

ROCK ■ AIRPLAY Monitor

• We Listen To Radio •

November 20, 1998 \$4.95 Volume 5 • No. 47

ROCK HIGHLIGHTS

MAINSTREAM

#1

METALLICA

Turn The Page (ELEKTRA/EEG)

★ ★ ★ AIRPOWER ★ ★ ★

NO RECORDS QUALIFIED FOR AIRPOWER THIS WEEK

GOING FOR AIRPLAY

CHEF • *Chocolate Salty Balls* (AMERICAN/COLUMBIA)

KISS • *You Wanted The Best* (MERCURY)

ZEBRAHEAD • *Get Back* (COLUMBIA)

MODERN

#1

LENNY KRAVITZ

Fly Away (VIRGIN)

★ ★ ★ AIRPOWER ★ ★ ★

GARBAGE • *Special* (ALMO SOUNDS/INTERSCOPE)

BARENAKED LADIES • *It's All Been Done* (REPRISE)

FUEL • *Bittersweet* (550 MUSIC)

GOING FOR AIRPLAY

SISTER SOLEIL • *Blind* (KATHARSIS/UNIVERSAL)

TRIPLE A

#1

SHERYL CROW

My Favorite Mistake (A&M)

★ ★ ★ AIRPOWER ★ ★ ★

NEW RADICALS • *You Get What You Give* (MCA)

As Label Consolidation Continues, Vets Share Their Survival Tactics

by Jeff Silberman
with Dana Hall, Marc Schiffman, and Phyllis Stark

The widely reported "restructuring" of Universal and PolyGram has been characterized in the Los Angeles Times as providing the merged group with "unparalleled economies of scale" and a "leaner, more efficient U.S. operation that should [create] the highest margins in the business," according to analyst Michael B. Nathanson.

But such knowledge is always cold comfort to the survivors of the industry's numerous consolidations—i.e., when Chrysalis and SBK were folded into EMI; when EMI and the Enclave were absorbed by Virgin and Capitol; or, most recently, when Crave and the Work Group morphed into the Epic Records Group. Country reps have survived the consolidation of Career and Arista, as well as several recent shutdowns, while their R&B counterparts have seen the closing of black music departments at several labels.

Moments before his execution in "The Godfather," Tessio rationalizes his failed plot to kill Michael Corleone by saying to Tom Hagen, "Tell Michael it was only business."

Fortunately, those victimized by the "only business" sensibilities of consolidation have the ability to bounce back and find work at another label. These are the three stages of that often-difficult transition.

STAGE 1:

DEAD REPS WORKING

It's a good thing the record industry isn't part of the CIA. Judging by the scuttlebutt that precedes a label consolidation, there wouldn't be a top-secret document in the country if it were. Almost all label reps have had to work their product under a cloud of imminent doom at one time or another.

Red Ant VP of crossover promotion Philip Mataragas was at EMI when it was dissolved. "There was a lot of talk in the building," he recalls. "It was hard to keep your eye on the ball when there was one rumor after another and you felt like you were waiting for the ax to fall. I had to constantly remind myself that I had a job to do, and if I became at all complacent and let those rumors consume me, it obviously would hurt me down the line."

Wind-Up VP of promotion Shanna Fisher, who was at SBK when it merged into EMI, affirms, "[You have to] just keep your head down and keep working. You can't get caught up in the office gossip; it will kill you."

Former Crave regional-turned-Elektra Northeast regional Cord Himelstein adds, "If you listen to all the crap people say and not focus on your work, that's when you really have to worry about your job. I made sure my bases were covered in the event that Crave closed, but I still put my feelers out before it actually happened."

Continued on page 5

METALLICA



MAINSTREAM ROCK (9) - (1)

ACTIVE ROCK (8) - (1)

HERITAGE ROCK (9) - (3)

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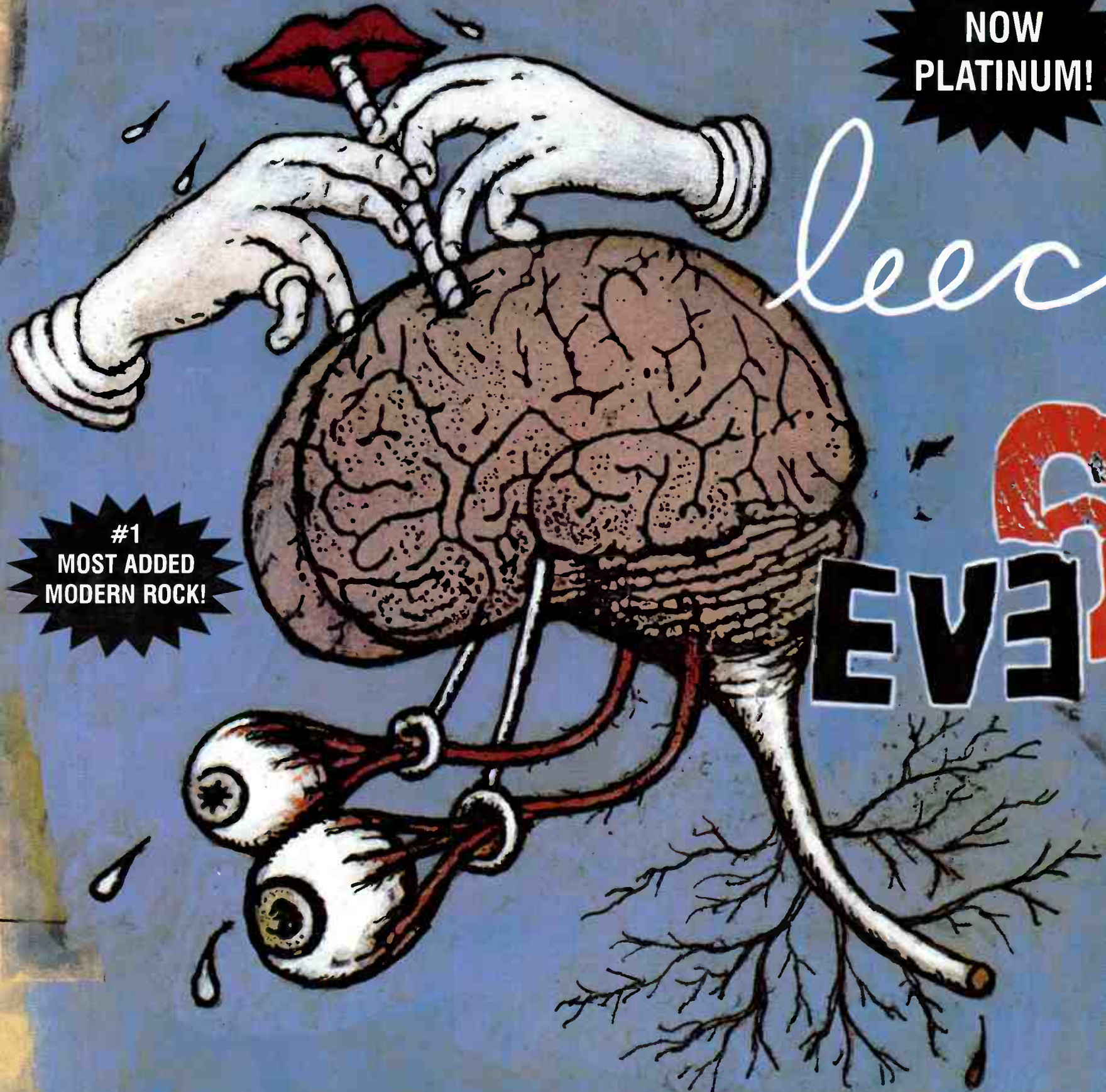
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Web Listening Issues Spark Arbitron Fly-In

by Sean Ross

The rapidly growing phenomenon of Internet radio listening gave Arbitron's annual Consultant Fly-In, held Nov. 13 in Columbia, Md., its major announcement, as well as its first moments of actual controversy in years.

The major announcement: three more partnerships between Arbitron's NewMedia division and Internet/streaming media-service companies to help measure Internet radio listening.

ARBITRON

The alliances between Arbitron and RealNetworks, Magnitude Network (a turnkey ISP for radio stations), and Engage Technologies (which offers qualitative user data) follow the partnership between Arbitron and Radiowave.com, unveiled at October's National Assn. of Broadcasters Radio Show.

And the controversy? An announcement by Arbitron's David Lapovsky that the ratings firm would test a column in the ratings diary allowing respondents to specify Internet listening, in the same way they currently designate AM or FM listening, but not until the year 2000. Before the advent of Internet radio listening, Arbitron had been discarding (or ascribing to local stations) any diary entries for a station that couldn't physically be heard in a market. But 2000 isn't soon enough for consultant Paul Jacobs, who, noting that Internet usage is doubling every six months, asked Lapovsky, "Are you telling me you're willing to wait... while miscrediting radio listening?"

The subsequent exchange between Jacobs and Lapovsky, reminiscent of the far more contentious Consultant Fly-In sessions of the early '90s, ended with Lapovsky allowing that Arbitron might be willing to look at the issue sooner, if the situation demands it. Later that day, Arbitron Radio general manager Pierre Bouvard announced that the well-received joint study of Internet listening that Arbitron and Edison Media Research debuted at October's NAB would

be repeated "pretty close to every six months," not once a year as previously planned.

The issue of Internet radio ratings was also of concern to some broadcasters who don't want Internet (or digital satellite radio) listening measured in the same book as conventional radio. Consultant Julian Breen went as far as to suggest that Arbitron disregard out-of-market Internet listening. When Lapovsky replied that "it is radio listening," Breen pointed out that Arbitron currently discards diary listings for TV audio, despite the fact that at least one TV station was advertising its position on the radio dial. Similarly, after it was confirmed that Arbitron was in discussions with XM Satellite Radio about measuring that digital audio service, Jacor head of country programming Jaye Albright suggested that XM be treated like network programming and measured by RADAR, not Arbitron.

In other news from the Fly-In, Bouvard announced that the ratings service's long-delayed people meter was finally being tested in Manchester, England, with 50 respondents, and that there were plans to try again next year with 300 meters. "We're getting data, and it's working," said Bouvard.

Arbitron also announced that it would test a "prior P1" study next winter, asking respondents in seven metros what station they listened to most six months ago; Arbitron is also rolling out a similar new service called Exit Poll, which asks follow-up questions about radio listening to a station's P1 listeners (and those of its competition). It has also added socioeconomic data about respondents and the workplace ZIP code question to the fall '98 Arbitron diary.

Two previously discussed methodology changes that aren't likely to come to fruition: a proposal to change demographic cells from their current non-symmetrical breaks (12-17, 18-24, 25-34, etc.) to more standard five-year breaks, and continuous measurement for markets that currently receive only two books a year by spreading the same sample over an entire year.



The SPIN BY STEVE GRAYBOW

212-536-5361 • sgraybow@airplaymonitor.com

'Elderly Woman' Has Life On Charts

HOW WE'VE GROWN: With the live version of Pearl Jam's "Elderly Woman Behind The Counter In A Small Town" (Epic) appearing on the modern rock chart, the Spin looks back almost five years, to February '94, when the original version of the song first charted. At that time, the modern rock chart consisted of a mere 32 stations, compared with today's 77. The original "Elderly Woman" entered the chart with 231 spins and peaked at No. 17, with 368 spins, on April 16, 1994.

This week, the live version is considered a re-entry on the modern rock chart, as Monitor policy states that newly recorded or live versions of older tracks are treated as extensions of the original recording. Thus, the live version re-enters modern at No. 35, with 677 detections, more than double the original version's biggest single week. These days, reaching the top 20 of the modern chart requires around 1,100 spins.

Pearl Jam's live track also re-enters the mainstream rock chart. The original track spent 12 weeks at mainstream. And the song makes its first appearance on the 1 1/2-year-old active rock chart.

"Kickin' My Heart Around" (American/Columbia) is the Black Crowes' 17th chart title at mainstream rock; 15 of those have made the top 10, and six of them hit No. 1. Four of those came from the 1992 release "The Southern Harmony And Musical Companion," including the band's last No. 1, "Hotel Illness."

"Turn The Page" (Elektra/EEG) is Metallica's seventh title to chart at active rock; all have reached the top 10. And it's the band's second No. 1 at active and third No. 1 at mainstream.

THE SONGS REMAIN THE SAME, DESPITE ALL-ZEP STUNT: Several tracks on the mainstream and active charts were affected by last week's all-Led Zeppelin stunt format at KTUX Shreveport, La. These songs received significant airplay on the station prior to the stunt and were temporarily dropped due to the all-Zeppelin format. Jonny Lang's "Still Raining" (A&M) and Korn's "Got The Life" (Immortal/Epic) lost bullets on both mainstream and active; both were directly attributable to lost airplay at KTUX. Other mainstream titles affected include Hole's "Celebrity Skin" (DGC/Geffen), Motley Crue's "Bitter Pill" (Motley/Beyond Music), and Fuel's "Bittersweet" (550 Music). Affected active titles include Black Sabbath's "Psycho Man" (Epic), the Flys' "Got You (Where I Want You)" (Delicious Vinyl/Trauma), Rob Zombie's "Dragula" (Geffen), Pushmonkey's "Handslide" (Arista), and Feeder's "Descend" (Echo/Elektra/EEG).

PERSONNEL FILE: Billboard Bulletin reports that Seagram president/CEO Edgar Bronfman Jr. will take greater control of the company's entertainment business as Universal Studios Inc. chairman/CEO Frank J. Biondi resigns. He's replaced by president/COO Ron Meyer. Universal Music Group chairman/CEO Doug Morris, who previously reported to Biondi and Meyer, now reports directly to Bronfman.

Producer Ross Robinson inks a deal with Roadrunner to develop and produce three acts per year through his I AM imprint. Robinson has produced albums for Korn, Soulfly, and Fear Factory, which he discovered and brought to Roadrunner... Reprise national director of triple-A promotion Alex Coronfly becomes senior director of adult formats... Wind-Up Chicago-based rep Hal Lieneck will exit in early December, pending his upcoming nuptials. Candidates for the rep spot can contact Shanna Fischer at 212-251-9665, ext. 213.

PANEL CHANGES: WONE Akron, Ohio, is temporarily removed from the mainstream and heritage panels due to monitoring problems. There are now 110 mainstream and 60 heritage reporters.

Album Rock Pioneers Scott Muni And Dave Herman Exit WNEW

It was the end of an era in New York as album rock WNEW released two veteran air talents, morning man Dave Herman and middayer Scott Muni. At press time, mornings were being covered by Matt Devoti, with Lisa Garvey in for middays. The latter shift had been split between Muni and Carol Miller, who now holds down nights. Opie and Anthony remain in afternoons. PD Garry Wall stresses that the Herman and Muni replacements are temporary and goes on to deny speculation of a format change. "We're going to rock, and classic rock will continue to be a component of what we play," he says, adding that the station is "not going active rock. We're going to be a mainstream rock station for New York."

groups, such as Lynyrd Skynyrd, are attracting attention, since they've not been heard on the station for a while. Meanwhile, night hosts Kramer and Twitch had the market all fired up over the weekend after they announced that it was now no longer legal to smoke in your car. Local authorities were flooded with calls from irate citizens demanding their right to light up.



Classic hits KZTR Bryan, Texas, trades the format for adult top 40.

Album KXAL Marshall, Texas, which has been running a combination of locally originated programming and Westwood One's adult rock'n'roll satellite, will go R&B by the weekend.

BUSINESS/MANAGEMENT: CD RADIO'S NEW INVESTOR

CD Radio picks up another investor in Apollo Management L.P., which is kicking in \$200 million in two tiers. About \$135 million will go toward newly issued preferred stock, and about \$65 million is earmarked for additional preferred stock to be purchased at CD Radio's option before Sept. 30, 1999.

Emmis Broadcasting head Jeff Smulyan becomes chairman of the Radio Advertising Bureau.

PROGRAMMING: BERGEN TO KY PD

Album KYYS Kansas City PD/morning man Larry Moffitt will drop the PD title, as Greg Bergen comes in for that position from classic

hits WSFR Louisville, Ky. KYYS promotion director Kendall Atkins exits.

Modern WLRS Louisville, Ky., PD Dennis Dillon takes the PD seat at WSFR and will be OM for both stations. Jacor Cincinnati MD Rick Jamie returns to Louisville to assume interim PD duties at WLRS. He's a candidate for the full-time gig.

Gary Schoenwetter, former PD of modern KXPK (the Peak) Denver, has resurfaced in San Jose, Calif., as PD/afternoons of Jacor modern gold outlet KLDZ (Channel 104.9).

Classic rock KZAP Chico, Calif., morning woman Carolann Lambaren picks up PD/MD duties as evening jock and interim PD/MD Tony Ward exits. Also at the station, sales manager David Pack picks up the new title of station manager.

Chris Gordon, previously PD of classic hits CFHK (the Hawk) London, Ontario, fills the long-vacant PD post at top 40 CKKL (Kool FM) Ottawa.

Modern WBZV Blacksburg/Christiansburg, Va., PD/MD/night jock Greg Travis exits.

PEOPLE: MANCOW IN MILWAUKEE

Mancow Muller's march toward syndicated success continues this week, as he picks up triple-A WLUM Milwaukee, taking the slot that Dave Justis had occupied until last month.

Back in Chicago, album WRCX (Rock 103.5) Chicago alumnus Freak reunites with Mancow in mornings on his modern flagship,

WKQX (Q101). Another WRCX refugee, night jock Chris Payne, picks up weekend work across the street at Q101. And WRCX overnigher Julio picks up nights at album WLZR Milwaukee.

Album KISS San Antonio afternoon host Slat's heads to the phoenix-like album WMMS (the Buzzard) Cleveland. Back in Texas, PD Kevin Vargas takes an abbreviated afternoon spot, from 3-6 p.m. The surrounding shifts each add an hour.

At album WYBB Charleston, S.C., midday host Dan Carlisle exits to return to San Francisco. Gina McGill moves from nights to middays. P/T Mike Bills replaces her. Meanwhile, WYBB PD Charlie Kendall flips WYBB's sister station, WNST, from adult top 40 to R&B oldies.

Modern KHLR Bryan middayer Lisa Galvez takes the same post at adult top 40 sister KZTR. Overnigher Bill Kaufmann takes the midday slot. And Walter Price comes aboard as promotion director from nights at adult standards KTAM.

ROCKING GOVERNOR, LINE ONE

During Aerosmith's visit to the syndicated "Rockline" program, the band fielded a call from Minnesota governor-elect Jesse "the Body" Ventura. Saying he'd like "to be a rocking governor," Ventura invited Aerosmith to play his inauguration. "We'd like to rock it." Replied Aerosmith front man Steven Tyler, "It would be our pleasure, Jesse."

Good Fences Make Good Neighbors



Monster Magnet made a fiery impression on a Detroit neighborhood. Album WRIF gave away Monster Magnet Backyard Concert tickets to one of its listeners. Sure, the band brought the house down—it nearly burned the house down.

Taylor Takes Out Garbage



Modern KITS (Live 105) San Francisco PD Jay Taylor and MD Aaron Axelson played host to Garbage recently, showing off the spacious Live 105 lobby. Shown, from left, are Garbage's Shirley Manson, Duke Erickson, and Butch Vig; Taylor, Axelson; and Garbage's Steve Marker.

RADIO CONCERT MONITOR

DATE	CALL LETTERS	EVENT	SCHEDULED TO APPEAR
Nov. 22	WXRT Chicago	Holiday Concert for the Kids	Patti Smith Group
Nov. 27	WTFX Louisville, Ky.	Gobblestock '98	Godsmack, Screamin' Cheetah Wheelies, Second Coming, Stuttering John, Toadies
Dec. 1	WBCN Boston	'98 WBCN XMAS Rave	Alex (from Propellerheads), Amazing Crowns, Leah Andreone, Better Than Ezra, Big Bad Voodoo Daddy, Cake, Cherry Poppin' Daddies, DJ Jinx, Econoline Crush, eels, Everlast, Fun Lovin' Criminals, Garbage, Guster, Hole, Less Than Jake, Liquid Todd, Local H, Love & Rockets, Marcy Playground, Monster Magnet, Liz Phair, Pills, Placebo, Pushmonkey, Rancid, Soul Coughing, Squirrel Nut Zippers, Stuttering John, Zebrahead
Dec. 4	KMTT Seattle	Sixth Annual Winter Warmth Concert	Jude, Sonia Dada, Susan Tedeschi
Dec. 4	KTCZ Minneapolis	10th Anniversary Cities Sampler Concert	Cowboy Junkies, John Hiatt, Honeydogs, Duncan Sheik
Dec. 4	WEBN Cincinnati	Listener Appreciation Show	Mystery guest appearing as Captain John Baker
Dec. 4	WLZR Milwaukee	Not So Silent Night	Days Of The New, Pushmonkey, Second Coming
Dec. 4	WPLY Philadelphia	Y100 FEASTival	Big Bad Voodoo Daddy, Garbage, New Radicals, Soul Coughing

To include your station's concert information in Rock Concert Monitor, call Marc Schiffman at 212-536-5065, fax 212-536-5286, or E-mail mschiffman@airplaymonitor.com

MONITOR PROFILE

91X Rebounds As Listeners Get Fewer Shocks To Their System

When Bryan Schock returned from KBPI Denver to assume the PD reins at modern XETRA-FM (91X) San Diego, the station where he began his radio career, his initial instinct was to become more musically aggressive. Owner Jacor had just moved Howard Stern from 91X to album sister KIOZ, and the idea was to reclaim the core listeners, who had not been Stern fans, by reasserting the station's cutting-edge image.

But something wasn't right. "The first six months I was here, I just wasn't happy with the radio station. I wasn't proud of it. I was frustrated, and I couldn't figure out what we were missing," Schock says. "I'm the type of PD who allows a lot of input from the staff and was taking all their input and trying to implement it."

Schock says the breakthrough came in November, "when we were going toward a 2.3 [share 12-plus]." He managed to turn the station around, steering it back to a 4 share. The rebound, he says, was based on the realization that "this town is not open-minded enough to what we [were] doing here. Not to mention the

is seeing each other once a week, because we don't all work at the same time."

Presentationally, "we developed a morning show with some consistency," Schock says. He paired host Chris Cantore with various co-hosts before settling on Nicole Sandler. She, however, is now part of the launch team of Jacor's triple-A KACD L.A. So "once again we're on the hunt for somebody else to work with Chris," Schock says. "I'm not concerned about it. We've been able to grow mornings with the changes that have happened."

Counter-programming Stern, Schock likes to keep mornings music-focused, but he also coaches Cantore to tie in with the community when he does crack the mike. "It's not easy to motivate people to become involved in community-oriented things, [but] Chris has a way of being able to do that," Schock says.

When San Diego's Sea World released a whale it had been nursing back to health, Cantore "went out and released his own fish," Schock says. "And he actually got TV coverage out of it."

When a beachside landmark was washed out by storms last winter, Cantore and then co-host Brian Jones "got a bunch of people together and actually were down there ready to rebuild the thing that morning," says Schock.

While he was working on internal matters, the station's parent company, Jacor, picked up modern rival XHRM (92.5) and took it out of the format. Schock says that was one of the most significant changes in the last three months, and the payoff is yet to come. "Were they a big ratings winner? No," Schock says. He expects an uptick in listenership, but the real issue was that "they were enough of an annoyance when it came to doing promotional things . . . Now I don't even have to spend that time to have to get our way about things. We can focus on what needs to be done on the radio station."

Not only are the lines of communication open in the station, but they're also open among Jacor's San Diego properties. Referring to KIOZ PD Tim Dukes, Schock says, "If I feel like I should have more of something or if Tim feels like he should have more of something, we sit down and discuss that. And we've never had a problem with compromise . . . At the end of the day, we are Jacor San Diego. We are a company that is accountable for 11 radio stations, and if those 11 stations pull a profit, then we're successful. I don't see Taco Bell, Kentucky Fried Chicken, and Pizza Hut fighting with each other. They're not going to. It's all under that Pepsi umbrella. That's what's happening here."

As major companies struggle with spot loads, Schock asks, "How prophetic was the movie 'FM'? My favorite line in it was when the PD says to the new sales guy, 'Yeah, wouldn't it be great if we could take all the music off and just play commercials?' . . . Keeping an eye on when it does become a detriment is important, and I hope the people on the money side of things—with not only this company, but any company—would be smart and watch that as well. You don't want to kill your product by trying to sell too much."

It also reflects back to team issues. If the sales manager asks for an extra spot an hour for a period of time to ensure that the station hits budget, "it's a team effort," says Schock. "And that team includes the sales staff. We all need to work together, and I don't have a problem compromising on things like that on occasion."

Schock hopes radio advertisers will look to TV as inspiration. "What do we look forward to in the Super Bowl? Hell, I look as forward to watching the commercials as [much as] I do the game, probably more so," he says. "If your advertisement's entertaining, it's going to sell your product, and it's going to keep my listener around."

MARC SCHIFFMAN



Bryan Schock
Program Director
XETRA-FM San Diego

'At the end of the day, we are Jacor San Diego'

fact that I looked across the street at [modern adult KFMB-FM] Star [100.7] and went, 'This is one of the lamest-sounding radio stations I ever heard, and they are flourishing, so what does that say about this town?' I give [Star 100.7 PD] Tracy Johnson all the credit in the world for the success that he's had. He obviously has figured out that this is a city full of people who don't have the time to get a little bit more in-depth with their music."

Schock says that he had already told himself, "Quit being such a pompous alternative ass and start playing hit music," when director of rock programming Gene Romano arrived. "Gene and I discussed the philosophy of what it was going to be for 91X, and we were completely on the same page from the start," he says. "I think Gene thought he was going to have to do a little persuading when he sat down with me . . . and there was no persuading needed."

Here's a sample hour on XETRA-FM: Big Bad Voodoo Daddy, "You And Me And The Bottle Makes Three Tonight (Baby)"; R.E.M., "It's The End Of The World As We Know It (And I Feel Fine)"; Marcy Playground, "Saint Joe On The School Bus"; No Doubt, "Just A Girl"; Goo Goo Dolls, "Iris"; Duran Duran, "Planet Earth"; Everlast, "What It's Like"; Sublime, "What I Got"; Garbage, "I Think I'm Paranoid"; Foo Fighters, "My Hero"; Dave Matthews Band, "Crush"; and Police, "Message In A Bottle."

Bringing the message to the staff was key in the execution, says Schock. He holds weekly meetings where each department reports its key points for that week. "It's a matter of keeping everybody in the loop," Schock says. "It's amazing to me how easily we can get caught up in the things that we have to do as programmers and forget about the front line. It's making sure that everybody is aware of what is going on . . . I've got a group of people who genuinely like each other. Not to mention the fact that if you meet once a week, you're making sure that your staff

As Label Consolidation Continues, Vets Share Their Survival Tactics

Continued from page 1

Morace Landy was VP of R&B promotion at Crave. "We had a small staff, and with all the rumors out there, it could have affected us negatively," he says. "But the one thing that improves your chances of survival through a changeover like what happened at Crave is to keep a 'business as usual' attitude. It shows that you're a professional even through all the turmoil. Hopefully, the right people inside as well as outside the system will be watching. If I [had] dropped the ball on the 7 Mile project, then I might not have been given a new opportunity here at Epic."

STAGE 2: LIFE'S A BEACH

Many departed label execs have the "luxury" of contracts that, in essence, pay them while they look for a new gig. Some luxury. "When I first signed my contract, I thought how stable I'd always be," Red Ant's Mataragas says. "Yet when I got laid off, I had to decide how to be paid out—all at once or on some sort of time line. The thing was, I'd rather be working than sitting around collecting checks."

Rick Moxley seemed to have a paid five-month vacation between losing his VP of promotion job at the now-defunct Rising Tide and his new gig as director of national promotion at BNA Records. "[Many people assumed that I] wanted to stay on the beach for a while, but I kept putting the word out that I wanted to get back to work on someone's team," he says. "I'd always said, 'I'd like to sit home and collect a paycheck,' but in all honesty, it sucks. People may find that hard to believe, but it's not fun."

Why? Because it's still unemployment, compensated or not. "Over the first few weeks, you're still in shock," Moxley says. "Then you're upset, then pissed-off. I didn't want to fall out of the loop, because the old saying is true: 'Out of sight, out of mind.'"

No matter what kind of parting gifts Johnny Coppola received after the Work Group downsizing, he didn't feel especially bullish on his future at first. "Did I question my ability and confidence? Of course I did," he states. "I had to look inward and say, 'It's not you. You've still got good relationships with radio, you do a good job, so put your best foot forward.' You can't control your future when others call the shots."

TVT VP of promotion Jeff Appleton, who was a casualty of a regime change at Island Records, notes, "The first big obstacle I had to get over was waking up in the morning and not having a place to go. In this business, a certain amount of people whom you consider to be friends turn out to be 'acquaintances.' The first two or three weeks were a real shock. I may have been the saddest I'd ever been. The first day you're out, you get 150 phone calls, then the next day you get 75. It goes down geometrically until you end up with literally about 10 people who call regularly."

Jive senior VP of promotion Jack Satter was a born-and-bred EMI man until the Chrysalis/SBK merger. "When you're with one label for up to 18 years, you don't even know if there's life after that," he says. "As hot as I was at EMI, the phones went crazy the first few weeks [after being laid off]. I probably met with almost every label in the industry. Then the holidays came. We went into that three-week Christmas freeze, and come January, everything slowed down. At first, when you spend so long at one place, it's kind of nice to have a little time off. Then after a while, it gets a little [disconcerting]."

"What kept my spirits up and kept me totally focused on finding the next job was an outplacement center, which allowed me to still feel a sense that I was coming to work. I started networking and talking to all my friends in the industry and radio. But just having conversations was different. It was strange talking to radio and industry people and not talking about records."

Just keeping in touch from your spot on the beach is an all-out effort in itself. "Take a look at the people you need to contact," Appleton says. "Forget about Monday and Tuesday, and

execs are in meetings all day Wednesday. If it's summer, forget about Friday afternoon. Thursday is about the only day that you have—in total, maybe 12 hours a week—when you can hopefully make some impact. Then you're suddenly looking at a \$500-\$700 [monthly] phone bill, without an expense [account] to cover it."

Fortunately, enough people have been through this vicious cycle that they do call back. When Magnatone VP of promotion Chuck Rhodes found himself on the street, "I continued to talk to as many people as I could. People [continued to] call me for several months afterward, just checking in to see how I was doing. I was just so moved by their concern." Three months later, however, others asked him, "Are you still in the music business?" Rhodes eventually became an independent so he could be his own boss.

But the bottom line: When you're on the beach, any industry call is a good call. "Whenever someone's out of work, there's always that feeling of, 'Does he want to hear from me?,' and then you wind up never calling," Appleton says. "I was begging to hear from anybody. There's at least a minute in everybody's day to make a quick phone call and ask, 'Is there anything I can do to help you?' It gives the person a sense that there's somebody out there. I hope I stick with my vow that if anyone else runs into this, I'll stay in touch."

STAGE 3: NEW JOB, NEW OUTLOOK

Like a narcotic, there's something about this business that makes people want to work their way back into it. Yet all of these survivors returned with a more jaundiced eye. Red Ant's Mataragas and Priority's Coppola found gigs at smaller labels that, at least for now, are unaffected by downsizing. Plus, "as head of promotion, I can set the tone for the records," Coppola says. "Instead of having someone tell me how to work the records, I make the calls."

Mataragas says, "The way I see the business today, I don't know what's stable. You can't go to a major anymore and believe that it's stable enough where you could be there for 30 years and retire. The one thing I have stopped doing is to run my life and career waiting for the hammer to fall. Just concentrate on the task at hand and move forward constantly."

Himmelstein, who credits Epic Records Group head Rick Bisceglia for his relatively smooth transition, only briefly weighed a variety of opportunities before choosing Elektra. "Elektra and [senior VP of promotion] Greg Thompson believed in me, so I felt like pursuing them," he says. "Plus, I really wanted to nail something down [knowing that] there would be fewer jobs to be had."

Epic VP of R&B promotion Rodney Shealey, who left Perspective when it was absorbed by A&M, says, "This business is far different than it was 10 years ago—even five years ago. But so is the world around us. It's a natural progression. Yeah, there may be less jobs, but there really isn't anything we can do about it."

"We're all temps in a way," he adds. "Some temp jobs are for 10 years, others for 10 months. It's just the nature of the business, and you have to learn how to adapt. Things are evolving; you have to make sure you fit in and adapt. You might have to do things other than promotion—show that you're valuable to the company by being willing to take on more and that you're flexible."

"I always try to remind myself that I don't own the company," he says. "All I can do is my job to the best of my ability and then hope for the best. Sometimes things are just out of your control."

WHEN THE NEXT SHOE DROPS

Peter Napoliello got into the record business for one reason: "I loved the music," he declares. "As a kid, I wanted to be an integral part of it." Starting in record production, Napoliello eventually got a promotion gig at Geffen and moved up the ranks to senior VP

Continued on page 6

EVERLAST

"WHAT IT'S LIKE"

NEW AT: WWDC, KIOZ, KUFO, KBER, WXR, WCCC, WRXQ, WKOC...

MODERN ROCK (8) - (6)

2023 SPINS (+189)

13.5 MILLION IN AUDIENCE

ACTIVE ROCK (27) - (22) ★★★AIRPOWER★★★

446 SPINS (+119)

1.9 MILLION IN AUDIENCE

MAINSTREAM ROCK (37) - (27)

515 SPINS (+121)

2.3 MILLION IN AUDIENCE

BILLBOARD TOP 200 #54 w/ 30,553 PIECES

WBCN 36x (#2) & WFNX 27x (#5) - 1032 pcs (#36)
1033 pcs @ Newbury

WXRK 32x (#5) 2615 pcs (#45)

Q101 37x (#5) 2074 pcs (#27)

99X 36x (#3) 1138 pcs (#28)

WHFS 43x (#1) DC 932 pcs (#32), Baltimore 600 pcs (#24)

WLRS 46x (#2) & WTFX 18x (#10) - 425 pcs (#17)

KKND 39x (#3) 433 pcs (#16)

KROQ 32x (#5) & KLYY 25x - 2355 pcs (#24)

91X 28x (#4) 578 pcs (#13)

Live 105 34x (#4) 1223 pcs (#38)

KNDD 39x (#6) 1139 pcs (#20)

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Strongest Increase In Airplay This Week

MAINSTREAM ROCK

INCREASE
IN PLAYS

METALLICA • Turn The Page (ELEKTRA/EEG)	+985
KRZR +31, WRDU +26, KCAL -25, KHTQ +24, KLAQ +24, WZMT +21, WXTB +21, WZZR +21, WTFX +20, WAQX +20	
THE BLACK CROWES • Kickin' My Heart Around (AMERICAN/COLUMBIA)	+492
KAZR +25, WZZO +17, KL0L +16, WNEW +16, KLAQ +14, KTYD +12, KCAL +12, WNOR +12, KSHE +12, KMOD +11	
PEARL JAM • Elderly Woman Behind The Counter In A Small Town (EPIC)	+270
KHTQ +21, KMBY +13, WYSP +13, WXTB +12, WXTM +12, KILO +11, KFRQ +10, WTPA +10, WQXA +10, KRZR +10	
KENNY WAYNE SHEPHERD BAND • Everything Is Broken (REVOLUTION/REPRISE)	+151
WRIF +14, KFRQ +10, KHTQ +9, WIMZ +9, WZZR +9, WVRK +8, KLPX +8, WMFS +7, WROQ +7, WAQX +6	
EVERLAST • What It's Like (TOMMY BOY)	+121
WZTA +15, WXTB -13, KNJY +12, KIOZ +12, KBER +12, WTKX +11, WXRC +9, WZMT +8, KRZR +8, KRXQ +7	
SPRUNG MONKEY • Super Breakdown (SURFDOG/HOLLYWOOD)	+73
WMFS +11, KNJY +10, WZMT +10, WTPT +9, WKRK +8, KHTQ +7, WCCC +6, WBZX +5, WLZR +5, WXTM +4	
THE ROLLING STONES • Gimme Shelter (VIRGIN)	+69
KHTQ +21, WFVY +16, KRZZ +11, WIMZ +10, KLOS +7, WPLR +5, WFBQ +5, KCAL +4, WOVE +4, WDHA +3	
PERRY FARRELL & D.V.D.A. • Hot Lava (AMERICAN/COLUMBIA)	+61
WAAF +18, WKLQ +14, KNJY +13, WKRK +9, WMFS +5, WXRA +1, WZTA +1, WLZR +1	
KING'S X • Fade (METAL BLADE)	+56
WMFS +12, WLZR +11, KAZR +8, KZRR +8, KXXR +7, WNCD +4, WNOR +4, WTPA +1, KBPI +1	
ADDICT • Nobody Knows (BIG CAT/IV2)	+52
KNJY +11, WXRC +7, WZTA +5, WKLQ -5, WQXA +4, KUPD +4, WXTB +3, WZZR +3, WXTM +3, WMFS +2	

MODERN ROCK

INCREASE
IN PLAYS

PEARL JAM • Elderly Woman Behind The Counter In A Small Town (EPIC)	+400
WBTV +20, KFMA +19, WCYV +16, KZNY +15, WXEX +14, KPNT +14, KJEE +13, WKRL +13, KTOZ +13, WEDG +13	
ALANIS MORISSETTE • Joining You (MAVERICK/REPRISE)	+209
KTOZ +21, WXDG +15, CIMX +15, WBRU +15, WPLT +13, WFNX +12, KFTE +11, WCYV +11, WNVE +11, KRAD +10	
PERRY FARRELL & D.V.D.A. • Hot Lava (AMERICAN/COLUMBIA)	+207
KLZR +22, WKRO +17, WBTZ +17, WRXQ +15, KDRE +14, WRXR +13, WNFZ +12, KRAD +11, WQBK +11, WARQ +11	
ORGY • Blue Monday (ELEMENTREE/REPRISE)	+198
KDGE +24, WPLA +17, KKNL +13, KRAD +12, KLZR +12, KWOD +12, KJEE +11, WKRL +10, KFMA +10, WCYV +9	
EVERLAST • What It's Like (TOMMY BOY)	+189
WPLA +19, KNRK +18, KDGE +15, KLYY +12, KZNY +12, WPBZ +12, KTEG +11, KENZ +10, WJBX +10, WBRU +10	
TOUCH & GO • Would You? (V2)	+180
KROX +26, KITS +25, WZAZ +19, CIMX +18, WXEX +14, KNRK +9, KXRX +9, WKDF +9, WFNX +9, KZNY +6	
BETTER THAN EZRA • At The Stars (ELEKTRA/EEG)	+164
KDRE +18, KROX +15, WPBZ +13, KCXX +13, KNRK +13, KEDJ +12, WKDF +11, WEND +10, WQBK +8, WXEX +7	
BEASTIE BOYS • Body Movin' (GRAND ROYAL/CAPITOL)	+155
CIMX +19, WZAZ +14, WPBZ +14, KXPK +14, KDGE +12, WCYV +10, KROX +9, WXRK +8, WRZX +8, WNFZ +8	
ZEBRAHEAD • Get Back (COLUMBIA)	+149
KNDD +23, WPLA +19, KROX +14, KWOD +12, WXZZ +10, WRXQ +10, WXDX +9, KROQ +8, KJEE +7, KDRE +6	
BARENAKED LADIES • It's All Been Done (REPRISE)	+139
KFRR +22, WQBK +17, WPLY +13, KXRX +13, KXPK +10, KDRE +9, WCYV +8, KNRK +8, KJEE +7, WKRL +6	

VIDEO PLAYLISTS

MOST PLAYED ROCK TRACKS



	TW	LW
1 Goo Goo Dolls, Iris	33	36
2 Barenaked Ladies, One Week	33	29
3 Matchbox 20, Real World	28	27
4 Aerosmith, I Don't Want To Miss A Thing	24	33
5 Alanis Morissette, Thank U	24	29
6 Sheryl Crow, My Favorite Mistake	21	22
7 R.E.M., Daysleeper	18	13
8 Jewel, Hands	18	20
9 Eagle-Eye Cherry, Save Tonight	17	16
10 Lenny Kravitz, Fly Away	17	16
11 Shawn Mullins, Lullaby	17	13
12 The Brian Setzer Orchestra, Jump Jive An' Wail	16	16
13 U2, Sweetest Thing	16	17
14 Hootie & The Blowfish, I Will Wait	13	12
15 Goo Goo Dolls, Slide	13	15
16 John Mellencamp, Your Life Is Nhw	11	21
17 Lenny Kravitz & Iggy Pop, Rebel Rebel	10	4
18 Natalie Imbruglia, Tom	9	8
19 Semisonic, Closing Time	8	11
20 Dave Matthews Band, Crush	8	2
21 Seal, Human Beings	8	0
22 Natalie Merchant, Break Your Heart	7	5
23 Sugar Ray, Fly	6	9
24 Bryan Adams, On A Day Like Today	6	6
25 Meat Loaf, I'd Do Anything For Love (But I Won't Do That)	5	0
26 Alanis Morissette, Ironic	5	5
27 Paula Cole, I Don't Want To Wait	5	6
28 Third Eye Blind, Jumper	5	8
29 Fastball, The Way	5	1
30 Stevie Nicks, If You Ever Did Believe	5	7



	TW	LW
1 New Radicals, You Get What You Give	17	10
2 Jewel, Hands	15	10
3 Alanis Morissette, Thank U	14	20
4 The Offspring, Pretty Fly (For A White Guy)	14	13
5 Everclear, Father Of Mine	14	19
6 Third Eye Blind, Jumper	14	9
7 Lenny Kravitz, Fly Away	13	14
8 Everlast, What It's Like	13	13
9 Eagle-Eye Cherry, Save Tonight	11	15
10 Rob Zombie, Dragula	10	6
11 Sheryl Crow, My Favorite Mistake	10	11
12 Shawn Mullins, Lullaby	9	12
13 Goo Goo Dolls, Slide	9	5
14 Hole, Celebrity Skin	9	13
15 Korn, Got The Life	8	12
16 Dave Matthews Band, Crush	7	2
17 Matchbox 20, Back 2 Good	7	7
18 U2, Sweetest Thing	6	3
19 Marilyn Manson, The Dope Show	6	9
20 Barenaked Ladies, One Week	5	5
21 Cake, Never There	5	2
22 R.E.M., Daysleeper	4	5
23 Limp Bizkit, Faith	4	0
24 Kid Rock, I Am The Bullgod	4	2
25 Oasis, Acquiesce	4	2
26 Beastie Boys, (You Gotta) Fight For Your Right (To Party!)	2	3
27 Dave Matthews Band, Crash Into Me	2	3
28 Foo Fighters, Everlong	2	1
29 Creed, What's This Life For	2	0
30 Goo Goo Dolls, Iris	2	5
31 Monster Magnet, Space Lord	2	1
32 Beastie Boys, Intergalactic	2	5
33 Barenaked Ladies, It's All Been Done	2	0
34 The Flys, Got You (Where I Want You)	2	1
35 Jamiroquai, Virtual Insanity	2	3
36 Depeche Mode, Enjoy The Silence	1	0
37 The Police, Every Breath You Take	1	5
38 Metallica, Enter Sandman	1	1
39 Nirvana, Smells Like Teen Spirit	1	0
40 Nirvana, Come As You Are	1	3

TRIPLE-A

INCREASE
IN PLAYS

PHISH • Birds Of A Feather (ELEKTRA/EEG)	+44
WKOC +15, WDDO +8, KMTT +6, WRLL +5, KINK +4, KGSR +4, WLUM +3, CIDR +2, WNCS +2, KBCO +1	
EDWIN MCCAIN • I'll Be (LAVA/ATLANTIC)	+41
WXLE +24, KACD +11, WTTS +3, KKZN +2, WVRV +2, WRLT +1, WHPT +1, WXRV +1, KTCZ +1	
GOO GOO DOLLS • Slide (WARNER BROS.)	+36
KBCO +11, KACD +8, WBOS +8, KKZN +5, WVRV +4, KFOG +4, CIDR +3, KMTT +3, WRLT +1, WLUM +1	
U2 • Sweetest Thing (ISLAND)	+35
KINK +17, WBOS +8, WRLT +7, CIDR +5, WXRV +4, WXRT +4, KKZN +2, KACD +2, KMTT +1, KBCO +1	
SEAL • Human Beings (WARNER BROS.)	+30
WKOC +16, KINK +7, WNCS +6, CIDR +5, WXRT +4, WXRV +2, WBOS +2, KBCO +2, KACD +1, KMTT +1	
BARENAKED LADIES • It's All Been Done (REPRISE)	+29
WVRV +14, WDDO +9, KINK +6, KKZN +4, KFOG +4, WXRT +4, WRLT +2, WTTS +2, WKOC +2, WBOS +2	
AEROSMITH • I Don't Want To Miss A Thing (COLUMBIA)	+26
WXLE +23, WDDO +3	
NEW RADICALS • You Get What You Give (MCA)	+25
KACD +14, WDDO +9, WVRV +8, KMTT +3, KGSR +3, KBCO +3, WKOC +2, KKZN +1	
BECK • Tropicalia (DGC/GEFFEN)	+23
WDDO +9, KGSR +5, WRLT +4, WXRV +3, KBCO +3, WNCS +2	
FAITH HILL • This Kiss (WARNER BROS.)	+23
WXLE +23	
BRUCE SPRINGSTEEN • I Wanna Be With You (COLUMBIA)	+23
CIDR +12, WTTS +10, KMTT +4, KKZN +3, WDDO +1, WLUM +1	

REPORTING. NOT REPEATING.

ALTERNATIVE ROCK NETWORK

SW Networks • a Sony Music Entertainment Company • 1370 Avenue of the Americas • NY, NY 10019 • Call 212.833.5400 • Fax 212.833.4994

Songs ranked by number of plays in monitored week. Playlists are listed in order of TBA weekly curve, beginning with the highest-ranking station. Curves are updated twice yearly following the release of the spring and fall Arbitron surveys. The number of stations shown each week varies depending upon space.

WNEW New York
OM: Garry Wall
MD: Andrea Karr
212-489-1027
CBS
WNEW-FM 102.7

KLOS Los Angeles
MD: Rita Wilde
310-840-4800
ABC/Disney
KLOS 95.5

WYSP Philadelphia
OM: Tim Sabean
PD: Neal Mirsky
MD: Nancy Palumbo
215-625-9460
CBS
WYSP 94

KQRS Minneapolis
PD: Dave Hamilton
APD/MD: Reed Endersbe
612-545-5601
ABC/Disney
92 KQRS

WMMR Philadelphia
PD: Joe Bonadonna
MD: Ken Zipeto
610-771-0933
Greater Media
WMMR 93

WWDC Washington, DC
PD: Bob Neumann
APD/MD: Buddy Rizer
301-578-7100
Chancellor
DC 101

WRIF Detroit
OM: Doug Podell
MD: Troy Hanson
248-547-0101
Greater Media
101 WRIF

WKLS Atlanta
PD: Pat Ervin
MD: Lisa Sturgis
404-325-0960
Jacor
96 rock

WDVE Pittsburgh
PD: Garrett Hart
MD: Val Porter
412-937-1441
Chancellor
WDVE 90.3

WAAF Boston
PD: Dave Douglas
APD: Ron Valeri
MD: John Osterind
617-236-1073
Entercom
WAAF 107.5 FM

WFBI Indianapolis
OM: Marty Bender
MD: Ace Cosby
317-257-7565
Capstar
Rock-Fall

KLOL Houston
Dir of Ops: Michael Hughes
APD/MD: Max Dugan
713-526-6855
Chancellor
rock 101

KEGL Dallas
Dir/Pgm/Op: Jimmy Steal
PD: Greg Stevens
MD: Cindy Scull
972-869-9700
Jacor
97.1 HEAGLE ROCKS

WNCX Cleveland
PD: Bill Louis
MD: David Jockers
216-861-0100
Clear Channel
98.5 WNCX

WZTA Miami
VP/Pgm: Gregg Steele
MD: Kimba
305-654-9494
Clear Channel
ZETA

WKRK Detroit
PD: Mike Stern
MD: Erin Carman
248-423-3300
CBS
97.1 K

KSHE St. Louis
PD: Rick Bais
MD: Al Hofer
314-621-0095
Emmis
KSHE 95

WMMS Cleveland
PD: Greg Ausham
APD: "SpaceMan" Scott Hughes
216-781-9667
Jacor
WMMS 106.5 FM

WEBN Cincinnati
PD: Michael Walter
MD: Rick Jamie
513-621-9326
Jacor
WEBN

KBPI Denver
PD: Bob Richards
MD: Willie B.
303-893-3699
Jacor
BPI 100.3

WXTB Tampa
OM: Brad Hardin
APD: Carl Harris
813-572-9808
Jacor
98 rock

WYV Baltimore
PD: Rick Strauss
APD/MD: Rob Heckman
410-889-0098
Hearst Broadcasting
93 X PURE ROCK

KXXR Minneapolis
PD: Wade Linde
APD/MD: Josh Bitney
612-545-5601
ABC/Disney
93 X PURE ROCK

KISW Seattle
SM/PD: Clark Ryan
APD/MD: Cathy Faulkner
206-285-7625
Entercom
KISW 99.9 FM

Songs ranked by number of plays in monitored week. Playlists are listed in order of TBA weekly cumes, beginning with the highest-cuming station. Cumes are updated twice yearly following the release of the spring and fall Arbitron surveys. The number of stations shown each week varies depending upon area.

WJRR Orlando PD: Dick Sheetz MD: Pat Lynch 407-916-7790 Clear Channel



Table with 2 columns: Rank and Song/Artist. Top songs include Rob Zombie, Dragula; The Offspring, Pretty Fly (For A White Guy); Marilyn Manson, The Dope Show.

KUPD Phoenix OM: Tim Maranville PD: JJ Jeffries 602-345-5921 Sandusky



Table with 2 columns: Rank and Song/Artist. Top songs include Black Sabbath, Psycho Man; Marilyn Manson, The Dope Show; Rob Zombie, Dragula.

KIOZ San Diego PD: Tim Dukes APD/MD: Sharon Leder 619-565-6006 Jacor



Table with 2 columns: Rank and Song/Artist. Top songs include Metallica, Turn The Page; The Hangar, Free; The Black Crowes, Kickin' My Heart Around.

KATT Oklahoma City PD: Chris Baker MD: Jake Daniels 405-848-0100 Caribou Communications



Table with 2 columns: Rank and Song/Artist. Top songs include Metallica, Turn The Page; Fuel, Shimmer; Eve 6, Inside Out.

KRXQ Sacramento SM: Curtiss Johnson APD: Pat Martin MD: Kylee Brooks 916-334-7777 Entercom



Table with 2 columns: Rank and Song/Artist. Top songs include Lenny Kravitz, Fly Away; Everlast, What's This Life For; Rob Zombie, Dragula.

WROQ Greenville, S.C. PD: Ken Carson APD/MD: K.C. Carson 864-242-0101 Capstar

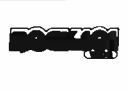


Table with 2 columns: Rank and Song/Artist. Top songs include Lenny Kravitz, Fly Away; Everlast, What's This Life For; Rob Zombie, Dragula.

WQXA Harrisburg PD: Claudine DeLorenzo MD: Nixon 717-367-7700 Citadel



Table with 2 columns: Rank and Song/Artist. Top songs include Marilyn Manson, The Dope Show; Korn, Got The Life; The Flys, Got You (Where I Want You).

KYYS Kansas City PD: Greg Bergen MD: Slacker 913-677-8998 Entercom



Table with 2 columns: Rank and Song/Artist. Top songs include John Lee Hooker, Boogie Chillen'; Lenny Kravitz, Fly Away; The Black Crowes, Kickin' My Heart Around.

WIMZ Knoxville PD: Jim Pemberton MD: Slacker 423-525-6000 South Central



Table with 2 columns: Rank and Song/Artist. Top songs include Kenny Wayne Shepherd, Everything Is Broken; The Black Crowes, Kickin' My Heart Around; Rolling Stones, Gimme Shelter.

WCKW New Orleans PD: Ted Edwards MD: Bill Kidd 504-831-8811 222 Corporation



Table with 2 columns: Rank and Song/Artist. Top songs include Metallica, Turn The Page; Lenny Kravitz, Fly Away; Creed, What's This Life For.

WLWQ Columbus PD: Charley Lake APD/MD: Joe Show 614-227-9696 CBS



Table with 2 columns: Rank and Song/Artist. Top songs include Lenny Kravitz, Fly Away; Go Go Delis, Slide; R.E.M., Daysleeper.

WPYX Albany PD/MD: John Cooper 518-785-9800 Capstar



Table with 2 columns: Rank and Song/Artist. Top songs include Sheryl Crow, My Favorite Mistake; Hootie & The Blowfish, I Will Wait; Lenny Kravitz, Fly Away.

KDKB Phoenix OM: Tim Maranville MD: Tracy Lea 602-897-9300 Sandusky



Table with 2 columns: Rank and Song/Artist. Top songs include Go Go Delis, Slide; Kenny Wayne Shepherd, Everything Is Broken; Rolling Stones, Gimme Shelter.

WZZO Allentown PD: Robin Lee MD: Keith Moyer 610-434-1742 Atlantic Star



Table with 2 columns: Rank and Song/Artist. Top songs include Creed, What's This Life For; John Mellencamp, Your Life Is Now; Lenny Kravitz, Fly Away.

WNOR Norfolk PD: Harvey Kojan APD/MD: Tim Parker 757-366-9900 Saga Communications



Table with 2 columns: Rank and Song/Artist. Top songs include Creed, What's This Life For; Lenny Kravitz, Fly Away; John Mellencamp, Your Life Is Now.

WDHA Morristown PD: Lenny Bloch MD: Terrie Carr 800-540-1055 Northern N.J. Radio Group



Table with 2 columns: Rank and Song/Artist. Top songs include Kenny Wayne Shepherd, Everything Is Broken; Lenny Kravitz, Fly Away; John Mellencamp, Your Life Is Now.

WTUE Dayton PD: Chris Geisen MD: John Beaulieu 937-224-1137 Jacor



Table with 2 columns: Rank and Song/Artist. Top songs include Lenny Kravitz, Fly Away; Lenny Kravitz, Still Raining; Lenny Kravitz, Slide.

WFVY Jacksonville PD: David Moore MD: "Woodman" 904-642-1055 Capstar



Table with 2 columns: Rank and Song/Artist. Top songs include Metallica, Turn The Page; Rolling Stones, Gimme Shelter; Kiss, Psycho Circus.

KLAQ El Paso PD/MD: "Magic" Mike Ramsey 915-544-8864 New Wave Broadcasting



Table with 2 columns: Rank and Song/Artist. Top songs include Eve 6, Inside Out; Metallica, Turn The Page; Go Go Delis, Slide.

WTPD Greenville, S.C. PD: Zakk Tyler MD: Rob Hamilton 864-242-4660 Clear Channel



Table with 2 columns: Rank and Song/Artist. Top songs include Lenny Kravitz, Fly Away; Hole, Celebrity Skin; Eve 6, Inside Out.

WIOT Toledo OM/PD: Darrin Arriens APD: Don Davis 419-244-8321 Jacor



Table with 2 columns: Rank and Song/Artist. Top songs include Metallica, Turn The Page; Lenny Kravitz, Fly Away; Hole, Celebrity Skin.

WEGR Memphis PD: Drake Hall MD: Zeke Logan 901-578-1100 Clear Channel



Table with 2 columns: Rank and Song/Artist. Top songs include Lenny Kravitz, Fly Away; Go Go Delis, Slide; R.E.M., Daysleeper.

WROV Roanoke PD: Buzz Casey MD: Bryan Shaw 540-343-4444 Atlantic Star



Table with 2 columns: Rank and Song/Artist. Top songs include Kenny Wayne Shepherd, Blue On Black; Lenny Kravitz, Fly Away; Lenny Kravitz, Still Raining.

WTFX Louisville OM: Michael Lee MD: Keith O'Loane 502-560-1069 Clear Channel



Table with 2 columns: Rank and Song/Artist. Top songs include Metallica, Turn The Page; Kiss, Psycho Circus; Marilyn Manson, The Dope Show.

Total Plays/Gain

Total Plays/Gain

Total Plays/Gain

Total Plays/Gain

Total Plays/Gain

Total Plays/Gain

Total Plays/Gain

THE BLACK CROWES 1642/492 Kickin' My Heart Around (American/Columbia)

BLACK SABBATH 1564/12 Psycho Man (Epic)

ECONOLINE CRUSH 609/24 Surefire (Never Enough) (Restless)

EVERLAST 515/121 What It's Like (Tommy Boy)

THE FLYS 1040/13 Got You (Where I Want You) (Delicious Vinyl/Trauma)

GODSMACK 672/24 Whatever (Republic/Universal)

GOO GOO DOLLS 1427/2 Silde (Warner Bros.)

KID ROCK 324/9 I Am The Bullgod (Top Dog/Lava/Atlantic)

LENNY KRAVITZ 2118/49 Fly Away (Virgin)

METALLICA 2197/985 Turn The Page (Elektra/EEG)

Detailed tracking for songs with increased spins this week. Total Plays/Gain does not include video play. Markets listed in order of population.

MONSTER MAGNET 534/44 Powertrip (A&M) Total Stations: 44 Chart Move: 29-26

THE OFFSPRING 1251/31 Pretty Fly (For A White Guy) (Columbia) Total Stations: 66 Chart Move: 8-9

PEARL JAM 435/270 Elderly Woman Behind The Counter In A Small Town (Epic) Total Stations: 56 Chart Move: Re-Entry 30

PUSHMONKEY 428/1 Handslide (Arista) Total Stations: 45 Chart Move: 35-31

THE ROLLING STONES 387/69 Gimme Shelter (Virgin) Total Stations: 66 Chart Move: Debut 35

SEVENDUST 313/9 Bltch (TVT) Total Stations: 39 Chart Move: 29-26

KENNY WAYNE SHEPHERD BAND 538/151 Everything Is Broken (Revolution/Reprise) Total Stations: 45 Chart Move: 38-25

BRUCE SPRINGSTEEN 327/39 I Wanna Be With You (Columbia) Total Stations: 35 Chart Move: 29-26

TRAIN 346/51 Free (Aware/Columbia) Total Stations: 31 Chart Move: Debut 40

ROB ZOMBIE 1372/22 Dragula (Geffen) Total Stations: 67 Chart Move: 7-8

Compiled from a national sample of airplay supplied by Broadcast Data Systems' Radio Track service to Rock Airplay Monitor. 50 active rock stations are electronically monitored 24 hours a day, 7 days a week. Songs are ranked by number of detections. © 1998, Billboard/BPI Communications.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE/IMPRINT/PROMOTION LABEL	ARTIST	DETECTIONS	
					TW	LW
*** No. 1 ***						
1	8	2	TURN THE PAGE ELEKTRA/VEEG	METALLICA	1330	791
2	1	20	FLY AWAY VIRGIN	LENNY KRAVITZ	1308	1324
3	2	16	DRAGULA GEFLEN	ROB ZOMBIE	1132	1135
4	4	7	PRETTY FLY (FOR A WHITE GUY) COLUMBIA	THE OFFSPRING	1030	1014
5	3	13	CELEBRITY SKIN DGC/GEFFEN	HOLE	1017	1049
6	6	7	PSYCHO MAN EPIC	BLACK SABBATH	928	934
7	7	12	GOT YOU (WHERE I WANT YOU) DELICIOUS VINYL/TRAUMA	THE FLYS	813	825
8	5	25	WHAT'S THIS LIFE FOR WIND-UP	CREED	805	940
9	21	2	KICKIN' MY HEART AROUND COLUMBIA	THE BLACK CROWES	724	504
10	10	14	THE DOPE SHOW NOTHING/INTERSCOPE	MARILYN MANSON	713	758
11	11	16	GOT THE LIFE IMMORTAL/EPIC	KORN	702	704
12	9	20	INSIDE OUT RCA	EVE 6	660	767
13	13	10	SLIDE WARNER BROS.	GOO GOO DOLLS	631	664
14	14	13	SOFT CAPITOL	SECOND COMING	592	604
15	18	8	WHATEVER REPUBLIC/UNIVERSAL	GODSMACK	563	543
16	12	13	PSYCHO CIRCUS MERCURY	KISS	562	681
17	15	28	SPACE LORD A&M	MONSTER MAGNET	545	601
18	20	9	SUREFIRE (NEVER ENOUGH) RESTLESS	ECONOLINE CRUSH	522	505
19	16	7	10,000 HORSES MAVERICK/WARNER BROS.	CANDLEBOX	508	575
20	19	9	BITTERSWEET 550 MUSIC	FUEL	482	506
21	23	7	POWERTRIP A&M	MONSTER MAGNET	447	429
*** AIRPOWER ***						
22	27	2	WHAT IT'S LIKE TOMMY BOY	EVERLAST	446	327
23	17	14	SOMETIMES IT HURTS COLUMBIA	STABBING WESTWARD	396	574
24	22	26	THE DOWN TOWN OUTPOST/GEFFEN	DAYS OF THE NEW	377	445
25	26	6	HANDSLIDE ARISTA	PUSHMONKEY	350	351
26	24	12	QUICKSAND WIND-UP	FINGER ELEVEN	328	386
27	NEW		ELDERLY WOMAN BEHIND THE COUNTER IN A SMALL TOWN EPIC	PEARL JAM	327	115
28	29	5	I AM THE BULLGOD TOP DOG/LAVA/ATLANTIC	KID ROCK	311	298
29	31	4	BITCH TVT	SEVENDUST	291	284
30	28	7	BITTER PILL MOTLEY/BEYOND MUSIC	MOTLEY CRUE	277	323
31	30	10	TOUCHED ELEKTRA/VEEG	VAST	275	290
32	38	2	DICKEYE COLUMBIA	JERRY CANTRELL	243	203
33	35	3	EVERY LITTLE THING COUNTS EARACHE/TRAUMA	JANUS STARK	239	232
34	34	4	FAITH FLIP/INTERSCOPE	LIMP BIZKIT	237	233
35	NEW		SUPER BREAKDOWN HOLLYWOOD	SPRUNG MONKEY	220	150
36	25	18	BETTER THAN YOU ELEKTRA/VEEG	METALLICA	210	356
37	36	3	DESCEND ECHO/ELEKTRA/VEEG	FEEDER	208	211
38	37	2	STILL RAININ' A&M	JONNY LANG	201	206
39	RE-ENTRY		FATHER OF MINE CAPITOL	EVERCLEAR	196	182
40	NEW		NOBODY KNOWS BIG CAT/2	ADDICT	187	145

Records showing an increase in detections over the previous week, regardless of chart movement. A record that has been on the chart for more than 20 weeks will not receive a bullet, even if it registers an increase in detections. Airpower awarded to those records that attain 400 detections for the first time. If two records are tied in number of plays, the record being played on more stations is placed first. Records below the top 20 are removed from the chart after 26 weeks.

GREATEST GAINERS

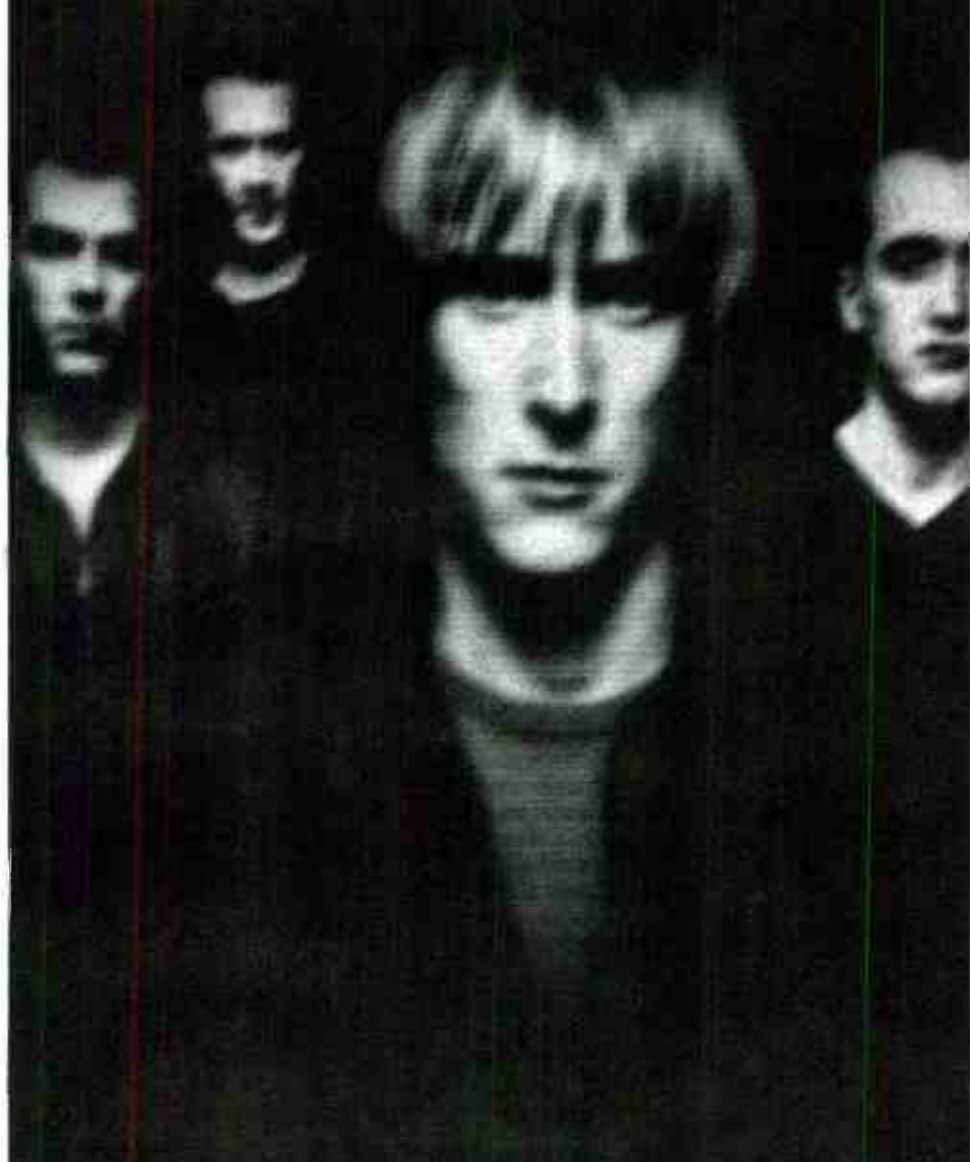
INCREASE IN PLAYS

METALLICA • Turn The Page (ELEKTRA/VEEG)	+539
KRZR +31, KHTQ +24, WZMT +21, WXTB +21, WMMS +19, WXRA +18, WXRC +18, KLBK +18, WZTA +17, KICT +17	
THE BLACK CROWES • Kickin' My Heart Around (AMERICAN/COLUMBIA)	+220
KAZR +25, WNOR +12, WRIF +11, WIOT +10, WBUZ +9, WTPT +9, WBZX +9, WXRC +9, KICT +8, KRZR +8	
PEARL JAM • Elderly Woman Behind The Counter In A Small Town (EPIC)	+212
KHTQ +21, WYSP +13, WXTB +12, WXTM +12, KILO +11, WTPA +10, WQXA +10, KRZR +10, KLBK +10, WKRK +9	
EVERLAST • What It's Like (TOMMY BOY)	+119
WZTA +15, WXTB +13, KNJY +12, KIOZ +12, KBER +12, WTKX +11, WXRC +9, WZMT +8, KRZR +8, KRXQ +7	
SPRUNG MONKEY • Super Breakdown (SURFDOG/HOLLYWOOD)	+70
WMFS +11, KNJY +10, WZMT +10, WTPT +9, WKRK +8, KHTQ +7, WCCC +6, WBZX +5, WLZR +5, WXTM +4	

ACTIVE ROCK DEBUT (40)

ON OVER 50 STATIONS INCLUDING:

**WLZR WXTB KUPD
KQRC WZTA WXTM
WJRR WXRC WEBN
WRIF AND MANY MORE!**



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THE FOLLOW-UP TO THE TOP 10 ACTIVE ROCK TRACK
"MONSTER SIDE", FROM THEIR DEBUT ALBUM STONES
Produced by David Bianco and Addict

Big Cat V2 www.bugjuice.com

Songs ranked by number of plays in monitored week. Play lists are listed in order of TSA weekly cumes, beginning with the highest-cumming station. Cumes are updated twice yearly following the release of the spring and fall Arbitron surveys. The number of stations shown each week varies depending upon space.

WKDQ Nashville PD: Kidd Redd MD: Sheri Sexton 615-244-9533 Dick Broadcasting

WQBK Albany PD/MD: Kelli McNamara AMD: Jeff Callan 518-462-5555 Radio Enterprises

KPKK Denver APD/MD: Eric Schmidt 303-832-5665 Chancellor

WRAX Birmingham PD: Dave Rossi APD: Hurricane Shane MD: Suzy Boe 205-945-4646 Dick Broadcasting

WGRD Grand Rapids PD/MD: Margot Smith AMD: Tim Bronson 616-459-4111 Capstar

WXDG Detroit PD: Amy Doyle MD: Spike 313-298-3343 Greater Media

WBUR Providence PD: Tim Schiavelli 401-272-9550 Brown Broadcasting

KTCL Denver PD: Mike O'Connor 303-623-9330 Tsunami Communications

WFNX Boston PD: Cruze MD: Laurie Gail 781-595-6200 Phoenix Media

KNRK Portland, OR PD/MD: Mark Hamilton 503-223-1441 Entercom

KCCX Riverside/San Bernardino OM/PD: Dwight Arnold MD: Bruce Pulley 909-384-1039 All Pro Broadcasting

WZAZ Columbus PD: Matthew Harris APD: Ben Williams 614-841-9696 Jacor

KXKR Salt Lake City PD: Mike Summers MD: Sean Ziebarth 801-364-9601 Simmons

WEND Charlotte PD: Jack Daniel 704-338-9600 Dalton Group

WNVE Rochester PD/MD: Erick Anderson 716-246-0440 Jacor

KNRX Kansas City PD: Sean Smyth MD: Jason Justice 816-254-1073 Altitude Broadcasting

WEDG Buffalo OM: John Hager PD/MD: Rich Wall 716-881-4555 Mercury Broadcasting

KKND New Orleans OM: Dave Stewart APD/MD: Rod Ryan 504-679-7300 Clear Channel

KENZ Salt Lake City PD: Bruce Jones MD: Dom Casual 801-470-1075 Citadel

WPBZ West Palm Beach PD: John O'Connell MD: Dan O'Brien 561-616-4600 Palm Beach Radio

KFRF Fresno PD: Bruce Wayne 209-255-1041 Ionosphere Broadcasting

KOTE Las Vegas PD: Dave Wellington APD: Chris Ripley 702-889-7500 CBS

KMYZ Tulsa PD: Lynn Barstow MD: Ray Dog 918-665-3131 Shamrock

KROX Austin PD: Sara Tredler MD: Brad Hastings 512-832-4000 LBJS Broadcasting

Detailed tracking for songs with increased spins this week. Total Plays/Gain does not include video play. Markets listed in order of population.

BARENAKED LADIES 1147/139

It's All Been Done (Reprise) Total Stations: 60 Chart Move: 25-19

Table with columns for station, song, and plays/gain for BARENAKED LADIES.

BEASTIE BOYS 1037/155

Body Movin' (Grand Royal/Capitol) Total Stations: 63 Chart Move: 29-28

Table with columns for station, song, and plays/gain for BEASTIE BOYS.

BECK 1080/34

Tropicalia (DGC/Geffen) Total Stations: 66 Chart Move: 23-21

Table with columns for station, song, and plays/gain for BECK.

BETTER THAN EZRA 774/164

At The Stars (Elektra/EEG) Total Stations: 50 Chart Move: 36-32

Table with columns for station, song, and plays/gain for BETTER THAN EZRA.

CAKE 2537/18

Never There (Capricorn/Mercury) Total Stations: 75 Chart Move: 2-2

Table with columns for station, song, and plays/gain for CAKE.

THE CARDIGANS 573/64

My Favourite Game (Stockholm/Mercury) Total Stations: 38 Chart Move: Debut 39

Table with columns for station, song, and plays/gain for THE CARDIGANS.

DAVE MATTHEWS BAND 794/33

Crush (RCA) Total Stations: 51 Chart Move: 34-30

Table with columns for station, song, and plays/gain for DAVE MATTHEWS BAND.

EELS 561/12

Last Stop: This Town (DreamWorks/Geffen) Total Stations: 36 Chart Move: 40-40

Table with columns for station, song, and plays/gain for EELS.

EVERLAST 2023/189

What It's Like (Tommy Boy) Total Stations: 72 Chart Move: 8-6

Table with columns for station, song, and plays/gain for EVERLAST.

FINGER ELEVEN 311/10

Quicksand (Wind-up) Total Stations: 22 Chart Move: 2-2

Table with columns for station, song, and plays/gain for FINGER ELEVEN.

THE FLYS 1915/21

Got You (Where I Want You) (Delicious Vinyl/Trauma) Total Stations: 70 Chart Move: 6-7

Table with columns for station, song, and plays/gain for THE FLYS.

FUEL 1106/47

Bittersweet (550 Music) Total Stations: 57 Chart Move: 22-20

Table with columns for station, song, and plays/gain for FUEL.

GARBAGE 1168/88

Special (Aimo Sounds/Interscope) Total Stations: 61 Chart Move: 21-18

Table with columns for station, song, and plays/gain for GARBAGE.

HOLE 280/68

Malibu (DGC/Geffen) Total Stations: 40 Chart Move: 2-1

Table with columns for station, song, and plays/gain for HOLE.

KORN 1190/51

Got The Life (Immortal/Epic) Total Stations: 62 Chart Move: 20-17

Table with columns for station, song, and plays/gain for KORN.

LENNY KRAVITZ 2555/10

Fly Away (Virgin)

Total Stations: 75 Chart Move: 1-1

Table with columns for station, song, and chart position for Lenny Kravitz.

LESS THAN JAKE 351/42

History Of A Boring Town (Capitol)

Total Stations: 29

Table with columns for station, song, and chart position for Less Than Jake.

ALANIS MORISSETTE 423/209

Joining You (Maverick/Reprise)

Total Stations: 34

Table with columns for station, song, and chart position for Alanis Morissette.

NEW RADICALS 1253/69

You Get What You Give (MCA)

Total Stations: 64 Chart Move: 16-16

Table with columns for station, song, and chart position for New Radicals.

THE OFFSPRING 2325/53

Pretty Fly (For A White Guy) (Columbia)

Total Stations: 71 Chart Move: 5-3

Table with columns for station, song, and chart position for The Offspring.

ORGY 453/198

Blue Monday (Elementree/Reprise)

Total Stations: 50

Table with columns for station, song, and chart position for Orgy.

PEARL JAM 677/400

Elderly Woman Behind The Counter In A Small Town (Epic)

Total Stations: 71 Chart Move: Re-Entry 35

Table with columns for station, song, and chart position for Pearl Jam.

PLACEBO 950/93

Pure Morning (Hut/Virgin)

Total Stations: 60 Chart Move: 30-26

Table with columns for station, song, and chart position for Placebo.

REEL BIG FISH 526/1

The Set Up (Mojo/Universal)

Total Stations: 43

Table with columns for station, song, and chart position for Reel Big Fish.

REMY ZERO 611/69

Prophecy (DGC/Geffen)

Total Stations: 46 Chart Move: Debut 37

Table with columns for station, song, and chart position for Rem Zero.

SOUL COUGHING 1696/54

Circles (Warner Bros.)

Total Stations: 73 Chart Move: 10-10

Table with columns for station, song, and chart position for Soul Coughing.

TOUCH & GO 366/180

Would You? (Big Cat/V2)

Total Stations: 43

Table with columns for station, song, and chart position for Touch & Go.

U2 1519/41

Sweetest Thing (Island)

Total Stations: 72 Chart Move: 5-13

Table with columns for station, song, and chart position for U2.

ZEBRAHEAD 583/149

Get Back (Columbia)

Total Stations: 44 Chart Move: Debut 38

Table with columns for station, song, and chart position for Zebrahead.

ROB ZOMBIE 803/35

Dragula (Geffen)

Total Stations: 48 Chart Move: 33-29

Table with columns for station, song, and chart position for Rob Zombie.



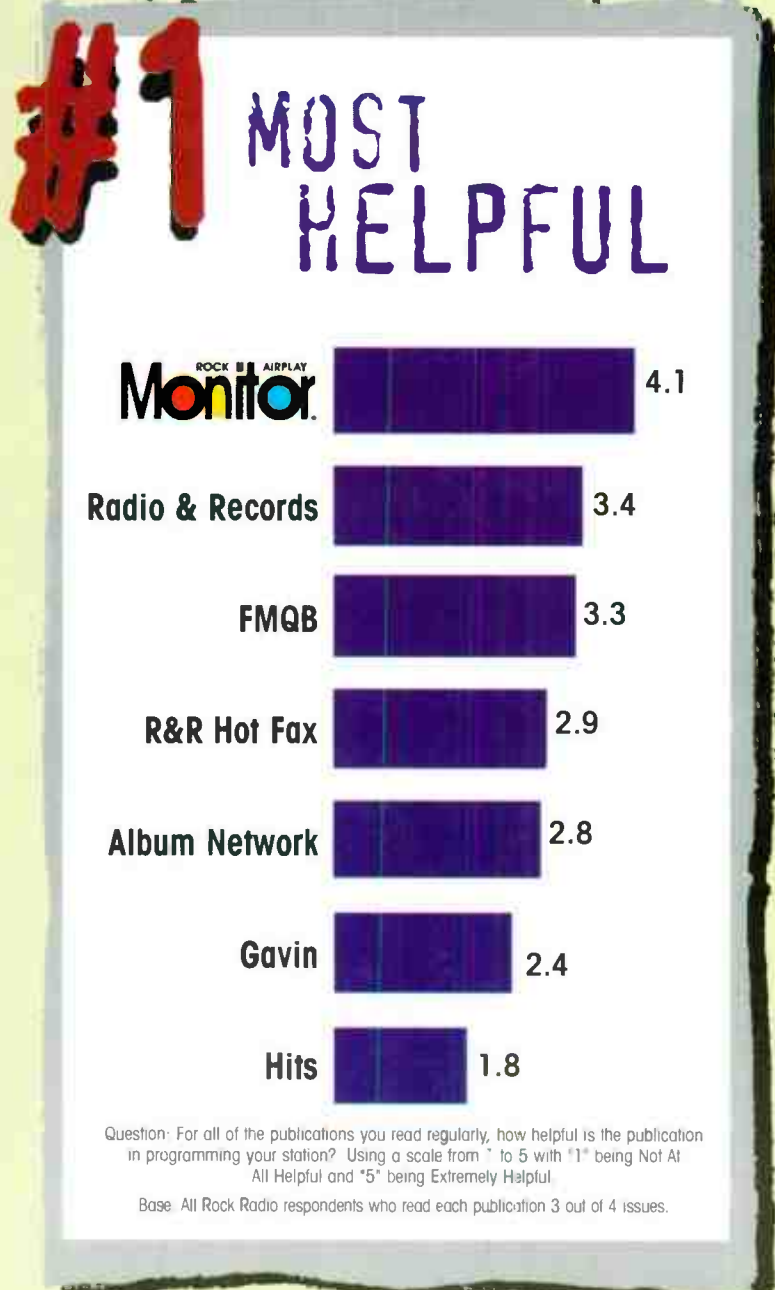
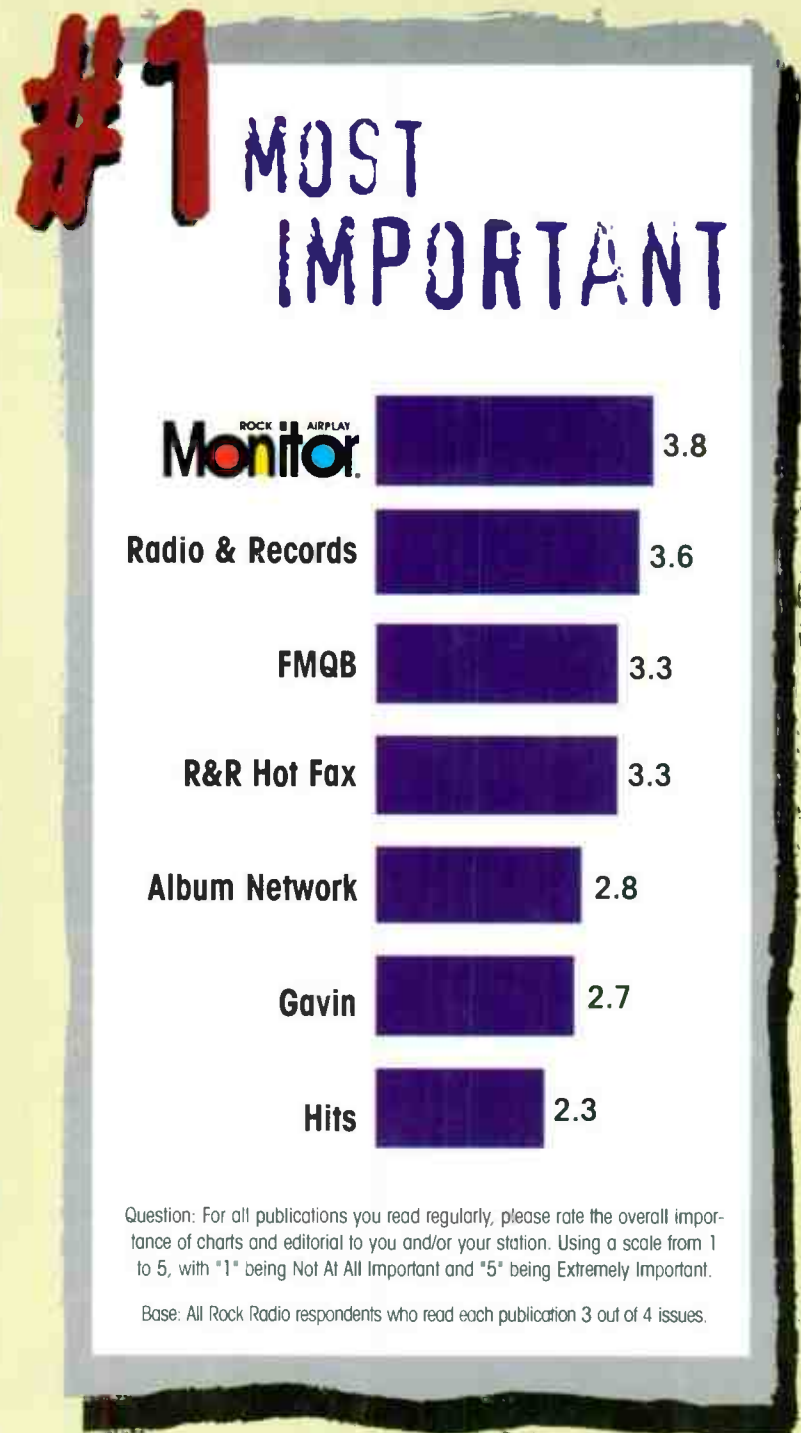
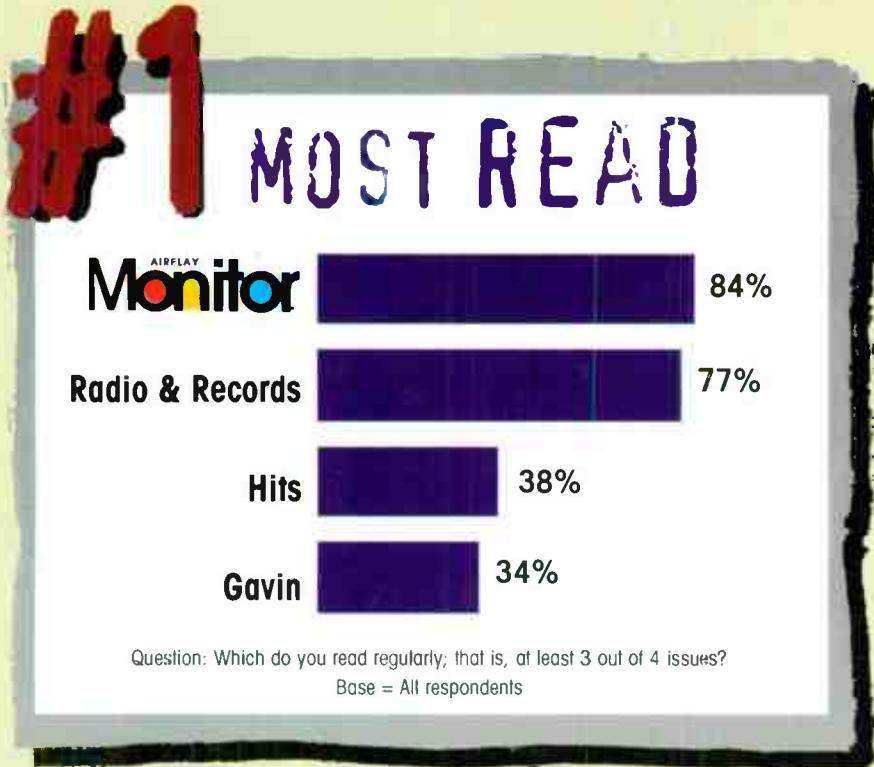
Main table with columns: TW, LW, WKS, TITLE, ARTIST, THIS WEEK (Audience, Detections, Rank), LAST WEEK (Audience, Detections, Rank), AIRPLAY BY FORMAT (MAINSTREAM, MODERN, TRIPLE-A).

Records showing an increase in audience over the previous week, regardless of chart movement. Rankings broken down by mainstream, modern, and triple-A formats (on right side of this page) correspond to charts printed in this week's Monitor and therefore rankings do not exist for recurrences and records below No. 40 (No. 20 for triple-A). Audience computed by cross-referencing exact times of airplay with Arbitron listener data. ©1998, Billboard/BPI Communications.

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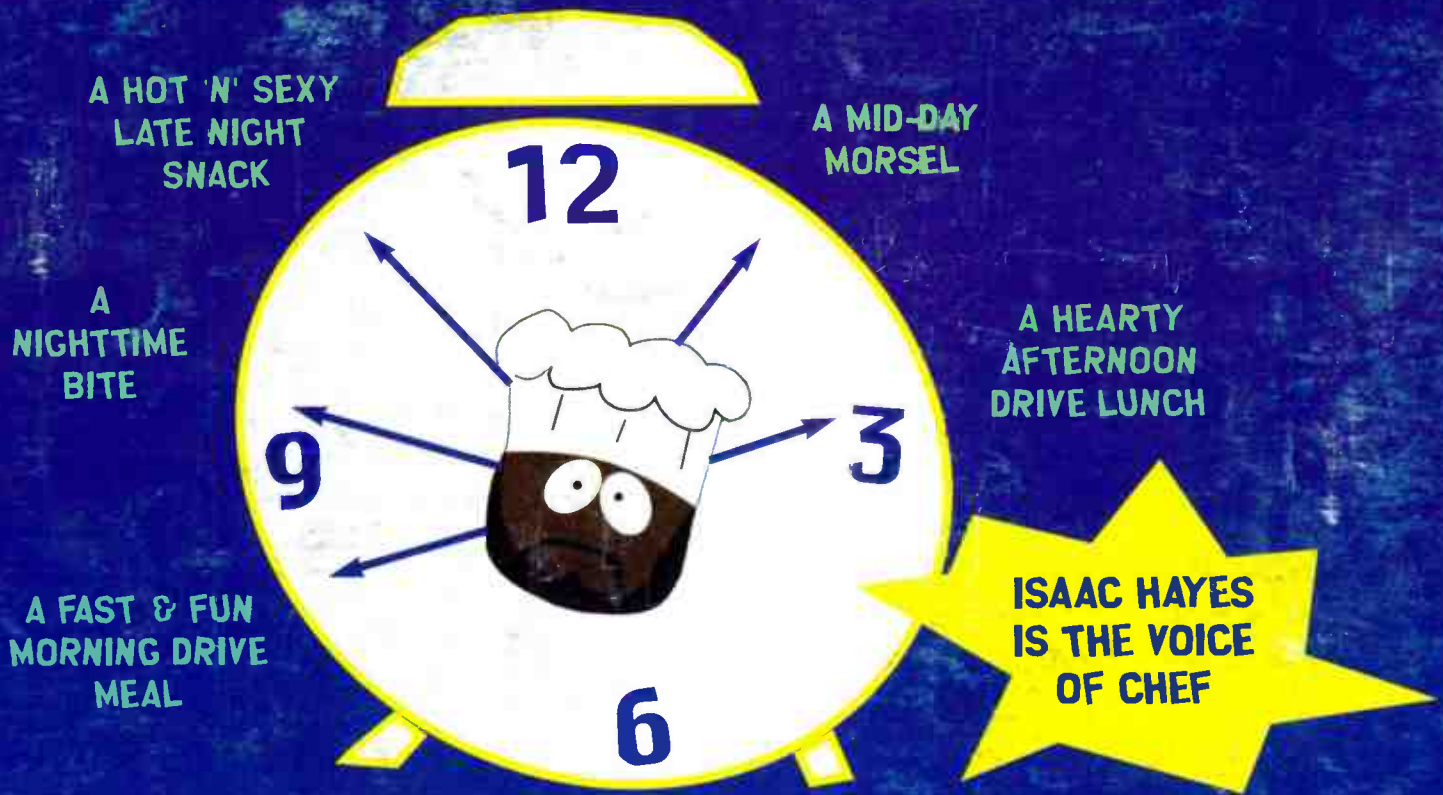
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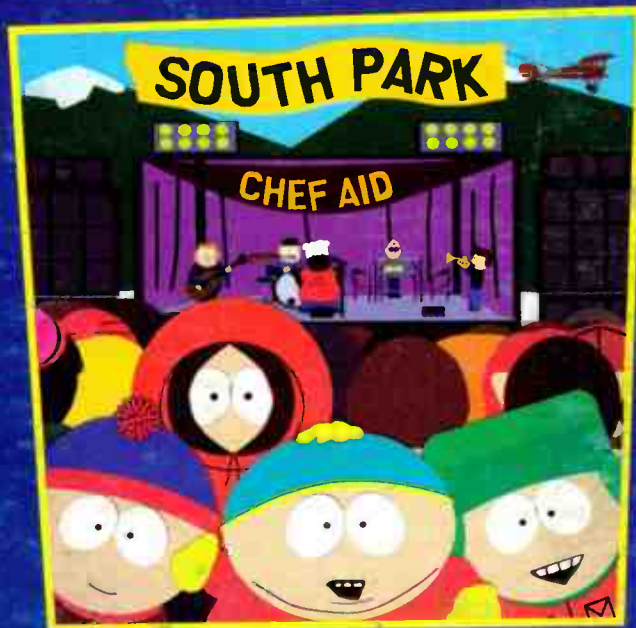
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