE/Providence, RI House Of New Edge Music Tuesday 11pm-midnight John Allers Foo Fighters "My Hero" Refreshments "Wanted" Fat "Numb" Fretblanket "Into The Ocean" Mistle Thrush "Moth-Like"</p>	<p>WHFS/Washington, DC Now Hear This Sunday 8-10:30pm Dave Marsh Comershop "Funky Days Are..." Flick "One Hundred Days" Folk Implosion "Kingdom Of Lies" Hum "Comin' Home" Pee Shy "Mr. Whisper"</p>
<p>WXEG/Dayton, OH The Edge Spin Cycle Sunday 9-10:30pm Allen Rantz Collective Soul "She Said" Comershop "Brimful Of Asha" Naked "Raining On The Sky" Smash Mouth "Why Can't We Be..." Love Spit Love "Fall On Tears"</p>	<p>KEDG/Las Vegas, NV Area 51 Sunday 9-11pm Kevin Carter Rustic Overtones "Check" Cherry Poppin' Daddies "Zoot Suit Riot" Chopper One "Free Lunch" Dub War "Strike It" Black Grape "Marbles"</p>	<p>KCCX/Riverside, CA Music Meeting Sunday 9-10pm Dwight Arnold Everclear "I Will Buy You A..." Kenny Wayne Shepard "Blue On Black" Jeffie's Fan Club "12" Big Wreck "The Car" Pee "Today"</p>	<p>WSFM/Wilmington, NC Final Hour Weeknights 11pm-midnight Janice A. Suttler Chris Cornell "Sunshower" Wild Strawberries "Trampoline" Bogmen "Falling Systems" Deftones "Around The Fur" 2K "Fuck The Millennium"</p>
<p>KTCL/Denver, CO Adventure University Saturday 10pm-midnight Laney Myhand MIRV "Unbomber" Descendents "Lucky" Anne Summers "It's Cold Outside" Dambuilders "Her Story" No Use For A Name "Growing Down"</p>	<p>KOKE/Las Vegas, NV It Hurts When I Pee Sunday 10pm-midnight Chris Ripley Two "I'm A Pig" Kottonmouth Kings "Suburban Life" Agnes Gooch "Hi-C" Lump Bikit "Nobody Loves Me" Holly McNarland "Elmo"</p>	<p>KPNT/St. Louis, MO New Music Sunday Sunday 7-9:30pm Les Aaron Black Grape "Marbles" Garageland "Beelines To Heaven" Placebo "Big Mouth Strikes..." Hum "Comin' Home" Teenage Fan Club "Star Sign"</p>	<p>39 Total Reporters</p>

FINLEY QUAYE
"SUNDAY SHINING."
Including:
WHFS WPLY XHRM WXDX WENZ KTCL
KXPK KXRK WFNX WXDG Y107 KROX
and many more

5W	4W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	4W	5W	
1	1	1	1	MATCHBOX 20 3am (Lava/Atlantic) 723 746 838 877 29/0					
2	2	2	2	SARAH MCLACHLAN Sweet Surrender (Arista) 689 735 759 740 34/2					
9	5	5	3	LOREENA MCKENITT The Mummies' Dance (Quinlan Road/WB) 630 569 496 365 35/3					
4	4	3	4	VERVE Bitter Sweet Symphony (Hut/Virgin) 603 630 605 579 32/3					
3	3	4	5	LISA LOEB I Do (Geffen) 577 626 671 712 31/0					
10	7	6	6	SISTER HAZEL Happy (Universal) 507 482 435 353 27/1					
19	11	7	7	ALANA DAVIS 32 Flavors (Elektra/EEG) 426 424 340 251 30/2					
20	17	9	8	THIRD EYE BLIND How's It Going To Be (Elektra/EEG) 403 379 268 230 23/4					
—	26	11	9	GREEN DAY Time Of Your Life (Good Riddance) (Reprise) 387 349 209 178 20/4					
13	12	10	10	JOHN MELLENCAMP Without Expression (Mercury) 353 358 339 339 24/0					
8	6	8	11	B.B. KING w/TRACY CHAPMAN The Thrill Is Gone (MCA) 351 387 486 432 27/0					
28	22	15	12	MARCY PLAYGROUND Sex And Candy (Capitol) 341 291 233 209 16/1					
14	14	12	13	ROLLING STONES Saint Of Me (Virgin) 314 330 323 331 24/1					
BREAKER			14	BEN FOLDS FIVE Brick (550 Music) 303 221 194 179 18/5					
27	18	18	15	ABRA MOORE Don't Feel Like Cryin' (Arista Austin/Arista) 292 268 267 209 26/1					
15	16	17	16	SMASH MOUTH Walkin' On The Sun (Interscope) 272 283 282 308 13/0					
11	13	16	17	BARENAKED LADIES Brian Wilson (Reprise) 261 285 329 344 22/3					
21	20	20	18	DOG'S EYE VIEW Last Letter Home (Columbia) 253 236 251 223 21/0					
6	8	13	19	FREDDY JONES BAND Wonder (Capricorn/Mercury) 253 312 372 468 17/0					
7	10	19	20	SUNDAYS Summertime (DGC/Geffen) 243 239 355 443 13/2					
—	28	21	21	HUFFAMOOSE James (Interscope) 231 221 203 168 21/1					
17	19	23	22	PAULA COLE I Don't Want To Wait (Imago/WB) 216 209 258 287 11/0					
5	9	14	23	WALLFLOWERS Three Marlenas (Interscope) 211 309 368 496 17/0					
DEBUT			24	BILLIE MYERS Kiss The Rain (Universal) 202 164 116 78 14/0					
30	—	29	25	CORNERSHOP Brimful Of Asha (Luaka Bop/WB) 197 183 162 189 14/2					
26	27	28	26	JONATHA BROOKE Crumbs (Refuge/MCA) 190 189 207 213 17/0					
DEBUT			27	PEARL JAM Given To Fly (Epic) 188 145 — — 15/3					
DEBUT			28	WILLIAM TOPLEY Stabroek Woman (Mercury) 177 172 171 162 17/0					
18	21	25	29	BLUES TRAVELER Most Precarious (A&M) 175 203 239 270 11/0					
DEBUT			30	JONNY LANG Missing Your Love (A&M) 164 151 121 121 15/1					

This chart reflects airplay from January 5-11. Songs ranked by total plays. Highlighted songs indicate Breaker. 40 Adult Alternative reporters. 38 current playlists. © 1998, R&R Inc.

NEW & ACTIVE

FIONA APPLE Never Is A Promise (Clean Slate/Work)
Total Plays: 153, Total Stations: 14, Adds: 1

MARK KNOPFLER Wag The Dog (Mercury)
Total Plays: 143, Total Stations: 20, Adds: 7

DUNCAN SHEIK Wishful Thinking (Atlantic)
Total Plays: 128, Total Stations: 15, Adds: 2

SUNDAYS Cry (DGC/Geffen)
Total Plays: 122, Total Stations: 15, Adds: 3

BLUES TRAVELER Canadian Rose (A&M)
Total Plays: 113, Total Stations: 18, Adds: 9

DELBERT MCCLINTON Somebody To Love You (Rising Tide)
Total Plays: 104, Total Stations: 12, Adds: 2

COLLECTIVE SOUL She Said (Dimension/Capitol)
Total Plays: 101, Total Stations: 10, Adds: 3

ROBERT BRADLEY'S BLACKWATER... Once Upon A Time (RCA)
Total Plays: 101, Total Stations: 12, Adds: 1

DAR WILLIAMS What Do You Hear (Razor & Tie)
Total Plays: 98, Total Stations: 14, Adds: 1

EDWIN MCCAIN I'll Be (Lava/Atlantic)
Total Plays: 90, Total Stations: 7, Adds: 0

BLACK LAB Wash It Away (DGC/Geffen)
Total Plays: 90, Total Stations: 5, Adds: 0

Songs ranked by total plays

BREAKERS

BEN FOLDS FIVE
Brick (550 Music)

TOTAL PLAYS/INCREASE: 303/82
TOTAL STATIONS/ADDS: 18/5
CHART: 14

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
AGENTS OF GOOD ROOTS Smiling Up The Frown (RCA)	16
BLUES TRAVELER Canadian Rose (A&M)	9
MARK KNOPFLER Wag The Dog (Mercury)	7
KENNY WAYNE SHEPHERD Blue On Black (Revolution)	7
FREDDY JONES BAND Mystic Buzz (Capricorn/Mercury)	6
BALL, THOMAS & NELSON I Want To Do... (Rounder)	5
BEN FOLDS FIVE Brick (550 Music)	5
PETER CASE Let Me Fall (Vanguard)	4
GREEN DAY Time Of Your Life (Good...) (Reprise)	4
THIRD EYE BLIND How's It Going To Be (Elektra/EEG)	4
VICTORIA WILLIAMS Train Song (Atlantic)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BEN FOLDS FIVE Brick (550 Music)	+82
MARK KNOPFLER Wag The Dog (Mercury)	+81
COLLECTIVE SOUL She Said (Dimension/Capitol)	+68
LOREENA MCKENITT The Mummies'... (Quinlan Road/WB)	+61
MARCY PLAYGROUND Sex And Candy (Capitol)	+50
BLUES TRAVELER Canadian Rose (A&M)	+47
AGENTS OF GOOD ROOTS Smiling Up The Frown (RCA)	+46
PEARL JAM Given To Fly (Epic)	+43
SUNDAYS Cry (DGC/Geffen)	+43
KENNY WAYNE SHEPHERD Blue On Black (Revolution)	+40
FREDDY JONES BAND Mystic Buzz (Capricorn/Mercury)	+39

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.



PAUL McCARTNEY

"BEAUTIFUL NIGHT"
FROM THE GRAMMY NOMINATED
ALBUM OF THE YEAR - FLAMING PIE
ALBUM APPROACHING PLATINUM!





ADULT ALTERNATIVE ALBUMS

JANUARY 16, 1998

SW	4W	LA	TR	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	EMPHASIS TRACKS (PLAYS)
1	1	2	1	1 MATCHBOX 20 Yourself Or... (Lava/Atlantic)	861	+14	"3am" (723) "Push" (97)
2	2	1	2	SARAH MCLACHLAN Surfacing (Arista)	833	-15	"Surrender" (689) "Mystery" (84)
4	4	3	3	VERVE Urban Hymns (Hut/Virgin)	661	-22	"Symphony" (603) "Lucky" (26)
12	8	6	4	4 LOREENA MCKENITT The Book Of Secrets (Quintan Road/WB)	638	+64	"Mummers" (630) "Marco" (5)
9	5	5	5	5 SISTER HAZEL Somewhere More Familiar (Universal)	629	+19	"Happy" (507) "All" (114)
3	3	4	6	LISA LOEB Firecracker (Geffen)	580	-50	"Do" (577) "Truthfully" (3)
5	6	7	7	ROLLING STONES Bridges To Babylon (Virgin)	504	-30	"Saint" (314) "Anybody" (78)
15	12	6	8	8 THIRD EYE BLIND Third Eye Blind (Elektra/EEG)	476	+13	"How" (403) "Life" (58)
21	14	10	9	9 ALANA DAVIS Blame It On Me (Elektra/EEG)	433	+4	"Flavors" (426) "Crazy" (5)
8	7	9	10	B.B. KING Deuces Wild (MCA)	428	-13	"Thrill" (351) "Baby" (33)
23	22	12	11	11 GREEN DAY Nimrod (Reprise)	422	+26	"Time" (387) "Hitchin" (35)
10	11	16	12	12 SUNDAYS Static & Silence (DGC/Geffen)	382	+64	"Summertime" (243) "Cry" (122)
14	15	13	13	JOHN MELLENCAMP The Best That I Could Do (Mercury)	353	-5	"Without" (353)
—	25	18	14	14 MARCY PLAYGROUND Marcy Playground (Capitol)	341	+50	"Sex" (341)
7	10	14	15	FREDDY JONES BAND Lucid (Capricorn/Mercury)	310	-32	"Wonder" (253) "Mystic" (44)
—	—	25	16	16 BEN FOLDS FIVE Whatever And Ever Amen (550 Music)	310	+83	"Brick" (303) "Kate" (7)
20	21	20	17	17 BLUES TRAVELER Straight On Till Morning (A&M)	309	+21	"Precarious" (175) "Canadian" (113)
22	16	15	18	ABRA MOORE Strangest Places (Arista Austin/Arista)	306	-13	"Cryin" (292) "Clover" (8)
6	9	11	19	WALLFLOWERS Bringing Down The Horse (Interscope)	301	-95	"Marlenas" (211) "Headlight" (40)
30	24	22	20	20 HUFFAMOOSE We've Been Had Again (Interscope)	277	+17	"James" (231) "Wait" (34)
17	19	21	21	SMASH MOUTH Fush Yu Mang (Interscope)	272	-11	"Walkin" (272)
11	13	17	22	BARENAKED LADIES Rock Spectacle (Reprise)	269	-40	"Brian" (261) "Apartment" (8)
25	23	23	23	23 DOG'S EYE VIEW Daisy (Columbia)	254	+16	"Letter" (253) "Falling" (1)
16	17	19	24	FIONA APPLE Tidal (Clean Slate/Work)	247	-41	"Promise" (153) "Criminal" (87)
18	20	26	25	PAULA COLE This Fire (Imago/WB)	234	+8	"Wait" (216) "Cowboys" (15)
—	—	—	26	26 BILLIE MYERS Growing Pains (Universal)	224	+44	"Rain" (202) "Words" (12)
—	—	—	27	JONNY LANG Lie To Me (A&M)	211	+21	"Missing" (164) "Ground" (22)
—	—	24	28	WILLIAM TOPLEY Black River (Mercury)	210	-18	"Stabroek" (177) "Ring" (24)
—	—	30	29	GREGG ALLMAN Searching For Simplicity (Epic)	206	+3	"Whippin" (162) "Poison" (22)
26	29	28	30	JONATHA BROOKE 10 Cent Wings (Refuge/MCA)	203	-4	"Crumbs" (190) "Secrets" (8)

This chart reflects airplay from January 5-11. Albums ranked by total plays, with plays from all cuts from an album combined. 40 Adult Alternative reporters, 38 current playlists. © 1998, R&R Inc.

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
AGENTS OF GOOD ROOTS Smiling Up The Frown (RCA)	16
SOUNDTRACK Wag The Dog (Mercury)	7
BALL, THOMAS & NELSON Sing It! (Rounder)	6
KENNY WAYNE SHEPHERD Trouble Is (Revolution)	6
BEN FOLDS FIVE Whatever And Ever Amen (550 Music)	5
BLUES TRAVELER Straight On Till Morning (A&M)	5
PETER CASE Full Service (Vanguard)	4
GREEN DAY Nimrod (Reprise)	4
SUNDAYS Static & Silence (DGC/Geffen)	4
THIRD EYE BLIND Third Eye Blind (Elektra/EEG)	4
VICTORIA WILLIAMS Musings Of A Creekdipper (Atlantic)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BEN FOLDS FIVE Whatever And Ever Amen (550 Music)	+83
SOUNDTRACK Wag The Dog (Mercury)	+81
SOUNDTRACK Scream 2 (Dimension/Capitol)	+68
LOREENA MCKENITT The Book Of Secrets (Quintan Road/WB)	+64
SUNDAYS Static & Silence (DGC/Geffen)	+64
MARCY PLAYGROUND Marcy Playground (Capitol)	+50
AGENTS OF GOOD ROOTS Smiling Up The Frown (RCA)	+46
BILLIE MYERS Growing Pains (Universal)	+44
PEARL JAM Yield (Epic)	+43
KENNY WAYNE SHEPHERD Trouble Is (Revolution)	+42

REPORTERS

Stations and their adds by track listed alphabetically by market

WXLE/Albany, NY PD: Neil Hunter 9 SAVAGE GARDEN "Truly" 3 BARENAKED LADIES "Brian" JONNY LANG "Missing" BEN FOLDS FIVE "Brick"	KFXD/Boise, ID PD: Kevin Welch MD: Carl Schneider 5 BLUES TRAVELER "Canadian" PEARL JAM "Given" THIRD EYE BLIND "How"	WMVY/Cape Cod, MA PD/MD: Barbara Dacey 1 KENNY WAYNE SHEPHERD "Blue" 1 AGENTS OF GOOD ROOTS "Smiling" 1 BALL THOMAS "Everything"	KBCO/Denver, CO PD: Dave Benson MD: Scott Arbaugh No Adds	WMMM/Madison, WI PD: Pat Gallagher MD: Tom Teuber ROLLING STONES "Saint" VICTORIA WILLIAMS "Train" AGENTS OF GOOD ROOTS "Smiling"	WKOC/Norfolk, VA PD: Perry Stone MD: Holly Williams GREEN DAY "Time" KENNY WAYNE SHEPHERD "Blue" AGENTS OF GOOD ROOTS "Smiling"	WMAX/Rochester, NY PD: Tom Sheridan MD: David Joslin VERVE "Symphony" FIONA APPLE "Promise" ALANA DAVIS "Flavors" BLUES TRAVELER "Canadian"	KOTR/San Luis Obispo, CA PD: Drew Ross MD: Ossa Kallars 10 DEANNA KIRK "Not" 8 CHRIS STILLS "Year" 7 BLUES TRAVELER "Canadian" 4 AGENTS OF GOOD ROOTS "Smiling" 4 DUNCAN SHEIK "Wishful"	KMTT/Seattle, WA (cont.) 1 RAD OHEAD "Karma" 1 BETH ORTON "Daughter" GREEN DAY "Time"
WQIB/Ann Arbor, MI PD: John Vance MD: Jerry Mason BLUES TRAVELER "Canadian" DUNCAN SHEIK "Wishful" BEN FOLDS FIVE "Brick" FREDDY JONES BAND "Mystic" ROBERT BRADLEY'S "Time" GREEN DAY "Time"	WBOS/Boston, MA PD: Jim Heron MD: Cliff Nash 21 SUNDAYS "Summertime" 7 AGENTS OF GOOD ROOTS "Smiling" 7 BLUES TRAVELER "Canadian" 7 NAKED "Raining"	WDOD/Chattanooga, TN DM: Danny Howard PD: Chris Adams 15 BEN FOLDS FIVE "Brick" 5 LOREENA MCKENITT "Mummers" 5 COLLECTIVE SOUL "She" 5 MARK KNOPFLER "Wag"	KXPK/Denver, CO PD: Gary Schoenwetter MD: Eric Schmidt 9 FINLEY QUAYE "Sunday" 2 MARK KNOPFLER "Wag" 2 RAD OHEAD "Karma" FREDDY JONES BAND "Mystic"	KZNV/Minneapolis, MN PD: John Lassman MD: Mike Hansen 23 HONEYDOGS "Miss" 17 AN DI FRANCO "Castles" 14 FOO FIGHTERS "Hero" EVERCLEAR "Buy" TIM MAHONEY "Talk"	WXPN/Philadelphia, PA DM/PD: Bruce Ranes MD: Bruce Warren 1 SARAH MCLACHLAN "Surrender" 1 GREGG ALLMAN "Dark" 4 B.B. KING/B. RAITT "Baby" 1 DELBERT MCCLINTON "Too" 1 JEB LOY NICHOLS "Creek" 2 JAI UTTAL "Shiva" VICTORIA WILLIAMS "Train" BOB DYLAN "Fell" MARAH "Fever" JOHN FLYNN "Who's" MARTYN BENNETT "Tongues" BILL FRISSELL "Egg" CORNERSHOP "Norwegian"	WVRV/St. Louis, MO APD/MD: Mike Richter 11 SUNDAYS "Summertime"	KRSH/Santa Rosa, CA PD: Zoe Zuest MD: Bill Bowker 8 BARENAKED LADIES "Brian" 2 VERVE "Symphony" AGENTS OF GOOD ROOTS "Smiling" BLUES TRAVELER "Canadian" LOREENA MCKENITT "Marco" PETER CASE "Let" HUFFAMOOSE "James" BALL THOMAS "Everything" NAKED "Raining"	KAEP/Spokane, WA PD: Scott Souhrada MD: Haley Jones 1 OASIS "World" MATCHBOX 20 "Real"
KGSR/Austin, TX PD: Jody Denberg MD: Susan Castle 1 BALL THOMAS "Sing" 4 BETH ORTON "Live" 3 FINLEY QUAYE "Sunday" 3 DELBERT MCCLINTON "Weakness" 3 LORI CARSON "Souvenir" 3 KELLY JOE PHELPS "Footprints" 4 TED HAWKINS "Things" 3 BRUCE COCKBURN "Paid" 2 FRIENDS OF DEAN "Rattler" PETER CASE "Let" AGENTS OF GOOD ROOTS "Smiling" BALL THOMAS "Everything" FINLEY QUAYE "Even" ENYA "Africa"	WXRV/Boston, MA PD: Joanne Doody MD: Mike Mulaney 24 KENNY WAYNE SHEPHERD "Blue" 13 SUNDAYS "Cry" 10 BEN FOLDS FIVE "Brick" 7 MARK KNOPFLER "Wag" 7 THIRD EYE BLIND "How" 3 AGENTS OF GOOD ROOTS "Smiling" 3 CHERRY POPPIN' "Zoot"	KBXR/Columbia, MO OM: Michael Perry PD/MD: Dave "Kaefer" Fulgham 7 ROLLING STONES "Low" KENNY WAYNE SHEPHERD "Blue" BEN FOLDS FIVE "Brick" THIRD EYE BLIND "How" SISTER HAZEL "Happy" B.B. KING/B. RAITT "Baby"	CIDR/Detroit, MI PD: Wendy Duff MD: Ann Delisi ABRA MOORE "Cryin" AGENTS OF GOOD ROOTS "Smiling" PAULA COLE "Me"	WZEW/Mobile, AL DM: Tim Rose MD: Alex Chesley PETER CASE "Let"	KPIG/Monterey, CA PD/MD: Laura Hopper 5 BALL THOMAS "Sing" 5 COCO MONTOYA "Nothing's" VICTORIA WILLIAMS "Train" WALTER TROUT BAND "Tinder" PETER CASE "Let"	KENZ/Salt Lake City, UT PD: Bruce Jones APD/MD: Dom Casual 12 SARAH MCLACHLAN "Surrender" 7 OUR LADY PEACE "Clumsy"	WRNX/Springfield, MA DM: Tom Davis PD: David Wilhaus MD: Bruce Stubbins 1 LOREENA MCKENITT "Mummers" SUNDAYS "Cry"	
WRNR/Baltimore, MD PD: Phil Harrell MD: Damian Einstein 9 FREDDY JONES BAND "Mystic" 9 VICTORIA WILLIAMS "Train" 7 AGENTS OF GOOD ROOTS "Smiling" 6 BALL THOMAS "Everything"	WNCS/Burlington, VT PD: Greg Hooker MD: Jody Peterson 4 ZOMBO ZOMBO "How" 3 ZOMBO ZOMBO "War" 2 AGENTS OF GOOD ROOTS "Smiling" 1 MARK KNOPFLER "Wag" 1 PETE BELASCO "All" 1 ZOMBO ZOMBO "Feed" 1 BEHAN JOHNSON "Nothing" THIRD EYE BLIND "How" BALL THOMAS "Everything" CORNERSHOP "Brimful" BEN HARPER "Glory"	KKZN/Dallas, TX PD: Joel Folger ALANA DAVIS "Flavors" GREEN DAY "Time" LOREENA MCKENITT "Mummers" MARK KNOPFLER "Wag"	WTTN/Indianapolis, IN PD: Rich Anton MD: Marie McCallister MARK KNOPFLER "Wag" PAULA COLE "Me" MARCY PLAYGROUND "Sex" FREDDY JONES BAND "Mystic" DELBERT MCCLINTON "Somebody"	WRLT/Nashville, TN PD: Jane Crossman APD/MD: Keith Coes AGENTS OF GOOD ROOTS "Smiling" COLLECTIVE SOUL "She" FREDDY JONES BAND "Mystic" JAMES IHA "Strong" MARK KNOPFLER "Wag" PATTY LARKIN "Wolf" JEB LOY NICHOLS "Creek" OASIS "World" KENNY WAYNE SHEPHERD "Blue" DAR WILLIAMS "Hear" TODD THIBAUT "Wasn't" MARCY PLAYGROUND "Poppies" EVERCLEAR "Buy"	KTHX/Reno, NV MD: Marie McCallister MD: David Chaney 7 BLUES TRAVELER "Canadian" 7 BETH ORTON "Daughter" 7 AGENTS OF GOOD ROOTS "Smiling" 7 JAMES INTVELD "Perfect" 7 BOX SET "Back" 5 FREDDY JONES BAND "Mystic"	KXST/San Diego, CA PD/MD: Dana Shaleb 2 KENNY WAYNE SHEPHERD "Gone" 1 KENNY WAYNE SHEPHERD "Nothing" 1 KENNY WAYNE SHEPHERD "Found" KENNY WAYNE SHEPHERD "Blue" AGENTS OF GOOD ROOTS "Smiling" BLUES TRAVELER "Canadian" COLLECTIVE SOUL "She" JONATHA BROOKE "Secrets" AGENTS OF GOOD ROOTS "Upspin" AGENTS OF GOOD ROOTS "Hoping"	KFOG/San Francisco, CA PD: Paul Marszalek APD/MD: Bill Evans KENNY WAYNE SHEPHERD "Blue" SUNDAYS "Cry"	WXXR/Toledo, OH PD: Dusty Scott MD: Laura Lee 1 CHRIS CORNELL "Sunshower" 1 FOO FIGHTERS "Hero" BARENAKED LADIES "Brian"

The soundtrack to the PBS special event, **THE IRISH IN AMERICA: LONG JOURNEY HOME**, airing nationwide January 26-28 and features the captivating theme "Long Journey Home" written for the series by Elvis Costello and Paddy Moloney of The Chieftains

LONG JOURNEY HOME

the debut release from Unisphere
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Includes tracks from top Irish and American artists:
Van Morrison
Elvis Costello
Sinéad O'Connor
Vince Gill
The Chieftains

ADULT ALTERNATIVE PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ADULT ALTERNATIVE REPORTERS ON R&R ONLINE

93.1 RT
RADIO CHICAGO

MARKET #3
WXRT/Chicago
(773) 777-1700
Winer/Martin

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
12	12	8	13	12	FREDDY JONES BAND/Wonder
15	14	11	12	12	MATCHBOX 20/3am
8	8	10	12	12	BETH ORTON/She Cried Your Name
12	7	11	12	12	SUNDAYS/Summertime
12	13	11	12	12	WALLFLOWERS/Three Marienas
10	12	11	11	11	CORNERSHOP/Brimful Of Asha
-	3	8	11	11	SARAH MCLACHLAN/Sweet Surrender
5	9	8	11	11	LOREENA MCKENITT/The Mummies
14	15	7	11	11	JACKSON BROWNE/The Next Voice
7	7	7	11	11	GREGG ALLMAN/Whippin' Post
7	10	8	11	11	JEB LOY NICHOLS/As The Rain
12	14	7	10	10	ABRA MOORE/Don't Feel Like
5	7	10	10	10	INDIGO GIRLS/Get Out The Map
7	6	7	10	10	PETER GABRIEL/In The Sun
10	6	9	10	10	JOHN HIATT/Pirate Radio
8	8	10	10	10	JOHN MELLENCAMP/Without Expression
12	12	9	10	10	CURE/Wrong Number
9	10	5	9	9	PAT O'NEIL/A World Apart
8	10	9	9	9	BECK/Deadweight
9	11	9	9	9	LOVE SPIT LOVE/Fall On Tears
9	9	9	9	9	STEVE EARLE/Telephone Road
-	-	-	-	-	HUFFAMOOSE/Wait
8	7	6	8	8	ROLLING STONES/Anybody Seen My...
-	-	-	-	-	JAMES IHA/Be Strong Now
8	10	9	8	8	VERVE/Bitter Sweet
5	5	8	8	8	COLLECTIVE SOUL/Blame
7	8	7	8	8	WACO BROTHERS/Don't You Think
-	-	-	-	-	PEARL JAM/Given To Fly
10	9	8	8	8	LISA LOEB/Do

KFOG
104.5 97.7

MARKET #4
KFOG/San Francisco
(415) 543-1045
Marszalek/Evans

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
-	-	-	-	-	BLACK LAB/Time Ago
12	15	19	20	20	B.B. KING/T. CHAPMAN/The Thrill Is Gone
18	19	21	20	20	GREGG ALLMAN/Whippin' Post
7	5	12	19	19	MATCHBOX 20/3am
19	21	23	18	18	SARAH MCLACHLAN/Sweet Surrender
-	-	-	-	-	LED ZEPPELIN/Going To California
17	16	10	13	13	LISA LOEB/Do
11	12	13	12	12	ROLLING STONES/Anybody Seen My...
-	-	-	-	-	ROLLING STONES/Flip The Switch
7	15	10	12	12	JOHN HIATT/Title Head
16	23	17	11	11	SISTER HAZEL/Happy
-	-	-	-	-	LED ZEPPELIN/That's The Way
5	7	9	8	8	LOVE SPIT LOVE/Fall On Tears
17	14	9	8	8	BLUES TRAVELER/Most Precarious
5	8	10	8	8	KENNY WAYNE SHEPHERD/Blue On Black
12	5	10	8	8	BIG HEAD TODD /Please Don't Tell
5	6	9	8	8	JONATHA BROOKE/Secrets And Lies
17	18	21	8	8	WALLFLOWERS/Three Marienas
-	-	-	-	-	MARK KNOPFLER/Wag The Dog
-	-	-	-	-	WHISKEYTOWN/16 Days
-	-	-	-	-	DAVE MATTHEWS BAND/Ants Marching
4	4	6	7	7	DAVID BOWIE/Heroes
-	-	-	-	-	AGENTS OF GOOD ROOTS/Smiling Up...
10	5	9	6	6	ROBBEN FORD/In The Beginning
-	-	-	-	-	PRETENDERS/Sense Of Purpose
18	19	9	5	5	HUFFAMOOSE/Wait
-	-	-	-	-	KENNY WAYNE SHEPHERD/Blue On Black
-	-	-	-	-	SUNDAYS/Cry

88.3

MARKET #5
WXPN/Philadelphia
(215) 898-6677
Ranes/Warren

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
-	5	25	18	18	IARLA OLIGNAIO/Do The Humming Of...
-	3	23	18	18	SOUTHERN CULTURE /House Of Bamboo
8	12	15	12	12	HUFFAMOOSE/James
5	20	12	12	12	FINLEY QUAYE/Sunday Shining
6	6	9	10	10	ROLLING STONES/Saint Of Me
6	6	9	9	9	CORNERSHOP/Brimful Of Asha
8	7	10	9	9	LISA LOEB/Do
7	7	10	9	9	PAUL SIMON/Bernadette
-	12	8	9	9	BUENA VISTA.../Chan Chan
8	7	10	9	9	LOREENA MCKENITT/The Mummies
6	6	10	9	9	TEXAS/What You Want
8	9	9	9	9	JONATHA BROOKE/Crums
10	9	9	8	8	ALANA DAVIS/32 Flavors
5	5	10	8	8	BOB DYLAN/Tryin' To Get To...
6	4	5	8	8	B.B. KING/T. CHAPMAN/The Thrill Is Gone
4	3	5	7	7	VERVE/Lucky Man
4	3	5	7	7	G. LOVE & SPECIAL /I-76
-	-	-	-	-	DAR WILLIAMS/Better Things
-	-	-	-	-	SUNDAYS/Cry
5	4	6	7	7	REN FOLDS FIVE/Brick
4	2	6	7	7	DELBERT MCCLINTON/Somebody To...
6	10	9	7	7	CATIE CURTIS/Souffly
7	6	9	7	7	ARCHIE ROACH/Beggar Man
5	5	6	6	6	GREGG ALLMAN/Whippin' Post
-	-	-	-	-	BETH ORTON/Someone's Daughter
4	5	6	6	6	LEE FELDMAN/Carolyn
5	2	3	6	6	HUFFAMOOSE/Buy You A Ring
-	20	7	6	6	ABRA MOORE/Don't Feel Like
-	-	-	-	-	DEANNA KIRK/ Want It Now
3	3	9	6	6	FIONA APPLE/Never Is A Promise

zone
ALTERNATIVE RADIO

MARKET #6
KKZN/Dallas
(214) 526-2400
Folger

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
-	-	-	-	-	SARAH MCLACHLAN/Sweet Surrender
21	19	22	23	23	ROLLING STONES/Saint Of Me
24	21	21	23	23	MATCHBOX 20/3am
15	26	12	21	21	SUNDAYS/Summertime
13	20	16	20	20	SISTER HAZEL/Happy
24	19	16	20	20	FREDDY JONES BAND/Wonder
22	21	19	19	19	BLUES TRAVELER/Most Precarious
25	21	15	19	19	LISA LOEB/Do
17	25	15	18	18	WHISKEYTOWN/16 Days
22	19	22	18	18	WALLFLOWERS/Three Marienas
7	6	14	16	16	JOHN MELLENCAMP/Without Expression
12	-	-	-	-	FIONA APPLE/Criminal
15	24	12	15	15	DELBERT MCCLINTON/Somebody To...
5	7	13	15	15	JACKSON BROWNE/The Next Voice
10	17	14	14	14	JOHN FOGERTY/Blueboy
-	-	-	-	-	MATCHBOX 20/Push
-	-	-	-	-	SHAWN COLVIN/Sunny Came Home
17	25	-	-	-	B.B. KING/T. CHAPMAN/The Thrill Is Gone
22	-	-	-	-	SARAH MCLACHLAN/Building A Mystery
-	-	-	-	-	ROLLING STONES/Flip The Switch
12	-	-	-	-	SMASH MOUTH/Walkin' On The Sun
-	5	-	-	-	ALANA DAVIS/32 Flavors
-	-	-	-	-	GREEN DAY/Time Of Your Life
-	-	-	-	-	LOREENA MCKENITT/The Mummies
-	-	-	-	-	MARK KNOPFLER/Wag The Dog

THE RIVER
93.9 FM

MARKET #7
CIDR/Detroit
(313) 961-6397
Duff/DeLisi

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
24	25	31	32	32	SARAH MCLACHLAN/Sweet Surrender
32	31	31	31	31	VERVE/Bitter Sweet
32	31	31	31	31	MATCHBOX 20/3am
29	32	31	31	31	LISA LOEB/Do
30	31	30	29	29	ALANA DAVIS/32 Flavors
18	23	21	23	23	SISTER HAZEL/Happy
4	5	22	23	23	JOHNNY LANG/Missing Your Love
25	25	23	23	23	HOLLY COLE/I've Just Seen...
25	25	23	23	23	CATIE CURTIS/Souffly
24	24	23	23	23	BARENAKED LADIES/Brian Wilson
22	23	23	22	22	B.B. KING/T. CHAPMAN/The Thrill Is Gone
22	22	22	22	22	ROLLING STONES/Saint Of Me
23	22	21	22	22	PAULA COLE/Don't Want To Wait
25	24	25	22	22	CHANTAL KREVIATZUK/Surrounded
26	24	25	21	21	LOREENA MCKENITT/The Mummies
24	24	24	24	24	PHILOSOPHER KING'S Am The Man
9	13	19	19	19	HUFFAMOOSE/James
23	25	25	18	18	JANN ARDEN/The Sound Of
31	32	26	15	15	WALLFLOWERS/Three Marienas
9	10	14	14	14	BLUES TRAVELER/Most Precarious
23	12	12	12	12	STEVE EARLE/Telephone Road
13	12	13	13	13	THIRD EYE BLIND/Semi-Charmed Life
12	13	13	13	13	DAVE MATTHEWS BAND/Crash Into Me
12	12	13	13	13	JEB LOY NICHOLS/As The Rain
22	22	23	13	13	DOG'S EYE VIEW/Last Letter Home
-	-	-	-	-	THIRD EYE BLIND/How's It Going To Be
13	12	12	12	12	STEVE EARLE/Telephone Road
11	10	12	12	12	WALLFLOWERS/One Headlight
9	15	12	12	12	SISTER HAZEL/For You
12	12	12	12	12	SHERRY CROW/A Change Would Do...

WBOS
92.9 FM

MARKET #10
WBOS/Boston
(617) 254-9267
Herron/Nash

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
45	45	30	45	45	MATCHBOX 20/3am
15	30	45	45	45	BEN FOLDS FIVE/Brick
45	45	45	45	45	VERVE/Bitter Sweet
45	45	45	45	45	PAULA COLE/Don't Want To Wait
7	7	15	30	30	BILLIE MYERS/Kiss The Rain
15	30	45	45	45	BRYAN ADAMS/Back To You
45	45	45	45	45	CHANTAL KREVIATZUK/Surrounded
15	30	45	45	45	JOHNNY LANG/Missing Your Love
30	30	30	30	30	GREEN DAY/Time Of Your Life
30	30	30	30	30	LOREENA MCKENITT/The Mummies
30	30	30	30	30	LISA LOEB/Do
30	-	-	-	-	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/6 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 Came Home
21	21	21	21	21	DAVE MATTHEWS BAND/Crash Into Me
21	21	21	21	21	WALLFLOWERS/One Headlight
-	-	-	-	-	COLLECTIVE SOUL/She Said
7	7	7	15	15	EDWYN MCCAIN/It'll Be
-	-	-	-	-	MARCY PLAYGROUND/Sex And Candy
15	17	17	15	15	DOG'S EYE VIEW/Last Letter Home
7	15	15	14	14	THIRD EYE BLIND/How's It Going To Be
-	-	-	-	-	SUNDAYS/Cry
15	30	15	15	15	SISTER HAZEL/Happy

THE RIVER
92.5 FM

MARKET #10
WXRW/Boston
(508) 374-4733
Doody/Mullaney

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
21	25	25	25	25	ALANA DAVIS/32 Flavors
21	22	22	24	24	BILLIE MYERS/Kiss The Rain
-	-	-	-	-	KENNY WAYNE SHEPHERD/Blue On Black
23	23	23	23	23	MATCHBOX 20/3am
22	23	23	22	22	LOREENA MCKENITT/The Mummies
15	16	16	21	21	SARAH MCLACHLAN/Sweet Surrender
20	21	21	19	19	LISA LOEB/Do
22	19	19	18	18	B.B. KING/T. CHAPMAN/The Thrill Is Gone
18	22	22	17	17	CATIE CURTIS/Souffly
24	19	16	16	16	JONATHA BROOKE/Crums
21	21	21	16	16	FREDDY JONES BAND/Wonder
13	12	12	16	16	DUNCAN SHEIK/Wishful Thinking
18	22	22	14	14	VERVE/Bitter Sweet
10	11	11	14	14	PETE BELASCO/All I Want
11	12	14	14	14	PHISH/Cities
13	11	11	13	13	ROLLING STONES/Saint Of Me
-	-	-	-	-	SUNDAYS/Cry
11	5	5	13	13	WALLFLOWERS/Three Marienas
1	5	5	13	13	TARA MCLAN/Evidence
2	9	12	12	12	SISTER HAZEL/Happy
10	15	15	12	12	DOG'S EYE VIEW/Last Letter Home
12	13	12	12	12	PATTY LARKIN/Wolf At The Door
4	6	6	12	12	HOLLY COLE/I've Just Seen...
6	5	12	12	12	ABRA MOORE/Don't Feel Like
6	6	6	10	10	HUFFAMOOSE/James
19	24	24	10	10	CHUMBAWAMBA/Tubthumping
14	12	12	10	10	JOHN MELLENCAMP/Without Expression
-	-	-	-	-	BEN FOLDS FIVE/Brick
7	7	7	9	9	GREEN DAY/Time Of Your Life
-	-	-	-	-	COLLECTIVE SOUL/She Said

The Mountain
102.9 FM

MARKET #13
KMTT/Seattle
(206) 233-1037
Mays/Carlson

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
11	11	-	-	-	GREGG ALLMAN/Love The Poison
13	13	-	-	-	ALANA DAVIS/32 Flavors
11	11	-	-	-	DOG'S EYE VIEW/Last Letter Home
-	-	-	-	-	MARK KNOPFLER/Wag The Dog
19	19	-	-	-	VERVE/Bitter Sweet
7	7	-	-	-	LISA LOEB/Do
18	18	-	-	-	ROLLING STONES/Saint Of Me
19	19	-	-	-	LOREENA MCKENITT/The Mummies
-	-	-	-	-	BEN FOLDS FIVE/Brick
-	-	-	-	-	PEARL JAM/Given To Fly
7	7	-	-	-	MARCY PLAYGROUND/Sex And Candy
8	8	-	-	-	JEB LOY NICHOLS/As The Rain
11	11	-	-	-	DAVE MATTHEWS BAND/Recently
14	14	-	-	-	SMASH MOUTH/Walkin' On The Sun
19	19	-	-	-	MATCHBOX 20/3am

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OPENINGS

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Do you know how to make a radio station sparkle with great production? Do you live in the production room? We are looking for the best production talent in America for openings at our major market client stations. The market and the format you are working now do not matter. Your talent is what matters! If you have the desire, ability and knowledge of how to package and produce an exciting radio station, we want to hear from you. Dazzle us at: Zapoleon Media Strategies, Production Department, 4800 Sugar Grove Blvd., Suite 170, Stafford, TX 77477. EOE

WISH YOU WERE PLAYING CHRISTIAN MUSIC? Leading AC has rare opening for morning host or team. Warm, friendly communicators having good clean fun. Pros only. T&R to: KTLI 625 N. Carriage Pkwy, Suite 190, Wichita, KS 67208. EOE

The Radio Cafe

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- Tape and Resume Package
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 www.radio-cafe.com

EAST

Fulltime middays sought for top CHR in Lakes Region of NH. T&R: WFTN, Fred Caruso, Box 941, Franklin, NH 03235 EOE 01/16/98

Live Oldies seeks PMD or nights. T&R: WNNH, Ken Call or Clark Smidt, 501 South St., Concord, NH 03304. (603) 225-1160 EOE 01/16/98

PAR FM, a regional Christian Music Network, seeks Drive AT/Production Director. T&R: PAR FM Network, Box 889, Blacksburg, VA 24063 EOE 01/16/98

Albany metro AC seeks female for immediate fulltime air talent opening. T&R: WJKE, Ken McGrail, 21 Malta Commons, Malta, NY 12020 EOE 01/16/98

PD for Clear Channel Communications subsidiary, Radio Enterprises, Albany, NY (Market 57), programming formats include nation's highest rated Rock Alternative, Classic Rock and One-On-One sports AM. Candidate must have programming, production, management, planning, marketing and promotion experience. PD reports directly to GM. Position available immediately. Resumes and tapes to: David Arcara, Radio Enterprises, 4 Central Avenue, Albany, NY, 12210. Radio Enterprises an equal opportunity employer.

Surburban New York AM/FM looking for morning news anchor. Experience, smooth delivery and strong writing skills a must. Tape & Resumes to: Mike Bennett, WLNA/WHUD, P.O. Box 188, Peekskill, NY 10566. EOE

LIKE WOMEN? Entertain ours with a rare morning show opening at Mix 104.9, Altoona. Consolidation created this great opportunity with a growing company. T&R's: Ray Keller, Forever Broadcasting, P.O. Box 2005, Altoona, PA 16603. EOE

Our PD's been promoted! #1 ranked monster Country station in fast growing company needs someone who's strong at talent direction, promotion, and the basics. Send resume, station tapes, and programming philosophy. M/F EOE



SHANE MEDIA 2450 Fondren, Suite 112, Houston, TX 77063

PM Driver/Production Director. WXXX/KIXX 100.5 is seeking immediate replacement for Hot Country format. Afternoon drive and production dir responsibilities included. Must have energy to be upbeat, topical, knowledge of format a must numerous remotes also part of it. Digital Production knowledge and a race fan a plus. T&R WXXX 31 Hanover St., Lebanon, NH 03766. NO CALLS. EOE

Connecticut station is looking for a strong community oriented Program Director to also host afternoon drive. Want to be King of a Market? We have the full service station and need the talent. T&R to: Radio & Records, 10100 Santa Monica, #427, 5th Floor, Los Angeles, CA 90067. EOE

NEED A JOB? LOOKING TO HIRE?

www.mediacasting.com

Interactive audio and video classifieds on the Internet. Your aircheck and resume can be on-line today! Call (920)926-9620

Newsperson for Connecticut radio operation. Skilled in ferreting out and writing hard news? Long running respected local and regional news department is increasing its staff. Find it, write it, deliver it. Radio & Records, 10100 Santa Monica, #426, 5th Floor, Los Angeles, CA 90067. EOE

ON AIR PERSONALITY/DISC JOCKEY

Jersey's Rock Radio is looking for a few good local part-timers. Wanna rock with the best? Union shop, cool working conditions. T&R to: Lenny Bloch, PD/WHDA 55 Horsehill Road, Cedar Knolls, NJ 07927. Minorities encouraged. WDHA is an Equal Opportunity Employer.

Chancellor

MEDIA CORPORATION

Be a part of Chancellor's newest New York radio station, and the New Danny Bonaduce Show. We're looking for America's best Producer and Morning on-air Sidekick (or come up with a job). T&R only to:
 Adam Goodman
 WNSR
 1120 Avenue Of the Americas, 18th Floor
 New York, NY 10036

WBLI Radio, Long Islands's CHR, is looking for full and part-time announcers/morning newscaster-co-host/board operators/producers. Announcers must have prior on air experience. Rush tapes & resumes to: Ken "Doc" Medek, Program Director, WBLI Radio, 3090 Route 112, Medford, NY 11763. No calls please. Females and minorities encouraged WBLI is an equal opportunity employer.

SOUTH

SW Florida News/Talk seeking morning team-mate! T&R: WINK/WNOG, Don Adams, 2824 Palm Beach Blvd., Ft. Myers, FL 33916 EOE 01/16/98

Country FM seeks experienced morning man for established female sidekick. T&R: KLAA, Cindy B. Goode, 92 West Shamrock St., Pineville, LA 71360 EOE 01/16/98

Experienced midday personality for lite AC. Excellent voice/production. T&R: WYKZ, Mark Robertson, 245 Alfred St., Savannah 31408 EOE 01/16/98

STAR 98

CLASSIC HITS

MORNINGS IN MEMPHIS

Barnstable Broadcasting's rising "STAR" in Memphis, Classic Hits Star 98, opens the New Year with a New Morning Personality. You need to be local, relatable, topical and do it while showcasing the most Music in the city. Alex DeMers consults...Great Benefits...Great City... Great Opportunity! Send your T&R NOW to: Steve Nicholl, Program Director, 965 Ridge Lake Blvd, Suite 102, Memphis, TN 38120. No Calls Please. EOE

CREATIVE PRO

7 station cluster needs a production and copy whiz. New, all digital studios located on a beautiful resort island covering the Savannah market. Send tape and samples of work to Mike Buxser, Adventure Radio Group, 1 St. Augustine Place, Hilton Head, SC 29928. EOE

Do you know how to talk to the country lifegroup? Do you know how to let the audience be the star? Can you work with a team at a great country station? Can you do a morning style talk/music show at night? If the answer is yes to all of the above respond now. Radio & Records, 10100 Santa Monica, #424, 5th Floor, Los Angeles, CA 90067. EOE

OLDIES AND STANDARDS PD

Oldies FM and Standards FM seeks Program Director who can lead two highly rated stations. Handle the programming on both and do an air shift on the oldies station. New state of the art digital studios in one of the southeast's premiere resort communities, top 150 market. Small, stable growing company. Radio & Records, 10100 Santa Monica, #423, 5th Floor, Los Angeles, CA 90067. EOE

OPPORTUNITIES

OPENINGS

Southern sunshine and solid company! Medium market Mainstream Rock needs air talent and PD/air talent. Computer skills and good production a must. Complete presentation to Radio & Records, 10100 Santa Monica Blvd, #422, 5th Floor, Los Angeles, CA 90067. EOE

NEWS DIRECTOR

News Director needed for WUSY US-101-FM/Chattanooga, TN. We are seeking applications from aggressive candidates who know the value of a strong local news team and can lead by example. US-101 is the market leader and our commitment to news/information is one of the reasons. If you are a proven winner, send tape and employment history to: Sammy George, General Manager WUSY, P.O. Box 8799, Chattanooga, TN 37414. WUSY/Colonial Broadcasting is an Equal Opportunity Employer.

American Radio Systems/Austin Program Director. Successful track record with ethnic formats, computer skills, people skills, operation of Scott Digital systems, and guerilla warrior. T&R to: Stan Main, 4301 Westbank B-350, Austin, TX 78746.

Z-102 (KPEZ) Austin has an immediate opening for a Production director/swing-shift air personality. Candidates should have at least three years full-time professional experience in both commercial & promotional production, including multi-track & digital expertise. Copywriting & organizational skills are also important. In addition, a minimum of three years experience "on-air" in a Classic Rock/AOR format is strongly preferred. Candidates must be willing to work a flexible schedule that includes evenings, weekends, & holidays. Send a cassette with samples of station-imaging, creative spots, voicework, and an aircheck, along with a resume & references to: Jim Spector, Program Director, KPEZ, 811 Barton Springs Road, Suite 100, Austin, TX 78704. Deadline for applications is January 24, 1998. Absolutely no phone inquiries will be accepted. Interviews by appointment only. Clear Channel Radio is an Equal Opportunity Employer.

CLASSIC ROCK PD

Prestigious radio group seeks Program director for leading sunbelt Classic Rocker. Are you a creative writer and producer, with vision and imagination? Can you organize, prioritize, and skillfully manage talented people as a leader, coach and teacher? Do you think strategically, fully understanding the research and planning process? Do you know the music, and know Selector? If so, we can give you a stable, positive environment, with the team, tools, training, and marketing that assures success. This is a great shot for an assistant PD. Show us your stuff, with depth and intelligence in a strong presentation, and the gig is yours. Radio & Records, 10100 Santa Monica, #428, 5th Floor, Los Angeles, CA 90067. EOE

OPENINGS

Small market Country leader looking for full-time Air Talent. Must be hard working, a team player with a positive attitude. Send T&R to WQLC, Route 13 Box 318, Lake City, FL 32005.

Program Director opening at WLNK, Charlotte/107.9 the Link. Hot/Modern AC. Packages to: Tom Jackson, Ops., Mgr., One Julian Price Place, Charlotte, NC 28208. EOE

MORNING SHOW

Best Morning Show Opportunity In The USA Charlotte is one of the hottest, new places to live in the country... and the hottest, New Country WSOC-FM 103 the longtime market leader in Charlotte has a rare morning drive opportunity (limited time only). We want America's best morning show! We will find it soon... and stick with it for a long time! Our last host put in 16 years with WSOC-FM 103! WSOC-FM is an equal opportunity employer. Women and minorities are encouraged to apply.

Send tapes and resume to:
American Radio Systems
HR/Attn: Paul Johnson
137 S. Kings Drive
Charlotte, NC 28204

MIDWEST

WMDH seeks news anchor. Writing and news gathering skills necessary. T&R: WMDH, Mike Lees, 1134 W. St. Rd. 38, New Castle, IN 47362 EOE 01/16/98

Top rated CHR near Chicago seeks fulltime evening personality, future production director. T&R: WDEK, Keith Bansemer, Box 448, DeKalb, IL 60115 EOE 01/16/98

Morning co-host sought for 100,000 watt, HAC, A.S.A.P! Females and minorities encouraged. T&R: WYCO, Greg Owens, Box 778, Wausau, WI 54402-0778 EOE 01/16/98

Indiana's fastest growing radio station seeks middays. T&R: OLDIES 106.1, John Paul, 3212 Washington St., Columbus, IN 47202 EOE 01/16/98

Future opening. Small town, big university. Above average pay. Fun owners. T&R: WJEQ, Terry, 31 Eastside Square, Macomb, IL 61455 EOE 01/16/98

LOOKING?

Last year one of those we placed was named CMA Announcer of the Year. We find jobs at all levels. Call or contact JobsRadio@aol.com. Let us get your tape heard by those with openings.

NETWORK

(407) 977 2900

SFX OF WICHITA HAS 3 ENORMOUS OPPORTUNITIES:

- #1) KRZZ Program Manager: lead our classic rock station to the next level.
- #2) KNSS Program Manager: lead our News/Talk station to the next level.
- #3) KRZZ Ass't Program Manager: clean up after the program manager. Send T&R materials to: Job Search c/o SFX Wichita 2402 E. 37th St. N., Wichita, KS 67219 no phone calls please. SFX is an equal opportunity employer, Women & minorities encouraged.

OPENINGS

NEWS TALK-PD

News Talk Program Director - KMBZ/KCMO, two Kansas City news/talk stations. Responsible for all-news, sportstalk, Kansas City Royals Network and lots of local talk programming. Big staff, plenty of resources to work with. Better be talent-wise and sales-friendly. Three years top-50 market programming experience preferred. Resumes only to: Human Resources, Entercom, 4935 Belinder Road, Westwood, KS 66205. EOE

NEWS CO-ANCHOR

WMJI, Majic 105.7, is currently seeking a News Co-Anchor for their top-rated morning show. Candidates must have strong writing and on-air delivery skills, as well as the capacity to share their knowledge and opinions in any on-air "ad lib" situation. Please send your resume and tape to: Program Director, WMJI-FM, 310 Lakeside Avenue, Sixth Floor, Cleveland, OH 44113. WMJI is an Equal Opportunity Employer.

92 KQRS

The most successful heritage rocker in the nation has a rare management team opening. KQRS-FM needs a local sales manager. Be a part of the Twin Cities rock triopoly which includes 93X and Zone 105. Our management team has worked together for 11+ years and we know how to run a winning company. Our leading candidate will have several years of local sales management experience which includes the ability to manage inventory expertly, coach and teach, handle non-traditional revenue, manage an extensive budget, and convert revenue beyond the ratings. Send cover letter and resume to: Station Manager Amy Waggoner, 917 North Lilac Drive, Minneapolis, MN 55422. EOE

Our afternoon talent found employment in Denver, and we've promoted our night talent to afternoons, creating a Night/MD opening at our top-rated CHR. Our next MD/Night star must be a personality, someone who can work the phones hard, and love CHR radio!!! T&R to: Mark McGill, 100.5 THE FOX, 3070 Kabobel Dr., Saginaw, MI 48604. EOE

URBAN TALK WKWM/Grand Rapids seeks compelling host to moderate daily call-in program covering various community affairs. Mike St. Cyr, 2610 Horizon Drive, S.E. Suite F, Grand Rapids, MI 49546.

WONE/Akron has a production director opening! At least three years experience. Digital editing a must! Send all T&Rs to: J.D. Kunes, c/o WONE, 1735 South Hawkins Ave., Akron, OH 44320. Females and minorities encouraged. EOE

OPENINGS

KRNA-FM Cedar Rapids/Iowa City needs co-host for mainstream rock morning show. Must be able to do local NEWS & SPORTS, relate to ADULTS, commercial production, appearances, etc. 2-3 yrs. experience. Females encouraged. EOE. T&R to: Joe Nugent, KRNA, 2105 A.C.T. Circle, Iowa City, IA 52245. No Calls.

MORNING SHOW CO-HOST

Immediate opening at Chancellor Media's KQQE-FM (KOOL 108) in Minneapolis for highly personable, Midwest-friendly morning drive team member. Prefer REAL and immediately likeable person rather than laugh-a-minute joke shooter. Plenty of public appearances. Three years experience minimum. Women and minorities strongly encouraged to apply. Send tape and resume to: KOOL 108, H.R., 60 S. 6th St., Suite 930, Minneapolis, MN 55402. (No Phone Calls, Please) EOE

1 - Morning talent for Classic/New rock in Sioux City. Entertaining, phones, appearances, and production. Fun and reliable. \$20's.

2- Afternoon Drive talent-upbeat, production, and remotes. Send tape and resume to KSEZ. Attn: Rich Randall, 1113 Nebraska Street, Sioux City, IA 51105 EOE

Are you a creative writer who can produce award-winning marketing campaigns for our clients? Top-rated combo is looking for a Creative Director to continue to move our organization to the next level. If you can write and produce solution drive marketing campaigns, open to new ideas and can manage a team of professionals, send a tape of your best work, writing samples and resume to: Rick Walker, Operations Manager WKCC 2000 Whittier St. Saginaw, MI 48601 MacDonald Broadcasting is an Equal Opportunity Employer. EOE

WEST

Parttimers sought for High Desert AC. Within driving distance only. T&R: KHWW, Lance Todd, Box 1668, Barstow, CA 92312 EOE 01/16/98

SF BAY: Parttime teaching air, news, production, management, all phases of radio broadcasting. The Academy of Radio Broadcasting-Fremont. CALL: (510) 661-9800 EOE 01/16/98

Top-ranked Classic Rock station looking for Morning Drive/Program Director. Must be team player. RUSH tape and resume to: Tom Keffury, KZOZ FM, 4115 Broad Street, Suite B-4, San Luis Obispo, CA 93401. No Calls. EOE

Fresno AC station looking for a morning host/team. Send package to: Angie Handa, KSOF, 1066 East Shaw, Fresno, CA 93710. All inquiries confidential. EOE

OPENINGS

Northwest heritage rocker KBOY seeks morning drive co-host, or afternoon/APD. Rush T&R to Keith Berlin, KBOY, 1438 Rossanley Dr., Medford OR 97501. Start the new year off right in the beautiful Pacific Northwest.

Z100 Portland has rare opening for hot, topical, morning newscaster who loves to laugh. Be a strong part of #1 show on #1 station. Females encouraged. T&R to: Dano Clark, 4949 SW Macadam, Portland, OR 97201. Jacor is an EOE.

KOST 103.5 is seeking a highly motivated and dependable individual to be its part-time programming assistant. Duties include assisting on-air talent in the execution of the station's evening show. Resumes to Johnny Chiang/Asst. PD. 610 S. Ardmore Avenue, Los Angeles, CA 90005. No Phone Calls Please!

CHR NIGHT JOCK
WYOY Jackson, MS has immediate opening for killer 7-mid. jock. Must have at least 1 year experience, be energetic, know how to have fun and do great phones. Remote abilities and Selector knowledge helpful. Send T&R to: Dick O'Neil, WYOY, 265 Highpoint Drive, Jackson, MS 39213. EOE

San Francisco Bay Area Alternative Rock Image Production Wiz! Send tapes and resumes to: Radio & Records, 10100 Santa Monica, #425, 5th Floor, Los Angeles, CA 90067. EOE



CREATIVE SERVICE DIRECTOR LOS ANGELES

Y-107, America's 4th most listened to Alternative station, seeks Creative Service Director. If you can creatively write, voice, and produce concise promos and sweepers, relate to a 29 year old, and thrive in competitive situations, we want to hear from you! Knowledge of '80s and '90s modern rock and digital editing skills are a must. Overnight production and writing samples to: Steve Blatter, 3350 Electronic Drive, Pasadena, CA 91107. EOE

OPENINGS

SYNDICATION AFFILIATE RELATIONS LA-based radio syndicator seeking Affiliate Manager to barter Modern/Hot AC program. Full-time position/benefits. Fax letter/resume. 310-360-9555

TWO PROGRAM DIRECTORS wanted for Top-20 and Top-30 Market heritage Country powerhouses. Must be a street fighting, creative writing master to propel stations into the number one position. Must possess great people skills and know how to make a radio station sizzle with fun. Rush resume, station composite, samples of promo writing to: Radio & Records, 10100 Santa Monica, #412, 5th Floor, Los Angeles, CA 90067. EOE

CHR MORNING SHOW CO-HOST

WYOY Jackson, MS has immediate opening for a morning show co-host. Must be outgoing, street smart pro with a minimum of 2 years experience. Need to contribute daily to established show that is fun, topical and local. Females preferred. Send T&R to: Dick O'Neil, WYOY, 265 Highpoint Drive, Jackson, MS 39213. EOE

POSITIONS SOUGHT

Steve Hammond "The Gatekeeper" is available now! Seventeen year pro's latest gig was PM drive in Columbus. STEVE: (614) 457-6823 01/16/98

The Love Psychic Ariele available as positive, light, morning drive guest or flirtatious evening talk. Amazing, accurate predictions. ARIELE: (301) 570-5677 01/16/98

Seasoned! Strong air talent, phones, production, remotes! Fun; solid company! Also www.radionline.com - jobs, available/looking. BLAIN: (903) 581-4186 01/16/98

Sportscaster PBP man available. MIKE: (800) 785-0918-18 01/16/98

Seeking parttime (weekends, etc.) at Oldies or Classic Rocker in NY/NJ/CT/E.PA area. 30 years experience. JIM: (212) 726-3867 01/16/98

Help a fallen star. Make my Christmas wish come true. Let me shine with your other stars. MICHAEL DEAN: (219) 436-6849 01/16/98

Creative AT. Will squeel line a pig for my PD better than the fat guy in "Deliverance." JOE KING: (817) 861-4248 01/16/98

A witty and humorous "love doctor" who understands women, will have the #1 talk show in America. DOCTOR LOVE: (760) 757-5549 01/16/98

Increase your midday or late night numbers with me! Platinum pipe San Diego female seeks fulltime on air. AMY: (760) 940-2297 01/16/98

Large market news veteran seeks Programming/News Director position. Will respond to all inquiries. SCOTT: (913) 789-9744 or KCTalker@swbell.net 01/16/98

POSITIONS SOUGHT

Want your station to consistently make local and national news? Young Leykis type talker entertains while making you money. KEN: (801) 534-7238 01/16/98

Award winning PBP sportscaster available for major market FB, BB, etc. Have done pros, Olympics, etc. JEFF: (714) 768-7644 or RuffoloPR@aol.com 01/16/98

Have talent will travel (anywhere). Five plus years. Call N.G.F.: (850) 936-0396 01/16/98

30 years experience! Last 15- mornings at WDRC-FM Hartford (Oldies/Big D 103). Available immediately. JERRY KRISTAFER: (860) 721-7174 01/16/98

Major market experienced talker, consider smaller. Entertaining, informed, in control, opinionated, sharp, versatile. Good voice. No agenda. DS: (561) 279-2825 01/16/98

Winning Program Director seeks new challenge. Country expert. Modern/Hot AC experience. GLENN: (503) 625-8959 01/16/98

Radio saved the video star. Son of Dickie Goodman wants on the box. JON: (718) 390-3596 01/16/98

Hardworking pro seeks a great station. Years of experience, multi-track digital and more. Currently working for top station. PAT: (903) 856-5976 01/16/98

Stations with quality programming such as news/talk or adult standards. Experienced news anchor, music host available. ALEX: (513) 777-8423 01/16/98

Great mornings? Corey Deitz & Jay Hamilton available! Fun, innovative, compelling. COREY & JAY: (804) 227-3239 or coreydeitz@usa.net 01/16/98

Florida AT/experienced pro/employed, seeking new challenge in Florida. Worked HAC/AC/CHR/Oldies/Classics. STEVE: (561) 770-4749 01/16/98

Classic Rock/AOR AT/PD seeks new challenge! 13 years small/medium market, promotion & sales oriented, creative production. JIM: (219) 262-3083 01/16/98

Five years experience. CHR, AOR, AC, Alternative. 8-track production, remotes, and news experience. Seeking good opportunity. Will relocate. BRIAN: (706) 828-0935 01/16/98

Fifteen year Pro seeks fulltime or parttime. Reliable. Available for all shifts. NY/NJ/PA/CT. PHIL: (914) 783-3229 01/16/98

Experienced AT seeks station in college/university town so wife can finish degree. D.J.: (316) 629-9329 or FXR-653@WEBCV.NET 01/16/98

Sports-Talker, seeking position in Midwest. Great ratings, experience, solid rolodex. Available soon. BOB: (608) 837-2759 or BSturm@Webtv.net 01/16/98

POSITIONS SOUGHT

Let me fill your midday or nighttime vacancy. Eight years on air experience. Ready to relocate! DREW: (330) 633-5323 01/16/98

Experienced, versatile AT available for your CHR, HAC or hot Country. Small/medium markets no problem. SCOTT CLEVELAND: (716) 565-0646 01/16/98

Available immediately: Morning mercenaries. PD's/GM's: call now for your free gift - a fax of our butts! PETE & CARA: (304) 746-7715 01/16/98

15 year vet, Oldies, Country, w/production seeks parttime air in Las Vegas. Six years last position. Computer friendly. MURPHY: (702) 878-2474 01/16/98

www.ronline.com

R&R Opportunities Free Advertising

Radio & Records provides free (20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (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—kmumaw@rronline.com Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067

R&R Opportunities Advertising

1x \$120/inch **2x \$100/inch**

Rates are per week (maximum 35 word per inch including heading). Includes generic border. If logo, custom border or larger heading are required, add 1/2 inch (\$60 for 1x, \$50 for 2x). In addition, all ads appear on R&R's web site. (www.ronline.com)

Blind Box: add \$50

The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping and handling.

Positions Sought: \$50/inch

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

Payable In Advance

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310) 203-8727 or mail: Visa, MC, AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PDT)** eight days prior to issue date. Address all ads to: R&R Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067

RADIO & RECORDS

10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable sales tax) in the United States or \$ 695.00 overnight delivery (U.S. funds only), \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 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 issues 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: KKKS/Geo McFly, Z100/Lukas, WKUT/Hollywood & Goumba, KVIL/Ron Chapman, WRQX/Jack Diamond, WMVP/Steve Cochran, WJMN/Ramiro-Ralphie, KRTH/Shotgun Tom \$7.50
CURRENT #212: WKUT/Bill Lee, KYSR/Ryan Seacrest, KHKS/Domino, KIIS/Gary Spears, KYLO/Elvis & JV, KBPW/Whipping Boy, WZPL, SF's new KISD, CKOB/Darren Stevens, \$7.50
PERSONALITY PUSHPH-121: KHKS/Kid Kraddick, KGB/Dave, Shelly & Chansaw, WYKS/Matt Siegel, KISW/Bob Rivers, \$7.50.
PERSONALITY PUSHPH-120: WROR/Loren & Wally, WPLJ/Scott & Todd, WKYS/Russ Parr, WBMX/John Lander, K101/Don Bleu, \$7.50
PERSONALITY PUSHPH-119: WNIC/Jim Harper, KSHE/Bob & Tom, WTMX/Enc & Kathy, KFUP/Phil Hendrie, \$7.50
ALL COUNTRY #CY-58: KSCS, WKLB, KASE, KVET, KNCI, KRAK, \$7.50
ALL CHR #CHR-38: WKUT, Z100, KPWR, KMEL, KHFI, WKSS, \$7.50
ALL AC #AC-46: KFMB-FM, KDMX, KVIL, KBFB, KZZO, K101, \$7.50
PROFESSIONAL #S-358: NEW YORK AM DRIVE! CHR Z100, WKUT, WOHT, UC WRKS, WBLS, Gold WCBS, AOR WYRK, WAXQ, WNEW, AC WPLJ, WLTW, WNSR, \$7.50
PROFILE #S-359: BALTIMORE! CHR WYXY, WERO, UC WWIN, City WPOG, WGRX, AC WLIF, WMMX, AOR WYXY, WHFS, Gold WDSR, WOCT, \$7.50
PROMO VAULT #PR-31: promo samples - all formats, all market sizes, Cassette, \$10
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CHR/POP

LW	TW	ARTIST	SON	Label	
1	1	CHUMBAWAMBA	Tubthumping	(Republic/Universal)	
2	2	SAVAGE GARDEN	Truly Madly Deeply	(Columbia)	
3	3	SMASH MOUTH	Walkin' On The Sun	(Interscope)	
4	4	BACKSTREET BOYS	As Long As You Love Me	(Jive)	
5	5	ROBYN	Show Me Love	(RCA)	
6	6	MATCHBOX 20	3am	(Lava/Atlantic)	
7	7	USHER	You Make Me Wanna...	(LaFace/Arista)	
8	8	SUGAR RAY	Fly	(Lava/Atlantic)	
9	9	JANET	Together Again	(Virgin)	
10	10	LISA LOEB	I Do	(Geffen)	
24	11	CELINE DION	My Heart Will Go On	(550 Music)	
9	12	ALLURE	All Cried Out	(Track Masters/Crave)	
12	13	PAULA COLE	I Don't Want To Wait	(Imago/WB)	
13	14	MEREDITH BROOKS	What Would Happen	(Capitol)	
14	15	BRYAN ADAMS	Back To You	(A&M)	
18	16	THIRD EYE BLIND	How's It Going To Be	(Elektra/EEG)	
21	17	GREEN DAY	Time Of Your Life	(Good...)	(Reprise)
20	18	NU FLAVOR	Heaven	(Reprise)	
15	19	TONIC	If You Could Only See	(Polydor/A&M)	
19	20	INOJ	Love You Down	(So So Def/Columbia)	
16	21	MATCHBOX 20	Push	(Lava/Atlantic)	
29	22	BILLIE MYERS	Kiss The Rain	(Universal)	
23	23	BLESSID UNION	Light In Your Eyes	(Capitol)	
27	24	SARAH MCLACHLAN	Sweet Surrender	(Arista)	
30	25	AEROSMITH	Pink	(Columbia)	
28	26	SOMETHIN' FOR THE PEOPLE	My Love Is The Shhh!	(Warner Bros.)	
22	27	FIONA APPLE	Criminal	(Clean Slate/Work)	
26	28	JEWEL	Foolish Games	(Atlantic)	
31	29	ALANA DAVIS	32 Flavors	(Elektra/EEG)	
34	30	LOREENA MCKENITT	The Mummers' Dance	(Quinlan Road/WB)	

CHR begins on Page 41.

HOT AC

LW	TW	ARTIST	SON	Label	
2	1	LISA LOEB	I Do	(Geffen)	
3	2	SMASH MOUTH	Walkin' On The Sun	(Interscope)	
1	3	CHUMBAWAMBA	Tubthumping	(Republic/Universal)	
6	4	MATCHBOX 20	3am	(Lava/Atlantic)	
4	5	PAULA COLE	I Don't Want To Wait	(Imago/WB)	
5	6	SUGAR RAY	Fly	(Lava/Atlantic)	
7	7	TONIC	If You Could Only See	(Polydor/A&M)	
9	8	SARAH MCLACHLAN	Sweet Surrender	(Arista)	
12	9	SAVAGE GARDEN	Truly Madly Deeply	(Columbia)	
8	10	SISTER HAZEL	All For You	(Universal)	
10	11	BILLIE MYERS	Kiss The Rain	(Universal)	
14	12	ELTON JOHN	Something About The Way...	(Rocket/A&M Associated)	
17	13	THIRD EYE BLIND	How's It Going To Be	(Elektra/EEG)	
20	14	LOREENA MCKENITT	The Mummers' Dance	(Quinlan Road/WB)	
11	15	SUNDAYS	Summertime	(DGC/Geffen)	
13	16	MATCHBOX 20	Push	(Lava/Atlantic)	
19	17	ALANA DAVIS	32 Flavors	(Elektra/EEG)	
16	18	THIRD EYE BLIND	Semi-Charmed Life	(Elektra/EEG)	
15	19	JEWEL	Foolish Games	(Atlantic)	
18	20	LEANN RIMES	How Do I Live	(Curb)	
21	21	GREEN DAY	Time Of Your Life	(Good...)	(Reprise)
—	22	CELINE DION	My Heart Will Go On	(550 Music)	
23	23	BRYAN ADAMS	Back To You	(A&M)	
22	24	CHANTAL KREVIUZUK	Surrounded	(Columbia)	
25	25	SISTER HAZEL	Happy	(Universal)	
24	26	FIONA APPLE	Criminal	(Clean Slate/Work)	
26	27	MEREDITH BROOKS	What Would Happen	(Capitol)	
28	28	BLESSID UNION	Light In Your Eyes	(Capitol)	
29	29	VERVE	Bitter Sweet Symphony	(Hut/Virgin)	
—	30	BEN FOLDS FIVE	Brick	(550 Music)	

AC begins on Page 73.

CHR/RHYTHMIC

LW	TW	ARTIST	SON	Label
2	1	K-CI & JOJO	All My Life	(MCA)
1	2	USHER	You Make Me Wanna...	(LaFace/Arista)
4	3	LSG	My Body	(EastWest/EEG)
5	4	UNCLE SAM	I Don't Ever Want To See You...	(Stonecreek/Epic)
3	5	SOMETHIN' FOR THE PEOPLE	My Love Is The Shhh!	(Warner Bros.)
6	6	USHER	Nice & Slow	(LaFace/Arista)
7	7	MISSY "MISDEMEANOR" ELLIOTT	Sock It 2 Me	(EastWest/EEG)
8	8	BOYZ II MEN	A Song For Mama	(Motown)
10	9	WILL SMITH	Gettin' Jiggy Wit It	(Columbia)
11	10	JANET	Together Again	(Virgin)
9	11	MASE	Feel So Good	(Bad Boy/Arista)
12	12	BACKSTREET BOYS	As Long As You Love Me	(Jive)
13	13	SERMON, MURRAY & REDMAN	Rapper's Delight	(Priority)
17	14	DESTINY'S CHILD	No, No, No	(Grass Roots/Columbia)
15	15	ALLURE	All Cried Out	(Track Masters/Crave)
14	16	ROBYN	Show Me Love	(RCA)
23	17	K.P. & ENVYI	Swing My Way	(EastWest/EEG)
16	18	ERYKAH BADU	Tyrone	(Kedar/Universal)
19	19	NU FLAVOR	Heaven	(Reprise)
18	20	CHUMBAWAMBA	Tubthumping	(Republic/Universal)
24	21	QUEEN PEN	All My Love	(Lil' Man/Interscope)
26	22	TIMBALAND & MAGOO	Luv 2 Luv You	(BlackGround/Atlantic)
22	23	SUGAR RAY	Fly	(Lava/Atlantic)
20	24	TOTAL	What About Us	(LaFace/Arista)
34	25	PUFF DADDY & THE FAMILY	Been Around...	(Bad Boy/Arista)
27	26	MARY J. BLIGE	A Dream	(Arista)
25	27	DRU HILL	5 Steps	(Island)
30	28	BUSTA RHYMES	Dangerous	(Elektra/EEG)
31	29	DRU HILL	We're Not Making Love No More	(LaFace/Arista)
21	30	JON B.	Are U Still Down?	(Yab Yum/550 Music)

CHR begins on Page 41.

AC

LW	TW	ARTIST	SON	Label	
2	1	R. MARX & D. LEWIS	At The Beginning	(Atlantic)	
6	2	CELINE DION	My Heart Will Go On	(550 Music)	
1	3	JIM BRICKMAN w/ASHTON & RAYE	The Gift	(Windham Hill)	
3	4	ELTON JOHN	Something About The Way...	(Rocket/A&M Associated)	
4	5	MICHAEL BOLTON	The Best Of Love	(Columbia)	
5	6	PAULA COLE	I Don't Want To Wait	(Imago/WB)	
7	7	GARY BARLOW	So Help Me Girl	(Arista)	
8	8	LEANN RIMES	How Do I Live	(Curb)	
11	9	KENNY G	Loving You	(Arista)	
9	10	DARYL HALL & JOHN OATES	Promise Ain't Enough	(Push)	
10	11	TONI BRAXTON w/KENNY G	How Could An Angel...	(LaFace/Arista)	
12	12	BILLY JOEL	Hey Girl	(Columbia)	
16	13	VANESSA WILLIAMS	Oh How The Years Go By	(Mercury)	
17	14	BRYAN ADAMS	Back To You	(A&M)	
13	15	BACKSTREET BOYS	Quit Playing Games	(With...)	(Jive)
14	16	AMY GRANT	Takes A Little Time	(A&M)	
15	17	BARBRA STREISAND*CELINE DION	Tell Him	(550 Music/Columbia)	
18	18	BETH NIELSEN CHAPMAN	Sand And Water	(Reprise)	
21	19	BLESSID UNION	Light In Your Eyes	(Capitol)	
19	20	PAUL CARRACK	Eyes Of Blue	(Ark 21)	
26	21	SAVAGE GARDEN	Truly Madly Deeply	(Columbia)	
23	22	RAY VEGA	Even More	(BNA)	
22	23	PETER CETERA	I/AZ YET You're The Inspiration	(River North)	
25	24	KENNY LOGGINS	Now That I Know Love	(Columbia)	
—	25	BACKSTREET BOYS	As Long As You Love Me	(Jive)	
24	26	LEANN RIMES	You Light Up My Life	(MCG/Curb)	
27	27	LISA LOEB	I Do	(Geffen)	
28	28	SAMANTHA COLE	Without You	(Universal)	
29	29	JOHN MELLENCAMP	Without Expression	(Mercury)	
30	30	BARRY MANILOW	Sometimes When We Touch	(Arista)	

AC begins on Page 73.

URBAN

LW	TW	ARTIST	SON	Label	
1	1	USHER	Nice & Slow	(LaFace/Arista)	
3	2	DRU HILL	5 Steps	(Island)	
4	3	UNCLE SAM	I Don't Ever Want To See You...	(Stonecreek/Epic)	
9	4	BRIAN MCKNIGHT	Anytime	(Mercury)	
5	5	JON B.	Are U Still Down?	(Yab Yum/550 Music)	
2	6	BOYZ II MEN	A Song For Mama	(Motown)	
8	7	TIMBALAND & MAGOO	Luv 2 Luv You	(BlackGround/Atlantic)	
7	8	JOE	Good Girls	(Jive)	
11	9	2PAC	I Wonder If Heaven Got A...	(Amaru/Jive)	
13	10	JANET	Together Again	(Virgin)	
15	11	BUSTA RHYMES	Dangerous	(Elektra/EEG)	
6	12	DRU HILL	We're Not Making Love No More	(LaFace/Arista)	
21	13	MASE	I/TOTAL What You Want	(Bad Boy/Arista)	
18	14	DESTINY'S CHILD	No, No, No	(Grass Roots/Columbia)	
17	15	SERMON, MURRAY & REDMAN	Rapper's Delight	(Priority)	
16	16	SAM SALTER	It's On Tonight	(LaFace/Arista)	
10	17	ERYKAH BADU	Tyrone	(Kedar/Universal)	
14	18	LSG	My Body	(EastWest/EEG)	
22	19	SOMETHIN' FOR THE PEOPLE	All I Do	(Warner Bros.)	
26	20	K-CI & JOJO	All My Life	(MCA)	
23	21	GINUWINE	Only When U R Lonely	(550 Music)	
25	22	WILL SMITH	Gettin' Jiggy Wit It	(Columbia)	
30	23	QUEEN PEN	All My Love	(Lil' Man/Interscope)	
12	24	SOUNDS OF BLACKNESS	Hold On	(Change Is...)	(Perspective/A&M)
47	25	SWV	Rain	(RCA)	
34	26	MASTER P	Make 'Em Say Ugh	(No Limit/Priority)	
19	27	L.L. COOL J	Father	(Def Jam/Mercury)	
27	28	STING	I/PUFF DADDY Roxanne '97	(A&M)	
20	29	ROME	Crazy Love	(Grand Jury/RCA)	
31	30	PLAYA	Don't Stop The Music	(Def Soul/Def Jam/Mercury)	
38	32	LUTHER VANDROSS	I Won't Let You Do That To Me	(LV/Epic)	
36	33	MASTER P	Scream	(Dimension/Capitol)	
42	34	K.P. & ENVYI	Swing My Way	(EastWest/EEG)	
37	35	KAREN CLARK-SHEARD/FAITH EVANS	Nothing Without You	(Island)	

URBAN begins on Page 52.

ACTIVE ROCK

LW	TW	ARTIST	SON	Label	
1	1	CREED	My Own Prison	(Wind-up)	
3	2	PEARL JAM	Given To Fly	(Epic)	
2	3	DAYS OF THE NEW	Touch, Peel, And Stand	(Outpost/Geffen)	
6	4	BLACK LAB	Wash It Away	(DGC/Geffen)	
4	5	OZZY OSBOURNE	Back On Earth	(Epic)	
9	6	AEROSMITH	Taste Of India	(Columbia)	
8	7	MATCHBOX 20	3am	(Lava/Atlantic)	
5	8	METALLICA	The Memory Remains	(Elektra/EEG)	
11	9	GREEN DAY	Time Of Your Life	(Good...)	(Reprise)
7	10	MEGADETH	Almost Honest	(Capitol)	
13	11	MARCY PLAYGROUND	Sex And Candy	(Capitol)	
17	12	METALLICA	The Unforgiven II	(Elektra/EEG)	
12	13	BIG WRECK	The Oaf	(Atlantic)	
10	14	FOO FIGHTERS	Everlong	(Roswell/Capitol)	
14	15	OUR LADY PEACE	Clumsy	(Columbia)	
18	16	DAYS OF THE NEW	Shelf In The Room	(Outpost/Geffen)	
16	17	TOOL	Forty Six & 2	(Freeworld)	
20	18	CAROLINE'S SPINE	Sullivan	(Hollywood)	
15	19	FAITH NO MORE	Ashes To Ashes	(Slash/Reprise)	
21	20	BUSH	Mouth	(Hollywood)	
19	21	LED ZEPPELIN	The Girl I Love	(Atlantic)	
27	22	COLLECTIVE SOUL	She Said	(Dimension/Capitol)	
29	23	BLINK 182	Dammit	(Growing Up)	(Cargo/MCA)
26	24	SEVENDUST	Black	(TVT)	
23	25	LIFE OF AGONY	Weeds	(Roadrunner)	
28	26	RAGE AGAINST THE MACHINE	The Ghost Of Tom Joad	(Epic)	
22	27	AC/DC	Dirty Eyes	(EastWest/EEG)	
24	28	SOUNDGARDEN	Bleed Together	(A&M)	
39	29	DREAM THEATER	You Not Me	(EastWest/EEG)	
35	30	VERVE	Bitter Sweet Symphony	(Hut/Virgin)	

ROCK begins on Page 85.

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URBAN AC

LW	TW	ARTIST	SON	Label
1	1	BOYZ II MEN	A Song For Mama	(Motown)
2	2	ERYKAH BADU	Tyrone	(Kedar/Universal)
3	3	DRU HILL	We're Not Making Love No More	(LaFace/Arista)
8	4	BRIAN MCKNIGHT	Anytime	(Mercury)
7	5	SOUNDS OF BLACKNESS	Hold On (Change Is...)	(Perspective/A&M)
4	6	LSG	My Body	(EastWest/EEG)
10	7	UNCLE SAM	I Don't Ever Want To See You...	(Stonecreek/Epic)
6	8	MILESTONE	I Care 'Bout You	(LaFace/Arista)
5	9	BEBE WINANS	In Harm's Way	(Atlantic)
11	10	WHISPERS	My My My	(Interscope)
15	11	LUTHER VANDROSS	I Won't Let You Do That To Me	(LV/Epic)
12	12	WILL DOWNING	All About You	(Mercury)
9	13	MARIAH CAREY	Butterfly	(Columbia)
14	14	JOE	Good Girls	(Jive)
16	15	JANET	Together Again	(Virgin)
13	16	PATTI LABELLE	Shoe Was On The Other Foot	(MCA)
17	17	LUTHER VANDROSS	When You Call On Me/Baby...	(LV/Epic)
20	18	DRU HILL	5 Steps	(Island)
22	19	VANESSA WILLIAMS	First Thing On Your Mind	(Mercury)
21	20	JOHNNY GILL	Maybe	(Motown)
18	21	TONI BRAXTON w/KENNY G	How Could An Angel...	(LaFace/Arista)
24	22	JOE	The Love Scene	(Jive)
23	23	BOYZ II MEN	4 Seasons Of Loneliness	(Motown)
27	24	BROWNSTONE	In The Game Of Love	(MJJ/Work)
28	25	USHER	You Make Me Wanna...	(LaFace/Arista)
19	26	AARON NEVILLE	Say What's In My Heart	(A&M)
—	27	KAREN CLARK-SHEARD/FAITH EVANS	Nothing Without You	(Island)
25	28	TARAL	Silly	(Motown)
30	29	SAM SALTER	It's On Tonight	(LaFace/Arista)
29	30	TONY TONI TONE	Boys + Girls	(Mercury)

URBAN begins on Page 52.

ROCK

LW	TW	ARTIST	SON	Label
2	1	MATCHBOX 20	3am	(Lava/Atlantic)
3	2	PEARL JAM	Given To Fly	(Epic)
1	3	DAYS OF THE NEW	Touch, Peel, And Stand	(Outpost/Geffen)
8	4	AEROSMITH	Taste Of India	(Columbia)
4	5	LED ZEPPELIN	The Girl I Love	(Atlantic)
6	6	CREED	My Own Prison	(Wind-up)
5	7	OZZY OSBOURNE	Back On Earth	(Epic)
9	8	ROLLING STONES	Flip The Switch	(Virgin)
7	9	SAMMY HAGAR	Both Sides Now	(MCA)
11	10	JOHN MELLENCAMP	Without Expression	(Mercury)
12	11	BLACK LAB	Wash It Away	(DGC/Geffen)
10	12	KENNY WAYNE SHEPHERD	Slow Ride	(Revolution)
16	13	GREEN DAY	Time Of Your Life (Good...)	(Reprise)
13	14	BIG WRECK	The Oaf	(Atlantic)
17	15	COLLECTIVE SOUL	She Said	(Dimension/Capitol)
15	16	METALLICA	The Memory Remains	(Elektra/EEG)
18	17	SISTER HAZEL	Happy	(Universal)
20	18	MEGADETH	Almost Honest	(Capitol)
23	19	METALLICA	The Unforgiven II	(Elektra/EEG)
14	20	AC/DC	Dirty Eyes	(EastWest/EEG)
22	21	BRYAN ADAMS	Back To You	(A&M)
19	22	SMASH MOUTH	Walkin' On The Sun	(Interscope)
21	23	FOO FIGHTERS	Everlong	(Roswell/Capitol)
27	24	ROLLING STONES	Saint Of Me	(Virgin)
28	25	OUR LADY PEACE	Clumsy	(Columbia)
46	26	KENNY WAYNE SHEPHERD	Blue On Black	(Revolution)
26	27	COREY STEVENS	Take It Back	(Eureka/Discovery)
32	28	DAYS OF THE NEW	Shelf In The Room	(Outpost/Geffen)
25	29	YES	Open Your Eyes	(Beyond)
34	30	MARCY PLAYGROUND	Sex And Candy	(Capitol)

ROCK begins on Page 85.

COUNTRY

LW	TW	ARTIST	SON	Label
3	1	BROOKS & DUNN	He's Got You	(Arista)
2	2	JOHN MICHAEL MONTGOMERY	Angel In My Eyes	(Atlantic)
4	3	TIM MCGRAW	Just To See You Smile	(Curb)
6	4	SAMMY KERSHAW	Love Of My Life	(Mercury)
7	5	LEANN RIMES	On The Side Of Angels	(MCG/Curb)
9	6	DIAMOND RIO	Imagine That	(Arista)
10	7	LILA MCCANN	I Wanna Fall In Love	(Asylum/EEG)
11	8	SHANIA TWAIN	Don't Be Stupid (You Know...)	(Mercury)
13	9	ANITA COCHRAN & STEVE WARINER	What If I Said	(Wamer Bros.)
12	10	LEE ANN WOMACK	You've Got To Talk To Me	(Decca)
5	11	TOBY KEITH	I'm So Happy I Can't Stop...	(Mercury)
1	12	ALAN JACKSON	Between The Devil And Me	(Arista)
15	13	KENNY CHESNEY	A Chance	(BNA)
8	14	MARTINA MCBRIDE	A Broken Wing	(RCA)
16	15	LORRIE MORGAN	One Of Those Nights Tonight	(BNA)
17	16	BRYAN WHITE	One Small Miracle	(Asylum/EEG)
25	17	GEORGE STRAIT	Round About Way	(MCA)
19	18	COLLIN RAYE	Little Red Rodeo	(Epic)
38	19	GARTH BROOKS	She's Gonna Make It	(Capitol)
20	20	WYNONNA	Come Some Rainy Day	(Curb/Universal)
18	21	REBA MCENTIRE	What If	(MCA)
21	22	NEAL MCCOY	If You Can't Be Good (Be...)	(Atlantic)
23	23	TRAVIS TRITT	Still In Love With You	(Warner Bros.)
34	24	CLINT BLACK	Nothin' But The Taillights	(RCA)
26	25	WADE HAYES	The Day That She Left Tulsa...	(DKC/Columbia)
28	26	DIXIE CHICKS	I Can Love You Better	(Monument)
33	27	DAVID KERSH	If I Never Stop Loving You	(Curb)
32	28	KINLEYS	Just Between You And Me	(Epic)
30	29	DARYLE SINGLETARY	The Note	(Giant)
31	30	MARK CHESNUTT	It's Not Over	(Decca)
44	31	TRISHA YEARWOOD	Perfect Love	(MCA)
39	32	CLAY WALKER	Then What	(Giant)

COUNTRY begins on Page 63.

ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	MARCY PLAYGROUND	Sex And Candy	(Capitol)
2	2	GREEN DAY	Time Of Your Life (Good...)	(Reprise)
6	3	PEARL JAM	Given To Fly	(Epic)
3	4	MATCHBOX 20	3am	(Lava/Atlantic)
7	5	THIRD EYE BLIND	How's It Going To Be	(Elektra/EEG)
4	6	EVERCLEAR	Everything To Everyone	(Capitol)
5	7	VERVE	Bitter Sweet Symphony	(Hut/Virgin)
10	8	OUR LADY PEACE	Clumsy	(Columbia)
11	9	BEN FOLDS FIVE	Brick	(550 Music)
8	10	DAYS OF THE NEW	Touch, Peel, And Stand	(Outpost/Geffen)
9	11	BUSH	Mouth	(Hollywood)
13	12	BLINK 182	Dammit (Growing Up)	(Cargo/MCA)
17	13	CREED	My Own Prison	(Wind-up)
19	14	BLACK LAB	Wash It Away	(DGC/Geffen)
16	15	SARAH MCLACHLAN	Sweet Surrender	(Arista)
18	16	CORNERSHOP	Brimful Of Asha	(Luaka Bop/WB)
12	17	FOO FIGHTERS	Everlong	(Roswell/Capitol)
20	18	BECK	Deadweight	(London/Island)
15	19	SMASH MOUTH	Walkin' On The Sun	(Interscope)
21	20	MIGHTY MIGHTY BOSSTONES	Royal Oil	(Big Rig/Mercury)
14	21	CHUMBAWAMBA	Tubthumping	(Republic/Universal)
23	22	LOREENA MCKENITT	The Mummers' Dance	(Quinlan Road/WB)
—	23	FOO FIGHTERS	My Hero	(Roswell/Capitol)
24	24	311	Beautiful Disaster	(Capricorn/Mercury)
22	25	SPACE MONKEYS	Sugar Cane	(Chingon/Factory/Interscope)
25	26	RADIOHEAD	Karma Police	(Capitol)
30	27	DAVID BOWIE	I'm Afraid Of Americans	(Virgin)
29	28	REEL BIG FISH	She Has A Girlfriend Now	(Mojo/Universal)
40	29	HUFFAMOOSE	Wait	(Interscope)
41	30	FATBOY SLIM	Going Out Of My Head	(Skint/Astralwerks/Caroline)

ALTERNATIVE begins on Page 93.

NAC/SMOOTH JAZZ

LW	TW	ARTIST	SON	Label
4	1	CANDY DULFER	For The Love...	(N2K Encoded Music)
1	2	BRIAN CULBERTSON	So Good	(Bluemoon/Atlantic)
3	3	BOB JAMES	Mind Games	(Warner Bros.)
5	4	RICHARD ELLIOT	If You Want My Love	(Metro Blue/Blue Note)
6	5	KENNY G	Loving You	(Arista)
2	6	JONATHAN BUTLER	Song For Elizabeth	(N2K Encoded Music)
8	7	CRAIG CHAQUICO / PETER WRIGHT	Lights Out...	(Higher Octave)
9	8	DAVID BENOIT	Rue De La Soliel	(GRP)
14	9	AVENUE BLUE	Always There	(Mesa/Bluemoon/Atlantic)
10	10	THOM ROTELLA	What's The Story?	(Telarc)
7	11	CHRIS BOTTI	Regroovable	(Verve Forecast)
15	12	PAUL HARDCASTLE	Paradise Cove	(JVC/JMI)
11	13	EARL KLUGH	Last Song	(Warner Bros.)
12	14	PETE BELASCO	All In My Mind	(Verve Forecast)
16	15	PAT METHENY	Follow Me	(Warner Bros.)
13	16	JOYCE COOLING	South Of Market	(Heads Up)
20	17	KIRK WHALUM	If Only For One Night	(Warner Bros.)
22	18	JIM BRICKMAN	Dreams Come True	(Windham Hill)
27	19	PHILLIPE SAISSE	Riviera	(Verve Forecast)
24	20	MICHAEL BOLTON	The Best Of Love	(Columbia)
28	21	PIECES OF A DREAM	Knikki's Smile	(Blue Note)
18	22	ERIC MARIENTHAL	Last Day Of Summer	(I.E./Verve)
21	23	AARON NEVILLE	Say What's In My Heart	(A&M)
17	24	BONEY JAMES	Sweet Thing	(Warner Bros.)
19	25	RIPPINGTONS	Black Diamond	(Peak/Windham Hill Jazz)
23	26	PAUL TAYLOR	Groove Zone	(Countdown/Unity)
—	27	VANESSA WILLIAMS	Oh How The Years Go By	(Mercury)
29	28	BRIAN TARQUIN	One Arabian Knight	(Instinct)
—	29	RICK BRAUN	Chelsea	(Mesa/Bluemoon/Atlantic)
30	30	RICHARD SMITH	First Kiss	(Heads Up)

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ADULT ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	MATCHBOX 20	3am	(Lava/Atlantic)
2	2	SARAH MCLACHLAN	Sweet Surrender	(Arista)
5	3	LOREENA MCKENITT	The Mummers' Dance	(Quinlan Road/WB)
3	4	VERVE	Bitter Sweet Symphony	(Hut/Virgin)
4	5	LISA LOEB	I Do	(Geffen)
6	6	SISTER HAZEL	Happy	(Universal)
7	7	ALANA DAVIS	32 Flavors	(Elektra/EEG)
9	8	THIRD EYE BLIND	How's It Going To Be	(Elektra/EEG)
11	9	GREEN DAY	Time Of Your Life (Good...)	(Reprise)
10	10	JOHN MELLENCAMP	Without Expression	(Mercury)
8	11	B.B. KING w/TRACY CHAPMAN	The Thrill Is Gone	(MCA)
15	12	MARCY PLAYGROUND	Sex And Candy	(Capitol)
12	13	ROLLING STONES	Saint Of Me	(Virgin)
22	14	BEN FOLDS FIVE	Brick	(550 Music)
18	15	ABRA MOORE	Don't Feel Like Cryin'	(Arista Austin/Arista)
17	16	SMASH MOUTH	Walkin' On The Sun	(Interscope)
16	17	BARENAKED LADIES	Brian Wilson	(Reprise)
20	18	DOG'S EYE VIEW	Last Letter Home	(Columbia)
13	19	FREDDY JONES BAND	Wonder	(Capricorn/Mercury)
19	20	SUNDAYS	Summertime	(DGC/Geffen)
21	21	HUFFAMOOSE	James	(Interscope)
23	22	PAULA COLE	I Don't Want To Wait	(Imago/WB)
14	23	WALLFLOWERS	Three Marlenas	(Interscope)
—	24	BILLIE MYERS	Kiss The Rain	(Universal)
29	25	CORNERSHOP	Brimful Of Asha	(Luaka Bop/WB)
28	26	JONATHA BROOKE	Crumbs	(Refuge/MCA)
—	27	PEARL JAM	Given To Fly	(Epic)
—	28	WILLIAM TOPLEY	Stabroek Woman	(Mercury)
25	29	BLUES TRAVELER	Most Precarious	(A&M)
—	30	JONNY LANG	Missing Your Love	(A&M)

ADULT ALTERNATIVE begins on Page 102.



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Publisher's Profile

By Erica Farber



STEVE MORRIS

President of the Arbitron Company

By the end of this year, every radio station in the top 268 rated markets will have been in a ratings period for at least 24 weeks. These report cards, of sorts, will be used to determine programming directions, marketing and promotion strategies, sales success, and, in some cases, professional destinies.

It has been said that if you live by the numbers, you'll die by the numbers; however, there is one person who is taking these numbers very seriously: Steve Morris, President of the Arbitron Company.

Having recently celebrated his fifth year with Arbitron (he received a clock from his parent company to celebrate this fact), Morris is a person who is committed to quality and growth, yet also impatient with the time that it takes to make things happen.

He was with General Foods for 17 years and held all kinds of product management and general management jobs, including President of the Maxwell House division. He was responsible for starting two businesses that got him interested in the field of information. His first venture, Spectra Marketing — which created information systems for targeted marketing for package goods companies — was sold to VNU. His other company, Vidcode, focused on the media business and was acquired by Nielsen.

When Ceridian took over Arbitron from Control Data, the company contacted Morris about joining them. The company had three parts, of which Arbitron was one. "It was an amazing opportunity. Everything was new. They

had new management, no baggage, no earnings, no net worth — in fact, they had a lot of negative assets. It was a chance to bring small company stuff to a large organization that, in theory, had the resources to move faster and do bigger things."

Challenges at Arbitron: "Being a major participant in the information business. Radio has become a primary focus for the company, and we have worked very hard in building an organization that is marketing-oriented and customer-focused, and that develops new products while serving our customers. The radio business is in terrific shape; however, we need to behave as if we have 50 competitors nipping at our heels and continue to move as quickly as we would under the most competitive possible circumstances. With the globalization of the world, our real challenge is to go from being a parochial, U.S.-focused radio company to one that has a broader vision of the media and a much broader vision of the world."

Future of radio: "I feel good about it. Historically, it has been a very entrepreneurial branch of the media industry, which will serve it well in today's environment. An entrepreneurial culture tends to make you a survivor in times of rapid change, and whether or not the final solutions have been identified, I would be willing to bet that radio finds them before other people do."

Corporate culture of Arbitron: "It's an entrepreneurial company, full of the excitement of trying to stay on top of the changes."

Something that would surprise someone about Arbitron: "The answer is obvious when one visits us in Columbia. Everyone is surprised to see what an amazingly human company this is. There is an image of Arbitron as some monolithic entity run by people in New York. What it really is is an intensely personal company. The people in Columbia have what I call very Midwestern values and work ethics. They have enormous pride in what they do. When customers come to Columbia, they are really astounded at the dedication, excitement, and enthusiasm. We have this kind of spirit that we are going to make this product better, and we do it as well as we possibly can. People who haven't visited the facility have a 20-year thing about Arbitron. If we can get them to spend a day with us, it is very rare that they walk out with other than a whole different sense of the personal commitment of 500 people doing everything they possibly can to create a perfect radio system."

Biggest frustration: "I am always in a hurry. A research company needs to have a culture of making no mistakes. Unfortunately, the culture of no mistakes is also the culture of no risk. The frustration is in trying to urge us into a mode of taking marketing risks without sacrificing research perfectionism. It is a balancing act that we have to do. We have historically erred way over on the side of research perfectionism, and there was darn near nothing coming up in terms of new ideas, which almost inevitably require a certain element of risk. If we are to be a player in the media research business in the future, we are going to have to take risks, and we're going to have to experiment. We are going to have to play around with the Internet, and we are going to have to find out how to develop a useful information product in a business that nobody fully understands yet."

Favorite format: "I am really showing my age: I listen to Oldies and News."

Stock recommendation: "I am personally incentivized by Ceridian, which believes in performance-based compensation packages, so I would love to tout Ceridian stock."

Favorite song: "I love the Pink Floyd album *The Wall*."

Beverage of choice: Pinot noir.

Does he watch TV?: Almost none. If he watches half an hour a week, that would be a lot. However, when he travels, he does like *ER*.

Currently reading: *Into Thin Air*.

Individual he most admires: "Over the years, I felt that Winston Churchill, in total, had more of the characteristics that I'd like to have for myself than anybody else."

Hobbies: Loves to garden and travel. In fact, loves to travel in areas where food and wine are the central themes.

Computer savvy: PC on the desk. Travels with a laptop, but uses it primarily for e-mail.

Favorite Web site: He's kind of a browser around the Web, but is finding most of the sites pretty unsatisfactory.

New Year's resolutions: "This is the year in which Arbitron is going to be a world-class information company. There are a lot of pieces that go into that, but I think that if I have one kind of aspiration for the company and one thing that I believe we can do, it is that we can go into it as essentially a parochial company and emerge as a world-class one in terms of quality, data processing, application software, and in terms of the countries in which we do business."

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