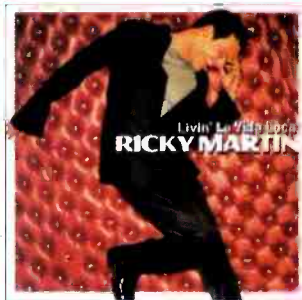


NEWSSTAND PRICE \$6.50

### Livin' The Crazy Life

Ricky Martin's "Livin' La Vida Loca" picked up 60 adds this week at CHR/Pop, good enough for Most Added



honors. The C2/Columbia artist, an international TV, stage and music performer, has sold 10 million albums worldwide and is set to enjoy the biggest song of his career.

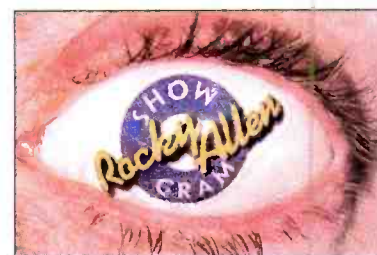
# R&R

THE INDUSTRY'S NEWSPAPER

APRIL 2, 1999

### My Eye Adored You!

From R&R's file of wacky radio promos: Rocky Allen takes logowear to a whole new level with this prosthetic eye! The WABC/NY morning man selected a mono-orbed "winner" from a surprisingly large number of entrants. More on the next page.



# THE COUNTDOWN BEGINS...



## backstreet boys

*i want it that way*

**IMPACTING RADIO: APRIL 12TH**

**THE FIRST SINGLE  
FROM THEIR UPCOMING RELEASE**

**MILLENNIUM  
in stores May 18th**

*Worldwide tour starts in June*



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If your station decides to shop around for a website designer and content provider, what qualities do you look for? **R&R** went to **George Longwell**, who, as VP/Sales of OnRadio, works with nearly 500 stations on their Internet strategies. He offers us nonpartisan suggestions you can use. Also this week, management expert **Dick Kazan** suggests that discounting rates only serves to discount the value of your station.

Pages 14-16

**R&R ALTERNATIVE, COUNTRY EDITORS FLIP FORMATS**

Almost two decades after he was appointed Country Editor, **R&R's** **Lon Helton** becomes Alternative Editor. **Jim Kerr** will relinquish his Alternative chair to assume Helton's old post in Nashville. The flip became effective yesterday. Read all about it in their respective columns. Pages 63, 98

**RIAA SALES TALES**

For the first time in recent history, consumers 30 years of age and older are buying the majority of recorded music in the U.S. This and other stats are detailed in our Sound Decisions column. Page 32

**IN THE NEWS**

- **Wayne Vriesman** retires as head of Tribune radio group
- **Byron Phillips, Michael Traylor** appointed SVP/GMs, Urban Music at Hollywood
- **Gregg Cassidy** takes WOCT/Baltimore PD post

Page 3

**THIS #1 WEEK**

- CHR/POP**
  - **SUGAR RAY** Every Morning (Lava/Atlantic)
- CHR/RHYTHMIC**
  - **TLC** No Scrubs (LaFace/Arista)
- URBAN**
  - **TLC** No Scrubs (LaFace/Arista)
- URBAN AC**
  - **JESSE POWELL** You (Silas/MCA)
- COUNTRY**
  - **KENNY CHESNEY** How Forever Feels (BNA)
- AC**
  - **SARAH McLACHLAN** Angel (Warner Sunset/Reprise)
- HOT AC**
  - **SUGAR RAY** Every Morning (Lava/Atlantic)
- NAC/SMOOTH JAZZ**
  - **BONEY JAMES** Into The Blue (Warner Bros.)
- ROCK**
  - **COLLECTIVE SOUL** Heavy (Atlantic)
- ACTIVE ROCK**
  - **COLLECTIVE SOUL** Heavy (Atlantic)
- ALTERNATIVE**
  - **LIT** My Own Worst Enemy (RCA)
- ADULT ALTERNATIVE**
  - **COLLECTIVE SOUL** Run (Hollywood/Atlantic)

NEWSSTAND PRICE \$6.50



**Chancellor Could Sell Outdoor**

■ **De Castro** makes news at Schrodgers confab in NY, while **CBS' Karmazin** ups Internet ante

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

Chancellor Radio & Outdoor President/CEO Jim de Castro and CBS Chief Executive Mel Karmazin traded bombshells last week during the Big Picture Media Conference in New York, hinting at possible company moves that had investors drooling.

Speaking to a packed house at the Schrodgers conference on March 24, Karmazin said CBS was "dedicated" to becoming a major force in Internet business, suggesting that the media giant could launch a site called Infinity.com, which would rebroadcast the company's radio content. CBS shares rose nearly

CONFERENCE/See Page 17

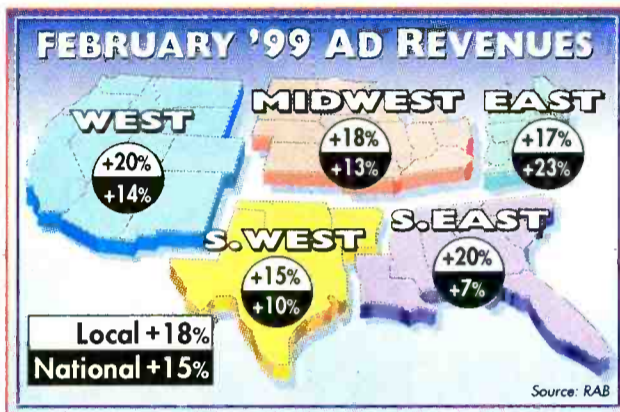
**A Fabulous February For Radio Industry**

BY RON RODRIGUES  
R&R EDITOR-IN-CHIEF  
ronr@rronline.com

A roaring economy helped propel the radio industry to its highest year-to-year growth rate since the recession of the early '90s. February 1999 revenues were 18% higher than in February of last year. In just the last five years of recovery, radio's February revenues are up 75%. The figures bolster recent suggestions made by group heads such as Mel Karmazin and Jim de Castro that radio industry first quarter results will be a blockbuster.

"These increases wouldn't happen if we were in a recession," remarked former station operator Frank Wood. "It's also due to sophisticated operators with big chunks of properties who price intelligently and market and promote stations, again, while standing on the shoulders of a monster economy."

According to the RAB, the February increases were evident across all regions of the country. The only region that did not have a double-digit gain in either local or national was the Southeast, which experienced "only" a 7% in-



crease in national revenue.

"February was as good a month as radio has ever had," noted RAB President/CEO Gary Fries. "Maybe even the best when today's highly competitive advertising climate is considered. The growth of local sales in recent months has been dramatic and continues to bode well for another record-breaking year overall for our industry."

On a year-to-date basis, business is up 16% locally, 16% nationally and 16% overall.

Jacor/Los Angeles President/GM Roy Laughlin said his stations (CHR/Pop KIIS-FM, Adult Alternative KACD-

FM & KBCD-FM and Sports KXTA-AM) did even better, posting a 20% increase over last year.

"Certainly, the economy was the main reason, but we are also tapping into nontraditional revenue like never before," Laughlin said. A KXTA event featuring sports-oriented motivational speakers drew 15,000 in January, while the KIIS 18-wheeler remote vehicle is in the middle of a long-term sponsorship deal with the Rio Hotel in Las Vegas.

Emmis Communications President/CEO Jeff Smulyan suggested that in addition to

FEBRUARY/See Page 36

**WW1 Budget Cuts Force CBS Radio Network Layoffs**

BY JEFFREY YORKE  
R&R WASHINGTON BUREAU CHIEF  
yorkedial@aol.com

A combination of reduced demand and a need for efficiency has resulted in job cuts for a dozen reporters, anchors and technicians in the **CBS Radio Networks** studios in New York. The cuts are a result of budget trimming by Westwood One, which contracted with CBS in September to provide news feeds for its news networks, NBC Radio News and the Mutual Broadcasting System.

CBS Radio Networks, which is 25% owned by CBS and 75% owned by Westwood One, is reorganizing its programming schedule five months after Joel Hollander took over as Westwood One President (**R&R** 10/16/98).

"We're concentrating our resources where the demand for the product is," Hollander told **R&R**. "Consequently, there were some programming changes, and that's where the layoffs were. The restructuring will not affect CBS Radio's news-gathering operation."

Hollander told Bloomberg

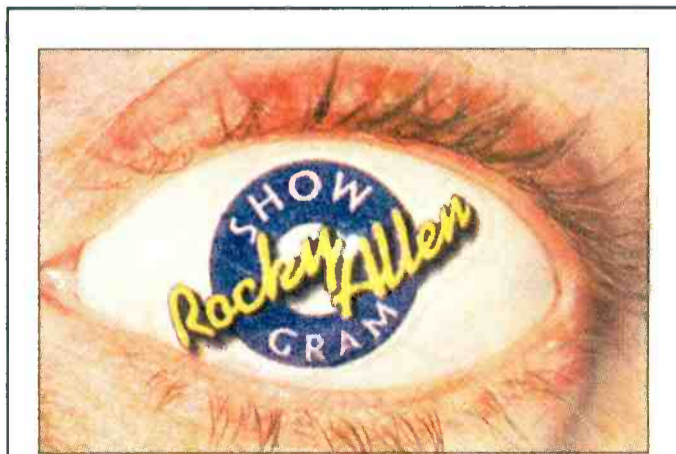
CBS/See Page 36

**SW Networks Sold To Launch Media**

Sony's **SW Networks** was bought out last week by **Launch Media**, a five-year-old Internet music company that recently filed for an initial public offering.

No price was announced on the deal, but it's slated to close sometime in April after Launch completes its IPO, which is expected to raise about \$40 million. **SW Networks** provides programming to over 1,000 radio stations nationally, and Launch Chief Executive Dave Goldberg told **R&R** that **SW Networks'** music-news services will complement Launch's news service.

SW/See Page 36



**Rocky Says Socket To Me!**

WFAN/NY may have the I-Man, but WABC/NY has the eye man! Morning host **Rocky Allen** invited all listeners who were missing an eye to send in pictures. Allen and his crew picked one of over 35 applicants to receive this custom-made replacement.

**Major Mergers Get Shareholders' OK**

BY MATT SPANGLER  
R&R WASHINGTON BUREAU  
spanglm@rronline.com

**Jacor Communications** and **Clear Channel Communications** got one step closer to being united last Friday, as shareholders of both companies signed off on their merger. Both entities said 99.9% of stockholders voted for the \$4.4-billion deal, which was announced last October and will create the country's second-largest radio group in terms of station count and third-largest in terms of revenue.

How much Jacor shareholders will receive for their stock has yet to be determined, but it will be based on the average closing

DEALS/See Page 36

IN THE PAST FEW WEEKS

OVER **100,000,000** AMERICANS HAVE SEEN

# THE CORRS

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- Saturday Night Live
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### *STILL TO COME:*

**APRIL 1: THE LATE SHOW WITH DAVID LETTERMAN...**

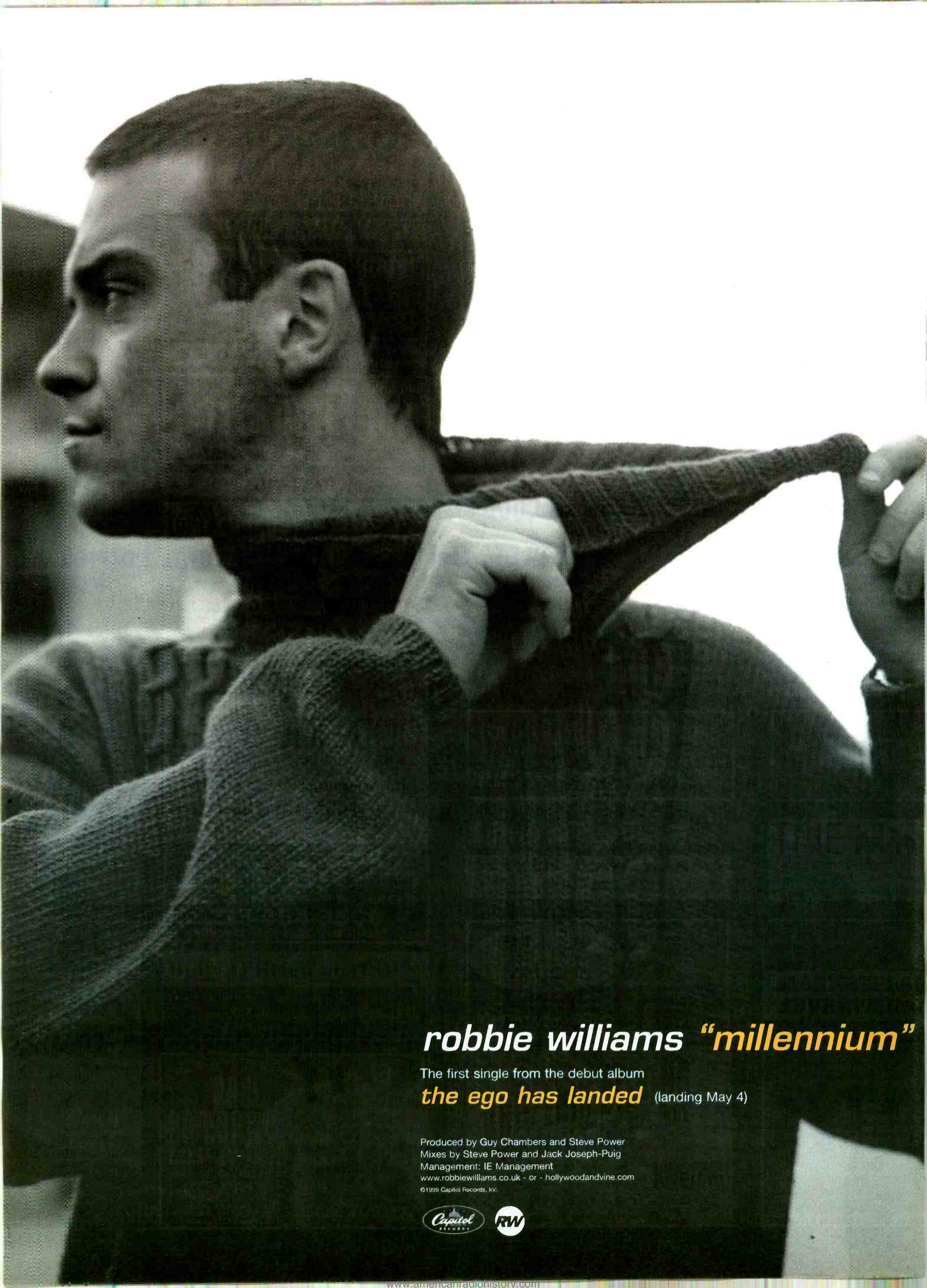
**MAY 7: THE TONIGHT SHOW WITH JAY LENO....**

**MTV SPECIAL... USA TODAY...LA TIMES...**

**THE TODAY SHOW...ACCESS HOLLYWOOD**

Management: John Hughes





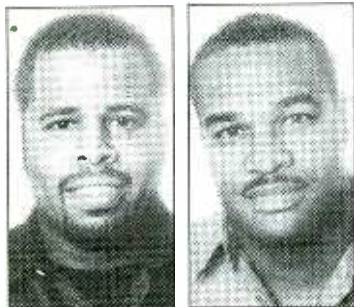
*robbie williams* "millennium"

The first single from the debut album  
*the ego has landed* (landing May 4)

Produced by Guy Chambers and Steve Power  
Mixes by Steve Power and Jack Joseph-Puig  
Management: IE Management  
[www.robbiewilliams.co.uk](http://www.robbiewilliams.co.uk) - or - [hollywoodandvine.com](http://hollywoodandvine.com)  
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## Phillips, Traylor Now Hollywood SVP/GMs, Urban Music



Phillips Traylor

Byron Phillips and Michael Traylor have been tapped as Sr. VP/GMs, Urban Music at Hollywood Records, based in Burbank, CA. They come from AHM Entertainment, the music management, production, marketing and soundtrack-supervision company they co-founded in 1991.

"Making a true commitment to urban music is the logical next step in the growth of Hollywood Records," said Buena Vista Music Group Chairman Bob Cavallo. "I was particularly drawn to Byron and Michael because of their diverse backgrounds and their entrepreneurial perspective. They balance an inherent willingness to take risks with wisdom acquired through their years of experience. I'm confident they will build an urban music business we can all be proud of."

HOLLYWOOD/See Page 18

## Cassidy Tapped As WOCT/Baltimore PD

Veteran programmer Gregg Cassidy has been named PD for Jacor's Classic Rock WOCT/Baltimore. Cassidy most recently served as PD for Hot AC KALC (Alice 106)/Denver, the Chancellor station he helped launch. Prior to his work at KALC, Cassidy served as PD at Alternative WLUM/Milwaukee.

"Gregg has an impressive ratings record, primarily attributable to his wizardry at identifying and growing talent," Jacor Market Manager Jim Dolan said. "He put together [former KALC and current KYSR/L.A. morning team] Jamie, Frosty & Frank in Denver. His first charge is to identify a morning show. T&Rs to Cassidy!"

CASSIDY/See Page 18

## Still Rock 'N' Roll To Them



Sony Music artists, execs and friends recently gathered to celebrate the induction of Billy Joel and Bruce Springsteen into the Rock and Roll Hall of Fame. Revelers include (l-r, back row) Columbia Records Pres. Don Ienner, Ruffhouse/Columbia artist Lauryn Hill, new inductee Bruce Springsteen, Patty Scialfa, Rhea Perlman, Chairman/CEO Sony Music Entertainment Thomas D. Mottola, Exec. VP/SME Michele Anthony; and (l-r, front row) Rohan Marley and Danny DeVito.

## PR&E Runs Into Rocky Financial Road

■ Though it currently faces Amex delisting, console maker promises to be profitable again

By MATT SPANGLER  
R&R WASHINGTON BUREAU  
spangler@rronline.com

Broadcast studio equipment manufacturer and consultant Pacific Research & Engineering appears to have hit some financial turbulence. It announced Monday that it faces being delisted by the American Stock Exchange, and that California-based Imperial Bank has frozen its line of credit.

The Carlsbad, CA-based company's stock plummeted 83% from its March 25 close of \$1.50 to 50 cents by late-afternoon trading Tuesday on word of its poor results in the fourth quarter. It reported a net fourth-quarter loss of \$2.3 million, coupled with a decline in net sales to \$2.7 million from \$3.2 million the year before.

PR&E has been put on "alert" status with Amex, however, because its net equity is now negative \$281,000, said newly appointed CFO Blake Clark. This loss was due in part to a "shrink in inventory" discovered during its year-end review, meaning the company's records "were not as well-kept as they could have been," Blake told R&R.

"We physically didn't have \$650,000 here that we thought we did have," President/COO Donald Naab told R&R.

This forced PR&E to restate its earnings for 1996 and 1997, resulting in net losses of \$630,000 and \$276,000 for those years. The

PR&E/See Page 18

## Tribune Vet Vriesman Retires April 6

Longtime WGN-AM/Chicago GM and Tribune Broadcasting VP Wayne Vriesman will retire next week (4/6), bringing to a close a nearly 40-year broadcasting career with the company. Vriesman, who has been at the helm of Tribune's radio group since 1987, first served as GM for the company's Windy City News/Talk flagship from 1978 to 1987, and again from 1996 to 1998.

"In his career with Tribune Broadcasting, Wayne has made a number of significant contributions," said Exec. VP James Dow-



Vriesman

dle. "Through strong leadership and a passion for the business, Wayne has played an important role in our success. On behalf of everyone at Tribune, it has been a privilege to work with such a talented and ethical individual."

Vriesman joined WGN Radio in 1960 as a news-writer and later served as a news-writer and producer for WGN Television. In 1966, Tribune sent him to Denver to head up the company's news operations at KWGN-TV. Vriesman returned to

VRIESMAN/See Page 17

APRIL 2, 1999

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## No. 7 With A Bonnet



Jean and Casey Kasem (far left and right, respectively) came to the aid of the seven surviving octuplets born in Houston to Ike and Nkem Chuckwu-Lewis with 25 pallets of supplies, including cribs, highchairs and pacifiers.

## 'KDF Flip Gives Nashville More Country

Dick Broadcasting's WKDF/Nashville ended a 30-year Rock tradition Thursday (4/1), when it flipped to Country and heralded air personality Carl P. Mayfield's return to morning radio.

In repositioning itself as "Music City 103," WKDF has fired the first shots in what appears to be one of the biggest wars in Nashville radio history. WKDF's switch to Country puts them in direct competition with format leader WSIX, as well as WSM-AM & FM and WZPC (Power Country 102.9).

Mayfield's move to WKDF

comes at the end of a one-year non-compete, which became effective after he departed afternoon drive at WSIX. Before arriving at WSIX in 1990, Mayfield spent 20 years at Rock WKDF. In returning to mornings at Music City 103, Mayfield will also be going head-to-head against WSIX's Gerry House.

"With the return of the mighty Carl P. and the kickoff of 103's Country format, we are giving listeners exactly what they want."

Dick Broadcasting GM Steve



Mayfield

WKDF/See Page 18

## HOW TO REACH US

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# Technical Changes Eased For AMs, FM Translators

□ No FCC action on negotiated interference, point-to-point technology

By MATT SPANGLER  
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The FCC this week made it easier for AM stations and FM translators to modify their facilities. However, in releasing revised technical rules for broadcasters on Tuesday, the commission delayed action on a controversial proposal that would allow broadcasters to negotiate interference agreements among themselves.

Under the new regulations, applications for "minor changes" (such as a new frequency or power level) to AMs, FM translators and noncommercial FM stations will now be processed by the FCC on a "first come, first served" basis. This means that once an acceptable application for a change is filed, it won't be impeded by applications filed later.

Under the old rules, the public was given 30 days after such applications were released to file comments. If a competitor asked the FCC to block the change, then the parties often had to settle the conflict, or the commission would hold a hearing to resolve the dispute.

"This way, you can make significant changes to your facilities without being exposed to competition," Washington, DC-based communications attorney David

Tillotson told R&R.

In order to bring the rules for AMs, FM translators and noncommercial FMs in line with those for FMs, most technical modifications — including changes in antenna height or location, relocation to an adjacent channel on the band and (for AMs) adding nighttime service — are now classified as "minor." FM translators and noncommercial FMs that wish to move their antennas must still reach at least a small part of their old service area.

The commission will now also accept up to four minor change applications that are "contingent" upon each other — meaning that the facility modifications cannot be made unless modifications are made to other facilities.

The new rules are part of a sweeping June 1998 proposal that would

streamline a number of technical rules for broadcasters. The FCC has deferred action on at least two proposed rules — negotiated interference agreements and point-to-point (PTP) methodology — that have divided broadcasters.

Negotiated interference agreements would permit stations to expand their coverage areas by entering into agreements allowing them to interfere with the protected service contours of other stations. The NAB said last year that these agreements would undermine the integrity of the FM band, while Cumulus Media said that the agreements are necessary as TV upgrades to digital.

PTP would allow the commission to take into account the terrain between two stations on the same frequency in determining whether they are an adequate distance from each other. NAB and Cumulus differed on the accuracy of this method.

The FCC hopes to act on these proposals within the next two months.

# Broadcasters On Track For Y2K Problem

□ FCC study shows good preparation, but worries remain about small operators

By JEREMY SHWEDER  
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Larger broadcasters appear to be prepared for the coming Y2K problem, according to a study released Tuesday by the FCC, but the commission is still concerned that individual operators may be unprepared for the computer problems expected to occur on Jan. 1.

Most radio broadcasters should be Y2K compliant by Jan. 1, according to the report, which was based on a survey of broadcasters conducted by the commission in recent months. Nearly 75% of broadcast respondents said that they will complete testing on Y2K readiness by the end of the second quarter. An additional 20% of respondents expect to be compliant by the end of the third quarter.

FCC Commissioner Michael Powell, chair of the FCC Year 2000 Task Force, said that the element of surprise in the Y2K issue is unsettling. Of 230 radio and television

broadcasters surveyed by the FCC late last year, 203 responded, an 88% response rate. Those operators surveyed included the top 20 radio broadcasters in terms of stations and revenue, operators with only one station or a handful of stations, and noncommercial station operators. Powell is most worried about the broadcasters who did not respond to the mandatory survey.

"We remain concerned with the present rate of remediation and that some individual broadcasters may not be adequately preparing for Y2K in time," the report said. "We remain concerned ... about those broadcast-

ers that have failed to respond and have failed to adopt a formal remediation plan."

The commission plans to contact the operators who did not respond, according to the report.

## Listeners Will Still Be Served

The broadcast industry worries the FCC less than some other industries, Powell said, because even if one operator in a market is unable to operate on Jan. 1, consumers will most likely be able to get important information from other broadcasters.

"This is particularly important due to broadcasters' unique role in the dissemination of information," Powell said.

The FCC survey asked for information about both broadcasting and billing services. On average, respondents expect complete remediation for broadcast elements and billing services to be finished by May, while auxiliary systems (which include payroll, backup power systems, heating systems, etc.) should be in line by June.

Emergency alert systems and tower lighting systems also seem to be under control, according to the survey. In both broadcasting systems and emergency alert systems, larger broadcasters with better resources were closer to compliance than smaller and medium broadcasters.

## Bloomberg

BUSINESS BRIEFS

### FCC's Gloria Tristani Decries Radio-TV Combos

FCC Commissioner Gloria Tristani voted against three waivers the commission gave last week to its rules prohibiting ownership of a TV and radio station in the same market. Smith Broadcasting, owner of KEYT-TV/Santa Barbara, CA was permitted to buy KEYT-AM/Santa Barbara; Ramar Communications, owner of KJTV-TV/Lubbock, TX, was allowed to purchase KLZK-FM/Brownfield, TX; and Waitt Broadcasting, owner of KMEG-TV/Sioux City, IA, will be allowed to buy KOLK-FM/Onawa, IA. Tristani says the FCC has not been strictly applying the five criteria by which it judges such combinations. Those criteria include favoring deals in which failed stations are bought out and owners who will boost local news coverage. One FCC official told R&R the commission often approves waivers for stations that are not failing and does not follow up with new owners to determine if local news service has improved.

### FCC Officials Squabble Over Flagged Deals

Contentious" was how one observer described last week's Federal Communications Bar Association panel session featuring Rick Chessen and Helgi Walker, legal advisers for Commissioners Gloria Tristani and Harold Furchtgott-Roth, respectively. If the FCC's broadcast ownership rules were challenged in court on First Amendment grounds today, "they could fall like a house of cards," Walker proclaimed during the debate on federal agencies' analyses of broadcast deals. Walker's boss, Furchtgott-Roth, has decried the commission's failure to make public the benchmarks it uses to review radio deals. Tristani, on the other hand, feels that there is too much concentration of ownership in the industry.

### 'Monster' Website Designer To Target Radio

Feed the Monster, a website designer and host, will launch this month, fueled by the financial assets that were Redwood Broadcasting and its acquisition this week of Interactive Radio Group (INRG) in a stock swap of undisclosed value. Feed the Monster will target large- and medium-market radio stations.

"We want to syndicate delicious websites to radio stations. Most stations don't have good websites because they don't have the time or the money to feed the monster," Frank Wood, company Chairman and Head of Secret Communications told R&R. "The typical radio station website has pictures of five jocks and a concert schedule from two weeks ago." Feed the Monster will tailor sites for each station that will include games, contests and lifestyle news that target the station's specific audience.

Wood said the Los Angeles-based operation will soon launch sites for Rock and Alternative radio stations in the top 30 markets, and that the company expects to grow to a staff of 90 by year's end. Another six formats will follow, he said.

### Marathon To Divest MT Stations To Appease DOJ

Marathon Media LLC President Chris Devine met with the Department of Justice last Friday regarding Billings, MT, where Marathon owns two FMs and one AM and is buying four more FMs and an AM from Citadel. Devine told R&R, "We're going to sell what they tell us to." The FCC has flagged this transaction, as well as Marathon's purchase of six stations in Medford, OR and five in Tri-Cities, WA. All of these are part of Marathon's 25-station, \$26-million deal with Citadel. One source familiar with the transaction told R&R that "it makes no sense" that the Medford and Tri-Cities acquisitions caught the commission's eye, since they were previously owned by a single operator.

### FCC May Reduce Fees For New FMs

The FCC is asking for input from the public on a proposal that would reduce the fiscal year 1999 FM construction permit fee from \$1,250 to \$765. Congress has asked the FCC to collect \$172.5 million of its \$192-million 1999 budget in regulatory fees. The CP fee reduction would result in a loss to the FCC of \$145,500, recovery of which would be spread out over a number of FCC licensees (not just broadcasters). Fees for AM and FM stations already broadcasting will range from \$430-\$4,400 under the proposed schedule. Comments and replies on the proposal are due April 19 and April 29, respectively.

### WINV Penalty Reduced

WINV-AM/Inverness, FL will pay the FCC \$7,000, reduced from \$10,000, for failing to make available its public inspection file and to follow EAS testing procedures, among other violations. The FCC had originally said

Continued on Page 10

## EARNINGS

### Salem Numbers Up In '98, Q4

Net revenues for privately held Salem Communications Corp. rose 15% in 1998 over the year before, to \$77.9 million from \$67.9 million. Broadcast cash flow gained 25% in '98, to \$35.4 million from \$28.3 million. In the fourth quarter, net revenues increased 21% to \$22.3 million, while BCF was up 25% to \$9.9 million.

## 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	3/19/99	One Year Ago	One Week Ago
Radio Index	237.22	261.39	247.49	+10.19%	+5.62%
Dow Industrials	8983.41	9822.24	9903.55	+9.34%	-.82%
S&P 500	1122.70	1282.80	1299.29	+14.26%	-1.27%



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**DEAL OF THE WEEK**

• **WBZS-AM & WZHF-AM/  
Washington, DC  
\$11 million**

**1999 DEALS TO DATE**

**Dollars To Date: \$1,043,752,245.38**  
(Last Year: \$1,671,259,553)

**Dollars This Week: \$23,443,170**  
(Last Year: \$195,977,500)

**Stations Traded This Year: 343**  
(Last Year: 485)

**Stations Traded This Week: 30**  
(Last Year: 45)

**TRANSACTIONS AT A GLANCE**

- WRFS-AM/Alexander City, AL \$20,000
- WSMQ-AM/Bessemer, AL \$250,000
- WRHY-FM/Centre, AL \$500,000
- WXWY-AM/Robertsdale, AL \$224,000
- KSWD-AM & FM CP/Seward, AK \$20
- KFLG-AM & FM/Bullhead City & KAAA-AM & KZZZ-FM/  
Kingman, AZ \$5.4 million
- KHBM-AM & FM/Monticello & KXSA-FM/Dermott, AR \$1.4 million
- KRNN-/M/North Little Rock (Little Rock), AR \$500,000
- WICH-AM & WCTY-FM/Norwich (New London), CT No cash  
consideration
- WPOM-AM/Riviera Beach (West Palm Beach), FL \$1.2 million
- WPCO-AM & WBLZ-FM/Mt. Vernon (Evansville), IN \$360,000
- KIKD-FM/Lake City, IA \$975,000
- KLBB-AM/St. Paul & WLLOL-AM/Brooklyn Park (Minneapolis),  
MN No cash consideration
- WWPA-AM/Williamsport, PA \$65,000
- FM CP/Redfield, SD \$111,150
- KEEP-FM/Bandera, TX \$108,000
- KVLL-FM/Woodville, TX \$550,000
- KRAR-FM/Brigham City (Salt Lake City-Ogden), UT \$300,000
- KWYZ-AM/Everett (Seattle-Tacoma), WA \$480,000

**TRANSACTIONS**

**Mega On PAR In Nation's Capital**

☐ **Purchases Washington's WBZS & WZHF for four in DC; Regent sells four in northwest Arizona**

**WBZS-AM/Alexandria &  
WZHF-AM/Arlington, VA  
(Washington, DC)**  
PRICE: \$11 million  
TERMS: Asset sale for cash  
BUYER: **Mega Communications Inc.**,

headed by President **Alfredo Alonso**. It owns 13 other stations, including WINX-AM/Rockville, MD and WKDL-AM & WKDV-AM/Washington. Phone: (301) 588-6200  
SELLER: **PAR Holdings LLC**, headed by President **John Douglas**. Phone: (650) 324-5888  
FREQUENCY: 730 kHz; 1,390 kHz

POWER: 5kw day/25 watts night; 5kw  
FORMAT: Business News; Talk

**WRFS-AM/Alexander City**  
PRICE: \$20,000  
TERMS: Asset sale for cash plus swap for three cars

BUYER: **Casey Network LLC**, headed by **James Jarrell**. Phone: (334) 821-0744  
SELLER: **Solar Broadcasting Co. Inc.**, headed by President **Allen Woodall**. Phone: (706) 596-5100  
FREQUENCY: 1,050 kHz  
POWER: 1kw day/47 watts night  
FORMAT: Nostalgia

SELLER: **Glacier Communications Inc.** Phone: (907) 224-5793  
FREQUENCY: 950 kHz; N/A  
POWER: 1kw; N/A  
FORMAT: This station is currently silent

**WSMQ-AM/Bessemer**  
PRICE: \$250,000  
TERMS: Asset sale for cash  
BUYER: **PowerNomics Birmingham LLC**, headed by **Thomas Pope**. It owns one other station. Phone: (301) 656-0465  
SELLER: **Bessemer Radio Inc.**, headed by President **Betty Landau**. Phone: (205) 428-0146  
FREQUENCY: 1,450 kHz  
POWER: 1kw  
FORMAT: Talk  
BROKER: **Hadden & Associates**

**KFLG-AM & FM/Bullhead City and KAAA-AM & KZZZ-FM/Kingman**  
PRICE: \$5.4 million  
TERMS: Asset sale for cash  
BUYER: **Mag Mile Media LLC**, headed by President **Chris Devine**. Phone: (312) 204-9900.  
SELLER: **Regent Communications, Inc.**, headed by Chairman/CEO **Terry Jacobs**. Phone: (606) 292-0030  
FREQUENCY: 1,000 kHz; 102.7 MHz; 1,230 kHz; 94.7 MHz  
POWER: 1kw; 53kw at 2,408 feet; 1kw; 46kw at 2,494 feet  
FORMAT: Country; Country; News/Talk; AC  
BROKER: **Star Media Group**

**WRHY-FM/Centre**  
PRICE: \$500,000  
TERMS: Asset sale for cash  
BUYER: **Williams Communications Inc.**, headed by President **Walton Williams**. It owns five other stations. Phone: (205) 328-0480  
SELLER: **Cherokee Broadcasting Corp.**, headed by President **Wynette Hayes**. Phone: (256) 523-1059  
FREQUENCY: 105.9 MHz  
POWER: 6kw at 328 feet  
FORMAT: AC/Country

**KHBM-AM & FM/Monticello & KXSA-FM/Dermott**  
PRICE: \$1.4 million  
TERMS: Asset sale for cash  
BUYER: **Community Radio Network Inc.**, headed by **P.Q. Gardner**. He also owns **KG PQ-FM/Monticello**. Phone: (870) 367-8525  
SELLER: **Midway Broadcasting Co.**, headed by **Truman Hamilton**. Phone: (870) 367-6854  
FREQUENCY: 1,430 kHz; 93.5 MHz; 103.1 MHz  
POWER: 1kw day/30 watts night; 15kw at 423 feet; 5.5kw at 328 feet  
FORMAT: Religious; AC; Country  
BROKER: **Bill Cate of Sunbelt Media Inc.**

**WXWY-AM/Robertsdale**  
PRICE: \$224,000  
TERMS: Asset sale for cash  
BUYER: **Gulf Coast Broadcasting Co. Inc.**, headed by President **R. Lee Hagan**. It owns one other station. Phone: (334) 981-7671  
SELLER: **JTL Broadcasting**. Phone: (334) 947-2346  
FREQUENCY: 1,000 kHz  
POWER: 1kw  
FORMAT: Gospel

**KRNN-AM/North Little Rock (Little Rock)**  
PRICE: \$500,000  
TERMS: Asset sale for cash  
BUYER: **NINE Communications Inc.**, headed by President **Albert Phipps**. Phone: (202) 293-3860  
SELLER: **Equity Broadcasting Corp.**, headed by President **Larry Morton**. Phone: (501) 219-2400

**KSWD-AM & FM CP/Seward**  
PRICE: \$20  
TERMS: Asset sale for cash  
BUYER: **Phoenix Broadcasting Inc.**, headed by President **William Holzheimer**. Phone: (509) 924-7967

Continued on Page 10



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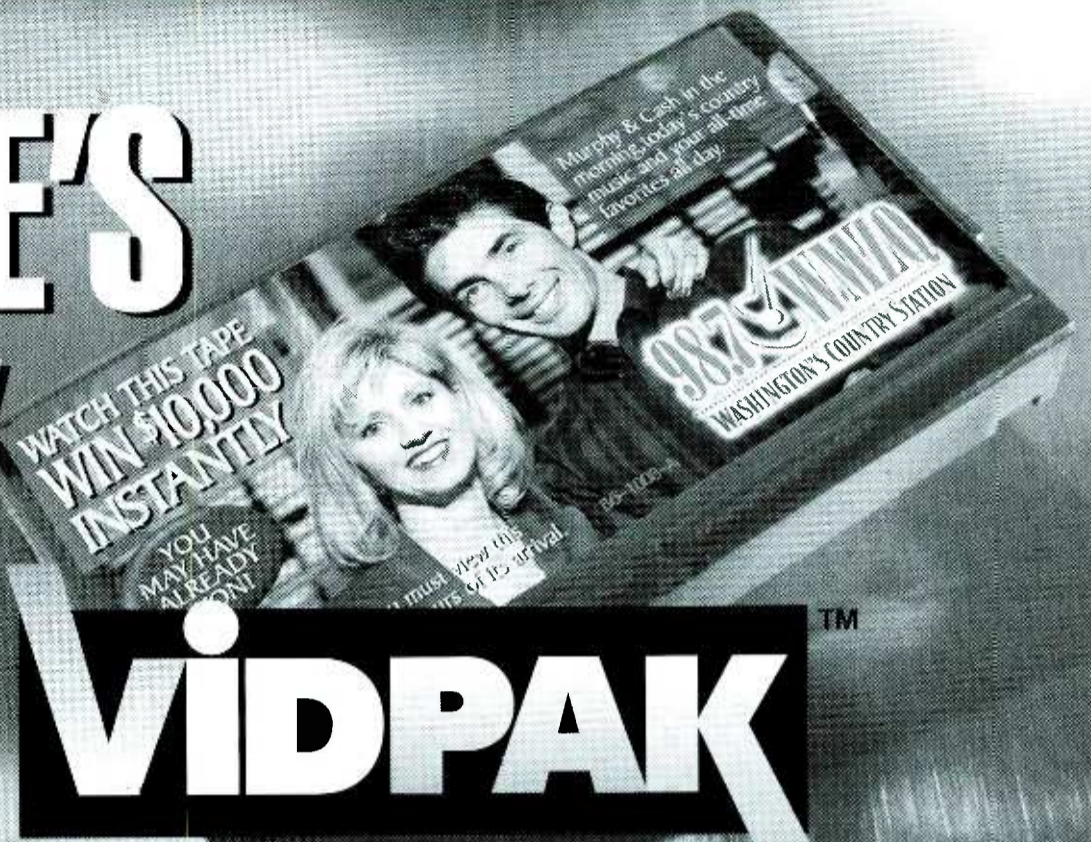
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**TRANSACTIONS**

Continued from Page 8

**FREQUENCY:** 1,380 kHz  
**POWER:** 5kw  
**FORMAT:** News

**WICH-AM & WCTY-FM/  
 Norwich (New London)**

**PRICE:** No cash consideration  
**TERMS:** Transfer of control  
**BUYER:** Bonnie Rowbotham. Phone: (941) 682-8184  
**SELLER:** Robert Hall. Phone: (941) 682-8184  
**FREQUENCY:** 1,310 kHz; 97.7 MHz  
**POWER:** 5kw; 1.9kw at 410 feet  
**FORMAT:** Soft AC/Talk; Country

**WPOM-AM/Riviera Beach  
 (West Palm Beach)**

**PRICE:** \$1.2 million  
**TERMS:** Asset sale for cash  
**BUYER:** Hibernia Communications LLC, headed by Kevin Reymond. It owns six other stations. Phone: (212) 355-7200  
**SELLER:** WPOM Radio Inc., headed by President Domenick Lioce. Phone: (561) 686-3307  
**FREQUENCY:** 1,600 kHz  
**POWER:** 5kw day/4.7kw night  
**FORMAT:** Gospel/Urban  
**BROKER:** Hadden & Associates

**WPCO-AM & WBLZ-FM/  
 Mt. Vernon (Evansville)**

**PRICE:** \$360,000  
**TERMS:** Asset sale for cash  
**BUYER:** The Original Co. Inc., headed by President Mark Lange. It owns three other stations. Phone: (812) 885-2603  
**SELLER:** Posey County Broadcasting Corp., headed by President Anne Nussel. Phone: (812) 985-3750  
**FREQUENCY:** 1,590 kHz; 106.7 MHz  
**POWER:** 500 watts day/35 watts night; 3kw at 328 feet  
**FORMAT:** Soft AC; Soft AC  
**BROKER:** Roehling Broadcast Media

**KIKD-FM/Lake City**

**PRICE:** \$975,000

**TERMS:** Asset sale for cash  
**BUYER:** Carroll Broadcasting Co., headed by Mary Collison. It also owns KCIM-AM & KKRL-FM/Carroll. Phone: (712) 792-4321

**SELLER:** Lake City Broadcasting Co., headed by Betty Baudler. She owns two other stations. Phone: (515) 232-1430

**FREQUENCY:** 106.7 MHz  
**POWER:** 25kw at 328 feet  
**FORMAT:** Country

**KLBB-AM/St. Paul &  
 WLOL-AM/Brooklyn Park  
 (Minneapolis)**

**PRICE:** No cash consideration  
**TERMS:** Charitable donation  
**BUYER:** Minnesota Public Radio. It owns 29 other stations, including WMNN-AM/Minneapolis-St. Paul. Phone: (651) 290-1259  
**SELLER:** James Cargill & Susan Cargill. Phone: (715) 354-7373  
**FREQUENCY:** 1,400 kHz; 1,470 kHz  
**POWER:** 1kw; 5kw  
**FORMAT:** Nostalgia; Nostalgia

**WWPA-AM/Williamsport**

**PRICE:** \$65,000  
**TERMS:** Asset sale for cash  
**BUYER:** Sabre Communications Inc., headed by President Paul Rothfuss. It owns 11 other stations, including WCXR-FM/Lewisburg, WHTO-FM/Muncy, WILQ-FM/Williamsport & WZXR-FM/South Williamsport. Phone: (717) 323-8200  
**SELLER:** DHRB Inc., headed by President Sabatino Cupelli. Phone: (717) 323-7118  
**FREQUENCY:** 1,340 kHz  
**POWER:** 1kw  
**FORMAT:** News/Talk/Sports

**FM CP/Redfield**

**PRICE:** \$111,150  
**TERMS:** Asset sale for cash  
**BUYER:** Pheasant County Broadcasting Inc., headed by President Robert Ingstad. He owns 20 other stations, including KGIM-AM & FM & KQKD-AM/Redfield. Phone: (701) 845-1490  
**SELLER:** Paula Broadcasting of So. Dakota, headed by Owner Dave Garey. Phone: (703) 437-8400

**Bloomberg**

**BUSINESS BRIEFS**

Continued from Page 6

that the station must pay the larger fine because it had not made mandated equipment performance measurements. But WINV, which signed on the air one month before the inspection, argued that it has until June of 1999 to make the measurements.

**FCC Renews Licenses Of Flagstaff, AZ Stations**

The Rainbow-PUSH Coalition alleged that Guyann Corp.'s KAFF-AM & FM/Flagstaff, AZ failed to sufficiently recruit minorities from 1991-1996. The FCC pointed out, in renewing the licenses last week, that the minority recruitment rules were struck down by a federal court last year.

**Regent Sells Arizona Quad**

After spending a year talking to every owner in Kingman, Bullhead City and Lake Havasu City, Regent Communications Chairman/CEO Terry Jacobs told R&R last week that the company couldn't build a big enough cluster to meet its minimum of \$1 million cash flow per market. Therefore, it unloaded KFLG-AM & FM/Bullhead City and KAAA-AM & KZZZ-FM/Kingman to Mag Mile Media (headed by Marathon Media's Chris Devine) for \$5.4 million. Jacobs said the quartet was generating less than \$500,000 a year in cash flow.

**FCC Clears New River Valley-Bocephus Deal**

The FCC last week cleared New River Valley Radio's \$6.4-million acquisition of seven Blacksburg-Christiansburg-Radford-Pulaski, VA stations from Bocephus Broadcasting. The commission had flagged the deal — which, according to BIA, will give the former 84% of ad share in the market — in January, but one FCC official told R&R that no one asked the FCC to block the transaction. The DOJ could not be reached for comment on whether it is looking into the deal, which is expected to close in June.

**Mel Karmazin Makes \$195 Million In Stock Options In 1998**

CBS chief Mel Karmazin made \$195 million last year by exercising options to buy 6.2 million shares of the company, according to an SEC filing. Karmazin also made \$9.8 million in pay last year, including a \$1 million salary, a \$3 million bonus, stock options worth about \$3.8 million and \$2 million in other compensation, CBS said in the filing.

Continued on Page 36

**FREQUENCY:** 97.7 MHz  
**POWER:** 62kw at 190 feet

**KEEP-FM/Bandera**

**PRICE:** \$108,000  
**TERMS:** Asset sale for cash  
**BUYER:** Fritz Broadcasting Co. Inc., headed by President Jayson Fritz. It owns two other stations. Phone: (830) 997-2197  
**SELLER:** James Withers. Phone: (314) 345-1030

**FREQUENCY:** 98.3 MHz  
**POWER:** 3kw at 266 feet  
**FORMAT:** Americana

**KVLL-FM/Woodville**

**PRICE:** \$550,000  
**TERMS:** Asset sale for cash  
**BUYER:** Yates Broadcasting Co., headed by Stephen Yates. He owns three oth-

er stations. Phone: (409) 634-6661  
**SELLER:** RadioWoodville Inc., headed by President Edward Seeger. He has interests in 12 other stations. Phone: (843) 849-0076  
**FREQUENCY:** 94.7 MHz  
**POWER:** 50kw at 492 feet  
**FORMAT:** Country/Talk  
**BROKER:** American Media Services

**KRAR-FM/Brigham City  
 (Salt Lake City-Ogden)**

**PRICE:** \$300,000  
**TERMS:** Asset sale for cash  
**BUYER:** Trumper Communications II LP, headed by Jeffrey Trumper. It owns nine other stations, including KISN-FM/Salt Lake City, KOSY-FM/Spanish Fork & KUMT-FM/Centerville. Phone: (630) 789-0090  
**SELLER:** First National Broadcasting Corp., headed by Brent Larson. It

owns two other stations, including KSOS-AM/Brigham City. Phone: (801) 985-9155  
**FREQUENCY:** 106.9 MHz  
**POWER:** 67.5kw at 2,369 feet  
**FORMAT:** Rock

**KWYZ-AM/Everett  
 (Seattle-Tacoma)**

**PRICE:** \$480,000  
**TERMS:** Asset sale for cash  
**BUYER:** Radio Hankook, headed by Jean Suh. She also owns KSUH-AM/Puyallup. Phone: (253) 815-1212  
**SELLER:** Quality Broadcasting Corp., headed by Barbara Chase. She also owns KKBY-FM/Eatonville. Phone: (206) 745-1957  
**FREQUENCY:** 1,230 kHz  
**POWER:** 1kw  
**FORMAT:** Ethnic

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**JUNE 10-12, 1999**



- Give your station premium value, Page 15
- RAB: Pet promotion bow-wows 'em, Page 14
- Salespeople On The Move, Page 16

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What we anticipate seldom occurs;  
what we least expected generally happens.  
— Benjamin Disraeli

## SALES

## PARTNERING WITH AN INTERNET PROVIDER

■ *If you don't build a site yourself, here's what to look for*

By George Longwell

Advertisers are looking for ways to open two-way communications and sales channel with their customers, and radio's in the perfect position to respond in a manner that will help our sponsors' and our own bottom lines. But we have to move fast.

Technology is creating revolutionary changes in how consumers learn about and purchase products. The Internet and e-commerce are taking their positions alongside retail stores and suburban malls. Radio can use websites to play a major role in shaping e-commerce. To succeed, we'll need an approach that combines our current strengths with new skills and with resources others have already developed.

If you've ever wondered about the viability of the Internet as a revenue-generating medium, there's no need to question it anymore. Recent research shows the information/technology sector is growing twice as fast as the economy. E-commerce is on pace to reach a staggering \$450 billion or more by 2002, and web traffic continues to double every 100 days.

Advertisers recognized the Internet's potential early on, flocking to buy banner ad space on popular portals like Yahoo!, which gauged effectiveness simply by the number of page views they delivered. But today, sophisticated advertisers are no longer satisfied with mass portal distribution. They're looking for new and interactive media that will open the sales dialogue with customers. They're also looking for cost-effective forums to target specific demographic and psychographic customer profiles. Enter online radio.

Online radio represents an evolution of the traditional broadcast business model, which has governed radio since the industry's commercial inception. Online radio offers stations an essential opportunity to expand their on-air advertising/promotions model to include transaction-based revenue, not to mention online advertising and promotion dollars.

According to recent studies by Jupiter



GEORGE LONGWELL

Communications, radio needs to embrace the Internet because its audience is increasingly turning to the 'Net as a source for music, entertainment and news. Radio still offers traditional benefits, however, and we need to exploit those benefits. Radio travels with a listener and is highly personal. Radio audiences tend to be very loyal and maintain a short-list of favorite stations. These attributes combine to present radio with a number of opportunities to drive traffic from on-air to online — and to attract national and local ad dollars.

Traditional media is converging with the PC and the Internet. Over the last few months, all of the major broadcast networks have formed Internet media alliances (e.g., NBC/Snap.com, Fox/Yahoo!, ABC/Infoseek, CBS/Marketwatch). Having a 'Net presence poses many advantages for radio, including the opportunity to extend relationships with listeners and, of course, to capture nontraditional revenue through online advertising, promotions and sponsorships.

Radio's strength has always been in its ability to foster a sense of community with its listeners. Radio owns portals — on-air portals — and creates unique social centers that are familiar and credible.

Opening this channel and delivering customers has real value today. Turning that on-air strength into an online revenue vehicle is the challenge for radio station managers, who are eager to take advantage of the 'Net, but are unsure of how to do it.

There are substantial hard and soft investments required to execute an Internet strategy that answers the challenges being placed to radio. Building and maintaining an online version of radio's on-air product is a 24/7 job requiring expensive technology, customer support, repurposed content, scarce creative team talent and a focused client sales effort.

One of the most cost- and time-effective approaches is to partner with an established Internet radio services provider. If your goal is to establish a revenue-generating 'Net presence that's attractive to both audiences and advertisers, do some homework and carefully examine the content, technology and revenue solutions the online radio service provider offers.

These are some of the criteria you should consider:

Continued on Page 15

## TV SPOTlight

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And the extreme morning show.



The only place to get extreme music is X107.5, Extreme Radio.

Extreme music meets extreme visuals in the TV ad for Las Vegas' "X-treme Radio," KXTE. Quick-cut to the likes of Metallica's lightning drum riffs, this spot brings together shots of core artists and "extreme" lifestyle activities (there's plenty of skateboarding!) with station logos and words that flash by at an almost subliminal pace.

The focus stays on the music, even though the station carries Howard Stern in the morning. In fact, the only lasting reference to Stern is a solarized picture of him as the voice-over mentions "the extreme morning show." (A subtler nod: Part of a *Private Parts* movie poster is shown during the high-intensity opening, but we caught that only after viewing the commercial frame-by-frame!)

The SuperSpots-produced commercial does a great job of capturing the station's attitude ... a tough task when you're marketing an "extreme" station in a mainstream medium.

If you'd like to see your station's ad in the TV SPOTlight, send at least three screen shots and a description or a videotape copy of the spot to MMS Editor Jeff Axelrod at R&R, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

This TV SPOTlight brought to you by

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## RADIO GETS RESULTS

SUCCESS STORIES FROM THE RAB

### Radio Promo Brings Pets Out To Play

**Situation:** Wegman's Pet Shop is a well-established supplier of pet food and related supplies in Rochester, NY. The store positioned itself as a great place to get all the supplies and advice needed to keep any pet healthy and happy.

**Objective:** To build name recognition for the store, and to give pet owners information on new developments in pet care and feeding, the store co-sponsored the second annual "Pets on Parade" celebration.

**Campaign:** WGRF-FM radio promoted "Pets on Parade" with a high-frequency on-air campaign featuring six different :60 spots. The commercials announced the upcoming event and promoted special prizes, contests and other attractions. The campaign also included print, television and in-store promotional support.

**Results:** The second annual "Pets on Parade" was a great success. Pet food manufacturers and other product suppliers expressed satisfaction with the strong turnout, and Wegman's continues to receive proof-of-purchase coupons from the event.

## RAB TOOLBOX

More marketing information and resources from the RAB

### MEDIA TARGETING 2000

Forty percent of pet owners earn more than \$50,000 a year, and 27% are college graduates. Nearly four-fifths (79%) own their own homes, and 41% have children living at home. This group spends an average of 46% of its daily media time with radio.

### INSTANT BACKGROUND — PET PRODUCTS

According to a survey conducted by the American Animal Hospital Association (1998), 1% of pet owners carry insurance for their pets, spending an average of \$141 per year. Veterinary Pet Insurance, which began to sell policies in 1982 for dogs and cats, is the largest licensed pet health and accident insurer in the U.S. (*Pet Business*, 1998).

### RAB CATEGORY FILES

"Some 83% of [pet] owners say they would be very or somewhat willing to risk their own lives for their pets, and 53% believe their pets would come to their rescue if necessary. Most owners (78%) spend more than an hour of "quality" time with their pets each day, and a majority (56%) spend two hours or more. For 27% of pet owners, this is more time than is spent with family and friends." (*Research Alert*, 1/1/99)

For more information, call RAB's Member Service HelpLine at (800) 232-3131 or log on to Radiolink at [www.rab.com](http://www.rab.com).





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MANAGEMENT

# PARTNERING WITH AN INTERNET PROVIDER

Continued from Page 14

- **An experienced management team of broadcast and Internet veterans.** Many so-called experts have no understanding of or experience in the radio industry. Look for a company whose executives come from radio *and* Internet backgrounds to ensure a well-rounded approach to your business and an understanding of your goals and your audience.

- **Compelling online programming.** A website is only as good as the content the audience finds there. A provider's programming should be based on a range of formats, so be sure to ask what programming is available in your format. Online programming might include news, interviews, chats, online concerts, traffic and weather information, financial news and lifestyle information. The objective is to supplement radio programming with Internet-specific programming that keeps listeners returning to your website.

- **National and local advertising platform.** Interactive advertising should be a major source of new revenue from online radio. Placing, tracking and administering online ads requires a substantial infrastructure. That service should be performed automatically by the provider. Look for partnerships with companies that have a national advertising sales team focused on securing online ads and sponsorships.

- **E-commerce strategy.** Your station should be able to benefit from transactional revenue. Books, CDs, tickets, merchandise and classifieds are just the beginning of the commercial opportunities for radio. You should be able to cash in on those opportunities!

- **Prepackaged promotions.** Radio and the Internet are both promotional mediums. Games, contests and sweepstakes all translate well to the 'Net. The service provider should offer ready-to-execute online promotions that will drive traffic to your site.

- **Streaming.** Should you choose to stream your station's signal — or even just a concert or other webcast — the Internet radio company should be able to provide a nationwide system using robust streaming technology.

- **Custom web presence.** An Alternative station is going to have different audiences and, therefore, different website needs than an AC station. The service provider should be able to provide you with a site that has a unique look and feel.

- **Full-service training and support.** Having a website is only the beginning. Keeping it updated and dynamic is another, particularly if you don't have the internal expertise. Look for service providers with dedicated support representatives who can answer questions at any time of the day.

Overall, the service should be cost-effective and easy to deploy. Then, sit back and watch your website turn into a compelling, revenue-generating destination for your audience.

Decisions made in the next few months by stations and groups will determine who will shape the future of the radio industry and a wave of change in how consumers buy. This is our opportunity to open that two-way channel where advertiser/marketers can "talk" to their customers and customers can "talk back" about what they want and don't want. This is the information that facilitates one-to-one marketing — an efficiency of ad spending that companies like P&G are waiting for us to deliver.

Radio can take advantage of its loyal audience by directing listeners to our websites and encouraging them to transact. If this is executed properly, we should be left with a road map and an instant strategy that will truly turn our sites into revenue-generating information and entertainment portals.

George Longwell is VP/Sales at OnRadio. He can be reached at (202) 467-8967 or via e-mail at [george@onradio.com](mailto:george@onradio.com).

# SELL YOUR AIRTIME AT PREMIUM PRICES

By Dick Kazan

Is discounting the value of your radio time a smart way to sell?

Before you answer that question, consider the story of the Lacoste polo shirt.

Created by 1920s and '30s tennis champion Rene Lacoste, the distinctive alligator emblem became very popular and brought premium prices and fat profits. In 1970, Lacoste sold the U.S. rights to General Mills, a giant company with enormous



resources. For the next 10 years, General Mills continued to sell high quality at premium prices. Shirt sales reached \$400 million.

Then it began to discount. Did this bring them more revenue? No, sales dropped sharply, which led to deeper discounting and the use of cheaper materials to maintain profit margins. By 1985, sales had fallen to \$50 million, and General Mills dumped the little alligator to a sportswear company at a fire sale price.

The clothing line continued to flounder until 1992, when Lacoste and its business partner bought the license back.

Continued on Page 16

MARKETING

## 'SECRETARY? NO, THAT'S MY KID....'

There's now a home office in one out of every five U.S. homes, with members of the baby boom generation the most likely to be setting aside space for a file cabinet and PC. Entrepreneurs and people who have been set adrift by corporate downsizing or early retirement are among the at-home workers, but almost as many (17%) who have jobs outside the home have set up offices in the 'domestic bureau' as well. PCs, affordable office equipment and the Internet have made working from home easier and more practical, while downsized and busier-than-ever offices have made bringing work home a part of many jobs.

(Quirk's Marketing Research Review, 1/99)

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## SELL YOUR AIRTIME AT PREMIUM PRICES

Continued from Page 15

They then reintroduced their classic high-quality, premium-priced polo shirt. "Their strategy is to charge more than three times the price of their competition, precisely to restore the brand's prestige. Today, the alligator's sales are on the rise."<sup>1</sup>

If you think what you offer is a commodity — to be priced on a cost-per-ratings point basis — that's what you'll receive, discounted by whatever leverage the buyer can establish over you. But if you convince decision-makers at client companies of the value of your listener demographics, they'll pay a premium.

BMW and Mercedes compete very effectively with Cadillac, yet General Motors frequently offers rebates and discounts worth thousands of dollars. Buyers pay a premium for these German cars because they perceive greater value.

Gasoline is a real commodity business. Gas stations are located at most major intersections, often across the street from each other, offering essentially the same product. Is there a difference? Chevron's marketing organization has convinced many motorists that its Techron additive provides the best engine performance with the lowest emissions. Some drivers often pay a penny or two a gallon more to receive this perceived superior product, my wife being one of them.

Bottled water is perhaps the best example of creating perceived value from a common commodity.

Americans, at practically no cost or effort, had long drunk water from the tap. Then Evian and other premium water suppliers convinced many of us that their products are so much better that we should ignore our taps, go to the store and pay far more per gallon than we pay for gasoline. Are we buying a superior product? I can picture the crystal-clear, ice-cold, pure water cascading along the rocks and through the forest just before it's bottled fresh. If a bear poops in these woods, it's nowhere near *this* gorgeous stream. Yet I don't know if there is any truth to this carefully crafted image — or even if this water is better than what comes from my faucet.

Just like Lacoste, BMW, Mercedes, Chevron and Evian, if you want to get out of the commodity business and make some real money, you have to qualitatively position your product so that your clients can perceive its value. If you do — and then market it aggressively — premium profit margins will be yours.

<sup>1</sup> Wall Street Journal, 12/7/98

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

## SALESPEOPLE ON THE MOVE

- **Ann Minotillo** is named LSM at WKTU/New York. She'd been the station's NSM since 1996.
- Former WFAN/New York NSM **Andrew Slater** is the new LSM at WQCD/New York.
- KBIG & KLAC/Los Angeles up **Dan Weiner** from NSM to LSM.
- KMEL/San Francisco NSM **Scott Bastable** ascends to Sales Mgr.
- **Mike Baldini** rises from Sales Mgr. to Sales Dir. for Philadelphia-based Greater Media Marketing. **Laura Sullivan** also joins as Sales Mktg. Coordinator.
- Infinity recruits former KPIX-TV/San Francisco LSM **J.R. Jackson** as Dir./Sales of Dallas stations KHVN, KOAI & KRBB.
- WJJJ-FM/Pittsburgh GSM **Nancy Ackerman** segues to a similar post at sister WWSW-AM & FM.
- At AMFM Radio Networks, VP/Eastern Sales **Cathie Mongarella** will head up a new East Coast sales office, with **Stephen Henry** and **Ana Salcido-Garcia** joining as AE and Mgr./Sales Administration, respectively. Also at AMFM, **Georgeann Leo** signs on as AE, Midwest Sales.
- Westwood One taps **Ed Quagliariello** to fill its newly created Mgr./Entertainment Sales position.
- Jones Radio Network promotes **Patrick Crocker** to NSM.
- WREC-AM/Memphis Account Mgr. **Sam Goff** is promoted to Sales Mgr.
- Roberts Radio L.L.C. chooses WBWZ & WRWD/Poughkeepsie, NY VP/GM **Don Verity** as its Nat'l Dir./NTR.
- **Laura Legan** joins syndicator Radio Shows as Advertising Sales Mgr.
- Jersey Radio Network ups **Shari Brown Lynch** to Dir./Network Sales.
- **Stephen Cook** beams aboard satellite broadcaster XM as Sr. VP/Sales & Mktg.

## FOUR WEEKS FORWARD

Sales & Promotion Planning Calendar

April 25-May 1

April 25- May 1: National Lingerie Week, Consumer Protection Week, Teacher Appreciation Week

**25**  
Anti-Nuclear Day  
World YMCA Day  
National Zucchini Bread Day  
Cuckoo Day

**26**  
National Pretzel Day  
Static Cling Day  
Remember Your First Kiss Day  
Hug An Australian Day

**27**  
Tell A Story Day  
National DJ Day  
Take Our Daughters To Work Day  
Write An Old Friend Today Day

**28**  
Kiss Your Mate Day  
National Blueberry Pie Day  
Costume Day

**29**  
Zipper invented (1913)  
National Shrimp Scampi Day

**30**  
National Honesty Day  
National Oatmeal Cookie Day  
Raisin Day

**1**  
Loyalty Day  
National Anxiety Disorders Screening Day  
Mother Goose Day

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## Boyce Becomes Sr. Dir./Promo, Black Music At Universal

**James Boyce** has been named Sr. Director/Promotion, Black Music for **Universal Records**. Prior to joining the label, Boyce was co-National Director/Promotion, East Coast, Black Music for RCA Records.



Boyce

"James is a music executive whose artist-development sensibility and solid relationships at radio will greatly enhance the careers of our artists," Sr. VP/Promotion, Black Music Michael Horton commented. "We are pleased to welcome him to the Universal family."

Boyce added, "I'm thrilled to be working with Michael, [VP/Promotion, Black Music] Lewis Tucker and the entire Universal team. The vibe at Universal is like nowhere else, so expect only great things."

## Conference

Continued from Page 1

4% after the announcement, closing at press time Tuesday at a 52-week high of \$41 per share.

Then, on March 25, at a conference closed to reporters, de Castro said Chancellor would consider selling some assets, including its outdoor division, if the right bidder came along. Chancellor stock rose 10% following the news, closing Tuesday at \$46.75 per share, up from as low as \$39.50 just two weeks ago.

Chancellor's outdoor division is not necessarily for sale, one source close to the company told **R&R** this week, but Chancellor would look at offers. Katz Media could also be a sale possibility. Analyst Paul Sweeney of Salomon Smith Barney estimated in a report that the outdoor division could fetch \$2 billion.

Earlier this month, Chancellor ended speculation that the entire group would be sold (**R&R** 3/19). Instead, Chancellor said it would give up plans to enter the television business and focus on radio, outdoor and the Internet. Chancellor's management was also reshuffled, with de Castro moving from President of the Chancellor Radio Group to Vice Chairman of Chancellor Media and President/CEO of the radio and outdoor division. De Castro stressed again last week that the radio division is not for sale.

## Karmazin Wants To Be Wired

CBS is "totally committed to becoming one of the largest players in the Internet business," Karmazin told several hundred listeners last week. "The Internet isn't going to replace any of the traditional media; it's going to enhance it."



Celebrating her recent signing with the Verve Music Group, artist Regina Carter (second from left) smiles for the camera with VMG Pres. Ron Goldstein (far left), Chairman Tommy Lipuma and manager Michelle Taylor.

## AA KXL-FM/Portland Goes CHR/Rhythmic

**KXL-FM/Portland** flipped from Adult Alternative to CHR/Rhythmic last Friday (3/26) at 5:30pm. The station has applied for new call letters and will use the "Jammin' 95.5" slogan. KXL is owned by billionaire Paul Allen's Rose City Corp.

"Since January, we've been very quietly researching this marketplace with Paragon's Research's Mike Henry and consultant Steve Smith," 18-year KXL-FM VP/GM Tim McNamara told **R&R**. "The hole was CHR/Rhythmic, which will include a mix of hit hip-hop, R&B and rap. The market wants more of these three types of music, and why hide from it? Our goal is to be the top-rated station in the market."

McNamara told **R&R** that he has hired a PD to replace the exiting Carl Widing and will make that announcement next week.

## Gregrey Set As WW1 SVP/Western Sales

**Paul Gregrey** has been appointed Sr. VP/Western Sales for **Westwood One**, based in Los Angeles. Starting April 6, Gregrey will oversee WW1's L.A. and San Francisco sales offices, which include all territories in the company's Western region.

Gregrey comes from AMFM Radio Networks, where he's served as VP/Western Sales since December '97.



Gregrey

He previously spent 17 years with ABC Radio Networks, most recently as VP/Northwestern Sales.

"Paul is one of the greatest talents I have ever worked with in the radio business," said WW1 Exec. VP/Director of Sales Peggy Belden, to whom Gregrey reports. "He has always impressed me with his creative thinking, innovative vision and ability to deliver results."

Karmazin's speech was a highlight of the event, which included experts from various media sources. Microsoft CEO Bill Gates, movie director Joel Schumacher and FCC Chairman William Kennard all spoke.

But Karmazin punctuated the conference with his confidence in CBS' future in radio, television and unconventional media. The former head of CBS' radio division and the father of Infinity Broadcasting said Infinity was "performing better than anticipated" in the first quarter, with both the radio and outdoor divisions showing growth. Karmazin said Infinity's board of directors may soon execute a stock buyback plan, though he did not give further details.

Karmazin pledged to use all of CBS' potent resources to make any Internet venture work. That includes 3,500 salespeople aggressively

pushing the platform, the very recognizable CBS brand name and an ability to reach 90% of the population in most major U.S. cities through one of CBS' media outlets. CBS already owns parts of two Internet companies, MarketWatch.com and SportsLine USA.

Karmazin also restated his desire to buy television rival NBC, owned by General Electric. The CBS chief called for deregulation of the FCC's ownership limits in both radio and TV. Under current laws, he would be unable to buy the NBC network. "If in fact we were allowed, I would love to buy NBC," Karmazin said.

## Rational Pricing

The entire radio industry should continue its strong performance. Schroders media analyst Niraj Gupta said at the conference. Ra-

## EXECUTIVE ACTION

### Heftel Elevates Savoy To GSM In New York

**Gary Savoy** has been elevated to GSM at Heftel Broadcasting's two New York City properties: Spanish News/Talk **WADO-AM** and Tropical **WCAA-FM**. Savoy, who previously served as the stations' Vendor Sales Manager, succeeds Chad Brown, who recently became GSM of cross-town **WCBS-AM**.

"What this means for me is continuing the stations' growth pattern in dealing with all business on a nonratings basis," Savoy told **R&R**. "Because our FM is new, we're selling results as opposed to ratings."

Before joining Heftel, Savoy served as an AE at **WHTZ/NY**. He's also been a national radio representative at the Interep Radio Store, and began his career in local sales at **WBAB/Long Island**.

### Greater Media/Philly Ups Rogers, Eitzel To GSMs

**Greater Media** has appointed new GSMs in Philadelphia for Classic Hits **WMGK-FM** and Rock **WMMR-FM**. At **WMGK**, **Steve Rogers** succeeds Ed McCusker, who will retire on Monday (4/5) after 25 years in sales. Rogers previously served as NSM for the company's Philadelphia Radio Group, which also includes **WPEN-AM** & **WXMM-FM**. At **WMMR**, **Allen Eitzel** replaces Mike Weinstein, who resigned on Jan. 29. Eitzel formerly served as GSM of **WCCO-AM/Minneapolis-St. Paul**.

Before becoming market GSM for Greater Media, Rogers served as **WMMR's** NSM from 1988 to 1998. He began his selling career in 1979 at **WZZD-AM/Philadelphia**. "Steve has been an integral part of the success of **WMMR** and all four of our radio properties on a national basis," Greater Media Philadelphia Radio Group VP/Director of Sales Don Braun commented. "His integrity, leadership and breadth of experience make him an easy choice for the position."

Prior to joining WCCO in 1995, Eitzel served as GSM for **WRVQ-FM** & **WRXL-FM/Richmond**. He began his career in 1988 as NSM for **WCXR-FM/Washington**. Braun stated, "We are thrilled to have some of Allen's experience and management background take over the sales effort at 'MMR'."

### Stanitski Steps Into Arbitron VP/Group Mktg. Job

Concurrent with recent organizational changes in the company's Radio Station Services division, **Arbitron** has promoted **Frank Stanitski** from Eastern Regional Manager to VP/Group Marketing. He'll continue to manage the division's sales and training team from Arbitron's Columbia, MD headquarters, and now will act as the key liaison between the company and its major clients.

Meanwhile, 11-year Arbitron veteran **Tom O'Sullivan** has been elevated to Northeast Regional Manager/Radio Station Services and assumes Stanitski's sales management responsibilities in that region. He previously served as Manager/National Group Sales, and will continue to be based in New York.

"Both Frank and Tom have exhibited unparalleled leadership abilities throughout their respective company tenures," Arbitron Domestic Radio Sr. VP/GM Scott Musgrave commented. "I'm confident their new designations will enable these two professionals and their teams to better target our customers' needs and enhance Arbitron's abilities to meet them in the most timely and effective manner."

radio consolidation has created "rational pricing" in both radio and outdoor, and the growth of the big companies has made it easier for advertisers to enter the market.

Gupta predicted 9%-10% rev-

enue growth in radio this year, and estimated 8.5% growth over the next five years — better than expected from network television, which he believes will decrease.

## Vriesman

Continued from Page 3

Chicago and **WGN Radio** in 1977. "As I look back on my career, I am grateful for the opportunity to have represented Tribune Broadcasting at the highest levels of the industry," said Vriesman. "I will especially miss **WGN Radio**, which provided me the opportunity to grow in the broadcasting business. As I begin a new page in my life, I know **WGN** is in good hands and

is well-positioned for the future."

During his distinguished broadcast career, Vriesman has served as Chairman of the NAB's Radio/Television Board, Chairman of the RTNDA — where he spearheaded the efforts to allow cameras and microphones into America's courtrooms — and an RAB board member. He is also a past President of the Illinois Broadcaster's Assn. and was honored by that organization with their Lifetime of Excellence Award in 1992.

## Gee Street/V2 Taps Martin For Mix Show & Street Promotion

Marlo Martin has joined Gee Street/V2 Records as National Director/Mix Show & Street Promotion. Martin most recently handled national mix show promotion for Relativity Records, where she served as Northeast and Mid-Atlantic Urban Promotion Regional.



Martin

"Marlo brings a wealth of experience and energy to Gee Street/V2," said Head/Urban Promotion Byron Pitts. "Because of her previous success and tremendous relationships at radio and the street, we're extremely happy to have Marlo on our team."

Prior to her stint at Relativity, Martin spent four years at Mercury Records as National College Promotion Manager, National Mix Show & College Promotion Manager and, finally, National Director/Street Marketing & Promotion.

## WKDF

Continued from Page 3

Dickert said. "We have been working to develop programs that offer a perfect balance between the strongest air personalities around and the best country music. Dick Broadcasting is excited about this new direction." Dick also owns Rhythmic Oldies WGFX/Nashville.

"This will not be your typical Country station," Mayfield added. "Along with today's hot new hits, the morning show will proudly feature some of country music's great legends, such as [Merle] Haggard and [George] Jones. Music City 103 will offer the music that Nashville wants to hear and the stars for whom our city is known."

In addition to newsman/sidekick Mike Donegan, Mayfield's new producer is Lonnie Napier, who worked with Wolfman Jack for more than 25 years. Other air talent already hired include Shannon (a former WKDF personality who will work middays) and Smokin' Joe Upright (who arrives from WHSL/Greensboro for evenings).

## Cassidy

Continued from Page 3

Coinciding with Cassidy's arrival in Baltimore is WOCT's move toward a more aggressive Classic Rock approach, with such new core artists as AC/DC, Led Zeppelin, Van Halen and Ozzy Osbourne.

As Jacor Director/Rock Programming Gene Romano put it, "Gregg is a talented programmer who understands the importance of nonmusic voodoo."

## Talkin' 'Bout Amnesty International



Multiplatinum Elektra singer-songwriter Tracy Chapman donated her talents to Amnesty International's Paris concert for the 50th Anniversary for Human Rights Defenders. Chapman appears here backstage at Paris' Palais du OmiSport with United Stations VP/Programming Andy Denmark.

## PR&E

Continued from Page 3

statements previously released for 1996 and 1997 "should not be relied upon," said the company.

The news isn't all bad, however: Net sales were up for the full year, from \$12.3 million in 1997 to \$14 million in '98.

Because of its negative net worth, in the short-term, PR&E cannot borrow more than \$2.2 million through Imperial — through which the company has already borrowed \$2.7 million. The company says it is working with the bank — as well as AMEX — to resolve its financial difficulties.

The hiring of former electronics industry executive Clark was one step PR&E made toward getting back on solid financial footing. The company also brought on board former information services industry accountant Kim Best as Controller, and veteran radio salesperson Shirley Thom as Sales Manager.

"With the additions of Blake Clark and Kim Best, the company has significantly strengthened the financial reporting staff," said Naab, who joined PR&E last July as part of founder Jack Williams' realignment of company management.

"We have to focus on returning the company to profitability," Naab added. "We have begun taking steps to reduce expenses, improve margins, improve cash flow, reduce inventory and expand the product line and services to a broader market segment."

"We can't make any promises," Clark told R&R, but he hopes PR&E can get back into the black

this year.

The company has also retained consulting firm Arthur Andersen to help it fix its books.

## Testament From Jacor

PR&E also attributed its fourth-quarter losses to higher operating costs, reduced margins and holdups in the completion of certain projects. Jacor Communications VP/Engineering Al Kenyon — who hadn't heard about PR&E's financial problems when contacted by R&R — said he has never experienced any delays in work the company has done for Jacor.

"They always seem to be an excellently managed company that delivers on the schedule they promise," he told R&R. He added that "the equipment has performed as stated."

PR&E's consoles are widely regarded among broadcast engineers as the industry standard. Last year, the company installed 20 of its Integrity digital consoles in Emmis Communications' new \$25-million corporate headquarters in Indianapolis. PR&E, which bills itself as a "turnkey studio design/integration" provider, also supplied Emmis with studio furniture and engineering services.

Kenyon said PR&E supplied consoles and wiring systems on time last quarter to the broadcaster's Santa Barbara, CA operation, and he expects the same timely delivery to Jacor's Lexington, KY properties.

Williams founded PR&E 30 years ago. ABC, CBS and Chancellor Media have also worked with PR&E in the past.

## UPDATE

### Price Is Right, As Jacor Repositions KEZY

Ron Price, Asst. PD at Jacor CHR/Pop-Hot AC combo KHTS-FM & KMSX-FM/San Diego, has transferred to co-owned KEZY/Anaheim, CA as PD. Price previously held programming and on-air positions at WHYT/Detroit, WWST/Knoxville and WVIC/Lansing, MI.

"Ron's contributions to our San Diego cluster have been immeasurable," Jacor Regional VP/Programming Jack Evans commented. "I'm pleased he accepted this position, because if he didn't, his next programming opportunity might have been in Galena, AL."

Suburban Los Angeles Hot AC KEZY reimagined itself last week (3/25) as "The New Mix 95.9," while refocusing its playlist on "the '80s, '90s and '70s." Core artists include Aerosmith, Sheryl Crow, John Mellencamp and U2. "The Mix format has been extremely successful for Jacor," Evans added. "We're ecstatic to be part of the Orange County business community and will put out a product that listeners and clients will enjoy."



Price

### Phoenix Media Starts Alternative Radio Network

Phoenix Media/Communications Group, which owns Alternative WFNX-FM/Boston and *The Boston Phoenix* weekly newspaper, announced plans to purchase WSME-AM & WCDQ-FM/Portsmouth-Dover, NH. The acquisitions are "step one" in forming The FNX Radio Network, PD Cruze told R&R.

The stations were owned by Donald Crown's WSME Inc. FNX plans to change Classic Rock WCDQ's call letters to WPHX and simulcast WFNX's programming with some localized programming. WSME's News/Talk format will not change for now.

Cruze said the new network will probably look to expand in the Northeast.

### Chancellor Marketing Group Opens New York Office

Michael Neuman and Laura Braider have been appointed Business Development Managers for the Chancellor Marketing Group's newly established New York office. Neuman most recently was VP/Marketing Partnerships & Strategic Alliances for the Arnold Communications advertising agency; Braider was a consultant for Emmis' Revenue Development Systems.

"Michael and Laura bring relevant New York market experience and relationships to Chancellor Marketing Group," said Chancellor Media Sr. VP Alison Glander, who also serves as the marketing group's President. "We are confident their backgrounds will enable us to address the marketing solution needs of companies based in or serving the market."

Chancellor owns WALK-AM & FM on Long Island and WAXQ-FM, WBIX-FM, WHTZ-FM, WKTU-FM and WLTW-FM in New York. "In the nation's largest consumer market," Glander added, "Chancellor Marketing Group's New York office represents an important, strategic addition to the national presence we are building."

### McKillop Named Cumulus Dir./Marketing & Promo

Jennifer McKillop has joined Cumulus Broadcasting as Director/Marketing & Promotions. Based in Atlanta, McKillop will support the marketing and promotions directors and staff at all 220 of the company's radio stations, located in 42 markets. She will also work in tandem with company Director/Programming John Dickey in creating nationwide nontraditional revenue events.

"Jennifer has a proven track record as a successful marketing and promotions professional," Dickey commented. "We are pleased to have her on board at Cumulus, and look forward to developing our marketing and promotions efforts to create strong brands in our markets."

McKillop previously served as VP/Marketing & Promotions of All Inclusive Media Events, a nontraditional revenue event consulting service.

## Hollywood

Continued from Page 3

Before co-founding AHM, Phillips spent two years at MCA Records as Director/Marketing. "The opportunity to work with Bob Cavallo and his team in building an urban presence for Hollywood Records was hard to resist," he remarked. "Bob's background as a manager gives him a creative and results-oriented point of view that is nothing short of inspirational."

Traylor is an entertainment attorney who has served as outside counsel to Def Jam, Motown Records, Tabu Records and PolyGram Records. He added, "This is the only company that says 'synergy' and means it. The opportunities this company can offer an artist are beyond compare — and we are signing artists with an eye to those opportunities. This is a great place to be building an urban music business."

## Radio

• **KELLY BAKER** is promoted to VP/Corporate Finance & Business Analysis at XM Satellite Radio. He has been with XM for a year. Prior to that he was Dir./Financial Planning & Development for the Americas at WorldSpace Corp.

## Records



Posner

• **MEL POSNER**, most recently Head of International for Geffen Records, has been appointed Head of International at DreamWorks Records.

• **DEBORAH STRAFELLA** becomes Dir./PR for Sony Wonder/SMV. She had been Assoc. Dir./PR for the company since 1996.



Strafella

• **DAWN BRIDGES** is tapped as Sr. VP/Corporate Communications for the EMI Group. Bridges held a similar position at PolyGram for the past nine years.

• **JEFFREY GRABOW** joins Restless Records as VP/Sales. He comes from Red Ant Records, where he held a similar post.



Grabow

## PROS ON THE LOOSE

**Quinn Brady** — mornings KRNO/Reno, NV (775) 971-9917  
**Randy Gardner** (a.k.a. Randy O'Neil) — middays KXL-FM/Portland, (503) 203-8790



Cob

• **ANGELICA COB**, previously Atlantic's Dir./Media Relations, West Coast, is promoted to Nat'l Dir./Media Relations.

• **RON KENAN**, most recently Exec. VP/Music for Saban Entertainment, is named Pres. of Fox Family Music.



Kenan

• **MARS** musical instrument and recording superstore has joined forces with Palm Pictures to launch its new label, Martian Records; (561) 998-0283; [www.marsmusic.com](http://www.marsmusic.com); [www.palmpictures.com](http://www.palmpictures.com).

• **NBG RADIO NETWORK** teams up with Fisher Entertainment to syndicate *The Ed Tyll Show*, a three-hour talk program broadcast live from 10pm-1am PT.

## CHRONICLE

### MARRIAGES

WBLO/Louisville, KY PD **Bill Price** to Angela Lee, March 27.

### BIRTHS

Atlantic West Coast Regional Rep. **Philipp Embuido**, wife Jody, son Samuel Phillip, March 24.

### CONDOLENCES

Jazz singer **Joe Williams**, 80, March 30.  
 WINS-AM/NY newsman **Doug Edelson**, 75, March 26.  
 University of Miami sports announcer **Sonny Hirsch**, 65, March 25.

on weekdays. The show will begin in syndication Apr. 12. Also at NBG, the company has acquired the Bitman Prep Service, which provides radio stations with comedy and prep material for use on morning show, via fax, e-mail or the company's website; (503) 802-4624, [www.nbgradio.com](http://www.nbgradio.com).

• **WESTWOOD ONE** will present *VH1's Divas Live*, a concert that raises funds for Save the Music, on Apr. 13 at 9pm (ET/PT). The show will feature Whitney Houston, Cher, Tina Turner and Brandy as well as additional performers and presenters; (212) 641-2057.

• **HOME & GARDEN RADIO** adds five shows to its lineup: *On the House*, *The Antiques & Collectibles Show*, *Nick Federoff on Gardening* and *The Think Green Minute*; (423) 694-2700.

• **DON BACKUS**, most recently Mgr./Digital Systems at Audio Broadcast Group, comes to ENCO Systems as SM.

## National Radio

WFXF. Former midday talent **Scott "Spanky" Smith** becomes Dir./Prod. & Imaging for all five Kelly Communications stations in Peoria.

**Spanish N/T:** Radio Unica enters a partnership with Mundial Sports for exclusive broadcast rights to the new soccer tournament Copa Tecate 1999.

**National Radio:** **Richard Uliano** joins CNRRadio as Nat'l Correspondent.

**Records:** **Pamela Michaels** is named Sr. Product Mgr. for Kid Rhi-

## Industry

no ... Walt Disney Records raises **Ted Kryczko** to VP/Product Development ... **Jonathan McHugh** comes to Jive West Coast as VP/Creative Development.

**Industry:** **Michael Schwerdtman** becomes VP/Finance, Sony Music International ... **Mike Mjehovich** is promoted to Sr. VP/Sales & Mktg., BMG Special Products at BMG Entertainment; also at BMG, **Larry Pukel** is bumped up to Dir./Nat'l Sales, BMG Special Products ... **Fred Seibert** is appointed Pres. of MTV Networks Online.

## NATIONAL RADIO FORMATS

ADDED THIS WEEK

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

### Classic Rock

**Chris Miller**  
 JONNY LANG Wander This World  
 TRAIN Sweet Virginia

### Hot AC

**Steve Nichols**  
 No adds

### Starstation

**Peter Stewart**  
 No adds

### Touch

**Ron Davis**  
 BRANDY Almost Doesn't Count

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

### Rock

SAMMY HAGAR Mas Tequila  
 LIT My Own Worst Enemy  
 TOM PETTY & THE HEARTBREAKERS Free Girl Now

### Alternative

SHAWN MULLINS Shimmer  
 SOUL COUGHING Rolling  
 STAIN'D Just Go

### CHR/Hot AC

JAY-Z I/AMIL & JA Can I Get A...  
 JEWEL Down So Long  
 SHANIA TWAIN That Don't Impress Me Much

### Mainstream AC

EVERYTHING Good Thing  
 SHANIA TWAIN That Don't Impress Me Much

### Lite AC

BRUCE HORNSBY See The Same Way  
 SHANIA TWAIN That Don't Impress Me Much

### NAC

KENNY LATTIMORE Heaven & Earth  
 NELSON RANGELL The Way To You  
 DAVID SANBORN Lisa

### UC

BC Why-O-Why  
 BLACKSTREET I/JANET Girlfriend/Boyfriend  
 BLAQUE 808  
 JT MONEY Who Dat  
 MYA My First Night With You  
 NICOLE Eyes Better Not Wander  
 TOTAL Sitting Home

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

### CHR

**Mike Anthony**  
 BAZ LUHRMANN Everybody's Free (To Wear Sunscreen)  
 SHANIA TWAIN That Don't Impress Me Much

### Mainstream AC

No adds

### Hot AC

BAZ LUHRMANN Everybody's Free (To Wear Sunscreen)  
 SHANIA TWAIN That Don't Impress Me Much

### Digital Soft AC

**Mike Bettelli**  
 SIXPENCE NONE THE RICHER Kiss Me

### Delilah

No adds

### Alternative

IMPERIAL TEEN Yoo Hoo

### Urban

DIVINE One More Try  
 JAY-Z Jigga Who Jigga What  
 KEITH SWEAT I'm Not Ready

### JONES RADIO NETWORK

**Jim Murphy** • (303) 784-8700

### Rock Classics

**Rich Bryan**  
 SAMMY HAGAR Red Voodoo

### Adult Hit Radio

**JJ McKay**  
 JEWEL Down So Long  
 SHAWN MULLINS Shimmer

### Soft Hits

**Rick Brady**  
 No adds

### RADIO ONE NETWORKS

**Tony Mauro** • (970) 949-3339

### Hot AC

**Yvonne Day**  
 No adds

### New Rock

**Steve Leigh**  
 PAPA VEGAS Bombshell  
 PLACEBO Every You Every Me

### WESTWOOD ONE RADIO NETWORKS

**Charlie Cook** • (805) 294-9000  
**Bob Blackburn**

### Adult Rock & Roll

**Jeff Gonzer**  
 GEORGE THOROGOOD I Don't Trust Nobody

### Soft AC

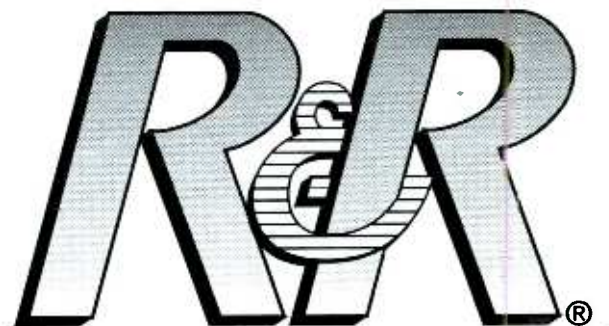
**Andy Fuller**  
 No adds

### Bright AC

**Jim Hays**  
 BAZ LUHRMANN Everybody's Free (To Wear Sunscreen)

**rronline.com**

THE INDUSTRY'S NEWSPAPER



# ZINE SCENE

## By George, It's Garth!

Political mag *George* puts country superstar **Garth Brooks** on its cover and asks "Can This Man Heal America's Broken Heart?" Besides the requisite politics, Brooks talks about his faith in God and his potential baseball career with the San Diego Padres. Also detailed is Brooks' ambitious new album, on which he assumes the persona of an edgy rock star whose untimely demise frees him from overwhelming fame.

Brooks talks about the lost concept of heroes, mentioning his personal idols John Wayne, John F. Kennedy and Martin Luther King Jr. "If we had the press back then that we have today, I'm not sure if those guys would be heroes to us. We all have skeletons. In fact, that's how we learn to become heroes — by the mistakes that we make. I wish the press would allow people to be human, so our heroes could emerge, because I'm not sure we've had a hero in a long, long time."

Speaking of the press outing skeletons, the *Globe* reports that Brooks is looking to trim a few pounds off his frame and has turned to conservative talk show host **Rush Limbaugh** for tips on losing weight.

### Master P (olitics)

Garth isn't the only musician talking politics. *George* ranks the "20 Most Fascinating Men in Politics," listing **Will Smith** at No. 19 and rap impresario **Percy Miller** (a.k.a. **Master P**) at No. 7. "Master P is not only a talented artist, but also a mentor to local musicians and an ambassador of hope for many in New Orleans," says *New Orleans* Mayor **Marc Morial**.

### Paul Stanley: Phantom Menace?

*Entertainment Weekly* dubs **Kiss** singer/guitarist **Paul Stanley** as its "Thespians of the Month." The rocker will trade his makeup for a mask, starring as the title character in *The Phantom of the Opera's* Toronto production.

### An Attractive Curse

"It's really crass to say, but if [Radiohead singer] **Thom Yorke** looked like me, and I looked like Thom Yorke, everyone would have a very different perspective" — admitting good looks get in the way of critical praise, blue-eyed **Blur** frontman **Damon Albarn** gets bitten by the green-eyed monster over press favorites Radiohead (*Details*).

### Grin And Cher It

*Rolling Stone* devotes a page to **Cher** and her re-emergence on the pop scene with her single "Believe." "Some years, I'm the coolest thing that ever happened, and then the next year everyone's so over me,



**CHEERS FOR SPEARS** — Pop uberchild **Britney Spears** graces the cover of *Rolling Stone*, with the inside story promising to get "Inside the Heart and Mind (and Bedroom) of America's New Teen Queen." *Spears* responsibly tackles her role: "You want to be a good example for kids out there and not do something stupid. Kids have low self-esteem, and then the peer pressures come, and they go into a wrong crowd. That's when all the bad stuff starts happening, drugs and stuff." Coincidentally, *Details* ranks *Spears* at the top of its *Sex-O-Meter*, citing her hot performance as a "Catholic-school Lolita" in the "...Baby One More Time" video.

and I'm just so past my sell-by date."

Since so many of **Cher's** relationships with men have gone sour, friends and family are urging the songstress to settle down with a woman. Gay daughter **Chastity** thinks **k.d. lang** would be the perfect mate for her mother (*Globe*).

### The 'Ho Down On Jay-Z

"He was a very dear kid. There is so much more to him than a person who sings about bitches and 'ho's. Gee, I hope I'm not killing his image" — **Renee Rosenblum-Lowden**, sixth-grade teacher of rap superstar **Jay-Z**, now specializes in Career Assassination 101 (*People*).

### Doll Parts

There was little love lost in **Hole's** recent exit from the **Marilyn Manson** tour. The *National Enquirer* wonders if the band was in some way responsible for the ankle injury that caused Manson to cancel several shows. It seems that **Hole** bandmembers were seen twisting the legs of a Manson voodoo doll backstage.

Speaking of dolls, *Details* cashes in on crass commercialism with their own prototype action figures of rock stars. Among the suggestions are "Rock 'Em, Sock 'Em **Brandy & Monica**," "Malibu **Courtney (Love)**" and "Mechanical Animus Marilyn Manson," complete with rock-critic choke-hold action.

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.

## CYBERSPACE

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

### 'Net Chats

• On Tuesday (4/6), enjoy a live chat with **L7**, followed by a cybercast of that evening's concert (time TBA). ([www.broadcast.com](http://www.broadcast.com))

• Chat with **Bad Company** on Wednesday (4/7) at 7pm ET/4pm PT ([www.sonicnet.com](http://www.sonicnet.com)).

### OnTheWeb

• Enjoy great new music from the **String Cheese Incident**, live from Chicago's Vic Theatre tomorrow night (4/3) at 9pm ET/6pm PT ([www.jamtv.com](http://www.jamtv.com)).



String Cheese Incident

• Tune in to an encore performance from harpist, composer, arranger and producer **Andreas Vollenweider** Sunday (4/4) at 9:30pm ET/6:30pm PT ([www.liveconcerts.com](http://www.liveconcerts.com)).

## MUSIC & MOVIES

### CURRENT

- **EDTV (Reprise)**  
Single: Real Life/Bon Jovi  
Other Featured Artists: Cornershop, Meredith Brooks, Ozomatli
- **THE MOD SQUAD (Elektra/EEG)**  
Featured Artists: Breeders, Bjork, Curtis Mayfield
- **CRUEL INTENTIONS (Virgin)**  
Single: Praise You/Fatboy Slim (Skint/Astralwerks/Caroline)  
Other Featured Artists: Verve, Placebo, Counting Crows
- **THE CORRUPTOR (Jive)**  
Single: More Money, More Cash, More.../Jay-Z  
Other Featured Artists: Mystikal, Too Short, Mobb Deep
- **THE OTHER SISTER (Hollywood)**  
Singles: Loving You Is All I Know/Pretenders  
The Animal Song/Savage Garden (Hollywood/Columbia)  
Featured Artists: Joan Osborne, Paula Cole, Fastball
- **PATCH ADAMS (Universal)**  
Other Featured Artists: Rascals, Rod Stewart, The Band
- **MESSAGE IN A BOTTLE (143/Atlantic)**  
Single: Only Lonely/Hootie & The Blowfish  
Featured Artists: Faith Hill, Sheryl Crow, Edwin McCain
- **SHE'S ALL THAT**  
Single: Kiss Me/Sixpence None The Richer (Squint/Columbia)
- **VARSITY BLUES (Hollywood)**  
Single: Run/Collective Soul (Hollywood/Atlantic)  
Other Featured Artists: Foo Fighters, Janus Stark, Van Halen
- **BLAST FROM THE PAST (Capitol)**  
Single: I See The Sun/Tommy Henriksen  
Other Featured Artists: Everclear, R.E.M., Dishwalla
- **200 CIGARETTES (Mercury)**  
Single: Save It For Later/Harvey Danger  
Other Featured Artists: Blondie, Joe Jackson, Cars
- **OFFICE SPACE (Interscope)**  
Featured Artists: Geto Boys, Ice Cube, Scarface
- **JAWBREAKER (London)**  
Single: Yoo Hoo/Imperial Teen  
Other Featured Artists: Letters To Cleo, Ednaswap, Shampoo
- **THE FACULTY (Columbia)**  
Singles: Haunting Me/Stabbing Westward  
It's Over Now/Neve  
Other Featured Artists: Offspring, Garbage
- **PLAYING BY HEART (Capitol)**  
Single: Lover's Will/Bonnie Raitt  
Other Featured Artists: Cracker, Moby, Gomez
- **I STILL KNOW WHAT YOU DID LAST SUMMER (143/Warner Bros.)**  
Single: Blue Monday/Orgy (Elementree/Reprise)

## MUSIC DATEBOOK

### MONDAY, APRIL 12

1966/Jan & Dean's **Jan Berry** is critically injured in a Los Angeles car crash.  
1971/At New York's Fillmore East, **T. Rex** launch their first U.S. tour.  
1988/**Sonny Bono** is elected mayor of Palm Springs, CA.

1993/The **Grateful Dead** sing the national anthem at the San Francisco Giants' season opener.

Born: the late **Tiny Tim** 1932, **Herbie Hancock** 1940, **David Cassidy** 1950, **Pat Travers** 1954, **Vince Gill** 1957, **Will Sergeant** (Echo & The Bunnymen) 1958

Releases: **Hole's** *Live Through This* 1994

### TUESDAY, APRIL 13

1965/The **Beatles** are voted Best New Artist at the Grammy Awards.

1979/Van Halen's **David Lee Roth** collapses onstage from exhaustion during a Spokane concert.



David Lee Roth — somebody get me a doctor!

1995/**Green Day's** debut album, *Dookie*, sells its 6 millionth copy since its 1994 release.

Born: **Al Green** 1946, **Peabo Bryson** and **Max Weinberg** (E Street Band) 1951, **Jimmy Destri** (Blondie) 1954

Releases: the **Temptations'** "All I Need" 1967, the **Rolling Stones'** "Brown Sugar" 1971

### WEDNESDAY, APRIL 14

1976/**Stevie Wonder** signs an unprecedented \$13-million recording contract with Motown.

1983/Ex-Pretenders member **Pete Dinklage**, 30, dies of a drug overdose.

1994/Motley Crue's **Nikki Sixx** and wife **Brandi** become parents to daughter **Storm Brieann**.

Born: **Loretta Lynn** 1935, **Ritchie Blackmore** (ex-Deep Purple/Rainbow) 1945

Releases: **David Bowie's** "Suffragette City" 1972, **Pete Townshend's** *Empty Glass* 1980, **Fleetwood Mac's** *Tango in the Night* 1987, **Tom Petty's** *Full Moon Fever* 1989

### THURSDAY, APRIL 15

1967/The **Who's** first U.S. hit single, "Happy Jack," is released.

1971/**Isaac Hayes'** "Theme from Shaft" wins the Best Original Song Oscar, and the **Beatles'** "Let It Be" receives the Best Original Score Oscar.

1982/**Billy Joel** is injured in a New York motorcycle accident.

Born: **Roy Clark** 1933, **Dave Edmunds** 1944, **Samantha Fox** 1966

Releases: **Jerry Lee Lewis'** "Whole Lotta Shakin'" 1957

### FRIDAY, APRIL 16

1965/In New York, the **Hollies** launch their first U.S. tour.

1969/Elektra Records terminates its contract with the **MC5** following the group's resistance to altering the lyrics of "Kick Out the Jams."

1972/The **Electric Light Orchestra** performs for the first time.

1993/**Paul McCartney, Ringo Starr, Steve Miller, Don Henley, Kenny Loggins** and **k.d. lang** perform at the Hollywood Bowl's Earth Day Festival.

Born: **Bobby Vinton** 1935, the late **Dusty Springfield** 1939, **Dave Pirner** (Soul Asylum) 1964

### SATURDAY, APRIL 17

1960/**Eddie Cochran** is killed in a car crash in England. **Gene Vincent**, who's on a 10-week tour with Cochran, is also injured in the accident.

1970/**Johnny Cash** performs at the White House. Also ... **Paul McCartney** reinforces speculation of an imminent Beatles breakup with the release of his debut solo album, *McCartney*.

Born: **Pete Shelley** 1955

### SUNDAY, APRIL 18

1981/**Yes** disbands.  
1988/Polydor releases *Crossroads*, a six-album compilation featuring the work of **Eric Clapton**.

1996/Former Chic bassist **Bernard Edwards**, 43, dies of pneumonia.

Born: **Les Pattinson** (Echo & The Bunnymen) 1958

— Mark Solovicos



69.7 million households

## SPANKIN' NEW ADDS

JORDAN KNIGHT Give It To You (Flyte Tyme/Interscope)  
BAZ LUHRMANN Everybody's Free (To... ) (Capitol)  
RICKY MARTIN Livin' La Vida Loca (C2/Columbia)  
MASTER P/IMO B. DICK & MAJIC Foolish (No Limit/Priority)  
'N SYNC I Drive Myself Crazy (RCA)  
112 Anywhere (Bad Boy/Arista)

## BUZZWORTHY

FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)  
LD FIDELITY ALLSTARS Battleflag (Skint/Sub Pop/Columbia)  
RICKY MARTIN Livin' La Vida Loca (C2/Columbia)  
BAZ LUHRMANN Everybody's Free (To... ) (Capitol)

## JAM OF THE WEEK

SILK THE SHOCKER/IMYA Somebody... (University/Interscope)

## EXCLUSIVE

OFFSPRING Why Don't You Get A Job? (Columbia)

## DAYTIME

BLACKSTREET I/JANET Girlfriend... (Lil' Man/Interscope)  
BRANDY Have You Ever? (Atlantic)  
CAKE Sheep Go To Heaven (Capricorn/Mercury)  
MARIAH CAREY I Still Believe (Columbia)  
CITIZEN KING Better Days (And...) (Warner Bros.)  
DMX Slippin' (Def Jam/Mercury)  
EMINEM My Name Is (Web/Aftermath/Interscope)  
FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)  
GARBAGE Special (Almo Sounds/Interscope)  
GINUWINE What's So Different? (550 Music/ERG)  
GOODSMACK Whatever (Republic/Universal)  
GOOD GOD DOLLS Slide (Warner Bros.)  
HARLEM WORLD I Really Like It (All Out/So So Def/Columbia)  
LAURYN HILL Ex-Factor (Ruffhouse/Columbia)  
WHITNEY HOUSTON Heartbreak Hotel (Arista)  
JAY-Z Jigga Who Jigga What (Roc-A-Fella/Def Jam/Mercury)  
JAY-Z More Money, More Cash, More... (Jive)  
JEWEL Down So Long (Atlantic)  
JUVENILE Ha! (Cash Money/Universal)  
K-CI & JOJO Life (Rock Land/Interscope)  
R. KELLY When A Woman's Fed Up (Jive)  
KID ROCK Bawitaba (Top Dog/Lava/Atlantic)  
KORN Freak On A Leash (Immortal/Epic)  
LENNY KRAVITZ Fly Away (Virgin)  
LIT My Own Worst Enemy (RCA)  
LIVING END Prisoner Of Society (Reprise)  
LD FIDELITY ALLSTARS Battleflag (Skint/Sub Pop/Columbia)  
BAZ LUHRMANN Everybody's Free (To... ) (Capitol)  
MADONNA Nothing Really Matters (Maverick/WB)  
MARILYN MANSON Rock Is Dead (Nothing/Interscope)  
RICKY MARTIN Livin' La Vida Loca (C2/Columbia)  
MARVELOUS 3 Freak Of The Week (HiFi/Elektra/EEG)  
MASTER P/IMO B. DICK & MAJIC Foolish (No Limit/Priority)  
MATCHBOX 20 Back 2 Good (Lava/Atlantic)  
METALLICA Whiskey In The Jar (Elektra/EEG)  
METHOD MAN & D'ANGELO Break Ups... (Def Jam/RAL/Mercury)  
MONICA Angel Of Mine (Arista)  
ALANIS MORISSETTE Unsent (Maverick/Reprise)  
MYA My First Night With You (University/Interscope)  
'N SYNC I Drive Myself Crazy (RCA)  
NO DOUBT New (Work/ERG)  
OFFSPRING Why Don't You Get A Job? (Columbia)  
ORGY Blue Monday (Elementree/Reprise)  
REDMAN I/BUSTA RHYMES Da Goodness (Def Jam/Mercury)  
BUSTA RHYMES Gimme Some More (Elektra/EEG)  
ROOTS I/ERYKAH BADU You Got Me (MCA)  
SILK THE SHOCKER/IMYA Somebody... (University/Interscope)  
SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)  
SUGAR RAY Every Morning (Lava/Atlantic)  
TIN STAR Head (V2)  
2PAC Changes (Amaru/Death Row/Interscope)  
TYRESE Sweet Lady (RCA)  
USHER Bedtime (LaFace/Arista)  
ROB ZOMBIE Living Dead Girl (Geffen)

## SHOWTIME

BLACKSTREET I/JANET Girlfriend... (Lil' Man/Interscope)  
BRANDY Almost Doesn't Count (Atlantic)  
MARIAH CAREY I Still Believe (Columbia)  
DMX Slippin' (Def Jam/Mercury)  
EMINEM My Name Is (Web/Aftermath/Interscope)  
FAITH EVANS I/PUFF DADDY All Night Long (Bad Boy/Arista)  
FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)  
GINUWINE What's So Different? (550 Music/ERG)  
GOOD GOD DOLLS Dizzy (Warner Bros.)  
HARLEM WORLD I Really Like It (All Out/So So Def/Columbia)  
LAURYN HILL Ex-Factor (Ruffhouse/Columbia)  
WHITNEY HOUSTON Heartbreak Hotel (Arista)  
JAY-Z Jigga Who Jigga What (Roc-A-Fella/Def Jam/Mercury)  
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KORN Freak On A Leash (Immortal/Epic)  
MADONNA Nothing Really Matters (Maverick/WB)  
RICKY MARTIN Livin' La Vida Loca (C2/Columbia)  
MARVELOUS 3 Freak Of The Week (HiFi/Elektra/EEG)  
MASTER P/IMO B. DICK & MAJIC Foolish (No Limit/Priority)  
JOEY MCINTYRE Stay The Same (C2/Columbia)  
MONICA Angel Of Mine (Arista)  
MYA My First Night With You (University/Interscope)  
NO DOUBT New (Work/ERG)  
OFFSPRING Why Don't You Get A Job? (Columbia)  
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REDMAN I/BUSTA RHYMES Da Goodness (Def Jam/Mercury)  
ROOTS I/ERYKAH BADU You Got Me (MCA)  
SILK THE SHOCKER/IMYA Somebody... (University/Interscope)  
TYRESE Sweet Lady (RCA)  
USHER Bedtime (LaFace/Arista)  
ROB ZOMBIE Living Dead Girl (Geffen)

Information current as of March 29



50.8 million households  
Isaak/Tierney

## ADDS

BRANDY Almost Doesn't Count (Atlantic)  
FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)  
WHITNEY HOUSTON It's Not Right But It's Okay (Arista)  
K-CI & JOJO Life (Rock Land/Interscope)  
BETH ORTON Stolen Car (Arista)

## INSIDE TRACKS

RICKY MARTIN Livin' La Vida Loca (C2/Columbia)  
SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)

## XL

CHER Believe (Warner Bros.)  
GOOD GOD DOLLS Slide (Warner Bros.)  
WHITNEY HOUSTON Heartbreak Hotel (Arista)  
LENNY KRAVITZ Fly Away (Virgin)  
SUGAR RAY Every Morning (Lava/Atlantic)

## NEW

JEWEL Down So Long (Atlantic)  
BAZ LUHRMANN Everybody's Free (To... ) (Capitol)  
RICKY MARTIN Livin' La Vida Loca (C2/Columbia)

## LARGE

BLONDIE Maria (Beyond)  
BRANDY Have You Ever? (Atlantic)  
SHERYL CROW Anything But Down (A&M)  
EVERLAST What It's Like (Tommy Boy)  
ELTON JOHN & LEANN RIMES Written... (Curb/Rocket/Island)  
MADONNA Nothing Really Matters (Warner Bros.)  
MATCHBOX 20 Back 2 Good (Lava/Atlantic)  
JOHN MELLENCAMP I'm Not Running Anymore (Columbia)  
SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)

## MEDIUM

BLACK CROWES Only A Fool (American/Columbia)  
BON JOVI Real Life (Reprise)  
EAGLE-EYE CHERRY Falling In Love Again (Work/ERG)  
DAVE MATTHEWS BAND Crush (RCA)  
GARBAGE Special (Almo Sounds/Interscope)  
GOOD GOD DOLLS Slide (Warner Bros.)  
SHAWN MULLINS Shimmer (Columbia)  
SAVAGE GARDEN The Animal Song (Hollywood/Columbia)  
SHANIA TWAIN That Don't Impress Me Much (Mercury)

## CUSTOM

ERIC BENET Georgy Porgy (Warner Bros.)  
BRANDY Almost Doesn't Count (Atlantic)  
MARIAH CAREY I Still Believe (Columbia)  
COLLECTIVE SOUL Run (Hollywood/Atlantic)  
DEBORAH COX Nobody's Supposed To Be Here (Arista)  
KRIS KRAMER Promises (Island)  
DRU HILL These Are The Times (University/Island)  
FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)  
KIRK FRANKLIN Revolution (Gospo Central/Interscope)  
FUEL Shimmer (550 Music/ERG)  
SAMMY HAGAR Mas Tequila (MCA)  
WHITNEY HOUSTON It's Not Right But It's Okay (Arista)  
LAURYN HILL Ex-Factor (Ruffhouse/Columbia)  
HOLE Malibu (DGC/Geffen)  
K-CI & JOJO Life (Interscope)  
KISS Psycho Circus (Mercury)  
JULIAN LENNON Day After Day (Fuel/2000)  
ALANIS MORISSETTE Unsent (Maverick/Reprise)  
METALLICA Turn The Page (Elektra/EEG)  
METALLICA Whiskey In The Jar (Elektra/EEG)  
MONICA Angel Of Mine (Arista)  
BETH ORTON Stolen Car (Arista)  
RUSH Closer To The Heart (Atlantic)  
TYRESE Sweet Lady (RCA)

Video airplay from April 5-12



36 million households  
Cindy Mahmoud  
VP/Music Programming  
& Entertainment

## Video Playlist

WHITNEY HOUSTON Heartbreak Hotel (Arista)  
LAURYN HILL Ex-Factor (Ruffhouse/Columbia)  
MONICA Angel Of Mine (Arista)  
FAITH EVANS All Night Long (Bad Boy/Arista)  
TYRESE Sweet Lady (RCA)  
ROOTS I/ERYKAH BADU You Got Me (MCA)  
GINUWINE What's So Different? (550 Music/ERG)  
BLACKSTREET I/JANET Girlfriend... (Lil' Man/Interscope)  
BUSTA RHYMES I/JANET What's It Gonna Be? (Elektra/EEG)  
JESSE POWELL You (Silas/MCA)

Video playlist for week ending April 2

## Rap City

BLACKSTAR Respiration (Rawkus)  
NAS NAS Is Like (Columbia)  
BUSTA RHYMES I/JANET What's It Gonna Be? (Elektra/EEG)  
ROOTS I/ERYKAH BADU You Got Me (MCA)  
OUTKAST Da Art Of Storytelling (LaFace/Arista)  
KRS-ONE Five Boroughs (Jive)  
JT MONEY Who Dat (FreeWorld/Priority)  
REDMAN I/BUSTA RHYMES Da Goodness (Def Jam/RAL/Mercury)  
REDMAN I'll Be That (Def Jam/RAL/Mercury)  
JAY-Z More Money, More Cash, More... (Jive)

Video playlist for week ending April 2

# TELEVISION

## TOP TEN SHOWS MARCH 22-28

Total Audience  
(95.9 million households)

- 1 ER
- 2 Frasier
- 3 60 Minutes
- 4 Friends
- 5 Touched By An Angel
- 6 Veronica's Closet
- 7 Jesse
- 8 Dateline NBC (Tuesday)
- 9 Movie (Sunday)  
(Holy Joe)
- (tie) Law & Order

Adults 18-34

- 1 ER
- 2 Friends
- 3 Jesse
- 4 Futurama
- 5 Frasier
- 6 The X-Files
- 7 Veronica's Closet
- 8 The Simpsons
- 9 Just Shoot Me
- 10 Will & Grace

Source: Nielsen Media Research

## COMING NEXT WEEK

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

### Friday, 4/2

• Jon B., the Commodores, the Gap Band, Chaka Khan, Run-DMC and Seal perform on *Motown Live* (check local listings for time and channel).

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

• Charlie Daniels sits in with the band on *Late Show With David Letterman* (CBS, check local listings for time).

• Collective Soul, *Late Night With Conan O'Brien* (NBC, check local listings for time).

• Everlast, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).

### Saturday, 4/3

• Dweezil & Ahmet Zappa host *Happy Hour*, a new variety show on USA (9pm).

### Sunday, 4/4

• Collin Raye, Britney Spears and 98 Degrees perform on the *Walt Disney World Happy Easter Parade* (ABC, check local listings for time).

• *Backstreet Boys: Coming Home*, a 90-minute Orlando concert taped in 1998, airs on *Showtime* (7pm).

### Monday, 4/5

• Garbage's *Shirley Manson, Craig Kilborn*.

### Tuesday, 4/6

• Sugar Ray, *Jay Leno*.  
• *Barenaked Ladies, David Letterman*.  
• Sugar Ray's *Mark McGrath, Craig Kilborn*.

### Wednesday, 4/7

• Susan Tedeschi, *Conan O'Brien*.  
• Bonnie Raitt, *Craig Kilborn*.

### Thursday, 4/8

• Lee Perry, who supplies the vocals on Baz Luhrmann's "Everybody's Free (to Wear Sunscreen)," performs the song on *Jay Leno*.

• Andrea Bocelli, *David Letterman*.

# FILMS

## WEEKEND BOX OFFICE MARCH 26-28

1 <i>Forces Of Nature</i> (DreamWorks)	\$9.43
2 <i>Analyze This</i> (WB)	\$8.67
3 <i>EDtv</i> (Universal)*	\$8.31
4 <i>The Mod Squad</i> (MGM/UA)*	\$6.06
5 <i>Doug's 1st Movie</i> (Buena Vista)*	\$4.47
6 <i>Shakespeare In Love</i> (Miramax)	\$4.28
7 <i>True Crime</i> (WB)	\$3.35
8 <i>Life Is Beautiful</i> (Miramax)	\$3.24
9 <i>Baby Geniuses</i> (Sony)	\$2.73
10 <i>Cruel Intentions</i> (Sony)	\$2.27

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

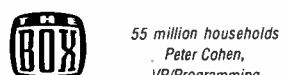
## COMING ATTRACTIONS:

This week's openers include *10 Things I Hate About You*, starring Julia Stiles. The film's Hollywood soundtrack contains two cover tunes by *Letters To Cleo*: Cheap Trick's "I Want You to Want Me" (which they perform onscreen) and Nick Lowe's "Cruel to Be Kind." The ST also features *Semi-sonic's* "FNT," *Sister Hazel's* "Your Winter," *Save Ferris's* "I Know," *Joan Armatrading's* "The Weakness in Me," *George Clinton's* "Atomic Dog," *Brick's* "Dazz," the *Cardigans's* "War" and *Madness's* "Wings of a Dove." Cuts by *Jessica Huddle, Leroy and Ta-Gana* — as well as ex-Oingo Boingo member *Richard Gibbs's* score — complete the CD.

Also opening this week is *The Matrix*, starring Keanu Reeves and Laurence Fishburne. The film's *Maverick* soundtrack sports *Marilyn Manson's* "Rock Is Dead," *Ministry's* "Bad Blood," *Meat Beat Manifesto's* "Prime Audio Soup," *Prodigy's* "Mindfields," *Deftones's* "My Own Summer (Shove It)," *Orbiter Magnet's* "Look to Your Orb for the Warning," *Rammstein's* "Du Hast," *Rage Against The Machine's* "Wake Up" and a remix of *Rob Zombie's* "Dragula." Also on the ST are songs by *Propellerheads, Rob D, Lunatic Calm* and *Hive*.

*The Out-Of-Towners*, starring Steve Martin and Goldie Hawn, also opens this week. The film's *Milan* soundtrack showcases *Donna Summer's* "Bad Girls," *Louis Prima & Keely Smith's* "That Old Black Magic," *Betty's* "Limbo Land" and *Mervyn Warren & Jose Aiello's* take on *Rodgers & Hart's* "Isn't It Romantic." The original Broadway recording of "Aquarius" from *Hair* joins *Marc Shaiman's* score to round out the ST.

Finally, Glenn Close and Liv Ullmann star in *Cookie's Fortune*, which opens in special engagements this week. The film's *Windham Hill* soundtrack is comprised of a blues-based score by the Eurythmics' *Dave Stewart*, who performs "Ten Years On" with *Candy Dulfer*.



55 million households  
Peter Cohen,  
VP/Programming

## National Top 20

Pos.	Artist	Avg. Gross (in 000s)
1	ROLLING STONES	\$2,370.3
2	BILLY JOEL	\$1,115.6
3	BLACK SABBATH	\$768.1
4	PHISH	\$586.3
5	NEIL DIAMOND	\$560.6
6	DAVE MATTHEWS BAND	\$503.5
7	SHANIA TWAIN	\$478.7
8	KISS	\$460.9
9	DEPECHE MODE	\$422.6
10	AEROSMITH	\$390.2
11	MANNHEIM STEAMROLLER	\$318.0
12	AMY GRANT	\$307.4
13	ALANIS MORISSETTE	\$242.3
14	KORN/ROB ZOMBIE	\$230.2
15	TRAGICALLY HIP	\$204.4



Among this week's new tours:

Artist	Avg. Gross (in 000s)
BUCKLE UP TO SPILL	\$1,115.6
PETER CASE	\$768.1
EMINEM	\$586.3
AL GREEN	\$560.6
PETER, PAUL & MARY	\$503.5
QUIET RIOT	\$478.7
R. KELLY	\$460.9
RICK SPRINGFIELD	\$422.6
RUFUS WAINWRIGHT	\$390.2
SLACKERS	\$318.0
TRANS AM	\$307.4

The CONCERT PULSE is courtesy of Pollstar, a publication of Promoters' On-Line Listings, (800) 344-7363; California (209) 271-7900.

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## Internet Radio: Boom Or Doom For Talk?

□ Consultant says growth of cyber-talk is inevitable, so gear up now!

Put a few Talk radio executives together in a room these days, and sooner or later the topic will turn to the rapid growth of Internet broadcasting and its potential impact on Talk radio. There's no question that News/Talk would seem to be a product that is tailor-made for Internet consumers, but will the growth of Internet broadcasting mean boom or doom for Talk radio as we know it?

That was the question put forth during a lively interactive session at R&R's recent Talk Radio Seminar. Among the panelists was Michael Packer, President of PackerTalkRadio Consulting. He is a longtime proponent of the Internet, urging stations to increase their Internet presence and become more savvy about this new medium, and his remarks to TRS '99 attendees were true to form. "I think the Internet can be a boom for Talk radio if stations get it in gear now," he said.



Michael Packer

### Roll Over, Marconi

Packer offered the following scenario as an example of the future as he sees it. "Imagine an individual," he said. "He's sitting on the dusty floor of his tent, and he manages to get a shaky grip on his rifle. Sweat drips from his brow, forming streams that trickle down the line of his jaw. Deep in the heart of Africa,

this is his first safari, but there is no time to worry about that now. Anticipation and tension build as he stares into the jungle darkness, listening closely to the sound of lions moving swiftly across the field. He can almost feel the hot pant of their breath as they crouch, ready to pounce on their prey.

"Suddenly, it's a surprise attack. The lions utter a painful roar, but the crowd drowns out their cries as they are led to the slaughter. Fans are stomping and screaming as the Green Bay Packers intercept the ball and, with just seconds left in the game, run it back for the winning touchdown. Green Bay has just beaten the Detroit Lions in a hard-fought Super Bowl! And here, hundreds of miles from civilization, in the thick of the jungle, the man wipes his brow with great relief and breaks into a wide grin."

"His team won," Packer continued, "and he didn't miss a moment of the big game, because he was listening to his favorite hometown radio station, *WNFL.com*, on his new wireless Internet Walkman. Roll over, Marconi, Internet radio is here! Internet radio opens up new fron-

tiers, allowing for more experimenting and creativity than we've had for a long time in traditional radio. It's time for radio managers to get cyber-savvy and take advantage of the new, exciting opportunities and challenges presented by the Internet."

### Train Now Or Pay Later

Packer contends that stations need to move now to ensure their place in radio's cyberspace future. "By the time wireless Internet radio has arrived and your core audience can dial up hometown stations from anywhere in the world — be it



**It's time for radio managers to get cyber-savvy and take advantage of the new, exciting opportunities and challenges presented by the Internet.**



in a Jeep in the Rockies or from a camel in the Sahara — you'll want to have trained them to tune not only to your AM or FM station, but also

## The Future Is Now

*If you think some of Packer's predictions about how easy it will be for consumers to access the Internet from their cars are the stuff of science fiction, consider this small but intriguing item that recently ran in USA Today's business section.*

"IBM and Daimler/Chrysler will offer Internet and wireless communications technology in the new Mercedes Benz V-Class Multipurpose Vehicle. The rear of the vehicle will feature a removable desk, an IBM notebook computer with printer, a telephone and fax, and a high-speed wireless link to the Internet. The new Mercedes vehicle will be available in Europe beginning this spring."

to your Internet address," he said. "Internet radio's future impact on programming and sales will be profound, because it will dramatically and forever change the way both listeners and advertisers use radio."

Packer offered another example of how Internet radio will become an extension of your radio station in the future: "Imagine a listener tuned to KXYZ-AM as she commutes to work in the morning," he said. "When she arrives at the office and sits down at her computer, she continues to listen by logging on to the Internet and clicking on her bookmark, *KXYZ.com*. As she works, she hears a spot for a new restaurant that has just opened. With a click of her mouse, she brings up the KXYZ web page and sees a colorful video that takes her on a quick tour of the restaurant. Click on another button, and she reviews the menu. Click — she makes reservations for dinner for two. Click — she chooses a table near the fireplace. Click — she orders their favorite wine. Next, out of her printer comes the e-ticket confirming her reservation.

"Another satisfied listener has just had a great experience tuning to *KXYZ.com*. And another advertiser has just made a sale thanks to paying that premium to advertise on

*KXYZ.com.*" Such a scenario isn't far-fetched in the near-future world that Packer sees. "The technology is here right now," he said. "But what most radio stations lack at this moment are the resources, the commitment and the cyber-savvy employees to make it happen."

### Radio Must Catch Up

Packer believes that radio must work harder at getting up to speed with regard to Internet broadcasting. "Hopefully radio will catch up with where most other progressive businesses are already headed," he said. "If you'll take a moment to brainstorm, you'd be amazed at the many revenue streams and programming opportunities Internet radio has to offer."

Packer cited examples of opportunities for sales managers too. "Forget the idea that your station's website is some sort of value-added incentive to close a sale. Why not think of *KXYZ.com* as your affiliate that can reach a worldwide audience? You've just doubled your inventory! A client can buy that avail on *KXYZ.com* for a premium price. And for even more money, your radio station can show the client how to put a visual of their ad on the

Continued on Page 24

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## Internet Radio: Boom Or Doom For Talk?

Continued from Page 23

Internet — not just simply radio playing TV commercials on the 'Net, but a highly interactive experience where the listener actually purchases your client's product while listening and viewing the spot."

Packer also suggested that, in the future, stations will have an entirely new sales division that specializes in selling both the benefits of your station's website and your Internet radio station.

### Train Listeners Now

Packer clearly places much of the burden for educating the audience about this fast-growing technology on program directors. "Now is the time for PDs to think about how to train station listeners to tune both to KXYZ and *KXYZ.com*," he said. "If you don't start learning webcasting now, and how to merge the technology with traditional broadcasting, you'll find yourself trying to catch up with the competition when Ar-

bitron starts releasing audience stats of Internet radio listening."

And Packer noted that competition is growing rapidly. "A couple of months ago, I saw that of the 800+ commercial radio stations that are now webcasting, about 20% — or one in every five — are spoken-word formats, including News, Talk and Sports," he said. "And I'm sure those numbers are even larger today. In the future, there will be hundreds of thousands of Internet radio stations, and they will have an impact on the TSL of both traditional AM and FM broadcast stations."

### Webcasting's Side Benefits

Packer also offered several ideas on ways to begin benefiting from Internet broadcasting right away. "I'm puzzled at why stations allow their Internet station to go silent when they're airing a show that a syndicator may not allow affiliates to webcast," he said. "Why not use that time to promote your best weekend programming to those who are

listening on the Internet?"

"I also think that PDs could use their Internet site, with different call letters, as a sort of 'farm club' to test new shows and talents, getting instant feedback from Internet listeners. A strong response could indicate it's time to move a show to your major-league station. And for PDs who are searching for new talent, you can tune in to Internet talk shows and listen in real time to see if a show fits your station's needs."

Finally, Packer said that talk talents can also benefit from this emerging media today. "Here's a thought for undiscovered talk talent," he suggested. "Start your own talk show on the Internet. This is similar to what frustrated writers have done. They put a couple of chapters of their book on the Internet, and interested readers can then purchase the book from the author by mail, thereby eliminating the roadblock of disinterested agents and publishers. Why couldn't talk hosts follow the same model?"



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**WOR**  
RADIO NETWORK

## TalkSpot's Brave New World Of Talk Radio

While there are many conventional radio stations now offering at least some of their programming on the Internet, TalkSpot ([www.talkspot.com](http://www.talkspot.com)) is a unique website that offers consumers a full menu of original talk programming that is available only on the Internet.

TalkSpot founder Ken Williams is best known for developing Sierra Online, which he built into a formidable player in the interactive entertainment industry. After selling his company for a boatload of bucks in 1996, it took Williams only about two weeks to become bored with retirement. One of the results of that boredom was the development of TalkSpot, which is billed as the next step in the evolution of multimedia information and entertainment on the Internet. TalkSpot combines the familiar features of TV and radio talk shows with the unpredictability of the Internet, utilizing technologies such as streaming audio and java-based chat rooms.

I recently caught up with TalkSpot's Senior VP and co-founder, **Jeremy Bowerman**, and VP/Programming, **James Golden**, to get their insights into Internet talk's future.

**R&R:** *Is TalkSpot's product just another kind of Talk radio?*

**JB:** No, it's not radio at all. It's the next evolution of radio. When people are sitting in front of their expensive computers, they expect that they will offer them something different from what their radio or television offers them. Print was the first medium developed, and for the first time everyone could read the original story. Next came radio, which moved all that up to real time. Next, TV combined the two. But what all those mediums lacked is interactivity. Talk radio comes closest, because people can call in. But even there, the entire audience cannot interact with the callers and the host simultaneously. So what we're offering is a medium that is totally interactive in real time.

**JG:** In the traditional Talk radio model, callers have to wait to participate, and they have to be screened. When you are interacting online, you are part of an entire community that is interacting constantly, in real time, with the host, producer and, perhaps most importantly, each other. That is a new paradigm that radio simply cannot ever deliver.

**R&R:** *Should Talk radio see you as an extension of its product or fear you as a competitor for its audience?*

**JG:** The Internet overall, and interactive programming such as we offer, is happening. There is no stopping it. The choice, as I see it, is that you can stick your head in the sand and watch it happen around you, or you can learn to embrace it and learn how it can complement your traditional programming and revenue sources.

**JB:** Radio, by its very nature, has a limited number of channels on which to air programming. Other than the limits that are set by the economics of supply and demand, this new medium offers virtually unlimited channels. That's one benefit as we see it. Also, people can now get their favorite programming — which may only be available locally — on a national or even a global basis, and that is a real benefit. On the other hand, clearly there is still a substantial market for those who want to listen to a ballgame on a cheap radio while working in the yard. It's pretty tough to interact on your expensive computer while you are outside weeding the garden.

**R&R:** *So does that mean that those who just want to listen passively get left out in this new medium?*

**JB:** Just as in traditional radio, there will always be a percentage of the audience that won't interact because they simply enjoy consuming the product in a passive way. But I think the difference is that they enjoy this medium more than traditional media because it is largely unscripted. For example, everybody knows when they sit down to watch a 30-minute TV show that somebody has already scripted out the 29th and 30th minutes. Even when they aren't interacting, people really enjoy the uncertainty of this medium due to the fact that the entire audience is actively involved in the program.

**R&R:** *James, in your former position as "Bo Snerdly" on Rush Limbaugh's program, you held one of the most highly visible jobs in radio. What attracted you to make the switch to Internet radio?*

**JG:** It was the hardest professional decision I've ever made. Rush is simply the best at what he does, and I have never worked around anyone like him. He is the king of that medium. But when I talked to Jerry and Ken and heard their vision, I knew I wanted to be a part of it. I think this is the way William Paley must have felt in those early days of CBS. You just know you are onto something new and different that's going to be huge. It's the first time in the history of media that we have seen a total integration of audio, visual, print and the ability for the audience to constantly interact. I was blown away, and I knew I wanted to be a part of this medium's future. It's a very exciting place to be right now.

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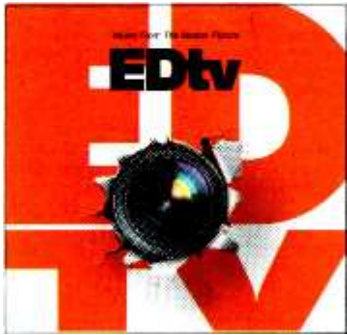
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## Hallam Heading Out Of Houston's KKQB

**K**KBQ/Houston VP/Programming **Dene Hallam**, who steered the station's flip from CHR to Country eight years ago, leaves the station after nearly 10 years. Chancellor VP/Country Programming Tim Closson will serve as interim PD with APD Steve Giuttari until Hallam's successor is named. Hallam told **ST**, "We all agreed that things needed to be shaken up at KKQB. We just disagreed on how to do it. Ain't no good guys, ain't no bad guys.... Chancellor Media is an awesome company, but maybe there's someone with another station out there who could use me to shake things up."

Beasley Broadcast Group FM Talker **WWDB/Philadelphia** launches a new morning show this morning (4/2) to go along with its new "News/Talk 96.5 FM" identity. The station's adding hourly news reports and expanding its team of reporters to compete more directly with Infinity's KYW-AM. The new morning show features ABC Radio News anchor and Westwood One talk host **Gil Gross** and veteran KYW morning anchor **Pat Farnack**. Current morning talk host **Dom Giordano** will stay with the station, though his new role is not yet known. The station will still carry Dr. Laura and Rush Limbaugh, as well as its local hosts.

### More People In Birthday Suits

There's another lawsuit in the works involving **Film House's** "Million Dollar Birthday Game." This time, the defendant is Oldies **WWMG-FM/Charlotte**, which is running a million-dollar contest. (WWMG is running its contest via the IQ Television Group, which is a defendant in a similar suit filed two weeks ago.) "Magic 96.1 knew that our 'Million Dollar Birthday Game' was not available in Charlotte because they called to buy it from us," Film House's Curt Hahn said. "Then they went out and produced their own version of the campaign." When contacted about the suit, WEND & WWMG VP/GM **David O'Donnell** told **ST** he had not yet

been served, adding, "I'm not in violation. I'm doing a million-dollar contest. I was very cognizant of the licensing and Film House's version and took extreme precautions not to violate that. I originally called Film House to license it with them, but somebody in the market had it, so we did a different twist on it."

More legal news: Former KFI/L.A. talk host **Tammy Bruce** has allegedly sued the station for sex discrimination, sexual orientation discrimination and a variety of other counts, the *L.A. Times* reported. Bruce was taken off the air last July, reportedly after she had criticized comedian Bill Cosby and his wife, prompting the celebrity couple to complain to KFI management. But KFI GM Howard Neal told **ST** he did not know if a lawsuit had been filed.

### Our Van Can Beat Up Your Van....

When World Championship Wrestling tickets went on sale in Bismarck, ND last Saturday morning, Country **KKCT** and CHR **KYYY** fought a turf battle of their own. Y93 had its van outside the Civic Center, where tickets were being sold, so K-Country brought out its boom box Friday night and parked it a couple feet away from the van. Come morning, there was no love lost between the neighbors: First they cranked up a battle of the speakers until eardrums bled. Then, after Y93 gave away T-shirts, **KKCT** offered T-shirt "upgrades" plus a

Continued on Page 28

### Rumors

- In the **WEGQ/Boston** format flip sweepstakes, will the winner be Hot AC, Classic Rock or Rhythmic Oldies?
- Are longtime friends **Liz Wilde** (WLUP/Chicago) and **Lu Valentino** (KZZP/Phoenix) negotiating with a couple of radio superagents to market a high-profile project together?
- Is MediaAmerica about to pick up the *Rhona at Night* syndicated talk show?

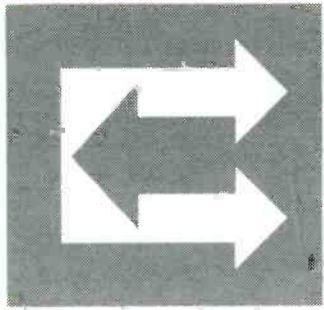


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Looking for a nuclear (phone) reaction?

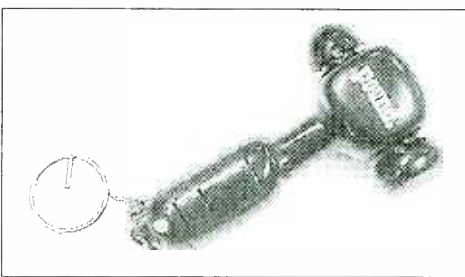
- KSLZ -St. Louis**
- WRVW -Nashville**
- WQZQ -Nashville**
- KCHZ -Kansas Ctiy**
- WNNK -Harrisburg**
- WKSL - Memphis**
- WAEZ -Johnson City**
- WXIS -Johnson City**
- WAIA -Melbourne**
- WHTS -Quad Cities**
- KLRS -Chico**
- WFHN -New Bedford**
- KCLD -St. Cloud**
- KHTO -Springfield**
- WNKI -Elmira**
- KLAZ -Little Rock**
- WVKS -Toledo**
- KQID - Alexandria**
- WSTW -Wilmington**
- WDJX -Louisville**
- WDDJ -Paducah**

Single in-stores April 27th  
Major press hits the stands in April, May & June  
Musicland Mall tour in May and June



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# STREET TALK®



**PROMO ITEM OF THE WEEK** — *Sound as a Pound, baby!* To bring attention to Pound's debut release, the shagadelic folks over at Mercury wanted to send out a hammerhead shark with a laser strapped to its head, but had to settle for this plastic hammer. An ill-tempered plastic hammer? No, but when you hit the hammer's head, it's switched on ... and makes the sound of a window being broken. It's smashing, baby, yeah!

Continued from Page 26

chance to win WCW tix. Then a National Guard tank, brought in as part of Y93's promotion, parked right in front of KKCT's boom box. But after K-Country's night jock decided to ask for names, ranks and serial numbers, the Guard moved the tank. Then Y93 tried burning a K-Country T-shirt (to no avail). This little game of one-upmanship ended when the crowd had bought all the tickets and dispersed, but the controversy continued. KKCT PD/morning man **Sam Hardt** told **ST** that apologies from Y93's GM were running Tuesday morning (3/30), after the station's morning show made some unflattering comments about Civic Center management.

As noted last week, **Catholic Family Radio** sent out press releases trumpeting the debut of a new morning show, *Daybreak USA*. That didn't sit too well with USA Radio Network's Tom Tradup, whose net has aired *DayBreak USA* since July '96, so he sent CFR a cease-and-desist letter, which was answered with a sheepish admission by CFR that it had goofed in its original release — their show's actual title is *Daybreak America*.

## Just 75 More And It'll Really 'B-105'

Congrats to **WUBE/Cincinnati** on its 30th anniversary as a Country station. By mayoral decree, Thursday (4/1) was "B-105 Day," and the station threw a party at Fountain Square with appearances by Steve Wariner, Bryan White, Kenny Chesney and Brady Seals.

Our condolences to the family and friends of **Bob Eastman**, 85, who died

## Rumbles, Pt. 1

- WDFN & WWWW/Detroit GM **Peter Connolly** adds similar duties at WMXD, the *Detroit Free Press* reports, with **Verna Green** retaining her GM duties at WJLB.
- Rock/AC KUMT segues to a '70s-based Oldies format and brings back the market's familiar KCPX calls. Nighttimer **Trish Griffith** is the only surviving personality.
- Cumulus names two new Market Mgrs. in Maine: **Tim Gatz** takes on WFAU-AM, WSKU-AM, WABK-FM, WCME-FM, WCTB-FM, WIGY-FM, WKCG-FM & WTOS-FM/Augusta-Waterville, while **Al Perry** oversees WDEA-AM, WBZN-FM, WEZQ-FM, WQCB-FM & WWMJ-FM/Bangor. Meanwhile, **Steve Smith** is named OM for the Augusta-Waterville properties.
- WRKR/Kalamazoo, MI programmer **Mike Ferris** is named PD at WIBA/Madison, WI. He succeeds **Van Edwards**, who has ascended to Dir./Programming Services for Central Star's Madison Radio Group.
- KBFM/McAllen, TX PD/MD **Jeff "The Hitman" Dewitt** exits. OM Billy Santiago is handling programming chores, while morning co-host **Sonny Rio** adds MD duties.
- WBYT/South Bend, IN PD **Dave Steele** exits for a post with a Citadel station in Baton Rouge. Maybe he and **Ralph Cherry** can swap houses — the WYNK/Baton Rouge PD returns to 'BYT as Steele's successor.
- Following Mark Edwards' recent departure, WLTW/NY OM/MD **Jim Ryan** is doing double duty as interim PD of co-owned WLIT/Chicago.
- Former WBLI/Long Island PD **John Thomas** is appointed OM for Cumulus' six Savannah, GA properties. He replaces the exiting Ryan Walker.
- Former WLSS/Baton Rouge PD **Robert Elfman** segues to PD at WBAM/Montgomery, AL. Former PD **Trish Carpenter** keeps her morning drive shift.
- KMGV/Fresno, CA MD **Rene Roberts** joins KHTN/Merced, CA as PD.
- KWIN/Stockton PD **John Christian** resigns.
- WOWZ & WOWB/Utica, NY PD **J.P. Marks** exits; MD **Suzy Garcia** is interim PD.
- Hot AC KSII/EI Paso PD **Courtney Nelson** assigns himself to afternoon drive, as **Christopher Lance** exits.
- Effective next Monday (4/5), Hot AC WVOR/Rochester APD/MD **T.R. Fox** transfers to sister Jacor Hot AC WMXL/Lexington, KY as PD.

Sunday (3/28) in Scottsdale, AZ after suffering a stroke. Eastman founded the Robert E. Eastman Co. rep firm and headed it until 1973, when he sold the company and took on a consulting role.

NAB Pres. **Eddie Fritts** has been set as the roastee at the annual Bayliss Foundation Roast, which will be held on Oct. 21.

**WABB/Mobile** made Alabama Lt. Governor Steve Windom very happy last

Continued on Page 30



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#2 Most Added!**

**fastball**

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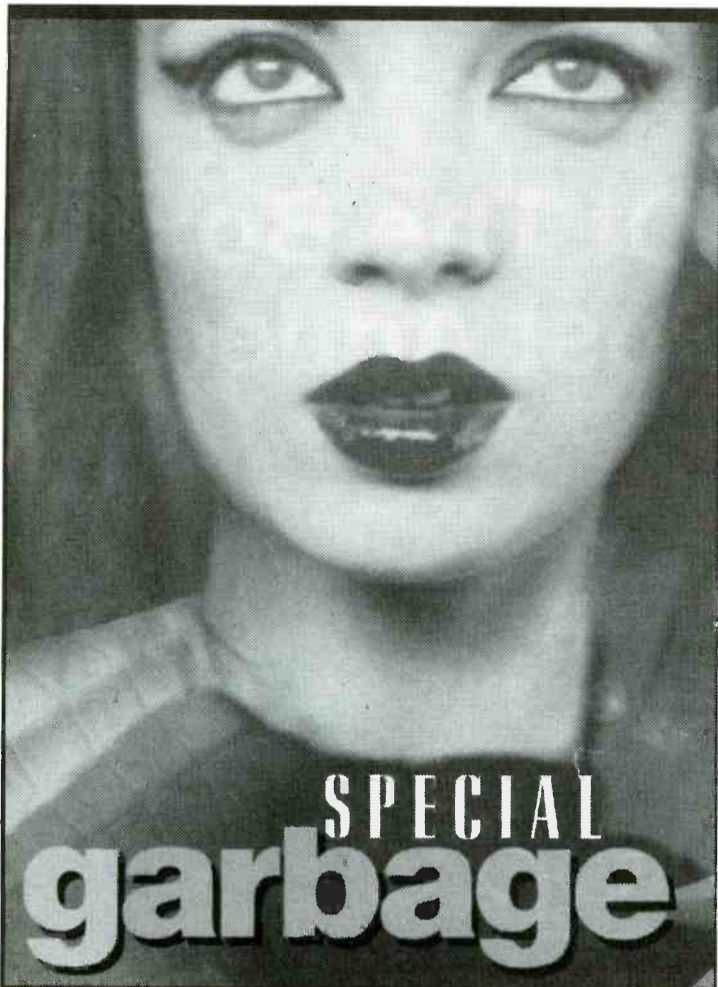
ALL THE PAIN MONEY CAN BUY

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WXKS	WSTW	KISX	WJYY
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WBZZ	WHOT	WSKS	KLRS
WFLZ	KSMB	WSTO	WJMX
WKRQ	WYKS	WRTS	WNKI
WPRO	WKXJ	WQGN	KQID
WNKS	WZNY	WMRV	WXIS
WRVW	WWCK	KISR	WCIL
WDCG	WERZ	KFRX	WXXX
WDJX	KZMG	WWXM	WQSL
WQEN	KRUF	WWKZ	
WNTQ	WRFY	WKMX	

**Wait 'til you see next week!**





SPECIAL  
garbage

R&R CHR/Pop 26 — 23  
Top 40 Monitor 28\*—24\*  
Adult Top Monitor 26\*—24\*

**New This Week:**

KPTY	KRSK
WLDI	WWST
KKMG	WSSX
WMGX	WDAQ

**Major Market Airplay:**

WPLJ	22x	KIIS	36x
KYSR	28x	WTMX	22x
KLLC	26x	KRBE	27x
Y100	34x	KBKS	48x
KZZP	20x	KFMB	38x
KHTS	22x	KSLZ	20x
WVRV	27x	WXYV	23x
WBZZ	36x	WSSR	26x
WAKS	27x	WFLZ	24x
KALC	24x	KBBT	20x
KMXV	28x	KXXM	32x
KQMB	21x	WPTE	36x
WSHE	33x	KMXB	33x
KUMX	35x	WRVW	39x
WKSL	24x	WDJX	33x

Appearing on The Tonight Show  
with Jay Leno April 2



Management: borman/moir entertainment  
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# STREET TALK®



**HEADS OR TAILS?** — Some of these billboards for Jacor's KIOZ/San Diego were taken down after SD City Council members complained to the outdoor company about the artwork. The boards are still up in areas where council members actually have a sense of humor.

## Rumbles, Pt. 2

- KABC/L.A. has set an official start date of July 1 for new morning team **John Kobylt & Ken Chiampou**. Interim morning host **Mr. KABC** will return to his nightly show.
- **KRNN-AM/Little Rock** signed on the Radio Disney format Thursday (4/1).
- **Steve Anderson** is named Exec. VP for ESPN, overseeing the net's cable channels and ESPN Radio. He succeeds Howard Katz, who moves to ABC Sports.
- NAB promotes Sr. Assoc. General Counsel **Valerie Schulte** to Deputy General Counsel. Assoc. General Counsel **Benjamin Ivins** rises to Schulte's former post.
- **WONE/Akron Creative Services** Dir. **T.K. O'Grady** will assume the interim PD spot at the Classic Rocker when current PD J.D. Kunes exits April 14. The station's looking for a permanent PD.
- Longtime WIOQ/Philadelphia Programming Asst. **Marian Newsome** is promoted to MD.
- WDRQ/Detroit segues from CHR/Rhythmic to CHR/Pop. MD/middayer **Jimi Jamm** exits. APD Jay Towers and PD Alex Tear will handle the music until a new MD is appointed.
- **KXUS/Springfield, MO** APD/middayer **Steve Waters** exits and is replaced by **Dave Roberts**.
- Jacor Rock WIOT/Toledo MD/middayer **Susan Gates** takes on additional responsibilities as interim PD for co-owned Toledo AC WRVF.
- **WWGR/Ft. Myers** MD/evening personality **Buzzy Ford** exits.
- **KBFM/McAllen, TX** morning driver **Sonny Rio** adds MD duties.
- **WBOP/Harrisonburg, VA** PD **Brian Hayes** will not join **WKFR/Kalamazoo**, as previously announced.

Continued from Page 28

week by sending him a "Senate Survival Pack" to help him endure a 24-hour filibuster. Since Windom was unable to leave his seat during the proceedings, the package included a portable bladder, water retention pills, No-Doz, pillow slippers and snacks.

### For A Yugo, I'll Throw In Some Headphones

**Allen Woodall** of Solar Broadcasting and **James Jarrell** of the Casey Network literally wheeled and dealt to complete their station sale: Woodall is trading WRFS-AM/Alexander City, AL to Jarrell for \$20,000 and *three cars!* These are no Pintos or Gremlins, either: Jarrell, who runs a limousine service

RADIO & RECORDS



1

- **Don Coddington** chosen as Sr. VP/Promo for N2K Encoded Music.
- **Dave Darus** tapped as Sr. VP/Promo of Restless Records.
- **Vinny Brown** becomes PD of WBLS/NY.
- **Mike Shepard** promoted to Asst. VP/Ops. & Prog. for Jefferson-Pilot/San Diego.

5

- **Al Teller** rises to Exec. VP of MCA Inc.
- **Patriot Records** launched with **Jimmy Bowen** as Pres./CEO.
- **Matt Mills** moves to WXKS-AM & FM/Boston as Sr. VP/GM.
- **Erica Farber** promoted to COO of R&R.

10

- **Mike Fowler** tapped as VP/GM of KQUL & KZOK/Seattle.
- **John St. John** appointed PD of KYGO-FM/Denver.
- New Cleveland PDs: **Denny Nugent** at WGAR and **Cat Thomas** at WPHR.

15

- **Ernie Singleton** set as Nat'l Dir./Black Music for MCA Records.
- **Charles Slavik** appointed VP/GM of KONO & KITY/San Antonio.
- **Steve Goldstein** grabs WOMC/Detroit PD gig.
- **Mikel Hunter** captures Ops. Dir. job at KMZQ/Las Vegas.
- **Charlie Van Dyke** is hired as "the voice" of the seven CBS Owned FM Stations.

20

- **Neil Portnow** promoted to Sr. VP of 20th Century Fox Records.
- **Bob Kirsch** recruited as GM of Warner Bros. Country division.
- **Chuck Knapp** returns to Minneapolis as KSTP-FM PD/morning man.
- **Tom Cuddy** named MD of WARA/Attleboro, MA.

25

- **Sam Holman** resigns as Y100 (WHYI)/Miami VP/GM to become the morning man of 13Q (WKTQ)/Pittsburgh.
- **Jim Kerr** becomes morning man at WPLJ/NY.
- **Gary Burbank** tapped as morning man for CKLW/Detroit.
- Famous Lost Words: "I get as sick of the same records over and over again as the listeners" — WABC/NY PD **Rick Sklar**, explaining why the playlist expanded to 28 records.

and a car stereo shop, is throwing in a 1993 Corvette, a 1993 special edition Pontiac Firebird and a 1986 Mercedes Benz limo with a total value as high as \$80,000. Woodall, an avid antique collector, said he's divesting his radio holdings and restarting his car collection. He's off to a good start.

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





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# SOUND DECISIONS®

## RIAA's 1998 Sales Tales

☐ Believe it or not, older music fans are buying the majority of recorded music

Consumers 30 years of age and older are, for the first time since the Recording Industry of America has kept such records, purchasing the majority of recorded music in the U.S. That's just one of the key findings in 1988's RIAA Consumer Profile of music buyers.

Other highlights in the study, compiled by Taylor Nelson Sofres Intersearch (formerly Chilton Research Services) via a national telephone and Internet survey of past-month music buyers (3,051 total, with a margin of error of plus or minus 1.7%), reveal a significant drop in rock music sales, impressive surges in the popularity of gospel and niche music, continued gains by R&B and the growing appeal of soundtracks.

Listed below are highlights from the '98 Consumer Profile.

### Genre

For the fourth consecutive year, sales of rock music declined, with 1998's dip of 6.8% the largest of the decade. The RIAA cites "the absence of hits from established rock artists, the continued decline of the rock sub-genre alternative (down from 11% to 9%, but not broken out in the chart) and the shrinkage of buyers in the 20-24 age bracket — once a stronghold for rock — which may all be contributing factors to rock's decline."

That statistic is evidenced in the fact that not one rock-based album ranked among the top 10 best-selling discs last year. In fact, only two groups had records that cracked the top 20 (Matchbox 20, Barenaked Ladies). Demographic trends are also working against the genre. Younger consumers who are traditionally rock's biggest fans are buying fewer records. Conversely, aging baby boomers who fueled the rock boom have more important things to spend their money on, such as mortgage payments, college tuition, retirement, etc.

R&B sales, says the RIAA, "came mainly in the 35+ age group and can be attributed to the success of artists such as triple-platinum award winner Lauryn Hill, Brian McKnight, Levert, Keith Sweat & Johnny Gill, Erykah Badu, Jon B. and Janet Jackson."

The increasing popularity of gospel, which showed the greatest percentage sales increase of any music genre, "is due largely to the crossover success of a number of gospel/Christian artists who appeal to R&B, pop, country and rock fans." The RIAA cites the sales of albums by such artists as Kirk Franklin, LeAnn Rimes, DC Talk and Spirit By Grace as helping the genre's surge in sales.

Pop music and soundtrack sales also continued their upswing. As

for the former, four of last year's best-selling albums were released by pop acts: Celine Dion, Backstreet Boys, 'N Sync and Savage Garden. Regarding soundtracks, the *Titanic* ST was the No. 1-selling album last year, while two other soundtracks — *City of Angels* and *Armageddon* — ranked among the top 10-selling records of 1998.

### Age

As noted earlier, the trend toward an older purchasing demographic continued, with the 30-plus crowd being the only age group (except for the 40-44-year-old cell) to increase its purchases in 1998. The 30-plus demo bought 50.4% of all recorded music last year, compared with 33.5% a decade ago. In 1998, 12% of all purchases were made by consumers over 50 years old, compared to just 6% in 1989. What are they buying? Country and pop were the most popular genres for the 50 and over cell (51% and 53%, respectively). As for the continuing decline in music purchasing by younger consumers, the RIAA says, "It's puzzling. Potentially, the rise of the Internet as a free entertainment center, and the accompanying availability of free MP3 files, could be contributing factors."

### Gender

For the second consecutive year, women music buyers outnumber males (51.3% to 48.7%). The RIAA estimates that women over the age of 30 accounted for the largest share of purchases, with pop and country (65% and 60%, respectively) being their music of choice. Conversely, men under the age of 30 bought more music than their older counterparts, with rock dominating their purchases, followed by a combination of R&B and rap (62% and 51%, respectively).

### Location

The survey indicates that more music consumers (86%) shopped at retail outlets than in the past eight years. However, the gap continues to narrow between purchases made at traditional record stores and other retail establishments, such as consumer electronics and specialty stores. While the percentage of tape and record club buyers dropped to the lowest levels of this decade, online purchasing continued to skyrocket, nearly tripling over the past year to an estimated \$151 million.

## Rock Receipts Slow, As R&B Rules The Record Stores

While gospel has seen tremendous growth in the last five years, R&B's continued gains have placed it within striking distance of country once again. Soundtracks also had a stellar year, while jazz dropped to its lowest levels yet.

### Market Share By Genre

	'89	'90	'91	'92	'93	'94	'95	'96	'97	'98
Rock	41.7	36.1	34.8	31.6	30.2	35.1	33.5	32.6	32.5	25.7
Country	7.3	9.6	12.8	17.4	18.7	16.3	16.7	14.7	14.4	14.1
R&B	9.5	11.6	9.9	9.8	10.6	9.6	11.3	12.1	11.2	12.8
Rap	6.4	8.5	10.0	8.6	9.2	7.9	6.7	8.9	10.1	9.7
Pop	15.0	13.7	12.1	11.5	11.9	10.3	10.1	9.3	9.4	10.0
Gospel	3.1	2.5	3.8	2.8	3.2	3.3	3.1	4.3	4.5	6.3
Classical	3.6	3.1	3.2	3.7	3.3	3.7	2.9	3.4	2.8	3.3
Jazz	4.9	4.8	4.0	3.8	3.1	3.0	3.0	3.3	2.8	1.9
Oldies	0.9	0.8	1.0	0.8	1.0	0.8	1.0	0.8	0.8	0.7
Soundtracks	0.7	0.8	0.7	0.7	0.7	1.0	0.9	0.8	1.2	1.7
New Age	1.4	1.1	1.3	1.2	1.0	1.0	0.7	0.7	0.8	0.6
Children's	0.3	0.5	0.3	0.5	0.4	0.4	0.5	0.7	0.9	0.4
Other*	4.0	5.6	4.2	5.4	4.6	5.3	7.0	5.2	5.7	7.9

\*Includes ethnic, standards, big band, swing, Spanish-language, electronic, instrumental, comedy, humor, spoken word, exercise, language, folk and holiday music.

### Market Share By Demo

	'89	'90	'91	'92	'93	'94	'95	'96	'97	'98
10-14	8.1	7.6	8.2	8.6	8.6	7.9	8.0	7.9	8.9	9.1
15-19	24.8	18.3	18.1	18.2	16.7	16.8	17.1	17.2	16.8	15.8
20-24	19.2	16.5	17.9	16.1	15.1	15.4	15.3	15.0	13.8	12.2
25-29	13.7	14.6	14.5	13.8	13.2	12.6	12.3	12.5	11.7	11.4
30-34	10.3	13.2	12.5	12.2	11.9	11.8	12.1	11.4	11.0	11.4
35-39	7.6	10.2	9.8	10.9	11.1	11.5	10.8	11.1	11.6	12.6
40-44	5.4	7.8	6.7	7.4	8.5	7.9	7.5	9.1	8.8	8.3
45+	10.2	11.1	11.8	12.2	14.1	15.4	16.1	15.1	16.5	18.1

### Market Share By Sales Outlet

	'89	'90	'91	'92	'93	'94	'95	'96	'97	'98
Record Store	71.7	69.8	62.1	60.0	56.2	53.3	52.0	49.9	51.8	50.8
Other	15.6	18.5	23.4	24.9	26.1	26.7	28.2	31.5	31.9	34.4
Clubs	7.9	8.9	11.1	11.4	12.9	15.1	14.3	14.3	11.6	9.0
Mail Order	4.5	2.5	3.0	3.2	3.8	3.4	4.0	2.9	2.7	2.9
Internet	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	0.3	1.1

### Market Share By Gender

	'89	'90	'91	'92	'93	'94	'95	'96	'97	'98
Female	46.3	45.6	45.9	47.4	49.3	47.3	47.0	49.1	51.4	51.3
Male	53.7	54.4	54.1	52.6	50.7	52.7	53.0	50.9	48.6	48.7

### Market Share By Format

	'89	'90	'91	'92	'93	'94	'95	'96	'97	'98
Full-Length CDs	25.1	31.1	38.9	46.5	51.1	58.4	65.0	68.4	70.2	74.8
Full-Length Cass.	54.8	54.7	49.8	43.6	38.0	32.1	25.1	19.3	18.2	14.8
Vinyl LPs	9.2	4.7	1.7	1.3	0.3	0.8	0.5	0.6	0.7	0.7
Singles (all)	10.7	8.7	8.8	7.5	9.2	7.4	7.5	9.3	9.3	6.8
Videos	n/a	n/a	0.4	1.0	1.3	0.8	0.9	1.0	0.6	1.0

### Total U.S. Sales (in millions \$)

	'88	'89	'90	'91	'92	'93	'94	'95	'96	'97
	6,579.4	7,541.1	7,834.2	9,024.0	10,046.6	12,068.0	12,320.3	12,533.8	12,236.8	13,723.5

Source: RIAA

# Indigenous

"Things We Do"

Impacting April 6

The follow-up to the Top 10 debut track "Now That You're Gone"

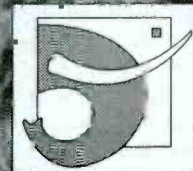
See Indigenous on the BB King Blues Tour also featuring Kenny Wayne Shepherd starting August 4



Radio contact: Libow Unlimited 212.888.0987  
Management MAZing Mark Tilsen Booking FTM Mark Weinand 605.332.0078

[www.indigenousocks.com](http://www.indigenousocks.com) MS Distributing

Photo: John Falls



R&amp;R

## Canadian Joy Drops In At Alternative

Good things come to those who wait. That's certainly true when it comes to **Tommy Boy** Canadian alternative rock band **Joydrop**, whose single, "Beautiful," is being championed by such Alternative stations as

and club to club and visiting radio and doing acoustic shows."

At the beginning of the new year, Tommy Boy decided to reservice the record. Concurrently, the label organized a Northeast residency tour for

we hadn't released the record, so we couldn't get a read on it. We've seen how it affected the Northeast, so now it's time to do the same in the South."

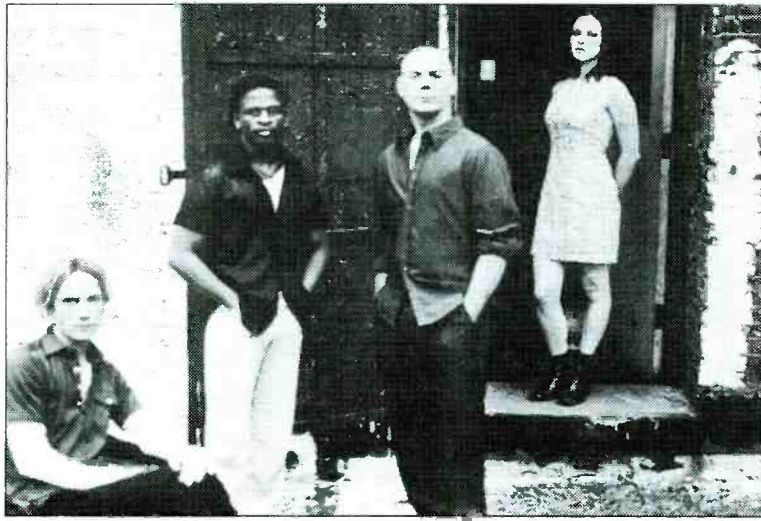
### New Artist Focus

There's no denying the buzz on **Supafuzz**. While Active Rock **KUPD/Phoenix** has been playing the band's single, "Push," for a couple of months, the Lexington, KY group also picked up a couple of key adds over the past month. Two weeks ago it was Active Rocker **WAAF/Boston**; two weeks before that it was Active Rock **WMFS/Memphis**. 'MFS MD **Dave Clapper**, who had the band perform at the station's recent birthday bash, says **Supafuzz** is the real deal. "They really tore the place up." As for the single, Clapper says it's beginning to react, even though it's only getting a little over a dozen spins weekly.

**Supafuzz**, who have sold around 6,000 copies of their self-titled debut album, are signed to **Patrick Arn's** New York-based indie, **Gotham Records**. Not surprisingly, Arn took plenty of meetings at the recent South By Southwest convention in Austin during the band's showcase. Labels said to be expressing early interest include **Columbia**, **Capitol**, **Universal** and **Atlantic**.

Meanwhile, Alternative **KFMA/Tucson** has decided to throw its support behind local alternative quartet **Nevershine**. PD **Chuck Roast** officially started reporting "Breathe Again," taken from the band's four-song EP, after letting it breathe on the station's local music show for a couple of months. "We were getting the right kind of calls, not just the ones from the band's friends and relatives. Plus, they've done a great job of building a fan base in the area." Another big plus: Roast thinks a couple of the other songs might work for the station.

—Steve Wonsiewicz



Joydrop

**WNNX/Atlanta**, **KNRK/Portland**, **WFNX/Boston**, **WMRQ/Hartford** and **WXSJ/Tallahassee, FL**.

Formed in Toronto in 1996, Joydrop is composed of musicians with diverse musical tastes and experiences. Vocalist Tara Slone studied opera and theater for over a decade; guitarist Thomas Payne is a student of musical composition and philosophy; bassist Tom McKay received his musical education performing in various groups in England; and drummer Tony Rabalao studied composition and jazz.

The four eventually hooked up with noted producer/mixer Ron St. Germain. The end result, following a six-week recording session, is the band's debut album, *Metasexual*, released on February 9.

Interestingly, this is the second time that Tommy Boy has worked "Beautiful." The label originally started working the track at Alternative last summer, just around the time Everlast's "What It's Like" began its impressive multiformat ascent. Sensing that it was losing momentum with "Beautiful," Tommy Boy — which was making its first big push into the Alternative marketplace — elected to pull back on the reins, focus on Everlast, and revisit Joydrop at the appropriate time.

Tommy Boy Head/Alternative & Rock Promotion **Cheryl Valentine** recalls, "We all felt great about Everlast's potential, because we believed the record would sell off radio and his touring. But we could see that Joydrop was beginning to get lost in the shuffle at radio. It wasn't until around September that we realized we weren't going to be running it up the charts and resigned ourselves that it was going to take a little longer, which was okay, since we don't have that many artists, and we don't have a huge field staff."

The decision also sat well with the band. Valentine continues, "They were great about it. They don't mind doing what it takes, going from town to town

the band and set a release date of early February. This time around, everything clicked. One big fan is **WNNX MD Sean Demery**. "The first time around we just didn't have any room. We loved it back then as much as we do now, and it was always in the happy stack. But if there are 10 records in that stack and only two slots..."

Demery says the track is the station's No. 1-requested record, and he is "expecting incredible research" when they start testing it. As for the label's decision to stop working the record last year, Demery counters, "Back then people were asking, 'Who the hell is Joydrop?' Now they're going, 'Oh, yeah. Great song. And Tara's a fox.'"

In the meantime, Tommy Boy is reprising its residency tour for the band, this time focusing in the Southeast. Valentine notes, "The first time we worked record stations like WXSJ, we were getting top five phones, but



**TILL DEATH DO US PART** — Sacramento-based rock quartet **Deathray** recently inked a deal with **Capricorn Records**. The band's currently in the studio with producer **Eric Valentine** (*Smash Mouth*, *Third Eye Blind*). Pictured here are (l-r) **Deathray's James Neil and Greg Brown**, **Capricorn GM Mike Bone** and **VP/Business Affairs Philip Walden Jr.**, **Deathray's Dana Gumbiner** and **Victor Damiani**, **Deathray manager Hugo Burnham** and (front) **Capricorn President Phil Walden**.

## MUSIC NEWS & VIEWS

### Look At Her! Spice Girl Set To Go Solo

**Capitol Records** will release former Spice Girl **Geri Halliwell's** debut solo album this summer. The disc's lead-off single, "Look at Me," goes to radio on May 17 — one week after the single's worldwide release date. As part of the label's media blitz, Halliwell will visit five countries in seven days. She'll travel to Rio de Janeiro on April 8, followed by appearances in New York, Tokyo, Sydney, Milan and London.



Geri Halliwell

### Clash's Strummer To Bow New Album

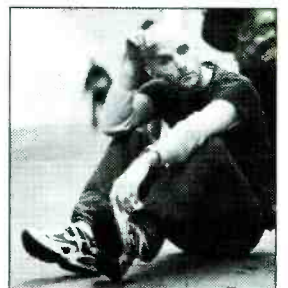
Former Clash frontman **Joe Strummer** is resurfacing with a new album titled *The X-Ray Style*. British music weekly *New Musical Express* reports. Strummer is currently in a London studio with his band, the **Mescaleros**, putting the finishing touches on the upcoming release. *NME* says Strummer and the **Mescaleros** will play a few warm-up dates in the UK before touring later in the year ... In other studio news, **Steve Earle** is close to wrapping up his next album. The more rock-leaning effort will follow on the heels of his bluegrass collaboration with the **Del McCoury Band**, *The Mountain* ... The e-zine *Allstar* reports that Texas rock trio **ZZ Top** plans to release its 13th album later this year ... **Harvey Danger** has begun work on its sophomore album. The record could arrive at retail as early as this summer ... Seminal progressive rock artist **Patti Smith** is close to finishing her next album, her third in nearly four years ... British alternative group **Primal Scream** has begun work on its sixth studio album ... Rock guitarist **Ben Harper** is in the middle of recording his new album, which could be released by year's end.

### Woodstock '99 Axes Austria Act

The European portion of the upcoming Woodstock '99 festival has been canceled. Organizers cited a lack of time to put together the concert, which was to be held July 16-18 in Wiener-Neustadt, Austria. Headliners from the "postponed" show — as the organizers are referring to it — included **Metallica**, **Iggy Pop** and Italian superstar **Zucchero**. The American show is still scheduled for the former Griffiss Air Force Base in Rome, NY from July 23 to 25 — never mind the fact that the site is 2 1/2 hours away from Saugerties, the site of Woodstock '94, and some 3 1/2 hours away from Max Yasgur's farm in Bethel, site of the original festival. It was not known at press time who'd be performing at Griffiss ... Hard-rock band **Coal Chamber** will team with rap acts **Insane Clown Posse** and **Kool Keith** for a 30-date tour that kicks off on July 2 in Detroit. **Ozzy Osbourne** has contributed vocals on Coal Chamber's cover of Peter Gabriel's "Shock the Monkey," which will appear on the band's forthcoming album ... **Ice-T** has joined the Warped Tour ... Platinum-selling global teen pop star **Britney Spears** will resume her national tour this July. The tour was cut short due to Spears' knee injury ... **Madness** will play a handful of dates in the Northeast, beginning April 30 in New York.

### Studio Outtakes

Techno whiz **Moby** (a.k.a. Richard Hall) has inked an American label deal with **V2 Records**. His first album for Richard Branson's company will be the 18-track *Play*, which arrives in stores on June 15 ... **L7** will release their next album some time in Q3 on their own record label, **Wax Tadpole** ... Lastly, musical jokster **Mojo Nixon** — now a radio personality at **WLW/Cincinnati** — has released a new album titled *The Real Sock Ray Blue*.



Moby



# billie

## She Wants You

the first single and video from  
the debut album *Honey To The B*,  
street date May 18

After three chart-topping singles and  
a platinum album in the UK,  
sixteen-year-old Billie is poised  
to break big in America, starting with  
the the first single and video  
"She Wants You".

- Billie appeared at the 1999 Winter Music Conference, both on the artist panel and as a presenter at the awards banquet.
- single street date April 13;  
album street date May 18.
- The B-side of the single,  
"Because We Want To," has been  
chosen as the theme song of the  
1999 Women's World Cup. Billie will  
perform live at both the games'  
opening and closing ceremonies,  
which air on ABC, ESPN and ESPN2  
on June 19 and July 10.

Look for Billie April 15-May 8 as she  
crosses the country to meet radio!

Produced by Jarr Marr and Wendy Page  
Management: Steve Blackwell at Wyllie & Blackwell  
© 1999 Virgin Records Ltd.

Virgin INNOCENT

**It's All Been Platinum**



Reprise recording artists Barenaked Ladies have reason to smile: The band's *Stunt* album was just certified triple platinum by the RIAA. Basking in the glow at Reprise's Burbank headquarters are (l-r) BNLs Ed Robertson and Kevin Hearn, Warner Bros. Board Chairman/CEO Russ Thyret, BNLs Jim Creegan, Reprise Pres. Howie Klein, Warner Bros. Pres. Phil Quartararo, Reprise Mktg. Mgr. Eric Fritschi, and BNLs Steven Page and Tyler Stewart.

**CBS**

Continued from Page 1

News, "We are downsizing. We have a lot of product." The Mutual and NBC Radio news departments — which are based in Crystal City, VA, just outside Washington, DC — will continue to exist as their own entities, but the number of feeds will be cut because demand has decreased, Hollander said, adding that no additional staff cuts are expected.

Westwood One, the nation's largest distributor and producer of radio programming, has about 1,500 employees. CBS News spokeswoman Sandy Genelius told R&R she believes that all 12 CBS staffers terminated are union-covered.

R&R Washington Associate Editor Jeremy Shweder contributed to this story.

**February**

Continued from Page 1

the economy, radio is the biggest beneficiary of advertiser drift away from newspapers. He also suggested another motivation: "When you are a public company, you are open to trying every avenue."

Smulyan suggested that radio's bull market will run "as long as the American economy stays robust and people believe that radio gets results."

Contributing editor: Jeffrey Yorke from Washington.

**PRECIOUS METAL**

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

**MULTIPLATINUM ALBUMS**

*Backstreet Boys*, Backstreet Boys, Jive; *Tragic Kingdom*, No Doubt, Trauma/Interscope; *Dookie*, Green Day, Reprise; *Greatest Hits*, Journey, Columbia; *1984*, Van Halen, Warner Bros. (10 million); *You're So Vain*, Reprise; *Matchbox 20*, Lava/Atlantic; *Greatest Hits 1974-1978*, Steve Miller Band, Capitol (8 million); *Big Willie Style*, Will Smith, Columbia (6 million); *City Of Angels* ST, Various Artists, Warner Sunset/Atlantic (5 million); *Garage Inc.*, Metallica, Elektra/EEG; *Hard Knock Life, Volume 2*, Jay-Z, Def Jam/RAL/Mercury; *The Miseducation Of Lauryn Hill*, Lauryn Hill, Ruffhouse/Columbia; *Third Eye Blind*, Third Eye Blind, Elektra/EEG (4 million); *Ones*, Mariah Carey, Columbia; *My Own Prison*, Creed, Wind-up; *Americana*, Offspring, Columbia; *It's Dark And Hell Is Hot*, DMX, Def Jam/Mercury (3 million); *... Baby One More Time*, Britney Spears, Jive; *The Dirty Boogie*, Brian Setzer Orchestra, Interscope; *What The Hell Happened To Me?*, Adam Sandler, Warner Bros.; *Garbage*, Garbage, Almo Sounds/Interscope; *Greatest Hits*, Eurythmics, RCA (2 million).

**PLATINUM ALBUMS**

*Baby One More Time*, Britney Spears; *Doc's Da Name 2000*, Redman, Def Jam/RAL/Mercury; *Garage Inc.*, Metallica; *Believe*, Cher, Warner Bros.; *Mechanical Animals*, Marilyn Manson, Interscope; *Desireless*, Eagle-Eye Cherry, Work/ERG; *Version 2.0*, Garbage; *In My Lifetime, Volume 1*, Jay-Z; *Greatest Hits*, Eurythmics; *Gish*, Smashing Pumpkins, Caroline/Virgin; *A Man & His Music*, Frank Sinatra, Reprise.

**GOLD ALBUMS**

*Baby One More Time*, Britney Spears; *World Wrestling Federation, Volume 3*, Various Artists, Koch; *14:59*, Sugar Ray, Lava/Atlantic;

*RZA As Bobby Digital In Stereo*, RZA, Gee Street/V2; *Garage Inc.*, Metallica; *The Collection: Volume One*, Bone Thugs-N-Harmony, Epic; *MTV Party To Go '99*, Various Artists, Tommy Boy; *You've Got Mail* ST, Various Artists, Warner Sunset/Atlantic; *Live On Two Legs*, Pearl Jam, Epic; *Believe*, Cher; *Maybe You've Been Brainwashed Too*, New Radicals, MCA; *Greatest Hits*, Steven Curtis Chapman, Sparrow; *Tyrese*, Tyrese, RCA; *Supernatural*, DC Talk, Forefront; *Mechanical Animals*, Marilyn Manson; *Donde Estan Los Ladrones*, Shakira, Sony Latin; *Steady On*, Point Of Grace, Word; *The Swarm*, Wu-Tang Clan, Priority; *Monsters Of Rock*, Various Artists, Razor & Tie; *Where Have All The Merry Makers Gone?*, Harvey Danger, London; *Sweet Thing*, Boney James, Warner Bros.; *What's Your Name*, Adam Sandler; *The Very Best Of Frank Sinatra*, Frank Sinatra; *The Road Home*, Heart, Capitol; *Action Bible Songs*, Sunday School Songs and Silly Songs, Cedarwood Music; *Boxed Set — Multiselection*, Beatles, Capitol.

**MULTIPLATINUM SINGLES**

"Hey Jude," Beatles, Apple (4 million); "Let It Be," "Something" and "Get Back," Beatles, Apple (2 million).

**PLATINUM SINGLES**

"Angel Of Mine," Monica, Arista; "Believe," Cher; "Long And Winding Road" and "Lady Madonna," Beatles, Capitol; "Let It Be," "Something," "Get Back" and "Hey Jude," Beatles.

**GOLD SINGLES**

"Heartbreak Hotel," Whitney Houston, Arista; "Angel Of Mine," Monica; "All I Have To Give," Backstreet Boys; "Taking Everything," Gerald Levert, EastWest/EEG; "Believe," Cher; "Got To Get You Into My Life" and "Long And Winding Road," Beatles, Capitol.

**Deals**

Continued from Page 1

price of Clear Channel's common stock for the 25 trading days prior to two days before the closing of the merger (expected by late September). Assuming Clear Channel averages \$61.53 during this period (as it did in the 25 trading days before March 25), Jacor stockholders should receive about \$78 for each share they own.

The deal has not been cleared by the Department of Justice or the FCC. As part of its review, the com-

munion is weighing petitions filed by Opus Broadcasting Systems, which says the merger would give Clear Channel 48% of ad revenue in Medford-Ashland, OR, and L.M. Communications, which says Clear Channel would have more than 40% of market share in Lexington-Fayette, KY.

In separate merger news, Triathlon Broadcasting shareholders gave the thumbs up last week to the company's \$190-million merger with Capstar Broadcasting. That deal is expected to close by the end of next month.

**SW**

Continued from Page 1

"SW's done a fantastic job of creating a great music and news organization," he said. No decision has been made about how Launch will restructure SW Networks, but a source close to the deal said Launch will not drastically alter SW Networks' operations.

Besides the Internet music site, Launch's services include a monthly CD-ROM that offers video interviews with bands and actors, plus clips from over 20 new albums. About 275,000 subscribers get the monthly CD-ROM, and the Internet page has about 1 million registered users, Launch said.

— Jeremy Shweder

**Bloomberg BUSINESS BRIEFS**

Continued from Page 10

**Cumulus Signs On Interep For National Sales**

Interep National Radio Sales will now handle all of Cumulus Media's national sales accounts, Cumulus President Bill Bungeerth announced this week. The three-year-old, Milwaukee-based Cumulus owns and operates 220 stations in medium and small markets, making it the third-largest group in terms of station count.

"Interep was selected following a year-long trial period," Bungeerth said. "We are pleased with their professionalism, and we look forward to the sales focus that they will bring to the Cumulus Broadcasting radio stations on a national level."

Interep Chairman Ralph Guild added, "We are convinced that their strategy will grow radio's share of ad revenue in the markets they serve. We are thrilled to be their exclusive radio sales organization."



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A Perry Capital Corp.



## TOP 20

APRIL 2, 1999

LW	TW	ARTIST TITLE LABEL(S)	TW	LW	TOTAL STATIONS/ADDS
			TOTAL PLAYS		
1	1	SUGAR RAY Every Morning (Lava/Atlantic)	2094	2032	43/0
2	2	GOO GOO DOLLS Slide (Warner Bros.)	1957	1888	40/0
4	3	SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	1802	1673	39/0
3	4	MATCHBOX 20 Back 2 Good (Lava/Atlantic)	1625	1674	36/0
9	5	EVERLAST What It's Like (Tommy Boy)	1337	1129	37/2
8	6	COLLECTIVE SOUL Run (Hollywood/Atlantic)	1288	1173	40/0
5	7	SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	1220	1221	32/0
6	8	DAVE MATTHEWS BAND Crush (RCA)	1201	1218	33/0
10	9	LENNY KRAVITZ Fly Away (Virgin)	1148	1112	35/0
7	10	EAGLE-EYE CHERRY Save Tonight (Work/ERG)	1080	1188	32/0
15	11	SHERYL CROW Anything But Down (A&M)	1021	865	37/1
13	12	U2 Sweetest Thing (Island)	951	1008	23/0
12	13	BLONDIE Maria (Beyond)	925	1029	35/1
11	14	NEW RADICALS You Get What You Give (MCA)	924	1083	32/0
14	15	THIRD EYE BLIND Jumper (Elektra/EEG)	889	900	23/0
19	16	BAZ LUHRMANN Everybody's Free... (Capitol)	878	685	32/4
—	17	JEWEL Down So Long (Atlantic)	793	609	35/2
17	18	GARBAGE Special (Almo Sounds/Interscope)	784	738	33/0
18	19	SHAWN MULLINS Lullaby (SMG/Columbia)	694	718	25/0
20	20	CHER Believe (Warner Bros.)	682	682	17/1

This chart reflects airplay from March 22-28. Songs ranked by total plays. Contributing station combine from the Custom Chart function on R&R ONLINE. © 1999, R&R Inc.

## PERSPECTIVE

BY

Donna Miller

This was the first year the Academy Awards allowed female voice-over talent Randy Thomas to work with a female host, Whoopi Goldberg. Male announcers were previously used with female hosts, but the Academy finally decided that it doesn't matter if there are two female voices on the broadcast.

As of this past Monday (3/29), we now have a morning show hosted by two females. I must say that Pop/Alternative is the perfect format to be doing something like this. It's a little out of the norm and not considered "traditional" radio, since everybody expects to hear a guy and a girl.

Now that we've all become accustomed to the sound of Pop/Alternative's music, we have to find another station aspect with which we can "surprise" people. Having two females in morning drive is something very few people would expect, and that's one reason why it will work.

But the biggest thing that will lead to our show's success is that Tammy Cruise and Angie Good are good, and they love — and live — the format. It helps that they truly enjoy the artists they play, like Alanis Morissette. Listeners can see through it when personalities are faking it.

In addition, the fact that they really like each other is also very refreshing for a morning show. For quite some time, we've had a lead female in the morning, and it was still important to maintain a strong female lead. There was initially some upper-management opposition, but we kept revisiting the idea of having two women and couldn't understand why it wouldn't work.

Donna Miller is MD/midday personality for Pop/Alternative KOSO/Modesto, CA.



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



## New & Active

**FATBOY SLIM** Praise You (Skint/Astralwerks/Caroline)  
Total Plays: 553, Total Stations: 27, Adds: 4

**FLYS** Got You (Where I Want...) (Delicious Vinyl/Trauma)  
Total Plays: 546, Total Stations: 18, Adds: 0

**NATALIE MERCHANT** Life Is Sweet (Elektra/EEG)  
Total Plays: 405, Total Stations: 27, Adds: 2

**SHAWN MULLINS** Shimmer (SMG/Columbia)  
Total Plays: 393, Total Stations: 23, Adds: 2

**SAVAGE GARDEN** The Animal... (Hollywood/Columbia)  
Total Plays: 387, Total Stations: 18, Adds: 2

**JUDE** Rick James (Maverick/Reprise)  
Total Plays: 369, Total Stations: 25, Adds: 4

**FUEL** Shimmer (550 Music/ERG)  
Total Plays: 365, Total Stations: 18, Adds: 1

**TOMMY HENRIKSEN** I See The Sun (Capitol)  
Total Plays: 296, Total Stations: 13, Adds: 0

**MY FRIEND STEVE** Charmed (Mammoth)  
Total Plays: 274, Total Stations: 13, Adds: 1

**FASTBALL** Out Of My Head (Hollywood)  
Total Plays: 257, Total Stations: 19, Adds: 4

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)  
WALC/Charleston, SC (HAC)  
WLNK/Charlotte, NC (HAC)  
WTMX/Chicago, IL (HAC)  
WXEG/Dayton, OH (AII)  
KALC/Denver, CO (HAC)  
WPLT/Detroit, MI (AII)  
KVSF/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)  
WXPT/Minneapolis, MN (HAC)  
KOSO/Modesto, CA (HAC)  
KCDU/Monterey-Salinas, CA (HAC)  
WPTE/Norfolk, VA (HAC)  
KYIS/Oklahoma City, OK (HAC)  
WSHE/Oriando, FL (HAC)  
WPLY/Philadelphia, PA (AII)  
WXXM/Philadelphia, PA (HAC)  
KZON/Phoenix, AZ (AII)  
KZZP/Phoenix, AZ (HAC)  
KBBT/Portland, OR (HAC)  
KLCA/Reno, NV (HAC)  
WZNE/Rochester, NY (HAC)

KZZO/Sacramento, CA (HAC)  
WVRV/St. Louis, MO (HAC)  
KENZ/Salt Lake City, UT (AII)  
KQMB/Salt Lake City, UT (HAC)  
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)

43 Total Stations

HAC-Hot AC AII-Alternative AA-Adult Alternative

# JUDE

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# RICK JAMES

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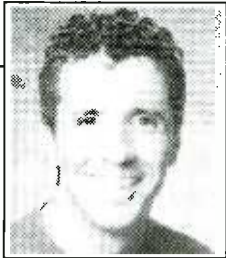
WXPT/Minneapolis WKSI/Greensboro WLCE/Buffalo WZNE/Rochester  
KBBY/Oxnard WQSM/Fayetteville WOMP/Wheeling KLCA/Reno

**On more than 25 stations with AMAZING early spins:**

WTMX 45x KTBZ 40x WRAX 38x WSHE 29x  
KFMB 28x KFMB 28x WPTE 22x WBMX 21x and many more!  
WNNX 20x KYSR 20x KPEK 19x

Produced by George Drakoulis Co-Produced by Mickey Petralia Management: Scott Welch, Atlas/Third Rail Entertainment





TONY NOVIA  
tnovia@rronline.com

## CHR Is Alive And Well In Puerto Rico

### Spanish-speaking personalities play the biggest English-language hits

On May 2, 1998, Arbitron announced that the commonwealth of Puerto Rico would become a rated market. By combining San Juan with Mayaguez and Ponce, the island would burst onto the scene at market No. 13, with twice-yearly measurements.

To the broadcasters of Puerto Rico, the announcement that their radio ratings would be delivered to advertisers and agencies in the same manner as stateside radio markets brought elation and a new level of respect. According to Arbitron, Puerto Rico has a population of 3,076,200 ages 12 and older. For each of the two surveys per year, Arbitron's sample goal is 2,400 persons. The market's first official survey was last summer, with 1999's two books set for the spring and fall.

One of the many stations that was thrilled to receive the newfound recognition is WMEG-FM (La Mega Estacion), which was recently acquired by Raul Alarcón's Spanish Broadcasting System. The San Juan-based CHR/Pop station, which also airs its programming on Mayaguez-based WEGM-FM, adopted its format on September 1, 1989. The station plays 100% of its contemporary hit music in English, while everything else — the personalities, commercials and promotions — air in Spanish. I recently caught up with Puerto Rico native and six-year Mega Estacion PD **Raymond Torres** to get the inside word on how CHR continues to thrive on this beautiful island.

**R&R:** How would you describe La Mega Estacion?

**RT:** We play the hits, and they tend to lean dance. We have a lot of on-air personality and encourage it. Since our personalities speak in Spanish, everyone can understand them, while some of the audience may not understand the music. My guess is about 90% of the people who hear the station understand the songs. We know that, because they call and talk about the music. When you listen to our station, you can feel the energy — the Latin energy.

We also have a lot of personality in the morning and the afternoon. Using our personalities makes us an alternative to all the other stations in the market that play Spanish-language music. The combination of great hit music, energy, excitement and personalities has helped make us a major factor in the market for the past nine years. The radio station in the States that I would compare it to is KIIS/Los Angeles.

**R&R:** Do you air any commercials in English?

**RT:** Sometimes the bars, discos, the U.S. Navy and the U.S. Army buy commercials in English.

**R&R:** Are you the only CHR on the island that plays all its music in English?

**RT:** We are the only CHR, though



Raymond Torres

a few of the other stations in other formats, like AC WFID [Fidelity 95.7] and WCAD [Alfa Rock 106], mix English and Spanish songs. [Editor's Note: Several Spanish/CHR stations in the market, such as WKAQ-FM, occasionally sprinkle in English-language hits from such artists as Lauryn Hill and Venga Boys.]

**R&R:** In a market where Spanish is the dominant language, why would one program a station that plays all of its music in English?

**RT:** We have a strong relationship with the United States. All of the children in our schools have to take English. In addition, most of the texts in the schools and colleges are written in English. It is the second language for most people who reside here.

**R&R:** It's very interesting to note that in the United States, states like California and Florida have considered the implementation of "English Only" laws. Yet in Puerto Rico, the people seem to covet English as much as their native tongue.

**RT:** Yes, and it helps us. From kindergarten on, by rule, our children must take English.

**R&R:** If you are programming English, why not just announce in English?

**RT:** Good question. I think that, because of our political situation, people talk in Spanish. Many don't practice English every day. Many Puerto Ricans know and understand a lot of English, but, depending on their age, education and socioeconomic background, may not speak it every day. As American broadcasters become more interested in this market, I believe in the future there will be "all-English" radio stations in Puerto Rico. Right now, we are in the middle of a transition.

**R&R:** Is it more or less difficult to program your music in English vs. Spanish?

**RT:** English is much tougher. There are many combinations of music mixes currently available in the market competing with Mega. We have to depend on our personalities to get the message across to our listeners, to sell the music and the station. It is also more difficult because some people in the lower economic levels may not speak or understand English, and we are committed to trying to get all the people in all the socioeconomic levels to listen to our radio station. The stations that play Latin music don't need the extra push with their personalities, because they program their music in Spanish.

**R&R:** How did you feel when Arbitron announced that it was going to rate Puerto Rico and you were coming in as the 13th-largest market?

**RT:** This is a dream come true for me! I've been in radio for the past 13 years, and over time I have learned about Arbitron from reading about it in R&R and by talking to many programmers in the United States.

**R&R:** In addition to the diary method of Arbitron, you also have another company that conducts ratings surveys in Puerto Rico. What is its name and how does it do its ratings?

**RT:** That would be Asesores. They do telephone and personal interviews on the street. I don't like that method. I think diaries provide a better way of identifying listening habits. In my opinion, a diary is a better way of looking at those habits instead of someone taking you by surprise on the street and asking what station you listen to. You can fill out a diary without fear or intimidation about who you listen to.

**R&R:** How do you make music decisions every week? How important are the record promotion people and sales information?

**RT:** You've hit on a problem that we have in Puerto Rico at the present time, but I think it's going to change rather quickly. We don't have very much record service or promotion, and most of the time we end up buying the majority of our English music. We do look at music sales every week and also have weekly callout research. Our MD, Ed Santiago, has been working with English music for the last 20 years or so. He compiles requests and ensures that our music is mass-appeal. We can't afford to have strange music on the air. That doesn't help us win the battle against the stations that play Latin music.

**R&R:** What music is currently working well for you?

**RT:** Dance, pop and ballads. I check the R&R charts every week and look at what's working for the stations in markets with a large Hispanic population. Some of those stations include KHKS/Dallas, KIIS/Los Angeles, WHTZ/New York and WPOW/Miami. If a song seems to be working for them, I may just throw it into callout to see if I can get an early read on it.

**R&R:** What doesn't work?

**RT:** Alternative.

**R&R:** How many commercials do you run an hour?

**RT:** Twelve minutes. And we only play :30s.

**R&R:** Why?

**RT:** The agencies buy by the year, and they only buy 30-second spots.

**R&R:** You've been to the U.S. on many trips. How would you compare the success of programming your radio station to a CHR/Pop station here?

**RT:** I think it is about the same. Even though we do speak in Spanish and program in English, I believe everything ends up being very similar. You have to do all of the same things right to win, wherever you are. I really enjoy and respect the U.S. radio stations.

## Breaking English Music In Puerto Rico

For years now, Sony Music U.S. Product Manager **Deborah Castellero** and I have been discussing the exploding Hispanic radio and music scene. This Panama-born mother and promoter is getting ready to move back to New York after a two-year stint in Puerto Rico, where she's been at the forefront of getting Sony to create a team to promote English music to places like *La Isla del Encanto*, where its appeal is big and getting bigger. Just before she boarded a plane back to New York, Castellero and I spoke about her mission in Puerto Rico.

**R&R:** What was your take on the island, the people and the business of English music and radio?

**Deborah Castillo:** Puerto Rico is a really dynamic marketplace. I had been down here before on business, and I realize the magnitude of the English music sales potential here. I've heard rumors they sell more records per capita here than any other place in the world.

They love music. That's a big part of the culture. It starts with their children when they are very young. There are always live bands around when family members get together. It's an integral part of the community and the culture.

**R&R:** What took you to Puerto Rico?

**DC:** Sony approached me. They needed someone with a pretty good understanding of American music and someone who was bicultural and bilingual who could work in a Hispanic marketplace, and that's me. I've worked in the Hispanic market for the past 12 years. I thought this was the perfect combination, because I'm a *gringa*, and I'm also a Latina.

**R&R:** Can you explain the growth of the English music base, especially for CHR?

**DC:** English-language product is just starting to grow. Sony Discos is the first company to come up with a strategy to really work English-language product. Basically, in the last nine months, English-language product sales have increased over 200%. Airplay of English-language product in Puerto Rico has doubled. Press coverage of English-language product — and I say English-language vs. American, because people like Celine Dion are Canadian — has increased around 75%. Merchandising and point-of-purchase placement was nonexistent, and now it's becoming more prevalent by the day. Things are really starting to happen. I think there is great growth potential here. But one thing that isn't happening is that labels aren't supporting the marketplace with any promo visits from artists.



**Basically, in the last nine months, English-language product and sales have increased over 200%. Airplay of English-language product in Puerto Rico has doubled.**



**R&R:** Why wouldn't they want to promote in a country of 3.6 million?

**DC:** Because they don't know what's going on in Puerto Rico. They see Puerto Rico as a distant location. It's actually closer to travel to San Juan from New York than it is to go from New York to L.A.! There is great growth potential here. In the Hispanic world, if you are going to make it, you have to make it in Puerto Rico to sell records. Sometimes in the initial ship-out for a Spanish-language product, half of what they are going to ship is sent to Puerto Rico in comparison to the U.S. Hispanic market.

This is a marketplace that is used to having accessibility to artists, because all the Latino artists come here for promotion. It is as important as the U.S. Hispanic market, so everybody comes here, everybody does promotion, everybody does press, everybody does TV and visits radio. Right now in the English world, that isn't happening. However, after two years of being here, I just found out that WEA Latina and BMG are rumored to be opening up English-language departments.

**R&R:** As I understand it, Soundscan does not include English titles on the Latin 50.

**DC:** Correct, though they do collect English-language sales data.

**R&R:** From your perspective, tell me about radio in Puerto Rico.

**DC:** Radio here is very dynamic. They are playing all the hits on both the English and Spanish sides. Puerto Rico is a younger-skewing market. The stations play a lot of upbeat music, which is part of the culture. The stations here are as sophisticated as the stations in the United States. This is the big-time, and they are totally professional. They do callout research and auditorium testing and conduct major promotions, contests and giveaways. It's pretty dynamic.

**R&R:** If you were going to send a message out about our newest market, what would it be?

**DC:** I would seriously look at Puerto Rico as a growth market with tremendous potential because of the level of professionalism that exists here. There's great potential wherever radio plays English-language product and there are substantial record sales. Broadcasters and labels alike should really look at it as a good place to invest.



Deborah Castellero



# divine

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**Impacting Top 40 4/12/99**

**Check Out The Jonathan Peters Radio Dance Mix**

Already Spinning At...

**WXYV WROX WFHN**

On tour with **★NSYNC** thru April 10th.

**#30 Monitor Mainstream R&B Airplay**

**#20 Monitor Adult R&B Airplay**

Executive producers: Ruben Rodriguez & Nathan Garvin

Produced by: Denzil Foster & Thomas McElroy

Written by: George Michael

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# CALLOUT AMERICA®

EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES APRIL 2, 1999

CALLOUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of March 8-14.

ARTIST TITLE LABEL(S)	CHR/POP				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS			
	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)						WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
	TW	LW	2W	3W									
TLC No Scrubs (LaFace/Arista)	3.93	3.93	3.77	—	72.9	17.4	4.26	3.80	3.42	3.84	3.93	3.79	4.18
SUGAR RAY Every Morning (Lava/Atlantic)	3.83	3.93	4.05	3.97	85.2	19.5	3.99	3.81	3.63	3.91	3.63	3.77	4.00
<b>HP</b> JAY-Z f/AMIL AND JA Can I Get A... (Def Jam/RAL/Mercury)	3.79	3.77	3.82	3.91	68.2	18.6	3.84	3.95	3.23	3.56	3.91	4.03	3.70
BRANDY Have You Ever? (Atlantic)	3.73	3.63	3.73	3.73	82.4	29.9	3.97	3.74	3.30	3.53	3.79	3.71	3.89
SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	3.71	3.82	3.66	—	82.8	18.6	3.97	3.55	3.51	3.82	3.50	3.65	3.85
MONICA Angel Of Mine (Arista)	3.70	3.68	3.76	3.83	85.6	23.8	3.93	3.74	3.29	3.60	3.75	3.65	3.82
WHITNEY HOUSTON Heartbreak Hotel (Arista)	3.69	3.65	3.77	3.94	65.2	14.8	3.83	3.74	3.26	3.51	3.88	3.62	3.74
<b>HP</b> SHANIA TWAIN That Don't Impress Me Much (Mercury)	3.66	3.66	3.91	3.77	56.2	12.0	3.85	3.48	3.65	3.33	3.62	3.77	3.91
98 DEGREES The Hardest Thing (Universal)	3.65	3.56	—	—	51.8	11.1	4.06	3.30	3.23	3.57	3.65	3.63	3.76
EVERLAST What It's Like (Tommy Boy)	3.65	3.71	3.83	3.75	67.5	19.1	3.65	3.91	3.28	3.69	3.91	3.50	3.56
SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	3.65	3.78	3.91	3.75	87.1	31.1	3.57	3.79	3.61	3.52	3.81	3.51	3.78
'N SYNC (God Must Have Spent) A Little More Time On You (RCA)	3.64	3.45	3.50	3.72	80.9	26.8	3.83	3.49	3.52	3.47	3.73	3.71	3.64
BRITNEY SPEARS ...Baby One More Time (Jive)	3.63	3.57	3.62	3.80	88.7	31.5	3.77	3.50	3.58	3.64	3.59	3.65	3.64
WILL SMITH Miami (Columbia)	3.61	3.62	3.69	3.79	85.9	29.9	3.64	3.68	3.46	3.48	3.58	3.54	3.86
GOO GOO DOLLS Slide (Warner Bros.)	3.57	3.74	3.74	3.66	78.6	25.9	3.63	3.49	3.58	3.44	3.72	3.35	3.78
DIVINE Lately (Pendulum/Red Ant)	3.54	3.44	3.39	3.50	80.0	29.4	3.75	3.52	3.24	3.53	3.40	3.53	3.71
CHER Believe (Warner Bros.)	3.53	3.51	3.57	3.53	91.8	32.5	3.31	3.53	3.80	3.51	3.59	3.56	3.45
THIRD EYE BLIND Jumper (Elektra/EEG)	3.53	3.60	3.73	3.62	86.6	30.6	3.53	3.52	3.56	3.58	3.61	3.38	3.57
BACKSTREET BOYS All I Have To Give (Jive)	3.52	3.53	3.59	3.67	84.5	28.0	3.72	3.45	3.30	3.40	3.61	3.45	3.62
LENNY KRAVITZ Fly Away (Virgin)	3.51	3.58	3.58	3.64	83.1	26.8	3.47	3.51	3.57	3.52	3.53	3.41	3.59
MATCHBOX 20 Back 2 Good (Lava/Atlantic)	3.51	3.53	3.61	3.55	78.1	22.8	3.33	3.72	3.54	3.58	3.52	3.34	3.62
DRU HILL These Are The Times (University/Island)	3.49	3.66	3.65	3.64	57.6	14.4	3.65	3.40	3.26	3.17	3.75	3.50	3.54
EAGLE-EYE CHERRY Save Tonight (Work/ERG)	3.46	3.52	3.64	3.56	88.5	32.9	3.60	3.37	3.37	3.23	3.66	3.18	3.81
<b>HP</b> FUEL Shimmer (550 Music/ERG)	3.46	3.57	3.61	3.49	37.4	9.2	3.51	3.33	3.51	3.30	3.89	3.28	3.38
JOEY MCINTYRE Stay The Same (C2/Columbia)	3.34	—	—	—	40.9	12.5	3.28	3.40	3.36	3.09	3.42	3.57	3.25
SAVAGE GARDEN The Animal Song (Hollywood/Columbia)	3.29	3.27	—	3.10	46.4	14.6	3.51	2.91	3.47	3.02	3.25	3.34	3.48
MARIAH CAREY I Still Believe (Columbia)	3.13	3.14	3.21	3.26	80.5	22.8	3.29	3.12	2.96	2.89	3.32	3.06	3.28
MADONNA Nothing Really Matters (Maverick/WB)	2.90	3.10	—	—	56.2	22.8	2.73	2.90	3.15	3.00	2.86	2.79	2.95

## CALLOUT AMERICA® Hot Scores

By KEVIN MCCABE

A significant improvement made to R&R's Callout America last year was the inclusion of demographic information for breakout demos: 12-17, 18-24 and 25-34. Programmers and label executives have been able to more effectively zero in on a particular song's strength and use it to their advantage. The demo scores, like the overall scores, are incredibly accurate. Through ongoing conversations with radio, we have found a high level of similarity with local stations' callout research in many markets where R&R conducts telephone interviews.

It's certainly not a bulletin that "Believe" by Cher (Warner Bros.) ranks No. 1 among the lucrative 25-34 demo with a 3.80 favorability estimate. Red-hot Shania Twain ranks No. 2 with her tempo-driven dance version of "That Don't Impress Me Much" (Mercury). Pop/Alternative remains a vital genre for women 25-34 as "Every Morning" by Sugar Ray (Lava/Atlantic), "Slide" by Goo Goo Dolls (Warner Bros.), "Fly Away" by Lenny Kravitz (Virgin) and "Back 2 Good" by Matchbox 20 (Lava/Atlantic) each rank top 10 in the 25-34 cell.

Teen females are valuable to most CHRs, and the standout record that both teens and 25-34 females agree on is "Every Morning." "No Scrubs" by TLC (LaFace/Arista) ranks No. 1 12-17 with a 4.26, helping drive the rhythmic hit's No. 1 overall rank in its third week. There's no ignoring the rhythmic demand among the younger audience, as "Can I Get A..." by Jay-Z f/Amil And JA (Def Jam/RAL/Mercury), "Have You Ever" by Brandy (Atlantic), "Angel Of Mine" by Monica (Arista) and "Heartbreak Hotel" by Whitney Houston (Arista) all appear in the top 10 among teens.

Total sample size is 400 respondents with a +/-5 margin of error. Total average favorability estimates are based on a scale of 1-5 (1 = dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must reach 40% familiarity before they appear in print. Hit Potential represents songs that have yet to chart in the top 25 on R&R's CHR/Pop chart. Sample composition is based on females aged 12-34, who responded favorably to a CHR/Pop musical montage in the following regions and markets: EAST: Baltimore, Boston, Long Island, New York, Philadelphia, Pittsburgh, Providence, Washington, DC. SOUTH: Atlanta, Charlotte, Dallas, Houston, Miami, San Antonio, Tampa. MIDWEST: Cincinnati, Cleveland, Columbus, Kansas City, Milwaukee, Minneapolis, St. Louis. WEST: Los Angeles, Phoenix, Portland, Sacramento, Salt Lake City, San Diego, San Francisco, Seattle. © 1999, R&R Inc.

# SIXPENCE NONE THE RICHER



"Kiss Me"

New:  
 KBCO KACD (AAA)  
 WDRQ WBBT (CHR/Rhythmic)  
 KROQ WPLY WPLA WPLT (Alt)

Callout America #5 Overall  
 Now on 100% of R&R's CHR/Pop Panel  
 R&R: CHR/Pop Chart 6 - 4  
 Hot AC Chart 5 - 3 (99.9% of the panel)  
 Pop/Alternative 4 - 3

Monitor: Top 40 6\* - 5\*  
 Modern AC 4\* - 3\*  
 Adult Top 40 5\* - 4\*  
 Mainstream AC 22\* - 21\*

#1 Heatseekers  
 USA Today 4/2  
 Entertainment Weekly 4/5  
 Upcoming: Dawson's Creek





**New this week:  
KKRZ, KSLZ  
WNCI, B97  
and more!**

# blessid union of souls/hey leonardo

(she likes me for me)

*"Hey Wayne. She likes you for your research!"*

**KQKQ - Omaha**  
**#8 callout overall (w18-34)**  
**86% familiar**  
**Low burn**  
**175+ spins**  
**Top 10 requests**  
**39x/week**

*"We were early believers in this song and now it's #8 in this week's callout! It's a smash!"*  
-Wayne Coy/PD

The first single from the forthcoming album  
**walking off the buzz**

Produced by Emosia and C.P. Roth  
Management: Mark Liggett  
for Legend Entertainment Corp.

In stores April 27th, 1999

**PUSH**   
LEGEND

APRIL 2, 1999

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
			<b>1</b>	<b>SUGAR RAY</b> Every Morning (Lava/Atlantic)	8335	8179	8087	7644	151/1
			2	<b>CHER</b> Believe (Warner Bros.)	7053	7325	7579	7586	145/0
			3	<b>BRITNEY SPEARS</b> ...Baby One More Time (Jive)	6750	7192	7722	7980	143/0
			<b>4</b>	<b>SIXPENCE NONE THE RICHER</b> Kiss Me (Squint/Columbia)	6634	5722	4974	4059	151/3
			5	<b>GOO GOO DOLLS</b> Slide (Warner Bros.)	6126	6474	6585	6926	139/0
			<b>6</b>	<b>MONICA</b> Angel Of Mine (Arista)	6011	5965	5837	5466	135/1
			<b>7</b>	<b>TLC</b> No Scrubs (LaFace/Arista)	6003	5045	4352	3598	140/2
			8	<b>MATCHBOX 20</b> Back 2 Good (Lava/Atlantic)	5055	5135	5049	4899	123/0
			<b>9</b>	<b>LENNY KRAVITZ</b> Fly Away (Virgin)	4979	4820	4537	4191	134/1
			10	<b>BACKSTREET BOYS</b> All I Have To Give (Jive)	4584	5233	5455	5573	120/0
			11	<b>SAVAGE GARDEN</b> The Animal Song (Hollywood/Columbia)	4398	4497	4286	3945	139/1
			<b>12</b>	<b>EVERLAST</b> What It's Like (Tommy Boy)	4391	3879	3404	2813	132/6
			<b>13</b>	<b>98 DEGREES</b> The Hardest Thing (Universal)	4378	3840	3252	2378	144/2
			14	<b>BRANDY</b> Have You Ever? (Atlantic)	4038	4622	5194	5632	111/0
			15	<b>SARAH MCLACHLAN</b> Angel (Warner Sunset/Reprise)	3605	4085	4705	5619	107/0
			<b>16</b>	<b>WHITNEY HOUSTON</b> Heartbreak Hotel (Arista)	3524	2905	2354	1968	121/7
			<b>17</b>	<b>JOEY MCINTYRE</b> Stay The Same (C2/Columbia)	3520	3530	3379	3194	131/1
			18	<b>EAGLE-EYE CHERRY</b> Save Tonight (Work/ERG)	3189	3602	3999	4342	108/0
			19	<b>WILL SMITH</b> Miami (Columbia)	3093	3715	4098	4849	92/0
			20	<b>MADONNA</b> Nothing Really Matters (Maverick/WB)	2648	2703	2574	2318	109/0
			<b>21</b>	<b>SHERYL CROW</b> Anything But Down (A&M)	2631	2312	2035	1872	116/5
			22	<b>MARIAH CAREY</b> I Still Believe (Columbia)	2527	3077	3220	3071	87/0
			<b>23</b>	<b>GARBAGE</b> Special (Almo Sounds/Interscope)	2492	2231	2053	1911	121/5
			<b>24</b>	<b>B*WITCHED</b> C'est La Vie (Epic)	2428	2323	2224	2126	107/1
			25	<b>'N SYNC</b> (God Must Have Spent) A Little More Time... (RCA)	2372	3091	4142	4770	86/0
<b>BREAKER</b>			<b>26</b>	<b>JEWEL</b> Down So Long (Atlantic)	2125	1370	229	2	114/5
<b>BREAKER</b>			<b>27</b>	<b>SHANIA TWAIN</b> That Don't Impress Me Much (Mercury)	2106	1586	858	65	112/17
<b>BREAKER</b>			<b>28</b>	<b>BAZ LUHRMANN</b> Everybody's Free... (Capitol)	2102	1350	596	217	94/29
<b>BREAKER</b>			<b>29</b>	<b>'N SYNC</b> I Drive Myself Crazy (RCA)	2081	1315	222	54	122/13
			<b>30</b>	<b>EMINEM</b> My Name Is (Web/Aftermath/Interscope)	1881	1817	1786	1435	107/1
			31	<b>SHAWN MULLINS</b> Lullaby (SMG/Columbia)	1793	2137	2328	2700	68/0
			32	<b>COLLECTIVE SOUL</b> Run (Hollywood/Atlantic)	1691	1953	2135	2150	77/0
			<b>33</b>	<b>BON JOVI</b> Real Life (Reprise)	1467	1353	1203	752	84/2
			34	<b>DIVINE</b> Lately (Pendulum/Red Ant)	1464	1859	2372	2706	50/0
			35	<b>BETTER THAN EZRA</b> At The Stars (Elektra/EEG)	1436	2326	2876	3093	56/0
			<b>36</b>	<b>VENGABOYS</b> We Like To Party! (Groovilicious/Strictly Rhythm)	1411	1149	1140	1040	68/6
			<b>37</b>	<b>JAY-Z I/AMIL AND JA</b> Can I Get A... (Def Jam/RAL/Mercury)	1257	1221	1068	921	71/5
			38	<b>SHAGGY I/JANET</b> Luv Me, Luv Me (Flyte Tyme/MCA)	1237	1291	1360	1515	33/1
<b>DEBUT</b>			<b>39</b>	<b>JORDAN KNIGHT</b> Give It To You (Flyte Tyme/Interscope)	1193	892	649	260	95/14
			<b>40</b>	<b>MULBERRY LANE</b> Harmless (Refuge/MCA)	1189	972	881	693	83/8
			<b>41</b>	<b>MARVELOUS 3</b> Freak Of The Week (HiFi/Elektra/EEG)	1125	946	761	449	80/4
			<b>42</b>	<b>MEJA</b> All 'Bout The Money (C2/Columbia)	1115	916	866	748	64/4
			43	<b>OFFSPRING</b> Pretty Fly (For A White Guy) (Columbia)	1111	1375	1795	2065	52/0
			44	<b>DEBORAH COX</b> Nobody's Supposed To Be Here (Arista)	1073	1532	1922	1972	41/0
			<b>45</b>	<b>C NOTE</b> Wait Till I Get Home (TransContinental/Epic)	1066	946	505	73	76/3
			<b>46</b>	<b>FUEL</b> Shimmer (550 Music/ERG)	1031	938	884	816	69/3
			47	<b>LAURYN HILL</b> Doo Wop (That Thing) (Ruffhouse/Columbia)	1013	1037	1137	1081	31/0
<b>DEBUT</b>			<b>48</b>	<b>BILLY CRAWFORD I/MONA HENDRYX</b> Urgently In Love (V2)	1006	751	476	87	72/6
			49	<b>BLACKSTREET &amp; MYA I/MASE...</b> Take Me There (Interscope)	927	1260	1557	1999	38/1
<b>DEBUT</b>			<b>50</b>	<b>BLESSID UNION OF SOULS</b> Hey Leonardo... (Push/V2)	902	400	322	211	65/17

This chart reflects airplay from March 22-28. Songs ranked by total plays. Highlighted songs indicate Breaker.

152 CHR/Pop reporters. 149 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1999, R&R Inc.

## BREAKERS®

**JEWEL**  
Down So Long (Atlantic)  
TOTAL PLAYS/INCREASE: 2125/755  
TOTAL STATIONS/ADDS: 114/5  
CHART: 26

**SHANIA TWAIN**  
That Don't Impress Me Much (Mercury)  
TOTAL PLAYS/INCREASE: 2106/520  
TOTAL STATIONS/ADDS: 112/17  
CHART: 27

**BAZ LUHRMANN**  
Everybody's Free... (Capitol)  
TOTAL PLAYS/INCREASE: 2102/752  
TOTAL STATIONS/ADDS: 94/29  
CHART: 28

**'N SYNC**  
I Drive Myself Crazy (RCA)  
TOTAL PLAYS/INCREASE: 2081/766  
TOTAL STATIONS/ADDS: 122/13  
CHART: 29

## MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
RICKY MARTIN Livin' La Vida Loca (C2/Columbia)	60
FASTBALL Out Of My Head (Hollywood)	41
OFFSPRING Why Don't You Get A Job? (Columbia)	35
BAZ LUHRMANN Everybody's Free... (Capitol)	29
SHAWN MULLINS Shimmer (SMG/Columbia)	23
BUSTA RHYMES I/JANET What's It Gonna Be (Elektra/EEG)	19
BLESSID UNION OF SOULS Hey Leonardo... (Push/V2)	17
SHANIA TWAIN That Don't Impress Me Much (Mercury)	17
TYRESE Sweet Lady (RCA)	17
MONIFAH Monifah's Anthem/Bad Girl (Uptown/Universal)	16

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TLC No Scrubs (LaFace/Arista)	+958
SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	+912
'N SYNC I Drive Myself Crazy (RCA)	+766
JEWEL Down So Long (Atlantic)	+755
BAZ LUHRMANN Everybody's Free... (Capitol)	+752
WHITNEY HOUSTON Heartbreak Hotel (Arista)	+619
98 DEGREES The Hardest Thing (Universal)	+538
SHANIA TWAIN That Don't Impress Me Much (Mercury)	+520
EVERLAST What It's Like (Tommy Boy)	+512
BLESSID UNION OF SOULS Hey Leonardo... (Push/V2)	+502

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
THIRD EYE BLIND Jumper (Elektra/EEG)	
GOO GOO DOLLS Iris (Warner Sunset/Reprise)	
NEXT Too Close (Arista)	
EDWIN MCCAIN I'll Be (Lava/Atlantic)	
BARENAKED LADIES One Week (Reprise)	
NATALIE IMBRUGLIA Torn (RCA)	
MATCHBOX 20 Real World (Lava/Atlantic)	
JENNIFER PAIGE Crush (Edel America/Hollywood)	
FASTBALL The Way (Hollywood)	
AEROSMITH I Don't Want To Miss A Thing (Columbia)	

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

**"I have seen the future of Pop Music and it goes by the name of Robbie Williams."**

**Dan Kieley**  
KIIS-FM/Los Angeles

**MOST  
ADDED!**

New This Week:

KSLZ/St. Louis	KCHZ/Kansas City
WROX/Norfolk	WKSE/Buffalo
WQZQ/Nashville	KJYO/Oklahoma City
WFLY/Albany	WWHT/Syracuse
KQKQ/Omaha	WJJS/Roanoke
KLAZ/Little Rock	WFHN/New Bedford
KKRD/Wichita	WRTS/Erie
WSPK/Poughkeepsie	WWKZ/Tupelo
WVAQ/Morgantown	WLVY/Elmira
WJMX/Florence	KQID/Alexandria
WXXX/Burlington	

Already On These  
Crossover Stations:

WJMN/Boston	WDRQ/Detroit
Z90/San Diego	KGGI/Riverside
KKPW/Fresno	WWKX/Providence
KQBT/Austin	KKSS/Albuquerque
KYLZ/Albuquerque	KCAQ/Oxnard
KKXX/Bakersfield	

# MONIFAH

monifah's anthem/bad girl

The follow up hit to the  
#1 smash "TOUCH IT"  
from the album  
Mo'HOGAN



© 1999 Universal Records Inc.

**NEW & ACTIVE**

**FATBOY SLIM** Praise You (*Skint/Astralwerks/Caroline*)

Total Plays: 894, Total Stations: 62, Adds: 11

**1000 CLOWNS** (Not The) Greatest Rapper (*Elektra/EEG*)

Total Plays: 792, Total Stations: 57, Adds: 1

**FIVE** Slam Dunk (Da Funk) (*Arista*)

Total Plays: 650, Total Stations: 58, Adds: 2

**OFFSPRING** Why Don't You Get A Job? (*Columbia*)

Total Plays: 608, Total Stations: 83, Adds: 35

**ORGY** Blue Monday (*Elementree/Reprise*)

Total Plays: 599, Total Stations: 53, Adds: 10

**EYC** This Thing Called Love (*Gasoline Alley/Red Ant*)

Total Plays: 560, Total Stations: 49, Adds: 4

**TYRESE** Sweet Lady (*RCA*)

Total Plays: 527, Total Stations: 50, Adds: 17

**RICKY MARTIN** Livin' La Vida Loca (*C2/Columbia*)

Total Plays: 384, Total Stations: 60, Adds: 60

**BUSTA RHYMES & JANET** What's It Gonna Be (*Elektra/EEG*)

Total Plays: 271, Total Stations: 40, Adds: 19

**SEAL** Lost My Faith (*Warner Bros.*)

Total Plays: 226, Total Stations: 26, Adds: 0

**ROCKELL** When I'm Gone (*Robbins*)

Total Plays: 155, Total Stations: 10, Adds: 1

**SHAWN MULLINS** Shimmer (*SMG/Columbia*)

Total Plays: 150, Total Stations: 27, Adds: 23

**BJOU PHILLIPS** When I Hated Him... (*Almo Sounds/Interscope*)

Total Plays: 147, Total Stations: 21, Adds: 5

**SWIRL 360** Candy In The Sun (*Mercury*)

Total Plays: 122, Total Stations: 19, Adds: 7

**SHANICE** When I Close My Eyes (*LaFace/Arista*)

Total Plays: 92, Total Stations: 11, Adds: 2

**FASTBALL** Out Of My Head (*Hollywood*)

Total Plays: 61, Total Stations: 42, Adds: 41

**MONIFAH** Monifah's Anthem/Bad Girl (*Uptown/Universal*)

Total Plays: 11, Total Stations: 17, Adds: 16

**CORRS** So Young (*143/Lava/Atlantic*)

Total Plays: 0, Total Stations: 14, Adds: 14

**Songs ranked by total plays**

**JAMMIN' IN THE FAMOUS CLUB R&R**



**RISING STAR** — Warner Bros. up-and-coming pop sensation Shelby Starner came by R&R headquarters for an intimate performance, and staffers had the opportunity to hear hits including the first release "Don't Let Them." With welcoming arms are (l-r): R&R Sales Rep Missy Haffley, CHR Editor Tony Novia, Dir. Charts & Formats Kevin McCabe, Warner Bros. VP/Pop Promotion Felicia Swerling, Starner, Warner Bros. Sr. VP/Promotion Tom "Grover" Biery and R&R GM Sky Daniels.



**THE BOYZ IN CHARGE** — Capitol group the Moffatts came and performed for their newly found family at R&R, singing their upcoming single "Until You Loved Me" from "Chapter 1: A New Beginning." Seen here with nothing but "cheese" on their faces are (l-r): R&R Sales Rep Missy Haffley, Capitol VP/Promotion Justin Fontaine, R&R CHR Editor Tony Novia, Publisher/CEO Erica Farber, GM Sky Daniels and mom, Sheila Moffatt.

**NEW RELEASES**

**ADDS APRIL 6**

**BLACKSTREET**

**Girlfriend/Boyfriend (Lil' Man/Interscope)**

**BLUE FLANNEL**

**Out Of Habit (Universal)**

**BABEL FISH**

**Mania (Atlantic)**

**CITIZEN KING**

**Better Days (And The...) (Warner Bros.)**

**JANA**

**Ooh Baby Baby (Curb)**

**LUTRICIA MCNEAL**

**Stranded (Epic)**

**BRITNEY SPEARS**

**Sometimes (Jive)**

**ROBBIE WILLIAMS**

**Millennium (Capitol)**



**EXPRESSED THEMSELVES CLEARLY** — They definitely did just that. All from Los Angeles, Red Ant group EYC ripped it up in Club R&R performing the single "This Thing Called Love." Taking a little manly photo, and what men they are l-r (back) R&R GM Sky Daniels, Red Ant Nat'l Dir./West Coast Jim Stein, (Middle) Red Ant CEO Randy Phillips, EYC, R&R's Marketing Director Jeff Gelb, CHR Asst. Editor Robert Pau, Sales Rep Paul Colbert, EYC, Red Ant Sr. VP/A&R James Elliott, (front) EYC.



**HE HASN'T LOST IT** — Women are still loving this teen sensation. C2/Columbia artist Joey McIntyre was hanging with the fine folks at R&R and listening to his current single "Stay The Same." Buddy lovin' under the R&R Sun are (l-r) Columbia VP/Pop Promotion Lee Leipsner, C2 Nat'l Dir./Promotion Cindy Levine, C2 LA local Jonathan Meyers, McIntyre, R&R CHR Editor Tony Novia, Charts & Music Manager Anthony Acampora and Sales Rep Missy Haffley.

R&R CHR/Pop  
45 - 40

Huge  
Week At Radio!!  
Over 1,000 total BDS Spins!!

# mulberry lane

Harmless

"We always liked the record but after hearing it on Z100 and seeing the girls perform live, we recognize their talent and our passion has risen to a whole new level."

— Paul Cubby Bryant — MD Z100 NYC

New Rotation At:

Z100 WBLI KMXV WGTZ WAEB KHTE WNOK WNNK

Already On At:

KDND WFLZ KHTS WQZQ KQKQ WKQI KISN WKDD  
WNCI KSLZ WXSS KRQQ WSSR WQAL WMC And  
WHYI KROX WKRZ WAPE WPTK KKFS WWMX many more...

Now On  
200  
Stations!!!



From the upcoming album Fun Your Own Race.

Executive producer Don Gehman • Produced by Don Gehman & Doug Trantow • Mixed by Tim Palmer

[www.mcorecords.com](http://www.mcorecords.com)

## Stations and their adds listed alphabetically by market

<p><b>WFLY/Albany, NY</b> DM: Michael Morgan PD: Rob Dawes MD: Ellen Rockwell RICKY MARTIN "Lvin" MONIFAH "Grt" OFFSPRING "Get"</p>	<p><b>WRZE/Cape Cod, MA</b> PD: Mike D'Donnell MD: Kevin Matthews JEWEL "Down" BAZ LUHRMANN "Free" TYRESE "Sweet" MYA "First" RICKY MARTIN "Lvin"</p>	<p><b>KDUK/Eugene, OR</b> PD: Paul Walker MD: Valerie Steele EYC "Thng" OFFSPRING "Get" BAZ LUHRMANN "Free"</p>	<p><b>WKKE/Huntington, WV</b> PD: Jim Davis APD/MD: Gary Miller WHITNEY HOUSTON "Heartbreak" OFFSPRING "Get" FASTBALL "Out"</p>	<p><b>KIIS/Los Angeles, CA</b> PD: Dan Kieley APD/MD: Michael Steele 31 RICKY MARTIN "Lvin" JAY-Z/FAMIL AND JA "Get" ROBBIE WILLIAMS "Millennium"</p>	<p><b>WRVW/Nashville, TN</b> DM: Charlie Quinn PD: Jimmy Steele APD: Tom Peace 34 SHAWN MULLINS "Shimmer" 34 FASTBALL "Out" 34 RICKY MARTIN "Lvin"</p>	<p><b>KKRZ/Portland, OR</b> PD: Tommy Austin MD: Johnny Quest 17 RICKY MARTIN "Lvin" 10 OFFSPRING "Get" BLESSIO UNION... "Leonardo" "N SYNC" "Drive"</p>	<p><b>KHTS/San Diego, CA</b> PD: Diana Laird MD: Hitman Hayes 31 JORDAN KNIGHT "Gve" 1 JORDAN KNIGHT "Gve"</p>	<p><b>WWKZ/Tupelo, MS</b> PD/MD: Rick Stevens TYRESE "Sweet" CORRS "Young" FASTBALL "Out" BUSTA RHYMES FJANET "Whats" BLESSIO UNION... "Leonardo" MONIFAH "Grt"</p>
<p><b>KQID/Alexandria, LA</b> PD: Kahuna APD/MD: Jay Stevens FASTBALL "Out" RICKY MARTIN "Lvin" MONIFAH "Grt" BUSTA RHYMES FJANET "Whats" CORRS "Young"</p>	<p><b>WSSX/Charleston, SC</b> PD: Billy Surf APD: Chase Murphy FUEL "Shimmer" GARBAGE "Special" BILLIE "Wants"</p>	<p><b>WSTO/Evansville, IN</b> DM/MD: Sky Phillips MD: Jimmy Ocean RICKY MARTIN "Lvin" FASTBALL "Out"</p>	<p><b>WZYP/Huntsville, AL</b> PD: Bill West MD: Stu Gray 7 RICKY MARTIN "Lvin" 2 TLC "Scrubs"</p>	<p><b>WDJX/Louisville, KY</b> DM: C. C. Matthews PD: Barry Fox C NOTE "Wat" TYRESE "Sweet" FASTBALL "Out"</p>	<p><b>WFHN/New Bedford, MA</b> PD: Jim Reitz APD/MD: Kevin Palana RICKY MARTIN "Lvin" FATBOY SLIM "Praise" SHANICE "Close" MONIFAH "Grt"</p>	<p><b>WERZ/Portsmouth, NH</b> DM/MD: Jack O'Brien APD/MD: Jay Michaels SHAWN MULLINS "Shimmer" FASTBALL "Out" RICKY MARTIN "Lvin"</p>	<p><b>KZQZ/San Francisco, CA</b> PD: Mark Adams MD: Lara Scott 19 RICKY MARTIN "Lvin" BILLIE "Wants" EVERLAST "Like" OFFSPRING "Get"</p>	<p><b>KISX/Tyler, TX</b> PD/MD: Larry Kent VENGABOYS "Party" CORRS "Young" FASTBALL "Out" ORGY "Blue"</p>
<p><b>WAEB/Allentown, PA</b> PD: Brian Check APD: Rob Acampora MD: Jennifer Knight 3 BAZ LUHRMANN "Free" WHITNEY HOUSTON "Heartbreak" MULBERRY LANE "Harmless"</p>	<p><b>WVSR/Charleston, WV</b> PD: Brett Sharp 16 BLESSIO UNION... "Leonardo" 6 BAZ LUHRMANN "Free" 6 OFFSPRING "Get"</p>	<p><b>KMCK/Fayetteville, AR</b> PD: Scott Johnson MD: Mike Chase SHAWN MULLINS "Shimmer" OFFSPRING "Get"</p>	<p><b>WZPL/Indianapolis, IN</b> PD: Tom Gjerdrum MD: Dave Decker 98 DEGREES "Hardest"</p>	<p><b>KZII/Lubbock, TX</b> PD/MD: Jay Shannon "N SYNC" "Drive" TYRESE "Sweet"</p>	<p><b>WFCI/New Haven, CT</b> PD: Kelly Nash 4 OFFSPRING "Get" 4 TLC "Scrubs" 4 FATBOY SLIM "Praise"</p>	<p><b>WSPK/Poughkeepsie, NY</b> VP/Prog.: Brian Krysz PD: Danny Michaels APD/MD: Donnie Michaels 13 BLESSIO UNION... "Leonardo" 6 SWIRL 360 "Candy" 5 OFFSPRING "Get" 3 ORGY "Blue" BUSTA RHYMES FJANET "Whats" BILLIE "Wants" MONIFAH "Grt"</p>	<p><b>KBKS/Seattle, WA</b> PD: Mike Preston MD: Paul Anthony 1 ORGY "Blue" FASTBALL "Out" RICKY MARTIN "Lvin"</p>	<p><b>WWSK/Utica, NY</b> PD: Stew Schantz APD/MD: Gina Jones FASTBALL "Out" SHAWN MULLINS "Shimmer" BUJO PHILLIPS "Hated"</p>
<p><b>WQIZ/Amarillo, TX</b> PD: Justin Brown APD/MD: Cisco Kidd FASTBALL "Out" SHAWN MULLINS "Shimmer" RICKY MARTIN "Lvin"</p>	<p><b>WVSK/Charlotte, NC</b> MD: Jason McCormick FATBOY SLIM "Praise" FASTBALL "Out" "N SYNC" "Drive"</p>	<p><b>WWCK/Flint, MI</b> PD: Scott Seipel APD/MD: Nathan Reed 30 BAZ LUHRMANN "Free" 10 RICKY MARTIN "Lvin" JORDAN KNIGHT "Gve" TYRESE "Sweet" FASTBALL "Out"</p>	<p><b>WYQY/Jackson, MS</b> PD/MD: Kevin Vaughan MD: Brian Kelley 19 SHAWN MULLINS "Shimmer"</p>	<p><b>WMGB/Macon, GA</b> Group PD: James Gregory BRANDY "Doesn't" SHANIA TWAIN "Impress"</p>	<p><b>WQGN/New London, CT</b> DM: Franco PD: Jim Reitz MD: Lori Robbins 6 BAZ LUHRMANN "Free" RICKY MARTIN "Lvin" FASTBALL "Out" EYC "Thng" FUEL "Shimmer" BUSTA RHYMES FJANET "Whats"</p>	<p><b>WPRO/Providence, RI</b> PD: Tony Bristol MD: Dave Morris 10 RICKY MARTIN "Lvin" FASTBALL "Out" OFFSPRING "Get" VENGABOYS "Party"</p>	<p><b>KRUF/Shreveport, LA</b> PD/MD: Catish Kelly 17 BAZ LUHRMANN "Free" FASTBALL "Out" SHAWN MULLINS "Shimmer" RICKY MARTIN "Lvin" BUSTA RHYMES FJANET "Whats" CORRS "Young"</p>	<p><b>KWTX/Waco, TX</b> PD: Flash Phillips MD: John Oakes JOEY MCINTYRE "Stay" SHERYL CROW "Anything" BLESSIO UNION... "Leonardo"</p>
<p><b>KGOT/Anchorage, AK</b> DM: Mark Murphy PD: Bill Stewart 14 ORGY "Blue" 12 BILLY CRAWFORD... "Urgently" 12 OFFSPRING "Get"</p>	<p><b>WKXJ/Chattanooga, TN</b> PD: Scott Hamilton 3 BAZ LUHRMANN "Free" FASTBALL "Out" WHITNEY HOUSTON "Heartbreak" OFFSPRING "Get" FASTBALL "Out"</p>	<p><b>WJMX/Florence, SC</b> DM/MD: Keith Mitchell 10 BAZ LUHRMANN "Free" RICKY MARTIN "Lvin" SHAWN MULLINS "Shimmer" FASTBALL "Out" BLESSIO UNION... "Leonardo" ORGY "Blue" MONIFAH "Grt"</p>	<p><b>WAEZ/Johnson City, TN</b> DM: Bill Hagy PD/MD: Chris Mann BLESSIO UNION... "Leonardo" BAZ LUHRMANN "Free"</p>	<p><b>WZEE/Madison, WI</b> PD: Rich Davis MD: Tommy Bodean 21 BAZ LUHRMANN "Free" 3 JAY-Z/FAMIL AND JA "Get" 2 JORDAN KNIGHT "Gve" OFFSPRING "Get"</p>	<p><b>WJWY/Manchester, NH</b> PD/MD: Harry Kozlowski APD: Steve Duellelle BLONDIE "Mana" CORRS "Young" FASTBALL "Out" MEJA "Money" ORGY "Blue"</p>	<p><b>WHTS/Quad Cities, IA-IL</b> DM/MD: Tony Waitekus BAZ LUHRMANN "Free" OFFSPRING "Get" BLONDIE "Mana" C NOTE "Wat"</p>	<p><b>WWDV/South Bend, IN</b> PD/MD: Casey Daniels APD: Brian Bell WHITNEY HOUSTON "Heartbreak" BLESSIO UNION... "Leonardo"</p>	<p><b>WWZZ/Washington, DC</b> PD: Dale O'Brian APD/MD: Ron Ross 2 RICKY MARTIN "Lvin" FATBOY SLIM "Praise" JORDAN KNIGHT "Gve"</p>
<p><b>WSTR/Atlanta, GA</b> PD: Dan Bowen MD: J.R. Ammons SHAWN MULLINS "Shimmer"</p>	<p><b>KLRS/Chico, CA</b> PD: Eric Brown MD: Diamond Dave Kirth CORRS "Young" EAGLE-EYE CHERY "Falling" RICKY MARTIN "Lvin"</p>	<p><b>WKKF/Cincinnati, OH</b> PD: Rod Phillips BUSTA RHYMES FJANET "Whats" SIXPENCE... "Kiss" EYC "Thng"</p>	<p><b>WGLU/Johnstown, PA</b> PD: Rich Adams MD: Mitch Edwards 10 EVERLAST "Like" BUJO PHILLIPS "Hated" OFFSPRING "Get"</p>	<p><b>WZEB/New Orleans, LA</b> PD: Rob Wagman MD: J. Love 10 BLACKSTREET &amp; MYA "Take" 4 BLESSIO UNION... "Leonardo" 3 SHANIA TWAIN "Impress" 2 KEITH SWEAT "Ready" 1 OFFSPRING "Get" TYRESE "Sweet"</p>	<p><b>WZBZ/New Orleans, LA</b> PD: Rob Wagman MD: J. Love 10 BLACKSTREET &amp; MYA "Take" 4 BLESSIO UNION... "Leonardo" 3 SHANIA TWAIN "Impress" 2 KEITH SWEAT "Ready" 1 OFFSPRING "Get" TYRESE "Sweet"</p>	<p><b>WRCG/Raleigh, NC</b> DM: Brian Burns PD: Billy Taylor APD/MD: Chris Edge 17 RICKY MARTIN "Lvin"</p>	<p><b>WDBR/Springfield, IL</b> PD: Rik Blade MD: Michael T. OFFSPRING "Get"</p>	<p><b>WIFC/Wausau, WI</b> PD: Danny Wright MD: Jeff Murray 18 BAZ LUHRMANN "Free" OFFSPRING "Get"</p>
<p><b>WAYV/Atlantic City, NJ</b> PD: Tommy Frank APD/MD: Paul Kelly BAZ LUHRMANN "Free" SWIRL 360 "Candy"</p>	<p><b>WKRO/Cincinnati, OH</b> DM/MD: Mike Marino MD: Jim Kelly FASTBALL "Out"</p>	<p><b>WVXK/Ft. Myers, FL</b> PD: Chris Cue MD: Randy Sherwyn OFFSPRING "Get" BUSTA RHYMES FJANET "Whats" RICKY MARTIN "Lvin"</p>	<p><b>WVWJ/Johnstown, PA</b> PD: Rich Adams MD: Mitch Edwards 10 EVERLAST "Like" BUJO PHILLIPS "Hated" OFFSPRING "Get"</p>	<p><b>WAOA/Melbourne, FL</b> DM/MD: Mike Lowe MD: Larry McKay 19 BAZ LUHRMANN "Free" 13 BLESSIO UNION... "Leonardo" 10 BUSTA RHYMES FJANET "Whats" RICKY MARTIN "Lvin"</p>	<p><b>WROX/Norfolk, VA</b> PD: Bill Thoman SAVAGE GARDEN "Animal" BON JOVI "Real" MARVELOUS 3 "Freak" RICKY MARTIN "Lvin" LETTERS TO GLEO "Want" BLACKMOON "Turnables" MONIFAH "Grt" JT MONEY "Who"</p>	<p><b>WRFY/Reading, PA</b> DM/MD: Al Burke FATBOY SLIM "Praise" SHAWN MULLINS "Shimmer" FASTBALL "Out"</p>	<p><b>KHTO/Springfield, MO</b> DM: Dave Alexander PD: Ray Michaels JEWEL "Down" FATBOY SLIM "Praise"</p>	<p><b>WLDI/West Palm Beach, FL</b> DM: Dave Denver PD: Jordan Walsh APD: Dave Vayda RICKY MARTIN "Lvin" GARBAGE "Special"</p>
<p><b>WZNY/Augusta, GA</b> PD: Bruce Stevens MD: Michael Chase FASTBALL "Out"</p>	<p><b>WZJM/Cleveland, OH</b> PD: Dave Eubanks MD: Action Jackson 13 RICKY MARTIN "Lvin" BILLY CRAWFORD... "Urgently"</p>	<p><b>WVME/Ft. Wayne, IN</b> DM: Dean McNeil PD/MD: Captain Chris Didier APD: Ange Canessa BLESSIO UNION... "Leonardo" EVERLAST "Like"</p>	<p><b>WVFR/Kalamazoo, MI</b> PD: Dave Michael APD: Brian Hayes MD: Craig Russell 27 BAZ LUHRMANN "Free" RICKY MARTIN "Lvin" TYRESE "Sweet" OFFSPRING "Get"</p>	<p><b>WVWA/Melbourne, FL</b> DM/MD: Mike Lowe MD: Larry McKay 19 BAZ LUHRMANN "Free" 13 BLESSIO UNION... "Leonardo" 10 BUSTA RHYMES FJANET "Whats" RICKY MARTIN "Lvin"</p>	<p><b>WVXZ/Reading, PA</b> DM/MD: Al Burke FATBOY SLIM "Praise" SHAWN MULLINS "Shimmer" FASTBALL "Out"</p>	<p><b>WVWS/Syracuse, NY</b> PD: Tom Mitchell MD: Jimmy Disen SHAWN MULLINS "Shimmer" RICKY MARTIN "Lvin" FASTBALL "Out" CORRS "Young"</p>	<p><b>WVBT/Wilkes Barre, PA</b> PD: Mark McKay MD: Mark McCarthy RICKY MARTIN "Lvin" MEJA "Money" BUSTA RHYMES FJANET "Whats"</p>	<p><b>WVCR/York, PA</b> DM: Rick McCauslin PD: Davy Crockett MD: Sally V. ORGY "Blue" BUSTA RHYMES FJANET "Whats" OFFSPRING "Get"</p>
<p><b>WQEN/Birmingham, AL</b> DM: John Jenkins PD/MD: Scott Bohannon 20 BAZ LUHRMANN "Free" 13 "N SYNC" "Drive" RICKY MARTIN "Lvin" FASTBALL "Out"</p>	<p><b>WVYV/Baltimore, MD</b> PD: Bill Pasha APD: MD Throbb MD: Albie Dee SUGAR RAY "Every" SIXPENCE... "Kiss" FATBOY SLIM "Praise"</p>	<p><b>WVYK/Gainesville, FL</b> PD: Jeri Banta SWIRL 360 "Candy" RICKY MARTIN "Lvin" CORRS "Young" GARBAGE "Special" BAZ LUHRMANN "Free"</p>	<p><b>WVST/Knoxville, TN</b> PD: Rich Bailey APD/MD: Brad Jeffries 28 NEW RADICALS "Get" 8 "N SYNC" "Drive" GARBAGE "Special" BAZ LUHRMANN "Free"</p>	<p><b>WVXN/Milwaukee, WI</b> PD: Brian Kelly APD: Jojo Martinez BAZ LUHRMANN "Free" CITIZEN KING "Better" JEWEL "Down"</p>	<p><b>WVXZ/Reading, PA</b> DM/MD: Al Burke FATBOY SLIM "Praise" SHAWN MULLINS "Shimmer" FASTBALL "Out"</p>	<p><b>WVWJ/Syracuse, NY</b> "N SYNC" "Drive" FIVE "Slam" MONIFAH "Grt"</p>	<p><b>WVWZ/Wilkes Barre, PA</b> PD: Tony Banks APD/MD: Jerry Padden VENGABOYS "Party" BAZ LUHRMANN "Free" BLESSIO UNION... "Leonardo"</p>	<p><b>WVYR/York, PA</b> DM: Rick McCauslin PD: Davy Crockett MD: Sally V. ORGY "Blue" BUSTA RHYMES FJANET "Whats" OFFSPRING "Get"</p>
<p><b>WVYV/Baltimore, MD</b> PD: Bill Pasha APD: MD Throbb MD: Albie Dee SUGAR RAY "Every" SIXPENCE... "Kiss" FATBOY SLIM "Praise"</p>	<p><b>WVYK/Gainesville, FL</b> PD: Jeri Banta SWIRL 360 "Candy" RICKY MARTIN "Lvin" CORRS "Young" GARBAGE "Special" BAZ LUHRMANN "Free"</p>	<p><b>WVST/Knoxville, TN</b> PD: Rich Bailey APD/MD: Brad Jeffries 28 NEW RADICALS "Get" 8 "N SYNC" "Drive" GARBAGE "Special" BAZ LUHRMANN "Free"</p>	<p><b>WVXN/Milwaukee, WI</b> PD: Brian Kelly APD: Jojo Martinez BAZ LUHRMANN "Free" CITIZEN KING "Better" JEWEL "Down"</p>	<p><b>WVXZ/Reading, PA</b> DM/MD: Al Burke FATBOY SLIM "Praise" SHAWN MULLINS "Shimmer" FASTBALL "Out"</p>	<p><b>WVWS/Syracuse, NY</b> "N SYNC" "Drive" FIVE "Slam" MONIFAH "Grt"</p>	<p><b>WVWZ/Wilkes Barre, PA</b> PD: Tony Banks APD/MD: Jerry Padden VENGABOYS "Party" BAZ LUHRMANN "Free" BLESSIO UNION... "Leonardo"</p>	<p><b>WVYR/York, PA</b> DM: Rick McCauslin PD: Davy Crockett MD: Sally V. ORGY "Blue" BUSTA RHYMES FJANET "Whats" OFFSPRING "Get"</p>	<p><b>WVYR/York, PA</b> DM: Rick McCauslin PD: Davy Crockett MD: Sally V. ORGY "Blue" BUSTA RHYMES FJANET "Whats" OFFSPRING "Get"</p>

152 Total Reporters  
151 Current Reporters  
149 Current Playlists

Reported Frozen Playlist (1):  
KSLY/San Luis Obispo, CA

Did Not Report, Playlist Frozen (1):  
WHZZ/Lansing, MI

Moves from CHR/Pop to CHR/Rhythmic (1):  
WSNX/Grand Rapids, MI

Did Not Report For Two Consecutive Weeks:  
Data Not Used (1):  
WLSS/Baton Rouge, LA











APRIL 2, 1999

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	<b>TLC</b> No Scrubs (LaFace/Arista) 3565 3298 3121 2757 55/0					
5	3	3	2	<b>TYRESE</b> Sweet Lady (RCA) 2506 2259 2105 1817 51/1					
2	2	2	3	<b>WHITNEY HOUSTON</b> Heartbreak Hotel (Arista) 2393 2314 2364 2275 49/1					
3	4	4	4	<b>MONICA</b> Angel Of Mine (Arista) 1912 2011 2035 2126 38/0					
10	9	5	5	<b>GINUWINE</b> What's So Different (550 Music/ERG) 1817 1660 1574 1400 43/1					
7	5	6	6	<b>LAURYN HILL</b> Ex-Factor (Ruffhouse/Columbia) 1660 1645 1671 1671 39/0					
8	7	7	7	<b>R. KELLY</b> When A Woman's Fed Up (Jive) 1560 1592 1581 1658 43/1					
16	14	10	8	<b>BLACKSTREET 1/JANET</b> Girlfriend/Boyfriend (Lil' Man/Interscope) 1525 1281 1124 1050 44/1					
4	8	8	9	<b>JAY-Z 1/AMIL AND JA</b> Can I Get A... (Def Jam/RAL/Mercury) 1482 1578 1581 1852 39/1					
19	17	13	10	<b>BUSTA RHYMES 1/JANET</b> What's It Gonna Be (Elektra/EEG) 1481 1148 997 957 47/3					
50	37	21	11	<b>112</b> Anywhere (Bad Boy/Arista) 1361 866 463 299 42/7					
12	11	12	12	<b>BRITNEY SPEARS</b> ...Baby One More Time (Jive) 1212 1194 1237 1263 24/0					
26	22	15	13	<b>MYA</b> My First Night With You (University/Interscope) 1209 1022 897 733 43/2					
6	6	11	14	<b>EMINEM</b> My Name Is (Web/Aftermath/Interscope) 1121 1242 1587 1713 38/0					
9	10	9	15	<b>MARIAH CAREY</b> I Still Believe (Columbia) 1084 1296 1411 1486 34/1					
44	33	24	16	<b>98 DEGREES</b> The Hardest Thing (Universal) 1005 829 519 359 29/0					
21	21	16	17	<b>DMX</b> Ruff Ryders Anthem (Def Jam/Mercury) 913 934 909 924 20/1					
28	25	23	18	<b>VENGABOYS</b> We Like To Party! (Groovilicious/Strictly Rhythm) 895 834 791 709 23/1					
33	30	28	19	<b>JESSE POWELL</b> You (Silas/MCA) 893 739 641 520 29/1					
24	19	18	20	<b>CHER</b> Believe (Warner Bros.) 878 924 923 859 22/0					
11	12	14	21	<b>DRU HILL</b> These Are The Times (University/Island) 873 1046 1153 1355 24/0					
31	29	22	22	<b>TRINA &amp; TAMARA</b> What'd You Come Here For? (Columbia) 871 860 699 538 31/3					
22	24	19	23	<b>FAITH EVANS 1/PUFF DADDY</b> All Night Long (Bad Boy/Arista) 868 915 878 903 32/2					
13	13	17	24	<b>2PAC</b> Changes (Amaru/Death Row/Interscope) 860 929 1151 1176 27/0					
18	15	20	25	<b>WILL SMITH</b> Miami (Columbia) 843 886 1021 978 22/0					
39	31	27	26	<b>RAPHAEL SAADIQ 1/Q-TIP</b> Get Involved (Hollywood/Motown) 833 767 585 421 31/2					
32	26	25	27	<b>KRAYZIE BONE</b> Thug Mentality (Mo Thugs/Ruthless/Relativity) 806 784 730 536 30/0					
14	16	26	28	<b>BRANDY</b> Have You Ever? (Atlantic) 760 784 1000 1135 21/0					
20	20	30	29	<b>TLC</b> Silly Ho (LaFace/Arista) 684 678 911 945 21/0					
15	23	29	30	<b>DEBORAH COX</b> Nobody's Supposed To Be Here (Arista) 684 730 888 1131 20/0					
27	28	32	31	<b>ROOTS 1/ERYKAH BADU</b> You Got Me (MCA) 648 613 709 724 26/1					
17	18	31	32	<b>OUTKAST</b> Rosa Parks (LaFace/Arista) 640 674 928 1014 21/0					
<b>BREAKER</b>			33	<b>BRANDY</b> Almost Doesn't Count (Atlantic) 632 314 166 89 33/8					
<b>BREAKER</b>			34	<b>ERIC BENET 1/FAITH EVANS</b> Georgy Porgy (Warner Bros.) 549 413 242 136 26/3					
43	36	34	35	<b>DJ CLUE 1/DMX</b> It's On (Roc-A-Fella/Def Jam/Mercury) 547 532 505 401 29/1					
38	39	35	36	<b>DIVINE</b> One More Try (Pendulum/Red Ant) 517 523 433 425 23/1					
<b>DEBUT</b>			37	<b>'N SYNC</b> I Drive Myself Crazy (RCA) 480 203 14 — 25/1					
48	44	44	38	<b>TRICK DADDY</b> Nann Brother (Slip N' Slide/Warlock) 458 343 325 303 15/2					
<b>DEBUT</b>			39	<b>JT MONEY</b> Who Dat (Tony M/Freeworld/Priority) 445 216 73 46 28/7					
—	—	46	40	<b>KEITH SWEAT</b> I'm Not Ready (Elektra/EEG) 443 318 188 119 27/2					
—	—	48	41	<b>BLAQUE 808</b> (Track Masters/Columbia) 439 303 168 126 24/7					
—	—	45	42	<b>TOTAL</b> Sitting Home (Bad Boy/Arista) 437 320 189 70 20/2					
30	35	36	43	<b>JUVENILE</b> Ha! (Cash Money/Universal) 418 449 513 600 16/0					
41	41	40	44	<b>JD 1/KEITH SWEAT &amp; R.O.C.</b> Going Home... (So So Def/Columbia) 396 394 393 408 8/0					
25	27	33	45	<b>'N SYNC</b> (God Must Have Spent) A Little More Time... (RCA) 378 540 724 787 12/0					
36	40	39	46	<b>BACKSTREET BOYS</b> All I Have To Give (Jive) 368 405 423 488 10/0					
29	34	37	47	<b>SHANICE</b> When I Close My Eyes (LaFace/Arista) 353 430 519 618 13/0					
<b>DEBUT</b>			48	<b>SILK</b> If You (Lovin' Me) (Elektra/EEG) 315 168 162 111 23/3					
40	42	43	49	<b>KELLY PRICE</b> Secret Love (T-Neck/Island) 296 376 376 416 11/0					
—	45	50	50	<b>DMX</b> Slippin' (Def Jam/Mercury) 285 258 273 241 11/2					

This chart reflects airplay from March 22-28. Songs ranked by total plays. Highlighted songs indicate Breaker. 55 CHR/Rhythmic reporters. 53 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1999, R&R Inc.

## BREAKERS®

BRANDY

Almost Doesn't Count (Atlantic)

TOTAL PLAYS/INCREASE 632/318 TOTAL STATIONS/ADDS 33/8 CHART 33

ERIC BENET 1/FAITH EVANS  
Georgy Porgy (Warner Bros.)

TOTAL PLAYS/INCREASE 549/136 TOTAL STATIONS/ADDS 26/3 CHART 34

## MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
DJ QUIK You'z A Ganxta (Profile/Arista)	10
LINK I Don't Wanna See (Relativity)	10
RICKY MARTIN Livin' La Vida Loca (C2/Columbia)	10
BRANDY Almost Doesn't Count (Atlantic)	8
112 Anywhere (Bad Boy/Arista)	7
BLAQUE 808 (Track Masters/Columbia)	7
JT MONEY Who Dat (Tony M/Freeworld/Priority)	7
MAXWELL Fortunate (Rock Land/Interscope/Columbia)	6
NAS 1/PUFF DADDY Hate Me Now (Columbia)	6

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
112 Anywhere (Bad Boy/Arista)	+495
BUSTA RHYMES 1/JANET What's It Gonna... (Elektra/EEG)	+333
BRANDY Almost Doesn't Count (Atlantic)	+318
'N SYNC I Drive Myself Crazy (RCA)	+277
TLC No Scrubs (LaFace/Arista)	+267
TYRESE Sweet Lady (RCA)	+247
BLACKSTREET 1/JANET Girlfriend... (Lil' Man/Interscope)	+244
JT MONEY Who Dat (Tony M/Freeworld/Priority)	+229
MYA My First Night With You (University/Interscope)	+187
98 DEGREES The Hardest Thing (Universal)	+176

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
MONIFAH Touch It (Uptown/Universal)
LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)
NEXT Too Close (Arista)
DIVINE Lately (Pendulum/Red Ant)
AALIYAH Are You That Somebody? (Atlantic)
BLACKSTREET & MYA 1/MASE... Take Me There (Interscope)
LAURYN HILL Can't Take My Eyes Off... (Ruffhouse/Columbia)
USHER You Make Me Wanna... (LaFace/Arista)
WILL SMITH Gettin' Jiggy Wit It (Columbia)
K-CI & JOJO All My Life (MCA)

Breakers: Songs registering 500 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.



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## HIP-HOP TOP 20

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
2	1	<b>BUSTA RHYMES F/JANET</b> What's It Gonna Be ( <i>Elektra/EEG</i> ) 4532 3955 134/3			
1	2	<b>ROOTS F/ERYKAH BADU</b> You Got Me ( <i>MCA</i> ) 4259 3965 114/1			
3	3	<b>EMINEM</b> My Name Is ( <i>Web/Aftermath/Interscope</i> ) 3031 3078 113/0			
6	4	<b>KRAYZIE BONE</b> Thug Mentality ( <i>Mo Thugs/Ruthless/Relativity</i> ) 2159 1887 101/1			
5	5	<b>TRICK DADDY</b> Nann Brother ( <i>Slip N' Slide/Warlock</i> ) 2063 1964 91/3			
4	6	<b>JAY-Z F/FAMIL AND JA</b> Can I Get A... ( <i>Def Jam/RAL/Mercury</i> ) 1875 1981 56/1			
14	7	<b>JT MONEY</b> Who Dat ( <i>Tony M/Freeworld/Priority</i> ) 1636 989 110/10			
8	8	<b>JAY-Z</b> Jigga Who Jigga What ( <i>Roc-A-Fella/Def Jam/Mercury</i> ) 1480 1329 81/1			
9	9	<b>HARLEM WORLD...</b> I Really... ( <i>All Out/So So Def/Columbia</i> ) 1390 1318 65/1			
7	10	<b>JUVENILE</b> Ha! ( <i>Cash Money/Universal</i> ) 1304 1649 55/0			
11	11	<b>DMX</b> Ruff Ryders Anthem ( <i>Def Jam/Mercury</i> ) 1064 1060 24/1			
10	12	<b>2PAC</b> Changes ( <i>Amaru/Death Row/Interscope</i> ) 1055 1217 37/0			
13	13	<b>BC</b> Why-O-Why ( <i>Red Ant</i> ) 1010 996 49/2			
—	14	<b>FOXY BROWN F/TOTAL</b> I Can't ( <i>Violator/Def Jam/RAL/Mercury</i> ) 896 694 71/4			
20	15	<b>REDMAN F/BUSTA RHYMES</b> Da Goodness ( <i>Def Jam/Mercury</i> ) 879 802 65/1			
16	16	<b>WILL SMITH</b> Miami ( <i>Columbia</i> ) 879 896 23/0			
12	17	<b>DJ CLUE F/DMX</b> It's On ( <i>Roc-A-Fella/Def Jam/Mercury</i> ) 864 1016 51/1			
17	18	<b>OUTKAST</b> Rosa Parks ( <i>LaFace/Arista</i> ) 821 866 31/0			
—	19	<b>MASTER P F/MO B. DICK &amp; MAJIC</b> Foolish ( <i>No Limit/Priority</i> ) 789 725 56/0			
—	20	<b>PETE ROCK</b> Take Your Time ( <i>Loud</i> ) 774 669 57/2			

This chart reflects airplay from March 22-28. Songs ranked by total plays. 55 CHR/Rhythmic reporters and 88 Urban reporters combine from the Custom Chart function on R&R ONLINE. Rap titles are manually extrapolated. For complete reporter lists refer to Rhythmic and Urban sections. © 1999, R&R Inc.

## NEW & ACTIVE

<b>DJ QUIK</b> You're A Ganxta ( <i>Profile/Arista</i> ) Total Plays: 279, Total Stations: 16, Adds: 10	<b>BLACKMOON</b> Two Turntables And A Mic ( <i>Duck Down/Priority</i> ) Total Plays: 145, Total Stations: 13, Adds: 1
<b>LAURYN HILL</b> To Zion ( <i>Ruffhouse/Columbia</i> ) Total Plays: 273, Total Stations: 13, Adds: 0	<b>DEBORAH COX</b> It's Over Now ( <i>Arista</i> ) Total Plays: 140, Total Stations: 15, Adds: 5
<b>ROAD DAWGS</b> Bouncin' ( <i>Noo Trybe/Virgin</i> ) Total Plays: 245, Total Stations: 12, Adds: 2	<b>USHER</b> Bedtime ( <i>LaFace/Arista</i> ) Total Plays: 137, Total Stations: 10, Adds: 0
<b>NAS F/PUFF DADDY</b> Hate Me Now ( <i>Columbia</i> ) Total Plays: 235, Total Stations: 12, Adds: 6	<b>RICKY MARTIN</b> Livin' La Vida Loca ( <i>C2/Columbia</i> ) Total Plays: 132, Total Stations: 10, Adds: 10
<b>C NOTE</b> Wait Till I Get Home ( <i>TransContinental/Epic</i> ) Total Plays: 206, Total Stations: 14, Adds: 2	<b>MADONNA</b> Nothing Really Matters ( <i>Maverick/WB</i> ) Total Plays: 132, Total Stations: 7, Adds: 0
<b>MAXWELL</b> Fortunate ( <i>Rock Land/Interscope/Columbia</i> ) Total Plays: 199, Total Stations: 14, Adds: 6	<b>REDMAN F/BUSTA RHYMES</b> Da Goodness ( <i>Def Jam/Mercury</i> ) Total Plays: 125, Total Stations: 11, Adds: 1
<b>CHEROKEE</b> Ooh Wee Wee ( <i>RCA</i> ) Total Plays: 176, Total Stations: 14, Adds: 1	<b>TANTO METRO &amp; DEVONTE</b> Everyone Falls In Love ( <i>Penthouse</i> ) Total Plays: 95, Total Stations: 6, Adds: 2
<b>JAY-Z</b> Jigga Who Jigga What ( <i>Roc-A-Fella/Def Jam/Mercury</i> ) Total Plays: 167, Total Stations: 5, Adds: 1	<b>JAY-Z</b> More Money, More Cash, More... ( <i>Jive</i> ) Total Plays: 88, Total Stations: 6, Adds: 1
<b>SILKK THE SHOCKER F/MYA</b> Somebody Like Me ( <i>No Limit/Priority</i> ) Total Plays: 157, Total Stations: 12, Adds: 5	<b>SHAE JONES</b> Bad Boy ( <i>Universal</i> ) Total Plays: 55, Total Stations: 9, Adds: 2
<b>T.W.D.Y.</b> Player's Holiday ( <i>Thump</i> ) Total Plays: 153, Total Stations: 11, Adds: 2	<b>LINK</b> I Don't Wanna See ( <i>Relativity</i> ) Total Plays: 37, Total Stations: 10, Adds: 10

### Songs ranked by total plays

**NAUGHTY FO' SURE** — Arista's favorite rap trio Naughty By Nature will release their new album in April. The first single on the album is titled "Live or Die" off 19Naughty9:Natures Fury. They took the hip-hop world by storm with their platinum hit "O.P.P." back in 1991 and again with the follow-up "Hip-Hop Hooray." The group recently caught up with labelmate DJ Quik to hang and listen to the cuts on this off-the-hook product about to be released. (l-r): Arista's Sr. VP/Promotion Richard Palmese, Exec. VP/GM Charles Goldstuck, NBN's Vinnie, Arista President & CEO Clive Davis, NBN KayGee, Arista Sr. VP/Black Music Lionel Ridenour, NBN Treach and DJ Quik.



## NEW RELEASES

ADDS APRIL 6

<b>FOXY BROWN</b>	<b>I Can't</b> ( <i>Violator/Def Jam/RAL/Mercury</i> )
<b>DMX</b>	<b>No Love For Me</b> ( <i>Def Jam/Mercury</i> )
<b>JANA</b>	<b>Ooh Baby Baby</b> ( <i>Curb</i> )
<b>K-CI &amp; JOJO</b>	<b>Tell Me It's Real</b> ( <i>MCA</i> )
<b>LUTRICIA MCNEAL</b>	<b>Stranded</b> ( <i>Epic</i> )
<b>SILKK THE SHOCKER f/MYA</b>	<b>Somebody Like Me</b> ( <i>No Limit/Priority</i> )
<b>TQ</b>	<b>Better Days</b> ( <i>ClockWork/Epic</i> )

## CHR/RHYTHMIC REPORTERS

Stations and their adds listed alphabetically by market

<b>KKSS/Albuquerque, NM</b> PD: Tony Manero MD: Jackie James 19 DJ QUIK "Ganxta" 12 BLAQUE "808" 18 JT MONEY "Who Dat" 18 SHAE JONES "Bad" 18 TRICK DADDY "Nann" 18 DEBORAH COX "Over"	<b>WJMN/Boston, MA</b> PD: Cadillac Jack McCartney APD/MD: Danny Odean 21 TYRESE "Sweet" 17 "112" "Anywhere" 6 TANTO METRO... "Everyone"	<b>KBOS/Fresno, CA</b> PD: E. Curtis Johnson MD: Travis Loughran 20 BLAQUE "808" 17 "112" "Anywhere" 15 OUTKAST "Act" 15 DJ QUIK "Ganxta" 15 SHAE JONES "Bad"	<b>KBXX/Houston, TX</b> PD: Rob Scorpio MD: Kashawn Powell 25 DRU HILL "Everything" 14 BUSTA RHYMES F/JANET "What's" 14 DEBORAH COX "Over"	<b>KDON/Monterey, CA</b> PD: Dan Watson MD: Mark Garcia 30 RICKY MARTIN "Livin" 3 JESSE POWELL "You"	<b>KWNZ/Reno, NV</b> PD/MD: Bill Shakespeare BLAQUE "808" MAXWELL "Fortunate" 112 "Anywhere" FUNKY GREEN DOGS "Body" KGGI/Riverside, CA PD: Mark Feather APD/MD: Jesse Duran 28 RICKY MARTIN "Livin" 1 BUSTA RHYMES F/JANET "What's" 1 "112" "Anywhere" 1 NAS F/PUFF DADDY "Hate"	<b>XHTZ/San Diego, CA (cont.)</b> BRANDY "Doesn't" RAHZEL "Know" KREL/San Francisco, CA PD: Joey Arbage MD: Glenn Aure 22 DMX "Slippin" 15 TOTAL "Sittin" 1 W.D.Y. "Player's" 1 NAS F/PUFF DADDY "Hate" KYLD/San Francisco, CA PD: Michael Martie APD/MD: Jazzy Jim Archer No Adds KWWW/San Luis Obispo, CA PD: Jammer MD: Tommy Detrio 22 SILKK THE SHOCKER... "Somebody" 12 BRANDY "Doesn't"	<b>WOWZ/Utica, NY</b> Interim PD: Suzy Garcia BLAQUE "808" MAXWELL "Fortu ate" DEBORAH COX "Over" KDGs/Wichita, KS PD: Steve Dorrell APD: Ricardo Cherry MD: A.J. Jones 12 MAXWELL "Fortunate" 5 DJ QUIK "Ganxta" JOEY MCINTYRE "Stay"
<b>KYLZ/Albuquerque, NM</b> DM/MD: M.C. Scrapy MD: Robb Royale 5 METHOD MAN "Break" 112 "Anywhere" BUSTA RHYMES F/JANET "What's" JT MONEY "Who"	<b>WBBM/Chicago, IL</b> PD: Todd Cavanah MD: Erik Bradley 17 RICKY MARTIN "Livin"	<b>KKPW/Fresno, CA</b> DM/MD: Greg Mack APD: R.J. Lopes MD: DJ Jess 12 DJ QUIK "Ganxta" 9 DEBORAH COX "Over" 7 MAXWELL "Fortunate" 7 LINK "Wanna" 6 C NOTE "Want"	<b>WHHH/Indianapolis, IN</b> PD: Scott Wheeler MD: Carl Frye 1 LINK "Wanna" 1 DEBORAH COX "Over"	<b>WKTU/New York, NY</b> PD: Frankie Blue APD/MD: Andy Shane 27 "CHER" "Strong" 20 RICKY MARTIN "Livin"	<b>KGGI/Riverside, CA</b> PD: Mark Feather APD/MD: Jesse Duran 28 RICKY MARTIN "Livin" 1 BUSTA RHYMES F/JANET "What's" 1 "112" "Anywhere" 1 NAS F/PUFF DADDY "Hate"	<b>KYLD/San Francisco, CA</b> PD: Michael Martie APD/MD: Jazzy Jim Archer No Adds KWWW/San Luis Obispo, CA PD: Jammer MD: Tommy Detrio 22 SILKK THE SHOCKER... "Somebody" 12 BRANDY "Doesn't"	<b>KDGS/Wichita, KS</b> PD: Steve Dorrell APD: Ricardo Cherry MD: A.J. Jones 12 MAXWELL "Fortunate" 5 DJ QUIK "Ganxta" JOEY MCINTYRE "Stay"
<b>KQBT/Austin, TX</b> PD: Scooter B. Stevens 19 DJ CLUE F/DMX "On" 7 DJ CLUE "Ruff" 7 BRANDY "Doesn't" LINK "Wanna"	<b>KRBV/Dallas, TX</b> PD: Carmy Ferreri 22 BRANDY "Doesn't" 22 "112" "Anywhere" 7 "Who"	<b>WJBT/Jacksonville, FL</b> PD: Dave Wynter MD: Tiffany Green 29 ROOTS F/ERYKAH BADU "Got" BLACKSTREET F/JANET "Girlfriend"	<b>WQHT/New York, NY</b> PD: Tracy Choherty MD: Sean Taylor 27 RAPHAEL SAADIG/O-TIP "Involved" 14 TRINA & TAMARA "What'd" 12 JAY-Z "Gist" 10 MISSY ELLIOTT "9th"	<b>WMAX/Rochester, NY</b> PD: Erick Anderson APD: Patrick Castania RICKY MARTIN "Livin" 1000 CLOWNS "Rapper"	<b>KBMB/Sacramento, CA</b> PD/MD: Ibrahim "Ebro" Jamile 6 PETE ROCK "Take" MAXWELL "Fortunate" LINK "Wanna"	<b>KUBE/Seattle, WA</b> PD: Eric Powers MD: Julie Piliat	<b>55 Total Reporters</b> 55 Current Reporters 53 Current Playlists
<b>KISV/Bakersfield, CA</b> PD: Bob Lewis 29 DJ QUIK "Ganxta" 18 ERIC BENET F/FAITH... "Georgy" 17 RICKY MARTIN "Livin"	<b>WBTT/Dayton, OH</b> PD: Sandy Collins APD/MD: Raye Kimberlin JAY-Z "Jigga" TRINA & TAMARA "What'd" FAITH EVANS... "Night" GIN WINE... "Diferent" 31 TRINA & TAMARA "What'd" 29 "112" "Anywhere" 29 1000 CLOWNS "Rapper" RICKY MARTIN "Livin" SIXPENCE... "Kiss" 28 BLAQUE "808" 21 DMX "Ruff" 21 DIVINE "Try" 17 JT MONEY "Who"	<b>KLUC/Las Vegas, NV</b> PD: Cat Thomas MD: Melissa Stefan 10 RICKY MARTIN "Livin"	<b>WNVZ/Norfolk, VA</b> PD: Don London MD: Jay West MYA "First"	<b>WMAX/Rochester, NY</b> PD: Erick Anderson APD: Patrick Castania RICKY MARTIN "Livin" 1000 CLOWNS "Rapper"	<b>KSBM/Sacramento, CA</b> PD: Bob West MD: John E. Cage No Adds WOCQ/Salisbury, MD PD: Wookie MD: Gizmo JT MONEY "Who" KEITH SWEAT "Ready" NAS F/PUFF DADDY "Hate" LINK "Wanna" VENGABOYS "Party"	<b>KWIN/Stockton, CA</b> PD: Pretty Boy Dontay MD: Keith Sweet "Ready" 12 SILKK THE SHOCKER... "Somebody" 19 SILKK THE SHOCKER... "Somebody" JT MONEY "Who" DJ QUIK "Ganxta" TRICK DADDY "Nann" MAXWELL "Fortunate" LINK "Wanna"	<b>Did Not Report. Playlist</b> Frozen (2): KZFM/Corpus Christi, TX WPGC/Washington, DC
<b>KKXX/Bakersfield, CA</b> PD: Chris Saurles MD: Craig Marshall 10 "N SYNC" "Dive" 10 SILKK THE SHOCKER... "Somebody"	<b>WDRQ/Detroit, MI</b> PD: Alex Tear APD: Jay Towars 17 RICKY MARTIN "Livin" 17 RAPHAEL SAADIG/O-TIP "Involved"	<b>KPWR/Los Angeles, CA</b> PD: Mike Tierney APD: Damien Young MD: E-Man R. KELLY "Woman's"	<b>KCAO/Oxnard, CA</b> PD: Dan Garite MD: Corn Dog 25 DJ QUIK "Ganxta" 23 DMX "Slippin" 12 LINK "Wanna" 5 REDMAN F/BUSTA... "Goodness"	<b>WMAX/Rochester, NY</b> PD: Erick Anderson APD: Patrick Castania RICKY MARTIN "Livin" 1000 CLOWNS "Rapper"	<b>KTFM/San Antonio, TX</b> PD: Cliff Tredey MD: Steve Chavez BRANDY "Doesn't" SILKK THE SHOCKER... "Somebody" BLACKMOON "Turntables" C NOTE "Want"	<b>WLLD/Tampa, FL</b> PD: Dave Ferguson MD: Orlando No Adds	<b>New Reporter (1):</b> KRBV/Dallas, TX
<b>WERO/Baltimore, MD</b> DM/MD: Tom Calococi APD: Dion MD: Daren Brin BRANDY "Doesn't" SILK "If"	<b>WDRQ/Detroit, MI</b> PD: Alex Tear APD: Jay Towars 17 RICKY MARTIN "Livin" 17 RAPHAEL SAADIG/O-TIP "Involved"	<b>KXHT/Memphis, TN</b> PD: Lee Cagle 52 BUSTA RHYMES "Party" 15 NAS F/PUFF DADDY "Hate" 14 MARIAN CAREY "Believe" 14 SILK "If"	<b>KPSI/Palm Springs, CA</b> DM/MD: Mike Keane ERIC BENET F/FAITH... "Georgy" BLAQUE "808"	<b>WMAX/Rochester, NY</b> PD: Erick Anderson APD: Patrick Castania RICKY MARTIN "Livin" 1000 CLOWNS "Rapper"	<b>KXHT/Tucson, AZ</b> PD: Paco Jacobo APD/MD: Fred Rice 16 BRANDY "Doesn't" W.D.Y. "Player's" ROAD DAWGS "Bouncin" LINK "Wanna"	<b>Moves from CHR/Pop to CHR/Rhythmic (1):</b> WSNX/Grand Rapids, MI	<b>Moves from Urban to CHR/Rhythmic (1):</b> KXHT/Memphis, TN
<b>WBHJ/Birmingham, AL</b> PD: Mickey Johnson APD/MD: Mary Kay 33 BLACK DAVE "Momma" NAS F/PUFF DADDY "Hate" DJ QUIK "Ganxta" NO GOOD-N-JIGGIE "Let's" MEN OF VIZION "Break"	<b>KPRR/E Paso, TX</b> DM: John Candelaria PD/MD: Victor Starr 14 REACT "Let's" 7 BAZ LUHRMANN "Free"	<b>KXME/Honolulu, HI</b> MD: James Coles DJ QUIK "Ganxta" SILKK THE SHOCKER... "Somebody" TANTO METRO... "Everyone" CHEROKEE "Ooh" WPOW/Miami, FL PD: Kid Curry MD: Eddie Mix APD: Tony The Tiger 10 RICKY MARTIN "Livin" BLAQUE "808"	<b>KKFR/Phoenix, AZ</b> PD: Bruce St. James APD: Krazy Kid Stevanz No Adds WWWK/Providence, RI PD: Jerry McKenna MD: Paul Nelson ERIC BENET F/FAITH... "Georgy" NAS F/PUFF DADDY "Hate" JT MONEY "Who"	<b>KTFM/San Antonio, TX</b> PD: Cliff Tredey MD: Steve Chavez BRANDY "Doesn't" SILKK THE SHOCKER... "Somebody" BLACKMOON "Turntables" C NOTE "Want"	<b>Moves from Urban to CHR/Rhythmic (1):</b> KXHT/Memphis, TN		







WALT LOVE

babylove@rronline.com

## Gospel's Glorious Rise On WFMV-FM/Columbia, SC

□ **Owner/GM Alex Snipe talks about his approach to Gospel radio**

So, when are you going to start your own gospel record label like everybody else? If you're a broadcaster, when are you going to turn your lagging radio station into a 24/7 Gospel-formatted outlet like ... *oops!* Some folks on both the radio and recording sides of our industry have decided to try to get on the "gospel train" for all the wrong reasons. WFMV-FM/Columbia, SC is a model everyone interested in doing this format should look at very closely — not just for its programming approach, but also for its foundation.

Alex Snipe, founder and owner/GM of WFMV-FM & WLJI-FM/Sumpter, SC, is the brains behind the current radio success of gospel music. But before we get deeper into this, let me tell you about WFMV's numbers. The overall rating is up to a 6.6 share in the fall '98 Arbitron, making 'FMV No. 5 in the market. Among persons 18-34, WFMV has a 5.2 share, putting it in a tie for No. 6. In the 18-49 demo, it has a 5.5 share and is tied with two other stations for No. 6. Among persons 25-54, WFMV is tied for seventh in the market with a 6.0 share.

### Spreading The News

I asked Snipe how long he's owned his two stations. "WFMV has been on since October 1993, and WLJI got its start in 1996," he said. I pointed out that he was one of the first people in the country to put full-time gospel music programming on FM, and asked him why he thinks his stations have shown such an increase in ratings and revenue in the Columbia marketplace. "I think the most important reason is that I really believe in what I'm doing," he replied. "It's very difficult to sell something that you don't believe in. Because I do believe in it, I think that really comes across over the airwaves."



**I believe in the good news of Jesus Christ, and I also just happen to be in the business of presenting that good news through songs on the radio.**



Alex Snipe

Plus, I think it comes across the desk when I sit down to present the product. That's the biggest reason, in my opinion." So, I asked, what is it you believe in? "I believe in the good news of Jesus Christ, and I also just happen to be in the business of presenting that good news through songs on the radio."

I asked Snipe to explain how the gospel format works. He replied, "We do the same things that any successful radio station does, or that any successful business would do. We employ formulas that work and that are proven. The point is, we just do it for Christ. That's the only difference. For example, we employ constant promotions. We daypart our music by making considerations based on the artists and the time of day they're to be played. We've also invested in the research, so we know exactly what we're doing, when we do it, and how to change it if necessary."

### It Takes Commitment

Commitment is something we've all heard about since we were little children. My great-grandmother always said that if I expected to be a good football player, I had to make a commitment to practice over and above what was required by my school football coaches. She told me (as your mom probably told you) that I had to persevere, and not to allow myself to become discouraged no matter what happened or what it took to succeed.

Snipe touched on that theme when he said, "This is all about commitment. When you are committed to something, you are going to care about it and you're going to invest in it, starting with your time. You're going to invest money in it, talent and everything else. I think that's what it really comes down to. If you just throw the format on because you need a format, and you're not going to make an invest-

ment in the format or in the people that it serves, then you are not going to get the same kind of results out of it. I think what I bring to the table is a total commitment to the format and to the audience that enjoys it. Then we just roll that out to corporate America."

I asked Snipe what else we should know about the gospel format and his own approach to it. "Let me put it this way: There's a basic, fundamental strategy that we use," he replied. "We employ the same tools and research that corporate America uses to determine their buys on other radio stations. The difficulty is that corporate America really doesn't understand who listens. They see the numbers, and I think they believe the numbers, but their perception of who those numbers represent is not a positive perception."



**This is all about commitment. When you are committed to something, you are going to care about it and you're going to invest in it, starting with your time.**

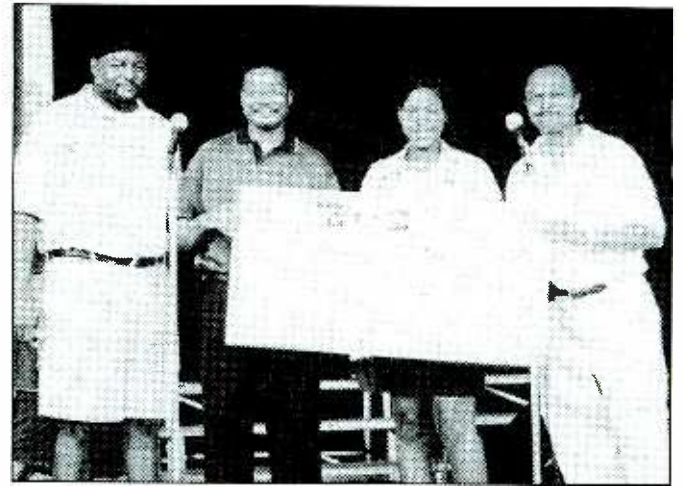


"That's where qualitative data comes into play. I think the key issue is to really do a good job of presenting the material that represents the audience that listens to Gospel radio. If you're capable of doing that and employing powerful presentations — that is, the data from Arbitron along with the qualitative research — therein lies the opportunity to be successful with corporate America."

### Ratings Vs. Revenue

We all know that even excellent ratings don't always turn into revenue and positive cash flow, so I asked Snipe if his organization is successful in the revenue and sales departments. "We have been, and we are," he said. "I think a part of that success is because I've been in the market for a number of years."

Earlier in his career, Snipe was an AE at market leader WDDM-FM



**LEADING THE WAY** — WFMV/Columbia, SC, in conjunction with the Columbia Urban League, presented two \$1,500 checks to the winners of the Future Leadership Scholarship Awards. Other sponsors included Coca-Cola, Mayfield Dairy and Blue Cross/Blue Shield of South Carolina. Pictured (from l-r) are recipient Overture Walker, Mayfield Dairy's Victor Jones, the Urban League's J.T. McLawhorn, recipient LaShawn McCollum and WFMV owner/GM Alex Snipe.

(The Big DM)/Columbia, SC. And back before his entrepreneurial juices kicked in, he was that station's GSM. Snipe remarked, "I was in the market 10 years before starting WFMV. We cultivated some very strong and positive relationships over the years, so we got a lot of buys based on relationships I had developed when we first started."

"When the numbers came along, they justified the investment those advertisers had made in this station and in what we were doing. The advertisers realized that the people who listen to this format are loyal people. They spend a lot of time listening to the station, and they believe in the format, our station and the people who work here, so they respond to the advertisers who advertise on our stations."

If any of you are considering the gospel format, Snipe has this advice for you: "Make the total commitment. You have to look beyond the numbers and also see the ministry that's involved."

Before wrapping up the interview, I wanted to know if Snipe had any special promotions coming up. "Actually, we're about to begin our annual summer concert series, which runs for four weeks," he said. "We do it at a local church, and we have a number of choirs from all over the state of South Carolina come in and perform. Last year, we had approximately 50 choirs per-



**When the numbers came along, they justified the investment those advertisers had made in this station and in what we were doing. The advertisers realized that the people who listen to this format are loyal people.**



form over that four-week period. We also have our annual Gospel Festival/Family Day, which is held each year in one of the downtown parks in the center of the city. This year, it is scheduled for June 20. Each year we've been very blessed with an attendance of more than 10,000 people."

I asked who appeared last year, and Snipe replied, "Darryl Coley, Rodney Brant and Harold Rayford were our nationally known gospel artists. They were supported by local gospel singers and choirs."

Hear me, children! Gospel is real, and it's real in my soul. Happy Easter!



**CONGRATULATIONS** — As WFMV PD Tony Jamison (l) emcees the Future Leadership Scholarship Award presentation, all involved step onstage to congratulate the "leaders." Wishing the scholastic pair well are (l-r) anchorman Michael Woolfolk, award recipients Overture Walker and LaShawn McCollum, Mayfield Dairy's Victor Jones, the Urban League's J.T. McLawhorn, and Coca-Cola's Bryant Sumpter.



# benét "georgy porgy"

Added At KKBT

georgy porgy puddin' pie kissed the girls and made them cry

# eric

THE NEW SMASH SINGLE  
FROM ERIC BENÉT FEATURING FAITH EVANS!

From his forthcoming album: *A Day In The Life*

Produced by Somethin' For The People for Nothin' Personal Productions  
Management: David Lombard Management

- 8 R&R Urban  
2774 Plays (+154)
- 6 R&R Urban AC  
702 Plays (+68)
- 34 Breaker R&R CHR/Rhythmic  
New Reports at:  
WWKX KISV KPSI



Faith Evans appears courtesy of Bad Boy Entertainment/Arista Records  
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music network



3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
4	1	1	1	<b>TLC</b> No Scrubs (LaFace/Arista)	3688	3750	3561	3283	87/0
5	4	3	2	<b>ROOTS</b> f/ERYKAH BADU You Got Me (MCA)	3595	3380	3303	3253	87/0
3	2	2	3	<b>FAITH EVANS</b> f/PUFF DADDY All Night Long (Bad Boy/Arista)	3369	3498	3465	3331	87/0
7	6	4	4	<b>GINUWINE</b> What's So Different (550 Music/ERG)	3153	3171	3037	2884	86/0
14	10	5	5	<b>BUSTA RHYMES</b> f/JANET What's It Gonna Be (Elektra/EEG)	3052	2825	2413	2116	87/0
10	9	6	6	<b>K-CI &amp; JOJO</b> Life (Rock Land/Interscope)	2920	2794	2557	2291	84/0
17	15	9	7	<b>112</b> Anywhere (Bad Boy/Arista)	2829	2610	2255	1962	85/2
15	12	8	8	<b>ERIC BENET</b> f/FAITH EVANS Georgy Porgy (Warner Bros.)	2774	2620	2334	2116	87/2
13	11	10	9	<b>SILK</b> If You (Lovin' Me) (Elektra/EEG)	2714	2581	2382	2188	80/1
30	17	12	10	<b>BLACKSTREET</b> f/JANET Girlfriend/Boyfriend (Lil' Man/Interscope)	2690	2423	1884	1249	85/0
8	7	7	11	<b>SHANICE</b> When I Close My Eyes (LaFace/Arista)	2618	2744	2634	2625	81/0
26	22	18	12	<b>TOTAL</b> Sitting Home (Bad Boy/Arista)	2165	1961	1667	1332	84/2
22	19	16	13	<b>DIVINE</b> One More Try (Pendulum/Red Ant)	2081	1981	1824	1625	75/0
2	5	13	14	<b>JESSE POWELL</b> You (Silas/MCA)	2068	2353	3106	3431	63/1
1	3	11	15	<b>WHITNEY HOUSTON</b> Heartbreak Hotel (Arista)	2012	2516	3387	3916	67/0
31	23	19	16	<b>EMINEM</b> My Name Is (Web/Aftermath/Interscope)	1930	1850	1634	1241	76/0
34	25	21	17	<b>RAPHAEL SAADIQ</b> f/Q-TIP Get Involved (Hollywood/Motown)	1897	1688	1425	1167	80/1
6	8	15	18	<b>LAURYN HILL</b> Ex-Factor (Ruffhouse/Columbia)	1816	2136	2627	3021	55/0
24	20	20	19	<b>KENNY LATTIMORE</b> If I Lose My Woman (Columbia)	1808	1823	1716	1545	72/0
9	14	17	20	<b>TYRESE</b> Sweet Lady (RCA)	1734	1962	2260	2453	53/0
33	27	23	21	<b>CASE</b> Happily Ever After (Def Jam/RAL/Mercury)	1687	1507	1330	1176	77/1
36	28	25	22	<b>TRINA &amp; TAMARA</b> What'd You Come Here For? (Columbia)	1676	1496	1328	1149	75/4
—	49	28	23	<b>DAVE HOLLISTER</b> My Favorite Girl (Def Squad/DreamWorks)	1611	1277	710	—	77/1
28	24	22	24	<b>TRICK DADDY</b> Nann Brother (Slip N' Slide/Warlock)	1605	1639	1471	1307	76/1
27	26	24	25	<b>USHER</b> Bedtime (LaFace/Arista)	1605	1496	1407	1311	73/0
11	13	14	26	<b>KEITH SWEAT</b> I'm Not Ready (Elektra/EEG)	1545	2313	2266	2237	56/0
<b>BREAKER</b>	27	27	27	<b>MAXWELL</b> Fortunate (Rock Land/Interscope/Columbia)	1350	760	123	84	81/7
32	29	27	28	<b>CHEROKEE</b> Ooh Wee Wee (RCA)	1325	1390	1276	1224	62/0
18	21	26	29	<b>R. KELLY</b> When A Woman's Fed Up (Jive)	1319	1440	1678	1868	46/0
45	32	29	30	<b>MYA</b> My First Night With You (University/Interscope)	1317	1277	1154	952	69/1
—	43	33	31	<b>JAY-Z</b> Jigga Who Jigga What (Roc-A-Fella/Def Jam/Mercury)	1313	1176	870	406	76/0
—	44	35	32	<b>KRAYZIE BONE</b> Thug Mentality (Mo Thugs/Ruthless/Relativity)	1309	1048	836	653	70/1
43	35	32	33	<b>HARLEM WORLD</b> f/MASE & K. PRICE I Really... (All Out/So So Def/Columbia)	1268	1187	1069	962	61/1
37	31	30	34	<b>MONIFAH</b> Suga Suga (Uptown/Universal)	1255	1237	1175	1140	51/0
<b>BREAKER</b>	35	30	35	<b>JT MONEY</b> Who Dat (Tony Mercedes/Freeworld/Priority)	1191	786	77	44	82/3
<b>BREAKER</b>	36	31	36	<b>NICOLE</b> Eyes Better Not Wander (Gold Mind/EastWest/EEG)	1125	967	829	679	62/1
<b>BREAKER</b>	37	32	37	<b>DEBORAH COX</b> It's Over Now (Arista)	1098	944	370	—	79/2
<b>BREAKER</b>	38	33	38	<b>BRANDY</b> Almost Doesn't Count (Atlantic)	1053	421	—	—	79/4
<b>BREAKER</b>	39	34	39	<b>BLAQUE</b> 808 (Track Masters/Columbia)	1023	793	277	72	69/2
<b>BREAKER</b>	40	35	40	<b>BC</b> Why-O-Why (Red Ant)	1010	994	969	954	49/2
—	48	40	41	<b>PRESSHA</b> Do Boy (Tony Mercedes/LaFace/Arista)	974	925	751	545	53/0
—	—	46	42	<b>MEN OF VIZION</b> Break Me Off (Love Theme...) (MJJ/Work/ERG)	939	756	544	187	63/10
<b>DEBUT</b>	—	—	43	<b>CHANTÉ MOORE</b> Chante's Got A Man (Silas/MCA)	918	325	—	—	78/5
—	—	50	44	<b>FOXY BROWN</b> f/TOTAL I Can't (Violator/Def Jam/RAL/Mercury)	896	699	305	13	71/4
12	16	31	45	<b>JUVENILE</b> Ha! (Cash Money/Universal)	886	1200	2053	2209	39/0
<b>DEBUT</b>	—	—	46	<b>SHAE JONES</b> Bad Boy (Universal)	820	608	189	5	60/1
—	—	49	47	<b>NICOLE RENEE</b> Ain't Nothin' Changed (Atlantic)	793	725	586	424	54/0
—	—	48	48	<b>MASTER P</b> f/MO B. DICK & MAJIC Foolish (No Limit/Priority)	789	730	617	442	56/0
<b>DEBUT</b>	—	—	49	<b>PETE ROCK</b> Take Your Time (Loud)	768	669	558	360	56/1
<b>DEBUT</b>	—	—	50	<b>REDMAN</b> f/BUSTA RHYMES Da Goodness (Def Jam/Mercury)	754	692	591	446	54/0

This chart reflects airplay from March 22-28. Songs ranked by total plays. Highlighted songs indicate Breaker.  
88 Urban reporters. 86 current playlists. Songs that are down in plays for three consecutive weeks and below No. 25 are moved to recurrent.  
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## NEW & ACTIVE

**JAY-Z** More Money, More Cash, More... (Jive)  
Total Plays: 685, Total Stations: 52, Adds: 1

**BLACKMOON** Two Turntables And A Mic (Duck Down/Priority)  
Total Plays: 623, Total Stations: 50, Adds: 0

**LES NUBIANS** Makeda (OmTown/Virgin)  
Total Plays: 616, Total Stations: 47, Adds: 19

**JERMAINE DUPRI & BRAT** f/R.O.C. It's Nothing (Hollywood)  
Total Plays: 595, Total Stations: 46, Adds: 0

**DRU HILL** You Are Everything (University/Island)  
Total Plays: 540, Total Stations: 70, Adds: 64

**BEFORE DARK** Baby (RCA)  
Total Plays: 533, Total Stations: 58, Adds: 6

**WILLIE MAX** I'm Not Your Girlfriend (Motown)  
Total Plays: 530, Total Stations: 57, Adds: 6

**BONEY JAMES** f/SHAI I'll Always Love You (Warner Bros.)  
Total Plays: 477, Total Stations: 40, Adds: 1

**GHETTO MAFIA** On Da Grind (Rap Artist/Fully Loaded)  
Total Plays: 459, Total Stations: 38, Adds: 0

**REEL TIGHT** I Want U (G-Funk/Restless)  
Total Plays: 393, Total Stations: 42, Adds: 8

**C-MURDER** Like A Jungle (No Limit/Priority)  
Total Plays: 374, Total Stations: 36, Adds: 1

**ANDREA MARTIN** Share The Love (Arista)  
Total Plays: 351, Total Stations: 36, Adds: 3

**GLENN JONES** Baby Come Home (SAR/WB)  
Total Plays: 335, Total Stations: 25, Adds: 2

**RAVEN SYMONE** With A Childs Heart (Private I/Mercury)  
Total Plays: 239, Total Stations: 33, Adds: 9

**B.G.** Cash Money Is An Army (Cash Money/Universal)  
Total Plays: 239, Total Stations: 30, Adds: 3

Songs ranked by total plays.

## BREAKERS

<b>MAXWELL</b>			CHART
Fortunate (Rock Land/Interscope/Columbia)			27
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
1350/590	81/7		
<b>JT MONEY</b>			CHART
Who Dat (Tony Mercedes/Freeworld/Priority)			35
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
1191/405	82/3		
<b>NICOLE</b>			CHART
Eyes Better Not Wander (Gold Mind/EastWest/EEG)			36
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
1125/158	62/1		
<b>DEBORAH COX</b>			CHART
It's Over Now (Arista)			37
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
1098/154	79/2		
<b>BRANDY</b>			CHART
Almost Doesn't Count (Atlantic)			38
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
1053/632	79/4		
<b>BLAQUE</b>			CHART
808 (Track Masters/Columbia)			39
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
1023/230	69/2		
<b>BC</b>			CHART
Why-O-Why (Red Ant)			40
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
1010/16	49/2		

## MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
<b>DRU HILL</b> You Are Everything (University/Island)	64
<b>SILK THE SHOCKER</b> f/MYA Somebody... (No Limit/Priority)	50
<b>DJ QUIK</b> You'z A Ganxxa (Profile/Arista)	45
<b>LINK</b> I Don't Wanna See (Relativity)	37
<b>OLU</b> Baby Can't Leave It Alone (Gee Street/V2)	36
<b>A+ f/CHICO DEBARGE</b> It's On You (Motown)	35
<b>LES NUBIANS</b> Makeda (OmTown/Virgin)	19
<b>MEN OF VIZION</b> Break Me Off (Love...) (MJJ/Work/ERG)	10
<b>NO GOOD-N-JIGGIE</b> Let's Go (Luke/Loud)	10
<b>2 LIVE CREW</b> The Real One (Lil' Joe)	9
<b>RAVEN SYMONE</b> With A Childs Heart (Private I/Mercury)	9

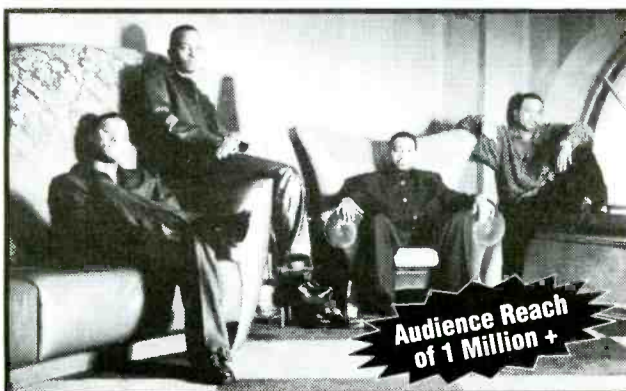
## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>BRANDY</b> Almost Doesn't Count (Atlantic)	+632
<b>CHANTÉ MOORE</b> Chante's Got A Man (Silas/MCA)	+593
<b>MAXWELL</b> Fortunate (Rock Land/Interscope/Columbia)	+590
<b>DRU HILL</b> You Are Everything (University/Island)	+484
<b>JT MONEY</b> Who Dat (Tony M/Freeworld/Priority)	+405
<b>WILLIE MAX</b> I'm Not Your Girlfriend (Motown)	+347
<b>DAVE HOLLISTER</b> My Favorite... (Def Squad/DreamWorks)	+334
<b>BEFORE DARK</b> Baby (RCA)	+321
<b>BLACKSTREET</b> f/JANET Girlfriend... (Lil' Man/Interscope)	+267
<b>KRAYZIE BONE</b> Thug... (Mo Thugs/Ruthless/Relativity)	+261

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
<b>MONICA</b> Angel Of Mine (Arista)
<b>QUINCY JONES</b> f/GARRETT... I'm Yours (Qwest/WB)
<b>MARIAH CAREY</b> I Still Believe (Columbia)
<b>COOL BREEZE</b> Watch For The Hook (Organized Noise/A&M)
<b>OUTKAST</b> Da Art Of Storytelling (LaFace/Arista)
<b>CASE</b> f/JOE Faded Pictures (Def Jam/RAL/Mercury)
<b>DRU HILL</b> These Are The Times (University/Island)
<b>XSCAPE</b> Softest Place On Earth (So So Def/Columbia)
<b>SNOOP DOGG</b> Woof (No Limit/Priority)
<b>JAY-Z</b> f/AMIL AND JA Can I Get A... (Def Jam/RAL/Mercury)

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.



# Reel Tight "I Want U"

KRRQ WTMP WFXE WJTT KJMM WQHH WJMG WEMX WTMG WOWI  
 WWWZ WEUP KBCE WACR WJZD WZFX WNEZ KIPR WHRK KYEA  
 WKGN WSOJ KVSP WPAL WJUC WLJM WJN KZWA WFXA WIIB  
 WZAK and many more!

Early Believers Are Making New Believers With "I Want U":  
 WUSL WWDM KRVV WIBB



HATERS BEWARE.

Nas

HATE ME NOW

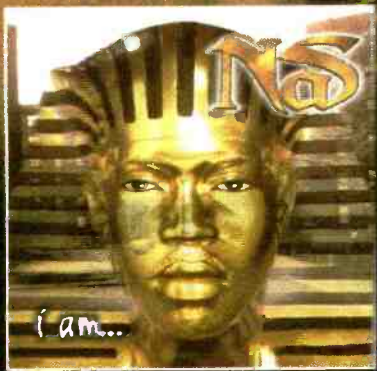
Featuring Puff Daddy

*The irresistible follow-up to the underground smash*

NAS IS LIKE.

*From the forthcoming classic*

i am...



*In stores Tuesday, April 6.*

*Produced by Pretty Boy and D. Moet for Fox 5 Music and  
Poke and Tone for Trackmasters Entertainment, Inc.*

*Puff Daddy appears courtesy of Bad Boy/Arista Records.*

Impacting radio  
April 5th & 6th

COLUMBIA

"Columbia" Reg. U.S. Pat. & Tm. Off. Marca Registrada. © 1999 Sony Music Entertainment Inc.

[www.famnas.com](http://www.famnas.com)  
[www.columbiarecords.com](http://www.columbiarecords.com)

**ARTIST  
BREAKDOWN**

ARTIST: **CHANTÉ MOORE**  
SONG: **"CHANTÉ'S GOT A MAN"**  
LABEL: **SILAS/MCA**

It's been a little while since we've heard from her (okay, so she did collaborate with **Boyz II Men** on "My Home Is in Your Heart" from the *How Stella Got Her Groove Back* soundtrack, but that's not the same). The debut single from her forthcoming *This Moment Is Mine* shows **Chanté Moore** is demanding more than a "moment" of anyone's time. Claiming the second Most Added position on the mainstream chart and tied for second on the adult side (**R&R**, 3/26), "Chanté's Got a Man" has obtained New & Active status on both charts. It seems the joy Chanté is singing about has the whole country celebrating her loving "possession."

"Chanté's Got a Man" is a conversation between Chanté and her girlfriend

(female friend for those whose imaginations are wandering). She shares with homegirl the great way her lover treats her and tries to persuade homegirl not to give up on finding a good man. Though she sympathizes with sista girl ("It's such a shame your man is playing games/I heard you say that men are all the same"), she's found that homegirl's opinion of men is one-sided: "It's not the truth, girl, 'cause I got proof, girl/I got a man at home." (Good for you. I got a 3,000-piece jigsaw puzzle I just completed.)

In a sincere manner, Chanté says to homegirl: "Don't you know how beautiful you are inside, girl/Don't you let nobody go and steal your pride." (Perhaps that's why homegirl got a man who isn't good to her. Ladies, demand respect. Behave respectfully ... you'll attract respect.) In an apologetic tone, she sings, "I'm sorry that your man ain't home/I'm sorry that yours left you alone." Though empathy is shared, emotional fulfillment is applauded — just listen to the chorus: "Chanté's got a man at home, and he's so good to me." (Can I borrow him?)

Chanté Moore has once again amazed us. The voice ... the artist. This single is full of romance and praise, but not in the traditional way. Moore is not singing to dude, but about dude. She gives props for dude's love and tries to convince her friend that her (Moore's) mate isn't a rare gem, though he is a priceless jewel. This encouraging, passionate song gave me hope, and that's hard to do. Peace.

— Tanya O'Quinn  
Asst. Urban Editor



Artist Breakdown highlights artists with strong chart momentum.

**IN MY OPINION**

with **Tony Black**

**Maxwell**  
**"Fortunate"**  
**Rockland/Interscope/**  
**Columbia**

MD — WJNN/Dothan, AL

When I first listened to Maxwell's latest project, "Fortunate," the first thing that came to mind was, "Damn, finally a song that all demos would love — men, women and kids." I thank God for this artist and a song that's able to put a smile on everybody's face. The volume on your radio will increase to a high level, and voices (perhaps yours?) will join in on this widely appealing song.

This is a no-brainer. This song definitely needs to be programmed into your rotation; it will make it stronger. So let Maxwell spin on your station; both he and your listening audience will appreciate it. The music industry is fortunate to have an artist like Maxwell and a song like this one.

**ADVANCE NOTICE**

Giving you fair warning: These are the singles that are going for adds on Monday (4/5) and Tuesday (4/6).

702 Where My Girls At? (Motown)

TEVIN CAMPBELL For Your Love (Qwest/WB)

DONNELL JONES Shorty (Arista)

R. KELLY One Man (Jive)

NAS f/PUFF DADDY Hate Me Now (Columbia)

NAUGHTY BY NATURE Live Or Die (Arista)

TQ Better Days (Clockwork/Epic)

TYRESE Lately (RCA)

**"BABY CAN'T LEAVE IT ALONE"**

**URBAN**  
**5th MOST ADDED**

**URBAN A/C**  
**#1 MOST ADDED**

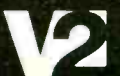
- WZAK-Cleveland
- WNEZ-Hartford
- WNOV-Milwaukee
- WKKV-Milwaukee
- WHRK-Memphis
- WTMP-Tampa
- KPRS-Kansas City
- WAMO-Pittsburgh
- WPAL-Charleston
- WDZZ-Flint
- WTLZ-Saginaw
- WTMG-Gainesville
- WKPO-Madison
- KBCE-Alexandria
- WMGL-Charleston
- KIPR-Little Rock
- KYEA-Monroe
- WJNN-Dothan

- WJMG-Laurel
- WKNV-Knoxville
- WESE-Tulepo
- KZWA-Lake Charles
- KVSP-Oklahoma
- KJMM-Tulsa
- KVJM-Bryan
- KKBY-Seattle
- WQHH-Lansing
- WWDW-Columbia
- WBLO-Louisville
- WFEX-Columbus
- WFXA-Augusta
- WJZD-Biloxi
- WJMI-Jackson
- KIIZ-Killeen
- WMNX-Wilmington
- KKBY-Seattle

- WDAS-Philadelphia
- WYLD-New Orleans
- KMJQ-Houston
- KQXL-Baton Rouge
- WDLT-Mobile
- WKXI-Jackson
- WUVA-Charlottesville
- WFLM-Ft. Pierce
- WLVH-Savannah
- WEUP-Huntsville
- KLMB-Monroe

www.peeps.com

GEESTREET



'HERE'S A HIT  
THAT'S BEGINNING  
TO EXPLODE'





**The first  
single from**

*Raven Symoné*

**"With A Childs Heart"  
New & Active**

**ALREADY ON AT**

**WVEE/Atlanta  
WKGN/Knoxville  
WJTT/Chattanooga  
WIBB/Macon  
WJJN/Dothan  
WJKX/Laurel**

**WZAK/Cleveland  
WJKS/Wilmington  
WPAL/Charleston  
KIIZ/Killeen  
KBCE/Alexandria  
WLJM/Lima**

**WTMP/Pittsburgh  
KIPR/Little Rock  
WQHH/Lansing  
WFXE/Columbus  
KZWA/Lake Charles  
KYEA/Monroe**

**WNOV/Milwaukee  
WWDM/Columbia  
WJZD/Biloxi  
WACR/Tupelo  
WJMG/Laurel  
KVJM/Bryan**

**ADDS THIS WEEK**

**WUSL/Philadelphia  
WBLO/Louisville  
WEUP/Huntsville**

**KKBY/Seattle  
KVSP/Oklahoma City  
WKPO/Madison**

**WKKU/Milwaukee  
KJMM/Tulsa**

**WNEZ/Hartford  
WTMG/Gainesville**

**VIDEO PLAYING ON BET & THE BOX**

**Album entitled *Undeniable* in stores May 4th**



Distributed by Island/Mercury Records through Universal Music and Video Distribution, Inc.,  
10 Universal City Plaza, 4th flr, Universal City, CA 91608



Stations and their adds listed alphabetically by market

URBAN

Table listing radio stations and their reporters across various markets including Alexandria, LA; Charleston, SC; Dayton, OH; Hartford, CT; Laurel, MS; Madison, WI; Montgomery, AL; Raleigh, NC; Toledo, OH; Atlanta, GA; Charlotte, NC; Detroit, MI; Jackson, MS; Lexington, KY; Miami, FL; Milwaukee, WI; New Orleans, LA; Norfolk, VA; Oklahoma City, OK; Philadelphia, PA; Pittsburgh, PA; Richmond, VA; Savannah, GA; Seattle, WA; Shreveport, LA; Springfield, MA; Tampa, FL; Tulsa, OK; Washington, DC; Wilmington, DE; and Wichita, KS.

URBAN AC

Table listing radio stations and their reporters for Urban AC format across various markets including Atlanta, GA; Baltimore, MD; Baton Rouge, LA; Birmingham, AL; Charleston, SC; Charlottesville, VA; Greensboro, NC; Jacksonville, FL; Louisville, KY; Milwaukee, WI; New York, NY; Raleigh, NC; St. Louis, MO; Savannah, GA; Tampa, FL; Tulsa, OK; and Washington, DC.



APRIL 2, 1999

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
3	1	1	1	<b>JESSE POWELL</b> You (Silas/MCA)	913	931	944	969	35/0
4	4	3	<b>2</b>	<b>TYRESE</b> Sweet Lady (RCA)	851	831	816	824	34/1
2	2	2	3	<b>WHITNEY HOUSTON</b> Heartbreak Hotel (Arista)	841	863	931	976	34/1
5	5	4	4	<b>LAURYN HILL</b> Ex-Factor (Ruffhouse/Columbia)	770	782	769	764	34/1
1	3	5	5	<b>R. KELLY</b> When A Woman's Fed Up (Jive)	753	765	907	994	34/0
10	10	7	<b>6</b>	<b>ERIC BENET f/FAITH EVANS</b> Georgy Porgy (Warner Bros.)	702	634	554	518	35/0
8	6	6	7	<b>CASE f/JOE</b> Faded Pictures (Def Jam/RAL/Mercury)	611	643	672	669	27/0
6	7	8	8	<b>TEMPTATIONS</b> This Is My Promise (Motown)	549	577	655	702	25/0
11	11	9	<b>9</b>	<b>KENNY LATTIMORE</b> If I Lose My Woman (Columbia)	521	515	493	490	27/1
9	9	10	<b>10</b>	<b>MONICA</b> Angel Of Mine (Arista)	485	481	576	623	24/0
17	14	13	<b>11</b>	<b>QUINCY JONES f/GARRETT...</b> I'm Yours (Qwest/WB)	444	404	394	375	27/1
7	8	12	<b>12</b>	<b>DEBORAH COX</b> Nobody's Supposed To Be Here (Arista)	443	423	597	692	23/0
<b>BREAKER</b>			<b>13</b>	<b>BONEY JAMES f/SHAI</b> I'll Always Love You (Warner Bros.)	411	341	251	175	28/1
19	15	14	<b>14</b>	<b>DIVINE</b> One More Try (Pendulum/Red Ant)	404	395	345	323	24/1
<b>BREAKER</b>			<b>15</b>	<b>GLENN JONES</b> Baby Come Home (SAR/WB)	391	319	277	227	20/0
13	12	11	16	<b>SHANICE</b> When I Close My Eyes (LaFace/Arista)	384	427	427	424	22/0
<b>BREAKER</b>			<b>17</b>	<b>MAXWELL</b> Fortunate (Rock Land/Interscope/Columbia)	352	188	69	—	24/2
23	20	19	<b>18</b>	<b>K-CI &amp; JOJO</b> Life (Rock Land/Interscope)	327	285	268	238	16/1
12	13	16	19	<b>KIRK FRANKLIN</b> Lean On Me (Gospo Centric/Interscope)	317	337	403	439	19/0
27	26	22	<b>20</b>	<b>WILL DOWNING &amp; GERALD ALBRIGHT</b> Pleasures... (Verve/Motown)	284	268	227	217	21/0
—	—	—	<b>21</b>	<b>LES NUBIANS</b> Makeda (OmTown/Virgin)	264	237	281	352	20/4
22	21	21	22	<b>VESTA</b> You Still Do It (I.E./Motown)	255	274	253	240	17/1
26	25	26	<b>23</b>	<b>LUTHER VANDROSS</b> I'm Only Human (LV/Virgin)	250	209	241	227	14/0
28	27	23	24	<b>ARETHA FRANKLIN</b> In The Morning (Arista)	232	232	225	216	18/0
—	29	27	<b>25</b>	<b>JAMES GREAR &amp; CO.</b> Because You Love Me (Born Again)	201	200	185	177	13/0
<b>DEBUT</b>			<b>26</b>	<b>CHANTÉ MOORE</b> Chante's Got A Man (Silas/MCA)	192	94	30	—	18/1
29	28	25	27	<b>KEITH SWEAT</b> I'm Not Ready (Elektra/EEG)	189	217	221	216	12/0
<b>DEBUT</b>			<b>28</b>	<b>DEBORAH COX</b> It's Over Now (Arista)	182	106	22	—	18/3
18	18	24	29	<b>MARIAH CAREY</b> I Still Believe (Columbia)	181	220	315	342	12/0
30	30	30	30	<b>LAURYN HILL &amp; D'ANGELO</b> Nothing... (Ruffhouse/Columbia)	177	184	181	210	11/0

This chart reflects airplay from March 22-28. Songs ranked by total plays. Highlighted songs indicate Breaker.

36 Urban AC reporters. 35 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

**PEABO BRYSON** Did You Ever... (Private Music/Windham Hill)  
Total Plays: 173, Total Stations: 20, Adds: 3

**TLC** No Scrubs (LaFace/Arista)  
Total Plays: 159, Total Stations: 9, Adds: 0

**CHAKA KHAN** This Crazy Life Of Mine (Earth Songs/NPG)  
Total Plays: 139, Total Stations: 16, Adds: 6

**DAVE HOLLISTER** My Favorite Girl (Def Squad/DreamWorks)  
Total Plays: 136, Total Stations: 15, Adds: 7

**FAITH EVANS f/PUFF DADDY** All Night Long (Bad Boy/Arista)  
Total Plays: 127, Total Stations: 8, Adds: 2

**MEN OF VIZION** Break Me Off (Love Theme...) (MJJ/Work/ERG)  
Total Plays: 104, Total Stations: 12, Adds: 1

**BLACKSTREET f/JANET** Girlfriend/Boyfriend (Lil' Man/Interscope)  
Total Plays: 88, Total Stations: 4, Adds: 0

**NEVILLE BROTHERS** Little Piece Of Heaven (Columbia)  
Total Plays: 85, Total Stations: 5, Adds: 0

**R. KELLY f/KEITH MURRAY** Home Alone (Jive)  
Total Plays: 78, Total Stations: 5, Adds: 0

**RAPHAEL SAADIQ f/Q-TIP** Get Involved (Hollywood/Motown)  
Total Plays: 67, Total Stations: 3, Adds: 0

Songs ranked by total plays

## BREAKERS®

<b>BONEY JAMES f/SHAI</b> I'll Always Love You (Warner Bros.)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
411/70	28/1	13
<b>GLENN JONES</b> Baby Come Home (SAR/WB)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
391/72	20/0	15
<b>MAXWELL</b> Fortunate (Rock Land/Interscope/Columbia)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
352/164	24/2	17

## MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
<b>OLU</b> Baby Can't Leave It Alone (Gee Street/V2)	11
<b>DAVE HOLLISTER</b> My Favorite Girl (Def Squad/DreamWorks)	7
<b>CHAKA KHAN</b> This Crazy Life Of Mine (Earth Songs/NPG)	6
<b>INNER SHADE</b> Tell Me Something (N2K Encoded Music)	5
<b>LES NUBIANS</b> Makeda (OmTown/Virgin)	4
<b>BRANDY</b> Almost Doesn't Count (Atlantic)	3
<b>PEABO BRYSON</b> Did You... (Private Music/Windham Hill)	3
<b>DEBORAH COX</b> It's Over Now (Arista)	3
<b>DRU HILL</b> You Are Everything (University/Island)	3
<b>FAITH EVANS f/PUFF DADDY</b> All Night... (Bad Boy/Arista)	2
<b>MAXWELL</b> Fortunate (Rock Land/Interscope/Columbia)	2
<b>SHAI</b> He's Doin' You Wrong (Big Play)	2

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>MAXWELL</b> Fortunate (Rock Land/Interscope/Columbia)	+164
<b>PEABO BRYSON</b> Did You... (Private Music/Windham Hill)	+112
<b>CHANTÉ MOORE</b> Chante's Got A Man (Silas/MCA)	+98
<b>CHAKA KHAN</b> This Crazy Life Of Mine (Earth Songs/NPG)	+94
<b>DEBORAH COX</b> It's Over Now (Arista)	+76
<b>GLENN JONES</b> Baby Come Home (SAR/WB)	+72
<b>BONEY JAMES f/SHAI</b> I'll Always Love You (Warner Bros.)	+70
<b>ERIC BENET f/FAITH EVANS</b> Georgy Porgy (Warner Bros.)	+68
<b>DAVE HOLLISTER</b> My Favorite Girl (Def Squad/DreamWorks)	+60
<b>BRANDY</b> Almost Doesn't Count (Atlantic)	+51

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
<b>DRU HILL</b> These Are The Times (University/Island)
<b>BRANDY</b> Have You Ever? (Atlantic)
<b>TEMPTATIONS</b> Stay (Motown)
<b>TAMIA</b> Loving You Still (Qwest/WB)
<b>TRIN-I-TEE 5:7</b> God's Grace (B-Rite/Interscope)
<b>GERALD LEVERT</b> Taking Everything (EastWest/EEG)
<b>FAITH EVANS</b> Love Like This (Bad Boy/Arista)
<b>JON B.</b> They Don't Know (Yab Yum/550 Music/ERG)
<b>XSCAPE</b> Softest Place On Earth (So So Def/Columbia)
<b>TEVIN CAMPBELL</b> Another Way (Qwest/WB)

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.

## WHAT DO ALL OF THESE RADIO STATIONS HAVE IN COMMON?

WRKS      WDAS      WMXD      WMMJ      KMJQ  
 WALR      KATZ      WWIN      KISF      WQMG  
 WFXC      WSOL      WIKS      WAAV      WTUG

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JIM KERR

jimkerr@rronline.com

## Goodbye Beastie Boys, Hello Dixie Chicks

□ Examining the Country format from the outside

Well, folks, what can I say? I don't know what happened at CRS, but apparently someone fed Lon some bad brisket, and he has decided he's had enough of the Country world. Someone had to take over, and I guess I'm the guy. I've got some pretty big shoes to fill (and a big hat, too, from what I hear), but I think I'm up to the job.

With the simple goal of starting out with a basic understanding of the strengths and weakness of my Country brethren, I decided that the best thing for me to do was to talk to one of the few people I know in the format, KBEQ/Kansas City PD **Mike Kennedy**. Now, I've known Mike since he was programming KBEQ as a CHR station, and I thought



Mike Kennedy

he would have the perspective I was looking for, that of someone who could identify with my questions as a newcomer while having strong roots in the Country community (after all, he's been programming Country for six years). I discovered I was only partially right about his roots: The impression I got from Mike was that he has experienced the same attitude from Country radio that I did when I moved to Dallas in 1991: "If you weren't born in Texas, you ain't a Texan."

**R&R:** One of the assumptions that people outside the format have — and they hold this assumption with some degree of jealousy — is that the artists are true friends of radio and that they bend over backward to help out the format's stations. Is this true?

**MK:** Absolutely. It is phenomenal the kind of friends that you make not at only at the radio and

record level, but with the artists too. At what format can you actually become friends with the artists? It happens in this format all the time. They are very accessible. The way Garth Brooks still does meet-and-greets is incredible. Guys like Brooks or George Strait are huge and don't have to do it, but they do. That's one of the huge pluses of this format for me personally. And they not only do it for us, they also do it for the fans. That doesn't happen in any other format. It's great.

**R&R:** Let's move from the artists and talk about their music. Edison Media president Larry Rosin caused a stir at the CRS, talking about how Country radio handles its records. The impression I got was that the format churns its music at a tremendous rate. Is that accurate?

**MK:** I think it's very accurate. I don't happen to share that philosophy, and we've never done it that way here, but there are way too many stations that watch the chart. They move records because of a chart, and they drop records because of a chart. In all honesty, do you really think there is a song that, on any given day, 50 to 80 stations will decide to drop? What do they do, just walk in the station and say, "OK, I'm over that one"? What's

the coincidence that all 80 of those radio stations would drop the same record on the same day?

**R&R:** Pardon my ignorance, but does that really happen?

**MK:** Yes. Not so much in the past six months, but before that you could have a song on 200-plus stations, it hits No. 1, and the next week it's only on 140 stations. I kid you not.

**R&R:** That's amazing. I've only had three No. 1s on the Alternative chart this year. You don't have long runs at the No. 1 spot in Country?

**MK:** Not at all. There have been a couple here and there, but the majority of the time it's not like that at all. Again, it's not so bad this year, and 1998 was a little better than before, when it wasn't uncommon for a record to hit No. 1 for a week and be gone the next. Even if it only takes 10 weeks to go to No. 1, it's still gone.

**R&R:** I had a couple of records

□□  
**At what format can you actually become friends with the artists? It happens in this format all the time.**

that were on the chart for over eight months last year.

**MK:** You won't see that happen at Country radio, even for the biggest of the biggest. As I said, though, it's getting better. People are realizing that we need to hang on to records longer. If they are testing good, you leave them on, and you keep on playing them.

**R&R:** With all of the music churning, that must mean that a lot of new artists are at least being given a chance to be on the radio.

**MK:** Not necessarily. Country programmers tend to choose a mediocre record by a star act rather than giving a killer record by a brand-new act an opportunity, even if they know that the brand-new act's got the better song.

**R&R:** That sounds like it originated with this format's allegiance to its artists.

**MK:** That's simply the way it's always been done. There were so few country artists to choose from many years ago that you didn't really have a choice. But now there are so many more you can choose from. The format should definitely step out and give some of them a shot.

**R&R:** Does the commitment of sticking with an artist, even if they release a lousy song, help record sales?

**MK:** I'm not in the record busi-

□□

**Country programmers tend to choose a mediocre record by a star act rather than giving a killer record by a brand-new act an opportunity, even if they know that the brand-new act's got the better song.**

□□

ness, but I actually think that maybe that's part of the reason sales are off. People blow through singles so fast that nobody has become familiar with them. If you are blowing through six singles on a CD, not all of them are going to be that strong, and I have to think that you are hurting yourself by doing that. You also take up spaces that you could be using to help break a new artist with a new single that's really good. We've had a lot of those recently; we just haven't given them the opportunity.

**R&R:** My impression is that Nashville is a fairly close-knit and conservative community, which can have positive and negative implications.

**MK:** It's a double-edged sword. Whether it's records or radio or the music business itself, it's a real close-knit group. That's great on one hand, but on the other hand there is a big wall there that keeps out a bunch of possibly new, fresh, exciting ideas that might breathe some life into a soft format.

**R&R:** Can you give me an example?

**MK:** Well, the biggest one in my mind is that, with other formats, a hit record can be developed in the basement of some guy's house in Chicago. If it gets on the air and reacts strongly enough, all of a sudden it's all over the world. If Country finds them, we like to take that person, move them to Nashville, and then groom them for two or three years to make sure they fit in the proper mold. Wouldn't it be great if we took something we heard that might explode and just put it on the radio to get a reaction?

**R&R:** It sounds like country acts are almost groomed and manufactured. You mean there's really no grass-roots support for independent artists?

**MK:** There really isn't. You would be hard-pressed to find an act that was playing

in a local club and had a CD that a radio person would jump on and spread the word about. We try to do that with a couple of acts here.

**R&R:** So if a local Country station finds a talented newcomer with a killer song, it doesn't put it on the air and try to spread the word to other programmers?

**MK:** No. It would rather refer them to a record label. And even if a label comes out and maybe sees them in a club or a showcase and signs them, they'll say, "OK,

let's get the process going here," and then two or three years later you might hear something. In some cases, that's absolutely fine, but if you are so excited about what you hear, let's get it on the radio and let people hear it.

**R&R:** Do you see things changing with consolidation and some of the recent critical press, or will the country industry say, "Screw everybody else. We don't care what Larry Rosin says — we are going to continue to do it our own way"?

**MK:** I think you are still going to have the guys who are very conservative, and they're still going to play that way and live that way. However, I do get the sense after the CRS meetings that there's a genuine level of concern. People are going to have to start thinking outside the box and figuring out what we can do differently to create some excitement. There's a ton of great new music and great new artists. The problem is: How do you go outside of these four little walls that we've created and let the world know about it?

We know about the Dixie Chicks, which is phenomenal, and Faith Hill — that's great. The world knows about Shania, but what about the rest of them? How do we get out there and expose it? I don't have the answer to that.

Some people, you are not going to change, but there are a lot of people who know that something has to be done before they get so conservative that they implode, which I fear is going to happen. I think you can "safe" yourself right into the ground. I would rather go down swinging.

### Back To Alternative

With that comment, I hung up the phone. I have to admit, I was getting excited. A format that's in the midst of some adversity circles the wagons and reinvents itself for the future. Now that sounds like a format I could enjoy working with. I think I could get used to this Country thing....

Oh. That was Lon on the phone. Apparently, I've been the victim of an April Fool's joke and will be back doing the Alternative column next week. I hate when that happens. Well, I hope I wasn't the only one fooled. Anyway, before I go, can somebody out there send me that Shania Twain calendar? She looks so much better than Marilyn Manson.

□□

**I do get the sense after the CRS meetings that there's a genuine level of concern.**

□□



**WISDOM OF A HIT MAN** — Randy Travis recently visited the offices of DreamWorks Records in Los Angeles to celebrate his 21st No. 1 single, "Spirit of a Boy/Wisdom of a Man." Seen here are (l-r) DreamWorks Nashville's James Stroud; DreamWorks' Lenny Waronker; Travis; DreamWorks' Mo Ostin; Travis' wife, Elizabeth; DreamWorks Nashville's Scott Borchetta; and DreamWorks' John Rose.

# Foreign Acts Win Country Awards

□ Gill and McEntire are among the int'l winners at British Country Music Awards

And the winners for Male Vocalist and Female Vocalist of the year are ... drum roll, please ... **Charlie Landsborough** and **Mary Duff**.

Never heard of them? That's because you don't live in the UK. But they are the winners of the 1999 British Country Music Assn. Awards. As far as names you'll recognize, they're in the *international* categories of the BCMA Awards.

**Vince Gill** looks like a local to those of us in Nashville, but he was the big international winner when the awards were announced last week. In addition to being named International Male Vocalist, Gill received the International Album award for *The Key*.

**Reba McEntire**, who did several UK concerts and TV appearances during last fall's European tour, was the International Female Vocalist winner. With Gill and McEntire, the **Mavericks** helped MCA sweep the major international categories. Despite the fact that the Mavericks' last album, *Trampoline*, was essentially a pop project, they chalked up their second win as the UK's favorite country band.

The **Dixie Chicks**, who are giving thought to visiting Europe this year, were voted in for the International Rising Star award. For the second consecutive year, **Alison Krauss & Union Station** took the title of International Bluegrass Group, and Rounder's **Heather Myles** was selected Best Artist on an Independent Label.

But back to the UK artists ... Landsborough won the Male Vocalist honor for the third consecutive year. Duff, who is from Ireland, is a previous Rising Star Award winner. This year's Rising Star honor went to 17-year-old **Adam Couldwell**, who opened a series of concerts for McEntire during her European tour. The **Down County Boys** picked up their fourth win as British Bluegrass Band, and the **Haleys** — a sister act — enjoyed their second win in the Group/Duo division. Album of the Year honors went to *Tribute to Hank Williams* by the **Rimshots w/Rusti Steel & The Tin Tax**.

Now in its fourth year, the BCMA Awards are determined by an electoral college of some 150 members of the UK country music industry, including concert promoters, journalists, DJs, musicians and club organizers.

## Hill Hits The Road

**Faith Hill** and Gen. **Colin Powell** are teaming up for a tour. If it sounds like an odd double bill, you'll be relieved to know that Powell hasn't been signed to a record deal and he won't be singing. Instead, the tour marks the start of a nationwide book

COUNTRY FLASHBACK

1 YEAR AGO

• No. 1: "Perfect Love" — Trisha Yearwood

5 YEARS AGO

• No. 1: "My Love" — Little Texas

10 YEARS AGO

• No. 1: "The Church On Cumberland Road" — Shenandoah

15 YEARS AGO

• No. 1: "Happy Birthday Dear Heartache" — Barbara Mandrell

20 YEARS AGO

• No. 1: "I Just Fall In Love Again" — Anne Murray (third week)

25 YEARS AGO

• No. 1: "Magnolia Blossoms" — Billy "Crash" Craddock

drive to support literacy programs for U.S. children and youth. The drive is a partnership between Hill's Family Literacy Project and Powell's America's Promise — The Alliance for Youth.

While many other platinum-selling acts rush at the chance to headline their own tours, Hill has patiently waited until the timing was perfect to place her name at the top of the marquee. With the crossover success of "This Kiss" fueling sales of the triple-platinum album *Faith*, Hill is able to offer an impressive calling card.

Fans are being asked to donate their new or "gently used" children's books at the concerts in return for a chance to meet Hill. The books will be collected for distribution to local schools.

It appears as though Hill has a new fan in Powell. He says, "I am honored to have Ms. Hill as a partner in our effort to point the nation's youth in the right direction. Her commitment is a perfect example of how someone can devote their time and talent to amplify the importance of our crusade."

Hill's "This Kiss" tour, sponsored by Cracker Barrel Old Time Country Store and CMT, kicks off April 9 at the Orpheum Theater in Minneapolis. Before the first leg of the tour ends May 14 in Hershey, PA, it will have stopped in 20 cities, including St. Louis, Indianapolis, Chicago, Kansas City, Denver, Phoenix, Seattle, Salt Lake City and Boise, ID. The May 1 show at the Greek Theater in Los Angeles also features **Deana Carter**.

## BlackHawk Update

**BlackHawk's Dave Robbins** brought his junior-high track medals to last week's press conference announcing that the band will host the first annual "Run on the Row" on June 19, the Saturday after Fan Fair closes in Nashville. Robbins just wanted to make it clear that he's serious about running.

The event, which culminates with a BlackHawk concert at the new BMG offices on Music Row, benefits the Frances Williams Preston Laboratories, a division of the T.J. Martell Foundation at Nashville's Vanderbilt Cancer Center.

Bandmember **Henry Paul** hopes to see other celebrities participating in the 5k and one-mile runs. "There are a lot of people in the music industry who run," Paul says. "It's not the prettiest picture, but I see a lot of my friends running out there at lunch time."

A longtime supporter of the Vanderbilt Cancer Center, BlackHawk's appreciation of the facility was heightened when bandmember **Van Stephenson** underwent surgery in February to remove a malignant melanoma. Stephenson is now cancer-free, although Paul and Robbins emphasize that it will be a while before their bandmate joins them on the road. At the moment, Stephenson is using a wheelchair when he leaves his home, although Paul explains, "It's more about the surgery and healing than it is about the cancer. His incision won't close because he's doing the watusi in the dad-gum living room! He's just anxious to get back to work."

## Bits 'N' Pieces

• While the Dixie Chicks are in Orlando on April 8 to tape their performance on the upcoming ACM Awards show, they'll also be doing a photo shoot for the July issue of *InStyle* magazine. The Chicks will be showcased in the "Women Who Rock" feature, which also will include **Gwen Stefani** of No Doubt, **Sarah McLachlan** and **TLC**.

• **Willie Nelson** and **Kenny Wayne Shepherd** are among the headliners for the Louisiana Hayride Homecoming Concert taking place April 3 at Shreveport, LA's Municipal Auditorium. The event celebrates the 50th anniversary of the Hayride, which was broadcast throughout the '50s and '60s on WKH-AM/Shreveport. The concert will also feature former Louisiana Gov. **Jimmie Davis**, the Country Music Hall of Fame member who'll celebrate his 100th birthday in September.

— Calvin Gilbert

# Julie Reeves

## NEW ARTIST FACT FILE

**Current Single:** "It's About Time"

**Current Album, Label:** *It's About Time*, Virgin  
(April 20 release date)

## Background

**Julie Reeves** was born in Ashland, KY, the same town that once served as home for the Judds. The area in northeast Kentucky also provided the musical beginnings for Loretta Lynn, Keith Whitley, Ricky Skaggs, Patty Loveless, Dwight Yoakam, Earl Thomas Conley and others.

Why is northeast Kentucky such fertile ground for country singers? "I guess it's in the water," Reeves tells *R&R*. "It is pretty amazing. I think it's because of the Appalachian roots. We grew up listening to country and bluegrass music, so we were always surrounded by it." Recalling that country albums were always in her mother's record collection, Reeves says, "I remember seeing Tanya Tucker's album where she's got on that leather outfit. I remember being so intrigued by that."

Reeves' interest in country later extended to Reba McEntire and Linda Ronstadt. By the time she was in high school, Reeves was singing at area fairs and festivals in a vocal trio that included her mother and family friend Danny Craig. Reeves says, "We'd throw a cover tune in now and then, but our thing was doing all originals."

Craig was a friend of the late Keith Whitley, whose sister encouraged the trio to seek their fortune outside Kentucky. They arrived in Music City in 1994, but Reeves says, "The day we moved here, I was crying my eyes out all day. I was a young girl leaving home." On the trip, Reeves kept changing her mind about the move. She now admits, "They were finally waiting on me at a gas station while I was trying to make up my mind."

## The Deal

Once in Nashville, the trio's dream of success didn't come true. When the trio broke up, Reeves remained in Nashville, where she found work as a demo singer. She says, "I wasn't making a living out of it, like Joe Diffie and Trisha Yearwood did, but I was making some pretty good money doing demos and did quite a few. That's how I found most of the songs on my album."

Reeves was singing a demo when industry veteran Jayne Young heard her. Young had spent years in the Nashville music industry, but was then working in an A&R position at W&R Music Group in New York. She flew Reeves to New York to audition for company chief Ric Wake, whose production credits include projects with Celine Dion and Natalie Cole.

"He wanted to sign me to a production deal, but he didn't know anything about country," Reeves says. "So he called Scott Hen-



Julie Reeves

dricks." At the time, Hendricks was President of Capitol/Nashville. He signed Reeves to the label and produced an album that was ready for release when he exited the label in 1997. Although Hendricks' next label move was not absolutely certain, Reeves left Capitol at the same time.

"He signed me," Reeves says. "He was my producer, so I knew I couldn't be without Scott. It was a little scary, because I'd already decided I was going with Scott wherever he was going. I was taking a risk, but I knew he was going to keep me under his wing and it was going to be okay."

Last year, when Hendricks was named President of Virgin's new country label, Reeves was the first act signed. With the release of her debut single, "It's About Time," Reeves also provides the first music from the new label. She says, "I really wanted this to happen, because I thought it would be an awesome opportunity to be the first artist on a new label."

## The Future

While most of the sessions for the Capitol project are included on Reeves' upcoming Virgin debut album, Hendricks and Reeves recorded a couple of new songs, including "It's About Time." Regarding the title track and the first single, Reeves says, "I knew it was different. I knew it didn't exactly fit into everything I'd done, but I wanted to make a big entrance." As for the rest of the album, she explains, "All the songs are so different. I just cut songs that I really liked — and liked to sing."

Reeves got her introduction to Country programmers at the recent Country Radio Seminar in Nashville, but she'll be gaining visibility in April and May as one of the newcomers who will be opening shows for Alan Jackson on his "High Mileage Tour." Reeves says, "It's a great opportunity for me to get exposure. I feel honored, mainly because it's Alan Jackson."

Reeves also makes her TV debut during an April 12 visit to TNN's *Prime Time Country*. "It's my first one, and I'm scared to death," she laughs. "I'd better get to the gym."



COUNTRY TOP 50

APRIL 2, 1999

Table with columns: 3W, 2W, LW, TW, ARTIST TITLE LABEL(S), TOTAL STATIONS/ADDS, PLAY RANK, TOTAL PLAYS, +/- PLAYS, TOTAL POINTS, +/- POINTS. Lists top 50 country songs including Kenny Chesney, Lee Ann Womack, and Chad Brock.

This chart reflects airplay from March 22-28. 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®

- REBA MCENTIRE One Honest Heart (MCA) 65% of our reporters on it (122 stations) 16 Adds • Moves 36-31
JOE DIFFIE A Night To Remember (Epic) 64% of our reporters on it (120 stations) 11 Adds • Moves 38-32
CLAY WALKER She's Always Right (Giant) 63% of our reporters on it (117 stations) 7 Adds • Moves 33-30
BRAD PAISLEY Who Needs Pictures (Arista) 63% of our reporters on it (117 stations) 12 Adds • Moves 39-36

MOST ADDED®

Table with columns: ARTIST TITLE LABEL(S), TOTAL ADDS. Lists songs added to the chart, including George Strait, Dixie Chicks, and Sara Evans.

MOST INCREASED PLAYS

Table with columns: ARTIST TITLE LABEL(S), TOTAL PLAY INCREASE. Lists songs with the greatest increase in total plays, including Tim McGraw and Shania Twain.

MOST INCREASED POINTS

Table with columns: ARTIST TITLE LABEL(S), TOTAL POINT INCREASE. Lists songs with the greatest increase in total points, including Tim McGraw and Shania Twain.

HOTTEST RECURRENTS

- DIXIE CHICKS You Were Mine (Monument)
BILLY RAY CYRUS Busy Man (Mercury)
MARK CHESNUTT I Don't Want To Miss A Thing (MCA)
JO DEE MESSINA Stand Beside Me (Curb)
DIAMOND RIO Unbelievable (Arista)
SARA EVANS No Place That Far (RCA)
JOHN MICHAEL MONTGOMERY Hold On To Me (Atlantic)
MARTINA MCBRIDE Wrong Again (RCA)
RANDY TRAVIS Spirit Of A Boy... (DreamWorks)
BLACKHAWK There You Have It (Arista)

Note: A reporting error occurred last week on the playlist for WGH/Norfolk affecting trending on several songs. All plays were reviewed — and where appropriate, bullets were awarded. Chart positions, however, were not changed.

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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# The New Album Gallery

In Stores: April 6, 1999



## Montgomery Gentry *Tattoos and Scars* (Columbia)

Just when you think country music has lost much of its rough and rowdy heritage, Montgomery Gentry knocks the doors open with "Hillbilly Shoes," a debut offering which climbs to No. 18 on this week's R&R Country Singles chart. And lest you think that this is another "manufactured act," keep in mind that Eddie Montgomery and Troy Gentry have spent years playing the honky-tonk circuit around their home town of Lexington, KY. Montgomery says, "We do get kind of wild onstage, so sometimes when we play in new places with the type of music we're doing, people are like, 'Wham! Hold on, boys, I don't know if we want to go that far or not!' We like to play music that sort of dares us, 'Can we step on this side of the fence or not?'" Of course, that daredevil attitude has been the hallmark of country acts as far back as Hank Williams. In patterning themselves as modern-day "country outlaws," Montgomery says, "We believe in our music so much. There's not a song on the CD that we haven't lived." Gentry adds, "We like Nashville, and hope it's a place that will let us just be us. No vanilla, no doctoring, just the music we like to make." Montgomery is, of course, John Michael Montgomery's brother, but he's making music and building a career on his own terms. *Tattoos and Scars* was produced by Joe Scaife, whose prior credits include projects with Billy Ray Cyrus and K.T. Oslin. Charlie Daniels makes a guest appearance on "All Night Long."

## GOING FOR ADDS

April 5, 1999

### Mary Chapin Carpenter "Almost Home"

**Columbia:** Some time has passed since Mary Chapin Carpenter had a major hit at Country radio, but she has to know that the welcome mat is still out after seeing the SRO crowd of programmers at her acoustic performance during the recent Country Radio Seminar in Nashville. Carpenter cowrote "Almost Home" with Beth Nielsen Chapman and Annie Roboff, who scored crossover success with Faith Hill's "This Kiss." "Almost Home" is one of the new tracks from Carpenter's *Party Doll and Other Favorites*, a greatest-hits package set for May 25 release.

### Chalee Tennison "Someone Else's Turn to Cry (The Mirror, Mirror Song)"

**Asylum/EEG:** If it's a good thing for new artists to have paid their dues before releasing a first album, Texas-born Chalee Tennison has a distinct advantage. After all, she's worked as a guard at a maximum-security women's prison, and she's also installed a few sheets of drywall as a construction worker. Tennison wrote this first single from her self-titled debut album, which will be in stores on June 8.

### Travis Tritt "Start the Car"

**Warner Bros.:** In recording his eighth Warner Bros. album, *No More Looking Over My Shoulder*, Travis Tritt credits co-producer Billy Joe Walker Jr. for bringing him great songs, including this one from pop singer/songwriter Jude Cole. For the next two months, Tritt will be spending his weekends calling stations during the Country Cares for St. Jude Kids radiothons.

## OUT OF THE BOX

Meg Stevens, PD  
WBBS/Syracuse

### SARA EVANS "Fool, I'm a Woman" (RCA)

Sara Evans' new release, "Fool, I'm a Woman," is a hit! This record truly grabs you and sticks with you, and the moment the background kicks in, you find yourself thinking, "Vince who?" It's real country with a contemporary flair, and I love it! This song caught me the first time I heard it and has stayed with me ever since. In the past, Sara's been a little too "country" for us — but this new contemporary sound will thrive in New York. "Fool, I'm a Woman" will definitely be Sara's biggest song to date.

## ON THE RECORD

Ronnie Lane, PD  
WRBQ/Tampa

### SHANE MINOR "Slave to the Habit," (Mercury)

Shane Minor's debut single, "Slave to the Habit," is electrifying! It's a tap-your-foot, feel-good song that's well-produced. Minor has an infectious style, and "Slave to the Habit" releases a contagious energy. Minor is well-received here in Tampa. We put him on the air and got immediate phone response — not just five or six calls, more like 15-20! Actually, some of the listeners called him a male version of Shania Twain ... Shania is so hot right now that that's a good thing. If you're looking for upbeat, fun and great-sounding music, "Slave to the Habit" fits all of those categories. If radio gives this song a chance, it will be a smash for Shane Minor.

# LIA'S NEON NIGHTS IS REALLY KICKIN'



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## NEW & ACTIVE

**LINDA DAVIS** From The Inside Out (*DreamWorks*)  
Total Stations: 29, Total Points: 750, Total Adds: 5, Including: WUSQ 12, KXKC 11, WXTA 11, WKDQ 10, KJUG 8, KXDD 8, KGNU 7, KSSN 7, WOVK 7, WAXX 6, KFDI 5, WBBS 5, WDEN 5, WRKZ 5, WTCR 5, WWYZ 5, KUZZ 4, KKAT 3  
Plays Include: WCTQ 16 (6), WFMS 15 (3), WAYZ 10 (10), KTTS 6 (1), WTCM 5 (5), KIKK 2 (2)

**MARK NESLER** Baby Ain't Rocking... (*Asylum/EEG*)  
Total Stations: 10, Total Points: 345, Total Adds: 0, Including: WMTZ 16 (16), WKDQ 11 (11), KTTS 9 (7), KKCS 8 (8), WBEE 8 (6), WRKZ 5 (5)

**LARI WHITE** John Wayne Walking Away (*Lyric Street*)  
Total Stations: 19, Total Points: 316, Total Adds: 11, Including: WDAF 10, KFDI 5, WBCT 4, KIKK 2  
Plays Include: KPLM 12 (12), WKDQ 11 (11), WTCM 10 (5), KTTS 7 (7), WDEN 5 (5), WWYZ 5 (5)

**T. GRAHAM BROWN** Happy Ever After (*Platinum*)  
Total Stations: 10, Total Points: 303, Total Adds: 1, Including: WTHI 5  
Plays Include: WTCM 10 (8), KFDI 7 (6), WIVK 6 (5), WRBQ 3 (3), WTQR 3 (1)

**M. CHAPIN CARPENTER** Almost Home (*Columbia*)  
Total Stations: 13, Total Points: 265, Total Adds: 8, Including: WMZQ 12, KXKC 5, WWGR 1  
Plays Include: KUBL 15 (4), WCTQ 10 (6), KHAY 6 (2)

**JON RANDALL** Cold Coffee Morning (*Asylum/EEG*)  
Total Stations: 12, Total Points: 260, Total Adds: 0, Including: KFDI 8 (7), KTTS 8 (6), WOVK 8 (7), WXCT 7 (5), WTCR 6 (6), KVOO 5 (5), WDEN 5 (5), WRKZ 5 (5), WWYZ 5 (5)

### Songs Ranked By Total Points

## NATIONAL RADIO FORMATS

### ABC RADIO NETWORKS

#### Coast-To-Coast

**Mark Edwards • (972) 991-9200**

#### Adds:

JOE DIFFIE A Night To Remember  
GEORGE STRAIT Write This Down  
WILKINSONS Boy Oh Boy

#### Hottest:

TIM MCGRAW Please Remember Me  
CHAD BROCK Ordinary Life  
STEVE WARINER Two Teardrops  
MONTGOMERY GENTRY Hillbilly Shoes

#### Real Country

**Dave Nicholson • (602) 966-6236**

#### Adds:

GEORGE STRAIT Write This Down

#### Hottest:

TY HERNDON Hands Of A Working Man  
KENNY CHESNEY How Forever Feels  
LEE ANN WOMACK I'll Think Of A Reason Later  
VINCE GILL Don't Come Cryin' To Me  
COLLIN RAYE Anyone Else

### ALTERNATIVE PROGRAMMING

**Steve Knoll • (800) 231-2818**

#### Gary Knoll

#### Adds:

MANDY BARNETT I've Got A Right To Cry  
DIXIE CHICKS Tonight The Heartache's On Me  
SHANE MINOR Slave To The Habit  
MARK NESLER Baby Ain't Rocking Me Right  
WILKINSONS Boy Oh Boy

#### Hottest:

MONTGOMERY GENTRY Hillbilly Shoes  
SHANIA TWAIN Man! I Feel Like A Woman!

### BROADCAST PROGRAMMING

**Walter Powers • (800) 426-9082**

#### Super Country/Pure Country

#### Ken Moultrie

#### Adds:

BLACKHAWK Your Own Little Corner Of My Heart  
REBA MCENTIRE One Honest Heart  
TIM MCGRAW Please Remember Me  
JOHN MICHAEL MONTGOMERY Hello L.O.V.E.

#### Hottest:

ALAN JACKSON Gone Crazy  
TRISHA YEARWOOD Powerful Thing  
DIXIE CHICKS You Were Mine  
LEE ANN WOMACK I'll Think Of A Reason Later  
CHAD BROCK Ordinary Life

#### Mainstream Country

#### L.J. Smith

#### Adds:

No adds  
**Hottest:**  
CHAD BROCK Ordinary Life  
BROOKS & DUNN I Can't Get Over You  
MARK WILLS Wish You Were Here  
ALAN JACKSON Gone Crazy  
LEE ANN WOMACK I'll Think Of A Reason Later

#### New Country

#### L.J. Smith

#### Adds:

JOHN MICHAEL MONTGOMERY Hello L.O.V.E.  
BRAD PAISLEY Who Needs Pictures

#### Hottest:

BROOKS & DUNN I Can't Get Over You  
ALAN JACKSON Gone Crazy  
LEE ANN WOMACK I'll Think Of A Reason Later  
SAWYER BROWN Drive Me Wild  
MARK WILLS Wish You Were Here

### JONES RADIO NETWORK

**Jim Murphy • (303) 784-8700**

#### U.S. Country

#### John Hendricks

#### Adds:

GEORGE STRAIT Write This Down

### JONES RADIO NETWORK CONTINUED

#### Hottest:

CHAD BROCK Ordinary Life  
BROOKS & DUNN I Can't Get Over You  
KENNY CHESNEY How Forever Feels  
LEE ANN WOMACK I'll Think Of A Reason Later  
TRISHA YEARWOOD Powerful Thing

#### CD Country

#### John Hendricks

#### Adds:

MARTINA MCBRIDE Whatever You Say  
SHANE MINOR Slave To The Habit  
SHEDAISY Little Good-byes  
GEORGE STRAIT Write This Down  
TRINI TRIGGS Horse To Mexico  
TRAVIS TRITT Start The Car

#### Hottest:

SAWYER BROWN Drive Me Wild  
TIM MCGRAW Please Remember Me  
TY HERNDON Hands Of A Working Man  
BROOKS & DUNN I Can't Get Over You  
CHAD BROCK Ordinary Life

### RADIO ONE COUNTRY PLAYLIST

**Kevin "Crash" Davis • (970) 949-3339**

#### Adds:

CLINT BLACK You Don't Need Me Now  
DEANA CARTER Angels Working Overtime  
JOE DIFFIE A Night To Remember  
JOHN MICHAEL MONTGOMERY Hello L.O.V.E.  
GEORGE STRAIT Write This Down  
SHANIA TWAIN Man! I Feel Like A Woman!

#### Hottest:

TRISHA YEARWOOD Powerful Thing  
ALAN JACKSON Gone Crazy  
KENNY CHESNEY How Forever Feels  
BROOKS & DUNN I Can't Get Over You  
LEE ANN WOMACK I'll Think Of A Reason Later

### WESTWOOD ONE RADIO NETWORKS

**Charlie Cook • (805) 294-9000**

#### Mainstream Country

#### David Felker

#### Adds:

LILA MCCANN With You  
JOHN MICHAEL MONTGOMERY Hello L.O.V.E.  
SHANIA TWAIN Man! I Feel Like A Woman!

#### Hottest:

DIXIE CHICKS You Were Mine  
KENNY CHESNEY How Forever Feels  
LEE ANN WOMACK I'll Think Of A Reason Later  
BROOKS & DUNN I Can't Get Over You  
ALAN JACKSON Gone Crazy

#### Hot Country

#### David Felker

#### Adds:

DIXIE CHICKS Tonight The Heartache's On Me  
GEORGE STRAIT Write This Down

#### Hottest:

KENNY CHESNEY How Forever Feels  
CHAD BROCK Ordinary Life  
LEE ANN WOMACK I'll Think Of A Reason Later  
MARK WILLS Wish You Were Here  
BROOKS & DUNN I Can't Get Over You

### COUNTRY VIDEO



#### ADDS

CHALEE TENNISON Someone Else's Turn To Cry  
CLAY WALKER She's Always Right  
WILKINSONS Boy Oh Boy

#### ELITE

TIM MCGRAW Please Remember Me  
LILA MCCANN With You  
SAWYER BROWN Drive Me Wild  
CHAD BROCK Ordinary Life  
TY HERNDON Hands Of A Working Man

## TNN

60.2 million households  
Traci Todd,  
Manager/Video Programming

#### ADDS

TIM MCGRAW Please Remember Me (*Curb*)  
T. GRAHAM BROWN Happy Ever After (*Platinum*)  
STEVE WARINER Two Teardrops (*Capitol*)

#### TOP 10

CHAD BROCK Ordinary Life (*Warner Bros.*)  
DEANA CARTER You Still Shake Me (*Capitol*)  
TERRI CLARK Everytime I Cry (*Mercury*)  
ANDY GRIGGS You Won't Ever Be Lonely (*RCA*)  
TY HERNDON Hands Of A Working Man (*Epic*)  
CLELUS T. JUDD Did I Shave My Back For This? (*Fazor & Tie*)  
SAMMY KERSHAW & LORRIE MORGAN Maybe... (*Mercury/BNA*)  
PATTY LOVELESS Can't Get Enough (*Epic*)  
LILA MCCANN With You (*Asylum/EEG*)  
COLLIN RAYE Anyone Else (*Epic*)

Information current as of March 31.



42 million households  
Chris Parr, Director/Programming  
Paul Hastaba, VP/GM

#### ADDS

BILL ENGVALL Hollywood Indian Guides (*Warner Bros.*)  
KENNY ROGERS The Greatest (*Dreamcatcher*)  
REDMON & VALE If I Had A Nickel (One Thin Dime) (*DreamWorks*)  
TRISHA YEARWOOD I'll Still Love You More (*MCA*)

#### TOP 10

DIXIE CHICKS You Were Mine (*Monument*)  
KENNY CHESNEY How Forever Feels (*BNA*)  
WADE HAYES Tore Up From The Floor Up (*DKC/Columbia*)  
CHAD BROCK Ordinary Life (*Warner Bros.*)  
COLLIN RAYE Anyone Else (*Epic*)  
KINLEYS Somebody's Out There Watching (*Epic*)  
PATTY LOVELESS Can't Get Enough (*Epic*)  
TERRI CLARK Everytime I Cry (*Mercury*)  
TY HERNDON Hands Of A Working Man (*Epic*)  
SHANIA TWAIN That Don't Impress Me Much (*Mercury*)

#### HEAVY

ANDY GRIGGS You Won't Ever Be Lonely (*RCA*)  
CHAD BROCK Ordinary Life (*Warner Bros.*)  
COLLIN RAYE Anyone Else (*Epic*)  
GARTH BROOKS Tearin' It Up (And Burnin' It Down) (*Capitol*)  
KENNY CHESNEY How Forever Feels (*BNA*)  
KINLEYS Somebody's Out There Watching (*Epic*)  
MONTGOMERY GENTRY Hillbilly Shoes (*Columbia*)  
PATTY LOVELESS Can't Get Enough (*Epic*)  
SHANIA TWAIN That Don't Impress Me Much (*Mercury*)  
STEVE WARINER Two Teardrops (*Capitol*)  
TERRI CLARK Everytime I Cry (*Mercury*)  
TIM MCGRAW Please Remember Me (*Curb*)  
TY HERNDON Hands Of A Working Man (*Epic*)  
WADE HAYES Tore Up From The Floor Up (*Columbia/DKC*)

#### HOT SHOTS

BILL ENGVALL Hollywood Indian Guides (*Warner Bros.*)  
BILLY RAY CYRUS Give My Heart To You (*Mercury*)  
CHELY WRIGHT Single White Female (*MCA*)  
CLAY WALKER She's Always Right (*Giant*)  
JOE DIFFIE A Night To Remember (*Epic*)  
KENNY ROGERS The Greatest (*Dreamcatcher*)  
LINDA DAVIS From The Inside Out (*DreamWorks*)  
MARTINA MCBRIDE Whatever You Say (*RCA*)  
SHEDAISY Little Good-byes (*Lyric Street*)  
SONS OF THE DESERT What About You (*Epic*)  
SOUTH SIXTY-FIVE No Easy Goodbye (*Atlantic*)  
WILKINSONS Boy Oh Boy (*Giant*)

Heavy rotation songs receive 28 plays per week. HotShots receive 21 plays per week.

Information current as of March 31.

# COUNTRY REPORTERS

Stations and their adds listed alphabetically by market

<b>KEAN/Abilene, TX</b> PD: Dwayne Alexander MD: Rudy Allen Fernandez 39 GEORGE STRAIT DIAMOND RIO DIXIE CHICKS LARI WHITE	<b>KIZN/Boise, ID</b> PD: Rich Summers APD/MD: Spencer Burke GEORGE STRAIT DIXIE CHICKS	<b>KPLX/Dallas, TX</b> PD: Brian Phillips APD: Smokey Rivers MD: Cody Alan 17 KENNY CHESNEY 9 DIXIE CHICKS	<b>WBCT/Grand Rapids, MI</b> OM/MD: Doug Montgomery MD: Kelly Irl 14 JOHN M. MONTGOMERY 7 GEORGE STRAIT 4 WILKINSONS 4 LARI WHITE 4 DIAMOND RIO 4 DEANA CARTER 4 JOE DUFFIE	<b>WMTZ/Johnstown, PA</b> OM/MD: Brian Cleary JOHN M. MONTGOMERY LINDA DAVIS MICHAEL PETERSON	<b>WGKX/Memphis, TN</b> OM: Fred Horton PD: Greg Mazingo MD: Mark Billingsley 25 SHANIA TWAIN 24 GARTH BROOKS 15 GEORGE STRAIT 12 CHAD BROCK 10 SHANIA TWAIN 10 JOHN M. MONTGOMERY	<b>KXKT/Omaha, NE</b> PD: Tom Goodwin MD: John Glenn LONESTAR GEORGE STRAIT MARTINA MCBRIDE	<b>WKHK/Richmond, VA</b> PD: Kevin King No Adds	<b>KMPS/Seattle, WA</b> PD: Mark Richards MD: Tony Thomas 30 MARK WILLS 30 STEVE WARINER GEORGE STRAIT	<b>WWZD/Tupelo, MS</b> PD: Tom Freeman MD: Jere Marshall JOHN M. MONTGOMERY DIAMOND RIO SARA EVANS DEANA CARTER	
<b>WQMX/Akron, OH</b> PD: Kevin Mason MD: Bill Shiel STEVE WARINER MONTGOMERY GENTRY SARA EVANS	<b>WKLB/Boston, MA</b> PD: Mike Brophy APD/MD: Ginny Rogers CLAY WALKER M. CHAPIN CARPENTER	<b>KYNG/Dallas, TX</b> PD: Bob McNeill MD: Jim Verdi DIXIE CHICKS WARREN BROTHERS BRAD PAISLEY NEAL MCCOY MARTINA MCBRIDE SHEDAISY	<b>WHSL/Greensboro, NC</b> PD: Brian Landrum APD: Denny Hall MD: Jayme Austin 20 TIM MCGRAW 15 SHANIA TWAIN 5 JULIE REEVES 5 SHEDAISY 5 RANDY TRAVIS 5 CHELY WRIGHT 5 MARTINA MCBRIDE LONESTAR CLAY WALKER BLACKHAWK MICHAEL PETERSON SHANE MINOR DEANA CARTER	<b>KBEQ/Kansas City, MO</b> PD: Mike Kennedy MD: T.J. McEntire GEORGE STRAIT LONESTAR JOHN M. MONTGOMERY	<b>WOGY/Memphis, TN</b> OM: Joel Burke PD: Bill Hughes MD: Matt Albritton 7 TERRI CLARK 5 ANDY GRIGGS 2 BLACKHAWK	<b>WOW/Omaha, NE</b> PD: Trib Matthews APD/MD: Tom Scott 6 CHELY WRIGHT 6 DIAMOND RIO	<b>WYYD/Roanoke, VA</b> PD: Mike Moore MD: Robynn James LINDA DAVIS SARA EVANS M. CHAPIN CARPENTER BILLY RAY CYRUS	<b>KYCW/Seattle, WA</b> PD: Becky Brenner MD: Mike Peterson 22 MICHAEL PETERSON 17 BRAD PAISLEY 16 TERRI CLARK GEORGE STRAIT DIXIE CHICKS	<b>KNUE/Tyler, TX</b> OM: Larry Kent PD/MD: John Moore JOHN M. MONTGOMERY CHELY WRIGHT	
<b>WGNA/Albany, NY</b> PD: Buzz Brindle MD: Bill Easley SARA EVANS GEORGE STRAIT DIXIE CHICKS JOHN M. MONTGOMERY	<b>WYRK/Buttalo, NY</b> PD: Justin Case APD/MD: John Paul 6 ANDY GRIGGS 5 GEORGE STRAIT 3 MONTGOMERY GENTRY	<b>WGNV/Daytona Beach, FL</b> PD: John Anthony MD: Jim Andrews No Adds	<b>WDFW/Kansas City, MO</b> PD/MD: Ted Cramer 10 JOE DUFFIE 10 LARI WHITE 10 JESSICA ANDREWS 10 REBA MCBENTIRE 10 BRAD PAISLEY	<b>KFKF/Kansas City, MO</b> PD: Dale Carter APD/MD: Tony Stevens 10 LONESTAR 10 CHELY WRIGHT 10 BRAD PAISLEY	<b>WML/Milwaukee, WI</b> OM: Kerry Wolfe APD: Scott Dolphin MD: Mitch Morgan 6 KERSHAW & MORGAN 7 CLAY WALKER 7 JOE DUFFIE 2 SHANIA TWAIN	<b>WVWA/Olando, FL</b> PD: Mike Moore MD: Shadow Stevens 2 AARON TIPPIN 2 ANDY GRIGGS	<b>WYD/Oxnard, CA</b> PD: Mark Hill No Adds	<b>WBEE/Rochester, NY</b> PD: Fred Horton MD: Coyote Collins 13 DIXIE CHICKS JOE DUFFIE LONESTAR	<b>WBYT/South Bend, IN</b> PD: Raiph Cherry MD: Lisa Kosty JOHN M. MONTGOMERY LARI WHITE LONESTAR WILKINSONS	<b>WACO/Waco, TX</b> PD/MD: Zack Owen 10 REBA MCBENTIRE 10 SHEDAISY
<b>KRST/Albuquerque, NM</b> PD: Brad Barrett MD: Chaz Mailbu JULIE REEVES	<b>WIXY/Champaign, IL</b> PD: R.W. Smith MD: Nicole Beale CHELY WRIGHT SHANE MINOR	<b>KYGO/Denver, CO</b> OM/MD: John St. John MD: Ted Svendsen No Adds	<b>WTFR/Greensboro, NC</b> PD: Paul Franklin APD/MD: Deano St.Clair CHELY WRIGHT LONESTAR MICHAEL PETERSON DIAMOND RIO REBA MCBENTIRE	<b>WVVK/Knoxville, TN</b> PD: Mike Hammond MD: Colleen Adair DEANA CARTER LONESTAR	<b>WKSJ/Mobile, AL</b> PD: Kit Carson APD/MD: Steve Kelley MARTINA MCBRIDE DIXIE CHICKS SHEDAISY LONESTAR	<b>WVWF/Pensacola, FL</b> PD/MD: Lynn West KERSHAW & MORGAN BRAD PAISLEY REBA MCBENTIRE	<b>KNCI/Sacramento, CA</b> OM/MD: Mark Evans APD/MD: Jennifer Wood No Adds	<b>KDRK/Spokane, WA</b> OM/MD: Ray Edwards APD/MD: Tony Trovato 5 SHANE MINOR 1 JULIE REEVES DEANA CARTER	<b>WVWQ/Washington, DC</b> PD: Mac Daniels MD: Jon Anthony 12 GEORGE STRAIT SARA EVANS RANDY TRAVIS	<b>WDEZ/Minneapolis, WI</b> PD: Mark Skiba MD: Lou Stewart GEORGE STRAIT NEAL MCCOY WARREN BROTHERS
<b>WCTO/Allentown, PA</b> PD: Chuck Geller int. APD/MD: Brian Lee 5 MARTINA MCBRIDE JULIE REEVES	<b>WZL/Charleston, SC</b> PD: Kris Van Dyke MD: Gary Griffin GEORGE STRAIT SHANIA TWAIN	<b>KJJK/Des Moines, IA</b> PD: Wes McShay MD: J.C. Walker JOHN M. MONTGOMERY DIAMOND RIO CHELY WRIGHT	<b>WRNS/Greenville, NC</b> PD/MD: Wayne Carlyle 6 SARA EVANS GEORGE STRAIT SHEDAISY	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>KXXK/Lafayette, LA</b> PD: Renee Rovee MD: Kelly Thompson 7 GEORGE STRAIT 5 M. CHAPIN CARPENTER	<b>WVWV/Pensacola, FL</b> PD/MD: Lynn West KERSHAW & MORGAN BRAD PAISLEY REBA MCBENTIRE	<b>KNCF/Spokane, WA</b> MD: Scott Shannon MD: Paul Neumann 8 JOE DUFFIE 8 GEORGE STRAIT 2 SHANE MINOR	<b>WVWZ/Washington, DC</b> PD: Mac Daniels MD: Jon Anthony 12 GEORGE STRAIT SARA EVANS RANDY TRAVIS	<b>WVWZ/Washington, DC</b> PD: Mac Daniels MD: Jon Anthony 12 GEORGE STRAIT SARA EVANS RANDY TRAVIS	<b>WVWZ/Washington, DC</b> PD: Mac Daniels MD: Jon Anthony 12 GEORGE STRAIT SARA EVANS RANDY TRAVIS
<b>WFGY/Altoona, PA</b> PD/MD: Polly Wogg SARA EVANS LONESTAR	<b>WQBE/Charleston, WV</b> OM/MD: Jeff Whitehead 16 JOE DEE MESSINA 15 DEANA CARTER 10 SHANE MINOR	<b>KJJK/Des Moines, IA</b> OM/MD: Beverlee Brannigan MD: Eddie Hatfield BRAD PAISLEY	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE
<b>KGNC/Amarillo, TX</b> PD: Bob Shannon MD: Patrick Clark 28 GEORGE STRAIT SHANE MINOR SARA EVANS	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE
<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE	<b>WVWV/Minneapolis, MN</b> OM/MD: Travis Moon 4 DIXIE CHICKS 4 GEORGE STRAIT 2 DEANA CARTER 2 MARTINA MCBRIDE

187 Total Reporters  
187 Current Reporters  
184 Current Playlists

Reported Frozen Playlist (1):  
**WKXC/Augusta, SC**

Did Not Report, Playlist Frozen (2):  
**WAMZ/Louisville, KY**  
**WKIS/Miami, FL**









**B**

**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

**GHAD 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

**C**

**M. CHAPIN CARPENTER** Almost Home (*Columbia 42001*)  
 Prod: Mary Chapin Carpenter, Blake Chancey Wr: Mary Chapin Carpenter, Beth Nielsen Chapman, Annie Roboff Pub: Why Walk Music (ASCAP)/Almo Music Corp. (ASCAP)/BNC Songs (ASCAP)/Anwa Music (ASCAP)

**DEANA CARTER** Angels Working Overtime (*Capitol 7087*)  
 Prod: Deana Carter, Chris Farren Wr: Michael Dulaney, Michael Lunn Pub: Michaelhouse Music (BMI)/Ensign Music Corporation (BMI)/WB Music Corp. (ASCAP)/Lunnmusic (Adm. by WB Music Corp.) (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: International Management Services

**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 Mgr: Gold Mountain Entertainment

**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** From The Inside Out (*DreamWorks*)  
 Prod: James Stroud, Julian King Wr: Marc Beeson, Angela Kaset Pub: EMI April Music Inc./K-Town Music (ASCAP)/Red Dove Music/Purple Sun Music (SESAC)

**DIAMOND RIO** I Know How The River Feels (*Arista 3153*)  
 Prod: Michael D. Clute, Diamond Rio Wr: Steven Dale Jones, Amy Powers Pub: Famous Music Corporation, Island Bound Music, Inc./Powers Be That Music (ASCAP) Mgr: Ken Kragen Management

**JOE DIFFIE** A Night To Remember (*Epic 41907*)  
 Prod: Don Cook, Lonnie Wilson Wr: Max T. Barnes, T.W. Hale Pub: Curb Songs (ASCAP)/Kinetic Diamond II (ASCAP)/Rob 'N Riley (ASCAP)/Songs Of Peer, Ltd. (ASCAP)/Grammy Music Publishing (ASCAP)

**E**

**SARA EVANS** Fool, I'm A Woman (*RCA 65711*)  
 Prod: Norro Wilson, Buddy Cannon Wr: Sara Evans, Matraca Berg Pub: Sony/ATV Songs LLC/Windswept Pacific Songs/Wedgewood Avenue Music/Hillbith 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**

**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** Gone Crazy (*Arista 3155*)  
 Prod: Keith Stegall Wr: Alan Jackson Pub: WB Music Corp., Yee Haw Music (ASCAP) Mgr: Chip Peay Management

**K**

**SAMMY KERSHAW & LORRIE MORGAN** Maybe Not Tonight (*Mercury 234*)  
 Prod: Keith Stegall Wr: Keith Stegall, Dan Hill Pub: Smash Vegas Music, A Div. of Big Picture Entertainment/November One Songs; If Dreams Had Wings Ltd. (BMI)

**L**

**LONESTAR** Amazed (*BNA 65731*)  
 Prod: Dann Huff Wr: Marv Green, Aimee Mayo, Chris Lindsey Pub: Warner-Tamerlane Publishing Corp./Golden Wheat Music (BMI) Mgr: Carter Career Management

**PATTY LOVELESS** Can't Get Enough (*Epic 41774*)  
 Prod: Emory Gordy, Jr. Wr: Blair Daily, Will Rambeaux, Kent Blazy Pub: Reynsong 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** Whatever You Say (*RCA 7863*)  
 Prod: Paul Worely, Martina McBride Wr: Tony Martin, Ed Hill Pub: Hamstein Cumberland Music/Baby Mae Music/New Haven Music, Inc./Music Hill Music (BMI) Mgr: Bruce Allen Management

**NEAL MCCOY** I Was (*Atlantic 8837*)  
 Prod: Kyle Lehning Wr: Charlie Black, Phil Vassar Pub: EMI Blackwood Music, Inc./Flybridge Tunes, BMI/EMI April Music, Inc./Phil Vassar Music, ASCAP

**REBA MCENTIRE** One Honest Heart (*MCA 72094*)  
 Prod: David Malloy, Reba McEntire Wr: David Malloy, Frank J. Myers, Gary Baker Pub: Starstruck Angel Music, Inc./Malloy's Toys Music (BMI)/Dixie Stars Music/Zomba Enterprises, Inc./Swear By It Music (ASCAP) Mgr: Starstruck Entertainment

**TIM MCGRAW** Please Remember Me (*Curb 1497*)  
 Prod: Byron Gallimore, James Stroud, Tim McGraw Wr: Rodney Crowell, Will Jennings Pub: Sony/ATV Tunes LLC (ASCAP)/Blue Sky Rider Songs (BMI) Mgr: RPM Management

**SHANE MINOR** Slave To The Habit (*Mercury 235*)  
 Prod: Dann Huff Wr: Kostas, Toby Keith, Chuck Cannon Pub: Songs of Polygram Int'l, Inc./Seven Angels Music/Tokeco Tunes; Wacissa River Music, Inc., Admin. by MRBI (BMI) Mgr: Bud Prager

**JOHN MICHAEL MONTGOMERY** Hello L.O.V.E. (*Atlantic 8866*)  
 Prod: Garth Fundis Wr: Jeffrey Steele, Danny Wells Pub: Windswept Pacific Songs, BMI/My Life's Work Music, BMI Mgr: Hallmark Direction

**MONTGOMERY GENTRY** Hillbilly Shoes (*Columbia 41849*)  
 Prod: Joe Scaife Wr: Mike Geiger, Woody Mullis, Bobby Taylor Pub: Sixteen Stars Music (BMI) Mgr: Hallmark Direction

**N**

**MARK NESLER** Baby Ain't Rocking Me Right (*Asylum/EEG 1187*)  
 Prod: Jerry Crutchfield, Kyle Lehning Wr: Mark Nesler, Tony Martin Pub: Glitterfish Music, Inc. Music Corporation Of America/Hamstein Cumberland Music, Baby Mae Music (BMI)

**P**

**BRAD PAISLEY** Who Needs Pictures (*Arista 3156*)  
 Prod: Frank Rogers Wr: Brad Paisley, Chris DuBois, Frank Rogers Pub: EMI April Music Inc., Plaid Paisley Music, Cattle Call Music, Sea Gayle Music (ASCAP) Mgr: Jag Management

**R**

**JON RANDALL** Cold Coffee Morning (*Asylum/EEG 1172*)  
 Prod: Jerry Taylor, Jon Randall Wr: Bill Anderson, Jon Randall Pub: Sony/ATV Songs LLC/Mr. Bubba Music (BMI)

**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) Mgr: TKO Artist Management

**SONS OF THE DESERT** What About You (*Epic 41848*)  
 Prod: Tim McGraw, Byron Gallimore, James Stroud Wr: Tony Mullins, Tony Toliver Pub: WB Music Corp./Platinum Plow Music (ASCAP)/Songs Of PolyGram International, Inc./Tony Toliver Music (BMI) Mgr: Image Management

**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

**GEORGE STRAIT** Write This Down (*MCA*)  
 Prod: Tony Brown, George Strait Wr: Dana Hunt, Kent M. Robbins Pub: Neon Sky Music (ASCAP)/Irving Music, Inc./Colter Bay Music (BMI) Mgr: Erv Woolsey

**T**

**RANDY TRAVIS** Stranger In My Mirror (*DreamWorks 5151*)  
 Prod: James Stroud, Byron Gallimore, Randy Travis Wr: Skip Ewing, Kim Williams Pub: Acuff-Rose Music, Inc. (BMI)/Sony/ATV Tunes LLC dba Cross Keys Pub. Co./Kim Williams Music (ASCAP) Mgr: Elizabeth Travis Management

**TRINI TRIGGS** Horse To Mexico (*Curb 1459*)  
 Prod: Chuck Howard, Anthony Smith Wr: Pebe Sebert, Jon McElroy Pub: Mike Curb Music/Rose Blue Music (BMI) Mgr: Herbert Graham (Graham Brothers Management)

**SHANIA TWAIN** Man! I Feel Like A Woman (*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 Enterprises Inc. (ASCAP) Mgr: Jon Landau Management

**W**

**STEVE WARINER** Two Teardrops (*Capitol 7087*)  
 Prod: Steve Wariner Wr: Bill Anderson, Steve Wariner Pub: Warner-Tamerlane Publishing Corp. (BMI)/Top Down 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

**WILKINSONS** Boy Oh Boy (*Giant 9687*)  
 Prod: Tony Haselden, Russ Zavitsou, Doug Johnson Wr: Steve Wilkinson, Amanda Wilkinson Pub: Golden Phoenix Music Corp./Kiayasongs Music Publishing/Amandasongs Music Publishing SOCAN/Chunk-It-Music ASCAP 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

**CHELY WRIGHT** Single White Female (*MCA 72092*)  
 Prod: Tony Brown, Buddy Cannon, Norro Wilson Wr: Shaye Smith, Carolyn Dawn Johnson Pub: EMI Blackwood Music Inc./Mark Alan Springer Music (BMI)/Blakemore Avenue Music/Windswept Music (ASCAP) Mgr: Titley Spalding Associates

**Y**

**TRISHA YEARWOOD** Powerful Thing (*MCA 72079*)  
 Prod: Tony Brown, Trisha Yearwood Wr: Al Anderson, Sharon Vaughn Pub: Mighty Nice Music/Al Andersons (BMI)/MCA Music Publishing, a Division of Universal Studios, Inc./FireFeather Music (ASCAP) Mgr: Nancy Russell



MIKE KINOSHIAN  
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## ADULT CONTEMPORARY

# Rule-Breakers Get Their Prayers Answered

□ Two popular new records stretch AC's boundaries

With tongues planted firmly in cheek, some programmers boast that they play the "widest possible variety of music." It's a claim meant to convey and solidify a music image or position, not to be interpreted literally. But when one particular song hit the AC chart last month and another entered Hot AC's top 30 two weeks later, it certainly gave the impression that our format's programmers are liberally loosening up some heretofore tight musical boundaries.

### AC Meets Opera

In my more than 12-year R&R tenure, I've done crossover-related columns that have covered the CHR,



Carole Bayer Sager

Country, Alternative and rhythmic genres. Never in my wildest imagination did I foresee opera crossing over to AC. But history was made when renowned virtuoso Andrea Bocelli made his R&R Adult Contemporary chart debut with Celine

Dion at No. 28 (3/5) on "The Prayer" from the soundtrack of *A Quest for Camelot*. The song climbs to No. 22 this week on R&R's AC chart.

It also marked, to the best of my knowledge, the first time in this publication's 25-plus-year history that an artist appeared on one AC chart with three different partners. Dion hit the 3/5 chart in separate collaborations with Paul Anka ("It's Hard to Say Goodbye"), Bocelli and R. Kelly ("I'm Your Angel").

"With the beauty of Celine Dion's and Andrea Bocelli's voices together, my hope certainly was that 'The Prayer' would just be heard," comments the song's prolific co-writer, Carole Bayer Sager.

But this curious pairing of AC icon and opera sensation almost didn't happen. Dion's "My Heart Will Go On" is featured, of course, in *Titanic*. When discussions about having Dion sing "The Prayer" were being held, the blockbuster movie was showing no shows of weakening at the box office, and there were concerns of overexposure in the Canadian singer's camp. While Bocelli's heart was set on singing with Dion, it was reluctantly suggested that he record a solo version of the song Sager and David Foster had penned. With equal reluctance, Bocelli consented.

### Dreams Come True

*A Quest for Camelot* was released last May. Dion called Foster in late summer, indicating a desire to record "The Prayer" with Bocelli for her holiday album. "We took Andrea's track, and Celine sang to the existing end-credit," recalls Sager. "It was suddenly the way it was always supposed to be. We later went back in with Andrea, touched up a few things, and added a little more English to his part. Celine's

Italian is impeccable on the bridge."

Their timing was also perfect. As fate would have it, Sager and Foster invited members of the foreign press to a rehearsal of their composition. "Soon thereafter, the song was nominated for [and won] the Golden Globe. It became a little more of a known entity."

Always aware that "The Prayer" was an "extraordinarily unlikely" radio record, Sager was pleased to learn that several stations believed in it enough to add it the day after the Golden Globes. Half the song is in Italian, while Dion sings in English above it, but as the Songwriters Hall of Fame member emphasizes, "The truly unforgettable records are rule-breakers, not rule-followers. They surprise you in ways you never dreamed of."

Having waited a long time to release a "spiritual" song, Sager explains her latest chart hit's message: "It helps the child in all of us feel safe in an unsafe world. I've searched for answers and a sense of connection all my life, and the feeling of being watched over and guided is the most important thing I've ever really wanted.

In the end, it's faith that sustains us. There's every reason in the world why 'The Prayer' shouldn't be on the radio, but there's also every reason why it should never have been a Golden Globe nominee."

Sager's next step was to convince the Grammy-nominated (Best New Artist) Bocelli to fly to Los Angeles. "If he and Celine could sing together at the Grammys, I felt it would truly have an impact on radio people and the world of pop music in general."

### Onstage At The Oscars

Already possessing the Golden Globe, Sager's and collaborator Foster's prayers were answered when their song received an Oscar nomination. Even though "When You Believe (From *The Prince of Egypt*)" was awarded the statuette that night, Sager points out, "The definitive moment of the whole journey for me was seeing Celine and Andrea standing on that Oscar stage, singing our song. It was nothing but magnificent, because they both have voices that are like

messengers from God.

"In the course of a year, there are easily 250 songs written for motion pictures. That this one — which didn't have the momentum of even a medium-sized movie behind it — found its way to the Oscars is extremely rewarding."

Los Angeles-based Sager has heard wake-up personality Rick Dees play "The Prayer" several times on CHR/Pop KIIS. "There's nothing better than hearing your song played on radio," she remarks. "But this one really takes my breath away, because the two performances are beyond any songwriter's hopes. Celine and Andrea grab your emotions and make you nuts."

### "Bazking" In The Glow

When buttonholed by a well-wisher, confused *Graduate* Benjamin Braddock (artfully portrayed by Dustin Hoffman) agrees to remember the word that the well-wisher claims will soon change his life. In a perfectly timed, classic movie sequence, Ben's informed that "plastics" holds the key to his success.

In a similar vein, "Ladies and gentlemen, if I could offer you one tip for the future, sunscreen would be it," is the advice offered up in Baz Luhrmann's "Everybody's Free (To Wear Sunscreen)," which debuted 3/19 at No. 27 on the Hot AC chart, and zoomed to No. 15 this week.

Les Crane's "Desiderata," Lorne Greene's "Ringo" and Byron MacGregor's "Americans" come to mind, but it's rare

to find memorable spoken-word records. Luhrmann's effort, though, is certainly striking a nerve. Consequently, Hot AC KEZR/San Jose PD Jim Murphy didn't hesitate to add it. "It's an extremely different approach record with a totally different approach," he comments. "I don't think I'd be going out on a limb to say that it will be looked back upon as a novelty record, but I think that's fine and can certainly serve a very good purpose for radio."

Strong listener reaction was Murphy's simple reason for including it on KEZR's playlist. "Having heard it on other media, people were calling and requesting it. We'll occasionally do a 'Make It or Break It' feature, and it got a lot of response when we included it. It's really an event record."

Programmers generally enjoy success when they reflect what's hot with the audience. But as Murphy explains, "I don't try to analyze why a certain song is popular. There's definitely something up with this particular one,

## Speaking With An Accent

Foreign-language and spoken-word records usually have difficulty achieving mainstream chart success. Some memorable exceptions are noted below, with their peak years in parentheses. Artists such as Gloria Estefan, Jon Secada and Selena have also incorporated their native languages into some songs that aren't included on this list.

### Foreign Language

- DOMINIQUE The Singing Nun (1963)
- LOS LOBOS La Bamba (1987)
- MIRIAM MAKEBA Pata Pata (1967)
- MANHATTAN TRANSFER Chanson D'Amour (1977)
- SERGIO MENDES & BRASIL '66 Mas Que Nada (1966)
- MOCEDADES Erus Tu (Touch The Wind) (1973)
- DOMENICO MODUGNO Nel Blu Dipinto Di Blu (Volare) (1958)
- NENA 99 Luftballons (1984)
- EMILIO PERICOLI Ai Di La (1962)
- KYU SAKAMOTO Sukiyaki (1963)\*
- SANDPIPERS Guantanamera (1966)
- SANTANA Oye Como Va (1971)

### Spoken Word

- WALTER BRENNAN Old Rivers (1962)
- LES CRANE Desiderata (1971)
- JIMMY DEAN Big Bad John (1961)
- LORNE GREENE Ringo (1964)
- BYRON MacGREGOR Americans (1974)
- TELLY SAVALAS If (1974)
- RED SKELTON The Pledge Of Allegiance (1969)

\*Updated by A Taste Of Honey (1981) and 4 P.M. (1995).

because it talks to people about their lives. It also deals with growing up and the passage of time, and people probably think that's relevant."

That said, though, Murphy's also quick to add, "I'm just a program director. All I know is it's a reaction record. People want to hear it, and that's my bottom line reason for playing it."

### The Novelty Factor

Having played relatively few novelty records in his career, Murphy states, "It depends on what format you're working in at the time. I don't remember the last time I was involved in a format in which a novelty record really applied."

Some may put Chumbawamba's "Tubthumping" in such a category. "There was a time during that song's life when we thought it probably was a novelty record. During its recurrent life cycle, we tested it on that notion. You only play novelty records when they're current, but we continued testing 'Tubthumping' in both auditorium and callout tests, and people told us they wanted to hear it."

KEZR introduced "Everybody's Free (To Wear Sunscreen)" in light rotation, with listeners most likely hearing it in drive times. "Novelty records have to break through and generate buzz in order to get anything more than a play or two on the morning show," remarks Murphy. "Most novelty records will never transcend that morning show stick element."

The record started picking up steam at the AC level this week, but not all Hot AC programmers are believers.

"It's basically a satirical valedictory speech and an awful record," declares WKDD/Akron PD Chuck Collins. "People are responding to the lyrics, and it's almost like an inside joke people want to know about. That's cool, and radio has a place for that kind of thing. Those who like it are rabid about it, but it's hard to predict when the thing will be done."

It's Collins' contention that the song will generate positive response, but input will come from a small but vocal group. "Very quickly those who don't get it will find it pretty annoying. It's up to me to determine which group is larger and more important to satisfy."

In complete agreement that "Everybody's Free" is a novelty record, Collins reflects that "Tubthumping," Alanis Morissette's "Unsent" and Cherry Poppin' Daddies' "Zoot Suit Riot" were the last novelty records he played. "Playing 'Unsent' didn't bother me, because Alanis is a popular artist. But all of her songs have an unusual shelf life and need to be carefully watched. I have a personal feel for when Luhrmann's record will be over. It's a brand-new artist who isn't even singing."

Some may also consider Shawn Mullins' "Lullaby" — which occupied the top spot on R&R's Hot AC chart for five successive weeks — a novelty song, but Collins opines, "It isn't. It's a traditional, blues house, coffeehouse, rock ballad and doesn't diminish the fact that he's a pretty good musician. I don't hear that in the Luhrmann record."

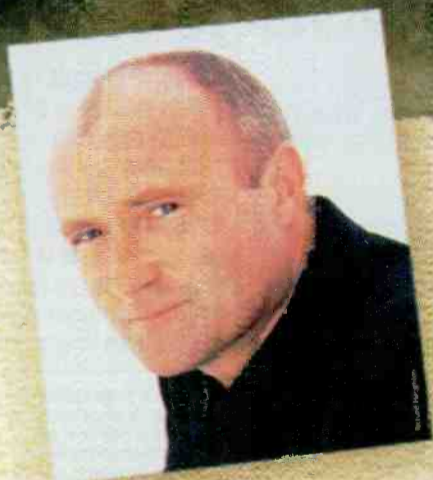
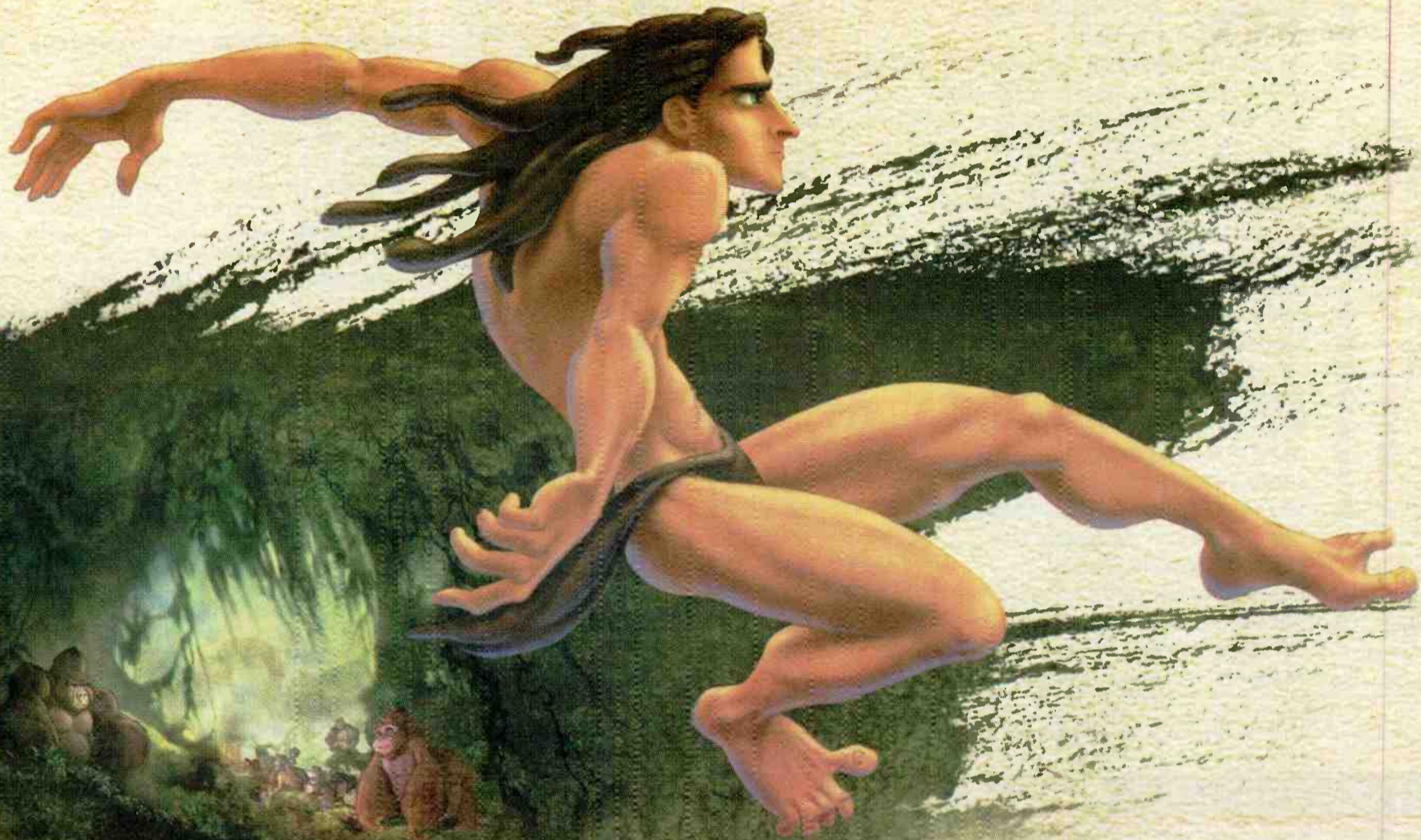
"Hot AC is becoming a very important 25-54 adult format and is the stage for popular music experimentation. The ability to sell records will determine these bands' futures. If it doesn't sell, the whole thing will soon dry up."



Chuck Collins

WALT DISNEY  
PICTURES PRESENTS  
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AN ORIGINAL WALT DISNEY RECORDS SOUNDTRACK



“You’ll Be in My Heart”  
by Phil Collins

Swinging in to AC and Hot AC April 5.  
Coming Soon to Top 40.  
Movie Opens June 18th



Produced by Rob Cavallo and Phil Collins Mixed by Chris Lord-Alge Phil Collins appears courtesy of Atlantic Records  
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3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	<b>1</b>	SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	2442	2436	2468	2521	106/0
2	2	2	2	ELTON JOHN & LEANN RIMES Written In... (Curb/Rocket/Island)	2130	2252	2266	2406	106/0
9	4	4	<b>3</b>	'N SYNC (God Must Have Spent) A Little More Time... (RCA)	2110	1938	1765	1630	105/1
3	3	3	4	ROD STEWART Faith Of The Heart (Universal)	1945	2128	2162	2233	97/0
12	11	9	<b>5</b>	MONICA Angel Of Mine (Arista)	1736	1587	1477	1365	102/0
10	10	6	<b>6</b>	MARIAH CAREY I Still Believe (Columbia)	1693	1639	1502	1437	103/0
15	13	11	<b>7</b>	CHER Believe (Warner Bros.)	1652	1517	1323	1131	86/1
8	7	7	<b>8</b>	JIM BRICKMAN /MICHAEL W. SMITH Love Of... (Windham Hill)	1637	1632	1698	1683	92/0
6	6	5	9	SHANIA TWAIN From This Moment On (Mercury)	1603	1661	1742	1709	91/1
11	12	12	<b>10</b>	JOHN TESH /JAMES INGRAM Forever More... (GTSP/Mercury)	1540	1497	1416	1420	100/1
4	5	8	11	R. KELLY & CELINE DION I'm Your Angel (Jive)	1457	1632	1743	1941	79/0
5	8	10	12	JEWEL Hands (Atlantic)	1422	1536	1696	1778	84/0
14	14	14	<b>13</b>	BACKSTREET BOYS All I Have To Give (Jive)	1403	1343	1264	1150	89/0
7	9	13	14	PHIL COLLINS True Colors (Atlantic)	1258	1384	1571	1684	77/2
—	26	17	<b>15</b>	SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	838	524	287	182	80/23
13	16	15	16	HOUSTON & CAREY When You... (Arista/Columbia/DreamWorks)	783	798	881	1185	57/1
19	18	16	<b>17</b>	BONNIE RAITT Lover's Will (Capitol)	671	623	547	540	66/1
29	20	18	<b>18</b>	PRETENDERS Loving You Is All I Know (Hollywood)	616	480	370	226	67/7
28	24	20	<b>19</b>	FAITH HILL Let Me Let Go (Warner Bros.)	530	399	299	250	54/3
25	23	22	<b>20</b>	CHICAGO Show Me A Sign (Reprise)	441	367	351	293	40/2
30	27	21	<b>21</b>	MULBERRY LANE Harmless (Refuge/MCA)	431	368	286	215	44/7
26	25	24	<b>22</b>	CELINE DION w/ANDREA BOCELLI The Prayer (550 Music/ERG)	407	350	299	272	46/3
—	—	30	<b>23</b>	SHANIA TWAIN That Don't Impress Me Much (Mercury)	356	235	105	46	47/9
—	29	25	<b>24</b>	JOEY MCINTYRE Stay The Same (C2/Columbia)	350	305	266	212	37/1
24	28	26	<b>25</b>	TINA ARENA If I Was A River (Epic)	337	302	274	297	39/4
23	21	23	26	DONNA LEWIS Falling (Restless)	325	366	353	338	38/0
—	—	29	<b>27</b>	NA LEO Poetry Man (NLP)	305	258	212	186	41/8
<b>DEBUT</b>	<b>28</b>	<b>28</b>	<b>28</b>	JOHN MELLENCAMP I'm Not Running Anymore (Columbia)	285	198	127	57	38/6
20	19	19	29	CRYSTAL BERNARD Don't Touch Me There (River North)	224	402	485	492	31/2
21	22	28	30	BRANDY Have You Ever? (Atlantic)	200	279	353	363	19/0

This chart reflects airplay from March 22-28. Songs ranked by total plays. Highlighted songs indicate Breaker 113 AC reporters. 110 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1999, R&R Inc.

## NEW & ACTIVE

**SAVAGE GARDEN** The Animal Song (Hollywood/Columbia)  
Total Stations: 13, Adds: 1, Plays: 175, including WTCB 8 (6), WLRQ 5 (7), WOOF 11 (1), WHBC 22 (22), WIKY 5 (5), WGLM 16 (16), WMGN 14 (16), WNSN 16 (12), WKBN 1, KLTA 25 (24), WQLR 28 (23), KMAJ 24 (24).

**CUTTING EDGE** Without You (Thunderquest)  
Total Stations: 17, Adds: 5, Plays: 125, including WWLI 5, WLRQ 1, WTVR 4, WDEF 10 (10), WOOF 7 (5), WTFM 8 (13), WVEZ 5 (5), WFMK 10 (10), WGLM 20 (20), KUDL 2, WQLR 8 (8), WLTE 8 (8), KELO 6 (1), KSOF 6 (5), KWAV 25 (25).

**BAZ LUHRMANN** Everybody's Free (To Wear Sunscreen) (Capitol)  
Total Stations: 12, Adds: 6, Plays: 86, including WALK 15, WASH 10 (10), WRMF 13 (10), WDOK 14 (15), WSNY 23 (17), WIKY 1, KEFM 2, KEZK 3 (1), KLSY 5.

**BRUCE HORNSBY** See The Same Way (RCA)  
Total Stations: 20, Adds: 9, Plays: 85, including WWLI 5, WLIF 3 (3), WAFY 12 (4), WDEF 2 (1), KVIL 8 (7), KMGL 5, WFMK 10, WGLM 3, WMGN 15, WRWC 3 (3), WLTE 5, KELO 6, KGBX 6, KWAV 2.

**DAVID CASSIDY** Sheltered In Your Arms (Slamajama)  
Total Stations: 16, Adds: 1, Plays: 75, WLIF 5, WKWK 5 (5), WGNI 5 (1), WDEF 2 (2), WSNY 1, WAJI 7 (5), WGLM 3 (3), WLTQ 3 (4), WSWT 5 (2), WRWC 5 (3), WNSN 5 (1), KLTA 7 (5), WLTE 9 (5), KELO 6 (5), KMZQ 5, KWAV 2 (2).

**VONDA SHEPARD w/EMILY SALIERS** Baby, Don't You Break... (Jacket)  
Total Stations: 17, Adds: 6, Plays: 68, including WWLI 5 (5), WLIF 5 (5), WKWK 5, WTCB 7, WTVR 8, WDEF 5 (4), WGLM 2 (2), WSWT 7, WRWC 8 (3), WLTE 8 (5), KGBX 6, KWAV 2 (2).

**ELVIS COSTELLO w/BURT BACHARACH** Toledo (Mercury)  
Total Stations: 11, Adds: 0, Plays: 48, WLIF 5 (5), WKWK 5 (5), WTVR 3 (1), WTFM 7 (7), KVLV 2 (2), KOOI 13 (12), WGLM 3 (3), WLTQ 2 (2), WSWT 1 (1), WLTE 5 (5), KWAV 2 (2).

**LARRY STEWART** Still In Love (Windham Hill)  
Total Stations: 11, Adds: 5, Plays: 48, including WWLI 5 (5), WMJY 12 (12), WLHT 3, WGLM 1, WSWT 5 (3), WRWC 3, WRVF 5 (4), KELO 12 (5), KWAV 2 (2).

**DIANA KRALL** Why Should I Care (Verve)  
Total Stations: 11, Adds: 11, Plays: 18, including WRCH 1, WLIF 4, KVIL 8, WRWC 3, KUDL 2.

Songs ranked by total plays.  
Station call letters followed by number of plays.

## BREAKERS®

No Songs Qualified For Breaker Status This Week

## MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	23
DIANA KRALL Why Should I Care (Verve)	11
BRUCE HORNSBY See The Same Way (RCA)	9
SHANIA TWAIN That Don't Impress Me Much (Mercury)	9
NA LEO Poetry Man (NLP)	8
CORRS So Young (143/Lava/Atlantic)	7
MULBERRY LANE Harmless (Refuge/MCA)	7
PRETENDERS Loving You Is All I Know (Hollywood)	7
BAZ LUHRMANN Everybody's Free (To Wear) (Capitol)	6
JOHN MELLENCAMP I'm Not Running Anymore (Columbia)	6
VONDA SHEPARD w/EMILY SALIERS Baby, Don't... (Jacket)	6

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	+314
'N SYNC (God Must Have Spent) A Little More... (RCA)	+172
MONICA Angel Of Mine (Arista)	+149
PRETENDERS Loving You Is All I Know (Hollywood)	+136
CHER Believe (Warner Bros.)	+135
FAITH HILL Let Me Let Go (Warner Bros.)	+131
SHANIA TWAIN That Don't Impress Me Much (Mercury)	+121
JOHN MELLENCAMP I'm Not Running Anymore (Columbia)	+87
CHICAGO Show Me A Sign (Reprise)	+74
BRUCE HORNSBY See The Same Way (RCA)	+67

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
BACKSTREET BOYS I'll Never Break Your Heart (Jive)
EDWIN MCCAIN I'll Be (Lava/Atlantic)
SAVAGE GARDEN Truly Madly Deeply (Columbia)
FAITH HILL This Kiss (Warner Bros.)
SHANIA TWAIN You're Still The One (Mercury)
BACKSTREET BOYS As Long As You Love Me (Jive)
NATALIE IMBRUGLIA Torn (RCA)
ERIC CLAPTON My Father's Eyes (Duck/Reprise)
AEROSMITH I Don't Want To Miss A Thing (Columbia)
CELINE DION To Love You More (550 Music/ERG)

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.

# mulberry lane

# Harmless

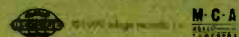
Most Added Five Weeks In A Row!

KIOI	KVLV	WDEF	KJSN	WXKC	WGNI	KELO
WLTE	WLHT	WARM	KTRR	WKYE	KMAJ	KLTA
KOSI	WLEV	WSRS	WSWT	WGSY	WOOF	KATF
KGBY	KEFM	WFMK	WMJY	KYMG	WAFY	WKWK
WLTQ	KWAV	WAHR	WHUD	WQLR	KDAT	WGLM
WRVR	WTCB	WCRZ	WRWC			
WVEZ	WLRQ	WMGN				
WTVR	WAJI					

R&R AC 21

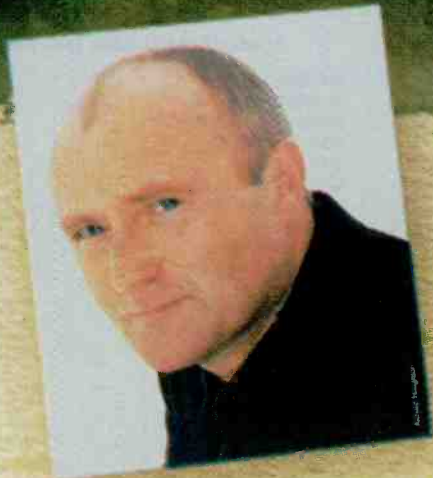
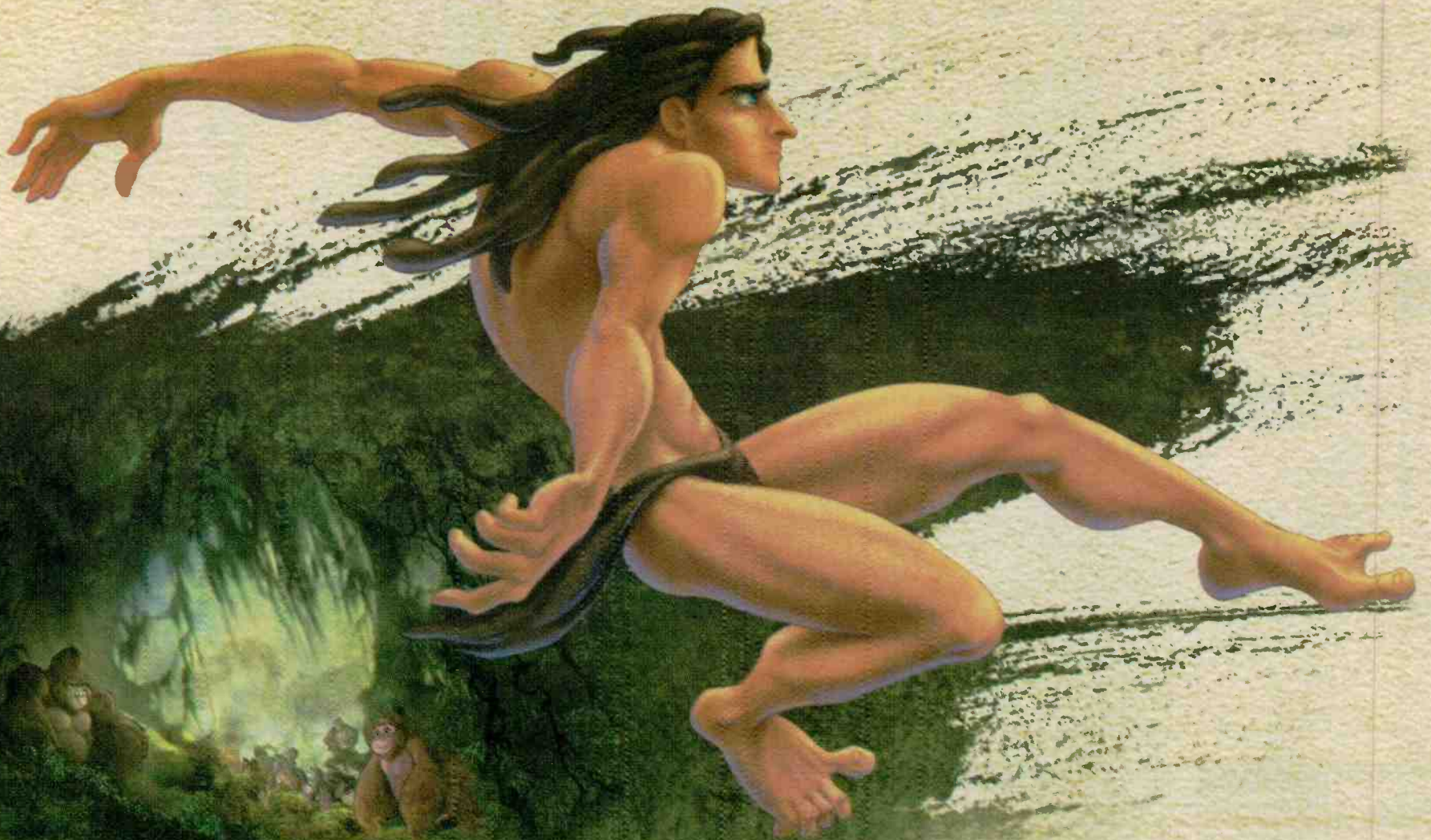
From the upcoming album *Run Your Own Race*  
Executive producer Don Gehman • Produced by Doug Trantow & Don Gehman • Mixed by Tim Palmer

www.mcarecords.com



WALT DISNEY  
PICTURES PRESENTS  
**TARZAN**

AN ORIGINAL WALT DISNEY RECORDS SOUNDTRACK



“You’ll Be in My Heart”  
by Phil Collins

Swinging in to AC and Hot AC April 5.  
Coming Soon to Top 40.  
Movie Opens June 18th



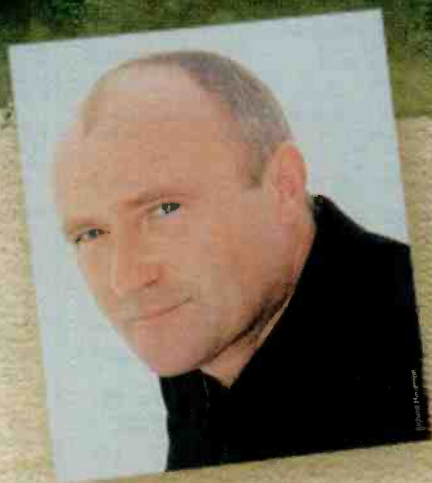
Produced by Rob Cavallo and Phil Collins Mixed by Chris Lord-Alge Phil Collins appears courtesy of Atlantic Records  
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WALT DISNEY  
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go.com

# REPORTERS

Stations and their adds listed alphabetically by market

## AC

<b>WYJB/Albany, NY</b> OM: Michael Morgan MD: Pat Ryan BRUCE HORNBSY "See"	<b>WTCB/Columbia, SC</b> OM: Brent Johnson SD/DEGREES "Hardest" TINA ARENA "River"	<b>WSPA/Greenville, SC</b> OM: Jim Kirkland PD/MD: Greg McKinney SIXPENCE "Kiss" NALEO "Poetry"	<b>WRVR/Memphis, TN</b> OM: Joel Burke PD/MD: Kay Manley JEWEL "Down"	<b>KEZK/St. Louis, MO</b> PD: Smokey Rivers MD: Jim Doyle No Adds	
<b>WLEF/Allentown, PA</b> PD: Vern Anderson 5 SIXPENCE "Kiss" 2 MULBERRY LANE "Harmless" 2 SHANIA TWAIN "Impress" NALEO "Poetry" BRUCE HORNBSY "See"	<b>WSNY/Columbus, OH</b> PD: Chuck Knight MD: Mark Bingaman 1 DAVID CASSIDY "Sheltered"	<b>WRCH/Hartford, CT</b> PD: Allan Camp MD: Joe Hann 1 SIXPENCE "Kiss" 1 DIANA KRALL "Care"	<b>WPLL/Miami, FL</b> PD: Rob Roberts APP: Robert Archer MD: Dieder Poyner No Adds	<b>KSF/Salt Lake City, UT</b> OM: Alan Hague MD: Lyle Morris 10 SHANIA TWAIN "Moment" 9 HOUSTON & CAREY "Believe" KOKIT/San Antonio, TX PD/MD: Chris Reynolds PRETENDERS "Loving" KIOI/San Francisco, CA PD: Bob Lawrence APD/MD: Mark Carlson 4 SHANIA TWAIN "Impress" 3 SBL/Santa Barbara, CA PD/MD: Peter Bie No Adds	<b>WKDD/Akron, OH</b> PD: Chuck Collins 15 FATBOY SLIM "Phase" 13 BAZ LUHRMANN "Free"
<b>KYMG/Anchorage, AK</b> OM: Mark Murphy PD: Devan Mitchell No Adds	<b>WVLT/Dallas, TX</b> PD: Bill Curtis MD: Alex O'Neal 20 BRITNEY SPEARS "Baby" 18 EAGLE-EYE CHERY "Save" 8 DIANA KRALL "Care"	<b>KSSK/Honolulu, HI</b> PD: Jeff Silvers CHICAGO "Show" SIXPENCE "Kiss" SHANIA TWAIN "Impress" BRUCE HORNBSY "See"	<b>WLTQ/Milwaukee, WI</b> PD/MD: Stan Atkinson CUTTING EDGE "Without" VONDA SHEPARD "Baby" SIXPENCE "Kiss" LARRY STEWART "Still"	<b>KPEK/Albuquerque, NM</b> OM: Frank Jaxon PD: Mike Parsons APP: Jamey Barajas MD: Stephanie Buchichio 3 TAL BACHMAN "High"	<b>WKOB/Albuquerque, NM</b> OM: Brad Barrett PD/MD: Roger Scott No Adds
<b>WPCH/Atlanta, GA</b> OM/MD: Vance Dillard APD: Steve Goss MD: David Joy No Adds	<b>WLOT/Dayton, OH</b> PD: Sandy Collins MD: Steven Scott No Adds	<b>WARR/Huntsville, AL</b> PD: John Malone MD: Abby Kay JOHN MELLENCAMP "Running" NALEO "Poetry"	<b>WLTE/Minneapolis, MN</b> PD/MD: Gary Nolan No Adds	<b>KAMX/Austin, TX</b> PD: Jack Stevens MD: Bubba Boudreaux 22 HEATHER NOVA "London" 3 WES CUNNINGHAM "Goes" 2 STRETCH PRINCESS "Free"	<b>KALC/Denver, CO</b> PD/MD: Jim Lawson 15 FATBOY SLIM "Phase" KMXD/Des Moines, IA PD: Mike Blakomere APD/MD: Greg Chance EVERLAST "Like" MULBERRY LANE "Harmless"
<b>WFPG/Atlantic City, NJ</b> OM/MD: Dick Fennessy MD: Marlene Aqua NALEO "Poetry" BAZ LUHRMANN "Free"	<b>WQXI/Charlotte, NC</b> OM/MD: Scott Taylor PD: Steve Hamilton SIXPENCE "Kiss" VONDA SHEPARD "Baby"	<b>WTFM/Indianapolis, IN</b> PD: Gary Havens MD: Steve Cooper 7 SIXPENCE "Kiss"	<b>KLSY/Seattle, WA</b> PD: Barry McKay MD: Bob Brooks 5 BAZ LUHRMANN "Free" PRETENDERS "Loving" KELO/Sioux Falls, SD OM/MD: Reid Holston APD/MD: Nancy Carlson CORRS "Young" WNSN/South Bend, IN PD: Phil Britain MD: Jim Roberts CHICAGO "Show" BRUCE HORNBSY "See" DIANA KRALL "Care" CORRS "Young"	<b>WMMX/Baltimore, MD</b> VP/Prog: Bill Pasha MD: Greg Carpenter No Adds	<b>KSTZ/Des Moines, IA</b> PD: Jim Schaefer MD: Carol Vonn No Adds
<b>WBBO/Augusta, GA</b> PD: Bruce Stevens No Adds	<b>WOOF/Dothan, AL</b> OM/MD: Leigh Simpson OM/MD: Mike Hoidefeldt No Adds	<b>WTFM/Johnson City, TN</b> PD/MD: Mark E. McKinney BRUCE HORNBSY "See" 98 DEGREES "Hardest" NALEO "Poetry"	<b>KWAV/Monterey, CA</b> PD: Bernie Moody 10 TINA ARENA "River" 10 SIXPENCE "Kiss" DIANA KRALL "Care" CORRS "Young"	<b>WINK/Ft. Myers, FL</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WPNM/Milwaukee, WI</b> PD/MD: Justin Case SHAWN MULLINS "Shimmer"
<b>KKMJ/Austin, TX</b> PD: Nolan Cruise APD/MD: Mike Austin No Adds	<b>KATF/Dubuque, IA</b> PD: Tim Dillon MD: Brian Davis JEWEL "Down" COLLECTIVE SOUL "Run" SAVAGE GARDEN "Animal"	<b>WKYE/Johnstown, PA</b> PD: Jack Michaels MD: Brian Wolfe No Adds	<b>WHUD/Newburgh, NY</b> PD: Brian Krucz MD: Tom Fucci No Adds	<b>WVWX/Ft. Myers, FL</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WSNE/Providence, RI</b> PD: Bill Hess APD: Eddie Moran 4 EDWIN MCCAIN "TV" 4 ROD STEWART "Fath"
<b>WLIF/Baltimore, MD</b> OM/MD: Gary Balaban MD: Mark Thoner 4 CORRS "Young" 4 DIANA KRALL "Care" 98 DEGREES "Hardest"	<b>WXKC/Erie, PA</b> PD: Ron Arlen MD: Scott Stevens 2 MULBERRY LANE "Harmless"	<b>WQLR/Kalamazoo, MI</b> OM: Ken Lanphear PD: Brian Wertz SHERYL CROW "Anything" JEWEL "Down" BAZ LUHRMANN "Free" 98 DEGREES "Hardest"	<b>WLMG/New Orleans, LA</b> Dir/Ops: Nick Ferrara PD: Steve Suter APD/MD: Johnny Scott PRETENDERS "Loving"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>KMHX/Santa Rosa, CA</b> GM/MD: Ron Castro APD: E.J. Tyler MD: Heather Black No Adds
<b>WMJY/Biloxi, MS</b> PD: Water Brown MD: Angie Thompson No Adds	<b>WIKY/Evansville, IN</b> PD/MD: Mark Baker 1 BAZ LUHRMANN "Free"	<b>KUDL/Kansas City, MO</b> Interim PD: Steve Clem MD: Dan Hurst 3 JOHN MELLENCAMP "Running" 3 PRETENDERS "Loving" 2 CUTTING EDGE "Without" 2 DIANA KRALL "Care"	<b>WLTW/New York, NY</b> PD: Jim Ryan MD: Nina Del Rio No Adds	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WAEV/Savannah, GA</b> OM/MD: Scotty Snipes MD: Brad Kelly SHANIA TWAIN "Impress" NATALIE MERCHANT "Sweet"
<b>WMJJ/Birmingham, AL</b> OM: John Jenkins PD/MD: John Stuart CRYSTAL BERNARD "Touch"	<b>KLTA/Fargo, ND</b> PD/MD: John Austin 3 SHANIA TWAIN "Impress"	<b>WJXJ/Knoxville, TN</b> PD/MD: Jeff Jarrigan 10 NALEO "Poetry"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>KPLZ/Seattle, WA</b> PD: Casey Keating MD: Alisa Hashimoto No Adds	
<b>WMJX/Boston, MA</b> PD: Don Keller MD: Mark Laurence No Adds	<b>WCRZ/Ft. Wayne, IN</b> OM: Lee Tobin PD: Ben Richards MD: Dr. Dave 5 RICK MONROE "Call" 5 TINA ARENA "River" SIXPENCE "Kiss"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>KMXX/Sioux Falls, SD</b> PD: Scott Valentine MD: Steve Knight SIXPENCE "Kiss" WMAA/Springfield, MA PD: Paul Cannon APD/MD: Keith Stephens No Adds	
<b>WHBC/Canton, OH</b> PD: Terry Simmons MD: Kayleigh Kriss 98 DEGREES "Hardest" TINA ARENA "River" SIXPENCE "Kiss"	<b>KTRR/Ft. Collins, CO</b> PD/MD: Mark Callaghan SHANIA TWAIN "Impress" MULBERRY LANE "Harmless" FAITH HILL "Let" SIXPENCE "Kiss"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	
<b>KDAT/Cedar Rapids, IA</b> PD/MD: Dick Stadlen SIXPENCE "Kiss"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	

## HOT AC

<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"
<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"
<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"
<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"	<b>WVWX/Baltimore, MD</b> PD/MD: Bob Grissinger 13 MARIAN CAREY "Believe" RON JOY "Real" JOHN MELLENCAMP "Running" SHANIA TWAIN "Impress"

113 Total Reporters  
113 Current Reporters  
110 Current Playlists

New Reporters (3):  
WLEF/Allentown, PA  
WNND/Chicago, IL  
WMXC/Mobile, AL

Moves from AC to Hot AC (1)  
WINK/Ft. Myers, FL

Did Not Report, Playlist Frozen (3):  
WEZN/Bridgeport, CT  
WGSY/Columbus, GA  
KSNE/Las Vegas, NV

99 Total Reporters  
99 Current Reporters  
94 Current Playlists

New Reporters (2):  
KRSK/Portland, OR  
KLCA/Reno, NV

Moves from AC to Hot AC (1):  
WINK/Ft. Myers, FL

Moves from Adult Alternative to Hot AC (1):  
WVTV/St. Louis, MO

Did Not Report, Playlist Frozen (5):  
WMVX/Cleveland, OH  
WVIC-FM/Hartford, CT  
KYIS/Oklahoma City, OK  
WIOG/Saginaw, MI  
KRUZ/Santa Barbara, CA


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# RICK SPRINGFIELD

## KARMA

### ON TOUR!

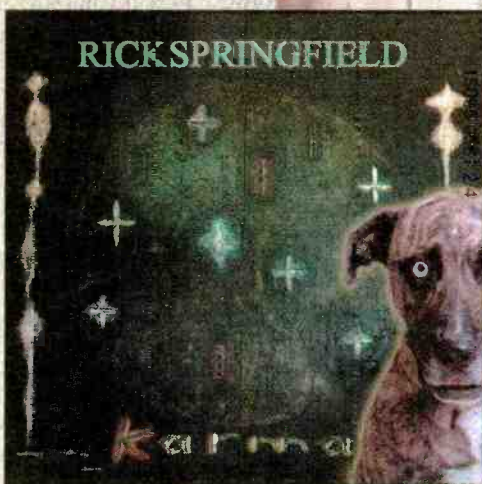
- 4/2 Temecula, CA (San Diego)
- 4/3 San Antonio, TX
- 4/15 Portland, OR
  
- 5/1 Atlanta, GA
- 5/7 Houston, TX
- 5/8 Dallas, TX
- 5/14 Natchez, MS
- 5/15 Biloxi, MS
- 5/21 Westbury, Long Island, NY
- 5/22 Bensalem, PA
- 5/27 Cleveland, OH
- 5/29 Palm Springs, CA
  
- 6/5 Kettering, OH
- 6/6 Charlotte, NC
- 6/11 Kansas City, MO
- 6/12 Columbus, OH
- 6/13 Hershey Park, PA
- 6/18 Seattle, WA
- 6/19 Spokane, WA
- 6/25 Stockton, CA
- 6/26 St. Louis, MO
  
- 7/2 Oklahoma City, OK
- 7/3 Arlington Heights, IL
- 7/4 Naperville, IL
- 7/9 Cerritos, Ca
- 7/10 Pleasanton, CA (Oakland)
- 7/17 St. Cadott, WI
- 7/23 Robinsville, MS
- 7/24 Indianapolis, IN
- 7/29 Lacrosse, WI
- 7/30 Waukesha, WI
  
- 8/1 Minneapolis, MN
- 8/3 Paso Robles, CA
- 8/5 Idaho Falls, ID
- 8/6 Rock Springs, WY
- 8/7 Denver, CO
- 8/11 Uncasville, CN
- 8/12 Manchester, TN
- 8/13 Flint, MI
- 8/20 Mission Viejo, CA
- 8/26 Tacoma, WA
- 8/27 San Diego, CA
- 8/28 Las Vegas, NV
  
- 9/11 Lake Tahoe, NV

#### Produced by

RICK SPRINGFIELD  
& BILL DRESCHER

#### Management:

RON WEISNER  
ENTERTAINMENT  
515 OCEAN AVE  
SANTA MONICA, CA 90402  
310.550.8200



**In Stores April 13, 1999**

Includes Hidden Bonus Track

What goes around, comes around. **KARMA**, the new album by Rick Springfield, signals the charismatic Australian star's return to the power pop songs and romantic ballads that originally brought him fame. Springfield wears his diverse rock influences on his sleeve in songs like "It's always something" (the debut single), "Prayer" and "In veRonlcA's Head." Ringing guitars, hook-laden choruses and personal lyrics are the key elements that make **KARMA** one of the year's most anticipated releases.

Watch for Rick Springfield on VH1's "BEHIND THE MUSIC" airing in April and May, on ABC-TV's "POLITICALLY INCORRECT" airing April 21<sup>st</sup>, and on NBC-TV's "SUDDENLY SUSAN" airing this spring.

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**Impacting radio April 12th**



CAROL ARCHER  
archer@rronline.com

## Unravel Strands Of 'Radio DNA' With Strategic Research

□ Chancellor's David Lebow unlocks the vault of his get-a-load-of-this wisdom

Chancellor Media VP/Research & Station Development David Lebow's resumé reads like a manual for the upwardly mobile executive: He's worked for Arbitron; for Emmis for 10 years in positions ranging from Sales Mgr. at Power 106/L.A. to Dir./Research and GM; and he was proprietor of his own research firm, Rating Point Management. He's been with Chancellor for about 18 months.

### Mission: Increase Share

In his current professional incarnation, Lebow works with Chancellor's regional managers and with Kenny O'Keefe and Steve Rivers to maximize the group's cluster share from a ratings and revenue standpoint. "We do a tremendous amount of strategic research," he says, "all of which we farm out. We create models for certain ways of making decisions in each of our markets. We work with the all the GMs, PDs and sales managers in the cluster, because the big focus is on the cluster. The question is always, how do we increase our share? In Chicago, for example, we have a 24 share. How do we get that to 27? We use strategic research, marketing models and programming applications to seek the solution for the cluster."

Lebow says that there is a world of difference between doing research and developing a strategic plan. "Everyone does research, and we've spent a lot of time on it. The question is, are you presented with findings — which are essentially observations about a market — or are you presented with actions you can take that have to do with the most important issues: your position and its simplicity in the mind



**Salespeople need to understand their mission to continue to educate the advertising community as to why the Smooth Jazz position is an important position — because they absolutely own it.**



David Lebow

of the prospect, your targets and your exclusivity?

"Smooth Jazz is great — one of the company's favorite formats — because it is so clear to define. You have to tell listeners what hill you're on and let them know you're the leader on that hill. That's why Hot AC stations have so much trouble today. They're not the soft station or the hit music station. It's hard for them to define their ladder. Smooth Jazz, on the other hand, is self-defining. At the same time, you must continue to define it."

### Flanking Warfare

"Smooth Jazz is a flanker. It's not in an offensive attack against an AC station, nor on defense. By definition, in flanking warfare you always sell the difference between yourself and everyone else in the market. In terms of time frame, you are never there. You must *always* sell that difference."

Lebow says that 80% of a station's potential come is formed within the first 90 days of launch: "It's a rule of thumb that applies eight or nine times out of 10. Look at the attack on KYOT/Phoenix by newcomer KOAZ a couple of years ago. That battle was over, really, in 90 days. If there's a hole, it happens fast; if there's not a hole, it doesn't happen at all.

"Then look at markets where Smooth Jazz didn't happen big, like Minneapolis. They were not able to grow their come after the initial ascent period. The hole size was capped out. I would make the case that it's certainly rare for the format to succeed in markets with lower ethnic composition, as with our station in Phoenix [KYOT], which is white-based. Typically, we see this format is 30% to 45% African American, and at the end of the day, when you look at the Minne-

apolis and Bostons of the world, if there is no African-American audience to speak of in a market, you're essentially taking 30% to 45% off the potential for a station, and that's a pretty tough hit."

### Know Your Target

"Understanding the position of the radio station is essential. Smooth Jazz is exclusive. A flanker is not like any other format. We've seen stations blow it by trying to use the format in a cluster strategy by leaning it into the AC station. 'We're going to make ours a little more like the AC, so we can hurt the lite or soft station in the market,' is how people think. Or, they think, 'We compete with the Urban in town, so we're going to make our Smooth Jazz more Urban.'

"The question of all research goes to the issue. Who is the target? The target is a group of listeners who have a propensity for Smooth Jazz. They do not know that your competitor owns a Soft AC or that you don't own the Urban station and that's why you're more Urban than you should be. You minimize the share potential when you direct it away from its proper target, because you're directing it toward a competitor. You must study the target!

"There really aren't that many things you have to focus on, but the target is certainly a big one. The target is a group of people, and the ideal target is the largest possible group. If you focus on your competitor, you can't focus on your target. That's one of the biggest mistakes we've seen made in Smooth Jazz.

"Chancellor stations today all understand what you can and cannot do in this format in terms of pursuing audience. One of the great things Bill Moyes says is that often when the wrong decision is made, it's completely logical. It's logical to lean a little AC when your competitor owns quadruple the billing of anyone else in the market, but it's ill-advised from a strategic standpoint, because ultimately it works against the target.

"Another issue that has plagued the format is the thought that because Smooth Jazz stations don't have a direct competitor, there is no need to do a strategic. You may be okay, but what you're really saying is, 'Let's not get an objective third-



**SWEET THING TURNS GOLD** — Warner Bros. artist Boney James (in hat) received an RIAA Gold award for his fifth album, Sweet Thing, after an elegant Jazz Happens at the Hilton event that launched his latest project, Body Language. On hand to share the spotlight were (l-r) the label's new signing, guitarist Norman Brown; Exec. VP/GM Warner Bros. Jazz Matt Pierson; producer Paul Brown; and trumpeter Rick Braun.

party look at what our listeners want this year.' You need to do the research to know what the target wants. The other big problem is that stations mistakenly think they know what listeners want because they keep a database. There really is only one objective way to look at a market, and that is through the strategic research process. It's nice to add on questions at the end of your music test, but that's not a perceptual, because those questions involve primarily your core. You need to know what the fringe thinks, too, so you know what your boundaries are."

### Radio DNA

"Stations are brands, and very early on in their evolution they take on a certain meaning. They say that a child's personality is formed by the time it is 7, and anything that happens after that is a modification. The same is true for a radio station: Its DNA is created in the first six months. People put it in a certain place in their minds: 'That's the rock station,' or, 'That's the station that has an irreverent personality.' It happens quickly.

"The branding of a station is every bit as strong as the branding of a product on a shelf. If I told you there was a new type of Coca-Cola and it wasn't brown, but clear, that wouldn't sit well with you. You'd be willing to try a clear drink, just call it 7UP and put it in a different can. It's not the product, but the relationship between the product and its perception that would bother you. A station very quickly takes on its interpretation. They say that first impressions are lasting, so the question is whether you can change a first impression."

Lebow ruminates about how he lived in L.A. at the time of The Wave's launch. "They have disc jockeys today and play much less New Age music, but the essence of The Wave has remained the same. It's an instrumental-based radio station, a place on the dial that's relaxing and not too up-tempo. Their basic premise remains true.

"Most stations either have a position or they are in search of a position. Stations that do not have a



**It's logical to lean a little AC when your competitor owns quadruple the billing of anyone else in the market, but it's ill-advised from a strategic standpoint, because ultimately it works against the target.**



clear-cut position have problems with listeners, with advertisers and with employees. If listeners don't get it, then the salespeople can't describe it, and the ad community can't describe it. You have a real problem on your hands, because you're nowhere!

"Smooth Jazz stations are very fortunate, because they have a position. There is no greater gift in marketing than to have a position, whether it's as the brown soda or the uncola. People should learn to sell the position and not try to change it. Salespeople need to understand their mission to continue to educate the advertising community as to why the Smooth Jazz position is an important position — because they absolutely own it. All too often you see people try to compare the format to others, at which point the client may think there's a reason to buy the competitor, if you're so much like them.

"Even though he's not working directly in the format anymore, John Gehron deserves a tremendous amount of credit for the development of the format at WNUA. And of everyone I've ever seen program a Smooth Jazz station, Paul Goldstein is off the chart. That guy is one smart dude! He's got something extra in his brain that the rest of us didn't get. I can get that radio has DNA, but these two helped create it."



# NAC/SMOOTH JAZZ TOP 30

APRIL 2, 1999

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
			<b>1</b>	<b>BONEY JAMES</b> Into The Blue (Warner Bros.)	1047	997	886	758	49/0
1	1	2	2	<b>GEORGE BENSON</b> Cruise Control (GRP)	905	991	996	967	45/0
4	4	3	<b>3</b>	<b>KIM WATERS</b> Easy Going (Shanachie)	898	895	874	812	43/0
9	7	7	<b>4</b>	<b>GOTA</b> In The City Life (Instinct)	839	715	712	674	48/0
6	6	5	<b>5</b>	<b>STEVE COLE</b> Where The Night Begins (Bluemoon/Atlantic)	832	798	727	703	44/0
3	2	4	6	<b>LEE RITENOUR</b> This Is Love (I.E./Verve)	802	886	899	890	42/0
11	8	8	<b>7</b>	<b>RICHARD ELLIOT</b> Ain't Nothin' Like The Real... (Blue Note)	745	687	672	597	46/0
2	5	6	8	<b>KIRK WHALUM</b> Ascension (Warner Bros.)	607	718	794	930	40/0
17	16	11	<b>9</b>	<b>3RD FORCE f/TAYLOR &amp; HUGHES</b> Revelation... (Higher Octave)	590	536	479	429	46/0
21	17	13	<b>10</b>	<b>RICK BRAUN</b> A Very Good Thing (Atlantic)	561	514	448	391	46/2
14	12	9	<b>11</b>	<b>JOHN TESH f/JAMES INGRAM</b> Forever More... (GTSP/Mercury)	559	546	531	534	37/1
15	14	14	<b>12</b>	<b>BRIAN BROMBERG</b> September (Zebra)	516	510	517	484	41/0
13	13	15	<b>13</b>	<b>WILL DOWNING &amp; GERALD ALBRIGHT</b> Stop... (Verve/Motown)	500	498	526	557	33/0
10	11	12	14	<b>MARC ANTOINE</b> Concache (GRP)	471	535	564	598	37/0
18	18	17	<b>15</b>	<b>JIM BRICKMAN &amp; HERB ALPERT</b> Rendezvous (Windham Hill)	459	452	431	429	40/0
23	20	18	<b>16</b>	<b>ERIC MARIENTHAL</b> Mercy, Mercy, Mercy (I.E./Verve)	453	445	410	371	41/3
<b>BREAKER</b>			<b>17</b>	<b>PETER WHITE</b> Autumn Day (Columbia)	452	384	279	127	44/2
7	9	10	18	<b>NAJEE</b> Room To Breathe (Verve Forecast/Verve)	448	537	637	698	39/0
8	10	16	19	<b>GRANT GEISSMAN</b> Did I Save? (Higher Octave)	389	454	592	691	32/0
12	15	19	20	<b>WALTER BEASLEY</b> I Feel You (Shanachie)	338	416	510	588	30/0
—	—	27	<b>21</b>	<b>JANGO</b> With Your Love (Samson)	323	230	186	167	37/3
16	19	21	22	<b>WARREN HILL</b> Turn Out The Lights (Discovery)	315	368	422	459	28/0
19	21	23	23	<b>PATTI AUSTIN</b> Don't Go Away (Concord Vista)	311	331	384	417	24/0
22	23	22	24	<b>PHIL COLLINS</b> True Colors (Atlantic)	298	339	344	382	22/0
29	28	25	<b>25</b>	<b>DOWN TO THE BONE</b> On The Corner Of Darcy Street (Nu Groove)	276	262	237	229	24/0
—	27	26	<b>26</b>	<b>BRAXTON BROS.</b> A Night... (Windham Hill Jazz/Windham Hill)	272	247	243	220	27/1
—	—	29	<b>27</b>	<b>MARIAH CAREY</b> I Still Believe (Columbia)	259	229	213	176	18/1
<b>DEBUT</b>			<b>28</b>	<b>ROGER SMITH</b> Off The Hook (Miramar)	251	112	52	16	29/7
<b>DEBUT</b>			<b>29</b>	<b>NELSON RANGELL</b> The Way To You (Shanachie)	234	195	165	117	31/5
20	22	24	30	<b>GREGG KARUKAS</b> Cruisin' Your House At... (I.E./Verve)	232	264	368	409	20/0

This chart reflects airplay from March 17-23. Songs ranked by total plays. Highlighted songs indicate Breaker.  
49 NAC reporters. 49 current playlists. © 1999, R&R Inc.

## BREAKERS®

**PETER WHITE**  
Autumn Day (Columbia)

TOTAL PLAYS/INCREASE: 452/68  
TOTAL STATIONS/ADDS: 44/2

CHART  
**17**

## MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
ROGER SMITH Off The Hook (Miramar)	7
NELSON RANGELL The Way To You (Shanachie)	5
JEFF LORBER Simple Life (Zebra)	4
NITE FLYTE Open Your Heart (Instinct)	4
KIRK WHALUM My All (Warner Bros.)	4
ERIC ESSIX For Real (Zebra)	3
FOURPLAY f/BABYFACE Someone To Love (Warner Bros.)	3
JANGO With Your Love (Samson)	3
ERIC MARIENTHAL Mercy, Mercy, Mercy (I.E./Verve)	3
DAVID SANBORN Lisa (Elektra/EEG)	3
CASSANDRA WILSON Time After Time (Blue Note)	3

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ROGER SMITH Off The Hook (Miramar)	+139
GOTA In The City Life (Instinct)	+124
JANGO With Your Love (Samson)	+93
PETER WHITE Autumn Day (Columbia)	+68
RICHARD ELLIOT Ain't Nothin' Like The Real... (Blue Note)	+58
DAVID SANBORN Lisa (Elektra/EEG)	+57
3RD FORCE f/TAYLOR & HUGHES Revelation... (Higher Octave)	+54
NITE FLYTE Open Your Heart (Instinct)	+51
BONEY JAMES Into The Blue (Warner Bros.)	+50
RICK BRAUN A Very Good Thing (Atlantic)	+47
TOM SCOTT... Smokin'... (Windham Hill Jazz/Windham Hill)	+47

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

**KENNY LATTIMORE** Heaven & Earth (Columbia)  
Total Plays: 218, Total Stations: 14, Adds: 0

**TOM SCOTT & THE L.A. EXPRESS** Smokin'... (Windham Hill Jazz)  
Total Plays: 199, Total Stations: 23, Adds: 2

**NITE FLYTE** Open Your Heart (Instinct)  
Total Plays: 156, Total Stations: 21, Adds: 4

**SMOKE N' FUNCTION** Smokee (Mesa/Atlantic)  
Total Plays: 129, Total Stations: 15, Adds: 2

**LUTHER VANDROSS** I'm Only Human (LV/Virgin)  
Total Plays: 122, Total Stations: 11, Adds: 0

**WAYMAN TISDALE** Bass Man (Atlantic)  
Total Plays: 120, Total Stations: 12, Adds: 1

**FOURPLAY f/BABYFACE** Someone To Love (Warner Bros.)  
Total Plays: 107, Total Stations: 13, Adds: 3

**ED CALLE** Strollin' (Concord)  
Total Plays: 104, Total Stations: 10, Adds: 0

**DAVID SANBORN** Lisa (Elektra/EEG)  
Total Plays: 91, Total Stations: 14, Adds: 3

**ERIC ESSIX** For Real (Zebra)  
Total Plays: 80, Total Stations: 12, Adds: 3

**JEFF LORBER** Simple Life (Zebra)  
Total Plays: 44, Total Stations: 11, Adds: 4

Songs ranked by total plays

KIIS-FM Los Angeles • Z100 New York • WQIK Jacksonville • Magic 95.5 Reno

and many more

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# NAC notes

with Carol Archer

With a surge to 4\* and an increase of 124 plays, Gota's "In the City Life" (Instinct) will be the track to unseat Boney James' "Into the Blue" (Warner Bros.) from No. 1.

WNUA/Chicago added an edit of Quincy Jones' "Sax in the Garden" (Warner Bros./Qwest), which is really a Barry White/Kirk Whalum track from Jones' *from Q with love*. APD/MD Steve Stiles took out White's vocal, and what remains is one smoldering track on which Whalum plays his ass off! Elsewhere on Planet Kirk, Whalum's spellbinding cover of Mariah Carey's "My All" (Warner Bros.) — the follow-up to his chart-topping "Ascension" — was added at KTWV/L.A.

Candy Dulfer & Dave Stewart's "Cookie" (Windham Hill) was the sole add this week at WJJZ/Philadelphia (they couldn't wait for the add date). Dulfer really rips on this one and may just have the ballsiest sax sound out there!

Roger Smith's fine "Off the Hook" (Miramar) deservedly tops both Most Added with seven adds and Most Increased at +139 plays. It's a hit!

WLVE/Miami, known for its extremely conservative music policy, adds Jeff Lorber's "Simple Life" (Zebra), as did KOAZ/Tucson, WFSJ/Jacksonville and WZJZ/Columbus.

WLOQ/Orlando is already playing David Sanborn's "Lisa" (Elektra/EEG) — 14 times — plus he's an add at WJZL/Milwaukee and two other stations. 'LOQ also adds Diana Krall's gorgeous "Why Should I Care" (Verve) and Boney James & Shai's vocal "I'll Always Love You" (Warner Bros.).

## Heads

April 1

MARC ANTOINE Madrid (GRP)  
GATO BARBIERI The Woman On The Lake (Columbia)  
WALTER BEASLEY If You Knew (Shanachie)  
CANDY DULFER & DAVE STEWART Cookie (Windham Hill)  
GRANT GEISSMAN In With The Out Crowd (Higher Octave)  
DIANA KRALL Why Should I Care (Verve)  
RICHARD SMITH Flow (Heads Up)

April 8

GABRIELA ANDERS You Know What It's Like (Warner Bros.)  
RIPPINGTONS Summer Lovers (Peak/Windham Hill Jazz)  
JOE SAMPLE f/LALAH HATHAWAY Fever (PRA/GRP)  
KIRK WHALUM My All (Warner Bros.)

April 15

JEFF GOLUB Velvet Touch (Bluemoon/Atlantic)  
BONEY JAMES f/SHAI I'll Always Love You (Warner Bros.)  
KEN NAVARRO Dancing With Melissa (Positive)  
SPECIAL EFX Miami (Shanachie)

April 22

DESTINATION FANTASY Take Five (Higher Octave)  
WARREN HILL Take Me Away (Sire)  
BOBBY WELLS It's About Time (Permanent Wave)  
NATIVE VIBE Spirits (Domo)

April 29

MARION MEADOWS Another Side Of Midnight (Heads Up)

Diana Krall burst into public consciousness when the song "Peel Me a Grape," from her last record, *Love Scenes*, was embraced by such highly influential stations as WJJZ/Philadelphia and KKSJ/San

Francisco. Now, with a track gracing the closing credits of Clint Eastwood's new film, *True Crime*, and a new album, *When I Look in Your Eyes*, being added out-of-the-box at WVMV/Detroit, as well as at AC powerhouses KVIL/Dallas and KUDL/Kansas City, Krall is poised to break through to superstardom. Verve's Sr. VP/Promotion Suzanne Berg shares her confidence in Krall's destiny. The add date on the single, "Why Should I Care," is April 1, and the album will be in stores June 8.

We were all set for the June 8 release of *When I Look in Your Eyes*, when Diana recorded a song written by Carole Bayer Sager, Linda Thompson and Clint Eastwood and produced by Tommy LiPuma and David Foster. The song, "Why Should I Care," is the only song in Clint's new film, *True Crime*, which opened on March 19 — there's no soundtrack album — and we felt strongly that it should be included on Diana's album. • We'll release the single, along with the song "I'll String You Along" on April 13.

These circumstances mean we're going a little earlier than originally scheduled, but they have also enhanced our planning. We are in a position where everything is set up wonderfully going into Diana's new album. • We're going for adds on "Why Should I Care" at AC on March 29 and at NAC April 1. We're also going to try something unique, going for adds on the single at Jazz radio. We've also serviced Music Of Your Life. And that's just phase one. Initial response coming from NAC and AC radio is overwhelmingly positive, and we are very encouraged by it. • Sue Stillwagon, who runs our NAC/Smooth Jazz department, spearheaded Diana's last record, and the single, "Peel Me a Grape," which went to 22 on R&R's chart last year. Sue went out there and diligently promoted the record to the point where Diana will be propelled into the next sphere. Diana's last record, *Love Scenes*, scanned over 300,000 units and probably 700,000 worldwide. With that release, she was the first jazz artist to go platinum in Canada. Our initial orders on the new record are over 200,000! It's awesome. • For the past two years, she's been one of the artists announcing Grammy nominations. She's just had her first music video directed by Clint Eastwood. Her tour will start this summer, and she'll tour extensively through this year into the next. Her Carnegie Hall date is in June, and she's the opening artist for the season at the Hollywood Bowl in July. She has a three-page spread in the May issue of *Vanity Fair*, with photos by Bruce Weber. She has been praised by everyone from Starr Jones to Wyclef Jean. All of the pieces are in place. • The breadth of her appeal is amazing. And that's why we can take her to so many different radio formats. Yes, Diana Krall is definitely a jazz artist, but she is also the ultimate adult artist going into the next millennium; she appeals to everybody.



Suzanne Berg



# R&R

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## Stations and their adds listed alphabetically by market

<b>WHRL/Albany, NY</b> <b>OM/PD: Brant Curtiss</b> No Adds	<b>WZJZ/Columbus, OH</b> <b>PD/MD: Bill Harman</b> JEFF LORBER "Simple" MARC ANTOINE "Madrid" MARK BALDWIN "Groove"	<b>KTWV/Los Angeles, CA</b> <b>PD: Chris Brodie</b> <b>APD/MD: Ralph Stewart</b> KIRK WHALUM "My"	<b>WLOQ/Orlando, FL</b> <b>PD: Bill Wise</b> <b>MD: Patricia James</b> WALTER BEASLEY "Dance" GABRIELA ANDERS "Wanting" MARIAH CAREY "Believe" WAYMAN TISDALE "Bass" KIRK WHALUM "My" BONEY JAMES F/SHAI "Always" DIANA KRALL "Care"	<b>KBZN/Salt Lake City, UT</b> <b>PD/MD: Rob Riesen</b> CASSANDRA WILSON "Time" ERIC ESSIX "Real"	<b>WJZT/Tallahassee, FL</b> <b>PD: Denny Alexander</b> TOM SCOTT... "Smokin" NITE FLYTE "Heart" SMOKE N' FUNCTION "Smokee"
<b>KNIK/Anchorage, AK</b> <b>GM/PD: Dean Williams</b> <b>MD: John Clarke</b> DON DIEGO "S'Nice" DOWNING & ALBRIGHT "Pleasures" PATTI AUSTIN "In" URBAN JAZZ NETWORK "You" RIPPING TONS "Summer" MELISSA BLEDSOE "Make" CASSANDRA WILSON "Right"	<b>KOAI/Dallas, TX</b> <b>PD: Michael Fischer</b> <b>MD: Teresa Kincaid</b> No Adds	<b>WLVE/Miami, FL</b> <b>PD: Bret Michael</b> <b>MD: Marc Taylor</b> RICK BRAUN "Good" JEFF LORBER "Simple"	<b>WJPL/Peoria, IL</b> <b>PD: Rick Hirschmann</b> No Adds	<b>KCJZ/San Antonio, TX</b> <b>PD: Norm Miller</b> <b>MD: Leif Calberg</b> No Adds	<b>WSJT/Tampa, FL</b> <b>PD/MD: Ross Block</b> No Adds
<b>WJZF/Atlanta, GA</b> <b>PD/MD: Mark Edwards</b> ERIC MARIENTHAL "Mercy"	<b>KHHH/Denver, CO</b> <b>PD: Becky Taylor</b> <b>APD/MD: Cheri Marquart</b> No Adds	<b>WJZI/Milwaukee, WI</b> <b>PD: Chris Moreau</b> BRAXTON BROTHERS "Night" FOURPLAY F/BABYFACE "Someone" DAVID SANBORN "Lisa"	<b>WJZJ/Philadelphia, PA</b> <b>PD: Anne Gress</b> <b>APD/MD: Michael Tozzi</b> CANDY DULFER "Ten"	<b>KIFM/San Diego, CA</b> <b>PD: Mike Vasquez</b> <b>APD/MD: Kelly Cole</b> SAPPHRON OBOIS "Soulmates"	<b>KOAZ/Tucson, AZ</b> <b>PD: Erik Foxx</b> NELSON RANGELL "Way" NITE FLYTE "Heart" KIRK WHALUM "My" JEFF LORBER "Simple" BONNIE RAITT "Lover"
<b>KSMJ/Bakersfield, CA</b> <b>PD/MD: Joel Widdows</b> ROGER SMITH "Off"	<b>WVMV/Detroit, MI</b> <b>PD: Tom Sleeker</b> <b>MD: Sandy Kovach</b> ROGER SMITH "Off" TESH F/INGRAM "Forever"	<b>KSBR/Mission Viejo, CA</b> <b>OM/PD: Terry Wedel</b> <b>MD: Judy Davila</b> No Adds	<b>KYOT/Phoenix, AZ</b> <b>PD: Nick Francis</b> <b>APD/MD: Greg Morgan</b> NELSON RANGELL "Way" NITE FLYTE "Heart" TOM SCOTT... "Smokin"	<b>KKSF/San Francisco, CA</b> <b>PD: Paul Goldstein</b> <b>APD/MD: Blake Lawrence</b> No Adds	<b>WJZW/Washington, DC</b> <b>PD: Kenny King</b> ROGER SMITH "Off" JANGO "With"
<b>WSJZ/Boston, MA</b> <b>PD/MD: Shirley Maldonado</b> PATTI AUSTIN "In"	<b>KEZL/Fresno, CA</b> <b>PD: Angie Handa</b> <b>MD: J. Weidenheimer</b> VANESSA WILLIAMS "Flame" GRANT GEISSMAN "Crowd" NELSON RANGELL "Way" ROGER SMITH "Off"	<b>KRVR/Modesto, CA</b> <b>PD: Jim Bryan</b> <b>MD: Doug Wulff</b> BLUEZEUM "Esperanza" DOWNING & ALBRIGHT "Pleasures" FOURPLAY F/BABYFACE "Someone" DAVID SANBORN "Lisa" SMOKE N' FUNCTION "Smokee"	<b>WJJJ/Pittsburgh, PA</b> <b>PD: Carl Anderson</b> <b>MD: Herschel</b> NELSON RANGELL "Way"	<b>KMGQ/Santa Barbara, CA</b> <b>OM/PD: Mark Elliott</b> <b>APD/MD: Steve Bauer</b> DAVID SANBORN "Lisa" CASSANDRA WILSON "Time" ERIC ESSIX "Real"	<b>KWSJ/Wichita, KS</b> <b>PD: Nancy Johnson</b> <b>MD: Dallas Scott</b> CASSANDRA WILSON "Time" ERIC ESSIX "Real"
<b>WCCJ/Charlotte, NC</b> <b>PD/MD: Gerry D. Ballard</b> No Adds	<b>WGUF/Ft. Myers, FL</b> <b>PD: Scott Holt</b> <b>MD: Nanci Cruise</b> No Adds	<b>WQCD/New York, NY</b> <b>PD: John Mullen</b> <b>MD: Rick Laboy</b> PETER WHITE "Autumn" RICK BRAUN "Good"	<b>KKJZ/Portland, OR</b> <b>PD: Paul Warren</b> <b>MD: Hal Murray</b> JANGO "With" FOURPLAY F/BABYFACE "Someone"	<b>KJZY/Santa Rosa, CA</b> <b>PD: Gordon Zlot</b> <b>MD: Rob Singleton</b> NELSON RANGELL "Somethin"	<b>JRN (Jones NAC)/National</b> <b>PD: Steve Hibbard</b> <b>MD: Laurie Cobb</b> PETER WHITE "Autumn" ROGER SMITH "Off"
<b>WNUA/Chicago, IL</b> <b>PD: Bob Kaake</b> <b>APD/MD: Steve Stiles</b> WALTER BEASLEY "Knew" QUINCY JONES "Sax"	<b>WYJZ/Indianapolis, IN</b> <b>PD/MD: Carl Frye</b> NELSON RANGELL "Way"	<b>WJCD/Norfolk, VA</b> <b>OM/PD: Maxine Todd</b> <b>MD: Larry Hollowell</b> ERIC MARIENTHAL "Mercy"	<b>WWND/Raleigh, NC</b> <b>PD/MD: Don Brookshire</b> ROGER SMITH "Off" JANGO "With" BONEY JAMES F/SHAI "Always"	<b>KWJZ/Seattle, WA</b> <b>PD: Carol Handley</b> <b>MD: Dianna Rose</b> NITE FLYTE "Heart"	<hr/> 49 Total Reporters 49 Current Reporters 49 Current Playlists
<b>WVAE/Cincinnati, OH</b> <b>OM: T.J. Holland</b> <b>PD: Laura Dane</b> <b>MD: Steve Wiersman</b> No Adds	<b>WFSJ/Jacksonville, FL</b> <b>PD: Hank Dole</b> <b>APD/MD: Craig Williams</b> JEFF LORBER "Simple"	<b>KCYI/Oklahoma City, OK</b> <b>PD: Steve English</b> <b>MD: Stephani Stewart</b> No Adds	<b>KSSJ/Sacramento, CA</b> <b>Station Mgr.: Steve Williams</b> <b>APD/MD: Ken Jones</b> MARILYN SCOTT "Last" KIRK WHALUM "My" ERIC MARIENTHAL "Mercy" RICK BRAUN "Moonshot" MARC ANTOINE "Madrid"	<b>WHCD/Syracuse, NY</b> <b>PD: Butch Charles</b> <b>APD/MD: Kenny Dees</b> ROGER SMITH "Off"	
<b>WNWV/Cleveland, OH</b> <b>PD/MD: Bernie Kimble</b> No Adds	<b>KCIY/Kansas City, MO</b> <b>PD: Tom Land</b> <b>MD: Michelle Chase</b> No Adds				

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## Fall '98 Numbers, Part Deux: Rock

### Mainstreamers more likely to dominate both 18-34, 25-54

As in last week's column, we used Arbitron's Maximiser 99 to collect and sort through Rock's fall '98 books. Stations are listed by market size, and ratings are for Monday-Sunday, 6am-midnight. R&R reporters are shown in bold type.

Some highlights: 45% of these stations ranked No. 1 among men 18-34, 40% ranked No. 1 in the male 25-54 cell, and 27% ranked No. 1 in both demos. Four stations — KEZO/Omaha; WPLR/New Haven, CT; WAPL/Appleton WI; and WRKR/Kalamazoo — took home the whole enchilada, ranking No. 1 in 12+, men 18-34 and men 25-54.

Not surprisingly, more Active Rock than Rock stations ranked No. 1 in the male 18-34 demo, but more Rock stations were rated No. 1 for men 25-54. However, more Rock stations did better in both cells.

Mkt.	Calls/City (12+ Rank)	Men 18-34 (Rank)	Cume (00)	Men 25-54 (Rank)	Cume (00)
1	<b>WNEW/New York</b> (23T)	2.5 (13)	2,110	2.8 (15T)	4,426
2	<b>KLOS/Los Angeles</b> (17T)	3.0 (10)	1,921	4.3 (6)	3,645
5	<b>WMMR/Philadelphia</b> (13)	8.0 (3)	1,285	6.3 (5)	2,125
10	KLOL/Houston (10)	11.2 (1)	1,491	7.2 (1)	2,195
14	<b>KISW/Seattle</b> (13T)	11.6 (2)	927	6.8 (1T)	1,195
15	<b>KDKB/Phoenix</b> (18)	3.9 (10)	431	4.2 (11)	765
17	<b>WBAB/Long Island</b> (13T)	6.4 (4)	532	6.1 (3)	979
18	<b>KXXR/Minneapolis</b> (11)*	8.5 (2)	867	4.5 (7)	788
18	<b>WRQC/Minneapolis</b> (13)*	5.7 (7)	855	3.7 (10T)	962
21	<b>WDVE/Pittsburgh</b> (3)	21.4 (1)	1,080	16.3 (1)	1,589
26	<b>WEBN/Cincinnati</b> (2T)	23.2 (1)	1,067	14.2 (1)	1,139
27	<b>KSJO/San Jose</b> (5T)	9.2 (2)	572	4.9 (2)	588
29	<b>KCAL/Riverside</b> (7T)	6.2 (3)	370	5.2 (5T)	518
31	WLUM/Milwaukee (16)	4.9 (9T)	389	2.8 (12)	437
32	<b>WHJY/Providence</b> (3)	20.2 (1)	742	14.5 (1)	961
35	<b>KBER/Salt Lake City</b> (10T)	8.3 (2)	446	4.4 (6T)	401
40	<b>KOMP/Las Vegas</b> (9)	11.9 (2T)	415	7.9 (2T)	507
41	<b>WCKW/New Orleans</b> (14)	6.1 (5)	329	4.2 (10)	459
48	<b>WBBB/Raleigh</b> (9T)	14.6 (2)	470	6.3 (4)	404
53	<b>WTFX/Louisville</b> (8)	14.9 (1)	357	5.8 (5)	339
54	<b>KATT/Oklahoma City</b> (2)	23.4 (1)	536	12.8 (2)	564
55	<b>WTUE/Dayton</b> (4)	13.3 (1)	386	12.1 (2)	506
57	<b>WRXL/Richmond</b> (7)	20.7 (1)	360	12.0 (1)	445
59	<b>WPYX/Albany</b> (4)	14.7 (2)	381	15.8 (1)	508
61	<b>KLPX/Tucson</b> (4)	17.4 (1)	326	14.4 (2)	497
62	<b>KFRQ/McAllen</b> (3)	19.9 (1)	342	12.7 (1)	308
63	<b>KMOD/Tulsa</b> (2)	18.8 (1)	236	21.5 (1)	596
67	<b>WZZD/Allentown</b> (5)	17.6 (1T)	354	13.2 (1)	491
68	WONE/Akron (12)	11.0 (3)	218	6.4 (3T)	292
70	<b>KLAQ/El Paso</b> (3)	20.8 (1)	410	18.8 (1)	434
71	<b>KZRR/Albuquerque</b> (4)	18.8 (1)	294	10.9 (1)	362
71	KRQS/Albuquerque (16)	8.7 (2)	148	4.5 (6T)	156
72	<b>KEZO/Omaha</b> (1)	34.7 (1)	390	20.8 (1)	439
73	<b>WAQX/Syracuse</b> (3T)	19.1 (1)	429	14.5 (1)	510
75	<b>WRDX/Wilmington, DE</b> (6)	6.1 (4T)	171	5.1 (5)	214
77	<b>KRQC/Monterey</b> (15)	3.9 (7T)	117	3.5 (7T)	142
78	<b>WBUZ/Toledo</b> (10)*	9.7 (3)	193	4.5 (9)	144
78	<b>WIOT/Toledo</b> (4)	17.7 (1)	269	11.8 (2)	320
79	<b>WYNF/Sarasota</b> (8T)	17.0 (1)	182	7.5 (4T)	167
83	<b>KMJX/Little Rock</b> (2)	19.8 (1)	205	15.7 (1)	333
87	<b>KHTQ/Spokane</b> (12)*	12.4 (3T)	167	5.9 (6T)	155
90	KGGO/Des Moines (9)	10.7 (3)	142	9.2 (3T)	237
92	<b>WNCD/Youngstown</b> (7)	21.2 (1)	183	13.9 (2)	273
94	<b>WRZK/Johnson City</b> (7)	9.9 (3)	124	2.8 (7T)	136
98	<b>WNDD/Gainesville</b> (3)	7.4 (3T)	48	12.5 (1)	62
99	<b>WDHA/Morristown</b> (6T)	7.2 (4T)	142	5.8 (4T)	201
100	<b>WXKE/Ft. Wayne, IN</b> (14)	4.0 (9T)	59	3.3 (10)	102
101	<b>WPLR/New Haven, CT</b> (1)	18.6 (1)	150	13.6 (1)	235
104	<b>WYBB/Charleston, SC</b> (9T)	5.1 (7T)	155	8.3 (2T)	239
105	<b>WROV/Roanoke, VA</b> (3)	27.7 (1)	225	16.5 (1)	313



**POUNDING IT HOME** — Island's Pound took a day out of their "Same Old Life" to turn Club R&R "Upside Down." After an impassioned set, a group hug was shared by (l-r) Pound's Sandy Nardone and Pat Gasperini, R&R's Cyndee Maxwell, the band's Jerry Terwilliger, R&R's Frank Correia, Island's Doc Lyons and Pound's Jason Terwilliger.

Mkt.	Calls/City (12+ Rank)	Men 18-34 (Rank)	Cume (00)	Men 25-54 (Rank)	Cume (00)
107	<b>WKQQ/Lexington, KY</b> (6)	16.5 (1)	266	11.7 (2)	319
113	<b>KXFX/Santa Rosa, CA</b> (5T)	9.1 (1)	100	7.5 (1)	182
118	<b>WZZR/Ft. Pierce, FL</b> (6)	8.7 (4)	109	11.0 (1T)	209
119	<b>WSTZ/Jackson, MS</b> (5)	11.3 (2T)	157	13.4 (1)	252
123	<b>WRQK/Canton, OH</b> (4)	23.3 (1)	160	12.1 (1)	151
124	<b>WKQZ/Saginaw, MI</b> (4)	21.1 (1)	203	15.8 (1)	252
129	KTAL/Shreveport, LA (11T)	8.7 (5T)	83	8.5 (3)	155
130	KIOC/Beaumont, TX (5)	24.6 (1)	144	11.8 (3)	152
134	<b>WWCT/Peoria, IL</b> (8)	11.8 (2T)	127	6.7 (5)	137
134	<b>WGLO/Peoria, IL</b> (4)	21.6 (1)	178	16.3 (1)	260
135	<b>WAPL/Appleton, WI</b> (1)	40.9 (1)	243	28.0 (1)	310
136	<b>WZXL/Atlantic City, NJ</b> (3)	13.2 (1)	137	11.5 (1)	169
138	WAFX/Stamford, CT (18T)	3.3 (9T)	40	3.9 (6T)	97
146	<b>KXUS/Springfield, MO</b> (12)	7.8 (4T)	86	7.4 (5)	122
147	<b>WQBZ/Macon, GA</b> (5)	18.9 (1)	116	14.0 (1)	181
148	<b>WXRX/Rockford, IL</b> (2)	24.5 (1)	118	23.4 (1)	228
154	<b>KCLB/Palm Springs, CA</b> (6T)	10.4 (3T)	125	12.5 (1T)	165
155	<b>WRKT/Erie, PA</b> (2)	30.0 (1)	175	21.2 (1)	213
156	<b>KKEG/Fayetteville, AR</b> (11T)	13.0 (3T)	90	7.5 (4)	109
158	WMZK/Wausau, WI (3T)	17.5 (2)	122	9.7 (3)	118
161	<b>WQCM/Hagerstown, MD</b> (7)	8.3 (2T)	63	5.3 (5)	87
162	<b>WKLC/Charleston, WV</b> (5)	15.8 (2T)	101	12.9 (2)	153
163	WGLF/Tallahassee, FL (7)	8.7 (3)	82	9.6 (4)	145
166	<b>WKGB/Binghamton, NY</b> (7T)	13.2 (2T)	62	10.7 (3)	89
167	<b>KZDZ/San Luis Obispo, CA</b> (2)	15.3 (2)	122	11.1 (1)	145
169	<b>WVRK/Columbus, GA</b> (4T)	18.9 (2)	120	15.0 (1)	133
171	<b>KWHL/Anchorage, AK</b> (2T)	16.9 (2)	143	10.1 (2)	155
173	WYAV/Myrtle Beach, SC (7T)	14.5 (1)	88	9.6 (2)	120
174	<b>WRKR/Kalamazoo, MI</b> (1)	19.6 (1)	115	21.3 (1)	170
176	KCDQ/Odessa, TX (11)	10.2 (2T)	65	6.7 (3T)	102
177	<b>WRQR/Wilmington, NC</b> (4T)	15.4 (2T)	99	17.5 (1)	160
180	KMKF/Topeka, KS (15)	5.6 (4T)	21	3.9 (8T)	30
184	<b>WPXC/Cape Cod, MA</b> (8)	15.2 (1)	66	8.4 (1T)	107
187	<b>WCLG/Morgantown, WV</b> (3)	26.3 (1)	130	12.5 (2T)	89
188	KBUY/Amarillo, TX (10)	12.2 (2T)	70	7.6 (4)	70
189	<b>WRKI/Danbury, CT</b> (3)	19.4 (1)	108	16.4 (1)	181
190	<b>WZZQ/Terre Haute, IN</b> (4)	19.4 (2)	87	11.9 (3)	104
191	KBRQ/Waco, TX (4)	11.4 (3T)	100	16.2 (1)	130
192	<b>KFMF/Chico, CA</b> (4T)*	13.9 (2)	105	9.3 (1)	89
193	<b>KATS/Yakima, WA</b> (4)	25.0 (1T)	92	18.2 (1)	123
196	<b>WKLT/NW Michigan</b> (3)	11.1 (1T)	52	10.3 (2)	106
199	WPHD/Elmira-Corning, NY (10T)	10.0 (2T)	68	6.8 (3T)	71
201	<b>KRNA/Cedar Rapids, IA</b> (7)	16.1 (2T)	66	9.5 (4)	86
203	WKSM/Ft. Walton Beach, FL (4)	12.5 (2)	74	11.7 (2T)	115
206	<b>KZZE/Medford, OR</b> (7T)	17.1 (1)	56	10.5 (2T)	67
207	<b>KXRX/Tri-Cities, WA</b> (2)	15.6 (1T)	86	14.7 (2)	100
210	<b>KRRD/Sioux Falls, SD</b> (6)	21.2 (1)	84	9.1 (4)	87
212	<b>WTAO/Marion, IL</b> (5)	15.8 (1T)	81	4.2 (8T)	46
213	<b>KQDS/Duluth, MN</b> (8)	14.7 (2T)	48	10.1 (1T)	80
217	<b>KRRX/Redding, CA</b> (9T)	14.8 (2T)	70	9.8 (2T)	88
220	<b>WEGW/Wheeling, WV</b> (3T)	20.0 (1T)	63	20.4 (1)	97
221	WHBR/Parkersburg, WV (2)	31.8 (1)	66	12.2 (2T)	79
222	<b>WWWV/Charlottesville, VA</b> (5)	10.7 (3)	107	8.3 (4T)	63
229	WIHN/Bloomington, IL (4T)	22.2 (1)	88	7.0 (4T)	41
230	<b>WKHY/Lafayette, IN</b> (2T)	16.7 (2)	93	16.7 (1)	81

T indicates a tie. \*Now an Active Rock reporter.  
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# LOUDMOUTH FLY

Here are the facts on Loudmouth "Fly":

BDS ACTIVE 20\* - 16\*

BDS MAINSTREAM 28\* - 22\*

R&R ACTIVE **23** - **18**

KUPD	- #1	RANK.	#1 PHONES.	30 SPINS.
WMFS	- #3	RANK.	#2 PHONES.	30 SPINS.
WNOR	- #4	RANK.	#7 PHONES.	22 SPINS.
WXTB	- #6	RANK.	#4 PHONES.	21 SPINS.
WTFX	- #6	RANK.	#3 PHONES.	22 SPINS.
KRXQ	- #8	RANK.	#2 PHONES.	19 SPINS.
WEBN	- #8	RANK.	#5 PHONES.	18 SPINS.
WJRR	- #10	RANK.	#9 PHONES.	18 SPINS.
WRQC	- #16	RANK.	#8 PHONES.	17 SPINS.

THESE ARE FACTS, BDS #s - NOT MADE UP.  
IT'S TIME TO GIVE LOUDMOUTH A REAL ROTATION.  
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will.knapp@disney.com

ACTIVE ROCK INFO  
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joey.scoleri@disney.com

PRODUCED BY JOE BARRESI & JOHN SULLIVAN  
MANAGEMENT: STEVE STEWART & MICHAEL GOLDBERG / STEVE STEWART MANAGEMENT

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 HOLLYWOOD RECORDS



# ROCK TOP 50

APRIL 2, 1999

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	<b>COLLECTIVE SOUL</b> Heavy (Atlantic) 2030 2110 2103 2090 82/0					
4	3	2	2	<b>SAMMY HAGAR</b> Mas Tequila (MCA) 1873 1853 1783 1554 81/0					
3	4	4	3	<b>TOM PETTY &amp; THE HEARTBREAKERS</b> Free Girl... (Warner Bros.) 1824 1803 1730 1662 79/0					
2	2	3	4	<b>CREED</b> One (Wind-up) 1700 1839 1871 1873 76/0					
5	5	5	5	<b>METALLICA</b> Whiskey In The Jar (Elektra/EEG) 1372 1506 1571 1553 69/0					
7	7	7	6	<b>BLACK CROWES</b> Only A Fool (American/Columbia) 1363 1330 1261 1170 74/1					
6	6	6	7	<b>EVERLAST</b> What It's Like (Tommy Boy) 1311 1452 1490 1473 58/0					
15	8	8	8	<b>BAD COMPANY</b> Hey, Hey (Elektra/EEG) 1232 1087 988 714 68/1					
10	9	9	9	<b>JONNY LANG</b> Wander This World (A&M) 1051 975 917 820 66/1					
13	11	10	10	<b>GOO GOO DOLLS</b> Dizzy (Warner Bros.) 1016 942 866 756 72/3					
8	10	11	11	<b>LENNY KRAVITZ</b> Fly Away (Virgin) 764 797 895 1046 50/0					
21	16	14	12	<b>OLEANDER</b> Why I'm Here (Republic/Universal) 721 650 623 575 63/2					
41	26	13	13	<b>BUCKCHERRY</b> Lit Up (DreamWorks) 686 659 474 266 65/6					
33	30	19	14	<b>MOON DOG MANE</b> I Believe (Eureka) 594 534 470 424 49/4					
9	12	12	15	<b>TRAIN</b> Free (Aware/Columbia) 589 672 767 866 37/0					
12	14	16	16	<b>FLYS</b> Got You (Where I Want You) (Delicious Vinyl/Trauma) 539 600 687 768 35/0					
<b>BREAKER</b>			17	<b>SUSAN TEDESCHI</b> It Hurt So... (Tone-Cool/Rounder/Mercury) 531 491 465 447 45/0					
32	25	21	18	<b>MARVELOUS 3</b> Freak Of The Week (HiFi/Elektra/EEG) 528 512 476 428 49/0					
11	13	15	19	<b>INDIGENOUS</b> Now That You're Gone (Pachyderm) 499 626 703 814 35/1					
28	22	22	20	<b>HONKY TOAST</b> Shakin' And A Bakin' (550 Music/ERG) 486 508 493 476 51/1					
29	28	20	21	<b>OFFSPRING</b> Why Don't You Get A Job? (Columbia) 479 518 473 471 38/2					
16	17	17	22	<b>BARE JR.</b> You Blew Me Off (Immortal/Epic) 474 593 620 671 47/0					
23	19	18	23	<b>GODSMACK</b> Whatever (Republic/Universal) 471 548 562 558 35/1					
20	18	24	24	<b>SCREAMIN' CHEETAH WHEELIES</b> Right... (Capricorn/Mercury) 454 501 620 595 35/0					
26	24	28	25	<b>GOO GOO DOLLS</b> Slide (Warner Bros.) 426 450 479 547 37/0					
25	21	23	26	<b>HOLE</b> Malibu (DGC/Geffen) 381 502 517 552 24/0					
22	32	32	27	<b>METALLICA</b> Turn The Page (Elektra/EEG) 366 347 433 558 30/0					
19	20	27	28	<b>CANDLEBOX</b> Happy Pills (Maverick/WB) 349 461 546 597 28/0					
—	39	36	29	<b>LIT</b> My Own Worst Enemy (RCA) 348 307 252 170 37/5					
35	34	29	30	<b>ROB ZOMBIE</b> Living Dead Girl (Geffen) 333 410 387 368 34/1					
38	36	33	31	<b>SECOND COMING</b> Vintage Eyes (Capitol) 329 325 303 337 38/0					
24	23	31	32	<b>JOHN MELLENCAMP</b> I'm Not Running Anymore (Columbia) 314 394 481 553 23/0					
17	29	30	33	<b>BLACK CROWES</b> Kickin' My Heart Around (American/Columbia) 289 394 473 658 29/0					
18	27	34	34	<b>EVE 6</b> Leech (RCA) 271 312 474 608 22/0					
14	15	26	35	<b>R.E.M.</b> Lotus (Warner Bros.) 269 482 656 744 23/0					
39	38	35	36	<b>ROLLING STONES / DAVE MATTHEWS</b> Memory Motel (Virgin) 256 310 283 300 18/1					
42	40	37	37	<b>SILVERCHAIR</b> Anthem For The Year 2000 (Epic) 250 288 248 225 23/1					
46	42	38	38	<b>LOUDMOUTH</b> Fly (Hollywood) 248 262 232 187 28/1					
—	48	42	39	<b>VIRGOS MERLOT</b> Gain (Atlantic) 244 214 184 151 32/4					
—	—	50	40	<b>ECONOLINE CRUSH</b> All That You Are (x3) (Restless) 241 187 139 106 29/3					
44	45	41	41	<b>CUTTERS</b> Satisfied (CMC) 219 219 212 215 22/0					
—	49	43	42	<b>DOVETAIL JOINT</b> Level On The Inside (Aware/G2/Columbia) 213 212 169 165 24/3					
—	—	48	43	<b>JEFF BECK</b> What Mama Said (Epic) 207 202 98 47 22/1					
<b>DEBUT</b>			44	<b>TRAIN</b> Meet Virginia (Aware/Columbia) 200 7 — — 30/11					
45	46	45	45	<b>SUGAR RAY</b> Every Morning (Lava/Atlantic) 199 206 209 203 10/0					
43	44	44	46	<b>ORGY</b> Blue Monday (Elementree/Reprise) 194 209 217 220 17/0					
—	—	49	47	<b>KORN</b> Freak On A Leash (Immortal/Epic) 193 194 148 126 21/1					
<b>DEBUT</b>			48	<b>MONSTER MAGNET</b> Temple Of Your Dreams (A&M) 191 167 68 17 25/2					
<b>DEBUT</b>			49	<b>BIG SUGAR</b> Better Get Used To It (Capricorn) 185 135 97 50 27/3					
<b>DEBUT</b>			50	<b>FINGER ELEVEN</b> Above (Wind-up) 139 143 140 118 17/1					

This chart reflects airplay from March 22-28. Songs ranked by total plays. Highlighted songs indicate Breaker. 82 Rock reporters. 82 Current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1999, R&R Inc.

## NEW & ACTIVE

**JAKE ANDREWS** Time To Burn (Jericho)  
Total Plays: 123, Total Stations: 19, Adds: 5

**PUSHMONKEY** Caught My Mind (Arista)  
Total Plays: 118, Total Stations: 19, Adds: 3

**LOCAL H** All-Right (Oh, Yeah) (Island)  
Total Plays: 103, Total Stations: 14, Adds: 1

**SPONGE** Live Here Without You (Beyond)  
Total Plays: 94, Total Stations: 14, Adds: 1

**WILCO** Can't Stand It (Reprise)  
Total Plays: 94, Total Stations: 18, Adds: 6

**VAN MORRISON** Precious Time (Point Blank/Virgin)  
Total Plays: 86, Total Stations: 10, Adds: 1

**GEORGE THOROGOOD & DESTROYERS** I Don't Trust Nobody (CMC)  
Total Plays: 85, Total Stations: 44, Adds: 44

**STEVIE RAY VAUGHAN** Give Me Back My Wig (Legacy/Epic)  
Total Plays: 81, Total Stations: 5, Adds: 0

**SOULMOTOR** Guardian Angel (CMC)  
Total Plays: 80, Total Stations: 16, Adds: 4

**NEVE** It's Over Now (Columbia)  
Total Plays: 77, Total Stations: 6, Adds: 0

Songs ranked by total plays

## BREAKERS®

**SUSAN TEDESCHI**

**It Hurt So Bad (Tone-Cool/Rounder/Mercury)**

TOTAL PLAYS/INCREASE: 531/40  
TOTAL STATIONS/ADDS: 45/0  
CHART: 17

## MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
<b>GEORGE THOROGOOD &amp; DESTROYERS</b> I Don't... (CMC)	44
<b>POUND</b> Upside Down (Island)	17
<b>TRAIN</b> Meet Virginia (Aware/Columbia)	11
<b>BUCKCHERRY</b> Lit Up (DreamWorks)	6
<b>WILCO</b> Can't Stand It (Reprise)	6
<b>JAKE ANDREWS</b> Time To Burn (Jericho)	5
<b>LIT</b> My Own Worst Enemy (RCA)	5
<b>MOON DOG MANE</b> I Believe (Eureka)	4
<b>SOULMOTOR</b> Guardian Angel (CMC)	4
<b>VIRGOS MERLOT</b> Gain (Atlantic)	4

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>TRAIN</b> Meet Virginia (Aware/Columbia)	+193
<b>BAD COMPANY</b> Hey, Hey (Elektra/EEG)	+145
<b>JAKE ANDREWS</b> Time To Burn (Jericho)	+91
<b>GEORGE THOROGOOD &amp; DESTROYERS</b> I Don't... (CMC)	+85
<b>JONNY LANG</b> Wander This World (A&M)	+76
<b>WILCO</b> Can't Stand It (Reprise)	+76
<b>GOO GOO DOLLS</b> Dizzy (Warner Bros.)	+74
<b>OLEANDER</b> Why I'm Here (Republic/Universal)	+71
<b>SOULMOTOR</b> Guardian Angel (CMC)	+70
<b>MOON DOG MANE</b> I Believe (Eureka)	+60

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
<b>ROB ZOMBIE</b> Dragula (Geffen)
<b>JONNY LANG</b> Still Rainin' (A&M)
<b>CREED</b> What's This Life For (Wind-up)
<b>EVE 6</b> Inside Out (RCA)
<b>KENNY WAYNE SHEPHERD</b> Blue On Black (Revolution/Reprise)
<b>DAYS OF THE NEW</b> Touch, Peel, And Stand (Outpost/Geffen)
<b>KENNY WAYNE SHEPHERD</b> Everything... (Revolution/Reprise)
<b>DAYS OF THE NEW</b> The Down Town (Outpost/Geffen)
<b>HOLE</b> Celebrity Skin (DGC/Geffen)
<b>CREED</b> My Own Prison (Wind-up)

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.

# George Thorogood and the Destroyers

## "I Don't Trust Nobody"

#1 Most Added R&R Rock!!!

#1 FMOB!!!

#1 Album Network!!!

#4 Most Added R&R Active!!!

The Destroyers Hit The Road:

4/24 Myrtle Beach 4/25 Charlotte 4/26 Birmingham  
4/27 Baton Rouge 4/28 New Orleans 4/30 West Palm Beach  
5/1 Atlanta 5/2 Nashville

New Album: half a boy/Half A Man In-Stores 4/13!

Out-of-the-box on over 140 stations including:

KLOS WRIF WBAB KSHE WDVE WNCX  
KYYS WLVO WFBQ WEGR WCMF WZZR  
WFYV WROQ WPYX KLPX KFRQ KMOD  
WEZX WZZO WIMZ WAQX WRXK WRDX  
KRQC WIOT WYNF WMJX KHTQ WRUF







APRIL 2, 1999

3W	2W	LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
3	2	2	1	<b>COLLECTIVE SOUL</b> Heavy (Atlantic)	2330	2225	2187	2160	75/0
1	1	1	2	<b>CREED</b> One (Wind-up)	2253	2315	2306	2322	78/0
4	4	3	3	<b>METALLICA</b> Whiskey In The Jar (Elektra/EEG)	2100	1971	1907	1879	77/0
2	3	4	4	<b>EVERLAST</b> What It's Like (Tommy Boy)	1762	1904	2066	2194	73/0
6	6	5	5	<b>ROB ZOMBIE</b> Living Dead Girl (Geffen)	1699	1575	1478	1331	76/0
10	8	8	6	<b>SAMMY HAGAR</b> Mas Tequila (MCA)	1627	1380	1344	1151	67/0
5	5	6	7	<b>GODSMACK</b> Whatever (Republic/Universal)	1591	1529	1571	1563	72/0
7	7	7	8	<b>OFFSPRING</b> Why Don't You Get A Job? (Columbia)	1533	1420	1374	1304	69/0
14	10	9	9	<b>OLEANDER</b> Why I'm Here (Republic/Universal)	1460	1261	1100	1002	75/1
15	12	10	10	<b>ORGY</b> Blue Monday (Elementree/Reprise)	1279	1163	1064	1000	66/2
20	16	13	11	<b>KORN</b> Freak On A Leash (Immortal/Epic)	1202	1044	894	810	76/1
35	27	22	12	<b>BUCKCHERRY</b> Lit Up (DreamWorks)	1077	824	637	418	67/4
25	20	16	13	<b>GOO GOO DOLLS</b> Dizzy (Warner Bros.)	1037	932	828	742	57/1
9	9	11	14	<b>BARE JR.</b> You Blew Me Off (Immortal/Epic)	1025	1149	1198	1187	57/0
22	19	18	15	<b>SILVERCHAIR</b> Anthem For The Year 2000 (Epic)	1019	875	860	767	65/3
16	14	14	16	<b>TOM PETTY &amp; THE HEARTBREAKERS</b> Free Girl... (Wamer Bros.)	1019	1016	987	941	52/0
19	17	15	17	<b>SECOND COMING</b> Vintage Eyes (Capitol)	986	952	892	838	62/1
29	25	23	18	<b>LOUDMOUTH</b> Fly (Hollywood)	983	804	710	574	74/2
33	26	21	19	<b>ECONOLINE CRUSH</b> All That You Are (x3) (Restless)	950	838	660	506	68/2
23	23	20	20	<b>MARVELOUS 3</b> Freak Of The Week (HiFi/Elektra/EEG)	920	839	796	762	60/0
26	22	19	21	<b>BLACK CROWES</b> Only A Fool (American/Columbia)	894	872	819	694	47/0
36	28	26	22	<b>LIT</b> My Own Worst Enemy (RCA)	857	653	540	415	64/7
11	11	12	23	<b>CANDLEBOX</b> Happy Pills (Maverick/WB)	843	1058	1099	1089	50/0
17	21	25	24	<b>ROB ZOMBIE</b> Dragula (Geffen)	775	732	826	929	45/0
<b>BREAKER</b>			25	<b>MARILYN MANSON</b> Rock Is Dead (Maverick/Nothing/Interscope)	715	491	158	75	68/4
<b>BREAKER</b>			26	<b>KID ROCK</b> Bawitdaba (Top Dog/Lava/Atlantic)	677	565	506	398	63/3
<b>BREAKER</b>			27	<b>STAIN D</b> Just Go (Flip/Elektra/EEG)	651	538	475	298	63/3
18	24	27	28	<b>METALLICA</b> Turn The Page (Elektra/EEG)	609	626	714	881	44/0
—	40	34	29	<b>MONSTER MAGNET</b> Temple Of Your Dreams (A&M)	593	455	320	42	59/7
13	13	17	30	<b>HOLE</b> Malibu (DGC/Geffen)	593	913	1025	1068	33/0
—	—	38	31	<b>EVERLAST</b> Ends (Tommy Boy)	572	372	143	40	42/7
32	29	31	32	<b>FEAR FACTORY</b> Descent (Roadrunner)	540	521	523	522	46/0
12	18	24	33	<b>STABBING WESTWARD</b> Haunting Me (Columbia)	534	755	889	1076	34/0
38	33	33	34	<b>HONKY TOAST</b> Shakin' And A Bakin' (550 Music/ERG)	524	459	449	391	45/1
40	36	36	35	<b>VIRGOS MERLOT</b> Gain (Atlantic)	520	423	406	361	41/1
39	35	35	36	<b>DOVETAIL JOINT</b> Level On The Inside (Aware/C2/Columbia)	486	442	411	369	44/5
48	42	39	37	<b>FINGER ELEVEN</b> Above (Wind-up)	477	333	301	263	47/7
50	43	40	38	<b>PUSHMONKEY</b> Caught My Mind (Arista)	372	326	262	235	35/1
44	41	42	39	<b>FLYS</b> She's So Huge (Delicious Vinyl/Trauma)	346	312	310	312	29/1
8	15	28	40	<b>EVE 6</b> Leech (RCA)	341	610	968	1233	21/0
34	37	45	41	<b>OFFSPRING</b> Pretty Fly (For A White Guy) (Columbia)	317	276	379	477	22/0
41	38	43	42	<b>SUGAR RAY</b> Every Morning (Lava/Atlantic)	310	311	331	350	9/0
—	45	44	43	<b>LOCAL H</b> All-Right (Oh, Yeah) (Island)	307	299	261	207	37/3
28	34	37	44	<b>MONSTER MAGNET</b> Powertrip (A&M)	303	379	432	578	21/0
31	32	41	45	<b>LIMP BIZKIT</b> Faith (Flip/Interscope)	289	323	455	528	23/0
—	—	47	46	<b>GRIN SPOON</b> PostEnebriatedAnxiety (Universal)	273	214	205	180	30/1
<b>DEBUT</b>			47	<b>SPONGE</b> Live Here Without You (Beyond)	236	146	97	72	27/1
<b>DEBUT</b>			48	<b>JONNY LANG</b> Wander This World (A&M)	213	186	177	175	16/0
—	—	49	49	<b>FUEL</b> Jesus Or A Gun (550 Music/ERG)	195	190	190	177	16/1
<b>DEBUT</b>			50	<b>BAD COMPANY</b> Hey, Hey (Elektra/EEG)	186	121	107	51	12/0

This chart reflects airplay from March 22-28. Songs ranked by total plays. Highlighted songs indicate Breaker. 79 Active Rock reporters. 79 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1999, R&R Inc.

NEW & ACTIVE

**JEFF BECK** What Mama Said (Epic)  
Total Plays: 185, Total Stations: 15, Adds: 1

**ONE MINUTE SILENCE** Stuck Between A Rock And... (Big Cat/V2)  
Total Plays: 145, Total Stations: 13, Adds: 0

**CAKE** Sheep Go To Heaven (Capricorn/Mercury)  
Total Plays: 143, Total Stations: 10, Adds: 2

**SOULMOTOR** Guardian Angel (CMC)  
Total Plays: 142, Total Stations: 26, Adds: 10

**SPRUNG MONKEY** Naked (Surfdog/Hollywood)  
Total Plays: 139, Total Stations: 21, Adds: 6

**TIN STAR** Head (V2)  
Total Plays: 137, Total Stations: 11, Adds: 1

**FATBOY SLIM** Praise You (Skint/Astralwerks/Caroline)  
Total Plays: 121, Total Stations: 4, Adds: 0

**CREED** I'm Eighteen (Columbia)  
Total Plays: 119, Total Stations: 7, Adds: 0

**BIG SUGAR** Better Get Used To It (Capricorn)  
Total Plays: 110, Total Stations: 14, Adds: 2

**MOON DOG MANE** I Believe (Eureka)  
Total Plays: 103, Total Stations: 8, Adds: 0

Songs ranked by total plays

BREAKERS®

**MARILYN MANSON**  
Rock Is Dead (Maverick/Nothing/Interscope)  
TOTAL PLAYS/INCREASE: 715/224  
TOTAL STATIONS/ADDS: 68/4  
CHART: 25

**KID ROCK**  
Bawitdaba (Top Dog/Lava/Atlantic)  
TOTAL PLAYS/INCREASE: 677/112  
TOTAL STATIONS/ADDS: 63/3  
CHART: 26

**STAIN D**  
Just Go (Flip/Elektra/EEG)  
TOTAL PLAYS/INCREASE: 651/113  
TOTAL STATIONS/ADDS: 63/3  
CHART: 27

MOST ADDED®

ARTIST/TITLE LABEL(S)	ADDS
<b>POUND</b> Upside Down (Island)	23
<b>DDT</b> Walkabout (TMC/Elektra/EEG)	11
<b>SOULMOTOR</b> Guardian Angel (CMC)	10
<b>EVERLAST</b> Ends (Tommy Boy)	7
<b>FINGER ELEVEN</b> Above (Wind-up)	7
<b>GEORGE THOROGOOD &amp; DESTROYERS</b> I Don't... (CMC)	7
<b>LIT</b> My Own Worst Enemy (RCA)	7
<b>MONSTER MAGNET</b> Temple Of Your Dreams (A&M)	7
<b>PLACEBO</b> Every You Every Me (Virgin)	7
<b>SPRUNG MONKEY</b> Naked (Surfdog/Hollywood)	6

**Second Coming**  
**"Vintage Eyes"**  
**ACTIVE ROCK 17**

MOST INCREASED PLAYS

ARTIST/TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>BUCKCHERRY</b> Lit Up (DreamWorks)	+253
<b>SAMMY HAGAR</b> Mas Tequila (MCA)	+247
<b>MARILYN MANSON</b> Rock... (Maverick/Nothing/Interscope)	+224
<b>LIT</b> My Own Worst Enemy (RCA)	+204
<b>EVERLAST</b> Ends (Tommy Boy)	+200
<b>OLEANDER</b> Why I'm Here (Republic/Universal)	+199
<b>LOUDMOUTH</b> Fly (Hollywood)	+179
<b>KORN</b> Freak On A Leash (Immortal/Epic)	+158
<b>FINGER ELEVEN</b> Above (Wind-up)	+144
<b>SILVERCHAIR</b> Anthem For The Year 2000 (Epic)	+144

HOTTEST RECURRENTS

**LENNY KRAVITZ** Fly Away (Virgin)

**KORN** Got The Life (Immortal/Epic)

**FLYS** Got You (Where I Want You) (Delicious Vinyl/Trauma)

**EVE 6** Inside Out (RCA)

**CREED** What's This Life For (Wind-up)

**HOLE** Celebrity Skin (DGC/Geffen)

**MONSTER MAGNET** Space Lord (A&M)

**FUEL** Shimmer (550 Music/ERG)

**STABBING WESTWARD** Save Yourself (Columbia)

**BLACK CROWES** Kickin' My Heart... (American/Columbia)

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.

rroonline.com

THE INDUSTRY'S NEWSPAPER





# Buckcherry

New adds this week include:  
WBZX KLAQ WQXA WRZK WAMX WYNF  
WROQ WKLC WRQR KXRK KFMW

Already on over 160 stations!!!

R&R Active Rock Chart ②-⑫  
R&R Mainstream Rock Chart ⑬  
BDS Active Rock Chart 17\*-11\*  
BDS Mainstream Rock Chart 17\*-13\* AIRPOWER!!!  
BDS Heritage Rock Chart 23\*-13\* AIRPOWER!!!

Album in stores April 6



“LIT UP”



© 1999 SKG Music L.L.C. Produced by Terry Dale and Steve Jones. Recorded and Mixed by Terry Dale.  
Management: Scott McGhee Artist Management

www.americanradiohistory.com



# active INSIGHT

By  
**Frank Correia**  
Asst. Rock Editor

With the costly presidential scandal of last year, Washington, DC has certainly given the American taxpayer plenty to curse about lately. Well, **Nothingface** feels your pain and screams it back at you. Rising out of the Baltimore/DC scene, the group was signed to independent label DCide Records based on their live show and an impressive demo the band recorded in a basement. Soon thereafter, DCide moved them to an actual studio, where they recorded their crushing debut, *Pacifier*.

In September of '98, Nothingface delivered their DCide/Mayhem follow-up, *An Audio Guide to Everyday Atrocity*, with "The Sick" as the first single. The album shows Nothingface refining their attack, with more coherent songs that still harness the energy of their first forays into metal. The tight rhythm section of bassist **Bill Gaal** and drummer **Chris Houck** anchors the bone-jarring hits of **Tom Maxwell's** guitars. **Matt Holt's** confident vocals mix smooth melodies with a throaty growl reminiscent of Pantera's Phil Anselmo and Korn's Jonathan Davis.

WMFS/Memphis MD **Dave Clapper** and **Jose Romero**, host of the station's metal show, *Beyond the Pit*, have been spinning the record since October. Now "The Sick" has been added to regular rotation. "They've got

a crossover feel with a heavy edge. That's what we love about the band," Clapper enthuses. "They combine the hardness of '90s metal with melodic sounds, allowing them to be more mainstream for average listeners."

Clapper isn't dayparting "The Sick" into oblivion either. "It's a night record for us, but it doesn't have to be buried in overnights. It's got the feel of a 7pm or 8pm record. Sure, it's a little aggressive, but kids are listening, and kids are into the aggressive music. Let's rock 'em out with a little Nothingface."

DCide's **Burton Gray** is hoping Nothingface will be the biggest thing out of the nation's capitol since Monica Lewinsky. "Nothingface is a perfect 'Extreme Radio' band, because they combine an 'extreme attitude' sound with radio-friendly melody lines."



**Nothingface**

## R&R TOP 20 SPECIALTY ARTISTS

R&R's Exclusive Insight Into The Extreme Side Of Rock

- 1 **FEAR FACTORY** (*Roadrunner*) Airplay Includes: KUPD, WHJY, WTFX
- 2 **STATIC-X** (*Warner Bros.*) Airplay Includes: KXXR, WKPE, WXTM
- 3 **OVERKILL** (*CMC*) Airplay Includes: KLFX, WBAB, WZMT
- 4 **NAPALM DEATH** (*Earache*) Airplay Includes: KQWB, KRXQ, WGIR
- 5 **GRIP INC.** (*Metal Blade*) Airplay Includes: KIOZ, KWHL, WRXL
- 6 **GWAR** (*Metal Blade*) Airplay Includes: KEYJ, KXXR, WYSP
- 7 **CLAWFINGER** (*Music Cartel*) Airplay Includes: KLPX, KRXQ, WMFS
- 8 **STAIN'D** (*Flip/Elektra/EEG*) Airplay Includes: KFMF, KLFX, WTFX
- 9 **PRO-PAIN** (*Nuclear Blast*) Airplay Includes: WHJY, WRXL, WXTM
- 10 **MOTORHEAD** (*CMC*) Airplay Includes: KQWB, WBAB, WYSP
- 11 **NOTHINGFACE** (*DCide/Mayhem*) Airplay Includes: KZZE, WMFS, WTFX
- 12 **PUYA** (*MCA*) Airplay Includes: KFMF, KUPD, WKPE
- 13 **SOIL** (*M.I.A.*) Airplay Includes: KEYJ, WXTM, WZMT
- 14 **SKINLAB** (*Century Media*) Airplay Includes: KRXQ, KXXR, WGIR
- 15 **LOUDMOUTH** (*Hollywood*) Airplay Includes: KATT, KLPX, KWHL
- 16 **SEPULTURA** (*Roadrunner*) Airplay Includes: KBPI, KQWB, WRXL
- 17 **VITAMIN F** (*TDE*) Airplay Includes: KEYJ, WTFX, WYSP
- 18 **ROB ZOMBIE** (*Geffen*) Airplay Includes: KZZE, WHJY, WKLO
- 19 **MESHUGGAH** (*Nuclear Blast*) Airplay Includes: KXXR, WKPE, WZMT
- 20 **LUNGBRUSH** (*Pavement*) Airplay Includes: KQWB, WRXL, WXTM

Ranked by total number of shows reporting artist.

## Specialty Show Reporters

Shows and their Top 5 songs listed alphabetically by market

<b>KEYJ/Abilene, TX</b> <b>Power Play</b> Mon-Fri 10pm-12am Floyd Syxx Alabama "Thunder... 'Dryspell" Overkill "Necrosline" Loudmouth "Fly" Pro-Pain "In For The Kill" Stand "Mudshovel"	<b>WKPE/Cape Cod, MA</b> <b>Out Of Bounds</b> Saturday 10pm-midnight Peter Maxx Godsmack "Timebomb" Rob Zombie "Superbeast" Suicide Machines "Independence Parade" Loudmouth "Fly" Sick Of It All "Potential For A Fall"	<b>KQWB/Fargo, ND</b> <b>Meltdown</b> Saturday 10pm-2am Troy Mathews Pro-Pain "Time Will Tell" Overkill "Necrosline" Flotsam & Jetsam "Chemical Noose" Grip Inc. "Lockdown" Tin Star "Head" Wilco "Can't Stand It"	<b>WTPA/Harrisburg, PA</b> <b>SoundAlternative</b> Sunday 8-10pm Matt Miller Paul Westerberg "Lookin' Out Forever" Grand Mal "Whole Lotta Nothing" Speedway "Entertainment" Grip Inc. "Head" Tin Star "Head" Wilco "Can't Stand It"	<b>WTFX/Louisville, KY</b> <b>The Attitude Network</b> Saturday 10pm-2am Black Frank Grip Inc. "Stresscase" Pro-Pain "In For The Kill" Fear Factory "Concrete" Overkill "Let Us Prey" Skinlab "So Far From The..."	<b>WMFS/Memphis, TN</b> <b>Beyond The Pit</b> Sunday 10pm-2am Jose Romero Puya "Dass" Gwar "Babyraper" Stand "Crawl" Clawfinger "Biggest & The Best" Sepultura "Crooke"	<b>KUPD/Phoenix, AZ</b> <b>Red Radio Underground</b> Sunday 7-9pm Larry Mac Sponge "Live Here Without..." Joan Jett "Handy Man" Finger Eleven "Above" Larryland "Anybody Up There" Adam Daniel "Breaking Up"	<b>KRXQ/Sacramento, CA</b> <b>Ear Whacks</b> Sunday 8-9:30pm Paul Wilbur, Che Brooks Groove Ghoules "Fun In The Dark" Skinlab "No Sympathy (For...)" Strike "Yesterday's Heroes" Lungbrush "Urban Tribes" Jimmy Eat World "Clarity"	<b>WXTM/St. Louis, MO</b> <b>Hobwired</b> Friday 10pm-midnight Johnny Orr Stone Roses "Fool's Gold" Heorotaz "Turn Around" Cassius '99 Soft Cell Vs. Club 189 "Tainted Love" Lo Fi Allstars "Marilyn/Fingers Pimpin'"
<b>KWHL/Anchorage, AK</b> <b>The Pit</b> Sunday 8-9pm Hitman Nothingface "The Sick" Loudmouth "Fly" Overkill "Stone Cold Jesus" Kid Rock "Bawitdaba" Monster Magnet "Temple Of Your..."	<b>KFMF/Chico, CA</b> <b>Dot-stroclies</b> Mon-Fri 11pm-midnight Cale Wiggins Grinspoon "PostEnebrated..." Deftones "MX" Veleozone "Ty Jonathan Down" One Minute Silence "Stuck Between A..." Living End "Prisoner Of Society"	<b>WKLQ/Grand Rapids, MI</b> <b>Saturday Night Outta Control</b> Saturday 10pm-2am Tom "Wiz" Stavrou Fear Factory "Concrete" Static-X "Wisconsin Death Trip" Napalm Death "The Infiltrator" Metallica "Crash Course In..." Rob Zombie "Superbeast"	<b>WCCC/Hartford, CT</b> <b>Sunday Night Blues</b> Sunday 8-10pm Beel Stew Jonny Lang "Still Raining" Keb Mo' "Muddy Water" Eddy Clearwater "Cool Blues Walk" Roomful Of Blues "Backseat Blues" Blue Mother Tapes "Three Coins"	<b>WTFX/Louisville, KY</b> <b>Outour</b> Sunday 8-10pm Chris Allman Dropkick Murphys "10 Years Of Service" Gwar "Nitro Burnin'..." Mike Ness "Don't Think Twice" Fun Lovin' Criminals "Big Night Out" Buck-O-Nine "Tell It Like It Was"	<b>KXXR/Minneapolis, MN</b> <b>X-treme Metal Shop</b> Friday 1-4am Nick Davis Stand "Spleen" Static-X "Bled For Days" Spineshank "Where We Fall" Rob Zombie "Meet The Creeper" Fear Factory "Hi-Tech Hate"	<b>KUPD/Phoenix, AZ</b> <b>Into The Pit</b> Sunday 10pm-midnight Dennis Huff Nothingface "Breathe Out" System Of A Down "Suite Pee" Skinlab "Bum Rubber" Earth Crisis "Overseers" Decast "Courage To Be"	<b>KIOZ/San Diego, CA</b> <b>Another State Of Mind</b> Sunday 11pm-midnight Al Guerra Witchery "Riding On The Wind" Pantera "Hole In The Sky" Fear Factory "Hi-Tech Hate" Sick Of It All "Let Go" Grip Inc. "Amped"	<b>KLPX/Tucson, AZ</b> <b>Area 51</b> Friday 10pm-midnight Bob Bitchin' Static-X "Bled For Days" Grinspoon "PostEnebrated..." Clawfinger "Biggest & The Best" Loudmouth "Fly" Motorhead "Ace Of Spades (Live)"
<b>KRAB/Bakersfield, CA</b> <b>X-Factor</b> Sunday 7-9pm Mike Bell Sebadoh "Flame" Jude "Rick James" Living End "Prisoner Of Society" Built To Spill "Carry The Zero" Beastie Boys "Remote Control"	<b>KFMF/Chico, CA</b> <b>Over The Edge</b> Sunday 10:30pm-midnight Lisa Kelly Everclear "Father Of Mine" Eminem "My Name Is" Beastie Boys "Just A Test" Ory "Stitches" Hole "Awful"	<b>WKLQ/Grand Rapids, MI</b> <b>Clambake</b> Sunday 9-10pm Steve Aldrich Propellerheads "Crash" Underworld "Push Upstairs" Kula Shaker "Mystical Machine Gun" Stereophonics "Just Looking" Sebadoh "Cobolind"	<b>KLFX/Killeen, TX</b> <b>Kut Radio</b> Saturday 10pm-midnight Steve Lakewood Overkill "Stone Cold Jesus" Deviate "Crisis Of Confidence" Puya "Fundamental" Nebula "Devil's Liquid" Pro-Pain "Burn"	<b>WGIR/Manchester, NH</b> <b>Whiplash</b> Sunday 10-11pm Roadkill Skinlab "Know Your Enemy" Static-X "Wisconsin Death Trip" Grip Inc. "Amped" Earth Crisis "Sunshine" Napalm Death "Devouring Depraved"	<b>KATT/Oklahoma City, OK</b> <b>Launch Pad</b> Thursday 12am-1am Leo Cape Loudmouth "Fly" Doves "Know Your Enemy" Silverchair "Arthen For The..." Econoline Crush "All That You Are" Korn "It's On" Pantera "Hole In The Sky"	<b>WHJY/Providence, RI</b> <b>The Metal Zone</b> Saturday 10pm-12am Dr. Metal Pro-Pain "Act Of God" Fear Factory "Resurrection" Shy Guy "Virtual Machine" Korn "It's On" Pantera "Hole In The Sky"	<b>WXTM/St. Louis, MO</b> <b>Monday Night Metal</b> Mon-Fri 11pm-midnight Kane Overkill "Let Us Prey" Shy Guy "Crooked Figurehead" Grip Inc. "Amped" Fear Factory "Soulwound" Pro-Pain "Stand Tall"	<b>WZMT/Wilkes Barre, PA</b> <b>Freddie's Closet</b> Saturday 11pm-1am Freddie Clawfinger "Biggest & The Best" Fear Factory "Concrete" Lungbrush "Urban Tribes" Stand "Sufocate" Sepultura "Crow"
<b>WKGB/Binghamton, NY</b> <b>Incoming</b> Monday 10pm-11:30pm Tim Boland Bare Jrs. "You Blew Me Off" Fuel "Jesus Or A Gun" Dr. Israel "The Doctor..." Finger Eleven "Above" Rubydiver "Supernatural"	<b>KBPI/Denver, CO</b> <b>Metalix</b> Saturday 10pm-12am Uncle Nasty Zeke "Shout It Out Loud" Sepultura "Choke" Slayer "Perversions Of Pain" Napalm Death "The Infiltrator" Clutch "The Dragonfly"	<b>WQXA/Harrisburg, PA</b> <b>The Sunday News</b> Sunday 8-10am Bill Hanson Wilco "Can't Stand It" XTC "I'd Like That" Sebadoh "Flame" Blur "Tender" Breeders "Collage"	<b>WBAB/Long Island, NY</b> <b>Fingers Metal Shop</b> Sunday 10pm-1am Fingers Blackstar "Rock N' Roll Circus" Sacred Steel "Wargods" Overkill "Necrosline" Plastique "Too Much" L.E.S. Stitches "Parasite"	<b>KZZE/Medford, OR</b> <b>The Edge</b> Saturday 10pm-midnight Mike Kincaid Rob Zombie "Dragula" 16 Volt "Keep Sleeping" Korn "Got The Life" Straight To Hell "Mandatory Suicide" Nothingface "The Sick"	<b>WYSP/Philadelphia, PA</b> <b>Rockers</b> Friday 10pm-12am Matt & Huggy Grip Inc. "Isolation" Amorphis "Greed" Motorhead "Ace Of Spades (Live)" Sevendust "Bitch" Gwar "Jagermonsta"	<b>WRXL/Richmond, VA</b> <b>The Metal File</b> Mon-Fri 2-3am Johnny Young Grip Inc. "Lockdown" Fear Factory "O-O (Where Evil...)" Pro-Pain "In For The Kill" Crown "The Poison" Stand "Spleen"	<p>34 Total Reporters from the Active Rock and Rock panels.</p>	

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LON HELTON  
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# A Country Editor Ventures Into An Alternative World

□ Similar issues and challenges face PDs of both formats

That's it. I've had it. After 16 years and 839 Country columns as the R&R Country Editor, I just can't bring myself to write another one. So, I've commandeered the Alternative section and will henceforth be your humble Alternative scribe.

As I sit here packing away the Reba, Garth and George Strait CDs to make room for Hole, Limp Bizkit and Eagle-Eye Cherry, I thought I'd better see if anything I've learned in 27 years of Country will be applicable in my new formatic digs. To that end, I called a couple of Alternative programmers whose stations are in clusters that include a Country outlet. I must admit I was surprised at how similar the two formats are, both in their attributes and their problems.

## In The Zone

Paul Peterson programs KZON/Phoenix, an Alternative station clustered with Chancellor Country outlet KMLE. With a background in CHR, Hot AC, AC and now Alternative, he sees little difference between those formats and Country. "There's more correlation than differentiation between Alternative and Country. Country offers the highest level of quality production and air talent. They're shiny, pop, great-sounding



Dave Stewart

radio stations. What they do isn't all that different from what we do. We're branded Alternative, but we're a clean machine, playing lots of hit records. There's more correlation than differentiation between the two formats.

"[KMLE PD Jeff] Garrison and I both have CHR backgrounds. We both know this isn't brain surgery. A good station is a good station. If you've survived in radio long enough, you know what a good station sounds like and you know how to create one. The formats, to a great degree, aren't unique. It's a matter of understanding what works for an audience.

"Alternative plays currents as fast as some CHRs, and Country has evolved into a format that plays the hits. We're really all kind of meeting in the middle. The programming world is becoming more homogenized, especially in this age of consolidation. The days of starting in one format and staying there through your entire career are over."

## Artists 'Do The Do'

Country radio has been spoiled through the years by incredible artist accessibility — a phenomenon envied and desired by other formats. That sentiment is echoed by Peterson. "One thing country artists do better than artists in any other mu-

sical genre is embrace the listener. I'm not knocking alternative artists, but country artists really do seem to get it — hey, they do the do.

"They have a better handle on the essence of the link between what's in the recording studio in Nashville and what comes out of the radio and into the ears and hearts of listeners all over the country. They understand it's not just about getting on the radio. They know that to remain important to the listener, they have to be available to the listener. Look at Garth. He's the biggest story in the world, and it's just so cool that he did that concert for Wal-Mart. He knew a lot of his fans bought his records there, and he did it to stay close to them.

"This isn't a slam on artists in this format — most are as gracious as anyone. There's a lot of work and schmoozin' that needs to happen when they're on the road. Artists have to keep their personality on and be available around their concerts to meet and greet the fans. This is show biz. Country artists seem like they're ahead of the curve in understanding that this is a people business."

## Warring Through The Speakers

The KZON programming chair also offers a front row seat to one of the fiercest Country radio battles in America in the tussle between KMLE and KNIX. Observes Peterson, "It really is an incredible battle, one that has brought out the best level of professionalism and quality. It's probably on a higher plane than some of the Alternative battles, which sometimes get into a lot of little bs games — like ruining a competitor's promotion and faxing insults. Country seems to wage the war professionally, intensely and steadfastly — but through the speakers. Each station seems to be more concerned with what they're doing than with what their competitor is doing."

Concluding on the same theme with which he began, Peterson once again emphasizes that there are more similarities than differences between Alternative and Country. Peterson says, "An Alternative station is imaged around the artists and music, much like a Country station is imaged. If you're a music station, it doesn't matter what type of music you play as long as you remember that listeners come to your station because of the music. In Alternative, all of the promotions we do funnel back to the music — just like in Country."

“

The biggest difference in the two formats is how much easier it is to work with Country artists than Alternative artists. I hear about Fan Fair, and it's hard to imagine Pearl Jam signing autographs for four and a half hours.

—Dave Stewart

”

## A View From The End

Dave Stewart is the OM for Clear Channel New Orleans Alternative KKND and CHR/Pop KUMX, sisters to Country WNOE, which is programmed by Eddie Edwards. Like Peterson, Stewart asserts there are more similarities than differences between the two formats. "It's pretty much the same game, just different tunes. The issues Eddie has to deal with are similar to the ones I have to deal with — although a lot of Eddie's promotions seem to have cows in them."

Alternative and Country are also similar in that listeners of both formats are really into the music and the artists. Just like Country, Stewart says Alternative stations focus on the artists. He says, "People are very into artist information and being able to find out what they can, and we try to give it to them with on-air features as well as on our website and through links. My desire would be to make the station as artist-based as possible. Keeping in mind you have to play the occasional one-hit wonder, I'd love it if Alternative were able to develop more artists — and I would assume that's the goal of a lot of Country programmers as well."

I passed on to Stewart the old Country saw that stations would rather play a mediocre song by a superstar than take a chance on what they think is a better song by a debut artist. He replied, "That's absolutely the mirror image of Alternative. If a superstar artist comes out with a release, it's almost a moot point whether the song is any good. You gotta play it to let people know that artist has some new music out. People who listen to Alternative are artist-focused."

## Artist Accessibility

Because Alternative, like Country, is so artist-based, Stewart, like Peterson, is envious of the role country artists play with the format and the fans. He says, "The biggest difference between the two formats is how much easier it is to work with country artists than alternative artists. I hear about Fan Fair, and it's hard to imagine Pearl Jam signing autographs for four and a half hours."

Asked what message he would pass along to alternative artists, Stewart says, "I'd ask them to look at what artists in the country arena do to show their fans how much they appreciate them after they've sold a few million records. Rock stars put up that wall between themselves and the fans, and it seems to go up pretty quickly. It's an attitude thing I'm not saying every artist has it, but quite a few of them do.

"I'd like some of the alternative artists to make themselves a little more accessible once they reach

that level of star status. Once they hit that level where they think they're too big to sign autographs, I'd like them to take a step back and look at what country stars do.

"Artists in all formats are easy and fun to work with when they're breaking into the business. Rock-based artists seem to get rock star attitudes quicker than country artists. And I guess I'd cite Fan Fair as a pretty good example of how country stars still stay in touch with the fans. Nothing close to that even exists in the rock world."

It's the stars' continuing accessibility to fans that many in country credit as the reason country artists enjoy 20- or 30-year careers. On that subject, Stewart says, "Maybe it's not important for people with the rock star mentality to have 20-year careers. So many bands come and go so quickly in the alternative arena, maybe it's not important to them to have long careers. This format's relatively young, but there are a lot more bands that put out two albums and disappear than there are bands that put out two albums and continue to grow.

"For the success of this format, I'd prefer they'd be around a lot longer than just two albums. Actually, that's a big topic of conversation in the alternative community: What can we do to get both sides to foster an artist-based format, as opposed to 'I gotta get this song on 80 times, even though I know there's nothing else on the album'?"

Alternative is similar to Country in that it faces challenges in making new stars. Stewart says, "Every debut single that comes out and is a big hit, you'll hear Alternative PDs say, 'Geez, I hope the album's deep and this isn't a one-hit wonder.' You hope the albums have depth — which, again, I imagine is similar to what Country PDs hope for."

Stewart feels it's the responsibility of both sides of the industry to commit to artists. "It's part of the station's responsibility to do what it can to help make stars. We need to give artists a second and third shot. But the labels have to stay with them too. Labels just give up on so many projects. You'd be surprised how many artists put out an album that does fairly well, and the second one comes out and doesn't do as well, and then the band just disappears."

## Back To The Country

Wow. These two formats really are more similar than I would have ever thought. So, I guess that on this day after April Fool's Day, I might as well stay put and let Jim Kerr have Alternative back. But I really enjoyed this peek into another radio world.

 **dangerman**  
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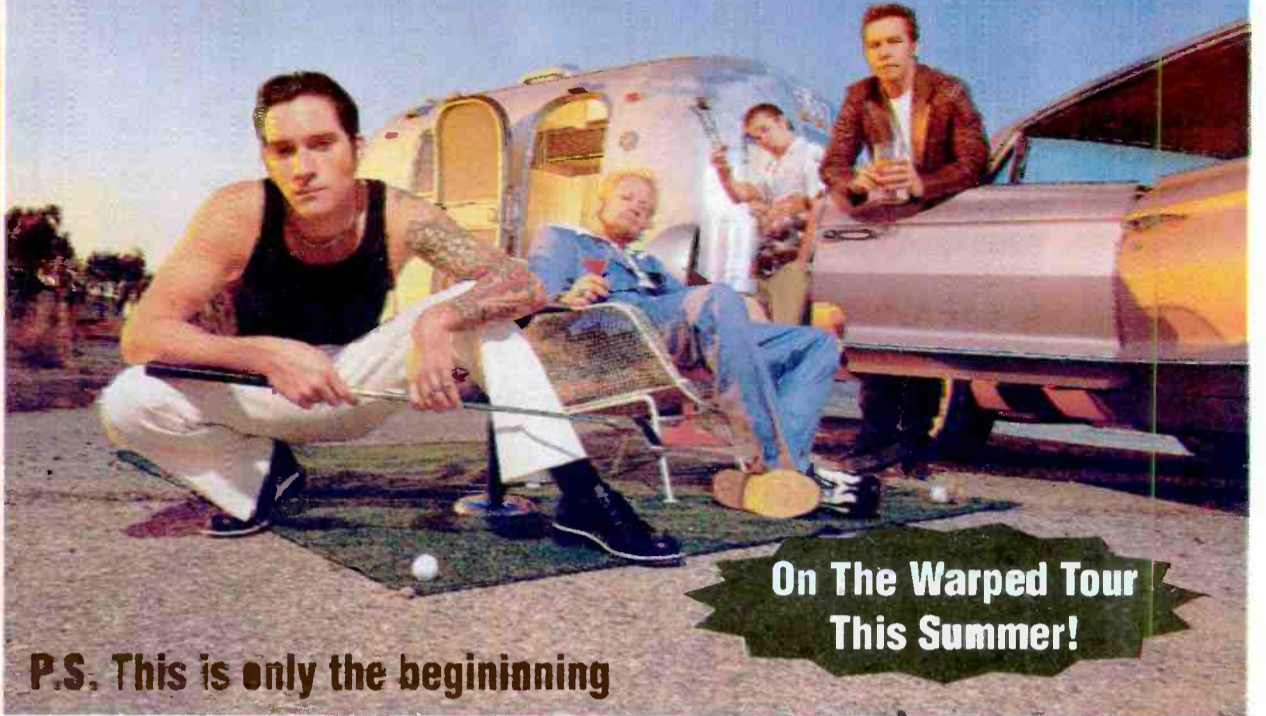
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3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
8	6	4	1	LIT My Own Worst Enemy (RCA)	2769	2574	2344	2182	89/0
3	3	2	2	CREED One (Wind-up)	2670	2684	2606	2652	76/1
4	4	3	3	COLLECTIVE SOUL Heavy (Atlantic)	2556	2619	2564	2527	80/0
5	5	5	4	OFFSPRING Why Don't You Get A Job? (Columbia)	2530	2467	2354	2289	84/1
10	7	6	5	FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)	2525	2438	2267	2170	81/0
1	1	1	6	SUGAR RAY Every Morning (Lava/Atlantic)	2468	2793	2913	3100	74/0
6	8	8	7	ORGY Blue Monday (Elementree/Reprise)	2265	2350	2252	2276	77/0
2	2	7	8	EVERLAST What It's Like (Tommy Boy)	2254	2428	2698	2956	73/1
16	13	9	9	NO DOUBT New (Work/ERG)	2150	2029	1787	1487	81/1
18	15	13	10	GOO GOO DOLLS Dizzy (Warner Bros.)	1793	1704	1530	1415	81/0
19	16	14	11	CITIZEN KING Better Days (And The Bottom..) (Warner Bros.)	1772	1695	1529	1352	81/1
48	20	15	12	CRANBERRIES Promises (Island)	1730	1645	1263	397	78/0
12	12	11	13	TIN STAR Head (V2)	1714	1815	1841	1873	76/0
11	10	12	14	DAVE MATTHEWS BAND Crush (RCA)	1635	1809	1884	1915	63/0
7	9	10	15	MARVELOUS 3 Freak Of The Week (HiFi/Elektra/EEG)	1635	1918	2055	2253	63/0
15	14	16	16	DOVETAIL JOINT Level On The Inside (Aware/C2/Columbia)	1625	1588	1546	1514	71/0
21	19	17	17	CAKE Sheep Go To Heaven (Capricorn/Mercury)	1518	1479	1371	1285	71/1
25	23	20	18	SILVERCHAIR Anthem For The Year 2000 (Epic)	1343	1217	1114	926	69/0
28	25	21	19	KORN Freak On A Leash (Immortal/Epic)	1209	1139	990	898	71/0
22	24	22	20	LIVING END Prisoner Of Society (Reprise)	1102	1131	1108	1125	67/0
<b>BREAKER</b>			21	DANGERMAN Let's Make A Deal (550 Music/ERG)	1018	885	724	586	62/6
9	11	19	22	HOLE Malibu (DGC/Geffen)	990	1307	1875	2181	41/0
—	42	30	23	EVERLAST Ends (Tommy Boy)	958	720	456	360	59/5
32	27	25	24	ROB ZOMBIE Living Dead Girl (Geffen)	939	932	896	799	56/2
17	21	24	25	CAKE Never There (Capricorn/Mercury)	882	1049	1226	1461	43/1
30	28	27	26	JUDE Rick James (Maverick/Reprise)	855	833	849	843	51/2
14	18	23	27	EVE 6 Leech (RCA)	842	1055	1473	1770	35/0
13	17	18	28	EVERCLEAR One Hit Wonder (Capitol)	800	1329	1513	1788	36/0
33	29	29	29	HARVEY DANGER Save It For Later (Mercury)	746	769	771	743	42/0
36	34	31	30	FLYS She's So Huge (Delicious Vinyl/Trauma)	733	693	666	603	49/3
42	37	34	31	MY FRIEND STEVE Charmed (Mammoth)	684	618	556	513	41/1
41	35	32	32	SEBADOH Flame (Sub Pop/Sire)	605	639	620	572	43/0
27	26	28	33	NEVE It's Over Now (Columbia)	603	822	901	904	31/1
—	—	41	34	LO FIDELTY ALLSTARS Battle Flag (Skint/Sub Pop/Columbia)	544	465	343	236	47/9
—	—	40	35	KID ROCK Bawitdaba (Top Dog/Lava/Atlantic)	543	466	337	250	48/7
—	—	48	36	GODSMACK Whatever (Republic/Universal)	518	385	318	313	28/3
43	38	37	37	EMINEM My Name Is (Web/Aftermath/Interscope)	501	539	543	499	36/0
44	43	38	38	BEASTIE BOYS Remote Control (Grand Royal/Capitol)	490	496	444	437	34/3
26	30	33	39	CARDIGANS My Favourite Game (Stockholm/Mercury)	484	625	767	909	21/0
—	45	42	40	3 COLOURS RED Beautiful Day (Creation/Epic)	467	456	420	366	32/0
29	33	35	41	GARBAGE Special (Almo Sounds/Interscope)	439	599	667	851	23/0
<b>DEBUT</b>			42	MARILYN MANSON Rock Is Dead (Maverick/Nothing/Interscope)	435	211	68	5	39/4
46	46	45	43	COLLECTIVE SOUL Run (Hollywood/Atlantic)	417	415	415	405	18/1
<b>DEBUT</b>			44	SOUL COUGHING Rolling (Slash/WB)	406	353	322	231	33/1
31	31	36	45	BARENAKED LADIES Alcohol (Reprise)	401	595	725	802	22/0
50	49	—	46	OLEANDER Why I'm Here (Republic/Universal)	387	364	371	385	27/6
—	—	49	47	BLUR Tender (Food/Virgin)	375	368	353	282	25/1
<b>DEBUT</b>			48	VIRGOS MERLOT Gain (Atlantic)	373	360	336	335	26/0
<b>DEBUT</b>			49	BETH ORTON Stolen Car (Arista)	346	155	93	56	26/3
<b>DEBUT</b>			50	KENT 747 (We Ran Out Of Time) (RCA)	344	276	209	161	33/1

This chart reflects airplay from March 22-28. Songs ranked by total plays. Highlighted songs indicate Breaker.

93 Alternative reporters. 92 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1999, R&R Inc.

### NEW & ACTIVE

**SPONGE** Live Here Without You (Beyond)  
Total Plays: 325, Total Stations: 21, Adds: 0

**FOUNTAINS OF WAYNE** Denise (Atlantic)  
Total Plays: 325, Total Stations: 34, Adds: 6

**FINGER ELEVEN** Above (Wind-up)  
Total Plays: 323, Total Stations: 24, Adds: 1

**HOLE** Awful (DGC/Geffen)  
Total Plays: 320, Total Stations: 26, Adds: 12

**STAIN'D** Just Go (Flip/Elektra/EEG)  
Total Plays: 318, Total Stations: 27, Adds: 2

**PAPA VEGAS** Bombshell (RCA)  
Total Plays: 310, Total Stations: 45, Adds: 19

**BUCKCHERRY** Lit Up (DreamWorks)  
Total Plays: 299, Total Stations: 21, Adds: 5

**SIXPENCE NONE THE RICHER** Kiss Me (Squint/Columbia)  
Total Plays: 265, Total Stations: 10, Adds: 0

**KOTTONMOUTH KINGS** Dog's Life (Capitol)  
Total Plays: 265, Total Stations: 19, Adds: 1

**SPLENDER** Yeah, Whatever (C2/Columbia)  
Total Plays: 220, Total Stations: 29, Adds: 15

**ZEBRAHEAD** The Real Me (Columbia)  
Total Plays: 194, Total Stations: 16, Adds: 3

Songs ranked by total plays

### BREAKERS®

#### DANGERMAN Let's Make A Deal (550 Music/ERG)

TOTAL PLAYS/INCREASE: 1018/133  
TOTAL STATIONS/ADDS: 62/6  
CHART: 21

### MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
PAPA VEGAS Bombshell (RCA)	19
DDT Walkabout (TMC/Elektra/EEG)	15
SPLENDER Yeah, Whatever (C2/Columbia)	15
HOLE Awful (DGC/Geffen)	12
LO FIDELTY ALLSTARS Battle Flag (Skint/Sub Pop/Columbia)	9
KID ROCK Bawitdaba (Top Dog/Lava/Atlantic)	7
PLACEBO Every You Every Me (Virgin)	7
DANGERMAN Let's Make A Deal (550 Music/ERG)	6
ECONOLINE CRUSH All That You Are (x3) (Restless)	6
FOUNTAINS OF WAYNE Denise (Atlantic)	6
OLEANDER Why I'm Here (Republic/Universal)	6
RENTALS Getting By (Maverick/Reprise)	6

**The Cranberries**  
"Promises"  
Monitor 19\*-15\*  
Audience Reach 13\*  
R&R 15 - 12

### MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
EVERLAST Ends (Tommy Boy)	+238
PAPA VEGAS Bombshell (RCA)	+236
MARILYN MANSON Rock... (Maverick/Nothing/Interscope)	+224
LIT My Own Worst Enemy (RCA)	+195
SPLENDER Yeah, Whatever (C2/Columbia)	+195
BETH ORTON Stolen Car (Arista)	+191
FOUNTAINS OF WAYNE Denise (Atlantic)	+151
DANGERMAN Let's Make A Deal (550 Music/ERG)	+133
GODSMACK Whatever (Republic/Universal)	+133
SILVERCHAIR Anthem For The Year 2000 (Epic)	+126

### HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
LENNY KRAVITZ Fly Away (Virgin)
FLYS Got You (Where I Want You) (Delicious Vinyl/Trauma)
GOO GOO DOLLS Slide (Warner Bros.)
KORN Got The Life (Immortal/Epic)
FUEL Shimmer (550 Music)
HOLE Celebrity Skin (DGC/Geffen)
EVE 6 Inside Out (RCA)
U2 Sweetest Thing (Island)
CREED What's This Life For (Wind-up)
EVERCLEAR Father Of Mine (Capitol)

Note: WBCN/Boston, MA 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 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.

# econoline crush "All That You Are (x3)"

Impacting This Week @ Alternative  
Most Added Before The Box!!

Early Believers Include:

WEDG/Buffalo, KZNZ/Minneapolis, KCXX/Riverside, WIXO/Peoria, WHMP/Springfield, KKDM/Des Moines, WKRO/Daytona

Top 20 @ Active Rock!!

R&R Active 19 Monitor Active 21\* (#5 Greatest Gainer)

Produced and recorded by Sylvia Massy  
Mixed by Ben Grosse

On Tour Now!





MUSIC FROM THE MOTION PICTURE

**election**

**"Get Set"**

THE DEBUT SINGLE FROM

**Taxiride**



  
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## Break Through

### Artist

#### SPONGE

TRACK: "LIVE HERE WITHOUT YOU"  
 LP: *NEW POP SUNDAY*  
 PRODUCER: TIM PATALIN  
 LABEL: BEYOND

Detroit rockers once again teamed up with veteran producer Tim Patalin to record *New Pop Sunday* partly in New York City and mostly at The Loft studio in their hometown. According to Mike: "Tim knows what's inherently right about this band." With frontman Dombrowski's (possibly my lost Polish cousin) "straightforward worldview" and "charged language," Sponge shows us that rock, *oops*, I mean modern rock, can be aggressive and hard-hitting without forgetting to wear its heart on its sleeve.

• **Influences:** Rolling Stones, Aerosmith, '70s glam, Stooges, MC5 and Motown.

• **Artist POV:** Cross on rocking hard, minus the big '80s hair: "We've always felt we were a rock band. And when I say rock band, I mean a modern rock band, meaning we've got two guitar players, a singer who's 90 pounds and loud guitars and big amps. And we take our early influences and really modernize them."

—Rich Michalowski  
 Asst. Alternative Editor

**e**ssentials: Five years of touring under their belts and two records later, Sponge [Tim Cross (bass), Mike Cross (guitar), Charlie Grover (drums) and frontman Vinnie Dombrowski] release their most diverse record to date. From the album's first heavy, guitar-driven, anthemy single, "Live Here Without You," to a personal look at the band's evolution (the group is enjoying a fresh start with a new label and management) in "Lucky," *New Pop Sunday* dives into the heartache of personal relationships while managing to optimistically touch on the possibility of "new beginnings." As they did on their past records — *Rotting Pinata* (Gold debut, 1995) and *Wax Ecstatic* (critically acclaimed, 1996) — these



Pat Frawley, PD  
 WMAD/Madison

## Pat Frawley ON THE RECORD

Not that this will come as a great surprise to anyone, but the new Everlast song, "Ends," is amazing. Aside from Fatboy Slim's "Praise You" and Garbage's "When I Grow Up," the last time I listened to a song this much in my free time was when "Bittersweet Symphony" by the Verve came out. My wife is getting annoyed. The callout is still incredible for "What It's Like," and "Ends" should be no different. Cake's "Sheep Go to Heaven" lights up the phones, but "Never There" won't die! Nice dilemma. Other new records: Dangerman is the perfect spring/summer record. The new Sugar Ray is a smash, and the phones for Kid Rock started weeks ago.

Having too much great music and not enough room to play it all is certainly a pleasant problem to have, and that describes the situation at the format perfectly. Two records that cut through the pack this week were **Papa Vegas** and **Splender**, both killer pop/rock numbers ... I love records with a great groove, but when they have absolutely compelling lyrics too — well, then you have a true smash. There are a number of examples currently making the rounds at radio, including **VAST's** amazing "Pretty When You Cry" and the **Manic Street Preachers'** "If You Tolerate This, Your Kids Will Be Next" ... Certainly one of the records that will stand out on the air in the best possible sense of the term is the first single from **Ben Folds Five's** new disc ... I'm hearing quite a bit of enthusiasm for the **Taxiride** single. Word is the album is even stronger ... **2 Skinnee J's** are just as cool today as they were last year. Don't miss "Riot Nrrdd" again ... **RECORD OF THE WEEK: DDT** "Walkabout."

## ON THE RADIO by Jim Kerr

EVERLAST  
 "Ends"

The 2nd artist ever to simultaneously hold the #1 position at Modern Rock, Active Rock and Mainstream Rock Monitor.

On tour with Lenny Kravitz in April & May

R & R Alternative 30 - 23 Active Rock 38 - 31

WXRK	23X	KRAB	35X	KMBY	28X
KDGE	24X	X96	29X	KNDD	26X
KKND	23X	91X	34X	KHTQ	23X
99X	27X	KJEE	31X		
KTEG	29X	WAAF	23X		

New this week at:  
 KIOZ, WXDG, KZON,  
 WBCN, KTBZ, WLZR,  
 WNOR and more!

FROM THE PLATINUM ALBUM "WHITEY FORD SINGS THE BLUES"

THE FOLLOW UP TRACK TO MODERN, ACTIVE, AND MAINSTREAM ROCK'S #1 SONG, "WHAT IT'S LIKE"

CARL STUBNER & COREY WAGNER FOR DELUXE ENTERTAINMENT



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# ALTERNATIVE REPORTERS

April 2, 1999 R&R • 103

Stations and their adds listed alphabetically by market

<p><b>WEQX/Albany, NY</b> PD: John Allers No Adds</p> <p><b>WQBK/Albany, NY</b> PD/MD: Rod Ryan AMD: Jeff Callan FINGER ELEVEN "Above" PAPA VEGAS "Bombshell" FUEL "Jesus"</p> <p><b>WNNX/Atlanta, GA</b> DM: Brian Philips PD: Leslie Fram MD: Sean Demery No Adds</p> <p><b>WJSE/Atlantic City, NJ</b> PD/MD: Blake Laurelli 7 HOLE "Awful" 7 PLACEBO "Every" 7 DDT "Walkabout" 7 RENTALS "Getting" 7 BETH ORTON "Stolen" 7 XTC "Lime" 7 OWSLEY "Roses"</p> <p><b>WRXR/Augusta, GA</b> DM: Jim Mahanay APD/MD: Derek Madden 6 PEARL JAM "Kiss" PAPA VEGAS "Bombshell" HOLE "Awful"</p> <p><b>KROX/Austin, TX</b> PD: Sara Trexler MD: Brad "Whipping Boy" Hasti</p> <p><b>WRAX/Birmingham, AL</b> PD: Dave Rossi APD: Hurricane Shane MD: Suzy Friend 36 MY FRIEND STEVE "Ait" 19 MATTHEWS &amp; REYNOLDS "Jum" DOT "Walkabout" BLESSD UNION "Leonards" ANGRY SALAD "Mikshake" MR HENRY "One"</p> <p><b>KQXR/Boise, ID</b> PD: Jacent Jackson MD: Pete Schieke 7 KID ROCK "Bawitdaba" JUDE "Rock" MARILYN MANSON "Rock"</p> <p><b>WFXN/Boston, MA</b> PD: Cruze MD: Laurie Gail 15 NIVE "One" DANGERMAN "Make" PLACEBO "Every" DOT "Walkabout"</p> <p><b>KHLR/Bryan-College Station, TX</b> PD: Mark McKenzie APD: Don Kelley PLACEBO "Every" DOT "Walkabout" BUILT TO SPILL "Center" RENTALS "Getting"</p> <p><b>WEDG/Buffalo, NY</b> PD/MD: Rich Wall 38 EVERLAST "Ends" 18 ECNOLINE CRUSH "Ait" PAPA VEGAS "Bombshell"</p> <p><b>WBTZ/Burlington, VT</b> PD: Stephanie Hindley MD: Steve Picard 1 HOLE "Awful"</p> <p><b>WPGU/Champaign, IL</b> PD: Ed Siebert MD: Ben Belton 1 ZEBRAHEAD "Rear" PAPA VEGAS "Bombshell"</p> <p><b>WAVF/Charleston, SC</b> PD: Rob Cressman MD: Janda Baldwin LO FIDELTY ALLSTARS "Battle" 2 SKINNEE J'S "Riot"</p> <p><b>WEND/Charlotte, NC</b> PD: Jack Daniel APD/MD: Kristen Pettus 45 CAKE "Screws" FOUNTAINS OF WAYNE "Denise" CITIZEN KING "Better"</p>	<p><b>WKQX/Chicago, IL</b> PD: Dave Richards APD/MD: Mary Shuminas FLYS "Hugs"</p> <p><b>WOXY/Cincinnati, OH</b> PD: Keri Valmassei MD: Kevin Couch 15 MIKE NESS "Twee" 4 BEN FOLDS FIVE "Army" 4 RENTALS "Getting" 4 NIK KERSHAW "Bombshell" 4 BEAVER NELSON "Forget" 3 TEXAS "Lifetime" 2 FRANK BLACK "Switched" 1 CAKE "Screws" CAUSEWAY "Bottom" BUILT TO SPILL "Zero" XTC "Green"</p> <p><b>WENZ/Cleveland, OH</b> PD: Dan Binder MD: #1 Son LO FIDELTY ALLSTARS "Battle" JELLYBICKS "Speechless"</p> <p><b>KFMZ/Columbia, MO</b> PD/MD: Paul Maloney 5 GODSMACK "Whatever" STRETCH PRINCESS "Free" SOUL COUGHING "Robbing"</p> <p><b>WARQ/Columbia, SC</b> PD/MD: Susan Groves 17 SPLENDER "Whatever" 15 TRAIN "Virginia" 11 BAZ LUHRMANN "Free" 1 PAPA VEGAS "Bombshell"</p> <p><b>WWCD/Columbus, OH</b> PD: Andy Davis MD: Jack DeVoss 13 HOLE "Awful" FOUNTAINS OF WAYNE "Denise" BEN FOLDS FIVE "Army" MERCURY REV "Goddess"</p> <p><b>KRAD/Corpus Christi, TX</b> PD: Cory Smith LESS THAN JAKE "Best" BUILT TO SPILL "Center" DOT "Walkabout" BUCKCHERRY "Lit"</p> <p><b>KDGE/Dallas, TX</b> PD: Duane Doherty MD: Alan E Smith LO FIDELTY ALLSTARS "Battle" SPLENDER "Whatever" OLEANDER "Why"</p> <p><b>WXEG/Dayton, OH</b> PD: Jeff Stevens APD/MD: Allen Rantz BEASTIE BOYS "Remote" DANGERMAN "Make" OFFSPRING "Get"</p> <p><b>WKRO/Daytona Beach, FL</b> DM: Taft Moore PD: Fitz Madrid APD/MD: Rosy Acevedo 2 ECNOLINE CRUSH "Ait" 2 BUCKCHERRY "Lit"</p> <p><b>KTCL/Denver, CO</b> PD/MD: Mike D'Conor 22 NO DOUBT "New" 18 STABBING WESTWARD "Haunting" 7 PEARL JAM "Kiss" 7 PAPA VEGAS "Bombshell"</p> <p><b>KXPK/Denver, CO</b> MD: Mike Stern Acting PD: Bill Weston STAND "Just" SEVENDUST "Birch" OLEANDER "Why" MONSTER MAGNET "Temple" LIMP BIZKIT "Jump"</p> <p><b>CIMX/Detroit, MI</b> PD: Murray Brookshaw APD/MD: Vince Cannova 18 MIKE NESS "Twee" DANGERMAN "Make"</p> <p><b>WPLT/Detroit, MI</b> PD: Garrett Michaels MD: Ann Delisi No Adds</p> <p><b>WXDG/Detroit, MI</b> PD: Amy Doyle MD: Spike 18 EVERLAST "Ends" 9 FINGER ELEVEN "Quicksand" BEASTIE BOYS "Remote" MARILYN MANSON "Rock" MY FRIEND STEVE "Charmed"</p>	<p><b>KNRQ/Eugene, OR</b> PD: Stu Allen MD: Cia KENT "747" OLEANDER "Why" GODSMACK "Whatever"</p> <p><b>KBRS/Fayetteville, AR</b> PD/MD: Kyle Gibson RENTALS "Getting" PAPA VEGAS "Bombshell" FOUNTAINS OF WAYNE "Denise" LESS THAN JAKE "Best" XTC "Lime"</p> <p><b>WJBX/Fl. Myers, FL</b> PD: Lee Daniels ROB ZOMBIE "Living"</p> <p><b>WEJE/Ft. Wayne, IN</b> PD/MD: Kyle Guderian 1 RENTALS "Getting" BUCKCHERRY "Lit" PAPA VEGAS "Bombshell"</p> <p><b>KFRR/Fresno, CA</b> PD: Bruce Wayne DANGERMAN "Make" FOUNTAINS OF WAYNE "Denise" SPLENDER "Whatever"</p> <p><b>WGRD/Grand Rapids, MI</b> PD: Margot Smith MD: Tim Bronson DOT "Walkabout" SPLENDER "Whatever"</p> <p><b>WXNR/Greenville, NC</b> DM: Jeff Sanders 5 2 SKINNEE J'S "Riot"</p> <p><b>WMRQ/Hartford, CT</b> PD: Dave Hill Interim MD: Jay Catley ZEBRAHEAD "Rear" DISAPPOINTMENT INC "Sun" BIG BAD ZERO "Crumble"</p> <p><b>KTBZ/Houston, TX</b> PD: Jim Trapp APD: Steve Robison 4 FOUNTAINS OF WAYNE "Denise" 1 EVERLAST "Ends"</p> <p><b>WRZX/Indianapolis, IN</b> PD: Scott Jameson MD: Michael Young PAPA VEGAS "Bombshell"</p> <p><b>WPLA/Jacksonville, FL</b> PD: Rick Schmidt MD: Crissy OLEANDER "Why" LESS THAN JAKE "Best" PAPA VEGAS "Bombshell" SPLENDER "Whatever" PLACEBO "Every" FLYS "Hugs" BAZ LUHRMANN "Free"</p> <p><b>WNFZ/Knoxville, TN</b> PD/MD: Shane Cox 7 LOCAL H "Ait-Right"</p> <p><b>WGBD/Lafayette, IN</b> PD/MD: Steve Clark 7 SPLENDER "Whatever" 2 OLEANDER "Why" 2 VAST "Pretty" KOTTONMOUTH KINGS "Dog's"</p> <p><b>KFTE/Lafayette, LA</b> PD: Rob Summers MD: Scott Perrin SPLENDER "Whatever" BUCKCHERRY "Lit"</p> <p><b>WWDX/Lansing, MI</b> PD: Chris Brunt APD/MD: Jesse Addy BAZ LUHRMANN "Free"</p> <p><b>KXTE/Las Vegas, NV</b> PD: Dave Wellington APD/MD: Chris Ripley No Adds</p> <p><b>WXZZ/Lexington, KY</b> PD: Tony Doolin 3 PAPA VEGAS "Bombshell" 2 SPLENDER "Whatever" 1 PEARL JAM "Kiss" HOLE "Awful"</p>	<p><b>WLIR/Long Island, NY</b> PD: Gary Cee APD: Malibu Sue MD: Andre Ferro HOLE "Awful" PAPA VEGAS "Bombshell" DOT "Walkabout"</p> <p><b>KROQ/Los Angeles, CA</b> VP/Prog.: Kevin Weatherly APD: Gene Sandbloom MD: Lisa Worden No Adds</p> <p><b>WLRS/Louisville, KY</b> PD/MD: Gina Juliano LOUDMOUTH "Fly" CAKE "Sheep" JUDE "Rock"</p> <p><b>WMAD/Madison, WI</b> PD: Pat Frawley MD: Amy Hudson EVERLAST "Ends" SUGAR RAY "Apart" GARBAGE "Grow" KID ROCK "Bawitdaba" ROB ZOMBIE "Living"</p> <p><b>WRXQ/Memphis, TN</b> PD: Tony Williams MD: John Michael PAPA VEGAS "Bombshell" VAST "Pretty"</p> <p><b>KZMZ/Minneapolis, MN</b> DM: Dave Hamilton Interim PD: Peter Johns MD: Marc Allen 5 DANGERMAN "Make" 5 XTC "Lime" ECNOLINE CRUSH "Ait" TRAIN "Virginia"</p> <p><b>WHTG/Monmouth-Ocean, NJ</b> PD: Mike Sauter DANGERMAN "Make" FASTBALL "Out" SPLENDER "Whatever"</p> <p><b>WKDF/Nashville, TN</b> PD: Kidd Redd MD: Sheri Sexton No Adds</p> <p><b>WRRV/Newburgh, NY</b> PD: Greg D'Brien MD: Andrew Boris HOLE "Awful" RENTALS "Getting" SPLENDER "Whatever" DOT "Walkabout" PLACEBO "Every" BETH ORTON "Stolen"</p> <p><b>KKND/New Orleans, LA</b> DM: Dave Stewart KID ROCK "Bawitdaba" DOT "Walkabout" PLACEBO "Every"</p> <p><b>WXRK/New York, NY</b> PD: Steve Kingston MD: Mike Peer 7 LIARS INC. "Begin" LO FIDELTY ALLSTARS "Battle"</p> <p><b>KQRX/Odessa, TX</b> GM/MD: Dave Cardwell MD: Cary Rockman DOT "Walkabout" KID ROCK "Bawitdaba" BLACK CROWES "Out" MARILYN MANSON "Rock" RA "Crazy"</p> <p><b>WIXO/Peoria, IL</b> DM/MD: Russ Schenck MD: Jeff Williams ECNOLINE CRUSH "Ait" SPLENDER "Whatever" PAPA VEGAS "Bombshell" OLEANDER "Why"</p> <p><b>WPLY/Philadelphia, PA</b> PD: Jim McGuinn APD/MD: Doug Kubinski 6 CREED "One" BETH ORTON "Stolen"</p> <p><b>KEDJ/Phoenix, AZ</b> PD: Shellie Hart APD/MD: Chris Patyk 31 GOD GOD DOLLS "Slide" 5 DDT "Walkabout" SUGAR RAY "Apart"</p>	<p><b>KZON/Phoenix, AZ</b> PD: Paul Peterson APD: Laura Smith MD: Kevin Munnion EVERLAST "Ends" FLYS "Hugs"</p> <p><b>WXDX/Pittsburgh, PA</b> PD: John Moschitta APD: Brandon Davis MD: Lenny Diana 1 PAPA VEGAS "Bombshell" 2 LO FIDELTY ALLSTARS "Battle"</p> <p><b>WCYY/Portland, ME</b> PD: Herb Ivy MD: Brian James COLLECTIVE SOUL "Run" KID ROCK "Bawitdaba" LO FIDELTY ALLSTARS "Battle"</p> <p><b>KNRK/Portland, OR</b> PD: Mark Hamilton 20 SUGAR RAY "Apart" FREESTYLERS "Here"</p> <p><b>WDST/Poughkeepsie, NY</b> DM: Jimmy Buff APD: Dave Doud 8 HOLE "Awful" 8 WILCO "Stand" 8 OWSLEY "Roses" 8 CREE SUMMER "Revelation"</p> <p><b>WBRU/Providence, RI</b> PD: Tim Schiavelli MD: Seth Resler No Adds</p> <p><b>KRZQ/Reno, NV</b> Interim PD/MD: Heather Pierce APD: Smilin' Marty 10 BIG BAD ZERO "Crumble" SPLENDER "Whatever" DOT "Walkabout" VAST "Pretty"</p> <p><b>KCXX/Riverside, CA</b> DM/MD: Dwight Arnold APD: John DeSantis MD: Lisa Axe ECNOLINE CRUSH "Ait"</p> <p><b>WNVE/Rochester, NY</b> PD/MD: Erick Anderson No Adds</p> <p><b>KWOD/Sacramento, CA</b> PD: Ron Bunce APD: Boomer Barbosa MD: Carla "Raz" Raswyck 2 SKINNEE J'S "Riot" RIVER "Setting" DOT "Walkabout"</p> <p><b>KPNT/St. Louis, MO</b> DM/MD: Allan Fee APD: Marty Linck MD: Traci Wilde HOLE "Awful" MARILYN MANSON "Rock" 2 SKINNEE J'S "Riot"</p> <p><b>WOSC/Salisbury-Ocean City, MD</b> PD/MD: Paula Sangeleer 5 PEARL JAM "Kiss" HOLE "Awful" PAPA VEGAS "Bombshell"</p> <p><b>KXRK/Salt Lake City, UT</b> VP/Dps. &amp; Prog.: Mike Summers MD: Sean Ziebarth 18 PAPA VEGAS "Bombshell" 17 BEN FOLDS FIVE "Army" 11 FOUNTAINS OF WAYNE "Denise"</p> <p><b>XTRA/San Diego, CA</b> PD: Bryan Schock MD: Chris Muckley 16 BEN FOLDS FIVE "Army" 8 HOLE "Awful" 5 LEN "Sunshine"</p> <p><b>KITS/San Francisco, CA</b> DM: Ron Nenni PD: Jay Taylor MD: Aaron Axelsen 27 PEARL JAM "Kiss" KID ROCK "Bawitdaba"</p>	<p><b>KJEE/Santa Barbara, CA</b> GM/MD: Eddie Gutierrez APD: John Schroeter SUGAR RAY "Apart" GARBAGE "Grow" PAPA VEGAS "Bombshell" BECK "Cold"</p> <p><b>KNDD/Seattle, WA</b> PD: Phil Manning MD: Kim Monroe EVE 6 "Riot" GARBAGE "Grow" THISWAY "Takes"</p> <p><b>WHMP/Springfield, MA</b> PD: Adam Wright MD: Nick Danjer ECNOLINE CRUSH "Ait" LETTERS TO CLEO "Want" TAXI RIDE "Set"</p> <p><b>WGMR/State College, PA</b> PD/MD: Mike Evans SPLENDER "Whatever" BLUR "Tender"</p> <p><b>WKRL/Syracuse, NY</b> DM: Mimi Griswold PD: Steve Corlett 17 ZEBRAHEAD "Rear" 14 PAPA VEGAS "Bombshell" 8 SPLENDER "Whatever" 8 RIVER "Setting" 5 MERCURY REV "Goddess" EVERLAST "Ends" DOT "Walkabout" SHADES APART "Valentine"</p> <p><b>WXSJ/Tallahassee, FL</b> PD: Scott Pettibone MD: Doug 18 PLACEBO "Every" 9 DDT "Walkabout" 7 2 SKINNEE J'S "Riot" 1 SPLENDER "Whatever" RIVER "Setting"</p> <p><b>KLZR/Topeka, KS</b> PD: Roger The Dodger GODSMACK "Whatever" ULTIMATE FAKEBOOK "Tell" FROG POND "Dad"</p> <p><b>KFMA/Tucson, AZ</b> PD: Chuck Roast MD: Tommy Sanders LO FIDELTY ALLSTARS "Battle" SUGAR RAY "Apart" HOLE "Awful"</p> <p><b>KMYZ/Tulsa, OK</b> PD: Lynn Barstow MD: Ray Seggern OLEANDER "Why" LO FIDELTY ALLSTARS "Battle"</p> <p><b>WHFS/Washington, DC</b> PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise GARBAGE "Grow" STAINO "Just" LO FIDELTY ALLSTARS "Battle"</p> <p><b>WPBZ/West Palm Beach, FL</b> DM: John D'Conor APD/MD: Dan O'Brian BEASTIE BOYS "Remote" BUCKCHERRY "Lit"</p> <p><b>WSFM/Wilmington, NC</b> PD: John Stevens MD: Janice Sutter No Adds</p>
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93 Total Reporters  
92 Current Reporters  
90 Current Playlists

Did Not Report, Playlist  
Frozen (2):  
KTEG/Albuquerque, NM  
WZAZ/Columbus, OH

Did Not Report For Two  
Consecutive Weeks; Data Not  
Used (1):  
WBCN/Boston, MA

disappointment incorporated

Already on: "Don't Think The Sun"

WRZX, Q101, KEDJ, WLZR,  
WKRL, WJRR, KWOD, WNOR, WMRQ  
and more!

On tour with GODSMACK.







## NEW MUSIC SPECIALTY SHOWS

R&R's Exclusive Look At The Cutting Edge Of Alternative

### Panel Agrees: Mike's The 'Bomb'

By Rich Michalowski  
Asst. Alternative Editor

Time Bomb's Mike Ness takes his act to specialty with the single "Don't Think Twice." WXRK/New York's Loscalzo throws his two cents in on this established artist, whom he recently played on *The Buzz*: "I saw Mike Ness in Austin with the Reverend Horton Heat and was very impressed by the show. It brought home the fact that it's a true solo effort for him. You could hear shades of *Social Distortion* in the music, but it definitely had Mike's own vibe on it." Other stations groovin' on the new Ness album include: KXTE/Las Vegas, WBCN/Boston and WLIR/Long Island.



**A DAY AT THE RACES** — KROQ/Los Angeles' Tammy Heidi and the boys of Buck-O-Nine get ready to place a few bets on Man O' War at the Santa Anita Race Track concert on March 14. (l-r) Tammy Heidi, Scott Kennerly, Dan Albert, Jeff Hawthorne, Jonas Kleiner, Tony Curry, Craig Yarnold and John Pebsworth (kneeling).

To get your dirty little hands on the record, give promo legend Lynn McDonnell a call at (949) 499-8338. Meanwhile, Virgin's *Cruel Intentions* soundtrack debuts at No. 2, with a majority of stations jumping on Placebo's "Every You, Every Me" and Blur's "Coffee & TV." Some buzz I'm picking up this week: Amazing Los Angeles shows last week included: Mammoth's *Freestylers*. Slash/London's *Asian Underground*/Columbia's DJ Rap. Also, Risk's Jack Off Jill fills the "Hole" left by Courtney and joins the remainder of the Marilyn Manson tour. For more info, contact Ari "Ass" Chazanas (323) 462-1233. Record To Watch: Ocean Colour Scene.



## TOP 20 ARTISTS

- 1 MIKE NESS (*Time Bomb*) Airplay Includes: KCXX, KNDD, KXRK
- 2 CRUEL INTENTIONS (*Virgin*) Airplay Includes: KPNT, KXTE, WBCN
- 3 BETH ORTON (*Dedicated/Arista*) Airplay Includes: KNRK, WPLY, WRAX
- 4 RENTALS (*Maverick/Reprise*) Airplay Includes: KZMZ, WHTG, WOXY
- 5 BEN LEE (*Grand Royal/Capitol*) Airplay Includes: WEJE, WFNX, WGMR
- 6 BLUR (*Food/Virgin*) Airplay Includes: WEJE, WLIR, WXDX
- 7 BUILT TO SPILL (*Warner Bros.*) Airplay Includes: KCRW, KHLR, WEQX
- 8 WILCO (*Reprise*) Airplay Includes: WCYY, WWCD, WBCN
- 9 PAPA VEGAS (*RCA*) Airplay Includes: KFMA, KXTE, WFNX
- 10 FOUNTAINS OF WAYNE (*Atlantic*) Airplay Includes: KCXX, KJEE, KNRK
- 11 SPLENDER (*C2/Columbia*) Airplay Includes: WENZ, WPGU, WPLY
- 12 SHADES APART (*Revelation*) Airplay Includes: KXTE, WHTG, XTRA
- 13 IMPERIAL TEEN (*Slash/London/Island*) Airplay Includes: KCRW, KFMA, WGMR
- 14 UNDERWORLD (*JBOV2*) Airplay Includes: WBTZ, WGMR, WFSM
- 15 MARILYN MANSON (*Nothing/Interscope*) Airplay Includes: KFTE, WEJE, WJBX
- 16 FRANK BLACK AND THE CATHOLICS (*SpinArt*) Airplay Includes: KHLR, WHTG, WOXY
- 17 OLD SCHOOL VS. NEW SCHOOL (*Jive Electro*) Airplay Includes: KPNT, KJEE, WGMR
- 18 DJ RAP (*Higher Ground/Columbia*) Airplay Includes: KXRK, WBRU, XTRA
- 19 OCEAN COLOUR SCENE (*MCA*) Airplay Includes: KNDD, WDST, WLIR
- 20 VIRGIN VOICES VOLUME ONE (*Cleopatra*) Airplay Includes: KCXX, KJEE, WXDG

Ranked by total number of shows reporting artist.

## SPECIALTY SHOW REPORTERS

Shows and their Top 5 songs listed alphabetically by market

<p><b>WEQX/Albany, NY</b> Download Sunday 7-10pm Jeff Wade Gigolo Aunts "The Big Lie" Letters To Cleo "I Want You To..." Lo Fidelity... "Battle Flag" Rentals "Getting By" 2 Skinnee J's "Riot Nrrrd"</p>	<p><b>WWCD/Columbus, OH</b> Invisible Hits Hour Sunday 7-9pm Curtis "The" Schieber Van Morrison "When The Leaves..." Gov't Mule "30 Days In The..." Wilco "A Shot In My Arm" June Carter Cash "Losing You" Redman, Taylor... "Is"</p>	<p><b>KROQ/Los Angeles, CA</b> Rodney On The Rooq Sunday midnight-3am Rodney Bingenheimer Hurricane #1 "Greatest High" Kert "Blanca" Cosmic Dream "Daydreamers" Black Halos "Shining Stars" Buzcocks "Thunder Of Hearts"</p>	<p><b>KXRK/Salt Lake City, UT</b> Now Hear This Monday-Friday 8-9pm Sean Ziebarth DJ Rap "Good To Be Alive" Mike Ness "Don't Think Twice" 10 Cents "Blow It Up Y'All" Ozomatli "Cut Chemist Suite" Arling &amp; Cameron "Speeding Down..."</p>
<p><b>WQBK/Albany, NY</b> Over The Edge Monday midnight-2am Keith McNamara Placebo "Every You..." Imperial Teen "You Hoo" Silverchar "Do You Feel The Same" DDT "Walkabout" Gravel Pit "Favorite"</p>	<p><b>KDGE/Dallas, TX</b> Adventure Club Sunday 6-9pm Josh Venable Blur "She's So High" Suede "Electricity" Elastica "Line Up" Oasis "Roll With It" Me Me Me "Hangin' Around"</p>	<p><b>KZMZ/Minneapolis, MN</b> Freedom Rock Sunday 8-9:30pm Brian Oake Built To Spill "Sideshow" 3 Colours Red "Beautiful Day" House Of Pain "Jump Around 2000..." Rentals "Getting By" Fountains Of Wayne "Denise"</p>	<p><b>XTRA/San Diego, CA</b> Floorboard Tuesday midnight-1am Action DJ Hilary Gourds "Gin &amp; Juice" Riverfenix "Miriumum Wage" DJ Rap "Good To Be Alive" Armchair Marlin "Tomorrow's Over" Beth Orton "Devil Song"</p>
<p><b>WRAX/Birmingham, AL</b> Reg's Coffeehouse Sunday 9am-11am Scott Register XTC "I'd Like That" Neil Finn "She Will Have Her..." Ben Harper "Gold To Me" Patty Griffin "Goodbye" Train "Homesick"</p>	<p><b>WXEG/Dayton, OH</b> The Edge Spin Cycle Sunday 9-10:30pm Allen Rantz Placebo "Every You..." Beth Orton "Stolen Car" Rentals "Getting By" Beastie Boys "Remote Control" Old 97's "Murder (Dr A...)"</p>	<p><b>WHTG/Monmouth-Ocean, NJ</b> Goin' Underground Sunday 9pm-midnight Jeff Raspe Lo Fidelity... "Battle Flag" Beth Orton "Stolen Car" Jimmy Eat World "A Sunday" JoyDrop "Beautiful" Frank Black... "I Love Your Brain"</p>	<p><b>KITS/San Francisco, CA</b> Sound Check Friday midnight-1am Aaron Axelsen Bis "Detour" Echo &amp; The Bunnymen "Rust" Vidvadone "Facelant" Muse "Muscle Museum" Suede "Electricity"</p>
<p><b>WBCN/Boston, MA</b> Nocturnal Emissions Sunday 8-10pm Oedipus/Albert O Beth Orton "Stolen Car" Ben Folds Five "Army" Fountains Of Wayne "Denise" Ben Lee "Nothing Much Happens" Mike Ness "Don't Think Twice"</p>	<p><b>WXDG/Detroit, MI</b> Cutting Edge Sunday 9-10pm Bill Walters Cake "Sheep Go To..." Telegraph "Should'a Stayed" Sleater-Kinney "Get Up" Control Freak "Amerikkkan Hero" KMFDM "Material Girl"</p>	<p><b>WPLY/Philadelphia, PA</b> Y Not? Sunday 9-10:30pm Dan Fein Ben Folds Five "Army" Elliott Smith "Bottle Up And..." Frank Black... "I Love Your Brain" Oswley "Coming Up Roses" Splender "Yeah, Whatever"</p>	<p><b>KJEE/Santa Barbara, CA</b> Dissonant Tendrils Sunday 10:20pm-midnight John Schroeter Blur "Bugman" A3 "Woke Up This Morning" Sleater-Kinney "Hot Rock" Manson "The Smile" Living End "Fly Away"</p>
<p><b>WBNX/Boston, MA</b> First Contact Sunday 8-9:30pm Charlie Ben Lee "Cigarettes Will..." Boom Boom... "Push Eject" Icu "Flower And Moon" Korn "Freak On A Leash" Looper "Impossible Things"</p>	<p><b>KNRQ/Eugene, OR</b> The "O" Afterdark Monday midnight-2am Cla Ben Folds Five "Army" Beth Orton "Stolen Car" Dead Or Alive "Why It's So Hard" Morphine "You're An Artist" DJ Rap "Bad Girl"</p>	<p><b>WXDX/Pittsburgh, PA</b> Edge Of The X Sunday 9-11pm Lenny Diana Fear Factory "Descend" Papa Vegas "Bimboshell" Beastie Boys "Remote Control" Goo Goo Dolls "Black Balloon" Seventh House "Muddy Water"</p>	<p><b>WGMR/State College, PA</b> Now Hear This Sunday 10pm-midnight Reggie Lutz Blur "Tender" Rentals "Getting By" Gigolo Aunts "The Big Lie" Econoline Crush "All That You Are" Cockeyed Ghost "Big Big Yeah"</p>
<p><b>KHLR/Bryan, TX</b> Exposure Sunday 8-9pm Brad Ley Frank Black... "I Switched You" Looper "Burning Files" Sparklehorse "Chaos Of The..." Delusions "Anyone Can" Enemy Mine "The We're All..."</p>	<p><b>WJBX/Ft. Myers, FL</b> 99 Xtreme Sunday 8-10pm Lancer The Gladiator Finger Eleven "Tip" Nothingface "The Sick" Zebrahead "Check" Static-X "Bled For Days" One Finger Salute "Mr. Party Man"</p>	<p><b>KNRK/Portland, OR</b> Something Cool Sunday midnight-1am Jaime Cooley Placebo "Every You..." Fountains Of Wayne "Denise" Underworld "Push Upstairs" Splender "Yeah, Whatever" Cassius "1999"</p>	<p><b>KNDD/Seattle, WA</b> Loudspeaker Sunday 10-11pm Bill Reid Mike Ness "Don't Think Twice" Allen Crime... "Trippin' Up The..." Looper "Ballad Of Ray..." Enemy Mine "Apartmentalize" Balter Space "Woke Up"</p>
<p><b>WBTZ/Burlington, VT</b> Spinning Unrest Sunday 7:30-8:30pm Steve Picard Built To Spill "Center Of The..." Ben Lee "Nothing Much Happens" Belle &amp; Sebastian "This Is Just..." Beta Band "I Know" Hefner "Love Will Destroy..."</p>	<p><b>WEJE/Ft. Wayne, IN</b> The Living Room Sunday 7:30-8:30pm Kyle G. Vidvadone "Facelant" Fountains Of Wayne "Denise" Blur "Bugman" Rentals "Getting By" Ben Lee "Cigarettes Will..."</p>	<p><b>WCYU/Portland, ME</b> Spinout Thursday 7-9pm Shawn Jeffrey Madness "Hey You One..." Built To Spill "The Plan" Virgos Merlot "Gain" Money Mark "Maybe I'm Dead" Wilco "A Shot In My Arm"</p>	<p><b>WGMR/State College, PA</b> Now Hear This Sunday 10pm-midnight Reggie Lutz Blur "Tender" Rentals "Getting By" Gigolo Aunts "The Big Lie" Econoline Crush "All That You Are" Cockeyed Ghost "Big Big Yeah"</p>
<p><b>WPGU/Champaign, IL</b> Stork Radio Monday 11pm-midnight Pleasure Boy My Friend Steve "Charmed" Shades Apart "Valentine" Ra "Crazy Little Voices" Catch 22 "Keasbey Nights" Splender "Yeah, Whatever"</p>	<p><b>KFTE/Lafayette, LA</b> End Of The World Sunday 7-11pm Dave Hubbell Counting Crows "Color Blind" Ben Lee "Cigarettes Will..." Everlast "Ends" Skerik "My Favorite Things" Velvet Underground "Rock And Roll"</p>	<p><b>WDST/Poughkeepsie, NY</b> Indie Flux Thursday 10:30-11:30pm Justin Habersaat Mike Ness "Don't Think Twice" Enemy Mine "Apartmentalize" Teen Idols "Pucker Up" Make Up "Waling On The Dune" Ocean Colour Scene "100 Mile High City"</p>	<p><b>WFMA/Tucson, AZ</b> Test Department Sunday 6-9pm Matt Spry Nutey Brass "Rock N' Roll High..." Litany "By Myself" DJ Rap "Good To Be Alive" Sugar Ray "Falls Apart" Vast "Pretty When You Cry"</p>
<p><b>WAVF/Charleston, SC</b> Cutting Edge Sunday 8:30-10pm Janda Baldwin Queens Of The... "Impression" Baz Luhrmann "Everybody's Free..." Grand Mal "Whole Lotta Nothing" Skvzbox "Freak In My Candy"</p>	<p><b>KXTE/Las Vegas, NV</b> It Hurts When I Pee Sunday 10pm-midnight Tank/Young Marc Vidvadone "Ty Jonathan..." Static-X "Bled For Days" Everlast "Ends" Liars Inc. "After I Begin" Puya "Oasis"</p>	<p><b>WBRU/Providence, RI</b> Breaking And Entering Wednesday midnight-2am Seth Reisler Electra "Morning Afterglow" Prodigy "Ditch Chamber Mix #2" Julie Plug "In Every Corner" Korn "Freak On A Leash" Freestylers "Rutheck"</p>	<p><b>WPBZ/West Palm Beach, FL</b> Electronic Buzz Saturday midnight-3am The Tech Kid Cirrus "Stop &amp; Panic" Bentley Rhythm Ace "Bentley's Gonna..." Fatboy Slim "Rockafeller Skank" Propellerheads "Take California" Rae &amp; Christian "Divine Sounds"</p>
<p><b>WOXY/Cincinnati, OH</b> 11 O'Clock News Tuesday 11pm-midnight Kevin Couch Van Morrison "Precious Time" Rentals "Getting By" Snakefarm "Rising Sun" Sparklehorse "Pig" Gus "Laugh I Could..."</p>	<p><b>WLIR/Long Island, NY</b> Left Of Center Sunday 9-10:30pm Jerry Rubino David Sylvian "I Surrender" Electronic "Vivid" April March "Chrominance Decoder" Suede "Electricity" Echo &amp; The Bunnymen "Rust"</p>	<p><b>KCXX/Riverside, CA</b> Music Meeting Sunday 9-10pm Dwight Arnold Love And Rockets "R.I.P. 20 C." Imperial Teen "You Hoo" Alien Ant Farm "Slack Thiel" Mike Ness "Don't Think Twice" Frank Black... "I Love Your Brain"</p>	<p><b>WSFM/Wilmington, NC</b> Final Hour Weeknights 11pm-midnight Janice A. Sutter Bjork "Alarm Call" Jimmy Eat World "Lucky Denver Mint" Oleander "Why I'm Here" Virgos Merlot "The Cycle" Whale "Crying At Airports"</p>
<p><b>WENZ/Cleveland, OH</b> The End Zone Sunday midnight-1am #1 Son Jellybricks "Speechless" Beth Orton "Stolen Car" Placebo "Every You..." Kula Shaker "Mystical Machine..." Disappointment... "Don't Think The Sun"</p>	<p><b>KCRW/Los Angeles, CA</b> New World Friday midnight-3am Tricia Halloran Diane Izzo "One" Looper "Up A Tree" Low "Secret Name" Shuggie "Shuggie" Sebadoh "The Sebadoh"</p>	<p><b>KPNT/St. Louis, MO</b> New Music Sunday Sunday 7-9:30pm Les Aaron Blur "B.L.U.R.E.M.I." Catch 22 "Keasbey Nights" Rentals "Getting By" Kill Holiday "Somewhere Between..." Mike Ness "Don't Think Twice"</p>	<p><b>44 Total Reporters</b></p>

# THE FLYS

"She's So Huge"

R&R Alternative **30**  
Modern Rock Monitor 32\*

Shipped Over  
450,000 Units!

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T&A

## How to Sell Out Your Station

□ The secrets of three sales powerhouses

Relax, programmers, the title of this article refers to your inventory, not your ethics! One of the wonderful things about the Adult Alternative format is its commitment to high-quality music. But providing your listeners with a quality listening experience is only part of being a successful broadcaster. Unless your station's sales team can capitalize on your efforts, you could find yourself programming your home CD player.

After more than 20 years in the business, including programming stints at Adult Alternative stations WXLE/Albany and KUMT/Salt Lake City, I'm now wrapping up my first year in radio sales. Because I work for Jacor Santa Barbara, I have the luxury of selling for a cluster of highly rated stations, including KTYD. Now, KTYD isn't a true Adult Alternative station — it's really a heritage 25-54 Rock station custom tuned for the relatively mellow tastes of Santa Barbara — but even with over 25 years of heritage; a localized, mainstream presentation; and great ratings, selling the station can still be a challenge for me.



Zeb Norris

I've brought some major clients on board, but on the other hand, one retailer just about chased me out of his store with a mop! So I thought it would be illuminating to talk with some management, sales and programming people from successful Adult Alternative stations in a variety of markets to get a feeling for how they work together to "sell out" their stations.

### Put Listeners First

WNCS (The Point)/Montpelier (Burlington), VT casts a big shadow in the Adult Alternative community from a small market. It's nationally respected for its commitment to the format and its exacting standards. Greg Hooker has been PD at The Point for a year and a half. "I work very closely with the sales

□ We try to discover what the client's real goals are regarding added value and then find ways to help the client reach those goals that also work for us. That's where creativity comes in.

—Joe Ferguson

team," he says. "We meet weekly to discuss sales and promotions. When it comes to programming, I focus on the listener. For example, we're running the Amnesty International special. When I made the decision to carry the show, I really didn't consider whether or not we could sell it. I put the listeners first, and management supports that."

"On the other hand, reaching a decision on added-value issues is a collaborative effort. Right now, my biggest challenge, as far as added value goes, is making it work for our three-signal group. The Point covers more than Burlington/Montpelier; we also simulcast in Saint Johnsbury, Vermont and White River/Lebanon, New Hampshire. We run different commercial content in all three markets, and that works well, but we haven't yet found a way to do local giveaways in each market and make it sound good."

WNCS General Manager Candis Leopold's enthusiasm for selling the station is evident from the moment we start our conversation. "We don't have some of the tools other stations use to sell advertising," she says cheerfully. "For example, we don't subscribe to Arbitron, so we don't talk about ratings or use qualitative data provided by Arbitron. We do have a qualitative study that we commissioned from the University of Vermont that can be helpful in approaching new clients, but what works best for us is targeting businesses that are naturally aligned with our audience. Because of our heritage in the market, these businesses are usually already aware of The Point. After 22 years, we've developed very good relationships with many businesses in town."

"The Point's audience is very attractive to businesses," she continues. "It's an active, outgoing group with an above-average education level. These people will spend money." In fact, all of the stations I spoke with cited the high qualitative characteristics of the Adult Alternative audience as an advantage when selling. Client categories that work particularly well for the stations I spoke with include concerts, car dealers and banking and investment firms. When asked to name a client category that doesn't work for WNCS, Candis has to consider for a moment. "Well, I don't think we could really be of service to a nuclear power

plant. And no screamers are allowed! Other than that, we just really enjoy helping our clients."

### Creative Added Value

With 30 years of heritage, KINK/Portland, OR is the longest-running Adult Alternative station in the world. Local Sales Manager Joe Ferguson echoes Leopold's sensitivity to commercial content. "We won't allow explosions in the commercials. And we've turned down business when the client made arbitrary added-value demands. For example, we don't do remotes — never have in 30 years. We try to discover what the client's real goals are regarding added value and then find ways to help the client reach those goals that also work for us. That's where creativity comes in. I love sales. I've worked in programming, and I find that I can be more creative in sales than in programming."

□ It's all about the music. Revenue follows ratings. You have to get the ratings first.  
—Charlie Rahilly

PD Dennis Constantine takes part in brainstorming suitable added-value opportunities for clients. "We'll include them in our website when that's appropriate, or give them sponsorship of 'What's Going On,' our calendar feature," he explains. "We also do the 'Friday Grab Bag' of sponsor swag. It's very tongue-in-cheek. We use Don Pardo-style production to package the Grab Bag. This way we can give sampling opportunities to clients while maintaining entertainment value for the listener. And even though the prizes are modest, people do call to win 'em just because it's fun."

In approaching new clients for KINK, Ferguson tends not to rely on Arbitron numbers. "I'll use them defensively if I have to, but I find that simply listening to the prospect is the best sales tool. I can't understand their problems until they articulate them. Then I work creatively with the client to help them see how KINK's audience can help their business."

KINK's history of giving back to the community has also been helpful when approaching prospects. "We've been doing our *Lights Out* CD series for over 10 years now," Ferguson says. "The proceeds go to the Portland Food Bank. We've raised over a million dollars for

□ The Point's audience is very attractive to businesses. It's an active, outgoing group with an above-average education level. These people will spend money.  
—Candis Leopold

them so far. KINK is well-known for its efforts in the community. That helps a lot."

### Dream Audience

With the debut five months ago of the simulcast KACD-KBCD (Channel 103.1)/Los Angeles, the Adult Alternative format returned to the nation's second-largest radio market. While some say that the format needs years of heritage to be successful, that hasn't been the case for the sales team at Channel 103.1. "We're meeting or exceeding all of the revenue goals of our business plan," says VP & Director of Sales for Jacor Los Angeles Charlie Rahilly. "Our situation is a bit different. We're really re-launching the format in Los Angeles after the three-year run KSCA had in the market. That means we've been able to tap into the Westside business community's existing knowledge of the qualitative profile of the Adult Alternative audience. The 25-49 demo with above-average disposable income that the format delivers is an advertiser's dream!"

Channel 103.1 Program Manager Keith Cunningham says he works closely with sales, particularly on sales-driven promotions. While Channel 103.1 receives the same requests for added value that all stations get these days, Cunningham says, "We try to avoid putting added-value promotions on the air in general. We use our website as a venue for that whenever possible. We'll do sampling opportunities and contesting on our website when it's a good fit."

And that still provides advertisers with great exposure: In February alone, the station's website had

over half a million hits. "I'm very fortunate to work with a sales staff that's on the same page as we are in programming," Cunningham says. "Charlie is as aware of the product as anyone and helps to keep our presentation clean." And in fact it was Rahilly who told me, "It's all about the music. Revenue follows ratings. You have to get the ratings first."

While Channel 103.1 hasn't yet had a complete Arbitron book, it looks great in Media Trak, which measures in-car listening. According to the latest Media Trak measurements, the station is No. 1 on the west side of the Los Angeles market.

One on-air sponsorship opportunity that Cunningham did mention was the "Box Office." This is the venue Channel 103.1 uses for ticket giveaways, and it's sponsored on-air by advertisers such as Microsoft. When you consider all the activity on the station's website and the fact that Channel 103.1 received more than 14,000 e-mails in its first week on the air, you can see how the station is a great fit for high-tech advertisers.

All three of these stations report power ratios (the ratio between ratings and revenue) that are way above average, and that's typical of the Adult Alternative format. The key to the sales success of Adult Alternative stations seems to be the highly desirable qualitative characteristics of the audience that the format delivers. Then it's just a matter of solid prospecting and prequalifying and that most basic sales tool of all, listening to the client. Now, if you'll excuse me, I've got to go close another deal!

**"Don't Believe You Anymore"**  
"Overkill" (acoustic version)

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**GO TINI HAY**

APRIL 2, 1999

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	<b>1</b> COLLECTIVE SOUL Run (Hollywood/Atlantic)	636	617	614	561	32/0
6	2	2	2	<b>2</b> TOM PETTY & THE HEARTBREAKERS Free Girl... (Warner Bros.)	606	578	532	436	32/0
3	3	3	3	<b>3</b> JOHN MELLENCAMP I'm Not Running Anymore (Columbia)	570	565	525	477	30/0
7	5	4	4	<b>4</b> VAN MORRISON Precious Time (Point Blank/Virgin)	518	499	483	420	29/0
16	12	7	5	<b>5</b> WILCO Can't Stand It (Reprise)	419	333	293	233	31/1
9	7	6	6	<b>6</b> SHAWN MULLINS Shimmer (SMG/Columbia)	418	410	387	365	28/0
—	19	8	7	<b>7</b> SHERYL CROW Anything But Down (A&M)	402	326	226	125	30/3
2	4	5	8	<b>8</b> SUGAR RAY Every Morning (Lava/Atlantic)	402	495	506	511	21/0
19	16	11	9	<b>9</b> JEWEL Down So Long (Atlantic)	394	312	257	219	26/2
10	9	10	10	<b>10</b> SEMISONIC Secret Smile (MCA)	352	325	340	340	21/0
23	14	12	11	<b>11</b> CRASH TEST DUMMIES Keep A Lid On Things (Arista)	321	308	266	204	29/1
24	15	16	12	<b>12</b> XTC I'd Like That (Idea/TVT)	314	281	259	203	24/0
20	17	13	13	<b>13</b> BLACK CROWES Only A Fool (American/Columbia)	300	303	255	215	24/2
17	13	17	14	<b>14</b> SINEAD LOHAN Diving To Be Deeper (Grapevine/Interscope)	291	280	270	227	21/2
<b>BREAKER</b>			15	<b>15</b> JONNY LANG Wander This World (A&M)	274	232	172	139	23/1
4	6	9	16	R.E.M. Lotus (Warner Bros.)	264	325	426	471	20/0
5	10	14	17	SHERYL CROW There Goes The Neighborhood (A&M)	250	301	339	455	19/0
28	24	20	18	<b>18</b> ALANA DAVIS Can't Find My Way Home (Elektra/EEG)	231	225	194	180	19/0
8	8	15	19	NEW RADICALS You Get What You Give (MCA)	211	294	354	416	18/0
11	11	18	20	GOO GOO DOLLS Slide (Warner Bros.)	194	262	306	329	14/0
<b>DEBUT</b>			21	<b>21</b> BETH ORTON Stolen Car (Arista)	189	156	143	88	21/3
—	—	23	22	<b>22</b> FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)	189	184	154	121	11/0
21	18	21	23	EVERLAST What It's Like (Tommy Boy)	188	225	249	215	9/0
29	28	28	24	<b>24</b> ROLLING STONES & DAVE MATTHEWS Memory Motel (Virgin)	177	167	173	174	18/0
25	30	26	25	BLONDIE Maria (Beyond)	175	175	171	183	14/0
<b>DEBUT</b>			26	<b>26</b> JOE HENRY Skin And Teeth (Mammoth)	174	143	131	101	21/3
<b>DEBUT</b>			27	<b>27</b> MARTIN SEXTON Love Keep Us Together (Atlantic)	173	134	117	107	18/2
26	23	29	28	ANI DIFRANCO Angry Anymore (Righteous Babe)	172	167	195	182	15/0
—	—	27	29	PAUL WESTERBERG Lookin' Out Forever (Capitol)	170	168	165	149	20/0
<b>DEBUT</b>			30	<b>30</b> NATALIE MERCHANT Life Is Sweet (Elektra/EEG)	170	153	149	154	19/1

This chart reflects airplay from March 22-28. Songs ranked by total plays. Highlighted songs indicate Breaker. 36 Adult Alternative reporters. 36 current playlists. © 1999, R&R Inc.

## NEW & ACTIVE

**TAL BACHMAN** She's So High (Columbia)  
Total Plays: 156, Total Stations: 15, Adds: 2

**B.B. KING** Mean Old World (MCA)  
Total Plays: 146, Total Stations: 19, Adds: 3

**DAVID WILCOX** Never Enough (Vanguard)  
Total Plays: 138, Total Stations: 14, Adds: 0

**BAZ LUHRMANN** Everybody's Free... (Capitol)  
Total Plays: 136, Total Stations: 13, Adds: 3

**LUCINDA WILLIAMS** 2 Kool 2 B 4-Gotten (Mercury)  
Total Plays: 129, Total Stations: 14, Adds: 1

**EAGLE-EYE CHERRY** Falling In Love Again (Work/ERG)  
Total Plays: 124, Total Stations: 13, Adds: 1

**CRANBERRIES** Promises (Island)  
Total Plays: 121, Total Stations: 11, Adds: 0

**CITIZEN KING** Better Days (And The Bottom...) (Warner Bros.)  
Total Plays: 111, Total Stations: 5, Adds: 0

**ALANIS MORISSETTE** Unsent (Maverick/Reprise)  
Total Plays: 109, Total Stations: 10, Adds: 0

**JULIAN LENNON** Day After Day (Fuel 2000)  
Total Plays: 109, Total Stations: 13, Adds: 0

Songs ranked by total plays

## BREAKERS

<b>JONNY LANG</b>		
Wander This World (A&M)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
274/42	23/1	15

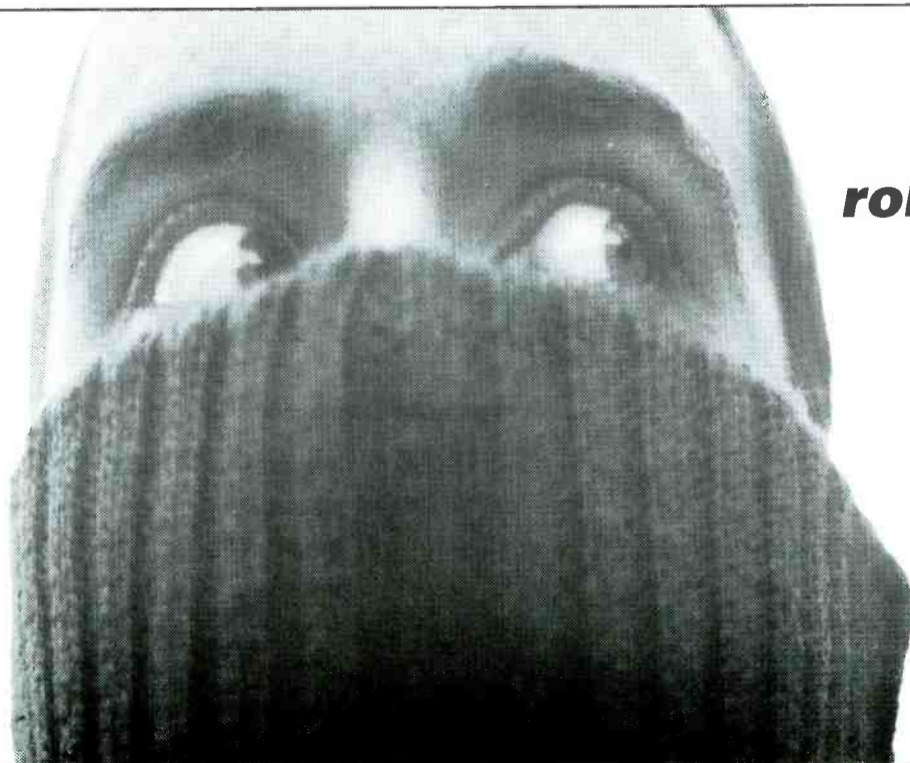
## MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
OWSLEY Coming Up Roses (Giant/WB)	6
MERCURY REV Goddess On A Hiway (V2)	4
SHERYL CROW Anything But Down (A&M)	3
GOO GOO DOLLS Dizzy (Warner Bros.)	3
JOE HENRY Skin And Teeth (Mammoth)	3
BRUCE HORNSBY See The Same Way (RCA)	3
B.B. KING Mean Old World (MCA)	3
BAZ LUHRMANN Everybody's Free... (Capitol)	3
BETH ORTON Stolen Car (Arista)	3
SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	3
CREE SUMMER Revelation Sunshine (Work/ERG)	3
TRAIN Meet Virginia (Aware/Columbia)	3
CASSANDRA WILSON Right Here, Right Now (Blue Note)	3

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
WILCO Can't Stand It (Reprise)	+86
B.B. KING Mean Old World (MCA)	+84
JEWEL Down So Long (Atlantic)	+82
SHERYL CROW Anything But Down (A&M)	+76
JONNY LANG Wander This World (A&M)	+42
MARTIN SEXTON Love Keep Us Together (Atlantic)	+39
BETH ORTON Stolen Car (Arista)	+33
XTC I'd Like That (Idea/TVT)	+33
JOE HENRY Skin And Teeth (Mammoth)	+31
BAZ LUHRMANN Everybody's Free... (Capitol)	+31

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.



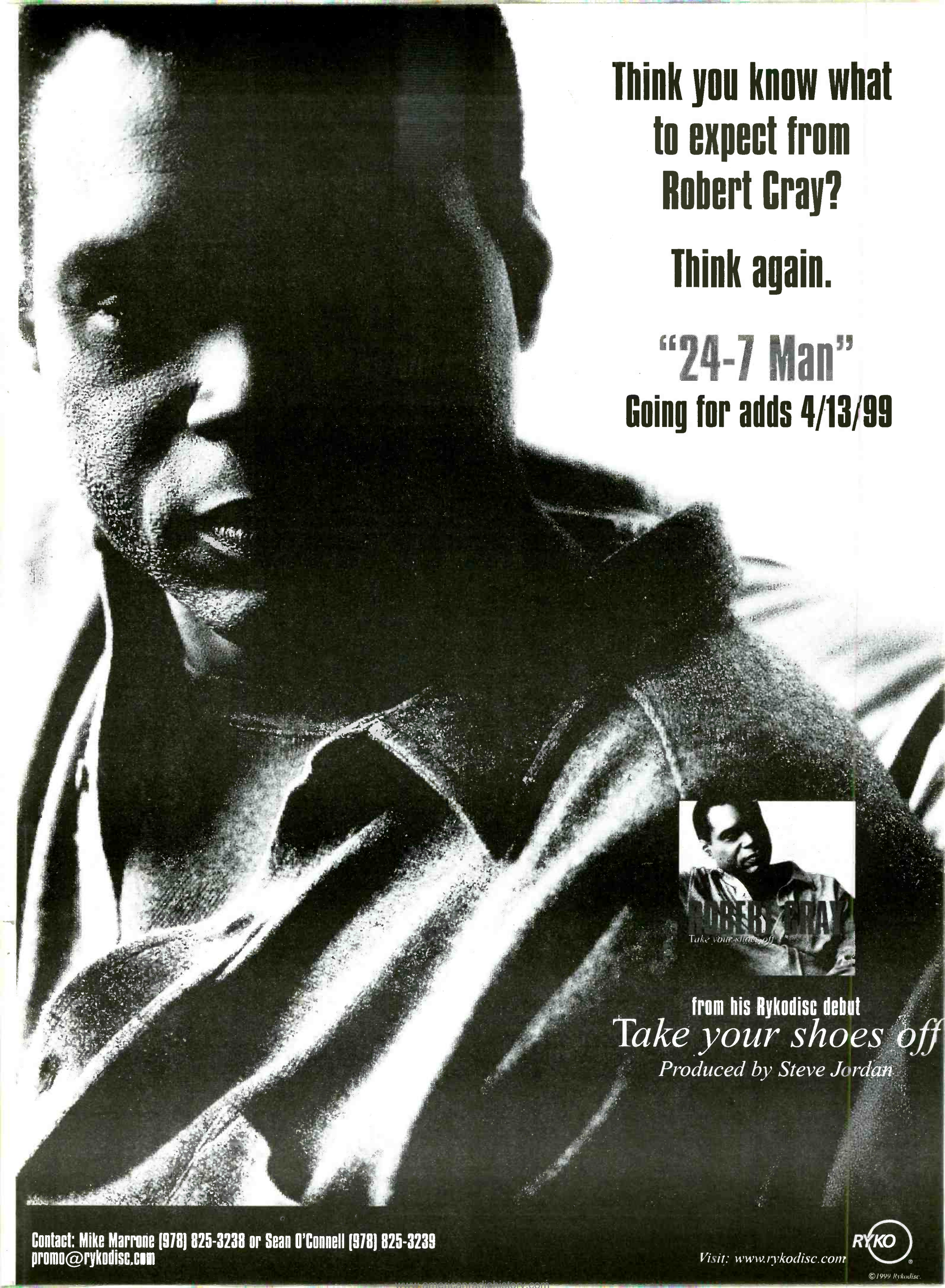
robbie williams "millenium"

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Bruce Warren P.D.  
WXPB, Philadelphia

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## OPENINGS

## OPENINGS

## OPENINGS

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Fulltime/parttime positions available. Production, RCS skills a bonus. T&R: WPDH, P.O. Box 416, Poughkeepsie, NY 12602 EOE (04/02)

Traffic Reporter/show prep researcher for successful Oldies morning show. T&R: Joey Mitchell, WODE, 107 Paxinosa Rd., Easton, PA 18042 EOE (04/02)

Alternative WLIR seeks flexible parttimer who can do mid-week swing. Minimum one year experience. T&R: WLIR, PD, 1103 Stewart Ave., Garden City, NY 11530 EOE (04/02)

WPOC seeks organized hard-working PM Drive entertainer! No old ladies. Send T&R: Lindy, 711 W. 40th St., Baltimore, MD 21211 EOE (04/02)

### RARE PROGRAMMING OPENING

Rare opening in programming for top-rated Dame Media station 102.7 KISS FM in central Pennsylvania. Must have knowledge of AC music, leadership skills, good on-air talent, ability to develop talent and accept direction and input from management and mature airstaff. Send complete resume and references to: WKSJ Programming, c/o Jim Dabney, P.O. Box 3638, 1559 W. 4th Street, Williamsport, PA 17701. EOE

News Director — WPDH-FM, WCZX-FM, WEOK-AM. Send T&R to: Scott Carlin, P.O. Box 416, Poughkeepsie, NY 12602. EOE. No Calls Please.

Mid-Atlantic group seeks the country's best Promotions/Marketing talent to oversee multiple stations/multiple formats. If you're up for the challenge, rush your best materials (whatever you think would convince us that you're the person we're looking for) to: Radio & Records, 10100 Santa Monica Blvd., #748, 5th Floor, Los Angeles, CA 90067. EOE

**NEWS PERSON** — needed for position in news gathering and delivery. Candidate should possess good writing and communication skills. Basic knowledge of computers necessary. WLBR/WQIC, P.O. Box 1270, Lebanon, PA 17042. EOE

## SOUTH

Biloxi CHR/Mainstream seeks Copywriter/Production Director to work in all-digital facility. T&R: PD, WLNF, 1315 25th Ave., Gulfport, MS 39501 EOE (04/02)

Experienced Anchor/Reporter for combo 50 miles South of Washington, DC. T&R: News Director, WBQB/WFVA, 1914 Mimosas St., Fredericksburg, VA 22405 EOE (04/02)

We've got Bob and Tom in the mornings... and a 20-year rock heritage. All we need is a savvy, street-fighting promotion director to work with programming and sales to generate ratings and revenue success. Salary plus bonus based on performance. Work at WCKW-FM in New Orleans, Americas Party Capitol. Minimum three years' marketing experience. Resumes to Ted Edwards, 3501 N. Causeway Blvd., Ste 700, Metairie, LA 70002. Fax: (504) 831-8885. EOE

Looking for a team player for the deep South. Must possess good phone technique, exceptional production skills and work well in a multi-station format. Contact Dennis Warren, Operations Manager, WMMZ, 3436 Hwy. 45 North, Meridian, MS 39301. EOE

The New Hot 100 is looking for a production wizard. This is your chance to live in one of America's great cities and work with a fantastic company. If you can turn the spoken word into creative genius, work at the speed of light, thrive in the rhythm world and have fun doing it, we want you yesterday. Digital excellence a must. Please send demo to: Carmy Ferreri, KRBV, 7901 Carpenter Freeway, Dallas, TX 75247. EOE


**Morning Show Producer**  
Very aggressive show. Very aggressive company. Top-15 Market. Looking for aggressive idea person. We need someone who tapes and reads everything... knows what to do with it... and doesn't need prodding for ideas and opinions. Can you come up with 10 topics/premises on a daily basis? Screen phone calls? Find interesting things that aren't in the paper? Get people on the phone... NOW! We have a career for you instead of a job. Send package: Radio & Records, 10100 Santa Monica Blvd., #749, 5th Floor, Los Angeles, CA 90067. EOE  
NO AMATEURS PLEASE! We have no time to fix you!

96 WAVE is looking for highly motivated individuals for our sales department. Guaranteed salary to start based on experience. Send resume to: Tim Barkley, 96 WAVE, 1964 Ashley River Rd., Charleston, SC 29407. EOE

## MIDWEST

Evenings 6-11PM WZWZ Kokomo, rare fulltime position. Apply within or send T&R: Allan James, Box 2208, Kokomo, IN 46904 EOE (04/02)

KJJQ-AM, Brookings, SD, AM host, production. College city, ESOP Company. Fair salary, bennys. CALL: Tom Coughlin (605) 692-9125 EOE (04/02)



Akron's Rock leader has a rare opening for a Program Director to take our legendary station into the next millennium. Creativity, Promotional Savvy, Ideas and a good track record a must. Tape & resume to: Nick Anthony, Rubber City Radio, Group, 1795 West Market Street, Akron, OH 44313. EOE

Country Combos WALC-FM & WGLC-FM in Peru, IL seeking AT. On-air, production and live events. Call 9-5 for Lee 815-224-2100. EOE

Bloomington Broadcasting's Heritage News/Talk/Sports station in Bloomington, IL seeks evening SportsTalk host. Send resume immediately to Elizabeth Estes-Cooper, Program Director, WJBC Radio, P.O. Box 8, 236 Greenwood Avenue, Bloomington, IL 61702. No Phone Calls. EOE



**STABILITY...  
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Leading Morning show in Springfield, IL, WDBR, seeks the lead of a three-headed morning team. Are you a prep monster that can do a reality-based, lifestyle-oriented, yet fun and entertaining show for a winning CHR. We have plenty of resources and the numbers to back you up! Express your package to: Rik Blade, 3501 E. Sangamon Ave., Springfield, IL 62707. Females and Minorities encouraged. No Calls Please!

## WEST

KRAB & X-96.5 need a Promotions Director now! RESUMES to: Chris Squires, 1100 Mohawk, Ste. 280, Bakersfield, CA 93309 EOE (04/02)

Stellar morning talent sought yesterday. T&R PD, KCPX, 4001 S. 700E. #800, Salt Lake City, UT 84107. No calls please. EOE (04/02)



**PROGRAM DIRECTOR  
KZZO Sacramento**

Seeking candidates who have significant experience as a Program Director and a proven track record. Experience in Modern AC, Alternative or CHR formats preferred. Please send a resume, recent ratings and one-hour unscoped aircheck of your station to: Jeff Salgo, VP/GM, KZZO, 280 Commerce Circle, Sacramento, CA 95815; (916) 923-6898; (916) 922-2830 (fax), [jsalgo@cbssac.com](mailto:jsalgo@cbssac.com)  
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Rhythm CHR KQKS-FM/Denver, a division of Jefferson Pilot Communications, is looking for REAL TALENT for nights. Work for the station that still believes personality makes the difference! No ISDN jocks here! Great company, great station, great city, great money! Tapes and resumes c/o PD Cat Collins, KQKS 1095 S. Monaco Parkway, Denver, CO 80224. No Calls Please. EOE

# OPPORTUNITIES

## OPENINGS

## OPENINGS

## POSITIONS SOUGHT



### PORTLAND, OREGON MORNINGS

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Can you lead existing #1 CHR morning show through Star Wars, Lewinsky and the Spring Book? Work for a Jacor Deathstar in Mkt. #24 home of Nike, Intel and Tonya Harding. 2 years' minimum morning host experience. No calls. Packages to: Dan Clark, Z100, 4949 SW Macadam Ave., Portland, OR 97201. EOE

### KXL NewsRadio 750 News Anchor/Reporter

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KXL NewsRadio 750 is seeking to fill a news anchor/reporter position. 3-5 years' experience in medium/large market. Tapes and resumes to: Operations Manager, 0234 Southwest Bancroft, Portland, OR 97201. Equal Opportunity Employer. No calls please.

News Anchor needed for #1 Morning Show. We have our own airplane, weather person, stock market guy and reporters, now I need a great Co-anchor/reporter and the team will be complete. Experienced only T&R to: Brent Farris, P.O. Box, 100 Santa Rosa, CA 95402. Website: www.KZST.com EOE

KYSR-FM Los Angeles (STAR 98.7) has an immediate opening for an Assistant Program Director. Work with the Program Director to execute programming and marketing strategies, music testing, and manage on-air staff. 5 years radio required! On-air experience and college degree preferred. Submit resume to: Human Resources, KYSR, 3500, West Olive Avenue, #250, Burbank, CA 91505. EOE



### ASSISTANT PROGRAM DIRECTOR/MUSIC DIRECTOR

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### R&R Opportunities Free Advertising

Radio & Records provides free (20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

### Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727. Only free positions sought ads are accepted by e-mail kmumaw@rronline.com Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

### RADIO & RECORDS

10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable sales tax) in the United States or \$695.00 overnight delivery (U.S. funds only), \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two R & R Directories issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher.

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**1x \$120/inch**      **2x \$100/inch**

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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.

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

**Positions Sought: \$50/inch**

### Payable In Advance

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310-203-8727) or mail Visa, MC, AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

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13 insertions	80.00
26 insertions	70.00
51 insertions	65.00

Marketplace  
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310-553-4330 Fax: 310-203-8727

### CHR/POP

LW	TW	
1	1	<b>SUGAR RAY</b> Every Morning (Lava/Atlantic)
2	2	<b>CHER</b> Believe (Warner Bros.)
3	3	<b>BRITNEY SPEARS</b> ...Baby One More Time (Jive)
6	4	<b>SIXPENCE NONE THE RICHER</b> Kiss Me (Squint/Columbia)
4	5	<b>GOO GOO DOLLS</b> Slide (Warner Bros.)
5	6	<b>MONICA</b> Angel Of Mine (Arista)
9	7	<b>TLC</b> No Scrubs (LaFace/Arista)
8	8	<b>MATCHBOX 20</b> Back 2 Good (Lava/Atlantic)
10	9	<b>LENNY KRAVITZ</b> Fly Away (Virgin)
7	10	<b>BACKSTREET BOYS</b> All I Have To Give (Jive)
12	11	<b>SAVAGE GARDEN</b> The Animal Song (Hollywood/Columbia)
14	12	<b>EVERLAST</b> What It's Like (Tommy Boy)
15	13	<b>98 DEGREES</b> The Hardest Thing (Universal)
11	14	<b>BRANDY</b> Have You Ever? (Atlantic)
13	15	<b>SARAH MCLACHLAN</b> Angel (Warner Sunset/Reprise)
21	16	<b>WHITNEY HOUSTON</b> Heartbreak Hotel (Arista)
18	17	<b>JOEY MCINTYRE</b> Stay The Same (C2/Columbia)
17	18	<b>EAGLE-EYE CHERRY</b> Save Tonight (Work/ERG)
16	19	<b>WILL SMITH</b> Miami (Columbia)
22	20	<b>MADONNA</b> Nothing Really Matters (Maverick/WB)
25	21	<b>SHERYL CROW</b> Anything But Down (A&M)
20	22	<b>MARIAH CAREY</b> I Still Believe (Columbia)
26	23	<b>GARBAGE</b> Special (Almo Sounds/Interscope)
24	24	<b>B*WITCHED</b> C'est La Vie (Epic)
19	25	<b>'N SYNC</b> (God...) A Little More Time... (RCA)
34	26	<b>JEWEL</b> Down So Long (Atlantic)
31	27	<b>SHANIA TWAIN</b> That Don't Impress Me Much (Mercury)
36	28	<b>BAZ LUHRMANN</b> Everybody's Free... (Capitol)
37	29	<b>'N SYNC</b> I Drive Myself Crazy (RCA)
30	30	<b>EMINEM</b> My Name Is (Web/Aftermath/Interscope)

CHR begins on Page 38.

### CHR/RHYTHMIC

LW	TW	
1	1	<b>TLC</b> No Scrubs (LaFace/Arista)
3	2	<b>TYRESE</b> Sweet Lady (RCA)
2	3	<b>WHITNEY HOUSTON</b> Heartbreak Hotel (Arista)
4	4	<b>MONICA</b> Angel Of Mine (Arista)
5	5	<b>GINUWINE</b> What's So Different (550 Music/ERG)
6	6	<b>LAURYN HILL</b> Ex-Factor (Ruffhouse/Columbia)
7	7	<b>R. KELLY</b> When A Woman's Fed Up (Jive)
10	8	<b>BLACKSTREET f/JANET</b> Girlfriend/Boyfriend (Lil' Man/Interscope)
8	9	<b>JAY-Z f/AMIL AND JA</b> Can I Get A... (Def Jam/RAL/Mercury)
13	10	<b>BUSTA RHYMES f/JANET</b> What's It Gonna Be (Elektra/EEG)
21	11	<b>112</b> Anywhere (Bad Boy/Arista)
12	12	<b>BRITNEY SPEARS</b> ...Baby One More Time (Jive)
15	13	<b>MYA</b> My First Night With You (University/Interscope)
11	14	<b>EMINEM</b> My Name Is (Web/Aftermath/Interscope)
9	15	<b>MARIAH CAREY</b> I Still Believe (Columbia)
24	16	<b>98 DEGREES</b> The Hardest Thing (Universal)
16	17	<b>DMX</b> Ruff Ryders Anthem (Def Jam/Mercury)
23	18	<b>VENGABOYS</b> We Like To Party! (Groovilicious/Strictly Rhythm)
28	19	<b>JESSE POWELL</b> You (Silas/MCA)
18	20	<b>CHER</b> Believe (Warner Bros.)
14	21	<b>DRU HILL</b> These Are The Times (University/Island)
22	22	<b>TRINA &amp; TAMARA</b> What'd You Come Here For? (Columbia)
19	23	<b>FAITH EVANS f/PUFF DADDY</b> All Night Long (Bad Boy/Arista)
17	24	<b>2PAC</b> Changes (Amaru/Death Row/Interscope)
20	25	<b>WILL SMITH</b> Miami (Columbia)
27	26	<b>RAPHAEL SAADIQ f/Q-TIP</b> Get Involved (Hollywood/Motown)
25	27	<b>KRAYZIE BONE</b> Thug Mentality (Mo Thugs/Ruthless/Relativity)
26	28	<b>BRANDY</b> Have You Ever? (Atlantic)
30	29	<b>TLC</b> Silly Ho (LaFace/Arista)
29	30	<b>DEBORAH COX</b> Nobody's Supposed To Be Here (Arista)

CHR begins on Page 38.

### URBAN

LW	TW	
1	1	<b>TLC</b> No Scrubs (LaFace/Arista)
3	2	<b>ROOTS f/ERYKAH BADU</b> You Got Me (MCA)
2	3	<b>FAITH EVANS f/PUFF DADDY</b> All Night Long (Bad Boy/Arista)
4	4	<b>GINUWINE</b> What's So Different (550 Music/ERG)
5	5	<b>BUSTA RHYMES f/JANET</b> What's It Gonna Be (Elektra/EEG)
6	6	<b>K-CI &amp; JOJO</b> Life (Rock Land/Interscope)
9	7	<b>112</b> Anywhere (Bad Boy/Arista)
8	8	<b>ERIC BENET f/FAITH EVANS</b> Georgy Porgy (Warner Bros.)
10	9	<b>SILK</b> If You (Lovin' Me) (Elektra/EEG)
12	10	<b>BLACKSTREET f/JANET</b> Girlfriend/Boyfriend (Lil' Man/Interscope)
7	11	<b>SHANICE</b> When I Close My Eyes (LaFace/Arista)
18	12	<b>TOTAL</b> Sitting Home (Bad Boy/Arista)
16	13	<b>DIVINE</b> One More Try (Pendulum/Red Ant)
13	14	<b>JESSE POWELL</b> You (Silas/MCA)
11	15	<b>WHITNEY HOUSTON</b> Heartbreak Hotel (Arista)
19	16	<b>EMINEM</b> My Name Is (Web/Aftermath/Interscope)
21	17	<b>RAPHAEL SAADIQ f/Q-TIP</b> Get Involved (Hollywood/Motown)
15	18	<b>LAURYN HILL</b> Ex-Factor (Ruffhouse/Columbia)
20	19	<b>KENNY LATTIMORE</b> If I Lose My Woman (Columbia)
17	20	<b>TYRESE</b> Sweet Lady (RCA)
23	21	<b>CASE</b> Happily Ever After (Def Jam/RAL/Mercury)
25	22	<b>TRINA &amp; TAMARA</b> What'd You Come Here For? (Columbia)
28	23	<b>DAVE HOLLISTER</b> My Favorite Girl (Def Squad/DreamWorks)
22	24	<b>TRICK DADDY</b> Nann Brother (Slip N' Slide/Warlock)
24	25	<b>USHER</b> Bedtime (LaFace/Arista)
14	26	<b>KEITH SWEAT</b> I'm Not Ready (Elektra/EEG)
45	27	<b>MAXWELL</b> Fortunate (Rock Land/Interscope/Columbia)
27	28	<b>CHEROKEE</b> Ooh Wee Wee (RCA)
26	29	<b>R. KELLY</b> When A Woman's Fed Up (Jive)
29	30	<b>MYA</b> My First Night With You (University/Interscope)

For complete list of Urban Breakers see page 56.

URBAN begins on Page 53.

### AC

LW	TW	
1	1	<b>SARAH MCLACHLAN</b> Angel (Warner Sunset/Reprise)
2	2	<b>ELTON JOHN &amp; LEANN RIMES</b> Written In... (Curb/Rocket/Island)
4	3	<b>'N SYNC</b> (God...) A Little More Time... (RCA)
3	4	<b>ROD STEWART</b> Faith Of The Heart (Universal)
9	5	<b>MONICA</b> Angel Of Mine (Arista)
6	6	<b>MARIAH CAREY</b> I Still Believe (Columbia)
11	7	<b>CHER</b> Believe (Warner Bros.)
7	8	<b>JIM BRICKMAN f/MICHAEL W. SMITH</b> Love Of... (Windham Hill)
5	9	<b>SHANIA TWAIN</b> From This Moment On (Mercury)
12	10	<b>JOHN TESH f/JAMES INGRAM</b> Forever More... (GTSP/Mercury)
8	11	<b>R. KELLY &amp; CELINE DION</b> I'm Your Angel (Jive)
10	12	<b>JEWEL</b> Hands (Atlantic)
14	13	<b>BACKSTREET BOYS</b> All I Have To Give (Jive)
13	14	<b>PHIL COLLINS</b> True Colors (Atlantic)
17	15	<b>SIXPENCE NONE THE RICHER</b> Kiss Me (Squint/Columbia)
15	16	<b>HOUSTON &amp; CAREY</b> When You... (Arista/Columbia/DreamWorks)
16	17	<b>BONNIE RAITT</b> Lover's Will (Capitol)
18	18	<b>PRETENDERS</b> Loving You Is All I Know (Hollywood)
20	19	<b>FAITH HILL</b> Let Me Let Go (Warner Bros.)
22	20	<b>CHICAGO</b> Show Me A Sign (Reprise)
21	21	<b>MULBERRY LANE</b> Harmless (Refuge/MCA)
24	22	<b>CELINE DION w/ANDREA BOCELLI</b> The Prayer (550 Music/ERG)
30	23	<b>SHANIA TWAIN</b> That Don't Impress Me Much (Mercury)
25	24	<b>JOEY MCINTYRE</b> Stay The Same (C2/Columbia)
26	25	<b>TINA ARENA</b> If I Was A River (Epic)
23	26	<b>DONNA LEWIS</b> Falling (Restless)
29	27	<b>NA LEO</b> Poetry Man (NLP)
—	28	<b>JOHN MULLENBAND</b> I'm Not Running Anymore (Columbia)
19	29	<b>CRYSTAL BERNARD</b> Don't Touch Me There (River North)
28	30	<b>BRANDY</b> Have You Ever? (Atlantic)

No Songs Qualified For Breaker Status This Week.

AC begins on Page 74.

### HOT AC

LW	TW	
1	1	<b>SUGAR RAY</b> Every Morning (Lava/Atlantic)
2	2	<b>GOO GOO DOLLS</b> Slide (Warner Bros.)
5	3	<b>SIXPENCE NONE THE RICHER</b> Kiss Me (Squint/Columbia)
4	4	<b>MATCHBOX 20</b> Back 2 Good (Lava/Atlantic)
3	5	<b>SARAH MCLACHLAN</b> Angel (Warner Sunset/Reprise)
7	6	<b>CHER</b> Believe (Warner Bros.)
6	7	<b>EAGLE-EYE CHERRY</b> Save Tonight (Work/ERG)
8	8	<b>SHAWN MULLINS</b> Lullaby (SMG/Columbia)
11	9	<b>SHERYL CROW</b> Anything But Down (A&M)
12	10	<b>COLLECTIVE SOUL</b> Run (Hollywood/Atlantic)
9	11	<b>THIRD EYE BLIND</b> Jumper (Elektra/EEG)
14	12	<b>LENNY KRAVITZ</b> Fly Away (Virgin)
10	13	<b>BLONDIE</b> Maria (Beyond)
19	14	<b>SAVAGE GARDEN</b> The Animal Song (Hollywood/Columbia)
21	15	<b>BAZ LUHRMANN</b> Everybody's Free... (Capitol)
20	16	<b>EVERLAST</b> What It's Like (Tommy Boy)
24	17	<b>JEWEL</b> Down So Long (Atlantic)
13	18	<b>NEW RADICALS</b> You Get What You Give (MCA)
17	19	<b>DAVE MATTHEWS BAND</b> Crush (RCA)
18	20	<b>U2</b> Sweetest Thing (Island)
16	21	<b>BETTER THAN EZRA</b> At The Stars (Elektra/EEG)
15	22	<b>JEWEL</b> Hands (Atlantic)
23	23	<b>GARBAGE</b> Special (Almo Sounds/Interscope)
22	24	<b>BARENAKED LADIES</b> It's All Been Done (Reprise)
25	25	<b>NATALIE MERCHANT</b> Life Is Sweet (Elektra/EEG)
26	26	<b>'N SYNC</b> (God...) A Little More Time... (RCA)
28	27	<b>BACKSTREET BOYS</b> All I Have To Give (Jive)
—	28	<b>SHANIA TWAIN</b> That Don't Impress Me Much (Mercury)
30	29	<b>SHAWN MULLINS</b> Shimmer (SMG/Columbia)
—	30	<b>FATBOY SLIM</b> Praise You (Skint/Astralwerks/Caroline)

AC begins on Page 74.

### ROCK

LW	TW	
1	1	<b>COLLECTIVE SOUL</b> Heavy (Atlantic)
2	2	<b>SAMMY HAGAR</b> Mas Tequila (MCA)
4	3	<b>TOM PETTY &amp; THE HEARTBREAKERS</b> Free Girl... (Warner Bros.)
3	4	<b>CREED</b> One (Wind-up)
5	5	<b>METALLICA</b> Whiskey In The Jar (Elektra/EEG)
7	6	<b>BLACK CROWES</b> Only A Fool (American/Columbia)
6	7	<b>EVERLAST</b> What It's Like (Tommy Boy)
8	8	<b>BAD COMPANY</b> Hey, Hey (Elektra/EEG)
9	9	<b>JONNY LANG</b> Wander This World (A&M)
10	10	<b>GOO GOO DOLLS</b> Dizzy (Warner Bros.)
11	11	<b>LENNY KRAVITZ</b> Fly Away (Virgin)
14	12	<b>OLEANDER</b> Why I'm Here (Republic/Universal)
13	13	<b>BUCKCHERRY</b> Lit Up (DreamWorks)
19	14	<b>MOON DOG MANE</b> I Believe (Eureka)
12	15	<b>TRAIN</b> Free (Aware/Columbia)
16	16	<b>FLYS</b> Got You (Where I Want You) (Delicious Vinyl/Trauma)
25	17	<b>SUSAN TEDESCHI</b> It Hurt So Bad (Tone-Cool/Rounder/Mercury)
21	18	<b>MARVELOUS 3</b> Freak Of The Week (HiFi/Elektra/EEG)
15	19	<b>INDIGENOUS</b> Now That You're Gone (Pachyderm)
22	20	<b>HONKY TOAST</b> Shakin' And A Bakin' (550 Music/ERG)
20	21	<b>OFFSPRING</b> Why Don't You Get A Job? (Columbia)
17	22	<b>BARE JR.</b> You Blew Me Off (Immortal/Epic)
18	23	<b>GODSMACK</b> Whatever (Republic/Universal)
24	24	<b>SCREAMIN' CHEETAH WHEELIES</b> Right... (Capricorn/Mercury)
28	25	<b>GOO GOO DOLLS</b> Slide (Warner Bros.)
23	26	<b>HOLE</b> Malibu (DGC/Geffen)
32	27	<b>METALLICA</b> Turn The Page (Elektra/EEG)
27	28	<b>CANDLEBOX</b> Happy Pills (Maverick/WB)
36	29	<b>LIT</b> My Own Worst Enemy (RCA)
29	30	<b>ROB ZOMBIE</b> Living Dead Girl (Geffen)

ROCK begins on Page 89.

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Breakers In Blue

## NATIONAL AIRPLAY OVERVIEW APRIL 2, 1999

### URBAN AC

LW	TW	ARTIST Song (Label)
1	1	<b>JESSE POWELL</b> You (Silas/MCA)
3	2	<b>TYRESE</b> Sweet Lady (RCA)
2	3	<b>WHITNEY HOUSTON</b> Heartbreak Hotel (Arista)
4	4	<b>LAURYN HILL</b> Ex-Factor (Ruffhouse/Columbia)
5	5	<b>R. KELLY</b> When A Woman's Fed Up (Jive)
7	6	<b>ERIC BENET</b> / <b>FAITH EVANS</b> Georgy Porgy (Warner Bros.)
6	7	<b>CASE</b> / <b>JOE</b> Faded Pictures (Def Jam/RAL/Mercury)
8	8	<b>TEMPTATIONS</b> This Is My Promise (Motown)
9	9	<b>KENNY LATTIMORE</b> If I Lose My Woman (Columbia)
10	10	<b>MONICA</b> Angel Of Mine (Arista)
13	11	<b>QUINCY JONES</b> / <b>GARRETT</b> ... I'm Yours (Qwest/WB)
12	12	<b>DEBORAH COX</b> Nobody's Supposed To Be Here (Arista)
15	13	<b>BONEY JAMES</b> / <b>SHAI</b> I'll Always Love You (Warner Bros.)
14	14	<b>DIVINE</b> One More Try (Pendulum/Red Ant)
17	15	<b>GLENN JONES</b> Baby Come Home (SAR/WB)
11	16	<b>SHANICE</b> When I Close My Eyes (LaFace/Arista)
29	17	<b>MAXWELL</b> Fortunata (Rock Land/Interscope/Columbia)
19	18	<b>K-CI &amp; JOJO</b> Life (Rock Land/Interscope)
16	19	<b>KIRK FRANKLIN</b> Lean On Me (Gospo Centric/Interscope)
22	20	<b>WILL DOWNING &amp; GERALD ALBRIGHT</b> Pleasures... (Verve/Motown)
—	21	<b>LES NUBIANS</b> Makeda (OmTown/Virgin)
21	22	<b>VESTA</b> You Still Do It (I.E./Motown)
26	23	<b>LUTHER VANDROSS</b> I'm Only Human (LV/Virgin)
23	24	<b>ARETHA FRANKLIN</b> In The Morning (Arista)
27	25	<b>JAMES GREAR &amp; CO.</b> Because You Love Me (Born Again)
—	26	<b>CHANTÉ MOORE</b> Chante's Got A Man (Silas/MCA)
25	27	<b>KEITH SWEAT</b> I'm Not Ready (Elektra/EEG)
—	28	<b>DEBORAH COX</b> It's Over Now (Arista)
24	29	<b>MARIAH CAREY</b> I Still Believe (Columbia)
30	30	<b>LAURYN HILL &amp; D'ANGELO</b> Nothing Matters (Ruffhouse/Columbia)

URBAN begins on Page 53.

### ACTIVE ROCK

LW	TW	ARTIST Song (Label)
2	1	<b>COLLECTIVE SOUL</b> Heavy (Atlantic)
1	2	<b>CREED</b> One (Wind-up)
3	3	<b>METALLICA</b> Whiskey In The Jar (Elektra/EEG)
4	4	<b>EVERLAST</b> What It's Like (Tommy Boy)
5	5	<b>ROB ZOMBIE</b> Living Dead Girl (Geffen)
8	6	<b>SAMMY HAGAR</b> Mas Tequila (MCA)
6	7	<b>GODSMACK</b> Whatever (Republic/Universal)
7	8	<b>OFFSPRING</b> Why Don't You Get A Job? (Columbia)
9	9	<b>OLEANDER</b> Why I'm Here (Republic/Universal)
10	10	<b>ORGY</b> Blue Monday (Elementree/Reprise)
13	11	<b>KORN</b> Freak On A Leash (Immortal/Epic)
22	12	<b>BUCKCHERRY</b> Lit Up (DreamWorks)
16	13	<b>GOO GOO DOLLS</b> Dizzy (Warner Bros.)
11	14	<b>BARE JR.</b> You Blew Me Off (Immortal/Epic)
18	15	<b>SILVERCHAIR</b> Anthem For The Year 2000 (Epic)
14	16	<b>TOM PETTY &amp; THE HEARTBREAKERS</b> Free Girl... (Warner Bros.)
15	17	<b>SECOND COMING</b> Vintage Eyes (Capitol)
23	18	<b>LOUDMOUTH</b> Fly (Hollywood)
21	19	<b>ECONOLINE CRUSH</b> All That You Are (x3) (Restless)
20	20	<b>MARVELOUS 3</b> Freak Of The Week (HiFi/Elektra/EEG)
19	21	<b>BLACK CROWES</b> Only A Fool (American/Columbia)
26	22	<b>LIT</b> My Own Worst Enemy (RCA)
12	23	<b>CANDLEBOX</b> Happy Pills (Maverick/WB)
25	24	<b>ROB ZOMBIE</b> Dragula (Geffen)
32	25	<b>MARILYN MANSON</b> Rock Is Dead (Maverick/Nothing/Interscope)
29	26	<b>KID ROCK</b> Bawitdaba (Top Dog/Lava/Atlantic)
30	27	<b>STAIN'D</b> Just Go (Flip/Elektra/EEG)
27	28	<b>METALLICA</b> Turn The Page (Elektra/EEG)
34	29	<b>MONSTER MAGNET</b> Temple Of Your Dreams (A&M)
17	30	<b>HOLE</b> Malibu (DGC/Geffen)

ROCK begins on Page 89.

### COUNTRY

LW	TW	ARTIST Song (Label)
1	1	<b>KENNY CHESNEY</b> How Forever Feels (BNA)
2	2	<b>LEE ANN WOMACK</b> I'll Think Of A Reason Later (MCA)
4	3	<b>CHAD BROCK</b> Ordinary Life (Warner Bros.)
6	4	<b>BROOKS &amp; DUNN</b> I Can't Get Over You (Arista)
9	5	<b>MARK WILLS</b> Wish You Were Here (Mercury)
10	6	<b>ALAN JACKSON</b> Gone Crazy (Arista)
11	7	<b>SAWYER BROWN</b> Drive Me Wild (Curb)
14	8	<b>TY HERNDON</b> Hands Of A Working Man (Epic)
12	9	<b>FAITH HILL</b> Love Ain't Like That (Warner Bros.)
13	10	<b>COLLIN RAYE</b> Anyone Else (Epic)
5	11	<b>GEORGE STRAIT</b> Meanwhile (MCA)
19	12	<b>TIM MCGRAW</b> Please Remember Me (Curb)
15	13	<b>TERRI CLARK</b> Everytime I Cry (Mercury)
16	14	<b>ANDY GRIGGS</b> You Won't Ever Be Lonely (RCA)
17	15	<b>STEVE WARINER</b> Two Tears (Capitol)
7	16	<b>TRISHA YEARWOOD</b> Powerful Thing (MCA)
18	17	<b>PATTY LOVELESS</b> Can't Get Enough (Epic)
21	18	<b>MONTGOMERY GENTRY</b> Hillbilly Shoes (Columbia)
20	19	<b>AARON TIPPIN</b> I'm Leaving (Lyric Street)
27	20	<b>SHANIA TWAIN</b> Man! I Feel Like A Woman! (Mercury)
23	21	<b>VINCE GILL</b> Don't Come Crying To Me (MCA)
25	22	<b>LILA MCCANN</b> With You (Asylum/EEG)
24	23	<b>CLINT BLACK</b> You Don't Need Me Now (RCA)
29	24	<b>KERSHAW &amp; MORGAN</b> Maybe Not Tonight (Mercury/BNA)
26	25	<b>BLACKHAWK</b> Your Own Little Corner Of... (Arista)
31	26	<b>MARTINA MCBRIDE</b> Whatever You Say (RCA)
30	27	<b>RANDY TRAVIS</b> Stranger In My Mirror (DreamWorks)
28	28	<b>WARREN BROTHERS</b> Better Man (BNA)
32	29	<b>NEAL MCCOY</b> I Was (Atlantic)
33	30	<b>CLAY WALKER</b> She's Always Right (Grant)
36	31	<b>REBA MCENTIRE</b> One Honest Heart (MCA)
38	32	<b>JOE DIFFIE</b> A Night To Remember (Epic)
39	33	<b>BRAD PAISLEY</b> Who Needs Pictures (Arista)

COUNTRY begins on Page 63.

### ALTERNATIVE

LW	TW	ARTIST Song (Label)
4	1	<b>LIT</b> My Own Worst Enemy (RCA)
2	2	<b>CREED</b> One (Wind-up)
3	3	<b>COLLECTIVE SOUL</b> Heavy (Atlantic)
5	4	<b>OFFSPRING</b> Why Don't You Get A Job? (Columbia)
6	5	<b>FATBOY SLIM</b> Praise You (Skint/Astralwerks/Caroline)
1	6	<b>SUGAR RAY</b> Every Morning (Lava/Atlantic)
8	7	<b>ORGY</b> Blue Monday (Elementree/Reprise)
7	8	<b>EVERLAST</b> What It's Like (Tommy Boy)
9	9	<b>NO DOUBT</b> New (Work/ERG)
13	10	<b>GOO GOO DOLLS</b> Dizzy (Warner Bros.)
14	11	<b>CITIZEN KING</b> Better Days (And The Bottom...) (Warner Bros.)
15	12	<b>CRANBERRIES</b> Promises (Island)
11	13	<b>TIN STAR</b> Head (V2)
12	14	<b>DAVE MATTHEWS BAND</b> Crush (RCA)
10	15	<b>MARVELOUS 3</b> Freak Of The Week (HiFi/Elektra/EEG)
16	16	<b>DOVETAIL JOINT</b> Level On The Inside (Aware/G2/Columbia)
17	17	<b>CAKE</b> Sheep Go To Heaven (Capricorn/Mercury)
20	18	<b>SILVERCHAIR</b> Anthem For The Year 2000 (Epic)
21	19	<b>KORN</b> Freak On A Leash (Immortal/Epic)
22	20	<b>LIVING END</b> Prisoner Of Society (Reprise)
26	21	<b>DANGERMAN</b> Let's Make A Deal (550 Music ERG)
19	22	<b>HOLE</b> Malibu (DGC/Geffen)
30	23	<b>EVERLAST</b> Ends (Tommy Boy)
25	24	<b>ROB ZOMBIE</b> Living Dead Girl (Geffen)
24	25	<b>CAKE</b> Never There (Capricorn/Mercury)
27	26	<b>JUDE</b> Rick James (Maverick/Reprise)
23	27	<b>EVE 6</b> Leech (RCA)
18	28	<b>EVERCLEAR</b> One Hit Wonder (Capitol)
29	29	<b>HARVEY DANGER</b> Save It For Later (Mercury)
31	30	<b>FLYS</b> She's So Huge (Delicious Vinyl/Trauma)

ALTERNATIVE begins on Page 98.

### NAC/SMOOTH JAZZ

LW	TW	ARTIST Song (Label)
1	1	<b>BONEY JAMES</b> Into The Blue (Warner Bros.)
2	2	<b>GEORGE BENSON</b> Cruise Control (GRP)
3	3	<b>KIM WATERS</b> Easy Going (Shanachie)
7	4	<b>GOTA</b> In The City Life (Instinct)
5	5	<b>STEVE COLE</b> Where The Night Begins (Bluemoon/Atlantic)
4	6	<b>LEE RITENOUR</b> This Is Love (I.E./Verve)
8	7	<b>RICHARD ELLIOT</b> Ain't Nothin' Like The Real... (Blue Note)
6	8	<b>KIRK WHALUM</b> Ascension (Warner Bros.)
11	9	<b>3RD FORCE</b> / <b>TAYLOR &amp; HUGHES</b> Revelation Of... (Higher Octave)
13	10	<b>RICK BRAUN</b> A Very Good Thing (Atlantic)
9	11	<b>JOHN TESH</b> / <b>JAMES INGRAM</b> Forever More... (GTSP/Mercury)
14	12	<b>BRIAN BROMBERG</b> September (Zebra)
15	13	<b>WILL DOWNING &amp; GERALD ALBRIGHT</b> Stop... (Verve/Motown)
12	14	<b>MARC ANTOINE</b> Concache (GRP)
17	15	<b>JIM BRICKMAN &amp; HERB ALPERT</b> Rendezvous (Windham Hill)
18	16	<b>ERIC MARIENTHAL</b> Mercy, Mercy, Mercy (I.E./Verve)
20	17	<b>PETER WHITE</b> Autumn Day (Columbia)
10	18	<b>NAJEE</b> Room To Breathe (Verve Forecast/Verve)
16	19	<b>GRANT GEISSMAN</b> Did I Save? (Higher Octave)
19	20	<b>WALTER BEASLEY</b> I Feel You (Shanachie)
27	21	<b>JANGO</b> With Your Love (Samson)
21	22	<b>WARREN HILL</b> Turn Out The Lights (Discovery)
23	23	<b>PATTI AUSTIN</b> Don't Go Away (Concord Vista)
22	24	<b>PHIL COLLINS</b> True Colors (Atlantic)
25	25	<b>DOWN TO THE BONE</b> On The Corner Of Darcy Street (Nu Groove)
26	26	<b>BRAXTON BROTHERS</b> A Night... (Windham Hill Jazz/Windham Hill)
29	27	<b>MARIAH CAREY</b> I Still Believe (Columbia)
—	28	<b>ROGER SMITH</b> Off The Hook (Miramar)
—	29	<b>NELSON RANGELL</b> The Way To You (Shanachie)
24	30	<b>GREGG KARUKAS</b> Cruisin' Your House At... (I.E./Verve)

NAC begins on Page 84.

### ADULT ALTERNATIVE

LW	TW	ARTIST Song (Label)
1	1	<b>COLLECTIVE SOUL</b> Run (Hollywood/Atlantic)
2	2	<b>TOM PETTY &amp; THE HEARTBREAKERS</b> Free Girl... (Warner Bros.)
3	3	<b>JOHN MELLENCAMP</b> I'm Not Running Anymore (Columbia)
4	4	<b>VAN MORRISON</b> Precious Time (Point Blank/Virgin)
7	5	<b>WILCO</b> Can't Stand It (Reprise)
6	6	<b>SHAWN MULLINS</b> Shimmer (SMG/Columbia)
8	7	<b>SHERYL CROW</b> Anything But Down (A&M)
5	8	<b>SUGAR RAY</b> Every Morning (Lava/Atlantic)
11	9	<b>JEWEL</b> Down So Long (Atlantic)
10	10	<b>SEMISONIC</b> Secret Smile (MCA)
12	11	<b>CRASH TEST DUMMIES</b> Keep A Lid On Things (Arista)
16	12	<b>XTC</b> I'd Like That (Idea/TVT)
13	13	<b>BLACK CROWES</b> Only A Fool (American/Columbia)
17	14	<b>SINEAD LOHAN</b> Diving To Be Deeper (Grapevine/Interscope)
19	15	<b>JONNY LANG</b> Wander This World (A&M)
9	16	<b>R.E.M.</b> Lotus (Warner Bros.)
14	17	<b>SHERYL CROW</b> There Goes The Neighborhood (A&M)
20	18	<b>ALANA DAVIS</b> Can't Find My Way Home (Elektra/EEG)
15	19	<b>NEW RADICALS</b> You Get What You Give (MCA)
18	20	<b>GOO GOO DOLLS</b> Slide (Warner Bros.)
—	21	<b>BETH ORTON</b> Stolen Car (Arista)
23	22	<b>FATBOY SLIM</b> Praise You (Skint/Astralwerks/Caroline)
21	23	<b>EVERLAST</b> What It's Like (Tommy Boy)
28	24	<b>ROLLING STONES</b> / <b>DAVE MATTHEWS</b> Memory Motel (Virgin)
26	25	<b>BLONDIE</b> Maria (Beyond)
—	26	<b>JOE HENRY</b> Skin And Teeth (Mammoth)
—	27	<b>MARTIN SEXTON</b> Love Keep Us Together (Atlantic)
29	28	<b>ANI DIFRANCO</b> Angry Anymore (Righteous Babe)
27	29	<b>PAUL WESTERBERG</b> Lookin' Out Forever (Capitol)
—	30	<b>NATALIE MERCHANT</b> Life Is Sweet (Elektra/EEG)

ADULT ALTERNATIVE begins on Page 107.

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# Publisher's Profile

By Erica Farber



## GARY FISHER

President/Owner, Equity Communications

Since the Telecommunication Act was passed, we primarily hear about large companies getting larger and larger. At the same time, one of the results of consolidation has been the reduction of the number of active radio owners.

Gary Fisher is beating the odds. He formed Equity Communications in 1995 to consolidate struggling middle- to smaller-market stations. Prior to that, Fisher spent 20 years managing some of the biggest radio stations in the largest markets, including successful runs at both WABC and Z100 in New York.

While Fisher's company currently owns and operates only three stations in Atlantic City, NJ, the company's revenues have quintupled over the last three years.

**On founding the company:** "Equity Communications was formed to hold WAYV, which was the company's first acquisition. A few years ago, I looked at small markets and figured that was the last inefficiently organized part of the radio landscape. My feeling at that point was that if I could get into some small markets before the de-reg freight train got there, it could be pretty exciting. It was always kind of a lifelong dream of mine to own a few small-market stations."

**Story behind the name:** "The name Equity Communications came about because my sense was that the stations would be looking at as a stand-alone, as an independent, would be stations that basically would have to be acquired just by equity, as opposed to the more conventional way of doing debt. Our first station, WAYV, had negative cash flow at the time we acquired it in late 1995, so the only way to fund a property like that was 100% equity. Also, the name implies that, while this company will never be a giant company, it is all about building equity with our listeners and clients and trying to build equity in a few small markets around the country."

**Personal transition between large and small markets:** "I was always kind of a small-market guy at heart. I had always enjoyed retail and developmental sales in New York and Detroit, so this is sort of a return to some small-market values that I've always held very closely, even though I've been inside some big stations. In a small market, client contact is very crucial. I enjoy the fact that I know most, if not all, of the clients down here on a first-name basis. I think if somebody really loves radio and has

a passion for the business, operating in small markets is a great way to indulge that passion.

"It's a little easier to think like a client and a listener in small markets as opposed to big markets. Things like the Internet, websites, home pages, the .coms, e-mail and giant giveaways are not quite as important in smaller markets. Things like the right music mix, consistency, heritage morning shows and being in the same format on the same spot on the dial for a couple of decades — that stuff is a lot more important here. I think you are allowed to be a little less pure from a format point of view in a small market. There's a little more judgment than subjective decision-making involved in the mix.

"Another reason why I was drawn to small markets is that there is a relative scarcity of competitive media options. There typically tends to be a couple of TV stations, maybe one newspaper, a couple of weeklies, and then there's radio. Radio is a much bigger deal in small markets."

**Long-term strategy:** "It's our hope to continue to consolidate the Mid-Atlantic region. For guys like me, it is no longer a matter of how big you can get, it's how big you get in a region. I would like to get to our maximum allotment of four FMs and two AMs in this market. There are some other markets that represent potential that are a couple of hours either in driving time or flying time from Atlantic City or New York. I would say that just about any area or situation where someone could see themselves getting to \$3 million a year in revenue and maybe \$1 million to \$1.5 million in cash flow over the next three to five years would be of interest to me. We could probably handle another two or three markets like that comfortably."

**The culture of his company:** "Very lean, very mean, a very emotional company. We've got heritage morning teams, lots of live DJs around the clock, 24 hours a day, seven days a week. We're totally analog in our equipment. We're all live, all local. We do a lot of news. There's some multitasking, but not all that much. With all that, we're still able to convert revenue to cash flow at about a 43% margin. I've been very fortunate that these stations came with great staffs. I think they see how much I love this business, and they see the nitty-gritty that's involved in keeping these stations successful, and that probably shows them it's OK for them to love it their way.

"We are always talking about staying high-tech and high-touch. The high-tech part is what's needed to succeed in radio right now, and the high-touch part is what locks in the listeners and clients long-term. If you have one ear to the clients and one ear to the listeners, it's pretty hard to fail."

**Something about his company that would surprise our readers:** "I hope people would be surprised at how polished we sound, given that it's market No. 136, and how professional our facilities are. I know people would be surprised to see that we have 21 people out selling advertising every day for this little radio-station company in southern New Jersey. That's how we've been able to do as well as we've done."

**Career highlight:** "Running Z-100 in New York for four years probably at the height of its impact as a mainstream CHR in the late '80s was just a tremendous thrill. That station was, and probably still is, about as

special as any station in the country. But the ultimate highlight was just acquiring and closing on these three stations."

**Career disappointment:** "Probably the same one that everyone has these days: Why didn't we do this in the late '80s, when we could have bought L.A., Boston and Philadelphia FMs for \$5 million to \$6 million?"

**Favorite radio format:** "Hot AC, heritage Rock, '90s pop and Classic Rock."

**Favorite song:** "I am powerless against early '80s oldies. I just love them."

**Favorite television show:** "Seinfeld."

**Favorite book:** "The fall '97 Arbitron, when WAYV and WZXL were No. 1 and No. 2 in the market, respectively. Then we knew we were on our way to a killer 1998. I also have a large collection of radio books. Rick Sklar's *Rockin' America* was the start of it. Also, a sales cult classic, *How I Raised Myself From Failure to Success in Selling* by Frank Bettger. It's a great sales book."

**Favorite movie:** "Private Parts. A great inside look at the business we all know and like so much."

**Favorite restaurant:** "The White House Sub Shop in Atlantic City. It's world-famous."

**Beverage of choice:** "Dunkin' Donuts' coffee."

**Hobbies:** "I'd like to try to get back to marathoning at some point."

**Stock recommendation:** "I don't see how anybody with a long view can go wrong with investing in radio stocks at the moment. I think over the course of the next 10 to 15 years, no matter how high the market goes, the buyers will continue to be right, and the sellers will be wrong."

**Communication medium of choice:** "I've not yet jumped into the e-mail generation. Snail mail, fax and tons of voice mail." [He can be reached at (609) 484-8444.]

**Advice on starting a company:** "As an independent, you have to be somewhat of a contrarian. There are still deals to be done, but you've got to be willing to go just about anywhere to get that first deal done. The further downstream you get from the larger markets, the better. In the next three to five years, consolidating smaller markets, unrated markets, class As, AMs and towers are all going to be the final frontiers in radio. I think there is still a lot of opportunity out there if you do act like a contrarian. To do that, you have to not be daunted by things like small-market turnarounds, retail sales and hands-on operations.

"It is interesting, too, that there is now a new developing market of industries spawned by the divestitures required by the FCC and DOJ limits. There are now some open positions in small markets for No. 2- and No. 3-ranked consolidators to come in and buy ready-made duopolies that the in-market players have no room for. That's why I don't understand all these so-called disenfranchised people who cry foul about consolidation, saying they're denied their voices. There's plenty of spectrum space out there. If somebody can't buy right away, they can LMA, they can lease-option, or they can broker their way into a deal. Don't be afraid of starting out very small, and don't be afraid of being small or even ending up small. Being small is underrated. It gives you an agility and a nimbleness that others may envy. I personally feel like the last mouse to get on the ark before it sailed away."

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WLSS/Baton Rouge	WJJS/Roanoke	WPRO/Providence
KBFM/McAllen	WKRZ/Scranton	WWHT/Syracuse
KZZU/Spokane	WNOK/Columbia	WHOT/Youngstown

**TOP 10 PHONES**

KRBE/Houston	KHKS/Dallas	KDWB/Minneapolis
WFLY/Albany	Y100/Miami	WXXL/Orlando
KHTS/San Diego	KRQQ/Tucson	WGTZ/Dayton
WZJM/Cleveland	WXSS/Milwaukee	KHFI/Austin

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