

WRTS/Erie, PA Promotion Dir. Matt Sharer has been in the radio business for a grand total of one month. While the circumstances of his getting his job are interesting (you can read about it in the story), he now has to put up or shut up. To help him get a running start, MMS Editor Jeff Axelrod paired Matt up with WKTU/NY Dir./Marketing Don Macleod for some one-on-one mentoring. Jeff eavesdropped on the conversation, and you can read the first part of a two-part article this week. Also: Management expert Dick Kazan with tips on how to hang on to your job during consolidation, how one station snagged a major insurance account, and our regular website feature, *Finger-Clickin' Good!* Pages 10-14

MARKETING THEME ISSUE

Our semiannual review of radio marketing is spread throughout this issue. Check out these topics:

- Is TV marketing worth it? Page 22
- Building the Y2K marketing director Page 40
- L.A.'s community feels every 'Beat' Page 52
- Creating "Passion Marketing" Page 62
- A former radio promotion director crosses to TV Page 73
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- Marketing agreements, fan passion Page 86
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THIS #1 WEEK

- CHR/POP**
 - GOO GOO DOLLS Slide (Warner Bros.)
- CHR/RHYTHMIC**
 - BRANDY Have You Ever? (Atlantic)
- URBAN**
 - R. KELLY When A Woman's Fed Up (Jive)
- URBAN AC**
 - DEBORAH COX Nobody's Supposed To Be Here (Arista)
- COUNTRY**
 - JO DEE MESSINA Stand Beside Me (Curb)
- AC**
 - R. KELLY & CELINE DION I'm Your Angel (Jive)
- HOT AC**
 - SARAH McLACHLAN Angel (Warner Sunset/Reprise)
- NAC/SMOOTH JAZZ**
 - WALTER BEASLEY I Feel You (Shanachie)
- ROCK**
 - BLACK CROWES Kickin' My Heart... (American/Columbia)
- ACTIVE ROCK**
 - EVERLAST What It's Like (Tommy Boy)
- ALTERNATIVE**
 - EVERLAST What It's Like (Tommy Boy)
- ADULT ALTERNATIVE**
 - NEW RADICALS You Get What You Give (MCA)

NEWSSTAND PRICE \$6.50



Chancellor Goes On The Block

■ Clear Channel's the clear favorite in the bidding, but sources say Disney's in the hunt

By JEREMY SHWEDER
R&R WASHINGTON BUREAU

Chancellor Media dropped the bomb that rocked the radio world last week, as the multimedia company's largest financial backer, Hicks, Muse, Tate & Furst, announced that the industry's revenue leader was up for sale.

But once the dust settled from the Jan. 20 announcement, the pressing question was: Who would be the buyer?

Industry behemoths Clear Channel Communications and Infinity Broadcasting emerged first as potential buyers. The strength of Chancellor's holdings in the top markets — the two-year-old company owns clusters in all of the nation's top 11 markets, including five stations in New York, five in Los Angeles and seven in Chicago — makes it compatible with Clear Channel, which owns 454 stations (pend-

ing the Jacor merger), mostly in markets outside the top 10.

Most analysts figured that an Infinity-Chancellor combo would cause too many headaches with the Department of Justice's antitrust police to be plausible. But other potential

bidders could be networks ABC and NBC, which may be eyeing Chancellor's TV properties. Or, as some Chancellor executives hinted, the company could look for a buyer outside the media world.

"Anything is possible." Chancellor CEO Jeff Marcus said last week about the sale, and most Chancellor executives are sticking to the company line. Still, some within the industry have speculated that a deal has been hammered out for which the financial terms are not final, and that the public announcement of the sale is an attempt to drive up the price.

CHANCELLOR/See Page 27

"In my mind, Clear Channel remains the front-runner. If I were a Chancellor shareholder, I'd be rooting for someone else to come in here and make the deal a little bit more of a competitive process."
— analyst James Marsh

Sony/Nashville Ups Lameier To Sr. VP/Country Promotion

By LON HELTON
R&R COUNTRY EDITOR

Epic/Nashville Sr. VP/National Promotion Jack Lameier has been elevated to the newly created Sr. VP/Country Promotion post for Sony Music/Nashville. He will oversee all of the promotion teams for the labels' Columbia, Epic,

Lucky Dog and Monumental imprints; will be instrumental in the development of new artists; and will work directly with the VPs/Promotion at Sony's four Nashville labels.

LAMEIER/See Page 27



Lameier

Radio Enacts 'Vision' Plan

■ Groups look ahead to the 'year of operation'

By MATT SPANGLER
R&R WASHINGTON BUREAU

If February '96, when the Telecommunications Act was passed, marked the beginning of blending for radio, then this year might go down in history as the year the consolidation frenzy tapered off and the Age of Operation began.

Looking across to another industry also in a furious consolidation cycle, there's often a two- to three-year adjustment period for merging financial institutions, says Jim Marpe, who specializes in banking mergers and acquisitions for Andersen Consulting.

He points out that in order to ease the transition from a local to a corporate culture, "the best consolidators quickly create a vision. The senior

500 Jobs Lost In Initial Phase Of Universal Restructuring

By STEVE WONSIEWICZ
R&R MUSIC EDITOR

The reality of consolidation in the record industry hit home last week, as Seagram began the initial phase of its previously announced restructuring of the Universal Music Group. Over a two-day period, Universal furloughed some 500 employees, with the biggest cuts occurring at A&M Records (about 170 of 200 employees were let go) and Geffen Records (110), as the company folds the two legendary labels into Los Angeles-based Interscope Records. Another 200 were fired in New York. Some 250 acts also are expected to be released from their recording contracts over the next several months.

Among the senior executives exiting were:

• **A&M:** President/CEO Al Cafaro, Sr. VP/A&R David

Anderle, Sr. VP/Creative Services Jeri Heiden, Sr. VP/Publicity Diana Baron, Sr. VP/Marketing & Artist Development Morty Wiggins, Sr. VP/Urban Promotion Dave Rosas and Sr. VP/Promotion Peter Napoliello. Key A&M personnel who remain are New York-based VP/Publicity Steve Karas; Los Angeles-based VP/Publicity Laura Swanson; Sr. VP/Sales & Distribution Richie Gallo, who will assume a catalog post at Universal Music & Video Distribution; and Sr. VP/A&R John McClain.

• **Geffen:** Chairman/CEO Ed Rosenblatt, President Bill Bennett, Head/Promotion Bob Catania, Head/A&R David Simone, Head/Sales Jason Whittington and Head/Marketing Robert Smith. Peter Baron segues to Interscope as Head/Video Promo-

UNIVERSAL/See Page 19



... And He Read The Issue Religiously

With the pope on his way to St. Louis, CHR KSLZ created mass hysteria by finding a John Paul II look-alike to be "Z Pope" and parading him around town. Of course, when he dropped by the station, the first thing he wanted to do was read the industry's bible. Looking on are KSLZ PD Jeff Kapugi (l) and MD Rich Stevens.

Woods To Manage Chancellor/Phoenix

By AL PETERSON
R&R NEWS/TALK EDITOR

Chancellor Media has named former Nationwide Communications VP/Radio Clancy Woods Market Manager for its eight-station cluster in Phoenix. In the newly created position, Woods will oversee management of the company's News/Talk KFYT-AM, Country KISO-AM, Nostalgia KOY-AM, CHR/Rhythmic KKFR-FM, Country KMLE-FM, Oldies KOOL-FM, NAC/Smooth Jazz KYOT-FM, and Alternative KZON-FM.



Woods

WOODS/See Page 27

Next week: The R&R Talk Radio Seminar '99 in Washington, DC!

ELTON JOHN ★ LEANN RIMES

"Written In The Stars"

The first single from the upcoming release *Elton John and Tim Rice's AIDA*, the follow-up to their multi-platinum *The Lion King*.

R&R HOT AC
DEBUT ⑩

Monitor Adult
Top 40 Debut 40*

R&R AC ⑤

Monitor
Mainstream
AC 6*

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FOR ADDS
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AT CHR!



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Album Executive Producer: Phil Ramone

Produced by Peter Collins for Jill Music, Ltd. and Wilbur Rimes.

Recorded and mixed by John Holbrook

Management for Elton John: Colin Bell & Frank Presland / Elton John Mgmt Ltd.

Management for LeAnn Rimes: Wilbur C. Rimes & Lyle Walker / LeAnn Rimes Entertainment, Inc.

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JANUARY 29, 1999

Swerling Spins To Warner Bros. As VP/Pop Promotion

Warner Bros. Records has appointed Felicia Swerling VP/Pop Promotion. Based in Los Angeles, she reports to Sr. VP/Promotion Tom Biery.

"Felicia's awesome energy level and amazing follow-through will help contribute to her becoming an industry legend," Biery

said. "When she became available, everyone wanted her, and I consider us very lucky indeed to have brought her to Warner Bros. Records. With Felicia in place, our revamped promotion department is looking stronger and more competitive than ever."

Swerling joins the label from Epic Records, where she served as National Director/Pop Promotion for two and a half years. Before that, she spent five years at Arista Records and was Manager/West Coast Promotion for Charisma Records.

Nesbitt Now KLAC/L.A. Operations Mgr.

Bill Nesbitt, most recently an announcer for Westwood One's "Hot Country" format, has been appointed OM/midday host at Chancellor Media's Nostalgia KLAC-AM/Los Angeles. He replaces Jim Duncan, who will still handle imaging and production for the station while focusing on his afternoon duties at Bonneville's crosstown KZLA-FM.

Nesbitt reports to GM Ed Krampf and station consultant Bob Hamilton. "Bob hired me to implement his game plan: We're coming off the satellite, and we're bringing back longtime talents to L.A. radio," Nesbitt told R&R. "We also have a heavy commitment to sports with the Anaheim Angels and L.A. Lakers." The station recently phased out Westwood One's "AM Only" format in favor of live programming that features market veterans Charlie Tuna in mornings and Johnny Magnus in afternoons. At night, syndicated shows and in-house automation will air when no play-by-play coverage is scheduled.

"I think this is the next logical step in the station's progression," Krampf told R&R. "Our unique combination of standards and sports makes us poised to increase our power ratio and make money."

NESBITT/See Page 27

Hunnicutt Named PD At WGAR/Cleveland

Clay Hunnicutt has been named PD of Jacor's Country WGAR/Cleveland, effective Feb. 15. Most recently PD at WUSY/Chattanooga, TN and OM for Cumulus' cluster in that market, Hunnicutt replaces Denny Nugent, who exited two months ago.

"We really like Clay's enthusiasm and energy and what we perceive as his bias for action — he gets things done," WGAR & WJMI GM John Blasingame told R&R. "Put it all



Hunnicutt

together, and he's a really good fit for WGAR."

WUSY was the first station Hunnicutt ever worked for — he started there as an intern 10 years ago and has held a number of jobs, including Production Director and Promotion Director. He was elevated from Asst. PD to PD in November '97 and promoted to OM over Cumulus' four Chattanooga outlets in

September '98.

"This is an incredible opportunity."

HUNNICUTT/See Page 27

Burke VP/GM For Chancellor/Denver Trio

David Burke has been appointed VP/GM for Chancellor's Talk KRRF-AM, AC KIMN-FM, and Oldies KXKL-FM in Denver. The 15-year radio vet replaces the exiting Graham Satherlie.

"David's unmatched ability to motivate his staff and lead a station to reach its full potential make him the perfect candidate for this position," remarked Denver Market Manager Bob Visotcky. "These are great heritage stations, with plenty of room for growth in listenership and revenue, and I'm convinced that David can take them to the top with his proven track record."

Burke most recently held VP/GM posts for CBS' KBAY-FM & KEZR-FM/San Jose and, before that, KRCX-AM & KSTE-AM/Sacramento. He began his radio career in 1984 at WOKQ/Portsmouth, NH and served four years with Armed Forces Radio & TV.

"I'm thrilled to join Chancellor's cluster in Denver and to work alongside Bob Visotcky, John Madison, Jimmy de Castro and all of the talented people at Chancellor Media," Burke added. "I'm excited about the opportunity to help Chancellor improve these stations' performance and generate future growth."

Chancellor also owns KALC-FM, KVOD-FM & KXPB-FM/Denver.

Scott Fills PD Slot At Arrow/Houston

Former WBIX/New York PD Jeff Scott has assumed similar duties at Chancellor's co-owned Classic Hits KKRW (The Arrow)/Houston. Before his tenure in New York, Scott acquired substantial experience in the Houston market, including on-air work in the early '80s at KRBE and KKBQ. He also served as OM of Hot AC KHMX/



Scott

Houston before moving to the Rusk Corporation as Director/Corporate Research.

"Jeff brings over a decade of programming experience to The Arrow, most of it in the Houston area," KKRW VP/GM Mike Crusham said. "He understands the lifestyle of our audience."

In 1993, Scott joined Zappoleon Media Strategies, where he served as a consultant to stations throughout the U.S. He founded his own consulting firm, Jeff Scott & Company, in 1996.

Belden Becomes WW1 EVP & Dir./Sales

Westwood One has tapped Peggy Belden as Exec. VP & Director/Sales. Belden, who will oversee the entire WW1 sales force nationwide, most recently was Director/Broadcast Services for the Wall Street Journal Radio Network/Dow Jones & Co.

"Peggy Belden is uniquely qualified to lead the WW1 sales force," said President/CEO Joel Hollander, to whom Belden reports. "I'm

thrilled to have an executive of her caliber and experience as an integral member of the WW1 management team. We look forward to WW1's continued growth and dominance in the network radio advertising arena under Peggy's direction."

A 20-year radio industry veteran, Belden has served as Sales Manager for the Wall Street Journal Radio/Television and Capital Cities/

BELDEN/See Page 27

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KS95/Minneapolis Promotes Peck To OM

Hubbard Broadcasting's KSTP-FM (KS95)/Minneapolis has given MD Leighton Peck additional duties as OM. He succeeds Todd Fisher, who was recently elevated to Director/Programming for both the Hot AC and co-owned Talk KSTP-AM (R&R 1/8).

"Todd and I know where the station's going, and we'll continue keeping KS95 on course," Peck told R&R. "This is a heritage AC, and we'll do what we've been doing; I don't see anything that's going to change."

Regarding new crosstown Pop/Alternative competitor WXPT, Peck told R&R, "It's the baby station in town, and they primarily target women 18-24. You have to be aware of them and what they're doing, but we won't change our game plan because of them. We're a mass-appeal station, so every other station affects us in some form or fashion."

Before joining KSTP eight years ago, Peck was an air talent at KDWB/Minneapolis, KFAB-AM & KGOR-FM/Omaha and KLSS/Mason City, IA. He also was OM at KRGI/Grand Island, NE.

"Hubbard is a great company, especially with all the consolidation you see around the country," Peck added. "The Hubbards have owned these stations, still own them, and will keep owning them. It's nice to know your owners are just up the hallway."

Brown Becomes VP/Prog. & Ops At CRN

Hal Brown has been appointed VP/Programming & Operations for the recently formed Catholic Radio Network. The radio industry veteran has programmed KSD/St. Louis, KMPH/Fresno, WTOP/Washington and XTRA-AM/San Diego.

"Catholic Family Radio represents a unique opportunity in the area of family oriented programming," Brown remarked. "I am confident we will be up to the challenge. Creating a network from the ground up is one of the most exciting things anyone in broadcasting can ever do."

The move reunites him with John Lynch, former President/CEO of then-XTRA owner Noble Broadcast Group. "Hal is one of the finest broadcasting executives in the business," Lynch stated. "It's a pleasure to be working with him on such an important project."

In other CRN news, former California Attorney General Dan Lungren assumes on-air duties between noon-3pm daily.

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Stand-Alones Stand Behind Translator Proposal

Petition may be savior of struggling mom-and-pops

By MATT SPANGLER
R&R WASHINGTON BUREAU

At night, KTHO-AM is stripped of power. Two kilowatts to be precise. The tiny South Lake Tahoe, CA-based stand-alone, owned by Kidd Communications, powers down from 2.5 kw non-directional during the day to 500 watts directional at night.

During the transition, the station loses about half of its listener base — coverage drops out of the north shore of Lake Tahoe, Carson Valley and other outlying areas — and, consequently, about \$10,000 a month in revenues. Meanwhile, the crosstown competition — Regent Communications' KOWL-AM & KRLT-FM/Lake Tahoe — gets to keep all of its power, all the time.

"If this station had the fill-in of an FM translator," KTHO consultant Ed Crook told R&R, "it would be able to continue serving the area it loses during the daytime."

FM Translators Needed

The American Community AM Broadcasters Association, of which Crook is Exec. VP, hopes to do something about mom-and-pop AMs

caught in predicaments like that of KTHO. In August 1997, ACAMBA petitioned the FCC to allow stand-alone AMs with less than 2.5 kw daytime and 500 watts nighttime power to simulcast their signals on FM translators.

More than 150 AMs have gone off the air since the passage of the Telecommunications Act of 1996, while more than 300 new FM stations have begun broadcasting in that time, according to ACAMBA President Bryan Smeathers.

Last month, the FCC began sorting through dozens of comments from struggling stand-alones, pleading with the commission to allow them to simulcast on FM frequencies so they can compete with the proliferation of full-time media (FM, cable, DBS, etc.). Though there were a

few dissenters, the prevailing idea is that retransmission on the FM dial may be one of the last hopes for independent AMs.

"We need help," stressed Southern Wabash Communications Corp., owner of WNSR-AM. The station is struggling to serve the 23,000 citizens of Brentwood, TN because of its nighttime power loss. "WNSR, along with hundreds of other stations, is landlocked."

"AM stations," said Queen's Broadcasting Corp., owner of WQBH-AM/Detroit, "cannot effectively compete against full-time FM stations that are allowed to resolve their reception problems with FM translators."

On the other hand, Crossroad Communications Inc., owner of WSDM-AM & FM/Terre Haute, IN, saw "no benefits" to translator-based fill-ins, suggesting instead that the Internet "is the answer to AM broadcasters who want more coverage."

TRANSLATOR/See Page 8

New Northwest Is New Kid On Block

Recently formed radio group could own 100 stations by year's end

By JEREMY SHWEDER
R&R WASHINGTON BUREAU

Remember the name **New Northwest Broadcasters**. If you haven't heard of them yet, you probably will. The new radio group has already purchased 15 stations since securing funding late last year, and group Chairman and CEO Michael O'Shea expects that New Northwest could own up to 100 stations by the end of 1999.

The Seattle-based group has seemingly come out of nowhere, purchasing combos in Klamath Falls, OR; Coos Bay, OR; and Yakima, WA, mostly within the past five weeks. But New Northwest's quick spate of purchases comes from nearly a year's worth of planning, O'Shea said. "Keep in mind, we had been in the gestation period for about seven or eight months. It's just that we've been kind of stealthy," he said.

New Northwest is run by partners O'Shea and President Ivan Braiker.

Both are longtime radio people, each having owned radio groups before starting New Northwest last year. O'Shea was the head of New Century Media from 1993 to 1998, when he sold the three-station group to the Ackerley Group. Braiker was President of 14-station Olympia Broadcasting from 1984 to 1989.

"O'Shea has been a long-ball hitter for us," said Tom Keenan, a partner at First Media Ventures, which recently invested in New Northwest. "He has nothing but success on his

resume, and his track record is phenomenal."

Targeting Northwest

O'Shea and Braiker have about \$80 million in equity and debt to use for acquisitions. First Media Ventures added about \$20 million in cash and debt to the pot earlier this week. Other investors are Key Equity Capital and Northwest Capital Appreciation.

New Northwest is targeting a wide area of the Pacific Northwest, which includes Washington, Oregon, California, Montana and even Hawaii and Alaska. Groups such as Cumulus Media have shown how rapid acquisitions of clusters in small- and medium-sized markets can be success-

NORTHWEST/See Page 8

Bloomberg BUSINESS BRIEFS

Merrill Lynch Analyst Bullish On Radio

Merrill Lynch analyst Keith Fawcett said Wall Street provides the cash flow radio attracts in a manner 50% greater than TV because radio "has far better prospects for growth." Fawcett told Arbitron Sales and Management Conference attendees in San Juan, PR earlier this month that many factors are driving radio's superior growth, including the fact that consolidation is easier to implement in radio than in television. Weak fourth-quarter earnings are expected, however, for ABC parent Walt Disney Co., XM Satellite Radio parent American Mobile Satellite and Broadcast.com.

Children's Chief Set To Appeal Verdict Reversal

Children's Broadcasting Corp. President/CEO Christopher Dahl said U.S. District Judge Donald Alsup was wrong when he reversed a jury's October decision against the Walt Disney Co. and ABC Radio Networks that awarded Dahl's Minneapolis-based company at least \$20 million. While Alsup agreed with the jury's verdict that ABC was guilty of breach of contract and taking CBC's trade secrets, he disagreed with the amount of the award. CBC, now known as Media Management, has 30 days to appeal Alsup's decision and begin what Cullen and Dahl predict will be a year-long appeal process.

NABET Parent Asks For Multi-Union Disney/ABC Meeting

The Communications Workers of America has asked the AFL-CIO to convene a meeting of unions representing Walt Disney workers in order to determine how they can coordinate their bargaining efforts with the company. CWA spokeswoman Candice Johnson told R&R the National Association of Broadcast Employees and Technicians, a subsidiary of the CWA, would still handle negotiations over its expired contract with Disney subsidiary ABC. The combined unit, she said, could organize solidarity rallies, interlocking boards of directors and other "coordinated campaigns." No date has been set for a meeting. ABC would not comment on the plans for the negotiating unit.

Jacor Scores Browns Rights

Jacor Communications' Oldies WJMI-FM/Cleveland will be the flagship station of the Cleveland Browns when the new football team debuts this fall. Terms of the three-year deal were not disclosed, but Jacor said it is developing a network of stations to air the Browns broadcasts. Other Jacor outlets in the market will offer "Browns-driven programs." Play-by-play announcers and other on-air talent have not been determined yet. Jacor also owns the broadcast rights for the Cleveland Indians, Cincinnati Reds and eight other NFL and MLB teams.

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				
	One Year Ago	One Week Ago	1/15/99	One Year Ago	One Week Ago
Radio Index	193.93	265.70	249.86	+37.01%	+6.34%
Dow Industrials	7906.50	9120.67	9340.55	+15.36%	-2.35%
S&P 500	980.28	1225.19	1243.26	+24.98%	-1.45%

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

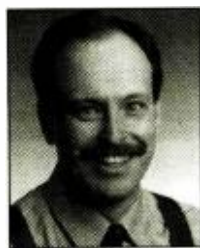
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DEAL OF THE WEEK

• **WMID-AM & WSAX-FM/Atlantic City, NJ and WJSX/Cape May (Atlantic City), NJ \$3.92 million**

1999 DEALS TO DATE

Dollars To Date: \$97,253,527
(Last Year: \$276,132,746)

Dollars This Week: \$8,337,527
(Last Year: \$138,842,500)

Stations Traded This Year: 102
(Last Year: 106)

Stations Traded This Week: 17
(Last Year: 22)

TRANSACTIONS AT A GLANCE

- KVVQ-AM/Hesperia & KHDR-FM/Victorville, CA
No cash consideration
- WLYN-AM/Lynn (Boston), MA \$1.06 million
- FM CP/Albion, NY No cash consideration
- FM CP/Brockport (Rochester), NY \$360,000
(plus WRSB-AM/Canandaigua, NY)
- KNCY-AM/Nebraska City & KNCY-FM/Auburn, NE \$710,000
- KQIK-AM & FM/Lakeview, OR \$190,527
- WNPL-FM/Belle Meade (Nashville), TN \$1.58 million
- KVCQ-FM/Cuero, TX \$442,000
- FM CP/Winona, TX Not listed
- WVLR-AM/Moneta (Roanoke), VA \$75,000

TRANSACTIONS

Margate Gets Three From Two In Atlantic City Deals

□ **Acquisitions complete market six-pack for \$3.92 million**

Deal Of The Week

WMID-AM/Atlantic City & WSAX-FM/Pleasantville (Atlantic City), NJ

PRICE: \$2.92 million
TERMS: Asset sale for cash
BUYER: Margate Communications LP, headed by general partner Cleo Brooks. It also owns WBNJ-FM, WDOX-FM & WTTH-FM/Atlantic City. Phone: (609) 348-4040
SELLER: AMCOM Inc., headed by President John Mullen. Phone: (609) 344-0300
FREQUENCY: 1340 kHz; 99.3 MHz
POWER: 870 watts; 3kw at 328 feet
FORMAT: Nostalgia; NAC/Smooth Jazz

WJSX-FM/Cape May (Atlantic City)

PRICE: \$1 million
TERMS: Asset sale for cash
BUYER: Margate Communications LP, headed by general partner Cleo Brooks. It also owns WBNJ-FM, WDOX-FM & WTTH-FM/Atlantic City. Phone: (609) 348-4040
SELLER: The Mullen Group Inc., headed by President Jeffrey Mullen. Phone: (610) 359-6564
FREQUENCY: 102.3 MHz
POWER: 3kw at 292 feet
FORMAT: NAC/Smooth Jazz

California

KVVQ-AM/Hesperia & KHDR-FM/Victorville

PRICE: No cash consideration
TERMS: Transfer of control
BUYER: Pacesetter Growth Fund LP, headed by Managing Director Divakar Kamath. He has interests in eight other stations. Phone: (972) 991-1597
SELLER: Tele-Media Broadcasting LLC, headed by Robert Tudek. Phone: (814) 359-3481
FREQUENCY: 910 kHz; 103.1 MHz
POWER: 1kw day/500 watts night; 95 watts at 1424 feet
FORMAT: Nostalgia; Oldies
COMMENT: Following the transaction, Pacesetter will own 53.51% and Tele-Media will own 46.49%.

Massachusetts

WLYN-AM/Lynn (Boston)

PRICE: \$1.06 million
TERMS: Asset sale for cash
BUYER: The ADD Radio Group Inc., headed by President Peter Arpin. It owns two other stations, including WRCA-AM/Waltham. Phone: (401) 884-9870
SELLER: Paul Feinstein, dba Puritan Broadcasting Co. Phone: (781) 639-0769

FREQUENCY: 1360 kHz
POWER: 700 watts day/76 watts night
FORMAT: Ethnic

New York

FM CP/Albion

PRICE: No cash consideration
TERMS: Transaction is part of earlier agreement with CSN
BUYER: CSN International, headed by President Charles Smith. It owns 10 other stations. Phone: (714) 979-0706
SELLER: Jacor Communications Inc., headed by CEO Randy Michaels. It will have interests in over 450 stations after its proposed merger with Clear Channel. Phone: (606) 655-2267
FREQUENCY: 102.1 MHz

FM CP/Brockport (Rochester)

PRICE: \$360,000 and station WRSB-AM/Canandaigua, NY
TERMS: Swap agreement, plus consulting fee to Wolfe paid over 10 years
BUYER: Canandaigua Broadcasting Inc., headed by President George Kimble. It also owns WCGR-AM/Canandaigua. Phone: (716) 395-1550
SELLER: David Wolfe. He owns one other station. Phone: (716) 637-7040
FREQUENCY: 105.5 MHz
POWER: 1.1kw at 518 feet

Nebraska

KNCY-AM/Nebraska City & KNCY-FM/Auburn

PRICE: \$710,000
TERMS: Asset sale for cash
BUYER: Radio 2000 Inc., headed by Frank Copsidas. He owns two other stations. Phone: (406) 863-4500
SELLER: Sunrise Broadcasting of Nebraska, headed by Joerg Klebe. He owns five other stations. Phone: (212) 319-7210
FREQUENCY: 1600 kHz; 105.5 MHz
POWER: 500 watts day/31 watts night; 6kw at 328 feet
FORMAT: Country; Country
BROKER: Michael Bergner of Bergner & Co.

Oregon

KQIK-AM & FM/Lakeview

PRICE: \$190,527
TERMS: Asset sale for cash
BUYER: Clause Charitable Remainder Trust, headed by trustee Beverly Clause. Phone: (541) 947-2196
SELLER: New Start Enterprises Inc., headed by President Arthur Collins. Phone: (541) 947-3351
FREQUENCY: 1230 kHz; 93.5 MHz
POWER: 1kw; 284 watts at 1,001 feet
FORMAT: Classic Country; Country

Tennessee

WNPL-FM/Belle Meade (Nashville)

ESTIMATED PRICE: \$1.58 million
TERMS: Transfer of control
BUYER: DBBC LLC, headed by President Lewis Dickey. He also has an interest in Cumulus Media, which owns over 100 stations. DBBC also owns WVOL-AM & WQQK-FM/Nashville. Phone: (404) 688-0068
SELLER: Jamal Broadcasting LP, headed by Michael Grant. Phone: (615) 726-1934
FREQUENCY: 106.7 MHz
POWER: 1.1kw at 774 feet
FORMAT: Hot AC/Classic Hits

Texas

KVCQ-FM/Cuero

PRICE: \$442,000
TERMS: Asset sale for cash
BUYER: Sonoma Media Corp., headed by President Roy Henderson. He has interests in five other stations. Phone: (713) 426-2600
SELLER: Gulfwest Broadcasting Inc., headed by President Rob Dean. Phone: (512) 643-3719
FREQUENCY: 97.7 MHz
POWER: 25kw at 302 feet
FORMAT: Oldies

Continued on Page 8

ALEX RODRIGUEZ REMEMBERS HIS FIRST BASEBALL GLOVE.... HE STILL HAS IT!

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How could they? For example, our Phoenix clients, Country giant KNIX and AC leader KESZ each have 27 Hot Zips (out of 111 total zips in the metro) that deliver about 70% of all their average quarter hour ratings. They need to reach the listeners in all these zip codes effectively. Because people aren't willing to drive a great distance at night, "auditorium" tests tend to draw people only from the few zip codes around the hotel test site. And, after all, you couldn't conduct an auditorium test in 27 different hotels, could you? But Music-Tec's Interactive tests reach all 27 Hot Zips just the way Arbitron reaches them: with completely random sample distribution.

The result? After moving up to Music-Tec's Interactive tests, Country KNIX is back on top #1 25-54 Persons and 12+ Persons. KESZ has risen to #2 25-54 Persons (Arbitron Mon-Sun 6AM-Mid Summer 1998 share rank in both cases). They're rather pleased.

Is it difficult to move up to Interactive testing? No...you pick the test hooks just as you always did and it comes back to you in both paper and Microsoft Excel® forms for easy sorting. There's really nothing new to learn, except what kind of ratings performance you're truly capable of.

The logo for Music-Tec Interactive. It features the words "Music-Tec" in a large, bold, white, italicized sans-serif font, set against a blue rectangular background with a fine grid pattern. To the right of the blue box is a small "TM" trademark symbol.

I n t e r a c t i v e

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Telephone 719.579.9555 or eMail VP/GM Mike Maloney at mike_maloney@musictec.com.

EARNINGS

Tribune, Harris Numbers Down;
RealNetworks, Ceridian Up

Tribune Co. (NYSE:TRB) said the June sale of WQCD-FM/New York to Emmis Communications Corp. drove down earnings for its radio group, which now consists of four Denver and Chicago stations. Revenues fell 14% during the fourth quarter, to \$12 million from \$14 million during the same period last year, while they declined 27% for the full year, to \$52.6 million from \$71.6 million. EBITDA was down 16% for the quarter, to \$5 million from \$6.1 million, while it dropped 19% in 1998, to \$19.1 million from \$23.5 million.

RealNetworks Inc. (NASDAQ:RNWK) reported fourth-quarter net revenues of \$20 million, a 94% increase from \$10.3 million during the same period in 1997. Net revenues were \$64.8 million, a 98% hike from \$32.7 million in '97. The company said there are now more than 50 million users of its RealPlayer.

Earnings fell sharply for **Harris Corp.**'s (NYSE:HRS) communications sector — which includes the broadcast equipment division — due to weakness in the U.S. and Asian microwave radio market, according to the company. For the fiscal second quarter ending Jan. 1, net sales dropped to \$233 million from \$238 million during the same period last year, while operating profit declined to \$15 million from \$29.3 million. For the six-month period ending Jan. 1, net income fell to \$1.4 million from \$28 million, though the company attributed this loss in part to the \$20.6 million settlement of a lawsuit with Comark Communications.

Revenues for Arbitron parent **Ceridian Corp.** (NYSE:CEN) — whose stock will split 2-for-1 next month — were up to \$309.6 million during the fourth quarter from \$282.5 million during the same period in 1997. The split — for holders of Ceridian stock as of Feb. 10 — will double the number of diluted shares to approximately 148.2 million.

Northwest

Continued from Page 4

ful. "The one thing that's different about us is that most of the other groups were invented by financial architects," O'Shea said. "I am an operator."

New Northwest specifically looks to purchase successful FM stations in small markets, plus add one or two other "turnaround" or less successful stations in the same market. "This gives our investors the security of having a certain piece of stability and cash flow and revenue, plus the upside of building out these new radio stations," O'Shea said.

The company also plans to take a page out of the Capstar book of broadcasting by transmitting programming to all its stations out of a single main studio in Seattle. Stations in small markets can have access to big-market talent this way, O'Shea said.

With the wide geographical area that New Northwest plans to cover, it's good that O'Shea is a licensed pilot. He's already flown investors between prospective sites all over Oregon in his six-seat Cessna. Not only is having the airplane a convenience, it's also a thrill, he said. "It's fun, and we make our own schedule."

Bloomberg

BUSINESS BRIEFS

Continued from Page 4

Tampa Tower To House 12 FMs

OmniAmerica has broken ground on a \$9-million-plus, 1,589-foot digital SuperTower in Tampa. Kline Iron & Steel is expected to complete the structure — which has the capacity for up to 12 FM stations, 14 digital and analog TV stations and 75 wireless services — by the end of the year. Several FMs have already approached OmniAmerica about leasing space on the tower, but the company isn't saying which ones. OmniAmerica, which also owns SuperTowers in Miami and Orlando, announced in November that it is merging with American Tower.

NY Station Cited For Concealing Discrimination Complaints

The FCC said Big City Radio President/CEO Michael Kakoyiannis was aware of discrimination complaints filed by two former employees of WRKL-AM/New City, NY that were not initially revealed on its license renewal application. Steven Possell filed a complaint with the NY State Division of Human Rights in March 1997 claiming the station discriminated against him because he's blind, while Florence Teich alleged sexual discrimination in a complaint filed with a federal district court in New York in July 1997. The commission said in an order released Jan. 20 that WRKL did not disclose these complaints in its Feb. 2, 1998 renewal form, but did reveal them in a May 27 amendment to the application. Kakoyiannis told the FCC in November 1998 that, since his business manager and attorney completed the form, "he trusted that the answers were correct." The FCC also said that if the Equal Employment Opportunity Commission reviews Teich's complaint, it may consider that agency's findings. In the meantime, the station has 30 days to respond to the FCC notice, which included a tentative \$5,000 fine.

FCC Clarifies Broadcast Ownership Form

Licensees whose attributable ownership has not changed since the last time they filed an annual ownership report need only submit to the commission a revised Form 323 identifying themselves, asserting that they have experienced no changes in their ownership and answering question 11 on the form (which asks for the gender and ethnicity of company officers, among other things). The 323 was reworked in November as part of the FCC's revised EEO rules.

USADR Addresses Criticism Of DAB Transition Plan

Conventional radio broadcasters' signals should not be protected "indefinitely" while they transition to digital technology, USA Digital Radio said in a Jan. 25 FCC filing. "Any impact resulting from the elimination of protection for analog will be greatly reduced after most users and broadcasters have converted to digital." That should take about 12 years. The IBOC DAB proponent also anticipates that, as the transition progresses, equipment manufacturers will begin producing only digital equipment. The Radio Operators Caucus told the FCC last month that eliminating protection for analog signals would result in a loss of service for those unable to afford digital receivers.

Continued on Page 27

TRANSLATOR

Continued from Page 4

Morris Broadcasting, which owns WIMG-AM/Trenton, NJ, agreed in principal with the petition, but dissented from the "blanket" 2.5-kw and 500-watt parameters.

Divvying Up The FM Band

The harshest censure came from National Public Radio, which said the proposal's supporters "seek room on the FM band for qualified AM stations at the expense of noncommercial educational FM broadcasters." The petition asks that FM translators

broadcasting noncommercial programming be restricted to the non-commercial band instead of frequencies above 91.9 MHz.

Some proponents of the petition say the FCC may be applying its current translator rules unfairly or neglecting the proposal in favor of other means of expanding the FM band.

ACAMBA believes the exceptions granted to certain Alaskan AMs so they can expand coverage to their communities should be extended to all 49 states. "This is certainly a more practical and community-oriented use of FM translators," read the petition.

TRANSACTIONS

Continued from Page 6

FM CP/Winona

PRICE: Not listed

TERMS: Transfer of control

BUYER: Sunburst Media LP, headed by President John Borders. It owns 19 other stations. Phone: (972) 702-7371

SELLER: SunGroup Inc., headed by John Biddinger. He has interests in four other stations. Phone: (941) 377-6710

BROKER: William R. Rice Co.

COMMENT: The transfer of this station is part of \$24 million deal between the two parties for seven other stations and the FM CP. The parties wish to transfer control of the FM CP with this application.

Virginia

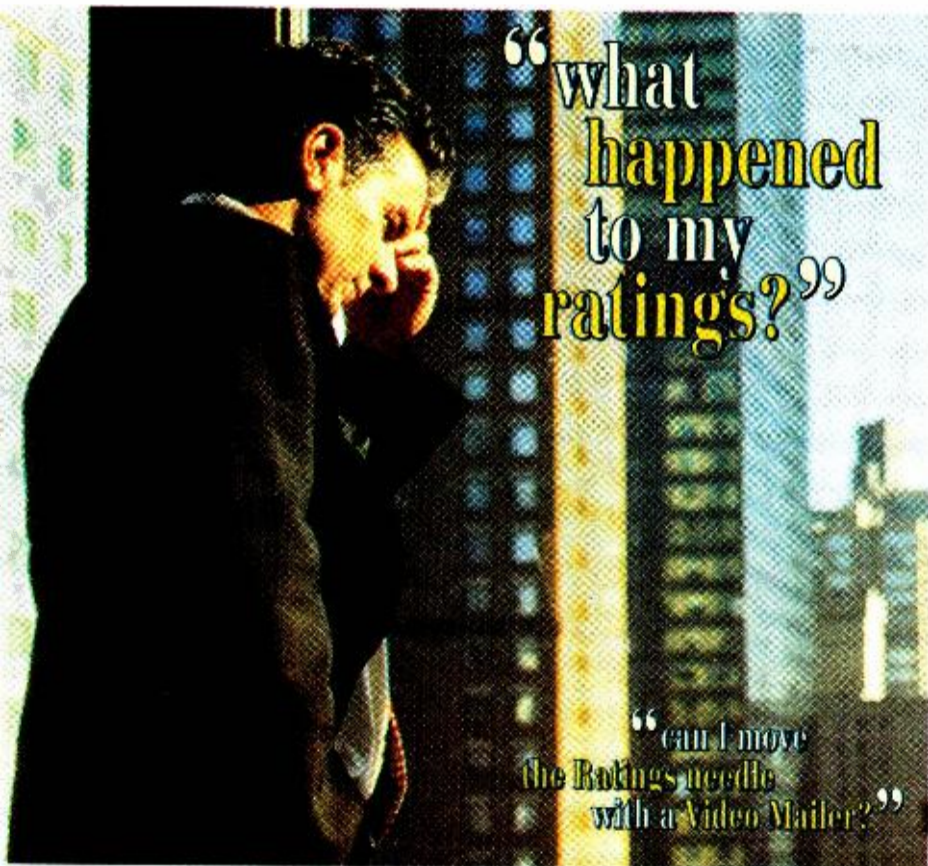
WVLR-AM/Moneta
(Roanoke)

PRICE: \$75,000

TERMS: Asset sale for cash

BUYER: Perception Media Group Inc., headed by President Ben Peyton. It also owns WWWR-AM/Roanoke. Phone: (540) 343-7109

SELLER: JLR Communications Inc., headed by President Diane Newman. It also owns WLQE-FM/Bedford. Phone: (540) 297-1188

FREQUENCY: 880 kHz**POWER:** 900 watts**FORMAT:** News

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- **RAB: Radio drives listeners to insurer, Page 12**
- **Audio and animation add to website, Page 14**
- **National Margarita Day? Four Weeks Forward, Page 14**

MMS

Teachers open the door, but you must enter by yourself.
— Chinese Proverb

management • marketing • sales

MARKETING

EDUCATING MATT: R&R'S MARKETING MENTORSHIP

■ *First of a two-part series*

By Jeff Axelrod

MMS Editor

Remember the story in Street Talk last month about Matt Sharer? He's the guy who was offered the promotion director job at CHR WRTS/Erie, PA as an enticement to get him out of the station's "live in it to win it" contest. Considering he's been in his new job for less time than the 71 days he spent in the VW Beetle, I figured that Sharer — who had never worked in radio before — probably had plenty of questions about the wild world of radio marketing he'd gotten himself into.

So I arranged the first of R&R's Marketing Mentorships to answer whatever questions Sharer had, setting up a conference call with Sharer and Don Macleod, Director/Marketing for Chancellor's WKTU/New York.

Do a promotion director's responsibilities vary from station to station or from market to market?

Yes. In our department, I have a promotion director, and I am the director of marketing and promotions. The larger stations will technically have a marketing director and a promotion director — especially your

CHR/Rhythmics, because you're really "street visible." And especially with Chancellor. We typically do that because marketing is so important for us, and promotion makes up 40% of our marketing budget. But we have other things we have to take care of: direct mail, TV, advertising, public relations, etc.

I've worked 20 years doing this, and I've been from the smallest markets to the biggest. It's really cool at a smaller market, because you get to do everything and you learn a lot. When you get up to the major markets, you find yourself being more of a specialist in certain areas. Here at 'KTU, you've got to be a real diplomat. You have to be a politician within the group. If you come up with an idea, you not only have to sell it internally, but you also have to sell it outside of that as well.

So, yes, every station is different. For our company, you typically have a marketing director and a promotion director in the top 10 markets. After that, it's usually just a marketing director and/or promotion director.

How does one person stay focused when you have to do it all?

Prioritize what the most important thing is. All you can do is all you can do, and all you can do is enough. Really focus in on the three to five things that are most important. We're running political campaigns — basically, that's what radio stations are: shaking

hands, kissing babies and handing out free stuff. In America, voters are very apathetic. Nobody wants to vote. Well, with Arbitron, nobody really cares about filling out a diary, either. So you have to go out and find those people who really like doing that, and that's a real science. Just hitting the streets as hard as you can really does help. Whatever you have, you can make it sound unbelievable! It's the power of your copywriting, it's the power of your production, it's the way you sell it on-air. That's really the key — how fun and sexy did you make this promotion, event or ticket giveaway?

Where do you get your ideas from?

Our goal is that everybody be creative. We are all trained as creative problem solvers. So we sit in a room with everybody we can at the radio station, and we brainstorm. The way we are trained is very efficient. You throw out as many ideas as you can, no judging. You can't say, "That's a good idea," or, "That's a bad idea." It's just an idea. At the end, you kind of look at all the ideas, you bundle them together, you see what your criteria is — how much it costs, etc. — and that's one way we do it.

There are a few of us that have been doing it for such a long time, and we really get off on creating solutions for whatever challenges lie ahead. For all of our advertisers, we go in and ask them, "What problem can we solve?" That's how we base any type of sales thing we do. For marketing or promoting the station, we look at what needs the radio station currently has and how we can affect that.

The neat thing is — whether it's your first day in radio or your 30th year in radio — you're always going to have ideas, because everyone uses the radio. So that's how we do it. We get a group together, and we really try to find females in our office who live in the demo.

What type of promotion is your "biggest bang for the buck"?

Every promotion that is really successful has one of three things: money, vehicles or a "hot ticket." You'll find after you do this for a while that there's no such thing as a new idea, it's just how you put a fresh coat of paint on it. For us, cash is king! For our promotions, we make appointments with our listeners. Our listeners are not going to wait an entire hour to hear the touch tones or whatever it takes to win. But if you say, "Hey, at 2:22 we are going to give away..." they're going to make an appointment to listen. We know how it translates into ratings and diaries and all that kind of stuff.

For us, the biggest promotions are when we give away big cash or we have a really hot ticket. We just produced a show here in December that starred Cher and Bette Midler. That was a hot ticket. It was \$150 a ticket, and we sold it out. On the streets it was worth \$1,000, so you either bought it on the street from a scalper or you listened to us. For our fall ratings, it really gave us a huge boost in the last phase of the book.

Continued on Page 12



MATT SHARER



DON MACLEOD

MANAGEMENT

KEEP YOUR JOB DURING CONSOLIDATION!

By Dick Kazan

"You're fired!" In recent years, thousands of people in this business have heard those hurtful words, as will many more in 1999. Hopefully not you.

How do you keep your job and prosper during major consolidation? I asked WOGL & WPHT/Philadelphia VP/GM Chris Claus, a 24-year radio and TV veteran.

• **"Make yourself invaluable not only in the function you provide, but in helping us to sell."** To succeed, your company has to be a selling machine. Whether you're in accounting, traffic or another back-office function, support the process.

In the computer leasing company I headed, some people in accounts receivable conducted collections in ways that unnecessarily alienated clients. We reorganized this function, requiring them to work with our sales organization and to get to know our customers. Bonuses and commissions were paid when money was collected.

This made a huge difference. Why? Accounts receivable people began to think like salespeople. Clients were no longer treated with hostility or indifference, and collections increased dramatically. One woman became so

effective, we asked her to teach others, then promoted her to head the department. Our sales organization was appreciative, and we rewarded our accounts receivable group with bonuses and ongoing internal recognition.

• **"Think creatively. How do you make your station generate more revenue?"** There is more to making money than spot sales. Whether through concert sponsorships, event creation and booth sales or using your parking lot on weekends to sell merchandise for your customers, there are substantial revenue opportunities.

My computer leasing company ran Saturday warehouse sales at our corporate headquarters. It was a big event featuring advertised specials in the newspapers. Unfortunately, creative radio people (who might have made our event even more spectacular and profitable) didn't get involved. They left a wonderful opportunity — and all that advertising revenue — to the print media.

Even in the business office, you can help dramatically increase sales. For certain credit-worthy accounts that make a substantial down payment, provide creative financing. Wouldn't deferred payment plans encourage seasonal buyers or other budget-sensitive companies to advertise more often? Of course they would. If you need to immediately convert these receivables to cash, sell them at a small discount to a finance company. In lieu of paying this discount, you might even negotiate a trade for some unsold spots. This is how you proactively protect your job and get ahead.

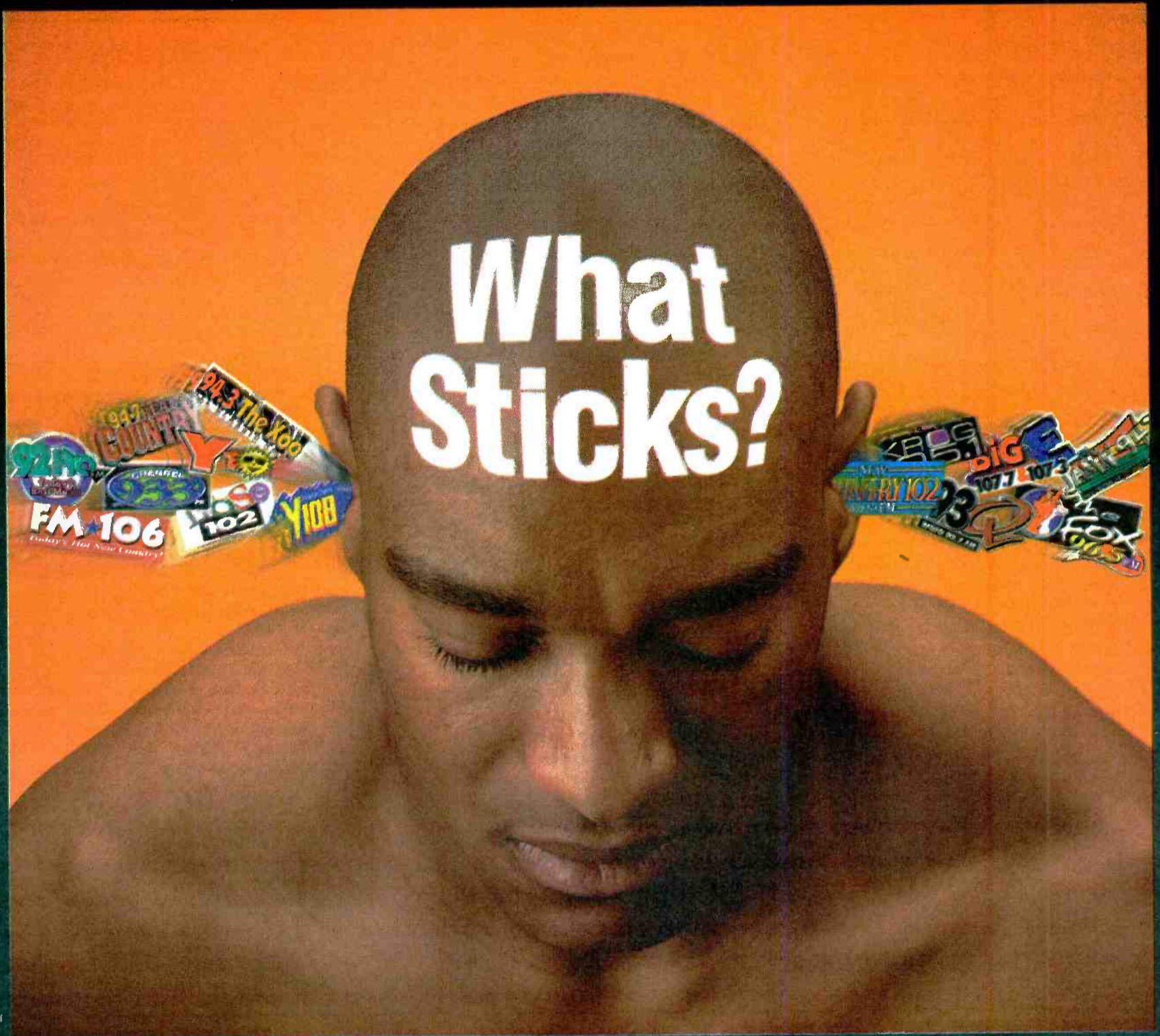
Also, be sensitive to telltale signs of trouble. Best-selling author Richard Bolles (*The 1999 What Color Is Your Parachute*) offers some helpful advice: "Most job cuts are telegraphed well in advance. They only seem like a surprise to those people who weren't fully alert to what was going on around them." What should you look for? Key people avoiding you, being excluded from important meetings and, most importantly, that your function or department is redundant or a costly overhead contributor.

To prosper, think of yourself as a business of one. As your company changes, is what you offer going to be valuable six months from now? If not, you'd better change or plan to find a new employer. Salespeople, accountants and attorneys are self-sufficient. They have work only when they generate revenue, and that's now the basis for your employment in the radio and record industries.

¹ *Bottom Line/Personal* (1/1/99)

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.

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EDUCATING MATT: R&R'S MARKETING MENTORSHIP

Continued from Page 10

It's about being topical. When the Yankees won the World Series, we started giving out opening day tickets when we didn't even have tickets. We knew we'd get some; we just didn't know how many until about a month later. It was \$100 a ticket for \$14 tickets, and we gave away \$10,000 worth of tickets. But you know what? We had a great weekend, and we won the weekend! Our PD says, "You win the daypart, you win the day. You win the day, you win the week. You win the week, you win the month. You win the month, you win the book!" We look at each day and do the best that we can. We are always challenging ourselves to be even better! We have a really neat group of people. They are still very compassionate and competitive, and they want to win at any cost.

What about in the old days, when you were in a smaller market and didn't have as much money to do these elaborate events?

We still use smoke and mirrors quite a bit. It's just a matter of trading out as much as you can. It's about taking what you have and making it sound as sexy and as cool as possible.

I think people in the smaller markets are a little bit more creative right now, because they don't have the money to depend upon. If we're in a bind and we need some trips, we can just go and buy some trips. But when you are in a small market, you really need to hustle and convince the travel agent or airline, "This makes sense for you." You really have to use your resources a lot more when you are in a smaller market. You are always selling; you are always making sure that your vendor is well taken care of, and that they get what they're looking for. You know, it's going to the labels and saying, "Hey, can you get me a pair of tickets to see Madonna at the Grammys?" Last weekend, that's what we had, so the whole weekend was a Madonna weekend. We gave away her new CD and her greatest hits, plus one person had a chance to win a trip for two to L.A. Right now, with the Internet and priceline.com and all

these other travel people, they're willing to trade out these types of things. There are a lot of avenues you can find to get the stuff done that you need to get done.

What about competing with other radio stations? Do you all get along?

We own them! In the old days you did not get along. It should be a healthy competition, nothing more. But again, all the stations that we would typically compete against, we own them. That brings a unique challenge as well, because now you have to share info. So here you are, sitting across the table from a guy who's your bitter rival, and you have to share your information with him or share a promotion together. It's like sibling rivalry.

When you are a leader and you have a competitor, never take your eye off your own ball. A lot of times radio stations will react when a new station comes on. They might make a format change or a musical shift. Don't react! Stay true to your own course. If you focus on the other guy's ball, you automatically lose, because you're not taking care of your own business. I used to put stations out of business with that. From a guerilla marketing standpoint, you just keep jabbing them over and over again. They get so frustrated with you that they forget about their day-to-day stuff. I loved it when competitors came to my promotions. That gave them even more credibility. And we'd kill them with kindness, which would make them angrier. When they get upset, they are feeding right into it. As the market leader, always stay true to yourself. When you are the guy underneath, do everything you can to piss off the leader — not in a bad way, but in a way in which you win.

In two weeks: Matt and Don talk about budgets, the perils of promotions and the future of the position.

Do you have a specific question about marketing or promotion? Let an R&R Marketing Mentor help you out! E-mail MMS Editor Jeff Axelrod at jaxelrod@rronline.com with your question and your phone number.

RADIO GETS RESULTS

SUCCESS STORIES FROM THE RAB

Geico Tries Mixed-Media Strategy

Situation: Geico Insurance is in its 60th year of service, providing auto insurance nationwide from offices that operate 24 hours a day, seven days a week. The office in Orlando has been owned by Jim Richardson for the past 10 years. Competing with such companies as Progressive, Allstate and State Farm, Geico uses a media mix of radio, television and direct mail in its advertising.

Objective: The scheduled closing of a nearby military base would have an effect on a lot of Geico's customers. The owner wanted to respond to the challenge by educating a wide range of consumers about their 24-hour service availability with a focus on generating calls directly to his local office rather than the national "800 service" number.

Campaign: WSHE-FM (100.3) created a personal endorsement campaign, produced by one of the station's on-air personalities. The spots gave direct credibility to the services provided by Geico and ran Monday through Friday, 6am to 7pm.

Results: "We have noticed an increase in inquiries when we are running on WSHE," said Richardson. "Geico Insurance will continue advertising with WSHE because they generate the phone calls and new business Geico needs!"

RAB TOOLBOX

More marketing information and resources from the RAB

FROM MEDIA TARGETING 2000

More than a third of automobile owners (37%) earn more than \$50,000 per year; 29% are college graduates, and 76% own their own homes. This group spends an average of 47% of its daily media time with radio.

INSTANT BACKGROUND — AUTO INSURANCE

Business Trends: Of 1997 premiums, 86.1% of expenditures were for private passenger autos, and 13.9% commercial (taxi, fleets, rental cars, etc.). Private passenger auto premiums experienced a 5.2% increase over 1996, while commercial premiums grew at a 1.1% rate (Best's Review, October 1998).

RAB CATEGORY FILES

"Insurance premiums have fallen for millions of drivers across the U.S. and are expected to keep declining — or at least hold steady — for the next few years, as highly profitable insurers come under increasing pressure from competitors, regulators and consumer advocates. The change is the result of better cars and safer drivers, along with the booming results of insurers' Wall Street investments." (Joseph B. Treaster, *New York Times*)

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



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STRETCH

YOUR ADVERTISING DOLLARS

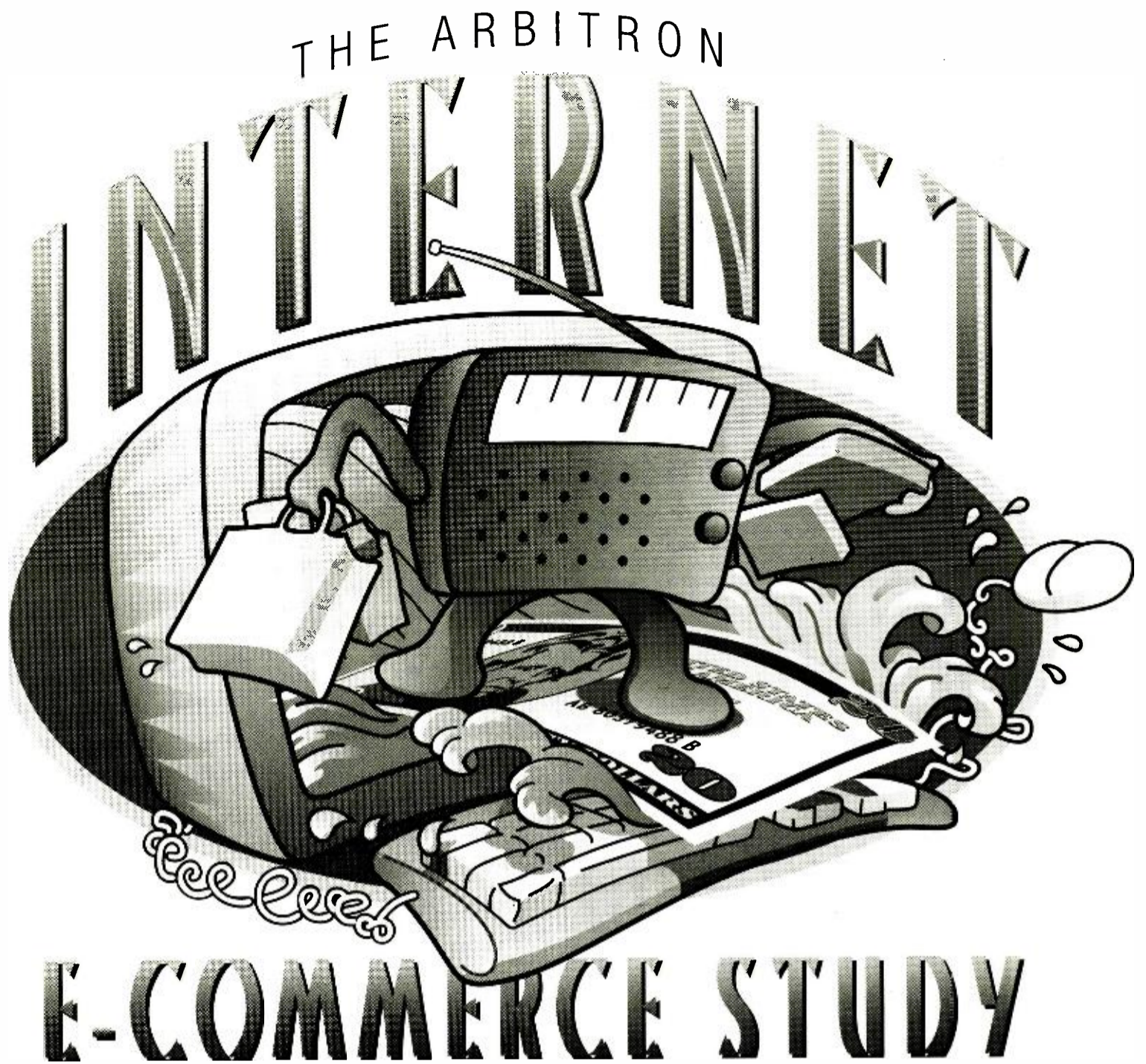
Today's level of fierce competition demands that you prominently display your name every chance you get (location broadcasts, concerts, station sponsored autograph sessions, etc.). With theft, vandalism and loss, it becomes a costly proposition to continuously replace expensive signs and banners. Roll-A-Sign™ offers a better way.

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Expanding NTR Opportunities for Radio

The growth of e-commerce on the Web exceeded all expectations during Christmas 1998. Analysts predict even more growth in 1999. How can your station claim a share of this revenue? Arbitron's soon-to-be-released study on the types of e-commerce radio listeners are interested in will help you answer:

- What do listeners want to buy on the Web?
- How likely are listeners to click on advertising on station Web sites?
- What do listeners want from your Web site that can make you money?

Come see our presentation of the study at the RAB convention in Atlanta on Friday, February 5 at 11AM in the Cairo/Hong Kong Room. Or check out the study at www.arbitron.com. The Arbitron E-Commerce Study is presented in conjunction with Edison Media Research.

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MARKETING

FINGER-CLICKIN' GOOD!

A continuing feature highlighting selected websites of special interest

BRANDY AND BRANDING MEET ON THE 'NET

If you're looking to build a great website, don't limit your inspiration only to other radio sites. You can learn a lot from sites in other industries, including those created by our recording industry brethren.

Such is the case with "Forever Brandy," the singer's official website (www.foreverbrandy.com). The site requires plug-ins to function correctly, however it makes no assumptions about whether you have them or not. An initial screen gives you three choices: download the plug-ins if you don't have them, try a test page to see if you do have them (if you don't, it will automatically install them, if you wish) or go straight to the main site.

Once you're ready to enter the main site, you're treated to arty and elaborate animation featuring Brandy's current single, "Have You Ever?" Using Shockwave Flash, nearly every page on the site features a mix of animation and music. For example, the menu pages come alive as flower petals drift through them (to the sounds of Brandy music, of course).

The result is a multimedia website that's a treat to view and reflects its subject well. Does your website reinforce your station's personality? Since radio is an aural medium, are you using sound on your



website? After all, the primary reason for most radio websites' existence is to serve as a brand extension. Make sure your branding's consistent.

What makes your website "finger-clickin' good"? If your site is breaking new ground with a killer app or a cool quotient in the 99th percentile, e-mail a short explanation and/or screen shot along with an active URL to MMS Editor Jeff Axelrod at jaxelrod@rronline.com with "FCG Site" in the subject line.

MARK YOUR CALENDARS

Important dates and events in the coming months

- **January 31** — Super Bowl XXXIII. Pro Player Stadium, Miami; (212) 450-2000.
- **February 4-7** — RAB '99 Mktg. Leadership Conference & Exec. Symposium. Hyatt Regency Atlanta; (800) 722-7355.
- **February 18-20** — R&R Talk Radio Seminar '99. Grand Hyatt Washington; (310) 553-4330.
- **February 24** — 41st Annual Grammy Awards. Shrine Auditorium, Los Angeles; (310) 392-3777.
- **February 26-27** — Dan O'Day's PD Grad School. Summit Hotel, Bel Air, CA; (310) 476-8111.
- **March 8-11** — 41st Annual NARM Convention. Las Vegas Hilton; (609) 596-2221.
- **March 10-13** — 30th Country Radio Seminar. Renaissance Hotel Convention Center, Nashville; (615) 327-4487.
- **March 17-21** — South By Southwest. Hyatt Regency, Austin; (512) 467-7979.
- **March 21** — 71st Annual Academy Awards. Dorothy Chandler Pavilion, Los Angeles; (310) 247-3000.
- **March 24** — Big Picture '99. Plaza Hotel, New York; (212) 492-6082.
- **March 31** — Winter Arbitron ends
- **April 1-June 23** — Spring Arbitron
- **April 12** — AWRT's Gracie Allen Awards. Hudson Theater, New York; (703) 506-3290.
- **June 10-12** — R&R Convention '99. Century Plaza Hotel, Los Angeles; (310) 553-4330.

FOUR WEEKS FORWARD

Sales & Promotion Planning Calendar

February 21-27

February 21-27: Truth Week, Int'l Friendship Week

<p>21</p> <p>Card Reading Day Washington Monument dedicated (1885) First telephone book (1878) First burglar alarm (1858)</p>	<p>22</p> <p>Thinking Day Be Humble Day Nat'l Margarita Day Virgin Island Donkey Races Day First Thanksgiving (1631)</p>	<p>23</p> <p>Int'l Dog Biscuit Appreciation Day Spy Day USA Nat'l Banana Bread Day Aluminum invented (1886)</p>	<p>24</p> <p>Nat'l Tortilla Chip Day Mexico declares independence (1821) Pres. Andrew Johnson impeached (1868)</p>	<p>25</p> <p>Quiet Day Nat'l Chocolate-Covered Peanuts Day Feast Of The Stinky Butts Colt 45 pistol patented (1836)</p>	<p>26</p> <p>Nat'l Pistachio Day First NYC subway opens (1870) First Volkswagens made (1936)</p>	<p>27</p> <p>No Brainer Day Polar Bear Day People magazine debuts (1974) First Mardi Gras in New Orleans (1827) Gulf War ends (1991)</p>
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You can give your listeners the latest videos from Mary-Kate and Ashley Olsen, courtesy of Warner Home Video. The Olsen Twins are more popular than Barbie, hotter than the Spice Girls, and cooler than Mickey Mouse!* Kids will love these party videos, and moms will thank you for giving them 2 great videos!

This free promotion is exclusively available February 19-28 in these markets:

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Detroit	San Diego
Houston	San Francisco
Los Angeles	Seattle
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Vision

Continued from Page 1

"Our culture is a decentralized operation," Clear Channel Communications Chairman/CEO Lowry Mays notes. Is this possible for an organization that controls 625 radio stations, 19 TV stations and 220,000 billboards in 25 countries? "We want decisions made on the local level. Those managers around the world submit their yearly plans to us, and we scrub those pretty hard in November. Then, they basically have their own profit centers to run."

Clear Channel and Chancellor may soon have an opportunity to see exactly how their cultures merge. Last week, Chancellor put out a for-sale sign, and Clear Channel was rumored to be among the potential suitors (see story, Page 1).

While Cumulus Media's business strategy may be to build two-to-six-station clusters in midsize and smaller markets, Chairman Richard Weening believes "the most important ingredients of a successful business are people, people, people." Citadel Communications Chairman/CEO Larry Wilson echoes this sentiment: "Our mission statement is 'People are our most important assets.'"

In The Trenches

That all sounds nice on paper, but how does it translate into the real world of sales activity reports, budgets, annual reports, benefits plans and the like? "The reality is, you can define a culture only in the broadest terms," says Marpe. "You can't micromanage the result."

Perhaps R&R got them on good days, but the rank-and-file management it contacted — all of whom have assimilated to corporate culture only within the past year — mostly emphasized the sunny side of merger-mania.

"It's been great for me, surprisingly so," says Buddy Rizer, MD of WWDC-FM/Washington, which Chancellor acquired from Capitol Broadcasting last year. "The things that are most exciting to me are the resources that I now have. I can get the equipment I need; I can get the

Hill Climbs To PD At WMRQ/Hartford

WMRQ/Hartford has officially promoted MD Dave Hill to PD. Hill had been interim PD since Jay Beau Jones left the station Dec. 24 to program WRCX (now WUBT)/Chicago (R&R 12/4/98).

"WMRQ is on the edge of a ratings explosion over the next year," Hill stated, "and we're going to do it."

Hill had been MD at the Capstar Alternative station for two years. Previously, he worked in Atlanta as a programming assistant at WNNX and MD at WRAS.

As a result of Hill's promotion, Asst. MD J Katley is named interim MD.

resources and the promotions that we need to do."

On the other hand, Karen Daniels admits it was "really rough" being demoted from GM to GSM of KTSM-AM & FM/El Paso when Clear Channel took over from Communications Corp. of America last June. Nevertheless, she says she understands it was a cost-cutting measure. "If I had to make a decision like that, I would probably do the same thing."

Ironically, Mays says radio differs from other consolidating industries because "there's not much economy of scale, in terms of cutting people." He termed it "a different type of consolidation process," in which there are some savings to be achieved by putting one manager in charge of multiple stations or a market, "but for all practical purposes you have the same airstaff, and we certainly don't want to save on salespeople."

The major benefit of consolidation for the foot soldiers is, yes, all those corporate resources suddenly at one's disposal. According to Lincoln Zeve, former owner of, and now GM of, WHYL-AM & FM/Harrisburg-Lebanon-Carlisle, which Citadel entered into an LMA with last November, "Having a company the size of Citadel behind you, you don't need to rely on your own brainpower and wallet to get things done."

"We now have the resources to have good equipment and staff members," comments Trace Michaels, PD of KCDD-FM & KHXS-FM/Abilene, TX, which Cumulus bought from Big Country

Broadcasting last year. "We've done research in this marketplace that we've never done before because we couldn't afford it and didn't know how to do it." The world of music testing, focus groups, and auditorium testing was opened to the stations, he says.

Rizer was using an analog eight-track editor for production until Chancellor rolled into town, supplying his staff with a digital workstation. "It's just amazing how much better that makes it." The new owners also boosted his staff, giving him a production director so he could fully turn his attention to programming.

There are, of course, growing pains to suffer through. Zeve belly-aches about having to fill out more forms now that he is part of a corporate hierarchy (his first stop is usually with the Harrisburg market manager), but "it's the sort of thing that, when you have a boss, you need to do."

Daniels bemoans the operational difficulties of dealing with an accounting department that is located in another building — a situation that will be remedied when the Clear Channel/El Paso facilities merge in June. Michaels says many programmers he knows are frustrated with the fact that they "aren't calling the shots anymore." (For the record, he answers to Cumulus VP/Programming John Dickey.)

Lessons (Not) Learned

Although Marpe sees many similarities between radio and the merging industries he tracks (like Capstar Broadcasting's virtual radio

EXECUTIVE ACTION

Z100/New York Hires Hollander As GSM

Les Hollander has been named GSM at WHTZ (Z100)/New York. He'll join the Chancellor CHR/Pop station on Feb. 1 and succeed Andy Rosen, who was named VP/Regional Sales for the company late last year (R&R 1/1).

A New York native and 14-year radio industry veteran, Hollander was an original staff member at WKTU, where he began as an account manager and rose to LSM. He also worked as an AE at WAXQ and held various sales posts with Tribune and Emmis.

"Les has developed into a dynamic sales management executive and will bring to his position important local and national sales experience," said Chancellor Sr. VP/Regional Operations John Fullam. "Z100 has played a big role in Chancellor's success in New York, and we're very fortunate to have someone of Les' caliber ready to step in and help guide the station to even higher levels of success."



Hollander

Schnur Shifts To Capitol For VP/A&R Duties

Capitol Records has named Steve Schnur VP/A&R, based in Los Angeles. Schnur spent five years with Arista Records, most recently as VP/A&R-Artist Development at Nashville-based Arista/Austin. Before that, he was VP/Rock Promotion.

"I could not be happier that we have been able to bring to Capitol someone with the breadth of experience and expertise possessed by Steve," said Sr. VP/A&R Perry Watts-Russell, to whom Schnur reports. "His skills on both the musical and marketing sides of the business will undoubtedly contribute to Capitol's future success."

Schnur — who also worked at Elektra Records and Chrysalis Records as VP/Alternative Marketing & Promotion — noted, "I have known [Capitol President] Roy Lott and Perry Watts-Russell for quite some time, so I am overwhelmed that I have been given an opportunity to work for and learn from them, all the while contributing to my lifelong dream label."

programming structure, which must be married with Chancellor, most banks have undertaken automation and re-engineering initiatives as well), the consensus among group heads R&R spoke with is that radio is an entirely different animal that doesn't take many cues from its consolidating brethren.

"In a lot of industries where consolidation takes place, what you're doing is building onto a larger organic whole," says Weening, "and what we're doing is assembling five or six radio stations in a market. What Cumulus has is 40 separate

business units."

"I think this is such a local business that it's not going to have the national economies of scale that some of these others purport to have," agrees Wilson. "With the critical mass we can have in some of these markets, we're now on a playing field where we can more effectively compete with television and newspapers."

Write this one for the record books, then: Radio grows so huge it gives TV a run for the money, all the while keeping its most important assets happy.

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Radio

• **JACK DUNKLE** becomes Dir./Operations for Metro Networks, Allentown. He previously filled the role of airborne and studio traffic reporter at the company's Wilmington office.

Records



Barragan

• **LUCY BARRAGAN**, formerly MD at KCAQ/Oxnard-Ventura, CA, is named Mgr./Crossover Promotion for Elektra Entertainment Group.

National Radio

• **MJI BROADCASTING** is offering First Person, a new service for Classic Rock stations, providing a series of sound bites pulled from archives and current interviews with the format's biggest names, available for barter; (212) 896-5256.

• **PGA TOUR RADIO** teams up with SportsFan Radio Network to offer an enhanced line of golf programming. New programs include *Butch Harmon on Golf* and expanded Majors coverage; (770) 797-9797.

• **STEVE LEVESQUE** launches Luck Media & Marketing, specializing in music PR and marketing; (310) 860-9170.

Industry

CHRONICLE

BIRTHS

Discovery Records artist **Warren Hill**, wife Tamara, daughter, Jan. 15

Broadcast Architecture VP/Programming **Allen Kepler**, wife Higher Octave Music Nat'l Radio & Promotions Mgr. **Jo Ann**, daughter Olivia Genevieve, Jan. 13

EverSound artist **Michael Whalen**, wife Whitney, daughter Julia Joan, Dec. 27.

CONDOLENCES

WFLZ/Tampa Programming Asst. **Dennis Clark**, 43, January 25
 WLDS/Dallas, PA, PD and on-air personality **Nancy Faye Place**, 38, Dec. 29

Changes

AC: **Scott Nicolino** moves from mid-days to mornings at KRSE-FM/Yakima, WA, and also from evenings to middays on KARY-FM.

Classic Rock: **Lori D** joins WXBB-FM/Portsmouth, NH for afternoons.

Country: **KBOB-FM/Davenport, IA** announces these lineup changes: **Bo J. Spates** moves to mornings from afternoons, while midday personality **Dean Stevens** takes over 3-7pm duties; **Beth Machael** joins for 10am-3pm duties; and **Jeff Wross** returns as Production Mgr.

News/Talk: **Jeff Burkett** leaves KZBL/Natchitoches, LA to produce the *Jay Casey Morning Show* on KXNT-AM/Las Vegas ... **KDKA-AM/Pittsburgh** adds **Joanna Lang-**

field's Entertainment Report to its lineup.

Sports: Road games of the IHL's Long Beach Ice Dogs will be broadcast on KCTD-AM/L.A.

National Radio: **William Adams** is promoted to VP/Finance at United Stations Radio Networks ... **Doane Agricultural Services** acquires *Agri-Talk* from Innovative Broadcast Communications; (314) 569-2700.

Records: Arista raises **Chrissie Lindsey** to Dir./Special Markets and brings on **George Levenendis** as VP/International ... **Elektra Entertainment** promotes **Scott Mehno** to Sr. Dir./Communications, **Tamra Wilson** to Assoc. Dir./Press & Artist Development and **Melissa Barreto** to Mgr./Press & Artist Development ... **Ruth Anne Taylor** becomes VP/Legal & Business Affairs for Warner Bros. Records ... **Jeff Wooding** moves up to Mktg. Dir. at Outpost Recordings, while **Alicia Dumont** becomes Film & TV License Coordinator and **Wendy Higgs** is raised to A&R Mgr. ... **John Vernile** is appointed Sr. Dir./Promotion at Sony Classical ... **PolyGram Classics & Jazz** announces the following chang-

es: **Gerald Courtney** is named VP/Sales; **Penny Bennet** is tapped as VP/Creative Services; and **Steven Singer** is raised to Nat'l Dir./Catalog Sales & Field Mktg. ... **Edel America Records** names **David Tockman** Dir./Business Affairs ... **Lenny Soohoo** is hired as Controller of U.S. Operations for permusic ... **Stephan Stewart** is upped to A&R Dir./Domestic Releases for Warner Special Products ... **Sony Music Latin America** expands with the appointments of **Rodrigo Viera**, Sr. Dir./Special Mktg., and **Carlos Tabakof**, Dir./English Language Product, Columbia label ... Changes at **Tommy Boy Music** include a new manufacturing & distribution agreement with **Black Market Records** and an end to the company's ties with **EBT promotions**.

Industry: **Jean Macdonald Sievers** joins The Lippin Group as Sr. AE ... **Becky Burkett** is promoted to Southwest Mgr./Advertiser & Agency Services for the Arbitron Company ... **Mitch Mallon** is upped to Nat'l Sales Dir. at **Rhino Home Video** ... The Orchard inks a deal with **Valley Media** to provide artists with finished product and worldwide, nonexclusive distribution; (212) 941-1979.

NATIONAL RADIO FORMATS

ADDED THIS WEEK

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

Classic Rock
Chris Miller
 JOHN MELLENCAMP I'm Not Running Anymore

Hot AC
Steve Nichols
 No adds

Starstation
Peter Stewart
 No adds

Touch
Ron Davis
 TEVIN CAMPBELL Another Way

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

Rock
 BLACK SABBATH Selling My Soul
 R.E.M. Lotus
 SON VOLT Straight Face
 STABBING WESTWARD Haunting Me

Alternative
 SEMISONIC Secret Smile
 STABBING WESTWARD Haunting Me
 SUGAR RAY Every Morning

CHR/Hot AC
 DEBORAH COX Nobody's Supposed To Be Here
 HOLE Malibu
 JAY-Z Hard Knock Life
 ALANIS MORISSETTE Unsent

Mainstream AC
 BETTER THAN EZRA At The Stars
 CHER Believe
 KHALEEL No Mercy

Lite AC
 BACKSTREET BOYS All I Have To Give

NAC
 BRIAN BROMBERG September
 DOWN TD THE BONE On The Corner Of Darcy Street
 SLIM MAN Valentine's Day

UC
 MARIAH CAREY I Still Believe
 FAITH EVANS I/PUFF DADDY All Night Long
 METHOD MAN I/D'ANGELO Break Ups 2 Make Ups
 SHANICE When I Close My Eyes

BROADCAST PROGRAMMING
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CHR
Mike Anthony
 BETTER THAN EZRA At The Stars
 MONICA Angel Of Mine
 ALANIS MORISSETTE Unsent

Mainstream AC
 MARIAH CAREY I Still Believe
 'N SYNC (God Must Have Spent) A Little More...

Hot AC
 No adds

Digital Soft AC
Mike Bettelli
 MARIAH CAREY I Still Believe

Delilah
 No adds

Alternative
 CAKE Sheep Go To Heaven
 LIMP BIZKIT Faith
 LIVING ENO Prisoner Of Society
 VAST Touched

Urban
 FAITH EVANS I/PUFF DADDY All Night Long
 MASE PRESENTS HARLEM WORLD (KELLY PRICE) Really...
 METHOD MAN I/D'ANGELO Break Ups 2 Make Ups
 JESSE POWELL You

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

Rock Classics
Rich Bryan
 NAZARETH Light Comes Down

Adult Hit Radio
JJ McKay
 CAKE Never There
 ELTON JOHN & LEANN RIMES Written In The Stars
 'N SYNC (God Must Have Spent) A Little More...

Soft Hits
Rick Brady
 'N SYNC (God Must Have Spent) A Little More...

WESTWOOD ONE RADIO NETWORKS
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Bob Blackburn

Adult Rock & Roll
Jeff Gonzer
 RUSH Closer To The Heart
 ROLLING STONES Memory Motel

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Record Industry "Pros On The Loose"

Here is a partial list of record industry professionals affected by industry consolidation. If no phone or e-mail address is listed next to a name, please phone Deborah Gardner at **R&R**: (310) 788-1620. If your name doesn't appear here and you would like it listed next week, please drop an e-mail to mailroom@rronline.com or contact Ron Rodrigues at (310) 788-1646.

A&M

PETER NAPOLIELLO
Sr. VP/Promo
(310) 659-8850 or
(212) 226-3299

MARK TINDLE
VP Rock/Promo
(818) 222-1706

JEFF DEAN
VP/Sales &
Field Marketing

DIANE GENTILE
Sr. Dir./Rock Promo
(718) 626-6623

LORRAINE CARUSO
Nat'l Dir./Alt. Promo
(212) 697-4375

MAX TOLKOFF
Sr. Dir./Alt. Promo
(213) 953-1561

JAY HUGHEN
Mgr./Alt. & College Promo
(213) 666-0568

DICK MERKLE
Denver Promo Rep
(303) 779-5511

JOHN NICHOLSON
Houston Promo Rep
(713) 977-6053

ED RIVADAVIA
Minneapolis Promo Rep
(612) 897-0694

FRED ZAEHLER
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ANNE BARRON
Nat'l Promo Coordinator
(310) 457-3504

Geffen

BOB CATANIA
Head/Promo
(310) 385-4817

STEVE KLINE
Top 40 Promo

ROSS ZAPIN
Alt/Promo

MICHELLE MUNZ
Rock Promo
(213) 655-3723

DEVIN DURRANT
Nashville Promo Rep
(615) 641-5063

TOM BOBAK
DC Promo Rep
(301) 429-2450

ZAK PHILLIPS
Denver-Phoenix Promo Rep
(303) 750-7817

HEATHER WHITAKER
Promo Asst.
(213) 913-2369

Interscope

ROB TARANTINO
East Coast Nat'l Rock Promo
(201) 967-7917

Island

JOE RICCITELLI
Sr. VP/Promo

DAVE SHOLIN
VP/Promo

ED GREEN
Nat'l Dir./Promo
(973) 655-8841

STACY SNOWDEN
Nat'l Promo Mgr.
(212) 787-9758

DAVID BARBIS
Assoc. Dir./Rock Promo
(310) 486-3338

STEVE SMITH
Atlanta Promo Rep
(404) 401-1157

MEREDITH HAYES
Houston Promo Rep
(713) 690-2092

LORI RISCHER
New York Promo Rep
(201) 863-1508

JULIE RAE MACLEOD
Pacific NW Promo

Mercury

ANDREA WEISS
Nat'l Dir./Rock
(310) 451-5352

DAVID EINSTEIN
Sr. Dir./Adult Rock
(914) 478-1196

BILL CASON
Nat'l Mgr. NAC/AC
(718) 278-6831

CHUCK NEWINGHAM
East Coast Alt. Promo Mgr.
(212) 352-9615

CHRISTINE CHIAPPETTA
West Coast Alt. Promo
(310) 821-4891

MIKE KLEIN
West Coast Nat'l/Crossover
(310) 319-2673

CHERISE GAMBINO
Minneapolis Promo Rep
(612) 379-8812

ANDREA NEWTON
DC/Philadelphia Promo Rep
(609) 424-1176

RHONDA ROSE
Dallas Promo Rep
(972) 387-8660

KEVIN KAY
Detroit Promo Rep
(810) 939-5423

JEAN "BEBOP" HOBEL
Atlanta Promo Rep
(404) 874-0368

DAN PHIPPEN
San Francisco Promo Rep
(415) 665-3076

Revolution

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Sr. VP/Promo
(818) 366-3977
bigbirdrb@aol.com.

Warner Bros.

STEVE FINGERETT
Minneapolis
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fingeret@bitstream.net.

Universal

Continued from Page 1
tion & Production. Several Geffen promotion executives will also make the switch to Interscope.

• **Mercury:** Sr. VP/Sales Jeff Brody, Sr. VP/Marketing & Artist Development Marty Maidenberg, Sr. VP/Marketing Michael Krumper, Sr. VP/GM-West Coast Alison Hamamura, Sr. VP/A&R Dana Millman and VP/International Dave Lory. Mercury Records Group Chairman Danny Goldberg has already left. Mercury Exec. VP/GM David Leach remains on board as Head/Promotion for the Mercury Records Group, as does Sr. VP/A&R Steve Greenberg, who will oversee A&R for the division.

• **Island:** Sr. VP/Promotion Joe Riccitelli and Head/Business Affairs Andrew Lewis. Chairman Davitt Sigerson has already resigned, and President Johnny Barbis will remain in a still-to-be-determined role.

Universal also closed Decca Records and let go nearly every employee, including Sr. VP/GM Shelia Shipley Bidy and VP/National Promotion Rick Baumgartner.

In a written statement, Universal said this about the layoffs: "Universal recently announced the new structure for the integration of its U.S. record labels. Each of the executives who have been charged with leading the various labels has now begun the integration process, drawing upon the strengths of both Universal

and PolyGram to build the best possible organizations that are, first and foremost, music- and artist-oriented. At the same time, the merger presents a unique one-time opportunity to create the industry's leanest and most cost-effective firm by eliminating duplications of activities.

"While change is always difficult, the restructuring of the labels is necessary for us to be more competitive, develop artists' careers, and pave the way for meaningful growth." Overall, Seagram plans to trim about 1,200 U.S. people — 3,000 globally — from its Universal payroll of 15,500 at a savings of \$300 million annually.

Although the payroll cuts are gut-wrenching for nearly every em-

ployee involved, veteran Wall Street entertainment financial analyst Harold Vogel cautions about reading too much into the restructuring. "It is obviously very difficult for the people who have made their careers and lives in the music business; and it's not going to be easy for them to find new jobs in similar positions. But the good news is that this is probably one of the last consolidations that will happen."

While several labels have been dramatically scaled back, in time Vogel expects future A&Ms and Geffens to surface, just as Maverick Recordings — and Interscope — have over the past several years. "There will always be a proliferation of labels in the music business.

Other labels will spring up and take the place of the ones that are no longer around. I don't see that changing all that dramatically. But it is sad to see fine labels like Geffen and A&M become diminished in their role."

Vogel also believes the "bean counter" hysteria now prevalent in the industry will recede in time. "There is an element of [accountants] taking over the business. By the same token, a worse thing that can happen in a long-run sense is that the management of the large record companies snuff out creativity. They know that if they do that, they'll all be dead. They have to maintain that individuality among the senior executives."

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ZINE

SCENE

Twain Tops Fun, Fearless Femmes

Cosmopolitan lists its picks of 1999's "Fun, Fearless Femmes," and **Shania Twain** earns the cover of the 'zine. The inside story details the country sensation's tough childhood and determination to rise to the top. Recalls Mercury/Nashville President **Luke Lewis**, "She told me she wanted to be as big as Garth. I looked into her eyes and knew she'd do it."

Pop Smarts

Offspring lead singer **Dexter Holland** has this to say about being perceived as a pop star: "I feel like I need to go live in a river basin for a while to get back some credibility. Live under an underpass, get arrested a couple of times." As for being told his band writes really good pop songs: "Damn. I hate that." (*Rolling Stone*)

"I don't think this thing has peaked yet. Whether it's cool or not, it's what the viewers want" — MTV Sr. VP/Music **Tom Calderone** on the cute-boys-who-can-sing craze, i.e. 'N Sync and the **Backstreet Boys** (*Time*).

"It was more fun to listen to than 'Muskrat Love'" — **Ben Folds** on listening to **William Shatner's** album. Shatner will "sing" on **Ben Folds Five's** upcoming release, *Fear of Pop: Volume 1* (*Newsweek*).

Women Scorned

People, the *Globe*, the *Star* and the *National Enquirer* all have a great time digging the dirt on **Mick Jagger** and **Jerry Hall's** split — the couple is on the cover of *People*, and a pic of the model allegedly carrying Mick's child is shown in *Star*. Also on the outs and the subjects of a two-page spread in the *Globe* are **Rod Stewart** and **Rachel Hunter**. She reportedly told a pal, "How can I live with an old man who ogles every passing girl?"

Hot Tamale!

Mariah Carey is in love with **Luis Miguel** and spent a week in paradise with the Latin lover. The *Star* claims she is ready to wed the heartthrob!

Got The Life!

Madonna graces the cover of *Harper's Bazaar* with her new dark-haired look. Inside, the 'zine dedicates 10 pages to the pop star — with only one page devoted to an interview. Speaking of Madonna, the *Globe* features a two-page spread of the doting mommy with daughter **Lourdes** at



BLUES CLUES — "For somebody to say I don't have the right to play the blues is pretty ignorant. B.B. King would never say that to me or any other young musician" — **Jonny Lang** defends his right to play the blues in interview. The 18-year-old singer-guitarist is featured on the cover and in a six-page story inside.

the park. The 'zine says Madonna believes in raising her daughter the old-fashioned way and would be mortified if Lourdes did half the stuff she's done!

Queen Latifah tells women to find the inner queen in her new book, *Ladies First*, which is excerpted in *Cosmopolitan*.

A Pregnant Pause

Tanya Tucker has called her wedding to **Jerry Laseter** off ... at least until after the baby is born! The country singer was surprised to find out she's with child, and now wants to wait until after the baby's born to walk the aisle (*National Enquirer*, *Globe*, *Star*).

Critical Care

"At this point nothing really bugs me. Everything I love was slugged at the time it came out, from **Roger Corman** to **Alice Cooper** to **Black Sabbath** — no one gave a shit about it until so far after the fact. If all of a sudden I was a critics' darling, I'd be wondering what I did wrong" — **Rob Zombie** detracts from his detractors (*Rolling Stone*).

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

MUSIC & MOVIES

CURRENT

- **VARSITY BLUES** (*Hollywood*)
Single: Run/Collective Soul (Atlantic)
Other Featured Artists: Foo Fighters, Janus Stark, Van Halen
- **PATCH ADAMS** (*Universal*)
Single: Faith Of The Heart/Rod Stewart
Other Featured Artists: Rascals, Eric Clapton, the Band
- **YOU'VE GOT MAIL** (*Warner Sunset/Atlantic*)
Featured Artists: Harry Nilsson, Roy Orbison, Sinead O'Connor
- **THE PRINCE OF EGYPT** (*DreamWorks*)
Single: I Will Get There/Boyz II Men
- **PLAYING BY HEART** (*Capitol*)
Singles: Drinking In L.A./Bran Van 3000 (Audiogram/Capitol)
Lover's Will/Bonnie Raitt
Angelene/PJ Harvey
Other Featured Artists: Cracker, Moby, Gomez
- **THE FACULTY** (*Columbia*)
Singles: Another Brick In The Wall/Class Of '99
Haunting Me/Stabbing Westward
I'm Eighteen/Creed
Other Featured Artists: Offspring, Garbage
- **THE RUGRATS MOVIE** (*Interscope*)
Single: Take Me There/Blackstreet & Mya f/Mase...
Other Featured Artists: Iggy Pop, Devo, Busta Rhymes
- **DOWN IN THE DELTA** (*Virgin*)
Featured Artists: Leverts, Janet, D'Angelo, Luther Vandross
- **JACK FROST** (*Mercury*)
Single: Father's Love/Bob Carlisle (Jive)
Other Featured Artists: Lucinda Williams, Lisa Loeb, Jars Of Clay
- **I STILL KNOW WHAT YOU DID LAST SUMMER** (*143/Warner Bros.*)
Singles: Blue Monday/Orgy (Elementree/Reprise)
How Do I Deal/Jennifer Love Hewitt
(Do You) Wanna Ride/Reel Tight (G-Funk/Restless)
Other Featured Artists: Grant Lee Buffalo, Imogen Heap

COMING

- **SHE'S ALL THAT**
Single: Kiss Me/Sixpence None The Richer (Squint/Columbia)

CYBERSPACE

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

On The Web

• Tune in a *live!* performance from hot alternative rockers **Dovetail Joint** tonight (1/29) at 9:15pm ET/6:15pm PT (www.jamtv.com).

• Enjoy a "double feature" with **Sixpence None The Richer** and former Alarm lead singer **Mike Peters** Sunday evening (1/31) at 9:30pm ET/6:30pm PT (www.liveconcerts.com).

• Catch **Big Head Todd & The Monsters** in a performance taped last year at the Aragon in Chicago on Tuesday evening (2/2) at 8pm ET/5pm PT (www.jamtv.com).

• Another "double feature" puts **Everlast** and **A Tribe Called Quest** shows together on Wednesday (2/3) at 9:30pm ET/6:30pm PT (www.liveconcerts.com).

• Listen to **Wilco** in a 1997 show from Chicago's Riviera on Wednesday at 8pm ET/5pm PT (www.jamtv.com).

MUSIC DATEBOOK

MONDAY, FEBRUARY 8

1969/Ex-Cream guitarist **Eric Clapton** and drummer **Ginger Baker** form **Blind Faith** with ex-Traffic member **Steve Winwood**.

1980/**David Bowie** divorces his wife Angela and receives custody of his son Zowie.

1990/**Del Shannon**, 52, fatally shoots himself.

Born: **Vince Neil** (Motley Crue) 1961
Releases: the **Supremes'** "Stop in the Name of Love" 1965, **Queen's** "Killer Queen" 1975

TUESDAY, FEBRUARY 9

1964/The **Beatles** make their U.S. TV debut, performing on *The Ed Sullivan Show*. Seventy-three million viewers tune in, and 50,000 fans compete for the venue's 728 seats.

1975/The premiere of **Cher's** TV show features guests **Bette Midler** and **Elton John**.

1981/**New Order** perform in London for the first time.

1993/**Annie Lennox** and husband Uri become parents to daughter Tali.
Born: **Carole King** 1942, **Holly Johnson** (Frankie Goes To Hollywood) 1960, **Travis Tritt** 1963

WEDNESDAY, FEBRUARY 10

1956/**Elvis Presley** records "Heartbreak Hotel" in Nashville.

1993/**Michael Jackson** is interviewed live on TV's *Oprah Winfrey Show*, providing 90 million viewers an opportunity to see Jackson's first interview in 15 years.

1997/**Melissa Etheridge** and Julie Cypher become parents to daughter Bailey Jean.

Born: **Roberta Flack** 1939, **Donovan** 1946
Releases: **Dire Straits'** "Sultans of Swing" 1979, **Tori Amos'** *Little Earthquakes* 1992

THURSDAY, FEBRUARY 11

1964/In Washington, DC, the **Beatles** perform their first nontelevised U.S. concert.

1972/In London, **David Bowie** performs as "Ziggy Stardust" for the first time.

1998/The original lyric sheets for **Elton John's** "Candle in the Wind" sell for a record \$400,000 at a benefit auction.

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

FRIDAY, FEBRUARY 12

1967/**Keith Richards'** home is raided by British police. **Mick Jagger** and Richards are eventually arrested on drug charges following an investigation.

1981/**Deborah Harry** exits **Blondie** to pursue a solo career.

1989/**Tiny Tim** declares his New York mayoral candidacy.

Born: **Ray Manzarek** (Doors) 1935
Releases: **Simon & Garfunkel's** "Homeward Bound" 1966, **Yes'** "Roundabout" 1972

SATURDAY, FEBRUARY 13

1966/The **Rolling Stones** make their U.S. TV debut, performing on *The Ed Sullivan Show*.

1980/Public Image Ltd. frontman **John Lydon's** London home is raided by police for the second time in one month.

1983/**Marvin Gaye** sings the National Anthem at the NBA All-Star Game.
Born: **Peter Tork** (Monkees) 1944, **Peter Gabriel** 1950, **Peter Hook** (New Order) 1956

Releases: the **Black Crowes'** *Shake Your Money Maker* 1990

SUNDAY, FEBRUARY 14

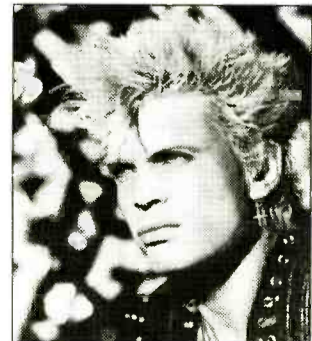
1970/The **Who** tape a performance at England's Leeds University for their album *Live at Leeds*.

1973/**David Bowie** collapses onstage from exhaustion during a Radio City Music Hall concert.

1974/The **Captain & Tennille** marry in California.

1977/At the University of Georgia in Athens, the **B-52's** perform for the first time.

1981/**Billy Idol** launches his solo career following the disbanding of Generation X.



Billy Idol — dancing with himself.

1986/**Frank Zappa** plays a crime boss on NBC-TV's *Miami Vice*.
— Mark Solovicos



69.7 million households

ADDS

- BLONDIE** Maria (Beyond)
CHER Believe (Warner Bros.)
DMX Slippin' (Def Jam/Mercury)
FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)

JAM OF THE WEEK

- SILK THE SHOCKER (MYSTIKAL)** It Ain't... (No Limit/Priority)

HEAVY

- BACKSTREET BOYS** All I Have To Give (Jive)
BARENAKED LADIES It's All Been Done (Reprise)
BEASTIE BOYS Body Movin' (Grand Royal/Capitol)
BLONDIE Maria (Beyond)
BRANDY Have You Ever? (Atlantic)
FOXY BROWN Hot Spot (Violator/Def Jam/RAL/Mercury)
MARIAH CAREY I Still Believe (Columbia)
CHER Believe (Warner Bros.)
EAGLE-EYE CHERRY Save Tonight (Work/ERG)
CLASS OF '99 Another... (Columbia)
COLLECTIVE SOUL Run (Hollywood/Atlantic)
DEBORAH COX Nobody's Supposed To Be Here (Arista)
DMX Ruff Ryder's Anthem (Def Jam/Mercury)
DMX Slippin' (Def Jam/Mercury)
DRU HILL These Are The Times (University/Island)
EMINEM My Name Is (Aftermath/Interscope)
EVE 6 Leech (RCA)
EVERCLEAR One Hit Wonder (Capitol)
EVERLAST What It's Like (Tommy Boy)
FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)
GARBAGE Special (Almo Sounds/Interscope)
GOO GOO DOLLS Slide (Warner Bros.)
GREEN OAY Nice Guys Finish Last (Hollywood/Reprise)
LAURYN HILL Ex-Factor (Ruffhouse/Columbia)
HOLE Malibu (DGC/Geffen)
WHITNEY HOUSTON Heartbreak Hotel (Arista)
JANET Every Time (Virgin)
JAY-Z Hard Knock Life (Roc-A-Fella/Def Jam/Mercury)
JAY-Z /AMIL & JA Can I Get... (Def Jam/RAL/Mercury)
JEWEL Hands (Atlantic)
JUVENILE Ha! (Cash Money/Universal)
R. KELLY When A Woman's Fed Up (Jive)
KID ROCK I Am The Bullgod (Lava/Atlantic)
LENNY KRAVITZ Fly Away (Virgin)
LIMP BIZKIT Faith (Flip/Interscope)
MARILYN MANSON I Don't Like The Drugs... (Nothing/Interscope)
MATCHBOX 20 Back 2 Good (Lava/Atlantic)
METHOD MAN & D'ANGELO Break Ups... (Def Jam/RAL/Mercury)
MONICA Angel Of Mine (Arista)
'N SYNC (God Must Have Spent) A Little... (RCA)
NEW RADICALS You Get What You Give (MCA)
OFFSPRING Pretty Fly (For A White Guy) (Columbia)
ORGY Blue Monday (Elementree/Reprise)
OUTKAST Rosa Parks (LaFace/Arista)
REDMAN I'll Be That (Def Jam/Mercury)
BUSTA RHYMES Gimme Some More (Elektra/EEG)
WILL SMITH Miami (Columbia)
BRITNEY SPEARS ...Baby One More Time (Jive)
SPICE GIRLS Goodbye (Virgin)
SUGAR RAY Every Morning (Lava/Atlantic)
TOTAL /MISSY ELLIOTT Trippin' (Bad Boy/Arista)
2PAC Changes (Amaru/Death Row/Interscope)
TYRESE Sweet Lady (RCA)
ROB ZOMBIE Living Dead Girl (Geffen)

Video airplay from Feb. 1-7


 50.8 million households
 Isaak/Tierney

ADDS

- KHALEEL** No Mercy (Hollywood)
JOHN MELLENCAMP I'm Not Running Anymore (Columbia)
XL
SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)
SHAWN MULLINS Lullaby (SMG/Columbia)
EAGLE-EYE CHERRY Save Tonight (Work/ERG)

NEW

- MARIAH CAREY** I Still Believe (Columbia)
SHERYL CROW Anything But Down (A&M)
WHITNEY HOUSTON Heartbreak Hotel (Arista)
SUGAR RAY Every Morning (Lava/Atlantic)

LARGE

- BARENAKED LADIES** It's All Been Done (Reprise)
CHER Believe (Warner Bros.)
HOOTIE & THE BLOWFISH Only Lonely (Atlantic)
LENNY KRAVITZ Fly Away (Virgin)
MATCHBOX 20 Back 2 Good (Lava/Atlantic)
NEW RADICALS You Get What You Give (MCA)
THIRD EYE BLIND Jumper (Elektra/EEG)
SHANIA TWAIN From This Moment On (Mercury)

MEDIUM

- BLONDIE** Maria (Beyond)
COLLECTIVE SOUL Run (Hollywood/Atlantic)
LAURYN HILL Ex-Factor (Ruffhouse/Columbia)
HOLE Malibu (DGC/Geffen)
R. KELLY & CELINE DION I'm Your Angel (Jive)
DAVE MATTHEWS BAND Crush (RCA)
R.E.M. Lotus (Warner Bros.)
ROLLING STONES Gimme Shelter (Virgin)
SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)

CUSTOM

- BOYZ II MEN** I Will Get There (DreamWorks)
BRANDY Have You Ever? (Atlantic)
DEBORAH COX Nobody's Supposed To Be Here (Arista)
DIVINE Lately (Pendulum/Red Ant)
FAITH EVANS Love Like This (Bad Boy/Arista)
EVERCLEAR Father Of Mine (Capitol)
KIRK FRANKLIN Lean On Me (Gospo Centric)
GARBAGE Special (Almo Sounds/Interscope)
DRU HILL These Are The Times (University/Island)
KHALEEL No Mercy (Hollywood)
JOHN MELLENCAMP I'm Not Running Anymore (Columbia)
MONICA Angel Of Mine (Arista)
BONNIE RAITT Lover's Will (Capitol)
SHANIA TWAIN That Don't Impress Me Much (Mercury)
RUFUS WAINRIGHT April Fools (DreamWorks)

Video airplay from Feb. 1-7


 36 million households
 Cindy Mahmoud
 VP/Music Programming
 & Entertainment

Video Playlist

- DRU HILL** These Are The Times (University/Island)
BLACKSTREET & MYA ... Take Me There (Interscope)
R. KELLY When A Woman's Fed Up (Jive)
BUSTA RHYMES Gimme Some More (Elektra/EEG)
JAY-Z Hard Knock Life (Roc-A-Fella/Def Jam/Mercury)
BRIAN MCKNIGHT Hold Me (Motown)
TOTAL /MISSY ELLIOTT Trippin' (Bad Boy/Arista)
2PAC Changes (Amaru/Death Row/Interscope)
LAURYN HILL Ex-Factor (Ruffhouse/Columbia)
TYRESE Sweet Lady (RCA)

Video playlist for week ending Jan. 29

Rap City

- REDMAN** I'll Be That (Def Jam/RAL/Mercury)
BUSTA RHYMES Gimme Some More (Elektra/EEG)
METHOD MAN Judgement Day (Def Jam/Mercury)
2PAC Changes (Amaru/Death Row/Interscope)
ROOTS You Got Me (MCA)
OUTKAST Skew It On... (LaFace/Arista)
FAT JOE John Blaze (Atlantic)
COOL BREEZE Watch For The Hook (Antra/A&M)
MYSTIKAL That's The Rapper (Big Boy/No Limit/Jive)
FOXY BROWN Hot Spot (Violator/Def Jam/RAL/Mercury)

Video playlist for week ending Jan. 29

TELEVISION

TOP TEN SHOWS JANUARY 18-24

Total Audience
(95.9 million households)

- 1 ER
- 2 Friends
- 3 Frasier
- 4 Golden Globe Awards
- 5 Jesse
- 6 Veronica's Closet
- 7 60 Minutes
- 8 Everybody Loves Raymond
- 9 Becker
- 10 Ally McBeal

Teens 12-17

- 1 Sabrina The Teenage Witch
- 2 Brother's Keeper
- 3 Boy Meets World
- 4 Dawson's Creek
- 5 That '70s Show
- 6 Two Of A Kind
- 7 7th Heaven
- (tie) The Simpsons
- 9 Whose Line Is It Anyway?
- 10 The X-Files

Source: Nielsen Media Research

COMING NEXT WEEK

All show times are ET/PT unless otherwise noted; subtract one hour for CT. Check listings for showings in the Mountain time zone. All listings subject to change.

Tube Tops

The Super Bowl XXXIII telecast on Fox, live from Miami's Pro Player Stadium, is slated to feature performances by **Kiss** (pre-game), **Gloria Estefan** and **Stevie Wonder** (half-time) and **KC & The Sunshine Band** (post-game), with **Cher** scheduled to sing the National Anthem (Sunday, 1/31, 6pm ET/3pm PT).

Friday, 1/29

• **Brandy**, *The Late Show With David Letterman* (CBS, check local listings).

Saturday, 1/30

• **Vince Gill** is set to perform on **A&E's Live by Request**, in which viewers can request songs via a toll-free number or e-mail. MediaAmerica will provide the radio simulcast (10pm ET/7pm PT).

Sunday, 1/31

• **Dolly Parton** guest-stars on Fox's *The Simpsons* (7:30pm).

Monday, 2/1

• **Vanessa Williams** narrates *I'll Make Me a World: A Century of African-American Arts*, a six-part PBS documentary. Parts one and two air tonight, with three and four on Tuesday and five and six on Wednesday (check local listings).

• **Everlast**, *The Tonight Show With Jay Leno* (NBC, check local listings).

• **Randy Scruggs** with **Vince Gill**, *David Letterman*.

Tuesday, 2/2

• **Bill Anderson** is profiled on TNN's documentary series *The Life and Times Of...* (8pm).

• **Glen Campbell**, **Kenny Chesney** and **Danni Leigh** guest-star on *The George Jones Show* (TNN, 10pm).

• **Marvelous 3**, *Late Night With Conan O'Brien* (NBC, check local listings).

• **Meat Loaf**, *Late Late Show With Tom Snyder* (CBS, check local listings).

Wednesday, 2/3

• **VH1's Behind the Music** pays tribute to **Buddy Holly**, **Ritchie Valens** and the **Big Bopper** on the 40th anniversary of the plane crash that claimed their lives (9pm).

• **New Radicals**, *Jay Leno*.

• **Creed**, *David Letterman*.

FILMS

WEEKEND BOX OFFICE JAN. 22-24

1 Varsity Blues (Paramount)	\$10.57
2 Patch Adams (Universal)	\$8.10
3 A Civil Action (Buena Vista)	\$7.64
4 The Thin Red Line (Fox)	\$5.79
5 Stepmom (Sony)	\$5.14
6 At First Sight (MGM/UA)	\$4.78
7 You've Got Mail (WB)	\$4.11
8 The Prince Of Egypt (DreamWorks)	\$3.92
9 Shakespeare In Love (Miramax)	\$3.62
10 A Simple Plan (Paramount)	\$3.42

All figures in millions
 Source: ACNielsen EDI

COMING ATTRACTIONS:

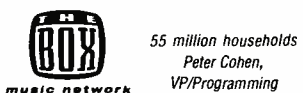
This week's openers include *She's All That*, starring **Freddie Prinze Jr.** and **Rachael Leigh Cook**. Look sharp for recording artists **Usher** and **Lil' Kim** in supporting roles, and listen for **Sixpence None The Richer's** "Kiss Me," which serves as the film's **Squint/Columbia** single.



VIDEO

NEW THIS WEEK

- **WHATEVER** (Columbia TriStar)
 Directed by Susan Skoog, this feature film spawned a **Tangerine/RED** soundtrack with the **Ramones**' "I Wanna Be Sedated" and "I Wanna Be Your Boyfriend," the **Pretenders**' "Mystery Achievement," **Rush's** "Tom Sawyer," **Blondie's** "The Hardest Part," **David Bowie's** "Janine," the **Jam's** "In the City," **Patti Smith's** "Dancing Barefoot," **Siouxsie & The Banshees**' "Playground Twist," **Iggy & The Stooges**' "Gimme Danger," **Aimee Mann's** "I Should've Known" and the **Cramps**' "What's Inside a Girl?"
- **LITTLE CITY** (Miramax)
 This feature film stars recording artist **Jon Bon Jovi** as a man having an affair with his best friend's girlfriend.
- **SMOKE SIGNALS** (Miramax)
 Irene Bedard stars in this feature film, whose TVT soundtrack contains **Dar Williams'** "Road Buddy" and songs by **Ulali**, **Jim Boyd**, and **Eaglebear Singers**.


 55 million households
 Peter Cohen,
 VP/Programming

National Top 20

- R. KELLY** When A Woman's Fed Up (Jive)
KIRK FRANKLIN ... Revolution (Gospo Centric)
JESSE POWELL You (Silas/MCA)
JUVENILE Ha! (Cash Money/Universal)
FIVE It's The Things You Do (Arista)
DJ QUIK Hand N' Hand (Profile/Arista)
2PAC Changes (Amaru/Death Row/Interscope)
OFFSPRING Pretty Fly (For A White Guy) (Columbia)
TQ Bye Bye Baby (Clockwork/Epic)
LAURYN HILL Ex-Factor (Ruffhouse/Columbia)
TOTAL /MISSY ELLIOTT Trippin' (Bad Boy/Arista)
BRITNEY SPEARS ... Baby One More Time (Jive)
ROOTS /ERYKAH BADU You Got Me (MCA)
3RD STOREE If Ever (Yab Yum/Elektra/EEG)
DEBORAH COX Nobody's Supposed To Be Here (Arista)
MASTER P Kenny's Dead (American/Columbia)
FAITH EVANS I PUFF DADDY All Night... (Bad Boy/Arista)
TYRESE Sweet Lady (RCA)
DESTINY'S CHILD Get On... (Gold Mind/EastWest/EEG)
BUSTA RHYMES Gimme Some More (Elektra/EEG)

Most requested from the week ending Jan. 24



Pos.	Artist	Avg. Gross (in 000s)
1	CELINE DION	\$1183.3
2	JANET JACKSON	\$598.2
3	NEIL DIAMOND	\$563.2
4	PHISH	\$529.4
5	KISS	\$517.2
6	DAVE MATTHEWS BAND	\$460.1
7	DEPECHE MODE	\$417.7
8	SHANIA TWAIN	\$411.8
9	AEROSMITH	\$410.9
10	MANNHEIM STEAMROLLER	\$318.0
11	BOB DYLAN	\$301.5
12	AMY GRANT	\$301.0
13	"FAMILY VALUES TOUR"	\$232.9
14	ALAN JACKSON	\$206.9
15	BARENAKED LADIES	\$171.0

Among this week's new tours:

- BROOKS & DUNN**
TERRI CLARK
COLLECTIVE SOUL
LINDA DAVIS
VINCE GILL
GOV'T MULE
INDIGENOUS
OFFSPRING
STABBING WESTWARD/PLACEBO
STEVE MILLER BAND
LEE ANN WOMACK

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



AL PETERSON

Is The Cost Of TV Marketing Worth It?

□ Powerful reasons for retaining TV in your station's marketing budget

As radio has consolidated in the past few years, annual station budgets have been increasingly scrutinized to help ensure a strong bottom line and a good return on investment for stockholders. And one of the most reviewed line items in any station's budget is the one for television marketing. Why? Because TV marketing costs big bucks, and management is often hard-pressed to justify how such large expenditures actually contribute to a station's success.



Tony Quin

Someone who knows a thing or two about TV advertising for radio is IQ Television Group President **Tony Quin**. Arriving in this country from Great Britain in 1974, Quin went to work for a Chicago-based

advertising agency, then segued into radio-station sales at WCLR-FM (now WTMX-FM). He relocated to New York to become a member of the staff of NBC's then-new youth network, The Source.

Quin eventually ended up across the street at ABC Marketing Services, where he first got involved in the production of TV spots for radio stations. When the entrepreneurial bug bit, Quin moved to L.A. and set up QC Productions, one of the first companies to offer syndicated television spots to radio stations. He soon was recruited as Exec. VP by FilmHouse in Nashville, where he remained for over seven years.

In 1995, Quin formed the Atlanta-based IQ Television Group, a company he describes as "an advertis-

ing agency that specializes in the TV medium for radio, a marketing consultant and a television production company all wrapped into one." Recently, I spoke to Quin about why he feels the expense of television advertising is still worth it in today's cost-conscious world of radio.

R&R: *You said IQ is not just a production house, but also a marketing consultant for your clients. Why?*

TQ: We could not do what we do if we were not, basically, marketing consultants. This is a very marketing-driven business we're in. There are really two spectrums that radio needs to look at — one is the marketing spectrum, and the other is the format spectrum. The fact is, in many crowded markets there may not be a hole in the format spectrum, but there may be a hole in the marketing spectrum. Even though you may have a product that is similar to another sta-

tion, correct marketing can position your station differently in the minds of listeners. Looking at those kinds of opportunities is what we do for a station.

R&R: *What should a station expect from a company when developing a TV marketing campaign?*

TQ: The bottom line is that your partner in developing a television commercial has to help you take all of your thoughts and ideas about what you want and need to do and translate that into great advertising — not just great local advertising or a good translation of the marketing findings in your latest research study, but great advertising, period. There are companies that are very good at taking that last page of findings in your research study and faithfully translating them into a TV commercial word for word. When radio first started to use TV significantly back in the early 1980s, that was nearly sufficient to make it work. But since then, the creative bar has been raised dramatically. Many of those old approaches just don't work as well as they once did, because peo-

ple have seen them before.

R&R: *Can you cite some examples?*

TQ: The first time you saw a man-on-the-street spot, it probably



When you are selling Talk, you aren't really selling Talk, you're selling personalities. Personalities are what make people listen to Talk radio.



Countdown To TRS '99!

LOOK WHO'S COMING TO R&R's 4th ANNUAL TALK RADIO SEMINAR! Rush Limbaugh, Sam Donaldson, Dr. James Dobson, Mickey Luckoff, Randy Michaels, John McConnell, Craig Kitchin, Rich Wood, Lee Larson, Jack Swanson, Gabe Hobbs, Greg Mocer, Neal Boortz, Walter Sabo, Howie Carr, Harvey Nagler, Stu Stanek, Irwin Pollack, Tom Bresnahan, Mary June Rose, Bill Handel, Drew Hayes, Ken Kohl, Harry Valentine, Ken Stevens, Phil Boyce, Bernard Gershon, Michael Packer, Valerie Geller, Motley Fool, Robert Garcia, Bob Michaels, Denise Oliver, Don Anthony, Tom Tradup, and many, many more of News/Talk radio's best and brightest! If you're serious about winning in News and Talk radio, **YOU CAN'T AFFORD TO MISS THIS ONE!**



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*scheduled to appear

had a lot of impact. But now you've not only seen it dozens of times for radio stations, you've seen it hundreds of times for other products. The first time you saw a pure spokesperson spot, where someone was talking directly to you, it probably got your attention, but not anymore.

The key is to try to come up with something that is original and that will catch the viewer's attention. When people sit down to watch TV, they're active viewers of TV programming, but only passive viewers of TV commercials, which is why you need that incredibly expensive frequency to get your message across.

R&R: *What weaknesses do you see in TV spots created for radio?*

TQ: The first job of a commercial is to be sufficiently creative and original so as to not only attract someone's attention, but to also make them stop for a moment and pay attention to it. And remember, they usually won't pay attention, even to the good ones, until they've seen the commer-

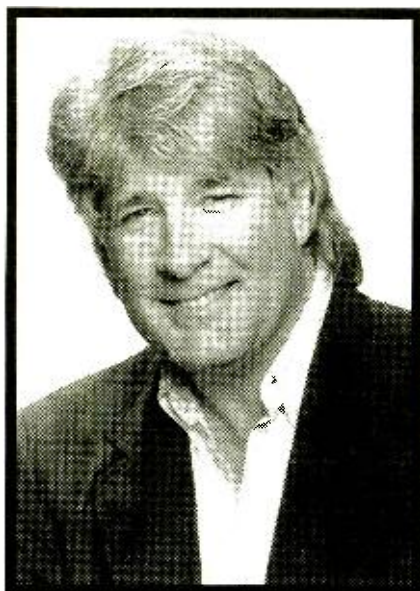
cial for the second or third time.

You're also competing with big-budget national spots. Radio needs to remember that the average national commercial costs over \$300,000 in production, whereas the average radio station production budget is usually somewhere around \$20,000-\$25,000. Radio often plans reasonable media budgets, but the percentage allotted to creativity — the actual commercial — is quite small compared to other industries.

R&R: *So why should a station spend money on television?*

TQ: It really comes down to this: Are there better options? Print and outdoor can't usually give you the emotional contact or enough time to get your message across in order to make someone say, "Gosh, I'm going to listen to that radio station." There are several reasons why radio spends more money on TV, even in the new consolidated broadcasting world, than they do on

Continued on Page 25



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DEAD

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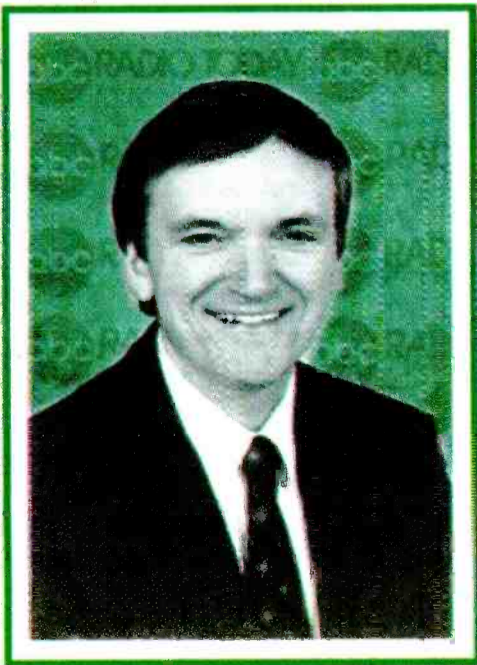
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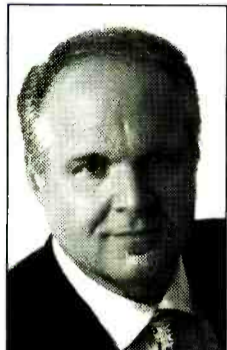
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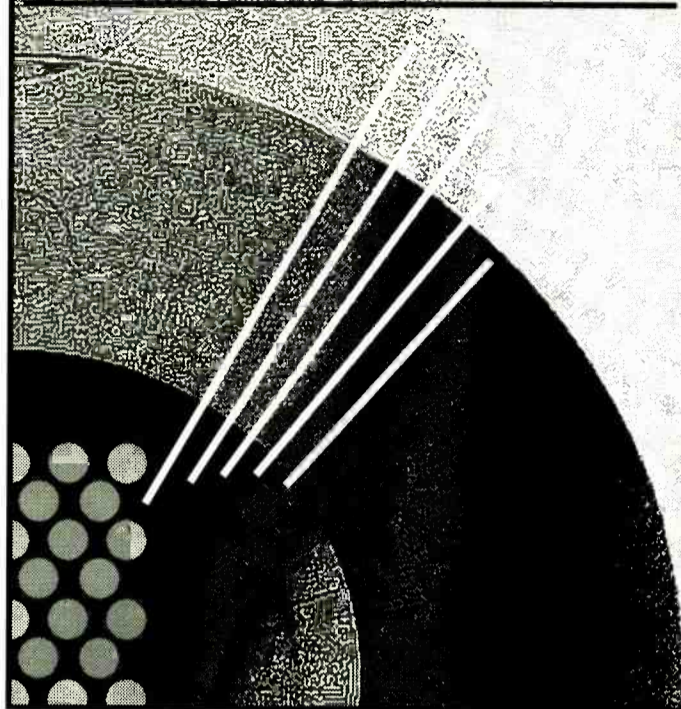


Dr. James Dobson



Mickey Luckoff

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February 18-20, 1999 • Washington D.C.

Seminar Registration

INFORMATION

FAX BACK THIS FORM TO (310)203-8450 OR MAIL TO:

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Please print carefully or type in the form below. Full payment must accompany registration form. Please include separate forms for each registration. Photocopies are acceptable.

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TYPE OF ROOM	NO. OF ROOMS	CONVENTION RATES
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Date of Departure _____

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Company _____

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Telephone # _____

Sharing Room with _____

Amount \$ _____

American Express Visa MasterCard Discover

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Account Number _____

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Is The Cost Of TV Marketing Worth It?

Continued from Page 22

any other marketing choice. One reason is that the television medium is more powerful than any other medium in selling things, and radio knows it. It's the combination of pictures and sound that makes TV work so well. Another reason is that it's the only other medium where you can give a large audience a sample of your product, and that's important for radio.

It's also wise to remember that Arbitron is a memory-based, top-of-mind-awareness methodology. Whether they fill out their diary daily or at the end of the prescribed week, people are trying to remember what it was they listened to. Television has the ability to implant a message, especially at the moment just prior to somebody filling out a diary — like on a Wednesday night, for example.

R&R: *What about direct mail? It's certainly a lot less costly than TV.*

TQ: The problem is that, as effective as it is, it's still comparatively inefficient. It's hard to get your message exposed broadly enough. You can mail an entire market, but you're still only going to get a small percentage of those people who will actually view the piece. Whereas with TV, you can pretty much expose your message to the entire market.

R&R: *But doesn't IQ have a direct mail video offering? Why does that work any better than traditional direct mail pieces?*

or to go to the bathroom, they're going to go. With Vidpak, when they take the tape and put it in the machine, they've made a decision to sit down and watch and become actively involved in the message you are trying to get across to them. Now you have their undivided attention, which is a rare thing. And not just for 30 seconds, but for five minutes, where you can communicate a fairly complex message and say anything you want.

R&R: *Is TV more or less appropriate for a station at any specific points in its life cycle?*

TQ: Well, the only time you should never market is when you have a product that is broken and you know it. Good marketing can always work, regardless of the condition of your product, and if you bring someone in to sample a bad product that they don't like, it's not going to be twice as hard to get them back again, it's going to be 10 times as hard. So first, be sure of your product. Then it doesn't matter if it's a new or mature station, a good TV campaign can benefit you.

R&R: *What general advice would you offer to stations about their overall marketing efforts, including TV?*

TQ: Creating the "big idea" and then reinforcing it is one of the most important things a radio station can do. Most, however, do not do it. Most live hand-to-mouth, which is

TQ: Often in today's world, when the financial guys look to cut budgets, they say, "Well, we're doing fine. We don't really need to spend those marketing dollars," so they cut that line from the budget. For the first six months or maybe a year, things seem to go OK, and they say, "See, we didn't need to spend that money." But before you realize it, you've given a competitor time to fill that top-of-mind awareness hole. Eventually you find yourself in a position where you have an enormous amount of catching up to do. So to think that not spending marketing dollars doesn't cost you is a mistake. I hate to say this, but there are an awful lot of people in radio who don't believe in advertising — they don't think it works. That's a sad state of affairs, because advertising, done well, really does work! But only a small percentage of people out there in radio are doing it right.

R&R: *Do you find it's harder to market News/Talk stations than*

music-formatted stations?

TQ: To some extent I believe it's somewhat easier, because there are frequently not as many direct format competitors for News/Talk stations in a market. In many ways a News or Talk station is often a utility that people use every day, but you're just not top-of-mind with them. If you're selling news, it's a relatively straightforward sell, but you need to be sure that the audience understands that you are selling a radio station, not the local TV station's newscasts. When you are selling Talk, you aren't really selling Talk, you're selling personalities. Personalities are what make people listen to Talk radio.

R&R: *Any final thoughts on TV marketing?*

TQ: When consolidation first started, I remember several group

managers who were friends of mine said, "Now that we own our competitors in this market, we won't have to spend money to do marketing anymore." That concept didn't work, because the audience we are all trying to reach every day doesn't care how many stations you own. And you aren't just competing with other radio stations for their attention, you're competing with the Internet and TV, and soon there will be DARS and more.

People have a lot of media and entertainment choices, and in the end they are going to choose the ones that they feel best about and the ones they have a relationship with. And like any relationship, you need to invest in it in order to make it strong. That's what well-spent creative and marketing dollars can do for your station's relationship with your audience.

“

Television has the ability to implant a message, especially at the moment just prior to somebody filling out a diary — like on a Wednesday night, for example.

”

TQ: To my knowledge, a traditional direct mail piece for radio gets an average of maybe a 10%-15% response. IQ's Vidpak does better than a 60% return. That's not my figure; that was independently found by Critical Mass, with whom we did two studies, one in San Diego and one in Charlotte. And the reason is that most people have still never seen a video in the mail, let alone one that says you can win \$10,000 instantly. You go to your mailbox, you've got 30 catalogs and 20 pieces of direct mail, but I guarantee you've only got one videotape, and definitely only one from a radio station.

R&R: *What do you see as Vidpak's biggest advantages?*

TQ: Well, the video gets your foot in the door, but you still have to close the sale. The difference between Vidpak and a traditional TV spot is, as I mentioned earlier, that people watch conventional television commercials passively. You can have the greatest commercial in the world, but if they want a sandwich

really a function of the Arbitron world they live in. But when you take a long-term marketing strategy and invest in it over time, not only does your product become more secure, but your marketing costs actually go down!

Another thing I'd suggest is that radio stations need to get their media buyers over their bias against buying cable television. Cable offers viable product, extremely cheap rates, and well-targeted audiences. You don't even have to do a lot of research to know which channels will reach your target audience.

I'd also suggest that what is often forgotten is, when you air a powerful and original commercial, it makes each media dollar you spend work like two dollars. An average commercial makes each dollar work like about 50 cents. The key is to be creative and take risks with your commercial so that it stands out in any crowded spot cluster.

R&R: *What are some common marketing mistakes that you see out there?*

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WOR
RADIO NETWORK

12+ FALL '98 ARBITRON RESULTS

Dallas-Ft. Worth

	Su '98	Fa '98
KHKS-FM (CHR/Pop)	7.7	7.3
KKDA-FM (Urban)	7.0	6.4
WBAP-AM (News/Talk)	4.7	5.3
KSCS-FM (Country)	5.1	5.0
KVIL-FM (AC)	5.2	4.6
KEGL-FM (Rock)	4.1	4.3
KDMX-FM (Hot AC)	3.8	4.2
KPLX-FM (Country)	3.3	4.2
KZPS-FM (Cl. Rock)	4.0	3.8
KRLD-AM (News/Talk)	4.2	3.6
KTXQ-FM (Oldies)*	2.1	3.6
KLUV-FM (Oldies)	3.6	3.4
KOAI-FM (NAC/SJ)	3.4	3.2
KTCK-AM (Sports)	2.8	3.2
KLTY-FM (Religious)	3.2	3.1
WRR-AM (Classical)	2.1	2.8
KDGE-FM (Alternative)	2.3	2.7
KRBV-FM (Urban AC)	2.5	2.4
KYNG-FM (Country)	3.1	2.3
KBFB-FM (AC)	2.4	2.0
KLIF-AM (News/Talk)	1.4	1.6
KESS-AM (Reg. Mex.)	1.4	1.3
KKZN-FM (Adult Alt.)	2.0	1.3
KDXX-A/F (Span. AC)	1.1	1.2
KHVN-AM (Religious)	1.0	1.2
KHCK-FM (Tejano)	1.1	1.1
KXEB-AM (Gospel)	.5	1.0

* Was Rock until August 31

Houston-Galveston

	Su '98	Fa '98
KODA-FM (AC)	6.4	7.1
KBXX-FM (CHR/Rhy)	7.6	6.8
KRBE-FM (CHR/Pop)	6.3	6.8
KMJQ-FM (Urban AC)	5.6	5.8
KLTN-FM (Reg. Mex.)	3.8	5.6
KILT-FM (Country)	5.8	5.0
KHMV-FM (Hot AC)	4.0	4.6
KTRH-AM (News)	4.1	4.5
KTBZ-FM (Alternative)	3.8	4.4
KLOL-FM (Rock)	3.5	3.8
KLDE-FM (Oldies)	4.3	3.4
KKBQ-FM (Country)	3.7	3.3
KKRW-FM (Cl. Hits)	3.3	3.2
KPRC-AM (News/Talk)	2.7	3.0
KIKK-FM (Country)	2.9	2.7
KQQK-FM (Tejano)	2.2	2.1
KBME-AM (Nostalgia)	1.8	1.9
KILT-AM (Sports)	2.7	1.9
KOVA/KOVE (Span. AC)*	1.8	1.5
KHYS/KJOJ (CHR/Rhy)**	1.8	1.3
KXTJ-FM (Reg. Mex.)	1.3	1.1
KSEV-AM (News/Talk)	1.3	1.0

* KOVA-FM was KLTO-FM until August
** Switched to Oldies on January 1

Phoenix

	Su '98	Fa '98
KESZ-FM (AC)	4.9	6.7
KMLE-FM (Country)	5.3	5.9
KKFR-FM (CHR/Rhy)	5.2	5.7
KNIX-FM (Country)	6.1	5.7
KFYI-AM (News/Talk)	5.3	5.3
KZZP-FM (Hot AC)	5.7	4.6
KTAR-AM (News/Talk)	5.6	4.5
KUPD-FM (Rock)	4.6	4.4
KOOL-FM (Oldies)	4.0	4.3
KYOT-FM (NAC/SJ)	4.3	4.1
KDDJ/KEDJ (Alternat)	4.3	3.9
KOY-AM (Nostalgia)	3.9	3.6
KZON-FM (Alternative)	3.8	3.6
KKLT-FM (AC)	3.4	3.0
KMXP-FM (Hot AC)*	3.2	3.0
KSLX-A/F (Cl. Rock)	2.7	2.5
KPTY-FM (CHR/Pop)	1.4	2.2
KDKB-FM (Rock)	3.0	2.1
KHOT-FM (Urban AC)	1.5	1.7
KVVA-FM (Spanish AC)	.9	1.2
KWCY-FM (Country)	1.3	1.2
KISO-AM (Country)	.8	1.1
KGME-AM (Sports)	.6	1.0

* Was KGLQ-FM (Classic Hits) until September

Miami-Ft. Lauderdale

	Su '98	Fa '98
WEDR-FM (Urban)	7.4	8.0
WPOW-FM (CHR/Rhy)	5.0	5.5
WHQT-FM (Urban AC)	4.9	5.2
WLYF-FM (AC)	4.0	4.8
WAMR-FM (Spanish AC)	5.0	4.6
WAQI-AM (Spanish N/T)	4.4	4.4
WZTA-FM (Rock)	2.7	3.5
WHYI-FM (CHR/Pop)	4.2	3.4
WLVE-FM (NAC/SJ)	4.2	3.4
WKIS-FM (Country)	4.2	3.3
WRMA-FM (Spanish AC)	3.3	3.3
WMXJ-FM (Oldies)	3.4	3.1
WQAM-AM (Sports)	2.9	3.1
WTMI-FM (Classical)	2.8	3.1
WXDJ-FM (Tropical)	2.9	3.1
WBGG-FM (Cl. Rock)	3.3	3.0
WFLC-FM (AC)	3.5	2.9
WCMQ-FM (Spanish/O)	2.7	2.8
WRTO-FM (Tropical)	2.1	2.3
WINZ-AM (Talk)	1.7	1.8
WIOD-AM (News)	2.0	1.6
WJNA-AM (Nostalgia)	1.6	1.5
WPLL-FM (AC)	1.8	1.5
WQBA-AM (Spanish N/T)	1.9	1.4
WSUA-AM (Tropical)	.9	1.4
WFBA-AM (Span. Nost.)	.9	1.2
WMBM-AM (Gospel)	1.5	1.2

Seattle-Tacoma

	Su '98	Fa '98
KUBE-FM (CHR/Rhy)	6.6	6.0
KMPS-A/F (Country)	5.2	5.5
KBKS/KRPM (CHR/Pop)	4.8	4.9
KIRO-AM (News/Talk)	7.8	4.9
KBSG-A/F (Oldies)	5.1	4.7
KLSY-FM (AC)	4.8	4.7
KVI-AM (Talk)	3.6	4.3
KOMO-AM (Full Serv)	3.1	4.1
KING-FM (Classical)	3.8	3.8
KIXI-AM (Nostalgia)	4.0	3.8
KWJZ-FM (NAC/SJ)	3.6	3.8
KNDD-FM (Alternative)	4.6	3.6
KISW-FM (Rock)	3.6	3.5
KPLZ-FM (Hot AC)	4.2	3.5
KJR-FM (Oldies)	3.1	3.4
KZOK-FM (Cl. Rock)	3.0	3.4
KRWM-FM (AC)	2.8	3.1
KMTT-FM (Adult Alt)	2.4	3.0
KIRO-FM (Talk)	2.7	2.7
KJR-AM (Sports)	2.0	2.1
KYCW-FM (Country)	2.3	2.1
KNWX-AM (News)*	1.4	1.6
KCMS-FM (Religious)	1.4	1.5
KKBY-FM (Urban)	.8	1.0

* Switched to Urban Oldies in January

Atlanta

	Su '98	Fa '98
WVEE-FM (Urban)	8.9	10.4
WSB-AM (Talk)	9.9	9.7
WSTR-FM (CHR/Pop)	7.9	8.4
WALR-FM (Urban AC)	6.1	5.7
WKHX-FM (Country)	6.7	5.4
WPCH-FM (AC)	4.6	5.4
WNNX-FM (Alternative)	5.2	5.2
WSB-FM (AC)	4.3	4.6
WHTA-FM (Urban)	4.8	4.5
WKLS-FM (Rock)	4.3	4.4
WGST-A/F (News/Talk)	3.9	3.9
WFOX-FM (Oldies)	4.0	3.7
WZGC-FM (Cl. Hits)	3.1	3.1
WYAY-FM (Country)	3.8	2.9
WJZF-FM (NAC/SJ)	2.5	2.3
WAMJ-FM (Urban/O)	2.3	1.8
WAOK-AM (Religious)	1.7	1.6
WALR-AM (Gospel)	.8	1.3
WQXI-AM (Sports)	.7	1.1

Minneapolis-St. Paul

	Su '98	Fa '98
KQRS-FM (Adult Alt)	11.3	10.7
WCCO-AM (Full Serv)	10.3	10.7
KEEY-FM (Country)	6.7	8.1
KDWB-FM (CHR/Pop)	7.9	8.0
WLTE-FM (AC)	5.3	6.2
KSTP-AM (Talk)	5.2	5.1
KSTP-FM (Hot AC)	6.1	4.6
WXPT-FM (Hot AC)*	3.6	4.5
KQQL-FM (Oldies)	5.1	4.1
KTCZ-FM (Adult Alt)	4.7	3.5
KXXR-FM (Rock)	3.4	3.0
KFAN-AM (Sports)	2.3	2.7
KZNR/KZNT/KZNZ (Alternative)	2.7	2.6
WRQC-FM (Rock)	3.2	2.1
KLBB/WLOL (Nostalgia)	1.7	1.7

* Was KMJZ-FM (NAC/SJ) until September 24

St. Louis

	Su '98	Fa '98
KMOX-AM (Talk)	14.1	11.0
WIL-FM (Country)	6.9	6.8
KMJM-FM (Urban)	6.0	6.7
KEZK-FM (AC)	7.1	6.5
KYKY-FM (Hot AC)	4.9	5.0
KLOU-FM (Oldies)	4.5	4.8
KSLZ-FM (CHR/Pop)	4.4	4.3
KTRS-AM (News/Talk)	3.4	4.0
WKXX-FM (Country)	4.3	3.8
KATZ-FM (Urban AC)	2.7	3.7
KXOK-FM (Cl. Rock)*	2.4	3.7
KSHE-FM (Cl. Rock)	4.7	3.6
KPNT-FM (Alternative)	3.3	3.3
KFUO-FM (Classical)	2.4	3.2
WVRV-FM (Adult Alt)	2.7	3.2
WXTM-FM (Rock)	2.8	2.9
KSD-FM (Cl. Rock)**	2.8	2.7
KIHT-FM (Cl. Hits)	3.0	2.6
KATZ-AM (Gospel)	2.1	2.3
WRTH-AM (Nostalgia)	2.5	2.0
KFNS-AM (Sports)	1.0	1.4

* Was Urban AC until September
** Switched to Hot AC on January 15

SAME-DAY RATINGS RESULTS
www.rronline.com

Format Abbreviations

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

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Nashville Nights

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- WKHK-FM ~ Richmond, VA • WGNA-FM ~ Albany, NY
- WPKX-FM ~ Springfield, MA • WNKT-FM ~ Charleston, SC



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Nesbitt

Continued from Page 3

We wanted someone to pull it all together and make it work, and Bill is that man. I see Johnny Mathis singing for the Gap, you see swing dancing on beer commercials and my 10-year-old daughter is taking swing lessons. What happened in New York at WQEW [when it flipped late last year from Nostalgia to "Radio Disney"] is circumstantial. I'm hoping the losses of Frank Sinatra and Dean Martin and the success of the Coconut Club and the Derby will prove that we're at the beginning of the curve in trend-setting L.A., and the best is yet to come."

Nesbitt will assume his on-air duties next week. Before joining Westwood One, he worked as a special events coordinator in the entertainment division of the Walt Disney Co. On the radio side, he has served as OM of KIQQ-FM/L.A. and as morning host on KEZY-FM/Anaheim, CA. He began his career in 1984 as an air talent at KNJO-FM/Thousand Oaks, CA.

"It's quite an accomplishment to be heading up a team led by Bob Hamilton, who is a legend in this market," Nesbitt said. "I'm proud of working here, and we're looking forward to innovating and winning. I grew up as a big-band musician, so it's like going full-circle for me."

Chancellor

Continued from Page 1

A sale could fetch Chancellor anywhere from \$23 billion up, analysts predict, but unless several bidders emerge, the price probably won't hit what majority shareholder Tom Hicks would like to see. "In my mind, Clear Channel remains the front-runner," said Prudential analyst James Marsh. "If I were a Chancellor shareholder, I'd be rooting for someone else to come in here and make the deal a little bit more of a competitive process."

Marsh could get his wish: Late Tuesday, Internet site *TheStreet.com* reported that The Walt Disney Co. has held discussions with Chancellor about a possible combination of the companies, sourcing an unnamed banker at a Wall Street investment house. The site said Clear Channel had discussed a deal with Chancellor, but that the two companies have been far apart on price. "We never comment on rumor or speculation," ABC spokeswoman Julie Hoover told **R&R** on Tuesday.

No Respect

On the day he announced that Chancellor had hired investment bankers BT Alex. Brown to explore a sale, Marcus called Chancellor "the Rodney Dangerfield" of media. Chancellor, though it owns significant clusters in most of the nation's top markets, was not getting the respect it deserved from Wall Street, Marcus said. The sale of all or parts of Chancellor was a way to "unlock shareholder value."

Chancellor trades at about 17 times 1998 broadcast cash flow, almost half of what Clear Channel and Infinity trade for. Chancellor's stock price, which was in the mid-40s before the sale announcement, should be up in the 70s, Marcus

said. "These are great companies, but so is ours, and we should be selling at the same multiple. We don't understand why [we're not]."

Earlier this week, some industry watchers said Clear Channel had hired its own investment banking firm, Salomon Smith Barney, to explore a purchase. Clear Channel executives could not be reached for verification. Chancellor was also reportedly planning to hire at least one more banker — Goldman Sachs and/or Morgan Stanley, according to Dow Jones — to explore a sale. "I think those are the steps you would typically take if you were serious about a bid," said one industry expert.

The very public announcement of Hicks, Muse's intention to sell immediately drove up the share price \$9.188 to \$54.75 from \$45.562, an increase of 20% for the day. The stock closed Tuesday at \$57.031, an increase of more than 25% from the trade price set the day before the announcement.

If the goal was to send the share price into orbit, Chancellor had quite a liftoff. Whatever type of sale happens, it should occur soon, according to industry observers. Chancellor President/Radio Division Jim de Castro said the company expects to announce some type of transaction within a month.

Another reason to complete a deal soon is so pending transactions and mergers aren't left up in the air. "In all likelihood, this process will be shorter rather than longer," said Chancellor Sr. VP/Investor Relations Deborah Jacobson. "God Bless Hicks, Muse — they are deal guys, and they know how to get deals done."

Chancellor will own 476 radio stations in 105 markets when it completes its \$4.1 billion merger with another Hicks, Muse-backed

group, Capstar Broadcasting, as expected sometime in the second quarter of this year. It will also own 13 network-affiliated TV stations in eight markets and 36,000 outdoor advertising displays in 37 states.

Radio Spinoff?

Chancellor has left all options open for a sale, from unloading the entire company to spinning off various divisions. One possibility could be for the company to follow in Mel Karmazin's footsteps and spin off the powerful radio division into its own group, much as Karmazin did successfully last year with Infinity Broadcasting.

"There's been some dialogue about that, and that could unleash a lot of value," de Castro said.

The sale announcement came as a surprise to nearly everyone in the industry — particularly now, when Chancellor has yet to close on Capstar or the \$1.72 billion purchase of LIN Television's 13-station TV group. Chancellor insists both transactions will close as planned.

While Hicks, Muse's decision to sell Chancellor stunned the industry, it probably shouldn't have: Buying and selling is what a leverage buyout firm does, and Hicks, Muse has been the pacesetter in the consolidation revolution that began with the passage of the Telecommunications Act of 1996. Capstar was born shortly after the act was passed and evolved into a giant almost overnight with a series of acquisitions.

Chancellor Media was formed in February '97 after Chancellor Broadcasting merged with Evergreen Media in a stock-for-stock deal valued at \$3.9 billion. The merger, plus the immediate \$1.07 billion purchase of Viacom's 10-station group, gave Chancellor 103 stations.



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A Perry Capital Corp.

Lameier

Continued from Page 1

Sony Music/Nashville President Allen Butler commented, "During Jack's 36-year career at Sony Music/Nashville-CBS Records, he has become one of the most respected professionals in the country music industry. His vast knowledge of Country radio, passion for the music and enthusiasm for the artists are his strengths as a leader. We have created this new position for Jack to give him more opportunities to expand Sony Music/Nashville's chart share and, at the same time, to recognize his tremendous accomplishments and talents as a leader."

Lameier started at CBS in Cincinnati in 1962 as an inventory clerk, where one of his first jobs was packing phonograph needles. After a series of jobs in sales at that branch, he moved to L.A. in 1978 as Western Regional Country Marketing Manager. He moved to Nashville in 1981 to become Director/National Country Promotion for Columbia/Nashville. In 1990, he was upped to VP/National Country Promotion for Epic/Nashville and to Sr. VP in 1995. He currently serves on the Academy of Country Music board of directors and is a past board member of the Country Radio Broadcasters.

"I want to thank Allen for this incredibly exciting new opportunity," Lameier told **R&R**. "I'm very proud not only of this new position, but of the people I work with now and those I've worked with through the years. I feel honored to be put in the position where my experience can be drawn upon by the entire promotion staff."

Belden

Continued from Page 3

ABC. She also held AE posts at Christal Radio and New York's WABC-AM and WINS-AM.

"It's an outstanding opportunity and an excellent challenge to work with a legendary network radio company that is breaking new ground in the network radio business," Belden added. "I look forward to working with Joel Hollander and building the sales group at America's No. 1 radio network."

Woods

Continued from Page 1

Chancellor Sr. VP/Regional Operations John Madison said, "Phoenix is one of the nation's fastest-growing radio markets, and there is no better candidate to help Chancellor further tap into this growth than Clancy Woods. There is plenty of room for growth, and with Clancy's leadership, we intend to make the most of our opportunities."

After Nationwide liquidated its radio holdings last year, Woods signed on as President of the Richmond-based Radio Marketing Group. His resumé also includes stops as GM for WHZ-FM/New York, WFOX-FM/Atlanta and KHM-FM/Houston. When asked how he felt about the challenge of overseeing eight stations in one market, Woods told **R&R**, "The last time I had eight or nine radio stations reporting to me, they were all in different cities. At least now I can go to a meeting without getting on an airplane! Seriously, I'm really excited about this challenge. This is a remarkable group of people who are genuinely excited about what they do. I have no doubt we will succeed at whatever objectives we decide to set forth."

In the wake of Woods' arrival in

Phoenix, KMLE & KOOL GM Allen Stieglitz has exited to pursue other opportunities. Woods will temporarily oversee the day-to-day management responsibilities of those two stations, along with KFYI, KISO & KKFR.

"The company will be hiring another GM for the market," Woods told **R&R**. "At that time, I'll sit down with [KOY, KYOT & KZON GM] Terry Hardin and the new person, and we'll discuss exactly what will be the best way to realign our management responsibilities. I'm sure that, together, we'll come up with a decision that makes sense."

Hunnicutt

Continued from Page 3

ty at a great radio station that has an amazing staff that's committed to winning," Hunnicutt told **R&R**. "I just want to go in and be part of an already winning team and do the right thing to help make it an even better radio station."

Succeeding Hunnicutt at WUSY on Feb. 8 is WIVK/Knoxville MD/night talent **Chris Huff**. He's spent the last three years at WIVK and was with KPLX/Dallas for four years before that. He was KPLX's MD/late middayer (1-3pm) when he left.

Bloomberg BUSINESS BRIEFS

Continued from Page 8

Group Owner Fined For Lack Of Full Disclosure

The FCC last week fined CRC Broadcasting, owner of KFNN-AM/Mesa, AZ, \$8,000 for lack of full disclosure during the license renewal process. CRC President Ronald Cohen failed to report that a former employee had filed a complaint against the company with the Civil Rights Division of the Arizona Attorney General's Office and the U.S. EEO Commission. The FCC recognized that Cohen thought that he didn't need to report the complaint because the case had not yet been reviewed. Still, the FCC penalized him for failing to be accurate and complete. The commission did, however, grant the license renewal.

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Universal Consolidation: What's Next?

Now that the consolidation of the labels under the Universal Music Group has come to pass (see Page 1), look for the answers to these questions and more in the weeks ahead:

- Will **Jean Riggins** rise to Exec. VP/GM for Universal Records?
- Is former Geffen Head/Top 40 promo **Steve Kline** heading over to the Columbia family as VP/West Coast Promo?
- Is Geffen Head/Publicity **Bryn Bridenthal** about to join DreamWorks in a similar post?
- Have Universal and Def Jam come to terms? One scenario circulating in the Da Big Apple has Universal buying the remaining 40% of Def Jam it doesn't own for around \$95 million, with Def Jam's **Lyor Cohen** overseeing the Mercury Records Group's Urban division.

This week and next, **R&R** is printing special "Pros On The Loose" pages focusing specifically on those who were displaced by the Universal consolidation. If you aren't on this week's list and would like to be included next week, e-mail mailroom@rronline.com with your name, former position, and phone number. Keep up with the industry by visiting **R&R ONLINE** at www.rronline.com.

◀ Trying To Win The Pope-ularity Contest ▶

Pope John Paul II's visit to St. Louis turned the entire town into one great big papal chase. It was the biggest thing to hit the Gateway City since a certain Cardinal (of the secular sort) brought *his* stick to town, so many of the market's radio stations went looking for their own angle to get in on the pontiff's 30 1/2-hour party:

- Country **WKKX** tied in to the visit by announcing, "We're launching our anniversary month of concerts by bringing the pope to St. Louis." The morning show got exclusive reports from a reporter traveling on the pope's plane and somehow scored a pair of tickets to Tuesday's papal mass to give away. By the way, since the station's offices are

along the motorcade route, staffers — fearing they wouldn't be able to make it in the next morning — held a "Big Kicks Pajama Party" Monday night.

- As seen on Page 1, **KSLZ** brought its "Z Pope" around town, causing havoc at a shopping mall and drawing national TV coverage when NBC and CNN caught his entourage (complete with Z107-7 sales reps dressed as Secret Service agents!) at the Gateway Arch. Even after the faux pope's cover was blown, "Holy Happy Hour" patrons at a local club shelled out \$2 (donated to the church) for a picture with him.
- Co-owned Hot AC **KYKY** and AC **KEZK** hit the streets to pass out satchels of "Pope-pourri" along the motorcade route Tuesday.
- Classic Rock **KSHE** altered its billboard to pair the pope with mascot Sweetmeat, then printed up "Pig and the Pope" bumper stickers (seen here) and T-shirts to commemorate the visit. Heck, the T-shirt (and MD **Al Hofer**) even made it into the *L.A. Times!*

Continued on Page 31



Rumors

- Will former WIOQ/Philly VP/GM **Dan Savadove's** next move involve the letters CEO?
- Meanwhile, is the WIOQ PD derby winding through Houston and Tulsa?
- Are KALC/Denver's **Kelly Michaels** and KDWB/Minneapolis' **Rich Davis** being heavily courted for the **WZEE (Z104)/Madison, WI PD** gig?
- Are KHTE/Little Rock morning driver's **Todd & Lucas** being courted by a CHR in a top 15 market?
- Is Birmingham *this* close to getting another CHR/Rhythmic?

Where were you?

This past weekend, one of the most recognizable voices of the 80s returned audiences to the era of Swatch watches and neon clothing. If your station is not airing **Absolutely 80s** then your competition will. What would your GM say then?

nina blackwood's
ABSOLUTELY 80s

Get Nina on your station this weekend—
call 800.572.4624 ext. 772



NBS
Radio Network

SUPER TUESDAY



OLEANDER PLAYBOOK

Republic



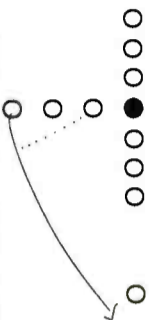
GODSMACK PLAYBOOK

Republic

ROCK MOST ADDED PRO RIGHT HB HOOK N' LADDER ACTIVE ROCK DEBUT **(7)**

WRI/F/Detroit
KDKB/Phoenix
KRXQ/Sacramento
WEBN/Cincinnati
KRAR/Salt Lake City
WJRR/Oriando

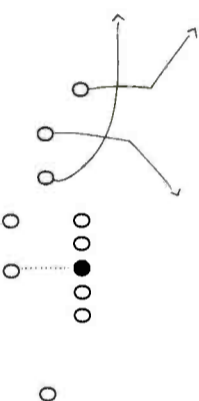
WRQC/Minneapolis
WXTM/St. Louis
WXTB/Tampa
WMFS/Memphis
KORC/Kansas City
KPOL/Honolulu



ALTERNATIVE MOST ADDED SINGLE BACK STUDENT BODY LEFT

KXTE/Las Vegas
KPNT/St. Louis
KESQ/Mallin
WTGZ/Auburn
WHTG/Asbury Park ...and many more

KXP/K/Denver
WKRL/Syracuse
KRZO/Reno
KMRX/Tulsa



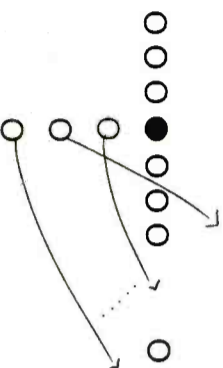
RADIO ROTATIONS PRO RIGHT DOUBLE REVERSE

KRXQ (18X)
KXRA (16X)
KPNT (14X)

KILO (20X)
WPLA (14X)
WXTM (20X)

KLBJ (10X)
KORC (10X)

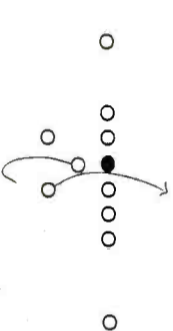
...and many more



PRaise SHOTGUN HALFBACK SHUTTLE PASS

"This is the real deal for 1999! Talk about an accessible track!" - Troy Hanson, WRI/F/Detroit

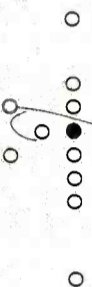
"An amazingly cool cross between Nirvana and The Flys. It makes perfect sense for 'The Point.'" - Donny Mueller, KPNT/St. Louis



CALLOUT RESEARCH DOUBLE TIGHT QB SNEAK

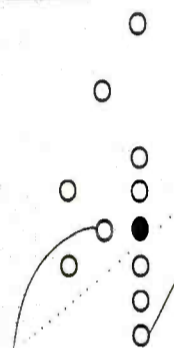
"While in current rotation Oleander's 'Why I'm Here,' was a constant Top 5 or better testing track, across our upper and lower demos, rock and alternative patrons. 1,300 spins later, it's still a strong library track." - Curtiss Johnson, KRXQ/Sacramento

"Why I'm Here' is awesome... immediate phones!" - Wayne Watkins, WCPR/Biloxi



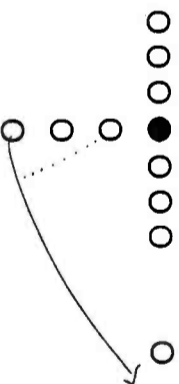
REGIONAL TOURING WISHBONE TRIPLE OPTION RIGHT

2/24 - 2/27 Sacramento Region
3/03 - 3/06 San Francisco Region
3/10 - 3/13 Los Angeles Region
3/17 - 3/20 Seattle Region



RETAIL POWER SWEEP RIGHT

TW: 7,228 LW: 6,939
#1 Billboard's N.E. New Artist (22 Weeks)
Billboard 200: 192* - 175*
Active Rock: **6 - 5**
Alternative: #1 New & Active:



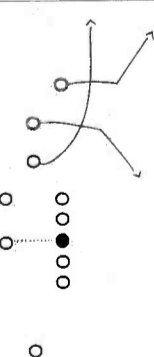
MAJOR MARKET ROCK AIRPLAY SHOTGUN TRIPS LEFT

WYYY (11X)
WRIE (11X)
WAFF (28X)
KBPJ (15X)
WNOR (13X)
KORC (10X)
WCCC (20X)

WEBN (10X)
WZTA (21X)
KISW (13X)
KJFO (14X)
KXXR (12X)
KIOZ (16X)

KUPD (14X)
WXTB (11X)
WHLY (10X)
KBER (10X)
WRQC (11X)
KUPD (14X)

WKRK (21X)
KEGL (14X)
KXXR (12X)
KSJO (10X)
WLRZ (23X)
WXTM (23X)



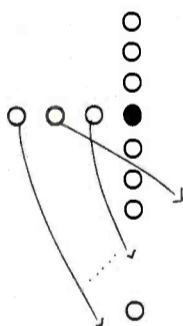
TOP 5 REQUESTS INFORMATION OPTION RIGHT

WAFF
WJRR
WMFS
KNCN
WKLD
KAZR

WZTA
KRAB
WLRZ
WAVF
KFTF
KHTQ

KRXQ
WLZR
KILO
KNJY
WTPT
WAMX

WKRK
WXTM
KXTE
WXRA
WCCC
WKZQ



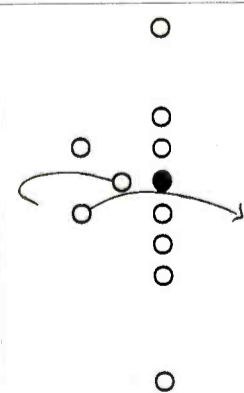
TOP 10 RESEARCH HALFBACK DRAW

WAFF
WAZU
KEZO

WJRR
KXTE
KNJY

WXTM
WMFS
WRQC

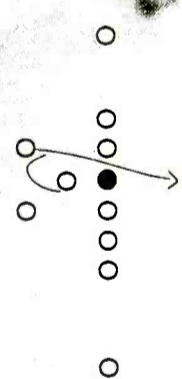
KRXQ
WTFX
WJJO



TOUR DATES PRO RIGHT 42 FULLBACK PLUNGE

1/26 Charlotte, NC
1/28 Spartanburg, NC
1/30 Miami, FL
2/02 Atlanta, GA
2/04 New Orleans, LA
2/08 Houston, TX

1/27 Fayetteville, NC
1/29 Orlando, FL
2/01 Tampa, FL
2/03 Pensacola, FL
2/06 Reno, NV
2/09 San Antonio, TX

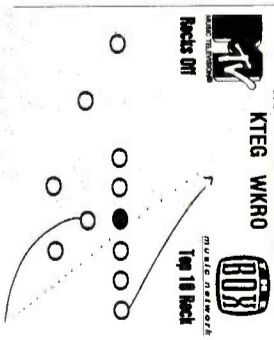


NEW ALTERNATIVE SLOT LEFT PLAY ACTION RIGHT 81 SLANT

WXRK
KXTE
KMYZ

WNFZ
WBRU
WJSE
WKRO

KRAD
KTEG
KFMA



NEW THIS WEEK:

KTEG WKRO

ROCK Top 10 Back

CVC Top 10 Back

TAKE THE POINTS...BET THE FARM!

Management: Bryan Coleman for Union Entertainment
Produced By: Steven Haigler www.oleander.net

Management: Paul Geary for PGE, Arma Andon for PURE
Produced By: Sully Erna www.godsmack.com

Republic

www.republicrecords.com



Tommy Henriksen

"This is the kind of around-the-clock 'pure Pop' sound we look for here at Z100."

-Tommy Austin, Z100/Portland

"Sounds like a smash Pop record for 1999!"

- Rob Morris, KDWB/Minneapolis

"Bright light! Bright light! Definitely a hit!"

- Albie Dee, WXYV/Baltimore

"Sounded great when I heard it in my office; sounded even greater when we got it on the air."

-Sonia Jackson, KZZO/Sacramento

"A brand new talent...with a blockbuster hit."

- Travis Dylan, WRVQ/Richmond

"Not only do we see the sun...we hear it!! It's a smash!"

-Duncan & Kozman, Decisionmakers, KMXB/Las Vegas

On Your Desk Now
For Immediate Airplay!

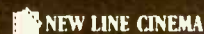
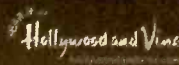
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Produced by Keith Forsey and Tommy Henriksen. Management: Mike Zagala for J&K. Zebra Entertainment. Mixed by Chris Lord-Alge. © 1999 Capitol Records, Inc.



STREET TALK®

Continued from Page 28

- Alternative **KPNT** got the point and became "105.7 The Pope" for the day Wednesday. It also set up Popefest, a concert/fish fry featuring a local band. The station invited His Holiness to headline the event, but his agent never returned the station's calls.

- Active Rock **WXTM (Extreme Radio)** held a "rally around the pope weekend," giving away extra large styrofoam hands, rally towels emblazoned with "Extreme Radio welcomes the Pope," and loaves of unleavened bread. Afternoon driver Woody had made a few not-so-positive remarks about the pope, so he was taken off the air Tuesday, leading listeners to flood the station with calls and over 150 faxes supporting him. (No need to worry, though ... the "suspension" was staged!)

- Country **WIL** covered the visit primarily from a news and information standpoint, but did run a weekend contest called "The Holy Man and the Funny Man," telling listeners they "can't get you tickets to see the holy man," so instead they gave away tix for comedian Bill Engvall.

- And **Tim Dorsey**, owner/GM of Talk **KTRS-AM**, was part of an elite group of local civic leaders chosen to meet and greet the pope as he stepped off his plane.

When Call Screening Goes Terribly Wrong

Thomas Carley, the 24-year-old producer of **WTKS-FM/Orlando's** midday *Russ & Bo Show*, was arrested at the station last Friday (1/22) and charged with lewd and lascivious assault on a 13-year-old girl by the Florida state attorney's office. Carley, known on the air as "DaFoe," was charged following an investigation by Seminole County Sheriff's deputies, arrested and later released on \$10,000 bail. Carley and the young girl reportedly developed a friendship when she was a frequent caller to the station's nighttime show, which he used to produce. When asked to comment on Carley's status at the station, 'TKS management told **ST**, "Carley is not presently working in the building, and his future status is undetermined. Aside from that, we have no further comment."

KZZP/Phoenix morning co-host **Bruce Kelly** stunned his audience Monday (1/25) when he admitted he had a drinking problem and announced that he'd be taking a month off to go through a rehab program. GM **Dave Pugh** told the *Arizona Republic* Kelly has the full support of Jacor and the station and that his job will be waiting for him upon his return. Until then, co-host **Lu Valentino** will be paired with OM **Dan Persigehl**.

Jacor landed play-by-play rights to the NFL's expansion **Cleveland Browns**, and its **WMJI-FM/Cleveland** will be the flagship station for the team's broadcasts when the team debuts this fall. Terms of the three-year deal were not disclosed.

Rumbles, Pt. 1

- **KFGY, KMGG, KSRO & KAFX/Santa Rosa, CA** OM **Dave Parks** resigns to return to San Diego. **Brian Hudson**, PD at Talk **KSRO**, is named as his successor. **KFGY** PD **Bob Gowa** adds those duties at **KSRO**.
- Former **KYNG/Dallas** PD **Dan Pearman** has been named Asst. Ops Dir. for Dallas-based Radio Disney.
- **WQZQ/Nashville** OM **Jay Nunley** exits.
- **WXLK/Roanoke, VA** PD **Russ Brown** exits, with no replacement named.
- **KBTE/Corpus Christi, TX** PD **Michael Knight** exits, as does Promotion Dir. **Carissa Davis**.
- **WPKX/Springfield, MA** PD **Jim Radler** is leaving for nights at **WKLB/Boston**.
- Religious **WCDA/Lexington, KY** becomes Pop/Alternative "CD 106.3."
- Syndicated morning duo **Bob & Tom** sign a new long-term deal with Capstar, with AMFM Radio Nets providing marketing and affiliate support for the show.
- Another syndicated morning pair, **Mark & Brian**, is back on the air in Birmingham (on **WQEN**) for the first time since leaving for L.A. 12 years ago.
- After more than 11 years, **Brian Carter** and **Dave Sanborn** leave mornings at **WUSL (Power 99)/Philly**.
- Alternative trimulcast **Y107/L.A.'s** morning team of **Courtland Cox** and **Kat Corbett** exits.
- **Don Allen Jr.** is named PD at Gospel **WUFO-AM/Bufalo**.
- Former **SW Networks Pres./CEO Susan Solomon** has taken on a new career challenge as CEO of **Sothebys.com**, an online extension of the famed Sotheby's auction house.

C.W. Metcalf replaces **Elizabeth Dole** as keynoter for the **RAB** conference's Feb. 5 luncheon. **Dole** withdrew after leaving her post as president of the **American Red Cross**.

They've Gone Completely Mental!

As if four Rock stations in one market weren't already enough, **WDZD/Myrtle Beach, FL** signed on last Sunday (1/24) as Active Rock "93-5 Asylum." The debut was marked by the airstaff's institutionalization. OM/PD **Scrap Jackson** notes, "We hired a shrink to psychoanalyze our jocks, who are genuinely obsessed with

Continued on Page 32



THE TRUTH IS, ART'S THERE — Late-night syndicated talker **Art Bell (I)** appeared as himself on **Chris Carter's** Fox-TV series *Millennium* last Friday night, when **FBI agent Frank Black (Lance Henriksen)** sought his help in tracking down a kidnapper known to be a frequent caller to the radio show. Hmmm ... earlier this season, a two-part episode of *Carter's* *The X-Files* was titled "Dreamland," which is also the name of **Bell's** weekend program. Coincidence ... or alien conspiracy?

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Mike McVay
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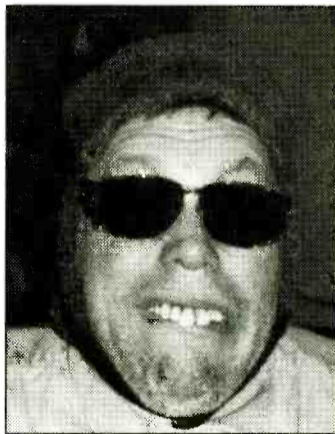
STREET TALK®

Rumbles, Pt. 2

- WIOQ/Philadelphia APD **Robyn Bentley** exits, with no replacement named.
- MD **Kim Ashley** exits Hot AC WYXR/Philadelphia.
- Concord Media Group recently flipped Nostalgia **WSSP/Charleston, SC** to CHR/Rhythmic.
- KQAR/Little Rock MD **Jason Addams** adds APD stripes.
- WVLC/Lexington, KY PD **Neal Thomas** adds MD duties as **Steve Hayes** concentrates on the morning show.
- At WSTO/Evansville, IN, MD **Cindy Mercer** exits and afternoon driver **Jimmy Ocean** picks up her duties.
- WKNN/Biloxi, MS morning host **Steve Kelly** adds MD duties.
- WXTM/St. Louis hires **Eric Schmidt** from KXPK/Denver as MD, effective February 15. Afternoon driver **Jeff "Woody" Fife** becomes Asst. MD.
- WZMT/Wilkes Barre ups **Chris "Sausage" Lloyd** to APD.
- WCLG/Morgantown, WV middayer **Chris Robbins** adds MD duties.
- WRQC/Minneapolis welcomes **Scott Struber**, formerly with WRCX/Chicago, for afternoons.
- Country WJRZ/Monmouth-Ocean APD/MD **Dan Turi** adds on-air duties at AC WBEB/Philadelphia.
- The *Chicago Sun-Times* reports that, after a year off, 73-year-old market legend **Wally Phillips** is set to return to the Windy City airwaves, hosting a weekly show on suburban WAIT.
- **Ken & Daria Dolan** ink a new long-term contract to continue hosting their daily financial/consumer advice program on both the WOR Radio Network and WOR-AM/NY.
- KMEL/SF afternoon driver **Sway** exits, nighttimer **Chuy Gomez** replaces him, and late-nighter **Franzen** succeeds Gomez.
- KHTS/San Diego morning driver **Chio the Hitman** segues to crosstown XHRM for afternoons.
- KKRZ (Z100)/Portland middayer **Stacey Lynn** joins the station's Morning Zoo.

Continued from Page 31

sex, drugs and rock 'n' roll. Asylum is a macrocosm of our individual struggle with self."



LIKE ANYBODY EVER DOUBTED IT? — For those of you who've always suspected that *WXCD/Chicago* morning man **Kevin Matthews** might be an idiot, it's been confirmed: He's obtained the legal trademark to the dubious distinction of "The Official Idiot of the New Millennium." Last we heard, though, the *Official Dimwit*, *Official Numbskull* and *Official Dumbass* designations were still open....

Records

- Rumors turn to reality as Capitol Sr. VP/Promo & Mktg. **Phil Costello** exits the Tower and is succeeded by former Work GM **Burt Baumgartner**.
- **Sean Lynch** joins Jeff McClusky & Associates as Dir./Crossover Promo.

RADIO & RECORDS



1

- **Tom Tradup** takes VP/GM post at USA Radio Network.
- **Harvey Nagler** named VP of CBS News/Radio.
- **Fred Williams** ascends to VP/R&B Promotion for A&M Records.
- **Page Beaver** becomes R&R Operations Manager.

5

- **Jason Flom** promoted to Atlantic Records Sr. VP.
- **Tom Owens** raised to Jacor VP/Programming.
- **Bob Longwell** appointed GM of WGAY & WWRC/Washington.
- **Bob Baker** becomes GM for Giant/Nashville.
- **Steve LaBeau** accepts the WQAL/Cleveland PD chair.

10

- Westwood One names **Scott Shannon** VP/Radio Division.
- **Al Coury** promoted to Geffen Records GM.
- WIOQ/Philadelphia goes CHR/Rhythmic with **Mike Marder** as VP/GM and **Mark Driscoll** as PD.
- **Larry Berger** becomes KIOI/San Francisco PD.
- **Steve Woods** nails down KACE/Los Angeles PD gig.
- WYNF/Tampa PD **Carey Curelop** adds WSUN duties.

15

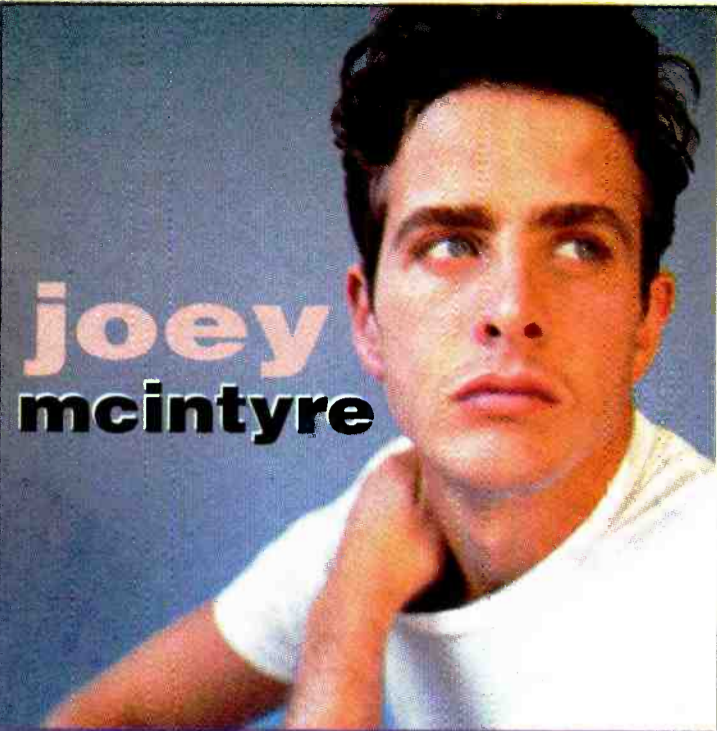
- **Skip Miller** promoted to Motown Sr. VP/Dir. of Operations.
- **Dave Van Stone** upped to VP/Programming for Western Cities Broadcasting.
- **Al Brady Law** joins WFLA & WOJC/Tampa as GM, hires **Phil Hall** as PD.
- **Chris Miller** boosted to PD of WIQI/Tampa.
- Country **WKHK/NY** becomes AC **WLTW**.

20

- **Chuck Martin** promoted to KHJ/L.A. PD.
- **Barry Grant** recruited as WYDD/Pittsburgh PD.
- **Danny Buch** becomes Atlantic Records' NY local promo rep.
- **Trip Reeb** joins the WYSP/Philadelphia airstaff.

25

- **Chris Cane** chosen as WDRQ/Detroit PD.
- **WBCN/Boston** purchased by RBC Associates for \$3.2 million.



joey mcintyre

"stay the same"

"Thank you for the gift." — **Frankie Blue, WKTU**

"Overwhelming phones.... Opening up into more dayparts." — **Adam Cook, XL106.7**

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"Instant familiarity... Big phones." — **Steve Weed, KDND**

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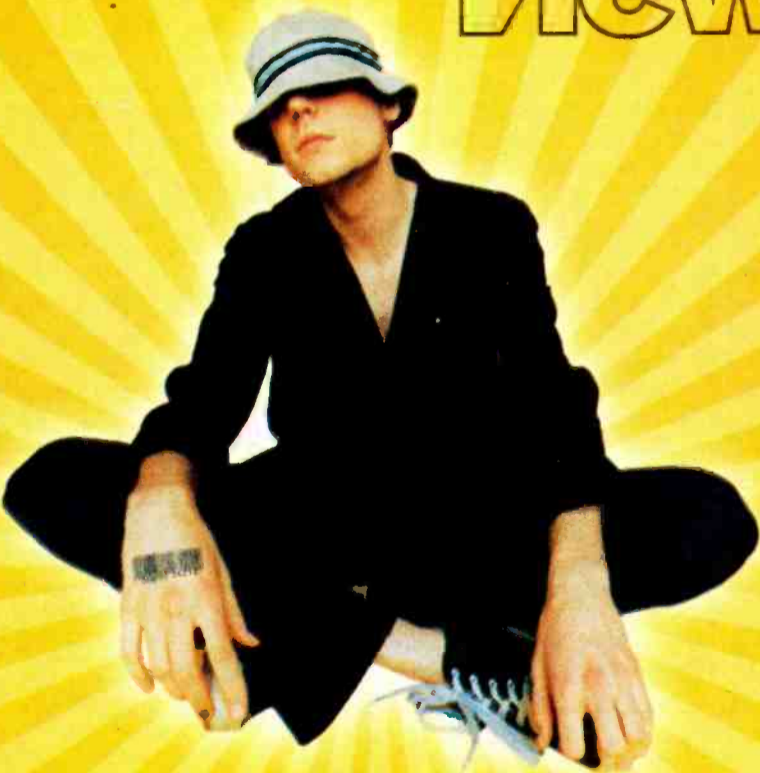
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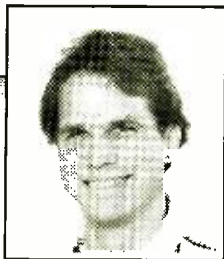
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STEVE WONSIEWICZ

SOUND DECISIONS

Split Airplay Strategies

Label execs and radio discuss working two songs to radio simultaneously

Working two singles simultaneously at different formats — it's not an oft-used strategy, but as **Jive**, **Atlantic** and **RCA** have discovered, it can be a powerful tool when promoting records from superstars, baby acts and artists in between.



Danny Buch



Ron Geslin



Gregg Steele

"But we also know that 'Run' is an extraordinary single, and we couldn't wait to release it, because it was the lead single from the *Varsity Blues* soundtrack. Now we have Alternative play-

ing the record, Top 40, and even Modern AC, which we didn't have when 'The World I Know' was out. We were in a dilemma, but instead of being boxed in by it, we tried to make it work to our advantage."

While Atlantic is using the one-two punch of a soundtrack and new album to drum up support for a

platinum-plus band, RCA had no such ammunition when it launched *Agents Of Good Roots*. As Sr. VP/Promotion **Ron Geslin** recalls, "*One By One* is a very diverse album that lent itself to split airplay. We didn't have one track that would be strong at all formats."

To combat that, RCA simultaneously released the rocker

"Come On" to Alternative and the mid-tempo "Smiling Up The Frown" to Adult Alternative, which eventually peaked at No. 2 in late March 1998. Geslin continues, "We had set up the band at Adult Alternative for so long because that was the type of music they have, so we had to come up with a different track than 'Come On,' which was too rock-oriented."

While *Agents* didn't reach the coveted platinum mark, Geslin considers the strategy a success. "We took it as far as we could and have absolutely built a strong base for them at both formats, especially Adult Alternative."

'Two' Much?

As for radio's reaction to having two singles out at the same time, Clear Channel Director/Program-

ming **Gregg Steele** observes, "With a band like *Collective Soul*, which we've had great success with on virtually every track, we'll give the band's fans straight-ahead *Collective Soul*. 'Heavy' is a great song that's very indicative of why people like the band, but we also want to take advantage of the exposure that 'Run' is going to get due to it being on the soundtrack to an MTV film. We don't want to blow off any come potential that may give us."

In *Jive's* case, the label was in possession of a double album from R. Kelly that was full of hits of varying musical styles. So why not go for it, especially when one of those songs was a duet with Celine Dion? At RCA, *Agents Of Good Roots* turned in an acclaimed and sonically diverse album that had songs that appealed to different formats yet would be a challenge to cross over. Lastly, Atlantic faced an interesting challenge with *Collective Soul's* new album — it wanted to lead off with the rock track "Heavy," but the ballad "Run" was being worked as the first single from the Hollywood Records soundtrack for *Varsity Blues*.

One By One is a very diverse album that lent itself to split airplay. We didn't have one track that would be strong at all formats.

— Ron Geslin

A Good First Impression

Commenting on his company's plans, Atlantic Sr. VP/Promotion **Danny Buch** says, "We've always had great support from Rock radio, and *Collective Soul's* now a staple at the format. We didn't want to hurt that base, but we still wanted that audience to know the new record was out. The lead-off single is always the first impression the audience has of a new record. That's why we went with 'Heavy' to Rock radio.

TALK BACK TO R&R!

Do you have questions, comments, or feedback regarding this column or other issues?

Call me at (615) 244-8677 or e-mail: swonz@aol.com

Blondie's Back On Beyond

Star power endures. If there was ever any question about that axiom, just take a look at the whirlwind of broadcast and print activity surrounding **Blondie's** comeback album, *No Exit*. The album, from Beyond Records, hits retail on February 23, while the lead-off single, "Maria," has found a home at some of the biggest stations at CHR/Pop, Hot AC, Alternative, and Adult Alternative.

Here's a quick look at all the attention being focused on the reunion: *The Los Angeles Times*, *Rolling Stone* and *People* on the print side, and VH-1, MTV and *The Late Show With David Letterman* on the broadcast side. Add a healthy dose of coverage from radio stations, newspapers, music magazines and e-zines, and it's clear the media still believes the group has star appeal.

Blondie's return provides the record industry with an intriguing case study in marketing and promoting star acts after the acts have taken a hiatus. While they've indeed capitalized on their late '70s-early '80s fame to garner media attention this time around, the band isn't using the reunion simply to fatten bank accounts.

"This certainly isn't a situation where we decided to get together and cash in on one last big tour or album," says keyboardist **Jimmy Destri**. "We really did start it out in a grass-roots way to find out if we wanted to be a band again."

That meant sitting together, writing new material, seeing if it worked and then rehearsing. The band didn't try to force the music or break new ground during the writing and recording of the album. That discipline — especially for a band that shook new wave-era audiences by blending ska ("The Tide Is High") and rap ("Rapture") — could prove to be one of their smartest moves. "Maria" is proving to be a hit with the 30- and 40-something crowds that remember the band during its heyday. Concurrently, younger audiences are reacting to their first taste of Blondie music.

"We wanted to make a great record with great material and just enjoy the process," says vocalist **Deborah Harry**. "Whatever energy there is comes from the juxtaposition of the four of us rather than the times we were doing it."

"The idea of cross-pollinating musical influences was very adventurous years ago. You were at risk, because it wasn't under-



Blondie

stood very well. Nowadays, it seems to be par for the course. So, in a sense, there was no way we could top ourselves with this album. The only thing we could do was just be as good as we possibly could."

Comparing the band's songwriting during the early years with *No Exit*, Harry observes, "The idea of combining world music and other influences and reflecting that in our music wasn't a stretch. We were an urban band. That was where we were coming from. We lived it, so why shouldn't it come out in our music? It wasn't some sort of plan. It was natural, and [Blondie co-founder] Chris [Stein] deserves a lot of the credit for that vision and for breaking the rules. Nowadays, it's a different world. What could we possibly do that hasn't been done before? But if there is a way, I think one of us will find it."

Music aside, the band is now enjoying newfound freedom when it comes to presenting itself to the public. Destri comments, "Back then we were kind of marketed — or, more precisely, Debbie was marketed — in such a way that we didn't have any control. Now we do, and it's a lot easier, because we have the credibility; we proved ourselves."

"There are still slip-ups, and things don't work, but we now have more of a focus on how we

want to present ourselves. This is the first time we've actually approved an album's artwork from beginning to end. The little things like that are a lot easier, but it's still the same old grind."

Harry concurs. "Promotion is promotion. The difference is probably the amount of acceptance from radio. We're sort of a done deal, and people know who we are. It's not like we have to break down any doors. The doors are open, and that's a wonderful feeling."

Blondie is also acutely aware of the media's interest in the group's ability to survive commercially in today's music world. While they certainly aren't the first new wave band to return to active duty, group members hope their efforts wear down any age discrimination that might exist.

"I certainly hope so," states Harry. "The idea of being disposable has always been abhorrent to me. I have always felt I have more to offer as an artist, writer and singer than just five years of my life. I'm not an athlete, and part of the downfall of being an athlete is losing your youth. But as an artist it has been proven that you can develop as time goes on. Look at artists like Frank Sinatra, Tina Turner and Gladys Knight. I hope to be like that; maybe Blondie can as well."

fans to name their top five contemporary rock bands. I don't know that many would mention *Collective Soul*. But if you prompted them, they'd say, 'Oh, I love those guys.' They're just not as top-of-mind as other acts. This could help matters a lot."

As for going for split airplay on a new band, Steele says, "*Agents Of Good Roots* now has a great base at Adult Alternative. Now they know about the band, and radio knows the band's potential."

Having both songs out, says Steele, could be the key to helping gel *Collective Soul's* identity in the market. "If you asked rock

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Tin Star's 'Head' Shining At Alternative Radio

Patience — it's probably not the most tested virtue when it comes to promotion, but it's one that can pay big dividends when practiced. Such is the case with **V2 Records** and the British band **Tin Star**. The group set modern-day records for a new song by a debut artist at Alternative a few

the fourth quarter. We wanted to come out strong in the new year."

V2 then organized two showcases (New York and Los Angeles) in December and invited key programmers to the performances. As expected, those execs ended up adding "Head" over the holiday. That

Saliva picks up its second add at hometown Active Rock station **WMFS**. MD **Dave Clapper** calls the group's latest single, the mid-tempo "Greater Than, Less Than," a "huge phone record that fits in exactly with our station." Saliva were runners-up to SoCal ska band **Save Farris** in the **NARAS** Grammy Showcase Competition in 1997, and their solid following in Memphis resulted in an appearance at MTV's Sports & Music Festival in the River City.

Most major labels are showing interest, with one West Coast-based imprint flying the band to Los Angeles for a showcase on February 2. Another showcase has been scheduled during the Nashville NEA Extravaganza on February 13. In addition to a self-titled CD that was released several months ago, Saliva has also completed a demo of around a dozen songs.

Alternative ska/funk/reggae outfit **Freakdaddy** is back on A&R radar screens thanks to the song "One Time Soup," which is pulling down No. 2 phones at **KCXX/Riverside**. OM/PD **Dwight Arnold** says the song "definitely has crossed over from the hard-core fans to people who like the song but don't know anything about the band." The eight-piece group, which was picked as one of three bands to record theme music for ESPN's *X Games*, has sold around 2,000 copies of their 1988 album *Take Me to Eulita*.

Look for Miami hard-rock quartet **Crease** to land a deal within the next few months. Active Rock **WZTA/Miami** has already played the band's song "Frustration" over 400 times since last August, and Clear Channel Director/Programming and 'ZTA PD **Gregg Steele** says the cut has consistently been a top five research record. Nearly every major and key indie will be present at the band's two upcoming showcases: February 5 at the Fu-Bar in Miami and the Nashville NEA Extravaganza on February 13. The band's six-song EP, *Six Pack Shy of Pretty*, has scanned between 700-800 copies since its release October 1998.

Records to watch: **Dexter Freebish's** "Leaving Town," new add at hometown Active Rock **KLBJ/Austin**; and Big Apple-based **Mr. Henry's** "Lonesome Bus." 30 spins at Alternative **WRAX/Birmingham**.



Tin Star

weeks ago with the record "Head," which landed 46 adds its first official week at radio.

Nearly every major-market station is championing the record, including **WXRK/New York**, **WBCN/Boston**, **WHFS/Washington**, **WNNX/Atlanta**, **CIMX** and **WXDG** in **Detroit**, **KZNZ/Minneapolis**, **KDGE/Dallas**, **KEDJ/Phoenix** and **KNRK/Portland**.

Comprised of bassist **Tim Gordine** and former **XC-NN** members **David Tomlinson** (vocals) and **Tim Bricheno** (guitars), the band formed over two years ago and landed a deal after sending a six-song demo to only two record companies. The trio then quietly set about recording an album in Gordine's home. As Tomlinson says in the band's bio, "It meant that we could try anything without someone sending us a bill; only the odd note complaining about the noise."

That "noise" caught the attention of some of Alternative's most influential programmers last summer. Yet rather than pull the trigger and go for adds, V2 elected to wait until the new year. Comments V2 Head/Promotion **Matt Pollack**, who credits **WBCN**, **WNNX** and **WHFS** for helping spread the word. "The reaction was so incredible, we initially thought about bumping the release date up and putting it out in September. But regardless of our story, we didn't want to get lost in

airplay "created the profile we wanted just before we went for adds," says Pollack. "It really helped set the stage for our first week at radio."

WBCN VP/Programming **Oedipus** calls "Head" a very "compelling, clever and catchy record that has a great groove. That's what drew me to it. It sounded wonderful on my car stereo, and I felt it would on the station as well."

Another early believer, **KDGE PD Duane Doherty**, agrees. He says the rhythmic feel of the record "makes it really stand out. It's not a generic pop alternative rock or rap metal song. It's a great record that appeals to the 25-plus demo, and you can play it at night as well as during the day."

Doherty also cites the video as another big plus for the song. "I can't get it out of my head. It's a great example of how a video can really enhance a song."

With radio now on board, Pollack says V2 plans to bring Tin Star to the U.S. in late February for a six-week series of "low dough" concerts in airplay markets and then bring the band back again for the spring and summer alternative touring season.

Tin Star's album, *The Thrill Kisses*, hits retail February 9.

Ready For Takeoff: Saliva, Crease, Freakdaddy

Memphis-based hard-rock quin-

MUSIC NEWS & VIEWS

New Wallflowers Due In Summer?

A new **Wallflowers** album could be ready as early as this summer. Frontman **Jakob Dylan** recently told *Entertainment Weekly* he has tons of material, but that he's "looking for the last couple of songs" before wrapping up recording.



Wallflowers

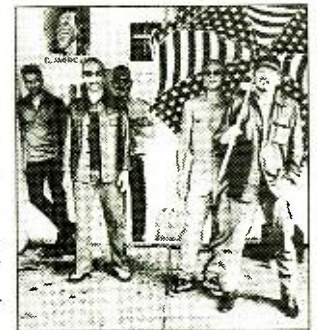
Dylan also tells the magazine the new sound isn't a major departure from the band's previous two albums, noting that he "hasn't jumped on any bandwagons." The group, which has been working in Los Angeles over the past several months, has teamed with producer **Julian Raymond** (Fastball).

Sony Bows First Pope Recording

File under "Fun Collaborations": **Sony Classical** and **Radio Vaticana** have teamed to release the first album featuring prayers by **Pope John Paul II**. Titled *Abba Pater*, the album will be released before Easter and was produced by **Audiovisivi San Paolo**, one of the world's largest religious book publishers ... **Sister Soleil** and **Trent Reznor** have partnered for a song on the soundtrack for the movie *Stigmata* ... **U2** and renowned author **Salman Rushdie** (*Satanic Verses*) have collaborated on the lyrics to the song "The Ground Beneath Her Feet," taken from the title of Rushdie's forthcoming novel. Reportedly, the two parties might release the song on the Internet in advance of Rushdie's book.

Internet update: Entertainment firm **Artistdirect** has partnered with **Sublime** to release a vinyl version of the group's multiplatinum album, *40 Oz. to Freedom*, exclusively on the Internet for a month prior to its release at retail ... **Velvet Records** and **Musicmaker.com** are offering fans of the **Kinks** the chance to create their own custom compilation. Among the hits available for download are "Lola" and "You Really Got Me."

This 'n' that: Kudos to **Neil Young** and **Wyclef Jean**, who have been selected to receive Rock The Vote's sixth annual Patrick Lippert Award during a ceremony on February 23 in Los Angeles. The nonprofit group is also honoring Alternative station **KROQ/Los Angeles** and Urban outlet **KKBT/Los Angeles** for their community activism ... **Maverick** has set April 13 as the release date for the **Rentals** new album, *Seven More Minutes*. Featured on the album are **Damon Albarn** (Blur), **Donna Matthews** (Elastica) and **Tom Wheeler** (Ash) ... **No Doubt** has tapped **Glen Ballard** (Alanis Morissette) to produce its next album ... Noted industrial rock band **KMFDM** has called it quits after 15 years and 11 albums. The band's final release, *Adios*, hits retail on April 13 ... **Madonna** has been added to the list of artists performing at the 41st Annual Grammy Awards, to be held on February 23 in Los Angeles ... **Interscope** has signed former New Kids On The Block member **Jordan Knight**. His first single, "Give It to You," hits radio in February ... **Virgin** has inked a deal with Jamaican reggae star **Beenie Man** ... Crooner **Jack Jones** has signed to **Pat Boone's Gold Records**.



U2

R&R's 15th Annual Grammy Contest

Enter and compete to win a free trip to R&R Convention '99

R&R's annual Grammy contest returns with a chance for you to win a trip to L.A. for R&R Convention '99, June 10-12 in Los Angeles. This year's Grammy nominees are headed by an all-female cast in the Album Of The Year category. Lauryn Hill leads the pack with 10 nominations. Shania Twain's amazing cross to the pop world was noticed with Album, Song and Record of the Year nominations. Celine Dion's *Titanic* performance was not forgotten, and Madonna was nominated in the album category for the first time in her 16-year internationally successful career.

Good luck to all the nominees and all the contestants.



Lauryn Hill

HOW TO WIN:

Predict the most Grammy winners in the 12 categories shown.

WHAT YOU'LL WIN:

First Prize: Round-trip airfare to Los Angeles from anywhere in the continental United States. Three nights' hotel accommodations at the Westin Century Plaza Hotel. One complimentary registration for Convention '99.

Second Prize: Three nights' hotel accommodations at the Westin Century Plaza Hotel. One complimentary registration for Convention '99.

Third Prize: One complimentary registration for Convention '99.



Sheryl Crow

HOW TO ENTER:

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

Fax: (310) 203-9763.

Mail: R&R Grammy Contest '99
10100 Santa Monica Blvd., 5th Floor
Los Angeles, CA 90067



Dixie Chicks

DEADLINE:

5:00pm Pacific Time Friday, February 19

Winners will be announced in the 3/5/99 edition of R&R's *Street Talk*. If there's a tie, winners will be selected in a random drawing.

1999 Grammy Contest Ballot

Name _____
 Title _____
 Affiliation _____ Phone _____

RECORD OF THE YEAR

- THE BOY IS MINE/Brandy & Monica (*Atlantic*)
- MY HEART WILL GO ON/Celine Dion (*550 Music/ERG*)
- IRIS/Goo Goo Dolls (*Warner/Sunset/Reprise*)
- RAY OF LIGHT/Madonna (*Warner Bros.*)
- YOU'RE STILL THE ONE/Shania Twain (*Mercury*)

ALBUM OF THE YEAR

- THE GLOBE SESSIONS/Sheryl Crow (*A&M*)
- VERSION 2.0/Garbage (*Almo Sounds/Interscope*)
- THE MISEDUCATION OF LAURYN HILL/Lauryn Hill (*Ruffhouse/Columbia*)
- RAY OF LIGHT/Madonna (*Warner Bros.*)
- COME ON OVER/Shania Twain (*Mercury*)

SONG OF THE YEAR

- I DON'T WANT TO MISS A THING
- IRIS
- LEAN ON ME
- MY HEART WILL GO ON
- YOU'RE STILL THE ONE

BEST NEW ARTIST

- BACKSTREET BOYS
- ANDREA BOCELLI
- DIXIE CHICKS
- LAURYN HILL
- NATALIE IMBRUGLIA

BEST FEMALE POP VOCAL PERFORMANCE

- MY FAVORITE MISTAKE/Sheryl Crow (*A&M*)
- MY HEART WILL GO ON/Celine Dion (*550 Music/ERG*)
- CAN'T TAKE MY EYES OFF YOU/Lauryn Hill (*Ruffhouse/Columbia*)
- TORN/Natalie Imbruglia (*RCA*)
- ADIA/Sarah McLachlan (*Arista*)

BEST MALE POP VOCAL PERFORMANCE

- SAVE TONIGHT/Eagle-Eye Cherry (*Work/ERG*)
- MY FATHER'S EYES/Eric Clapton (*Duck/Reprise*)
- ANYTIME/Brian McKnight (*Motown*)
- LULLABY/Shawn Mullins (*SMG/Columbia*)
- YOU WERE MEANT FOR ME/Sting (*Pangaea*)

BEST POP PERFORMANCE BY A DUO OR GROUP WITH VOCAL

- I DON'T WANT TO MISS A THING/Aerosmith (*Columbia*)
- ONE WEEK/Barenaked Ladies (*Reprise*)
- IRIS/Goo Goo Dolls (*Warner Sunset/Reprise*)
- CRUSH/Dave Matthews Band (*RCA*)
- JUMP JIVE AN' WAIL/Brian Setzer Orchestra (*Interscope*)

BEST ROCK PERFORMANCE BY A DUO OR GROUP WITH VOCAL

- PINK/Aerosmith (*Columbia*)
- THE WAY/Fastball (*Hollywood*)
- CELEBRITY SKIN/Hole (*DGC/Geffen*)
- BITTER SWEET SYMPHONY/Verve (*Hut/Virgin*)
- HEROES/Wallflowers (*Epic*)



BEST ALTERNATIVE MUSIC PERFORMANCE

- FROM THE CHOIRGIRL HOTEL/Tori Amos (*Atlantic*)
- HELLO NASTY/Beastie Boys (*Grand Royal/Capitol*)
- IS THIS DESIRE?/PJ Harvey (*Island*)
- AIRBAG/HOW AM I DRIVING?/Radiohead (*Capitol*)
- ADORE/Smashing Pumpkins (*Virgin*)

BEST R&B ALBUM

- LIVE/Erykah Badu (*Kedar/Universal*)
- NEVER SAY NEVER/Brandy (*Atlantic*)
- A ROSE IS STILL A ROSE/Aretha Franklin (*Arista*)
- THE MISEDUCATION OF LAURYN HILL/Lauryn Hill (*Ruffhouse/Columbia*)
- EMBRYA/Maxwell (*Columbia*)

BEST RAP ALBUM

- CAPITAL PUNISHMENT/Big Punisher (*Loud*)
- LIFE IN 1472 — THE ORIGINAL SOUNDTRACK/Jermaine Dupri (*So So Def/Columbia*)
- VOL 2...HARD KNOCK LIFE/Jay-Z (*Roc-A-Fella/Def Jam/Mercury*)
- HARLEM WORLD/Mase (*Bad Boy/Arista*)
- THE LOVE MOMENT/A Tribe Called Quest (*Jive*)

BEST COUNTRY ALBUM

- SEVENS/Garth Brooks (*Capitol*)
- WIDE OPEN SPACES/Dixie Chicks (*Monument*)
- FAITH/Faith Hill (*Warner Bros.*)
- COME ON OVER/Shania Twain (*Mercury*)
- WHERE YOUR ROAD LEADS/Trisha Yearwood (*MCA*)

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TOP 20

JANUARY 29, 1999

LW	TW	ARTIST	TITLE	LABEL(S)	TW TOTAL PLAYS	LW TOTAL PLAYS	TOTAL STATIONS/ADDS
1	1	SARAH MCLACHLAN	Angel	(Warner Sunset/Reprise)	1705	1711	34/0
2	2	GOO GOO DOLLS	Slide	(Warner Bros.)	1652	1701	38/0
3	3	SHAWN MULLINS	Lullaby	(SMG/Columbia)	1575	1697	38/0
5	4	JEWEL	Hands	(Atlantic)	1544	1623	38/0
4	5	EAGLE-EYE CHERRY	Save Tonight	(Work/ERG)	1536	1661	37/0
6	6	THIRD EYE BLIND	Jumper	(Elektra/EEG)	1371	1432	33/0
7	7	MATCHBOX 20	Back 2 Good	(Lava/Atlantic)	1361	1351	36/1
11	8	EVE 6	Inside Out	(RCA)	1238	1164	30/0
8	9	BARENAKED LADIES	It's All Been Done	(Reprise)	1225	1327	37/0
12	10	SUGAR RAY	Every Morning	(Lava/Atlantic)	1210	1134	38/0
10	11	U2	Sweetest Thing	(Island)	1180	1202	30/0
13	12	NEW RADICALS	You Get What You Give	(MCA)	1160	1081	37/0
9	13	SHERYL CROW	My Favorite Mistake	(A&M)	1127	1305	32/0
14	14	LENNY KRAVITZ	Fly Away	(Virgin)	1009	968	32/0
16	15	SIXPENCE NONE THE RICHER	Kiss Me	(Squint/Columbia)	914	908	28/1
17	16	EVERCLEAR	Father Of Mine	(Capitol)	890	886	29/0
—	17	ALANIS MORISSETTE	Unsent	(Maverick/Reprise)	850	632	33/2
18	18	DAVE MATTHEWS BAND	Crush	(RCA)	768	742	29/2
20	19	CAKE	Never There	(Capricorn/Mercury)	724	658	24/1
15	20	ALANIS MORISSETTE	Thank U	(Maverick/Reprise)	592	932	21/0

This chart reflects airplay from January 18-24. Songs ranked by total plays. Contributing stations combine from the Custom Chart function on R&R ONLINE. © 1999, R&R Inc.

KAMX/Austin, TX did not report a new playlist for two consecutive weeks and their information wasn't included in this week's data. Play totals for all songs were reviewed — and where appropriate — bullets were awarded. Chart positions, however, were not changed.

PERSPECTIVE

BY

Ron Castro



The real story that seems to be going on with Pop/Alternative is that core 25-44 women continue to get stronger. It's getting stronger in those demos because the format is so very well-researched and stations keep refining the product.

Pop/Alternatives have carved out unique niches of being such female-oriented stations. Very few other formats have done that in the past. This is a format that women just can't help listening to. That's who we look at in all our perceptual research and who we superserve; we never even look at men.

However, we do well in some male demos. We've never really looked to see why that's the case, but Pop/Alternative is a viable choice, and this is alternative music.

Alternative, as a pure format, has been more of a male-leaning format. When combined with pop and refined for women, it gets changed quite a bit. There is, though, still an alternative edge, and many men like that. Artists like Blues Traveler, Sheryl Crow and OMC all sound good to men and women.

Pop/Alternative appeals to many older men because of what it doesn't play. Our listeners won't hear things that bother them like Lionel Richie on Mainstream AC, Guns N' Roses on Rock stations and Aerosmith on Classic Rock stations. This format is new and fresh, and many Pop/Alternatives have the image of being "more music" stations because they haven't gotten commercialized yet.

Ron Castro is Managing General Partner/GM/PD/Chief Engineer of Pop/Alternative KMHX (Mix 104.1)/Santa Rosa, CA.

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



New & Active

BETTER THAN EZRA At The Stars (Elektra/EEG)
Total Plays: 566, Total Stations: 30, Adds: 5

BLONDIE Maria (Beyond)
Total Plays: 509, Total Stations: 26, Adds: 3

COLLECTIVE SOUL Run (Hollywood/Atlantic)
Total Plays: 464, Total Stations: 28, Adds: 11

SEMISONIC Secret Smile (MCA)
Total Plays: 370, Total Stations: 21, Adds: 2

EVERLAST What It's Like (Tommy Boy)
Total Plays: 322, Total Stations: 15, Adds: 3

FLYS Got You (Where I Want You) (Delicious Vinyl/Trauma)
Total Plays: 303, Total Stations: 15, Adds: 1

SOUL COUGHING Circles (Slash/WB)
Total Plays: 226, Total Stations: 11, Adds: 0

HOLE Malibu (DGC/Geffen)
Total Plays: 218, Total Stations: 17, Adds: 4

FUEL Shimmer (550 Music/ERG)
Total Plays: 163, Total Stations: 5, Adds: 0

MY FRIEND STEVE Charmed (Mammoth)
Total Plays: 142, Total Stations: 5, Adds: 0

Songs ranked by total plays

Contributing Stations

KPEK/Albuquerque, NM (HAC)
KAMX/Austin, TX (HAC)
KLLY/Bakersfield, CA (HAC)
WBMX/Boston, MA (HAC)
WLCE/Buffalo, NY (HAC)
WLNK/Charlotte, NC (HAC)
WTMX/Chicago, IL (HAC)
WXEG/Dayton, OH (AII)
KALC/Denver, CO (HAC)
WPLT/Detroit, MI (AII)
KFSR/Fresno, CA (HAC)
WKSI/Greensboro, NC (HAC)
WKZL/Greensboro, NC (HAC)
KMXB/Las Vegas, NV (HAC)

KYSR/Los Angeles, CA (HAC)
WPNT/Milwaukee, WI (HAC)
KOSO/Modesto, CA (HAC)
KCDU/Monterey-Salinas, CA (HAC)
WPTE/Norfolk, VA (HAC)
KYIS/Oklahoma City, OK (HAC)
WSHE/Orlando, FL (HAC)
WPLY/Philadelphia, PA (AII)
WXXM/Philadelphia, PA (HAC)
KZON/Phoenix, AZ (AII)
KZZP/Phoenix, AZ (HAC)
WDRV/Pittsburgh, PA (HAC)
KBBT/Portland, OR (HAC)
WZNE/Rochester, NY (HAC)

KZZO/Sacramento, CA (HAC)
WVRV/St. Louis, MO (AA)
KENZ/Salt Lake City, UT (AA)
KFMB/San Diego, CA (HAC)
KLLC/San Francisco, CA (HAC)
KRUZ/Santa Barbara, CA (HAC)
KMHX/Santa Rosa, CA (HAC)
WHPT/Tampa, FL (AA)
WSSR/Tampa, FL (HAC)
KZPT/Tucson, AZ (HAC)
WMBX/West Palm Beach, FL (HAC)
WXLO/Worcester, MA (HAC)

40 Total Stations

HAC-Hot AC AII-Alternative AA-Adult Alternative

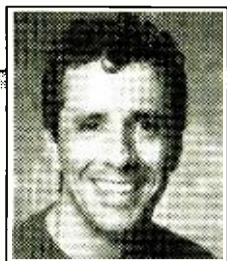
WPLJ-FM New York
FM 802 Osaka
KVIL-FM, KESS-FM Dallas
WTIC-FM Hartford
Radio Art, Radio Sport,
Radi Station 106.8 Moscow
WKYS-FM Washington
KACD-FM/KBCD-FM, KJLH-FM,
KLVE-FM Los Angeles
WPHI-FM Philadelphia
Jovem Pan II, Multiplay Sao Paulo

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TONY NOVIA

The Y2K Marketing Director

□ As radio changes, so does the role of the marketing director

After a very successful stint as Marketing Director at WKRQ/Cincinnati, **Von Freeman** landed in Los Angeles in August, 1997 as Dir./Marketing for Jacor's KIIS-FM, Adult Alternative sister KACD & KBCD (Channel 103.1) and the new home of the Dodgers, KXTA-AM.

Freeman and I have worked together on projects such as last year's R&R Convention, and I have watched him help create some groundbreaking promotional campaigns. This past year KIIS



Von Freeman

generated quite a buzz with its timely Titanic television campaign, which Freeman developed with KIIS morning master Rick Dees and longtime Dees sidekick Paul Joseph. Freeman and company also discovered a way to compete with the excitement that national and state lotteries create by awarding millions and millions of dollars in giant cash giveaways.

Also in 1998, KIIS entered The Guinness Book of World Records with the largest cash payout to one listener. KIIS awarded over \$1 million to a listener in its updated version of the Birthday Game. From outrageous billboards to timely promotions and nontraditional revenue, KIIS has really stepped up to the plate and set the pace in the never-ending mission to constantly reinvent itself and stay on top of this quick-moving format.

This week and next we salute the team at KIIS, led by VP/GM Roy

Laughlin, GSM Charlie Rahilly, PD Dan Kieley and Freeman, as the No. 1-billing FM station in America for 1998.

Recently, Freeman and I spoke about the expanded role marketing directors will take in the future. This is a look at what their job descriptions may be, what it will take for MDs to be at the top of their game and, more importantly, how to cut through and get noticed.

Creating Equal Ground

With the year 2000 fast approaching, why is it still so hard to find great radio marketing directors? First and foremost, universities didn't start teaching cutting-edge courses on marketing until the mid-'80s. Even today, most schools are still not teaching media marketing and promotion courses as part of their radio, TV and film curriculums. Add to that the ongoing problem that many radio general managers still haven't figured out which managerial category MDs belong in.

The question at many stations is, are promotion/marketing directors in programming, sales or somewhere in between? That uncertainty has made it difficult for marketing directors to receive a pay scale comparable to their PD and GSM counterparts. In the new millennium, we will see MDs taking their proper roles at radio stations — and receiving the respect and remuneration they deserve.

By Von Freeman

Knowledge Is Power

The marketing director of the future will be as strongly entwined into the fabric of the radio station as the general manager. A strong MD should know how to perform just about every job at the radio station, even more so than the GM or the PD. An MD should be a kind of know-it-all — not to actually take over those positions, but because having those abilities will improve an MD's ability to be a better decision-maker and manager. Marketing directors need to understand details such as what a basic spot rate on the station is, how engineering sets up for a remote, what music the radio station added that week and even how the receptionist answers the phone. If pos-



sible, a good MD should also hit the PD up and pull a part-time on-air shift to better understand the audience, formatics and execution. All of this training and knowledge is vital, because the marketing director will become the nucleus of the station.

He or she should also be extremely proficient in understanding the basics of marketing — buying TV, billboards, print, the Internet and other multimedia. If creativity is not their strong suit, they should understand how to get the most out of a creative advertising agency. Marketing directors should have a strong creative edge or be able to recognize a good idea when they see it. They must possess a creative vision for the product they promote.

Building Nontraditional Revenue

A successful marketing director should be able to juggle 20 or more projects at any one time, because that's how many are usually going on between marketing, sales, programming and morning show stunts. This requires an enormous amount of passion and an endless amount of energy and enthusiasm for radio, because in some way the

The middle ground has made it difficult for marketing directors to receive a pay scale comparable to their PD and GSM counterparts.

MD in the new millennium may be responsible for all of those departments.

The projects future MDs will be handling will be the most important at the radio station. They will continue to include outside marketing campaigns and on-air contesting, along with "value added" promotions that don't add clutter, nonspot revenue projects, relationships with publicists and record labels and press-generating stunts. If you don't have passion for this business, the marketing director job in the 21st century is not for you.

Looking to the future, more and more MDs will be equipped with budgets for marketing and promotion, but they will also be given budgets with income they will need to generate. In the new reality of radio, it's important to learn how to make money for your company, not just how to spend it. With the resources marketing directors have available to them, that should not be much of a challenge.

In the past we've spent a great deal of time worrying about getting the best prices for T-shirts and how many bumper stickers we can afford. Successful marketing directors will continue to generate money for their radio station(s) through various sponsorships and nontraditional revenue projects. A vitally important part of their job will be to generate money-making ideas with a mission and simultaneously develop a creative and topical programming spin as well. The motivation of money — combined with winning creativity, topicality and execution — will determine the success or failure of the new marketing director.

Lead Without Fear

When it comes to leadership, teamwork and an infectious winning attitude, the Y2K marketing director should set the standard. Don't ever underestimate the importance of what many consider to be a very basic quality in a marketing director: The very best marketers understand it's impossible to tailor-make all promotions to fit the radio station perfectly. There are simply too many sales promotions. This is where they will turn adversity into prosperity through the power of a winning attitude. That very attitude will determine how well they do their job.

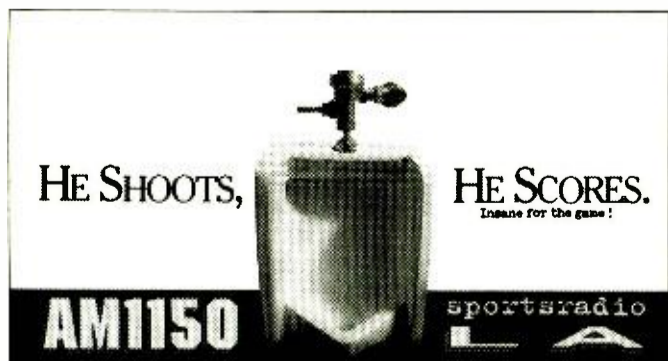
The effective marketing director will be a purveyor of pop culture. This will be the edge that takes the creative level of the radio station one step above the rest. That means devouring numerous magazines every week and consistently scanning entertainment TV and the Internet in search of the next great topical idea. It's then their job to generate ideas and develop, form and execute them. They must look at their job as though they are a morning show host. That means being on 24 hours a day, seven days a week. It's like having an entire playground all to yourself. MDs must be able to block out the day-to-day grind and politics of radio, to open up and let their minds play. From this playground comes the viable content between the records that helps elevate his or her radio station's appeal.

While the future may bring fear for some, MDs must be fearless. You have to believe that no idea or project is too complex or unattainable. No fear means picking up the phone when you don't know where to begin and figuring it out along the way as you get more information and contacts. Roadblocks won't be able to stop the fearless marketing director, because there's always a Plan B. New ground to cover is just par for the course in radio. The day you are not receiving a challenge is the day you will get beat.

Getting The Respect

In the past, the missing link to the executive branch of a radio station was the absence of a great marketing director. In the late '90s we witnessed a great movement to elevate the position of marketing director into a role that not only affects ratings, but also the bottom line. At its best, marketing and promotion efforts are really a fifty-fifty split between sales and programming. The position was created with that thought in mind. However, as we draw closer to the year 2000, the communication world is much more complex and competitive. It takes more creativity to get noticed and more elbow grease to make money. So look out, radio station management teams, Y2K is fast approaching. Have you added a marketing superhero to your staff?

Marketing directors need to understand details such as what a basic spot rate on the station is, how engineering sets up for a remote, what music the radio station added that week and even how the receptionist answers the phone.



BATHROOM HUMOR SCORES POINTS — Nothing like some indoor humor to turn heads in an outdoor campaign. In addition to promoting and marketing KIIS, Von Freeman pulls similar duty for sister station KXTA-AM (AM150)/L.A.



EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES JANUARY 29, 1999

CALLOUT AMERICA® song selection is based on the top titles from the R&R CHR/Pop chart for the airplay week of January 4-10.

CHR/POP

ARTIST TITLE LABEL(S)	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS				
	TW	LW	2W	6W			TOTAL	WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	4.02	3.88	3.91	4.03	81.9	17.6	4.02	4.01	3.90	4.16	3.83	3.86	4.26	4.15
WILL SMITH Miami (Columbia)	3.89	3.98	3.71	3.77	78.0	20.5	3.89	3.96	3.88	3.79	3.93	3.74	3.90	4.00
BRANDY Have You Ever? (Atlantic)	3.88	3.82	3.80	3.88	72.1	20.5	3.88	3.98	3.96	3.60	3.64	4.00	3.99	3.89
DFFSPRING Pretty Fly (For A White Guy) (Columbia)	3.81	3.74	3.80	3.76	76.8	18.6	3.81	4.07	3.88	3.21	3.72	3.71	3.92	3.89
EVERCLEAR Father Of Mine (Capitol)	3.76	3.65	—	—	76.3	16.6	3.76	4.05	3.77	3.33	3.66	3.63	3.90	3.84
BRITNEY SPEARS ...Baby One More Time (Jive)	3.74	3.75	3.77	3.59	71.9	18.1	3.74	3.87	3.73	3.50	3.80	3.45	3.66	4.11
EAGLE-EYE CHERRY Save Tonight (Work/ERG)	3.73	3.75	3.76	3.81	90.2	28.1	3.73	3.97	3.77	3.46	3.65	3.63	3.81	3.85
THIRD EYE BLIND Jumper (Elektra/EEG)	3.73	3.73	3.80	3.71	89.0	29.3	3.73	3.95	3.75	3.46	3.77	3.67	3.76	3.69
'N SYNC (God Must Have Spent) A Little More... (RCA)	3.72	3.98	3.89	3.66	70.2	22.0	3.72	3.87	3.73	3.39	3.64	3.59	3.81	3.83
SHAWN MULLINS Lullaby (SMG/Columbia)	3.71	3.72	3.74	3.78	91.4	31.3	3.71	3.79	3.63	3.69	3.74	3.82	3.60	3.66
BACKSTREET BOYS All I Have To Give (Jive)	3.70	3.83	—	—	70.7	18.3	3.70	3.92	3.64	3.39	3.67	3.78	3.63	3.71
EVE 6 Inside Out (RCA)	3.68	3.87	3.77	3.83	75.6	22.7	3.68	3.94	3.75	3.17	3.58	3.53	3.66	3.91
DIVINE Lately (Pendulum/Red Ant)	3.67	3.56	3.64	3.79	73.8	19.6	3.67	3.95	3.53	3.43	3.52	3.63	3.99	3.48
BLACKSTREET & MYA I/MASE Take Me There (Interscope)	3.64	3.56	3.52	—	64.5	18.1	3.64	3.89	3.53	3.16	3.52	3.72	3.53	3.80
FUEL Shimmer (550 Music/ERG)	3.64	—	—	—	36.2	6.6	3.64	3.82	3.55	3.51	3.65	3.66	3.72	3.48
JEWEL Hands (Atlantic)	3.63	3.57	3.61	3.66	91.2	29.6	3.63	3.76	3.57	3.54	3.59	3.54	3.68	3.70
SHANIA TWAIN From This Moment On (Mercury)	3.62	3.80	3.69	3.76	81.7	27.6	3.62	3.53	3.79	3.54	3.45	3.57	3.73	3.73
SUGAR RAY Every Morning (Lava/Atlantic)	3.60	—	—	—	55.7	10.8	3.60	3.78	3.58	3.36	3.53	3.28	3.59	3.94
MATCHBOX 20 Back 2 Good (Lava/Atlantic)	3.59	3.63	3.71	—	60.1	16.4	3.59	3.58	3.69	3.50	3.54	3.41	3.53	3.89
GOO GOO DOLLS Slide (Warner Bros.)	3.57	3.65	3.62	3.65	69.4	17.6	3.57	3.76	3.58	3.34	3.48	3.50	3.67	3.63
R. KELLY & CELINE DION I'm Your Angel (Jive)	3.55	3.49	3.40	3.50	64.5	20.3	3.55	3.58	3.62	3.43	3.41	3.62	3.70	3.48
MONIFAH Touch It (Uptown/Universal)	3.54	3.41	3.45	3.68	58.2	20.8	3.54	3.60	3.44	3.58	3.27	3.30	3.93	3.58
BARENAKED LADIES One Week (Reprise)	3.53	3.46	3.46	3.40	91.4	44.3	3.53	3.50	3.60	3.49	3.48	3.38	3.68	3.56
LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)	3.52	3.56	3.71	3.79	78.2	27.4	3.52	3.78	3.46	3.14	3.35	3.67	3.59	3.46
98 DEGREES Because Of You (Motown)	3.51	3.73	3.65	3.78	70.2	22.0	3.51	3.67	3.38	3.42	3.35	3.71	3.47	3.56
2PAC Changes (Amaru/Death Row/Interscope)	3.49	—	—	—	68.9	17.6	3.49	3.88	3.34	3.14	3.23	3.66	3.38	3.73
SHERYL CROW My Favorite Mistake (A&M)	3.48	3.31	3.37	3.32	85.3	31.1	3.48	3.38	3.56	3.49	3.37	3.42	3.46	3.65
SHAGGY I/JANET Luv Me, Luv Me (Flyte Tyme/MCA)	3.42	3.44	3.48	—	68.0	18.6	3.42	3.39	3.26	3.73	3.59	3.38	3.33	3.38
NEW RADICALS You Get What You Give (MCA)	3.35	3.33	3.30	3.13	64.1	19.8	3.35	3.46	3.36	3.20	3.51	3.24	3.41	3.22
BARENAKED LADIES It's All Been Done (Reprise)	3.30	3.24	—	—	69.9	22.5	3.30	3.28	3.43	3.18	3.39	3.33	3.35	3.10
CHER Believe (Warner Bros.)	3.30	—	—	—	64.3	17.8	3.30	3.13	3.39	3.40	3.14	3.70	3.04	3.30
EMILIA Big Big World (Rodeo/Universal)	3.03	2.73	2.79	2.91	56.5	18.8	3.03	3.10	3.01	2.90	2.85	3.26	2.96	3.06

Total sample size is 400 respondents with a +/-5 margin of error. Total average favorability estimates are based on a scale of 1-5 (1 = dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on females aged 12-34, who responded favorably to a CHR/Pop musical montage in the following regions and markets: EAST: Baltimore, Boston, Long Island, New York, Philadelphia, Pittsburgh, Providence, Washington, DC. SOUTH: Atlanta, Charlotte, Dallas, Houston, Miami, Orlando, Tampa. MIDWEST: Cincinnati, Cleveland, Columbus, Indianapolis, Kansas City, Milwaukee, Minneapolis, St. Louis. WEST: Los Angeles, Portland, Sacramento, Salt Lake City, San Diego, San Francisco, Seattle. Songs are removed from Callout America after 26 weeks of testing. © 1999, R&R Inc.

CALLOUT AMERICA® Hot Scores

By KEVIN MCCABE

Sarah McLachlan's "Angel" (Warner Sunset/Reprise) reclaims its No. 1 rank on Callout America — the industry's only weekly national callout study — with a 4.02 overall score. "Angel" is solidly No. 1 among women 25-34 and also claims the top spot in the Midwest and West regions. R&R frequently receives callout feedback from radio, and this week the Sarah McLachlan story continues out of Cleveland, with these remarks from WZJM PD Dave Eubanks: "Just to test the market, we put "Angel" in our callout, and it came back No. 1 across the board — even with zero airplay at our station. (We lean pretty rhythmic). I always knew it was a great tune, and No. 1 first week and No. 1 with our P1 audience got us very excited."

"Father Of Mine" by Everclear (Capitol) jumps 3.65-3.76 in total score and ranks No. 6 in the 18-24 cell with a 3.77. R&R reporting stations helping to affect Everclear's score include WKRQ/Cincinnati (42 plays) and WXSS/Milwaukee (41 plays).

"Take Me There" by Blackstreet & Mya (Interscope) jumps 3.56-3.64, with a strong early score among teens — 3.89. WXYV/Baltimore leads the way in the Northeast with 69 plays, and Z100/New York reports 30 plays.

The No. 1 song for 1998 on R&R's year-end Alternative chart debuts this week as a Callout America extra. "Shimmer" by Fuel (550 Music/ERG) is just being geared up for airplay at Pop (2/16 impact), and the very early callout results from the heavy Alternative radio exposure are strong: "Shimmer" comes out of the box with a 3.64 overall score, 3.82 among teens and a very impressive No. 9 debut among women 25-34.

everclear "father of mine"

CALLOUT AMERICA

Overall Rank #5 - 3.76

Women 12-17 #2 - 4.05

Women 18-24 #6 - 3.77

New Airplay This Week at Z100/New York!

R&R CHR/Pop 26

Top 40 Monitor 29*-27*



added
at:



**#1
MOST
ADDED**

KIIS/Los Angeles
WXKS/Boston
KRBE/Houston
Y100/Miami

KBKS/Seattle
WXSS/Milwaukee
KLLC/San Francisco
WTMX/Chicago
KALC/Denver

WRVW/Nashville
WROX/Norfolk
WNKS/Charlotte
KSLZ/St. Louis

Over 70 new stations, including:

grammy
nominations:
"album
of the year"
& "best rock
album"

over
2,000,000
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SPECIAL garbage

"Special" will be the first big CHR crossover hit from a band we love at KRBE!
The Pop mix officially makes this the perfect hit record for KRBE!"

-Jay Michaels, MD/KRBE

on tour with alanis morissette february 16th through april 7th

management: borman/moir entertainment ©1998 almo sounds, inc.





CHR/POP TOP 50

JANUARY 29, 1999

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
6	6	4	1	GOO GOO DOLLS Slide (Warner Bros.)	6964	6747	6307	5565	145/1
5	4	3	2	BRANDY Have You Ever? (Atlantic)	6961	6927	6646	5874	143/1
2	2	1	3	EAGLE-EYE CHERRY Save Tonight (Work/ERG)	6942	7124	7149	7085	144/0
1	1	2	4	SHAWN MULLINS Lullaby (SMG/Columbia)	6521	7072	7450	7461	143/0
7	8	7	5	BRITNEY SPEARS ...Baby One More Time (Jive)	6438	5936	5798	5547	147/2
9	9	9	6	SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	6411	5807	5154	4287	143/2
8	7	6	7	'N SYNC (God...) A Little More Time... (RCA)	6374	6159	5965	5222	148/0
4	3	5	8	JEWEL Hands (Atlantic)	5976	6588	6654	6438	143/0
3	5	8	9	THIRD EYE BLIND Jumper (Elektra/EEG)	5226	5848	6317	6469	125/0
10	10	10	10	WILL SMITH Miami (Columbia)	5086	4807	4632	4242	126/0
14	11	11	11	DIVINE Lately (Pendulum/Red Ant)	4551	4379	4145	3774	134/0
23	20	13	12	BACKSTREET BOYS All I Have To Give (Jive)	4198	3849	3290	2869	140/1
15	13	12	13	NEW RADICALS You Get What You Give (MCA)	4098	4159	3968	3772	131/2
32	25	20	14	CHER Believe (Warner Bros.)	4074	3162	2395	1744	141/6
24	16	16	15	BARENAKED LADIES It's All Been Done (Reprise)	3925	3722	3433	2783	135/0
20	18	17	16	BLACKSTREET & MYA f/MASE... Take Me There (Interscope)	3898	3565	3308	3000	132/1
26	23	18	17	MATCHBOX 20 Back 2 Good (Lava/Atlantic)	3797	3416	3086	2684	121/8
40	27	23	18	SUGAR RAY Every Morning (Lava/Atlantic)	3579	2913	2258	1289	137/7
11	12	14	19	EVE 6 Inside Out (RCA)	3489	3810	4045	4148	105/0
25	22	19	20	OFFSPRING Pretty Fly (For A White Guy) (Columbia)	3426	3286	3201	2703	145/1
13	14	15	21	R. KELLY & CELINE DION I'm Your Angel (Jive)	3157	3735	3781	3789	106/0
BREAKER			22	ALANIS MORISSETTE Unsent (Maverick/Reprise)	2857	1849	583	73	135/7
17	17	21	23	MONIFAH Touch It (Uptown/Universal)	2760	3115	3407	3439	87/1
12	15	22	24	SHERYL CROW My Favorite Mistake (A&M)	2585	3001	3477	3862	84/0
34	34	28	25	MONICA Angel Of Mine (Arista)	2581	2254	1824	1585	115/12
29	26	27	26	EVERCLEAR Father Of Mine (Capitol)	2490	2384	2337	2174	98/0
18	24	26	27	98 DEGREES Because Of You (Motown)	2075	2454	2745	3132	66/0
16	19	25	28	SHANIA TWAIN From This Moment On (Mercury)	1957	2716	3294	3466	70/0
36	36	34	29	KHALEEL No Mercy (Hollywood)	1835	1732	1644	1407	110/3
42	37	36	30	LENNY KRAVITZ Fly Away (Virgin)	1833	1574	1406	1151	87/5
31	30	29	31	LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)	1815	1939	2030	1898	62/0
28	28	30	32	SHAGGY f/JANET Luv Me, Luv Me (Flyte Tyme/MCA)	1788	1920	2199	2186	49/1
—	42	37	33	BETTER THAN EZRA At The Stars (Elektra/EEG)	1782	1507	1024	528	103/11
35	35	33	34	JENNIFER LOVE HEWITT How Do I Deal (143/WB)	1756	1737	1723	1525	82/0
19	21	24	35	EMILIA Big Big World (Rodeo/Universal)	1614	2852	3225	3040	69/0
21	29	31	36	BARENAKED LADIES One Week (Reprise)	1517	1850	2142	2982	62/0
30	32	35	37	AALIYAH Are You That Somebody? (Atlantic)	1437	1604	1986	2000	61/0
—	—	49	38	MARIAH CAREY I Still Believe (Columbia)	1362	720	179	46	86/15
41	38	38	39	DAVE MATTHEWS BAND Crush (RCA)	1140	1238	1267	1171	71/3
48	43	41	40	2PAC Changes (Amaru/Death Row/Interscope)	1060	1021	984	833	66/1
DEBUT			41	JOEY MCINTYRE Stay The Same (C2/Columbia)	1014	375	136	46	94/30
DEBUT			42	HOLE Malibu (DGC/Geffen)	1003	572	86	54	82/14
DEBUT			43	COLLECTIVE SOUL Run (Hollywood/Atlantic)	977	487	182	38	73/10
—	49	46	44	DEBORAH COX Nobody's Supposed To Be Here (Arista)	958	831	695	567	63/7
37	39	42	45	EVERYTHING Hooch (Blackbird/Sire)	913	977	1233	1369	36/0
22	31	39	46	ALANIS MORISSETTE Thank U (Maverick/Reprise)	845	1228	2001	2881	37/0
DEBUT			47	EVERLAST What It's Like (Tommy Boy)	842	579	356	163	53/14
DEBUT			48	B*WITCHED C'est La Vie (Epic)	815	445	103	15	77/13
—	48	47	49	JAY-Z Hard Knock Life (Ghetto...) (Roc-A-Fella/Def Jam/Mercury)	798	789	749	612	51/1
27	33	40	50	FASTBALL Fire Escape (Hollywood)	763	1120	1913	2294	29/0

This chart reflects airplay from January 18-24. Songs ranked by total plays. Highlighted songs indicate Breaker. 155 CHR/Pop reporters. 153 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1999, R&R Inc.

BREAKERS

ALANIS MORISSETTE Unsent (Maverick/Reprise)

TOTAL PLAYS/INCREASE: 2857/1008
TOTAL STATIONS/ADDS: 135/7
CHART: 22

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
GARBAGE Special (Almo Sounds/Interscope)	53
WHITNEY HOUSTON Heartbreak Hotel (Arista)	49
JOEY MCINTYRE Stay The Same (C2/Columbia)	30
SWEETBOX U Make My Love Come Down (RCA)	26
SEMISONIC Secret Smile (MCA)	21
MARIAH CAREY I Still Believe (Columbia)	15
DRU HILL These Are The Times (University/Island)	15
EVERLAST What It's Like (Tommy Boy)	14
HOLE Malibu (DGC/Geffen)	14
MEJA All 'Bout The Money (C2/Columbia)	14

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ALANIS MORISSETTE Unsent (Maverick/Reprise)	+1008
CHER Believe (Warner Bros.)	+912
SUGAR RAY Every Morning (Lava/Atlantic)	+666
MARIAH CAREY I Still Believe (Columbia)	+642
JOEY MCINTYRE Stay The Same (C2/Columbia)	+639
SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	+604
BRITNEY SPEARS ...Baby One More Time (Jive)	+502
COLLECTIVE SOUL Run (Hollywood/Atlantic)	+490
HOLE Malibu (DGC/Geffen)	+431
MATCHBOX 20 Back 2 Good (Lava/Atlantic)	+381

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GOO GOO DOLLS Iris (Warner Sunset/Reprise)	
EDWIN MCCAIN I'll Be (Lava/Atlantic)	
MATCHBOX 20 Real World (Lava/Atlantic)	
JENNIFER PAIGE Crush (Edel America/Hollywood)	
NEXT Too Close (Arista)	
NATALIE IMBRUGLIA Torn (RCA)	
AEROSMITH I Don't Want To Miss A Thing (Columbia)	
FASTBALL The Way (Hollywood)	
SEMISONIC Closing Time (MCA)	
MATCHBOX 20 3am (Lava/Atlantic)	

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.



IMPACTING POP, URBAN AND CROSSOVER
NOW!



NEW & ACTIVE

JENNIFER PAIGE Sober (*Edel America/Hollywood*)
Total Plays: 703, Total Stations: 61, Adds: 8

SIXPENCE NONE THE RICHER Kiss Me (*Squint/Columbia*)
Total Plays: 691, Total Stations: 49, Adds: 4

SEMISONIC Secret Smile (*MCA*)
Total Plays: 662, Total Stations: 69, Adds: 21

DRU HILL These Are The Times (*University/Island*)
Total Plays: 659, Total Stations: 54, Adds: 15

BLONDIE Maria (*Beyond*)
Total Plays: 506, Total Stations: 34, Adds: 3

ROD STEWART Faith Of The Heart (*Universal*)
Total Plays: 468, Total Stations: 39, Adds: 0

SWEETBOX U Make My Love Come Down (*RCA*)
Total Plays: 326, Total Stations: 36, Adds: 26

PM DAWN Faith In You (*Gee Street/V2*)
Total Plays: 292, Total Stations: 31, Adds: 5

BEASTIE BOYS Body Movin' (*Grand Royal/Capitol*)
Total Plays: 183, Total Stations: 24, Adds: 8

MARY GRIFFIN Knock On Wood (*Curb*)
Total Plays: 178, Total Stations: 11, Adds: 0

AUDRA & ALAYNA Tell Me (*Remington/Blackheart/Mercury*)
Total Plays: 158, Total Stations: 12, Adds: 1

WHITNEY HOUSTON Heartbreak Hotel (*Arista*)
Total Plays: 147, Total Stations: 52, Adds: 49

VENGA BOYS We Like To Party! (*Breakin'/Groov/Strictly Rhythm*)
Total Plays: 145, Total Stations: 12, Adds: 3

FAR TOO JONES Best Of Me (*Mammoth*)
Total Plays: 128, Total Stations: 13, Adds: 5

VOICES OF THEORY Wherever You Go (*H.O.L.A./Red Ant*)
Total Plays: 68, Total Stations: 11, Adds: 6

GARBAGE Special (*Almo Sounds/Interscope*)
Total Plays: 54, Total Stations: 53, Adds: 53

MEJA All 'Bout The Money (*C2/Columbia*)
Total Plays: 12, Total Stations: 14, Adds: 14

Songs ranked by total plays



KIIS 'N SYNC — RCA superstars 'N Sync hang with the crew at KIIS/Los Angeles during the L.A. show on their tour. Wondering if God spent a little more time on them are KIIS APD/MD Tracy Austin (l), RCA Director/West Coast Promotion Erik Baker (c), KIIS PD Dan Kieley (second from right) and Programming Coord. Gwen Roberts.



SERENADING THE LOC — Tone Loc (r) chats with the Zoo Crew during the station's sold-out Zoo Year's party at which Mr. Wild Thing did his thing. Going back in time are KZZU/Spokane middayer Jamie Patrick and MD Paul Gray.

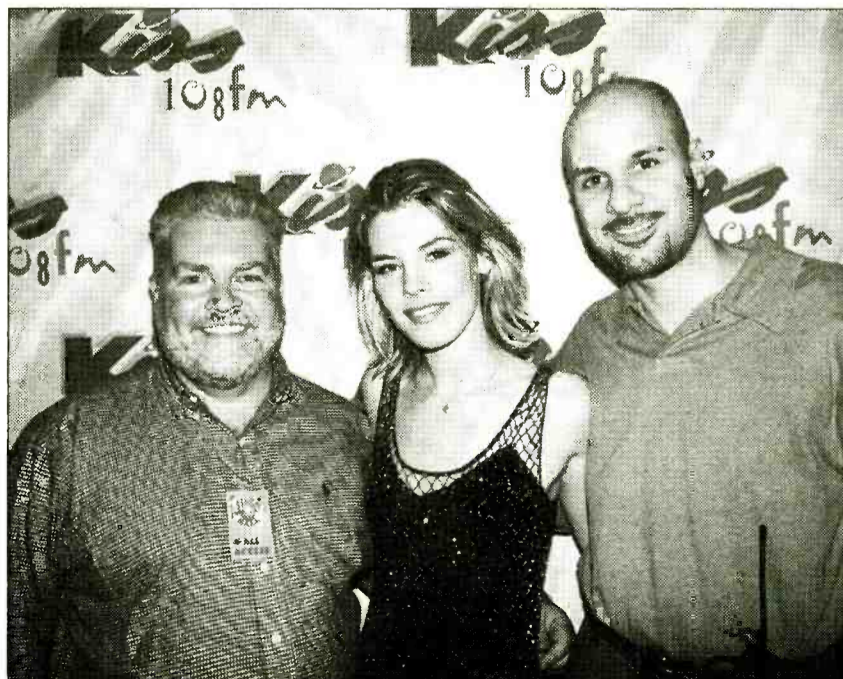
NEW RELEASES

ADDS FEBRUARY 2

- | | |
|--------------------------|---|
| TATYANA ALI | Boy You Knock Me Out (MJJ/Work/ERG) |
| TINA ARENA | If I Was A River (Epic) |
| BABE THE BLUE OX | Basketball (RCA) |
| BAXTER | Television (Maverick/WB) |
| BIG BAD VOODOO... | You & Me & The Bottle... (Coolsville/Interscope) |
| TOMMY HENRIKSEN | I See The Sun (Capitol) |
| LISAHALL | I Know I Can Do It (Reprise) |
| PRETENDERS | Loving You Is All I Know (Hollywood) |
| 3RD STOREE | If Ever (Yab Yum/Elektra/EEG) |



AROUND THE BLOCK ... AGAIN — Former New Kid On The Block and now solo artist Joey McIntyre (c) makes some new friends at KDND/Sacramento while promoting his C2/Columbia single, "Stay The Same." Feeling the love are KDND middayer Diva Heather Lee and night-slammer Christopher K.



BLUSHING FOR A BABE — Edel America/Hollywood recording artist Jennifer Paige rendered WXKS/Boston PD John Ivey (l) and MD Kid David speechless after singing some tunes during her recent visit.

Stations and their adds listed alphabetically by market

<p>WFLY/Albany, NY OM: Michael Morgan PD: Rob Dawes SWEETBOX "Make" ORU HILL "Times" BETTER THAN EZRA "Stars" COLLECTIVE SOUL "Run"</p>	<p>WSSX/Charleston, SC PD: Billy Surf APD: Chase Murphy MD: Jordan Hart MARIAH CAREY "Believe" COLLECTIVE SOUL "Run"</p>	<p>WSTO/Evansville, IN OM/PP: Sky Phillips MD: Jimmy Ocean WHITNEY HOUSTON "Heartbreak" JENNIFER PAIGE "Sober" HOLE "Malibu"</p>	<p>KXME/Honolulu, HI Co-PD: Jamie Hyatt Co-PD: Kid Leo Baldwin 37 BRITNEY SPEARS "Baby" 25 MONIFAH "Touch"</p>	<p>WBLI/Long Island, NY PD: John Thomas MD: Al Levine 35 ORU HILL "Times" 20 JAY-Z "Hard" 20 STARS ON 54 "Read" 20 DEBORAH COX "Supposed" 20 VENGA BOYS "Party"</p>	<p>WWXM/Myrtle Beach, SC OM/PP: Scrap Jackson MD: Kosmo 2 BEASTIE BOYS "Movin" 2 GARBAGE "Special" 2 HOLE "Malibu" 2 ALANIS MORISSETTE "Unsent"</p>	<p>WJBO/Portland, ME PD: Tim Moore APD/MD: Keith Scott 11 GARBAGE "Special" SWEETBOX "Make" SOUL COUGHING "Circles" B-WITCHED "C'est"</p>	<p>KHTS/San Diego, CA PD: Diana Laird MD: Hitman Hayes 25 SWEETBOX "Make"</p>	<p>KHTT/Tulsa, OK OM: Sean Phillips PD: Cary Rush MD: Scotty Mac SUGAR RAY "Every" DEBORAH COX "Supposed" BOYZ II MEN "There"</p>
<p>KOID/Alexandria, LA PD: Kahuna APD/MD: Jay Stevens WHITNEY HOUSTON "Heartbreak" VENGA BOYS "Party" FAR TOO JONES "Best" GARBAGE "Special"</p>	<p>WWSR/Charleston, WV PD: Brett Sharp 16 B-WITCHED "C'est" 16 SEMISONIC "Secret" 6 JOEY MCINTYRE "Stay" 6 EVERYTHING "Good" 6 WHITNEY HOUSTON "Heartbreak"</p>	<p>KMCK/Fayetteville, AR PD: Scott Johnson MD: Mike Chase JOEY MCINTYRE "Stay" WHITNEY HOUSTON "Heartbreak" B-WITCHED "C'est"</p>	<p>KRBE/Houston, TX PD: John Peake APD: Scotty Sparks MD: Jay Michaels 36 BRITNEY SPEARS "Baby" 11 GARBAGE "Special"</p>	<p>KIIS/Los Angeles, CA PD: Dan Kieley APD/MD: Tracy Austin GARBAGE "Special" LENNY KRAVITZ "Fly" MEJA "Money"</p>	<p>WQZQ/Nashville, TN PD: Mike Gibson SWEETBOX "Make" WHITNEY HOUSTON "Heartbreak" MEJA "Money"</p>	<p>KKRZ/Portland, OR PD: Tommy Austin MD: Johnny Quest SUGAR RAY "Every" HOLE "Malibu"</p>	<p>KSLY/San Luis Obispo, CA OM: Dave Christopher PD/MD: Adam Bumes No Adds</p>	<p>WWKZ/Tupelo, MS PD/MD: Rick Stevens GARBAGE "Special" MEJA "Money" WHITNEY HOUSTON "Heartbreak" SWEETBOX "Make"</p>
<p>WAEB/Allentown, PA PD: Brian Check APD: Rob Acampora MD: Jennifer Knight SEMISONIC "Secret" JOEY MCINTYRE "Stay" PM OAWN "Faith"</p>	<p>WNKS/Charlotte, NC PD: Brian Bridgman MD: Jason McCormick GARBAGE "Special"</p>	<p>WWCK/Flint, MI PD: Scott Seipel APD/MD: Nathan Reed GARBAGE "Special" WHITNEY HOUSTON "Heartbreak" JOEY MCINTYRE "Stay" SWEETBOX "Make" FAR TOO JONES "Best"</p>	<p>WKKE/Huntington, WV PD: Jim Davis APD/MD: Gary Miller MARIAH CAREY "Believe" JENNIFER PAIGE "Sober"</p>	<p>WDJX/Louisville, KY OM: C.C. Matthews PD: Barry Fox APD/MD: Rod Phillips 6 ALANIS MORISSETTE "Unsent" DRU HILL "Times" SWEETBOX "Make"</p>	<p>WRVW/Nashville, TN OM: Charlie Quinn PD: Jimmy Steele APD: Tom Peace GARBAGE "Special" MONICA "Angel" B-WITCHED "C'est" HOLE "Malibu"</p>	<p>WERZ/Portsmouth, NH OM/PP: Jack D'Brien MD: Jay Michaels JOEY MCINTYRE "Stay" JENNIFER PAIGE "Sober" B-WITCHED "C'est" SEMISONIC "Secret" WHITNEY HOUSTON "Heartbreak"</p>	<p>KZQZ/San Francisco, CA PD: Mark Adams MD: Lara Scott 35 MADONNA "Matters" 11 SWEETBOX "Make" 6 SARAH MCLACHLAN "Angel"</p>	<p>KISX/Tyler, TX PD/MD: Larry Kent WHITNEY HOUSTON "Heartbreak" GARBAGE "Special" MY FRIEND STEVE "Charmed"</p>
<p>WGOT/Anchorage, AK OM: Mark Murphy PD: Bill Stewart EVERLAST "Like" COLLECTIVE SOUL "Run"</p>	<p>WVWX/Chattanooga, TN PD: Scott Hamilton APD/MD: Bobby Corona LENNY KRAVITZ "Fly" BETTER THAN EZRA "Stars"</p>	<p>WJMX/Florence, SC OM/PP: Keith Mitchell GARBAGE "Special" WHITNEY HOUSTON "Heartbreak" B-WITCHED "C'est" VOICES OF THEORY "Wherever"</p>	<p>WZYP/Huntsville, AL PD: Bill West MD: Stu Gray MARIAH CAREY "Believe" MONICA "Angel"</p>	<p>WDXJ/Louisville, KY OM: C.C. Matthews PD: Barry Fox APD/MD: Rod Phillips 6 ALANIS MORISSETTE "Unsent" DRU HILL "Times" SWEETBOX "Make"</p>	<p>WFHN/New Bedford, MA PD: Jim Reitz APD/MD: Kevin Palana COLLECTIVE SOUL "Run" SWEETBOX "Make"</p>	<p>WSPK/Poughkeepsie, NY PP/Prog.: Brian Krysz PD: Danny Michaels APD/MD: Donnie Michaels SWEETBOX "Make" WHITNEY HOUSTON "Heartbreak" BEASTIE BOYS "Movin" SEMISONIC "Secret"</p>	<p>KRUF/Shreveport, LA PD/MD: Catfish Kelly WHITNEY HOUSTON "Heartbreak" GARBAGE "Special"</p>	<p>KWTX/Waco, TX PD: Flash Phillips COLLECTIVE SOUL "Run" MATCHBOX 20 "Back" ALANIS MORISSETTE "Unsent"</p>
<p>WSTR/Atlanta, GA PD: Dan Bowen MD: J.R. Ammons SUGAR RAY "Every"</p>	<p>KLRS/Chico, CA PD: Eric Brown MD: Diamond Dave Kirth 15 SWEETBOX "Make" 10 EVERLAST "Like" 10 MEJA "Money" 10 BEASTIE BOYS "Movin" 10 MONICA "Angel" 10 JOEY MCINTYRE "Stay"</p>	<p>WVWX/Flint, MI PD: Chris Cua MD: Randy Sherwyn CHER "Believe" BETTER THAN EZRA "Stars"</p>	<p>WYQY/Jackson, MS PD/PP: Kevin Vaughan MD: Brian Kelley OAVE MATTHEWS BAND "Crush"</p>	<p>WZEE/Madison, WI Interim PD: Tommy Bodean GARBAGE "Special" B-WITCHED "C'est" WHITNEY HOUSTON "Heartbreak"</p>	<p>WKCI/New Haven, CT PD: Kelly Nash 1 GARBAGE "Special" BLONDIE "Mara" FLYS "Got"</p>	<p>WPRO/Providence, RI PD: Tony Bristol MD: Dave Morris HOLE "Malibu" COLLECTIVE SOUL "Run"</p>	<p>WNOV/South Bend, IN PD/MD: Casey Daniels APD: Brian Bell MONICA "Angel" SEMISONIC "Secret" JOEY MCINTYRE "Stay" MEJA "Money"</p>	<p>WWZZ/Washington, DC PD: Dale O'Brian APD/MD: Ron Ross MARIAH CAREY "Believe"</p>
<p>WAYV/Atlantic City, NJ PD: Tommy Frank APD/MD: Paul Kelly KHALEEL "Mercy" ALANIS MORISSETTE "Unsent"</p>	<p>WKFS/Cincinnati, OH PD: Rod Phillips ORU HILL "Times" SUGAR RAY "Every" FLYS "Got"</p>	<p>KISR/Ft. Smith, AR PD/MD: Fred Baker VOICES OF THEORY "Wherever" WHITNEY HOUSTON "Heartbreak" MY FRIEND STEVE "Charmed" GARBAGE "Special" ORU HILL "Times" PM OAWN "Faith"</p>	<p>WAPE/Jacksonville, FL OM/PP: Cat Thomas APD/MD: Tony Mann No Adds</p>	<p>WJYY/Manchester, NH PD/MD: Harry Kozlowski APD: Steve Ouellette FAR TOO JONES "Best" GARBAGE "Special" PM OAWN "Faith"</p>	<p>WOGN/New London, CT OM: Franco PD: Jim Reitz APD: Brent McKay MD: Lori Robbins WHITNEY HOUSTON "Heartbreak" GARBAGE "Special"</p>	<p>WHTS/Quad Cities, IA-IL DM/PP: Tony Waitekus BETTER THAN EZRA "Stars"</p>	<p>WDBR/Springfield, IL PD/MD: Rik Blade EVERLAST "Like" SEMISONIC "Secret"</p>	<p>WLDI/West Palm Beach, FL OM: Dave Denver PD: Jordan Walsh APD: Dave Vayda MONICA "Angel"</p>
<p>WZNY/Augusta, GA PD: Bruce Stevens MD: Michael Chase EVERLAST "Like" SWEETBOX "Make" BETTER THAN EZRA "Stars"</p>	<p>WKRC/Cincinnati, OH OM/PP: Mike Marino MD: Jim Kelly HOLE "Malibu" FLYS "Got"</p>	<p>WMEE/Ft. Wayne, IN OM: Dean McNeil PD/MD: Captain Chris Didier APD: Ange Canessa SUGAR RAY "Every" ALANIS MORISSETTE "Unsent" SEMISONIC "Secret"</p>	<p>WVYV/Jackson, MS PD/PP: Kevin Vaughan MD: Brian Kelley OAVE MATTHEWS BAND "Crush"</p>	<p>WJZZ/Madison, WI Interim PD: Tommy Bodean GARBAGE "Special" B-WITCHED "C'est" WHITNEY HOUSTON "Heartbreak"</p>	<p>WQZQ/Nashville, TN PD: Mike Gibson SWEETBOX "Make" WHITNEY HOUSTON "Heartbreak" MEJA "Money"</p>	<p>WPRO/Providence, RI PD: Tony Bristol MD: Dave Morris HOLE "Malibu" COLLECTIVE SOUL "Run"</p>	<p>WNOV/South Bend, IN PD/MD: Casey Daniels APD: Brian Bell MONICA "Angel" SEMISONIC "Secret" JOEY MCINTYRE "Stay" MEJA "Money"</p>	<p>WWZZ/Washington, DC PD: Dale O'Brian APD/MD: Ron Ross MARIAH CAREY "Believe"</p>
<p>WZNY/Augusta, GA PD: Bruce Stevens MD: Michael Chase EVERLAST "Like" SWEETBOX "Make" BETTER THAN EZRA "Stars"</p>	<p>WKRC/Cincinnati, OH OM/PP: Mike Marino MD: Jim Kelly HOLE "Malibu" FLYS "Got"</p>	<p>WMEE/Ft. Wayne, IN OM: Dean McNeil PD/MD: Captain Chris Didier APD: Ange Canessa SUGAR RAY "Every" ALANIS MORISSETTE "Unsent" SEMISONIC "Secret"</p>	<p>WVYV/Jackson, MS PD/PP: Kevin Vaughan MD: Brian Kelley OAVE MATTHEWS BAND "Crush"</p>	<p>WJZZ/Madison, WI Interim PD: Tommy Bodean GARBAGE "Special" B-WITCHED "C'est" WHITNEY HOUSTON "Heartbreak"</p>	<p>WQZQ/Nashville, TN PD: Mike Gibson SWEETBOX "Make" WHITNEY HOUSTON "Heartbreak" MEJA "Money"</p>	<p>WPRO/Providence, RI PD: Tony Bristol MD: Dave Morris HOLE "Malibu" COLLECTIVE SOUL "Run"</p>	<p>WNOV/South Bend, IN PD/MD: Casey Daniels APD: Brian Bell MONICA "Angel" SEMISONIC "Secret" JOEY MCINTYRE "Stay" MEJA "Money"</p>	<p>WWZZ/Washington, DC PD: Dale O'Brian APD/MD: Ron Ross MARIAH CAREY "Believe"</p>

CHR/POP PLAYLISTS

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

MARKET #1
WHTZ/New York
(212) 239-2300
Polemian/Bryant

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
62	72	75	74		EAGLE-EYE CHERRY/Save Tonight
59	73	68	74		THIRD EYE BLIND/Jumper
57	71	72	71		BRANDY/Have You Ever?
58	52	47	71		JEWEL/Hands
59	72	73	69		MADONNA/The Power Of...
23	26	30	56		WILL SMITH/Miami
17	24	48	47		SARAH McLACHLAN/Angel
39	43	42	47		GOO GOD DOLLS/Slide
40	43	40	44		SHAWN MULLINS/Lullaby
47	75	72	42		LAURYN HILL/Doo Wop (That Thing)
31	33	31	33		CHER/Believe
-	-	-	2	33	SUGAR RAY/Every Morning
-	-	-	30	32	BARENAKED LADIES/It's All Been Done
29	33	29	31		SHAGGY FJANET/Luv Me, Luv Me
18	14	17	31		BACKSTREET BOYS/All I Have To Give
25	20	30	30		BLACKSTREET & MYA /Take Me There
-	-	-	29	29	ALANIS MORISSETTE/Unsent
44	52	24	27		SHANIA TWAIN/From This Moment On
10	7	5	26		BRITNEY SPEARS/...Baby One More...
27	32	23	23		GOO GOD DOLLS/Slide
23	13	9	21		'N SYNC(God...) A Little...
-	-	-	18	29	DIVINE/Lately
28	22	19	18		OFFSPRING/Pretty Fly (For...)
21	19	17	16		R. KELLY & C. DION/In Your Angel
30	26	24	15		MONIEHA/Touch It
-	-	-	1	14	MONICA/Angel Of Mine
21	31	40	13		EDWIN MCCAINI/Be
15	12	11	8		JAY-Z/Hard Knock Life...
-	-	-	-	4	DEBORAH COX/Nobody's Supposed...

MARKET #2
KISFM
102.7

KIIS/Los Angeles
(818) 845-1027
Kieley/Austin

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
22	48	72	74		SARAH McLACHLAN/Angel
80	73	72	74		MONIEHA/Touch It
49	61	72	73		LAURYN HILL/Doo Wop (That Thing)
76	75	73	70		WILL SMITH/Miami
25	28	28	58		BACKSTREET BOYS/All I Have To Give
48	42	35	58		SWEETBOX/Everything's...
38	33	51	51		BRITNEY SPEARS/...Baby One More...
80	75	57	45		EAGLE-EYE CHERRY/Save Tonight
80	77	62	44		98 DEGREES/Because Of You
26	37	34	39		CHER/Believe
27	25	44	38		THIRD EYE BLIND/Jumper
24	35	36	37		BRANDY/Have You Ever?
27	21	21	36		SHERYL CROW/My Favorite Mistake
44	42	39	34		DIVINE/Lately
48	45	37	32		'N SYNC(God...) A Little...
29	27	26	28		NEW RADICALS/You Get What You...
30	28	26	24		BLACKSTREET & MYA /Take Me There
26	29	23	22		KHALEEL/No Mercy
43	38	36	20		JEWEL/Hands
8	20	19	19		OFFSPRING/Pretty Fly (For...)
-	-	-	18	18	GOO GOD DOLLS/Slide
14	19	15	18		DEBORAH COX/Nobody's Supposed...
-	-	-	16	16	MONICA/Angel Of Mine
35	24	21	16		MADONNA/The Power Of...
-	-	-	7	15	SUGAR RAY/Every Morning
-	-	-	6	15	SPICE GIRLS/Goodbye
19	14	13	13		R. KELLY & C. DION/In Your Angel
10	14	16	13		ROD STEWART/Faith Of The Heart
-	-	-	6	12	BETTER THAN EZRA/At The Stars
9	13	11	12		EVERCLEAR/Father Of Mine
-	-	-	6	12	B*WITCHED/Cest La Vie
-	-	-	2	9	BLONDIE/Maria
10	13	9	8		BOYZ II MEN/Will Get There
-	-	-	-	-	GARBAGE/Special
-	-	-	-	-	LENNY KRAVITZ/Fly Away
-	-	-	-	-	MCJAM/About The Money

MARKET #4
KZQZ/San Francisco
(415) 957-0957
Adams/Scott

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
62	70	67	70		98 DEGREES/Because Of You
63	65	64	67		'N SYNC(God...) A Little...
59	66	68	65		BRANDY/Have You Ever?
43	43	51	61		JEWEL/Hands
42	45	54	57		EAGLE-EYE CHERRY/Save Tonight
62	65	58	54		JANET/Every Time
50	52	53	54		BACKSTREET BOYS/All I Have To Give
32	38	32	53		MONICA/Angel Of Mine
31	30	66	51		SHANIA TWAIN/From This Moment On
35	40	39	47		BLACKSTREET & MYA /Take Me There
42	46	62	45		SHERYL CROW/My Favorite Mistake
42	62	45	45		WILL SMITH/Miami
63	66	45	43		DIVINE/Lately
42	43	44	43		SHAGGY FJANET/Luv Me, Luv Me
43	46	41	42		GOO GOD DOLLS/Slide
43	46	47	41		SHAWN MULLINS/Lullaby
51	53	46	36		THIRD EYE BLIND/Jumper
38	39	34	35		CHER/Believe
-	-	-	35	35	MADONNA/Nothing Really...
32	39	33	34		BRITNEY SPEARS/...Baby One More...
-	-	-	31	34	MARIAH CAREY/Still Believe
64	47	39	28		'N SYNC/Team' Up My Heart
31	41	31	28		SPICE GIRLS/Goodbye
-	-	-	24	24	ROCKELL/When I'm Gone
21	24	19	22		BARENAKED LADIES/One Week
25	27	23	21		JENNIFER PAIGE/Crush
19	21	22	21		PRAS MICHEL F/008.../Ghetto Supastar...
18	22	19	21		OFFSPRING/Pretty Fly (For...)
-	-	-	14	20	JOEY MCINTYRE/Stay The Same
16	20	24	19		AALIYAH/Are You That...
-	-	-	8	19	VENGA BOYS/We Like To Party!
21	23	17	17		MADONNA/Frozen
18	20	21	17		NATALIE IMBRUGLIA/Tom
-	-	-	14	14	BEASTIE BOYS/Body Movin'
22	18	16	14		INOU/Time After Time
-	-	-	11	11	SWEETBOX/Make My Love...
-	-	-	6	6	SARAH McLACHLAN/Angel
17	20	10	6		GOO GOD DOLLS/Slide
22	21	19	5		EMILIA/Big Big World
16	18	15	5		MONICA/The First Night

MARKET #5
Q102

WIOQ/Philadelphia
(610) 667-8100
Kalina/Towers

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
12	62	87	87		LAURYN HILL/Doo Wop (That Thing)
49	90	84	87		BRANDY/Have You Ever?
41	90	87	86		WILL SMITH/Miami
42	47	42	71		BRITNEY SPEARS/...Baby One More...
80	46	58	66		NEXT/Too Close
-	-	-	33	60	SHANIA TWAIN/From This Moment On
26	33	23	56		'N SYNC(God...) A Little...
30	68	42	51		SHAWN MULLINS/Lullaby
77	65	39	46		EDWIN MCCAINI/Be
69	60	51	45		EAGLE-EYE CHERRY/Save Tonight
31	52	52	43		THIRD EYE BLIND/Jumper
54	70	69	41		AALIYAH/Are You That...
-	-	-	17	26	CHER/Believe
21	28	23	40		BACKSTREET BOYS/All I Have To Give
12	35	34	34		BLACKSTREET & MYA /Take Me There
-	-	-	15	31	NEW RADICALS/You Get What You...
30	64	66	29		JEWEL/Hands
26	24	26	28		MONIEHA/Touch It
12	19	17	26		DIVINE/Lately
-	-	-	28	20	OFFSPRING/Pretty Fly (For...)
-	-	-	10	22	JAY-Z/Hard Knock Life...
16	12	11	21		R. KELLY & C. DION/In Your Angel
-	-	-	10	15	2PAC/Changes
-	-	-	15	15	DEBORAH COX/Nobody's Supposed...
-	-	-	-	3	SWEETBOX/Make My Love...

MARKET #7
106.1 KISS FM

KHKS/Dallas
(214) 891-3400
Cook/Lambert/Reynolds

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
70	63	73	69		'N SYNC(God...) A Little...
46	47	47	68		BRITNEY SPEARS/...Baby One More...
69	67	68	67		BRANDY/Have You Ever?
36	45	49	51		WILL SMITH/Miami
62	59	56	50		R. KELLY & C. DION/In Your Angel
40	42	46	48		AALIYAH/Are You That...
68	65	72	48		EDWIN MCCAINI/Be
42	46	43	47		VOICES OF THE THEORY/Say It
37	38	40	46		BLACKSTREET & MYA /Take Me There
44	41	39	45		GOO GOD DOLLS/Slide
38	39	44	44		DIVINE/Lately
71	65	48	42		MONIEHA/Touch It
45	40	45	41		SWEETBOX/Everything's...
13	20	38	40		BACKSTREET BOYS/All I Have To Give
39	37	41	39		SHAGGY FJANET/Luv Me, Luv Me
34	35	37	37		JANET/Every Time
25	26	24	29		NASTYBOY KLUCK/Lost In Love
26	27	25	27		LAURYN HILL/Doo Wop (That Thing)
14	16	29	26		HOUSTON & CAREY/When You Believe...
-	-	-	8	23	SWEETBOX/Make My Love...
-	-	-	8	23	DEBORAH COX/Nobody's Supposed...
15	19	20	18		2PAC/Changes
15	14	18	16		MONICA/Angel Of Mine
-	-	-	9	9	CHER/Believe
7	7	9	8		UNCLE SAM/When I See You Smile
-	-	-	7	7	B*WITCHED/Cest La Vie
-	-	-	-	-	BEASTIE BOYS/Body Movin'
-	-	-	-	-	OFFSPRING/Pretty Fly (For...)

MARKET #8
Kip 105fm

WXKS/Boston
(781) 396-1430
Ivey/David

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
60	62	64	62		DAVE MATTHEWS BAND/Crush
60	63	63	60		GOO GOD DOLLS/Slide
60	60	60	59		SARAH McLACHLAN/Angel
58	63	58	59		THIRD EYE BLIND/Jumper
20	17	29	49		EVE 6/Inside Out
33	35	49	42		MATCHBOX 20/Back 2 Good
38	36	34	39		BARENAKED LADIES/It's All Been Done
59	63	54	37		BARENAKED LADIES/One Week
50	53	51	37		SHAWN MULLINS/Lullaby
-	-	-	13	28	SUGAR RAY/Every Morning
21	21	21	31		BRITNEY SPEARS/...Baby One More...
18	19	20	30		CHER/Believe
42	44	35	28		MADONNA/The Power Of...
24	23	23	26		JOEY MCINTYRE/Stay The Same
59	56	33	25		JEWEL/Hands
33	34	32	24		EAGLE-EYE CHERRY/Save Tonight
19	18	17	23		LENNY KRAVITZ/Fly Away
25	27	23	22		ALANIS MORISSETTE/Unsent
-	-	-	11	21	COLLECTIVE SOUL/Run
15	16	16	20		NEW RADICALS/You Get What You...
19	18	15	19		EVERCLEAR/Father Of Mine
-	-	-	19	19	BRANDY/Have You Ever?
14	16	16	17		ROD STEWART/Faith Of The Heart
19	19	17	17		BETTER THAN EZRA/At The Stars
17	16	15	17		BACKSTREET BOYS/All I Have To Give
19	17	16	16		'N SYNC(God...) A Little...
14	12	16	14		R. KELLY & C. DION/In Your Angel
-	-	-	13	12	HOLE/Maibu
15	9	5	6		JENNIFER LOVE HEWITT/How Do I Deal
-	-	-	5	6	JENNIFER PAIGE/Sober
8	7	5	5		KHALEEL/No Mercy
8	10	6	5		SIXPENCE.../Kiss Me
-	-	-	-	-	MARIAH CAREY/Still Believe
-	-	-	-	-	GARBAGE/Special

MARKET #9
WZZZ/Washington
(703) 522-1041
O'Brian/Ross

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
45	51	50	51		EAGLE-EYE CHERRY/Save Tonight
36	44	44	50		DIVINE/Lately
39	45	40	48		WILL SMITH/Miami
55	46	49	48		BRANDY/Have You Ever?
39	43	44	45		JEWEL/Hands
29	26	41	43		BRITNEY SPEARS/...Baby One More...
44	41	36	42		'N SYNC(God...) A Little...
41	44	44	42		SHAGGY FJANET/Luv Me, Luv Me
37	40	40	40		SHAWN MULLINS/Lullaby
9	27	34	34		BARENAKED LADIES/It's All Been Done
40	41	42	34		98 DEGREES/Because Of You
15	15	11	30		BLACKSTREET & MYA /Take Me There
-	-	-	15	19	ROCKELL/When I'm Gone
40	41	35	28		MONICA/Angel Of Mine
13	15	28	26		NEW RADICALS/You Get What You...
12	16	32	26		VOICES OF THE THEORY/Say It
30	27	23	23		CHER/Believe
21	18	15	22		JANET/Every Time
-	-	-	12	18	MARY GRIFFIN/Knock On Wood
25	26	20	16		EVE 6/Inside Out
-	-	-	10	15	SWEETBOX/Make My Love...
22	22	17	15		OFFSPRING/Pretty Fly (For...)
-	-	-	5	14	2PAC/Changes
15	12	10	13		BACKSTREET BOYS/All I Have To Give
12	11	11	12		MATCHBOX 20/Real World
23	26	17	12		'N SYNC(God...) A Little...
14	13	16	10		MONIEHA/Touch It
-	-	-	15	14	VENGA BOYS/We Like To Party!
-	-	-	10	10	EVERYTHING/Hooch
-	-	-	11	10	FASTBALL/The Way
-	-	-	9	9	DEBORAH COX/Nobody's Supposed...
14	13	11	9		LAURYN HILL/Doo Wop (That Thing)
-	-	-	5	7	TATYANA ALI/Boy You Knock Me Out
-	-	-	8		

CHR/POP PLAYLISTS

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

70.7		MARKET #19			
KSLZ/St. Louis (314) 692-5100 Kapugi/Stevens					
PLAYS	ARTIST/TITLE	3W	2W	LW	TW
56 68 69 71	WILL SMITH/Miami				
57 67 69 70	BRANDY/Have You Ever?				
56 69 69 69	SHAGGY FJANET/Luv Me, Luv Me				
20 27 42 66	MONIFAH/Touch It				
49 56 59 55	EAGLE-EYE CHERRY/Save Tonight				
47 54 57 54	SHAWN MULLINS/Lullaby				
48 58 54 50	BRITNEY SPEARS/Baby One More				
23 30 38 50	LAURYN HILL/Doo Wop (That Thing)				
27 32 40 46	GOO GOO DOLLS/Side				
14 17 37 46	CHER/Beieve				
31 39 61 42	DIVINE/Lately				
13 17 36 41	MONICA/Angel Of Mine				
30 33 36 37	THIRD EYE BLIND/Jumper				
57 68 69 35	'N SYNC(God...) A Little				
8 11 10 34	SARAH MCLACHLAN/Angel				
- - - 5	ALANIS MORISSETTE/Unsent				
25 33 26 31	MATCHBOX 20/Back 2 Good				
33 42 45 28	EVERCLEAR/Father Of Mine				
- - - 28	MARIAH CAREY/I Still Believe				
17 19 23 27	HOUSTON & CAREY/When You Believe				
32 40 32 27	EVE 6/Inside Out				
33 40 22 26	BACKSTREET BOYS/All I Have To Give				
- - - 7	SUGAR RAY/Every Morning				
12 17 20 24	JENNIFER PAIGE/Sober				
21 26 23 24	JEWEL/Hands				
20 23 26 22	R. KELLY & C. DION/Im Your Angel				
14 19 20 20	BLACKSTREET & MYA /Take Me There				
5 8 20 20	NEW RADICALS/You Get What You...				
- - - 13	B*WITCHED/Cest La Vie				
11 16 17 17	2PAC/Changes				
27 16 17 16	OFFSPRING/Pretty Fly (For...)				
- - - 5	DEBORAH COX/Nobody's Supposed...				
- - - 14	DRU HILL/These Are The Times				
- - - 14	LENNY KRAVITZ/Fly Away				
12 16 14 13	JAY-Z/Hard Knock Life...				
- - - 13	JOEY MCINTYRE/Stay The Same				
27 31 18 10	BARENAKED LADIES/It's All Been Done				
5 7 8 8	KHALEEL/No Mercy				
5 7 7 8	DAVE MATTHEWS BAND/Crush				
- - - 8	COLLECTIVE SOUL/Run				

102.7		MARKET #20			
TODAY'S HIT MUSIC		WXYW/Baltimore (410) 828-7722 Pasha/Dee			
PLAYS	ARTIST/TITLE	3W	2W	LW	TW
11 64 67 71	BRITNEY SPEARS/Baby One More...				
16 36 65 70	GOO GOO DOLLS/Side				
58 64 67 69	BLACKSTREET & MYA /Take Me There				
56 66 65 68	BRANDY/Have You Ever?				
19 34 35 54	EVE 6/Inside Out				
31 7 7 54	HOUSTON & CAREY/When You Believe...				
26 65 63 47	'N SYNC(God...) A Little...				
33 34 37 38	R. KELLY & C. DION/Im Your Angel				
58 38 45 38	DIVINE/Lately				
- - - 39	EAGLE-EYE CHERRY/Save Tonight				
22 10 38 38	NEW RADICALS/You Get What You...				
12 17 65 37	BACKSTREET BOYS/All I Have To Give				
36 11 44 37	CHER/Beieve				
- - - 34	SD PURE/Change				
56 37 41 35	98 DEGREES/Because Of You				
8 35 39 31	EMILIA/Big Big World				
- - - 37	JEWEL/Hands				
- - - 25	DRU HILL/These Are The Times				
- - - 11	BARENAKED LADIES/It's All Been Done				
18 29 21 23	SPICE GIRLS/Goodbye				
57 64 24 23	JENNIFER PAIGE/Crush				
- - - 29	JENNIFER PAIGE/Sober				
17 19 21 20	OFFSPRING/Pretty Fly (For...)				
9 20 14 19	UNCLE SAM/When I See You Smile				
- - - 18	LIMP BIZKIT/faith				
- - - 28	BLONDIE/Maria				
33 63 25 16	MONICA/The First Night				
- - - 17	HOLE/Malibu				
- - - 15	B*WITCHED/Cest La Vie				
20 26 21 14	JENNIFER LOVE HEWITT/How Do I Deal				
5 8 12 13	LENNY KRAVITZ/Fly Away				
21 19 22 12	EVERCLEAR/Father Of Mine				
- - - 18	DEBORAH COX/Nobody's Supposed				
34 35 35 11	SHAWN MULLINS/Lullaby				
12 25 23 10	VOICES OF THEORY/Wherever You Go				
14 18 14 10	2PAC/Changes				
19 21 15 10	CAKE/Never There				
- - - 16	VENGA BOYS/We Like To Party!				
- - - 16	MONICA/Angel Of Mine				

39.4		MARKET #21			
today's hit music		WBZZ/Pittsburgh (412) 920-9400 Clark/Edgar/Hartwell			
PLAYS	ARTIST/TITLE	3W	2W	LW	TW
50 58 56 57	GOO GOO DOLLS/Side				
24 22 37 53	SARAH MCLACHLAN/Angel				
62 60 55 50	SHAWN MULLINS/Lullaby				
58 59 56 47	EAGLE-EYE CHERRY/Save Tonight				
37 37 39 43	THIRD EYE BLIND/Jumper				
28 28 35 37	EVE 6/Inside Out				
36 37 37 36	NEW RADICALS/You Get What You...				
19 18 28 36	OFFSPRING/Pretty Fly (For...)				
33 33 33 35	SHANIA TWAIN/From This Moment On				
36 32 33 34	FASTBALL/Fire Escape				
17 18 25 33	EVERCLEAR/Father Of Mine				
29 30 32 32	SHERYL CROW/My Favorite Mistake				
19 22 27 32	BRANDY/Have You Ever?				
43 48 48 32	JEWEL/Hands				
28 31 30 29	AALIYAH/Are You That...				
24 24 30 28	MATCHBOX 20/Back 2 Good				
15 24 27 28	SUGAR RAY/Every Morning				
- - - 8	LENNY KRAVITZ/Fly Away				
25 24 28 26	BARENAKED LADIES/It's All Been Done				
26 29 29 26	ALANIS MORISSETTE/Unsent				
17 16 22 23	R. KELLY & C. DION/Im Your Angel				
- - - 21	ALANIS MORISSETTE/Unsent				
- - - 6	KHALEEL/No Mercy				
14 11 16 20	CHER/Beieve				
- - - 12	DIVINE/Lately				
15 19 19 13	'N SYNC(God...) A Little				
- - - 7	PM DAWN/Faith In You				
- - - 9	BETTER THAN EZRA/At The Stars				

93.3 FLZ		MARKET #22			
		WFLX/Tampa (813) 839-9393 Harris/Domino			
PLAYS	ARTIST/TITLE	3W	2W	LW	TW
69 71 72 74	WILL SMITH/Miami				
68 71 71 74	MONIFAH/Touch It				
35 41 74 69	'N SYNC(God...) A Little...				
70 74 68 69	BRANDY/Have You Ever?				
67 71 73 58	DIVINE/Lately				
14 9 23 53	SARAH MCLACHLAN/Angel				
38 40 46 48	BRITNEY SPEARS/Baby One More...				
31 37 41 47	GOO GOO DOLLS/Side				
39 43 39 41	BLACKSTREET & MYA /Take Me There				
34 35 38 41	EAGLE-EYE CHERRY/Save Tonight				
61 57 44 39	SHAWN MULLINS/Lullaby				
31 37 40 37	NEW RADICALS/You Get What You...				
57 53 37 35	THIRD EYE BLIND/Jumper				
- - - 11	ALANIS MORISSETTE/Unsent				
24 30 39 32	BACKSTREET BOYS/All I Have To Give				
41 48 43 29	NEXT/Too Close				
35 29 24 29	SHAGGY FJANET/Luv Me, Luv Me				
- - - 26	SUGAR RAY/Every Morning				
37 34 28 27	JANET/Go Deep				
8 14 28 26	MATCHBOX 20/Back 2 Good				
32 36 30 25	BRIAN MCKNIGHT/Anytime				
27 33 26 24	SHERYL CROW/My Favorite Mistake				
- - - 10	B*WITCHED/Cest La Vie				
14 18 23 22	MONICA/Angel Of Mine				
39 38 36 21	98 DEGREES/Because Of You				
30 30 26 20	HOUSTON & CAREY/When You Believe				
13 17 19 19	BARENAKED LADIES/It's All Been Done				
12 14 18 17	OFFSPRING/Pretty Fly (For...)				
20 24 17 15	JEWEL/Hands				
7 8 14 15	KHALEEL/No Mercy				
9 8 16 13	LAURYN HILL/Doo Wop (That Thing)				
8 11 14 13	NICOLE/Make It Hot				
9 6 12 11	MONICA/The First Night				
- - - 11	CHER/Beieve				
18 19 17 11	JANET/Every Time				
8 9 13 11	R. KELLY & C. DION/Im Your Angel				
16 17 9 9	EVERYTHING/Hooch				
28 27 18 9	EMILIA/Big Big World				
- - - 9	MARIAH CAREY/I Still Believe				

JAMMIN 92.3		MARKET #24			
		WZJM/Cleveland (216) 621-9300 Eubanks/Jackson			
PLAYS	ARTIST/TITLE	3W	2W	LW	TW
58 66 61 60	BLACKSTREET & MYA /Take Me There				
57 63 66 57	BRANDY/Have You Ever?				
64 66 66 55	WILL SMITH/Miami				
28 27 44 54	BACKSTREET BOYS/All I Have To Give				
59 60 59 54	NICOLE/Make It Hot				
42 46 46 52	BRITNEY SPEARS/Baby One More				
58 58 55 43	DIVINE/Lately				
53 62 63 42	MONIFAH/Touch It				
37 40 40 42	98 DEGREES/Because Of You				
39 43 39 41	'N SYNC(God...) A Little...				
23 24 38 40	MONICA/Angel Of Mine				
- - - 27	CHER/Beieve				
36 39 38 39	SWEETBOX/Make My Love...				
22 26 30 39	R. KELLY & C. DION/Im Your Angel				
40 38 39 38	LENNY KRAVITZ/Fly Away				
40 38 41 38	LAURYN HILL/Doo Wop (That Thing)				
28 33 36 36	OFFSPRING/Pretty Fly (For...)				
27 25 25 34	SHAWN MULLINS/Lullaby				
- - - 22	JOEY MCINTYRE/Stay The Same				
25 29 25 27	JENNIFER LOVE HEWITT/How Do I Deal				
23 27 20 26	UNCLE SAM/When I See You Smile				
24 24 23 26	DEBORAH COX/Nobody's Supposed...				
22 23 23 25	DRU HILL/These Are The Times				
- - - 25	SARAH MCLACHLAN/Angel				
- - - 22	B*WITCHED/Cest La Vie				
16 23 19 24	KHALEEL/No Mercy				
38 35 39 24	SHAGGY FJANET/Luv Me, Luv Me				
21 23 18 21	JANET/Every Time				
- - - 20	SWEETBOX/Make My Love...				
- - - 15	2PAC/Changes				
- - - 17	SUGAR RAY/Every Morning				
- - - 13	JAY-Z/Hard Knock Life...				
7 7 9 7	CAKE/Never There				
17 15 18 7	SUGAR RAY/Every Morning				
- - - 11	WHITNEY HOUSTON/Heartbreak Hotel				
- - - 11	MARIAH CAREY/I Still Believe				

Z100		MARKET #25			
		KKRZ/Portland, OR (503) 226-0100 Austin/Quest			
PLAYS	ARTIST/TITLE	3W	2W	LW	TW
78 74 71 73	SHAGGY FJANET/Luv Me, Luv Me				
25 28 53 70	SARAH MCLACHLAN/Angel				
79 60 64 69	EAGLE-EYE CHERRY/Save Tonight				
73 71 71 68	BRANDY/Have You Ever?				
73 68 72 66	WILL SMITH/Miami				
36 33 42 50	GOO GOO DOLLS/Side				
49 49 51 49	BRITNEY SPEARS/Baby One More...				
44 57 46 45	JEWEL/Hands				
69 76 60 45	SHAWN MULLINS/Lullaby				
51 53 61 45	98 DEGREES/Because Of You				
49 47 47 44	THIRD EYE BLIND/Jumper				
37 41 45 42	'N SYNC(God...) A Little				
28 28 31 37	CHER/Beieve				
- - - 28	BACKSTREET BOYS/All I Have To Give				
49 46 37 30	SHERYL CROW/My Favorite Mistake				
33 32 31 28	DIVINE/Lately				
50 28 19 28	MONIFAH/Touch It				
22 23 19 27	LAURYN HILL/Doo Wop (That Thing)				
29 26 27 27	OFFSPRING/Pretty Fly (For...)				
12 21 26 27	BLACKSTREET & MYA /Take Me There				
- - - 15	MONICA/Angel Of Mine				
47 47 39 25	EVERYTHING/Hooch				
- - - 14	LENNY KRAVITZ/Fly Away				
16 19 19 15	2PAC/Changes				
7 15 14 13	R. KELLY & C. DION/Im Your Angel				
33 30 22 21	AALIYAH/Are You That...				
6 7 6 7	MATCHBOX 20/Back 2 Good				
- - - 6	BETTER THAN EZRA/At The Stars				
10 8 12 6	EVERCLEAR/Father Of Mine				
- - - 6	B*WITCHED/Cest La Vie				
- - - 14	ALANIS MORISSETTE/Unsent				
5 5 5 5	JANET/Every Time				
12 5 5 5	HOUSTON & CAREY/When You Believe				
- - - 5	JOEY MCINTYRE/Stay The Same				
- - - 5	SUGAR RAY/Every Morning				
- - - 5	HOLE/Malibu				

103.7		MARKET #26			
		WKFS/Cincinnati (513) 621-9326 Phillips			
PLAYS	ARTIST/TITLE	3W	2W	LW	TW
38 45 65 83	BACKSTREET BOYS/All I Have To Give				
73 81 80 83	EVE 6/Inside Out				
24 27 62 82	JEWEL/Hands				
28 58 78 82	OFFSPRING/Pretty Fly (For...)				
72 76 79 81	DIVINE/Lately				
40 56 79 80	'N SYNC(God...) A Little...				
42 52 48 76	BLACKSTREET & MYA /Take Me There				
34 28 59 66	SARAH MCLACHLAN/Angel				
- - - 27	LENNY KRAVITZ/Fly Away				
42 50 51 49	NICOLE/Make It Hot				
- - - 25	ALANIS MORISSETTE/Unsent				
- - - 29	ALANIS MORISSETTE/Unsent				
76 79 44 43	MONIFAH/Touch It				
41 46 46 43	BRITNEY SPEARS/Baby One More...				
7 11 31 43	EVERCLEAR/Father Of Mine				
7 23 42 4					

CHR/POP PLAYLISTS

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

96X MARKET #36
WROX/Norfolk
(757) 640-8500
Thorman

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
9	33	74	88		BOYZ II MEN/I Will Get There
86	98	92	88		BRITNEY SPEARS/Baby One More...
98	79	88	88		R. KELLY & C. DION/I'm Your Angel
8	3	66	88		HOUSTON & CAREY/When You Believe...
92	99	93	85		BRANDY/Have You Ever?
99	99	93	85		'N SYNC/(God...) A Little...
53	97	93	85		OFFSPRING/Pretty Fly (For...)
54	56	70	79		DRU HILL/FREDMAN/How Deep Is Your...
52	64	69	74		DIVINE/Lately
46	55	66	73		JAY-Z/Hard Knock Life...
48	56	72	61		LAURYN HILL/Doo Wop (That Thing)
78	56	66	59		98 DEGREES/Because Of You
22	16	34	56		DRU HILL/These Are The Times
50	48	48	52		2PAC/Changes
77	80	57	52		MONICA/Angel Of Mine
10	28	34	49		THIRD EYE BLIND/Jumper
49	50	47	48		DEBORAH COX/Nobody's Supposed...
98	52	51	46		BLACKSTREET & MYA./Take Me There
47	42	38	46		JEWEL/Hands
26	40	29	45		MO THUGS FAMILY/Ghetto Cowboy
38	41	38	45		SARAH McLACHLAN/Angel
41	40	37	45		SHANIA TWAIN/From This Moment On
48	42	43	44		BLACKSTREET BOYS/All I Have To Give
10	28	30	44		EAGLE-EYE CHERRY/Save Tonight
24	46	42	33		SPICE GIRLS/Goodbye
-	-	6	30		MARIAH CAREY/I Still Believe
-	-	27	30		BRANDY/Have You Ever?
52	46	33	25		WILL SMITH/Miami
8	6	6	22		CHER/Believe
9	8	15	22		EMILIA/Big Big World
-	-	22	22		EVERLAST/What It's Like
5	8	7	21		EVERCLEAR/Father Of Mine
12	29	34	21		SHAWN MULLINS/Lullaby
-	-	15	21		VOICES OF THEORY/Wherever You Go
7	9	13	19		NEW RADICALS/You Get What You...
6	8	13	18		GOO GOO DOLLS/Side
-	-	11	18		ALANIS MORISSETTE/Unsent
-	-	11	18		SWEETBOX/Make My Love...
-	-	10	18		BEASTIE BOYS/Body Movin'
7	7	6	10		ROD STEWART/Faith Of The Heart

Kiss 95.1 FM MARKET #37
WNKS/Charlotte
(704) 331-9510
Bridgman/McCormick

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
60	63	59	59		SHAWN MULLINS/Lullaby
60	64	56	57		SARAH McLACHLAN/Angel
56	62	55	56		BRANDY/Have You Ever?
27	30	50	55		WILL SMITH/Miami
56	62	55	54		EAGLE-EYE CHERRY/Save Tonight
37	37	49	53		'N SYNC/(God...) A Little...
26	26	52	45		MATCHBOX 20/Back 2 Good
54	53	33	41		SHERYL CROW/My Favorite Mistake
47	50	32	39		GOO GOO DOLLS/Side
31	25	35	36		THIRD EYE BLIND/Jumper
40	42	33	35		JEWEL/Hands
15	19	28	31		BRITNEY SPEARS/Baby One More...
22	27	35	25		EVE 6/Inside Out
23	17	24	25		SHANIA TWAIN/From This Moment On
13	21	21	25		GOO GOO DOLLS/Side
24	24	24	23		DIVINE/Lately
-	-	13	24		ALANIS MORISSETTE/Unsent
24	23	22	20		SUGAR RAY/Every Morning
13	15	17	20		BLACKSTREET BOYS/All I Have To Give
6	13	19	19		BARENAKED LADIES/It's All Been Done
-	-	5	13		CHER/Believe
27	23	16	14		OFFSPRING/Pretty Fly (For...)
2	11	12	13		R. KELLY & C. DION/I'm Your Angel
11	10	12	13		LENNY KRAVITZ/Fly Away
-	-	3	10		MONICA/Angel Of Mine
13	15	21	9		EVERCLEAR/Father Of Mine
6	8	15	8		NEW RADICALS/You Get What You...
21	17	12	8		BLACKSTREET & MYA./Take Me There
-	-	8	8		JOEY MCINTYRE/Stay The Same
-	-	8	8		JENNIFER LOVE HEWITT/How Do I Deal
-	-	4	7		MARIAH CAREY/I Still Believe
-	-	4	7		PM DAWN/Faith In You
-	-	-	-		GARBAGE/Special

93.7 FM MARKET #38
WZPL/Indianapolis
(317) 816-4000
Gierdum/Decker

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
61	61	62	65		SHAWN MULLINS/Lullaby
48	45	60	65		SARAH McLACHLAN/Angel
68	65	59	64		EVERYTHING/Hooch
42	44	58	64		EAGLE-EYE CHERRY/Save Tonight
64	58	68	61		BARENAKED LADIES/One Week
46	44	46	48		R. KELLY & C. DION/I'm Your Angel
63	61	42	44		AERDSMITH/Don't Want To...
60	62	42	42		MATCHBOX 20/Real World
46	44	41	42		JEWEL/Hands
43	39	40	42		EDWIN MCCAINTY/Be
-	12	30	35		SUGAR RAY/Every Morning
26	27	30	34		GOO GOO DOLLS/Side
15	10	25	30		BARENAKED LADIES/It's All Been Done
25	27	27	29		NEW RADICALS/You Get What You...
-	-	26	29		ALANIS MORISSETTE/Unsent
24	28	27	27		EVE 6/Inside Out
25	24	27	27		KHALEEL/No Mercy
23	24	24	26		NATALIE IMBRUGLIA/Torn
24	23	24	25		EVERCLEAR/Father Of Mine
25	28	23	25		LENNY KRAVITZ/Fly Away
23	21	23	24		FAITH HILL/This Kiss
24	29	25	23		SHANIA TWAIN/From This Moment On
24	25	23	23		MATCHBOX 20/Back 2 Good
22	22	24	23		FASTBALL/Fire Escape
25	21	24	23		GREEN DAY/Time Of Your Life...
44	42	23	23		GOO GOO DOLLS/Side
22	24	23	23		JOHN MELLENCAMP/Your Life Is Now
25	20	23	22		SEMINOLE/Close Time
22	22	21	22		ALANIS MORISSETTE/Unsent
18	19	17	21		THIRD EYE BLIND/Jumper
16	17	20	18		MATCHBOX 20/3am
24	24	19	16		SHANIA TWAIN/You're Still The One
31	30	14	12		HOUSTON & CAREY/When You Believe...
7	11	10	11		DAVE MATTHEWS BAND/Crush
-	-	8	10		COLLECTIVE SOUL/Run
-	-	7	10		HOLE/Maibu

106.7 FM MARKET #39
WXXL/Oriando
(407) 339-6539
Cook/DeGraff

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
48	51	57	62		BLACKSTREET BOYS/All I Have To Give
57	65	46	59		WILL SMITH/Miami
39	42	38	55		MADONNA/The Power Of...
38	44	51	52		'N SYNC/(God...) A Little...
25	39	39	51		98 DEGREES/Because Of You
35	31	11	51		SHAWN MULLINS/Lullaby
49	57	59	46		BRANDY/Have You Ever?
38	42	37	44		THIRD EYE BLIND/Jumper
56	63	64	43		DIVINE/Lately
34	39	34	42		SARAH McLACHLAN/Angel
35	37	39	41		SHAGGY FUJANET/Luv Me, Luv Me
-	23	25	39		CHER/Believe
38	40	39	36		BRITNEY SPEARS/Baby One More...
39	56	60	34		MONIFA/Touch It
17	22	32	34		OFFSPRING/Pretty Fly (For...)
40	43	53	31		JEWEL/Hands
-	23	31	31		ALANIS MORISSETTE/Unsent
20	22	28	31		BLACKSTREET & MYA./Take Me There
-	17	23	25		SUGAR RAY/Every Morning
13	17	14	24		GOO GOO DOLLS/Side
-	-	24	14		MARIAH CAREY/I Still Believe
-	-	9	19		MONICA/Angel Of Mine
-	-	10	18		JOEY MCINTYRE/Stay The Same
27	27	24	18		EAGLE-EYE CHERRY/Save Tonight
-	-	14	13		2PAC/Changes
18	20	15	16		R. KELLY & C. DION/I'm Your Angel
12	16	15	13		LAURYN HILL/Doo Wop (That Thing)
17	16	15	12		BARENAKED LADIES/It's All Been Done
-	-	-	-		MATCHBOX 20/Back 2 Good
-	-	-	-		SWEETBOX/Make My Love...

MIX 104.1 MARKET #41
All Hit Music
KUMX/New Orleans
(504) 679-7300
Stewart

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
67	67	63	68		BRITNEY SPEARS/Baby One More...
67	67	67	67		SARAH McLACHLAN/Angel
66	67	62	66		EVERCLEAR/Father Of Mine
66	67	63	65		EVE 6/Inside Out
61	50	58	65		EAGLE-EYE CHERRY/Save Tonight
56	51	53	50		NICOLE/Make It Hot
27	29	40	50		BRANDY/Have You Ever?
55	49	49	49		GOO GOO DOLLS/Side
57	52	48	48		SHAGGY FUJANET/Luv Me, Luv Me
58	47	45	47		JEWEL/Hands
59	49	46	46		MATCHBOX 20/Back 2 Good
17	32	36	38		DIVINE/Lately
34	39	36	38		THIRD EYE BLIND/Jumper
37	37	38	36		NATALIE IMBRUGLIA/Wishing I Was There
-	-	2	35		WILL SMITH/Miami
36	35	35	35		ALIYAH/Are You That...
23	27	31	32		R. KELLY & C. DION/I'm Your Angel
26	29	31	32		OFFSPRING/Pretty Fly (For...)
32	29	28	32		SUGAR RAY/Every Morning
-	-	24	31		EVERLAST/What It's Like
35	32	31	31		EDWIN MCCAINTY/Be
32	31	30	30		SEMINOLE/Close Time
25	30	30	30		'N SYNC/(God...) A Little...
68	68	43	30		SHAWN MULLINS/Lullaby
31	29	28	29		ROB/N/Show Me Love
37	37	36	36		BLACKSTREET & MYA./Take Me There
28	23	26	27		THIRD EYE BLIND/Semi-Charmed Life
27	23	26	26		GREEN DAY/Time Of Your Life...
-	-	26	25		ALANIS MORISSETTE/Unsent
23	18	23	21		EVERCLEAR/I Will Buy You...
-	-	15	18		BETTER THAN EZRA/At The Stars
44	38	24	18		BARENAKED LADIES/It's All Been Done
-	-	-	-		BLACKSTREET & MYA./Take Me There
-	-	-	-		SUGAR RAY/Every Morning

B97.1 MARKET #42
WEZB/New Orleans
(504) 834-9587
Wagman/Love

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
25	27	35	59		SHAGGY FUJANET/Luv Me, Luv Me
24	26	33	59		EVERLAST/What It's Like
52	43	42	59		SARAH McLACHLAN/Angel
56	60	58	58		MATCHBOX 20/Back 2 Good
40	38	42	58		BRANDY/Have You Ever?
37	38	39	43		FLY'S/Got You (Where...)
39	38	41	43		LENNY KRAVITZ/Fly Away
55	56	54	42		GOO GOO DOLLS/Side
38	40	40	41		JEWEL/Hands
41	37	38	40		BRITNEY SPEARS/Baby One More...
40	39	40	40		DIVINE/Lately
27	35	40	39		WILL SMITH/Miami
11	16	22	39		'N SYNC/(God...) A Little...
55	58	55	38		EAGLE-EYE CHERRY/Save Tonight
-	7	25	30		ALANIS MORISSETTE/Unsent
24	27	22	29		BETTER THAN EZRA/At The Stars
14	15	16	28		BLACKSTREET & MYA./Take Me There
12	11	12	27		BLACKSTREET BOYS/All I Have To Give
24	27	26	24		FAITH HILL/This Kiss
-	-	5	23		CHER/Believe
7	12	22	20		MONICA/Angel Of Mine
-	-	3	18		MARIAH CAREY/I Still Believe
-	-	4	16		HOLE/Maibu
13	16	18	15		OFFSPRING/Pretty Fly (For...)
-	-	8	15		DAVE MATTHEWS BAND/Crush
13	13	14	15		BARENAKED LADIES/It's All Been Done
20	23	17	13		NEW RADICALS/You Get What You...
21	25	28	13		CAKE/Never There
11	13	14	12		LAURYN HILL/Doo Wop (That Thing)
40	40	13	12		NICOLE/Make It Hot
-	-	3	11		2PAC/Changes
-	-	1	8		JOEY MCINTYRE/Stay The Same
-	-	8	12		SUGAR RAY/Every Morning
22	28	26	6		BOYZ II MEN/I Will Get There
-	-	-	-		COLLECTIVE SOUL/Run
-	-	-	-		DEBORAH COX/Nobody's Supposed...
-	-	-	-		DRU HILL/These Are The Times

Kiss 98.5 MARKET #43
WKSE/Buffalo
(716) 884-5101
Universal/Wilde

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
21	18	44	55		SHAGGY FUJANET/Luv Me, Luv Me
23	39	54	55		BLACKSTREET & MYA./Take Me There
25	34	52	53		WILL SMITH/Miami
48	47	53	46		EAGLE-EYE CHERRY/Save Tonight
37	28	25	42		JEWEL/Hands
41	57	57	40		MONIFA/Touch It
51	38	45	39		SHAWN MULLINS/Lullaby
23	31	49	37		JANET/Every Time
43	54	46	37		GOO GOO DOLLS/Side
44	34	36	36		STARS ON 54/If You Could Read...
23	23	24	35		MONICA/Angel Of Mine
25	20	24	34		98 DEGREES/Because Of You
15	14	25	33		BLACKSTREET BOYS/All I Have To Give
40	46	39	32		D-CRU/Show Me
6	24	26	29		STARBUCKS/Music Sounds
23	37	37	27		BRANDY/Have You Ever?</



CHR/RHYTHMIC TOP 50

JANUARY 29, 1999

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	BRANDY Have You Ever? (Atlantic) 2430 2542 2583 2638 46/1					
5	4	3	2	MONICA Angel Of Mine (Arista) 2059 2104 2044 1805 45/0					
2	2	2	3	BLACKSTREET & MYA f/MASE... Take Me There (Interscope) 2015 2287 2436 2280 47/0					
4	3	4	4	JAY-Z f/AMIL AND JA Can I Get A... (Def Jam/RAL/Mercury) 1893 2044 2074 1957 41/0					
11	8	7	5	DRU HILL These Are The Times (University/Island) 1804 1716 1603 1383 48/1					
7	6	6	6	WILL SMITH Miami (Columbia) 1765 1805 1858 1636 34/0					
3	5	5	7	DRU HILL f/REDMAN How Deep... (Def Jam/RAL/Mercury/Island) 1663 1852 2044 2002 35/0					
16	14	10	8	TLC Silly Ho (LaFace/Arista) 1635 1589 1368 999 44/2					
8	7	9	9	2PAC Changes (Amaru/Death Row/Interscope) 1610 1650 1618 1593 40/0					
14	10	8	10	DEBORAH COX Nobody's Supposed To Be Here (Arista) 1554 1700 1558 1141 47/2					
17	16	14	11	WHITNEY HOUSTON Heartbreak Hotel (Arista) 1441 1297 1205 950 45/2					
13	15	13	12	OUTKAST Rosa Parks (LaFace/Arista) 1390 1341 1364 1202 34/1					
12	12	12	13	'N SYNC (God...) A Little More Time... (RCA) 1291 1440 1405 1213 32/0					
6	9	11	14	LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia) 1263 1449 1580 1762 35/0					
—	29	20	15	MARIAH CAREY I Still Believe (Columbia) 1066 790 475 199 42/3					
32	19	17	16	LAURYN HILL Ex-Factor (Ruffhouse/Columbia) 1026 992 808 418 33/3					
—	27	21	17	HARLEM... f/MASE &... I Really... (All Out/So So Def/Columbia) 879 783 521 52 39/2					
15	17	18	18	MONIFAH Touch It (Uptown/Universal) 862 938 1037 1107 22/0					
9	11	15	19	DIVINE Lately (Pendulum/Red Ant) 842 1295 1501 1582 24/0					
10	13	16	20	JAY-Z Hard Knock Life (Ghetto...) (Roc-A-Fella/Def Jam/Mercury) 784 1022 1382 1493 35/0					
20	20	22	21	BACKSTREET BOYS All I Have To Give (Jive) 772 760 793 686 21/0					
21	21	23	22	TQ Bye Bye Baby (ClockWork/Epic) 769 728 698 649 24/2					
33	33	29	23	BRITNEY SPEARS ...Baby One More Time (Jive) 765 529 465 404 20/3					
18	18	19	24	FAITH EVANS Love Like This (Bad Boy/Arista) 749 894 1000 943 20/0					
37	28	27	25	TYRESE Sweet Lady (RCA) 746 623 487 379 29/3					
—	38	24	26	R. KELLY When A Woman's Fed Up (Jive) 738 660 415 194 31/7					
BREAKER			27	GINUWINE What's So Different (550 Music/ERG) 721 442 90 10 34/5					
25	25	25	28	DMX Ruff Ryders Anthem (Def Jam/Mercury) 686 656 554 515 19/0					
38	34	30	29	JD f/KEITH SWEAT & R.O.C. Going Home... (So So Def/Columbia) 628 528 453 377 21/0					
41	37	33	30	JUVENILE Ha! (Cash Money/Universal) 620 502 426 344 30/6					
BREAKER			31	BRANDY Angel In Disguise (Atlantic) 614 478 274 168 30/5					
BREAKER			32	SHANICE When I Close My Eyes (LaFace/Arista) 612 421 128 — 27/6					
BREAKER			33	FAITH EVANS f/PUFF DADDY All Night Long (Bad Boy/Arista) 532 348 121 51 25/3					
23	24	28	34	R. KELLY f/KEITH MURRAY Home Alone (Jive) 527 616 577 567 15/1					
28	26	31	35	TOTAL f/MISSY ELLIOTT Trippin' (Bad Boy/Arista) 521 526 530 465 19/1					
BREAKER			36	FOXY BROWN Hot Spot (Violator/Def Jam/RAL/Mercury) 502 481 427 324 29/2					
22	23	26	37	BUSTA RHYMES Gimme Some More (Elektra/EEG) 497 640 635 592 27/0					
44	35	32	38	SWEETBOX U Make My Love Come Down (RCA) 456 506 442 324 18/1					
—	—	43	39	CHER Believe (Warner Bros.) 447 349 233 168 14/3					
46	42	36	40	MO THUGS FAMILY Ghetto Cowboy (Relativity) 397 454 367 298 21/2					
45	41	39	41	DJ QUIK f/2ND II NONE... Hand N' Hand (Profile/Arista) 360 381 382 315 15/1					
—	46	42	42	KEITH SWEAT I'm Not Ready (Elektra/EEG) 316 349 340 219 17/0					
DEBUT			43	ROOTS f/ERYKAH BADU You Got Me (MCA) 315 105 95 30 19/17					
29	32	41	44	XSCAPE My Little Secret (So So Def/Columbia) 310 360 465 457 11/0					
36	44	46	45	KURUPT We Can Freak It (Out) (Antra/A&M) 298 331 363 384 8/0					
31	40	45	46	TQ Westside (ClockWork/Epic) 295 334 388 424 10/0					
DEBUT			47	METHOD MAN Break Ups To Make Ups (Def Jam/RAL/Mercury) 291 249 61 62 22/2					
DEBUT			48	FAT JOE f/BIG PUNISHER... Bet Ya Man... (Mystic/Big Beat/Atlantic) 278 218 137 57 17/5					
DEBUT			49	VENGA BOYS We Like To Party! (Breakin'/Groove/Iconic/Slipstream) 274 203 106 65 9/3					
27	45	48	50	MYA f/SILKK THE SHOCKER Movin' On (University/Interscope) 244 325 355 472 13/0					

This chart reflects airplay from January 18-24. Songs ranked by total plays. Highlighted songs indicate Breaker. 51 CHR/Rhythmic reporters. 51 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1999, R&R Inc.

BREAKERS®

GINUWINE		
What's So Different (550 Music/ERG)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
721/279	34/5	27

BRANDY		
Angel In Disguise (Atlantic)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
614/136	30/5	31

SHANICE		
When I Close My Eyes (LaFace/Arista)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
612/191	27/6	32

FAITH EVANS f/PUFF DADDY		
All Night Long (Bad Boy/Arista)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
532/184	25/3	33

FOXY BROWN		
Hot Spot (Violator/Def Jam/RAL/Mercury)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
502/21	29/2	36

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
DIVINE One More Try (Pendulum/Red Ant)	21
ROOTS f/ERYKAH BADU You Got Me (MCA)	17
BEFORE DARK Come Correct (RCA)	10
R. KELLY When A Woman's Fed Up (Jive)	7
2PAC Unconditional Love (Amaru/Death Row/Interscope)	6
JUVENILE Ha! (Cash Money/Universal)	6
SHANICE When I Close My Eyes (LaFace/Arista)	6
BRANDY Angel In Disguise (Atlantic)	5
FAT JOE f/BIG PUNISHER... Bet Ya... (Mystic/Big Beat/Atlantic)	5
GINUWINE What's So Different (550 Music/ERG)	5

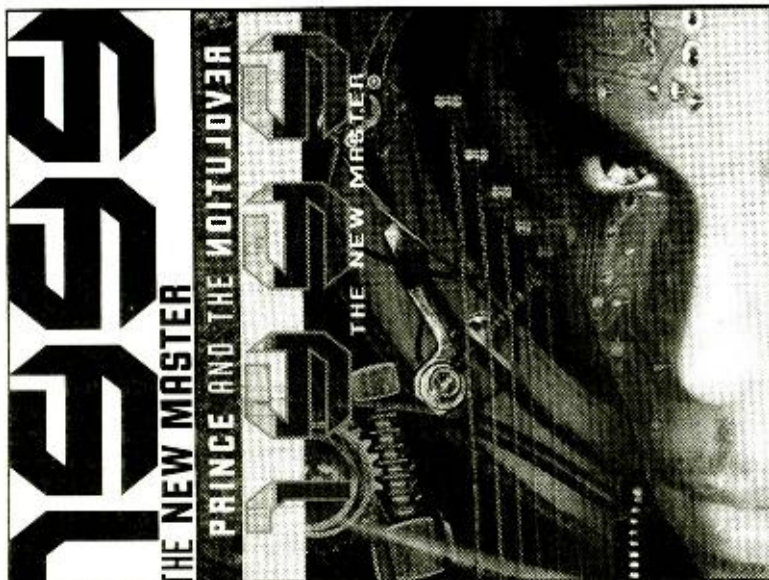
MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GINUWINE What's So Different (550 Music/ERG)	+279
MARIAH CAREY I Still Believe (Columbia)	+276
BRITNEY SPEARS ...Baby One More Time (Jive)	+236
ROOTS f/ERYKAH BADU You Got Me (MCA)	+210
SHANICE When I Close My Eyes (LaFace/Arista)	+191
FAITH EVANS f/PUFF DADDY All Night... (Bad Boy/Arista)	+184
WHITNEY HOUSTON Heartbreak Hotel (Arista)	+144
BRANDY Angel In Disguise (Atlantic)	+136
TYRESE Sweet Lady (RCA)	+123
JUVENILE Ha! (Cash Money/Universal)	+118

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
NEXT Too Close (Arista)
NICOLE Make It Hot (Gold Mind/EastWest/EEG)
LAURYN HILL Can't Take My Eyes Off... (Ruffhouse/Columbia)
USHER My Way (LaFace/Arista)
BIG PUNISHER f/JOE Still Not A Player (Loud)
K-CI & JOJO All My Life (MCA)
WILL SMITH Just The Two Of Us (Columbia)
VOICES OF THEORY Say It (H.O.L.A./Red Ant)
WILL SMITH Gettin' Jiggy Wit It (Columbia)
BRANDY & MONICA The Boy Is Mine (Atlantic)

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.



7 NEW MIXES
IN STORES
FEBRUARY 2ND

FEATURING
**LARRY GRAHAM,
ROSIE GAINES,
DOUG E FRESH,
ROSARIO DAWSON,
THE REVOLUTION,
THE NPG AND
U KNOW WHO...**

ON
N2
RECORDS

AND **CHAKA KHAN - COME 2 MY HOUSE**
FEAT. "DON'T TALK 2 STRANGERS" FROM THE
MAYA ANGELOU FILM "DOWN IN THE DELTA"
IN STORES NOW!!

PHATBOTTOMED NEW CD BY THE
FOUNDING FATHER OF FUNK BASS.
FROM **SLY & THE FAMILY**
STONE 2 GCS2000~
MORE OF WHAT U'RE FUNKIN' 4

ALSO ON NPG - AVAILABLE FEB 2



HIP-HOP TOP 20

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
1	1	2PAC Changes (Amaru/Death Row/Interscope) 3663 4168 109/0			
2	2	JAY-Z F/AMIL AND JA Can I Get A... (Def Jam/RAL/Mercury) 3000 3529 79/0			
3	3	OUTKAST Rosa Parks (LaFace/Arista) 2457 2635 75/1			
9	4	JUVENILE Ha! (Cash Money/Universal) 2195 2007 93/8			
8	5	FOXY BROWN Hot Spot (Violator/Def Jam/RAL/Mercury) 2138 2029 104/4			
4	6	WILL SMITH Miami (Columbia) 2137 2237 55/0			
5	7	BUSTA RHYMES Gimme Some More (Elektra/EEG) 2130 2199 107/1			
11	8	JD F/KEITH SWEAT & R.O.C. Going Home... (So So Def/Columbia) 1962 1661 88/3			
7	9	LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia) 1951 2097 63/0			
6	10	JAY-Z Hard Knock Life (Ghetto...) (Roc-A-Fella/Def Jam/Mercury) 1574 2162 75/0			
12	11	METHOD MAN Break Ups To Make Ups (Def Jam/RAL/Mercury) 1468 1279 93/3			
10	12	ICE CUBE F/MR. SHORT KHOP Pushin' Weight (Lench Mob/Priority) 1420 1955 70/0			
15	13	TQ Bye Bye Baby (ClockWork/Epic) 1329 1082 69/5			
13	14	BIG PUNISHER F/MISSJONES Punish Me (Loud) 1196 1146 72/3			
18	15	FAT JOE F/BIG PUNISHER... Bet Ya... (Mystic/Big Beat/Antantic) 1088 825 87/12			
—	16	ROOTS F/ERYKAH BADU You Got Me (MCA) 1078 129 96/92			
14	17	MYSTIKAL That's The Rapper (Big Boy/No Limit/Jive) 1078 1139 57/0			
16	18	REDMAN I'll Be That (Def Jam/Mercury) 1047 944 58/2			
—	19	SILKK THE SHOCKER It Ain't My Fault 2 (No Limit/Priority) 979 208 70/20			
19	20	HARLEM WORLD F/MASE & K. PRICE I Really... (All Out/So So Def/Columbia) 940 791 46/8			

This chart reflects airplay from January 18-24. Songs ranked by total plays. 51 CHR/Rhythmic reporters and 89 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. © 1999, R&R Inc.

NEW & ACTIVE

OFFSPRING Pretty Fly (For A White Guy) (Columbia)
Total Plays: 241, Total Stations: 10, Adds: 0

BIG PUNISHER F/MISSJONES Punish Me (Loud)
Total Plays: 197, Total Stations: 10, Adds: 2

SHANIA TWAIN From This Moment On (Mercury)
Total Plays: 195, Total Stations: 6, Adds: 0

KELLY PRICE Secret Love (T-Neck/Island)
Total Plays: 174, Total Stations: 6, Adds: 2

JAY-Z F/DMX Money, Cash, Hoes (Roc-A-Fella/Def Jam/Mercury)
Total Plays: 162, Total Stations: 6, Adds: 2

IVY QUEEN In The Zone (Sony Latin)
Total Plays: 147, Total Stations: 5, Adds: 1

PM DAWN Faith In You (Gee Street/V2)
Total Plays: 82, Total Stations: 5, Adds: 1

DIVINE One More Try (Pendulum/Red Ant)
Total Plays: 60, Total Stations: 21, Adds: 21

BEFORE DARK Come Correct (RCA)
Total Plays: 58, Total Stations: 10, Adds: 10

ANTUAN & RAY RAY Feelin' It (Motown/Universal)
Total Plays: 25, Total Stations: 5, Adds: 4

Songs ranked by total plays



IT MUST BE WITCHCRAFT ... — WDRQ/Detroit night guy Chad Mitchell is bewitched by Erin Murphy, better known as Tabitha. In fact, these two look a little too cozy!

NEW RELEASES

ADDS FEBRUARY 2

- BC** Why-O-Why (Red Ant)
- CHICO DEBARGE** Soopaman Lover (Kedar/Universal)
- 3RD STOREE** If Ever (Yab Yum/Elektra/EEG)
- 2PAC** Unconditional Love (Amaru/Death Row/Interscope)

CHR/RHYTHMIC REPORTERS

Stations and their adds listed alphabetically by market

KKSS/Albuquerque, NM PD: Tony Manero MD: Jackie James 9 BRANDY "Disguise" 9 FAT JOE FBIG "Bet" 9 ROOTS F/ERYKAH BADU "Got" BEFORE DARK "Correct" DIVINE "Try" CASE FUJEE "Faded"	WJMN/Boston, MA PD: Cadillac Jack McCartney APD/MD: Danny Ocean SHANICE "Close" DIVINE "Try"	KBOS/Fresno, CA PD: E. Curtis Johnson MD: Travis Loughran 20 MD THUGS FAMILY "Ghetto" 19 R. KELLY "Woman's" 18 BRANDY "Disguise"	KLUC/Las Vegas, NV PD: Cat Thomas MD: Melissa Stetas TYRESE "Sweet" DEBORAH COX "Supposed" R. KELLY "Woman's"	WQHT/New York, NY PD/MD: Tracy Cioherly 14 DJ CLUE "Ruh!"	KGGI/Riverside, CA PD: Mark Feather APD/MD: Jesse Duran 5 BRITNEY SPEARS "Baby" 2 HARLEM WORLD "Like" 1 R. KELLY F/K. MURRAY "Hona" 1 DIVINE "Try" 1 SHANICE "Close"	XHTZ/San Diego, CA PD: Lisa Vazquez MD: Dale Solivan 62 KELLY PRICE "Secret" 55 ROOTS F/ERYKAH BADU "Got" 20 2PAC "Love" 17 DIVINE "Try"	KOHT/Tucson, AZ PD: Paco Jacobo APD/MD: Fred Rico 27 BEFORE DARK "Correct" 17 SHANICE "Close" 3 BIG PUNISHER/MISS "Punish" 5 DIVINE "Try" 3 ROOTS F/ERYKAH BADU "Got"
KYLZ/Albuquerque, NM DM/MD: M. C. Scappy MD: Robb Royale 2PAC "Love" ROOTS F/ERYKAH BADU "Got" DIVINE "Try" JUVENILE "Ha!"	WBBM/Chicago, IL PD: Todd Cavanah MD: Erik Bradley 21 SHANICE "Close" 14 TLC "Silly" 1 JOEY MCINTYRE "Stay"	KKPW/Fresno, CA DM/MD: Greg Mack 8 DIVINE "Try" 8 ROOTS F/ERYKAH BADU "Got" 8 2 LIVE CREW "Real" 8 HARLEM WORLD "Like" 42 BRANDY "Ever" 36 JUVENILE "Ha!" 8 METHOD MAN "Break"	KPWR/Los Angeles, CA VP/Prog.: Steve Smith APD: Damien Young MD: E-Man 42 BRANDY "Ever" 36 JUVENILE "Ha!" 8 METHOD MAN "Break"	KCAQ/Oxnard, CA PD: Dan Garite MD: Carn Dog 11 EMINEM "Name" 5 K-CI & JOJO "Life"	WMAX/Rochester, NY PD: Erick Anderson APD: Patrick Castania WHITNEY HOUSTON "Heartbreak"	KMEL/San Francisco, CA PD: Joey Arbagey MD: Glenn Aure ROOTS F/ERYKAH BADU "Got" GETO BOYS "Gangsta" CASE FUJEE "Faded"	WOWZ/Utica, NY DM/MD: J.P. Marks MD: Harry Carpenter 15 KELLY PRICE "Secret" 12 ROOTS F/ERYKAH BADU "Got" 12 MADONNA "Matters" DIVINE "Try" 3RD STOREE "Ever" KENNY LATTIMORE "Lose"
KQBT/Austin, TX PD: Scooter B Stevens APD: Alex C 7 KEITH SWEAT F/SNOOP "Come" BEFORE DARK "Correct" DIVINE "Try"	KZFM/Corpus Christi, TX PD: Ed Deanas MD: Danny B. Jammin' 15 JOEY MCINTYRE "Stay" GINUWINE "Different" LAURYN HILL "Ex-Factor" DIVINE "Try"	WJMH/Greensboro, NC DM/MD: Brian Douglas MD: Mary Kay 46 DJ DMD "Lighers" 44 TYRESE "Sweet"	KHTN/Merced, CA PD/MD: Dan Watson 2 DIVINE "Try" ROOTS F/ERYKAH BADU "Got" BEFORE DARK "Correct" ANTUAN & RAY RAY "Feelin" VENGA BOYS "Party"	KPSI/Palm Springs, CA DM/MD: Mike Keane 15 TOTAL/MISSY ELLIOTT "Trippin" 11 DRU HILL "Times" 10 BRANDY "Disguise" 7 FAT JOE FBIG "Bet" 6 OUTKAST "Rosa" 5 SHAWN MULLINS "Lulaby" 5 CHER "Believe" DIVINE "Try"	KBMB/Sacramento, CA PD/MD: Ibrahim "Ebro" Jamile 28 REDMAN "T.Y." 6 BOYZ II MEN "There" DIVINE "Try" BOY QUEEN "Zone" KENNY LATTIMORE "Lose" ROOTS F/ERYKAH BADU "Got" 2PAC "Love" BEFORE DARK "Correct"	KYLD/San Francisco, CA PD: Michael Martin APD/MD: Jazzy Jim Archer 24 EMINEM "Name" 5 DIVINE "Try" FAITH EVANS "Night" 2PAC "Love"	WPGC/Washington, DC PD: Jay Stevens APD/MD: Maurice Devoe 11 ROOTS F/ERYKAH BADU "Got"
KISV/Bakersfield, CA PD: Bob Lewis MD: Bobby Sato 7 MARIAH CAREY "Believe"	WBTT/Dayton, OH PD: Sandy Collins APD/MD: Rave Kimberlin FOXY BROWN "Hot"	KBXX/Houston, TX PD: Rob Scorpio MD: Greg Head 24 PRESSWA "Boy" LAURYN HILL "Ex-Factor" 14 WHITNEY HOUSTON "Heartbreak" 10 FOXY BROWN "Hot"	WPOW/Miami, FL PD: Kid Curry MD: Eddie Mix APD: Tony The Tiger 16 KHADJIA F/PRODUCT "Here" LAURYN HILL "Ex-Factor" FAT JOE FBIG "Bet" EMINEM "Name"	KKFR/Phoenix, AZ PD: Bruce St. James APD: Crazy Kid Stevanz FAT JOE FBIG "Bet" PM DAWN "Faith" ROOTS F/ERYKAH BADU "Got"	KSFM/Sacramento, CA PD: Bob West MD: John E. Cage R. KELLY "Woman's" GINUWINE "Different" JUVENILE "Ha!" LAURYN HILL "Ex-Factor" DJ QUIN F/2ND II "Hand"	KWWW/San Luis Obispo, CA PD: Jammer MD: Tommy Delrio 7 FAITH EVANS "Night" 6 DIVINE "Try" 6 SHANICE "Close"	KDGS/Wichita, KS PD: Steve Dorrell APD: Ricardo Cherry MD: A.J. Jones 40 R. KELLY "Woman's" 31 TO "Bye" 23 BEFORE DARK "Correct" 11 BIG PUNISHER/MISS "Punish" 11 ROOTS F/ERYKAH BADU "Got" 7 DIVINE "Try" 7 2PAC "Love" ANTUAN & RAY RAY "Feelin" KENNY LATTIMORE "Lose"
WERQ/Baltimore, MD DM/MD: Tom Calococi MD: Darren Brin 45 ROOTS F/ERYKAH BADU "Got" 16 GINUWINE "Different" 14 MARIAH CAREY "Believe" 7 METHOD MAN "Break" 43 JESSE POWELL "You" 42 COOL BREEZE "Hook"	WDRQ/Detroit, MI PD: Alex Tear MD: Jimmi Jam 33 LAURYN HILL "Can't" 4 BRANDY "Disguise" MADONNA "Matters" SWEETBOX "Make" CHER "Believe" GINUWINE "Different"	WJBT/Jacksonville, FL PD: Dave Wytler MD: Tiffany Green 20 GERALD LEVERT "Takin' 14 ROOTS F/ERYKAH BADU "Got" 13 GINUWINE "Different" 12 OUTKAST "Sotote" 10 JAY-Z F/DMX "Money" MD THUGS FAMILY "Ghetto" BEFORE DARK "Correct"	KDON/Monterey, CA PD: Scooter B. Stevens MD: Picazzo VENGA BOYS "Party" TO "Bye" TLC "Silly" JUVENILE "Ha!" SUGAR RAY "Ev'ry"	WWXK/Providence, RI PD: Jerry McKenna 16 JAY-Z F/DMX "Money" FAT JOE FBIG "Bet" PM DAWN "Faith" ROOTS F/ERYKAH BADU "Got"	WOCO/Salisbury, MD PD: Wookiee MD: Gizmo 24 ANTUAN & RAY RAY "Feelin" DIVINE "Try" SEASTIE BOYS "Mowin" BEFORE DARK "Correct"	KWIN/Stockton, CA PD: John Christian MD: Pretty Boy Dontay ROOTS F/ERYKAH BADU "Got" ANTUAN & RAY RAY "Feelin" DIVINE "Try"	WPGC/Washington, DC PD: Jay Stevens APD/MD: Maurice Devoe 11 ROOTS F/ERYKAH BADU "Got"
WBHJ/Birmingham, AL PD: Mickey Johnson APD/MD: Mary K 61 DRU HILL "Love" 46 SILKK THE SHOCKER "It" 44 UGK "Take" 44 ROOTS F/ERYKAH BADU "Got" 43 JESSE POWELL "You" 42 COOL BREEZE "Hook"	KPRR/El Paso, TX DM: John Candelaria PD/MD: Victor Starr 34 98 DEGREES "Because" 19 CHER "Believe" BRANDY "Disguise" TYRESE "Sweet"	WKTU/New York, NY PD: Frankie Blue APD/MD: Andy Shane BRITNEY SPEARS "Baby"	KWNZ/Reno, NV PD/MD: Bill Shakespeare BEFORE DARK "Correct" R. KELLY "Woman's" DIVINE "Try" CHER "Believe"	WVXK/Providence, RI PD: Jerry McKenna 16 JAY-Z F/DMX "Money" FAT JOE FBIG "Bet" PM DAWN "Faith" ROOTS F/ERYKAH BADU "Got"	KTFM/San Antonio, TX PD: Cliff Shredway MD: Steve Chavez VENGA BOYS "Party" DIVINE "Try" 2PAC "Love"	WLLD/Tampa, FL PD: Dave Ferguson MD: Orlando DEBORAH COX "Supposed"	51 Total Reporters 51 Current Reporters 51 Current Playlists

CHR/RHYTHMIC PLAYLISTS

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

MARKET #1				
WKUT/New York (201) 420-3700 Blue/Shane				
PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
35	42	62	66	VENGA BOYS/We Like To Party!
57	70	66	60	STARS ON 54/If You Could Read...
58	68	66	59	CHER/ Believe
47	54	59	52	BRANDY/Have You Ever?
29	31	51	51	WILL SMITH/Miami
36	39	37	37	ELVIS CRESPO/Suavemente
44	50	43	34	DEBORAH COX/Nobody's Supposed..
36	36	38	34	RAZOR & GUIDO/Do It Again
-	5	21	25	JOEY MCINTYRE/Stay The Same
5	16	29	24	TAMPERER F/MA/Feel It
47	43	21	24	'N SYNC/Teann' Up My Heart
45	39	38	23	CYNTHIA/If I Had The Chance
-	19	33	22	SHANIA TWAIN/From This Moment On
22	32	29	21	LAURYN HILL/Doo Wop (That Thing)
17	18	16	17	VERONICA/Release Me
17	19	17	17	HANNA/You Only Have To
34	39	32	17	MADONNA/The Power Of..
19	18	15	15	ROCKELL F/CD/LAGE/Can't We Try
31	36	24	14	R. KELLY & C. DION/In Your Angel
5	15	16	14	AALIYAH/Are You That..
45	41	24	13	JENNIFER PAIGE/Crush
33	41	24	13	NEXT/Too Close
14	17	15	13	REINA/Find Another Woman
18	26	13	13	'N SYNC/(God...) A Little
-	-	11	12	MADONNA/Nothing Really..
13	11	11	11	DIVINE/Lately
14	16	13	10	BLACKSTREET & MYA /Take Me There
13	18	5	5	K-CI & J.O./Oh My Life
14	15	5	5	BACKSTREET BOYS/It's Never Break
-	-	-	-	BRITNEY SPEARS/..Baby One More..

MARKET #1				
WQHT/New York (212) 229-9797 Cloherty				
PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
27	38	42	42	WHITNEY HOUSTON/Heartbreak Hotel
25	38	42	42	DJ CLUE F/DMX/It's Dn
37	41	42	42	JAY-Z F/FAMIL AND J/Can I Get A..
36	42	41	41	DMX F/FAITH EVANS/How's It Gon' Down?
35	42	41	41	JAY-Z F/FAMIL AND J/Can I Get A..
26	31	34	40	DEBORAH COX/Nobody's Supposed..
37	41	43	39	FAITH EVANS/Love Like This
38	43	42	38	BUSTA RHYMES/Gimme Some More
-	-	13	37	BUSTA RHYMES/What's It Gonna Be
-	27	35	35	REDMAN F/BUSTA.../Da Goodness
-	26	36	33	METHOD MAN/Break Ups To Make
21	28	27	32	METHOD MAN/In Disguise
15	13	20	31	JAY-Z/Jigga Who Jigga What
27	28	29	30	TOTAL/MISSY ELLIOTT/Trappin'
22	27	29	29	R. KELLY/When A Woman's..
-	17	26	29	KELLY PRICE/Secret Love
29	32	25	29	R. KELLY/Did You Ever Think
23	28	30	29	LAURYN HILL/Ex-Factor
25	29	30	29	DRU HILL/These Are The Times
-	-	13	27	CHICO DEBARGE/Scoopman Lover
-	-	11	26	DJ CLUE F/Oh My Life
-	11	27	24	BRANDY/Have You Ever?
-	22	22	24	FAITH EVANS/..All Night Long
32	38	32	23	MONICA/Angel Of Mine
26	30	23	21	2PAC/Changes
36	33	29	20	JAY-Z/Hard Knock Life..
10	14	19	19	JUVENILE/Ha!
20	26	19	19	BLACKSTREET & MYA /Take Me There
15	22	15	15	KRS-ONE/Five Boroughs
16	16	20	15	FOXY BROWN/Hot Spot
-	-	-	14	DJ CLUE F/Ruff Ryders Anthem
15	14	16	13	METHOD MAN/Judgement Day
-	-	-	12	TIMBALAND F/JAY-Z/Lobster And Scrimp
-	-	-	11	NAUGHTY BY NATURE/Oh All By My..
-	-	-	12	KID CAPRI/LOST BOYZ/Loud & Clear

MARKET #2				
KPWR/Los Angeles (818) 953-4200 Smith/E-Man				
PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
41	80	80	80	BAD AZZ F/SNOOP DOGG/We Be Puttin' It..
44	80	77	76	DUTKAST/Rosa Parks
43	77	74	76	JAY-Z F/FAMIL AND J/Can I Get A..
33	51	49	74	NEXT/Still Love You
7	38	40	69	JD F/KEITH SWEAT /..Going Home With Me
43	80	77	58	DJ QUIK F/2ND II../Hand N' Hand
23	55	69	57	2PAC/Changes
20	41	41	51	TLC/Silly Ho
21	28	26	47	LAURYN HILL/Doo Wop (That Thing)
-	16	37	43	MARIAH CAREY/..Still Believe
-	55	42	42	R. KELLY F/K. MURRAY/Home Alone
-	42	42	42	BRANDY/Have You Ever?
26	45	41	41	FOXY BROWN/Hot Spot
-	19	40	40	MO THUGS FAMILY/Ghetto Cowboy
-	38	37	37	FAT JOE F/BIG /..Bet Ya Man Can't..
-	36	36	36	JUVENILE/Ha!
43	74	49	29	DRU HILL F/REDMAN/How Deep Is Your
19	23	26	23	SNOOP DOGG/..Still A G Thang
-	34	35	11	LAURYN HILL/Ex-Factor
27	51	19	5	JAY-Z/Hard Knock Life
19	22	10	5	FAITH EVANS/Love Like This
16	38	5	5	JAY-Z F/DMX/Money Cash, Ho
5	5	5	5	HARLEM WORLD.../I Really Like It
-	-	-	-	METHOD MAN/Break Ups To Make..

MARKET #3				
B96/Chicago WBBM/Chicago (312) 944-6000 Cavanaugh/Bradley				
PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
48	61	85	84	DRU HILL F/REDMAN/How Deep Is Your..
37	55	79	81	MONICA/Angel Of Mine
78	73	59	80	JAY-Z F/FAMIL AND J/Can I Get A..
73	79	82	79	DIVINE/Lately
44	48	64	72	R. KELLY F/K. MURRAY/Home Alone
73	79	80	70	BRANDY/Have You Ever?
18	30	54	60	WILL SMITH/Miami
44	48	46	46	EAGLE-EYE CHERRY/Save Tonight
41	60	67	44	'N SYNC/(God...) A Little
28	36	34	44	BLACKSTREET & MYA /..Take Me There
40	46	39	42	JEWEL/Hands
38	28	20	41	BACKSTREET BOYS/..I Have To Give
78	81	71	38	MONIFAH/Touch It
-	18	37	37	LAURYN HILL/Can't Take My
-	15	36	36	CHER/ Believe
-	11	33	33	MARIAH CAREY/..Still Believe
76	73	40	28	LAURYN HILL/Doo Wop (That Thing)
23	33	26	28	FAITH EVANS/Love Like This
27	30	20	27	2PAC/Changes
42	35	17	27	JAY-Z/Hard Knock Life..
-	21	21	21	SHANICE/When I Close My Eyes
-	8	20	20	BRITNEY SPEARS/..Baby One More..
-	-	-	-	TLC/Silly Ho
-	12	13	13	STARBUCKS/Music Sounds..
16	16	15	12	DEBORAH COX/Nobody's Supposed..
-	23	8	8	HARLEM WORLD.../I Really Like It
2	3	4	3	BUSTA RHYMES/Gimme Some More
-	-	-	-	JOEY MCINTYRE/Stay The Same

MARKET #4				
KMEL/San Francisco (415) 538-1061 Arbagey/Aure				
PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
51	58	57	59	JAY-Z F/FAMIL AND J/Can I Get A
54	58	59	58	FAITH EVANS/..Love Like This
51	57	52	56	LAURYN HILL/Doo Wop (That Thing)
35	43	51	56	DMX/Ruff Ryders Anthem
28	30	35	55	TIMBALAND/Keep It Real
25	27	38	54	LAURYN HILL/Ex-Factor
29	39	53	49	DEBORAH COX/Nobody's Supposed..
57	67	63	44	KURUPT/We Can Freak It..
63	67	67	44	OUTKAST/Rosa Parks
32	43	43	43	TLC/Silly Ho
-	5	28	39	R. KELLY/When A Woman's..
32	36	33	37	DRU HILL F/REDMAN/How Deep Is Your
34	36	37	37	TAMIA/So Into You
5	25	37	33	FOXY BROWN/Hot Spot
12	24	34	33	KELLY PRICE/Secret Love
13	25	29	31	WHITNEY HOUSTON/Heartbreak Hotel
22	28	28	28	MONICA/Angel Of Mine
22	28	28	28	DRU HILL/These Are The Times
32	33	30	27	NEXT/Still Love You
7	23	27	24	JUVENILE/Ha!
28	24	20	20	ICE CUBE/MR. SHORT /..Pushin' Weight
-	14	18	18	CHICO DEBARGE/Scoopman Lover
-	14	13	13	METHOD MAN/Break Ups To Make
10	13	11	13	GINUWINE/What's So Different
16	29	16	10	TQ/Bye Bye Baby
5	5	9	8	BIG PUNISHER/MISS.../Punish Me
-	5	7	7	FAITH EVANS/..All Night Long
5	5	5	5	TOTAL/MISSY ELLIOTT/Trappin'
8	10	13	6	BUSTA RHYMES/Gimme Some More
29	40	35	6	2PAC/Changes
-	-	-	-	TYRESE/Sweet Lady
-	-	-	-	BRANDY/Angel In Disguise
-	-	-	-	MARIAH CAREY/..Still Believe
-	-	-	-	SHANICE/When I Close My Eyes
-	-	-	-	ROOTS F/ERYKAH BADU/You Got Me
-	-	-	-	GETO BOYS/Gangsta Put Me Down
-	-	-	-	CASE F/JOE/Faded Pictures

MARKET #4				
WILD 94.9 KYLD/San Francisco (415) 356-0949 Martin/Archer				
PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
51	38	68	73	2PAC/Changes
74	75	73	71	DMX/Ruff Ryders Anthem
53	69	73	69	MONICA/Angel Of Mine
78	74	74	68	JAY-Z F/FAMIL AND J/Can I Get A..
45	64	50	66	OUTKAST/Rosa Parks
49	41	41	63	TLC/Silly Ho
30	22	40	63	VENGA BOYS/We Like To Party!
19	23	59	40	'N SYNC/(God...) A Little
78	73	50	40	WILLIE MAX.../Can't Get Enough
79	72	48	38	DRU HILL F/REDMAN/How Deep Is Your
64	71	68	36	BRANDY/Have You Ever?
9	31	35	27	BRANDY/Angel In Disguise
14	26	21	26	FOXY BROWN/Hot Spot
47	37	38	25	BLACKSTREET & MYA /..Take Me There
-	-	-	-	EMINEM/My Name Is
19	16	21	24	JUVENILE/Ha!
8	9	15	24	DRU HILL/These Are The Times
34	22	19	22	FAT JOE F/BIG /..Bet Ya Man Can't..
-	-	-	-	GINUWINE/What's So Different
52	36	25	19	LAURYN HILL/Doo Wop (That Thing)
19	10	11	12	ELVIS CRESPO/Suavemente
6	8	8	11	DJ QUIK F/2ND II../Hand N' Hand
-	11	10	11	LAURYN HILL/Ex-Factor
-	14	9	9	HARLEM WORLD.../I Really Like It
-	6	8	8	R. KELLY/When A Woman's..
-	7	6	6	MARIAH CAREY/..Still Believe
5	7	6	6	TYRESE/Sweet Lady
8	5	6	6	WHITNEY HOUSTON/Heartbreak Hotel
-	-	-	-	D.J. LAZLA/Negra Tula
6	6	10	5	DEBORAH COX/Nobody's Supposed..
-	-	-	-	BC/Why-O-Why
-	-	-	-	METHOD MAN/Break Ups To Make..
-	-	-	-	DIVINE/One More Try
-	-	-	-	JOEY MCINTYRE/Stay The Same
9	5	13	5	MO THUGS FAMILY/Ghetto Cowboy
-	-	-	-	FAITH EVANS/..All Night Long
-	-	-	-	2PAC/Unconditional Love

MARKET #6				
WDRQ 93.1 FM WDRQ/Detroit (248) 354-9300 Tear/Jam				
PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
60	53	50	55	SHAGGY F/JANET/Luv Me, Luv Me
37	53	54	53	WILL SMITH/Miami
63	53	54	53	98 DEGREES/Because Of You
62	54	49	53	DRU HILL F/REDMAN/How Deep Is Your..
26	49	54	52	CHER/ Believe
63	53	54	52	MONIFAH/Touch It
19	46	52	51	'N SYNC/(God...) A Little
62	51	51	50	BRANDY/Have You Ever?
39	39	40	48	BRITNEY SPEARS/..Baby One More..
-	-	-	-	ROCKWELL/In A Dream
34	38	36	39	BLACKSTREET & MYA /..Take Me There
27	35	39	38	STARBUCKS/Music Sounds..
39	37	39	38	STARS ON 54/If You Could Read...
59	54	32	35	DIVINE/Lately
44	47	35	35	AALIYAH/Are You That..
35	35	30	33	TQ/Bye Bye Baby
-	-	-	-	LAURYN HILL/Can't Take My..
35	34	30	33	VOICES OF THEORY/Say It
-	26	36	32	DEBORAH COX/Nobody's Supposed..
33	34	33	32	BACKSTREET BOYS/..I Have To Give
30	34	31	30	TAMIA/So Into You
17	29	30	30	UNCLE SAM/When I See You Smile
-	18	19	29	MONICA/Angel Of Mine
24	29	27	25	JANET/Every Time
-	20	24	24	PM DAWN/Faith In You
-	24	23	23	TATYANA ALI/Boy You Knock Me Out
23	20	18	22	TOUCH AND GO/Would You ?
-	22	22	22	MARIAH CAREY/..Still Believe
18	18	17	20	SPICE GIRLS/Goodbye
-	-	-	-	TLC/Silly Ho
-	-	-	-	MOUSSE T/Horry
-	-	-	-	DRU HILL/These Are The Times
9	12	11	8	2PAC/Changes
-	-	-	-	JAY-Z/Hard Knock Life..
-	-	-	-	BRANDY/Angel In Disguise
-	-	-	-	MADONNA/Nothing Really..
-	-	-	-	SWEETBOX/Make My Love..
-	-	-	-	GINUWINE/What's So Different

MARKET #8				
WJMN/Boston (781) 663-2500 McCartney/Ocean				
PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
68	68	67	67	JAY-Z F/FAMIL AND J/Can I Get A
37	39	58	67	MONICA/Angel Of Mine
65	68	67	66	DRU HILL/These Are The Times
65	65	66	66	DRU HILL F/REDMAN/How Deep Is Your
38	37	58	66	2PAC/Changes
65	65	67	65	JERMAINE OUPRI/JAY-Z/Money Ain't A Thang
66	66	64	56	JAY-Z/Hard Knock Life
46	45	40	52	WILL SMITH/Miami
-	-	-	-	HARLEM WORLD.../I Really Like It
47	45	48	43	BLACKSTREET & MYA /..Take Me There
66	64	49	41	MONIFAH/Touch It
46	50	44	41	OUTKAST/Rosa Parks
67	65	48	40	MYA F/SILK /..Movin' On
31	31	30	35	TLC/Silly Ho
25	22	34	33	GINUWINE/Same Ol' G
44	44	29	32	BRANDY/Have You Ever?
-	-	-	-	R. KELLY F/K. MURRAY/Home Alone
41	42	29	26	AALIYAH/Are You That..
20	21	22	18	TATYANA ALI/Boy You Knock Me Out
-	-	-	-	FAITH EVANS/..All Night Long
16	18	18	14	KEITH SWEAT/..I'm Not Ready
13	13	13	13	BIG PUNISHER F/JOE/Sil



WALT LOVE

L.A.'s Community Feels Every 'Beat'

□ **KKBT's promo team helped create a balance of entertainment and civic awareness**

Today's competitive environment requires a radio station to have a strong and creative marketing and promotional staff to implement its winning philosophy. One station that fits this bill is KKBT (The Beat)/Los Angeles. The Urban station has evolved over the years in programming, marketing and promotional activities.



Eileen Woodbury

Eileen Woodbury oversees the latter as The Beat's Dir./Marketing & Promotions. Before joining KKBT, she worked for KQLZ (Pirate Radio) and Hot AC KEZY/Anaheim, CA. In her six years at The Beat, Woodbury has seen the station go through many changes.

Things Change

"Any radio station goes through changes in its history or its heritage," Woodbury explains. "While the problems we face are the same, they've changed in their focus. Sometimes you need to focus on your TSL. Sometimes you have a new competitor that's coming out and you want things a certain way. Other times you might need to increase your community image."

It was a desire to do the latter that spurred on The Beat's evolution. "About five years ago, the station underwent a lot of changes — Keith Naftaly came in as PD, and we became an aggressive competitor in the market. The station did some marketing during its original launch,

but it certainly didn't do any promotions. At that point, we sat down and defined our goals: 'We need to grow, we need to establish loyalty, we need to focus on our TSL.'

"Keith, [GM] Craig Wilbraham and I realized that nothing can truly happen unless you take it out to the street. We are responsible for executing the plan. We are responsible for getting the word out. We are responsible for making sure people know what we're doing. It's one thing to put something on the air and be a station that plays black music, but who knew? A few people who were actually looking for it knew. We needed to make some market noise and let people know what was going on. That's what our department was responsible for.

"We built a street team of 30 people who worked 30-40 hours per week. It was a nonstop street effort to get the word out. Our backing up what's on the air is the only way it can be successful. You just can't throw something on the air — you have to let people know about it.

"Our core audience is 10% of the population, so we have to get to those people, the people most likely to listen to us. The best way to do that was to focus on the events and what our listeners do in their private lives. We had to hit the concerts and be out in the streets and

in their neighborhoods every single day. We became part of their personal life. They saw us everywhere."

Holiday Cooldown

The Beat recently held its Holiday Cooldown Concert, which opened with a local gospel group and featured such artists as Deborah Cox, Faith Evans, Jon B. and Devine, to name a few. It was the perfect event for the Christmas holiday — all of the acts were excellent, and there was no profanity or filthy actions on- or off-stage.

"This is a very, very special niche audience. You have to appeal to them on an emotional level, not just on an awareness level. There is something



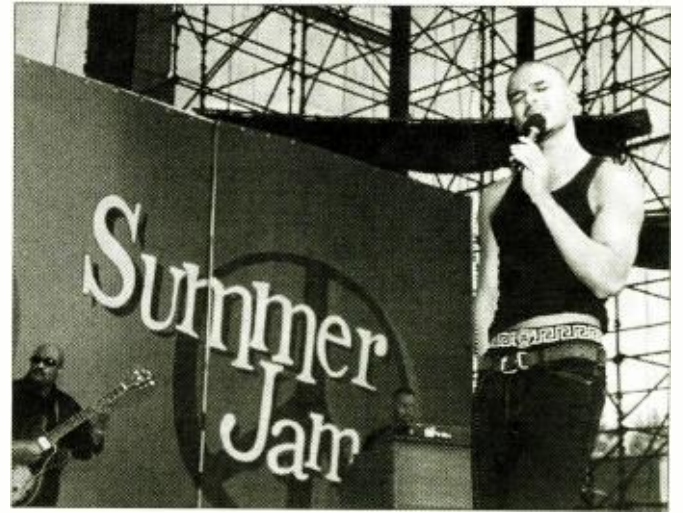
We have the challenge of being an entertainment source. People listen to us for the music, and they want to have fun. But we want to be conscious of what we're doing and really touch the community.



unique about The Beat: We have the challenge of being an entertainment source. People listen to us for the music, and they want to have fun. But we want to be conscious of what we're doing and really touch the community, so these concerts were developed to present the station in a fun, glamorous and entertaining way to the market. We have all of these stars. We are a music radio station. We are entertainment.

"Remember: When a station is out somewhere, that's what a listener sees. Everybody knows how strong the visual is. We want to make sure the image they see is the image we want to portray.

"We also make sure the street team is very versed in what we are trying to achieve as a station, so they can answer any questions intelligently. They're not just kids out there throwing out prizes. They're people who have bought into our philosophy, who understand what we're about and can project that image effectively on the street."



ARE YOU STILL DOWN? — Always! Yab Yum recording artist Jon B. knows how to give a performance! As he entertained the crowd with songs from his album *Cool Relax* during the Summer Jam, we didn't mind the intense heat or the scorching sun.

Everything Ties In

"Our marketing goal is to be community-aware and community-strong," Woodbury continues. "That's why everything we do has a community tie-in. All of the money from the concert, after costs, goes to charity. These are not moneymakers. These are definitely station promotions that allow us to present our image the way we want to present it. It also gives listeners the opportunity not only to spend their money to see something they love, but also to know their money is going back to the community."

Woodbury says she meets every quarter with the GM, PD, MD, some air personalities and people on the promotions staff to "identify the most important thing for us to focus on right now. We discuss the state of the radio station and what our goals are going to be. Then we look at all of our tools — whether it's TV, outdoor, direct marketing or street marketing — and decide which will best achieve our goal. We all have limited budgets and want to make sure our dollars go the farthest, so it's important to be thinking about this a year in advance to make sure the money you need gets into the budget.

"We thought it was most important to spend our money in very targeted ways. Instead of using the money on a big TV campaign,

which is a very general-market approach, we'd actually go rub elbows with the listeners on the weekends."

Why did KKBT decide to change and become more community-aware when it did? "It was just a different philosophy," she says. "Naftaly came in from San Francisco, and that market is pretty much known for its social and community awareness. I can't take credit for any of that, because he taught me that. He taught me how rewarding it can be personally, but also how you can see some significant results from a ratings standpoint by tapping into your listeners' loyalty by touching them in the community."

In the fall '98 Arbitron, KKBT moved 4.0-3.8 12+, good for sixth place in the market. The Beat ranks third 18-34 at 6.4. Among 25-54s, it's tied for 12th with a 2.9.

Share Your Photos With Us!

We'd love to report on any exciting station events you've recently sponsored. Just send photos and a brief explanation to **Walt Love, R&R, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.**



DON'T BLAME IT ON THE HEAT — When Universal recording artist Chico DeBarge performed at The Beat's Summer Jam in August, those who didn't pass out from the sun passed out after watching the "Sooapan Lover" perform.



AN ARTISTIC 'BEAT' — KKBT (The Beat)/Los Angeles air personalities and staff taught art classes on Saturday mornings to L.A.-area youth last summer. The workshops were from 10am-1pm, with lunch being served at the end of the sessions. Posing for a "class picture" are some of the kids and air personalities Julio G (rear, c) and Dominique DiPrima (third from r).

□ □ □ □ □
MCAD-11830

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Video

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#4 Most Played on MTV's “M2”

THE ALBUM **THINGS FALL APART** FEBRUARY 23

Produced By The Grand Negaz Managed By Watch Your Back Management

Added Out The Box At:

WBLS	KPRS	WYOK	WIBB
KKBT	WKKV	WWDM	KIIZ
WUSL	WOWI	KRRQ	WEAS
WPHI	WPEG	WTMG	WFXE
WJLB	WJHM	WJTT	WDAI
WDTJ	WQUE	WWWZ	WMNX
KKDA	WNEZ	WPAL	WACR
WILD	WHRK	WFXA	WESE
WKYS	WQOK	WQHH	WJN
WEDR	WBLO	WEUP	WYNN
WVEE	KVSP	WDZZ	KBCE
WHTA	WCDX	WJMI	KZWA
KKBY	WSOJ	WKPO	WJMG
KMJM	KJMM	WTLZ	WJKX
WAMO	WKGN	WZFX	WLJM
WTMP	WJUC	KDKS	KYEA
KDKO	WEMX	WJZD	KRVV
WZAK	KIPR	WZHT	KVJM
WIZF	WBLX	WJWZ	



MCA

www.mcarecords.com © 1999 MCA Records, Inc.

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
8	4	1	1	R. KELLY When A Woman's Fed Up (<i>Jive</i>)	3594	3383	2988	2456	87/0
7	6	3	2	TYRESE Sweet Lady (<i>RCA</i>)	3397	3053	2877	2669	86/2
4	3	2	3	CASE I/JOE Faded Pictures (<i>Def Jam/RAL/Mercury</i>)	3367	3348	3142	2928	86/0
5	5	4	4	MONICA Angel Of Mine (<i>Arista</i>)	3074	2959	2947	2768	85/1
16	11	7	5	WHITNEY HOUSTON Heartbreak Hotel (<i>Arista</i>)	2943	2804	2440	2030	86/1
18	14	10	6	LAURYN HILL Ex-Factor (<i>Ruffhouse/Columbia</i>)	2812	2547	2246	1899	87/0
9	9	9	7	GERALD LEVERT Taking Everything (<i>EastWest/EEG</i>)	2775	2670	2504	2406	80/2
17	15	12	8	JESSE POWELL You (<i>Silas/MCA</i>)	2628	2412	2226	2001	80/0
10	8	8	9	BLACKSTREET & MYA I/MASE... Take Me There (<i>Interscope</i>)	2530	2699	2640	2406	72/0
1	2	5	10	DRU HILL These Are The Times (<i>University/Island</i>)	2480	2862	3191	3317	71/0
14	13	13	11	SHAE JONES Talk Show Shhh! (<i>Universal</i>)	2410	2365	2258	2164	74/0
19	17	15	12	TEVIN CAMPBELL Another Way (<i>Qwest/WB</i>)	2285	2204	1954	1719	80/0
20	16	16	13	BOYZ II MEN I Will Get There (<i>DreamWorks</i>)	2191	2181	1967	1671	67/0
2	1	6	14	TOTAL I/MISSY ELLIOTT Trippin' (<i>Bad Boy/Arista</i>)	2104	2817	3312	3129	66/0
29	21	18	15	TLC Silly Ho (<i>LaFace/Arista</i>)	2004	1894	1664	1313	79/1
12	10	11	16	2PAC Changes (<i>Amaru/Death Row/Interscope</i>)	1998	2480	2495	2251	69/0
—	47	25	17	FAITH EVANS I/PUFF DADDY All Night Long (<i>Bad Boy/Arista</i>)	1948	1507	741	43	85/1
34	24	19	18	XSCAPE Softest Place On Earth (<i>So So Def/Columbia</i>)	1865	1675	1509	1213	82/0
30	27	21	19	KEITH SWEAT I'm Not Ready (<i>Elektra/EEG</i>)	1726	1635	1441	1294	73/2
6	12	17	20	DEBORAH COX Nobody's Supposed To Be Here (<i>Arista</i>)	1713	1977	2312	2740	55/0
3	7	14	21	BRANDY Have You Ever? (<i>Atlantic</i>)	1661	2318	2815	3028	57/0
33	28	24	22	FOXY BROWN Hot Spot (<i>Violator/Def Jam/RAL/Mercury</i>)	1636	1548	1427	1227	75/2
32	25	23	23	BUSTA RHYMES Gimme Some More (<i>Elektra/EEG</i>)	1633	1559	1481	1270	80/1
26	23	22	24	KELLY PRICE Secret Love (<i>T-Neck/Island</i>)	1580	1585	1519	1429	61/0
35	29	26	25	JUVENILE Ha! (<i>Cash Money/Universal</i>)	1575	1505	1393	1169	63/2
—	35	28	26	SHANICE When I Close My Eyes (<i>LaFace/Arista</i>)	1560	1316	994	312	81/3
—	—	34	27	MARIAH CAREY I Still Believe (<i>Columbia</i>)	1378	1081	272	—	81/4
41	31	33	28	JD I/KEITH SWEAT & R.O.C. Going Home... (<i>So So Def/Columbia</i>)	1291	1124	1114	982	66/3
24	20	20	29	ICE CUBE I/MR. SHORT KHOP Pushin' Weight (<i>Lench Mob/Priority</i>)	1282	1664	1679	1527	61/0
45	36	35	30	BEFORE DARK Come Correct (<i>RCA</i>)	1261	1049	967	846	60/1
BREAKER	—	41	31	GINUWINE What's So Different (<i>550 Music/ERG</i>)	1198	617	53	25	81/6
—	41	37	32	METHOD MAN Break Ups To Make Ups (<i>Def Jam/RAL/Mercury</i>)	1177	1030	841	332	71/1
37	30	30	33	MEN OF VIZION Do You Feel Me? (...Freak You) (<i>MJJ/Work/ERG</i>)	1147	1178	1130	1109	53/0
BREAKER	—	—	34	SILK If You (Lovin' Me) (<i>Elektra/EEG</i>)	1135	890	290	26	74/5
13	19	27	35	JAY-Z I/AMIL AND JA Can I Get A... (<i>Def Jam/RAL/Mercury</i>)	1040	1412	1730	2202	37/0
15	22	29	36	OUTKAST Rosa Parks (<i>LaFace/Arista</i>)	1027	1275	1563	2036	40/0
43	33	36	37	MYSTIKAL That's The Rapper (<i>Big Boy/No Limit/Jive</i>)	1016	1044	1011	870	54/0
50	38	39	38	BIG PUNISHER I/MISSJONES Punish Me (<i>Loud</i>)	999	969	886	758	62/1
49	40	40	39	REDMAN I'll Be That (<i>Def Jam/Mercury</i>)	959	905	867	801	55/1
DEBUT	—	—	40	SILKK THE SHOCKER It Ain't My Fault 2 (<i>No Limit/Priority</i>)	912	208	—	—	68/19
44	34	38	41	SHIRO Good Love (<i>Soul Power/Virgin</i>)	892	1027	1008	854	40/0
—	43	42	42	ROBIN S I/MARY MARY Dance (<i>BlackGround/Atlantic</i>)	861	835	827	716	46/0
—	—	46	43	TAMIA Loving You Still (<i>Qwest/WB</i>)	810	623	223	—	64/0
11	18	32	44	JAY-Z Hard Knock Life (Ghetto...) (<i>Roc-A-Fella/Def Jam/Mercury</i>)	809	1158	1784	2402	41/0
—	—	49	45	FAT JOE I/BIG PUNISHER... Bet Ya Man Can't... (<i>Mystic/Big Beat/Atlantic</i>)	805	607	177	—	69/7
—	48	44	46	GETO BOYS Gangsta Put Me Down (<i>Rap-A-Lot/Noo Trybe</i>)	767	737	729	627	47/1
DEBUT	—	—	47	ROOTS I/ERYKAH BADU You Got Me (<i>MCA</i>)	763	24	—	—	77/75
DEBUT	—	—	48	KENNY LATTIMORE If I Lose My Woman (<i>Columbia</i>)	740	322	104	33	67/10
DEBUT	—	—	49	MONIFAH Suga Suga (<i>Uptown/Universal</i>)	736	588	152	—	59/1
—	—	50	50	BRANDY Angel In Disguise (<i>Atlantic</i>)	718	589	588	498	25/4

This chart reflects airplay from January 18-24. Songs ranked by total plays. Highlighted songs indicate Breaker. 89 Urban reporters. 87 current playlists. Songs that are down in plays for three consecutive weeks and below No. 25 are moved to recurrent. © 1999, R&R Inc.

NEW & ACTIVE

GINUWINE I Want You (*N.Y.L.A./Priority*)
Total Plays: 684, Total Stations: 64, Adds: 18

112 Anywhere (*Bad Boy/Arista*)
Total Plays: 679, Total Stations: 65, Adds: 10

KIRK FRANKLIN Revolution (*Gospo Centric*)
Total Plays: 569, Total Stations: 68, Adds: 63

TQ Bye Bye Baby (*ClockWork/Epic*)
Total Plays: 537, Total Stations: 44, Adds: 3

BC Why-O-Why (*Red Ant*)
Total Plays: 525, Total Stations: 47, Adds: 3

YOUTH EDITION Anything Is Possible (*IMI*)
Total Plays: 349, Total Stations: 23, Adds: 2

DJ CLUE I/DMX It's On (*Roc-A-Fella/Def Jam/Mercury*)
Total Plays: 268, Total Stations: 17, Adds: 2

ANTUAN & RAY RAY Feelin' It (*Motown/Universal*)
Total Plays: 236, Total Stations: 27, Adds: 3

DIVINE One More Try (*Pendulum/Red Ant*)
Total Plays: 230, Total Stations: 61, Adds: 60

2 LIVE CREW The Real One (*Lil' Joe*)
Total Plays: 229, Total Stations: 18, Adds: 1

DMX Ruff Ryders Anthem (*Def Jam/Mercury*)
Total Plays: 203, Total Stations: 9, Adds: 2

CHICO DEBARGE Soopaman Lover (*Kedar/Universal*)
Total Plays: 181, Total Stations: 56, Adds: 56

MO THUGS FAMILY Ghetto Cowboy (*Relativity*)
Total Plays: 176, Total Stations: 8, Adds: 0

STRAWBERRI Secret (*JHR/East Point*)
Total Plays: 161, Total Stations: 16, Adds: 5

JAY-Z I/DMX Money, Cash, Hoes (*Roc-A-Fella/Def Jam/Mercury*)
Total Plays: 155, Total Stations: 8, Adds: 1

Songs ranked by total plays.

BREAKERS

GINUWINE

What's So Different (*550 Music/ERG*)

TOTAL PLAYS/INCREASE: 1198/581
TOTAL STATIONS/ADDS: 81/6
CHART: 31

SILK

If You (Lovin' Me) (*Elektra/EEG*)

TOTAL PLAYS/INCREASE: 1135/245
TOTAL STATIONS/ADDS: 74/5
CHART: 34

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
ROOTS I/ERYKAH BADU You Got Me (<i>MCA</i>)	75
KIRK FRANKLIN Revolution (<i>Gospo Centric</i>)	63
DIVINE One More Try (<i>Pendulum/Red Ant</i>)	60
CHICO DEBARGE Soopaman Lover (<i>Kedar/Universal</i>)	56
3RD STOREE If Ever (<i>Yab Yum/Elektra/EEG</i>)	45
QUINCY JONES I/GARRETT... I'm Yours (<i>Qwest/WB</i>)	38
UGK Take It Off (<i>Jive</i>)	30
SILKK THE SHOCKER It Ain't My Fault 2 (<i>No Limit/Priority</i>)	19
GINUWINE I Want You (<i>N.Y.L.A./Priority</i>)	18
112 Anywhere (<i>Bad Boy/Arista</i>)	10
KENNY LATTIMORE If I Lose My Woman (<i>Columbia</i>)	10

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ROOTS I/ERYKAH BADU You Got Me (<i>MCA</i>)	+739
SILKK THE SHOCKER It Ain't My Fault 2 (<i>No Limit/Priority</i>)	+704
GINUWINE What's So Different (<i>550 Music/ERG</i>)	+581
KIRK FRANKLIN Revolution (<i>Gospo Centric</i>)	+486
FAITH EVANS I/PUFF DADDY All Night... (<i>Bad Boy/Arista</i>)	+441
112 Anywhere (<i>Bad Boy/Arista</i>)	+424
KENNY LATTIMORE If I Lose My Woman (<i>Columbia</i>)	+418
TYRESE Sweet Lady (<i>RCA</i>)	+344
MARIAH CAREY I Still Believe (<i>Columbia</i>)	+297
LAURYN HILL Ex-Factor (<i>Ruffhouse/Columbia</i>)	+265

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
FAITH EVANS Love Like This (<i>Bad Boy/Arista</i>)
LAURYN HILL Doo Wop (That Thing) (<i>Ruffhouse/Columbia</i>)
MYRON You're My Everything (<i>Island</i>)
KIRK FRANKLIN Lean On Me (<i>Gospo Centric</i>)
TRIN-I-TEE 5:7 You Can Always (<i>B-Rite/Interscope</i>)
TAMI DAVIS Only You (<i>Red Ant</i>)
R. KELLY I/KEITH MURRAY Home Alone (<i>Jive</i>)
DRU HILL I/REDMAN How Deep... (<i>Def Jam/RAL/Mercury/Island</i>)
BIZZY BONE Nobody Can... (<i>Mo Thugs/Ruthless/Relativity</i>)
WILL SMITH Miami (<i>Columbia</i>)

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.

WPLJ-FM New York
FM 802 Osaka
KVIL-FM, KESS-FM Dallas
WTIC-FM Hartford
Radio Art, Radio Sport,
Radi Station 106.8 Moscow
WKYS-FM Washington
KAED-FM/KBCD-FM, KJLH-FM,
KLVE-FM Los Angeles
WPHI-FM Philadelphia
Jovem Pan II, Multiplay Sao Paulo

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TM



"LIFE"

performed by

K-CI and Jo Jo

written and produced by

R. KELLY

the first single from the new film starring

EDDIE MURPHY & MARTIN LAWRENCE

and the soundtrack

LIFE



Elroy R. C. Smith
Program Director/ WGCI-Chicago

One listen to "Life" by K-CI & Jo Jo – gives me several conclusions:

1. It's a Smash
2. We need to play this immediately on WGCI, Chicago
3. A perfect fit for the vibe of the station
4. Destined to be a huge requested song
5. Destined to achieve power rotation status

Oh! K-CI & Jo Jo – destined to be at the WGCI Music Seminar –
Life is awesome when we are given a hit such as LIFE by K-CI & Jo Jo.

IMPACTING FEBRUARY 08 & 09
on Rock Land Records

K-CI and Jo Jo appear courtesy of MCA Records



ARTIST BREAKDOWN

ARTIST: **CHEROKEE**
 LABEL: **RCA**

From the album *I Love You ... Me* comes a collection of thought-provoking lyrics and jazzy, hip-hop-influenced smooth R&B music. Cherokee's debut single, "Ooh Wee Wee," is going to introduce us to a new type of diva. With her folksy, rhythmic songs and intoxicating spirit, this young lady will be around for a while.

"While I'm Flying" really threw me for a loop! Cherokee sings of a death ... her own. As she celebrates her intense feeling of joy, she notices how everyone around her is sad and crying. "I've got flowers all around me, and I feel so pretty, why is everybody crying while I'm flying?" (Dah, girl, you dead!) This song both impressed and shocked me, but it's still my favorite on the CD. (I like to be impressively shocked once in awhile.) As Cherokee casually describes the scene, one would never guess she is talking about something so serious as death. Yet, somehow, Cherokee manages to replace the fear of dying with the serenity of everlasting life.



Veering off on a completely different subject, "Sexy Somethin'" describes that I-can't-put-my-finger-on-it trait a lover may possess. You know, that "I don't know what the hell it is, but it's drivin' me crazy" characteristic that both arouses you and confuses you simultaneously.

The debut single, "Ooh Wee Wee," gives dude props. Apparently he has whipped it on homegirl, and she's sprung, hence "If I got a dime, baby, you got a nickel in your jeans. If I got a ride, suga, you got the front passenger seat." (In the words of Eddie Murphy, "Woo woo woo.") The appreciative "Stepping Stone" has Cherokee reflecting on how an ex-lover treated her. His disrespect of her strengthened her soul; with each act of incivility came spiritual and personal growth. (It seems she flipped the script.)

A la Erykah Badu's "Next Lifetime," the song "Misty" lets brotha man know that Cherokee has a man, but if he still wants to fantasize about her, hey, it's all good. Just make sure she's turned out in his dreams. (If you're going to fantasize, do it right.) It wasn't love that Cherokee felt for a former boyfriend on track No. 7. As she tells him, she was not physically attracted to him, didn't like his kissin', didn't like his touch. The thing that drove her crazy was his "Blue Bottle Afta Shave." "My Own Queen" lets dude know that Cherokee doesn't need gifts to make her feel royal, her majesty is innate.

The title track, "I Love You ... Me," is a jazzy story about a loving relationship with oneself. (Self-love radiates.) And lastly is the imaginative "Fictitiously."

I Love You ... Me is a captivating, entertaining and enlightening musical voyage for the soul. Cherokee has a lot to offer. I hope the music world can appreciate it. Peace.

— Tanya O'Quinn
 Asst. Urban Editor

Artist Breakdown highlights artists with strong chart momentum.

IN MY OPINION

with **Don Cody**

PD/MD—WTMG/Gainesville, FL

TLC
 "Silly Ho"
 LaFace/Arista

TLC's "Silly Ho" is the first major hit of 1999. Many people teased the group because of their previous money problems, hit a man when he's down. The jokes started flying, and the next thing you knew, TLC stood for "They Lost Cash." In spite of past financial/business problems, TLC's current release lets us know these ladies are not silly and definitely not ho's.



This single is a powerful, up-tempo song with a message and a new-millennium sound. It seems Left Eye has applied her experience with fire to this project — it's burning up my airwaves in all demos!

ADVANCE NOTICE

Giving you fair warning: These are the singles that are going for adds on Monday (2/1) and Tuesday (2/2).

ERIC BENET Georgy Porgy (Warner Bros.)

CHEROKEE Ooh Wee Wee (RCA)

PRAS What 'cha Wanna Do (Ruffhouse/Columbia)

TIMBALAND f/JAY-Z Lobster And Scrimp (BlackGround/Atlantic)

2PAC Unconditional Love (Amaru/Death Row/Interscope)

TIMBALAND

Once Again!

With The New Smash Hit "Lobster & Scrimp"

From The Album "Tim's Bio..." Featuring Jay-Z

(With Special Guests Appearances by)

Rakiah, Nas, Ginuwine, Missy "Misdemeanor" Elliott, Magoo, Twista, Playa, & Mad Skillz.

On Your Desk Now



WHAT'CHA WANNA PLAY.

Impacting
Radio
February
1st & 2nd

PRAS

WHAT'CHA WANNADO

next up from the album

GHETTO SUPASTAR



Produced by Pras
Management
Das Communications Ltd.

RUFFHOUSE **COLUMBIA**



"Ruffhouse" and "Columbia" Reg. U.S. Pat. & Tm. Off. Marco Recastock, Inc. 1999 Ruffhouse Records LP

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URBAN PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL URBAN REPORTERS ON R&R ONLINE

107.5 FM WBLB MARKET #1
WBLB/New York (212) 447-1000
Brown/Campbell

PLAYS	SW	LW	TW	ARTIST/TITLE
30	32	35	39	TYRESE/Sweet Lady
40	25	38	DRU HILL/These Are The Times	
29	33	36	R. KELLY/When A Woman's...	
30	28	30	KIRK FRANKLIN/Lean On Me	
29	33	32	WHITNEY HOUSTON/Heartbreak Hotel	
29	33	32	XSCAPE/Softest Place On...	
25	32	D'ANGELO/Heaven Must Be...		
24	31	KELLY PRICE/Secret Love		
23	21	27	LAURYN HILL/Ex-Factor	
20	20	20	GINUWINE/What's So Different	
29	25	28	MONICA/Angel Of Mine	
24	30	32	JAY-Z FAMIL AND J/Can I Get A...	
24	26	27	R. KELLY F/K. MURRAY/Home Alone	
21	18	26	FAITH EVANS.../All Night Long	
36	30	28	CASE F/JOE/Faded Pictures	
5	5	5	20 SILK'N You (Lovin' Me)	
29	14	19	KENNY LATTIMORE/! I Lose My Woman	
8	5	15	BRANDY/Have You Ever?	
5	15	16	GERALD LEVERT/Taking Everything	
5	12	13	BC/Why-O-Why	
5	12	13	SHANICE/When I Close My Eyes	
5	10	11	KEITH SWEAT/I'm Not Ready	
5	10	11	112/Anywhere	
11	5	6	9 JESSE POWELL/You	
5	6	7	ROOTS F/ERYKAH BADU/You Got Me	
5	6	7	MARIAH CAREY/! Still Believe	
5	6	7	QUINCY JONES.../I'm Yours	
8	7	10	TEVIN CAMPBELL/Another Way	
11	7	7	JD F/KEITH SWEAT.../Going Home With Me	
11	7	7	6 TLC/Silly Ho	
5	6	7	BEFORE DARK/Come Correct	

THE DEAN MARKET #2
KKBT/Los Angeles (323) 634-1800
Saunders/Fuller

PLAYS	SW	LW	TW	ARTIST/TITLE
40	49	42	45	DEBORAH COX/Nobody's Supposed...
27	19	40	R. KELLY/When A Woman's...	
15	32	37	KIRK FRANKLIN/Lean On Me	
42	39	37	TRIN-I-TEE 5-7/Good's Grace	
42	26	35	JAY-Z FAMIL AND J/Can I Get A...	
25	15	34	TAMI DAVIS/Only You	
34	39	32	NEXTA S/In The Zone	
20	26	24	1 LAURYN HILL/Ex-Factor	
24	47	53	DRU HILL/These Are The Times	
29	30	45	28 DRU HILL F/REDMAN/How Deep Is Your...	
29	30	26	CASE F/JOE/Faded Pictures	
44	20	24	23 FAITH EVANS/Love Like This	
22	17	23	22 R. KELLY F/K. MURRAY/Home Alone	
12	23	22	SHANICE/When I Close My Eyes	
19	23	20	TOTAL/MISSY ELLIOTT/Trippin'	
26	26	19	OUTKAST/Rosa Parks	
38	20	19	LAURYN HILL/Doo Wop (That Thing)	
23	17	16	WHITNEY HOUSTON/Heartbreak Hotel	
18	17	15	16 ROOTS F/ERYKAH BADU/You Got Me	
18	17	15	15 DJ QUIK F/2ND II.../Hand N' Hand	
11	11	11	11 METHOD MAN/Break Ups To Make...	
17	12	10	12 FAITH EVANS.../All Night Long	
17	12	10	10 JON B/A Do (Whatcha...)	
27	19	11	8 D'ANGELO/Heaven Must Be...	
10	12	8	BRANDY/Have You Ever?	
21	17	7	7 TLC/Silly Ho	
14	11	7	7 GERALD LEVERT/Thinkin' Bout It	
8	5	5	JAY-Z/Hard Knock Life...	
20	14	9	5 TEVIN CAMPBELL/Another Way	

107.1 WGGI MARKET #3
WGGI/Chicago (312) 427-4800
Smith/Alan

PLAYS	SW	LW	TW	ARTIST/TITLE
28	37	42	46	R. KELLY/When A Woman's...
38	41	42	42	R. KELLY F/K. MURRAY/Home Alone
15	35	40	39	MICHAEL & BLIGE/As
30	42	42	39	DRU HILL/These Are The Times
38	34	36	38	LAURYN HILL/D'ANGELO/Nothing Matters
33	36	37	37	DEBORAH COX/Nobody's Supposed...
19	22	26	37	TYRESE/Sweet Lady
5	19	33	FAITH EVANS.../All Night Long	
34	38	32	TEMPATIONS/This Is My Promise	
6	26	32	DRU HILL/The Love We Had	
35	38	37	30 JAY-Z FAMIL AND J/Can I Get A...	
11	27	27	K-Ci & JOJO/Life	
33	27	27	CASE F/JOE/Faded Pictures	
36	28	31	M-D/OC/Free	
34	37	35	26 WHITNEY HOUSTON/Heartbreak Hotel	
25	23	25	JIMMY SOMMERS/Promise Me	
5	35	35	21 BOYZ II MEN/Will Get There	
17	24	19	20 KENNY LATTIMORE/! I Lose My Woman	
36	37	31	20 BRANDY/Have You Ever?	
26	20	22	19 YOUTH EDITION/Anything Is Possible	
25	23	28	19 D'ANGELO/Heaven Must Be...	
20	24	18	LUTHER VANDROSS/! Only Human	
12	24	18	SHANICE/When I Close My Eyes	
19	23	17	JESSE POWELL/You	
14	20	15	16 BLACKSTREET & MYA.../Take Me There	
11	13	13	TLC/Silly Ho	
10	12	12	BUSTA RHYMES/Gimme Some More	
12	26	15	12 TOTAL/MISSY ELLIOTT/Trippin'	
5	7	8	11 XSCAPE/Softest Place On...	

Philly 103.9 MARKET #5
WPHI/Philadelphia (215) 884-9400
Micfox

PLAYS	SW	LW	TW	ARTIST/TITLE
31	40	33	57	R. KELLY/When A Woman's...
35	58	57	56	DRU HILL/These Are The Times
42	56	57	53	LAURYN HILL/To Zion
46	57	54	52	DEBORAH COX/Nobody's Supposed...
47	36	42	49	DEBORAH COX/Nobody's Supposed...
52	58	62	48	FAITH EVANS/Love Like This
54	58	55	47	DRU HILL/These Are The Times
33	42	40	45	TYRESE/Sweet Lady
28	32	46	35	ROOTS F/ERYKAH BADU/You Got Me
27	34	26	32	TOTAL/MISSY ELLIOTT/Trippin'
25	30	32	32	FAITH EVANS.../All Night Long
32	33	33	31	MONICA/Angel Of Mine
5	7	15	31	WHITNEY HOUSTON/Heartbreak Hotel
5	13	30	METHOD MAN/Break Ups To Make...	
45	62	54	30	BLACKSTREET & MYA.../Take Me There
24	32	28	26	2PAC/Changes
27	32	28	26	BUSTA RHYMES/Gimme Some More
30	34	28	25	FDXY BROWN/Hot Spot
5	5	23	23	LAURYN HILL/Ex-Factor
27	22	13	22	LAURYN HILL/D'ANGELO/Nothing Matters
35	40	32	22	REDMAN/! Be That
5	5	15	21	WHITNEY HOUSTON/Heartbreak Hotel
11	17	19	19	JAY-Z F/DMX/Money, Cash, Hoes
5	7	11	13	JUVENILE/! Ha!
5	7	11	13	SHAE JONES/Talk Show Shhh!
10	10	11	11	XSCAPE/Softest Place On...
5	5	11	11	TEVIN CAMPBELL/Another Way
5	5	11	11	MARIAH CAREY/! Still Believe

POWER 99.5 MARKET #5
WUSL/Philadelphia (215) 483-8900
Little/Cooper

PLAYS	SW	LW	TW	ARTIST/TITLE
52	60	60	60	JESSE POWELL/You
30	45	59	60	R. KELLY/When A Woman's...
35	41	59	59	CASE F/JOE/Faded Pictures
35	41	43	59	TYRESE/Sweet Lady
36	40	55	55	MONICA/Angel Of Mine
46	52	54	54	DRU HILL/These Are The Times
46	49	51	51	DEBORAH COX/Nobody's Supposed...
42	46	46	46	MARIAH CAREY/! Still Believe
42	46	46	46	DJ CLUE F/DMX/It's On
39	41	46	46	LAURYN HILL/To Zion
6	8	20	46	REDMAN/! Be That
34	43	43	43	TLC/Silly Ho
18	18	42	42	FAITH EVANS.../All Night Long
27	29	38	38	LAURYN HILL/Ex-Factor
41	38	36	36	JAY-Z F/DMX/Money, Cash, Hoes
35	36	36	36	BLACKSTREET & MYA.../Take Me There
38	35	35	35	BRANDY/Have You Ever?
8	8	34	34	BOYZ II MEN/Will Get There
7	8	13	13	XSCAPE/Softest Place On...
7	11	21	21	WHITNEY HOUSTON/Heartbreak Hotel
51	30	30	30	TOTAL/MISSY ELLIOTT/Trippin'
11	11	20	20	GERALD LEVERT/Taking Everything
23	28	28	28	BUSTA RHYMES/Gimme Some More
8	7	28	28	DMX/Ruff Ryders Anthem
15	28	28	28	ICE CUBE/MR. SHORT.../Pushin' Weight
34	26	26	26	KIRK FRANKLIN/Lean On Me
5	9	18	18	FDXY BROWN/Hot Spot
43	31	24	24	JAY-Z FAMIL AND J/Can I Get A...
5	14	21	21	FAI JOE F/BIG.../Bet Ya Man Can't...

105.0 MARKET #6
WDTJ/Detroit (313) 871-0590
Alexander/Panton

PLAYS	SW	LW	TW	ARTIST/TITLE
24	41	54	47	R. KELLY/When A Woman's...
38	48	53	47	DRU HILL/These Are The Times
42	50	49	42	KELLY PRICE/Secret Love
30	31	44	39	WHITNEY HOUSTON/Heartbreak Hotel
42	47	50	37	BRANDY/Have You Ever?
24	31	31	32	CASE F/JOE/Faded Pictures
24	31	31	31	MONICA/Angel Of Mine
10	23	38	30	2PAC/Changes
23	19	25	28	TYRESE/Sweet Lady
25	25	27	27	XSCAPE/Softest Place On...
6	9	13	17	LAURYN HILL/Ex-Factor
5	7	13	13	SHANICE/When I Close My Eyes
9	10	12	12	ROOTS F/ERYKAH BADU/You Got Me
5	8	12	12	METHOD MAN/Break Ups To Make...
7	7	10	11	BUSTA RHYMES/Gimme Some More
6	10	10	10	SILK THE SHOCKER/! Ain't My Fault 2
5	9	10	10	FAITH EVANS.../All Night Long
5	9	10	10	FAT JOE F/BIG.../Bet Ya Man Can't...
5	9	10	10	112/Anywhere
5	9	10	10	JESSE POWELL/You
5	9	10	10	GINUWINE/What's So Different
5	9	10	10	KIRK FRANKLIN/Revolution
5	9	10	10	TEVIN CAMPBELL/Another Way
5	9	10	10	MARIAH CAREY/! Still Believe
5	9	10	10	KENNY LATTIMORE/! I Lose My Woman

WJLB MARKET #6
WJLB/Detroit (313) 965-2000

PLAYS	SW	LW	TW	ARTIST/TITLE
45	43	43	43	CASE F/JOE/Faded Pictures
42	44	42	42	DEBORAH COX/Nobody's Supposed...
41	46	42	39	KELLY PRICE/Secret Love
43	43	41	39	FAITH EVANS/Love Like This
22	35	35	35	BRANDY/Have You Ever?
27	32	34	35	WHITNEY HOUSTON/Heartbreak Hotel
32	33	35	34	R. KELLY/When A Woman's...
35	33	35	34	TRIN-I-TEE 5-7/Good's Grace
30	33	35	32	DRU HILL/These Are The Times
44	46	43	32	TOTAL/MISSY ELLIOTT/Trippin'
29	29	30	31	JAY-Z FAMIL AND J/Can I Get A...
30	33	33	33	SHAE JONES/Talk Show Shhh!
32	33	33	29	MONICA/Angel Of Mine
16	21	23	29	XSCAPE/Softest Place On...
41	41	39	28	DRU HILL F/REDMAN/How Deep Is Your...
34	31	31	28	R. KELLY F/K. MURRAY/Home Alone
23	23	24	21	GERALD LEVERT/Taking Everything
25	18	20	20	OUTKAST/Rosa Parks
15	18	20	20	JUVENILE/! Ha!
31	31	29	20	JAY-Z/Hard Knock Life...
28	27	20	20	GERALD LEVERT/Thinkin' Bout It
11	18	19	19	LAURYN HILL/Ex-Factor
18	18	18	18	DJ QUIK F/2ND II.../Hand N' Hand
15	18	18	18	BLACKSTREET & MYA.../Take Me There
25	30	29	18	PUBLIC ANNOUNCEMENT/! It's About Time
7	7	7	18	KIRK FRANKLIN/Lean On Me
18	18	16	18	2PAC/Changes
18	16	17	17	MYRON/You're My Everything
28	27	16	7	MILE/Do Your Thing

KKDA MARKET #7
KKDA/Dallas (972) 263-9911
Cheatham

PLAYS	SW	LW	TW	ARTIST/TITLE
54	57	69	65	CASE F/JOE/Faded Pictures
68	69	65	65	R. KELLY/When A Woman's...
52	64	62	63	LAURYN HILL/Ex-Factor
65	64	66	63	DEBORAH COX/Nobody's Supposed...
66	66	61	62	DRU HILL/These Are The Times
27	30	16	61	TLC/Silly Ho
53	55	55	59	2PAC/Changes
64	66	64	59	BRANDY/Have You Ever?
27	26	52	58	JAY-Z FAMIL AND J/Can I Get A...
54	60	60	57	TYRESE/Sweet Lady
59	57	51	57	MONICA/Angel Of Mine
25	27	39	56	MO THUGS FAMILY/Ghetto Cowboy
55	58	50	56	FAITH EVANS.../All Night Long
37	45	27	55	JUVENILE/! Ha!
51	55	52	54	OUTKAST/Rosa Parks
25	50	50	54	BOYZ II MEN/Will Get There
36	36	45	45	WHITNEY HOUSTON/Heartbreak Hotel
44	48	18	44	FDXY BROWN/Hot Spot
5	43	43	43	SILK THE SHOCKER/! Ain't My Fault 2
55	54	42	42	JAY-Z/Hard Knock Life...
26	30	40	40	TEVIN CAMPBELL/Another Way
5	26	26	26	FAITH EVANS.../All Night Long
20	20	28	28	ICE CUBE/MR. SHORT.../Pushin' Weight
20	18	25	25	BUSTA RHYMES/Gimme Some More
10	20	25	25	GERALD LEVERT/Taking Everything
9	15	20	20	JESSE POWELL/You
9	15	20	20	GINUWINE/What's So Different
7	10	16	16	JD F/KEITH SWEAT.../Going Home With Me

WILD MARKET #8
WILD/Boston (617) 427-2222
Anderson/Gousby

PLAYS	SW	LW	TW	ARTIST/TITLE
20	21	21	21	CASE F/JOE/Faded Pictures
21	21	21	21	GERALD LEVERT/Taking Everything
18	19	21	21	TYRESE/Sweet Lady
19	20	20	20	JESSE POWELL/You
16	19	19	20	TEVIN CAMPBELL/Another Way
17	19	19	19	R. KELLY/When A Woman's...
17	19	20	20	BLACKSTREET & MYA.../Take Me There
17	18	19	19	SHAE JONES/Talk Show Shhh!
15	18	18	18	MONICA/Angel Of Mine
19	19	20	18	KELLY PRICE/Secret Love
15	17	18	18	XSCAPE/Softest Place On...
14	15	17	17	KEITH SWEAT/I'm Not Ready
17	17	17	17	JAY-Z FAMIL AND J/Can I Get A...
16	17	17	17	MEN OF VIZION/Do You Feel Me?...
9	16	16	16	FAITH EVANS.../All Night Long
10	15	16	16	TLC/Silly Ho
14	14	16	16	SHANICE/When I Close My Eyes
14	14	16	16	DAVINAI Can't Help Myself
12	14	13	15	BUSTA RHYMES/Gimme Some More
12	14	13	15	ROBIN S F/M

URBAN PLAYLISTS

URBAN AC PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL URBAN AC REPORTERS ON R&R ONLINE

HOT 103 JAMZ!
MARKET #33
KPRS/Kansas City
(816) 763-2040
Weaver/Fears

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
25	25	25	25	25	CASE F/JOE/Faded Pictures
23	25	25	25	25	MONICA/Angel Of Mine
23	25	25	25	25	TYRESE/Sweet Lady
23	25	25	25	25	TOTAL/MISSY ELLIOTT/Trippin'
23	25	25	25	25	WHITNEY HOUSTON/Heartbreak Hotel
20	20	20	20	20	JESSE POWELL/You
23	23	23	23	23	LAURYN HILL/Ex-Factor
19	19	23	23	23	R. KELLY/When A Woman's...
10	14	23	23	23	BLACKSTREET & MYA.../Take Me There
23	23	23	23	23	SHAF JONES/Talk Show Shhh!
19	20	23	23	23	TEVIN CAMPBELL/Another Way
25	25	25	25	25	BRANDY/Have You Ever?
23	23	23	23	23	DRU HILL/These Are The Times
20	20	20	20	20	GERALD LEVERT/Taking Everything
19	20	20	20	20	BEFORE DARK/Come Correct
16	18	20	20	20	XSCAPE/Softest Place On...
18	20	20	20	20	KEITH SWEAT/Not Ready
17	20	20	20	20	KELLY PRICE/Secret Love
18	20	19	20	20	MEN OF VIZION/Do You Feel Me?..
5	10	14	16	16	SHANICE/When I Close My Eyes
-	5	14	16	16	FAITH EVANS.../All Night Long
14	14	16	16	16	ROBIN S F/MARY MARY/Dance
5	10	14	16	16	TLC/Silly Ho
16	16	16	16	16	TAMI DAVIS/Only You
23	23	23	23	23	MONTELL JORDAN/When U Get Home
-	-	-	-	-	MONIFAH/Suga Suga
-	-	-	-	-	MARIAH CAREY/I Still Believe
10	10	10	10	10	YOUTH EDITION/Anything Is Possible
10	10	10	10	10	FLIPMODE SQUAD/Cha Cha Cha
10	10	10	10	10	FOXY BROWN/Hot Spot

100 JAMS!
MARKET #31
WKVV/Milwaukee
(414) 321-1007
Bell/Scott

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
52	51	49	50	50	DRU HILL/These Are The Times
50	49	50	49	49	BRANDY/Have You Ever?
49	51	50	49	49	DEBORAH COX/Nobody's Supposed..
50	51	52	48	48	R. KELLY/When A Woman's...
48	51	46	46	46	CASE F/JOE/Faded Pictures
34	43	44	42	42	TYRESE/Sweet Lady
31	40	43	40	40	TOTAL/MISSY ELLIOTT/Trippin'
34	40	39	39	39	JESSE POWELL/You
46	49	44	38	38	MONICA/Angel Of Mine
43	43	35	36	36	BLACKSTREET & MYA.../Take Me There
15	29	31	34	34	LAURYN HILL/Ex-Factor
22	35	36	34	34	TLC/Silly Ho
-	14	11	33	33	SHANICE/When I Close My Eyes
25	24	31	32	32	SHAF JONES/Talk Show Shhh!
19	21	31	31	31	GERALD LEVERT/Taking Everything
23	31	34	29	29	WHITNEY HOUSTON/Heartbreak Hotel
26	25	33	28	28	TEVIN CAMPBELL/Another Way
-	-	-	-	-	BRANDY/Have You Ever?
26	24	21	21	21	JUVENILE/!a!
41	28	19	21	21	OUTKAST/Rosa Parks
37	24	20	21	21	2PAC/Changes
-	-	-	-	-	SILK'N/You (Lovin' Me)
5	20	24	17	17	MEN OF VIZION/Do You Feel Me?..
-	-	-	-	-	FAITH EVANS.../All Night Long
7	19	13	17	17	XSCAPE/Softest Place On...
8	12	13	16	16	MYSTIKAL/That's The Rapper
5	7	13	16	16	KELLY PRICE/Secret Love
6	13	13	15	15	BOYZ II MEN/Will Get There
-	11	13	14	14	METHOD MAN/Break Ups To Make...
5	10	12	14	14	FOXY BROWN/Hot Spot

KISS 98.7
MARKET #1
WRKS/New York
(212) 242-9870
Beasley/Greene/Mayo

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
-	35	35	30	30	DRU HILL/These Are The Times
-	36	35	29	29	KELLY PRICE/Secret Love
-	32	32	28	28	BRANDY/Have You Ever?
-	29	33	28	28	KIRK FRANKLIN/Lean On Me
-	31	29	27	27	FAITH EVANS/Love Like This
-	26	27	25	25	LAURYN HILL/Ex-Factor
-	33	29	23	23	DEBORAH COX/Nobody's Supposed..
-	-	-	-	-	R. KELLY/When A Woman's...
-	18	20	21	21	TEMPTATIONS/This Is My Promise
-	14	19	19	19	AARON HALL/All The Places...
-	30	26	18	18	R. KELLY/When A Woman's...
-	14	18	18	18	GEORGE BENSON/Back To Love
-	-	-	-	-	LUTHER VANDROSS/I'm Only Human
-	28	25	16	16	LAURYN HILL/Can't Take My...
-	14	16	16	16	TEVIN CAMPBELL/Another Way
-	18	23	15	15	NEXTA/Still Love You
-	11	15	15	15	DIVINE/Lately
-	20	17	15	15	ARETHA FRANKLIN/How Many Times
-	-	-	-	-	WHITNEY HOUSTON/Heartbreak Hotel
-	-	-	-	-	JESSE POWELL/You

KJLH 102.3 FM
MARKET #2
KJLH/Los Angeles
(310) 330-5550
Winston

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
37	35	35	38	38	DEBORAH COX/Nobody's Supposed..
35	35	35	34	34	NEXTA/Still Love You
34	32	32	31	31	KENNY LATTIMORE/Days Like This
25	25	25	25	25	BRANDY/Have You Ever?
20	21	21	25	25	R. KELLY/When A Woman's...
16	20	20	25	25	DRU HILL/These Are The Times
16	18	18	24	24	TRIN-I-TEE 5 7/God's Grace
22	23	23	23	23	BOYZ II MEN/Will Get There
15	17	17	20	20	LES NUBIANS/Makeda
17	15	20	20	20	CASE F/JOE/Faded Pictures
37	19	19	19	19	TEMPTATIONS/Stay
12	18	19	19	19	MONICA/Angel Of Mine
7	17	17	19	19	JESSE POWELL/You
14	17	17	18	18	LAURYN HILL/Ex-Factor
17	16	17	17	17	DAVINAI/Can't Help Myself
16	15	16	16	16	GERALD LEVERT/Taking Everything
15	16	16	15	15	AARON HALL/All The Places...
15	16	16	15	15	WHITNEY HOUSTON/Heartbreak Hotel
-	13	13	15	15	SHANICE/When I Close My Eyes
5	7	7	8	8	TRIN-I-TEE 5 7/You Can Always
15	10	10	10	10	TYRESE/Sweet Lady
7	10	10	10	10	GEORGE BENSON/Back To Love
-	-	-	-	-	KIRK FRANKLIN/Revolution
-	-	-	-	-	KENNY LATTIMORE/If I Lose My Woman
-	-	-	-	-	DIVINE/One More Try
-	-	-	-	-	XSCAPE/Softest Place On...

V100 HIT & POSTER
MARKET #3
WVAZ/Chicago
(312) 360-9000
Myrick/Muhammad

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
37	34	29	30	30	TEMPTATIONS/Stay
23	24	28	27	27	FAITH EVANS/Love Like This
12	14	-	27	27	PUBLIC ANNOUNCEMENT/It's About Time
30	19	22	25	25	BRIAN MCKNIGHT/The Only One For Me
20	18	21	24	24	TEMPTATIONS/This Is My Promise
29	27	23	23	23	GERALD LEVERT/Taking Everything
25	22	23	19	19	DRU HILL/These Are The Times
6	16	15	17	17	JESSE POWELL/You
29	24	19	11	11	MAXWELL/Matrimony: Maybe You
5	5	5	10	10	XSCAPE/Softest Place On...
-	-	-	-	-	KENNY LATTIMORE/If I Lose My Woman
-	-	-	-	-	MARIAH CAREY/I Still Believe
6	24	17	7	7	R. KELLY/When A Woman's...
-	-	-	-	-	JK/Love Jones
5	5	5	5	5	KEITH SWEAT/Not Ready
5	5	5	5	5	TEVIN CAMPBELL/Another Way
5	6	6	6	6	LAURYN HILL/Ex-Factor
5	5	5	5	5	HOUSTON & CAREY/When You Believe
-	-	-	-	-	GINUWINE/! Want You
-	-	-	-	-	VESTA/You Still Do It
-	-	-	-	-	JIMMY SOMMERS/Promise Me

WNOV 107.3
MARKET #31
WNOV/Milwaukee
(414) 449-9668
Robinson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
20	20	20	20	20	CASE F/JOE/Faded Pictures
15	20	20	20	20	R. KELLY/When A Woman's...
12	20	20	20	20	MONICA/Angel Of Mine
18	20	20	20	20	TYRESE/Sweet Lady
18	20	20	20	20	BLACKSTREET & MYA.../Take Me There
15	20	20	20	20	GERALD LEVERT/Taking Everything
15	20	20	20	20	JUVENILE/!a!
18	20	20	20	20	BUSTA RHYMES/Gimme Some More
18	20	20	20	20	SHAF JONES/Talk Show Shhh!
20	20	20	20	20	ICE CUBE/MR. SHORT /Pushin' Weight
20	20	20	20	20	JESSE POWELL/You
12	18	18	18	18	GETO BOYS/Gangsta's Put Me Down
8	18	18	18	18	FOXY BROWN/Hot Spot
15	18	18	18	18	TEVIN CAMPBELL/Another Way
15	18	18	18	18	JD F/KEITH SWEAT.../Going Home With Me
8	15	18	18	18	BOYZ II MEN/Will Get There
8	15	18	18	18	WHITNEY HOUSTON/Heartbreak Hotel
12	15	18	18	18	KELLY PRICE/Secret Love
12	15	18	18	18	XSCAPE/Softest Place On...
10	15	18	18	18	MEN OF VIZION/Do You Feel Me?..
8	15	18	18	18	SHIRO/Good Love
10	12	15	18	18	KEITH SWEAT/Not Ready
10	12	15	18	18	REDMAN/! Be That
10	12	15	18	18	ROBIN S F/MARY MARY/Dance
-	8	12	15	15	LAURYN HILL/Ex-Factor
10	12	15	18	18	BIG PUNISHER/MISS.../Punish Me
-	8	12	15	15	TLC/Silly Ho
-	8	12	15	15	TRIN-I-TEE 5 7/You Can Always
-	8	12	15	15	METHOD MAN/Break Ups To Make...
-	8	12	15	15	SHANICE/When I Close My Eyes

WCKX 107.3
MARKET #23
WCKX/Columbus, OH
(614) 487-1444
Strong/Stevens

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
23	29	41	54	54	TYRESE/Sweet Lady
37	41	54	48	48	BRANDY/Have You Ever?
12	41	52	47	47	DRU HILL/These Are The Times
52	52	47	47	47	DRU HILL/F/REDMAN/How Deep Is Your...
39	44	51	46	46	MONICA/Angel Of Mine
50	53	50	46	46	TOTAL/MISSY ELLIOTT/Trippin'
34	39	45	45	45	LAURYN HILL/Do You Feel Me?
35	36	39	45	45	BLACKSTREET & MYA.../Take Me There
37	39	44	42	42	DEBORAH COX/Nobody's Supposed..
20	21	38	40	40	WHITNEY HOUSTON/Heartbreak Hotel
20	29	41	40	40	R. KELLY/When A Woman's...
5	6	14	18	18	TLC/Silly Ho
50	52	46	37	37	CASE F/JOE/Faded Pictures
13	13	20	36	36	NEXTA/Still Love You
5	5	11	35	35	LAURYN HILL/Ex-Factor
36	38	37	35	35	BRANDY/Have You Ever?
13	15	22	34	34	FAITH EVANS/Love Like This
15	23	33	32	32	GERALD LEVERT/Taking Everything
26	26	30	31	31	JAY-Z F/AMAL AND JAY/Can I Get A...
5	10	16	30	30	SHAF JONES/Talk Show Shhh!
23	24	25	24	24	WILL SMITH/Miami
5	5	14	22	22	JESSE POWELL/You
5	20	18	20	20	112 F/MASE/Love Me
6	24	21	20	20	R. KELLY F/K MURRAY/Home Alone
6	6	7	19	19	WHITNEY HOUSTON/It's Not Right
-	7	5	15	15	FAITH EVANS.../All Night Long
6	7	8	13	13	BEFORE DARK/Come Correct
10	8	9	13	13	BIZZY BONE/Nobody Can Stop Me
8	8	9	12	12	FOXY BROWN/Hot Spot

WDAS 106.3 FM
MARKET #5
WDAS/Philadelphia
(610) 617-8500
Tamburro/Davis

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
19	24	24	24	24	KIRK FRANKLIN/Lean On Me
16	17	17	19	19	JESSE POWELL/You
17	15	17	17	17	BRANDY/Have You Ever?
15	17	17	16	16	PHYLLIS HYMAN/Tell Me What...
10	12	12	16	16	R. KELLY/When A Woman's...
15	15	15	15	15	TEMPTATIONS/This Is My Promise
10	10	10	15	15	GERALD LEVERT/Taking Everything
10	10	10	15	15	TEVIN CAMPBELL/Another Way
-	-	-	-	-	CASE F/JOE/Faded Pictures
22	16	16	12	12	DRU HILL/These Are The Times
10	10	10	12	12	WHITNEY HOUSTON/Heartbreak Hotel
10	10	10	11	11	LES NUBIANS/Makeda
10	10	10	10	10	KELLY PRICE/Secret Love
10	10	10	10	10	MONICA/Angel Of Mine
10	10	10	10	10	GEORGE BENSON/Back To Love
5	5	5	10	10	BOYZ II MEN/Will Get There
5	8	8	8	8	LAURYN HILL/Ex-Factor
-	-	-	-	-	TAMI/Always You Still
-	-	-	-	-	MARIAH CAREY/I Still Believe
-	-	-	-	-	SHAF JONES/Talk Show Shhh!
-	-	-	-	-	TYRESE



URBAN AC TOP 30

JANUARY 29, 1999

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	DEBORAH COX Nobody's Supposed To Be Here (Arista) 921 997 1096 1042 34/0					
10	5	4	2	R. KELLY When A Woman's Fed Up (Jive) 819 702 632 392 35/2					
4	3	3	3	TEMPTATIONS This Is My Promise (Motown) 767 749 745 682 34/3					
3	2	2	4	BRANDY Have You Ever? (Atlantic) 719 778 769 691 30/1					
2	4	5	5	KIRK FRANKLIN Lean On Me (Gospo Centric) 634 672 711 701 28/1					
18	12	10	6	WHITNEY HOUSTON Heartbreak Hotel (Arista) 580 496 412 310 32/4					
9	9	6	7	DRU HILL These Are The Times (University/Island) 572 551 503 435 22/0					
8	8	9	8	GERALD LEVERT Taking Everything (EastWest/EEG) 552 502 507 463 28/5					
11	11	8	9	BOYZ II MEN I Will Get There (DreamWorks) 514 517 474 388 23/0					
19	16	14	10	JESSE POWELL You (Silas/MCA) 506 409 354 304 27/3					
26	15	15	11	LAURYN HILL Ex-Factor (Ruffhouse/Columbia) 475 405 364 260 22/0					
15	14	13	12	MONICA Angel Of Mine (Arista) 437 420 375 339 24/3					
7	7	11	13	TEMPTATIONS Stay (Motown) 420 483 513 523 23/0					
BREAKER			14	TYRESE Sweet Lady (RCA) 367 266 82 25 29/5					
5	10	12	15	HOUSTON & CAREY When You... (Arista/Columbia/DreamWorks) 362 425 492 557 21/0					
BREAKER			16	LES NUBIANS Makeda (OmTown/Virgin) 351 332 324 264 18/0					
BREAKER			17	GEORGE BENSON Back To Love (GRP) 350 328 248 202 20/0					
21	18	17	18	TRIN-I-TEE 5:7 You Can Always (B-Rite/Interscope) 344 345 327 289 23/0					
—	26	22	19	TEVIN CAMPBELL Another Way (Qwest/WB) 326 269 226 168 20/0					
6	6	7	20	DIVINE Lately (Pendulum/Red Ant) 320 549 545 527 16/0					
12	13	16	21	FAITH EVANS Love Like This (Bad Boy/Arista) 307 402 394 356 15/1					
20	20	21	22	BRIAN MCKNIGHT The Only One For Me (Motown) 242 312 305 293 13/0					
DEBUT			23	CASE f/JOE Faded Pictures (Def Jam/RAL/Mercury) 237 168 95 57 25/17					
—	—	30	24	SHANICE When I Close My Eyes (LaFace/Arista) 229 175 118 37 19/3					
—	28	25	25	PHYLLIS HYMAN Tell Me What... (Philadelphia International) 217 235 213 188 13/0					
25	21	24	26	TRIN-I-TEE 5:7 God's Grace (B-Rite/Interscope) 207 260 305 261 10/0					
27	25	26	27	KENNY LATTIMORE Days Like This (Columbia) 205 220 236 238 13/0					
—	29	28	28	DAVINA I Can't Help Myself (Loud) 203 212 176 120 17/0					
DEBUT			29	MARIAH CAREY I Still Believe (Columbia) 194 97 32 — 17/2					
DEBUT			30	KEITH SWEAT I'm Not Ready (Elektra/EEG) 171 147 111 60 15/2					

This chart reflects airplay from January 18-24. Songs ranked by total plays. Highlighted songs indicate Breaker.

38 Urban AC reporters. 37 current playlists. Songs that are down in plays for three consecutive weeks and below No. 15 are moved to recurrent.

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NEW & ACTIVE

XSCAPE Softest Place On Earth (So So Def/Columbia)
Total Plays: 168, Total Stations: 14, Adds: 3

KENNY LATTIMORE If I Lose My Woman (Columbia)
Total Plays: 156, Total Stations: 15, Adds: 5

JIMMY SOMMERS Promise Me (Gemini/Universal)
Total Plays: 155, Total Stations: 11, Adds: 0

LUTHER VANDROSS I'm Only Human (LV/Virgin)
Total Plays: 145, Total Stations: 9, Adds: 2

TAMIA Loving You Still (Qwest/WB)
Total Plays: 125, Total Stations: 14, Adds: 1

JAMES GREAR & CO. Because You Love Me (Born Again)
Total Plays: 109, Total Stations: 13, Adds: 2

WHITNEY HOUSTON It's Not Right But It's Okay (Arista)
Total Plays: 84, Total Stations: 6, Adds: 1

ROBIN S f/MARY MARY Dance (BlackGround/Atlantic)
Total Plays: 63, Total Stations: 4, Adds: 0

KRISTINE I Need A Little Tenderness (J-Town/Malaco)
Total Plays: 58, Total Stations: 7, Adds: 3

TOTAL f/MISSY ELLIOTT Trippin' (Bad Boy/Arista)
Total Plays: 55, Total Stations: 2, Adds: 0

Songs ranked by total plays

BREAKERS®

TYRESE
Sweet Lady (RCA)
TOTAL PLAYS/INCREASE: 367/101
TOTAL STATIONS/ADDS: 29/5
CHART: 14

LES NUBIANS
Makeda (OmTown/Virgin)
TOTAL PLAYS/INCREASE: 351/19
TOTAL STATIONS/ADDS: 18/0
CHART: 16

GEORGE BENSON
Back To Love (GRP)
TOTAL PLAYS/INCREASE: 350/22
TOTAL STATIONS/ADDS: 20/0
CHART: 17

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
QUINCY JONES f/GARRETT... I'm Yours (Qwest/WB)	18
CASE f/JOE Faded Pictures (Def Jam/RAL/Mercury)	17
VESTA You Still Do It (I.E./Motown)	14
DIVINE One More Try (Pendulum/Red Ant)	13
GINUWINE I Want You (N.Y.L.A./Priority)	6
ENTOURAGE Why Did You (Un-D-Nyable)	5
KENNY LATTIMORE If I Lose My Woman (Columbia)	5
GERALD LEVERT Taking Everything (EastWest/EEG)	5
TYRESE Sweet Lady (RCA)	5
KIRK FRANKLIN Revolution (Gospo Centric)	4
WHITNEY HOUSTON Heartbreak Hotel (Arista)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KENNY LATTIMORE If I Lose My Woman (Columbia)	+121
R. KELLY When A Woman's Fed Up (Jive)	+117
TYRESE Sweet Lady (RCA)	+101
MARIAH CAREY I Still Believe (Columbia)	+97
JESSE POWELL You (Silas/MCA)	+97
WHITNEY HOUSTON Heartbreak Hotel (Arista)	+84
LAURYN HILL Ex-Factor (Ruffhouse/Columbia)	+70
CASE f/JOE Faded Pictures (Def Jam/RAL/Mercury)	+69
TAMIA Loving You Still (Qwest/WB)	+60
TEVIN CAMPBELL Another Way (Qwest/WB)	+57

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
MAXWELL Matrimony: Maybe You (Columbia)
GERALD LEVERT Thinkin' Bout It (EastWest/EEG)
LUTHER VANDROSS I Know (LV/Virgin)
JON B. They Don't Know (Yab Yum/550 Music/ERG)
AARON HALL All The Places (I Will...) (MCA)
LAURYN HILL Can't Take My Eyes Off... (Ruffhouse/Columbia)
LEVERTS Where Would I Be (Virgin)
KELLY PRICE Friend Of Mine (T-Neck/Island)
TAMIA So Into You (Qwest/WB)
VANESSA WILLIAMS My Flame (Mercury)

Note: WQMG/Greensboro, NC did not report for two consecutive weeks. Their playlist was not used in this week's data. All plays were reviewed — and where appropriate — bullets were awarded. Chart positions, however, were not changed.

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.

VICTOR FIELDS

Impacting Urban AC
February 1st & 2nd

Nature Boy
from the new album *Promise*



"Fields displays a fresh sound that brims with Promise."

DeWayne Wickham - USA Today,
Columnist

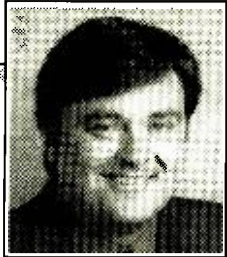
"If you're looking for a modern day Al Jarreau or an artist with the classic Earth Wind & Fire sound, grab this one!"

Alan Freed - Impact Magazine

"Every once in a while an artist emerges with such exceptional talent that they redefine the standards by which the rest of the talent pool is judged. Victor Fields is one such artist."

Kashif - Producer





LON HELTON

How To Create Demand Through 'Passion Marketing'

□ Emotional links with your audience increase loyalty and listening

TV. Billboards. Direct mail. Nest marketing. Those are the kinds of things we normally discuss when we talk about marketing a radio station.

This time out, though, I'd like to explore a concept that's perhaps a bit more abstract than how many grips of TV it's best to buy or how many households you can bombard with direct mail pieces. Our question is, "Can you increase cume and AQH share by marketing the passion you and your people have for your product?"

Passion For The Product

The notion of "passion marketing" came up during a recent chat I had with SeaStar President **John King**. We talked about our perception that advertising has taken a different turn in recent times, as some companies have started to sell their passion for the business they're in just as much as they're selling the product they're peddling.

I mentioned to King the ABC-TV campaign in which they tell viewers how much they love TV. In recent years, TV has been knocked as a vast wasteland. It hasn't been cool to say you watch TV, but ABC has set out to tell folks how good it is and that they really should watch. NBC's "Must See TV" is a similar campaign designed to create passion for the product among viewers. King reminded me that Southwest Airlines' ad campaign tells people, "We love to fly." I'm sure you can think of dozens of examples of companies that are also marketing their product in similar fashion.

How might this translate to radio and, in particular, Country radio? After all, isn't Country listeners' passion for country music a huge reason why they're so loyal to the stations and the artists? Can part of the TSL problems of late be attributed to the waning passion people seem to have for the stations and/or the music? (Witness exasperated PDs moaning that very few of the hits from the last couple of years test very well.) The early '90s showed us what happens when people are passionate about the music. Attending a Garth Brooks concert presents a graphic depiction of



Country radio doesn't promote the image of its industry enough — the authenticity, reality and poetry. The reason is that the GM is typically focused on the listener and the product and not on the genre or the ethic of the genre.

—Alan Schulman



passion and what it can do for a "product."

Passion, first and foremost, must come from within. To prove a point, King recently took a handful of old "aircheck albums" from the '70s into a WSIX/Nashville jock meeting and played them for the airstaff. Impressed with the passion he found in those old airchecks, he commented, "It's funny: A lot of the music was pretty light and meaningless, but you could hear the passion in the jocks' voices as they talked about it. They said the call letters like they *loved* them. You could hear that they *loved* their radio station. Listening to them talk about their cities made you want to move there. They were passionate about everything they did. Whether they did or not, it sure sounded like they loved what they were doing."

Those comments made me wonder if Country radio couldn't benefit by exciting listeners about both the medium and the music.

Passion Marketing's Viability

Before we go any further, perhaps the first question that should be asked is whether the very idea of "passion marketing" — getting

people to like you because you're passionate about what you do — is viable. "It's a legitimate concept," says **Alan Schulman**, Exec. VP/Managing Director for Pittard Sullivan, the New York-based ad firm behind ABC-TV's current campaign. "In planning a campaign, companies try to identify three things: Their share of the marketplace, what their reputation is to the audience and what the audience thinks of them and, third, the emotional link that exists between the audience and the brand: the passion. It's a tough thing for the marketer to identify.

"For radio, that emotional link comes through the music, the production, the personalities — all the activities that make people identify with the station. A prime example of this outside of radio is the way Nike links to the consumer in its ads without really talking about shoes."

Schulman acknowledges it's the third element in the chain that challenges marketers most. But, he says, Country radio stations have an advantage over other stations — indeed, over most other products — when it comes to tapping into that emotional link between the consumer and the product. "The emotional ties between Country listeners and the station are already built-in. They're built-in to the ethic of the music. Country stations have to put a magnifying glass on it and go after it.

"Country is as real as it gets, as the old Miller beer campaign used to say. It's authentic, it's reality, it's poetry. It isn't manufactured or packaged. It comes straight from the heart. It's as real as you're going to get in music, and that's something the genre has going for it that no other genre can say or own. The challenge in developing a campaign is how to translate the reality and core values of the music to what you're doing at the local level and how to leverage all the emotional stuff that exists in the genre. That also means adding personality and attitude that are congruent with the music. If you can translate the emotional links to the local level, it will add value to whatever else you do."



KZLA TO THE RESCUE — KZLA/Los Angeles enlisted the help of Linda Davis (c) and other artists who stopped by the station's booth at the Arrowhead Pond in Anaheim, CA to sign autographs and assist in collecting donations for victims of Hurricane Mitch. With Linda are KZLA morning host Bob Harvey and evening personality Marina Wilson.

Celebrate The Music

Labeling the ABC-TV campaign an example of passion marketing, Schulman notes, "TV has to differentiate itself from the movies and video and other stuff in the marketplace. The ABC campaign celebrates the act of watching TV. ABC was willing to poke fun at itself and not take itself too seriously and say that TV is fun. The ethic of that brand campaign is that it's OK to be a couch potato and watch TV, because ABC has good shows.

"Radio must celebrate radio, and Country radio must celebrate country music on radio. Again, the emotional link between the listener and the music is already there. Nike has to manufacture it; you already have it. Radio doesn't take enough advantage of it. Country radio doesn't promote the image of its industry enough — the authenticity, reality and poetry. The reason is that the GM is typically focused on the listener and the product and not on the genre or the ethic of the genre. If NBC-TV has *ER*, it doesn't have to promote the story line when promoting the show. People already know the show and that it's a great dramatic show. What NBC wants to say is that it brings viewers the most dramatic show on TV — *ER*."

The Emotional Connection

Just how does Country begin to go about the task of making the emotional connection between itself and listeners? Schulman says, "Identify what is unique about the genre, its core values. Make a list. Then, create promos that sell it to the audience. Put the magnifying glass on the most powerful pieces of what you have — and that's the reality in country. Remind listeners why they identify with your station. It's not just Shania or Garth; it's because of the emotion and connection to the genre. The music you play and, indeed, the values expressed by the entire



The emotional ties between Country listeners and stations are already built-in. They're built-in to the ethic of the music. Country stations have to put a magnifying glass on it and go after it.

—Alan Schulman



station are part of the listeners' roots as people."

Creating passion for your product can go a long way toward creating demand. Think of the images created by the phrase "Got milk?" and by the Cotton Council's "Fabric of our lives" campaigns. The milk campaign shows you all the stars who drink milk, implying that since they love it, you'll love it too. The Cotton Council's ads feature all kinds of people doing all sorts of things while wearing cotton, and all of those people just love the way they feel in that most wonderful of all natural fibers.

While this column focuses on the viability and the potential of passion marketing, there were no concrete ideas. I'll leave those up to you — at least for now. If you're marketing *passion* for Country radio or country music, pass along some of the things you're doing, and I'll share them with everybody in a future column.

TALK BACK TO R&R!

Do you have questions, comments, or feedback regarding this column or other issues?

Call me at (615) 244-8822 or e-mail: lhelton@rronline.com

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'Among The Missing'

□ Nashville gets behind single to benefit missing and exploited children

A duet by Michael McDonald and Kathy Mattea, serviced last week to all radio formats, may be the least expensive single ever produced in Nashville. It's not that any production corners were cut, but "Among the Missing" shows what can be accomplished when the local music community bands together for a great cause — and a great song.

Airplay and sales of "Among the Missing" benefit the National Center for Missing and Exploited Children, the nonprofit organization best known for the "Have you seen me?" photos of missing children that appear on milk cartons and in mailings.

Reflecting on the outpouring of support in recording the single, songwriter Peter McCann says, "If anybody ever wants to tell me that the town hasn't got a heart, I'll take them out into the alley myself."

Fierce Dedication

In an emotional performance well-suited to Country and AC, McDonald and Mattea provide the lead vocals in a musical dialogue between the mother and father of a missing child. The CD and cassette single arrives at retail in early February, and Wal-Mart will be supporting the single with posters and an audio message from John Walsh, host of Fox TV's *America's Most Wanted: America Fights Back*.

As a songwriter, McCann's credits include Jennifer Warnes' "The Right Time of the Night," Earl Thomas Conley's "Nobody Falls Like a Fool," Whitney Houston's "Take Good Care of My Heart" and McCann's own pop hit, "Do You Wanna Make Love."

McCann's involvement with the Arlington, VA-based NCMEC began last March when he was in Washington to lobby for songwriters' rights. McCann visited Rep. Nick Lampson, who told him, "I need a song." McCann says, "I'm thinking he wants a campaign song. I didn't know he was Clay Walker's uncle, and that Mark Chesnutt and Tracy Byrd came out of his district down there."

COUNTRY FLASHBACK

1 YEAR AGO

• No. 1: "Love of My Life" — Sammy Kershaw

5 YEARS AGO

• No. 1: "I Swear" — John Michael Montgomery

10 YEARS AGO

• No. 1: "Big Wheels in the Moonlight" — Dan Seals

15 YEARS AGO

• No. 1: "Stay Young" — Don Williams

20 YEARS AGO

• No. 1: "Why Have You Left the One You Left Me For" — Crystal Gayle

25 YEARS AGO

• No. 1: "I Love" — Tom T. Hall (third week)

Lampson, the founder and chairman of the Congressional Missing and Exploited Children's Caucus, told McCann about the NCMEC. McCann says, "I was aware of them and thought it was very noble work. I asked them to send me some literature, and then I found out how good they are. They've helped locate over 41,000 children since 1984. That's what caught my attention. I toured their operation, and I'd never seen anything like it. They're fiercely dedicated to what they do."

McCann's enthusiasm increased even more after he talked to several parents of missing children and to volunteers who work at the

center. He explains, "All of a sudden, you've got faces on this operation, and you're starting to talk about individual cases. I'd seen these things I got in the mail, but then I heard them talk about some of their major successes and major horror stories. At that point, I dropped everything else I was doing and got involved."

Industry Support

Initially, officials with the NCMEC were interested only in having an original song they could play at their special events, but after writing "Among the Missing," McCann began thinking of ways the song could provide financial benefits for the organization. Figuring that a CD single was a possibility, McCann says, "I realized that every time radio played it, they'd be donating money to the center."

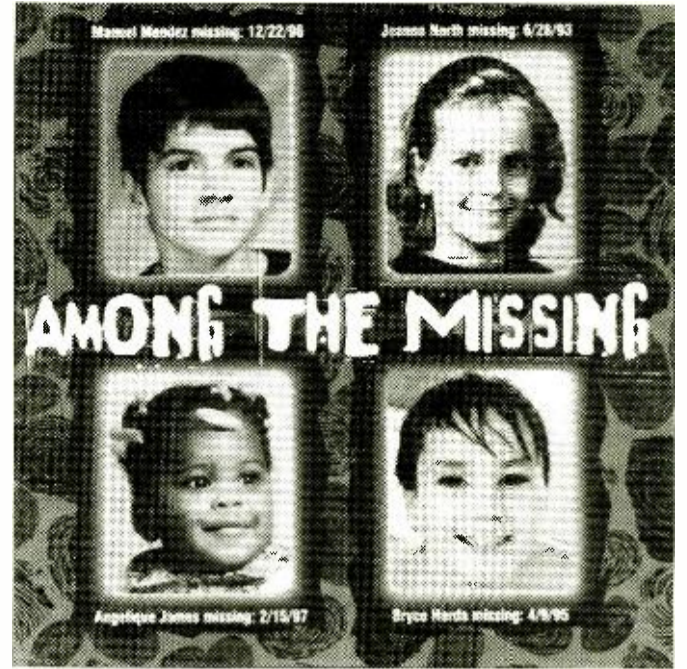
Committed to donating his own royalties to the cause, McCann began playing a demo of the song while pitching the idea to his music industry friends. He says, "I'm talking about the hardened veterans, although I know I shouldn't call them that. But these are people who are real tough professionals. When you see them choking back tears, it really gets to you. They've gotten caught up in it, and they've done a smashing job all the way down the line. Nobody held anything back. I know these people, and they worked twice as hard as usual."

The CD single and cassette is being manufactured and serviced by the RCA Label Group, which will work with Warner Bros. and Mercury in promoting the song at radio. Recalling a meeting to seek RLG Chairman Joe Galante's support, McCann says, "I was halfway through what I was telling him, and he said yes. You don't have to twist a lot of arms to do this. I can't think of anybody who said no. Once they learned what it was about, they wanted to get involved."

To make a record, you need a studio, so 17 Grand Studio donated its state-of-the-art digital facility for the sessions. McCann was too embarrassed to ask 17 Grand to provide the audiotape, but another studio owner — Preston Sullivan — gave McCann all the reels necessary. Even if you've got a studio and the tape, however, you need a producer and an engineer. Studio veteran Gary Paczosa donated his time as engineer and co-produced the sessions with McCann.

A main goal of McCann's was to enlist the services of legendary producer George Massenburg to mix the sessions. Massenburg resides in Nashville, but does most of his work in San Francisco. His clients include James Taylor and Linda Ronstadt.

Throughout his meetings on Music Row, McCann had been carrying a folder containing a CD demo of the song, which he intended to give to Massenburg. But, McCann says, "I was having trouble getting in touch with George. He was



'MISSING' ARTWORK — Airplay and sales of "Among the Missing" will generate money for the National Center for Missing and Exploited Children, and the CD packaging is also designed to assist the cause. Through its BNA imprint, the RCA Label Group has prepared a series of different CD booklets, each containing photos and information about missing children.

locked in the studio and wasn't taking calls from anyone. I couldn't find him anywhere, and I was going nuts, because I wanted to get him involved early."

After leaving several messages, McCann saw Massenburg one Sunday morning when the producer stopped by the Davis-Kidd Bookstore. McCann says, "He raised his hand to get my attention and just said, 'The answer is yes.' I reached into the folder I'd been carrying and handed him the demo."

More Favors

With the studio and production in place, the ball started rolling in a big way. McCann explains, "Once I got started, a lot of the people volunteered. The unions gave us all kinds of breaks. Warner Publishing will be administering the publishing royalties for free."

All of the musicians, including the 19-piece Nashville String Machine, donated their services, as did the 35 singers who provided background vocals. McCann says, "They weren't necessarily professional singers. There were receptionists, publishers, song publishers, waiters and waitresses, but they all had choral experience. It was a real cross section of Music Row."

It looked like McCann had everything he needed — except the lead vocalists. He says, "Because the studio was ready and the musicians were ready, I had to cut the track without knowing who the singers were." Noting that several superstar names had been suggested to him, McCann says, "Of course, we wanted it to be a duet, because it's a mother and a father." And since the music tracks had already been recorded, there was no way to change the song to a different key. McCann says, "It eliminates certain singers. You had to find somebody with Michael's range for the male part and, without question, you have to have an alto like Kathy's to sing the female part."

Through its TNN/CMT production facility, Gaylord Entertainment assisted in making a music video for "Among the Missing." McCann says, "It doesn't have any car chases in it. It's just the pictures of the kids. They come up every eight beats of the song with their names on them. That's the point. The pictures are the most effective tool they have for finding kids."

Total Involvement

The Nashville music industry is not alone in supporting the project. When a local restaurant owner heard about the recording sessions, he delivered sandwiches and left without asking for payment. When the day's sessions were over, The Trace, an upscale restaurant near Music Row, hosted a party for the participants. A hotel employee in the Washington area learned of the project while driving McCann to the NCMEC office, and, McCann says, "When I tried to give him a tip, he wouldn't take it. There are corporations who have put a lot of time, money and effort into this, but the 10 bucks that guy contributed meant a lot to me."

McCann continues, "One of the reasons I want this thing to be successful is because so many people were involved. People have a tendency to focus on a Michael McDonald or a Kathy Mattea, figuring that everybody else got paid and that the principals were the only people donating the work. In this case, we got the record and the video done at virtually no cost whatsoever."

McCann, who has a 15-year-old son, says, "I've never had any missing relatives, but I've talked to parents of missing children. Some of them know that the child is all right, when it's a noncustodial parent running off with the child. For others, the children have been abducted, and they have no idea what has happened."

"Everybody has those episodes of missing children in the mall for a few minutes and panicking. For some people, it goes on for years."

— Calvin Gilbert



'WIDE OPEN' FACES — Fresh from announcing this year's Grammy nominees, Monument's Dixie Chicks recently stopped by BMI's Nashville office to celebrate their latest No. 1 single, "Wide Open Spaces." The song was written by Susan Gibson, a member of the Amarillo-based band the Groobeys. Pictured are (l-r) Producer Blake Chancey, Dixie Chicks Emily Erwin and Natalie Maines, Pie Eyed Groobee Music's Michael Devers, Gibson, Dixie Chick Martie Seidel, BMI's David Preston and Sony Music/Nashville's Allen Butler.



COUNTRY TOP 50

JANUARY 29, 1999

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL STATIONS/ADDS	PLAY RANK	TOTAL PLAYS	+/- PLAYS	TOTAL POINTS	+/- POINTS
7	5	2	1	JO DEE MESSINA Stand Beside Me (Curb)	187/0	1	6194	+242	30193	+1129
8	6	3	2	TIM MCGRAW For A Little While (Curb)	187/0	2	5806	+148	28232	+742
10	8	6	3	MARK CHESNUTT I Don't Want To Miss A Thing (MCA)	186/0	4	5575	+423	27470	+2205
13	9	7	4	DIAMOND RIO Unbelievable (Arista)	183/2	3	5688	+429	27281	+2150
3	1	1	5	RANDY TRAVIS Spirit Of A Boy... (DreamWorks)	179/0	5	5531	-527	26800	-2650
12	11	9	6	JOHN MICHAEL MONTGOMERY Hold On To Me (Atlantic)	183/2	6	5141	+326	24920	+1555
11	12	10	7	REBA MCENTIRE Wrong Night (MCA)	184/0	7	4944	+170	23867	+879
15	14	11	8	SARA EVANS No Place That Far (RCA)	185/0	8	4668	+395	22615	+1930
1	2	4	9	MARTINA MCBRIDE Wrong Again (RCA)	152/0	9	4467	-668	22476	-3337
21	18	12	10	DIXIE CHICKS You Were Mine (Monument)	184/1	10	4364	+404	21224	+1982
18	16	14	11	TRISHA YEARWOOD Powerful Thing (MCA)	182/1	12	4190	+272	20306	+1353
16	15	13	12	BILLY RAY CYRUS Busy Man (Mercury)	183/3	11	4197	+229	20162	+1053
19	17	15	13	SHANIA TWAIN That Don't Impress Me Much (Mercury)	180/2	13	3971	+214	19410	+1242
4	4	8	14	BLACKHAWK There You Have It (Arista)	138/1	14	3871	-1275	19051	-5779
2	3	5	15	ALAN JACKSON Right On The Money (Arista)	134/0	16	3741	-1557	18173	-7324
20	19	16	16	WILKINSONS Fly (The Angel Song) (Giant)	177/0	15	3755	+220	17752	+1255
33	26	20	17	GEORGE STRAIT Meanwhile (MCA)	183/2	17	3649	+409	17666	+1869
24	21	19	18	ALABAMA Keepin' Up (RCA)	179/2	18	3614	+281	17332	+1444
22	20	17	19	MICHAEL PETERSON By The Book (Reprise)	173/4	19	3533	+78	16557	+320
26	23	22	20	KENNY CHESNEY How Forever Feels (BNA)	175/4	20	3347	+348	15925	+1887
23	22	21	21	DERYL DODD A Bitter End (Columbia)	163/0	21	3134	+30	14526	+97
44	29	24	22	BROOKS & DUNN I Can't Get Over You (Arista)	175/4	22	3061	+552	14523	+2724
25	24	23	23	KINLEYS Somebody's Out There Watching (Epic)	169/4	23	2961	+196	14005	+973
27	27	25	24	LARI WHITE Take Me (Lyric Street)	145/1	26	2351	+58	10806	+258
31	30	26	25	CHAD BROCK Ordinary Life (Warner Bros.)	150/11	28	2216	+245	10604	+1237
40	36	31	26	LEE ANN WOMACK I'll Think Of A Reason Later (MCA)	160/10	29	2198	+426	10111	+2119
50	42	32	27	FAITH HILL Love Ain't Like That (Warner Bros.)	155/14	30	2107	+544	9829	+2497
32	33	29	28	SAWYER BROWN Drive Me Wild (Curb)	142/8	31	1966	+205	9184	+996
30	32	30	29	STEVE WARINER Every Little Whisper (Capitol)	121/0	33	1787	+45	8389	+397
29	31	27	30	LINDA DAVIS I'm Yours (DreamWorks)	151/3	32	1852	+15	8373	+21
37	37	33	31	TRACY BYRD When Mama Ain't Happy (MCA)	121/4	36	1605	+154	6906	+609
41	39	35	32	TY HERNDON Hands Of A Working Man (Epic)	130/15	37	1518	+228	6754	+1113
BREAKER			33	MARK WILLS Wish You Were Here (Mercury)	139/31	38	1448	+686	6678	+3129
35	34	34	34	LEANN RIMES These Arms Of Mine (MCG/Curb)	110/1	41	1361	-15	6150	-1
BREAKER			35	PATTY LOVELESS Can't Get Enough (Epic)	115/15	43	1272	+160	5673	+643
42	41	37	36	ANDY GRIGGS You Won't Ever Be Lonely (RCA)	124/10	44	1252	+192	5617	+899
28	28	28	37	SAMMY KERSHAW One Day Left To Live (Mercury)	48/0	48	953	-911	4486	-3826
45	43	39	38	TRAVIS TRITT No More Looking Over My... (Warner Bros.)	88/5	47	977	+111	4468	+470
39	40	38	39	GARY ALLAN I'll Take Today (MCA)	78/0	49	922	-133	3937	-585
-	-	46	40	VINCE GILL Don't Come Crying To Me (MCA)	79/24	54	758	+406	3240	+1772
-	48	43	41	DEANA CARTER You Still Shake Me (Capitol)	74/13	55	719	+185	3176	+829
-	-	50	42	COLLIN RAYE Anyone Else (Epic)	101/55	56	658	+415	3160	+1958
-	-	49	43	WARREN BROTHERS Better Man (BNA)	74/21	59	556	+275	2400	+1184
-	49	45	44	SHANE MCANALLY Say Anything (MCG/Curb)	53/7	62	472	+133	2184	+612
-	-	47	45	CLAUDIA CHURCH What's The Matter With You... (Reprise)	45/6	64	404	+129	2008	+574
DEBUT			46	ALAN JACKSON Gone Crazy (Arista)	91/80	69	369	+342	1889	+1747
-	-	48	47	WADE HAYES Tore Up From The Floor Up (DKC/Columbia)	44/4	66	385	+109	1701	+431
DEBUT			48	AARON TIPPIN I'm Leaving (Lyric Street)	70/47	68	373	+363	1483	+1442
DEBUT			49	CLINT BLACK You Don't Need Me Now (RCA)	57/36	72	303	+239	1464	+1183
DEBUT			50	LILA MCCANN With You (Asylum/EEG)	53/33	78	260	+181	1189	+778

This chart reflects airplay from January 18-24. Songs ranked by total points. Highlighted songs indicate Breaker.

187 Country reporters. 184 current playlists. Songs that are down in points for three consecutive weeks and below No. 1 are moved to recurrent. © 1999, R&R Inc.

BREAKERS®

MARK WILLS

Wish You Were Here (Mercury)
74% of our reporters on it (139 stations)
31 Adds • Moves 40-33

PATTY LOVELESS

Can't Get Enough (Epic)
61% of our reporters on it (115 stations)
15 Adds • Moves 36-35

MOST ADDED®

ARTIST TITLE LABEL(S)	TOTAL ADDS
ALAN JACKSON Gone Crazy (Arista)	80
COLLIN RAYE Anyone Else (Epic)	55
AARON TIPPIN I'm Leaving (Lyric Street)	47
TERRI CLARK Everytime I Cry (Mercury)	39
CLINT BLACK You Don't Need Me Now (RCA)	36
JESSICA ANDREWS I Will Be There For You (DreamWorks)	34
LILA MCCANN With You (Asylum/EEG)	33
SUSAN ASHTON Faith Of The Heart (Capitol)	31
MARK WILLS Wish You Were Here (Mercury)	31
VINCE GILL Don't Come Crying To Me (MCA)	24

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MARK WILLS Wish You Were Here (Mercury)	+686
BROOKS & DUNN I Can't Get Over You (Arista)	+552
FAITH HILL Love Ain't Like That (Warner Bros.)	+544
DIAMOND RIO Unbelievable (Arista)	+429
LEE ANN WOMACK I'll Think Of A Reason Later (MCA)	+426
MARK CHESNUTT I Don't Want To Miss A Thing (MCA)	+423
COLLIN RAYE Anyone Else (Epic)	+415
GEORGE STRAIT Meanwhile (MCA)	+409
VINCE GILL Don't Come Crying To Me (MCA)	+406
DIXIE CHICKS You Were Mine (Monument)	+404

MOST INCREASED POINTS

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
MARK WILLS Wish You Were Here (Mercury)	+3129
BROOKS & DUNN I Can't Get Over You (Arista)	+2724
FAITH HILL Love Ain't Like That (Warner Bros.)	+2497
MARK CHESNUTT I Don't Want To Miss A Thing (MCA)	+2205
DIAMOND RIO Unbelievable (Arista)	+2150
LEE ANN WOMACK I'll Think Of A Reason Later (MCA)	+2119
DIXIE CHICKS You Were Mine (Monument)	+1982
COLLIN RAYE Anyone Else (Epic)	+1958
SARA EVANS No Place That Far (RCA)	+1930
KENNY CHESNEY How Forever Feels (BNA)	+1887

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
AARON TIPPIN For You I Will (Lyric Street)
CLAY WALKER You're Beginning To Get To Me (Giant)
TERRI CLARK You're Easy On The Eyes (Mercury)
DIXIE CHICKS Wide Open Spaces (Monument)
FAITH HILL Let Me Let Go (Warner Bros.)
COLLIN RAYE Someone You Used To Know (Epic)
TY HERNDON It Must Be Love (Epic)
TIM MCGRAW Where The Green Grass Grows (Curb)
MARK WILLS Don't Laugh At Me (Mercury)
BROOKS & DUNN Husbands And Wives (Arista)

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.

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GOING FOR ADDS

February 1, 1999

BlackHawk "Your Own Little Corner Of My Heart"

Arista: BlackHawk has a history with songwriter Walt Aldridge, who wrote "Your Own Little Corner of My Heart" with Brad Crisler. BlackHawk's Van Stephenson notes, "We are huge fans of Walt Aldridge's songwriting. As soon as we heard it, we knew we were going to cut it. I just love the lyrics and the up-tempo feel of the song." Bandmate Dave Robbins adds, "That song is classic BlackHawk. Walt wrote 'I Sure Can Smell the Rain' on our first album and 'Like There Ain't No Yesterday' on our second. And that's the feeling I get from that song." It's the latest single from BlackHawk's current album, *The Sky's the Limit*.

Lisa Brokop "Ain't Enough Roses"

Columbia: Lisa Brokop remains a hot property in her native Canada, where she ended 1998 with an 18-city tour that extended from Edmonton, Alberta to Charlottetown, Prince Edward Island, including five shows with Canadian Paul Brandt and non-Canadians Lonestar. After a stint on the now-defunct Liberty label in the states, Brokop marks a return to her U.S. fans with a Columbia debut album, *When You Get to Be You*, set for April release. The album includes the new single, "Ain't Enough Roses," which Brokop wrote with veteran Nashville tunesmiths Sam Hogin and Bob Reagan.

Keith Harling "There Goes The Neighborhood"

MCA: Keith Harling is back on the road these days as part of the Crown Royal Untamed & True 2 Tour with labelmates Mark Chesnutt, Gary Allan and Chely Wright. The upcoming week of the tour includes stops in Lubbock, Oklahoma City and Omaha before heading to Missouri for shows in Kansas City and Farmington. Harling is the sole writer on "There Goes the Neighborhood," the latest single from his debut album, *Write It in Stone*.

Neal McCoy "I Was"

Atlantic: Neal McCoy recently starred in his first TV special, a *CMT All Access* concert telecast live from Dallas. The reigning *TNN/Music City News* Entertainer of the Year loves performing in front of big crowds, and that shouldn't be a problem on February 20 when he hits the Houston Astrodome stage during the Houston Livestock Show and Rodeo. "I Was," written by Charlie Black and Phil Vassar, is the first single from McCoy's just-released album, *The Life of the Party*, his eighth for Atlantic.



LONESTAR RISES TO THE OCCASION! — Lonestar members Ritchie, Dean, Keech and Michael wish a happy birthday to WCOS/Columbia morning personality Cindy Ott during Country Music Television's recent visit to South Carolina.



Debby Turpin, APD
KSOP/Salt Lake City

**WARREN BROTHERS
"Better Man" (BNA)**

When I first heard "Better Man" by the Warren Brothers, I loved it! It has the kind of groove that you listen to and catch yourself singing later in the day. To me, that's a good test as to whether a song has merit or not. If it has a melody that sticks with you and lyrics that you can relate to (or wish you could), then chances are it's a song people are really going to like. I think a lot of people are going to like "Better Man"!



Mike Meehan, PD
WCMS/Norfolk

**JESSICA ANDREWS
"I Will Be There For You" (DreamWorks)**

If your response to this record is, "Oh, no! Not another teenager!" Stop it! This is a terrific recording. Her age is irrelevant. Many of us are familiar with "I Will Be There for You" from the *Prince of Egypt* Nashville collection, which has had enviable sales in our town — despite little or no airplay. Jessica has a big sound here with a cut-through-the-clutter voice and melody you'll be singing before it's over. The song has won our Online Music Poll with an immediate huge reaction! I can count the number of new artists I've added out of the box on one hand the last couple of years. Jessica Andrews is one of the few!

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NEW & ACTIVE

TERRI CLARK *Everytime I Cry (Mercury)*

Total Stations: 51, Total Points: 1138, Total Adds: 39, Including: WAYZ 28, WAMZ 17, KXKC 16, WBYT 16, WBEE 15, WSM 15, WRNS 13, WFMB 11, WTCM 10, WOVK 9, KFDI 8, WAXX 8, KUBL 7, WCTO 7, WNCY 7, WBCT 6, KGNC 5, KSKS 5, WDEN 5, WGNA 5, WIBW 5, WIL 5, WMSI 5, WTCR 5, WNOE 4

SUSAN ASHTON *Faith Of The Heart (Capitol)*

Total Stations: 41, Total Points: 803, Total Adds: 31, Including: KZKX 12, WUSN 12, WWWW 8, WMJC 7, KMLE 5, KSOP 5, WBCT 5, WCTO 5, WCTQ 5, WDEN 5, WTCR 5, WYCD 5
Plays Include: KIKK 18 (16), WWYZ 11 (10), WYYD 10 (5), KFDI 6 (5), KLLL 5 (5), KYGO 5 (5), WSOC 5 (5)

JESSICA ANDREWS *I Will Be There... (DreamWorks)*

Total Stations: 36, Total Points: 527, Total Adds: 34, Including: WXBQ 16, WUSQ 14, WQBE 12, KEEY 9, KIZN 7, WBEE 6, KVOO 5, WCTO 5, WDEN 5, WMTZ 5, WSOC 5, WTCR 5
Plays Include: WIVK 13 (7)

MONTE WARDEN *Someday... (Asylum/EEG)*

Total Stations: 13, Total Points: 346, Total Adds: 2, Including:
Plays Include: WCTO 12 (10), WOVK 10 (10), WMJC 8 (8), KTTS 6 (6), WTHI 6 (5), KVOO 5 (5), WKKT 5 (5), WRKZ 5 (5), WTCR 5 (5)

DEBORAH ALLEN *Is It Love Yet (Curb)*

Total Stations: 10, Total Points: 269, Total Adds: 5, Including: WWJO 9, KATM 7, WDEN 5, WRBQ 5
Plays Include: KSOP 7 (5), WKKT 5 (5)

GIL GRAND *Let's Start Livin' (Monument)*

Total Stations: 13, Total Points: 200, Total Adds: 10, Including: KJUG 13, KATM 7, KSKS 5, KVOO 5, WDEN 5, WSOC 5
Plays Include: KTTS 8 (6)

BLACKHAWK *Your Own Little Corner Of My... (Arista)*

Total Stations: 10, Total Points: 195, Total Adds: 9, Including: WRNS 13, KLLL 11, WUBE 5
Plays Include: WWYZ 7 (5)

Songs Ranked By Total Points

NATIONAL RADIO FORMATS

ABC RADIO NETWORKS

Coast-To-Coast

Mark Edwards • (972) 991-9200

Adds:

CHAD BROCK *Ordinary Life*
ALAN JACKSON *Gone Crazy*
COLLIN RAYE *Anyone Else*
MARK WILLIS *Wish You Were Here*

Hottest:

SARA EVANS *No Place That Far*
TRISHA YEARWOOD *Powerful Thing*
GEORGE STRAIT *Meanwhile*
BROOKS & DUNN *I Can't Get Over You*

Real Country

Dave Nicholson • (602) 966-6236

Adds:

ALAN JACKSON *Gone Crazy*
COLLIN RAYE *Anyone Else*
AARON TIPPIN *I'm Leaving*

Hottest:

REBA MCINTIRE *Wrong Night*
DIAMOND RIO *Unbelievable*
GEORGE STRAIT *Meanwhile*
SARA EVANS *No Place That Far*
DIXIE CHICKS *You Were Mine*

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

Gary Knoll

Adds:

CLAUDIA CHURCH *What's The Matter With You, Baby?*
VINCE GILL *Don't Come Crying To Me*
COLLIN RAYE *Anyone Else*

Hottest:

LEE ANN WOMACK *I'll Think Of A Reason Later*
DIXIE CHICKS *You Were Mine*

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

Super Country/Pure Country

Ken Moultrie

Adds:

CLINT BLACK *You Don't Need Me Now*
FAITH HILL *Love Ain't Like That*
AARON TIPPIN *I'm Leaving*

Hottest:

MARK CHESNUTT *I Don't Want To Miss A Thing*
REBA MCINTIRE *Wrong Night*
MARTINA MCBRIDE *Wrong Again*
JOHN MICHAEL MONTGOMERY *Hold On To Me*
ALAN JACKSON *Right On The Money*

Mainstream Country

L.J. Smith

Adds:

FAITH HILL *Love Ain't Like That*
MARK WILLIS *Wish You Were Here*
LEE ANN WOMACK *I'll Think Of A Reason Later*

BROADCAST PROGRAMMING CONTINUED

Hottest:

RANDY TRAVIS *Spirit Of A Boy, Wisdom Of A Man*
MARK CHESNUTT *I Don't Want To Miss A Thing*
DIAMOND RIO *Unbelievable*
TIM MCGRAW *For A Little While*
JO DEE MESSINA *Stand Beside Me*

New Country

L.J. Smith

Adds:

CLINT BLACK *You Don't Need Me Now*
VINCE GILL *Don't Come Crying To Me*
LILA MCCANN *With You*
COLLIN RAYE *Anyone Else*

Hottest:

JO DEE MESSINA *Stand Beside Me*
TIM MCGRAW *For A Little While*
DIAMOND RIO *Unbelievable*
MARK CHESNUTT *I Don't Want To Miss A Thing*
JOHN MICHAEL MONTGOMERY *Hold On To Me*

JONES RADIO NETWORK

Jim Murphy • (303) 784-8700

CD Country

John Hendricks

Adds:

VINCE GILL *Don't Come Crying To Me*
ALAN JACKSON *Gone Crazy*
MARK WILLIS *Wish You Were Here*

Hottest:

ALAN JACKSON *Right On The Money*
REBA MCINTIRE *Wrong Night*
TIM MCGRAW *For A Little While*
JO DEE MESSINA *Stand Beside Me*
RANDY TRAVIS *Spirit Of A Boy, Wisdom Of A Man*

WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

Mainstream Country

David Felker

Adds:

LEE ANN WOMACK *I'll Think Of A Reason Later*
TY HERNDON *Hands Of A Working Man*

Hottest:

RANDY TRAVIS *Spirit Of A Boy, Wisdom Of A Man*
TIM MCGRAW *For A Little While*
MARTINA MCBRIDE *Wrong Again*
JO DEE MESSINA *Stand Beside Me*
MARK CHESNUTT *I Don't Want To Miss A Thing*

Hot Country

David Felker

Adds:

TERRI CLARK *Everytime I Cry*
COLLIN RAYE *Anyone Else*
TRAVIS TRITT *No More Looking Over My Shoulder*
MARK WILLIS *Wish You Were Here*

Hottest:

JO DEE MESSINA *Stand Beside Me*
MARK CHESNUTT *I Don't Want To Miss A Thing*
TIM MCGRAW *For A Little While*
REBA MCINTIRE *Wrong Night*
DIAMOND RIO *Unbelievable*

TNN

60.2 million households
Traci Todd,
Manager/Video Programming

ADDS

SAWYER BROWN *Drive Me Wild (Curb)*

TOP 10

DIAMOND RIO *Unbelievable (Arista)*
KENNY CHESNEY *How Forever Feels (BNA)*
DIXIE CHICKS *You Were Mine (Monument)*
DERYL DODD *A Bitter End (Columbia)*
SARA EVANS *No Place That Far (RCA)*
KINLEYS *Somebody's Out There Watching (Epic)*
JOHN MICHAEL MONTGOMERY *Hold On To Me (Atlantic)*
OLIVIA NEWTON-JOHN *Precious Love (MCA)*
LARI WHITE *Take Me (Lyric Street)*
WILKINSONS *Fly (The Angel Song) (Giant)*

Information current as of January 25.

CMT

COUNTRY MUSIC TELEVISION

42 million households
Chris Parr, Director/Programming
Paul Hastaba, VP/GM

ADDS

WARREN BROTHERS *Better Man (BNA)*

TOP 10

DIAMOND RIO *Unbelievable (Arista)*
JOHN MICHAEL MONTGOMERY *Hold On To Me (Atlantic)*
SARA EVANS *No Place That Far (RCA)*
RANDY TRAVIS *Spirit Of A Boy, Wisdom Of... (DreamWorks)*
WILKINSONS *Fly (The Angel Song) (Giant)*
SHANIA TWAIN *That Don't Impress Me Much (Mercury)*
GARTH BROOKS *It's Your Song (Capitol)*
FAITH HILL *Let Me Let Go (Warner Bros.)*
DERYL DODD *A Bitter End (Columbia)*
DIXIE CHICKS *You Were Mine (Monument)*

HEAVY

GARTH BROOKS *It's Your Song (Capitol)*
KENNY CHESNEY *How Forever Feels (BNA)*
DIXIE CHICKS *You Were Mine (Monument)*
DERYL DODD *A Bitter End (Columbia)*
SARA EVANS *No Place That Far (RCA)*
FAITH HILL *Let Me Let Go (Warner Bros.)*
KINLEYS *Somebody's Out There Watching (Epic)*
JO DEE MESSINA *Stand Beside Me (Curb)*
JOHN MICHAEL MONTGOMERY *Hold On To Me (Atlantic)*
RANDY TRAVIS *No More Looking Over... (DreamWorks)*
SHANIA TWAIN *That Don't Impress Me Much (Mercury)*
WILKINSONS *Fly (The Angel Song) (Giant)*

HOT SHOTS

J. BRICKMAN w/M. MCBRIDE *Valentine (Windham Hill)*
CHAD BROCK *Ordinary Life (Warner Bros.)*
TERRI CLARK *Everytime I Cry (Mercury)*
ANDY GRIGGS *You Won't Ever Be Lonely (RCA)*
WADE HAYES *Tore Up From The Floor Up (DKC/Columbia)*
TY HERNDON *Hands Of A Working Man (Epic)*
SAMMY KERSHAW *One Day Left To Live (Mercury)*
PATTY LOVELESS *Can't Get Enough (Epic)*
LILA MCCANN *With You (Asylum/EEG)*
COLLIN RAYE *Anyone Else (Epic)*
SOUTH SIXTY FIVE *A Random Act Of Senseless... (Atlantic)*
TRAVIS TRITT *No More Looking Over My... (Warner Bros.)*

Heavy rotation songs receive 28 plays per week. Hotshots receive 21 plays per week.

Information current as of January 27.

COUNTRY REPORTERS

Stations and their ads listed alphabetically by market

<p>KEAN/Abilene, TX PD: Dwayne Alexander MD: Rudy Allen Fernandez 39 ALAN JACKSON 20 CLINT BLACK 14 AARON TIPPIN SAWYER BROWN TY HERNDON CLAUDIA CHURCH SUSAN ASHTON LILA MCCANN</p> <p>WQMX/Akron, OH PD: Kevin Mason MD: Bill Shiel WARREN BROTHERS ANDY GRIGGS ALAN JACKSON</p> <p>WGNA/Albany, NY PD: Buzz Brindle MD: Bill Earley ALAN JACKSON COLLIN RAYE</p> <p>KRST/Albuquerque, NM PD: Brad Barrett MD: Chaz Mailbu COLLIN RAYE LILA MCCANN TERRI CLARK WARREN BROTHERS</p> <p>WCTO/Allentown, PA PD: Chuck Geiger Int. APD/MD: Brian Lee 7 TERRI CLARK 6 MARK WILLS 5 JESSICA ANDREWS 5 SUSAN ASHTON DEANA CARTER 5 CHAD BROCK ALAN JACKSON</p> <p>WFGY/Altoona, PA PD/MD: Polly Wogg CLINT BLACK COLLIN RAYE ALAN JACKSON AARON TIPPIN</p> <p>KGNC/Amarillo, TX PD: Bob Shannon MD: Patrick Clark 21 ALAN JACKSON 10 CLINT BLACK 5 TERRI CLARK 5 COLLIN RAYE</p> <p>WNCY/Appleton, WI PD: Jeff McCarthy MD: Randy Shannon MD: Scottie Stick MICHAEL PETERSON VINCE GILL ALAN JACKSON BLACKHAWK CLINT BLACK</p> <p>WKSF/Asheville, NC OM/MD: Glenn Trent MD: Eddie Fox ALAN JACKSON AARON TIPPIN</p> <p>WYAY/Atlanta, GA OM: Neil McGinley PD: Steve Mitchell MD: Johnny Gray 11 PATTY LOVELESS 9 ALAN JACKSON</p> <p>WKXC/Augusta, GA OM/MD: Tommy Gentry APD/MD: Zach Taylor MARK WILLS CHAD BROCK</p> <p>KASE/Austin, TX PD: Michael Cruise MD: Bob Pickett 8 BROOKS & DUNN 7 KENNY CHESNEY</p> <p>KUZZ/Bakersfield, CA PD/MD: Evan Bridwell AARON TIPPIN TERRI CLARK ALAN JACKSON CLINT BLACK JESSICA ANDREWS</p> <p>WPDC/Baltimore, MD PD: Scott Lindemulder APD/MD: Todd Bery VINCE GILL</p> <p>WXCT/Baton Rouge, LA OM/MD: Randy Chase APD: Todd Day 5 DEANA CARTER 5 ALAN JACKSON 5 WADE HAYES 5 CHAD BROCK</p> <p>WYNK/Baton Rouge, LA PD: Ralph Cherry MD: Austin James FAITH HILL ALAN JACKSON LEE ANN WOMACK COLLIN RAYE</p> <p>KAYD/Beaumont, TX PD/MD: Frank Dawson APD: Jay Bernard COLLIN RAYE MARK WILLS ALAN JACKSON AARON TIPPIN</p> <p>WKNN/Biloxi, MS PD: Kipp Gregory MD: Steve Kelley CHAD BROCK WARREN BROTHERS ALAN JACKSON AARON TIPPIN</p>	<p>WHWK/Binghamton, NY OM/MD: John Davison ANDY GRIGGS MARK WILLS COLLIN RAYE LILA MCCANN</p> <p>WZZK/Birmingham, AL OM/MD: Jim Tice APD/MD: Scott Stewart KENNY CHESNEY</p> <p>KIZN/Boise, ID PD: Rich Summers APD/MD: Spencer Burke 7 JESSICA ANDREWS JESSICA ANDREWS TERRI CLARK ALAN JACKSON SUSAN ASHTON</p> <p>WKLB/Boston, MA PD: Mike Brophy APD/MD: Ginny Rogers No Adds</p> <p>WYRK/Buffalo, NY PD: Justin Case APD/MD: John Paul BILLY RAY CYRUS</p> <p>WCTD/Cedar Rapids, IA PD: Jeff Winfield MD: Dawn Johnson 5 ALAN JACKSON 5 CLINT BLACK 5 AARON TIPPIN 5 LILA MCCANN 5 ANDY GRIGGS</p> <p>WIXY/Champaign, IL PD: R.W. Smith MD: Nicole Beals TRAVIS TRITT</p> <p>WEZL/Charleston, SC PD: Kris Van Dyke MD: Gary Griffin 7 AARON TIPPIN VINCE GILL SAWYER BROWN SUSAN ASHTON ALAN JACKSON</p> <p>WQBE/Charleston, WV OM/MD: Jeff Whitehead 13 CHARLIE ROBISON 12 JESSICA ANDREWS</p> <p>WKKT/Charlotte, NC PD: Bill Young MD: Shane Collins 5 LILA MCCANN NEAL MCCOY AARON TIPPIN BRUCE ROBISON JESSICA ANDREWS SUSAN ASHTON</p> <p>WSDC/Charlotte, NC MD: Rick McCracken 5 JESSICA ANDREWS 5 SHANE MCANALLY 5 VINCE GILL 5 TY HERNDON 5 GIL GRAND</p> <p>WYAY/Atlanta, GA OM: Neil McGinley PD: Steve Mitchell MD: Johnny Gray 11 PATTY LOVELESS 9 ALAN JACKSON</p> <p>WUSY/Chattanooga, TN PD: Clay Hunnicutt MD: Bill Poindexter WADE HAYES</p> <p>WUSN/Chicago, IL PD: Alan Sledge MD: Tricia Biondo WARREN BROTHERS</p> <p>WUBE/Cincinnati, OH OM/MD: Tim Closson MD: Duke Hamilton 8 ALAN JACKSON 6 MARK WILLS 5 BLACKHAWK FAITH HILL</p> <p>WYGY/Cincinnati, OH OM: Tim Closson PD: Patti Marshall APD: C.C. Rider MD: JJ Gerard 10 MARK WILLS 7 ALAN JACKSON 3 CHAD BROCK</p> <p>WGAR/Cleveland, OH PD: Denny Nugent MD: Chuck Collier 7 COLLIN RAYE</p> <p>KKCS/Colorado Springs, CO PD: Mike James APD/MD: Travis Daily 7 ALAN JACKSON JESSICA ANDREWS TERRI CLARK</p> <p>WYWK/Baton Rouge, LA PD: Ralph Cherry MD: Austin James FAITH HILL ALAN JACKSON LEE ANN WOMACK COLLIN RAYE</p> <p>WCOS/Columbia, SC PD: Jeff Roper MD: Glen Garrett 5 FAITH HILL 5 LEE ANN WOMACK CLINT BLACK</p> <p>WCOL/Columbus, OH PD: Smith Tom Fridley MD: John Crenshaw PATTY LOVELESS FAITH HILL COLLIN RAYE LEE ANN WOMACK</p> <p>WHOK/Columbus, OH PD: Don Crisaf MD: George Wolf 9 LINDA DAVIS</p>	<p>KRYS/Corpus Christi, TX PD: Clayton Allen MD: Cactus Lou KINLEY ALAN JACKSON COLLIN RAYE CLINT BLACK</p> <p>KPLX/Dallas, TX PD: Brian Phillips APD: Smokey Rivers MD: Steve Montgomery 14 DERYL DODD</p> <p>KYNG/Dallas, TX PD: Bob McNeill MD: Jim Verdi ALAN JACKSON MICHAEL PETERSON</p> <p>WGNE/Daytona Beach, FL PD: John Anthony MD: Jim Anthony VINCE GILL SAWYER BROWN MARK WILLS</p> <p>KYGO/Denver, CO OM/MD: John St. John MD: Tad Svendsen JAMIE PROSSER LONESTAR ALAN JACKSON</p> <p>KHKI/Des Moines, IA PD: Wes McShay MD: J.C. Walker ANDY GRIGGS COLLIN RAYE AARON TIPPIN</p> <p>KJJK/Des Moines, IA OM/MD: Beverlee Brannigan MD: Eddie Hatfield ANDY GRIGGS TY HERNDON COLLIN RAYE</p> <p>WYCD/Detroit, MI PD: Lisa Rodman MD: Brian Hatfield 7 COLLIN RAYE 5 TY HERNDON 5 WARREN BROTHERS 5 SUSAN ASHTON</p> <p>WDJR/Dothan, AL OM/MD: Jerry Broadway 6 ALAN JACKSON 2 LILA MCCANN</p> <p>WAXX/Eau Claire, WI OM/MD: George House MD: Tim Wilson 8 JAMES PROSSER 8 TERRI CLARK JESSICA ANDREWS DEBORAH ALLEN SUSAN ASHTON</p> <p>KHEY/EI Paso, TX PD/MD: Danny White ALAN JACKSON WARREN BROTHERS GIL GRAND MONTE WARDEN LILA MCCANN</p> <p>WXTA/Erie, PA OM/MD: Bill Shannon APD: Adam Reese MD: Chat Price ALAN JACKSON TERRI CLARK AARON TIPPIN</p> <p>KKNU/Eugene, OR PD: Jim Davis MD: Matt James ALAN JACKSON TERRI CLARK SHANE MCANALLY JESSICA ANDREWS</p> <p>WKDQ/Evansville, IN PD: Jon Prell MD: K.C. Todd CLINT BLACK ALAN JACKSON CLAUDIA CHURCH COLLIN RAYE JESSICA ANDREWS SUSAN ASHTON</p> <p>KIKK/Houston, TX PD: John Roberts MD: Andy Kelly 7 COLLIN RAYE 5 TY HERNDON WARREN BROTHERS LILA MCCANN</p> <p>KILT/Houston, TX PD: Debbie Piplu VINCE GILL ALAN JACKSON</p> <p>WTCR/Huntington, WV PD/MD: Chuck Black 5 JESSICA ANDREWS 5 SUSAN ASHTON 5 TERRI CLARK 5 ALAN JACKSON 5 LILA MCCANN 5 AARON TIPPIN GIL GRAND COLLIN RAYE LISA BROOK</p> <p>WFMS/Indianapolis, IN MD: J.D. Cannon PATTY LOVELESS COLLIN RAYE</p> <p>WMSI/Jackson, MS PD: Jay Richards 9 FAITH HILL 6 MARK WILLS 5 WARREN BROTHERS 5 TERRI CLARK 5 VINCE GILL</p>	<p>WQHK/Fl. Wayne, IN OM/MD: Dean McNeil APD/MD: Jeff Moore 5 LILA MCCANN SUSAN ASHTON TERRI CLARK CLINT BLACK ALAN JACKSON</p> <p>KSXS/Fresno, CA PD: Ken Boessen MD: Steve Montgomery 5 FAITH HILL 5 COLLIN RAYE 5 AARON TIPPIN 5 TERRI CLARK 5 GIL GRAND</p> <p>WBCT/Grand Rapids, MI OM/MD: Doug Montgomery MD: Kelly Iris 14 ALAN JACKSON 9 COLLIN RAYE 6 TERRI CLARK 5 CLINT BLACK 5 SUSAN ASHTON JESSICA ANDREWS</p> <p>WHSL/Greensboro, NC PD: Brian Landrum APD: Danny Hall MD: Jayme Austin CLAUDIA CHURCH COLLIN RAYE SUSAN ASHTON LILA MCCANN VINCE GILL ALAN JACKSON</p> <p>WTQR/Greensboro, NC PD: Paul Franklin MD: Deon St. Clair 8 CLAUDIA CHURCH ALAN JACKSON</p> <p>WRNS/Greenville, NC PD/MD: Wayne Carylie 13 BLACKHAWK 13 TERRI CLARK 13 LILA MCCANN</p> <p>WESC/Greenville, SC OM/MD: John Landrum No Adds</p> <p>WSSL/Greenville, SC PD: Bruce Logan APD/MD: Kerry Owen 12 AARON TIPPIN 11 ALAN JACKSON 9 GARTH BROOKS SUSAN ASHTON</p> <p>WAYZ/Hagerstown, MD PD/MD: Dennis Hughes 28 AARON TIPPIN 28 TERRI CLARK 20 WARREN BROTHERS CLINT BLACK LILA MCCANN</p> <p>WRBT/Harrisburg, PA PD: Tom Benson MD: Shelly Easton 10 LEE ANN WOMACK CLINT BLACK ALAN JACKSON CHAD BROCK MARK WILLS JESSICA ANDREWS AARON TIPPIN</p> <p>WRKZ/Harrisburg, PA PD: Kelly Iris MD: Dendation, CLINT BLACK VINCE GILL AARON TIPPIN COLLIN RAYE GIL GRAND LILA MCCANN SUSAN ASHTON JESSICA ANDREWS</p> <p>WYVZ/Hartford, CT PD: Greg Roche MD: John Saville CLINT BLACK JESSICA ANDREWS AARON TIPPIN LONESTAR DEBORAH ALLEN</p> <p>KIKK/Houston, TX PD: John Roberts MD: Andy Kelly 7 COLLIN RAYE 5 TY HERNDON WARREN BROTHERS LILA MCCANN</p> <p>KILT/Houston, TX PD: Debbie Piplu VINCE GILL ALAN JACKSON</p> <p>WJWC/Long Island, NY PD: Jim Asker MD: Suzanne Alexander TY HERNDON AARON TIPPIN</p> <p>KZLA/Los Angeles, CA PD: Bill Fink MD: Mandy McCormack 22 TY HERNDON 15 TIM MCGRAW 15 COLLIN RAYE 15 BLACKHAWK KINLEYS</p> <p>WAMZ/Louisville, KY PD: Coyote Calhoun MD: Ron Hazard 17 TERRI CLARK</p> <p>KLLL/Lubbock, TX PD: Jay Richards MD: Kelly Greene 11 ALAN JACKSON 11 BLACKHAWK 10 AARON TIPPIN</p>	<p>WQIK/Jacksonville, FL PD: Gail Austin APD/MD: Jon Scott 3 ALAN JACKSON</p> <p>WROD/Jacksonville, FL PD: Buzz Jackson MD: Rhonda Goff 2 CLINT BLACK 2 ANDY GRIGGS 1 PATTY LOVELESS 1 TRACY BYRD</p> <p>WXBQ/Johnson City, TN PD: Bill Hegy MD: Reggie Neal 16 JESSICA ANDREWS</p> <p>WMTZ/Johnstown, PA OM/MD: Brian Cleary 5 JESSICA ANDREWS COLLIN RAYE AARON TIPPIN CLINT BLACK</p> <p>KBEQ/Kansas City, MO PD: Mike Kennedy MD: T.J. McEntire DEANA CARTER JESSICA ANDREWS CLINT BLACK TERRI CLARK ALAN JACKSON FAITH HILL BLACKHAWK</p> <p>KFKF/Kansas City, MO PD: Dale Carter APD/MD: Mark Stevens 13 CLINT BLACK 13 COLLIN RAYE 13 WARREN BROTHERS</p> <p>WIVK/Knoxville, TN OM/MD: Mike Hammond No Adds</p> <p>KXKC/Lafayette, LA PD: Renee Revatt MD: Kelly Thompson ALAN JACKSON LILA MCCANN</p> <p>WIOV/Lancaster, PA PD: Dick Raymond MD: Keith Patrick FAITH HILL COLLIN RAYE</p> <p>WITL/Lansing, MI PD: Jeff Davis MD: Chris Tyler LEE ANN WOMACK</p> <p>KFMS/Las Vegas, NV PD: John Marks APD/MD: Shari Singer LINDA DAVIS VINCE GILL</p> <p>KWNR/Las Vegas, NV OM/MD: John Marks MD: Brooks O'Brien 5 MARK WILLS 5 ANDY GRIGGS 5 FAITH HILL 5 LEE ANN WOMACK</p> <p>WVLC/Lexington, KY PD/MD: Neel Thomas 5 VINCE GILL 5 TY HERNDON 5 DEANA CARTER</p> <p>KZXX/Lincoln, NE PD: Charlie Thomas MD: Brian Jennings 5 LONESTAR COLLIN RAYE TERRI CLARK BLACKHAWK GIL GRAND SHADES OF PEARL DEANA CARTER</p> <p>KSSN/Little Rock, AR PD/MD: Bill Dabson AARON TIPPIN COLLIN RAYE MARK WILLS TERRI CLARK LILA MCCANN WARREN BROTHERS ALAN JACKSON CLINT BLACK PATTY LOVELESS</p> <p>WYNY/New York, NY PD: Darrin Smith APD/MD: Shari Roth GARTH BROOKS GEORGE STRAIT LEE ANN WOMACK DEANA CARTER</p> <p>WJWC/Long Island, NY PD: Jim Asker MD: Suzanne Alexander TY HERNDON AARON TIPPIN</p> <p>WCMO/Norfolk, VA PD/MD: Mike Meshan PATTY LOVELESS JESSICA ANDREWS</p> <p>WGH/Norfolk, VA PD: Mark Stover MD: Ryan Doby ALAN JACKSON LILA MCCANN JESSICA ANDREWS NEAL MCCOY</p> <p>WTCM/MW Michigan PD: Mark Stayer MD: Ryan Doby ALAN JACKSON LILA MCCANN JESSICA ANDREWS NEAL MCCOY</p> <p>WDRR/Raleigh, NC PD: Len Shackelford 17 KENNY CHESNEY 17 LEE ANN WOMACK KINLEYS</p>	<p>KTST/Oklahoma City, OK OM/MD: Ted Stecker APD: Crash AARON TIPPIN WARREN BROTHERS</p> <p>KXXY/Oklahoma City, OK OM/MD: Ted Stecker MD: Bill Reed 5 MICHAEL PETERSON</p> <p>KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn COLLIN RAYE AARON TIPPIN LILA MCCANN</p> <p>WOW/Omaha, NE PD: Tim Matthews APD/MD: Tom Scott 6 SHANE MCANALLY 6 VINCE GILL 6 COLLIN RAYE</p> <p>WWKA/Orlando, FL PD: Stan Parman MD: Shadow Stevens 9 ALAN JACKSON SAWYER BROWN MARK WILLS</p> <p>KHAY/Oxnard, CA PD/MD: Mark Hill LEE ANN WOMACK SHANE MCANALLY MARK WILLS COLLIN RAYE DEANA CARTER JESSICA ANDREWS TERRI CLARK</p> <p>KPLM/Palm Springs, CA PD: Al Gordon APD/MD: Kris Richards JESSICA ANDREWS CHAD BROCK TERRI CLARK DANNI LEIGH</p> <p>KEYE/Minneapolis, MN OM/MD: Gregg Swedberg APD/MD: Travis Moon SUSAN ASHTON BLACKHAWK</p> <p>WKSJ/Mobile, AL PD: Kit Carson APD/MD: Steve Kelley COLLIN RAYE MARK WILLS AARON TIPPIN</p> <p>WXTU/Philadelphia, PA PD: Ken Johnson APD/MD: Jim Radler BROOKS & DUNN</p> <p>KATM/Modesto, CA PD: Randy Black APD/MD: Chris Costa 10 CLINT BLACK 10 ALAN JACKSON 9 COLLIN RAYE 7 DEBORAH ALLEN 7 GIL GRAND 7 SHANE MCANALLY 7 LILA MCCANN</p> <p>KNIX/Phoenix, AZ PD: Larry Daniels MD: Lance Tidwell No Adds</p> <p>WDSY/Pittsburgh, PA OM/MD: Keith Clark APD/MD: Stoney Richards AARON TIPPIN BILLY RAY CYRUS SHANIA TWAIN</p> <p>WPOR/Portland, ME PD: Clint Marsh APD/MD: Erick Anderson AARON TIPPIN COLLIN RAYE</p> <p>WSM/Nashville, TN OM: Kyle Cantrell PD: Greg Cole MD: Kevin Anderson AARON TIPPIN ALAN JACKSON COLLIN RAYE MARK WILLS</p> <p>WNOE/New Orleans, LA PD/MD: Eddie Edwards 5 ALAN JACKSON 4 VINCE GILL</p> <p>WYNY/New York, NY PD: Darrin Smith APD/MD: Shari Roth GARTH BROOKS GEORGE STRAIT LEE ANN WOMACK DEANA CARTER</p> <p>WCTK/Providence, RI PD: Rick Everett MD: Sam Stevens PATTY LOVELESS DEANA CARTER TERRI CLARK AARON TIPPIN</p> <p>WLLR/Quad Cities, IA-IL PD: Jim O'Hara MD: Ron Evans 5 TY HERNDON 5 DEANA CARTER</p> <p>WTKM/San Antonio, TX PD: John Dimick APD/MD: Greg Frey BILLY RAY CYRUS KENNY CHESNEY</p> <p>KYCY/San Antonio, TX PD: R.J. Curtis JOHN M. MONTGOMERY ALAN JACKSON</p> <p>KSON/San Diego, CA PD: John Dimick APD/MD: Greg Frey BILLY RAY CYRUS KENNY CHESNEY</p> <p>KYCY/San Francisco, CA PD: Tim Jordan APD/MD: Steve Jordan VINCE GILL COLLIN RAYE ALAN JACKSON</p> <p>KRXY/San Jose, CA PD/MD: Julie Stevens 5 COLLIN RAYE 5 VINCE GILL MARK WILLS</p>	<p>KBUL/Reno, NV OM: Tom Jordan APD/MD: Chuck Reeves 6 AARON TIPPIN WARREN BROTHERS SUSAN ASHTON LONESTAR CLINT BLACK TRACY BYRD</p> <p>WKHK/Richmond, VA PD: Kevin King CLINT BLACK ALAN JACKSON MARK WILLS</p> <p>KFRG/Riverside, CA OM/MD: Ray Masalle MD: John M. MONTGOMERY</p> <p>WYYD/Roanoke, VA PD/MD: Robynn Jaymes ALAN JACKSON LILA MCCANN PATTY LOVELESS CLINT BLACK</p> <p>WBEE/Rochester, NY MD: Fred Horton MD: Coyote Collins 15 TERRI CLARK 14 COLLIN RAYE 6 LONESTAR 6 VINCE GILL 6 JESSICA ANDREWS</p> <p>KNCI/Sacramento, CA OM/MD: Mark Evans APD/MD: Jennifer Wood COLLIN RAYE SAWYER BROWN WARREN BROTHERS AARON TIPPIN</p> <p>WKCC/Saginaw, MI OM/MD: Rick Walker MD: Stan Parman AARON TIPPIN ALAN JACKSON VINCE GILL</p> <p>WVJG/St. Cloud, MN PD: Jeff Sprunt CLINT BLACK COLLIN RAYE TERRI CLARK GIL GRAND SUSAN ASHTON AARON TIPPIN</p> <p>WPKX/Springfield, MA PD/MD: Jim Radler CLINT BLACK SUSAN ASHTON SAWYER BROWN WADE HAYES</p> <p>WIL/St. Louis, MO PD: Bob Barnett APD/MD: Mark Langston 16 ALAN JACKSON 15 COLLIN RAYE 5 TERRI CLARK 5 AARON TIPPIN 5 ANDY GRIGGS</p> <p>WKKX/St. Louis, MO PD: Jeff Allert MD: Dave Loula AARON TIPPIN ALAN JACKSON BLACKHAWK LILA MCCANN SUSAN ASHTON LINDA DAVIS DEANA CARTER</p> <p>KNIX/Phoenix, AZ PD: Larry Daniels MD: Lance Tidwell No Adds</p> <p>WDSY/Pittsburgh, PA OM/MD: Keith Clark APD/MD: Stoney Richards AARON TIPPIN BILLY RAY CYRUS SHANIA TWAIN</p> <p>WVLC/Lexington, KY PD/MD: Neel Thomas 5 VINCE GILL 5 TY HERNDON 5 DEANA CARTER</p> <p>KZXX/Lincoln, NE PD: Charlie Thomas MD: Brian Jennings 5 LONESTAR COLLIN RAYE TERRI CLARK BLACKHAWK GIL GRAND SHADES OF PEARL DEANA CARTER</p> <p>KSSN/Little Rock, AR PD/MD: Bill Dabson AARON TIPPIN COLLIN RAYE MARK WILLS TERRI CLARK LILA MCCANN WARREN BROTHERS ALAN JACKSON CLINT BLACK PATTY LOVELESS</p> <p>WYNY/New York, NY PD: Darrin Smith APD/MD: Shari Roth GARTH BROOKS GEORGE STRAIT LEE ANN WOMACK DEANA CARTER</p> <p>WCTK/Providence, RI PD: Rick Everett MD: Sam Stevens PATTY LOVELESS DEANA CARTER TERRI CLARK AARON TIPPIN</p> <p>WLLR/Quad Cities, IA-IL PD: Jim O'Hara MD: Ron Evans 5 TY HERNDON 5 DEANA CARTER</p> <p>WTKM/San Antonio, TX PD: John Dimick APD/MD: Greg Frey BILLY RAY CYRUS KENNY CHESNEY</p> <p>KYCY/San Antonio, TX PD: R.J. Curtis JOHN M. MONTGOMERY ALAN JACKSON</p> <p>KSON/San Diego, CA PD: John Dimick APD/MD: Greg Frey BILLY RAY CYRUS KENNY CHESNEY</p> <p>KYCY/San Francisco, CA PD: Tim Jordan APD/MD: Steve Jordan VINCE GILL COLLIN RAYE ALAN JACKSON</p> <p>KRXY/San Jose, CA PD/MD: Julie Stevens 5 COLLIN RAYE 5 VINCE GILL MARK WILLS</p>	<p>WJCL/Savannah, GA COLLIN RAYE ALAN JACKSON MARK WILLS AARON TIPPIN SHANE MCANALLY</p> <p>KMPS/Seattle, WA PD: Mark Richards MD: Tony Thomas ALAN JACKSON DIAMOND RIO</p> <p>KYCW/Seattle, WA PD: Becky Brenner MD: Penny Coyne BROOKS & DUNN MARK WILLS LILA MCCANN</p> <p>KRMD/Shreveport, LA OM/MD: John Swan WARREN BROTHERS ALAN JACKSON DEANA CARTER</p> <p>WBYT/South Bend, IN PD: Dave Steele MD: Lisa Kosty CLINT BLACK ALAN JACKSON JESSICA ANDREWS LILA MCCANN TY HERNDON</p> <p>KDRK/Spokane, WA OM/MD: Ray Edwards APD/MD: Tony Trovato COLLIN RAYE SAWYER BROWN WARREN BROTHERS AARON TIPPIN</p> <p>KNFR/Spokane, WA PD: Scott Shannon MD: Paul Neumann 9 ALAN JACKSON 6 LILA MCCANN 6 MARK WILLS</p> <p>WIRK/West Palm Beach, FL PD: Mitch Mahan APD/MD: J.R. Jackson TERRI CLARK</p> <p>WFMB/Springfield, IL PD: Mark Phillips MD: John Spaulding 12 COLLIN RAYE AARON TIPPIN</p> <p>WPKX/Springfield, MA PD/MD: Jim Radler CLINT BLACK SUSAN ASHTON SAWYER BROWN WADE HAYES</p> <p>KFDI/Wichita, KS PD: John Speer MD: Gary Hightower 6 ALAN JACKSON 6 GIL GRAND NEAL MCCOY</p> <p>KZSN/Wichita, KS OM/MD: Pat Moyer MD: Dan Holiday SUSAN ASHTON VINCE GILL COLLIN RAYE JESSICA ANDREWS</p> <p>WBBW/Syracuse, NY PD/MD: Meg Stevens JESSICA ANDREWS GEORGE STRAIT</p> <p>WQYK/Tampa, FL OM: Eric Logan APD: Beecher Martin APD/MD: Jay Roberts No Adds</p> <p>WRBQ/Tampa, FL PD: Ronnie Lane MD: Nancy Knight 5 TRAVIS TRITT 5 TRACY BYRD 5 DEBORAH ALLEN SUSAN ASHTON</p> <p>WUSQ/Winchester, VA PD: Randy Woodward MD: Jennifer Woodward 14 JESSICA ANDREWS CLINT BLACK TERRI CLARK ALAN JACKSON COLLIN RAYE AARON TIPPIN LILA MCCANN</p> <p>KXDD/Yakima, WA PD/MD: Dewey Boynton LILA MCCANN</p>	<p>WZWO/Tupelo, MS PD: Tom Freeman MD: Lara Mansell COLLIN RAYE ALAN JACKSON MARK WILLS AARON TIPPIN PATTY LOVELESS</p> <p>KNUE/Tyler, TX OM: Larry Kent PD/MD: John Moore PATTY LOVELESS TRAVIS TRITT VINCE GILL LILA MCCANN</p> <p>KJUC/Visalia, CA PD/MD: Dave Daniels VINCE GILL CLINT BLACK TERRI CLARK JESSICA ANDREWS LILA MCCANN SUSAN ASHTON</p> <p>WACO/Waco, TX PD/MD: Zack Owen 10 PATTY LOVELESS 10 MARK WILLS 10 VINCE GILL 10 WARREN BROTHERS</p> <p>WMZQ/Washington, DC PD: Mac Daniels MD: Jon Anthony No Adds</p> <p>WDEZ/Wausau, WI PD: Mark Skibba MD: Lou Stewart ALAN JACKSON MICHAEL PETERSON TERRI CLARK AARON TIPPIN FAITH HILL</p> <p>WIRK/West Palm Beach, FL PD: Mitch Mahan APD/MD: J.R. Jackson TERRI CLARK</p> <p>WFMB/Springfield, IL PD: Mark Phillips MD: John Spaulding 12 COLLIN RAYE AARON TIPPIN</p> <p>WPKX/Springfield, MA PD/MD: Jim Radler CLINT BLACK SUSAN ASHTON SAWYER BROWN WADE HAYES</p> <p>KFDI/Wichita, KS PD: John Speer MD: Gary Hightower 6 ALAN JACKSON 6 GIL GRAND NEAL MCCOY</p> <p>KZSN/Wichita, KS OM/MD: Pat Moyer MD: Dan Holiday SUSAN ASHTON VINCE GILL COLLIN RAYE JESSICA ANDREWS</p> <p>WBBW/Syracuse, NY PD/MD: Meg Stevens JESSICA ANDREWS GEORGE STRAIT</p> <p>WQYK/Tampa, FL OM: Eric Logan APD: Beecher Martin APD/MD: Jay Roberts No Adds</p> <p>WRBQ/Tampa, FL PD: Ronnie Lane MD: Nancy Knight 5 TRAVIS TRITT 5 TRACY BYRD 5 DEBORAH ALLEN SUSAN ASHTON</p> <p>WUSQ/Winchester, VA PD: Randy Woodward MD: Jennifer Woodward 14 JESSICA ANDREWS CLINT BLACK TERRI CLARK ALAN JACKSON COLLIN RAYE AARON TIPPIN LILA MCCANN</p> <p>KXDD/Yakima, WA PD/MD: Dewey Boynton LILA MCCANN</p>
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WDAF/Kansas City, MO
Did Not Report, Playlist Frozen (1):
WKIS/Miami, FL

COUNTRY PLAYLISTS

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7	10	12	15		JO DEE MESSINA/Stand Beside Me
8	10	14	13		TIM MCGRAW/For A Little While
6	8	12	12		REBA MCGENTIRE/Wrong Night
8	7	8	9		SHANIA TWAIN/That Don't
-	-	-	-	9	MARK WILLIS/Wish You Were Here
9	7	8	8		WILKINSONS/Fly (The Angel Song)
-	-	-	-	8	BROOKS & DUNN/Can't Get Over You
7	8	8	8		GEORGE STRAIT/Meanwhile
8	6	8	8		TRISHA YEARWOOD/Powerful Thing
6	7	7	8		DIXIE CHICKS/You Were Mine
5	7	8	7		MICHAEL PETERSON/By The Book
5	5	8	7		SARA EVANS/No Place That Far
6	8	7	7		JOHN M. MONTGOMERY/Hold On To Me
-	-	-	-	7	FAITH HILL/Let Me Let Go
-	-	-	-	7	DIAMOND RIO/Unbelievable
5	5	6	5		KENNY CHESNEY/How Forever Feels
5	5	5	5		CHAD BROCK/Ordinary Life
5	6	5	5		BILLY RAY CYRUS/Busy Man
-	-	-	-	5	ALABAMA/Keepin' Up
5	5	5	5		DERYL DODDIA/Bitter End
6	5	5	5		LARI WHITE/Take Me
-	-	-	-	5	ALAN JACKSON/Gone Crazy
-	-	-	-	5	DEANA CARTER/You Still Shake Me
-	-	-	-	5	COLLIN RAYE/Anyone Else

MARKET #1
WYNY/New York
(914) 592-1071
Smith/Roth

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
29	32	31	39		GEORGE STRAIT/We Really...
22	23	22	39		TERRI CLARK/You're Easy On
37	38	38	38		COLLIN RAYE/Someone You Used
37	39	39	36		MARTINA MCBRIDE/Wrong Again
31	32	31	33		ALAN JACKSON/Right On The Money
29	32	31	33		BROOKS & DUNN/Husbands And Wives
28	34	31	32		RANDY TRAVIS/Spirit Of A Boy
21	22	21	32		BLACKHAWK/There You Have It
36	39	40	31		FAITH HILL/Let Me Let Go
37	39	37	30		GARTH BROOKS/It's Your Song
17	22	22	23		TRISHA YEARWOOD/Powerful Thing
21	22	20	23		SHANIA TWAIN/That Don't
20	23	22	23		ALABAMA/Keepin' Up
19	21	22	23		JO DEE MESSINA/Stand Beside Me
22	22	21	23		MARK CHESNUTTI/Don't Want To
15	22	22	23		DIXIE CHICKS/You Were Mine
29	32	31	20		JOHN M. MONTGOMERY/Hold On To Me
21	22	23	20		MICHAEL PETERSON/By The Book
21	24	22	20		TIM MCGRAW/For A Little While
-	-	-	-	19	LINDA DAVIS/It's Yours
15	18	17	18		DIAMOND RIO/Unbelievable
14	17	16	17		REBA MCGENTIRE/Wrong Night
15	18	17	17		BILLY RAY CYRUS/Busy Man
16	14	16	16		CHAD BROCK/Ordinary Life
13	17	15	16		WILKINSONS/Fly (The Angel Song)
-	-	-	-	16	TRAVIS TRITTO/No More Looking...
16	21	15	15		CLAY WALKER/You're Beginning...
15	17	18	14		SARA EVANS/No Place That Far
-	-	-	-	14	GARTH BROOKS/It's Your Song
-	-	-	-	14	GEORGE STRAIT/Meanwhile
-	-	-	-	14	LEE ANN WOMACK/Think Of A...
-	-	-	-	14	DEANA CARTER/You Still Shake Me

93.9 KZLA
MARKET #2
KZLA/Los Angeles
(323) 882-8000
Fink/McCormack

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
36	38	38	39		JO DEE MESSINA/Stand Beside Me
28	-	-	-	45	DIXIE CHICKS/You Were Mine
27	-	-	-	45	TRISHA YEARWOOD/Powerful Thing
-	-	-	-	28	MARK CHESNUTTI/Don't Want To
17	20	28	24		RANDY TRAVIS/Spirit Of A Boy
28	28	30	23		MARTINA MCBRIDE/Wrong Again
31	28	27	23		JOHN M. MONTGOMERY/Hold On To Me
29	20	21	22		TIM MCGRAW/For A Little While
32	28	27	22		TY HERNDON/It Must Be Love
42	38	35	21		FAITH HILL/Let Me Let Go
-	-	-	-	21	ANDY GRIGGS/You Won't Ever Be...
13	13	16	21		ALAN JACKSON/Right On The Money
14	11	15	21		GARTH BROOKS/You Move Me
31	33	35	20		WILKINSONS/Fly (The Angel Song)
25	20	19	19		GEORGE STRAIT/Meanwhile
17	16	14	17		FAITH HILL/Let Me Let Go
13	15	17	17		REBA MCGENTIRE/Wrong Night
22	19	20	15		DIAMOND RIO/Unbelievable
17	15	15	15		KENNY CHESNEY/How Forever Feels
18	16	15	15		TIM MCGRAW/Where The Green...
11	12	13	15		SARA EVANS/No Place That Far
-	-	-	-	15	COLLIN RAYE/Someone You Used...
17	15	14	15		BILLY RAY CYRUS/Busy Man
25	-	-	-	15	BLACKHAWK/There You Have It
18	14	15	15		BROOKS & DUNN/Can't Get Over You
23	22	-	-	14	MICHAEL PETERSON/By The Book
-	-	-	-	5	SAWYER BROWN/Drive Me Wild
14	11	12	-	12	SHANIA TWAIN/That Don't
-	-	-	-	5	ALABAMA/Keepin' Up
15	15	15	10		CHAD BROCK/Ordinary Life
-	-	-	-	9	TRACY BYRD/When Mama Ain't...
12	13	9	5		DERYL DODDIA/Bitter End
-	-	-	-	5	KINLEYS/Someone's Out...
13	11	11	-	-	-

US 99
MARKET #3
WUSN/Chicago
(312) 649-0099
Sledge/Biondo

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
12	24	24	38		SHANIA TWAIN/That Don't
12	24	24	38		MARK CHESNUTTI/Don't Want To
24	24	38	38		DIAMOND RIO/Unbelievable
24	38	38	38		TIM MCGRAW/For A Little While
24	38	38	38		REBA MCGENTIRE/Wrong Night
24	24	24	38		JOHN M. MONTGOMERY/Hold On To Me
24	38	38	38		JO DEE MESSINA/Stand Beside Me
24	38	38	38		MARTINA MCBRIDE/Wrong Again
24	24	38	38		ALAN JACKSON/Right On The Money
-	-	-	-	12	DERYL DODDIA/Bitter End
-	-	-	-	12	CHAD BROCK/Ordinary Life
-	-	-	-	12	BROOKS & DUNN/Can't Get Over You
-	-	-	-	12	GEORGE STRAIT/Meanwhile
-	-	-	-	12	FAITH HILL/Let Me Let Go
12	24	24	24		TRISHA YEARWOOD/Powerful Thing
12	24	24	24		KINLEYS/Someone's Out...
24	24	24	24		MICHAEL PETERSON/By The Book
24	24	24	24		DIXIE CHICKS/You Were Mine
12	12	12	12		STEVE WARINER/Every Little Whisper
24	24	24	24		ALABAMA/Keepin' Up
24	24	24	24		SARA EVANS/No Place That Far
24	24	24	24		LARI WHITE/Take Me
24	24	24	24		BILLY RAY CYRUS/Busy Man
-	-	-	-	12	SUSAN ASHTON/Faith Of The Heart
-	-	-	-	12	CLINT BLACK/You Don't Need Me...
-	-	-	-	12	ALAN JACKSON/Gone Crazy
-	-	-	-	12	LEE ANN WOMACK/Think Of A...
-	-	-	-	12	COLLIN RAYE/Anyone Else
-	-	-	-	12	SAWYER BROWN/Drive Me Wild
12	12	12	12		KENNY CHESNEY/How Forever Feels
12	12	12	12		LEANN RIMES/These Arms Of Mine
38	38	38	12		RANDY TRAVIS/Spirit Of A Boy...
-	-	-	-	12	WARREN BROTHERS/Better Man

Young COUNTRY
MARKET #4
KYCY/San Francisco
(415) 391-9330
Jordan/Jordan

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
35	51	47	47		BLACKHAWK/There You Have It
10	23	38	46		RANDY TRAVIS/Spirit Of A Boy...
35	52	45	46		ALAN JACKSON/Right On The Money
35	50	46	46		DIAMOND RIO/Unbelievable
35	48	44	45		TIM MCGRAW/For A Little While
35	48	44	44		TERRI CLARK/You're Easy On...
13	20	25	21		TRISHA YEARWOOD/Powerful Thing
20	22	25	25		CLAY WALKER/You're Beginning...
10	24	23	25		GARY ALLAN/It's Today
10	23	23	24		DERYL DODDIA/Bitter End
12	21	22	24		JO DEE MESSINA/Stand Beside Me
13	22	26	24		ALABAMA/Keepin' Up
12	24	22	24		MARK CHESNUTTI/Don't Want To
13	21	23	24		JOHN M. MONTGOMERY/Hold On To Me
6	11	19	23		DIXIE CHICKS/You Were Mine
12	24	22	23		REBA MCGENTIRE/Wrong Night
11	22	22	23		SAMMY KERSHAW/One Day Left To Live
12	22	21	23		WILKINSONS/Fly (The Angel Song)
12	22	23	23		STEVE WARINER/Every Little Whisper
13	20	24	23		MICHAEL PETERSON/By The Book
20	23	23	22		AARON TIPPIN/For You I Will
12	19	20	21		SARA EVANS/No Place That Far
-	-	-	-	12	GEORGE STRAIT/Meanwhile
7	14	14	14		BILLY RAY CYRUS/Busy Man
6	11	10	14		LEANN RIMES/These Arms Of Mine
5	10	11	13		KINLEYS/Someone's Out...
5	11	12	13		LINDA DAVIS/It's Yours
9	13	14	13		KENNY CHESNEY/How Forever Feels
7	12	12	12		CHAD BROCK/Ordinary Life
5	5	6	11		SHANIA TWAIN/That Don't
5	5	6	7		TRAVIS TRITTO/No More Looking...
5	5	6	7		LEE ANN WOMACK/Think Of A...
5	5	6	7		LARI WHITE/Take Me
5	5	6	7		WADE HAYES/Tore Up From...
-	-	-	-	5	FAITH HILL/Let Me Let Go
-	-	-	-	5	TY HERNDON/Hands Of A...
5	5	6	5		TRACY BYRD/When Mama Ain't...
5	5	6	5		SAWYER BROWN/Drive Me Wild
5	5	6	5		BROOKS & DUNN/Can't Get Over You
5	5	6	5		ANDY GRIGGS/You Won't Ever Be...

Country 92.5 WXTU
MARKET #5
WXTU/Philadelphia
(610) 667-9000
Johnson

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
34	37	36	38		ALAN JACKSON/Right On The Money
32	36	35	37		COLLIN RAYE/Someone You Used...
32	34	35	35		WADE HAYES/How Do You Sleep...
31	35	37	35		BROOKS & DUNN/Husbands And Wives
35	37	36	36		FAITH HILL/Let Me Let Go
31	36	35	34		MARTINA MCBRIDE/Wrong Again
19	22	20	34		RANDY TRAVIS/Spirit Of A Boy
31	33	32	33		YEARWOOD & BROOKS/Where Your Road
18	22	21	33		BLACKHAWK/There You Have It
-	-	-	-	17	BILLY RAY CYRUS/Busy Man
19	22	20	24		TY HERNDON/It Must Be Love
21	19	18	24		GEORGE STRAIT/Meanwhile
15	20	22	23		KINLEYS/Someone's Out...
19	23	21	23		REBA MCGENTIRE/Wrong Night
19	21	20	23		TIM MCGRAW/For A Little While
19	23	20	23		SHANIA TWAIN/That Don't
20	22	20	22		JOHN M. MONTGOMERY/Hold On To Me
-	-	-	-	15	TRISHA YEARWOOD/Powerful Thing
22	22	19	22		MARK CHESNUTTI/Don't Want To
20	23	20	21		DIAMOND RIO/Unbelievable
-	-	-	-	21	ALABAMA/Keepin' Up
19	23	18	21		SARA EVANS/No Place That Far
18	23	20	21		AARON TIPPIN/For You I Will
-	-	-	-	20	KENNY CHESNEY/How Forever Feels
22	22	19	19		JO DEE MESSINA/Stand Beside Me
-	-	-	-	19	DIXIE CHICKS/You Were Mine
-	-	-	-	17	WILKINSONS/Fly (The Angel Song)
-	-	-	-	17	BROOKS & DUNN/Can't Get Over You

W4Country
MARKET #6
WWWV/Detroit
(313) 259-4323
Roberts/Cadillac Jack

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
25	29	38	38		BILLY RAY CYRUS/Busy Man
25	27	35	38		JOHN M. MONTGOMERY/Hold On To Me
23	26	35	38		TIM MCGRAW/For A Little While
35	38	37	37		SARA EVANS/No Place That Far
35	39	38	36		RANDY TRAVIS/Spirit Of A Boy
35	37	38	36		BLACKHAWK/There You Have It
35	37	35	35		MARTINA MCBRIDE/Wrong Again
35	36	35	35		JO DEE MESSINA/Stand Beside Me
32	38	35	30		ALAN JACKSON/Right On The Money
25	25	26	29		MARK CHESNUTTI/Don't Want To
25	22	29	28		REBA MCGENTIRE/Wrong Night
23	27	26	27		ALABAMA/Keepin' Up
19	28	25	27		KENNY CHESNEY/How Forever Feels
17	21	23	25		KINLEYS/Someone's Out...
23	23	22	25		DIAMOND RIO/Unbelievable
23	27	28	25		AARON TIPPIN/For You I Will
23	23	25	25		SHANIA TWAIN/That Don't
19	23	19	21		TRISHA YEARWOOD/Powerful Thing
15	16	19	20		DIXIE CHICKS/You Were Mine
8	19	18	19		FAITH HILL/Let Me Let Go
9	15	17	17		CHAD BROCK/Ordinary Life
8	15	19	17		BROOKS & DUNN/Can't Get Over You
15	10	14	16		GEORGE STRAIT/Meanwhile
-	-	-	-	5	WILKINSONS/Fly (The Angel Song)
8	14	17	15		SAWYER BROWN/Drive Me Wild
17	13	10	15		LARI WHITE/Take Me
-	-	-	-	8	SUSAN ASHTON/Faith Of The Heart
-	-	-	-	8	ANDY GRIGGS/You Won't Ever Be...
8	5	5	5		PATTY LOVELESS/Can't Get Enough
-	-	-	-	8	LEE ANN WOMACK/Think Of A...
-	-	-	-	8	LILA MCCANN/With You
-	-	-	-	6	CLAUDIA CHURCH/What's The Matter...
-	-	-	-	5	VINCE GILL/Don't Come Crying...
5	5	5	5		MICHAEL PETERSON/By The Book
8	5	5	5		LINDA DAVIS/It's Yours
5	5	8	5		SAMMY KERSHAW/One Day Left To Live
5	5	5	5		DERYL DODDIA/Bitter End
-	-	-	-	5	SHANE MCANALLY/Say Anything
-	-	-	-	5	ALAN JACKSON/Gone Crazy

Young C

COUNTRY PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL COUNTRY REPORTERS ON R&R ONLINE

MARKET #14
KMPS/Seattle
 (206) 443-9400
 Richards/Thomas

PLAYS
 SW ZW LW TW

35	34	35	36	JO DEE MESSINA/Stand Beside Me
19	21	31	36	MARK CHESNUTTA/Don't Want To
32	34	35	35	ALABAMA/How Do You Fall
34	32	33	34	TIM MCGRAW/For A Little While
22	26	34	34	MARTINA MCBRIDE/Wrong Again
34	35	36	33	DIXIE CHICKS/Wide Open Spaces
21	20	22	33	GEORGE STRAIT/Meanwhile
33	35	31	31	RANDY TRAVIS/Spirit Of A Boy
16	21	21	31	GARTH BROOKS/To Make You Feel
19	19	21	32	JOHN M. MONTGOMERY/Hold On To Me
20	21	21	31	REBA MCBENTIRE/Wrong Night
20	21	21	31	SHANIA TWAIN/That Don't
19	19	18	21	TRISHA YEARWOOD/Perfect Love
22	20	21	31	WILKINSONS/Fly (The Angel Song)
33	35	32	28	COLLIN RAYE/Someone You Used
19	20	19	28	SHANIA TWAIN/You're Still The One
-	5	18	19	BROOKS & DUNN/Can't Get Over You
-	-	-	19	COLLIN RAYE/Anyone Else
22	21	22	18	TRISHA YEARWOOD/Powerful Thing
16	19	17	17	TIM MCGRAW/Just To See You
19	19	17	17	COLLIN RAYE/Can't Get Over You
17	17	17	17	DIXIE CHICKS/There's Your Trouble
18	17	19	16	GARTH BROOKS/You Move Me
19	18	16	16	GEORGE STRAIT/Just Want To
18	18	17	15	JO DEE MESSINA/Bye, Bye
18	19	18	15	SHANIA TWAIN/Honey, I'm Home
14	14	17	13	FAITH HILL/W/MCGRAW/Just To Hear You...
12	13	9	8	FAITH HILL/Love Ain't Like That
-	5	7	8	ALABAMA/Keep'n' Up
11	13	8	7	SARA EVANS/No Place That Far
13	8	7	6	DIXIE CHICKS/You Were Mine
-	-	6	6	LILA MCCANN/With You
6	7	6	5	STEVE WARINER/Every Little Whisper
12	9	9	5	BILLY RAY CYRUS/Busy Man
-	-	-	5	CLINT BLACK/You Don't Need Me
-	-	-	5	MARK WILLIS/Wish You Were Here
-	-	-	-	ALAN JACKSON/Gone Crazy
-	-	-	-	DIAMOND RIO/Unbelievable

MARKET #14
KYCW/Seattle
 (206) 216-0965
 Brenner/Coyne

PLAYS
 SW ZW LW TW

46	45	45	47	DIAMOND RIO/Unbelievable
24	46	48	46	JO DEE MESSINA/Stand Beside Me
48	44	45	46	MICHAEL PETERSON/By The Book
19	23	44	45	REBA MCBENTIRE/Wrong Night
18	14	22	45	MARK CHESNUTTA/Don't Want To
24	46	45	43	ALAN JACKSON/Right On The Money
19	18	20	24	STEVE WARINER/Every Little Whisper
20	19	20	23	WILKINSONS/Fly (The Angel Song)
24	19	21	22	TIM MCGRAW/For A Little While
18	22	21	22	TRISHA YEARWOOD/Powerful Thing
22	22	20	21	SARA EVANS/No Place That Far
17	15	16	21	ALABAMA/Keep'n' Up
23	22	20	21	JOHN M. MONTGOMERY/Hold On To Me
23	21	22	21	CHAD BROCK/Ordinary Life
23	22	22	21	BILLY RAY CYRUS/Busy Man
20	20	19	21	SHANIA TWAIN/That Don't
22	21	20	20	DIXIE CHICKS/You Were Mine
15	18	18	20	ANDY GRIGGS/You Won't Ever Be...
21	19	21	19	DERYL DODD/A Bitter End
18	21	18	17	T. GRAHAM BROWN/Wine Into Water
19	16	17	16	LEE ANN WOMACK/Think Of A...
-	-	17	16	GEORGE STRAIT/Meanwhile
15	17	15	16	KINLEYS/Somebody's Out...
2	16	15	16	TY HERNDON/Hands Of A...
-	-	-	17	PATTY LOVELESS/Can't Get Enough
-	-	-	15	FAITH HILL/Love Ain't Like That
16	17	14	15	TRAVIS TRITTA/No More Looking...
-	-	-	14	COLLIN RAYE/Anyone Else
16	17	17	14	LINDA DAVIS/My Yours
-	-	-	-	BROOKS & DUNN/Can't Get Over You
-	-	-	-	MARK WILLIS/Wish You Were Here
-	-	-	-	LILA MCCANN/With You

MARKET #15
KMLE/Phoenix
 (602) 264-0108
 Garrison/Allen

PLAYS
 SW ZW LW TW

40	40	40	49	SHANIA TWAIN/That Don't
40	40	41	48	MARK CHESNUTTA/Don't Want To
27	37	40	48	AARON TIPPIN/For You I Will
32	33	31	34	DEANA CARTER/You Still Shake Me
22	33	33	33	CLAUDIA CHURCH/What's The Matter...
-	20	32	32	KENNY CHESNEY/How Forever Feels
-	5	33	32	MARK WILLIS/Wish You Were Here
32	32	31	30	DIXIE CHICKS/You Were Mine
41	41	40	30	JO DEE MESSINA/Stand Beside Me
27	27	31	38	FAITH HILL/Love Ain't Like That
23	33	32	29	BROOKS & DUNN/Can't Get Over You
31	31	30	29	REBA MCBENTIRE/Wrong Night
32	32	31	29	GEORGE STRAIT/Meanwhile
33	33	28	28	TRISHA YEARWOOD/Powerful Thing
29	29	27	28	JOHN M. MONTGOMERY/Hold On To Me
32	32	30	27	SARA EVANS/No Place That Far
26	26	30	27	BILLY RAY CYRUS/Busy Man
31	31	29	27	KINLEYS/Somebody's Out...
32	32	29	26	TIM MCGRAW/For A Little While
7	7	5	26	CHAD BROCK/Ordinary Life
27	27	26	19	WILKINSONS/Fly (The Angel Song)
16	16	20	13	DERYL DODD/A Bitter End
27	27	25	13	MICHAEL PETERSON/By The Book
7	7	5	11	SAWYER BROWN/Drive Me Wild
5	5	5	10	ANDY GRIGGS/You Won't Ever Be...
-	-	-	9	LEE ANN WOMACK/Think Of A...
-	-	-	8	DIAMOND RIO/Unbelievable
5	5	5	5	LARI WHITE/Take Me
5	5	5	5	LINDA DAVIS/My Yours
-	-	-	5	WARREN BROTHERS/Better Man
-	-	-	5	SUSAN ASHTON/Faith Of The Heart
5	5	5	5	STEVE WARINER/Every Little Whisper

MARKET #15
KNIX/Phoenix
 (602) 966-6236
 Daniels/Owens

PLAYS
 SW ZW LW TW

30	33	40	42	BILLY RAY CYRUS/Busy Man
30	38	38	41	JO DEE MESSINA/Stand Beside Me
29	37	41	39	MARK CHESNUTTA/Don't Want To
23	33	35	39	STEVE WARINER/Every Little Whisper
22	24	24	33	CHAD BROCK/Ordinary Life
33	24	25	25	SHANIA TWAIN/That Don't...
33	24	25	25	GEORGE STRAIT/Meanwhile
19	25	23	24	JOHN M. MONTGOMERY/Hold On To Me
23	24	25	24	KENNY CHESNEY/How Forever Feels
21	26	25	24	DIXIE CHICKS/You Were Mine
24	25	23	23	DIAMOND RIO/Unbelievable
18	21	22	22	BROOKS & DUNN/Can't Get Over You
19	19	19	22	TIM MCGRAW/For A Little While
16	20	18	21	SARA EVANS/No Place That Far
20	19	17	20	GARY ALLAN/It's Take Today
20	19	22	20	WILKINSONS/Fly (The Angel Song)
18	19	21	20	MICHAEL PETERSON/By The Book
21	19	19	19	REBA MCBENTIRE/Wrong Night
21	20	19	19	DERYL DODD/A Bitter End
20	16	17	18	TRISHA YEARWOOD/Powerful Thing
18	19	18	18	KINLEYS/Somebody's Out...
12	17	18	17	TY HERNDON/Hands Of A...
-	11	12	17	SAWYER BROWN/Drive Me Wild
14	14	14	15	LARI WHITE/Take Me
14	14	14	14	ALABAMA/Keep'n' Up
-	12	14	14	FAITH HILL/Love Ain't Like That
14	14	15	13	TRACY BYRD/When Mama Am'L...
17	10	15	13	ANDY GRIGGS/You Won't Ever Be...
-	-	-	13	COLLIN RAYE/Anyone Else
-	-	-	12	CLINT BLACK/You Don't Need Me...
-	-	-	12	MARK WILLIS/Wish You Were Here
-	-	-	10	LEE ANN WOMACK/Think Of A...
13	19	16	14	CLAUDIA CHURCH/What's The Matter...
-	-	-	9	VINCE GILL/Don't Come Crying...

MARKET #16
KSDN/San Diego
 (619) 291-9797
 Dimick/Frey

PLAYS
 SW ZW LW TW

37	36	37	37	JO DEE MESSINA/Stand Beside Me
33	37	37	37	JO DEE MESSINA/Stand Beside Me
33	36	37	37	MARTINA MCBRIDE/Wrong Again
37	38	35	37	TERRI CLARK/You're Easy On
36	35	36	36	COLLIN RAYE/Can't Get Over You
39	34	37	36	TIM MCGRAW/Where The Green
34	37	36	36	DIXIE CHICKS/Wide Open Spaces
35	36	35	35	CLAY WALKER/You're Beginning...
33	38	35	35	DIAMOND RIO/Unbelievable
21	23	24	24	RANDY TRAVIS/Spirit Of A Boy...
22	25	22	24	DIAMOND RIO/Unbelievable
13	16	17	24	DIXIE CHICKS/You Were Mine
24	23	23	23	MARK WILLIS/Don't Laugh At Me
23	24	22	23	FAITH HILL/Let Me Let Go
13	18	17	23	SARA EVANS/No Place That Far
22	23	22	23	BLACKHAWK/There You Have It
22	23	25	22	STEVE WARINER/Every Little Whisper
23	23	24	22	TIM MCGRAW/For A Little While
25	22	24	22	SHANIA TWAIN/Honey, I'm Home
22	21	22	22	CHAD BROCK/Ordinary Life
22	23	23	22	ALAN JACKSON/Right On The Money
13	15	16	22	SHANIA TWAIN/That Don't...
21	22	22	21	DERYL DODD/A Bitter End
-	5	16	16	MICHAEL PETERSON/By The Book
12	15	14	15	PATTY LOVELESS/Can't Get Enough
19	13	20	15	WILKINSONS/Fly (The Angel Song)
15	14	15	15	JOHN M. MONTGOMERY/Hold On To Me
22	23	21	15	MARK CHESNUTTA/Don't Want To
-	-	5	15	GEORGE STRAIT/Meanwhile
14	14	14	15	TRISHA YEARWOOD/Powerful Thing
12	17	15	15	KINLEYS/Somebody's Out
12	18	14	14	ALABAMA/Keep'n' Up
13	19	16	14	ANDY GRIGGS/You Won't Ever Be...
-	-	-	-	BILLY RAY CYRUS/Busy Man
-	-	-	-	KENNY CHESNEY/How Forever Feels

MARKET #17
WMJL/Long Island
 (516) 423-6740
 Asker/Alexander

PLAYS
 SW ZW LW TW

29	37	37	38	JO DEE MESSINA/Stand Beside Me
29	26	35	38	DIAMOND RIO/Unbelievable
29	26	35	38	REBA MCBENTIRE/Wrong Night
29	37	37	37	TIM MCGRAW/For A Little While
28	37	37	37	JOHN M. MONTGOMERY/Hold On To Me
29	26	37	37	SARA EVANS/No Place That Far
43	37	37	37	RANDY TRAVIS/Spirit Of A Boy
29	26	26	26	BILLY RAY CYRUS/Busy Man
30	26	26	26	MICHAEL PETERSON/By The Book
22	25	26	26	SAWYER BROWN/Drive Me Wild
30	26	26	26	WILKINSONS/Fly (The Angel Song)
22	24	26	26	KENNY CHESNEY/How Forever Feels
31	26	26	26	MARK CHESNUTTA/Don't Want To
20	25	26	26	ALABAMA/Keep'n' Up
-	19	26	26	FAITH HILL/Love Ain't Like That
-	19	26	26	GEORGE STRAIT/Meanwhile
21	26	26	26	KINLEYS/Somebody's Out...
20	26	26	26	SHANIA TWAIN/That Don't...
30	26	26	26	TRISHA YEARWOOD/Powerful Thing
20	26	26	26	DIXIE CHICKS/You Were Mine
22	19	19	19	DERYL DODD/A Bitter End
-	18	19	19	BROOKS & DUNN/Can't Get Over You
22	19	19	19	LINDA DAVIS/My Yours
21	18	18	18	TRAVIS TRITTA/No More Looking...
21	19	19	19	LEANN RIMES/These Arms Of Mine
-	-	16	19	MARK WILLIS/Wish You Were Here
-	-	18	19	COLLIN RAYE/Anyone Else
21	19	18	18	GARY ALLAN/It's Take Today
10	7	17	18	ANDY GRIGGS/You Won't Ever Be...
9	7	8	8	LEE ANN WOMACK/Think Of A...
8	8	8	8	CHAD BROCK/Ordinary Life
7	8	8	8	MONTE WARDEN/Someday...
-	-	-	7	WARREN BROTHERS/Better Man
-	-	-	7	SUSAN ASHTON/Faith Of The Heart
12	8	7	7	LARI WHITE/Take Me
-	-	-	7	LILA MCCANN/With You
-	-	-	7	PATTY LOVELESS/Can't Get Enough
-	-	-	-	TY HERNDON/Hands Of A...
-	-	-	-	AARON TIPPIN/My Leaving

MARKET #18
KEEY/Minneapolis
 (612) 820-4200
 Swedberg/Moon

PLAYS
 SW ZW LW TW

26	25	39	39	SAWYER BROWN/Drive Me Wild
28	25	38	39	RANDY TRAVIS/Spirit Of A Boy
25	36	37	39	JO DEE MESSINA/Stand Beside Me
37	38	37	39	CHAD BROCK/Ordinary Life
28	28	38	38	SHANIA TWAIN/That Don't
25	37	37	38	BILLY RAY CYRUS/Busy Man
36	38	38	38	DIAMOND RIO/Unbelievable
41	39	37	37	SARA EVANS/No Place That Far
26	35	38	35	MESSINA & JOHNSON/My A Survivor
37	37	27	28	RANDY TRAVIS/Spirit Of A Boy...
37	27	28	28	BLACKHAWK/There You Have It
38	36	27	27	MARTINA MCBRIDE/Wrong Again
16	24	25	27	ALABAMA/Keep'n' Up
26	25	27	27	REBA MCBENTIRE/Wrong Night
23	24	26	27	DIXIE CHICKS/You Were Mine
19	25	26	27	PATTY LOVELESS/Can't Get Enough
20	23	26	27	WILKINSONS/Fly (The Angel Song)
36	24	25	26	TERRI CLARK/You're Easy On...
19	17	25	26	DERYL DODD/A Bitter End
-	14	24	26	BROOKS & DUNN/Can't Get Over You
20	27	26	26	GEORGE STRAIT/Meanwhile
24	23	25	26	JOHN M. MONTGOMERY/Hold On To Me
38	28	26	26	MICHAEL PETERSON/By The Book
25	25	26	26	TIM MCGRAW/For A Little While
24	22	23	25	LONESTAR/Everything's Changed
37	37	25	25	TY HERNDON/It Must Be Love
-	5	26	25	COLLIN RAYE/Anyone Else
-	13	20	25	KENNY CHESNEY/How Forever Feels
25	27	26	24	GEORGE STRAIT/Me Really...
24	23	24	24	DIXIE CHICKS/Wide Open Spaces
-	12	24	24	LEE ANN WOMACK/Think Of A...
24	24	22	23	YEARWOOD & BROOKS/Where Your Road...
-	10	18	18	CLAUDIA CHURCH/What's The Matter...
-	5	18	18	SHANE MCANALLY/Say Anything
18	13	15	17	CLAY WALKER/You're Beginning...
10	10	16	17	LARI WHITE/Take Me
19	17	18	17	KINLEYS/Somebody's Out...
16	16	17	17	TRISHA YEARWOOD/Powerful

COUNTRY PLAYLISTS

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FIND COMPLETE PLAYLISTS FOR ALL COUNTRY REPORTERS ON R&R ONLINE

MARKET #25
KUPI/Portland, OR
(503) 223-0300
Rolle/Taylor

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
28	28	35	36	MARTINA MCBRIDE/Wrong Again
28	26	34	36	REBA MCBRIDE/Wrong Night
35	36	35	36	JO DEE MESSINA/Stand Beside Me
26	27	32	36	WILKINSONS/Fly (The Angel Song)
34	36	37	36	STEVE WARINER/Every Little Whisper
26	28	34	35	DERYL DODDIA/Bitter End
35	35	35	35	DIAMOND RIO/Unbelievable
35	35	34	35	TIM MCGRAW/For A Little While
13	11	23	31	JOHN M. MONTGOMERY/Hold On To Me
14	13	22	29	TRISHA YEARWOOD/Powerful Thing
14	13	23	28	MARK CHESNUTTI/Don't Want To...
14	13	24	28	ANDY GRIGGS/You Won't Ever Be...
26	27	28	28	MICHAEL PETERSON/By The Book
15	11	22	28	DIXIE CHICKS/You Were Mine
26	27	28	27	LARI WHITE/Take Me
25	28	27	27	KENNY CHESNEY/How Forever Feels
28	27	26	27	SARA EVANS/No Place That Far
26	29	26	27	TRAVIS TRITT/No More Looking...
28	26	27	26	SHANIA TWAIN/That Don't...
-	-	10	17	BROOKS & DUNN/Can't Get Over You
-	-	10	14	FAITH HILL/Love Ain't Like That
6	5	10	13	LEE ANN WOMACK/Think Of A...
12	13	12	13	CHAD BROCK/Ordinary Life
13	12	12	12	PATTY LOVELESS/Can't Get Enough
-	-	10	12	GEORGE STRAIT/Meanwhile
6	6	10	12	ALABAMA/Keepin' Up
5	6	12	12	BILLY RAY CYRUS/Busy Man
-	-	9	9	MARK WILLS/Wish You Were Here
5	5	6	9	SAWYER BROWN/Drive Me Wild
5	5	5	6	LINDA DAVIS/My Yours
-	-	5	6	TY HERNDON/Hands Of A...
-	-	5	6	CLAUDIA CHURCH/What's The Matter
-	-	-	-	ALAN JACKSON/Gone Crazy
-	-	-	-	LILA MCCANN/With You
-	-	-	-	TERRI CLARK/Everytime I Cry

MARKET #25
KWLL/Portland, OR
(503) 228-4393
Mitchell/Montgomery

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
9	27	30	32	RANDY TRAVIS/Spirit Of A Boy
8	26	30	32	AARON TIPPIN/For You I Will
5	13	20	30	DIXIE CHICKS/You Were Mine
21	26	24	30	DIAMOND RIO/Unbelievable
22	24	22	29	MARK CHESNUTTI/Don't Want To...
17	32	32	26	BLACKHAWK/There You Have It
17	25	31	24	JO DEE MESSINA/Stand Beside Me
-	14	22	23	JOHN M. MONTGOMERY/Hold On To Me
-	14	22	23	TIM MCGRAW/For A Little While
21	29	25	23	REBA MCBRIDE/Wrong Night
20	24	23	23	ANDY GRIGGS/You Won't Ever Be...
5	15	22	23	GEORGE STRAIT/Meanwhile
5	14	23	23	BILLY RAY CYRUS/Busy Man
5	12	20	23	SARA EVANS/No Place That Far
5	13	20	23	SHANIA TWAIN/That Don't...
22	30	25	22	MARTINA MCBRIDE/Wrong Again
16	32	32	20	CLAY WALKER/You're Beginning...
5	7	10	20	BROOKS & DUNN/Can't Get Over You
16	23	17	18	KENNY CHESNEY/How Forever Feels
16	22	17	18	TERRI CLARK/You're Easy On...
16	17	15	16	LEE ANN WOMACK/Think Of A...
-	-	16	16	JOE DIFFIE/Texas Size Heartache
-	-	9	13	DERYL DODDIA/Bitter End
-	-	13	14	LILA MCCANN/With You
5	8	11	14	STEVE WARINER/Every Little Whisper
5	10	11	13	LEE ANN WOMACK/Think Of A...
5	9	6	13	TRISHA YEARWOOD/Powerful Thing
-	-	9	12	PATTY LOVELESS/Can't Get Enough
5	12	12	12	ALABAMA/Keepin' Up
-	-	11	11	MARK WILLS/Wish You Were Here
-	-	12	11	COLLIN RAYE/Anyone Else
-	-	10	9	FAITH HILL/Love Ain't Like That
5	5	5	5	CHAD BROCK/Ordinary Life

MARKET #26
WUWE/Cincinnati
(513) 721-1050
Closson/Hamilton

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
22	25	28	38	DIXIE CHICKS/You Were Mine
21	25	28	36	MARK CHESNUTTI/Don't Want To...
31	32	33	35	AARON TIPPIN/For You I Will
31	34	35	33	JO DEE MESSINA/Stand Beside Me
34	37	32	33	TIM MCGRAW/For A Little While
35	36	34	33	REBA MCBRIDE/Wrong Night
33	34	33	32	BILLY RAY CYRUS/Busy Man
29	31	32	28	RANDY TRAVIS/Spirit Of A Boy...
22	25	25	25	KINLEYS/Somebody's Out
28	31	25	25	MARTINA MCBRIDE/Wrong Again
11	20	26	25	DIAMOND RIO/Unbelievable
21	23	20	23	JOHN M. MONTGOMERY/Hold On To Me
22	25	22	23	SAWYER BROWN/Drive Me Wild
24	26	27	23	SHANIA TWAIN/That Don't...
22	22	23	23	SARA EVANS/No Place That Far
-	7	22	22	GEORGE STRAIT/Meanwhile
20	21	22	21	WILKINSONS/Fly (The Angel Song)
16	16	18	21	SHANIA TWAIN/Honey, I'm Home
13	16	22	21	TRISHA YEARWOOD/Powerful Thing
-	-	8	19	BROOKS & DUNN/Can't Get Over You
9	17	13	19	ALABAMA/Keepin' Up
13	18	14	17	KENNY CHESNEY/How Forever Feels
-	5	12	13	LEE ANN WOMACK/Think Of A...
12	16	14	13	CHAD BROCK/Ordinary Life
12	16	14	13	MICHAEL PETERSON/By The Book
25	21	17	11	PATTY LOVELESS/Can't Get Enough
-	-	8	11	ALAN JACKSON/Gone Crazy
11	13	15	8	LINDA DAVIS/My Yours
13	11	10	6	LEANN RIMES/These Arms Of Mine
-	-	6	6	MARK WILLS/Wish You Were Here
-	-	5	5	BLACKHAWK/Your Own Little...
14	11	12	5	LARI WHITE/Take Me
-	-	-	-	FAITH HILL/Love Ain't Like That

MARKET #26
Y96.5 FM
YOUNG COUNTRY

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
45	44	46	47	SHANIA TWAIN/That Don't...
29	44	45	47	RANDY TRAVIS/Spirit Of A Boy
45	46	47	46	JO DEE MESSINA/Stand Beside Me
46	46	47	45	TIM MCGRAW/For A Little While
47	46	44	44	BLACKHAWK/There You Have It
45	46	44	44	ALAN JACKSON/Right On The Money
47	46	45	44	MARK CHESNUTTI/Don't Want To...
21	25	27	27	KINLEYS/Somebody's Out
23	24	26	26	DIAMOND RIO/Unbelievable
20	23	26	25	SARA EVANS/No Place That Far
19	23	21	25	TRISHA YEARWOOD/Powerful Thing
21	24	25	24	REBA MCBRIDE/Wrong Night
15	23	24	23	WILKINSONS/Fly (The Angel Song)
23	24	23	23	JOHN M. MONTGOMERY/Hold On To Me
15	25	25	22	BILLY RAY CYRUS/Busy Man
21	22	23	22	DIXIE CHICKS/You Were Mine
15	18	20	18	SAWYER BROWN/Drive Me Wild
15	17	19	18	BROOKS & DUNN/Can't Get Over You
19	13	16	18	LEE ANN WOMACK/Think Of A...
24	20	17	16	MICHAEL PETERSON/By The Book
16	18	15	15	KENNY CHESNEY/How Forever Feels
7	18	15	15	DEANA CARTER/You Still Shake Me
17	18	14	14	GARY ALLAN/It's Take Today
15	17	14	14	LINDA DAVIS/My Yours
8	14	16	11	PATTY LOVELESS/Can't Get Enough
13	-	-	-	MARK WILLS/Wish You Were Here
-	-	-	-	ALAN JACKSON/Gone Crazy
-	-	-	-	CHAD BROCK/Ordinary Life

MARKET #27
95.3 KRTV
SAN JOSE COUNTRY

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
36	37	37	37	AARON TIPPIN/For You I Will
36	37	36	37	CLAY WALKER/You're Beginning...
35	36	36	37	DIAMOND RIO/Unbelievable
24	26	36	37	JO DEE MESSINA/Stand Beside Me
35	37	36	36	BLACKHAWK/There You Have It
36	36	36	36	RANDY TRAVIS/Spirit Of A Boy...
24	24	37	36	SARA EVANS/No Place That Far
36	36	36	32	BROOKS & DUNN/Husbands And Wives
36	37	30	30	ALAN JACKSON/Right On The Money
23	19	18	25	REBA MCBRIDE/Wrong Night
24	18	18	24	TIM MCGRAW/For A Little While
23	20	20	22	ALABAMA/Keepin' Up
23	21	18	21	DIXIE CHICKS/You Were Mine
23	22	19	21	KENNY CHESNEY/How Forever Feels
25	21	19	21	LINDA DAVIS/My Yours
23	19	22	21	MARK CHESNUTTI/Don't Want To...
22	20	19	20	BILLY RAY CYRUS/Busy Man
23	19	20	19	CHAD BROCK/Ordinary Life
23	21	22	20	MICHAEL PETERSON/By The Book
23	20	22	20	TRAVIS TRITT/The Day The Sun...
24	20	22	20	TRISHA YEARWOOD/Powerful Thing
-	-	20	20	TY HERNDON/Hands Of A...
-	-	6	21	FAITH HILL/Love Ain't Like That
-	-	6	21	GEORGE STRAIT/Meanwhile
24	20	19	19	JOHN M. MONTGOMERY/Hold On To Me
23	19	21	19	LEE ANN WOMACK/Think Of A...
23	20	18	19	SAWYER BROWN/Drive Me Wild
22	19	19	19	SHANIA TWAIN/That Don't...
24	20	21	19	WILKINSONS/Fly (The Angel Song)
14	14	16	16	DIXIE CHICKS/Wide Open Spaces
14	16	13	15	ALABAMA/How Do You Fall...
14	15	15	15	COLLIN RAYE/Someone You Used...
15	16	13	15	LEE ANN WOMACK/A Little Past
14	14	13	15	MARTINA MCBRIDE/Wrong Again
35	30	14	15	TERRI CLARK/You're Easy On...
15	16	15	15	TY HERNDON/Must Be Love
13	12	13	14	DERYL DODDIA/Bitter End
15	16	14	14	TIM MCGRAW/Where The Green...
34	29	14	13	FAITH HILL/Let Me Let Go
-	-	4	13	SHANE MCANALLY/Say Anything

MARKET #28
KNCI/Sacramento
(916) 338-9200
Evans/Wood

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
46	47	46	45	MARK CHESNUTTI/Don't Want To...
47	48	45	45	JO DEE MESSINA/Stand Beside Me
28	29	46	43	TIM MCGRAW/For A Little While
47	46	45	42	RANDY TRAVIS/Spirit Of A Boy...
28	26	28	42	DIAMOND RIO/Unbelievable
22	26	24	41	JOHN M. MONTGOMERY/Hold On To Me
26	26	28	28	ALABAMA/Keepin' Up
26	26	24	28	SHANIA TWAIN/That Don't...
8	9	24	27	DIXIE CHICKS/You Were Mine
26	29	28	27	REBA MCBRIDE/Wrong Night
28	26	27	27	BILLY RAY CYRUS/Busy Man
28	25	26	26	SARA EVANS/No Place That Far
-	-	11	26	BROOKS & DUNN/Can't Get Over You
12	12	27	26	MICHAEL PETERSON/By The Book
13	24	27	25	WILKINSONS/Fly (The Angel Song)
28	30	25	25	TRISHA YEARWOOD/Powerful Thing
-	-	30	27	GEORGE STRAIT/Meanwhile
-	-	24	24	CLINT BLACK/You Don't Need Me...
10	11	5	21	DERYL DODDIA/Bitter End
5	5	13	12	KENNY CHESNEY/How Forever Feels
5	5	12	12	CHAD BROCK/Ordinary Life
-	-	5	11	LEE ANN WOMACK/Think Of A...
10	10	9	9	LINDA DAVIS/My Yours
-	-	5	8	FAITH HILL/Love Ain't Like That
5	5	5	5	KINLEYS/Somebody's Out
-	-	5	5	MARK WILLS/Wish You Were Here
5	5	5	5	SAWYER BROWN/Drive Me Wild
-	-	5	5	PATTY LOVELESS/Can't Get Enough
-	-	5	5	ANDY GRIGGS/You Won't Ever Be...
-	-	-	-	ALAN JACKSON/Gone Crazy

MARKET #29
KFRG/Riverside
(909) 825-9525
Massie/Jeffrey

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
29	10	31	34	TIM MCGRAW/Where The Green...
19	22	31	34	FAITH HILL/Let Me Let Go
-	-	28	33	BROOKS & DUNN/Husbands And Wives
19	32	33	33	AARON TIPPIN/For You I Will
29	32	32	33	RANDY TRAVIS/Spirit Of A Boy...
17	21	30	32	WADE HAYES/How Do You Sleep...
29	33	33	32	TY HERNDON/It Must Be Love
28	34	34	32	GEORGE STRAIT/True
27	32	32	32	MARK NESLER/Slow Down
17	21	21	22	GARTH BROOKS/It's Your Song
17	20	21	22	DAVID KERSH/Somebody's Out...
10	12	19	21	SARA EVANS/No Place That Far
18	21	20	21	ALAN JACKSON/Right On The Money
19	21	21	21	COLLIN RAYE/Someone You Used...
17	21	23	21	MARTINA MCBRIDE/Wrong Again
18	22	21	21	CLAY WALKER/You're Beginning...
19	21	21	21	TERRI CLARK/You're Easy On...
12	12	20	21	BLACKHAWK/There You Have It
10	13	20	20	JO DEE MESSINA/Stand Beside Me
11	12	12	19	REBA MCBRIDE/Wrong Night
11	11	13	13	LINDA DAVIS/My Yours
6	12	13	13	MARK NESLER/Slow Down
10	12	13	13	LEANN RIMES/These Arms Of Mine
6	12	12	13	DERYL DODDIA/Bitter End
11	13	12	13	SHANE MCANALLY/Say Anything
-	-	12	13	ANDY GRIGGS/You Won't Ever Be...
-	-	11	12	ALABAMA/Keepin' Up
-	-	13	12	DIXIE CHICKS/You Were Mine
11	13	12	12	SOUTH SIGHTS/FIVE A Random Act Of...
10	20	13	11	TIM MCGRAW/For A Little While
12	11	12	11	GEORGE STRAIT/Just Want To...
-	-	-	-	JOHN M. MONTGOMERY/Hold On To Me

MARKET #30
KBEQ/Kansas City
(816) 753-4000
Kennedy/McEntire

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
34	39	40	38	MICHAEL PETERSON/By The Book
36	40	38	38	ALAN JACKSON/Right On The Money
35	38	37	37	JO DEE MESSINA/Stand Beside Me
29	30	36	37	WILKINSONS/Fly (The Angel Song)
35	38	40	37	BLACKHAWK/There You Have It
33	40	37	35	LARI WHITE/Take Me
27	29	37	35	RANDY TRAVIS/Spirit Of A Boy...
29	31	30	34	SHANIA TWAIN/Come On Over
28	31	32	32	KINLEYS/Somebody's Out...
26	31	32	32	DIXIE CHICKS/You Were Mine
29	31	32	32	DIAMOND RIO/Unbelievable
27	31	32	32	GARTH BROOKS/It's Your Song
29	31	32	32	TIM MCGRAW/For A Little While
27	24	29	32	TRISHA YEARWOOD/Powerful Thing
28	29	30	31	SARA EVANS/No Place That Far
28	29	30	31	RICOCHET/Can't Stop...
27	26	31		

A

ALABAMA Keepin' Up (RCA)

Prod: Don Cook, Alabama **Wr:** Randy Owen, Teddy Gentry, Greg Fowler, Ronnie Rogers **Pub:** Maypop Music (a division of Wildcountry, Inc./Route Six Music **Mgr:** Dale Morris Management

GARY ALLAN I'll Take Today (MCA)

Prod: Mark Wright, Byron Hill **Wr:** Kent M. Robbins, Will Robinson **Pub:** Seven Summits Music/Will Robinsons/Irving Music, Inc. **Mgr:** Lytle Management

B

BLACKHAWK There You Have It (Arista 3134)

Prod: Mark Bright, Tim DuBois **Wr:** Steve Bogard, Rick Giles **Pub:** Warner-Tamerlane Publishing Corp., Rancho Belita Music/Careers-BMG Music Publishing, Inc., Sontanner Music (BMI) **Mgr:** Mike Robertson Management

BLACKHAWK Your Own Little Corner Of My Heart (Arista 3158)

Prod: Mark Bright, Tim DuBois **Wr:** Walt Aldridge, Brad Crisler **Pub:** EMI April Music Inc., Waltz Time Music, Inc./Rick Hall Music, Inc. (ASCAP) **Mgr:** Mike Robertson Management

CHAD BROCK Ordinary Life (Warner Bros. 9526)

Prod: Norro Wilson, Buddy Cannon **Wr:** Bonnie Baker, Connie Harrington **Pub:** McSpadden Music (a division of McSpadden-Smith Music) LLC BMI/Magnolia Hill Music ASCAP **Mgr:** James Dowell Management

BROOKS & DUNN I Can't Get Over You (Arista 3152)

Prod: Don Cook, Kix Brooks, Ronnie Dunn **Wr:** Ronnie Dunn, Terry McBride **Pub:** Sony/ATV Songs LLC dba Tree Publishing Co., Showbilly Music/Warner-Tamerlane Publishing Corp., Constant Pressure Publishing (BMI) **Mgr:** Titley/Spalding

TRACY BYRD When Mama Ain't Happy (MCA 72083)

Prod: Tony Brown **Wr:** Rick Giles Godard, Tim Nichols **Pub:** EMI Blackwood Music, Inc./Ty Land Music and Careers-BMG Music Publishing/Sontanner Music/Quantum Music Group (BMI) **Mgr:** Ritter Carter Management

C

DEANA CARTER You Still Shake Me (Capitol 7087)

Prod: Deana Carter, Chris Farren **Wr:** Leslie Satcher, Tim Ryan Rouillier **Pub:** EMI Blackwood Music, Inc. (BMI)/Song Island Publishing (BMI)/Mission Valley Music (ASCAP) **Mgr:** The Left Bank Organization

KENNY CHESNEY How Forever Feels (BNA 65660)

Prod: Buddy Cannon, Norro Wilson **Wr:** Wendell Mobley, Tony Mullins **Prod:** Warner-Tamerlane Publishing Corp./New Works Music Co. (BMI) and WB Music Corp. (ASCAP) **Mgr:** Dale Morris & Associates

MARK CHESNUTT I Don't Want To Miss A Thing (MCA)

Prod: Mark Wright **Wr:** Diane Warren **Pub:** Realsongs (ASCAP) **Mgr:** BDM Management

CLAUDIA CHURCH What's The Matter With You Baby (Reprise 9531)

Prod: Rodney Crowell **Wr:** Beth Nielsen Chapman/Annie Roboff **Pub:** Almo Music Corp. ASCAP

TERRI CLARK Everytime I Cry (Mercury)

Prod: Keith Stegall **Wr:** Bob Regan, Karen Staley **Pub:** BMG Songs, Inc./Sierra Home Music; Warner-Tamerlane Pub. Corp. (ASCAP) **Mgr:** Wood Bowles Company

BILLY RAY CYRUS Busy Man (Mercury 226)

Prod: John Kelton, Keith Stegall **Wr:** Bob Regan, George Teren **Pub:** BMG Songs, Inc./Sierra Home Music (ASCAP); Zomba Songs Inc./Teren It Up Music (BMI) **Mgr:** As Is Management

D

LINDA DAVIS I'm Yours (DreamWorks 5109)

Prod: James Stroud, Julian King **Wr:** Phillip Coleman, Carolyn Dawn Johnson **Pub:** Graviton Music (SESAC)/Blakmore Avenue Music/Full Keel Music Co. (ASCAP)

DIAMOND RIO Unbelievable (Arista)

Prod: Michael D Clute, Diamond Rio **Wr:** Al Anderson, Jeffrey Steele **Pub:** Mighty Nice Music, Al Andersongs/Longitude Music Co., My Life's Work Music (BMI) **Mgr:** Ten Ten Management (Barry Coburn)

E

SARA EVANS No Place That Far (RCA 65583)

Prod: Norro Wilson, Buddy Cannon **Wr:** Sara Evans, Tom Shapiro, Tony Martin **Pub:** Sony/ATV Songs LLC, Wengonga Music, Hamstein Cumberland Music **Mgr:** Brenner Management, Inc.

G

VINCE GILL Don't Come Crying To Me (MCA 72085)

Prod: Tony Brown **Wr:** Vince Gill, Reed Nielson **Pub:** Vinny Mae Music/Englishtown Music (BMI) **Mgr:** Fitzgerald-Hartley Company

GIL GRAND Let's Start Livin' (Monument 68853)

Prod: Byron Hill **Wr:** Gil Grand, Steve Rice **Pub:** Dreaming In Public (SOCAN)/South Beach Music (ASCAP)

ANDY GRIGGS You Won't Ever Be Lonely (RCA 65642)

Prod: David Malloy, J. Gary Smith **Wr:** Andy Griggs, Brett Jones **Pub:** Sony/ATV Songs LLC adm. by Sony/ATV Music Publishing

H

WADE HAYES Tore Up From The Floor Up (Columbia 41692)

Prod: Don Cook **Wr:** J.B. Rudd, Bob Regan **Pub:** EMI Tower Street Music (BMI)

TY HERNDON Hands Of A Working Man (Epic 41664)

Prod: Byron Gallimore **Wr:** D. Vincent Williams, Jim Collins **Pub:** Warner-Tamerlane Publishing Corp. (BMI)/Sugar Bend Music (BMI) **Mgr:** Dana Miller Entertainment

FAITH HILL Love Ain't Like That (Warner Bros.)

Prod: Byron Gallimore, Faith Hill **Wr:** Tim Gaetano, A.J. Masters **Pub:** LaLuna Tunes Music/EMI Blackwood Music Inc./Mark Alan Springer Music (BMI) **Mgr:** Borman Entertainment

J

ALAN JACKSON Right On The Money (Arista 3136)

Prod: Keith Stegall **Wr:** Charlie Black, Phil Vassar **Pub:** EMI Blackwood Music Inc., Flybridge Tunes (BMI)/EMI April Music Inc., Phil Vassar Music (ASCAP) **Mgr:** Chip Peay

K

SAMMY KERSHAW One Day Left To Live (Mercury 221)

Prod: Keith Stegall **Wr:** Dean Dillon, Randy Boureaux, John Northrup **Pub:** Acuff-Rose Music, Inc./That's A Smash Music/Mike Curb Music (BMI); CPN Music (ASCAP) **Mgr:** Go Tell Music

KINLEYS Somebody's Out There Watching (Epic 41593)

Prod: Tony Haselden, Russ Zavitsou **Wr:** Robin Lerner, Franke Golde, Steve Booker **Pub:** Warner-Tamerlane Publishing Corp. (BMI)/Puckalesia Songs (BMI)/Nomad-Noman Music (BMI)/Franke Gold Music (BMI)/Windswept Pacific Music Ltd. (BMI) administered in U.S. and Canada by Windswept Pacific Songs (BMI) **Mgr:** Fitzgerald-Hartley Co.

L

PATTY LOVELESS Can't Get Enough (Epic 41774)

Prod: Emory Gordy, Jr. **Wr:** Blair Daily, Will Rameaux, Kent Blazy **Pub:** Reynolds Publishing Corp. (BMI), Kentucky Girl Music (BMI), Bayou Boy Music (BMI), Careers-BMG Music Publishing, Inc. (BMI), a Hard Day's Write Music (BMI) **Mgr:** Fitzgerald-Hartley Co.

M

MARTINA McBRIDE Wrong Again (RCA 65528)

Prod: Martina McBride, Paul Worley **Wr:** Tommy Lee James, Cynthia Weil **Pub:** Still Working For The Man Music, Inc./Dyad Music Limited (BMI) **Mgr:** Bruce Allen Management

LILA McCANN With You (Asylum 1255)

Prod: Mark Spiro **Wr:** Matt Hendricks, Robin Lee Bruce **Pub:** WB Music Corp./Dreamin' Upstream Songs/Big Red Tractor Music (ASCAP) **Mgr:** Casey Walker Management

REBA McENTIRE Wrong Night (MCA 72075)

Prod: David Malloy, Reba McEntire **Wr:** Josh Leo, Rick Bowles **Pub:** Warner-Tamerlane Publishing Co./Hellmaymen Music/Starstruck Angel Music, Inc./Dead Solid Perfect Music (BMI) **Mgr:** Starstruck Entertainment

TIM MCGRAW For A Little While (Curb)

Prod: Byron Gallimore, James Stroud, Tim McGraw **Wr:** Phil Vassar, Steve Mandile, Jerry Vandiver **Pub:** Glacier Park Music (SESAC)/Malaco Music (BMI)/EMI Blackwood Music Inc./Phil This Music (BMI) **Mgr:** RPM Management

SHANE McANALLY Say Anything (Curb 1492)

Prod: Rich Herring, Mark Bright **Wr:** Shane McAnally, Rich Herring **Pub:** Mike Curb Music (BMI)/Curb Songs (ASCAP)

M

JO DEE MESSINA Stand Beside Me (Curb 1479)

Prod: Byron Gallimore, Tim McGraw **Wr:** Stephen Allen Davis **Pub:** Hamstein Cumberland Music (BMI) **Mgr:** Refugee Management International

N

MARK NESLER Slow Down (Asylum/EEG 1188)

Prod: Jerry Crutchfield, Kyle Lehning **Wr:** Mark Nesler, Tony Martin **Pub:** Glitterfish Music, Inc., Buna Boy Music/Hamstein Cumberland Music, Baby Mae Music (BMI) **Mgr:** Jerry Crutchfield

R

LEANN RIMES These Arms Of Mine (Curb 1483)

Prod: Wilbur C. Rimes **Wr:** Jeff Twill, Gail Thompson **Pub:** Curb Songs/Kinetic Diamond II (ASCAP) (adm. by Curb Songs) (ASCAP)/Emilaur (BMI) **Mgr:** Wilbur Rimes

S

SAWYER BROWN Drive Me Wild (Curb 148)

Prod: Mark Miller, Mac McAnally **Wr:** Mark Miller, Greg Hubbard, Mike Lawler **Pub:** Travelin' Zoo Music (ASCAP)/Myrt & Chuck's Boy Music (ASCAP)/Cal IV Music/Cooter Moe Music (ASCAP)

GEORGE STRAIT Meanwhile (MCA 72084)

Prod: Tony Brown, George Strait **Wr:** J. Fred Knobloch, Wayland Holyfield **Pub:** J. Fred Knobloch Music/Waysong Music/Lebrun/Ingram Songs (ASCAP) **Mgr:** Erv Woolsey

T

TRAVIS TRITT No More Looking Over My Shoulder (Warner Bros. 9582)

Prod: Billy Joe Walker, Jr., Travis Tritt **Wr:** Michael Peterson, Craig Wiseman **Pub:** Warner-Tamerlane Publishing Corp./Almo Music Corp./Daddy Rabbit Music ASCAP **Mgr:** Falcon Goodman Management

SHANIA TWAIN That Don't Impress Me Much (Mercury)

Prod: Robert John "Mutt" Lange **Wr:** Shania Twain, Robert John "Mutt" Lange **Pub:** Songs of PolyGram Int'l, Inc./Loon Echo Inc. (BMI); Zomba Interprises Inc. (ASCAP) **Mgr:** Jon Landau Management

W

MONTE WARDEN Someday... (Asylum/EEG 1216)

Prod: Joe Thomas **Wr:** Monte Warden, Mike Noble **Pub:** Warner-Tamerlane Publishing Corp./Under The Bridge Music (BMI)

STEVE WARINER Every Little Whisper (Capitol 7087)

Prod: Steve Wariner **Wr:** Billy Kirsch, Steve Wariner **Pub:** Hamstein Cumberland Music (BMI)/KidJulie Music (BMI)/Steve Wariner Music, Inc. (BMI) **Mgr:** Renaissance Management (Clark Beavon)

WARREN BROTHERS Better Man (BNA 65669)

Prod: Chris Farren **Wr:** Brad Warren, Brett Warren, Gary Nicholson **Pub:** Sony/ATV Songs LLC dba Tree Publishing/Gary Nicholson Music **Mgr:** Ken Levitan

LARI WHITE Take Me (Lyric Street 10844)

Prod: Dann Huff **Wr:** Stephony Smith, Bob DiPiero **Pub:** EMI Blackwood Music Inc./Singles Only Music (BMI), Little Big Town Music/American Made Music (BMI) **Mgr:** Carter Career Management

WILKINSONS Fly (The Angel Song) (Giant)

Prod: Tony Haselden, Russ Zavitsou, Doug Johnson **Wr:** Steve Wilkinson, Rory Michael Bourke **Pub:** Golden Phoenix Music Corp./Kiayasongs Music Publishing SOCAN/Rory Bourke Music Company BMI **Mgr:** Fitzgerald-Hartley Co.

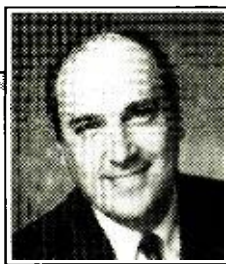
LEE ANN WOMACK I'll Think Of A Reason Later (MCA)

Prod: Mark Wright **Wr:** Tony Martin, Tim Nichols **Pub:** Hamstein Cumberland Music/Baby Mae Music/EMI Blackwood Music, Inc./Ty Land Music (BMI) **Mgr:** Erv Woolsey Agency

Y

TRISHA YEARWOOD Powerful Thing (MCA 72079)

Prod: Tony Brown, Trisha Yearwood **Wr:** Al Anderson, Sharon Vaughn **Pub:** Mighty Nice Music/Al Andersongs (BMI)/MCA Music Publishing, a Division of Universal Studios, Inc./FireFeather Music (ASCAP) **Mgr:** Ken Kragen



MIKE KINOSHIAN

Sage Advice For Marketing Directors

Radio promotions crossing over into other media

Our format has attracted some of radio's finest marketing people. **Jan Sage** is one such shining star. In her four-year stint (which included a turn as Creative Services Director) at former Bright AC WMXV/New York, Sage solidified her role as one of the industry's shrewdest marketing and promotions directors.



Jan Sage

Two years ago, however, the native Hawaiian made a career modification and is now Associate Director/Promotion, ABC National TV Sales. Sage admits making the switch to a different medium was done on a whim. "I'd been basically trying to get Mix 105's logo on WABC-TV/New York for free," she recalls. "I got to know people there and started working on projects with them."

Given Gotham's metropolitan sprawl and huge population, television was Sage's number-one marketing tool when she was at Mix 105. "It's amazingly strong. If you have the budget to do it, ask for everything you can get. If you don't have the budget, make relationships and look for the right opportunities to get exposure."

"Despite what's written about eroding viewership shares, you still can't come close with anything else. People have been direct-mailed to death, and they don't have time for it. Online convergence media is wide open, and there are some great combinations to be achieved there."

Providing New Ideas

Sage was surprised when she was contacted two years ago about coming on board as Manager/Sales Promotion, ABC National TV Sales. "They wanted to talk with me because I *didn't* know televi-

sion," she notes. "Instead of trading the same 10 ideas, they said they wanted to bring in someone with a fresh perspective. They also wanted to stop radio from stealing dollars from them."

A sharp learning curve was involved, but Sage's new employers were quite understanding. "They said they'd teach me television and asked me to teach *them* how radio does promotions. In that regard, it was pretty easy for me to get entrenched in the spots and dots side of understanding television. But if I didn't have my radio background and just walked in here, I'd be serving French fries at McDonald's by now. There's no way I could have made it work."

"This job is a wide-open canvas. Within the company, it's staggering to see how many different opportunities exist to work with different divisions and to grow. Radio's upside is that you get very focused on the product; the downside is that you get very myopic and think of nothing *but* radio. You forget that people live integrated lives and that you want to be in all those different places."

A Wealth Of Resources

One of Sage's first lessons was that television promotions aren't given away. "Everything is paid for,

and at much higher price tags, but you really step back and see how much more value can be derived from them."

"There's a treasure chest of resources within Disney/ABC with which to partner, including theme parks, movies, cruise lines, Broadway shows, publishing and Buena Vista Internet Group. You can spin partnerships with so many different contacts."

Another significant revelation Sage's exposure to TV promotions brought to light was radio's ability for rapid turnaround. "When I first came here, I was in a meeting where someone thought six weeks to get something on the air was cutting it close. In radio, you're used to thinking up something, getting it on the air and deciding whether or not it worked in six *hours*."

"If you see a job like this posted and think it's interesting, be front and center that you've worked in this type of environment. Radio people know how to deliver and be creative and reinvent the product."

On the personal side, her move has meant a vastly improved schedule. "Without that constant drain, I feel I have more of a civilized life," jokes Sage. "At the same time, I look at what's about to happen in radio with the convergence aspect, and I think it's going to be a whole new ballgame — it's going to be fun."

Redefinition Of Community

Radio, she stresses, should be selling its community. "It has always looked at 'community' as having vans parked at the state fair, but the millennium definition of community is people united by passion for your product or brand. That's what's being sold out there for a whole lot of money. In radio, I'd market to a group of people united by this common interest."

It's not unusual for radio stations to give promotions to everybody walking through the door, but Sage points out that's a relatively new concept for television. "That kind of concentric circle was just hitting television when I came here. They saw it coming and wanted to ramp-up people who

Kathy's Top Five

To keep people from "falling prey to an excuse of prejudice or limitation professionally," renowned author and motivational speaker and executive recruiter extraordinaire **Kathy Aaronson** shares her five criteria for continual and constant employment.

- Look like the individual most likely to succeed. It doesn't matter what your age is or if you were born beautiful or handsome, you must dress for success.
- Be able to communicate with the people you're required to communicate with on a day-to-day basis. Like-minded tends to be right-minded.
- By whatever mode, be fearless in your ability to access the people you need to interact with every day. Become good at all accessing modes like the Internet, telephone, voicemail, regular mail and fax.
- Be organized and use technology well. We're in the world of computer, and you can't compete in compu-time without computers.
- You have to fit and be likeable. Appear to be someone who flourishes in the environment to which you're applying.

could bring that spin and energy to television. Radio has led the way and is teaching other industries how to do it right."

Fishing, Football & Futurism

Generating new revenue for the network's O&Os is Sage's primary role. In trying to bring incremental dollars to the table, she admits, "You're really out there fishing. I'm working with advertisers to create reasons for them to spend huge amounts of money."

"Event marketing was really big in radio for a while. What we see now is a lot of integrated marketing. Advertisers want TV, radio and the Internet all to work in one sweep. There's a lot to be learned from the radio side in looking toward the convergence attitude."

This year's Fiesta Bowl boasted college football's first national championship, and Sage helped package a program for a major advertiser. The client bought TV time, and Sage created an ultimate college reunion on *ESPN.com*. After viewers were asked on a promo to log onto ESPN's website, they were informed they could win a free trip

with three college friends to the Fiesta Bowl. "It was a typical radio contest mechanism, but we also asked if they'd like to receive a free investment kit in the mail. If they checked 'yes,' we were able to deliver leads to the client. We brought the winners and client to the game, and they had a great time."

In November, she involved Panasonic in "The ABCs Of HDTV," a promotion launching high-definition television. "We created a campaign that I was particularly proud of, because we brought in money for something people couldn't even see. Since many potential HDTV buyers are men with upscale incomes, we created a web presence

for them on our *Monday Night Football* site."

With snowballing Internet technology, it's only a matter of time before car PCs will be a way of life. "Listeners will be able to pre-set URLs, instead of radio stations as they do now," Sage explains. "That curiosity is down the road, but you have to be building and plugging into that whole convergence mentality right now. If you promote yourself as '98.7 FM and 98.com on the web,' people will think of you first; you'll be part of that lifestyle."

More Is Better

If Sage were to buy TV time for a radio station again, she'd do it quite differently — and ask for more. "I'd want promotions, web banners and sponsorships. You pay for them in many cases, but you'll get so much more of a greatly enhanced campaign that will impact your listeners. It's much better than the standard spot buy, which is all most radio stations do."

She also suggests that radio promotion/marketing directors maintain high-profile relationships with television GSMs. "Make yourself very top-of-mind, because there are opportunities for revenue and exposure."

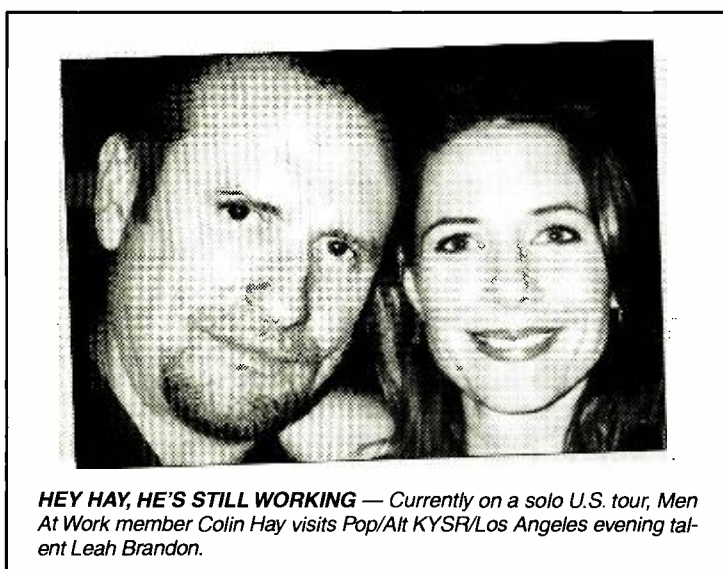
Unbeatable Combo

In successfully segueing to television, Sage was especially impressed by the way her new medium focused on and researched ways of cultivating new long-term clients and big-picture part-

nerships. "Some people might be surprised that television is also looking to promote tune-in opportunities for advertisers wanting an integrated approach. Radio brings frequency, and television brings reach — together, it's pretty unbeatable."

If you have the budget to do television, ask for everything you can get. If you don't have the budget, make relationships and look for the right opportunities to get exposure.

Someone thought six weeks to get something on the air was cutting it close. In radio, you're used to thinking up something, getting it on the air and deciding whether or not it worked in six hours.



HEY HAY, HE'S STILL WORKING — Currently on a solo U.S. tour, Men At Work member Colin Hay visits Pop/Alt KYSR/Los Angeles evening talent Leah Brandon.

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	1 R. KELLY & CELINE DION I'm Your Angel (Jive) 2533 2513 2497 2474 109/0					
3	2	3	2	2 PHIL COLLINS True Colors (Atlantic) 2245 2243 2270 2294 105/0					
2	3	2	3	SHANIA TWAIN From This Moment On (Mercury) 2244 2248 2265 2325 104/1					
4	4	4	4	4 HOUSTON & CAREY When You... (Arista/Columbia/DreamWorks) 2130 2112 2200 2156 102/1					
15	8	6	5	5 ELTON JOHN & LEANN RIMES Written In... (Rocket/Island/Curb) 1950 1788 1361 839 111/1					
7	6	5	6	6 SARAH MCLACHLAN Angel (Warner Sunset/Reprise) 1921 1811 1669 1489 98/6					
21	14	10	7	7 ROD STEWART Faith Of The Heart (Universal) 1631 1285 867 591 103/3					
9	9	8	8	8 JEWEL Hands (Atlantic) 1598 1529 1336 1204 84/2					
5	5	7	9	BACKSTREET BOYS I'll Never Break Your Heart (Jive) 1539 1734 1789 1817 86/0					
6	7	9	10	EDWIN MCCAIN I'll Be (Lava/Atlantic) 1361 1438 1587 1633 75/0					
10	11	12	11	11 MADONNA The Power Of Good-Bye (Maverick/WB) 1158 1144 1116 1120 73/1					
8	10	11	12	FAITH HILL This Kiss (Warner Bros.) 1142 1171 1281 1388 72/1					
BREAKER			13	JIM BRICKMAN f/MICHAEL W. SMITH Love Of... (Windham Hill) 966 780 631 496 80/8					
BREAKER			14	MARILYN SCOTT The Last Day (Warner Bros.) 900 844 786 755 75/3					
14	13	15	15	15 SAVAGE GARDEN Truly Madly Deeply (Columbia) 876 817 907 842 62/0					
20	18	17	16	16 DAVID CASSIDY No Bridge I Wouldn't Cross (Slamajamma) 775 706 681 625 70/3					
—	25	20	17	17 'N SYNC (God Must Have Spent) A Little More... (RCA) 741 553 412 271 64/8					
12	12	14	18	CELINE DION To Love You More (550 Music/ERG) 740 827 942 967 56/0					
25	23	19	19	19 MONICA Angel Of Mine (Arista) 632 565 509 464 66/8					
—	—	25	20	20 MARIAH CAREY I Still Believe (Columbia) 594 387 103 12 72/12					
—	—	28	21	21 JOHN TESH f/JAMES INGRAM Forever More (...) (GTSP/Mercury) 551 351 107 1 71/15					
30	28	23	22	22 HOOTIE & THE BLOWFISH Only Lonely (Atlantic) 471 400 331 307 41/5					
24	24	22	23	GOO GOO DOLLS Iris (Warner Sunset/Reprise) 452 465 469 483 20/0					
11	15	18	24	LIONEL RICHIE I Hear Your Voice (Mercury) 432 654 842 973 30/0					
—	—	30	25	25 BACKSTREET BOYS All I Have To Give (Jive) 368 192 96 37 45/10					
27	27	26	26	JENNIFER PAIGE Crush (Edel America/Hollywood) 365 383 363 407 22/1					
13	19	27	27	LEANN RIMES Feels Like Home (Curb) 313 380 654 944 23/0					
DEBUT			28	CRYSTAL BERNARD Don't Touch Me There (River North) 231 152 148 151 28/4					
DEBUT			29	BRANDY Have You Ever? (Atlantic) 179 143 111 96 24/3					
DEBUT			30	MATCHBOX 20 Real World (Lava/Atlantic) 139 106 106 114 8/1					

This chart reflects airplay from January 18-24. Songs ranked by total plays. Highlighted songs indicate Breaker
111 AC reporters. 108 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent.
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NEW & ACTIVE

BONNIE RAITT Lover's Will (Capitol)

Total Stations: 27, Adds: 11, Plays: 101, including WRCH 5 (1), WWLI 5 (5), WLIF 6 (6), WBEB 4, WKWK 5, WDEF 2 (2), WOOF 14 (12), KVIL 7 (8), WFMK 10, WGLM 3 (2), WLTO 3, WSWT 2, WRWC 8 (5), KEFM 7, KGBX 8, KYMG 7, KQAV 5 (5).

JOEY MCINTYRE Stay The Same (C2/Columbia)

Total Stations: 16, Adds: 6, Plays: 86, including WRCH 6 (1), WLIF 6 (6), WTCB 2, WTVR 5 (2), WOOF 11 (1), KVLY 5, WAJI 5, WGLM 4, WLTO 3, WSWT 4, WRWC 5, WQLR 17 (16), KELO 13 (3).

PJ A Little Bit Of Me (Tidal Wave)

Total Stations: 13, Adds: 0, Plays: 68, WWLI 5 (5), WKWK 5 (5), WLRQ 1 (1), WDEF 2 (2), WTFM 10 (5), WAJI 5 (5), WGLM 3 (4), WSWT 2, WRWC 5 (5), KELO 6 (7), KJSN 2 (3), KQAV 3 (3), KSBL 19 (19).

TINA ARENA If I Was A River (Epic)

Total Stations: 11, Adds: 10, Plays: 36, including WLIF 6, WTCB 4, WDEF 2, KELO 2, KQAV 3, KSBL 19 (20).

Songs ranked by total plays.
Station call letters followed by number of plays.

BREAKERS

JIM BRICKMAN f/MICHAEL W. SMITH Love Of My Life (Windham Hill)

TOTAL PLAYS/INCREASE 966/186 TOTAL STATIONS/ADDS 80/8 CHART 13

MARILYN SCOTT

The Last Day (Warner Bros.)

TOTAL PLAYS/INCREASE 900/56 TOTAL STATIONS/ADDS 75/3 CHART 14

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
JOHN TESH f/JOHN INGRAM Forever More (GTSP/Mercury)	15
MARIAH CAREY I Still Believe (Columbia)	12
BONNIE RAITT Lover's Will (Capitol)	11
TINA ARENA If I Was A River (Epic)	10
BACKSTREET BOYS All I Have To Give (Jive)	10
J. BRICKMAN f/M.W. SMITH... Love Of My... (Windham Hill)	8
TAYLOR DAYNE Naked Without You (River North)	8
MONICA Angel Of Mine (Arista)	8
'N SYNC (God Must Have Spent) A Little More... (RCA)	8
JOEY MCINTYRE Stay The Same (C2/Columbia)	6
SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	6

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ROD STEWART Faith Of The Heart (Universal)	+346
MARIAH CAREY I Still Believe (Columbia)	+207
J. TESH f/J. INGRAM Forever More... (GTSP/Mercury)	+200
'N SYNC (God Must Have Spent) A Little More... (RCA)	+188
J. BRICKMAN f/M.W. SMITH... Love Of My Life (Windham Hill)	+186
BACKSTREET BOYS All I Have To Give (Jive)	+176
ELTON JOHN & LEANN RIMES Written... (Rocket/Island/Curb)	+162
SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	+110
CRYSTAL BERNARD Don't Touch Me There (River North)	+79
HOOTIE & THE BLOWFISH Only Lonely (Atlantic)	+71

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
SHANIA TWAIN You're Still The One (Mercury)
ERIC CLAPTON My Father's Eyes (Duck/Reprise)
BACKSTREET BOYS As Long As You Love Me (Jive)
NATALIE IMBRUGLIA Torn (RCA)
BETTE MIDLER My One True Friend (Warner Bros.)
AEROSMITH I Don't Want To Miss A Thing (Columbia)
ANNE COCHRAN & JIM BRICKMAN After All... (Windham Hill)
GLORIA ESTEFAN Don't Let This Moment End (Epic)
SARAH MCLACHLAN Adia (Arista)
JOHN TESH f/DALIA Mother I Miss You (GTSP/Mercury)

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.

Donna Lewis "falling"

On Your Desk Now
Add Date This Week - February 1st

from the original motion picture soundtrack *Simply IRRESISTIBLE*

In Stores February 9th



Your AC Radio Contacts: RJ Promotions • (212) 582-7531 Donna Brake • (615) 599-0777



AC PLAYLISTS

January 29, 1999 R&R • 75

FIND COMPLETE PLAYLISTS FOR ALL AC REPORTERS ON R&R ONLINE

106.7 Litefm MARKET #1
WLTW/New York (212) 258-7000 Ryan/Prue

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
16	16	16	16	16	JOHN & RIMES/Written In The Stars
16	16	16	16	16	SHANIA TWAIN/From This Moment On
16	16	16	16	16	R KELLY & C. DION/I'm Your Angel
16	16	16	16	16	PHIL COLLINS/True Colors
16	16	16	16	16	BACKSTREET BOYS/I'll Never Break...
16	16	16	16	16	HOUSTON & CAREY/When You Believe...
14	14	14	14	14	MADONNA/The Power Of...
14	14	14	14	14	SHANIA TWAIN/You're Still The One
12	12	12	12	12	SARAH McLACHLAN/Angel
12	12	12	12	12	ROD STEWART/Faith Of The Heart
10	10	10	10	10	JEWEL/Hands
8	8	8	8	8	MARIAH CAREY/Still Believe
-	-	-	-	-	BACKSTREET BOYS/All I Have To Give
-	-	-	-	-	DION W/BOCELLI/The Prayer
7	8	8	8	8	'N SYNC/(God...) A Little...
-	-	-	-	-	MONICA/Angel Of Mine

kbig 102.3 MARKET #2
KBIG/Los Angeles (818) 546-1043 Streit/Coles

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
31	31	31	31	31	ROD STEWART/Faith Of The Heart
26	25	28	39	39	BACKSTREET BOYS/As Long As You
26	31	25	37	37	'N SYNC/(God...) A Little
26	29	22	34	34	JOHN & RIMES/Written In The Stars
31	25	27	33	33	GOO GOO DOLLS/Ins
28	31	23	33	33	HOUSTON & CAREY/When You Believe...
21	29	24	32	32	LEANN RIMES/Looking Through...
23	26	28	30	30	PHIL COLLINS/True Colors
26	28	27	29	29	EDWIN MCCAIN/II Be
27	31	29	27	27	R KELLY & C. DION/I'm Your Angel
-	-	-	-	-	SHANIA TWAIN/You're Still The One
28	33	29	26	26	JEWEL/Hands
29	26	25	25	25	JENNIFER PAIGE/Crush
-	-	-	-	-	MADONNA/The Power Of...
-	-	-	-	-	MATCHBOX 20/3am
32	31	32	10	10	DAVID CASSIDY/No Bridge I...
-	-	-	-	-	BACKSTREET BOYS/All I Have To Give

KOST 103.5FM MARKET #2
KOST/Los Angeles (213) 427-1035 Kaye/Chiang

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
19	19	19	18	18	SARAH McLACHLAN/Angel
19	19	18	18	18	CELINE DION/To Love You More
19	19	18	18	18	BACKSTREET BOYS/I'll Never Break...
19	19	18	18	18	SAVAGE GARDEN/To The Moon And Back
19	19	18	17	17	R KELLY & C. DION/I'm Your Angel
19	19	18	17	17	SHANIA TWAIN/From This Moment On
19	19	18	17	17	JEWEL/Hands
5	5	6	6	6	HOUSTON & CAREY/When You Believe...
5	5	6	6	6	MADONNA/The Power Of...
5	5	5	5	5	JOHN & RIMES/Written In The Stars
5	5	4	4	4	AEROSMITH/Don't Want To...
6	5	4	4	4	PHIL COLLINS/True Colors
-	-	-	-	-	MARIAH CAREY/Still Believe
-	-	-	-	-	'N SYNC/(God...) A Little

93.9 MARKET #3
WLTW/Chicago (312) 329-9002 Edwards

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
18	17	18	18	18	ROD STEWART/Faith Of The Heart
18	18	18	18	18	HOUSTON & CAREY/When You Believe...
13	18	18	18	18	'N SYNC/(God...) A Little...
18	18	18	18	18	EDWIN MCCAIN/II Be
18	18	18	18	18	PHIL COLLINS/True Colors
18	18	18	18	18	JOHN & RIMES/Written In The Stars
18	18	18	18	18	SHANIA TWAIN/From This Moment On
18	18	18	18	18	SARAH McLACHLAN/Angel
18	19	18	17	17	R KELLY & C. DION/I'm Your Angel
-	-	-	-	-	DION W/BOCELLI/The Prayer
10	10	9	9	9	MONICA/Angel Of Mine
8	8	8	8	8	CAROLE KING/Anyone At All
9	8	9	9	9	MARILYN SCOTT/The Last Day
-	-	-	-	-	BACKSTREET BOYS/All I Have To Give
9	8	8	8	8	MADONNA/The Power Of...
7	10	9	8	8	DAVID CASSIDY/No Bridge I...
-	-	-	-	-	TESH F/INGRAM/Forever More...
-	-	-	-	-	MARIAH CAREY/Still Believe
18	17	7	4	4	LIGHTHOUSE FAMILY/High

K101 101.3 FM MARKET #4
K101/San Francisco (415) 538-1013 Lawrence/Carlson

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
31	39	40	39	39	FAITH HILL/This Kiss
27	41	39	39	39	HOUSTON & CAREY/When You Believe...
-	-	-	-	-	AEROSMITH/Don't Want To...
-	-	-	-	-	ROD STEWART/Faith Of The Heart
30	29	25	29	29	JENNIFER PAIGE/Crush
30	41	39	28	28	BACKSTREET BOYS/I'll Never Break...
-	-	-	-	-	JOHN & RIMES/Written In The Stars
-	-	-	-	-	'N SYNC/(God...) A Little...
31	39	39	24	24	PHIL COLLINS/True Colors
24	-	-	-	-	SHANIA TWAIN/From This Moment On
-	-	-	-	-	BACKSTREET BOYS/All I Have To Give

101.1 MARKET #5
WBEB/Philadelphia (610) 538-1223 Conley/Rowland

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
24	23	21	23	23	K-CI & JOJO/All My Life
22	19	22	20	20	SHANIA TWAIN/From This Moment On
11	16	16	19	19	HOUSTON & CAREY/When You Believe...
22	17	19	19	19	PHIL COLLINS/True Colors
11	19	21	18	18	JEWEL/Hands
22	19	20	16	16	BACKSTREET BOYS/I'll Never Break...
15	13	10	13	13	'N SYNC/(God...) A Little...
11	16	13	13	13	R KELLY & C. DION/I'm Your Angel
9	8	7	9	9	BRANDY/Have You Ever?
6	9	8	9	9	BACKSTREET BOYS/All I Have To Give
8	8	8	8	8	MONICA/Angel Of Mine
4	7	9	8	8	MARILYN SCOTT/The Last Day
7	6	7	7	7	ROD STEWART/Faith Of The Heart
-	-	-	-	-	JOHN & RIMES/Written In The Stars
-	-	-	-	-	BONNIE RAITT/Lover's Will
-	-	-	-	-	BRICKMAN F/SMITH/Love Of My Life
-	-	-	-	-	TINA ARENA/I Was A River

103.7 MARKET #7
KVIL/Dallas (214) 691-1037 Curtis/O Neal

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
29	28	28	30	30	SHANIA TWAIN/From This Moment On
30	30	30	30	30	FAITH HILL/This Kiss
29	29	29	29	29	SAVAGE GARDEN/Truly Madly Deeply
30	29	29	29	29	GOO GOO DOLLS/Ins
29	29	29	29	29	FASBALL/The Way
29	29	29	29	29	BACKSTREET BOYS/As Long As You...
29	29	29	29	29	ERIC CLAPTON/My Father's Eyes
30	29	29	29	29	AEROSMITH/Don't Want To...
16	16	16	16	16	JEWEL/Hands
19	20	20	19	19	EDWIN MCCAIN/II Be
17	17	17	17	17	ROD STEWART/Ooh La La
17	17	17	17	17	'N SYNC/tean' Up My Heart
17	17	17	17	17	MATCHBOX 20/Real World
16	16	17	17	17	ALANIS MORISSETTE/Thank U
19	20	20	17	17	NATALIE IMBRUGLIA/Torn
16	16	16	16	16	'N SYNC/I Want You Back
12	13	14	14	14	R KELLY & C. DION/I'm Your Angel
8	8	8	8	8	JOHN & RIMES/Written In The Stars
-	-	-	-	-	ROD STEWART/Faith Of The Heart
7	7	7	7	7	MARILYN SCOTT/The Last Day
-	-	-	-	-	BRICKMAN F/SMITH/love Of My Life
7	7	7	7	7	DAVID CASSIDY/No Bridge I...
7	8	8	7	7	'N SYNC/(God...) A Little...
-	-	-	-	-	HOOTIE...Only Lonely
-	-	-	-	-	BONNIE RAITT/Lover's Will

MAGIC 106.7 MARKET #8
WMJX/Boston (617) 822-9600 Kelley/Laurence

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
26	26	26	26	26	SHANIA TWAIN/From This Moment On
26	26	26	26	26	BACKSTREET BOYS/I'll Never Break...
25	24	25	25	25	R KELLY & C. DION/I'm Your Angel
15	26	26	25	25	SARAH McLACHLAN/Angel
25	24	25	24	24	CELINE DION/To Love You More
21	20	21	20	20	NATALIE IMBRUGLIA/Torn
12	15	17	17	17	JEWEL/Hands
15	13	14	14	14	GARTH BROOKS/To Make You Feel...
-	-	-	-	-	MARIAH CAREY/Still Believe
26	13	12	14	14	SHANIA TWAIN/You're Still The One
11	16	12	14	14	FLEETWOOD MAC/Landslide
9	11	9	11	11	MADONNA/The Power Of...
7	14	14	11	11	'N SYNC/(God...) A Little
-	-	-	-	-	ROD STEWART/Faith Of The Heart
6	6	5	6	6	BETTE MIDLER/My One True Friend
11	10	4	4	4	HOUSTON & CAREY/When You Believe...
-	-	-	-	-	TESH F/INGRAM/Forever More
-	-	-	-	-	BONNIE RAITT/Lover's Will

Soft Rock 97.1 WASH FM MARKET #9
WASH/Washington (301) 770-9710 Davis/Martin

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
31	32	26	29	29	PHIL COLLINS/True Colors
10	25	29	28	28	BRICKMAN F/SMITH/love Of My Life
27	22	22	27	27	SAVAGE GARDEN/Truly Madly Deeply
23	21	22	24	24	NATALIE IMBRUGLIA/Torn
31	31	28	24	24	BACKSTREET BOYS/I'll Never Break...
27	26	24	24	24	ROD STEWART/Faith Of The Heart
26	22	24	24	24	JEWEL/Hands
27	25	24	24	24	R KELLY & C. DION/I'm Your Angel
25	20	20	23	23	BACKSTREET BOYS/As Long As You...
30	30	26	23	23	EDWIN MCCAIN/II Be
10	11	7	23	23	JOHN & RIMES/Written In The Stars
27	24	23	21	21	HOUSTON & CAREY/When You Believe...
28	27	20	24	24	SHANIA TWAIN/From This Moment On
10	10	10	10	10	LEANN RIMES/How Do I Live
10	10	10	10	10	FLEETWOOD MAC/Landslide
10	10	10	10	10	SHANIA TWAIN/You're Still The One
26	23	10	10	10	FAITH HILL/This Kiss
10	10	10	10	10	CELINE DION/To Love You More
-	-	-	-	-	'N SYNC/(God...) A Little...

PLANET 103.1 MARKET #11
WPLL/Miami (954) 463-9299 Roberts/Poyner

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
19	23	22	22	22	ELTON JOHN/Something About...
24	23	22	22	22	AEROSMITH/Don't Want To...
19	21	21	22	22	FLEETWOOD MAC/Landslide
23	24	22	22	22	EDWIN MCCAIN/II Be
19	21	20	20	20	CORRS/Dreams
19	19	19	19	19	ERIC CLAPTON/My Father's Eyes
20	19	18	18	18	MATCHBOX 20/3am
14	16	15	14	14	SHANIA TWAIN/From This Moment On
13	12	13	14	14	LEANN RIMES/How Do I Live
13	15	14	14	14	SAVAGE GARDEN/Truly Madly Deeply
16	13	14	14	14	SHANIA TWAIN/You're Still The One
12	11	11	14	14	PAULA COLE/Me
11	11	12	12	12	BILLIE MYERS/You Ever Old...
16	13	15	12	12	PHIL COLLINS/True Colors
12	11	12	12	12	BRYAN ADAMS/On A Day Like Today
11	12	11	12	12	MATCHBOX 20/Real World
-	-	-	-	-	JOHN & RIMES/Written In The Stars
11	11	10	10	10	ELTON JOHN/Recover Your Soul
-	-	-	-	-	ROD STEWART/Faith Of The Heart

peach 94.9 MARKET #12
WPCH/Atlanta (404) 367-0949 Dillard/Goss/Joy

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
11	14	19	23	23	R KELLY & C. DION/I'm Your Angel
13	16	15	19	19	FAITH HILL/This Kiss
14	17	16	17	17	SHANIA TWAIN/From This Moment On
19	20	16	16	16	BACKSTREET BOYS/I'll Never Break...
18	16	16	16	16	SARAH McLACHLAN/Angel
10	12	16	14	14	JOHN & RIMES/Written In The Stars
-	-	-	-	-	ROD STEWART/Faith Of The Heart
12	18	15	11	11	HOUSTON & CAREY/When You Believe...
-	-	-	-	-	GAYE & TERRELL/Ain't No...
-	-	-	-	-	MARIAH CAREY/Still Believe
-	-	-	-	-	EDWIN MCCAIN/II Be
6	6	6	6	6	MADONNA/The Power Of...
2	6	4	5	5	MARILYN SCOTT/The Last Day
-	-	-	-	-	DAVID CASSIDY/No Bridge I...
-	-	-	-	-	HOOTIE...Only Lonely
-	-	-	-	-	JEWEL/Hands
-	-	-	-	-	TESH F/INGRAM/Forever More...

92.5 KLSY MARKET #14
KLSY/Seattle (425) 454-1540 McKay/Brooks

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
24	33	33	34	34	BACKSTREET BOYS/I'll Never Break
24	34	34	34	34	EDWIN MCCAIN/II Be
24	33	33	33	33	GOO GOO DOLLS/Ins
23	32	32	32	32	R KELLY & C. DION/I'm Your Angel
23	31	31	32	32	PHIL COLLINS/True Colors
20	32	32	32	32	CHEER/Believe
24	28	28	32	32	SHANIA TWAIN/You're Still The One
21	34	34	32	32	JEWEL/Hands
21	32	32	31	31	SARAH McLACHLAN/Angel
21	29	29	31	31	SHANIA TWAIN/From This Moment On
23	31	31	28	28	FAITH HILL/This Kiss
23	22	22	26	26	HOUSTON & CAREY/When You Believe...
-	-	-	-	-	JOHN & RIMES/Written In The Stars
-	-	-	-	-	'N SYNC/(God...) A Little...
12	12	14	14	14	AEROSMITH/Don't Want To...
13	13	13	12	12	NATALIE MERCHANT/Kind & Generous
13	11	11	12	12	AMY GRANT/Takes A Little Time
12	10	10	11	11	JOURNEY/When You Love
9	13	13	11	11	ACE OF BASE/Cruel Summer
15	11	11	11	11	NATALIE IMBRUGLIA/Torn
1					

REPORTERS

Stations and their adds listed alphabetically by market

AC

<p>KYMG/Anchorage, AK OM: Mark Murphy PD: Devan Mitchell 7 BONNIE RAITT "Lovers"</p> <p>WPCH/Atlanta, GA OM/PD: Vance Dillard APD: Steve Goss MD: David Joy No Adds</p> <p>WFGP/Atlantic City, NJ OM/PD: Dick Fennessy MD: Marlene Aqua 1 TESH/INGRAM "Forever" MONICA "Angel"</p> <p>WBQ/Augusta, GA PD: John Patrick MD: MARIAN CAREY "Believe"</p> <p>KKMJ/Austin, TX OM: Stan Main PD: Nolan Cruise APD: Mike Austin 3 TESH/INGRAM "Forever"</p> <p>WLIF/Baltimore, MD OM/PD: Gary Balaban MD: Mark Thoner 16 GAY & TERRELL "Mountain" 6 TINA ARENA "River" 3 SARAH McLACHLAN "Angel"</p> <p>WMJY/Biloxi, MS PD: Walter Brown MD: Angie Thompson MARIAN CAREY "Believe"</p> <p>WMJJ/Birmingham, AL OM: John Jenkins PD: John Stuart No Adds</p> <p>WMJX/Boston, MA PD: Don Kelley MD: Mark Laurence 1 TESH/INGRAM "Forever" BONNIE RAITT "Lovers"</p> <p>WEZN/Bridgeport, CT PD: Steve Marcus 2 ROD STEWART "Faith"</p> <p>WBHC/Canton, OH PD: Terry Simmons MD: Kayleigh Kriss BRICKMAN/SMITH "Life"</p> <p>KDAT/Cedar Rapids, IA PD: Richard W. Stadler No Adds</p> <p>WDEF/Chattanooga, TN PD: Danny Howard MD: Denise Peters 2 TINA ARENA "River"</p> <p>WLIT/Chicago, IL PD: Mark Edwards APD: Derrick Brown No Adds</p> <p>WRRM/Cincinnati, OH OM/PD: T.J. Holland APD/MD: Ted Morro No Adds</p> <p>WTCB/Columbia, SC PD: Brent Johnson 4 TINA ARENA "River" 3 TAYLOR DAYNE "Naked" 2 JOEY MONTYRE "Stay"</p> <p>WGSY/Columbus, GA PD: Alan Quin 14 MATCHBOX 20 "Real" TESH/INGRAM "Forever" MARIAN CAREY "Believe"</p> <p>WSNY/Columbus, OH PD: Chuck Knight MD: Mark Bingham TESH/INGRAM "Forever"</p> <p>KVIL/Dallas, TX PD: Bill Curtis MD: Alex O'Neal 8 BRICKMAN/SMITH "Life" 7 HOOTIE "Lonely"</p> <p>WLQT/Dayton, OH PD: Sandy Collins MD: Steven Scott 19 SARAH McLACHLAN "Angel" 19 FAITH "Kiss" 5 DAVID CASSIDY "Bridge" 5 BRICKMAN/SMITH "Life"</p>	<p>KOSI/Denver, CO OM/MD: Scott Taylor PD: Steve Hamilton BONNIE RAITT "Lovers" BACKSTREET BOYS "Give"</p> <p>WDOF/Dothan, AL GM/PD: Leigh Simpson OM/MD: Mike Holderfield BIC RUNGA "Sway" BLONDIE "Mama"</p> <p>KATF/Dubuque, IA PD: Tim Dillon MD: Brian Davis BRICKMAN/SMITH "Life" CHER "Believe"</p> <p>WXXC/Erie, PA PD: Ron Arlen MD: Scott Stevens 8 CHER "Believe"</p> <p>WIKY/Evansville, IN PD: Mark Baker BRICKMAN/SMITH "Life" MONICA "Angel"</p> <p>KLTA/Fargo, ND PD: John Austin 5 "NSYNC" "God" 5 BRICKMAN/SMITH "Life"</p> <p>WCRZ/Flint, MI OM/PD: J. Patrick MD: George McIntyre 1 BACKSTREET BOYS "Give"</p> <p>KTRR/Ft. Collins, CO PD: Mark Cataghan No Adds</p> <p>WINK/Ft. Myers, FL PD: Bob Gussinger 3 TESH/INGRAM "Forever"</p> <p>WAJF/Ft. Wayne, IN OM: Lee Tobin PD: Barb Richards MD: Dr. Dave 5 "NSYNC" "God" 5 JOEY MONTYRE "Stay"</p> <p>WAFY/Frederick, MD MD: Norman Henry Schmidt 6 DAVID CASSIDY "Bridge" 5 MARIAN CAREY "Believe"</p> <p>KSOF/Fresno, CA PD: Angie Handa 2 TESH/INGRAM "Forever" 1 MARIAN CAREY "Believe"</p> <p>WLHT/Grand Rapids, MI PD: Bill Bailey APD/MD: Mary Turner 5 JENNIFER PAGE "Sober" 4 MONICA "Angel"</p> <p>WDST/Los Angeles, CA APD/MD: Johnny Chiang MARIAN CAREY "Believe" "NSYNC" "God"</p> <p>WVEZ/Louisville, KY OM: C.C. Matthews PD: Joe Fedele BONNIE RAITT "Lovers"</p> <p>WPEZ/Macon, GA PD: Laura Worth 2 TESH/INGRAM "Forever"</p> <p>WGMG/Madison, WI VP/Prog: Pat O'Neill MD: Kim Fischer MARIAN CAREY "Believe" JOHN RIMES "Written"</p> <p>KVLY/McAllen, TX OM: Jim Kirkland PD: Alex Duran BONNIE RAITT "Lovers" SIXPENCE "Kiss"</p> <p>WLRQ/Melbourne, FL PD: Mark Lander MD: Karen Kay 1 MARIAN CAREY "Believe" TAYLOR DAYNE "Naked" JOEY MONTYRE "Stay" BONNIE RAITT "Lovers"</p> <p>WRRV/Memphis, TN OM: Joel Burke PD: Kay Manley BONNIE RAITT "Lovers" JOEY MONTYRE "Stay"</p> <p>WPLL/Miami, FL PD: Rob Roberts APD: Robert Archer MD: Dieder Poyner No Adds</p> <p>WLTO/Milwaukee, WI PD: Stan Atkinson TINA ARENA "River"</p> <p>WLTE/Minneapolis, MN PD: Gary Nolan 12 "J.Well" "Hands" BRANDY "Ever" TINA ARENA "River"</p> <p>KJSN/Modesto, CA PD: Gary Michaels 5 BACKSTREET BOYS "Give" 3 CRYSTAL BERNARD "Touch"</p>	<p>WTFM/Johnson City, TN PD/MD: Mark E. McKinney No Adds</p> <p>WKYE/Johnstown, PA PD: Jack Michaels MD: Brian Wolfe BRANDY "Ever" BACKSTREET BOYS "Give"</p> <p>WOLR/Kalamazoo, MI OM: Ken Lanphear PD: Brian Wertz 4 "NSYNC" "God"</p> <p>KUDL/Kansas City, MO Interim PD/MD: Dan Hurst 9 DAVID CASSIDY "Bridge" 2 CUTTING EDGE "Without"</p> <p>WJXB/Knoxville, TN PD/MD: Jeff Jamigan 10 CRYSTAL BERNARD "Touch"</p> <p>WGLM/Lafayette, IN PD/MD: Dan McKay 11 CRYSTAL BERNARD "Touch" 1 GAY & TERRELL "Mountain" 1 TRIO "Sierra"</p> <p>WFMK/Lansing, MI OM/MD: Ray Marshall PD: Danny Stewart TRIO "Sierra" TAYLOR DAYNE "Naked" JOEY MONTYRE "Stay"</p> <p>KMZQ/Las Vegas, NV PD: Burke Allen MD: Terri Springs No Adds</p> <p>KSNE/Las Vegas, NV PD: Tom Chase MD: John Berry 2 MARIAN CAREY "Believe"</p> <p>WALK/Long Island, NY VP/Prog: Gene Michaels APD: Rob Miller MD: Charlie Lombardo 4 HOUSTON & CAREY "Believe" SHAWN MULLINS "Lullaby" LIONEL RICHIE "Lady" DION WROBELL "Prayer"</p> <p>KBIG/Los Angeles, CA VP/Prog: Steve Streit APD/MD: Tony Coles 26 SHANIA TWAIN "Morris" 23 MADONNA "Power" 23 MATCHBOX 20 "Real" BACKSTREET BOYS "Give"</p> <p>KDST/Los Angeles, CA Sia Mgr/PD/Jhani Kaye APD/MD: Johnny Chiang MARIAN CAREY "Believe" "NSYNC" "God"</p> <p>WVEZ/Louisville, KY OM: C.C. Matthews PD: Joe Fedele BONNIE RAITT "Lovers"</p> <p>WPEZ/Macon, GA PD: Laura Worth 2 TESH/INGRAM "Forever"</p> <p>WGMG/Madison, WI VP/Prog: Pat O'Neill MD: Kim Fischer MARIAN CAREY "Believe" JOHN RIMES "Written"</p> <p>KVLY/McAllen, TX OM: Jim Kirkland PD: Alex Duran BONNIE RAITT "Lovers" SIXPENCE "Kiss"</p> <p>WLRQ/Melbourne, FL PD: Mark Lander MD: Karen Kay 1 MARIAN CAREY "Believe" TAYLOR DAYNE "Naked" JOEY MONTYRE "Stay" BONNIE RAITT "Lovers"</p> <p>WRRV/Memphis, TN OM: Joel Burke PD: Kay Manley BONNIE RAITT "Lovers" JOEY MONTYRE "Stay"</p> <p>WPLL/Miami, FL PD: Rob Roberts APD: Robert Archer MD: Dieder Poyner No Adds</p> <p>WLTO/Milwaukee, WI PD: Stan Atkinson TINA ARENA "River"</p> <p>WLTE/Minneapolis, MN PD: Gary Nolan 12 "J.Well" "Hands" BRANDY "Ever" TINA ARENA "River"</p> <p>KJSN/Modesto, CA PD: Gary Michaels 5 BACKSTREET BOYS "Give" 3 CRYSTAL BERNARD "Touch"</p>	<p>KWAV/Monterey, CA PD/MD: Bernie Moody 3 TAYLOR DAYNE "Naked" 3 TINA ARENA "River" 3 TRIO "Sierra"</p> <p>WHUD/Newburgh, NY PD: Brian Krysz MD: Tom Furci TINA ARENA "River" BACKSTREET BOYS "Give" BONNIE RAITT "Lovers"</p> <p>WLMG/New Orleans, LA Dir/Ops: Nick Ferrara PD: Steve Suter APD/MD: Johnny Scott MONICA "Angel"</p> <p>WLTW/New York, NY PD: Jim Ryan MD: Morgan Prue 10 BACKSTREET BOYS "Give" 8 CRYSTAL BERNARD "Touch" 1 MONICA "Angel"</p> <p>KMGL/Oklahoma City, OK PD: Jeff Couch APD: Kathi Yeager MD: Steve O'Brien 4 "NSYNC" "God"</p> <p>KEFM/Omaha, NE PD/MD: Steve Albertsen HOOTIE "Lonely" "NSYNC" "God"</p> <p>WMGF/Orlando, FL PD: Ken Payne APD/MD: Dean Miuccio No Adds</p> <p>WMEZ/Pensacola, FL PD/MD: Kevin Peterson JEWEL "Hands"</p> <p>WSWT/Peoria, IL PD/MD: Randy Rundle HOOTIE "Lonely"</p> <p>WBEB/Philadelphia, PA PD: Chris Conley MD: Donna Rowland BRICKMAN/SMITH "Life" TINA ARENA "River"</p> <p>KESZ/Phoenix, AZ PD: Mike Del Rosso MD: Genevieve Shanahan No Adds</p> <p>WSSH/Pittsburgh, PA PD/MD: Ron Antill SARAH McLACHLAN "Angel" BRICKMAN/SMITH "Life"</p> <p>KKCW/Portland, OR PD/MD: Bill Minkler 9 ROD STEWART "Faith" 6 CHER "Believe" BONNIE RAITT "Lovers"</p> <p>WWLI/Providence, RI PD: Tom Holt MD: Bob Boisvert 5 TRIO "Sierra" 5 DION WROBELL "Prayer"</p> <p>KRNO/Reno, NV PD/MD: Alan Cook MARIAN CAREY "Believe" CRYSTAL BERNARD "Touch"</p> <p>WTVR/Richmond, VA PD/MD: Tony Fiorentino BONNIE RAITT "Lovers" TAYLOR DAYNE "Naked"</p> <p>WSLQ/Roanoke, VA PD: Don Morrison MD: Dick Daniels 1 TESH/INGRAM "Forever"</p> <p>WRWC/Rockford, IL PD: Jim Mackey MD: Donna Mason 5 BRANDY "Ever" 5 TAYLOR DAYNE "Naked" 5 JOEY MONTYRE "Stay"</p> <p>KGBY/Sacramento, CA PD: Steve Kelly MD: Michael Rivers 2 MARIAN CAREY "Believe"</p> <p>KEZK/St. Louis, MO PD: Steve Peck APD: Marilee Kelly MD: Marilee Chase SARAH McLACHLAN "Angel" TAYLOR DAYNE "Naked"</p> <p>WARM/York, PA PD: Kelly West MD: Rick Stan HOOTIE "Lonely"</p> <p>WKBK/Youngstown, OH OM/PD: Dan Rivers MD: Mark French EAGLE EYE CHERRY "Save" BARENAKED LADIES "Done" GOOD GOOD DOLLS "Slide"</p>	<p>KSBL/Santa Barbara, CA PD/MD: Peter Bie No Adds</p> <p>KLSY/Seattle, WA PD: Barry McKay MD: Bob Brooks ROD STEWART "Faith"</p> <p>KELO/Sioux Falls, SD OM/PD: Reid Holsen APD/MD: Nancy Carlson 2 TINA ARENA "River"</p> <p>WNSN/South Bend, IN PD: Phil Britain MD: Jim Roberts 1 TESH/INGRAM "Forever"</p> <p>KXLY/Spokane, WA PD: Scott Valentine MD: Steve Knight No Adds</p> <p>WMAS/Springfield, MA PD: Paul Cannon APD/MD: Keith Stephens GAY & TERRELL "Mountain" MONICA "Angel"</p> <p>KGBX/Springfield, MO PD/MD: Paul Kelley No Adds</p> <p>KMAJ/Topeka, KS PD: Dave Waters MD: Rose Diehl No Adds</p> <p>WRVF/Toledo, OH PD/MD: Bill Michaels APD: Roland Reddick No Adds</p> <p>KMXZ/Tucson, AZ PD/MD: Bobby Rich No Adds</p> <p>KOOI/Tyler, TX OM/PD: Dave Moreland MD: Janie Baker "NSYNC" "God"</p> <p>WLZW/Utica, NY PD/MD: Randy Jay TESH/INGRAM "Forever"</p> <p>WASH/Washington, DC PD: Darren Davis MD: Randi Martin No Adds</p> <p>WEAT/West Palm Beach, FL OM/PD: Les Howard Jacoby APD/MD: Chad Perry SARAH McLACHLAN "Angel" BRICKMAN/SMITH "Life"</p> <p>WRWF/West Palm Beach, FL OM/PD: George Johns APD: Lindy Rome MD: Dave Brewster No Adds</p> <p>WKWK/Wheeling, WV PD/MD: Doug Daniels GAY & TERRELL "Mountain"</p> <p>KRBB/Wichita, KS PD: Larry London MD: Todd Taylor 2 MARIAN CAREY "Believe" 1 TESH/INGRAM "Forever" "NSYNC" "God"</p> <p>WMGS/Wilkes Barre, PA PD/MD: Stan Phillips MD: Craig Thomas MARIAN CAREY "Believe"</p> <p>WJBR/Wilmington, DE PD/MD: Michael Waite 5 TESH/INGRAM "Forever" 3 HOOTIE "Lonely"</p> <p>WGNJ/Wilmington, NC PD: Mike Farrow MD: Craig Thomas MONICA "Angel" TESH/INGRAM "Forever"</p> <p>WSRS/Worcester, MA PD: Steve Peck APD: Marilee Kelly MD: Marilee Chase SARAH McLACHLAN "Angel" TAYLOR DAYNE "Naked"</p>	<p>WKDD/Akron, OH PD: Chuck Collins MD: Lynn Kelly 11 SIXPENCE "Kiss" 10 CHER "Believe" 10 ROD STEWART "Faith"</p> <p>KKOB/Albuquerque, NM OM: Brad Barnett PD: Roger Scott 6 SHAWN MULLINS "Lullaby" CHER "Believe" BRANDY "Ever"</p> <p>KPEK/Albuquerque, NM OM: Frank Jaxon PD: Mike Parsons APD: Jamey Barreras MD: Stephanie Buchicchio COLLECTIVE SOUL "Run" HOLE "Malibu"</p> <p>KMXS/Anchorage, AK PD/MD: Roxy Lennox 24 JEWEL "Hands" 10 MATCHBOX 20 "Back" DAVE MATTHEWS BAND "Crush" TAYLOR DAYNE "Naked" TAYLOR DAYNE "Naked"</p> <p>KLLY/Bakersfield, CA PD/MD: Jason Griffin 6 OF SPRING "Pretty"</p> <p>WWMX/Baltimore, MD VP/Prog: Bill Pasha MD: Greg Carpenter ALANIS MORISSETTE "Unsent"</p> <p>KCIJ/Boise, ID PD/MD: Ed Parnera CHER "Believe" ALANIS MORISSETTE "Unsent" SEMSONIC "Secret"</p> <p>WBMX/Boston, MA VP/Prog: Greg Strassel MD: Mike Mullaney 1 COLLECTIVE SOUL "Run" 1 MARTIN'S DAM TEAR</p> <p>KKYS/Bryan, TX PD: Ryan O'Brien MD: Chris Murphy 9 JANE "Every" DAVE MATTHEWS BAND "Crush" JOEY MONTYRE "Stay"</p> <p>WLCE/Bufalo, NY PD: Jeff Nachlis 20 FASTBALL "Out" 7 BETTER THAN EZRA "Stars"</p> <p>WMT/Cedar Rapids, IA PD/MD: Randy Lee JENNIFER PAGE "Sober"</p> <p>WLNK/Charlotte, NC OM: Tom Jackson MD: Mike Edwards MD: Patty Vaughn No Adds</p> <p>WQMZ/Charlottesville, VA PD/MD: Angie Logan 13 JENNIFER PAGE "Sober"</p> <p>WTMX/Chicago, IL PD: Barry James APD/MD: Jaime Kartak FAR TOO JONES "Best" GARBAGE "Special"</p> <p>WMVX/Cleveland, OH PD: David Israel MD: Jay Hudson 8 THIRD EYE BLIND "Juniper" 8 BARENAKED LADIES "Done" 8 FASTBALL "Fire" 8 JEWEL "Hands" 8 SARAH McLACHLAN "Angel"</p> <p>WQAL/Cleveland, OH PD: Mary Ellen Kachinske MD: Steve Heno SUGAR RAY "Every" COLLECTIVE SOUL "Run" ROD STEWART "Faith"</p> <p>KVUU/Colorado Springs, CO PD: Kevin Callahan ROD STEWART "Faith" ALANIS MORISSETTE "Unsent" SIXPENCE "Kiss"</p> <p>WCGQ/Columbus, GA PD/MD: Al Haynes 11 COLLECTIVE SOUL "Run" LIMY KRAVITZ "Fly"</p> <p>KDMX/Dallas, TX PD: Jimmy Seal APD: Race Taylor MD: Lisa Thomas 11 SEMSONIC "Secret"</p>	<p>WDAQ/Danbury, CT PD: Bill Trotta MD: Barbara Corbett CHER "Believe"</p> <p>WMMX/Dayton, OH PD: Jeff Stevens MD: Dean Taylor JOHN RIMES "Written" SIXPENCE "Kiss" MATCHBOX 20 "Back"</p> <p>KALC/Denver, CO PD/MD: Jim Lawson 10 CHER "Believe" 10 GARBAGE "Special" 8 COLLECTIVE SOUL "Run"</p> <p>KMXD/Des Moines, IA PD: Kenn McCloud APD/MD: Greg Chance JENNIFER PAGE "Sober"</p> <p>KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn No Adds</p> <p>WKQI/Detroit, MI OM/PD: Tom O'Brien MD: Dana London BLONDIE "Mama"</p> <p>KSII/El Paso, TX OM: Courtney Nelson PD/MD: Eli Moiano 19 "NSYNC" "God" BRITNEY SPEARS "Baby" MARIAN CAREY "Believe"</p> <p>WOSM/Fayetteville, NC PD: Rick O'Shea APD/MD: Chuck Tager BACKSTREET BOYS "Give" JOHN RIMES "Written" MARTIN'S DAM TEAR</p> <p>KVSR/Fresno, CA PD: Julie Logan 20 COLLECTIVE SOUL "Run" 18 SEMSONIC "Secret" 7 EVERLAST "Like" 5 BETTER THAN EZRA "Stars"</p> <p>WKSI/Greensboro, NC PD/MD: Jeff Cushman No Adds</p> <p>WKZL/Greensboro, NC PD: Jeff McHugh APD/MD: Doug McKnight 19 SIXPENCE "Kiss" HOLE "Malibu" COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"</p> <p>WIKZ/Hagerstown, PA PD: Rick Alexander APD/MD: Michael Ross 20 JENNIFER PAGE "Crush"</p> <p>WTIC/Hartford, CT OM/PD: Steve Sathany MD: David Simpson 30 JOHN RIMES "Written" 22 CAKE "Never" 19 COLLECTIVE SOUL "Run"</p> <p>KHMX/Houston, TX PD: Randy James MD: Rich Anhorn 7 BLONDIE "Mama"</p> <p>WENS/Indianapolis, IN OM/PD: Greg Dunkin MD: Jim Cerone No Adds</p> <p>KBIU/Lake Charles, LA PD: Lee Hudson MD: Josh Heno 18 JOEY MONTYRE "Stay"</p> <p>KMXB/Las Vegas, NV PD: Duncan Payton MD: Kevin Maxwell DAVE MATTHEWS BAND "Crush"</p> <p>KURB/Little Rock, AR PD: Randy Bush APD: Debra Daniels MD: Becky Rogers MARIAN CAREY "Believe" "NSYNC" "God"</p> <p>KYSR/Los Angeles, CA PD: Angela Perelli APD/MD: Chris Ebbott EVERLAST "Like"</p>	<p>WDRV/Pittsburgh, PA PD: Michael Hayes APD/MD: Scott Alexander No Adds</p> <p>WIMG/Portland, ME PD: Randi Kirshbaum APD/MD: Ethan Minton No Adds</p> <p>KBBT/Portland, OR PD: Michelle Engel APD: Troy Daniels MD: Lisa Adams ANGELIN "Rose" HOLE "Malibu" DC TALK "Consumers"</p> <p>WSNE/Providence, RI PD: Bill Hess APD: Eddie Moran ROD STEWART "Faith" "NSYNC" "C"</p> <p>WRAL/Raleigh, NC PD: Steve Reynolds MD: Rob Poulin HOOTIE "Lonely" FAR TOO JONES "Best"</p> <p>WMBX/Richmond, VA PD: Jeff Cochran APD/MD: Lisa Greene MD: Lauren Pressley No Adds</p> <p>WVOR/Rochester, NY APD: Dave LeFrois PD: Chris White MD: Sini Man JUDE "Rock" ALANIS MORISSETTE "Unsent"</p> <p>WZNE/Rochester, NY PD: Rich McKenzie 17 FLYS "Got" 15 JEWEL "Down" 13 COLLECTIVE SOUL "Run"</p> <p>KZZO/Sacramento, CA PD: Ricky Ferreri APD: Jim Matthews MD: Sonia Jimenez Jackson 27 SEMSONIC "Secret"</p> <p>WWDE/Norfolk, VA OM/PD: Don London APD/MD: Jeff Moreau CHER "Believe"</p> <p>KYIS/Oklahoma City, OK OM: Chris Baker PD/MD: Ray Kalusa COLLECTIVE SOUL "Run"</p> <p>WIKZ/Oklahoma City, OK OM: Kurt Owens MD: Erik Johnson 33 NATALIE MERCHANT "Generous" 33 EVERLAST "Buy" BETTER THAN EZRA "Stars"</p> <p>KBEE/Salt Lake City, UT PD: Rusty Keys MD: Aaron Steele JENNIFER PAGE "Crush"</p> <p>KISN/Salt Lake City, UT PD: Sam Elliott MD: Brian Fox "NSYNC" "God"</p> <p>KSMG/San Antonio, TX OM: Virgil Thompson PD: Andy Hoyt MD: Tom Lazar BARENAKED LADIES "Done"</p> <p>KFMB/San Diego, CA APD: Tracy Johnson APD: Michael Steele MD: Brian Fox 16 MATCHBOX 20 "Back" 10 DAVE MATTHEWS BAND "Crush"</p> <p>WXP/Philadelphia, PA PD: Chuck Tisa MD: Al Castellini 23 KHALLEE "Mary"</p> <p>WYXR/Philadelphia, PA PD: Kurt Johnson 9 THIRD EYE BLIND "Juniper"</p>	<p>KLLC/San Francisco, CA PD: Louis Kaplan APD/MD: Julie Stoeckel 14 GARBAGE "Special" 14 SHERYL CROW "Anything"</p> <p>KRUZ/Santa Barbara, CA PD/MD: Mike O'Brian 20 COLLECTIVE SOUL "Run"</p> <p>KMHX/Santa Rosa, CA PD: Ron Castro APD: E.J. Tyler MD: Heather Black COLLECTIVE SOUL "Run" GARBAGE "Special"</p> <p>WAEV/Savannah, GA OM/PD: Scotty Snipes MD: Brad Kelly SEMSONIC "Secret"</p> <p>KPLZ/Seattle, WA PD: Casey Keating MD: Alisa Hashimoto COLLECTIVE SOUL "Run"</p> <p>KMXX/Sioux Falls, SD PD: Scott Maguire APD/MD: Scott Allen 10 ALANIS MORISSETTE "Unsent" 10 SHERYL CROW "Anything"</p> <p>WSSR/Tampa, FL PD: Chuck Morgan MD: Robert Harder 22 JENNIFER PAGE "Sober" 7 FAR TOO JONES "Best"</p> <p>WWWV/Toledo, OH PD: T.J. McKay MD: Steve Marshall CHER "Believe"</p> <p>KEYW/Tri-Cities, WA PD/MD: Paul Drake 5 JENNIFER PAGE "Sober" 5 BETTER THAN EZRA "Stars"</p> <p>KZPT/Durham, AZ PD: Lucia Thomas MD: Drew Michaels BETTER THAN EZRA "Stars"</p> <p>WROX/Washington, DC PD: Steve Kosbau MD: Carol Parker 7 JENNIFER PAGE "Crush" 6 SUGAR RAY "Every"</p> <p>WMBX/West Palm Beach, FL OM: John O'Connell APD/MD: Jeff Clarke LSA HALL "Know" ANGELIN "Rose"</p> <p>WOMP/Wheeling, WV PD/MD: Johnny "O" 18 BRANDY "Ever" 10 GARBAGE "Special" 5 HOLE "Malibu" 5 FLYS "Got"</p> <p>WXLO/Worcester, MA GM/PD: Steve Gallagher MD: Amy Navarro 5 CHER "Believe"</p>
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HOT AC

<p>111 Total Reporters 111 Current Reporters 108 Current Playlists</p> <p>Reported Frozen Playlist (1): WYJB/Albany, NY</p> <p>Did Not Report, Playlist Frozen (2): WDOK/Cleveland, OH WAHR/Huntsville, AL</p>	<p>92 Total Reporters 91 Current Reporters 88 Current Playlists</p> <p>Reported Frozen Playlist (2): WMXL/Lexington, KY KEZR/San Jose, CA</p> <p>Did Not Report, Playlist Frozen (1): WVMX/Cincinnati, OH</p> <p>Did Not Report For Two Consecutive Weeks, Date Not Used (1): KAMX/Austin, TX</p>
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Bonnie Raitt lover's will

the new single featured on the playing by heart original motion picture soundtrack

1 MUSIC FIRST
ADD!

MOST ADDED!
#1 NEW & ACTIVE!
PLATINUM ARTIST

New This Week: WMJX KOSI WRRV KKCW
Plus 7 additional Quality Stations!!
Already on 27 total stations, including: KVIL WBEB WLTQ WRCH WLIF
Look for upcoming TV Appearances on Oprah & Letterman



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HOT AC TOP 30

JANUARY 29, 1999

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
3	3	1	1	SARAH MCLACHLAN Angel (Warner Sunset/Reprise) 3763	3590	3462	3148	90/1	
1	1	2	2	SHAWN MULLINS Lullaby (SMG/Columbia) 3488	3553	3554	3449	90/1	
2	2	3	3	JEWEL Hands (Atlantic) 3311	3391	3491	3303	88/2	
4	4	4	4	EAGLE-EYE CHERRY Save Tonight (Work/ERG) 3102	3265	3244	3071	84/0	
7	6	5	5	GOO GOO DOLLS Slide (Warner Bros.) 2948	2910	2728	2506	84/1	
6	5	6	6	THIRD EYE BLIND Jumper (Elektra/EEG) 2672	2750	2782	2637	75/2	
11	10	9	7	MATCHBOX 20 Back 2 Good (Lava/Atlantic) 2316	2180	2018	1767	72/3	
5	7	7	8	SHERYL CROW My Favorite Mistake (A&M) 2281	2514	2704	2681	72/1	
13	12	8	9	BARENAKED LADIES It's All Been Done (Reprise) 2169	2221	1999	1735	77/4	
14	13	12	10	NEW RADICALS You Get What You Give (MCA) 1791	1692	1688	1566	66/0	
10	11	10	11	U2 Sweetest Thing (Island) 1788	1945	2011	1942	55/0	
9	9	11	12	GOO GOO DOLLS Iris (Warner Sunset/Reprise) 1779	1918	2041	2107	66/0	
23	20	14	13	SUGAR RAY Every Morning (Lava/Atlantic) 1747	1471	1155	867	66/3	
15	15	15	14	EVE 6 Inside Out (RCA) 1557	1454	1539	1503	43/0	
20	19	17	15	SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia) 1401	1340	1246	1156	58/6	
BREAKER			16	ALANIS MORISSETTE Unsent (Maverick/Reprise) 1393	966	562	294	68/6	
8	8	13	17	ALANIS MORISSETTE Thank U (Maverick/Reprise) 1202	1682	2104	2246	48/0	
12	14	16	18	BARENAKED LADIES One Week (Reprise) 1158	1442	1599	1741	51/0	
21	21	21	19	EVERCLEAR Father Of Mine (Capitol) 1121	1099	1087	1068	45/0	
25	22	22	20	LENNY KRAVITZ Fly Away (Virgin) 1113	1037	932	778	41/1	
26	26	24	21	DAVE MATTHEWS BAND Crush (RCA) 892	877	816	776	46/4	
—	—	28	22	BLONDIE Maria (Beyond) 830	646	297	81	43/5	
28	27	25	23	KHALEEL No Mercy (Hollywood) 798	860	802	712	48/2	
27	25	26	24	R. KELLY & CELINE DION I'm Your Angel (Jive) 763	838	850	747	31/0	
30	30	30	25	CAKE Never There (Capricorn/Mercury) 704	590	459	413	24/2	
24	23	27	26	HOOTIE & THE BLOWFISH Only Lonely (Atlantic) 691	818	881	840	36/1	
DEBUT			27	BETTER THAN EZRA At The Stars (Elektra/EEG) 631	401	251	155	43/9	
DEBUT			28	COLLECTIVE SOUL Run (Hollywood/Atlantic) 515	330	130	49	35/14	
DEBUT			29	CHER Believe (Warner Bros.) 514	298	164	125	29/11	
DEBUT			30	ELTON JOHN & LEANN RIMES Written In... (Rocket/Island/Curb) 485	445	314	124	35/3	

This chart reflects airplay from January 18-24. Songs ranked by total plays. Highlighted songs indicate Breaker.

92 Hot AC reporters. 88 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent.
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NEW & ACTIVE

'N SYNC (God Must Have Spent) A Little More Time On You (RCA)
Total Stations: 19, Adds: 3, Plays: 382, including WOMP 35 (34), KBIU 41 (41), WCGQ 22 (15), WQSM 24 (25), WKSI 37 (36), WAKS 15 (28), KKYS 19 (16), KSII 37 (45), WKTI 17 (6), WIOG 37 (34), WWWW 9, KMXC 25 (10), KYKY 9 (8), KCIX 35 (39), KALC 10 (15).

ROD STEWART Faith Of The Heart (Universal)
Total Stations: 31, Adds: 5, Plays: 378, including WDAQ 14, WTIC 13 (5), WWMX 26 (29), WIKZ 5, WJLK 16 (13), WDRV 7, WOMP 16 (15), WQZM 22 (19), WCGQ 20 (25), WQSM 10 (11), WWDE 12 (11), WOMX 19 (20), WXIL 25 (25), WAKS 11 (27), KURB 15, WMC 5, KKYS 22 (11), KSMG 5, WKDD 10, WVMX 4 (4), WMMX 8 (5), WMT 5, KMXD 8 (5), KMXC 18 (16), KCIX 7 (15), KISN 32 (14), KBBY 12.

SEMISONIC Secret Smile (MCA)
Total Stations: 21, Adds: 5, Plays: 314, including WLCE 20 (20), WOMP 7 (5), WLNK 8 (4), WPTE 39 (24), WXXM 10 (7), WSSR 10 (7), KDMX 11, WTMX 31 (26), WPNT 29 (25), KSRZ 8 (4), KMXC 11 (10), KALC 24 (12), KMXB 18, KLLY 6, KVSF 18, KOSO 15 (15), KCDU 5, KZZO 27, KLLC 17 (10).

FLYS Got You (Where I Want You) (Delicious Vinyl/Trauma)
Total Stations: 13, Adds: 3, Plays: 222, WBMX 10 (9), WZNE 17, WOMP 5, WSSR 12 (10), WMBX 21 (23), KZZP 26 (22), WPNT 18 (15), WIOG 17, KMXB 35 (18), KLLY 11 (11), KOSO 15 (15), KCDU 6 (7), KZZO 29 (21).

PHIL COLLINS True Colors (Atlantic)
Total Stations: 9, Adds: 1, Plays: 218, WDAQ 30 (30), WSNE 22 (22), WIKZ 23 (24), WWDE 25 (10), WOMX 27 (29), WXIL 36 (37), KURB 19 (19), KYKY 3, KISN 33 (29).

MADONNA The Power Of Good-Bye (Maverick/WB)

Total Stations: 12, Adds: 0, Plays: 211, WDAQ 12 (30), WYXR 17 (18), WQZM 19 (24), WXIL 25 (27), KURB 18 (19), WKDD 14 (25), WVMX 4 (4), WKQI 28 (16), WMT 7 (7), KMXD 8 (6), KMXC 29 (28), KVUU 30 (31).

EVERLAST What It's Like (Tommy Boy)

Total Stations: 11, Adds: 3, Plays: 165, including WKSI 17, WPTE 37 (25), KPEK 21 (20), KZZP 17, KZPT 5 (5), WPNT 19 (13), KSTZ 15 (3), KLLY 12 (15), KVSF 7, KZZO 15 (13).

JENNIFER PAIGE Sober (Edel America/Hollywood)

Total Stations: 15, Adds: 5, Plays: 161, including WOMP 10 (10), WQZM 13, WCGQ 12, WWDE 11 (5), WAKS 5, KURB 8 (6), WMC 7 (6), KPEK 24 (23), KKYS 22 (20), WKDD 22 (19), WQAL 17 (17), KISN 5 (5), KEYW 5.

HOLE Malibu (DGC/Geffen)

Total Stations: 15, Adds: 5, Plays: 158, including WBMX 13 (9), WOMP 5, WPTE 10, WXXM 12 (10), WTMX 16 (17), KMXB 18, KLLY 13 (12), KVSF 22 (6), KOSO 5 (5), KLLC 24 (25), KRUI 1 (1), KMHX 19 (33).

MARIAH CAREY I Still Believe (Columbia)

Total Stations: 13, Adds: 3, Plays: 157, including WQSM 25 (24), WWDE 9, WXIL 16 (20), WAKS 5, KKYS 8 (5), WMMX 6 (5), WMYX 29 (24), KMXC 18 (14), KCIX 8 (10), KISN 25.

Songs ranked by total plays. Station call letters followed by number of plays.

BREAKERS®

ALANIS MORISSETTE

Unsent (Maverick/Reprise)

TOTAL PLAYS/INCREASE: 1393/427
TOTAL STATIONS/ADDS: 68/6
CHART: 16

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
COLLECTIVE SOUL Run (Hollywood/Atlantic)	14
CHER Believe (Warner Bros.)	11
BETTER THAN EZRA At The Stars (Elektra/EEG)	9
ALANIS MORISSETTE Unsent (Maverick/Reprise)	6
SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	6
BLONDIE Maria (Beyond)	5
GARBAGE Special (Almo Sounds/Interscope)	5
HOLE Malibu (DGC/Geffen)	5
JENNIFER PAIGE Sober (Edel America/Hollywood)	5
SEMISONIC Secret Smile (MCA)	5
ROD STEWART Faith Of The Heart (Universal)	5

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ALANIS MORISSETTE Unsent (Maverick/Reprise)	+427
SUGAR RAY Every Morning (Lava/Atlantic)	+276
BETTER THAN EZRA At The Stars (Elektra/EEG)	+230
CHER Believe (Warner Bros.)	+216
COLLECTIVE SOUL Run (Hollywood/Atlantic)	+185
BLONDIE Maria (Beyond)	+184
SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	+173
SEMISONIC Secret Smile (MCA)	+145
MATCHBOX 20 Back 2 Good (Lava/Atlantic)	+136
CAKE Never There (Capricorn/Mercury)	+114

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
EDWIN MCCAIN I'll Be (Lava/Atlantic)
MATCHBOX 20 Real World (Lava/Atlantic)
SHANIA TWAIN From This Moment On (Mercury)
FASTBALL Fire Escape (Hollywood)
EVERYTHING Hooch (Blackbird/Sire)
FAITH HILL This Kiss (Warner Bros.)
NATALIE IMBRUGLIA Torn (RCA)
FASTBALL The Way (Hollywood)
AEROSMITH I Don't Want To Miss A Thing (Columbia)
HOOTIE & THE BLOWFISH I Will Wait (Atlantic)

KAMX/Austin, TX did not report a new playlist for two consecutive weeks and their information wasn't included in this week's data. Play totals for all songs were reviewed — and where appropriate — bullets were awarded. Chart positions, however, were not changed.

Breakers: Songs registering 1200 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

CAKE

“Never There”

R&R Hot AC Chart 30 - 25



HOT AC PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL HOT AC REPORTERS ON R&R ONLINE

95.5 WPLJ NEW YORK MARKET #1
WPLJ/New York (212) 613-8900 Cuddy/Shannon/Mascaro

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
38	50	47	45	EAGLE-EYE CHERRY/Save Tonight	
52	48	42	45	MATCHBOX 20/Real World	
51	50	44	44	SHAWN MULLINS/Lulaby	
54	51	44	44	THIRD EYE BLIND/Jumper	
36	48	45	43	JEWEL/Hands	
38	45	42	42	SARAH MCLACHLAN/Angel	
24	32	41	41	SHERYL CROW/My Favorite Mistake	
28	24	30	34	BARENAKED LADIES/It's All Been Done	
54	37	31	33	FAITH HILL/This Kiss	
53	36	29	32	BARENAKED LADIES/One Week	
50	47	30	32	GOD GOO DOLLS/Slide	
36	37	32	32	GOD GOO DOLLS/Slide	
25	33	31	32	MATCHBOX 20/Back 2 Good	
-	13	24	30	BLONDIE/Maria	
52	37	31	29	EDWIN MCCAIN/It's Be	
30	25	26	29	NEW RADICALS/You Get What You...	
-	25	27	28	SUGAR RAY/Every Morning	
30	24	23	28	U2/Sweetest Thing	
-	22	25	25	ALANIS MORISSETTE/Unsent	
33	32	30	25	SHANIA TWAIN/From This Moment On	
22	35	30	21	ALANIS MORISSETTE/Thank U	
22	19	17	20	AEROSMITH/Don't Want To...	
38	23	21	20	SEMISONIC/Closing Time	
21	24	22	19	FASTBALL/Fire Escape	
22	20	17	16	HOOTIE...Only Lonely	
-	-	-	-	SIXPENCE...Kiss Me	
-	-	-	-	BETTER THAN EZRA/At The Stars	

STAR 98.7 MARKET #2
KYSR/Los Angeles (818) 955-7000 Perelli/Ebbott

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
43	52	60	63	EAGLE-EYE CHERRY/Save Tonight	
37	52	56	60	EVE 6/Inside Out	
63	58	57	59	JEWEL/Hands	
66	61	53	59	SHAWN MULLINS/Lulaby	
59	48	39	54	SARAH MCLACHLAN/Angel	
63	60	56	46	ALANIS MORISSETTE/Thank U	
38	36	41	41	SUGAR RAY/Every Morning	
38	36	39	39	THIRD EYE BLIND/Jumper	
41	38	39	39	GOD GOO DOLLS/Slide	
38	39	35	39	MATCHBOX 20/Back 2 Good	
39	39	37	38	U2/Sweetest Thing	
19	24	26	38	NEW RADICALS/You Get What You...	
37	38	39	37	CAKE/Never There	
39	43	42	36	SHERYL CROW/My Favorite Mistake	
37	37	36	36	GOD GOO DOLLS/Slide	
-	24	30	36	LENNY KRAVITZ/Fly Away	
65	50	39	33	EDWIN MCCAIN/It's Be	
-	23	24	24	ALANIS MORISSETTE/Unsent	
40	38	35	23	EVERCLEAR/Father Of Mine	
36	36	38	21	BARENAKED LADIES/It's All Been Done	
-	10	25	14	BLONDIE/Maria	
-	-	-	-	EVERLAST/What It's Like	

101.9 THE MIX MARKET #3
WTMX/Chicago (312) 946-1019 James/Kartak

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
-	-	-	53	JOHN MELLENCAMP/It's Not Running	
45	51	51	52	THIRD EYE BLIND/Jumper	
44	50	50	50	JEWEL/Hands	
53	44	44	44	BARENAKED LADIES/It's All Been Done	
32	41	41	43	MATCHBOX 20/Back 2 Good	
32	42	42	43	GOD GOO DOLLS/Slide	
45	41	41	43	FASTBALL/Fire Escape	
44	42	42	43	SUGAR RAY/Every Morning	
45	50	50	42	BETTER THAN EZRA/At The Stars	
43	42	42	42	EVERYTHING/Hooch	
22	30	30	31	SIXPENCE...Kiss Me	
24	26	26	31	SEMISONIC/Secret Smile	
24	31	31	30	CAKE/Never There	
-	30	30	30	COLLECTIVE SOUL/Run	
22	26	26	20	R.E.M./Daysleeper	
-	-	-	19	BLONDIE/Maria	
44	16	16	18	NEW RADICALS/You Get What You...	
-	17	17	16	HOLE/Malibu	
16	20	20	21	EAGLE-EYE CHERRY/Save Tonight	
31	21	21	21	DAVE MATTHEWS BAND/Crush	
18	21	21	15	LENNY KRAVITZ/Fly Away	
52	31	31	15	EVERCLEAR/Father Of Mine	
53	13	13	14	SHERYL CROW/My Favorite Mistake	
16	14	14	14	BRIAN SETZER ORCH./Jump Jive An' Wait	
31	32	32	14	CHRIS ISAAK/Please	
-	-	-	13	ALANIS MORISSETTE/Unsent	
12	13	13	12	ALANIS MORISSETTE/Thank U	
17	12	12	12	SHAWN MULLINS/Lulaby	
6	13	12	12	BARENAKED LADIES/One Week	
15	11	11	11	HEATHER NOVA/London Rain...	

Alice @ 97.3 MARKET #4
KLLC/San Francisco (415) 765-4097 Kaplan/Stoeckel

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
43	44	44	44	SARAH MCLACHLAN/Angel	
42	44	44	44	EAGLE-EYE CHERRY/Save Tonight	
43	43	44	44	U2/Sweetest Thing	
43	43	44	40	EVE 6/Inside Out	
34	35	35	37	SHAWN MULLINS/Lulaby	
42	43	34	36	CAKE/Never There	
34	33	34	36	SIXPENCE...Kiss Me	
19	17	28	36	NATALIE MERCHANT/Break Your Heart	
21	18	27	35	JEWEL/Hands	
31	33	34	34	HARVEY DANGER/Flagpole Sitta	
22	19	37	34	EVERCLEAR/Father Of Mine	
20	17	28	33	TORI AMOS/Jackie's Strength	
42	45	43	33	ALANIS MORISSETTE/Thank U	
42	44	36	33	SHERYL CROW/My Favorite Mistake	
15	16	33	32	DAVE MATTHEWS BAND/Crush	
24	18	29	29	THIRD EYE BLIND/Jumper	
9	10	29	29	SUGAR RAY/Every Morning	
21	21	16	27	GOD GOO DOLLS/Slide	
-	10	19	26	AR/Al I Need	
10	10	25	24	HOLE/Malibu	
23	22	25	22	LENNY KRAVITZ/Fly Away	
21	18	21	21	KHALEEL/No Mercy	
-	9	20	21	BLONDIE/Maria	
17	15	25	20	BARENAKED LADIES/It's All Been Done	
27	30	10	20	DAVE MATTHEWS BAND/Stay (Wasting Time)	
22	19	18	19	FASTBALL/Fire Escape	
22	21	18	17	NEW RADICALS/You Get What You...	
-	9	10	17	COLLECTIVE SOUL/Run	
-	12	10	17	SEMISONIC/Secret Smile	
9	10	10	16	BETTER THAN EZRA/At The Stars	

Max 95.7fm MARKET #5
WXXM/Philadelphia (215) 482-6000 Tisa/Castellini

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
59	65	65	65	GOD GOO DOLLS/Slide	
58	65	62	65	DAVE MATTHEWS BAND/Crush	
33	64	66	64	BARENAKED LADIES/It's All Been Done	
21	26	32	58	SARAH MCLACHLAN/Angel	
29	37	60	40	SHAWN MULLINS/Lulaby	
22	37	37	37	NEW RADICALS/You Get What You...	
14	15	25	36	SUGAR RAY/Every Morning	
32	36	35	35	JEWEL/Hands	
-	8	34	34	BLONDIE/Maria	
19	29	24	34	SIXPENCE...Kiss Me	
31	36	37	34	ALANIS MORISSETTE/Unsent	
20	16	15	33	EVE 6/Inside Out	
56	64	38	32	MATCHBOX 20/Back 2 Good	
17	20	25	25	LENNY KRAVITZ/Fly Away	
11	16	23	23	EVERCLEAR/Father Of Mine	
-	-	-	23	KHALEEL/No Mercy	
-	-	10	12	HOLE/Malibu	
-	-	7	10	SEMISONIC/Secret Smile	

STAR 104.5 MARKET #6
WYXR/Philadelphia (610) 668-0750 Johnson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
31	31	46	47	SHAWN MULLINS/Lulaby	
49	45	47	47	JANET/Together Again	
45	44	45	45	BACKSTREET BOYS/It's Never Break...	
28	28	23	44	JEWEL/Hands	
26	31	44	42	EDWIN MCCAIN/It's Be	
21	21	20	29	EAGLE-EYE CHERRY/Save Tonight	
47	25	23	29	JENNIFER PAIGE/Crush	
29	29	29	29	BRIAN SETZER ORCH./Jump Jive An' Wait	
29	28	21	28	SHERYL CROW/My Favorite Mistake	
25	27	22	27	FAITH HILL/This Kiss	
28	28	44	26	SHANIA TWAIN/From This Moment On	
21	23	22	26	SARAH MCLACHLAN/Angel	
21	22	17	25	R. KELLY & C. DION/It's Your Angel	
-	8	24	24	CHER/Believe	
24	22	19	23	EVERYTHING/Hooch	
25	23	20	23	ALANIS MORISSETTE/Thank U	
22	23	18	17	MADONNA/The Power Of...	
11	12	7	12	NATALIE IMBRUGLIA/Torn	
12	8	12	12	GREEN DAY/Time Of Your Life...	
-	10	12	11	ALANIS MORISSETTE/Unsent	
13	14	10	10	FASTBALL/The Way	
48	43	27	10	GOD GOO DOLLS/Slide	
9	10	8	10	AEROSMITH/Don't Want To...	
-	-	9	9	THIRD EYE BLIND/Jumper	
14	10	9	9	MATCHBOX 20/Real World	
-	10	8	8	JOHN & RIMES/Written In The Stars	
9	9	8	8	JANET/Every Time	
9	9	8	8	HOUSTON & CAREY/When You Believe...	

Q95.5 MARKET #7
WKQI/Detroit (248) 967-3750 O'Brien/Lardon

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
25	46	46	49	SARAH MCLACHLAN/Angel	
50	50	50	48	SHAWN MULLINS/Lulaby	
49	51	51	48	BARENAKED LADIES/One Week	
50	49	46	54	MATCHBOX 20/Real World	
48	38	38	44	GOD GOO DOLLS/Slide	
50	43	43	44	EDWIN MCCAIN/It's Be	
26	28	28	29	EAGLE-EYE CHERRY/Save Tonight	
-	16	26	28	MADONNA/The Power Of...	
28	27	27	28	ALANIS MORISSETTE/Thank U	
27	26	26	28	JEWEL/Hands	
26	26	26	28	SHANIA TWAIN/From This Moment On	
27	28	28	27	EVERYTHING/Hooch	
-	4	4	27	THIRD EYE BLIND/Jumper	
20	26	26	26	BARENAKED LADIES/It's All Been Done	
16	25	25	22	GOD GOO DOLLS/Slide	
-	16	17	17	CHER/Believe	
15	28	17	17	EMILIA/Big Big World	
14	16	15	15	R. KELLY & C. DION/It's Your Angel	
15	16	16	15	NEW RADICALS/You Get What You...	
12	15	15	13	MATCHBOX 20/Back 2 Good	
13	13	13	12	SIXPENCE...Kiss Me	
-	-	10	10	SUGAR RAY/Every Morning	
13	10	9	9	HOOTIE...Only Lonely	
-	-	-	-	BLONDIE/Maria	

MIX 102.5 MARKET #8
KOMX/Dallas (972) 991-1029 Steal/Thomas

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
37	39	50	68	SARAH MCLACHLAN/Angel	
35	40	50	65	BARENAKED LADIES/One Week	
62	65	65	64	SHAWN MULLINS/Lulaby	
63	67	67	64	EAGLE-EYE CHERRY/Save Tonight	
34	40	38	46	JEWEL/Hands	
36	37	35	37	EVERYTHING/Hooch	
48	46	38	36	ALANIS MORISSETTE/Thank U	
38	34	36	36	JENNIFER PAIGE/Crush	
37	43	35	37	SHERYL CROW/My Favorite Mistake	
34	38	40	34	THIRD EYE BLIND/Jumper	
24	29	31	33	SUGAR RAY/Every Morning	
24	22	24	31	GOD GOO DOLLS/Slide	
58	68	42	30	MATCHBOX 20/Real World	
19	29	28	28	MATCHBOX 20/Back 2 Good	
-	18	25	25	ALANIS MORISSETTE/Unsent	
19	22	23	25	EVERCLEAR/Father Of Mine	
14	18	23	25	U2/Sweetest Thing	
19	20	22	22	LENNY KRAVITZ/Fly Away	
17	17	17	18	BARENAKED LADIES/It's All Been Done	
17	17	20	18	KHALEEL/No Mercy	
12	13	14	13	BLONDIE/Maria	
-	-	-	11	SEMISONIC/Secret Smile	
-	-	-	7	BETTER THAN EZRA/At The Stars	
25	26	14	6	R. KELLY & C. DION/It's Your Angel	
9	10	9	6	HOOTIE...Only Lonely	

Mix 98.5 MARKET #9
WBWX/Boston (617) 236-6898 Strassel/Mullaney

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
40	46	43	46	SHAWN MULLINS/Lulaby	
43	45	45	45	SARAH MCLACHLAN/Angel	
31	29	38	40	MATCHBOX 20/Back 2 Good	
29	27	38	40	GOD GOO DOLLS/Slide	
41	45	41	40	THIRD EYE BLIND/Jumper	
36	39	30	38	GOD GOO DOLLS/Slide	
40	41	43	37	JEWEL/Hands	
43	43	36	36	EVERYTHING/Hooch	
26	28	32	36	BARENAKED LADIES/It's All Been Done	
32	27	27	35	EAGLE-EYE CHERRY/Save Tonight	
32	31	35	35	U2/Sweetest Thing	
37	38	33	35	DAVE MATTHEWS BAND/Crush	
24	24	24	24	SUGAR RAY/Every Morning	
28	28	31	33	HOOTIE...It's A Wonderful Life	
26	27	29	30	DAVE MATTHEWS BAND/Stay (Wasting Time)	
20	23	23	25	SHERYL CROW/My Favorite Mistake	
18	20	25	23	BLONDIE/Maria	
19	23	25	22	SIXPENCE...Kiss Me	
19	20	20	21	NATALIE MERCHANT/Kind & Generous	
16	22	21	21	NATALIE MERCHANT/Break Your Heart	
10	11	8	19	NEW RADICALS/You Get What You...	
12	14	16	18	EVE 6/Inside Out	
28	27	15	13	BARENAKED LADIES/One Week	
11	9	9	13	HOLE/Malibu	
16	18	19	13	ALANIS MORISSETTE/Unsent	
-	1	8	13	BETTER THAN EZRA/At The Stars	
10	8	11	11	KHALEEL/No Mercy	
9	10	9	10	CAKE/Never There	
2	5	9	10	FLYSGot You (Where...)	
11	10	11	9	LENNY KRAVITZ/Fly Away	

MIX 107.3 FM MARKET #10
WRQX/Washington (202) 686-3100 Kosbau/Parker

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
15	19	35	33	GREEN DAY/Time Of Your Life...	
28	32	30	33	THIRD EYE BLIND/Jumper	
30	31	32	32	SHAWN MULLINS/Lulaby	
25	32	31			



CAROL ARCHER

Stealth Marketing, The Difference Between A Two Share And A Five

WVMV's Suzanne Bellinger and Radio One 2 One's Diane Shannon offer wisdom to help your marketing efforts really pay off

Since sign-on, WVMV/Detroit has adopted an aggressive marketing stance. Dir./ Marketing & Promotion **Suzanne Bellinger** says, "One of the many things I love about this format is that you *really* get to market it. We do a lot that's exciting, like our direct pieces and our magazine. Marketing is absolutely critical to success. It can make or break you.

"You can do great marketing," Bellinger continues, "but if the product isn't right, it's all for naught. The key is that the product needs to be in place *and* the marketing needs to be right on. Our relationship



Suzanne Bellinger

with Radio One 2 One began shortly after we switched to Smooth Jazz. I had worked with Radio One 2 One President **Diane Shannon** in a previous radio life, when I was at another station and she was with another company. We had a good working relationship based on respect for one another, and I knew we would make a good team for this format."

Shannon began her radio career as an overnight jock and eventually became PD of KWK/St. Louis, so she brings a programming perspective to her firm's marketing endeavors. Radio One 2 One has a number of NAC/Smooth Jazz clients, including WVMV. "We've found that NAC/SJ is one of the easier formats to market," Shannon



Once you have a compelling design, the incentive with the piece must create motivation to act, because without motivation, the campaign won't work.

—Diane Shannon



Diane Shannon

five or six Prizm codes that make up Smooth Jazz listeners."

Who's Listening

"The people this format is attracting are the higher-end, high-income people who work and who consume a lot of products. From a radio standpoint, if you're in a large enough market — such as Chicago, Detroit, Los Angeles, Philadelphia, or San Francisco — there are many listeners of that kind, so a station can do very well numbers-wise. But it's great from a sales standpoint too. There are other formats with large audiences, but their audiences don't consume products the way the NAC/Smooth Jazz audience does. The Smooth Jazz audience spends a lot of money! They are an advertiser's dream!"

Shannon explains how her company targets the NAC/Smooth Jazz listener: "We've done a couple of things to home in on these people. One is the analysis of the database to make sure it reflects the audience. Now that Arbitron is offering Prizm information through Map-Maker, we can compare the people who are returning diaries to the composition of the database. In the three major-market analyses we've done, they are very close. In most cases, 50% of the people returning quarter-hours look exactly like the database.

"Once you've got a database of diarykeepers, you've got a very small group to market to, which means you can spend more per person for marketing. In this case, it's very important to cut through, because these are the same people who receive expensive direct mail pieces from Cadillac Catera and American Express and high-end

catalogs. That's what we're competing against. In this format, you are not marketing against other radio stations. Everything we do has to be of the same caliber as those direct mail pieces, or it won't be noticed."

Effective Direct Mail

There are a number of elements that comprise a successful direct mail campaign, Shannon says. "Let's use the piece we did for WVMV/Detroit [ed. note: a handsome, vividly colored "Win A Trip To Aruba" mailer profiled on this page 11/20/98] as an example. The design must be compelling, so it stands out from all the other expensive pieces in the mailbox and gets noticed. Once you have a compelling design, the incentive with the piece must create motivation to react, because without motivation, the campaign won't work. We have found through all our research, from Scarborough to Prizm analyses, that



You can do great marketing, but if the product isn't right, it's all for naught.

—Suzanne Bellinger



travel is *the* number one thing with the Smooth Jazz audience. That is how they prefer to spend their leisure time. It means more to them than handing them \$1000. Most stations in this format that are doing trips are doing very well with them.

"There are a couple of ways we can gauge the effectiveness of such a direct mail piece. We don't want to announce four or five names on-air every day to get a winner. In Detroit and other markets, almost 90% of winners are the first names called, so we know the message is getting through. We also judge the response from the return of the reply cards on the mailer. The average return rate for *Time*, Publisher's Clearinghouse, and others who do direct mail is about one half of one percent. We're finding three to seven percent return! This tells us we're sending the right message, one that is highly motivating, and that we're mailing to the right people. People sometimes object that the more qualifiers you add



SHE GOT GROOVE — When KHIH/Denver presented Art Good's Jazz-Trax Christmas concert on 12/15, PD Becky Taylor took the opportunity to hang backstage with stars (l-r) Brian Culbertson, Marion Meadows, Marc Antoine, Good and Wayman Tisdale.

to a list, the more expensive it is, and that's true. But when you target effectively, you can mail 60,000-70,000 fewer pieces, and it's much more economical."

Experience is the best teacher, and Shannon willingly shares what she's learned. "Know your audience. I've heard countless radio people say, 'We want to target upper-income white people,' when in fact their audience is split almost fifty-fifty racially. Beer and cigarette companies market to a black audience in a different way, but radio stations have a tendency to do just one thing. We're starting to branch off and address different motivating factors for each audience group, and you must pay attention to that.

"Just because you want an audience that's perfect for your advertisers, that doesn't mean that's where you're going to get all your ratings. You may need two different marketing perspectives, both on-air and off. You may want to have two campaigns, just as an AC station may have an at-work marketing campaign and another for the Love Songs at night, because they are two separate audiences. In Smooth Jazz, the audience is listening to the same music, but you may want to reach them with two different marketing messages.

"Please pay attention to what you are putting out there. I see many campaigns with mixed messages. What are the benefits of listening to Smooth Jazz? You see or hear a list of artists that most people don't know by name. If there's a photo, it better be Kenny G, Mariah Carey, Vanessa Williams — someone with AC appeal. Your hard core knows who Warren Hill is, and the people listening at work may enjoy his music, but most don't recognize him. Market on the benefits that



Just because you want an audience that's perfect for your advertisers, that doesn't mean that's where you're going to get all your ratings. You may need two different marketing perspectives, both on-air and off.

—Diane Shannon

Smooth Jazz is relaxing to listen to at work, that it is unique and doesn't play the same songs over and over again. So many stations will tell you they play 10 songs in a row, but they don't tell you how to use the product. And it drives me nuts when I see a station with a cute name, but, they don't tell you their frequency!"

Stealth Marketing

"Smooth Jazz is still radio, as you can hear by listening to any station that [KKSF/SF VP Prog.] Paul Goldstein has been involved with. His stations are glossy and slick, and there is something going on! When this format started to take off, many people thought they could get a safe list from BA and put up a couple of billboards to get big shares, like at KKSF, WNUA/Chicago or WJZ/Philadelphia. The truth is, those stations have done stealth marketing from Day One. They know who the audience is, and they contact them as frequently as every month, perhaps via a fax or a birthday card. They also contact the audience quarterly with a magazine or a way to be part of a contest. The Smooth Jazz stations that have changed format didn't have the commitment. They thought they could treat it like Easy Listening. You have to market Smooth Jazz just as hard as any other format.

"Something that's come out of consolidation is the emergence of personalities like Bob & Tom or Howard Stern, who carry a station. But for the most part, that doesn't happen in Smooth Jazz. The money that isn't spent on high-profile personalities in Smooth Jazz has got to be spent on marketing, or you won't see the numbers. I don't know one Smooth Jazz station that's doing well that isn't spending a lot of money on marketing."

observes, "because the audience is so clearly defined. When you're marketing AC, for example, you're dealing with a broad-based audience, and you have to market to a lot of different people. But in



JANUARY 29, 1999

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
5	4	3	1	WALTER BEASLEY I Feel You (Shanachie)	1024	972	886	731	50/0
3	1	1	2	WARREN HILL Turn Out The Lights (Discovery)	997	1020	969	784	49/0
6	3	2	3	NAJEE Room To Breathe (Verve Forecast/Verve)	991	981	895	722	50/0
2	2	4	4	ERIC MARIENTHAL Here In My Heart (I.E./Verve)	838	942	906	809	45/0
1	5	5	5	PETER WHITE f/G. WASHINGTON, JR. Midnight In... (Columbia)	769	837	864	841	45/0
7	7	7	6	GRANT GEISSMAN Did I Save? (Higher Octave)	757	704	680	623	41/1
11	8	9	7	KIRK WHALUM Ascension (Warner Bros.)	714	625	593	475	46/0
13	11	8	8	LEE RITENOUR This Is Love (I.E./Verve)	669	640	542	431	47/0
10	9	11	9	PATTI AUSTIN Don't Go Away (Concord Vista)	651	614	588	500	44/1
15	10	10	10	MARC ANTOINE Concache (GRP)	650	617	556	418	45/0
4	6	6	11	RICK BRAUN Hollywood & Vine (Atlantic)	616	756	800	764	44/0
18	15	12	12	JK Off The Hook (Verve)	550	529	460	364	43/1
14	13	14	13	GREGG KARUKAS Cruisin' Your House At... (I.E./Verve)	537	514	478	422	43/1
17	12	13	14	WILL DOWNING & GERALD ALBRIGHT Stop... (Verve/Motown)	526	518	510	373	38/0
25	16	15	15	VANESSA WILLIAMS My Flame (Mercury)	505	469	440	301	36/1
23	21	16	16	KIM WATERS Easy Going (Shanachie)	488	450	411	309	42/1
20	18	17	17	STEVE COLE Where The Night Begins (Bluemoon/Atlantic)	447	445	417	354	40/2
12	17	19	18	PHIL COLLINS True Colors (Atlantic)	383	402	435	440	30/1
16	19	18	19	DAVE KOZ I'll Be There (Blue Note)	374	423	417	402	32/0
24	22	21	20	BOBBY CALDWELL Good To Me (Sin-Drome)	364	373	353	306	26/0
30	28	23	21	FOURPLAY Vest Pocket (Warner Bros.)	362	321	242	209	36/0
9	14	20	22	BRIAN BROMBERG Hero (Zebra)	361	399	465	516	30/0
DEBUT			23	GEORGE BENSON Cruise Control (GRP)	342	105	13	23	43/6
26	26	25	24	SHAKATAK Blue Azure (Instinct)	293	287	269	236	28/0
22	23	24	25	BRYAN SAVAGE Soul Temptation (Higher Octave)	269	320	314	322	28/0
DEBUT			26	GOTA In The City Life (Instinct)	242	66	—	—	37/8
—	30	29	27	CHRIS STANDRING Steven (Instinct)	241	218	216	180	22/0
—	—	27	28	JEFF LORBER Midnight (Zebra)	237	231	202	178	23/1
DEBUT			29	GABRIELA ANDERS Wanting (Warner Bros.)	232	182	128	119	18/1
21	25	26	30	CHUCK LOEB Beneath The Light (Shanachie)	225	254	290	344	26/0

This chart reflects airplay from January 13-19. Songs ranked by total plays. Highlighted songs indicate Breaker.
50 NAC reporters. 46 current playlists. © 1999, R&R Inc.

BREAKERS®

No Songs Qualified For Breaker Status This Week

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
BONEY JAMES Into The Blue (Warner Bros.)	35
JIM BRICKMAN & HERB ALPERT Rendezvous (Windham Hill)	21
RICHARD ELLIOT Ain't Nothin' Like The Real... (Blue Note)	9
GOTA In The City Life (Instinct)	8
GEORGE BENSON Cruise Control (GRP)	6
JOHN TESH f/JAMES INGRAM Forever... (GTSP/Mercury)	6
JIMMY SOMMERS Promise Me (Gemini/Universal)	6
BRIAN BROMBERG September (Zebra)	5
RICK BRAUN A Very Good Thing (Atlantic)	2
STEVE COLE Where The Night Begins (Bluemoon/Atlantic)	2
DOWN TO THE BONE On The Corner Of Darcy... (Nu Groove)	2
PEACE OF MIND Times Gone By (Nu Groove)	2
LUTHER VANDROSS Keeping My Faith In You (LV/Virgin)	2

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GEORGE BENSON Cruise Control (GRP)	+237
GOTA In The City Life (Instinct)	+176
JOHN TESH f/JAMES INGRAM Forever... (GTSP/Mercury)	+115
KIRK WHALUM Ascension (Warner Bros.)	+89
RICHARD ELLIOT Ain't Nothin' Like The Real... (Blue Note)	+68
BONEY JAMES Into The Blue (Warner Bros.)	+60
GRANT GEISSMAN Did I Save? (Higher Octave)	+53
WALTER BEASLEY I Feel You (Shanachie)	+52
GABRIELA ANDERS Wanting (Warner Bros.)	+50
BRIAN BROMBERG September (Zebra)	+49

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

DOWN TO THE BONE On The Corner Of... (Nu Groove)
Total Plays: 179, Total Stations: 19, Adds: 2

BASIA Clear Horizon (550 Music/ERG)
Total Plays: 167, Total Stations: 10, Adds: 0

PEACE OF MIND Times Gone By (Nu Groove)
Total Plays: 145, Total Stations: 16, Adds: 2

TESH f/INGRAM Forever More (GTSP/Mercury)
Total Plays: 141, Total Stations: 19, Adds: 6

JEFF LORBER Watching The Sun Set (Zebra)
Total Plays: 109, Total Stations: 12, Adds: 0

CHAQUICO & FREEMAN The Maiden... (Peak/Windham Hill Jazz)
Total Plays: 86, Total Stations: 13, Adds: 1

RICHARD ELLIOT Ain't Nothin' Like The Real... (Blue Note)
Total Plays: 82, Total Stations: 14, Adds: 9

BRIAN BROMBERG September (Zebra)
Total Plays: 74, Total Stations: 14, Adds: 5

BONEY JAMES Into The Blue (Warner Bros.)
Total Plays: 60, Total Stations: 35, Adds: 35

Songs ranked by total plays

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Album Out February 23.

Produced by Paul Brown and Boney James. Management: Howard Lowell, Shooting Stars Media Consultants

START HERE



Warner Bros. JazzSpace www.wbjazz.com ©1999 Warner Bros. Records Inc.

NAC notes

with Carol Archer

Congratulations to **Walter Beasley**, whose "I Feel You" (**Shanachie**) claims the top spot on the chart. I remember his stirring live performance in a club a couple of years ago, and I wondered then when his estimable talent would be fully recognized. Mr. Beasley deserves his hit!

Boney James' "Into the Blue" (**Warner Bros.**) has got the goods. When 35 stations — that's 70% of the reporting panel! — go on a track in its first week, the future is certain: Records for momentum and longevity will be broken with "Into the Blue." Boney's legend continues.

Speaking of the No. 1 slot, watch **Kirk Whalum's** "Ascension" (**Warner Bros.**) take it in mere weeks.

George Benson's masterful "Cruise Control" (**GRP**) catapults to a chart debut at 23*.

It's been propelled by huge rotation increases, which total an impressive +237 plays. This track is such a smash that the only question is: How long before it attains No. 1?

Jim Brickman's collaboration with **Herb Alpert**, "Rendezvous" (**Windham Hill**) is enjoying strong, immediate acceptance by programmers everywhere. Twenty-one reporters, including major-market outlets such as **WJZW/Washington** (a station whose fall ratings are the best in its history), gave the track the go-ahead.

Instinct Records gets a lot of mentions in these pages for very good reason: They make high-quality, enlivened, sophisticated, yet commercial records. **Gota's** "In the City," for example, is showing all the signs of being a bona fide hit, as it debuts at 26*, with eight adds and second Most Increased status, +176. And upcoming from the independent label is one of its most impressive releases to date, **Nite Flyte's** *Ascension*.

Don't miss these fine releases: **The Braxton Brothers'** smash "A Night of Love" (**Windham Hill Jazz**); **3rd Force's** "Revelation of the Heart" (**Higher Octave**); and **Scott Wilkie's** "Home Again" (**Narada**).



During November's NAB in Seattle, I met up with **KWJZ PD Carol Handley** on the day she added **Jeff Lorber's** "Midnight" (**Zebra**). "It's the s***!" Handley said. And she meant it, because today the track is in power rotation.

"Jeff Lorber is an architect of this format. He has contributed to it and had his ear to it for so long, that whenever he releases a record, we know we'll get first-quality material. Look at any station's



Carol Handley

playlist now, and you'll see heavy saxophone emphasis, plus heavy guitars, so to keep texture in our format — and diversity in our libraries — we need a great piano song like 'Midnight.' I'm always looking for them. ● The melody is good, but the hook is the strongest part of this song. Beyond the hook is some very nice textural playing, beautiful piano work that adds texture. That lends balance to the strong hook. Oftentimes we get tunes that are hook-y, or they've just got a groove, and there's nothing to counterbalance them. 'Midnight' has that memorable hook, but Jeff goes to a place where there's depth of playing and much-needed texture."

Atlantic Records VP/A&R George Nauful offers insights on how the label supported — and broke — bassist **Wayman Tisdale's** CD *Decisions*.

UNDER THE RADAR

R&R'S EXCLUSIVE BAROMETER FOR NEW MUSIC

"Wayman's project has afforded us great opportunities because of who he is: a former basketball player who changed his career to become a professional musician. Some didn't think the move was authentic, but he's a great bass player, musician and writer. ● We were able to do many tie-ins with the NBA, including a special in-store at the NBA Store in New York — which was packed. We did a lot of TV, including *NBA: The Inside Stuff*, *NBC's Today Show* and the *KABC-TV Monday Night Football* special in Los Angeles, and we have *CBS This Morning* coming up in March. Press, local television in L.A. and New York and wire stories have been the key. ● We've also been able to work with *Sports* magazine and had huge articles about Wayman in the *New York Times*, *Los Angeles Times*, *Chicago Tribune*, *Basketball Digest* and a feature in *Jazziz*, among much other print exposure. There's been a lot on the web with him, including a *CBS SportsLine* feature and more. Local Talk radio has played a role too. Sr. Dir./Mktg. Steve DeBro and publicist Lisa Knorr have done an amazing job." ● Nauful notes that the campaign has been effective in identifying Tisdale as an artist in the public's mind. He adds, "We've seen definite spikes in sales based on the things that have taken place, specifically the TV exposure and the fact that the NBA Store is stocking the CD. They sold out their stock on hand when Wayman appeared there. Atlantic has really stepped this artist up in the face of the public. Although we've been pounding the first single, it's just now breaking. *KKSF/SF* tested it, and it did well, and now it is being viewed favorably by Broadcast Architecture, so it's going to take off. ● Wayman isn't a traditional Smooth Jazz artist: He's a funky player who's definitely moving in a smooth direction. He's an amazing media person, because he is so charismatic. Now that the NBA strike is over, you'll see him in a variety of settings, perhaps as a color commentator or a spokesperson for the league. There are lots of things we can do with an artist of this diversity."



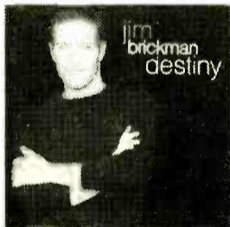
George Nauful

Heads

Jim Brickman
Destiny
(**Windham Hill**)

Jim Brickman's third record, *Destiny*, will appeal to the breadth of the pianist's considerable fan base (while attracting new devotees). NAC/SJ programmers have already enthusiastically embraced the emphasis track, "Rendezvous," which features **Herb Alpert** and guitarwork by **Phil Upchurch**. The track was second Most Added this week.

Creative partnering with artists as diverse as **Carly Simon**, **Michael W. Smith** (whose track is already breaking big in AC), and **Pam Tillis** make the crossover potential of Brickman's project enormous. Solid production values add luster, but it is his lush, lyrical, audience-pleasing melodies that are so rewarding. For this reason, Brickman bears favorable comparison to **Kenny G**, whose sales success he may be destined to emulate.



THE BRAXTON BROTHERS

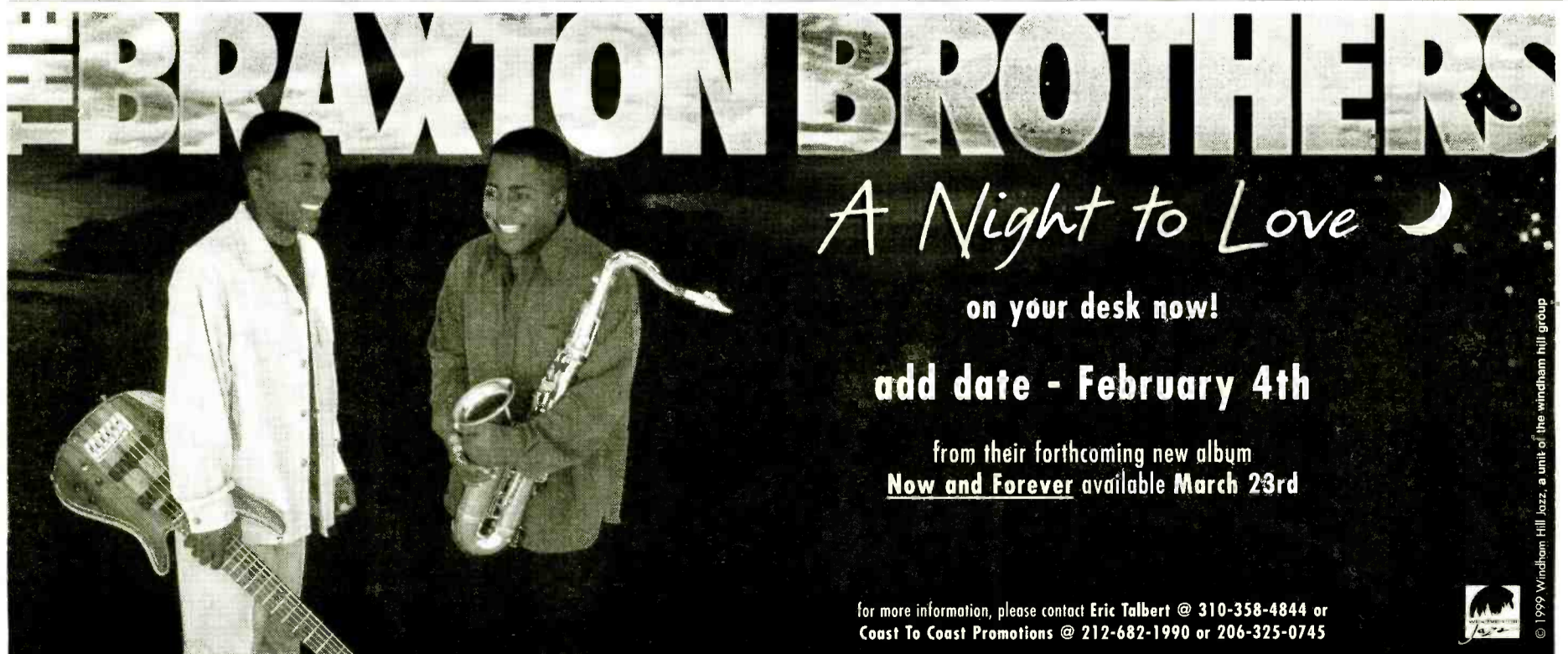
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Stations and their adds listed alphabetically by market

WHRL/Albany, NY OM/PD: Brant Curtiss BONEY JAMES "Into" MARILYN SCOTT "Last" JIMMY SOMMERS "Promise"	KOAI/Dallas, TX PD: Michael Fischer MD: Teresa Kincaid RICHARD ELLIOT "Nothin" BONEY JAMES "Into" WAYMAN TISDALE "Breakfast" LUTHER VANDROSS "Faith"	WJZI/Milwaukee, WI PD: Chris Moreau GOTA "City"	WJPL/Peoria, IL PD: Rick Hirschmann BONEY JAMES "Into"	KCJZ/San Antonio, TX PD: Norm Miller MD: Leis Calberg JEFF LORBER "Midnight" GEORGE BENSON "Cruise"	WHCO/Syracuse, NY PD: Butch Charles APD/MD: Kenny Dees PEACE OF MIND "Times" TESH F/INGRAM "Forever" GEORGE BENSON "Cruise"
KNIK/Anchorage, AK GM/PD: Dean Williams MD: John Clarke ED HAMILTON "JJ's" BRICKMAN & ALPERT "Rendezvous" JOHN DAMBERG "New" BONEY JAMES "Into" CHERYL GALLAGHER "Round" NICK COLIONNE "Black" CAROL CHAIKIN "Chasing"	KHIH/Denver, CO PD: Becky Taylor APD/MD: Cheri Marquart BRICKMAN & ALPERT "Rendezvous" BONEY JAMES "Into"	KSBR/Mission Viejo, CA OM/PD: Terry Wedel MD: Judy Davila BRIAN CULBERTSON "Backroom" BONEY JAMES "Into" EVERETTE HARP "Inner"	WJZZ/Philadelphia, PA PD: Anne Gress APD/MD: Michael Tozzi BONEY JAMES "Into" BRIAN CULBERTSON "Mind" BRICKMAN & ALPERT "Rendezvous"	KIFM/San Diego, CA PD: Mike Vasquez APD/MD: Kelly Cole BONEY JAMES "Into" GOTA "City" BRICKMAN & ALPERT "Rendezvous" RICHARD ELLIOT "Nothin"	WJZT/Tallahassee, FL PD: Denny Alexander JIMMY SOMMERS "Promise" RICHARD ELLIOT "Nothin" BRIAN BROMBERG "September" GOTA "City" BONEY JAMES "Into"
WJZF/Atlanta, GA PD/MD: Mark Edwards VANESSA WILLIAMS "Flame" KIM WATERS "Easy"	WVMV/Detroit, MI PD: Tom Sleeker MD: Sandy Kovach BONEY JAMES "Into"	KRVR/Modesto, CA PD: Jim Bryan MD: Doug Wulff BRICKMAN & ALPERT "Rendezvous" CITY BEAT "City" RICHARD ELLIOT "Nothin" BONEY JAMES "Into" BRYAN SAVAGE "Mulholland" ANALYSIS "Ocean"	KYOT/Phoenix, AZ PD: Nick Francis APD/MD: Greg Morgan GEORGE BENSON "Cruise" RICK BRAUN "Moonshot"	KKSF/San Francisco, CA PD: Paul Goldstein APD/MD: Blake Lawrence BRICKMAN & ALPERT "Rendezvous" STEVE COLE "Night" RICHARD ELLIOT "Nothin" BONEY JAMES "Into"	WSJT/Tampa, FL PD/MD: Ross Block TESH F/INGRAM "Forever" LUTHER VANDROSS "Human" RICK BRAUN "Good" BONEY JAMES "Into"
KSMJ/Bakersfield, CA PD/MD: Joel Widdows TESH F/INGRAM "Forever" BRICKMAN & ALPERT "Rendezvous" BONEY JAMES "Into"	WGUF/Ft. Myers, FL PD/MD: John Conrad BONEY JAMES "Into" BRICKMAN & ALPERT "Rendezvous"	KXDC/Monterey, CA PD/MD: Scott O'Brien BONEY JAMES "Into" RICHARD ELLIOT "Nothin" BRICKMAN & ALPERT "Rendezvous" DOWN TO THE BONE "Corner"	WJJJ/Pittsburgh, PA PD: Carl Anderson MD: Herschel BRICKMAN & ALPERT "Rendezvous" BONEY JAMES "Into"	KQJZ/San Luis Obispo, CA PD: Andy Morris MD: David Atwood TESH F/INGRAM "Forever" BONEY JAMES "Into" BRICKMAN & ALPERT "Rendezvous"	KOAZ/Tucson, AZ PD: Erik Foxx BRICKMAN & ALPERT "Rendezvous" BONEY JAMES "Into" GOTA "City"
WCCJ/Charlotte, NC PD/MD: Gerry D. Ballard No Adds	WYJZ/Indianapolis, IN PD/MD: Carl Frye BRICKMAN & ALPERT "Rendezvous" BONEY JAMES "Into"	WQCD/New York, NY PD: John Mullen MD: Rick Laboy PATTI AUSTIN "Don't" GEORGE BENSON "Cruise" GREGG KARUKAS "Cruisin" RICHARD ELLIOT "Nothin"	KKJZ/Portland, OR PD: Paul Warren MD: Hal Murray BRIAN BROMBERG "September" BRICKMAN & ALPERT "Rendezvous" BONEY JAMES "Into"	KMGQ/Santa Barbara, CA DM/PD: Mark Elliott APD/MD: Steve Bauer BONEY JAMES "Into" JIMMY SOMMERS "Promise" BRICKMAN & ALPERT "Rendezvous"	JRN (Jones NAC)/National PD: Steve Hibbard MD: Greg Allen TESH F/INGRAM "Forever" BONEY JAMES "Into" RICHARD ELLIOT "Nothin"
WNUA/Chicago, IL PD: Bob Kaake APD/MD: Steve Stiles BONEY JAMES "Into" GEORGE BENSON "Cruise" BRIAN BROMBERG "September"	WFSJ/Jacksonville, FL PD: Hank Dole APD/MD: Craig Williams BONEY JAMES "Into" GABRIELA ANDERS "Wanting" PEACE OF MIND "Times"	WJCD/Norfolk, VA DM/PD: Maxine Todd MD: Larry Hollowell No Adds	WWND/Raleigh, NC PD/MD: Don Brookshire GOTA "City" BONEY JAMES "Into" TESH F/INGRAM "Forever" PHIL COLLINS "True"	KWJZ/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton BONEY JAMES "Into" BRIAN BROMBERG "September" GOTA "City" BRICKMAN & ALPERT "Rendezvous" CHAQUICO & FREEMAN "Maiden"	50 Total Reporters 50 Current Reporters 46 Current Playlists
WNWV/Cleveland, OH PD/MD: Bernie Kimble BONEY JAMES "Into" BRICKMAN & ALPERT "Rendezvous"	KCIY/Kansas City, MO PD: Tom Land MD: Michelle Chase BONEY JAMES "Into" BRICKMAN & ALPERT "Rendezvous"	KTNT/Oklahoma City, OK PD: Steve English MD: Stephani Stewart DOWN TO THE BONE "Corner"	KSSJ/Sacramento, CA Station Mgr.: Steve Williams APD/MD: Ken Jones WHITNEY HOUSTON "Stand" JK "Hook" BONEY JAMES "Into" GEORGE DUKE "It's" MARIAH CAREY "Believe"	KWJZ/Seattle, WA PD: Carol Handley MD: Dianna Rose GEORGE BENSON "Cruise" BONEY JAMES "Into"	Reported Frozen Playlist (1): WSJZ/Boston, MA
WZJZ/Columbus, OH PD/MD: Bill Harman BRIAN BROMBERG "September" GOTA "City" JIMMY SOMMERS "Promise" JIM WILSON "Renee" PETER WHITE "Autumn" RICK BRAUN "Good"	KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart BRICKMAN & ALPERT "Rendezvous" BONEY JAMES "Into" RICHARD ELLIOT "Nothin"	WLOQ/Orlando, FL PD: Bill Wise MD: Patricia James GRANT GEISSMAN "Save?" LUTHER VANDROSS "Faith" BONEY JAMES "Into" STEVE COLE "Night" BRICKMAN & ALPERT "Rendezvous" GOTA "City"	KBZN/Salt Lake City, UT PD/MD: Rob Riesen JIMMY SOMMERS "Promise" BONEY JAMES "Into"	Did Not Report, Playlist Frozen (3): WVAE/Cincinnati, OH KEZL/Fresno, CA WLVE/Miami, FL	

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Smooth Jazz CD 101.9
10th ANNIVERSARY

MARKET #1
WQCD/New York
(212) 352-1019
Mullen/Laboy

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
23	21	21	34		SHAKATAK/Haze
24	28	28	33		WARREN HILL/Turn Out The Lights
33	31	31	33		RACHEL Z/Walking On Water
20	20	20	32		GRANT GEISSMAN/Did I Save?
18	18	32			WALTER BEASLEY/Feel You
			24		KIRK WHALUM/Ascension
24	21	21	24		NAJEE/Room To Breathe
21	20	20	24		VANESSA WILLIAMS/My Flame
			23		PATTI AUSTIN/Don't Go Away
			20		GEORGE BENSON/Cruise Control
			20		GREGG KARUKAS/Cruisin' Your...
			19		RICHARD ELLIOT/Ain't Nothin'...

THE WAVE 94.7 KTUV

MARKET #2
KTWW/Los Angeles
(310) 840-7180
Brodie/Stewart

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
15	17	17	21		GRANT GEISSMAN/Did I Save?
19	21	21	21		JK/OH The Hook
20	19	19	21		ERIC MARIENTHAL/Here In My Heart
15	15	15	20		GEORGE BENSON/Fly By Night
14	16	16	19		LEE RITENOUR/This Is Love
21	23	23	19		MARC ANTOINE/Sunland
15	17	17	19		FOURPLAY/Vest Pocket
18	20	20	18		WARREN HILL/Turn Out The Lights
13	15	15	18		NAJEE/Room To Breathe
12	19	19	18		STEVE COLE/Where The Night...
12	16	16	18		RICK BRAUN/Hollywood & Vine
11	15	15	17		PETER WHITE.../Midnight In...
16	18	17			WALTER BEASLEY/Feel You
			17		BRICKMAN & ALPERT/Rendezvous
11	13	13	15		PATTI AUSTIN/Don't Go Away
16	13	13	15		CRAIG CHAUDICO/Holding Back...
15	17	17	15		SOUL BALLET/Blu Girl
12	14	14	15		BONEY JAMES/Innocence
11	11	11	14		KIRK WHALUM/Ascension
15	15	15	14		RAMSEY LEWIS/Fragile
			14		BRIAN BROMBERG/September
9	13	13	13		VANESSA WILLIAMS/My Flame
11	13	13	13		RICHARD ELLIOT/Here And Now
12	11	11	12		DOWNING & ALBRIGHT/Stop, Look...
10	11	11	12		WHITNEY HOUSTON/When You Believe...
10	11	11	11		PHIL COLLINS/True Colors
11	12	12	11		LUTHER VANDROSS/I Know
			8		BONEY JAMES/Into The Blue
					RICHARD ELLIOT/Ain't Nothin'...

WNUA/Chicago 95.5

MARKET #3
WNUA/Chicago
(312) 645-9550
Kaake/Stiles

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
18	17	22	23		WALTER BEASLEY/Feel You
15	17	20	22		WARREN HILL/Turn Out The Lights
17	16	21	19		RICK BRAUN/Hollywood & Vine
21	20	23	18		MARC ANTOINE/Concacha
16	16	20	17		PETER WHITE.../Midnight In...
20	11	14	14		RAMSEY LEWIS/Love's Serenade
13	13	12	14		BONEY JAMES/Innocence
12	14	13	14		STEVE COLE/Where The Night...
13	15	14	13		PATTI AUSTIN/Don't Go Away
13	15	12	12		NAJEE/Room To Breathe
11	14	12	12		DOWNING & ALBRIGHT/Stop, Look...
12	12	11	11		DAVE KOZ/II Be There
12	9	10	11		BRIAN BROMBERG/Hero
12	17	19	10		ERIC MARIENTHAL/Here In My Heart
5	12	8	10		KIRK WHALUM/Ascension
8	14	10	10		LEE RITENOUR/This Is Love
10	15	10	10		PHIL COLLINS/True Colors
18	11	10	10		GEORGE BENSON/Fly By Night
5	12	10	9		KIM WATERS/Easy Going
13	10	7	7		LUTHER VANDROSS/I Know
9	7	7	7		JANEY/Every Time
			2		JEFF LOBER/Watching The Sun Set
			2		GOTAI/In The City Life
					BONEY JAMES/Into The Blue
					GEORGE BENSON/Cruise Control
					BRIAN BROMBERG/September

103.7 KKSJ

MARKET #4
KKSJ/San Francisco
(415) 975-5555
Goldstein/Lawrence

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
22	23	22	22		MARC ANTOINE/Concacha
23	24	21	22		KIRK WHALUM/Ascension
22	22	21	19		CHRIS STANDRING/Steven
			20		KIM WATERS/Easy Going
22	23	23	18		GRANT GEISSMAN/Did I Save?
12	22	17	17		RICK BRAUN/Hollywood & Vine
13	14	16	16		CRAIG CHAUDICO/Holding Back...
			16		GOTAI/In The City Life
11	13	11	11		PETER WHITE.../Midnight In...
23	14	15	15		GEORGE BENSON/Cruise Control
12	22	25	15		RICHARD ELLIOT/Tell Me About It
11	13	15	15		NAJEE/Room To Breathe
13	16	12	14		WARREN HILL/Turn Out The Lights
13	14	12	14		SHAKATAK/Blue Azure
			12		WAYMAN TISDALE/Breakfast With...
22	26	12	12		ERIC MARIENTHAL/Mercy, Mercy, Mercy
22	16	13	12		KEIKO MATSUI/Forever, Forever
9	12	10	10		PHIL COLLINS/True Colors
			10		LUTHER VANDROSS/Keeping My Faith
16	10	9	9		WALTER BEASLEY/Feel You
10	12	13	4		DAVE KOZ/II Be There
					BRICKMAN & ALPERT/Rendezvous
					STEVE COLE/Where The Night...
					RICHARD ELLIOT/Ain't Nothin'...
					BONEY JAMES/Into The Blue
					GEORGE BENSON/Cruise Control
					BRIAN BROMBERG/September

Smooth Jazz WJZ 106.1

MARKET #5
WJZ/Philadelphia
(610) 667-3939
Gress/Tozzi

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
32	32	32	32		BRIAN BROMBERG/Hero
32	32	32	32		PETER WHITE.../Midnight In...
32	32	32	32		GRANT GEISSMAN/Did I Save?
32	32	32	32		KIRK WHALUM/Ascension
32	32	32	25		ERIC MARIENTHAL/Here In My Heart
32	32	32	24		RICK BRAUN/Hollywood & Vine
12	12	13	21		PAUL HARGCASTLE/Shebi
13	13	14	20		KIM WATERS/Easy Going
11	11	16	17		LIONEL RICHIE/Lady
16	16	17	17		R. KELLY & C. DION/I'm Your Angel
9	9	17	16		BOBBY CALDWELL/Good To Me
16	16	15	14		PHIL COLLINS/True Colors
14	14	11	14		MARC ANTOINE/Concacha
13	13	13	13		WARREN HILL/Turn Out The Lights
8	8	11	13		ALFONZO BLACKWELL/Passion
11	11	11	12		WALTER BEASLEY/Feel You
12	12	12	12		LEE RITENOUR/This Is Love
12	12	13	12		GREGG KARUKAS/Cruisin' Your...
10	10	13	12		DAVE KOZ/II Be There
13	13	13	11		BRICKMAN & ALPERT/Partners In Crime
12	12	11	10		NAJEE/Room To Breathe
			2		GOTAI/In The City Life
					BONEY JAMES/Into The Blue
					GEORGE BENSON/Cruise Control
					BRIAN BROMBERG/September
					BRICKMAN & ALPERT/Rendezvous

V 98.7 FM

MARKET #6
WVMV/Detroit
(248) 855-5100
Sleeker/Kovach

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
16	19	18	22		TIM BOWMAN/Free
15	19	18	22		WARREN HILL/Turn Out The Lights
8	12	21	21		GRANT GEISSMAN/Did I Save?
8	22	21	21		RICK BRAUN/Hollywood & Vine
8	17	20	19		DAVE KOZ/II Be There
10	14	14	19		NAJEE/Room To Breathe
10	13	14	14		DOWNING & ALBRIGHT/Stop, Look...
10	12	13	13		HOUSTON & CAREY/When You Believe...
9	12	14	13		R. KELLY & C. DION/I'm Your Angel
8	13	13	13		FOURPLAY/Vest Pocket
			12		JK/OH The Hook
			12		GOTAI/In The City Life
9	12	11	12		KIRK WHALUM/Ascension
8	12	11	11		STEVE COLE/Where The Night...
			11		GEORGE BENSON/Cruise Control
7	11	10	11		MARC ANTOINE/Concacha
8	11	12	11		KIM WATERS/Easy Going
8	12	11	11		WALTER BEASLEY/Feel You
8	12	10	11		GREGG KARUKAS/Cruisin' Your...
15	16	11	10		PETER WHITE.../Midnight In...
9	13	9	9		ERIC MARIENTHAL/Here In My Heart
9	11	9	9		LEE RITENOUR/This Is Love
			3		BONEY JAMES/Into The Blue

THE OASIS 107.5 FM

MARKET #7
KDAI/Dallas
(214) 630-3011
Fischer/Kincaid

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
11	10	24	28		GREGG KARUKAS/Cruisin' Your...
28	28	29	27		NAJEE/Room To Breathe
26	28	28	26		LEE RITENOUR/This Is Love
27	28	27	26		KIRK WHALUM/Ascension
			6		WALTER BEASLEY/Feel You
8	11	12	21		ERIC MARIENTHAL/Mercy, Mercy, Mercy
17	17	17	17		DOWNING & ALBRIGHT/Stop, Look...
			13		TESH F/INGRAM/Forever More...
16	17	15	15		PHIL COLLINS/True Colors
29	28	28	14		WARREN HILL/Turn Out The Lights
9	10	11	12		OPEN DOOR/The Curved Sky
11	10	11	12		STEVE COLE/Where The Night...
11	10	11	12		SHAKATAK/Blue Azure
			11		GOTAI/In The City Life
10	10	12	11		GREGG KARUKAS/Cruisin' Your...
9	11	10	11		FATTBURGER/Spice
12	11	11	11		PETER WHITE.../Midnight In...
			8		FOURPLAY/Vest Pocket
9	10	11	10		MARC ANTOINE/Concacha
12	11	11	10		RICK BRAUN/Hollywood & Vine
10	11	11	9		JEFF LOBER/Watching The Sun Set
			8		RICHARD ELLIOT/Ain't Nothin'...
			7		BONEY JAMES/Into The Blue
8	11	11	5		DAVE KOZ/II Be There
					WAYMAN TISDALE/Breakfast With...
					LUTHER VANDROSS/Keeping My Faith

Smooth Jazz 105.9

MARKET #9
WJZW/Washington
(202) 895-2300
King

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
20	28	28	28		WALTER BEASLEY/Feel You
27	28	27	28		PETER WHITE.../Midnight In...
27	28	28	28		ERIC MARIENTHAL/Here In My Heart
11	11	20	28		GRANT GEISSMAN/Did I Save?
27	28	27	27		WARREN HILL/Turn Out The Lights
17	16	17	17		PHIL COLLINS/True Colors
18	17	17	17		DOWNING & ALBRIGHT/Stop, Look...
18	17	17	17		PATTI AUSTIN/Don't Go Away
15	18	16	16		VANESSA WILLIAMS/My Flame
9	11	11	12		BRYAN SAVAGE/Soul Temptation
			11		MARC ANTOINE/Concacha
6	11	11	12		KIM WATERS/Easy Going
			7		LEE RITENOUR/This Is Love
12	11	11	11		GREGG KARUKAS/Cruisin' Your...
8	12	11	11		RAMSEY LEWIS/Love's Serenade
12	10	12	11		DAVE KOZ/II Be There
28	27	11	11		RICK BRAUN/Hollywood & Vine
10	11	10	11		JK/OH The Hook
18	10	11	11		BRIAN BROMBERG/Hero
10	12	10	10		STEVE COLE/Where The Night...
10	12	11	10		KIRK WHALUM/Ascension
			10		TESH F/INGRAM/Forever More...
			6		GOTAI/In The City Life
			6		FOURPLAY/Vest Pocket
			6		GEORGE BENSON/Cruise Control
			6		BRICKMAN & ALPERT/Rendezvous

Jazz Flavors 104.1 FM WJZF

MARKET #12
WJZF/Atlanta
(404) 897-7500
Edwards

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
14	16	32	33		NAJEE/Room To Breathe
19	26	31	32		WALTER BEASLEY/Feel You
18	28	31	31		WARREN HILL/Turn Out The Lights
26	32	30	30		ERIC MARIENTHAL/Here In My Heart
18	23	17	26		GRANT GEISSMAN/Did I Save?
26	25	13	21		PETER WHITE.../Midnight In...
10	13	16	17		GREGG KARUKAS/Cruisin' Your...
			12		DOWNING & ALBRIGHT/Stop, Look...
			11		JK/OH The Hook
12	13	16	16		PATTI AUSTIN/Don't Go Away
13	16	16	16		KIRK WHALUM/Ascension
21	14	17	15		RICK BRAUN/Hollywood & Vine
10	13	15	15		LEE RITENOUR/This Is Love
			12		VANESSA WILLIAMS/My Flame
			12		KIM WATERS/Easy Going
			7		STEVE COLE/Where The Night...

Smooth Jazz KJZZ 94.9

MARKET #14
KJZZ/Seattle
(206) 441-3699
Handley/Rose

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
10	10	27	28		LEE RITENOUR/This Is Love
10	10	27	28		WARREN HILL/Turn Out The Lights
26	26	27	27		NAJEE/Room To Breathe
25	26	27	27		JEFF LOBER/Midnight
25	26	27	27		WALTER BEASLEY/Feel You
9	10	27	27		KIRK WHALUM/Ascension
14	14	14	16		PATTI AUSTIN/Don

ROCK PLAYLISTS

January 29, 1999 R&R • 85

FIND COMPLETE PLAYLISTS FOR ALL ROCK REPORTERS ON R&R ONLINE

MARKET #1


WNEW/New York
 (212) 489-1027
 Wall/Karr

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
22	28	24	26	26	BLACK CROWES/Kickin' My Heart...
22	23	26	26	26	U2/Sweetest Thing
10	13	19	25	25	EVERLAST/What It's Like
21	27	25	25	25	LENNY KRAVITZ/Fly Away
15	26	21	22	22	METALLICA/Turn The Page
7	13	15	15	15	CREED/One
-	7	12	15	15	COLLECTIVE SOUL/Heavy
-	-	12	14	14	R.E.M./Lotus
5	12	14	14	14	INDIGENOUS/Now That You're Gone
-	8	16	13	13	COLLECTIVE SOUL/Run
-	10	14	13	13	SUGAR RAY/Every Morning
6	11	14	12	12	HOLE/Celebrity Skin
11	14	12	12	12	TRAIN/Free
7	11	13	11	11	BRUCE SPRINGSTEEN/Seven Angels
-	-	7	8	8	METALLICA/Whiskey In The Jar
-	-	5	8	8	BLACK CROWES/Only A Fool
-	8	5	8	8	BLACK CROWES/By Your Side
-	-	-	-	-	MARVELOUS 3/Freak Of The Week

MARKET #2

KLOS/Los Angeles
 (212) 840-4836
 Wilde

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
20	22	10	15	15	JONNY LANG/Still Ramin'
22	22	12	17	17	BRIAN SETZER ORCH./The Cat's On A...
19	18	12	17	17	TRAIN/Free
14	13	10	17	17	INDIGENOUS/Now That You're Gone
20	16	9	17	17	JOHN MELLENCAMP/Your Life Is Now
-	6	12	14	14	BLACK CROWES/By Your Side
-	-	9	14	14	ROLLING STONES/Memory Motel
14	16	14	13	13	BRUCE SPRINGSTEEN/Lion's Den
8	13	13	12	12	R.E.M./Lotus
16	14	11	12	12	GOO GOD DOLLS/Slide
-	-	10	12	12	JONNY LANG/Wander This World
-	-	6	9	9	COLLECTIVE SOUL/Run
8	8	8	8	8	METALLICA/Turn The Page
8	6	6	8	8	LENNY KRAVITZ/Fly Away
5	6	5	8	8	JOHN MELLENCAMP/Eden Is Burning
8	6	7	7	7	BIG HEAD TODD.../Fangerline
12	8	5	7	7	DISHWALLA/Until I Wake Up
7	7	9	6	6	KENNY WAYNE SHEPHERD/Everything Is Broken
7	7	7	6	6	BLACK CROWES/Kickin' My Heart...
-	-	2	6	6	COLLECTIVE SOUL/Heavy
2	4	3	5	5	KENNY WAYNE SHEPHERD/Blue On Black
-	-	5	5	5	SON VOLTA/Straight Face
15	20	14	4	4	R.E.M./Daysleeper
4	2	2	4	4	BIG HEAD TODD.../Boom Boom
5	6	6	3	3	JOHN MELLENCAMP/Where The World...
3	2	1	3	3	PAGE/PLANT/Shining In The Light
-	-	3	3	3	JOHN MELLENCAMP/I'm Not Running...
3	3	1	3	3	MATCHBOX 20/Real World
4	1	4	2	2	AEROSMITH/Don't Want To...
3	4	2	2	2	GOO GOD DOLLS/Ins

MARKET #5

WMMR/Philadelphia
 (610) 771-0933
 Bonadonna/Zipeto

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
28	28	26	27	27	U2/Sweetest Thing
13	25	27	25	25	BLACK CROWES/Kickin' My Heart...
24	27	26	25	25	GOO GOD DOLLS/Slide
25	26	25	25	25	LENNY KRAVITZ/Fly Away
27	26	24	24	24	BROTHER CANE/Machete
12	21	24	24	24	DC TALK/My Friend (So Long)
12	22	23	23	23	TRAIN/Free
-	8	13	15	15	R.E.M./Lotus
13	14	12	14	14	KENNY WAYNE SHEPHERD/Everything Is Broken
13	13	14	14	14	METALLICA/Turn The Page
-	9	14	13	13	BARE JR./You Blew Me Off
13	12	13	13	13	JONNY LANG/Still Ramin'
13	11	13	13	13	REMY ZERO/Prophecy
14	13	13	13	13	HOLE/Celebrity Skin
-	9	11	11	11	CRACKER/The World Is Mine
-	-	-	9	9	INDIGENOUS/Now That You're Gone
-	-	-	9	9	JIMMY ROGERS/Don't Start Me To...
-	-	-	-	-	HOLE/Maibu

MARKET #14

KISW/Seattle
 (206) 285-7625
 Ryan/Faulkner

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
14	22	23	27	27	BLACK SABBATH/Psycho Man
13	24	21	26	26	BLACK CROWES/Kickin' My Heart...
8	24	22	26	26	CREED/One
12	29	23	24	24	METALLICA/Turn The Page
8	20	17	19	19	KISS/With It
-	13	16	19	19	COLLECTIVE SOUL/Heavy
6	14	14	19	19	EVERLAST/What It's Like
11	20	17	18	18	QUEENS OF.../II Only
6	13	14	18	18	CLASS OF '99/Another Brick In...
-	-	4	14	14	SECOND COMING/Vintage Eyes
4	12	10	13	13	GODSMACK/Whatever
6	13	10	13	13	GOODNESS/Bitter Man
7	12	13	13	13	TOOL/Eulogy
5	10	6	12	12	TRAIN/Free
6	11	11	12	12	KENNY WAYNE SHEPHERD/Everything Is Broken
-	8	10	12	12	CANDLEBOX/Happy Pills
-	13	12	12	12	ROB ZOMBIE/Living Dead Girl
5	14	12	12	12	OFFSPRING/The Kids Aren't...
4	11	13	10	10	BLACK SABBATH/Selling My Soul
-	-	-	-	-	METALLICA/Whiskey In The Jar
-	-	-	-	-	KORN/Freak On A Leash

MARKET #15


KDKB/Phoenix
 (602) 897-9300
 Maranville/Lea

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
45	43	37	45	45	CREED/One
45	47	40	43	43	BLACK CROWES/Kickin' My Heart...
13	13	14	42	42	EVE 6/Leech
47	47	41	41	41	TRAIN/Free
46	47	39	41	41	FUEL/Bittersweet
46	45	40	40	40	INDIGENOUS/Now That You're Gone
15	11	8	13	13	JONNY LANG/Still Ramin'
10	14	12	12	12	CREED/II m Eighteen
12	13	10	11	11	COLLECTIVE SOUL/Heavy
6	5	3	11	11	DISHWALLA/Stay Awake
13	11	8	11	11	GOO GOD DOLLS/Slide
-	4	9	11	11	METALLICA/Whiskey In The Jar
-	4	9	10	10	BLACK SABBATH/Selling My Soul
12	13	8	10	10	CANDLEBOX/10,000 Horses
-	-	3	10	10	DOVETAIL JOINT/Level On The Inside
-	3	10	10	10	GOO GOD DOLLS/Dizzy
-	4	7	9	9	MARILYN MANSON/I Don't Like...
13	12	9	8	8	CANDLEBOX/Happy Pills
8	2	5	8	8	AFGHAN WHIGS/Somethin' Hot
2	8	2	5	5	BARE JR./You Blew Me Off
7	4	2	5	5	STABBING WESTWARD/Haunting Me
15	9	1	4	4	PISTOLERS/Love Street
5	3	4	4	4	PUSHMONKEY/Handslide
-	3	4	4	4	FLY'S/She's So Huge
7	2	3	4	4	CLASS OF '99/Another Brick In...
12	8	3	3	3	JONNY LANG/Wander This World
-	-	1	3	3	OLEANDER/Why I'm Here


MARKET #17

WBAB/Long Island
 (516) 587-1023
 Buchmann/Wellman

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
34	34	33	33	33	EAGLE-EYE CHERRY/Save Tonight
24	24	27	33	33	LENNY KRAVITZ/Fly Away
24	15	20	24	24	U2/Sweetest Thing
23	15	20	24	24	SHERYL CROW/My Favorite Mistake
24	24	23	23	23	GOO GOD DOLLS/Slide
21	25	25	21	21	NEW RADICALS/You Get What You...
26	24	23	21	21	ALANIS MORISSETTE/Thank U...
20	20	20	20	20	JONNY LANG/Still Ramin'
21	18	17	20	20	KENNY WAYNE SHEPHERD/Everything Is Broken
20	19	19	19	19	SUGAR RAY/Every Morning
-	-	17	19	19	JULIAN LENNON/Day After Day
-	-	18	19	19	JOHN MELLENCAMP/I'm Not Running...
-	15	17	19	19	CREED/One
20	19	16	16	16	CRACKER/Seven Days
16	16	16	16	16	METALLICA/Turn The Page
17	17	19	15	15	METALLICA/What's This Life For
16	13	14	14	14	HOLE/Maibu
24	15	13	11	11	BLACK CROWES/Kickin' My Heart...
16	14	11	11	11	EVE 6/Inside Out
18	19	17	10	10	PEARL JAM/Elderly Woman...
19	18	17	10	10	ROLLING STONES/Gimme Shelter
-	15	15	10	10	COLLECTIVE SOUL/Heavy
15	13	10	10	10	HOLE/Celebrity Skin
7	15	12	10	10	MOON DOG MANE/Turn It Up
10	10	10	10	10	BLACK SABBATH/Psycho Man
10	10	10	10	10	EVE 6/Leech
7	7	10	10	10	TRAIN/Free
-	-	10	10	10	COLLECTIVE SOUL/Run
7	7	7	7	7	INDIGENOUS/Now That You're Gone
7	7	7	7	7	KISS/You Wanted The Best

MARKET #18

KXXR/Minneapolis
 (612) 545-5601
 Linder/Bitney

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
37	34	35	38	38	ROB ZOMBIE/Dracula
32	28	33	33	33	MONSTER MAGNET/Space Lord
-	18	23	32	32	METALLICA/Whiskey In The Jar
33	32	33	31	31	OFFSPRING/She's Got Issues
18	17	23	27	27	ROB ZOMBIE/Living Dead Girl
-	-	17	24	24	HOLE/Celebrity Skin
-	-	22	24	24	CREED/II m Eighteen
20	29	30	22	22	MEGADETH/A Secret Place
18	19	19	22	22	STABBING WESTWARD/Haunting Me
13	20	19	22	22	ECONOLINE CRUSH/Surefire (Never...)
18	19	19	18	18	SECOND COMING/Soft
19	18	20	17	17	KING'S X/Fade
-	6	11	15	15	BARE JR./You Blew Me Off
14	12	16	15	15	KISS/Psycho Circus
-	-	12	14	14	MARILYN MANSON/I Don't Like...
27	27	25	14	14	METALLICA/Fuel
13	15	16	14	14	SPRUNG MONKEY/Super Breakdown
11	9	9	13	13	GODSMACK/Whatever
3	10	12	13	13	OFFSPRING/Pretty Fly (For...)
12	14	13	13	13	KISS/You Wanted The Best
12	11	12	11	11	MONSTER MAGNET/Powertrip
4	8	6	11	11	KORN/Got The Life
3	7	7	10	10	LIMP BIZKIT/Faith
13	12	13	10	10	CREED/One
-	-	4	10	10	FEAR FACTORY/Descent
20	8	9	9	9	BLACK SABBATH/Psycho Man
13	10	11	8	8	ORGY/Blue Monday
-	8	7	8	8	SEVENDUST/Black
-	-	4	7	7	BLACK SABBATH/Selling My Soul

MARKET #19

WRQC/Minneapolis
 (612) 330-0100
 MacLeash/Philpott

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
19	19	41	40	40	MOTLEY CRUE/Bitter Pill
37	39	42	37	37	ROB ZOMBIE/Dracula
32	35	19	34	34	MEGADETH/A Secret Place
19	20	19	23	23	LENNY KRAVITZ/Fly Away
8	11	23	22	22	EVERLAST/What It's Like
20	16	23	21	21	OFFSPRING/Pretty Fly (For...)
21	19	23	20	20	JERRY CANTRILL/Dickeye
2	7	13	19	19	KISS/You Wanted The Best
6	16	21	18	18	CREED/One
24	15	20	17	17	BLACK SABBATH/Psycho Man
18	14	11	15	15	HOLE/Celebrity Skin
9	13	14	14	14	KING'S X/Fade
16	12	14	14	14	STUTTERING JOHN/Pretty Girl
14	13	15	13	13	SEVENDUST/Black
6	11	10	13	13	MONSTER MAGNET/Powertrip
7	10	10	13	13	JANUS STARK/Every Little...
6	13	36	12	12	METALLICA/Turn The Page
7	12	13	12	12	SPRUNG MONKEY/Super Breakdown
8	9	12	12	12	PANTERA/Hole In The Sky
3	3	10	12	12	BUSTA RHYMES/WOZZY/This Means War
-	6	14	11	11	MARILYN MANSON/I Don't Like...
7	10	12	11	11	GODSMACK/Whatever
8	5	10	9	9	STABBING WESTWARD/Haunting Me
-	2	10	9	9	BLACK SABBATH/Selling My Soul
-	9	6	9	9	ROB ZOMBIE/Living Dead Girl
34	38	8	8	8	KISS/Psycho Circus
10	14	9	8	8	CLASS OF '99/Another Brick In...
-	1	7	7	7	BARE JR./You Blew Me Off
10	3	6	7	7	CANDLEBOX/10,000 Horses

MARKET #21

WDVE/Pittsburgh
 (412) 937-1441
 Hart/Porter

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
15	16	16	19	19	KENNY WAYNE SHEPHERD/Everything Is Broken
15	14	17	17	17	CLARKS/Brand New
14	15	14	17	17	INDIGENOUS/Now That You're Gone
14	16	17	16	16	JONNY LANG/Still Ramin'
17	17	15	16	16</	



CYNDEE MAXWELL

Marketing Agreements Unite Fan Passion

Labels gain artist exposure through sports advertisements and shows

by Frank Correia
Rock Assistant Editor

In promoting itself as "The Coolest Game on Earth," the National Hockey League uses fast-paced promos and a half-hour lifestyle show titled *NHL Cool Shots*. Another way the NHL stays cool is with high-powered rock music.

Hockey fans not only watch bone-jarring hits, slapshots and incredible goals from NHL stars, they get a good dose of bands like Monster Magnet and Metallica with the highlight

reels. It's a great marketing effort that benefits both sides. The NHL presents itself in a hip fashion, while labels put their bands in front of a key audience for rock music — men.

So where do labels go when they want their artists to gain exposure via professional sports franchises? Pat O'Connor is the founder/President of POC Management, the company behind the recent NHL spots featuring music from Monster Magnet and Metallica. Acting as a liaison between NHL Productions and the labels, O'Connor and his company work out all licensing and publishing agreements required to

put the music on air.

POC's involvement doesn't begin and end with the NHL, however.

"We're on retainer with a number of

labels to find non-traditional forms of exposure,"

O'Connor explains.

"We've done this with the NHL, the NFL and with Nascar. We've dabbled on a team-by-team basis with baseball and various other sports like rodeo and the National Hot Rod Association. We get

things played on the jumbotrons, and we're also involved in putting together compilation CDs."

"We want to use as much copyrighted hit music as possible, new stuff," explains Ken Rosen, Exec. Producer of NHL Productions. "Pat tells the labels about his relationship with us and asks which bands they're trying to promote. They'll send him a list of new artists or new albums coming out. From those

lists, we'll pick the groups and the music we want to use."

Rosen sees a link between hockey and rock music. "We position ourselves as the coolest game on earth. If you watch the game and know the game, we're not really hip-hop, and we're not too country. We're more rock and roll and cutting-edge rock that's out there right now, like our last promo with 'Powertrip' by Monster Magnet. Everyone calls it alternative or whatever slang there is right now, but it's really just basic rock 'n' roll.

"Monster Magnet's given us music in the past," he continues. "They actually showed us the new CD. I just put this CD in one day and said,

“

The theory we've embraced is that it's cheaper for a record company to work with us than it would be to do it themselves.

—Pat O'Connor

"This is a great tune for a promo.' They said, 'Sure, go ahead and use it.' Usually when the label is promoting a new album or new group, those are very easy acquisitions. We do have relationships that we've built up over the years with groups like Metallica, Aerosmith and, obviously, the Tragically Hip from Canada. For the most part, those guys are hockey fans and have grown up loving the sport. When they hear 'NHL' and have an opportunity to be involved, whether it's in a promo or on *NHL Cool Shots*, it's very easy to get them to agree to give us some music."

Sporting Nights

"We actually edit the footage for the record companies," O'Connor says. "The NHL licenses the footage to us. With football, NFL Films does all the editing, because they use it as part of their TV programming. We clear the music for their TV programming. The theory we've embraced is that it's cheaper for a record company to work with us than it would be to do it themselves."

Based just outside of Philadelphia, POC Management also provides corporate communication tools for clients like General Electric, Honeywell and DuPont. "Since we put together

“

If you watch the game and know the game, we're not really hip-hop, and we're not too country. We're more of the cutting-edge rock. We've seen that it fits with our audience, and it fits with our game very well.

—Ken Rosen

videos, CD-ROMs and meeting planning and staging materials, I own an audio and video studio. We had these studios sitting here. I figured they were idle in the evenings, so we did some work for the Philadelphia Flyers for free a few years ago, and they hooked us up with the NHL. Since then, our work with the NHL has snowballed and turned into work with most of the major sports organizations."

The corporate connections allow POC Management to keep costs down when it comes to producing the videotapes. "The labels hire us, and we work on an annual fee that's real cost-effective. We actually run all the Beta dubs that go out to the arenas. Because we have a lot of label clients, we can handle sending all the videos out to all the arenas and doing all the editing on the videos. If a label actually went into a studio and edited these videos, they'd probably spend twice as much as we charge just editing the

like to be working with cutting-edge music," O'Connor explains. "Monster Magnet's a perfect example. The Rolling Stones haven't done this with us because they don't really need that exposure. Everybody already knows who they are. Groups like Local H, Dave Matthews Band and Pitchshifter are well-known by rock or alternative fans, but there are a lot of young people out there who like rock and may have heard 'All The Kids Are Right' but may not know that it was Local H. Fans like that, that's where you can reach a different audience."

O'Connor thinks that rock music is a good match for not only hockey, but most sports in general. The music can also help certain sports gain new fans. "With NASCAR, you've got a heavy country demographic. It's a perfect fit for country music, and we've worked with those artists. The labels, however, frequently come to us and say, 'We're looking at Monster Magnet's demographics, and they line up perfectly with NASCAR and the National Hot Rod Association.' In many cases, you can overlay the demographics, and it's a perfect fit. So we can go to NASCAR and say, 'Look, it isn't country, but it's the same fans you're going after, and maybe you're going to bring in a new audience.'"

Rock/Hockey Overlap

Likewise, Rosen notices an overlap between hockey fans and rock listeners. "If you look at our audience, our strongest demos are 18-45 male. The demo's fairly affluent; there's a good amount of income per household. Those are the guys who are going out, purchasing these CDs and listening to this music. So our demos do cross somewhat. When Prodigy came out, we used some of their music, and they were happy to get the promotion value out of it. So we try new things that are hot, but for the most part it's rock, because our demos do cross over."

While the new music helps the NHL present itself in an exciting fashion, Rosen sees equal benefits for labels marketing their music through hockey. "I think the biggest benefit the labels get is that the hockey fan, even the casual hockey fan, is a very passionate fan. Anything that's related to hockey — whether it's hats, home videos, music videos — if the NHL's promoting it and saying, 'Hey, this is cool and this is something that you should give a listen to,' for the most part, passionate hockey fans are going to give a listen. They'll have an open mind to listen to the music and go out and buy it. It is a good cross-promotional avenue for the labels and bands."

videos. That doesn't even include getting them played at Nascar, hockey, football and other events."

While O'Connor's work with sports organizations has increased, his work with labels has grown significantly as well. "We're working with over a dozen labels now. Three years ago I had three clients. Now it's gotten to a point where our clients include Hollywood, Interscope, Mercury, Maverick, A&M, Capitol, MCA and Virgin, among others."

O'Connor's company has also expanded from the realm of videos. "It started out as doing music videos that would run at hockey arenas. We'd intercut hockey footage with an existing music video. It developed into this thing where it's basically any form of exposure. We line up national anthems at sporting events. We did a compilation CD with NASCAR, featuring country artists. It's a nontraditional form of exposure that's also parlayed itself into premium products and national anthem opportunities. We're trying to line up concerts in conjunction with some of the sporting events."

Two In The Win Column

"It's a win-win, because the different sports organizations would

THE
MAYFIELD FOUR
DON'T WALK AWAY
IMPACTING THIS WEEK
ON YOUR DESK NOW
EPIC

The Screamin' Cheetah Wheelies

Right Place, Wrong Time



Out Of The Box:

WXTB
KQRC
WROV
WDHA
WBAB
WRAT
WHMH
WXKE
WZZQ
KTUX
WWWV
KEYJ
WJXQ
WYNF
KFMX
WPLR
WQBZ
WZZO
WTFX
WZBH
WAMX
WQWK
WZNF
WSTZ
WNCD
KQDS



KMBY
WWCT
KKEG
WHEB
WVRK
WKIT
KOZE
KZZK
KHTQ
WMZK
WBOP
WIRX
WIIL
KMKF
WRQT
KSEZ
KFBF
KFGX
WZLS
WPUP
KDEZ
WSUE
WIHN
WJAD
WFRD
WIXV
KJKJ

Right play *any* time

#1 Most Added @ Rock
#6 Most Added @ Active Rock

3W	2W	LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
3	1	1	1	BLACK CROWES Kickin' My Heart... (American/Columbia)	1787	1873	1950	1835	78/0
2	3	2	2	LENNY KRAVITZ Fly Away (Virgin)	1711	1754	1903	1844	75/0
1	2	3	3	METALLICA Turn The Page (Elektra/EEG)	1499	1705	1910	1964	72/0
49	20	8	4	COLLECTIVE SOUL Heavy (Atlantic)	1464	1249	654	133	84/2
9	7	5	5	CREED One (Wind-up)	1461	1430	1235	1024	80/1
6	6	4	6	KENNY WAYNE SHEPHERD Everything Is... (Revolution/Reprise)	1411	1452	1466	1380	70/0
7	8	9	7	TRAIN Free (Aware/Columbia)	1264	1222	1155	1109	73/1
4	4	6	8	GOO GOO DOLLS Slide (Warner Bros.)	1214	1395	1580	1683	59/0
5	5	7	9	JONNY LANG Still Rainin' (A&M)	1211	1366	1492	1556	62/0
8	9	10	10	FLYS Got You (Where I Want You) (Delicious Vinyl/Trauma)	1122	1119	1075	1028	61/0
12	10	11	11	EVERLAST What It's Like (Tommy Boy)	1080	969	876	796	57/3
15	13	12	12	INDIGENOUS Now That You're Gone (Pachyderm)	990	839	781	769	62/0
—	32	22	13	METALLICA Whiskey In The Jar (Elektra/EEG)	800	535	270	82	70/11
20	14	14	14	CLASS OF '99 Another Brick In The Wall (Columbia)	663	704	746	683	49/1
14	12	13	15	FUEL Bittersweet (550 Music/ERG)	645	746	801	788	46/0
11	15	16	16	HOLE Celebrity Skin (DGC/Geffen)	617	664	736	801	38/0
17	18	15	17	OFFSPRING Pretty Fly (For A White Guy) (Columbia)	615	670	695	720	37/0
27	22	20	18	EVE 6 Leech (RCA)	610	563	516	444	53/4
13	17	17	19	EVE 6 Inside Out (RCA)	569	638	701	791	41/1
23	23	23	20	ROB ZOMBIE Dragula (Geffen)	541	529	515	542	34/0
BREAKER			21	REMY ZERO Prophecy (DGC/Geffen)	529	496	435	404	48/4
16	16	19	22	CREED What's This Life For (Wind-up)	527	628	723	747	40/1
BREAKER			23	GODSMACK Whatever (Republic/Universal)	516	497	491	462	46/0
BREAKER			24	BLACK SABBATH Selling My Soul (Epic)	510	360	114	37	44/2
19	19	18	25	KISS You Wanted The Best (Mercury)	497	634	679	699	43/0
—	—	30	26	R.E.M. Lotus (Warner Bros.)	493	335	73	21	42/3
—	46	31	27	BARE JR. You Blew Me Off (Immortal/Epic)	480	331	144	—	51/3
10	11	21	28	BLACK SABBATH Psycho Man (Epic)	424	541	816	895	32/0
29	29	27	29	MONSTER MAGNET Powertrip (A&M)	392	404	372	353	36/2
21	21	24	30	MOON DOG MANE Turn It Up (Eureka)	386	506	589	641	26/0
DEBUT			31	JOHN MELLENCAMP I'm Not Running Anymore (Columbia)	318	99	17	15	38/18
—	49	37	32	MOTLEY CRUE Enslaved (Motley/Beyond)	259	213	121	26	31/2
—	—	48	33	NAZARETH Light Comes Down (CMC)	240	135	53	1	25/5
—	—	41	34	STABBING WESTWARD Haunting Me (Columbia)	218	176	74	57	24/4
26	28	32	35	ECONOLINE CRUSH Surefire (Never Enough) (Restless)	211	274	400	458	22/0
DEBUT			36	CANDLEBOX Happy Pills (Maverick/WB)	209	53	48	42	34/10
31	31	35	37	U2 Sweetest Thing (Island)	200	222	271	323	12/0
40	34	36	38	SPRUNG MONKEY Super Breakdown (Surfdog/Hollywood)	196	214	219	182	19/0
24	30	34	39	ROLLING STONES Gimme Shelter (Virgin)	186	224	362	538	18/0
42	40	40	40	DC TALK My Friend (So Long) (Virgin)	181	186	172	162	19/2
DEBUT			41	SON VOLT Straightface (Warner Bros.)	166	8	—	—	30/8
DEBUT			42	ROB ZOMBIE Living Dead Girl (Geffen)	166	116	80	52	20/2
DEBUT			43	SUSAN TEDESCHI It Hurt So Bad (Tone Cool/Rounder/Mercury)	164	120	1	—	26/6
50	43	44	44	SOUL COUGHING Circles (Slash/WB)	163	168	146	130	20/0
37	38	42	45	JOHN MELLENCAMP Your Life Is Now (Columbia)	163	173	199	206	14/0
22	26	33	46	CANDLEBOX 10,000 Horses (Maverick/WB)	163	267	473	590	13/0
—	47	47	47	ROLLING STONES Memory Motel (Virgin)	161	138	141	121	14/1
—	45	46	48	NEW RADICALS You Get What You Give (MCA)	148	143	145	99	10/1
34	35	38	49	KISS Psycho Circus (Mercury)	145	206	216	239	16/0
33	33	39	50	JANUS STARK Every Little Thing Counts (Earache/Trauma)	144	205	267	254	17/0

This chart reflects airplay from January 18-24. Songs ranked by total plays. Highlighted songs indicate Breaker. 86 Rock reporters. 84 Current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1999, R&R Inc.

NEW & ACTIVE

ORGY Blue Monday (Elementree/Reprise)

Total Plays: 136, Total Stations: 17, Adds: 1

GOO GOO DOLLS Dizzy (Warner Bros.)

Total Plays: 136, Total Stations: 10, Adds: 0

SEMISONIC Secret Smile (MCA)

Total Plays: 132, Total Stations: 13, Adds: 2

MARILYN MANSON I Don't Like The Drugs... (Nothing/Interscope)

Total Plays: 130, Total Stations: 15, Adds: 2

HOLE Malibu (DGC/Geffen)

Total Plays: 120, Total Stations: 19, Adds: 13

CREED I'm Eighteen (Columbia)

Total Plays: 116, Total Stations: 11, Adds: 1

CRACKER The World Is Mine (Virgin)

Total Plays: 111, Total Stations: 12, Adds: 1

CUTTERS Satisfied (CMC)

Total Plays: 106, Total Stations: 17, Adds: 4

SCREAMIN' CHEETAH WHEELIES Right Place Wrong Time (Capricorn/Mercury)

Total Plays: 97, Total Stations: 25, Adds: 20

OLEANDER Why I'm Here (Republic/Universal)

Total Plays: 94, Total Stations: 20, Adds: 10

Songs ranked by total plays

BREAKERS

REMY ZERO
Prophecy (DGC/Geffen)

TOTAL PLAYS/INCREASE: 529/33
TOTAL STATIONS/ADDS: 48/4
CHART: 21

GODSMACK

Whatever (Republic/Universal)

TOTAL PLAYS/INCREASE: 516/19
TOTAL STATIONS/ADDS: 46/0
CHART: 23

BLACK SABBATH

Selling My Soul (Epic)

TOTAL PLAYS/INCREASE: 510/150
TOTAL STATIONS/ADDS: 44/2
CHART: 24

MOST ADDED

ARTIST/TITLE LABEL(S)	ADDS
SCREAMIN' CHEETAH WHEELIES Right... (Capricorn/Mercury)	20
SECOND COMING Vintage Eyes (Capitol)	20
JOHN MELLENCAMP I'm Not Running... (Columbia)	18
HOLE Malibu (DGC/Geffen)	13
METALLICA Whiskey In The Jar (Elektra/EEG)	11
CANDLEBOX Happy Pills (Maverick/WB)	10
OFFSPRING Why Don't You Get A Job? (Columbia)	10
OLEANDER Why I'm Here (Republic/Universal)	10
SON VOLT Straightface (Warner Bros.)	8
FLIGHT 16 Fly (550 Music/ERG)	6
SUSAN TEDESCHI It Hurt... (Tone Cool/Rounder/Mercury)	6

MOST INCREASED PLAYS

ARTIST/TITLE LABEL(S)	TOTAL PLAY INCREASE
METALLICA Whiskey In The Jar (Elektra/EEG)	+265
JOHN MELLENCAMP I'm Not Running... (Columbia)	+219
COLLECTIVE SOUL Heavy (Atlantic)	+215
R.E.M. Lotus (Warner Bros.)	+158
SON VOLT Straightface (Warner Bros.)	+158
CANDLEBOX Happy Pills (Maverick/WB)	+156
INDIGENOUS Now That You're Gone (Pachyderm)	+151
BLACK SABBATH Selling My Soul (Epic)	+150
BARE JR. You Blew Me Off (Immortal/Epic)	+149
EVERLAST What It's Like (Tommy Boy)	+111

HOTTEST RECURRENTS

ARTIST/TITLE LABEL(S)
DAYS OF THE NEW The Down Town (Outpost/Geffen)
MONSTER MAGNET Space Lord (A&M)
PEARL JAM Elderly Woman Behind... (Epic)
KENNY WAYNE SHEPHERD Blue On... (Revolution/Reprise)
DAYS OF THE NEW Touch, Peel, And Stand (Outpost/Geffen)
GOO GOO DOLLS Iris (Warner Sunset/Reprise)
CREED My Own Prison (Wind-up)
AEROSMITH I Don't Want To Miss A Thing (Columbia)
FUEL Shimmer (550 Music/ERG)
MATCHBOX 20 Real World (Lava/Atlantic)

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.



Nazareth

"Light Comes Down"

New This Week At:

KBER WPLR WRBR WQCM
WEZX KMJX...AND A DOZEN MORE!

R&R Rock 48 - 33
FMQB Hot Trax 46-35*
FMQB Rock 25-44 31-20*

Already "Down" At:

WGR WZZR KLB
WRDX WRXK WIOT
WNCD WYBB WXKE
KXUS WQBZ KKEG
WKLT KRRX WHMH

Monitor Heritage D-39*
Album Network Power Cuts 68-46*

WRIF WNCX KRAR WFBQ
WROQ KMOD WZZO KZRR
KMBY KRQC KHTQ KGGO
WRQK KNCN KBSO KTAL
WKGB KFMX WRQR
KQDS KEYJ

Stations and their adds listed alphabetically by market

ROCK

WPYX/Albany, NY
PD/MD: John Cooper
No Adds

KZRR/Albuquerque, NM
OM: Frank Jaxon
PD: Phil Mahoney
MD: Rob Brothers
KORN "Freak"
SECOND COMING "Vintage"

WZZO/Allentown, PA
PD: Robin Lee
MD: Keith Moyer
1 HOLE "Malibu"
METALLICA "Whiskey"
SCREAMIN CHEETAH "Right"
OFFSPRING "Get"
SECOND COMING "Vintage"
JOHN MELLENCAMP "Running"

KWHL/Anchorage, AK
PD: Dan Thomas
MD: Kathy Mitchell
OLEANDER "Why"
OFFSPRING "Get"
HOLE "Malibu"
KORN "Freak"

WAPL/Appleton, WI
PD/MD: Randy Hawke
MOON DOG MANE "Believe"
MONSTER MAGNET "Powertrip"
SECOND COMING "Vintage"
JOHN MELLENCAMP "Running"

WZXL/Atlantic City, NJ
PD: Steve Raymond
MD: Kathy Coro
METALLICA "Whiskey"
HOLE "Malibu"

WKGB/Binghamton, NY
PD: Jim Free
MD: Tim Boland
SON VOLT "Straight"
HOLE "Malibu"
OLEANDER "Why"

WRQK/Canton, OH
OM: Chuck Stevens
Asst. OM: Todd Downerd
SECOND COMING "Vintage"
TRAIN "Free"

WPXC/Cape Cod, MA
PD: Suzanne Tenair
MD: Brian Kelly
STABBING WESTWARD "Haunting"
SECOND COMING "Vintage"
OLEANDER "Why"

KRNA/Cedar Rapids, IA
PD: Joe Nugent
MD: Tommy Lang
SECOND COMING "Vintage"

WYBB/Charleston, SC
PD: Charlie Kendall
MD: John Bloodwell
CREED "One"
COLLECTIVE SOUL "Heavy"

WKLC/Charleston, WV
PD: Mike Rappaport
3 RUSH "Closer"
EVE 6 "Leech"

WWW/Charlottesville, VA
PD: Rick Daniels
MD: Kym McKay
SECOND COMING "Vintage"
SCREAMIN CHEETAH "Right"
FLIGHT 16 "Fly"
BARE JR. "Blew"
BLACK CROWES "Foot"

KFMF/Chico, CA
PD: Marty Griffin
APD/MD: Lisa Kelly
STABBING WESTWARD "Haunting"
FLIGHT 16 "Fly"

WEBN/Cincinnati, OH
OM: Scott Reinhart
PD: Michael Walter
SON VOLT "Straight"
MARVELOUS 3 "Freak"

WVRK/Columbus, GA
PD/MD: Brian Waters
OFFSPRING "Get"
SCREAMIN CHEETAH "Right"
R.E.M. "Lotus"

WRKI/Danbury, CT
PD: Tom Bass
MD: Mary Scanlon
No Adds

KQDS/Duluth, MN
PD: Rick Church
APD/MD: Bill Jones
HOLE "Malibu"
SCREAMIN CHEETAH "Right"
MOTLEY CRUE "Enslaved"
OLEANDER "Why"

KLAQ/El Paso, TX
PD/MD: "Magic" Mike Ramsey
APD: Glenn Garza
2 NEW RADICALS "Get"
1 HOLE "Malibu"

86 Total Reporters
86 Current Reporters
84 Current Playlists

Did Not Report, Playlist
Frozen (2):
WONE/Akron, OH
WTUE/Dayton, OH

WRKT/Erie, PA
VP/Programming: Ron Kline
MD: Sammy Stone
MY FRIEND STEVE "Charmed"
JOHN MELLENCAMP "Running"
OLEANDER "Why"
COME ON THUNDER "Day"

KKEG/Fayetteville, AR
PD/MD: Mark Morgan
14 GOVT MULE "Thorazine"
JOHN MELLENCAMP "Running"
JEFFERSON STARSHIP "Fly"
OLEANDER "Why"
SEMISONIC "Secret"
SCREAMIN CHEETAH "Right"
SECOND COMING "Vintage"
JIMMY REIO "Talkin"

WZZR/Ft. Pierce, FL
PD: Rick Dickerson
APD/MD: Woody Maxwell
4 SECOND COMING "Vintage"
CANDLEBOX "Happy"
CUTTERS "Satisfied"
MARVELOUS 3 "Freak"

WXKE/Ft. Wayne, IN
PD/MD: Doc West
SCREAMIN CHEETAH "Right"
JOHN MELLENCAMP "Running"

WNDD/Gainesville, FL
PD: Trevor Scott
MD: David Riley
1 JOHN MELLENCAMP "Running"

WOCM/Hagerstown, MD
PD: David Miller
MD: Will Kaufman
6 NAZARETH "Light"

WSTZ/Jackson, MS
PD: Tiana Patterson
APD/MD: Kevin Keith
SCREAMIN CHEETAH "Right"
HOLE "Malibu"
MONSTER MAGNET "Powertrip"
SECOND COMING "Vintage"
FLIGHT 16 "Fly"
CUTTING EDGE "Power"

WRZK/Johnson City, TN
PD/MD: Mark E. McKinney
No Adds

WRKR/Kalamazoo, MI
PD: Michael Ferris
MD: Chris Winters
No Adds

WKHY/Lafayette, IN
PD: Mike Morgan
MD: Gail Lewis
3 JOHN MELLENCAMP "Running"
3 R.E.M. "Lotus"

KOMP/Las Vegas, NV
PD: Charlie Kendall
MD: Big Marty
CANDLEBOX "Happy"
HONKY TONK "Shakin"

WKQD/Lexington, KY
PD: Tony Tilford
MD: RadioBoy
No Adds

KMJX/Little Rock, AR
PD: Rick Daniels
MD: Kym McKay
SECOND COMING "Vintage"
SCREAMIN CHEETAH "Right"
FLIGHT 16 "Fly"
BARE JR. "Blew"
BLACK CROWES "Foot"

WBAB/Long Island, NY
VP/Prog.: Bob Buchmann
Ops. Dir.: Eric Wellman
JIMMY ROGERS "Talking"
OFFSPRING "Get"
SCREAMIN CHEETAH "Right"

KLOS/Los Angeles, CA
PD/MD: Rita Wilde
3 JOHN MELLENCAMP "Running"

WTFX/Louisville, KY
OM/MD: Michael Lee
MD: Keith O'Leone
BLACK SABBATH "Selling"
KORN "Freak"
SECOND COMING "Vintage"
SCREAMIN CHEETAH "Right"
LIVING END "Prisoner"

WQBZ/Macon, GA
PD/MD: Vance Shepherd
JOHN MELLENCAMP "Running"
HOLE "Malibu"
CLUTCH "Ship"
SECOND COMING "Vintage"
OLEANDER "Why"
SON VOLT "Straight"
SCREAMIN CHEETAH "Right"
CANDLEBOX "Happy"
ROB ZOMBIE "Living"

WTAQ/Marion, IL
MD: Matt Linsin
2 LIT "Worst"
1 BARE JR. "Blew"

KFRQ/McAllen, TX
int. PD/MD: Shilo Stevens
14 COLLECTIVE SOUL "Heavy"
JOHN MELLENCAMP "Running"
FLIGHT 16 "Fly"
SUSAN TEDESCHI "Hurt"
OLEANDER "Why"
REMY ZERO "Prophecy"
METALLICA "Whiskey"

KZZE/Medford, OR
PD: Bill Meyer
MD: Jennifer Wilde
JOHN MELLENCAMP "Running"
SUSAN TEDESCHI "Hurt"

KXXR/Minneapolis, MN
OM: Dave Hamilton
PD: Wade Linder
MD: Josh Blaney
22 CREED "Eighteen"
GRINSPON "Anxiety"
KORN "Freak"

WRQC/Minneapolis, MN
OM: Andy Bloom
PD: Lauren MacLeash
APD/MD: Jay Phlipott
OFFSPRING "Get"
SCREAMIN CHEETAH "Right"
OLEANDER "Why"
PLACEDBO "Morning"
SUSAN TEDESCHI "Hurt"
QUEENS OF "Only"

KMBY/Monterey-Salinas, CA
PD: Chris White
MD: Rich Berlin
FUN LOVIN CRIMINALS "Korean"
DCTALK "Friend"
UNINVITED "High"

KROC/Monterey-Salinas, CA
PD/MD: Rick Anderson
APD: Dave "Big Dog" Cockrell
4 HOLE "Malibu"
SECOND COMING "Vintage"
OFFSPRING "Get"
CANDLEBOX "Happy"
SON VOLT "Straight"
OCTALK "Friend"
MARILYN MANSON "Like"

WCLG/Morgantown, WV
PD/MD: Jeff Miller
APD: Jim Harrison
9 PEARL JAM "Elderly"

WDHA/Morristown, NJ
Dir/Rock Prog.: Lenny Bloch
APD/MD: Terrie Carr
9 SCREAMIN CHEETAH "Right"
EVE 6 "Leech"
METALLICA "Whiskey"
JOHNNY LANG "Wander"

WPWR/New Haven, CT
PD: John Griffin
MD: Pam Landry
BLACK CROWES "Side"
JOHNNY LANG "Wander"
SCREAMIN CHEETAH "Right"
NAZARETH "Light"
JOHN MELLENCAMP "Running"
JIMMY ROGERS "Talking"

PKCW/New Orleans, LA
PD: Brian Medina
MD: Cathy Taylor
16 R.E.M. "Lotus"
5 SEMISONIC "Secret"
CUTTERS "Satisfied"
SCREAMIN CHEETAH "Right"
JOHN MELLENCAMP "Running"

WNEW/New York, NY
OM/MD: Garry Wall
MD: Andrea Ferris
MARVELOUS 3 "Freak"

WKLT/NW Michigan
PD: Terri Ray
SON VOLT "Straight"
HOLE "Malibu"
FLIGHT 16 "Fly"
SECOND COMING "Vintage"

KATT/Oklahoma City, OK
OM/MD: Chris Baker
MD: Jake Daniels
OFFSPRING "Get"

KEZO/Omaha, NE
PD/MD: Bruce Patrick
No Adds

KCLB/Palm Springs, CA
No Adds

WGLO/Peoria, IL
OM/MD: Russ Schenk
APD/MD: Tim Ylfein
JOHN MELLENCAMP "Running"
METALLICA "Whiskey"
R.E.M. "Lotus"
SON VOLT "Straight"

WWCT/Peoria, IL
PD/MD: Joe Calgiero
JOHN MELLENCAMP "Running"
CUTTERS "Satisfied"
JIMMY ROGERS "Talking"
SCREAMIN CHEETAH "Right"

WMMR/Philadelphia, PA
PD: Joe Bonadonna
MD: Ken Zepeto
JIMMY ROGERS "Talking"
HOLE "Malibu"

KOKB/Phoenix, AZ
OM/MD: Tim Maranville
MD: Tracy Lea
No Adds

WDOE/Pittsburgh, PA
PD: Garrett Hart
MD: Val Porter
METALLICA "Whiskey"
ROLLING STONES "More!"
JOHN MELLENCAMP "Running"

WHJY/Providence, RI
PD: Joe Bevilacqua
MD: Sharon Schifino
JOHN MELLENCAMP "Running"
MARILYN MANSON "Like"
EVE 6 "Leech"
SUGAR RAY "Every"

WBBB/Raleigh, NC
OM/MD: Andy Meyer
17 CLASS OF '89 "Brick"
10 OLEANDER "Why"
10 LIT "Worst"
METALLICA "Whiskey"

KRRX/Redding, CA
Co-PD/MD: Casey Freeland
Co-PD/Prog. Dir.: Cindy Shaw
MARVELOUS 3 "Freak"
CANDLEBOX "Happy"
SECOND COMING "Vintage"

WRXL/Richmond, VA
PD: Brian Hles
APD/MD: Rik Maybee
CANDLEBOX "Happy"
MARVELOUS 3 "Freak"

KCAL/Riverside, CA
PD: Steve Hoffman
MD: M.J. Matthews
No Adds

WROV/Roanoke, VA
PD: Buzz Casey
MD: Bryan Shaw
SCREAMIN CHEETAH "Right"
OLEANDER "Why"
PLACEDBO "Morning"
SUSAN TEDESCHI "Hurt"
QUEENS OF "Only"

WXRX/Rockford, IL
PD: Keith Edwards
JOHNNY LANG "Wander"
CANDLEBOX "Happy"
EVERLAST "Like"
STABBING WESTWARD "Haunting"

WKQZ/Saginaw, MI
PD: Jack Lawson
EVERLAST "Like"
CUTTERS "Satisfied"
DOVETAIL JOINT "Inside"

KBER/Salt Lake City, UT
OM/MD: Bruce Jones
APD/MD: Heien Powers
16 CREED "Life"
NAZARETH "Light"
OFFSPRING "Get"

KSJO/San Jose, CA
PD: Jim Richards
MD: Laurie Free
REMY ZERO "Prophecy"
METALLICA "Whiskey"
EVE 6 "Leech"

KZOZ/San Luis Obispo, CA
PD/MD: Rick Andrews
PANTERA "Hole"
OFFSPRING "Get"
REMY ZERO "Prophecy"
SECOND COMING "Vintage"

KXFX/Santa Rosa, CA
PD: Steve Garland
MD: Candy Chamberlain
No Adds

WYNF/Sarasota, FL
PD: Brian Medina
MD: Cathy Taylor
16 R.E.M. "Lotus"
5 SEMISONIC "Secret"
CUTTERS "Satisfied"
SCREAMIN CHEETAH "Right"
JOHN MELLENCAMP "Running"

KISW/Seattle, WA
VP/GM: Clark Ryan
APD/MD: Cathy Faulkner
METALLICA "Whiskey"
KORN "Freak"

KRRO/Sioux Falls, SD
int. PD: Reid Holsen
4 METALLICA "Whiskey"
4 NAZARETH "Light"

KXUS/Springfield, MO
PD/MD: Mark McClain
APD: Steve Walters
EVERLAST "Like"
SCREAMIN CHEETAH "Right"
BARE JR. "Blew"
SUSAN TEDESCHI "Hurt"

WAQX/Syracuse, NY
PD: John McCrae
APD/MD: Dave Fisina
SECOND COMING "Vintage"
MOTLEY CRUE "Enslaved"
JULIAN LENNON "Day"

WZZO/Terre Haute, IN
PD: Jim Stone
APD/MD: Debbie Hunter
16 SCREAMIN CHEETAH "Right"
CANDLEBOX "Happy"
SECOND COMING "Vintage"
RUSH "Closer"
FEAR FACTORY "Descent"
OFFSPRING "Get"

WIOT/Toledo, OH
OM/MD: Darin Ariens
APD: Don Davis
MD: Susan Gates
16 EVE 6 "Leech"
SCREAMIN CHEETAH "Right"
CANDLEBOX "Happy"

KXRX/Tri Cities, WA
PD: Curt Carter
APD/MD: Tim O'Rourke
CANDLEBOX "Happy"

KLPX/Tucson, AZ
OM/MD: Larry Miles
No Adds

KMOD/Tulsa, OK
OM/MD: Phil Stone
MD: Rob Hurt
JULIAN LENNON "Day"
SECOND COMING "Vintage"
SON VOLT "Straight"

WEGW/Wheeling, WV
PD: Dana Kelly
MD: Jeff Jagger
BLACK SABBATH "Selling"
JOHN MELLENCAMP "Running"
ROB ZOMBIE "Living"

WRDX/Wilmington, DE
PD/MD: Bob Walton
1 CRACKER "World"
WRQR/Wilmington, NC
PD/MD: Christine Martinez
METALLICA "Whiskey"

KATS/Yakima, WA
PD/MD: Ron Harris
STABBING WESTWARD "Haunting"
HOLE "Malibu"
SON VOLT "Straight"

WNCD/Youngstown, OH
PD: Chris Patrick
MD: Dom Narrella
5 JIMMY ROGERS "Talking"
SCREAMIN CHEETAH "Right"
OLEANDER "Why"
FLIGHT 16 "Fly"
SUSAN TEDESCHI "Hurt"

ACTIVE ROCK

KEYJ/Abilene, TX
OM/MD: Randy Jones
MD: Dave Michaels
RUSH "Closer"
OLEANDER "Why"
SCREAMIN CHEETAH "Right"
DOVETAIL JOINT "Inside"
SECOND COMING "Vintage"
CUTTING EDGE "Power"
HOLE "Malibu"
BOWLING FOR SOUP "Belgium"

KZRK/Amarillo, TX
PD: Eric Slayter
MD: J. Curry
5 MOTLEY CRUE "Enslaved"
OFFSPRING "Get"

WIOB/Ann Arbor, MI
OM: Mark Thompson
APD/MD: Chns Ammel
SON VOLT "Straight"
BARE JR. "Blew"

KLBJ/Austin, TX
OM: Jeff Carrol
MD: Lonis Lowe
SECOND COMING "Vintage"
IAN MOORE "Penny"
LISA TINGLE "Give"

KRAB/Bakersfield, CA
PD: Chris Spulres
MD: Danny Spanks
21 EVE 6 "Leech"

WIYY/Baltimore, MD
PD: Rick Strauss
APD/MD: Rob Heckman
STABBING WESTWARD "Haunting"

WCPR/Biloxi, MS
OM: James Vest
PD: Wayne Watkins
APD/MD: Scot Fox
3 LIVING END "Prisoner"
3 FLIGHT 16 "Fly"
EVERLAST "Wonder"
DOVETAIL JOINT "Inside"
FUN LOVIN CRIMINALS "Korean"

WAAF/Boston, MA
APD: Ron Valeri
MD: John Osterlind
3 ROB ZOMBIE "Living"
2 LIT "Worst"

WKPE/Cape Cod, MA
PD/MD: Dan Towers
1 OLEANDER "Why"
1 HOLE "Malibu"
1 KORN "Freak"
1 DOVETAIL JOINT "Inside"

WZNF/Champaign, IL
PD: Sturgis
MD: Stacy Conner
1 SECOND COMING "Vintage"
1 DIG "Sound"
RUSH "Closer"
OFFSPRING "Get"
MOTLEY CRUE "Enslaved"
OLEANDER "Why"
SCREAMIN CHEETAH "Right"

WXRC/Charlotte, NC
PD/MD: Ron Bowen
No Adds

KRQR/Chico, CA
PD/MD: Don Wilson
7 OLEANDER "Why"
4 CRACKER "World"
3 LIT "Worst"

KILO/Colorado Springs, CO
Stn Mgr/VP: Rich Hawk
APD/MD: Don Janzente
4 FEAR FACTORY "Cars"
3 HOLE "Malibu"

WAZU/Columbus, OH
PD: Charley Lake
Int. APD/MD: Joe Show
No Adds

WBZX/Columbus, OH
PD: Hal Fish
APD/MD: Ronni Hunter
HOLE "Malibu"
SUGAR RAY "Every"

KNCN/Corpus Christi, TX
PD: Kelli Cluque
MD: Al Jones
EVE 6 "Leech"
SON VOLT "Straight"

KEGL/Dallas, TX
PD: Greg Stevens
APD/MD: Cindy Scull
ROB ZOMBIE "Living"
OFFSPRING "Get"

KBPI/Denver, CO
PD: Bob Richards
MD: Willie B. Hung
18 OFFSPRING "Get"
9 BARE JR. "Blew"
9 STABBING WESTWARD "Haunting"
7 DOVETAIL JOINT "Inside"
COLLECTIVE SOUL "Heavy"
KORN "Freak"

KAZR/Des Moines, IA
PD: Sean Elliott
MD: Paul Ostlund
KORN "Freak"
FEAR FACTORY "Descent"
BARE JR. "Blew"

WRIF/Detroit, MI
OM: Doug Podell
MD: Troy Hanson
FLS "Hugs"
FEAR FACTORY "Descent"
OLEANDER "Why"
KORN "Freak"

WGBF/Evansville, IN
PD: Mike Sanders
MD: Turner Watson
BARE JR. "Blew"
CANDLEBOX "Happy"
SCREAMIN CHEETAH "Right"
JIMMY REIO "Talkin"
SON VOLT "Straight"
SECOND COMING "Vintage"

KQWB/Fargo, ND
PD: Jake West
APD: Noel Scotch
MD: Mike "Big Dog" Kapel
OLEANDER "Why"
HOLE "Malibu"
OFFSPRING "Get"
LIMP BIZKIT "Fath"

WRCQ/Fayetteville, NC
PD/MD: Greg Patrick
OFFSPRING "Get"
BLACK SABBATH "Selling"
CANDLEBOX "Happy"

WWBN/Flint, MI
PD: Brian Beddow
MD: Chii Walker
CREED "Eighteen"
GOD GOOD DOLLS "Dizzy"
CANDLEBOX "Happy"

KRZR/Fresno, CA
PD/MD: E. Curtis Johnson
15 ROB ZOMBIE "Living"
BARE JR. "Blew"
OFFSPRING "Get"
KORN "Freak"
HOLE "Malibu"

WBYP/Ft. Wayne, IN
PD: Jim Fox
BARE JR. "Blew"

WRUF/Gainesville, FL
PD: Harry Guscott
MD: Bill Berrios
FLIGHT 16 "Fly"
SON VOLT "Straight"
SCREAMIN CHEETAH "Right"
SECOND COMING "Vintage"

WKLQ/Grand Rapids, MI
OM: Tony Gates
APD/MD: Mark Feurie
CANDLEBOX "Happy"
BARE JR. "Blew"
OLEANDER "Why"
HOLE "Malibu"
FEAR FACTORY "Descent"
CUTTERS "Satisfied"

WXRA/Greensboro, NC
PD: Tim Satterfield
CANDLEBOX "Happy"
SECOND COMING "Vintage"
KORN "Freak"

WTPT/Greenville, SC
PD: Zack Tyler
12 OFFSPRING "Get"
9 SECOND COMING "Vintage"
OLEANDER "Why"
HOLE "Malibu"
FLIGHT 16 "Fly"

WQXA/Harrisburg, PA
PD: Claudine DeLorenzo
MD: Nixon
SECOND COMING "Vintage"
CANDLEBOX "Happy"
FINGER ELEVEN "Above"
OLEANDER "Why"

WTPA/Harrisburg, PA
PD: Chris James
MD: Amy Warner
CUTTERS "Satisfied"
STABBING WESTWARD "Haunting"
KORN "Freak"
SECOND COMING "Vintage"

WCCC/Hartford, CT
PD: Michael Picozzi
APD/MD: Mike Karolyi
12 ROB ZOMBIE "Living"
5 OFFSPRING "Get"
3 METALLICA "Whiskey"
SECOND COMING "Vintage"
KORN "Freak"

WAZU/Columbus, OH
PD: Charley Lake
Int. APD/MD: Joe Show
No Adds

KPOI/Honolulu, HI
PD: Brock Wuhley
APD/MD: Nikki Basque
BARENAKED LADIES "Dane"
FASTBALL "Out"
MY FRIEND STEVE "Charmed"
NEW RADICALS "Get"
OLEANDER "Why"
SECOND COMING "Vintage"

WAMX/Huntington, WV
PD/MD: Debbie Wyide
1 OLEANDER "Why"
METALLICA "Whiskey"
CANDLEBOX "Happy"
SCREAMIN CHEETAH "Right"

WQKK/Johnstown & WQWK/State College, PA
PD: Pat Urban
MD: Chns Prospero
KORN "Freak"
OLEANDER "Why"
RUSH "Closer"
SCREAMIN CHEETAH "Right"
SECOND COMING "Vintage"

KQRC/Kansas City, MO
PD: Vince Richards
MD: Valerie Knight
10 SCREAMIN CHEETAH "Right"
KORN "Freak"

KLFX/Killeen, TX
PD/MD: Bob Fonda
19 R.E.M. "Lotus"
DOVETAIL JOINT "Inside"

WXVO/Knoxville, TN
PD: Tim Sheehan
MD: Caritto
5 SON VOLT "Straight"
BLACK SABBATH "Selling"
SECOND COMING "Vintage"
OFFSPRING "Get"

WJXQ/Lansing, MI
PD: Bob Olson
MD: Kevin Conrad
CREED "Eighteen"
SECOND COMING "Vintage"
SCREAMIN CHEETAH "Right"
STABBING WESTWARD "Haunting"

KIBZ/Lincoln, NE
PD: Tim Sheridan
APD/MD: Jon Terry
KORN "Freak"
OFFSPRING "Get"

KFMX/Lubbock, TX
OM/MD: Wes Nessmann
SCREAMIN CHEETAH "Right"
FUN LOVIN CRIMINALS "Korean"
SON VOLT "Straight"

WJJO/Madison, WI
OM/MD: Glen Gardner
APD: Blake Patton
LIT "Worst"
OLEANDER "Why"
KORN "Freak"

WGIR/Manchester, NH
PD: Todd Thomas
MD: Kristin Burns
3 KORN "Freak"
FEAR FACTORY "Descent"
FLIGHT 16 "Fly"

WMFS/Memphis, TN
PD: Addison Wakeford
MD: Dave Clapper
8 KORN "Freak"
1 OFFSPRING "Get"
1 SECOND COMING "Vintage"
1 CLUTCH "Ship"
1 KID ROCK "Only"
HOLE "Malibu"
BLACK CROWES "Foot"

WZTA/Miami, FL
OM/MD: Gregg Steele
MD: Kimba
12 LEWIS KRAVITZ "Flavor"
4 SUGAR RAY "Every"

WLZR/Milwaukee, WI
PD: Keith Hastings
MD: Marilyn Mee
BARE JR. "Blew"
OLEANDER "Why"
HOLE "Malibu"

KHOP/Modesto, CA
OM/MD: Dave Taylor
APD: Dan Kennedy
MD: Dave Sparks
FEAR FACTORY "Descent"
CRACKER "World"
SECOND COMING "Vintage"

WRAT/Monmouth-Ocean, NJ
PD: Carl Craft
APD/MD: Robyn Lane
5 SCREAMIN CHEETAH "Right"
CUTTERS "Satisfied"
HOLE "Malibu"
EVERLAST "Ends"

KNJY/Spokane, WA
PD: Casey Christopher
MD: Trigg Rogers
29 OFFSPRING "Get"
26 ROB ZOMBIE "Living"
5 HOLE "Malibu"
5 FLIGHT 16 "Fly"
5 SECOND COMING "Vintage"
5 LIVING END "Prisoner"
5 CLUTCH "Ship"

WQKZ/Myrtle Beach, SC
OM/MD: Eric S. Hall
APD/MD: Summer James
10 HOLE "Malibu"
8 METALLICA "Whiskey"
OLEANDER "Why"
BARE JR. "Blew"

WNOR/Norfolk, VA
PD: Harvey Kojan
APD/MD: Tim Parker
STABBING WESTWARD "Haunting"
KORN "Freak"
SECOND COMING "Vintage"

WJRR/Oriando, FL
PD: Dick Sheetz
APD/MD: Pat Lynch
1 SECOND COMING "Vintage"
1 OLEANDER "Why"
1 OFFSPRING "Get"
1 KORN "Freak"
1 HOLE "Malibu"

WYXX/Panama City, FL
OM: Bill Catcher
PD: Rob Roberts
No Adds

WTKX/Pensacola, FL
PD: Joel Sampson
APD/MD: Mark the Shark
6 ORGY "Blue"
CAKE "Sheep"
GOD GOOD DOLLS "Dizzy"
CANDLEBOX "Happy"

WYSP/Philadelphia, PA
OM: Tim Sabean
PD: Neal Mirsky
MD: Nancy Palumbo
PLACEDBO "Morning"
KORN "Freak"
SECOND COMING "Vintage"

KUPD/Phoenix, AZ
OM: Tim Maranville
PD/MD: J.J. Jeffries
6 STATIC-X "Bleed"

KUFO/Portland, OR
OM: Dave Numme
APD/MD: Al Scott
24 ROB ZOMBIE "Dragula"
STABBING WESTWARD "Haunting"

WHEB/Portsmouth, NH
PD: Todd Thomas
MD: Scott Laudani
STABBING WESTWARD "Haunting"
SCREAMIN CHEETAH "Right"

KDOT/Reno, NV
OM/MD: Rob Williams
29 SECOND COMING "Vintage"
10 KORN "Freak"
OFFSPRING "Get"
CREED "Eighteen"
HOLE "Malibu"

KRXQ/Sacramento, CA
Stn. Mgr: Curtiss Johnson
APD: Pat Martin
MD: Kyle Brooks
8 PUSH MONKEY "Caught"
8 LIVING END "Prisoner"
3 KID ROCK "Bawtaba"

WHHM/St. Cloud, MN
PD/MD: Scott Klohn
SCREAMIN CHEETAH "Right"
KORN "Freak"
HOLE "Malibu"
STABBING WESTWARD "Haunting"
SECOND COMING "Vintage"
SON VOLT "Straight"
JULIAN LENNON "Day"
JEFFERSON STARSHIP "Fly"

WXTM/St. Louis, MO
PD/MD: Tommy Mattern
APD: Rob Walker
KID ROCK "Bawtaba"

WZBH/Salisbury, MD
PD: John Allen
APD: Shawn Murphy
MD: Paul McKail
HOLE "Malibu"
SCREAMIN CHEETAH "Right"
SECOND COMING "Vintage"
OLEANDER "Why"
KORN "Freak"

KISS/San Antonio, TX
OM: Virgil Thompson
PD: Kevin Vargas
MD: C.J. Cruz
No Adds

KIOZ/San Diego, CA
OM: Tim Dukes
APD/MD: Shanon Leder
9 OFFSPRING "Get"
9 FUN LOVIN CRIMINALS "Korean"
5 METALLICA "Whiskey"

KTUX/Shreveport, LA
PD/MD: Paul Cannell
9 SECOND COMING "Vintage"
8 HOLE "Malibu"
KORN "Freak"
SCREAMIN CHEETAH "Right"
MY FRIEND STEVE "Charmed"
FLIGHT 16 "Fly"

WRBR/South Bend, IN
PD/MD: Joe Turner
3 NAZARETH "Light"
SECOND COMING "Vintage"
FEAR FACTORY "Descent"
LIVING END "Prisoner"
OFFSPRING "Get"

3W	2W	LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	2	1	1	EVERLAST What It's Like (Tommy Boy)	2254	2185	2050	1906	75/0
6	5	4	2	CREED One (Wind-up)	1937	1733	1601	1470	74/1
1	1	2	3	METALLICA Turn The Page (Elektra/EEG)	1906	2134	2241	2272	72/0
3	3	3	4	LENNY KRAVITZ Fly Away (Virgin)	1615	1766	1821	1893	70/0
10	7	6	5	GODSMACK Whatever (Republic/Universal)	1536	1504	1488	1362	74/0
—	22	10	6	COLLECTIVE SOUL Heavy (Atlantic)	1523	1254	641	117	71/1
4	4	5	7	OFFSPRING Pretty Fly (For A White Guy) (Columbia)	1403	1627	1743	1760	64/0
5	6	8	8	ROB ZOMBIE Dragula (Geffen)	1305	1357	1545	1729	60/1
8	8	7	9	BLACK CROWES Kickin' My Heart Around (American/Columbia)	1263	1371	1449	1415	56/0
9	9	9	10	FLYS Got You (Where I Want You) (Delicious Vinyl/Trauma)	1230	1289	1363	1411	58/0
17	16	14	11	EVE 6 Leech (RCA)	1158	1075	948	824	65/4
43	29	19	12	METALLICA Whiskey In The Jar (Elektra/EEG)	1133	832	529	273	72/4
12	11	12	13	FUEL Bittersweet (550 Music/ERG)	1118	1134	1219	1247	56/1
14	14	11	14	CLASS OF '99 Another Brick In The Wall (Columbia)	1104	1144	1086	1001	54/0
15	13	13	15	MONSTER MAGNET Powertrip (A&M)	1062	1080	1086	975	63/0
11	12	15	16	HOLE Celebrity Skin (DGC/Geffen)	872	1007	1130	1355	50/1
26	19	18	17	REMY ZERO Prophecy (DGC/Geffen)	871	844	698	612	57/0
7	10	16	18	BLACK SABBATH Psycho Man (Epic)	844	997	1254	1446	45/0
18	18	17	19	SPRUNG MONKEY Super Breakdown (Surfdog/Hollywood)	835	853	832	822	64/0
40	32	22	20	MARILYN MANSON I Don't Like The Drugs... (Nothing/Interscope)	808	734	514	338	67/1
BREAKER			21	STABBING WESTWARD Haunting Me (Columbia)	781	567	389	255	62/7
16	17	20	22	GOO GOO DOLLS Slide (Warner Bros.)	731	813	886	914	37/0
BREAKER			23	BARE JR. You Blew Me Off (Immortal/Epic)	717	492	243	32	62/9
32	25	25	24	ORGY Blue Monday (Elementree/Reprise)	671	618	603	542	46/1
BREAKER			25	ROB ZOMBIE Living Dead Girl (Geffen)	660	486	330	215	49/5
BREAKER			26	BLACK SABBATH Selling My Soul (Epic)	649	471	185	49	49/3
19	20	23	27	KORN Got The Life (Immortal/Epic)	634	669	696	748	45/0
BREAKER			28	LIMP BIZKIT Faith (Flip/Interscope)	601	531	516	460	53/1
33	30	27	29	PLACEBO Pure Morning (Hut/Virgin)	595	578	527	508	46/1
13	15	21	30	ECONOLINE CRUSH Surefire (Never Enough) (Restless)	573	793	1051	1146	36/0
25	23	26	31	KENNY WAYNE SHEPHERD Everything Is... (Revolution/Reprise)	561	608	632	623	31/1
21	21	24	32	KID ROCK I Am The Bullgod (Lava/Atlantic)	537	656	670	683	44/0
DEBUT			33	CANDLEBOX Happy Pills (Maverick/WB)	463	136	55	43	49/10
30	28	30	34	SEVENDUST Bitch (TVT)	440	520	559	551	38/0
37	37	36	35	CAKE Never There (Capricorn/Mercury)	387	410	435	411	19/0
27	27	31	36	JONNY LANG Still Rainin' (A&M)	383	501	578	610	21/1
41	41	38	37	TRAIN Free (Aware/Columbia)	380	366	329	310	19/0
42	42	41	38	SOUL COUGHING Circles (Slash/WB)	310	310	318	297	23/0
DEBUT			39	OFFSPRING Why Don't You Get A Job? (Columbia)	304	117	52	42	33/19
DEBUT			40	FEAR FACTORY Descent (Roadrunner)	283	166	45	15	36/6
34	39	39	41	MARILYN MANSON The Dope Show (Nothing/Interscope)	271	333	369	490	21/0
DEBUT			42	KORN Freak On A Leash (Immortal/Epic)	265	156	77	15	41/22
31	33	35	43	KISS You Wanted The Best (Mercury)	263	434	506	547	22/0
22	34	40	44	PEARL JAM Elderly Woman Behind... (Epic)	259	326	492	654	18/0
DEBUT			45	HOLE Malibu (DGC/Geffen)	255	164	117	78	33/20
—	48	45	46	PANTERA Hole In The Sky (EastWest/EEG)	241	226	195	177	21/0
DEBUT			47	OLEANDER Why I'm Here (Republic/Universal)	236	108	31	12	35/17
29	36	42	48	SECOND COMING Soft (Capitol)	224	295	447	554	16/0
DEBUT			49	SUGAR RAY Every Morning (Lava/Atlantic)	216	163	118	86	11/2
—	—	47	50	INDIGENOUS Now That You're Gone (Pachyderm)	202	199	171	159	14/0

This chart reflects airplay from January 18-24. Songs ranked by total plays. Highlighted songs indicate Breaker. 75 Active Rock reporters. 75 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1999, R&R Inc.

NEW & ACTIVE

CREED I'm Eighteen (Columbia)
Total Plays: 191, Total Stations: 18, Adds: 3

R.E.M. Lotus (Warner Bros.)
Total Plays: 186, Total Stations: 15, Adds: 1

MOTLEY CRUE Enslaved (Motley/Beyond)
Total Plays: 153, Total Stations: 15, Adds: 2

EVERCLEAR One Hit Wonder (Capitol)
Total Plays: 127, Total Stations: 8, Adds: 1

SECOND COMING Vintage Eyes (Capitol)
Total Plays: 123, Total Stations: 30, Adds: 25

SEMISONIC Secret Smile (MCA)
Total Plays: 122, Total Stations: 10, Adds: 0

CUTTERS Satisfied (CMC)
Total Plays: 108, Total Stations: 17, Adds: 3

GOO GOO DOLLS Dizzy (Warner Bros.)
Total Plays: 96, Total Stations: 7, Adds: 2

FLIGHT 16 Fly (550 Music/ERG)
Total Plays: 96, Total Stations: 18, Adds: 6

NEW RADICALS You Get What You Give (MCA)
Total Plays: 85, Total Stations: 6, Adds: 1

Songs ranked by total plays

BREAKERS

STABBING WESTWARD
Haunting Me (Columbia)
TOTAL PLAYS/INCREASE: 781/214
TOTAL STATIONS/ADDS: 62/7
CHART: **21**

BARE JR.
You Blew Me Off (Immortal/Epic)
TOTAL PLAYS/INCREASE: 717/225
TOTAL STATIONS/ADDS: 62/9
CHART: **23**

ROB ZOMBIE
Living Dead Girl (Geffen)
TOTAL PLAYS/INCREASE: 660/174
TOTAL STATIONS/ADDS: 49/5
CHART: **25**

BLACK SABBATH
Selling My Soul (Epic)
TOTAL PLAYS/INCREASE: 649/178
TOTAL STATIONS/ADDS: 49/3
CHART: **26**

LIMP BIZKIT
Faith (Flip/Interscope)
TOTAL PLAYS/INCREASE: 601/70
TOTAL STATIONS/ADDS: 53/1
CHART: **28**

MOST ADDED

ARTIST/TITLE LABEL(S)	ADDS
SECOND COMING Vintage Eyes (Capitol)	25
KORN Freak On A Leash (Immortal/Epic)	22
HOLE Malibu (DGC/Geffen)	20
OFFSPRING Why Don't You Get A Job? (Columbia)	19
OLEANDER Why I'm Here (Republic/Universal)	17
SCREAMIN' CHEETAH WHEELIES Right... (Capricorn/Mercury)	15
CANDLEBOX Happy Pills (Maverick/WB)	10
BARE JR. You Blew Me Off (Immortal/Epic)	9
SON VOLT Straightface (Warner Bros.)	7
STABBING WESTWARD Haunting Me (Columbia)	7

Second Coming
"Vintage Eyes"
#1 MOST ADDED
Capitol

MOST INCREASED PLAYS

ARTIST/TITLE LABEL(S)	TOTAL PLAY INCREASE
CANDLEBOX Happy Pills (Maverick/WB)	+327
METALLICA Whiskey In The Jar (Elektra/EEG)	+301
COLLECTIVE SOUL Heavy (Atlantic)	+269
BARE JR. You Blew Me Off (Immortal/Epic)	+225
STABBING WESTWARD Haunting Me (Columbia)	+214
CREED One (Wind-up)	+204
OFFSPRING Why Don't You Get A Job? (Columbia)	+187
BLACK SABBATH Selling My Soul (Epic)	+178
ROB ZOMBIE Living Dead Girl (Geffen)	+174
OLEANDER Why I'm Here (Republic/Universal)	+128

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.

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ACTIVE ROCK PLAYLISTS

January 29, 1999 R&R • 91

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94WYSP THE ROCK STATION
MARKET #5
WYSP/Philadelphia
(215) 625-9460
Sabean/Mirsky/Palumbo

PLAYS	SW	LW	TW	ARTIST/TITLE
35	32	33	36	ROB ZOMBIE/Dracula
18	30	33	33	BLACK SABBATH/Psycho Man
31	32	31	33	METALLICA/Turn The Page
8	11	18	27	EVERLAST/What It's Like
18	16	17	19	HOLE/Celebrity Skin
11	11	18	18	COLLECTIVE SOUL/Heavy
16	17	17	17	CLASS OF '99/Another Brick In . . .
14	15	17	17	CREED/One
15	16	14	17	CREED/In Eighteen
14	17	14	14	MONSTER MAGNET/Powertrip
13	12	14	14	MARILYN MANSON/! Don't Like . . .
8	15	14	14	BLACK CROWES/Kickin' My Heart . . .
8	10	11	11	KORN/Got The Life
12	11	14	11	OFFSPRING/Pretty Fly (For . . .)
8	11	11	11	FUEL/Bittersweet
8	11	11	11	KID ROCK/Am The Bulldog
11	11	11	11	BLACK SABBATH/Selling My Soul
11	11	11	11	METALLICA/Whiskey In The Jar
9	12	11	11	STABBING WESTWARD/Haunting Me
6	9	11	11	LIMP BIZKIT/Faith
8	9	11	11	GODSMACK/Whatever
8	7	9	11	SPRUNG MONKEY/Super Breakdown
7	8	7	11	SEVENDUST/BitCh
4	6	7	11	PANTERA/Hole In The Sky
2	4	3	11	RUSH/Spirit Of Radio
15	13	8	11	KENNY WAYNE SHEPHERD/Everything Is Broken
15	15	9	11	JONNY LANG/Still Raining'
11	15	9	11	PLACEBO/Pure Morning
11	15	9	11	KORN/Freak On A Leash
11	15	9	11	SECONO COMING/Vintage Eyes

101 WRIF
MARKET #6
WRIF/Detroit
(248) 547-0101
Podell/Hanson

PLAYS	SW	LW	TW	ARTIST/TITLE
25	20	31	33	COLLECTIVE SOUL/Heavy
25	30	29	31	LENNY KRAVITZ/Fly Away
27	26	30	30	BLACK SABBATH/Psycho Man
28	25	30	30	METALLICA/Turn The Page
15	18	21	21	BLACK CROWES/Kickin' My Heart . . .
17	18	20	19	HOLE/Celebrity Skin
8	20	18	18	METALLICA/Whiskey In The Jar
15	14	17	17	ROB ZOMBIE/Dracula
27	27	26	16	CREED/In Eighteen
15	14	16	15	ROLLING STONES/Gimme Shelter
11	11	15	15	EVERLAST/What It's Like
12	11	14	14	JONNY LANG/Still Raining'
12	11	13	14	MONSTER MAGNET/Powertrip
12	11	13	12	KORN/Got The Life
12	11	13	12	BLACK SABBATH/Selling My Soul
11	12	10	12	CANOLEBOX/Happy Pills
11	12	10	12	MARILYN MANSON/! Don't Like . . .
11	11	12	11	CREED/One
12	11	12	11	PANTERA/Hole In The Sky
10	13	11	11	GODSMACK/Whatever
11	11	11	11	STABBING WESTWARD/Haunting Me
7	10	7	11	BARE JR./You Blew Me Off
16	18	20	9	PEARL JAM/Elderly Woman...
6	18	20	9	LIMP BIZKIT/Faith
7	7	8	8	SPRUNG MONKEY/Super Breakdown
7	7	7	7	OL TALK/My Friend (So Long)
4	9	7	7	MOTLEY CRUE/Enslaved
7	7	7	7	PLACEBO/Pure Morning
6	6	7	7	REMY ZERO/Prophecy
6	6	7	7	INDIGNOUS/Now That You're Gone

97.1 THE EAGLE ROCKS
MARKET #7
KEGL/Dallas
(972) 869-9700
Stevens/Scull

PLAYS	SW	LW	TW	ARTIST/TITLE
22	24	22	25	EVERLAST/What It's Like
34	35	22	33	ROB ZOMBIE/Dracula
34	34	12	32	CREED/What's This Life For
30	31	31	31	METALLICA/Turn The Page
17	20	34	23	EVE 6/Leech
21	21	23	23	COLLECTIVE SOUL/Heavy
20	20	19	19	CLASS OF '99/Another Brick In . . .
17	17	16	18	KORN/Got The Life
21	23	34	17	LENNY KRAVITZ/Fly Away
6	19	17	17	FUEL/Bittersweet
10	12	13	16	CREED/One
18	14	15	15	BLACK CROWES/Kickin' My Heart . . .
10	12	15	15	BLACK SABBATH/Psycho Man
10	9	12	14	GODSMACK/Whatever
31	26	29	14	TOOL/Foray Six & 2
11	10	13	13	KID ROCK/Am The Bulldog
12	12	9	13	OFFSPRING/Pretty Fly (For . . .)
3	6	13	13	BLACK SABBATH/Selling My Soul
19	13	11	12	HARVEY DANGER/Flagpole Sitta
16	9	10	10	MARILYN MANSON/! Don't Like . . .
10	10	9	10	PANTERA/Hole In The Sky
11	10	9	10	PEARL JAM/Elderly Woman...
13	11	9	8	HOLE/Celebrity Skin
12	9	8	8	SPRUNG MONKEY/Super Breakdown
12	9	8	8	FUEL/Shimmer
11	10	9	8	KENNY WAYNE SHEPHERD/Blue On Black
5	8	10	7	CREED/Torn
5	8	6	6	MONSTER MAGNET/Space Lord
8	5	10	5	CREED/My Own Prison

WAAF 107.3 FM
MARKET #8
WAAF/Boston
(617) 236-1073
Douglas/Valer/Osterlind

PLAYS	SW	LW	TW	ARTIST/TITLE
34	38	39	37	EVERLAST/What It's Like
35	37	37	36	KORN/Got The Life
8	28	35	35	CREED/One
29	30	31	34	SEVENDUST/BitCh
10	10	21	21	OFFSPRING/Why Don't You Get . . .
31	33	31	29	GODSMACK/Whatever
21	27	27	27	MONSTER MAGNET/Powertrip
8	26	25	25	METALLICA/Whiskey In The Jar
17	20	23	24	FUEL/Bittersweet
21	23	21	23	EVE 6/Leech
15	15	15	15	FLYS/Got You (Where . . .)
21	22	25	21	BEASTIE BOYS/Remote Control
18	22	20	21	SECONO COMING/Soft
24	21	21	21	GODSMACK/Bad Religion
24	21	21	21	LIMP BIZKIT/Faith
13	16	18	18	BLACK SABBATH/Selling My Soul
26	24	25	18	TOOL/Eulogy
13	15	18	18	QUEENS OF J/! Only
15	21	19	16	BLACK CROWES/Kickin' My Heart...
12	17	14	15	SOAK/Do It
13	15	14	14	INCUBUS/New Skin
34	35	22	13	ROB ZOMBIE/Dracula
11	16	15	13	MARILYN MANSON/! Don't Like . . .
9	9	8	8	PSYCORE/Go Solo
9	9	8	8	KORN/Freak On A Leash
9	10	12	11	REVELLE/Flesh And Blood
7	4	8	11	ORGY/Blue Monday
27	31	19	11	FLYS/Got You (Where . . .)
27	25	23	11	KID ROCK/Am The Bulldog
28	31	23	10	OFFSPRING/Pretty Fly (For . . .)

DC101
MARKET #9
WWDC/Washington
(301) 587-7100
Neumann/Rizer

PLAYS	SW	LW	TW	ARTIST/TITLE
37	37	43	46	EAGLE-EYE CHERRY/Save Tonight
34	42	39	42	EVERLAST/What It's Like
36	38	42	42	LENNY KRAVITZ/Fly Away
39	38	38	39	METALLICA/Turn The Page
37	39	39	39	HOLE/Celebrity Skin
14	14	29	29	CAKE/Never There
35	42	36	36	GOO GOO DOLLS/Slide
13	31	37	36	BARENAKED LADIES/It's All Been Done
15	29	40	36	SUGAR RAY/Every Morning
13	15	17	17	FUEL/Bittersweet
10	13	16	16	MARVELOUS 3/freak Of The Week
9	9	16	16	BARE JR./You Blew Me Off
9	9	16	16	EVE 6/Leech
9	9	16	16	REMY ZERO/Prophecy
8	17	15	15	OFFSPRING/Why Don't You Get . . .
13	16	13	14	PUSHMONKEY/Handside
15	15	13	13	NEW RADICALS/You Get What You...
11	12	13	13	COLLECTIVE SOUL/Heavy
11	12	13	13	CREED/One
11	12	13	13	LIT/My Own Worst Enemy
11	12	13	13	TOMMY HENRIKSEN/See The Sun

WZTA 92.9 THE ROCK STATION
MARKET #11
WZTA/Miami
(305) 654-9494
Steele/Kimba

PLAYS	SW	LW	TW	ARTIST/TITLE
39	29	34	34	EVERLAST/What It's Like
17	17	17	17	FUEL/Bittersweet
36	34	34	33	GOO GOO DOLLS/Slide
34	28	30	30	CREED/One
35	32	30	30	CLASS OF '99/Another Brick In . . .
36	34	28	29	FRASE/Frustration
14	12	18	23	REMY ZERO/Prophecy
30	33	28	23	METALLICA/Turn The Page
27	24	25	20	EVE 6/Leech
25	24	20	20	CAKE/Never There
26	22	20	20	SOUL COUGHING/Circles
22	24	19	19	GODSMACK/Whatever
11	21	18	18	COLLECTIVE SOUL/Heavy
14	17	17	18	STABBING WESTWARD/Haunting Me
18	16	17	17	CANOLEBOX/Happy Pills
10	16	16	16	EVERCLEAR/One Hit Wonder
9	15	15	15	COLLECTIVE SOUL/Run
18	16	14	14	QUEENS OF J/! Only
27	19	12	12	ROB ZOMBIE/Dracula
11	12	12	12	LENNY KRAVITZ/You're My Flavor
22	24	21	21	PLACEBO/Pure Morning
9	10	11	11	ROB ZOMBIE/Living Dead Girl
9	10	11	11	METALLICA/Whiskey In The Jar
10	12	11	10	KORN/Got The Life
10	12	11	10	ORGY/Blue Monday
10	12	11	10	HOLE/Celebrity Skin
23	24	17	10	KID ROCK/Am The Bulldog
12	12	8	9	LIMP BIZKIT/Faith
12	12	8	8	MARILYN MANSON/! Don't Like . . .

98KUPD ARIZONA'S REAL ROCK
MARKET #15
KUPD/Phoenix
(602) 345-5921
Jeffries

PLAYS	SW	LW	TW	ARTIST/TITLE
5	18	28	30	MONSTER MAGNET/Powertrip
24	31	25	28	STABBING WESTWARD/Haunting Me
19	19	20	27	SECONO COMING/Soft
30	30	25	26	METALLICA/Turn The Page
18	18	25	25	ROB ZOMBIE/Dracula
22	25	23	24	COLLECTIVE SOUL/Heavy
21	27	23	23	BLACK CROWES/Kickin' My Heart . . .
14	24	22	23	EVERLAST/What It's Like
25	24	23	21	JANUS STARK/Every Little . . .
33	27	23	21	CREED/One
15	15	17	17	FEAR FACTORY/Descend
12	14	15	16	PANTERA/Hole In The Sky
24	20	13	16	SPRUNG MONKEY/Super Breakdown
8	16	15	15	RUTH RUTH/Chemical Peel
11	13	13	13	OUF/Seattle Head
14	16	15	14	CANOLEBOX/Happy Pills
14	16	15	14	QUEENS OF J/! Only
7	15	14	14	EVE 6/Leech
15	15	13	13	BLACK SABBATH/Selling My Soul
14	15	13	13	MARILYN MANSON/! Don't Like . . .
15	14	13	13	GOO GOO DOLLS/Slide
20	16	17	13	GODSMACK/Whatever
11	11	11	11	KORN/Freak On A Leash
7	12	10	10	SEVENDUST/BitCh
10	11	10	10	LIMP BIZKIT/Faith
10	12	10	10	PITCHSHIFT/Epitaph
25	20	6	7	ROB ZOMBIE/Living Dead Girl
12	12	6	6	METALLICA/Whiskey In The Jar
12	12	6	6	STATO-X/Bleed For Days

ROCK 105.3 SAN DIEGO'S ROCK STATION
MARKET #16
K102/San Diego
(619) 565-6006
Dukes/Leder

PLAYS	SW	LW	TW	ARTIST/TITLE
29	25	23	26	METALLICA/Turn The Page
15	21	22	23	MEGAETH/Trust
28	28	24	23	EVERLAST/What It's Like
11	20	22	22	COLLECTIVE SOUL/Heavy
14	14	22	21	TOOL/Anemna
22	21	14	21	CLASS OF '99/Another Brick In . . .
21	20	18	20	BLACK SABBATH/Psycho Man
21	19	20	20	ROB ZOMBIE/Dracula
9	15	17	19	CREED/One
18	17	17	18	KENNY WAYNE SHEPHERD/Everything Is Broken
19	16	17	17	RAGE AGAINST...No Shelter
10	12	11	17	FIREWATER/Dropping Like Flies
13	16	16	16	GODSMACK/Whatever
20	16	15	16	MONSTER MAGNET/Powertrip
7	12	13	13	MARILYN MANSON/! Don't Like . . .
22	18	11	11	SPRUNG MONKEY/Super Breakdown
20	16	12	11	DAYS OF THE NEW/Touch, Peel, And . . .
6	12	10	10	STABBING WESTWARD/Haunting Me
14	12	10	10	LUCY'S FUR COAT/Magic
15	12	10	10	KORN/Got The Life
15	13	9	10	TOOL/Foray Six & 2
15	12	7	10	FOO FIGHTERS/Everlong
11	14	9	10	ORAIN S.T.H./I Don't Mind
9	9	9	9	OFFSPRING/Why Don't You Get . . .
16	10	6	9	FUN LOVIN' CRIMINALS/Korean Bodega
14	11	9	9	JOE SATRIANI/Ceremony
9	10	8	9	CREED/Torn
9	10	8	9	MONSTER MAGNET/Space Lord
12	8	10	8	MEGAETH/Use The Man
10	5	7	8	METALLICA/The Memory Remains

EXTREME RADIO
MARKET #19
WXTM/St. Louis
(314) 621-0400
Mattern/Schmidt

PLAYS	SW	LW	TW	ARTIST/TITLE
38	38	38	37	LENNY KRAVITZ/Fly Away
36	38	37	37	TOOL/Eulogy
38	38	38	37	EVERLAST/What It's Like
28	26	31	31	ROB ZOMBIE/Dracula
27	32	29	28	GODSMACK/Whatever
25	28	25	27	ECONOLINE CRUSH/Surette (Never . . .)
20	22	20	26	CREED/One
26	24	25	26	PLACEBO/Pure Morning
19	22	25	25	ROB ZOMBIE/Living Dead Girl
25	22	24	24	KORN/Got The Life
22	23	22	24	MARILYN MANSON/! Don't Like . . .
25	24	24	24	FUEL/Bittersweet
17	22	24	24	MONSTER MAGNET/Powertrip
28	25	22	23	SEVENDUST/BitCh
24	24	23	23	METALLICA/Turn The Page
16	21	20	22	OLEANDER/Why I'm Here
16	21	20	21	BARE JR./You Blew Me Off
21	21	21	21	SPRUNG MONKEY/Super Breakdown
21	21	21	21	KORN/Freak On A Leash
21	22	22	21	EVE 6/Leech
13	22	19	19	BLACK SABBATH/Selling My Soul



JIM KERR

Hot ZIPs And The Workplace

□ Making the most of Arbitron's powerful new radio marketing weapon

While residential ZIP code data is now an institution among Arbitron analysts, the company's recent decision to release workplace ZIP codes takes the ability to target your listeners to unprecedented levels. You can now do such things as focus the location of your at-work promotions and chart commuting patterns for better billboard placement. It is an amazing new tool, the limits of which are just now being explored.

Marketing Benefits

"Anyone who's trying to plan a promotion or trying to understand where their listeners are during the day will have great interest in this," states Arbitron Marketing Manager/Radio Station Services **John Snyder**. For anyone who has tried to put together an at-work listening promotion that focused on specific geographic locations, Snyder's comments are an understatement. Until now, they've been flying blind.

Snyder gives us the following example: "The last radio station I did, I remember doing a tax promotion during middays, giving away stamps. We wondered which ZIP code to do the promotion in. We looked at our hot ZIP codes and said, 'We do well in 90067.' However, that was where people lived. We never knew where people were at noon, whether they would be at work or leaving the office to run errands. Now, with workplace ZIPs, for the first time stations can plan midday promotions and look at where a listener will be during the workday."

One of the benefits of targeting ZIP codes is that such expensive marketing projects as direct mail can be made both less expensive and more effective. According to Snyder,

with the advent of workplace ZIPs, "you can do direct mail to workplace ZIP codes," something that would have been prohibitively expensive without the ZIP code data.

Hot ZIPs

Another area where the workplace ZIP code data is revealing is in splitting the location of listening for listeners who live in hot ZIPs. Hot ZIP codes are generally defined as ZIP codes that deliver a larger-than-average number of diaries for a specific station than the market as a whole. As a result, these geographic areas have a fairly significant impact on a station's overall ratings.

One of the compelling aspects of hot ZIP codes is that they remain fairly consistent over time, leading to the long-term prospect of building on these hotbeds of station partisans. This is what Snyder meant when he described a radio station wanting to focus its promotional efforts on a hot ZIP.

One of the primary benefits of the workplace ZIP code data is that radio stations are able to *time* their promotions better. While hot ZIPs undeniably are home to a significant and important part of your audience, doing a promotion at noon in that

ZIP code would be pointless if the majority of the quarter-hours are being produced by at-work listening. As Snyder explains, "We found that about 20% of the people live *and* work in the same ZIP code." So doing a promotion at noon in a residential hot ZIP wouldn't work for the simple reason that only 20% of your listeners would physically be in the ZIP code at noon.

All told, it is better for a station to find hot workplace ZIPs for day-time promotions and leave the residential hot ZIPs for promotions after working hours.

Making Hot ZIPs Hotter

One of the most fascinating aspects of the new workplace data is the possibility of complex analysis of hot ZIPs at both home *and* work. Two possible outcomes of such anal-



Anyone who's trying to plan a promotion or trying to understand where their listeners are during the day will have great interest in this.



ysis would be the creation of additional hot ZIPs and the identification of "superhot" ZIPs.

While you might expect that all you need to do to use the new workplace ZIP data is find the hottest workplace ZIPs and add them to your list of residential hot ZIPs, it is more complicated than that. The reason is that you can expect a degree of audience duplication, meaning that some of the people who *live* in residential hot ZIPs may *work* in different workplace hot ZIPs. As a result, targeting the workplace hot ZIP isn't as effective as targeting the residential hot ZIP, since you are hitting a number of people twice. The key to defining *new and unique* workplace hot ZIPs is to find workplace hot ZIPs that are primarily made up of listeners who *do not* come from residential hot ZIPs.

The ideal ZIP code for a radio station would be one that contains a residential hot ZIP and a workplace hot ZIP that is made up of listeners who aren't in a residential hot ZIP. These superhot ZIPs would be very powerful in driving ratings. Unfortunately, there is no way of finding this data, since there is no audience duplication by home/workplace ZIP code report in Mapmaker. Perhaps Arbitron will include it in the next version.

A Cautionary Note

Almost everyone I talked to about hot ZIPs — and most columns on the topic — state that identifying hot ZIPs is only a matter of running Maximizer's "diary return by ZIP code" report. While investigating the concept of hot ZIPs, I found an important subtlety that shows that to properly identify a hot ZIP, you need to do more than simply rank diary returns.

The subtlety is that not all diaries will deliver the same amount of listening to your radio station. Some will provide many more quarter-hours than others. Simply ranking diary returns ignores this fact. As a result, a ZIP code that returns eight diaries may be *much* hotter than a ZIP code that returns 10 diaries. Remember, ratings aren't about diaries, they are about quarter-hours.

The answer is not to ignore the ZIP codes like the 10 diary example I listed above (after all, you may be able to convert these casual listeners to P1s), but to dig deeper into the ZIP code rankings to make sure you aren't missing some hot ZIPs bubbling beneath the surface. The best way to do this is to look for individual ZIP codes with significantly higher AQH persons than ZIPs with a similar number of returns. It will take a great deal of time, but will ensure that you're not missing an additional marketing opportunity.

Crunching Hot Zip Numbers

It's never as easy as you think it will be. I was reading another trade last week, and their weekly research column illustrated how, with a few keystrokes in Maximizer '99, a programmer can pull up a wealth of workplace ZIP code data. After a few hours of effort, I came to the realization that the writer flat out didn't know what he was talking about. I'll present an overview of how to use workplace ZIP code data using Maximizer, but the reality is that the most powerful reports require Arbitron's Mapmaker program.

I decided to use the Chicago Arbitron book for my example. The first thing I needed to do was identify the traditional WKQX (Q101) hot ZIPs, based on residential ZIP codes. This is a fairly easy process. You open up the Maximizer Programmers Package; identify the stations, demo, daypart and geographic area (I used Q101, 12+, Monday-Sunday, 6am-midnight and the entire metro); and then run the "diary return by ZIP code" report. I identified six ZIP codes that returned more than ten diaries mentioning Q101: 60647, 60625, 60411, 60148, 60613 and 60056. These six ZIP codes account for a minuscule 0.5% of the book's total available ZIP codes.

After identifying these hot ZIPs, I decided to see just how hot they were. The first thing I needed to do was create a custom ZIP code group. The best way to do this is by using the File/New menu and picking ZIP Code Group. Since I was going to be looking at home, work and home/work listening, I created three ZIP code groups titled Q101 hot/home, Q101 hot/work and Q101 hot/home or work. After creating the custom ZIP codes, I ran a geographic ranker, using the three custom ZIP codes. I ran the report using the same data as the diary return report above, only using the three custom ZIP groups as my areas (when doing this, make certain to identify them correctly as "work," "home" or "home and/or work"). I ranked them by AQH persons. For comparison purposes, I also ran a report using Q101's total metro numbers.

The results were as expected: In its six hottest ZIPs, Q101's home AQH persons was 5,100. Its *work* AQH persons was 1,100, and its *home or work* AQH persons was 5,700. The difference of 600 persons

is the number of people who both live and work in those six ZIP codes. It is 10% of the total, quite a bit below Snyder's 20% guideline above.

So how do the numbers compare to the market as a whole? Well, Q101 has an average quarter-hour audience of 46,700 people. These six hot residential ZIPs deliver an average quarter-hour audience of 5,100. This is 11% of the station's total metro audience. This is clearly one influential group of ZIP codes. Remember, these six ZIP codes represent less than one-half of one percent of the total available ZIP codes, and yet they are delivering 10% of the AQH persons.

The workplace data isn't as compelling for these ZIP codes. The workplace ZIPs delivered 1,100 AQH persons, or 2% of the station's overall AQH audience. A significant difference, but not an overwhelming number.

So how do you identify hot workplace ZIPs in Maximizer '99? Well, there isn't an easy way like there is for identifying residential hot ZIPs. About the only way to really pull up the workplace ZIP data is to do it one ZIP code at a time and then calculate the numbers by hand, like I did above. With 1,063 ZIP codes in the Chicago fall book, this isn't a realistic option.

As I mentioned before, Arbitron's Mapmaker program is really the tool that you need. It allows for the calculation and ranking of workplace hot ZIPs, as well as a whole range of complementary data — for example, the residential ZIP codes of people commuting to the workplace ZIP codes and the other way around. It's the only way to comprehensively know where your listeners are, where they work and where they are going.



For the first time, stations can plan midday promotions and look at where a listener will be during the workday.



WATCH OUT FOR THE...

*"Snake In
The Grass"*
VALLEJO

Just "Snake" Bitten:

Q101

WLRS WXZZ





ROB ZOMBIE

LIVING DEAD GIRL

THE FIENDISH NEW TRACK FROM
HELLBILLY DELUXE

already on it:

WXRK	Q101	KNDD
WFNX	KXTE	WNFZ
WKRS	WKRL	WLRS
WQBK	WJSE	KQRX
WKRO	KTEG	KFRR
KFMA	KRZQ	WBRU

ALBUM CERTIFIED PLATINUM
ON TOUR WITH **KORN** SPRING '99



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PRODUCED BY SCOTT HUMPHREY & ROB ZOMBIE
MANAGEMENT: ANDY GOULD (JODIE WILSON FOR AGM WORLDWIDE)

**13 Adds Before
The Box!**

"The Way" Over 300,000 spins!

"Fire Escape" Closing In On 100,000 spins!

1.4 Million Albums Sold!

Fastball

out of my head

from the platinum album
ALL THE PAIN MONEY CAN BUY



ALTERNATIVE TOP 50

JANUARY 29, 1999

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	1 EVERLAST What It's Like (Tommy Boy)	3321	3244	3348	3263	90/0
4	3	2	2	2 SUGAR RAY Every Morning (Lava/Atlantic)	3148	3047	2931	2624	89/0
2	2	3	3	CAKE Never There (Capricorn/Mercury)	2678	2905	2992	2952	81/0
9	8	5	4	4 HOLE Malibu (DGC/Geffen)	2504	2269	2103	1831	89/0
3	4	4	5	LENNY KRAVITZ Fly Away (Virgin)	2408	2564	2675	2731	76/1
16	10	9	6	6 EVE 6 Leech (RCA)	2027	1896	1789	1560	88/2
21	17	12	7	7 CREED One (Wind-up)	1946	1746	1557	1363	76/1
7	6	6	8	GOO GOO DOLLS Slide (Warner Bros.)	1921	1992	2180	2260	61/0
6	7	8	9	9 FLYS Got You (Where I Want You) (Delicious Vinyl/Trauma)	1916	1899	2108	2333	63/0
11	11	10	10	10 GARBAGE Special (Almo Sounds/Interscope)	1845	1796	1773	1820	73/1
19	16	13	11	11 ORGY Blue Monday (Elementree/Reprise)	1761	1611	1567	1368	81/2
30	26	16	12	12 MARVELOUS 3 Freak Of The Week (HiFi/Elektra/EEG)	1653	1433	1180	909	86/5
—	37	23	13	13 COLLECTIVE SOUL Heavy (Atlantic)	1622	1255	608	87	79/3
8	9	11	14	NEW RADICALS You Get What You Give (MCA)	1589	1758	1862	1909	55/0
5	5	7	15	OFFSPRING Pretty Fly (For A White Guy) (Columbia)	1500	1924	2221	2466	62/0
15	14	15	16	ALANIS MORISSETTE Joining You (Maverick/Reprise)	1478	1550	1626	1576	63/0
25	24	22	17	17 DAVE MATTHEWS BAND Crush (RCA)	1448	1284	1222	1188	63/3
13	12	14	18	BETTER THAN EZRA At The Stars (Elektra/EEG)	1422	1583	1641	1613	60/0
—	36	24	19	19 EVERCLEAR One Hit Wonder (Capitol)	1421	1185	619	162	79/6
27	25	21	20	20 CARDIGANS My Favourite Game (Stockholm/Mercury)	1417	1312	1212	1104	60/2
14	18	18	21	PLACEBO Pure Morning (Hut/Virgin)	1292	1398	1528	1577	58/0
24	21	20	22	REMY ZERO Prophecy (DGC/Geffen)	1218	1343	1387	1296	56/0
10	15	19	23	U2 Sweetest Thing (Island)	1181	1387	1609	1822	50/0
12	13	17	24	SOUL COUGHING Circles (Slash/WB)	1123	1433	1640	1786	43/0
BREAKER	25	25	25	25 TIN STAR Head (V2)	1055	799	280	116	79/10
BREAKER	26	26	26	26 SEMISONIC Secret Smile (MCA)	1049	733	240	46	67/3
22	22	26	27	BEASTIE BOYS Body Movin' (Grand Royal/Capitol)	1015	1113	1274	1360	50/0
BREAKER	28	28	28	28 OFFSPRING Why Don't You Get A Job? (Columbia)	1014	612	422	275	71/28
18	20	25	29	SOLE Celebrity Skin (DGC/Geffen)	977	1179	1388	1442	48/0
—	44	34	30	30 FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)	937	730	450	273	58/12
37	32	30	31	31 VAST Touched (Elektra/EEG)	924	827	742	648	54/3
26	28	29	32	KORN Got The Life (Immortal/Epic)	899	948	1052	1113	44/0
—	—	36	33	33 R.E.M. Lotus (Warner Bros.)	883	702	286	182	57/6
17	19	28	34	BARENAKED LADIES It's All Been Done (Reprise)	825	1096	1416	1493	32/0
23	23	27	35	FUEL Bittersweet (550 Music/ERG)	788	1100	1271	1349	38/0
—	42	42	36	36 MARILYN MANSON I Don't Like The... (Nothing/Interscope)	720	618	458	334	54/4
44	41	38	37	37 LIMP BIZKIT Faith (Flip/Interscope)	693	643	546	435	58/5
—	—	46	38	38 DOVETAIL JOINT Level On The Inside (Aware/C2/Columbia)	689	425	267	131	52/6
—	48	44	39	39 LIVING END Prisoner Of Society (Reprise)	668	514	375	175	58/5
31	30	33	40	ZEBRAHEAD Get Back (Columbia)	641	733	861	906	37/0
33	31	39	41	ROB ZOMBIE Dragula (Geffen)	634	640	760	827	35/0
38	35	40	42	KHALEEL No Mercy (Hollywood)	611	635	654	552	36/0
39	39	41	43	TOMMY HENRIKSEN I See The Sun (Capitol)	582	627	603	542	32/0
36	34	37	44	CLASS OF '99 Another Brick In The Wall (Columbia)	545	659	689	688	31/0
—	—	49	45	45 BARE JR. You Blew Me Off (Immortal/Epic)	508	373	238	51	42/5
DEBUT	46	46	46	46 COLLECTIVE SOUL Run (Hollywood/Atlantic)	445	331	252	119	22/2
DEBUT	47	47	47	47 STABBING WESTWARD Haunting Me (Columbia)	434	328	91	43	43/12
DEBUT	48	48	48	48 LIT My Own Worst Enemy (RCA)	413	150	58	16	54/33
DEBUT	49	49	49	49 BLONDIE Maria (Beyond)	388	344	264	56	26/2
34	38	45	50	SHAWN MULLINS Lullaby (SMG/Columbia)	370	461	606	797	21/0

This chart reflects airplay from January 18-24. Songs ranked by total plays. Highlighted songs indicate Breaker. 93 Alternative reporters. 93 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1999, R&R Inc.

NEW & ACTIVE

GODSMACK Whatever (Republic/Universal)
Total Plays: 346, Total Stations: 17, Adds: 1

DIG Live In Sound (Radioactive/Universal)
Total Plays: 338, Total Stations: 24, Adds: 0

CAKE Sheep Go To Heaven (Capricorn/Mercury)
Total Plays: 272, Total Stations: 23, Adds: 13

ROB ZOMBIE Living Dead Girl (Geffen)
Total Plays: 253, Total Stations: 19, Adds: 4

MY FRIEND STEVE Charmed (Mammoth)
Total Plays: 232, Total Stations: 22, Adds: 4

EVERLAST Ends (Tommy Boy)
Total Plays: 223, Total Stations: 12, Adds: 0

KORN Freak On A Leash (Immortal/Epic)
Total Plays: 213, Total Stations: 38, Adds: 29

VALLEJD Snake In The Grass (IMI/TVT)
Total Plays: 202, Total Stations: 18, Adds: 3

FLYS She's So Huge (Delicious Vinyl/Trauma)
Total Plays: 192, Total Stations: 20, Adds: 9

LIZ PHAIR Johnny Feelgood (Matador/Capitol)
Total Plays: 154, Total Stations: 15, Adds: 3

GOO GOO DOLLS Dizzy (Warner Bros.)
Total Plays: 153, Total Stations: 12, Adds: 3

Songs ranked by total plays

BREAKERS

TIN STAR Head (V2)	TOTAL PLAYS/INCREASE 1055/256	TOTAL STATIONS/ADDS 79/10	CHART 25
SEMISONIC Secret Smile (MCA)	TOTAL PLAYS/INCREASE 1049/316	TOTAL STATIONS/ADDS 67/3	CHART 26
OFFSPRING Why Don't You Get A Job? (Columbia)	TOTAL PLAYS/INCREASE 1014/402	TOTAL STATIONS/ADDS 71/28	CHART 28

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
LIT My Own Worst Enemy (RCA)	33
KORN Freak On A Leash (Immortal/Epic)	29
OFFSPRING Why Don't You Get A Job? (Columbia)	28
JUDE Rick James (Maverick/Reprise)	25
BARENAKED LADIES Alcohol (Reprise)	24
CAKE Sheep Go To Heaven (Capricorn/Mercury)	13
FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)	12
STABBING WESTWARD Haunting Me (Columbia)	12
FASTBALL Out Of My Head (Hollywood)	11
ELLIOTT SMITH Baby Britain (DreamWorks)	11

The Cardigans

"My Favourite Game"

Monitor 23*-16* 1156 spins
+153 Airpower

Audience Reach 20-12

R&R Top 20 This Week

Tour Starts Feb. 1



MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
OFFSPRING Why Don't You Get A Job? (Columbia)	+402
COLLECTIVE SOUL Heavy (Atlantic)	+367
SEMISONIC Secret Smile (MCA)	+316
DOVETAIL JOINT Level On The... (Aware/C2/Columbia)	+264
LIT My Own Worst Enemy (RCA)	+263
TIN STAR Head (V2)	+256
EVERCLEAR One Hit Wonder (Capitol)	+236
SOLE Celebrity Skin (DGC/Geffen)	+235
MARVELOUS 3 Freak Of The Week (HiFi/Elektra/EEG)	+220
FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)	+207

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
EVE 6 Inside Out (RCA)
EAGLE-EYE CHERRY Save Tonight (Work/ERG)
EVERCLEAR Father Of Mine (Capitol)
FUEL Shimmer (550 Music)
THIRD EYE BLIND Jumper (Elektra/EEG)
HARVEY DANGER Flagpole Sitta (Slash/London/Island)
CREED What's This Life For (Wind-up)
BEASTIE BOYS Intergalactic (Grand Royal/Capitol)
BARENAKED LADIES One Week (Reprise)
GARBAGE I Think I'm Paranoid (Almo Sounds/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.

barenaked ladies
Alcohol

From their multi platinum album **Stunt**

See BNL on Saturday Night Live 2/6!

We're going to party like it's 1999... because it is.

Over 3.4 Million Sold!

Smooth Adds:

WPLT	WXDX	WXDG	WENZ	WEDG
WRAX	KZNZ	WWCD	KFMA	WGRD
WARQ	KRAD	KHLR	WRXR	WXZZ
KJEE	WDX	WPGU	WSFM	WCYY
WOSC	WBZF	WJSE	WHMP	WGMR

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BreakThrough Artist

LIT
 TRACK: "MY OWN WORST ENEMY"
 LP: *A PLACE IN THE SUN*
 PRODUCER: DON GILMORE/LIT
 LABEL: RCA

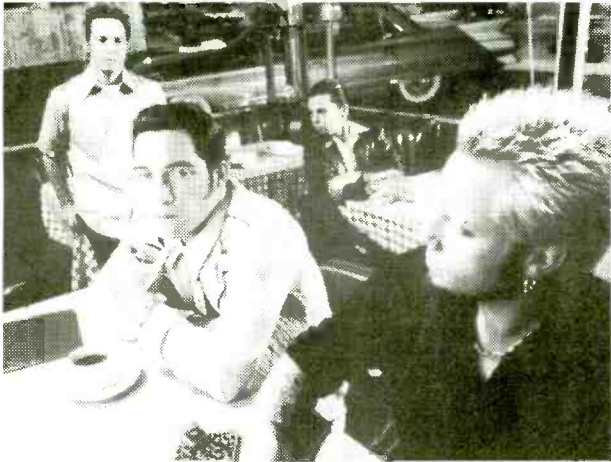
essentials: Orange County, CA locals **Lit** — **A. Jay Popoff** (vocals), **Jeremy Popoff** (guitar), **Kevin Baldes** (bass) and **Allen Shellenberger** (drums) — find themselves debuting at No. 48 this week on R&R's Alternative chart with increased play and a handful of new adds to boot. However, the group is anything but "new." Lit has been entertaining fans in O.C. with the same lineup for the past nine years, consistently selling out local hang, Club 369 (the same spot where **Korn** and **No Doubt** got their musical feet wet). And even though the boys hail from an influential musical climate, they don't lay claim to any one scene, nor do they attempt to imitate what other

bands are doing. The success of Lit comes from years of intense dedication, practicing and banging out solid material in the band's own warehouse. In fact, their debut album, *Tripping the Light Fantastic*, which was released in April 1997 on an independent label, earned the Cali locals rave reviews along with some heavy college airplay (No. 1 most added CMJ, No. 2 most added Gavin). Now with the recent explosion of the first single, "My Own Worst Enemy," from their RCA recording *A Place in the Sun*, Lit intends on rereleasing the debut album on their own Dirty Martini Records, which will also include a full-length video with a bonus track. Keep both ears perked as Lit vaults "My Own Worst Enemy" into the R&R Alternative Top 50.

• **Influences:** Iron Maiden, Elvis Costello, 1960s Las Vegas to 1980s MTV

• **Artist POV:** Popoff expresses his feelings about his favorite record label: "We didn't want to be a buzz band. We didn't want 10 labels to like us; we just wanted one to love us. When we met the folks at RCA, we knew we had finally found the people who believed in our music the way we do."

—Rich Michalowski
 Asst. Alternative Editor



Sean Demery, MD
 WNNX/Atlanta

Sean Demery
ON THE RECORD
 99X

Cake's "Sheep Go to Heaven" is an absolute smash for us. It's blasting out the phones. "Never There" tested No. 1 and stayed there forever, and this one is on the path to do the exact same thing. Cake is a humongous Atlanta band. Every time they come here to play, people gripe and moan that they can't get in to see them. ■ Kid Rock "I Am the Bullgod" is also a smash here. It's requesting and selling. He's so big here that we put him on the air for four hours with the night jock. They had the guys from Limp Bizkit on their cell phone and were getting limos and arranging to go to strip clubs, which is out of character for our station, but that made it work better. It was hilarious. ■ Other bands doing well are Tin Star, which has some amazing phones. Shawn Mullins' "Shimmer" (original version) is already No. 2 in phones. In fact, it was requesting before we even put it on the air. The Orgy record is kicking ass. Everlast is No. 1 in research for the fourth week in a row. We just put "Ends" in, and we're getting phones on that already.

Lots of talk buzzing about lots of different records. The interesting thing is that there seem to be strong songs from so many different genres. Just look at the stories on these diverse-sounding acts: **Korn** (29 adds), **Lit** (33 adds), **Cake** and the **Barenaked Ladies** (24 adds), not to mention great stuff from **Citizen King**, **Bare Jr.**, **Living End** and **Tin Star** ... Nice week for **Jude**, a great song quickly building a story ... Hotfax subscribers who pay attention to our regional breakouts will notice a story building on **Baz Luhrmann's** "Everybody's Free..." out of the Pacific Northwest. It's certainly one of the hippest songs out there ... **Everlast's** "What It's Like" shows no signs of slowing down. It has been No. 1 longer than any band since **Marcy Playground's** "Sex and Candy" (five weeks) ...

ON THE RADIO
 by Jim Kerr

Vallejo picks up Q101/Chicago, among others, as "Snake in the Grass" continues to convert believers ... **Columbia** continues to ride a hot streak with **Offspring**, **Stabbing Westward** and **Neve**, as well as **Dovetail Joint** on **C2**. **RECORD OF THE WEEK:** **Eminem** "My Name Is."

On Over 80% Of The Panel In Just Three Weeks!!
 R&R ALTERNATIVE 31 - 25 Breaker
 BILLBOARD MONITOR DEBUT 31*
 739 Spins +242

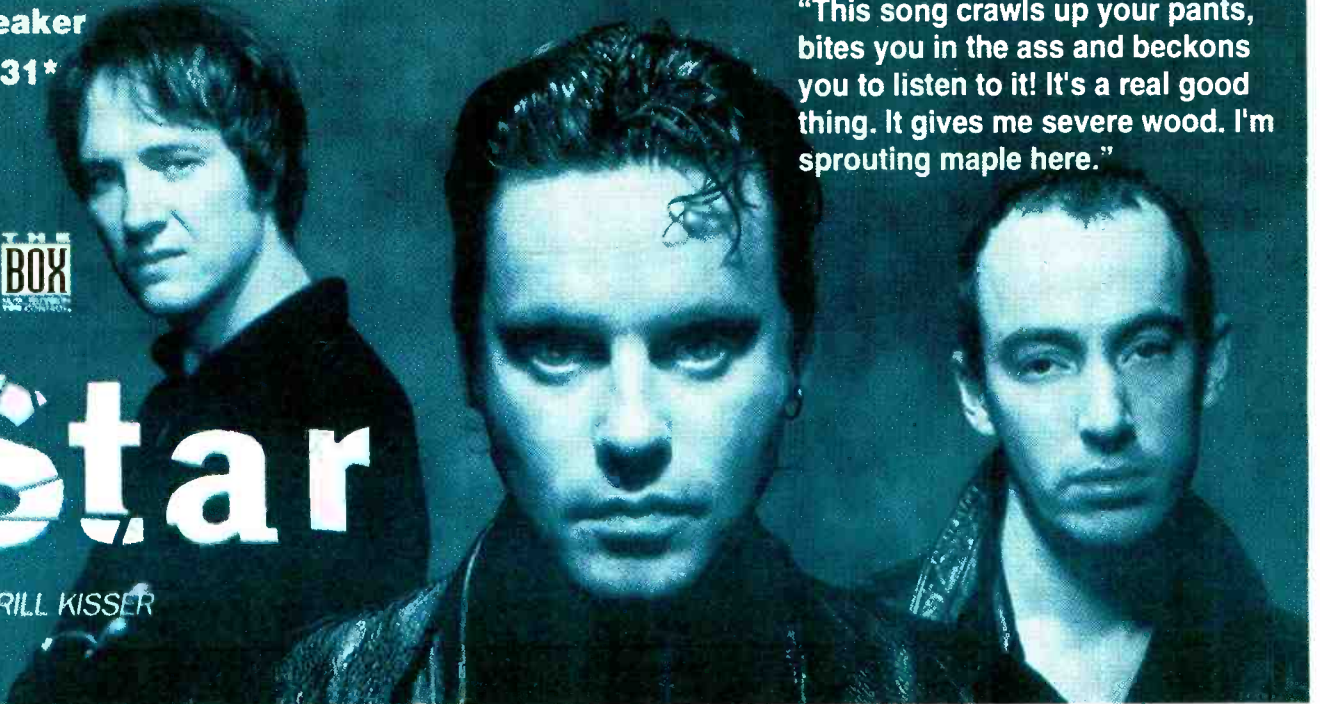
New At:
 WKQX KPNT WBRU
 WQBK WJBX WPGU
 WFSM KMYZ WHTG



Tin Star

HEAD THE DEBUT SINGLE FROM THE FORTHCOMING ALBUM *THE THRILL KISSER*

BOYD STEVENSON, INC. MANAGEMENT LONDON, UK



Sean Demery, 99X
 "This song crawls up your pants, bites you in the ass and beckons you to listen to it! It's a real good thing. It gives me severe wood. I'm sprouting maple here."

NEVE

IT'S OVER NOW

THE NEW SINGLE FROM THEIR FORTHCOMING
DEBUT ALBUM DUE OUT THIS SPRING



also featured on THE KILLER SOUNDTRACK

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PRODUCED BY MATT SERLETIC MANAGEMENT: PRESTIGE MANAGEMENT

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ALTERNATIVE REPORTERS

Stations and their adds listed alphabetically by market

<p>WEQX/Albany, NY PD: John Allers ELLIOTT SMITH "Britain" OFFSPRING "Get" LIVING END "Prisoner" SHAWN MULLINS "Stimmer" BELL, BOOK & CANDLE "Rescue" CAKE "Sheep" SPY "Baby"</p>	<p>WEND/Charlotte, NC PD: Jack Daniel MD: Kristen Pettus MARVELOUS 3 "Freak" STABBING WESTWARD "Haunting" EVE 6 "Leech"</p>	<p>WPLT/Detroit, MI PD: Garrett Michaels MD: Ann Delisi 10 ALANIS MORISSETTE "Unsent" 7 BARENAKED LADIES "Alcohol" BLONDIE "Maria"</p>	<p>WWDX/Lansing, MI PD: Chris Brunt APD/MD: Jesse Addy ALANIS MORISSETTE "Unsent" BARENAKED LADIES "Alcohol" OFFSPRING "Get"</p>	<p>WIXO/Peoria, IL OM/PD: Russ Schenck MD: Jeff Williams 7 FATBOY SLIM "Praise" 5 R.E.M. "Lotus" 5 COLLECTIVE SOUL "Heavy" 5 VAST "Touched" 5 MARILYN MANSON "Lite" DOVE TAIL JOINT "Inside"</p>	<p>XTRA/San Diego, CA PD: Bryan Schock MD: Chris Muckley No Adds</p>
<p>WQBK/Albany, NY PD/MD: Kelli McNamara AMD: Jeff Callan KORN "Freak" TIN STAR "Head" LIT "Worst"</p>	<p>WKQX/Chicago, IL PD: Dave Richards APD/MD: Mary Shuminas KORN "Freak" TIN STAR "Head" VALLEJO "Snake" LO FIDELITY ALLSTARS "Battle"</p>	<p>WXDG/Detroit, MI PD: Amy Doyle MD: Spike 5 CREED "One" 5 FATBOY SLIM "Praise" 5 SEMISONIC "Secret" FLYS "Huge" STABBING WESTWARD "Haunting" KORN "Freak"</p>	<p>KXTE/Las Vegas, NV PD: Dave Wellington APD/MD: Chris Ripley OLEANDER "Why" BARE JR. "Blew" FEAR FACTORY "Descent"</p>	<p>WPLY/Philadelphia, PA PD: Jim McGuinn APD: Doug Kubinski MD: Preston Elliot 9 OFFSPRING "Get" CARDIGANS "Favourite"</p>	<p>KITS/San Francisco, CA OM: Ron Nenni PD: Jay Taylor MD: Aaron Axelsen 26 KOTTONMOUTH KINGS "Dog's" 8 EMINEM "Name"</p>
<p>KTEG/Albuquerque, NM PD: Skip Isley APD/MD: Julie Forman LIT "Worst" GOO GOO DOLLS "Dazy" GODSMACK "Whatever"</p>	<p>WOXY/Cincinnati, OH PD: Keri Valmassei MD: Kevin Couch 6 BUILT TO SPILL "Center" 3 BUGZY "Pizza" 2 DYLAN WIDSBORNE "Chimes" ROB ZOMBIE "Living" JONATHAN RICHMAN "Lonely" HOLE "Awful" SLEATER-KINNEY "Get" MIKE SCOTT "King" VIC CHESSNUTT "Lead" GOMEZ "Beyoncé" ADRIAN BELEW "Said"</p>	<p>KNRQ/Eugene, OR PD: Stu Allen MD: Cia JUDE "Rick" LIT "Worst" STABBING WESTWARD "Haunting"</p>	<p>WXZZ/Lexington, KY PD: Tony Doolin 2 ROB ZOMBIE "Living" 2 KORN "Freak" VALLEJO "Snake" OFF "Worst" JUDE "Rick" OFFSPRING "Get" SHERYL CROW "Anything" BARENAKED LADIES "Alcohol"</p>	<p>KEDJ/Phoenix, AZ PD: Shellie Hart APD/MD: Chris Patyk 7 JIMMY EAT WORLD "Lucky" 5 VAST "Touched" KORN "Freak" JUDE "Rick"</p>	<p>KJEE/Santa Barbara, CA GM/PD: Eddie Gutierrez APD: John Schroeter 12 LIT "Worst" 11 KORN "Freak" 11 ELLIOTT SMITH "Britain" BARENAKED LADIES "Alcohol" DAVE MATTHEWS BAND "Crush"</p>
<p>WNNX/Atlanta, GA OM: Brian Phillips PD: Leslie Fram MD: Sean Demery No Adds</p>	<p>WENZ/Cleveland, OH PD: Dan Binder MD: #1 Son BARENAKED LADIES "Alcohol" JUDE "Rick" FATBOY SLIM "Praise" BLONDIE "Maria" R.E.M. "Lotus"</p>	<p>KBRS/Fayetteville, AR PD/MD: Kyle Gibson DOVE TAIL JOINT "Inside" FATBOY SLIM "Praise" CAKE "Sheep" KORN "Freak" LIT "Worst" SPY "Baby"</p>	<p>WLIR/Long Island, NY PD: Gary Cee APD: Malibu Sue MD: Andre Ferro 25 OFFSPRING "Get" DUB PISTOLS "Cyclone" BELL, BOOK & CANDLE "Rescue" ELLIOTT SMITH "Britain" JUDE "Rick"</p>	<p>KZON/Phoenix, AZ PD: Paul Peterson APD: Laura Smith MD: Kevin Mannion DOVE TAIL JOINT "Inside"</p>	<p>KNDD/Seattle, WA PD: Phil Manning MD: Kim Monroe 8 HARVEY DANGER "Save" 5 ELLIOTT SMITH "Britain"</p>
<p>WJSE/Atlantic City, NJ PD/MD: Blake Laurelli 14 LIT "Worst" 10 OFFSPRING "Get" 8 KORN "Freak" 8 BARENAKED LADIES "Alcohol" 8 BELL, BOOK & CANDLE "Rescue" 8 JUDE "Rick" 6 SHERYL CROW "Anything" 6 ELLIOTT SMITH "Britain" 6 OLEANDER "Why"</p>	<p>KFMZ/Columbia, MO PD/MD: Paul Maloney 11 VAST "Touched" 10 OFFSPRING "Get" 3 BIK "Puppyrock" 2 KORN "Freak" 2 LIMP BIZKIT "Faith" 2 OLEANDER "Why" LIT "Worst"</p>	<p>WBZF/Florence, SC PD/MD: Joe Abby BARENAKED LADIES "Alcohol" LIT "Worst"</p>	<p>KROQ/Los Angeles, CA VP/Prog.: Kevin Weatherly APD: Gene Sandbloom MD: Lisa Worden MARILYN MANSON "Lite"</p>	<p>WXDX/Pittsburgh, PA PD: John Moschitta APD: Brandon Davis MD: Lenny Diana 1 FATBOY SLIM "Praise" 1 BARENAKED LADIES "Alcohol"</p>	<p>WHMP/Springfield, MA PD: Adam Wright MD: Nick Danjer FLYS "Huge" BARENAKED LADIES "Alcohol" JUDE "Rick"</p>
<p>WRXR/Augusta, GA OM: Jim Mahanay APD/MD: Derek Madden 23 COLLECTIVE SOUL "Run" BARENAKED LADIES "Alcohol" LIT "Worst"</p>	<p>WWRQ/Columbia, SC PD/MD: Susan Groves JUDE "Rick" 1 BARENAKED LADIES "Alcohol" 1 OFFSPRING "Get" 1 FASTBALL "Out" 1 LIT "Worst" 1 ALANIS MORISSETTE "Unsent" 1 BARE JR. "Blew"</p>	<p>WJBY/Ft. Myers, FL PD: Lee Daniels R.E.M. "Lotus" SEMISONIC "Secret" TIN STAR "Head"</p>	<p>WLRS/Louisville, KY Interim PD: Rick Jamie MD: Gina Juliano NEVE "Over" VALLEJO "Snake" LIT "Worst" FLYS "Huge"</p>	<p>WCYY/Portland, ME PD: Herb Ivy MD: Brian James BARENAKED LADIES "Alcohol" FUN LOVIN' CRIMINALS "Korean" STABBING WESTWARD "Haunting" SHERYL CROW "Anything"</p>	<p>WGMR/State College, PA PD/MD: Mike Evans KORN "Freak" FASTBALL "Out" JUDE "Rick" ELLIOTT SMITH "Britain" LIZ PHAIR "Johnny" OFFSPRING "Get" BARENAKED LADIES "Alcohol" SHERYL CROW "Anything"</p>
<p>KROX/Austin, TX PD: Sara Trexler MD: Brad "Whipping Boy" Hasti OFFSPRING "Get"</p>	<p>WRAX/Birmingham, AL PD: Dave Rossi APD: Hurricane Shane MD: Suzy Boe 19 TRAIN "Am" 14 FASTBALL "Out" 1 BELL, BOOK & CANDLE "Rescue" 1 GREEN DAY "Nice" 1 BARENAKED LADIES "Alcohol" 1 LIMP BIZKIT "Faith"</p>	<p>WEJE/Ft. Wayne, IN PD: Weasel MD: Kyle 10 KORN "Freak" 4 EMINEM "Name" 2 JUDE "Rick" 2 STABBING WESTWARD "Haunting"</p>	<p>WMAD/Madison, WI PD: Pat Frawley MD: Amy Hudson MARILYN MANSON "Lite" JUDE "Rick"</p>	<p>KNRK/Portland, OR PD: Mark Hamilton No Adds</p>	<p>WKRL/Syracuse, NY OM: Mimi Griswold PD: Steve Corlett 18 LEMMY KRAVITZ "Fly" FASTBALL "Out" SPY "Baby" OLEANDER "Why" ELLIOTT SMITH "Britain"</p>
<p>WRCD/Columbus, OH PD: Andy Davis MD: Jack DeVoss FASTBALL "Out" LIT "Worst" PAUL WESTERBERG "Forever" BARENAKED LADIES "Alcohol" LIZ PHAIR "Johnny" FLYS "Huge" OFFSPRING "Get"</p>	<p>WZAZ/Columbus, OH PD: Matthew Harris APD: Ben Williams 7 OFFSPRING "Get" 7 FATBOY SLIM "Praise" EVERCLEAR "Wonder" JUDE "Rick"</p>	<p>KFRF/Fresno, CA PD: Bruce Wayne No Adds</p>	<p>WRXQ/Memphis, TN PD: Tony Williams MD: John Michael 1 LIT "Worst" 1 OFFSPRING "Get" 1 CARDIGANS "Favourite"</p>	<p>WDST/Poughkeepsie, NY OM: Jimmy Buff APD: Dave Doud 17 OFFSPRING "Get" 12 CAKE "Sheep" 10 CITIZEN KING "Better" 9 JUDE "Rick" 6 BELL, BOOK & CANDLE "Rescue" 6 ELLIOTT SMITH "Britain" 6 FASTBALL "Out" 5 EVE 6 "Leech" 5 SPY "Baby" 4 BARENAKED LADIES "Alcohol" 4 GUS "Laugh"</p>	<p>WXSX/Tallahassee, FL PD: Scott Pettibone MD: Doug 4 CAKE "Sheep" 3 LIZ PHAIR "Johnny" 3 EVERCLEAR "Wonder" 1 JUDE "Rick"</p>
<p>KQXR/Boise, ID PD: Jacent Jackson R.E.M. "Lotus" SEBASTIAN "Fame" MY FRIEND STEVE "Charmed" DOVE TAIL JOINT "Inside"</p>	<p>WBCN/Boston, MA VP/Programming: Oedipus APD/MD: Steven Strick KORN "Freak" LIMP BIZKIT "Faith"</p>	<p>WGRD/Grand Rapids, MI PD: Margot Smith MD: Tim Bronson BARENAKED LADIES "Alcohol" FLYS "Huge" CITIZEN KING "Better" FATBOY SLIM "Praise"</p>	<p>WLNZ/Minneapolis, MN OM: Dave Hamilton PD: John Lassman MD: Marc Allen OFFSPRING "Get" LIT "Worst" JUDE "Rick"</p>	<p>WBRU/Providence, RI PD: Tim Schiavelli MD: Seth Resler 1 TIN STAR "Head" KORN "Freak" SEMISONIC "Secret" STABBING WESTWARD "Haunting" ROB ZOMBIE "Living"</p>	<p>KLZR/Topeka, KS PD: Roger The Dodger MD: Bob Osburn COLLECTIVE SOUL "Heavy" CITIZEN KING "Better" STABBING WESTWARD "Haunting" ROB ZOMBIE "Living" OFFSPRING "Get" CAKE "Sheep" LIT "Worst"</p>
<p>WBCN/Boston, MA VP/Programming: Oedipus APD/MD: Steven Strick KORN "Freak" LIMP BIZKIT "Faith"</p>	<p>WZAZ/Columbus, OH PD: Matthew Harris APD: Ben Williams 7 OFFSPRING "Get" 7 FATBOY SLIM "Praise" EVERCLEAR "Wonder" JUDE "Rick"</p>	<p>WMRQ/Hartford, CT PD: Dave Hill Interim MD: J. Katley FUN LOVIN' CRIMINALS "Korean" LIT "Worst" JUDE "Rick" LIVING END "Prisoner" OFFSPRING "Get"</p>	<p>WHTG/Monmouth-Ocean, NJ PD: Mike Sauter OFFSPRING "Get" OLEANDER "Why" TIN STAR "Head" LIT "Worst" ORGY "Blue"</p>	<p>KRZQ/Reno, NV PD: Rob "Blaze" Brooks APD: Smitlin Marty MD: Heather Pierce FLYS "Huge" KORN "Freak" OLEANDER "Why" STABBING WESTWARD "Haunting" METALLICA "Whiskey"</p>	<p>KFMA/Tucson, AZ PD: Chuck Roast MD: Tommy Sanders ROB ZOMBIE "Living" KORN "Freak" GOO GOO DOLLS "Dazy" BARENAKED LADIES "Alcohol" LIT "Worst"</p>
<p>WFNX/Boston, MA PD: Cruze MD: Laurie Gail 7 KORN "Freak" 5 R.E.M. "Lotus" 5 FLYS "Huge" 5 ELLIOTT SMITH "Britain" LIT "Worst" BIG BAD VOODOO DADDY "Go"</p>	<p>KDGE/Dallas, TX PD: Duane Doherty MD: Alan E Smith DOVE TAIL JOINT "Inside" STABBING WESTWARD "Haunting" MARILYN MANSON "Lite"</p>	<p>WRZX/Indianapolis, IN PD: Scott Jameson MD: Michael Young No Adds</p>	<p>WKDF/Nashville, TN PD: Kidd Redd MD: Sheri Sexton No Adds</p>	<p>WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris OFFSPRING "Get" JUDE "Rick" SPY "Baby" LIT "Worst" FASTBALL "Out" ELLIOTT SMITH "Britain" BELL, BOOK & CANDLE "Rescue"</p>	<p>KMYZ/Tulsa, OK PD: Lynn Barstow MD: Ray Seggem CAKE "Sheep" KORN "Freak" TIN STAR "Head" OFFSPRING "Get" FLYS "Huge" LIT "Worst"</p>
<p>KHLR/Bryan-College Station, TX PD: Mark McKenzie APD: Don Kelley OFFSPRING "Get" CAKE "Sheep" KORN "Freak" FASTBALL "Out" JUDE "Rick" BARENAKED LADIES "Alcohol" FATBOY SLIM "Praise"</p>	<p>WXEG/Dayton, OH PD: Jeff Stevens APD/MD: Allen Rantz FASTBALL "Out" MARVELOUS 3 "Freak" FATBOY SLIM "Praise"</p>	<p>WPLA/Jacksonville, FL PD: Rick Schmidt MD: Crissy MY FRIEND STEVE "Charmed" DOVE TAIL JOINT "Inside" OFFSPRING "Get" CAKE "Sheep" LIMP BIZKIT "Faith" GARBAGE "Special" DAVE MATTHEWS BAND "Crush"</p>	<p>WTKF/Nashville, TN PD: Kidd Redd MD: Sheri Sexton No Adds</p>	<p>WVNE/Rochester, NY PD/MD: Erick Anderson OFFSPRING "Get"</p>	<p>WHFS/Washington, DC PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise LIT "Worst" COLLECTIVE SOUL "Heavy" EVERCLEAR "Wonder" OFFSPRING "Get" FLYS "Huge" LIMP BIZKIT "Faith"</p>
<p>WEDG/Buffalo, NY PD/MD: Rich Wall FASTBALL "Out" ANDI DERRAND "Angry" BARENAKED LADIES "Alcohol"</p>	<p>WKRO/Daytona Beach, FL OM: Taft Moore PD: Fitz Madrid APD/MD: Rosy Acevedo 10 CAKE "Sheep" 2 OFFSPRING "Get" 1 LIT "Worst"</p>	<p>WNRQ/Knoxville, TN PD/MD: Shane Cox 8 LIT "Worst" 5 FUEL "Jesus" 5 BARE JR. "Blew"</p>	<p>WTKF/Nashville, TN PD: Kidd Redd MD: Sheri Sexton No Adds</p>	<p>WVNE/Rochester, NY PD/MD: Erick Anderson OFFSPRING "Get"</p>	<p>WPBZ/West Palm Beach, FL OM: John O'Connell APD/MD: Dan O'Brian FA'BOY SLIM "Praise" MARVELOUS 3 "Freak" OFFSPRING "Get" LIT "Worst"</p>
<p>WBTZ/Burlington, VT PD: Stephanie Hindley MD: Steve Picard KORN "Freak" ELLIOTT SMITH "Britain"</p>	<p>KTCL/Denver, CO PD/MD: Mike O'Connor LIT "Worst"</p>	<p>WGBD/Lafayette, IN PD/MD: Steve Clark 2 BARE JR. "Blew" 2 LIT "Worst" 2 LIVING END "Prisoner" 2 FATBOY SLIM "Praise" 2 CAKE "Sheep"</p>	<p>WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris OFFSPRING "Get" JUDE "Rick" SPY "Baby" LIT "Worst" FASTBALL "Out" ELLIOTT SMITH "Britain" BELL, BOOK & CANDLE "Rescue"</p>	<p>WVNE/Rochester, NY PD/MD: Erick Anderson OFFSPRING "Get"</p>	<p>WSFM/Wilmington, NC PD: John Stevens MD: Janice Sutter BARENAKED LADIES "Alcohol" TIN STAR "Head" MY FRIEND STEVE "Charmed"</p>
<p>WPGU/Champaign, IL PD: Pete Schiecke MD: Ben Bolton 12 BARE JR. "Blew" 9 CITIZEN KING "Better" 5 BARENAKED LADIES "Alcohol" 5 LIVING END "Prisoner" 1 STABBING WESTWARD "Haunting" 1 TIN STAR "Head" 1 KORN "Freak"</p>	<p>KXPK/Denver, CO Acting PD: Scott Strong LIT "Worst" 5 KORN "Freak" EVERCLEAR "Wonder" FATBOY SLIM "Praise" OLEANDER "Why" STABBING WESTWARD "Haunting"</p>	<p>WGRD/Grand Rapids, MI PD: Margot Smith MD: Tim Bronson BARENAKED LADIES "Alcohol" FLYS "Huge" CITIZEN KING "Better" FATBOY SLIM "Praise"</p>	<p>WXRK/New York, NY PD: Steve Kingston MD: Mike Peer 12 BUSTA RHYMES WOOZY "War" 9 D. GENERATION "Helpless" BLACK CROWES "Kickin"</p>	<p>WVNE/Rochester, NY PD/MD: Erick Anderson OFFSPRING "Get"</p>	<p>WWSM/Wilmington, NC PD: John Stevens MD: Janice Sutter BARENAKED LADIES "Alcohol" TIN STAR "Head" MY FRIEND STEVE "Charmed"</p>
<p>WAVF/Charleston, SC PD: Rob Cressman MD: Janda Baldwin KORN "Freak" OFFSPRING "Get" SECOND COMING "Vintage" JUDE "Rick"</p>	<p>CIMX/Detroit, MI PD: Murray Brookshaw APD: Vince Cannova OFFSPRING "Get" EVERCLEAR "Wonder" LIT "Worst" FUN LOVIN' CRIMINALS "Korean" KID ROCK "Bawdaba"</p>	<p>KFTE/Lafayette, LA PD: Hans "Fast Eddie" Nelson APD/MD: Rob Summers JUDE "Rick"</p>	<p>KQRX/Odessa, TX GM/PD: Dave Cardwell MD: Cary Rockman KORN "Freak" SPY "Baby" JUDE "Rick" OLEANDER "Why" LOVE AND ROCKETTS "R.I.P." BELL, BOOK & CANDLE "Rescue"</p>	<p>WVNE/Rochester, NY PD/MD: Erick Anderson OFFSPRING "Get"</p>	<p>WWSM/Wilmington, NC PD: John Stevens MD: Janice Sutter BARENAKED LADIES "Alcohol" TIN STAR "Head" MY FRIEND STEVE "Charmed"</p>

93 Total Reporters
93 Current Reporters
93 Current Playlists

STABBING WESTWARD "Haunting Me"

Already On Over 50 Alternative Stations!

New This Week:
KPNT **WEND** **WCYY**
KDGE **KLZR** **KRZQ**
KXPK **WXDG** **WPGU**
WBRU **KNRQ** **WEJE**

TOUR STARTS IN FEBRUARY

COLUMBIA

ALTERNATIVE PLAYLISTS

January 29, 1999 R&R • 99

FIND COMPLETE PLAYLISTS FOR ALL ALTERNATIVE REPORTERS ON R&R ONLINE

MARKET #1
WXXR/New York
(212) 314-9230
Kingston/Peer

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
35	34	30	34	EVERLAST/What It's Like
35	33	33	33	METALLICA/Turn The Page
19	13	25	32	BEASTIE BOYS/Remote Control
28	29	28	30	PEARL JAM/Elderly Woman...
21	19	17	28	CREEED/What's This Life For
35	35	27	26	HOLE/Celebrity Skin
25	23	24	26	ROB ZOMBIE/Living Dead Girl
25	25	25	26	OFFSPRING/Pretty Fly (For...)
35	32	31	25	ROB ZOMBIE/Dracula
33	32	32	23	CREEED/Torn
27	27	21	21	PLACEBO/Pure Morning
10	17	20	21	PEARL JAM/Last Kiss
17	19	21	21	OFFSPRING/Why Don't You Get...
19	13	21	21	HOLE/Malibu
25	23	21	21	EVERLAST/One Hit Wonder
23	23	18	20	KORN/Got The Life
24	19	21	20	CREEED/One
34	34	31	19	LENNY KRAVITZ/Fly Away
-	18	20	19	EVERLAST/Ends
24	18	23	19	SUBLIME/Bad Fish
-	-	-	-	COLLECTIVE SOUL/Run
20	17	16	16	RAGE AGAINST.../No Shelter
16	15	16	15	LIMP BIZKIT/Faith
14	13	12	15	OAYS OF THE NEW/The Down Town
16	14	13	14	FLYS/Got You (Where...)
12	11	13	14	RAMMSTEIN/Du Hast
16	15	11	13	DRGY/Blue Monday
24	20	22	13	SUGAR RAY/Every Morning
5	16	15	13	LIVING END/Prisoner Of Society
-	-	-	-	BUSTA RHYMES/WOZZY/This Means War

MARKET #2
KROQ/Los Angeles
(818) 567-1067
Weatherly/
Sandblom/Worden

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
35	40	39	41	SUGAR RAY/Every Morning
32	43	39	41	DRGY/Blue Monday
28	31	29	40	HOLE/Celebrity Skin
36	39	41	39	EVERLAST/What It's Like
-	24	30	38	LIT/My Own Worst Enemy
35	27	38	35	CAKE/Never There
32	25	34	33	LENNY KRAVITZ/Fly Away
28	33	31	32	OFFSPRING/Pretty Fly (For...)
26	27	32	31	GARBAGE/Special
37	39	36	31	HOLE/Malibu
23	27	29	27	KID ROCK/Am The Bulgod
24	29	19	27	U2/Sweetest Thing
26	19	14	25	CARDIGANS/My Favourite Game
16	17	24	24	FATBOY SLIM/Praise You
-	-	28	23	EVERLAST/One Hit Wonder
30	25	25	21	KORN/Got The Life
34	39	40	20	BEASTIE BOYS/The Negotiation...
-	15	24	19	3 COLOURS RED/Beautiful Day
19	17	19	19	NEVE/It's Over Now
16	19	21	19	MARVELOUS 3/Freak Of The Week
17	21	17	17	JIMMY EAT WORLD/Lucky Denver Mint
12	12	12	17	LIVING END/Prisoner Of Society
21	20	21	17	CREEED/One
15	15	14	16	KORN/Freak On A Leash
19	16	15	15	VAST/Touch'd
-	9	10	13	LIMP BIZKIT/Faith
19	13	11	12	EVERLAST/Ends
-	9	12	12	COLLECTIVE SOUL/Run
21	21	5	11	BEASTIE BOYS/Body Movin'
5	12	15	11	ROB ZOMBIE/Dracula

MARKET #3
WKQX/Chicago
(312) 527-8348
Richards/Shuminas

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
30	29	40	39	ROB ZOMBIE/Dracula
38	24	25	39	OFFSPRING/Why Don't You Get...
22	24	24	38	DAVE MATTHEWS BAND/Crush
39	41	38	35	EVERLAST/What It's Like
39	39	34	33	LENNY KRAVITZ/Fly Away
20	13	24	32	KORN/Got The Life
25	25	18	28	SUGAR RAY/Every Morning
19	13	16	26	CREEED/One
-	-	12	24	OFFSPRING/Why Don't You Get...
17	32	22	22	EVE 6/Leech
28	23	22	21	CARDIGANS/My Favourite Game
27	26	20	20	FLYS/Got You (Where...)
22	19	23	19	VAST/Touch'd
22	26	20	18	U2/Sweetest Thing
22	21	18	18	CAKE/Never There
29	24	12	16	FATBOY SLIM/Praise You
-	-	16	16	DOVETAIL JOINT/Level On The Inside
21	14	12	16	GARBAGE/Special
21	20	14	14	HOLE/Malibu
-	9	12	12	LIMP BIZKIT/Faith
12	10	11	10	KID ROCK/Am The Bulgod
31	45	32	11	OFFSPRING/Pretty Fly (For...)
33	20	13	11	CREEED/One
-	-	10	11	COLLECTIVE SOUL/Heavy
35	24	11	10	BEASTIE BOYS/Body Movin'
-	15	8	9	CITIZEN KING/Better Days
-	3	8	9	EVERLAST/One Hit Wonder
-	-	8	9	EVERLAST/Ends
-	7	8	9	STABBING WESTWARD/Haunting Me
15	7	9	8	LIVING END/Prisoner Of Society

MARKET #4
KITS/San Francisco
(415) 512-1053
Taylor/Axelsen

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
35	35	35	33	SUGAR RAY/Every Morning
28	37	37	33	BEASTIE BOYS/The Negotiation...
34	33	33	33	EVERLAST/What It's Like
37	35	35	33	LENNY KRAVITZ/Fly Away
20	35	35	32	OFFSPRING/Why Don't You Get...
15	28	28	31	3 COLOURS RED/Beautiful Day
16	18	18	30	LIT/My Own Worst Enemy
29	34	34	28	CAKE/Never There
21	18	18	27	MARVELOUS 3/Freak Of The Week
32	34	34	27	HOLE/Malibu
-	-	26	26	KIDTOMMOUTH KINGS/Dog's Life
17	19	19	26	GOO GOO DOLLS/Side
16	28	28	25	EVERLAST/Ends
28	28	26	25	CARDIGANS/My Favourite Game
31	18	18	24	FATBOY SLIM/Praise You
-	13	13	23	NEVE/It's Over Now
24	25	25	23	GARBAGE/Special
32	24	24	22	OFFSPRING/Pretty Fly (For...)
-	25	25	22	COLLECTIVE SOUL/Heavy
28	19	19	20	U2/Sweetest Thing
18	18	18	20	LIVING END/Prisoner Of Society
26	25	25	20	EVE 6/Leech
24	26	26	20	CREEED/One
13	12	12	19	KORN/Got The Life
28	14	14	18	BEASTIE BOYS/Body Movin'
-	14	14	16	EVERCLEAR/One Hit Wonder
10	10	10	14	ROB ZOMBIE/Dracula
5	11	11	12	MARILYN MANSON/Don't Like...
-	8	8	8	EMINEM/My Name Is
7	7	7	7	LIMP BIZKIT/Faith

MARKET #5
WPLY/Philadelphia
(610) 565-8900
McGuinn/Elliott

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
43	40	42	44	EVE 6/Leech
34	40	45	44	SUGAR RAY/Every Morning
33	35	35	43	EVERLAST/What It's Like
43	44	44	43	GOO GOO DOLLS/Side
42	43	40	42	FUEL/Shimmer
39	41	35	42	DAVE MATTHEWS BAND/Crush
44	44	42	41	LENNY KRAVITZ/Fly Away
33	40	43	36	NEW RADICALS/You Get What You...
34	34	34	34	CAKE/Never There
19	20	29	34	FLYS/Got You (Where...)
32	32	34	33	HOLE/Malibu
23	27	36	32	BETTER THAN EZRA/At The Stars
32	33	32	31	HOLE/Celebrity Skin
30	29	30	31	BARENAKED LADIES/It's All Been Done
32	33	32	29	U2/Sweetest Thing
23	20	26	28	GARBAGE/Special
24	20	28	25	MARVELOUS 3/Freak Of The Week
22	25	25	25	OFFSPRING/Pretty Fly (For...)
31	30	30	20	MATCHBOX 20/Back 2 Good
19	28	22	19	SOUL COUGHING/Circles
-	11	16	18	LIVING END/Prisoner Of Society
18	15	16	16	JEWEL/Hands
-	-	16	16	SEMISONIC/Secret Smile
10	11	12	15	DC TALK/My Friend (So Long)
-	-	-	-	COLLECTIVE SOUL/Run
-	-	-	-	EVERCLEAR/One Hit Wonder
-	5	15	14	BLONDIE/Maria
12	12	14	14	EVE 6/Leech
16	15	16	13	KHALEE/No Mercy
15	12	9	10	ALANIS MORISSETTE/Unsent

MARKET #6
CIMX/Detroit
(313) 961-6397
Brookshaw/Cannova

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
32	35	36	41	BEASTIE BOYS/Body Movin'
31	38	42	41	SUGAR RAY/Every Morning
38	41	38	40	ALANIS MORISSETTE/Joining You
37	40	41	40	OFFSPRING/Pretty Fly (For...)
37	39	40	39	HOLE/Malibu
22	22	31	36	GARBAGE/Special
31	35	35	35	VAST/Touch'd
21	31	34	35	CARDIGANS/My Favourite Game
17	15	18	34	DRGY/Blue Monday
-	-	19	34	EVERLAST/Ends
32	30	31	33	TOUCH AND GO/Would You...?
38	38	37	29	EAGLE-EYE CHERRY/Save Tonight
38	43	40	28	CAKE/Never There
37	29	28	28	LENNY KRAVITZ/Fly Away
25	23	27	27	FINGER ELEVEN/Quicksand
22	24	26	27	SLDAN/Money City Maniacs
-	-	21	26	COLLECTIVE SOUL/Heavy
21	25	25	23	BARENAKED LADIES/It's All Been Done
22	25	23	23	TRAGICALLY HIP/Something On
19	28	25	23	FUEL/Bittersweet
22	22	22	22	BECK/Tropicalia
37	41	29	22	EVERLAST/What It's Like
18	16	21	22	EVE 6/Leech
10	11	19	21	FATBOY SLIM/Praise You
21	23	21	21	PLACEBO/Pure Morning
25	22	24	20	KORN/Got The Life
18	20	16	19	KID ROCK/Am The Bulgod
11	17	16	17	LIMP BIZKIT/Faith
12	18	18	17	ALANIS MORISSETTE/Thank U
-	-	16	16	CITIZEN KING/Better Days

MARKET #6
WPLT/Detroit
(313) 871-3030
Michaels/Delisi

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
36	39	39	42	SARAH McLACHLAN/Angel
39	40	42	41	GOO GOO DOLLS/Side
39	41	41	41	SIXPENCE.../Kiss Me
38	40	41	41	DAVE MATTHEWS BAND/Crush
38	39	41	41	EAGLE-EYE CHERRY/Save Tonight
41	40	37	40	SHAWN MULLINS/Lullaby
23	24	22	36	BARENAKED LADIES/It's All Been Done
39	40	40	29	EVE 6/Leech
27	25	23	25	EVERYTHING/Hooch
24	26	25	26	FUEL/Shimmer
22	25	25	25	BETTER THAN EZRA/At The Stars
22	26	23	24	SUGAR RAY/Every Morning
24	23	25	24	SHERYL CROW/My Favorite Mistake
24	26	24	24	LENNY KRAVITZ/Fly Away
27	26	27	24	CAKE/Never There
25	24	24	24	THIRD EYE BLIND/Jumper
25	26	25	24	SOUL COUGHING/Circles
18	23	25	23	MATCHBOX 20/Back 2 Good
23	24	24	23	JEWEL/Hands
27	24	23	23	ALANIS MORISSETTE/Thank U
23	23	23	23	U2/Sweetest Thing
25	24	25	22	EVERLAST/What It's Like
19	21	19	20	SEMISONIC/Secret Smile
21	20	20	19	R.E.M./Lotus
21	20	17	18	NEW RADICALS/You Get What You...
20	19	16	15	SHERYL CROW/There Goes...
15	16	16	15	FLYS/Got You (Where...)
10	12	14	14	EVE 6/Leech
13	15	17	14	MARVELOUS 3/Freak Of The Week
14	11	13	11	AUDRA & ALAYNA/Tell Me

MARKET #6
the edge @ 105.1
WXDG/Detroit
(248) 414-5600
Doyle/Spike

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
32	28	36	38	EVERLAST/What It's Like
23	29	35	37	CAKE/Never There
33	32	34	37	GOO GOO DOLLS/Side
21	25	25	34	SUGAR RAY/Every Morning
22	25	27	34	FLYS/Got You (Where...)
30	30	26	32	DAVE MATTHEWS BAND/Crush
36	26	27	30	FUEL/Shimmer
25	20	27	29	DOVETAIL JOINT/Level On The Inside
26	18	28	29	KORN/Got The Life
13	10	22	28	TRAGICALLY HIP/Fireworks
22	17	27	27	DRGY/Blue Monday
-	-	27	27	OFFSPRING/Why Don't You Get...
34	31	23	25	EVERCLEAR/Father Of Mine
32	27	28	25	EVE 6/Leech
15	20	16	23	EVE 6/Leech
-	-	23	23	CREEED/What's This Life For
-	-	15	23	CARDIGANS/My Favourite Game
22	24	24	23	ALANIS MORISSETTE/Joining You
-	8	15	22	MARILYN MANSON/Don't Like...
19	15	16	21	ROB ZOMBIE/Dracula
-	13	17	20	HOLE/Malibu
10	16	21	20	LIMP BIZKIT/Faith
19	19	20	17	KID ROCK/Am The Bulgod
-	-	11	15	COLLECTIVE SOUL/Heavy
33	30	37	15	LENNY KRAVITZ/Fly Away
25	17	24	15	TOUCH AND GO/Would You...?
-	-	9	14	VAST/Touch'd
-	-	9	14	TIN STAR/Head
13	7	12	14	MONSTER MAGNET/Powertrip

MARKET #7
94.5 THE EDGE
KDGE/Dallas
(972) 770-7777
Doherty/Smith

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
59	45	59	61	HOLE/Celebrity Skin
59	45	61	60	CAKE/Never There
37	60	59	59	EVERLAST/What It's Like
43	58	60	59	LENNY KRAVITZ/Fly Away
19	38	37	37	CREEED/One
36	36	34	37	PLACEBO/Pure Morning
29	37	37	34	SUGAR RAY/Every Morning
-	17	39	34	COLLECTIVE SOUL/Heavy
-	8	28	34	MARVELOUS 3/Freak Of The Week
23	25	25	33	GOO GOO DOLLS/Side
23	20	29	29	HOLE/Malibu
60	37	38	29	KORN/Got The Life
38	37			

ALTERNATIVE PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ALTERNATIVE REPORTERS ON R&R ONLINE

MARKET #21
the X
 WDXR/Pittsburgh
 (412) 937-1441
 Moschitta/Diana

PLAYS **ARTIST/TITLE**

38	37	37	39	OFFSPRING/Pretty Fly (For)
36	39	36	38	EVERLAST/What It's Like
34	38	36	38	FLYS/Got You (Where)
22	36	37	36	SUGAR RAY/Every Morning
37	36	37	36	CAKE/Never There
33	34	34	33	HOLE/Celebrity Skin
-	-	-	-	EVERCLEAR/One Hit Wonder
24	27	27	26	ORGY/Blue Monday
-	24	26	26	GOO GOO DOLLS/Dizzy
37	38	35	25	FUEL/Bittersweet
22	25	25	25	ALANIS MORISSETTE/Joining You
10	25	26	25	CARDIGANS/My Favourite Game
10	24	23	25	CLASS OF '99/Another Brck In
-	1	26	25	COLLECTIVE SOUL/Heavy
23	37	36	25	GARBAGE/Special
14	24	25	21	PUSHMOXNY/Handside
18	24	26	21	CREED/One
19	23	22	20	EVE 6/Leech
-	15	17	18	DOVETAIL JOINT/Level On The Inside
10	18	17	18	KORN/Got The Life
12	20	18	17	HOLE/Maibu
14	17	17	17	ROB ZOMBIE/Dracula
13	18	18	16	KHALEE/No Mercy
17	12	16	16	KID ROCK/Am The Bulldog
-	-	-	-	MARVELOUS 3/Freak Of The Week
-	-	-	-	TIN STAR/Head
-	1	10	14	LIVING END/Prisoner Of Society
-	13	14	14	MARILYN MANSON/Don't Like
-	1	12	13	STABBING WESTWARD/Haunting Me
11	17	13	13	DAVE MATTHEWS BAND/Crush

MARKET #23
KTCL
 KTCL/Denver
 (303) 623-9330
 O'Connor

PLAYS **ARTIST/TITLE**

45	46	46	46	EVERLAST/What It's Like
45	41	43	45	BEASTIE BOYS/Body Movin'
32	45	43	43	SUGAR RAY/Every Morning
29	44	45	41	STABBING WESTWARD/Save Yourself
47	43	49	41	GARBAGE/I Think I'm Paranoid
24	29	48	41	OFFSPRING/Pretty Fly (For)
30	32	32	37	ALANIS MORISSETTE/Joining You
-	25	33	37	MARVELOUS 3/Freak Of The Week
31	29	33	35	MARCY PLAYGROUND/Sant Joe On
29	34	32	35	NEW RADICALS/You Get What You
-	23	32	35	EVE 6/Leech
32	32	31	34	SOUL COUGHING/Circles
31	35	32	34	PLACEBO/Pure Morning
30	34	31	34	ORGY/Blue Monday
-	30	32	33	FUEL/Shimmer
47	31	33	33	FLYS/Got You (Where)
30	26	27	32	CHEERY POPPIN' /Brown Derby Jump
43	46	44	31	CAKE/Never There
45	29	32	30	CRYSTAL METHOD/Comm' Back
28	21	30	30	FAILURE/Enjoy The Silence
-	-	31	30	FATBOY SLIM/Prase You
20	30	27	30	FUEL/Bittersweet
-	-	32	30	CITIZEN KING/Better Days
-	26	27	28	CREED/My Own Prison
32	30	32	28	LENNY KRAVITZ/Fly Away
-	32	30	28	HOLE/Maibu
27	23	27	27	VAST/Touchd
31	28	32	25	EVERCLEAR/One Hit Wonder
-	17	22	24	CREED/One
-	-	-	22	OFFSPRING/Why Don't You Get

MARKET #23
96.1
 KKPK/Denver
 (303) 832-5665
 Strong

PLAYS **ARTIST/TITLE**

61	51	55	54	EVERLAST/What It's Like
37	49	45	52	LENNY KRAVITZ/Fly Away
41	41	45	49	GARBAGE/I Think I'm Paranoid
57	28	24	43	CAKE/Never There
41	30	46	40	HOLE/Celebrity Skin
43	36	38	39	FLYS/Got You (Where)
38	38	38	36	PLACEBO/Pure Morning
5	41	35	35	SUGAR RAY/Every Morning
11	25	30	32	ORGY/Blue Monday
49	46	47	31	BEASTIE BOYS/Body Movin'
42	28	30	30	OFFSPRING/Pretty Fly (For)
-	32	32	30	EVE 6/Leech
-	28	26	29	MARVELOUS 3/Freak Of The Week
44	28	27	28	GOO GOO DOLLS/Slide
44	39	39	28	SOUL COUGHING/Circles
-	-	10	27	CREED/One
28	26	28	26	FUEL/Bittersweet
30	29	29	26	EVERCLEAR/One Hit Wonder
44	21	26	24	MARILYN MANSON/The Dope Show
36	27	23	24	ALANIS MORISSETTE/Joining You
-	-	1	23	VAST/Touchd
24	30	28	23	HOLE/Maibu
16	24	19	21	MARILYN MANSON/Don't Like
40	36	32	21	BARENAKED LADIES/It's All Been Done
-	18	21	21	FUEL/Shimmer
21	18	19	19	KORN/Got The Life
21	18	20	19	STABBING WESTWARD/Save Yourself
24	19	19	19	ROB ZOMBIE/Dracula
30	36	37	37	CRIFD/What's This Life For
22	18	15	17	GARBAGE/Special

MARKET #24
107.9
 WENZ/Cleveland
 (216) 861-0100
 Binder/1 Son

PLAYS **ARTIST/TITLE**

36	41	42	38	GOO GOO DOLLS/Slide
37	39	42	37	U2/Sweetest Thing
37	40	42	36	BARENAKED LADIES/It's All Been Done
21	20	22	33	SUGAR RAY/Every Morning
38	42	43	33	EVERLAST/What It's Like
38	44	43	33	CAKE/Never There
39	44	42	33	FLYS/Got You (Where)
15	20	39	30	KORN/Got The Life
-	-	16	21	COLLECTIVE SOUL/Heavy
-	-	18	18	SEMISONIC/Secret Smile
9	12	18	18	OFFSPRING/Why Don't You Get
-	-	-	18	EVE 6/Leech
-	-	-	18	STABBING WESTWARD/Haunting Me
19	20	18	17	DAVE MATTHEWS BAND/Crush
22	20	21	17	KHALEE/No Mercy
21	23	21	17	BETTER THAN EZRA/At The Stars
-	-	9	17	EVERCLEAR/One Hit Wonder
9	13	14	17	HOLE/Maibu
1	22	21	16	TOMMY HENRIKSEN/See The Sun
19	21	20	16	CLASS OF '99/Another Brck In
18	20	18	16	GARBAGE/Special
21	20	16	16	ORGY/Blue Monday
10	21	22	16	PLACEBO/Pure Morning
19	20	21	16	NEW RADICALS/You Get What You
11	12	19	15	METALLICA/Torn The Page
19	22	18	15	ALANIS MORISSETTE/Joining You
8	14	11	13	CREED/One
-	-	-	13	MARILYN MANSON/Don't Like
2	12	15	11	LIMP BIZKIT/Fath
10	14	12	10	ROB ZOMBIE/Dracula

#1 & #2
NEW & ACTIVE
GODSMACK
 &
DIG
COMING SOON
oleander
 Republic RADIOUNIVERSE

MARKET #26
97X
 WDXY/Cincinnati
 (513) 523-4114
 Valmasser/Couch

PLAYS **ARTIST/TITLE**

13	9	23	30	BECK/Cold Brains
21	23	23	30	BELLE & SEBASTIAN/The Boy With
20	23	22	30	MERCURY REV/Goddes On A Highway
6	13	21	29	TOUGH AND GO/Would You ?
12	21	20	28	BARE JR./You Blew Me Off
-	11	11	28	GOLDEN SMOG/If I Only Had A Car
11	12	18	20	SON VOL/Drying The View
-	22	23	28	AFGHAN WHIGS/John The Baptist
20	21	23	28	R.E.M./Lotus
6	11	27	27	SCOTTY/Deutsche LP Record
5	22	23	27	VIC CHENUT/Old Hotel
10	11	11	25	LUCINDA WILLIAMS/Car Wheels On A
-	-	-	24	PAUL WESTERBERG/Lookin' Out Forever
-	12	11	17	ELLIDIT SMITH/Baby Britain
12	12	12	17	TORI AMOS/Raspberry Swirl
5	21	23	16	CAKE/Sheep Go To Heaven
12	11	14	16	SUNNY DAY REAL.../Pillars
13	13	12	16	TOMMY HENRIKSEN/See The Sun
11	12	11	16	HOLE/Maibu
7	9	16	16	DIG/Le In Sound
9	12	15	15	HIS NAME IS ALIVE/The Waitress
9	12	11	15	JON SPENCER BLUES.../Talk About The Blues
-	-	-	12	SMILE/Too Many Reasons
21	10	11	15	SOUL COUGHING/Rolling
10	11	11	15	FEAR OF POP/Fear Of Pop
21	10	11	15	ROBYN HITCHCOCK/1974
2	-	-	12	GOO GOO DOLLS/Dizzy
-	-	-	12	TIN STAR/Head
10	12	12	15	SEAL/Human Beings
12	12	10	15	RUSTED ROD/Magenta Radio

MARKET #28
KWDD
 KWDD/Sacramento
 (916) 448-5000
 Bunce

PLAYS **ARTIST/TITLE**

52	51	51	53	EVERLAST/What It's Like
31	50	50	53	SUGAR RAY/Every Morning
50	50	52	51	OFFSPRING/Pretty Fly (For)
52	50	52	51	FELSA/Stop This Town
52	52	51	51	CARDIGANS/My Favourite Game
-	24	31	50	FATBOY SLIM/Prase You
32	32	34	45	NEW RADICALS/You Get What You
-	-	26	35	COLLECTIVE SOUL/Heavy
21	34	33	33	HOLE/Maibu
-	32	33	33	EVERCLEAR/One Hit Wonder
22	25	33	33	ORGY/Blue Monday
-	-	35	32	CAKE/Sheep Go To Heaven
30	27	23	28	BEASTIE BOYS/Body Movin'
20	21	21	22	EVE 6/Leech
-	22	21	22	TIN STAR/Head
14	15	16	22	MARVELOUS 3/Freak Of The Week
13	32	30	29	VAST/Touchd
51	33	28	28	CAKE/Never There
21	17	22	18	REMY ZERO/Prophecy
9	12	12	18	CREED/One
-	-	5	18	DOVETAIL JOINT/Level On The Inside
31	17	19	17	GARBAGE/Special
-	-	17	16	EVERLAST/Ends
20	17	15	15	BETTER THAN EZRA/At The Stars
-	-	28	15	SEMISONIC/Secret Smile
7	12	16	13	MY FRIEND STEVE/All In All
-	-	7	12	BARE JR./You Blew Me Off
-	-	-	12	OFFSPRING/Why Don't You Get...
7	10	10	10	LIMP BIZKIT/Fath
-	-	-	10	STABBING WESTWARD/Haunting Me

MARKET #29
103.9
 KCXX/Riverside
 (909) 384-1039
 Arnold/DeSanis/Axe

PLAYS **ARTIST/TITLE**

32	32	30	26	EVERLAST/What It's Like
-	-	15	24	MARVELOUS 3/Freak Of The Week
36	32	28	24	LENNY KRAVITZ/Fly Away
25	19	34	24	CREED/One
17	29	32	23	SUGAR RAY/Every Morning
34	29	25	22	FUEL/Bittersweet
23	28	34	22	EVE 6/Leech
-	-	11	21	CAKE/Never There
32	13	18	21	BETTER THAN EZRA/At The Stars
34	31	28	21	ZEBRAHEAD/Get Back
36	6	28	20	PEARL JAM/Elderly Woman
34	21	15	19	FLYS/Got You (Where...)
20	21	18	19	COWBOY MOUTH/Whatcha Gonna Do?
-	17	20	18	VAST/Touchd
17	19	27	18	FINGER ELEVEN/Quicksand
5	24	16	17	FREAKADADDY/One Time Soup
14	16	16	16	SKELETONS/Everytime You Go
-	1	14	15	DOVETAIL JOINT/Level On The Inside
-	16	13	15	BAD RELIGION/The Biggest...
42	32	34	15	OFFSPRING/Pretty Fly (For...)
-	-	3	12	OFFSPRING/Why Don't You Get...
-	8	11	9	ECONOLINE CRUSH/Surefire (Never...)
-	1	12	9	BLONDIE/Maria
-	-	3	7	LIMP BIZKIT/Fath
-	-	1	6	STABBING WESTWARD/Haunting Me
-	-	-	1	COLLECTIVE SOUL/Heavy

MARKET #32
95.5
 WBRU/Providence
 (401) 272-9550
 Schiavelli/Restler

PLAYS **ARTIST/TITLE**

31	40	34	34	CREED/One
19	36	34	34	OFFSPRING/Pretty Fly (For)
33	37	32	33	FLYS/Got You (Where)
33	36	34	33	GOO GOO DOLLS/Slide
34	38	33	33	SUGAR RAY/Every Morning
34	36	32	32	LENNY KRAVITZ/Fly Away
34	36	32	32	EVERLAST/What It's Like
32	38	33	31	DAVE MATTHEWS BAND/Crush
18	21	21	29	SUGAR RAY/Every Morning
20	21	22	24	GARBAGE/Special
18	21	21	23	PLACEBO/Pure Morning
19	20	19	21	NEW RADICALS/You Get What You...
22	21	21	21	CAKE/Never There
-	1	16	21	EVERCLEAR/One Hit Wonder
13	14	13	20	TOMMY HENRIKSEN/See The Sun
-	22	20	20	MARILYN MANSON/Don't Like
18	18	17	20	BETTER THAN EZRA/At The Stars
-	25	21	19	HOLE/Maibu
20	20	21	19	BARENAKED LADIES/It's All Been Done
-	16	17	17	CARDIGANS/My Favourite Game
-	9	19	16	COLLECTIVE SOUL/Run
-	-	12	16	COLLECTIVE SOUL/Heavy
-	-	10	15	BLONDIE/Maria
11	13	10	15	REMY ZERO/Prophecy
-	-	14	13	REMY ZERO/Prophecy
19	22	20	14	MY FRIEND STEVE/The Schooling
11	16	13	13	CLASS OF '99/Another Brck In...
12	20	19	13	AGENTS/Gratias
-	1	14	13	FATBOY SLIM/Prase You
10	15	12	12	CRACKER/The World Is Mine

MARKET #33
101!
 WWCD/Columbus, OH
 (614) 221-9923
 Davis/DeVoss

PLAYS **ARTIST/TITLE**

19	27	22	30	HOLE/Maibu
24	23	27	26	CAKE/Never There
29	26	24	26	EVERLAST/What It's Like
-	22	20	25	FRANK BLACK/Gotta Move
29	28	29	23	SOUL COUGHING/Circles
13	16	18	23	BEASTIE BOYS/Body Movin'
-	-	21	21	EVERLAST/What It's Like
-	-	21	21	FABULOUS JOHNSON /Chocolate
-	23	21	21	SUNNY DAY REAL.../Pillars
-	-	21	21	TIN STAR/Head
27	22	22	20	CANDYSKINS/Feed It
19	23	23	20	KHALEE/No Mercy
14	18	20	2	

NEW MUSIC SPECIALTY SHOWS

R&R's Exclusive Look At The Cutting Edge Of Alternative

Sleater 'Gets Up' The Chart

By Rich Michalowski
Asst. Alternative Editor

The Pacific Northwest's Sleater-Kinney is quickly building a nice story at specialty as they prepare to release their fourth album, *The Hot Rock*, on February 23 on Kill Rock Stars. Supa dupa track "Get Up" vaults the band to No. 1 this week with play at KXRK/Salt Lake City, WKQX/Chicago, and XTRA/San Diego among others. Watch as the buzz spreads. And fiercely gravitating up into the Top 5 again is Skint/Sup Pop/Columbia's wonder duo Lo Fidelity Allstars and Pigeonhed who continue banging out sick single, "Battle

Flag," at loyal stations across the country. Meanwhile, Matador/Capitol's newlywed Liz Phair hits the chart with a personal fave, "Johnny Feelgood," and play at KJEE/Santa Barbara, WBCN/Boston, and WENZ/Cleveland. Finally, Interscope's new artist, Eminem, is generating support at specialty with excited hosts such as KITS/San Francisco's Aaron Axelsen: "I have never seen such immediate response from a band before! I played it once on *Soundcheck* and the phones went crazy. I also played it on my other show *Subsonic*. In fact, I played it three times that night!" Need the record? Give Interscope's specialty promo rep Lenny Lasalandra a call at (310) 443-4524. **Record To Watch: Eminem.**



GETTING WHAT HE GIVES — MCA recording artist Gregg Alexander of the New Radicals (and his hat) joins WLIR/Long Island MD Andre Ferro (l) and PD Gary Cee for a lesson in the latest Gen X fashion.



TOP 20 ARTISTS

Ranked by total number of shows reporting artist.

- 1 **SLEATER-KINNEY** (*Kill Rock Stars*) Airplay Includes: KFMA, KHLR, KJEE
- 2 **LO FIDELITY ALLSTARS...** (*Skint/Sub Pop/Columbia*) Airplay Includes: KCXX, KNKQ, KPNT
- 3 **LIZ PHAIR** (*Matador/Capitol*) Airplay Includes: WBCN, WBRU, WEQX
- 4 **TWELVE CAESARS** (*Minty Fresh*) Airplay Includes: KFTE, KXRK, KZNY
- 5 **PJ HARVEY** (*Island*) Airplay Includes: KPNT, WSFM, WXDG
- 6 **LIT** (*RCA*) Airplay Includes: KXTE, WEJE, XTRA
- 7 **SEBADOH** (*Sub Pop/Sire*) Airplay Includes: KLZR, WLIR, WXDG
- 8 **BARE JR.** (*Immortal/Epic*) Airplay Includes: KCXX, KTEG, WPLY
- 9 **FUN LOVIN' CRIMINALS** (*Virgin*) Airplay Includes: WLIR, WSFM, WXDX
- 10 **IMPERIAL TEEN** (*Sire*) Airplay Includes: WEDG, WGMR, WQBK
- 11 **BUILT TO SPILL** (*Warner Bros.*) Airplay Includes: WBTZ, WHTG, WOXY
- 12 **ANI DIFRANCO** (*Righteous Babe*) Airplay Includes: KXRK, WEDG, WOXY
- 13 **NATURAL CALAMITY** (*Ideal*) Airplay Includes: KNDD, KNKQ, WKQX
- 14 **JUDE** (*Maverick/Reprise*) Airplay Includes: WENZ, WEQX, WXSX
- 15 **ELLIOTT SMITH** (*DreamWorks*) Airplay Includes: WEQX, WGMR, WXDX
- 16 **VALLEJO** (*TVT*) Airplay Includes: WBRU, WPGU, WSFM
- 17 **LIVING END** (*Reprise*) Airplay Includes: WEDG, WHTG, WSFM
- 18 **MACHA** (*Jet Set*) Airplay Includes: KHLR, KNKQ, KLZR
- 19 **TIN STAR** (*V2*) Airplay Includes: KCXX, KXTE, WLIR
- 20 **WHALE** (*Virgin*) Airplay Includes: KTEG, WGMR, WXSX

SPECIALTY SHOW REPORTERS

Shows and their Top 5 songs listed alphabetically by market

WEQX/Albany, NY Download Sunday 7-10pm Donna Frank Bare Jr. "You Blew Me Off" Lo Fidelity "Battle Flag" Liz Phair "Johnny Feelgood" Fun Lovin' Criminals "Korean Bodega" Addict "Nobody Knows"	WENZ/Cleveland, OH The End Zone Sunday midnight-1am #1 Son Elliott Smith "Baby Britain" Rob Zombie "Living Dead Girl" My Friend Steve "Charmed" Fastball "Out Of My Head" Neve "It's Over Now"	KZNY/Minneapolis, MN Freedom Rock Sunday 8-9:30pm Brian Gale Vc Chesnut "Until The Led" Jason Falkner "Author Unknown" Lo Fidelity "Battle Flag" Fatboy Slim "Prase You" Sebadoh "Flame"	KITS/San Francisco, CA Sound Check Friday midnight-1am Aaron Axelsen Eminem "My Name Is" Smash Mouth "Stoned" Lars Inc. "Down In A Hole" Sebadoh "Flame" Built To Spill "Center Of..."
WQBK/Albany, NY Over The Edge Monday midnight-2am Kelli McHamara Jason Falkner "Author Unknown" Muzzle "Been Hurt" PJ Harvey "Angeline" DeeJay Punk-Roc "Busted Speaker" Jude "Rick James"	WWCD/Columbus, OH Invisible Hits Hour Sunday 9pm-midnight Jeff Raspe Built To Spill "Center Of The..." Joy Drop "Beautiful" Fear Factory "Descent" Ory "Blue Monday" Mark Geary "Sombbrero"	WHTG/Monmouth-Ocean, NJ Goin' Underground Sunday 9pm-midnight Dan Fein Ani D'Franco "Angel Food" Dub Pistols "Cyclone" Crash Test Dummies "Keep A Lid On Things" Soul Goo Dols "Dizzy" Susan Tedeschi "Rock Me Right"	KJEE/Santa Barbara, CA Dissonant Tendis Sunday 10:20pm-midnight John Schroeter Love And Rockets "R.I.P. 20 C" Built To Spill "Center Of The..." Sebadoh "Flame" Whale "Crying At The..." Atans "My So Called Life"
KTEG/Albuquerque, NM Over The Edge Sunday 7-8:30pm Julie Forman Lit "My Own Worst Enemy" Baxter "Television" Whale "Four Big Speakers" Natural Calamity "As You Know" Built To Spill "The Plan"	WXEG/Dayton, OH The Edge Spin Cycle Sunday 9-10:30pm Allen Rantz Shawn Mullins "Shimmer" Tin Star "Head" Cake "Sheep Go To..." Goo Goo Dolls "Dizzy" Sugar Ray "Abracadabra"	WPLY/Philadelphia, PA Y Not? Sunday 9-10:30pm Dan Fein Ani D'Franco "Angel Food" Dub Pistols "Cyclone" Crash Test Dummies "Keep A Lid On Things" Soul Goo Dols "Dizzy" Susan Tedeschi "Rock Me Right"	KNDD/Seattle, WA Loudspeaker Sunday 10-11pm Bill Reid Valerio "Snake In The Grass" Dropkick Murphys "Going Strong" Sleater-Kinney "Get Up" Natural Calamity "As You Know" Hve "Questionable"
WBCN/Boston, MA Nocturnal Emissions Sunday 8-10pm Oedipus/Alberto Jimmy Eat World "Lucky Denver Mint" Kruder & Dorfmeister "Ron Sae's Heroes" Muzzle "Been Hurt" Elliott Smith "Baby Britain" Lit "My Own Worst Enemy"	WXDG/Detroit, MI Cutting Edge Sunday 9-10pm Bill Walters Atomic Numbers "In Your Power" Bare Jr. "You Blew Me Off" 20 Dead Flowers "Come 99" Fatboy Slim "Prase You" Howling Dablos "Junkyard Jesus"	WPKX/Pittsburgh, PA Edge Of The X Sunday 9-11pm Lenny Diana Marvynous 3 "Bottle Rockets" Dovesalt Joint "Beautiful" Cowboy Mouth "Only One Of Us" Cake "Sheep Go To..." Ory "Stitches"	WGMR/State College, PA Now Hear This Sunday 10pm-midnight Reggie Lutz Unwitted "Too High For The..." Belle & Sebastian "Seymour Stein" Sleater-Kinney "Get Up" Twelve Caesars "I'm Gonna Kick" Cracker "The World Is Mine"
WFNX/Boston, MA First Contact Sunday 8-9:30pm Charlie Phonosygraphosk "Polar Bear" Macha "The Buddha Nature" Headin'az "How It Is" His Name Is Alive "Wish I Had A..." Twelve Caesars "I'm Gonna Kick"	KNKQ/Eugene, OR The "Q" Afterdark Monday midnight-2am Cia Liz Phair "Johnny Feelgood" Valley Four "Don't Walk Away" Valerio "Snake In The Grass" Sebadoh "Flame" PJ Harvey "Angeline"	KNRK/Portland, OR Something Cool Sunday midnight-1am Jaime Cooley Boo Radleys "Free Huey" Imperial Teen "You Hoo" Kent "747" Macha "Double Life" Whale "Crying At The..."	WXSX/Tallahassee, FL Underground Lounge Sunday 8-10pm Rob The Lounge Lizard Jude "Tim Sorry" Fatboy Slim "Prase You" Imperial Teen "Level On The Inside" Candlebox "Happy Pills" Outcry "Brick"
KHLR/Bryan, TX Exposure Sunday 8-9pm Brad Ley Captain Audio "Driving Riding" Sleater-Kinney "Get Up" Macha "Double Life" Built To Spill "The Plan" Go Metric USA "I Met Robyn"	WJBF/Fl. Myers, FL 99 Xtreme Sunday 8-10pm Lancer Anthrax "Bring The Noise" Coal Chamber "Loco" Deftones "Mascara" Fear Factory "Descent" Finger Eleven "Above"	WCYY/Portland, ME Spinout Thursday 7-9pm Shawn Jeffrey Refused "Worms Of The..." Sleater-Kinney "Get Up" PJ Harvey "Angeline" Muzzle "Been Hurt" Smile "Too Many Reasons"	WXSX/Tallahassee, FL Underground Lounge Sunday 8-10pm Rob The Lounge Lizard Jude "Tim Sorry" Fatboy Slim "Prase You" Imperial Teen "Level On The Inside" Candlebox "Happy Pills" Outcry "Brick"
WEDG/Bufalo, NY Over And Beyond Sunday 9-10:30pm Brad Maybe Lit "My Own Worst Enemy" Imperial Teen "You Hoo" Merrymakers "Troubled Times" Sleater-Kinney "Get Up" Morster Magnet "Kick Out The Jams"	WEJE/Fl. Wayne, IN New Music Show Sunday 7:30-8:30pm Weasel Living End "Prisoner Of Society" Elliott Smith "Baby Britain" Sebadoh "Flame" Vast "Touched" Lit "My Own Worst Enemy"	WBRU/Providence, RI Breaking And Entering Wednesday midnight-2am Seth Reister Babe The Blue Ox "I'm Not Listening" Julie Plug "Star Maker" Cruzen King "Better Days" Bare Jr. "You Blew Me Off" Tin Star "Head"	KLZR/Topeka, KS Future Mass Hysteria Monday 10:30pm-midnight Bob Osburn Sebadoh "Flame" Don Caballero "First His" Imperial Teen "You Hoo" Scott 4 "Start Up" Macha "Cat Wants To Be Dog"
WBTZ/Burlington, VT Spinning Unrest Sunday 8-9:30pm Steve Picard Crumbbox "Your Music's..." Built To Spill "Center Of The..." Sebadoh "Flame" Belle & Sebastian "This Is Just" Cornelius "Free Fall"	WJBF/Fl. Myers, FL 99 Xtreme Sunday 8-10pm Lancer Anthrax "Bring The Noise" Coal Chamber "Loco" Deftones "Mascara" Fear Factory "Descent" Finger Eleven "Above"	WCYY/Portland, ME Spinout Thursday 7-9pm Shawn Jeffrey Refused "Worms Of The..." Sleater-Kinney "Get Up" PJ Harvey "Angeline" Muzzle "Been Hurt" Smile "Too Many Reasons"	WXSX/Tallahassee, FL Underground Lounge Sunday 8-10pm Rob The Lounge Lizard Jude "Tim Sorry" Fatboy Slim "Prase You" Imperial Teen "Level On The Inside" Candlebox "Happy Pills" Outcry "Brick"
WPGU/Champaign, IL Stork Radio Monday 11pm-midnight Pleasure Boy Garbage "When I Grow Up" PJ Harvey "Angeline" Korn "Freak On A Leash" Ani D'Franco "Angry Anymore" Liz Phair "Johnny Feelgood"	WJBF/Fl. Myers, FL 99 Xtreme Sunday 8-10pm Lancer Anthrax "Bring The Noise" Coal Chamber "Loco" Deftones "Mascara" Fear Factory "Descent" Finger Eleven "Above"	WCYY/Portland, ME Spinout Thursday 7-9pm Shawn Jeffrey Refused "Worms Of The..." Sleater-Kinney "Get Up" PJ Harvey "Angeline" Muzzle "Been Hurt" Smile "Too Many Reasons"	WXSX/Tallahassee, FL Underground Lounge Sunday 8-10pm Rob The Lounge Lizard Jude "Tim Sorry" Fatboy Slim "Prase You" Imperial Teen "Level On The Inside" Candlebox "Happy Pills" Outcry "Brick"
WKQX/Chicago, IL First Contact Sunday 9-10pm James Vanosdol Tom Racer "Kilometer" Sleater-Kinney "Get Up" Ani D'Franco "Jukebox" Aden "I Knew You Would Go" Soothsayer "Modern Issues"	WJBF/Fl. Myers, FL 99 Xtreme Sunday 8-10pm Lancer Anthrax "Bring The Noise" Coal Chamber "Loco" Deftones "Mascara" Fear Factory "Descent" Finger Eleven "Above"	WCYY/Portland, ME Spinout Thursday 7-9pm Shawn Jeffrey Refused "Worms Of The..." Sleater-Kinney "Get Up" PJ Harvey "Angeline" Muzzle "Been Hurt" Smile "Too Many Reasons"	WXSX/Tallahassee, FL Underground Lounge Sunday 8-10pm Rob The Lounge Lizard Jude "Tim Sorry" Fatboy Slim "Prase You" Imperial Teen "Level On The Inside" Candlebox "Happy Pills" Outcry "Brick"
WOXY/Cincinnati, OH 11 O'Clock News Tuesday 11pm-midnight The Unknown Comedian Hate Dept "Release It" Bell Book And "Rescue Me" Suicidal Tendencies "Refuse" Jason Falkner "Author Unknown" Ruth Ruth "Chemical Peel"	WJBF/Fl. Myers, FL 99 Xtreme Sunday 8-10pm Lancer Anthrax "Bring The Noise" Coal Chamber "Loco" Deftones "Mascara" Fear Factory "Descent" Finger Eleven "Above"	WCYY/Portland, ME Spinout Thursday 7-9pm Shawn Jeffrey Refused "Worms Of The..." Sleater-Kinney "Get Up" PJ Harvey "Angeline" Muzzle "Been Hurt" Smile "Too Many Reasons"	WXSX/Tallahassee, FL Underground Lounge Sunday 8-10pm Rob The Lounge Lizard Jude "Tim Sorry" Fatboy Slim "Prase You" Imperial Teen "Level On The Inside" Candlebox "Happy Pills" Outcry "Brick"
WLIR/Long Island, NY Left Of Center Sunday 9-10:30pm Jerry Rubino Blonde "Under The Gun" Olivia Tremor "Hideaway" Kowalczyk & Cherry "Walk Into The Room" Move 3 "Gave What You" XTC "I'd Like That"	WJBF/Fl. Myers, FL 99 Xtreme Sunday 8-10pm Lancer Anthrax "Bring The Noise" Coal Chamber "Loco" Deftones "Mascara" Fear Factory "Descent" Finger Eleven "Above"	WCYY/Portland, ME Spinout Thursday 7-9pm Shawn Jeffrey Refused "Worms Of The..." Sleater-Kinney "Get Up" PJ Harvey "Angeline" Muzzle "Been Hurt" Smile "Too Many Reasons"	WXSX/Tallahassee, FL Underground Lounge Sunday 8-10pm Rob The Lounge Lizard Jude "Tim Sorry" Fatboy Slim "Prase You" Imperial Teen "Level On The Inside" Candlebox "Happy Pills" Outcry "Brick"
KROQ/Los Angeles, CA Rodney On The Roo Sunday midnight-3am Rodney Bingenheimer 3 Colours Red "Beautiful Day" Gay Dad "To Earth With Love" Shooiey "Mud Slab Sex Woman" Red Kross "Teen Competition" Blonde "Mana"	WJBF/Fl. Myers, FL 99 Xtreme Sunday 8-10pm Lancer Anthrax "Bring The Noise" Coal Chamber "Loco" Deftones "Mascara" Fear Factory "Descent" Finger Eleven "Above"	WCYY/Portland, ME Spinout Thursday 7-9pm Shawn Jeffrey Refused "Worms Of The..." Sleater-Kinney "Get Up" PJ Harvey "Angeline" Muzzle "Been Hurt" Smile "Too Many Reasons"	WXSX/Tallahassee, FL Underground Lounge Sunday 8-10pm Rob The Lounge Lizard Jude "Tim Sorry" Fatboy Slim "Prase You" Imperial Teen "Level On The Inside" Candlebox "Happy Pills" Outcry "Brick"
XTRA/San Diego, CA Floorboard Tuesday midnight-1am Action DJ Hilary Dipper "Nightlife" Sleater-Kinney "Get Up" Lit "My Own Worst Enemy" Dig "Live In Sound" Ani D'Franco "Angry Anymore"	WJBF/Fl. Myers, FL 99 Xtreme Sunday 8-10pm Lancer Anthrax "Bring The Noise" Coal Chamber "Loco" Deftones "Mascara" Fear Factory "Descent" Finger Eleven "Above"	WCYY/Portland, ME Spinout Thursday 7-9pm Shawn Jeffrey Refused "Worms Of The..." Sleater-Kinney "Get Up" PJ Harvey "Angeline" Muzzle "Been Hurt" Smile "Too Many Reasons"	WXSX/Tallahassee, FL Underground Lounge Sunday 8-10pm Rob The Lounge Lizard Jude "Tim Sorry" Fatboy Slim "Prase You" Imperial Teen "Level On The Inside" Candlebox "Happy Pills" Outcry "Brick"

42 Total Reporters

KORN

If these stations can play two KORN songs, why can't you?

KROQ WXRK WBCN KNDD KEDJ WXDG
 MOST ADDED AT ALTERNATIVE RADIO!

"Freak On A Leash"



Elliott Smith

"BABY BRITAIN"

KNDD WFNX
WXPB WRLT
WLIR KJEE
WFUV KRSH
WCLZ KOTR
WBTZ KBAC
WNCS WMVY
and more!

Over 100,000 albums scanned!!

"One of the many joys of working in "alternative" rock radio is we can expand musical boundaries. Sometimes the audience responds negatively... other times we hit the bullseye. After all, we're supposed to be about taking risk. The END took a risk and played Elliott's first single. The payoff was seen as a win for us. He played in front of 12,000 slackjawed ROCK fans. They were taken aback by his emotion, songwriting and all around aura. Thank you, Elliott, for great songs."

Phil Manning & Kim Monroe - KNDD- The END

Rolling Stone - One of the "Albums That Mattered in 1998"

Spin - #2 Album of the year, 7th "biggest thing" in 1998

LA Times - Bob Hilburn - Top 10 of 1998

New York Times - Stephen Holden - Best of 1998

New York Times - Jon Pareles #9 album of the year

New York Magazine - #1 Album of 1998

Rocket - #1 album of 98

Magnet - Best of 1998



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Proper Prizes For Loyal Listeners

□ How to remain low-profile yet reward your core audience

by Jim Kerr
Adult Alternative Editor

In a recent interview with SBR's Scott Strong (R&R 11/20/98), Strong stated that the format could and should be much more active in marketing itself on the air. He specifically pointed to on-air giveaways as an area where the format has been perhaps a little too low-key in the past. This made me wonder just how low-key the format really was in terms of promotions. To find out, I canvassed the panel to see exactly what the format's stations were giving away on the air.

There was a fairly broad range of stuff, from the always popular CDs to frequent flyer miles. For the most part, however, Strong's position is basically accurate: This is a format that doesn't dole out the swag.



Joel Folger Jon Peterson

Hypeless Promotions

Perhaps the best example of this "no-hype" approach is WCLZ/Portland, ME. According to MD **Bob Angell**, "Our philosophy has always been to be low-key. In fact, we've been the anti-contest station for a long time. We even have a liner saying, 'No contests, ever.' So we have to disguise the contests to do contests." The contests the station disguises generally run toward CDs, concert tickets and ticket upgrades and the occasional fly-away.

One station you would expect to have a very low-key approach is Philadelphia's noncommercial WXPB, owned by the University of Pennsylvania. This is exactly the case, as the station gears all of its on-air contests solely to station members. "We do give away concert tickets and CDs," says PD **Bruce Warren**, "but we have a unique way of handling it: Every member of WXPB is automatically a member of our Concert Club, and they are the only ones eligible to win prizes."

WXPB also uses on-air contests as a way to drive membership. "We use fly-aways as incentives to join the radio station," Warren continues. "Pledging during a pre-drive that we have makes you eligible for a fly-away."

One of the biggest criticisms of cash prizes or other big-ticket items is succinctly explained by KINK/Portland PD **Dennis Constantine**. "Cars and cash are not our style. The perception may come across that we're trying to buy our listeners' loy-

alty, and that's not in tune with the KINK profile. To some extent, we give away CDs and concert tickets."

KINK will do large-scale contests, but only for specific prizes. "We found from our research that a big

prize that people probably wouldn't buy for themselves but would like to have is a trip. So, we'll do special fly-aways. Similarly, we'll do movie previews, but we do not give away general tickets to theaters."

Constantine mentioned the insidious nature of doing contests solely at the behest of the sales staff. "The most important thing about giveaways is listener benefit," he states. "For client-driven contests and other things, we give away a grab bag on Fridays called Free Stuff. It's an opportunity for clients to give things away on the air that we normally wouldn't give away."

For most of the Adult Alternative programmers I spoke with, on-air contesting is a way of life. It is usually limited, however, to music-related things such as CDs and concert tickets and, to a lesser extent, lifestyle items like restaurant passes. KOTR/San Luis Obispo, CA is a good example of this approach.

"We give away CDs, tickets to concerts and our own T-shirts," explains MD **Dean Kattari**. "We did a fly-away in the past ratings book, and it went well. We will probably be doing those more often. We discussed giving away cash, but it was decided it would be better to keep the cash and give away trade." Another thing KOTR is doing relates to music: It's giving away guitars during its "blues month."

WRNR/Annapolis-Baltimore PD **Jon Peterson** takes a similar approach. "We give away CDs, tickets and fly-aways. One of the more creative things we've done is give away tickets from a local venue, only not for specific shows. The winner is able to pick from any show during the entire month. This helps build the local live scene, service a client and give away something to the audience that they'll find valuable."

"Some stations make a point of not giving away certain types of prizes," comments WRLT/Nashville PD **Jane Crossman**. "I don't necessarily think giveaways are bad things. If they are fun and interesting to the audience, they are good. We've given away CDs, tickets and movie passes, and we've also given away a car." For the car, the station created a bigger than life "Live in it and win it" contest.

Contesting To Listener Lifestyle

For a significant number of Adult Alternative stations, the only limit to contesting is the listeners' lifestyle. As WXRV/Boston PD **Joanne Doody** relates, "We like to give things away. It creates more fun. People like to win, and they don't care what it is."

"We give away CDs," says Doody, "but we prefer if they are something special. We only do 'Win it before you can buy it' contests if there are at least two artists that we can do it for. We call it a 'double dip.' We love to do movie screenings, but we don't do many of those."

WXRV also goes beyond the standard fly-away to see an artist, creating vacation weekends for its listeners. "We try to do quite a few fly-aways, most of which are music-oriented, but we have given away ski weekends. Around the Barenaked Ladies' 'Old Apartment,' we gave away a month's rent or mortgage, which was fun."

While cash is an anathema to some programmers, to others it is another way to get the audience excited. "We've given away money," ex-

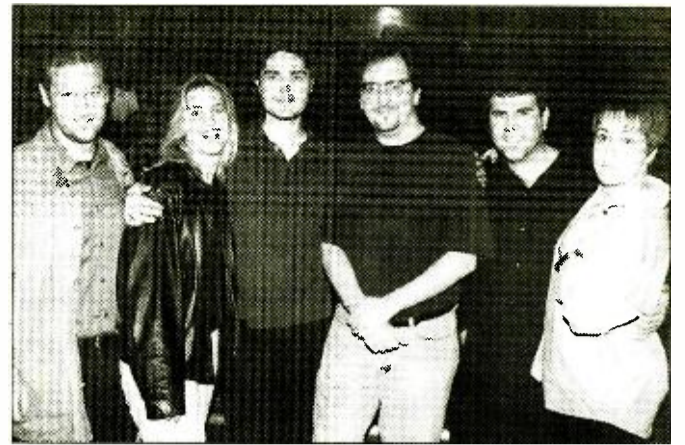
“We like to give things away. It creates more fun. People like to win, and they don't care what it is.”

—Joanne Doody

plains WKOC/Norfolk PD **Holly Williams**. "Money is always good, especially during those peak books. Last spring we gave away \$1,000 and a trip to the Rock and Roll Hall of Fame. We also give away tickets and CDs, and our Coast T-shirts are big here. We do a lot of concert tickets, which are especially great when bands sell out a show."

Beyond cash, WKOC is also open to any giveaways that fit into the lifestyle of the audience. "We've also given away Sony WebTVs," continues Williams. "We gave away movie tickets to register people to win WebTV as a grand prize. One thing we also do a lot of is giveaways to our Coast Card members. We read a number and then give away something." Servicing its core listeners via contests is particularly effective at minimizing the hype and maximizing the specialness surrounding the give-aways.

WHPT (The Point)/Tampa is conducting a similar type of promotion aimed only at the station's at-work listeners. As PD **Chuck Beck** explains, "We are doing a 'Point person' promotion, which is a listen-at-work TSL builder. Monday through Friday we are sending one of our jocks out to stop by businesses, from auto shops to banks to construction sites. If The Point is on where they



A MOJO THANG — Here's yours truly hanging with Mojo/Universal artist Julian Coryell and friends after Coryell's recent phenomenal showcase at L.A.'s Mint. Pictured (l-r) are Mojo Records President Jay Rifkin, Michele Clark Promotions' Meg Macdonald, Coryell, me, Universal Records' Howard Leon and Mojo Records' Christine Wrightsman.

work, they get \$1,000. This is a low-hype format, but it isn't like we have jocks on the air screaming about money, money, money. The \$1,000 thing was a stretch for us to do, but it has been very well-received."

Beck also does contests in the traditional on-air fashion. "We give away CDs and concert tickets, which we put together in packages with movie tickets. We give away lunch during our lunch request show. The rest of the things we do are basically considered as part of sales inventory, such as giving away a diamond, a romantic dinner and a limo for a night around Valentine's Day. Over the holidays, we did give away Furbies."

WXRT/Chicago Promotion Director **Sandy Patyk** describes what she sees as the ideal giveaway scenario: "The optimum situation would be to have a prize that fits the station's image and the audience's lifestyle, where we can also make money." This merging of programming and sales is always difficult to reconcile, but when it happens, the benefits are obvious.

Patyk describes WXRT's approach to contests: "Our audience seems to be a little older and suspicious of phone call-ins, so the primary way we give away stuff is through mail-ins. We'll give away theater tickets, movie passes and things like that. We don't give too many CDs away,

but we give away concert tickets. Sometimes we will do call-ins."

The station also does large-scale contests related to both music and lifestyle. "Fly-aways are mostly music-related, but we also do some vacation-oriented trips. A good example of something we'd do is a promotion around the musical *Rent*. We got together with clients and gave away a furnished apartment in the city for six months. We are very open to creative giveaways as long as it generates revenue through a new or existing client."

KKZN/Dallas PD **Joel Folger** took advantage of the fact that American Airlines is based in Dallas when devising a creative and high-profile contest. "We basically gave away frequent flier miles to frequent listeners," Folger explains. "This past Friday we gave away 200,000 miles. The whole idea is to do things a little differently. With an adult audience, you want to give away something that means something to them. Since travel is big with them, we wanted to give away trips, but in a creative way — thus, the frequent flier contest."

As KINK's Constantine stated, contests must ultimately benefit the listener. As evidenced by the many different approaches described above, the listener benefit can only be defined within the limits of the station's image and individual market.

“The most important thing about giveaways is listener benefit.”

—Dennis Constantine

the new album featuring the single, "Angry Anymore"...

...#2 most added Adult Alternative.

music like mercy
that gives what it is
and has nothing
to prove

righteous babe records
p.o. box 95
effcott station
buffalo, n.y. 14205
phone: (716) 852-8020
fax: (716) 852-2741
e-mail: RBRJamie@aol.com (radio)
RBRSusan@aol.com (retail)

JANUARY 29, 1999

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	NEW RADICALS You Get What You Give (MCA)	668	675	672	660	33/0
12	6	4	2	SHERYL CROW There Goes The Neighborhood (A&M)	586	520	455	320	32/0
2	2	2	3	GOO GOO DOLLS Slide (Warner Bros.)	484	543	588	595	26/0
4	3	3	4	JEWEL Hands (Atlantic)	444	529	544	545	30/0
14	8	7	5	CHRIS ISAAK Flying (Reprise)	428	420	371	298	29/0
3	4	5	6	BARENAKED LADIES It's All Been Done (Reprise)	422	484	524	559	24/0
5	5	6	7	SEAL Human Beings (Warner Bros.)	411	472	514	475	27/1
—	—	15	8	R.E.M. Lotus (Warner Bros.)	373	258	174	75	31/0
15	11	9	9	JONNY LANG Still Rainin' (A&M)	345	341	307	298	24/0
19	15	14	10	BRIAN SETZER ORCHESTRA This Cat's On A Hot... (Interscope)	334	286	271	257	27/1
—	27	16	11	SUGAR RAY Every Morning (Lava/Atlantic)	332	256	188	136	21/2
20	17	11	12	WES CUNNINGHAM So It Goes (Warner Bros.)	330	313	264	242	26/0
8	9	12	13	U2 Sweetest Thing (Island)	311	313	346	413	20/0
7	7	8	14	DAVE MATTHEWS BAND Crush (RCA)	310	354	411	414	19/0
BREAKER			15	COLLECTIVE SOUL Run (Hollywood/Atlantic)	308	194	57	20	26/5
10	10	10	16	B.B. KING Bad Case Of Love (MCA)	302	324	327	341	26/0
16	12	13	17	LUCINDA WILLIAMS Can't Let Go (Mercury)	299	301	304	291	20/0
BREAKER			18	EVERLAST What It's Like (Tommy Boy)	274	230	230	208	13/0
BREAKER			19	JOHN MELLENCAMP I'm Not Running Anymore (Columbia)	271	133	50	21	27/4
—	—	30	20	SHAWN MULLINS Shimmer (SMG/Columbia)	240	169	69	33	23/2
23	26	20	21	MATCHBOX 20 Back 2 Good (Lava/Atlantic)	225	215	193	220	13/0
24	24	21	22	SOUL COUGHING Circles (Slash/WB)	213	205	212	213	15/0
—	—	28	23	SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	209	182	158	130	15/4
—	29	22	24	LISA LOEB All Day (Interscope)	204	202	186	173	19/1
18	13	18	25	PHISH Birds Of A Feather (Elektra/EEG)	199	235	278	277	19/0
28	25	24	26	LYLE LOVETT West Texas Highway (Curb/MCA)	186	196	196	185	19/0
11	21	26	27	SHERYL CROW My Favorite Mistake (A&M)	186	194	240	339	12/0
DEBUT			28	BETTER THAN EZRA At The Stars (Elektra/EEG)	182	156	163	168	13/0
DEBUT			29	SUSAN TEDESCHI You Need To... (Tone Cool/Rounder/Mercury)	181	157	90	48	16/0
17	16	17	30	BECK Tropicalia (DGC/Geffen)	174	236	267	288	16/0

This chart reflects airplay from January 18-24. Songs ranked by total plays. Highlighted songs indicate Breaker. 37 Adult Alternative reporters. 35 current playlists. © 1999, R&R Inc.

NEW & ACTIVE

BLONDIE Maria (Beyond)
Total Plays: 171, Total Stations: 18, Adds: 1

SEMISONIC Secret Smile (MCA)
Total Plays: 164, Total Stations: 21, Adds: 3

GOLDEN SMOG Until You Came Along (Rykodisc)
Total Plays: 164, Total Stations: 16, Adds: 0

SINEAD LOHAN Diving To Be Deeper (Grapevine/Interscope)
Total Plays: 132, Total Stations: 15, Adds: 2

ALANIS MORISSETTE Unsent (Maverick/Reprise)
Total Plays: 131, Total Stations: 11, Adds: 2

ANI DIFRANCO Angry Anymore (Righteous Babe)
Total Plays: 124, Total Stations: 16, Adds: 3

PETER HIMMELMAN Fly So High (Six Degrees/Koch)
Total Plays: 118, Total Stations: 13, Adds: 3

HOLE Malibu (DGC/Geffen)
Total Plays: 117, Total Stations: 7, Adds: 0

CRACKER Seven Days (Virgin)
Total Plays: 110, Total Stations: 14, Adds: 1

INDIGENOUS Now That You're Gone (Pachyderm)
Total Plays: 102, Total Stations: 12, Adds: 1

Songs ranked by total plays

BREAKERS®

COLLECTIVE SOUL
Run (Hollywood/Atlantic)

TOTAL PLAYS/INCREASE: 308/114
TOTAL STATIONS/ADDS: 26/5
CHART: 15

EVERLAST

What It's Like (Tommy Boy)

TOTAL PLAYS/INCREASE: 274/44
TOTAL STATIONS/ADDS: 13/0
CHART: 18

JOHN MELLENCAMP

I'm Not Running Anymore (Columbia)

TOTAL PLAYS/INCREASE: 271/138
TOTAL STATIONS/ADDS: 27/4
CHART: 19

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
BRUCE HORNSBY King Of The Hill (RCA)	11
FASTBALL Out Of My Head (Hollywood)	6
JUDE Rick James (Maverick/Reprise)	6
LIZ PHAIR Johnny Feelgood (Matador/Capitol)	6
BONNIE RAITT Lover's Will (Capitol)	6
COLLECTIVE SOUL Run (Hollywood/Atlantic)	5
ELLIOTT SMITH Baby Britain (DreamWorks)	5
SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	4
JOHN MELLENCAMP I'm Not Running... (Columbia)	4
NATALIE MERCHANT Life Is Sweet (Elektra/EEG)	4
DAVID WILCOX Never Enough (Vanguard)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JOHN MELLENCAMP I'm Not Running... (Columbia)	+138
R.E.M. Lotus (Warner Bros.)	+115
COLLECTIVE SOUL Run (Hollywood/Atlantic)	+114
SUGAR RAY Every Morning (Lava/Atlantic)	+76
SHAWN MULLINS Shimmer (SMG/Columbia)	+71
SHERYL CROW There Goes The Neighborhood (A&M)	+66
ANI DIFRANCO Angry Anymore (Righteous Babe)	+64
DAVID WILCOX Never Enough (Vanguard)	+63
BLONDIE Maria (Beyond)	+52
BRIAN SETZER ORCHESTRA This Cat's... (Interscope)	+48

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.

"DOWN THAT DUSTY TRAIL"

ROBERT EARL KEEN



THE FIRST SINGLE FROM HIS NEW ALBUM WALKING DISTANCE 100,000 SOLD IN NINE WEEKS

ALREADY ON:
KGSR
KPIG
WRNR
WCLZ
KTHX
KRSH

ADULT ALTERNATIVE PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ADULT ALTERNATIVE REPORTERS ON R&R ONLINE

Channel 103.1
MARKET #2
KACD/Los Angeles
(310) 451-1031
Cunningham/Sandler

PLAYS	SW	LW	TW	ARTIST/TITLE
-	-	-	28	EVERLAST/What It's Like
26	24	24	28	SUSAN TEDESCHI/Hurt So Bad
-	-	-	27	SUGAR RAY/Every Morning
16	18	18	27	LUCINDA WILLIAMS/Can't Let Go
27	26	26	26	SEAL/Human Beings
23	26	26	25	DAVE MATTHEWS BAND/Crush
-	-	-	18	BRIAN SETZER ORCH./This Cat's On A
-	-	-	17	JOHN MELLENCAMP/It's Not Running
-	-	-	16	KEB' MO/Muddy Water
13	14	14	16	U2/Sweetest Thing
17	16	16	16	WES CUNNINGHAM/So It Goes
-	-	-	16	JONNY LANG/Still Raining
16	14	14	15	CHRIS ISAAK/Flying
-	-	-	15	CAKE/Never There
-	-	-	15	COLLECTIVE SOUL/Run
-	-	-	14	BECK/Tropicalia
14	15	15	14	PHISH/Birds Of A Feather
13	16	16	14	NEW RADICALS/You Get What You
14	14	14	14	ALANIS MORISSETTE/Thank U
15	18	18	14	SOUL COUGHING/Circles
14	13	13	13	SHAWN MULLINS/Lullaby
27	26	26	13	GOO GOO DOLLS/Slide
12	14	14	13	EAGLE-EYE CHERRY/Save Tonight
11	13	13	13	KENNY WAYNE SHEPHERD/Blue On Black
26	27	27	13	JEWEL/Hands
12	13	13	13	B.B. KING/Bad Case Of Love
13	13	13	13	SHERYL CROW/My Favorite Mistake
15	16	16	12	SHERYL CROW/There Goes...
12	13	13	12	CHRIS ISAAK/Please
-	-	-	11	SUSAN TEDESCHI/Rock Me Right

93.1 XRT
MARKET #3
WXRT/Chicago
(773) 777-1700
Winer/Martin

PLAYS	SW	LW	TW	ARTIST/TITLE
7	16	16	18	SUGAR RAY/Every Morning
16	13	13	17	SOUL COUGHING/Circles
14	16	16	16	FASTBALL/Fire Escape
14	16	16	16	JEWEL/Hands
12	11	11	16	BARENAKED LADIES/It's All Been Done
13	15	15	16	CAKE/Never There
13	14	14	16	GOO GOO DOLLS/Slide
11	14	14	15	LENNY KRAVITZ/Fly Away
-	-	-	15	BLACK CROWES/Only A Fool
11	-	-	13	LUCINDA WILLIAMS/Can't Let Go
11	11	11	12	DAVE MATTHEWS BAND/Crush
-	-	-	12	BLONDIE/Maria
8	12	12	9	TRAGICALLY HIP/Poets
-	-	-	12	COLLECTIVE SOUL/Heavy
10	8	8	12	SEAL/Human Beings
-	-	-	12	JOHN MELLENCAMP/It's Not Running
13	11	11	12	HOLE/Maibu
13	8	8	12	SHERYL CROW/There Goes...
-	-	-	10	PETER HIMMELMAN/Fly So High
10	13	11	11	LIZ PHAIR/Johnny
13	10	9	11	EAGLE-EYE CHERRY/Save Tonight
-	-	-	11	CRACKER/Seven Days
-	-	-	10	GOLDEN SMOG/Until You Came Along
15	11	11	11	ELLIOTT SMITH/Waltz #2 (XO)
11	11	12	10	SUSAN TEDESCHI/Hurt So Bad
8	10	10	9	U2/Sweetest Thing
11	11	9	9	ROBBIE FULKS/Let's Kill
6	7	6	9	R.E.M./Lotus
-	-	-	12	WES CUNNINGHAM/So It Goes
-	-	-	9	GARBAGE/Special

KFOG
MARKET #4
KFOG/San Francisco
(415) 543-1045
Marszalek/Evans

PLAYS	SW	LW	TW	ARTIST/TITLE
23	18	21	21	SEAL/Human Beings
23	22	21	21	CHRIS ISAAK/Flying
14	15	20	20	GOO GOO DOLLS/Slide
24	18	22	20	BRIAN SETZER ORCH./This Cat's On A
24	17	23	19	SHERYL CROW/There Goes...
14	13	22	19	NEW RADICALS/You Get What You
13	15	22	17	DAVE MATTHEWS BAND/Crush
13	9	11	16	B.B. KING/Bad Case Of Love
24	18	24	15	JONNY LANG/Still Raining
21	18	16	13	BARENAKED LADIES/It's All Been Done
14	10	12	12	SUSAN TEDESCHI/Hurt So Bad
-	-	-	12	PHISH/Birds Of A Feather
-	-	-	12	JOHN MELLENCAMP/It's Not Running
-	-	-	12	R.E.M./Lotus
13	12	11	11	LISA LOEB/Day
-	-	-	10	CAKE/Never There
10	11	10	10	BONNIE RAITT/One Belief Away
16	12	13	10	WES CUNNINGHAM/So It Goes
-	-	-	9	TRAIN/Free
15	8	7	9	BRUCE HORNSBY/Great Divide
15	10	9	9	SHAWN MULLINS/Lullaby
19	13	7	9	U2/Sweetest Thing
10	8	9	8	ROLLING STONES/Saint Of Me
9	9	9	8	EAGLE-EYE CHERRY/Save Tonight
25	11	9	7	R.E.M./Daysleeper
-	-	-	7	JEWEL/Hands
5	4	3	1	LUCINDA WILLIAMS/Can't Let Go
-	-	-	1	BLACK CROWES/Only A Fool

REPORTERS

Stations and their adds listed alphabetically by market

<p>KGSR/Austin, TX PD: Jody Denberg MD: Susan Castle</p> <p>9 PHISH "Wading" BRUCE HORNSBY "King" SHERYL CROW "Anything" LAURYN HILL "Zion"</p>	<p>CIDR/Detroit, MI PD: Wendy Duff MD: Jerry Mason</p> <p>NATALIE MERCHANT "Sweet"</p>	<p>KTHX/Reno, NV PD: Bruce Van Dyke MD: Harry Reynolds</p> <p>10 BRUCE HORNSBY "King" 9 ROBERT EARL KEEN "Feelin" 8 CAKE "Sheep" 5 CHUCK E. WEISS "Devil"</p>
<p>WRNR/Baltimore, MD PD: Jon Peterson MD: Damian Einstein</p> <p>10 BRUCE HORNSBY "King" 7 PETER HIMMELMAN "Fly" MATTHEWS & REYNOLDS "Typical" JUDE "Rick" BONNIE RAITT "Lovers" ROBERT EARL KEEN "Dusty"</p>	<p>WTTs/Indianapolis, IN PD: Rich Anton MD: Marie McCallister</p> <p>SUGAR RAY "Every" BRUCE HORNSBY "King" SHAWN MULLINS "Shimmer"</p>	<p>WVRV/St. Louis, MO PD: Joe Larson MD: David Meyers</p> <p>No Adds</p>
<p>KFXJ/Boise, ID PD: Lotter Langan MD: Carl Scheider</p> <p>GUS "Laugh" LIZ PHAIR "Johnny" NATALIE MERCHANT "Sweet" BRUCE HORNSBY "King" JUDE "Rick" CRACKER "Seven"</p>	<p>KACD/Los Angeles, CA PD: Keith Cunningham MD: Nicole Sandler</p> <p>18 BRIAN SETZER ORCH. "Cat's" 17 JOHN MELLENCAMP "Running" SARAH MCLACHLAN "Angel" FASTBALL "Out" DAVID WILCOX "Never"</p>	<p>KENZ/Salt Lake City, UT PD: Bruce Jones</p> <p>EVERCLEAR "Wonder"</p>
<p>WBOS/Boston, MA PD: George Taylor Morris MD: Cliff Nash</p> <p>2 SUGAR RAY "Every" BRUCE HORNSBY "King" BONNIE RAITT "Lovers" DUKE DANIELS "Time" MATTHEWS & REYNOLDS "Typical"</p>	<p>WMMM/Madison, WI PD: Pat Gallagher MD: Tom Teuber</p> <p>SEMISONIC "Secret" SON VOLT "Straight" BONNIE RAITT "Lovers" LIZ PHAIR "Johnny"</p>	<p>KXST/San Diego, CA PD/MD: Dona Shaieb</p> <p>JOHN MELLENCAMP "Running" SINEAD LOHAN "Deeper" FASTBALL "Out"</p>
<p>WXRV/Boston, MA PD: Joanne Doody Interim MD: Keith Andrews</p> <p>4 JEWEL "Down" 2 JEWEL "Innocence" 2 JEWEL "Do" GUS "Laugh"</p>	<p>KQRS/Minneapolis, MN DM/MD: Dave Hamilton APD/MD: Reed Enderbe</p> <p>JIMMY ROGERS "Trouble" SEMISONIC "Secret" SON VOLT "Straight"</p>	<p>KFOG/San Francisco, CA PD: Paul Marszalek APD/MD: Bill Evans</p> <p>BLACK CROWES "Fool"</p>
<p>WNCV/Burlington, VT PD: Greg Hooker MD: Jody Peterson</p> <p>4 JEWEL "Down" 2 JEWEL "Innocence" 2 JEWEL "Do" GUS "Laugh"</p>	<p>KTCZ/Minneapolis, MN DM: Andy Bloom PD: Lauren MacLesh APD/MD: Mike Wolf</p> <p>1 BONNIE RAITT "Lovers" PETER HIMMELMAN "Fly"</p>	<p>KOTR/San Luis Obispo, CA PD: Drew Ross MD: Dean Kattari</p> <p>14 ELLIOTT SMITH "Britain" 8 RICHARD JULIAN "Big" 8 DAVID WILCOX "Never" 4 JIMMY ROGERS "Blues"</p>
<p>WMVY/Cape Cod, MA PD/MD: Barbara Dacey</p> <p>1 JOHN MELLENCAMP "Running" 1 ALANIS MORISSETTE "Unsent" 1 AIR "Need" 1 ELLIOTT SMITH "Britain"</p>	<p>KPIG/Monterey, CA PD/MD: Laura Hopper</p> <p>14 ROBERT EARL KEEN "Dusty" 12 JIMMY ROGERS "Talking" 5 ANI DIFRANCO "Angry" 5 DAVID WILCOX "Never" R.L. BURNSIDE "Bad" SON VOLT "Straight" LEON RUSSELL "Flood"</p>	<p>KBAC/Santa Fe, NM PD: Ira Gordon MD: Sam Ferrara</p> <p>8 JUDE "Rick" DAVID WILCOX "Never" BONNIE RAITT "Lovers" COLLECTIVE SOUL "Run" FASTBALL "Out" MATTHEWS & REYNOLDS "Tripping" RICHARD JULIAN "Big" BOTTLE ROCKETS "Coffee" GUS "Summerday"</p>
<p>WDDO/Chattanooga, TN DM: Danny Howard PD: Chris Adams</p> <p>MARVELOUS 3 "Freak" SHAWN MULLINS "Shimmer" CREED "One"</p>	<p>WRLT/Nashville, TN PD: Jane Crossman APD/MD: Keith Coes</p> <p>11 EVERCLEAR "Wonder" 10 JUDE "Rick" 10 LIZ PHAIR "Johnny" 8 BLONDIE "Maria" 6 TIN STAR "Head" 2 FASTBALL "Out" 1 NATALIE MERCHANT "Sweet" BRUCE HORNSBY "King" ELLIOTT SMITH "Britain"</p>	<p>KRSH/Santa Rosa, CA PD: Zoe Zuest MD: Bill Bowker</p> <p>8 ANI DIFRANCO "Angry" 4 SEAL "Human" BONNIE RAITT "Lovers" BRUCE HORNSBY "King" LIZ PHAIR "Johnny" ELLIOTT SMITH "Britain" SARAH MCLACHLAN "Angel" MATTHEWS & REYNOLDS "Ants"</p>
<p>WXRT/Chicago, IL VP/Programming: Norm Winer MD: Patty Martin</p> <p>12 COLLECTIVE SOUL "Heavy" JIMMY ROGERS "Trouble" DELERIUM "Silence" R.L. BURNSIDE "Bad" ABSINTHE "Good"</p>	<p>WKPX/Philadelphia, PA PD: Bruce Warren MD: Shawn Stewart</p> <p>4 CHRIS ISAAK "Time" 4 R.E.M. "Air" GOMEZ "Myself" NIELDS "Snowman" JULIAN LENNON "Day" JUDE "Rick" MIKE HENDERSON "Keep" R.L. BURNSIDE "Bad" MICHELLE LEWIS "Homesick" CHERYL WHEELER "If" HANK DOGS "Had"</p>	<p>KMTT/Seattle, WA DM: Chris Mays APD: Jason Parker MD: Dean Carlson</p> <p>FASTBALL "Fire" CAKE "Never" BRUCE SPRINGSTEEN "Sad" SARAH MCLACHLAN "Angel" BRUCE SPRINGSTEEN "Lights"</p>
<p>WBOS/Boston, MA PD/MD: Barbara Dacey</p> <p>1 JOHN MELLENCAMP "Running" 1 ALANIS MORISSETTE "Unsent" 1 AIR "Need" 1 ELLIOTT SMITH "Britain"</p>	<p>WKOC/Norfolk, VA PD/MD: Holly Williams 23 BAZ LUHRMANN "Free" ALANIS MORISSETTE "Unsent"</p>	<p>KMTT/Seattle, WA DM: Chris Mays APD: Jason Parker MD: Dean Carlson</p> <p>FASTBALL "Fire" CAKE "Never" BRUCE SPRINGSTEEN "Sad" SARAH MCLACHLAN "Angel" BRUCE SPRINGSTEEN "Lights"</p>
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<p>WXRV/Boston, MA PD: Joanne Doody Interim MD: Keith Andrews</p> <p>4 JEWEL "Down" 2 JEWEL "Innocence" 2 JEWEL "Do" GUS "Laugh"</p>	<p>WXPX/Philadelphia, PA PD: Bruce Warren MD: Shawn Stewart</p> <p>4 CHRIS ISAAK "Time" 4 R.E.M. "Air" GOMEZ "Myself" NIELDS "Snowman" JULIAN LENNON "Day" JUDE "Rick" MIKE HENDERSON "Keep" R.L. BURNSIDE "Bad" MICHELLE LEWIS "Homesick" CHERYL WHEELER "If" HANK DOGS "Had"</p>	<p>WHP/Tampa, FL PD: Chuck Beck MD: Kurt Schreiner</p> <p>COLLECTIVE SOUL "Run"</p>
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<p>WXRV/Boston</p>		

OPPORTUNITIES

OPENINGS

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jacobs media

Jacobs Media is currently looking for programmers, air talent, and production pros for our Classic Rock, Active Rock, and Alternative clients in small, medium, and large markets. We're looking for experienced winners as well as talented up-and-comers. Send T&R to: Mark Revesz, Jacobs Media, 29777 Telegraph Road, Suite 3435, Southfield, MI 48034. No Phone Calls Please. EOE/M/F/H/V

Major Market General Managers



If you are a proven leader, possess the ability to build a winning team and can sell the "Big Picture," then "We're All Ears™!" Radio Disney, one of the fastest growing radio networks in the nation, is now accepting applications for General Manager for each of our newly acquired and soon to be acquired stations.

Qualified candidates should have 3-5 years of radio management experience and send their resumes to: Radio Disney, 13725 Montfort Drive, Dallas, TX 75240, or fax to: 972-776-4646, Attention: Buz Powers/Director, Owned Station Operations.

ABC RADIO NETWORKS
EOE M/F/H/V

Large Market Rhythmic CHR

Looking for talent. If you've had ratings success relating to 18-24s, are looking for an exciting opportunity to grow in a larger market, and live and breathe radio, we want to hear from you. We'll supply brand-new all-digital studios plus the tools & resources to win. We want energetic jocks and creative studio wizards who work hard and play hard with a great attitude. Rush T&R to: Radio & Records, 10100 Santa Monica Blvd., #722, 5th Floor, Los Angeles, CA 90067. EOE

OPENINGS

EAST

Cape Cod's Top AC now accepting T&R's for future full & part-time openings. T&R: Chris Boles, WCOD, 851 Main St., South Yarmouth, MA 02664 EOE (01/29)

WXVA is seeking PM and part-time talent immediately. Send T&R: Ron Baker, R.R. 1, Box 325-A, Charles Town, WV 25414 EOE (01/29)

Reporter. Previous radio news experience required. T&R: Fred Hosier, WILM Newsradio, Box 1990, Wilmington, DE 19899 EOE (01/29)

WKSQ/Bangor, Maine, seeks Hot AC afternoon drive talent. Perennial format leader, Arbitron-rated market, great place to live! T&R to: Mark Osborne, GM, P.O. Box 9494, Ellsworth, ME 04605. EOE

Medium size Country radio in the northeast seeks nighttime 7-mid air talent. If you can relate to women and give me quick phoners, send a tape, resume and salary requirements right now to: Radio & Records, 10100 Santa Monica Blvd., #720, 5th Floor, Los Angeles, CA 90067. Females and minorities encouraged to apply. EOE

NY-based syndication company needs well-versed writer/researcher to write daily prep service and weekly countdown program. Resp. inc. gathering archival info and current news about artists, gathering new and archival audio, booking and conducting interviews. Must have established contacts with artists. Voice work a plus. Fax resume to: (212) 397-1134 or forward resume and tape to: John Weber at MJ1 Broadcasting, 135 East 50th Street, 8th Floor, NY, NY 10020 EOE

WANTED: AMERICA'S BEST HOT AC AIR TALENT

(all dayparts)
IF YOU...
1. Know the difference between being a DJ and an "air personality."
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3. Are topical, creative and relate to adults.
4. Can have fun while being organized.
5. Know that show prep is more than reading the wire.
6. Want to work with the best broadcast company in America.
If you "get it" have great radio sense, and a winning attitude, this Northeast major market station wants to talk to you! Send tape and resume to: Radio & Records, 10100 Santa Monica Blvd., #725, 5th Floor, Los Angeles, CA 90067. All replies strictly confidential. EOE

SOUTH

WQPO seeks air talent for CHR. Strong production a must. T&R: Steve Williams, Box 752, Harrisonburg, VA 22801 EOE (01/29)

Talladega's Country station seeks midday personality. If you love Country and Nascar send T&R: Jeff McKay, 34915 Al Highway 21, Talladega, AL 35160 EOE (01/29)

www.ronline.com

OPENINGS

Rhythmic Oldies Station seeks Production Director, Air Talent for Southern medium market. Must know Digital Automation for this available position. Send tape and resume. References must. Radio & Records, 10100 Santa Monica Blvd., #718, 5th Floor, Los Angeles, CA 90067. EOE

Seeking a General Sales Manager, Gulf Coast Market. Minimum of three (3) years' experience in radio sales. If you can (1) SELL (2) COACH (3) RECRUIT and (4) TRAIN, then send compensation history, resume and references to: Radio & Records, 10100 Santa Monica Blvd., #719, 5th Floor, Los Angeles, CA 90067. EOE

Fast-growing radio company seeks News Director for multi-station combo in rated market. Must be able to research, write, and produce news stories for FM morning shows. Previous news director experience a must. Send tape, resume and salary requirements to: Scott Stevens, PD, New River Radio Partners, P.O. Box 3788, Radford, VA 24143. EOE

Morning Show Co-Host needed for Today's Hottest New Country - K95 in Richmond, VA. Heritage radio station that's been winning for years. Great company, fantastic city and brand-new facility. Get your best stuff here right now. T&R to: Kevin King, Program Director, Seastar Communications, 812 Moorefield Park Drive, Suite 200, Richmond, VA 23236
Seastar Communications is a division of Capstar Broadcasting Partners. EOE M/F.



WBKR-FM/WSTO-FM Air Personalities, Full and Part-time. Clerical Positions, Full and Part-time

Continuous Country, 92.5 WBKR and the new Mix 96.5 Brill Media flagship stations and two of the highest rated radio stations in America are accepting applicants for the positions of full and part-time air personalities and full and part-time clerical work at Brill Media's facilities in Owensboro, KY. Applicants for on-air positions need three years' on-air experience with knowledge of Scott Studios, Selector and Roland Digital Work Stations. Health and 401k benefits package offered. Send tape, resume and radio philosophy to: Sky Phillips, WBKR/WSTO, P.O. Box 1330, Owensboro, KY 42302, Brill Media is an affirmative action/ Equal Opportunity Employer

OPENINGS

COUNTRY MORNING SHOW

Country FM on Gulf Coast seeks morning show. Must be fun and have listener involvement. If you want to live in a town with sunshine and beaches, please rush tapes and resumes to: Radio & Records, 10100 Santa Monica Blvd., #717, 5th Floor, Los Angeles, CA 90067. EOE



Creative Production Director! If you can produce crisp, compelling promos and spots for adults that have the fun feel of our format, rush tape to: Dennis Winslow, Chancellor Media, 5353 W. Alabama, Suite 410, Houston, TX 77056. EOE

WANTED (PREFERABLY ALIVE)

PRODUCTION DIRECTOR
THE McCLURE BROADCASTING GROUP:
Serving East-Central Alabama and West-Central Georgia is seeking a Top-notch-production guru. If you think that you're the right person to mobilize the masses, send your tape, salary history and resume to: Director of Programming 1353 13th Ave., Columbus, GA 31901. EOE

New Year, New Station, New Morning Show!

Knoxville's New Mix 95.7 is looking for a top-notch creative talent to do fast-paced, relatable, topical, female-friendly, music intensive morning show. Must have production savvy and enjoy and excel at personal appearances. Successful candidate will enjoy heritage family owner, good compensation, state-of-the-art studios, excellent work environment and college football's National Champions!
Ready to mix it up in Volunteer country? Then fire off your T&R immediately to: Gary Blake, PD, Mix 95.7, South Central Communications, 1100 Sharps Ridge Road, Knoxville, TN 37917. EOE

EVENING TALENT

The Best Music Variety 92.5 WINK-FM! We're a 220,000 watt HAC that covers 4 states and 40 counties including D.C.! We've been here for 58 years and we need an Evening Talent! An adult communicator who can relate to 25-44. Phones, topical and plugged into the community. If you can deliver a message creatively AND be clean and concise, we want to hear from you! T&R to: Ron Anthony/OM, 520 N. Pleasant Valley Rd., Winchester, VA 22601. EOE

OPPORTUNITY KNOCKS

in the pages of R&R every Friday

CALL: 310-553-4330

OPENINGS

MIDWEST

Eagle Radio is currently seeking a fulltime news person and morning co-host. T&R: Eagle Country 101, KHOK, Scott Donovan, 1200 Baker, Great Bend, KS 67530 EOE (01/29)

S.E. Ohio Country combo seeks experienced AT/Production. T&R: PD, WAIS/WSEO, 15751 U.S. Route 33 South, Nelsonville, OH 45704 EOE (01/29)

Account Executive: WAOR/Oldies 1290 seeks personality, determination, and desire to excel. RESUME: Pam Reed, Sales Mgr., Box 370, Niles, MI 49120 EOE (01/29)

Major big-time important Alternative Rock station needs a production director in a hurry. Produce, write, voice and maybe image. Send your best stuff now. Radio & Records, 10100 Santa Monica Blvd., #723, 5th Floor, Los Angeles, CA 90067. EOE

Nights in the Midwest! Heritage top-40 needs the next great night jock to break our city wide open. Can you relate to and entertain an active and hip audience? If you can work the phones and own the streets, send T&R to: Radio & Records, 10100 Santa Monica Blvd., #721, 5th Floor, Los Angeles, CA 90067. EOE

CIL-FM is searching for our next evening dominator. Must be able to relate to females 18-34! Fun, topical, fresh, new. If this describes you, send your package today. Chad Elliot, 1431 Country Air Dr., Carterville, IL 62918. CIL-FM is a part of the growing Zimmer Radio Group. 31 stations in IL, MO, KS. CIL-FM is an EOE!

www.rronline.com

OPENINGS

PD for top-rated CHR. Successful candidate must be a team leader, promotionally astute, image station, interpret music research, carry airshift and production, ability to work within corporate structure. Great salary and benefits. T&R, programming philosophy to: Radio & Records, 10100 Santa Monica Blvd., #724, 5th Floor, Los Angeles, CA 90067. EOE

Central Wisconsin 100,000 watt Classic Rock station WGLX has an opening for morning talent. Bliss Communications has owned WGLX for 16 years and offers a great working environment, 401k with generous match, health and dental insurance. Send tape and resume by February 6, 1999 to: Panama Jack, WGLX, P.O. Box 8022, Wisconsin Rapids, WI 54495-8022. EOE

WEST

Fast growing Northwest group seeking AT, Morning Show, PD, News. T&R: KSEI/KMGI/KGTM, Box 40, Pocatello, ID 83204 EOE (01/29)

KMMS FM "The Moose", Bozeman, Montana seeks Program Director/PM Drive. T&R: Kip Gilbert, 125 W. Mendenhall, Bozeman, MT 59715 EOE (01/29)

RESEARCH DIRECTOR

Jacor San Diego is looking for a sales oriented Research Director to blaze new trails for the largest single market cluster of stations in the country. Skills required include: Arbitron, Tapscan, Qualitap, Maximizer, Media Audit, Scarborough, computer graphics and presentation skills. Training skills a plus. Compensation based on experience. Fax resume to: 619-543-8077. Attn: HR-#AE2498. EOE

P.S. Today's San Diego weather: Sunny, 73 degrees.

OPENINGS

West Coast AC needs morning talent or team that can shine between the records. If you can relate and entertain, with warmth and enthusiasm, without being a blabbermouth, send T&R to: Radio & Records, 10100 Santa Monica Blvd., #726, 5th Floor, Los Angeles, CA 90067. EOE

HELP!

98 KUPDs morning show sidekick found a new gig and now she's rich. Can you fill her shoes and work with the Morning Mayor? Send tape and resume to: J.J. Jefferies at 98 KUPD, 1900 W. Carmen, Tempe, AZ 85283. No Calls Please!... Really. No Calls. EOE

I LOVE MUSIC!

Music Director wanted for 98.1 KISS FM Today's R&B and Classic Soul (Chancellor's original "Jammin' Oldies" type station) Selector experience required — know what you're doing, and know there's still more to learn. Part-time airshifts also available. Send resume and tape to: 98.1 KISS FM, 750 Battery Street, #200, SF, CA 94111. Attn: Michael Erickson. EOE

Middays needed at Z100/KKRZ Portland

Living in the Pacific Northwest is an envied lifestyle that you can achieve. Imagine snow-capped mountains mixed with a big beautiful city. Z100, Portland's #1 radio station needs a midday air talent that can continue to translate pop culture into ratings! When's the last time you actually looked forward to coming to work everyday? We truly have fun here! Send packages to: Tommy Austin c/o Z100, 4949 SW Macadam Ave., Portland, OR 97201. Females Encouraged. EOE

OPENINGS

FORGET COLOR. DO YOU DREAM IN STEREO?

The search is on for America's best station imaging specialist to make KBEST 95 sizzle "between the Oldies" in America's finest city. If your writing, production and soundscaping skills have been winning awards and helping get ratings for at least 3-5 years, and you'd enjoy a short daily airshift, we want to hear from you. The successful candidate will be a digital wiz, with amazing collection of audio and a 'sound passion' for creating spectacular radio in a highly collaborative winning environment. Musical skills a plus. Send your best stuff (copy, production and recent aircheck) to: Kipper McGee, PD, KBEST 95, 1615 Murray Canyon Road, Suite 710, San Diego, CA 92108. Jefferson-Pilot Communications of California is an Equal Opportunity Employer. No Calls Please.

POSITIONS SOUGHT

AOR/Classic personality with 17 years' experience, ready for comeback after hiatus. Full or part-time. Reliable. NY/NJ/CT/PA only. Bill: 212-613-5172.

Two year baby broadcaster/morning show producer Country/Newstalk formats seeks on-air gig in Alternative, HAC, or Oldies. NICK: (805) 346-6796 (01/29)

Entertaining Sportscaster available. MIKE: (336) 835-4996 (01/29)

You bet I'm qualified! Larry Carolla ex-KSTP, KOB, KVIL, ABC Networks SD/CCC. 15 years. Agency management. (M-L)mkt GM. LARRY: (972) 669-4725. larrc@dj.net (01/29)

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OPPORTUNITIES

POSITIONS SOUGHT

Seeking to get into Sports Radio. Ten years in Modern Rock with great voice. BILL: (409) 774-5680 (01/29)

A witty and humorous love doctor who understands women is the only one you can put opposite Dr. Laura. DOCTOR LOVE: (800) 404-2644, www.doclove.com (01/29)

Classic Country/Bluegrass AT. 12 years experience. Seeking fulltime. I own originals. RANGER DAVE: (765) 569-5167 (01/29)

Smart, sexy, creative female morning show sidekick seeks new adventure with no-holds-barred radio station. KRISTA: (319) 753-1024 (01/29)

Searching for a fun, energetic personality? Seasoned pro with lots of experience. Oldies/Classic Hits. Will relocate. PAT DeMARCO: (609) 487-9233 (01/29)

Eight years' experience in commercial and educational radio broadcasting. WHY? WDFX, WLLZ, WBFH FM. MARTIN: (248) 335-6029, djmartin88@hotmail.com (01/29)

13 year pro seeks on-air PD, APD, or MD slot at Active Rock or Alt. Selector, SAW and Scott Studios experience. GUY: (701) 298-8294 (01/29)

Tarzan Dan seeking gig...four-time Canadian Radio Announcer of the Year who thrives on personality radio. TARZAN DAN: (905) 473-1025, traymond@interhop.net (01/29)

It's High Noon. You need Cooper. Top 5 experience. Creative West Coast AT seeks AAA, AOR, Classic Rock gig. COOPER: (408) 427-5598 (01/29)

Morning guy, Top 50 market experienced. Stable only. Three jobs past nine years. Working & searching! E-mail MARK: INRADIO2@aol.com (01/29)

Canadian Newsie seeks U.S. job! Experienced & Professional. RANDY PIKE, Thunder Bay, Ontario: (807) 768-9449, http://members.tripod.com/~News Room/ (01/29)

Experienced, versatile, motivated team player seeks CHR, Hot/Modern AC, or Hot Country. SCOTT CLEVELAND: (716) 565-0646, AJET95C@prodigy.com (01/29)

Searching for a creative sidekick? Prod God seeks move to mornings. No Country. Call CHRIS: (540) 885-6627 (01/29)

Veteran Country personality seeks to relocate. Medium to large market...dedicated to winning. CARSON: (614) 262-7203, bigdaddy@earthlink.net (01/29)

POSITIONS SOUGHT

Experienced & employed personality seeks to play in bigger market. DAN: (316) 624-3387, thewiz2@webtv.net (01/29)

Eleven years' experience... including time in the top 10. Searching for Modern Rock, AA or HAC. LISA: (409) 776-8171, OnQ1@usa.net (01/29)

Searching for Production Assistant position. #1 market experience. JASON: (914) 533-2224, Partyprtl@aol.com (01/29)

Quotes from past PD's: "We don't need another Howard Stern" "You've gotta tone it down a bit" KEVIN: (781) 641-1471 (01/29)

SWM AT/MD seeks top 100 market for anything including long walks in the park. Call me, let's talk. ETHAN (915) 363-0297, or (806) 797-0360 (01/29)

Your Midday AT Stinks! I'll do it and throw in the MD gig FREE. Huge numbers anywhere. 13 years' experience. KEITH (765) 742-0595. (01/29)

BUDDY BARON Morning Show Host, former KFRC, KSAN, KYCY, KVIL will dance the 'dirty bird' for Sunbelt job. BUDDY: (614) 844-5926, www.angelfire.com/oh/buddybaron (01/29)

27 year pro on the loose. AM/PM drive. Sports, Production, GM, PD, MD and more. Oldies or Classic Rock formats. JOHN D: (907) 225-2767 (01/29)

POSITIONS SOUGHT

I have over six years running station clusters with all formats. Additional talents: Sales, On-air, production, etc... MICHAEL POLLACK: (718) 634-4029, pollack150aol.com (01/29)

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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.

POSITIONS SOUGHT

R&R Opportunities Free Advertising

Radio & Records provides free (20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727. Only free positions sought ads are accepted by e-mail krumaw@rroonline.com Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

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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.

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Positions Sought: \$50/inch

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CHR/POP

LW	TW	ARTIST	SON	REMARKS
4	1	GOO GOO DOLLS	Slide (Warner Bros.)	
3	2	BRANDY	Have You Ever? (Atlantic)	
1	3	EAGLE-EYE CHERRY	Save Tonight (Work/ERG)	
2	4	SHAWN MULLINS	Lullaby (SMG/Columbia)	
7	5	BRITNEY SPEARS	...Baby One More Time (Jive)	
9	6	SARAH MCLACHLAN	Angel (Warner Sunset/Reprise)	
6	7	'N SYNC	(God...) A Little More Time... (RCA)	
5	8	JEWEL	Hands (Atlantic)	
8	9	THIRD EYE BLIND	Jumper (Elektra/EEG)	
10	10	WILL SMITH	Miami (Columbia)	
11	11	DIVINE	Lately (Pendulum/Red Ant)	
13	12	BACKSTREET BOYS	All I Have To Give (Jive)	
12	13	NEW RADICALS	You Get What You Give (MCA)	
20	14	CHER	Believe (Warner Bros.)	
16	15	BARENAKED LADIES	It's All Been Done (Reprise)	
17	16	BLACKSTREET & MYA I/MASE...	Take Me There (Interscope)	
18	17	MATCHBOX 20	Back 2 Good (Lava/Atlantic)	
23	18	SUGAR RAY	Every Morning (Lava/Atlantic)	
14	19	EVE 6	Inside Out (RCA)	
19	20	OFFSPRING	Pretty Fly (For A White Guy) (Columbia)	
15	21	R. KELLY & CELINE DION	I'm Your Angel (Jive)	
32	22	ALANIS MORISSETTE	Unsent (Maverick/Reprise)	
21	23	MONIFAH	Touch It (Uptown/Universal)	
22	24	SHERYL CROW	My Favorite Mistake (A&M)	
28	25	MONICA	Angel Of Mine (Arista)	
27	26	EVERCLEAR	Father Of Mine (Capitol)	
26	27	98 DEGREES	Because Of You (Motown)	
25	28	SHANIA TWAIN	From This Moment On (Mercury)	
34	29	KHALEEL	No Mercy (Hollywood)	
36	30	LENNY KRAVITZ	Fly Away (Virgin)	

CHR begins on Page 40.

HOT AC

LW	TW	ARTIST	SON	REMARKS
1	1	SARAH MCLACHLAN	Angel (Warner Sunset/Reprise)	
2	2	SHAWN MULLINS	Lullaby (SMG/Columbia)	
3	3	JEWEL	Hands (Atlantic)	
4	4	EAGLE-EYE CHERRY	Save Tonight (Work/ERG)	
5	5	GOO GOO DOLLS	Slide (Warner Bros.)	
6	6	THIRD EYE BLIND	Jumper (Elektra/EEG)	
9	7	MATCHBOX 20	Back 2 Good (Lava/Atlantic)	
7	8	SHERYL CROW	My Favorite Mistake (A&M)	
8	9	BARENAKED LADIES	It's All Been Done (Reprise)	
12	10	NEW RADICALS	You Get What You Give (MCA)	
10	11	U2	Sweetest Thing (Island)	
11	12	GOO GOO DOLLS	Iris (Warner Sunset/Reprise)	
14	13	SUGAR RAY	Every Morning (Lava/Atlantic)	
15	14	EVE 6	Inside Out (RCA)	
17	15	SIXPENCE NONE THE RICHER	Kiss Me (Squint/Columbia)	
23	16	ALANIS MORISSETTE	Unsent (Maverick/Reprise)	
13	17	ALANIS MORISSETTE	Thank U (Maverick/Reprise)	
16	18	BARENAKED LADIES	One Week (Reprise)	
21	19	EVERCLEAR	Father Of Mine (Capitol)	
22	20	LENNY KRAVITZ	Fly Away (Virgin)	
24	21	DAVE MATTHEWS BAND	Crush (RCA)	
28	22	BLONDIE	Maria (Beyond)	
25	23	KHALEEL	No Mercy (Hollywood)	
26	24	R. KELLY & CELINE DION	I'm Your Angel (Jive)	
30	25	CAKE	Never There (Capricorn/Mercury)	
27	26	HOOTIE & THE BLOWFISH	Only Lonely (Atlantic)	
—	27	BETTER THAN EZRA	At The Stars (Elektra/EEG)	
—	28	COLLECTIVE SOUL	Run (Hollywood/Atlantic)	
—	29	CHER	Believe (Warner Bros.)	
—	30	ELTON JOHN & LEANN RIMES	Written In... (Rocket/Island/Curb)	

AC begins on Page 73.

CHR/RHYTHMIC

LW	TW	ARTIST	SON	REMARKS
1	1	BRANDY	Have You Ever? (Atlantic)	
3	2	MONICA	Angel Of Mine (Arista)	
2	3	BLACKSTREET & MYA I/MASE...	Take Me There (Interscope)	
4	4	JAY-Z I/AMIL AND JA	Can I Get A... (Def Jam/RAL/Mercury)	
7	5	DRU HILL	These Are The Times (University/Island)	
6	6	WILL SMITH	Miami (Columbia)	
5	7	DRU HILL I/REDMAN	How Deep Is... (Def Jam/RAL/Mercury/Island)	
10	8	TLC	Silly Ho (LaFace/Arista)	
9	9	2PAC	Changes (Amaru/Death Row/Interscope)	
8	10	DEBORAH COX	Nobody's Supposed To Be Here (Arista)	
14	11	WHITNEY HOUSTON	Heartbreak Hotel (Arista)	
13	12	OUTKAST	Rosa Parks (LaFace/Arista)	
12	13	'N SYNC	(God...) A Little More Time... (RCA)	
11	14	LAURYN HILL	Doo Wop (That Thing) (Ruffhouse/Columbia)	
20	15	MARIAH CAREY	I Still Believe (Columbia)	
17	16	LAURYN HILL	Ex-Factor (Ruffhouse/Columbia)	
21	17	HARLEM... I/MASE & K. PRICE	I Really... (All Out/So So Def/Columbia)	
18	18	MONIFAH	Touch It (Uptown/Universal)	
15	19	DIVINE	Lately (Pendulum/Red Ant)	
16	20	JAY-Z	Hard Knock Life (Ghetto...) (Roc-A-Fella/Def Jam/Mercury)	
22	21	BACKSTREET BOYS	All I Have To Give (Jive)	
23	22	TQ	Bye Bye Baby (ClockWork/Epic)	
29	23	BRITNEY SPEARS	...Baby One More Time (Jive)	
19	24	FAITH EVANS	Love Like This (Bad Boy/Arista)	
27	25	TYRESE	Sweet Lady (RCA)	
24	26	R. KELLY	When A Woman's Fed Up (Jive)	
37	27	GINUWINE	What's So Different (550 Music/ERG)	
25	28	DMX	Ruff Ryders Anthem (Def Jam/Mercury)	
30	29	JD I/KEITH SWEAT & R.O.C.	Going Home... (So So Def/Columbia)	
33	30	JUVENILE	Ha! (Cash Money/Universal)	
35	31	BRANDY	Angel In Disguise (Atlantic)	
38	32	SHANICE	When I Close My Eyes (LaFace/Arista)	
44	33	FAITH EVANS I/PUFF DADDY	All Night Long (Bad Boy/Arista)	
34	34	FOXY BROWN	Hot Spot (Violator/Def Jam/RAL/Mercury)	

CHR begins on Page 40.

AC

LW	TW	ARTIST	SON	REMARKS
1	1	R. KELLY & CELINE DION	I'm Your Angel (Jive)	
3	2	PHIL COLLINS	True Colors (Atlantic)	
2	3	SHANIA TWAIN	From This Moment On (Mercury)	
4	4	HOUSTON & CAREY	When You... (Arista/Columbia/DreamWorks)	
6	5	ELTON JOHN & LEANN RIMES	Written In... (Rocket/Island/Curb)	
5	6	SARAH MCLACHLAN	Angel (Warner Sunset/Reprise)	
10	7	ROD STEWART	Faith Of The Heart (Universal)	
8	8	JEWEL	Hands (Atlantic)	
7	9	BACKSTREET BOYS	I'll Never Break Your Heart (Jive)	
9	10	EDWIN MCCAIN	I'll Be (Lava/Atlantic)	
12	11	MADONNA	The Power Of Good-Bye (Maverick/WB)	
11	12	FAITH HILL	This Kiss (Warner Bros.)	
16	13	JIM BRICKMAN I/MICHAEL W. SMITH	Love Of... (Windham Hill)	
13	14	MARILYN SCOTT	The Last Day (Warner Bros.)	
15	15	SAVAGE GARDEN	Truly Madly Deeply (Columbia)	
17	16	DAVID CASSIDY	No Bridge I Wouldn't Cross (Slamajamma)	
20	17	'N SYNC	(God...) A Little More Time... (RCA)	
14	18	CELINE DION	To Love You More (550 Music/ERG)	
19	19	MONICA	Angel Of Mine (Arista)	
25	20	MARIAH CAREY	I Still Believe (Columbia)	
28	21	JOHN TESH I/JAMES INGRAM	Forever More... (GTSP/Mercury)	
23	22	HOOTIE & THE BLOWFISH	Only Lonely (Atlantic)	
22	23	GOO GOO DOLLS	Iris (Warner Sunset/Reprise)	
18	24	LIONEL RICHIE	I Hear Your Voice (Mercury)	
30	25	BACKSTREET BOYS	All I Have To Give (Jive)	
26	26	JENNIFER PAIGE	Crush (Ede! America/Hollywood)	
27	27	LEANN RIMES	Feels Like Home (Curb)	
—	28	CRYSTAL BERNARD	Don't Touch Me There (River North)	
—	29	BRANDY	Have You Ever? (Atlantic)	
—	30	MATCHBOX 20	Real World (Lava/Atlantic)	

AC begins on Page 73.

URBAN

LW	TW	ARTIST	SON	REMARKS
1	1	R. KELLY	When A Woman's Fed Up (Jive)	
3	2	TYRESE	Sweet Lady (RCA)	
2	3	CASE I/JOE	Faded Pictures (Def Jam/RAL/Mercury)	
4	4	MONICA	Angel Of Mine (Arista)	
7	5	WHITNEY HOUSTON	Heartbreak Hotel (Arista)	
10	6	LAURYN HILL	Ex-Factor (Ruffhouse/Columbia)	
9	7	GERALD LEVERT	Taking Everything (EastWest/EEG)	
12	8	JESSE POWELL	You (Silas/MCA)	
8	9	BLACKSTREET & MYA I/MASE...	Take Me There (Interscope)	
5	10	DRU HILL	These Are The Times (University/Island)	
13	11	SHAE JONES	Talk Show Shhh! (Universal)	
15	12	TEVIN CAMPBELL	Another Way (Qwest/WB)	
16	13	BOYZ II MEN	I Will Get There (DreamWorks)	
6	14	TOTAL I/MISSY ELLIOTT	Trippin' (Bad Boy/Arista)	
18	15	TLC	Silly Ho (LaFace/Arista)	
11	16	2PAC	Changes (Amaru/Death Row/Interscope)	
25	17	FAITH EVANS I/PUFF DADDY	All Night Long (Bad Boy/Arista)	
19	18	XSCAPE	Softest Place On Earth (So So Def/Columbia)	
21	19	KEITH SWEAT	I'm Not Ready (Elektra/EEG)	
17	20	DEBORAH COX	Nobody's Supposed To Be Here (Arista)	
14	21	BRANDY	Have You Ever? (Atlantic)	
24	22	FOXY BROWN	Hot Spot (Violator/Def Jam/RAL/Mercury)	
23	23	BUSTA RHYMES	Gimme Some More (Elektra/EEG)	
22	24	KELLY PRICE	Secret Love (T-Neck/Island)	
26	25	JUVENILE	Ha! (Cash Money/Universal)	
28	26	SHANICE	When I Close My Eyes (LaFace/Arista)	
34	27	MARIAH CAREY	I Still Believe (Columbia)	
33	28	JD I/KEITH SWEAT & R.O.C.	Going Home... (So So Def/Columbia)	
20	29	ICE CUBE I/MR. SHORT KHOP	Pushin' Weight (Lench Mob/Priority)	
35	30	BEFORE DARK	Come Correct (RCA)	
47	31	GINUWINE	What's So Different (550 Music/ERG)	
41	34	SILK	If You (Lovin' Me) (Elektra/EEG)	

URBAN begins on Page 52.

ROCK

LW	TW	ARTIST	SON	REMARKS
1	1	BLACK CROWES	Kickin' My Heart... (American/Columbia)	
2	2	LENNY KRAVITZ	Fly Away (Virgin)	
3	3	METALLICA	Turn The Page (Elektra/EEG)	
8	4	COLLECTIVE SOUL	Heavy (Atlantic)	
5	5	CREED	One (Wind-up)	
4	6	KENNY WAYNE SHEPHERD	Everything Is... (Revolution/Reprise)	
9	7	TRAIN	Free (Aware/Columbia)	
6	8	GOO GOO DOLLS	Slide (Warner Bros.)	
7	9	JONNY LANG	Still Rainin' (A&M)	
10	10	FLYS	Got You (Where I Want You) (Delicious Vinyl/Trauma)	
11	11	EVERLAST	What It's Like (Tommy Boy)	
12	12	INDIGENOUS	Now That You're Gone (Pachyderm)	
22	13	METALLICA	Whiskey In The Jar (Elektra/EEG)	
14	14	CLASS OF '99	Another Brick In The Wall (Columbia)	
13	15	FUEL	Bittersweet (550 Music/ERG)	
16	16	HOLE	Celebrity Skin (DGC/Geffen)	
15	17	OFFSPRING	Pretty Fly (For A White Guy) (Columbia)	
20	18	EVE 6	Leech (RCA)	
17	19	EVE 6	Inside Out (RCA)	
23	20	ROB ZOMBIE	Dragula (Geffen)	
26	21	REMY ZERO	Prophecy (DGC/Geffen)	
19	22	CREED	What's This Life For (Wind-up)	
25	23	GODSMACK	Whatever (Republic/Universal)	
29	24	BLACK SABBATH	Selling My Soul (Epic)	
18	25	KISS	You Wanted The Best (Mercury)	
30	26	R.E.M.	Lotus (Warner Bros.)	
31	27	BARE JR.	You Blew Me Off (Immortal/Epic)	
21	28	BLACK SABBATH	Psycho Man (Epic)	
27	29	MONSTER MAGNET	Powertrip (A&M)	
24	30	MOON DOG MANE	Turn It Up (Eureka)	

ROCK begins on Page 85.



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URBAN AC

LW	TW	ARTIST	SON	Label
1	1	DEBORAH COX	Nobody's Supposed To Be Here	(Arista)
4	2	R. KELLY	When A Woman's Fed Up	(Jive)
3	3	TEMPTATIONS	This Is My Promise	(Motown)
2	4	BRANDY	Have You Ever?	(Atlantic)
5	5	KIRK FRANKLIN	Lean On Me	(Gospo Centric)
10	6	WHITNEY HOUSTON	Heartbreak Hotel	(Arista)
6	7	DRU HILL	These Are The Times	(University/Island)
9	8	GERALD LEVERT	Taking Everything	(EastWest/EEG)
8	9	BOYZ II MEN	I Will Get There	(DreamWorks)
14	10	JESSE POWELL	You	(Silas/MCA)
15	11	LAURYN HILL	Ex-Factor	(Ruffhouse/Columbia)
13	12	MONICA	Angel Of Mine	(Arista)
11	13	TEMPTATIONS	Stay	(Motown)
23	14	TYRESE	Sweet Lady	(RCA)
12	15	HOUSTON & CAREY	When You...	(Arista/Columbia/DreamWorks)
18	16	LES NUBIANS	Makeda	(OmTown/Virgin)
19	17	GEORGE BENSON	Back To Love	(GRP)
17	18	TRIN-I-TEE 5:7	You Can Always	(B-Rite/Interscope)
22	19	TEVIN CAMPBELL	Another Way	(Qwest/WB)
7	20	DIVINE	Lately	(Pendulum/Red Ant)
16	21	FAITH EVANS	Love Like This	(Bad Boy/Arista)
21	22	BRIAN MCKNIGHT	The Only One For Me	(Motown)
—	23	CASE I/JOE	Faded Pictures	(Def Jam/RAL/Mercury)
30	24	SHANICE	When I Close My Eyes	(LaFace/Arista)
25	25	PHYLLIS HYMAN	Tell Me What You're...	(Philadelphia International)
24	26	TRIN-I-TEE 5:7	God's Grace	(B-Rite/Interscope)
26	27	KENNY LATTIMORE	Days Like This	(Columbia)
28	28	DAVINA	I Can't Help Myself	(Loud)
—	29	MARIAH CAREY	I Still Believe	(Columbia)
—	30	KEITH SWEAT	I'm Not Ready	(Elektra/EEG)

URBAN begins on Page 52.

ACTIVE ROCK

LW	TW	ARTIST	SON	Label
1	1	EVERLAST	What It's Like	(Tommy Boy)
4	2	CREED	One	(Wind-up)
2	3	METALLICA	Turn The Page	(Elektra/EEG)
3	4	LENNY KRAVITZ	Fly Away	(Virgin)
6	5	GODSMACK	Whatever	(Republic/Universal)
10	6	COLLECTIVE SOUL	Heavy	(Atlantic)
5	7	OFFSPRING	Pretty Fly (For A White Guy)	(Columbia)
8	8	ROB ZOMBIE	Dragula	(Geffen)
7	9	BLACK CROWES	Kickin' My Heart Around	(American/Columbia)
9	10	FLYS	Got You (Where I Want You)	(Delicious Vinyl/Trauma)
14	11	EVE 6	Leech	(RCA)
19	12	METALLICA	Whiskey In The Jar	(Elektra/EEG)
12	13	FUEL	Bittersweet	(550 Music/ERG)
11	14	CLASS OF '99	Another Brick In The Wall	(Columbia)
13	15	MONSTER MAGNET	Powertrip	(A&M)
15	16	HOLE	Celebrity Skin	(DGC/Geffen)
18	17	REMY ZERO	Prophecy	(DGC/Geffen)
16	18	BLACK SABBATH	Psycho Man	(Epic)
17	19	SPRUNG MONKEY	Super Breakdown	(Surfdog/Hollywood)
22	20	MARILYN MANSON	I Don't Like The Drugs...	(Nothing/Interscope)
28	21	STABBING WESTWARD	Haunting Me	(Columbia)
20	22	GOO GOO DOLLS	Slide	(Warner Bros.)
32	23	BARE JR.	You Blew Me Off	(Immortal/Epic)
25	24	ORGY	Blue Monday	(Elementree/Reprise)
33	25	ROB ZOMBIE	Living Dead Girl	(Geffen)
34	26	BLACK SABBATH	Selling My Soul	(Epic)
23	27	KORN	Got The Life	(Immortal/Epic)
29	28	LIMP BIZKIT	Faith	(Flip/Interscope)
27	29	PLACEBO	Pure Morning	(Hut/Virgin)
21	30	ECONOLINE CRUSH	Surefire (Never Enough)	(Restless)

ROCK begins on Page 85.

COUNTRY

LW	TW	ARTIST	SON	Label
2	1	JO DEE MESSINA	Stand Beside Me	(Curb)
3	2	TIM MCGRAW	For A Little While	(Curb)
6	3	MARK CHESNUTT	I Don't Want To Miss A Thing	(MCA)
7	4	DIAMOND RIO	Unbelievable	(Arista)
1	5	RANDY TRAVIS	Spirit Of A Boy...	(DreamWorks)
9	6	JOHN MICHAEL MONTGOMERY	Hold On To Me	(Atlantic)
10	7	REBA MCENTIRE	Wrong Night	(MCA)
11	8	SARA EVANS	No Place That Far	(RCA)
4	9	MARTINA MCBRIDE	Wrong Again	(RCA)
12	10	DIXIE CHICKS	You Were Mine	(Monument)
14	11	TRISHA YEARWOOD	Powerful Thing	(MCA)
13	12	BILLY RAY CYRUS	Busy Man	(Mercury)
15	13	SHANIA TWAIN	That Don't Impress Me Much	(Mercury)
8	14	BLACKHAWK	There You Have It	(Arista)
5	15	ALAN JACKSON	Right On The Money	(Arista)
16	16	WILKINSONS	Fly (The Angel Song)	(Giant)
20	17	GEORGE STRAIT	Meanwhile	(MCA)
19	18	ALABAMA	Keepin' Up	(RCA)
17	19	MICHAEL PETERSON	By The Book	(Reprise)
22	20	KENNY CHESNEY	How Forever Feels	(BNA)
21	21	DERYL DODD	A Bitter End	(Columbia)
24	22	BROOKS & DUNN	I Can't Get Over You	(Arista)
23	23	KINLEYS	Somebody's Out There Watching	(Epic)
25	24	LARI WHITE	Take Me	(Lyric Street)
26	25	CHAD BROCK	Ordinary Life	(Warner Bros.)
31	26	LEE ANN WOMACK	I'll Think Of A Reason Later	(MCA)
32	27	FAITH HILL	Love Ain't Like That	(Warner Bros.)
29	28	SAWYER BROWN	Drive Me Wild	(Curb)
30	29	STEVE WARINER	Every Little Whisper	(Capitol)
27	30	LINDA DAVIS	I'm Yours	(DreamWorks)

40	33	MARK WILLS	Wish You Were Here	(Mercury)
36	35	PATTY LOVELESS	Can't Get Enough	(Epic)

COUNTRY begins on Page 62.

ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	EVERLAST	What It's Like	(Tommy Boy)
2	2	SUGAR RAY	Every Morning	(Lava/Atlantic)
3	3	CAKE	Never There	(Capricorn/Mercury)
5	4	HOLE	Malibu	(DGC/Geffen)
4	5	LENNY KRAVITZ	Fly Away	(Virgin)
9	6	EVE 6	Leech	(RCA)
12	7	CREED	One	(Wind-up)
6	8	GOO GOO DOLLS	Slide	(Warner Bros.)
8	9	FLYS	Got You (Where I Want You)	(Delicious Vinyl/Trauma)
10	10	GARBAGE	Special	(Almo Sounds/Interscope)
13	11	ORGY	Blue Monday	(Elementree/Reprise)
16	12	MARVELOUS 3	Freak Of The Week	(HiFi/Elektra/EEG)
23	13	COLLECTIVE SOUL	Heavy	(Atlantic)
11	14	NEW RADICALS	You Get What You Give	(MCA)
7	15	OFFSPRING	Pretty Fly (For A White Guy)	(Columbia)
15	16	ALANIS MORISSETTE	Joining You	(Maverick/Reprise)
22	17	DAVE MATTHEWS BAND	Crush	(RCA)
14	18	BETTER THAN EZRA	At The Stars	(Elektra/EEG)
24	19	EVERCLEAR	One Hit Wonder	(Capitol)
21	20	CARDIGANS	My Favourite Game	(Stockholm/Mercury)
18	21	PLACEBO	Pure Morning	(Hut/Virgin)
20	22	REMY ZERO	Prophecy	(DGC/Geffen)
19	23	U2	Sweetest Thing	(Island)
17	24	SOUL COUGHING	Circles	(Slash/WB)
31	25	TIN STAR	Head (V2)	
32	26	SEMISONIC	Secret Smile	(MCA)
26	27	BEASTIE BOYS	Body Movin'	(Grand Royal/Capitol)
43	28	OFFSPRING	Why Don't You Get A Job?	(Columbia)
25	29	HOLE	Celebrity Skin	(DGC/Geffen)
34	30	FATBOY SLIM	Praise You	(Skint/Astralwerks/Caroline)

ALTERNATIVE begins on Page 92.

NAC/SMOOTH JAZZ

LW	TW	ARTIST	SON	Label
3	1	WALTER BEASLEY	I Feel You	(Shanachie)
1	2	WARREN HILL	Turn Out The Lights	(Discovery)
2	3	NAJEE	Room To Breathe	(Verve Forecast/Verve)
4	4	ERIC MARIENTHAL	Here In My Heart	(I.E./Verve)
5	5	PETER WHITE I/G. WASHINGTON, JR.	Midnight In...	(Columbia)
7	6	GRANT GEISSMAN	Did I Save?	(Higher Octave)
9	7	KIRK WHALUM	Ascension	(Warner Bros.)
8	8	LEE RITENOUR	This Is Love	(I.E./Verve)
11	9	PATTI AUSTIN	Don't Go Away	(Concord Vista)
10	10	MARC ANTOINE	Concacha	(GRP)
6	11	RICK BRAUN	Hollywood & Vine	(Atlantic)
12	12	JK	Off The Hook	(Verve)
14	13	GREGG KARUKAS	Cruisin' Your House At...	(I.E./Verve)
13	14	WILL DOWNING & GERALD ALBRIGHT	Stop...	(Verve/Motown)
15	15	VANESSA WILLIAMS	My Flame	(Mercury)
16	16	KIM WATERS	Easy Going	(Shanachie)
17	17	STEVE COLE	Where The Night Begins	(Bluemoon/Atlantic)
19	18	PHIL COLLINS	True Colors	(Atlantic)
18	19	DAVE KOZ	I'll Be There	(Blue Note)
21	20	BOBBY CALDWELL	Good To Me	(Sin-Drome)
23	21	FOURPLAY	Vest Pocket	(Warner Bros.)
20	22	BRIAN BROMBERG	Hero	(Zebra)
—	23	GEORGE BENSON	Cruise Control	(GRP)
25	24	SHAKATAK	Blue Azure	(Instinct)
24	25	BRYAN SAVAGE	Soul Temptation	(Higher Octave)
—	26	GOTA	In The City Life	(Instinct)
29	27	CHRIS STANDING	Steven	(Instinct)
27	28	JEFF LORBER	Midnight	(Zebra)
—	29	GABRIELA ANDERS	Wanting	(Warner Bros.)
26	30	CHUCK LOEB	Beneath The Light	(Shanachie)

No Songs Qualified For Breaker Status This Week.

NAC begins on Page 79.

ADULT ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	NEW RADICALS	You Get What You Give	(MCA)
4	2	SHERYL CROW	There Goes The Neighborhood	(A&M)
2	3	GOO GOO DOLLS	Slide	(Warner Bros.)
3	4	JEWEL	Hands	(Atlantic)
7	5	CHRIS ISAAK	Flying	(Reprise)
5	6	BARENAKED LADIES	It's All Been Done	(Reprise)
6	7	SEAL	Human Beings	(Warner Bros.)
15	8	R.E.M.	Lotus	(Warner Bros.)
9	9	JONNY LANG	Still Rainin'	(A&M)
14	10	BRIAN SETZER ORCHESTRA	This Cat's On A Hot...	(Interscope)
16	11	SUGAR RAY	Every Morning	(Lava/Atlantic)
11	12	WES CUNNINGHAM	So It Goes	(Warner Bros.)
12	13	U2	Sweetest Thing	(Island)
8	14	DAVE MATTHEWS BAND	Crush	(RCA)
25	15	COLLECTIVE SOUL	Run	(Hollywood/Atlantic)
10	16	B.B. KING	Bad Case Of Love	(MCA)
13	17	LUCINDA WILLIAMS	Can't Let Go	(Mercury)
19	18	EVERLAST	What It's Like	(Tommy Boy)
—	19	JOHN MELLENCAMP	I'm Not Running Anymore	(Columbia)
30	20	SHAWN MULLINS	Shimmer	(SMG/Columbia)
20	21	MATCHBOX 20	Back 2 Good	(Lava/Atlantic)
21	22	SOUL COUGHING	Circles	(Slash/WB)
28	23	SARAH MCLACHLAN	Angel	(Warner Sunset/Reprise)
22	24	LISA LOEB	All Day	(Interscope)
18	25	PHISH	Birds Of A Feather	(Elektra/EEG)
24	26	LYLE LOVETT	West Texas Highway	(Curb/MCA)
26	27	SHERYL CROW	My Favorite Mistake	(A&M)
—	28	BETTER THAN EZRA	At The Stars	(Elektra/EEG)
—	29	SUSAN TEDESCHI	You Need To...	(Tone Cool/Rounder/Mercury)
17	30	BECK	Tropicalia	(DGC/Geffen)

ADULT ALTERNATIVE begins on Page 103.

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Publisher's Profile

By Erica Farber



BEVERLY TILDEN

VP/Marketing, Chancellor Radio Group

One of the most important positions at a radio station today is that of the marketing and promotion director. This person is responsible for helping to create a station's strategic plan. He or she then must see that the plan is integrated both vertically and horizontally within the station and, finally, implemented both on and off the air. Does the phrase one-armed paperhanger ring a bell?

It does to one person, Beverly Tilden. She is VP/Marketing for Chancellor's Radio Group. With a support staff of one, which she shares with another corporate executive, Tilden works with over 100 Chancellor marketing directors and plays an integral part in the senior management of this rapidly changing company.

Her responsibilities: "One is working directly with Jimmy de Castro, doing whatever he wants me to do. That includes things like creating our All-Access Tour, which was our sales incentive program for clients this year. It was created to be in the image of our company. We like to position ourselves as an entertainment company; that's a way we image our company with our clients. I'm also very involved in the start-ups we do. We just did Chicago in November and New York in December. I also work with all the marketing directors. I try to be available to them whenever possible for help, resources, whatever. Once a year we all get together at our marketing meetings."

How her position was created: "I worked for KISS/Boston for a long time and knew Janet Karger, who was there at the time. When Evergreen was about to buy Pyramid, I went to Jimmy and proposed a job that would be a little more global. I didn't really think it would be as big as it is today. They only had 20-30 stations at the time, at the most. My thought process was to work with all the marketing directors and kind of lead them and help them in any way I could. What evolved was, as soon as Jimmy said yes and signed me on, I went right to New York and started working on KTU, which was sort of the start of everything."

Chancellor's views on marketing: "They are better than any other company I've ever worked for. Jimmy has a lot of respect for marketing directors. The fact that my position exists sends a message to the GMs that the company considers marketing to be an important

part of what we do. I'm here as a resource to help find a better marketing director if they need one and to help influence them or create the passion in them to do really great things. Unfortunately, because the company is so big and I'm so busy doing lots of different things, the best thing I can do is try to lead by example in all the things that I do."

Qualities that make a good marketing director: "It's really a personality that starts it. You need passion for the business, for radio and for doing the things that radio stations love to do. You have to be a great salesperson, because all of your ideas need to be sold — either up to a GM, up to the company, out to clients, or even within your company to inspire the on-air talent to do a great job with a promotion on the air. If you get excited about it, they get excited about it. That passion is really key. Then, of course, once you get them all hyped up, the follow-through must be impeccable. When everything clicks, there's nothing like the feeling afterward among the people at the station or even among the people at the company. I think back to the night after we launched the New York station. It's still fun for Jimmy and Steve Rivers and David Lebow and John Madison and John Fullam. We all get so excited when it happens. You put a lot of work into it, and it never fails to amaze me how it's exciting every time."

Challenges facing radio: "To stay fresh and new, and to create programming, events and a feeling at your radio station that really get listeners impassioned. When I think about KISS 108 or KTU, those listeners live and die for those radio stations. It's that kind of loyalty with listeners and that kind of passion that I think makes all the other little things that you do effective — telemarketing, direct mail and all that. You can't create passion with those things; you can only let people know about something. As Steve Rivers would say, it's what comes out of the speakers that really gets them to listen. That's what we have to keep focusing on, and that's what Chancellor is so great at."

Challenges for marketing and promotion directors: "To educate themselves, to know more and to learn more. Marketing directors — there's no college course for it. It's usually people who have a great passion for radio who have educated themselves by reading all the wonderful marketing books out there. One-to-one marketing is another of my favorites, really getting people to understand how to relate to listeners one-to-one. I think that's their biggest challenge. It's really up to their GMs to inspire them and up to them to meet the expectation, grow and be great."

One piece of advice for marketing directors: "Learn. Just do everything you can to learn. Go to sales meetings, go to the program director's meetings. Read everything you can. Speak with every vendor you can and learn to ask great questions. There are 10 direct marketing companies out there — how do you pick one? You have to really spend time with them and learn to ask the right questions and get into their heads and find out what's best for your radio station. That's really how you learn."

Most influential individual: "I've been fortunate. I've worked with some fabulous stations and great companies, and I've had some wonderful influences. But I have to mention two people. One is John Madison. I had left marketing and gone into sales to do something where I could make money for myself. He was looking for a marketing director and said, 'I believe in marketing, and I'll pay a marketing director. You come here, and I'll promise you that you'll be a part of this team.' He really showed me the way. That really brought me back to marketing, and I wouldn't be here if it wasn't for that. I also can't forget Jimmy. Even so late in my career, to have met him has made a tremendous impact. He's taught me to deal with people in a whole different way, not telling them what to do, but inspiring them and exciting them. Boy, does he lead by example, and I think that's been a really great influence on me. He's one of the great leaders."

Career highlight: "Definitely the launch of KTU. It was one of those lifetime opportunities. I can't tell you how much fun it was. Jimmy brought this whole team together. He calls them the Men From Uncle. When I say how excited and happy we are when a thing like New York comes off, it's because each one of us has done our job, and it makes us all very happy and satisfied."

Career disappointment: "My disappointment is still that GMs oftentimes will say to marketing directors when they ask for more money, 'Go into sales. I hate that. GMs need great marketing people more than ever, and if they have people with the talent for it and the passion to learn and grow, they should really encourage them and pay them to do that. It would be my goal to see every marketing director in a major market making six figures. My disappointment is that it's slow in happening."

Favorite radio format: "Definitely CHR, only because there's always something new as far as the new artists. It's important in my job to stay on top of that, but I really truly enjoy it too!"

Favorite television show: "Inside The Actor's Studio on Bravo. It's a really cool show. It's an interview with one accomplished actor. They spend an hour with them, about how they got into the business and what inspires them."

Favorite book: "I like books about Boston. *Civil Action* is a big movie now, but it was written about Boston. *Back Bay* is a cool historical novel about Boston."

Favorite song: "Never Being Boring" by the Pet Shop Boys. It's kind of a cool anthem and a great dance song."

Favorite movie: "One is *The Player* and the other is *The Stunt Man*. Both movies are about making movies."

Favorite restaurant: "In Boston, I love Mistral."

Favorite beverage: "I would have to say, in salute to Mr. Rivers and Mr. Madison, a Kettle One martini with an olive."

Hobbies: "Golf, cooking, and I love watching sports."

Stock recommendation: "AMFM all the way."

New Year's resolution: "This is a really key year to get much healthier and much more focused on doing things for me personally. I'm a mother with a very responsible job, so I would love to spend more time on making me better to get ready for the millennium."