MCA's New Radicals hit the top of this week's R&R Adult Alternative chart with the first release from Maybe You've Been Brainwashed Too. The song is also climbing three additional R&R charts: CHR/Pop, Hot AC, and Alternative.

May all your wishes come true for the holidays and the new year. You've helped make my dreams come true this year.

"FREE STRAIGHT #1'S INCLUDING R&R'S #1 SONG OF 1998 "THIS KISS" FAITH (DOUBLE PLATINUM)

I'M GRATEFUL AND FORTUNATE.

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LOVE,

FAITH
Total BDS Spins 5,720
Audience Reach Over 34 Million!!
WXKS Add!
KZQZ Add!
Modern Rock Monitor 11*
Modern Adult Monitor 13*
Top 40 Mainstream Monitor 21*
Over 20,000 Soundscanned This Week!

Z100 Add!
Total BDS spins 2,485
Audience Reach Over 24 Million!!
BACK TO ROCK radio's early days, Allen Shaw convinced the ABC honchos to turn their struggling FM stations into album-rockers. The rest, they say, is history. Erica Forbes talks to Shaw about those days, these days, and the ones in between.

Page 108

**PUBLISHERS' PROFILE: ROCK PIONEER ALLEN SHAW**

Back in Rock radio's early days, Allen Shaw convinced the ABC honchos to turn their struggling FM stations into album-rockers. The rest, they say, is history. Erica Forbes talks to Shaw about those days, these days, and the ones in between.

Page 3

**This Week**

- Scott Ginsburg named Chairman/CEO of DG Systems
- PalmeWebber Media Conference wrap-up
- Five major labels agree on Internet music transmission standard
- RADAR 59 network radio results
- John Duncan appointed PD of So. Cal. trimulcast 1-107

Page 3

**CHR/POP**
- "STREET" MULLINS Lutahy (Atlanta)

**CHR/RHYTHMIC**
- "BRAND NEW You Ever?" (Atlanta)

**URBAN**
- "MONO HILL" These Are The Times (Island)

**URBAN AC**
- "DEBRAH COX Nobody's Supposed To Be Here (Arista)

**COUNTRY**
- "COLLIN RAE Someone You Used To Know (Epic)

**AC**
- K. KELLY & CELINE DION I'm Your Angel (Atlantic)

**HOT AC**
- "SHAWN MULLINS Lutahy (Columbia)

**NAC/SMOOTH JAZZ**
- F. WHITE OS. WASHINGTON, JR. Midnight... (Columbia)

**ROCK**
- "METALICA Turn The Page (Elektra/EEG)

**ACTIVE ROCK**
- "METALICA Turn The Page (Elektra/EEG)

**ALTERNATIVE**
- "EXPLICIT WHAT'S IT LIKE (Tommy Boy)

**ADULT ALTERNATIVE**
- "NEW RADICALS You Get What You Give (MCA)

**NEWSSTAND PRICE $6.50**

**Bibbs Becomes WB Sr. VP/Urban Promo**

Ball-Gabriel upped

Warner Bros. Records has tapped Dwight Bibbs as Sr. VP/Urban Music Promotion. Based in Los Angeles, he reports to Warner Bros. Records Senior Vice President Paul Quatraro.

Concurrently, Alison Ball-Gabriel has been promoted to VP/Urban Music A&R.

Bibbs

Thyret and Quatraro said in a joint statement, "The transitional period that Warner Bros. Records Urban Music Division has been experiencing has come to an end with the arrival of Dwight, one of the most respected Bibbs/Page 18

**You Can Ring My Bell!**

Two CBS-related companies joined the New York Stock Exchange in the last week. In the top picture above, CBS President/COO Mel Karmazin rings the opening bell on Infinity Broadcasting's first trading day. Below, Don Imus does the same on behalf of his employer, Westwood One.

DECEMBER 18, 1998

**Dobson Signs On For TRS '99**

BY AL PETERSON

Focus On The Family President/founder James Dobson, Ph.D., has been added to R&R's upcoming fourth annual Talk Radio Seminar, to be held February 18-20, 1999 in Washington, DC. Dobson is set to address TRS '99 at an exclusive attendees-only breakfast session on Friday morning, Feb. 19.

The nonprofit Focus On The Family organization produces Dobson's syndicated radio programs, which air on more than 700 radio stations across North America, as well as on nearly 2300 stations in 93 countries around the world. His most widely recognized feature for DOBSON/See Page 18

**In '98, Clear Channel-Jacor Merger Set Tone**

Radio's thirst for outdoor companies wasn't quenched

BY JEFFREY YORK

It has been a year of partnering. As consolidation bore out of the Telecommunications Act of 1996 approached its third anniversary, fewer mom-and-pop stations and small collections of stations remained available to hungry groups looking to bulk up. They were forced to snap up hundreds of stations for stunning amounts of money.

It was a year that saw Clear Channel rope in Jace for a record $4.4 billion in October, a package of monumental proportions that includes about 625 radio stations worldwide (an estimated 450 in 101 U.S. markets). Add on 19 TV stations and about 220,000 outdoor displays in 29 countries with a lot of planning to make the transaction a tax-free, stock-for-stock deal, saving shareholders a lot of money.

As expected, Clear Channel will have to sell about 20 stations in five markets — Cleveland, Jacksonville, Dayton, and Tampa-St. Petersburg — to meet regulator’s guidelines. Other stations might also have to be spun off to meet ownership limits, but this week Jacor spokeswoman Pam Taylor told R&R that they are progressing as planned. The combo will retain the Clear Channel format in San Antonio with CEO Lowry Mays leading the charge into tory. The Jacor division will continue to be based in Covington, KY, with CEO Randy Michaels at the helm as CEO.

The Clear Channel-Jacor marriage was the biggest of the year, but

DEALS/Si

**FCC liberal in tackling issues**

BY MATT SINGER

When R&R contacted industry players a year ago to predict what impact FCC regulators in Washington would have on radio during their last year at 1919 M Street, most responded that the commission would be more watchful of television.

"I think this new FCC is probably going to be more conservative in how it changes the multiple-ownership rules," said NAB's General Counsel Jeff Baumann said last year. But as the climactic skirmish over radio-TV cross-ownership — and scores of other issues (including EOE, free time, and both digital and pirate radio) — demonstrated, it was hardly a conservative agenda for this commission in 1998.

January

The FCC began a regulatory year that would be marked in part by a precarious balance of pro-marauders and ceter-community broadcasters. In northern California case eley pirate Stephen Dun to apply for a license NRB broadcasting under siege. Although Dumi-

**FCC/See Page 56**

**Universal Details Management Team**

BY STEVE WOODWORSKI

Seagram, which recently closed on its $10.4 billion acquisition of PolyGram, has officially unveiled its senior management team and structure for Universal Music Group. The company also said it will wait until early 1999 to begin planned staff reductions, which are expected to total around 3000 people and eventually save the company about $300 million annually. Significant cuts in its artist roster are also expected.

During a Dec. 14 presentation with financial analysts in New York, Seagram reiterated a previous statement that it would take an accounting charge of as much as $750 million related to the integration of PolyGram and also said it will sell around $1 billion in non-core assets in the next two years. Seagram noted it expects the music division would

UMG/See Page 20

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Album in stores Tuesday, December 15.
Movie opens Christmas Day.

Watch for The Faculty Special December 18.
R&R Holiday Schedule

R&R's Los Angeles, Nashville, and Washington, DC offices will adopt the following schedule over the holidays:

- **The offices will be closed on Christmas Day, Friday, Dec. 25.**

R&R will publish the weekly newspaper the week of Dec. 21. The deadline for the next issue, dated Jan. 1, is Tuesday, Dec. 29.

Look for regular news updates throughout the holidays via the R&R TODAY daily tax and R&R ONLINE website (www.rronline.com).

**R&R Holiday Schedule**

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www.rronline.com
Infinity IPO A Coup For CBS, Industry

Public offering of CBS radio assets brings in $2.87 billion

By JEREMY SHAPIRO
R&R WASHINGTON BUREAU

The "Amazing Kazmarin" proved once again last week that his reputation carries great weight on Wall Street, as the long-anticipated initial public offering for Infinity Broadcasting raised nearly $3 billion on Dec. 9.

The IPO was the highlight of a high-profile week on Wall Street for the radio industry. On Tuesday morning, syndicated talk host Don Imus broadcast live from the New York Stock Exchange to publicize Westwood One's switch from the NASDAQ.

When the market opened on Dec. 10, underwriters for Infinity had set the trading price at $20.90, smack in the middle of the range set by Merrill Lynch & Co. By the end of trading Thursday, Infinity was the most actively traded U.S. stock, rising $2.625 to finish at $23.125. Overall, analysts said the day was a success for Infinity, CBS, company CEO/President Mel Kazmarin, and even the radio industry.

"You measure an industry by its strongest players, not by its weakest players, and Mel Kazmarin is one of its strongest players," said Bishop Champa, media analyst with First Union Capital Markets. Kazmarin has reaped stellar results and can be expected to deploy such sudden and desperate tactics in an effort to force our members into submission," a NABET statement said.

The union is now consulting with its locals on the package ABC would not comment on what it will do if NABET rejects the offer.

Tell It To The Judge

NABET faces another legal hurdle with Los Angeles Superior Court Judge Robert O'Brien, who on Dec. 10 issued a summons ordering the Burbank, CA, and San Francisco locals to appear on Dec. 24 to prove that they haven't violated a temporary restraining order (TRO) it issued against the union last month.

The TRO, which was followed by a preliminary injunction earlier this month, prohibits NABET pickets from interfering with ABC broadcasts and harassing ABC employees. The Dec. 10 summons alleged, among other things, that Carl Gallagher of KGK-AM/San Francisco threatened to use race on the individuals who served him with the injunction.

Neither KGK-AM nor NABET officials would comment on the race allegation. Though San Francisco local President Kevin Wilson told R&R the union has abided by the injunction and TRO.

XM Signs Radio One, BET, SYNCOM Deals

WorldSpace may buy majority stake in firm

XM Satellite Radio expanded its programming lineup this week to include four channels catering to black audiences. On Tuesday, the satellite radio provider inked exclusive deals with Black Entertainment Television (BET), Radio One, and Syndicated Communications (SYNCOM).

The companies will produce programming for African-American Talk, Gospel, hip-hop/rap, and AC stations for XM's service, slated to roll out by the end of 2000. Radio One currently owns 15 stations, including those owned through its subsidiaries, and WWBR-FM/Detroit, which it entered into an agreement to buy from SYNCOM in October.

XM/See Page 8

NABET Weighs ABC Offer

Negotiations between locked-out members of the National Association of Broadcast Employees & Technicians and ABC grew even more tense last week, as NABET rejected parts of a company reconciliation package and a federal judge accused the union of interfering with ABC broadcasts and employees.

On Dec. 11, during negotiations overseen by federal mediators, ABC presented NABET with what it termed a "comprehensive package." The union responded that the offer failed to address job security, improved benefits, or the needs of daily hires. ABC proposed, for example, that daily hires would retain their 30% premium in lieu of benefits, secure to deploy such sudden and desperate tactics in an effort to force our members into submission," a NABET statement said.

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XM/See Page 8

Bloomberg

Commissioner Blasts FCC 'Public Interest' Policy

FCC Commissioner Harold Furchtgott-Roth has often criticized the agency's seemingly haphazard use of the "public interest" principle to review certain applications for license transfers, but this week he attacked the practice in an editorial in The Wall Street Journal. Furchtgott-Roth focused specifically on high-profile telecommunications mergers, but his message also applied to radio deals that have been scrutinized in the name of public interest. Calling the FCC's current practice "discriminatory," he wrote, "License transfers involving the merger of major telecommunications firms are subject to a months-long investigation under the 'public interest' standard that is hardly ever applied elsewhere."

FCC Fines WGMS-FM/Washington, DC

WGMS-Washington, DC, one of the oldest Classical stations in the nation, was fined Tuesday for failing to put sponsorship identification on dozens of commercials concerning uses of nuclear power, the FCC said. According to the commission, WGMS aired 68 commercials between April and June without stating who sponsored the spots. WGMS said the FCC that the error was the mistake of a station employee and was fixed as soon as it was identified. The station, owned by Utah-based Bonneville Holding Co., has 30 days to appeal the decision. The spots were sponsored by the Nuclear Energy Institute.

NAB, CEMA Submit DAB Test Standards To FCC

The National Radio Systems Committee, co-sponsored by the NAB and the Consumer Electronics Manufacturers Association, on Monday filed guidelines with the FCC for testing of digital radio systems as part of USA Digital Radio's petition for a domestic IBOC standard. The NRSC said the submission of the guidelines is "the best way it can support [the] individual testing efforts of USAIR, Lucent Technologies, and Digital Radio Express. Though the NRSC said it is not testing systems at this point, it has offered to evaluate the results of testing by the individual IBOC proponents.

FCC To Release Ad Discrimination Study

The FCC is expected to issue a report by the end of the year that says, among other things, those owned by whites generate more ad revenue than minority-owned ones, according to sources familiar with the report. The study also suggests that high-rated stations that reach minority audiences bring in less money. The commission pledged to do the study after the FCC was hit with a record $66 million fine in 1996 for failing to enforce an earlier discrimination order.

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.

Continued on Page 8

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**TRANSACTIONS**

New Northwest Rounds Out Yakima, WA, Holdings

- **Trio purchased from Butterfield for $8.7 million; Cumulus fills in AR cluster with Fayetteville trio’s purchase**

**Deal Of The Week**

KJOX-AM/Selah & KHKK-FM & KXDD-FM/Yakima, WA

**PRICE:** $8.7 million

**TERMS:** Asset sale for cash

**BUYER:** New Northwest Broadcasting, headed by CEO Michael O'Shea. It also owns KBBO-AM, KARY-FM & KRSE-FM/Yakima.

**SELLER:** Butterfield Broadcasting Corp., headed by President Gregory Smith. It also owns KREW-AM, KXYE-AM, KZTA-FM & KZ1B-FM/Yakima.

Phone: (206) 443-9991

**FREQUENCY:** 98.5 kHz; 99.7 MHz; 104.1 MHz

**POWER:** 5kw day/500 watts night; 7.2kw at 894 feet; 7.5kw at 791 feet

**FORMAT:** Sports; Classic Rock; Country

**Arkansas**

KFAQ-AM/Farmington, KFAQ-FM/Bentonville & KKEG-FM/Fayetteville

**PRICE:** $6.8 million

**TERMS:** Asset sale for cash

**BUYER:** Cumulus Media Inc., headed by Executive Vice President Lew Dickey. It owns 185 stations.

Phone: (416) 615-2800

**FREQUENCY:** 1030 kHz; 98.3 MHz; 92.1 MHz

**POWER:** 10kw day/1kw night; 100kw at 917 feet; 7.6kw at 531 feet

**FORMAT:** Talk; Country; Rock

**BROKER:** Media Services Group Inc.

**Colorado**

KCBR-AM/Monument & KCMM-AM/Colorado Springs

**PRICE:** $750,000

**TERMS:** Asset sale for cash

**BUYER:** KLZ Radio Inc., headed by President Donald Crawford. It owns three other stations, including KLTV-FM Commerce City and KLZ-AM/Denver.

Phone: (215) 628-3500

**SELLER:** KCMM Inc., headed by Chip Lusko & Kent Bagdasar. Phone: (949) 391-1530

**FREQUENCY:** 1040 kHz; 1530 kHz

**POWER:** 5kw

**FORMAT:** Religious; Nostalgia

**BROKER:** Jody McCoy of McCoy Broadcast Brokerage Inc.

**Georgia**

WBAB-FM/Barnwell

**PRICE:** $475,000

**TERMS:** $55,000 cash plus promissory notes for $410,000

**BUYER:** Bullie Broadcasting Corp., headed by President Gary Dodd.

Phone: (912) 369-4852

**SELLER:** WBAB Inc., headed by President H. Drew Wilder. Phone: (803) 259-3001

**FREQUENCY:** 99.1 MHz

**POWER:** 25 kw at 340 feet

**FORMAT:** News/Talk/Sports

**WHKN-FM/Millen**

**PRICE:** $175,000

**TERMS:** Asset sale for cash

**BUYER:** Multi-Service Corp., headed by President James Popwell Sr. He owns four other stations, including WPNX-FM/Statesboro.

Phone: (912) 783-1195

**SELLER:** Radio Millen Broadcasting Co. Inc., headed by President Jerry Kiefer.

Phone: (904) 426-9091

**FREQUENCY:** 94.9 MHz

**POWER:** 16kw at 400 feet

**FORMAT:** Country

**Hawaii**

KHLO-AM & KKKB-FM/ Hilo, KLEO-FM/Kahului & KKOA-FM/Volcano

**PRICE:** $3.8 million

**TERMS:** Asset sale for cash

**BUYER:** Emerald City Radio Partners Inc., headed by President Paul Robinson.

Phone: (202) 408-7036

**SELLER:** Brewer Broadcasting Corp., headed by President Parke Brewer.

Phone: (808) 935-0396

**FREQUENCY:** 850 kHz; 97.9 MHz; 107.7 MHz

**POWER:** 5kw; 35 kw at 240 feet; 73 kw at 2908 feet; 50 kw at 102 feet

**FORMAT:** Country

**Mississippi**

WJSJ-FM/Sumrall (Laurel-Hattiesburg), MS

**PRICE:** $200,000

**TERMS:** Asset sale for cash

**BUYER:** TeleSouth Broadcasting Inc., headed by President Stephen F. Davenport. It owns four other stations.

Phone: (601) 957-1700

**SELLER:** Larry Scott. Phone: (331) 602-6642

**FREQUENCY:** 97.3 MHz

**POWER:** 1kw at 200 feet

**FORMAT:** Soft AC

**New Mexico**

KKYC-FM/Clovis

**ESTIMATED PRICE:** $710,000

**TERMS:** Asset sale for cash

**BUYER:** Broadcasting Entertainment Corp., headed by President Ronald Pierson. It owns four other stations, including KICA-AM & FM/Clovis.

Phone: (505) 762-6200

**SELLER:** Karen Maini, Phone: (505) 762-6200

**FREQUENCY:** 102.3 MHz

**POWER:** 25kw at 177 feet

**FORMAT:** Country

**COMMENT:** KKTY-FM is operating out of the former KLVU-FM. The purchase price includes a $10 cash payment and an assumption of about $7000 in debt

**New York**

WXQZ-FM/Canton (St. Lawrence-Ogdensburg)

**PRICE:** $300,000

**TERMS:** Asset sale for cash

**BUYER:** Cartier Communications Inc., headed by President Timothy Kiefer. It owns three other stations.

Phone: (702) 831-8701

**SELLER:** Class Communications Inc. Phone: (416) 268-8101

**FREQUENCY:** 101.5 MHz

**POWER:** 2.4kw at 364 feet

**FORMAT:** Country

**North Carolina**

WCVP-AM & FM, WCNG-FM/Murphy

**PRICE:** N/A

**TERMS:** Gift of 100% of stock in Cherokee Broadcasting

**BUYER:** Dennis, Janet, Jane, and Allen Blakemore. Phone: (828) 877-2151

**SELLER:** Cherokee Broadcasting Co. Inc., headed by President Dennis Blakemore. Phone: (828) 877-2151

**FREQUENCY:** 600 kHz; 95.3 MHz; 107.5 MHz

**POWER:** 1kw day/20 watts night; 60 watts at 2000 feet; 3kw at 425 feet

**FORMAT:** Misc.; Country

Continued on Page 9
Next level radio solutions: Harris Broadcast Systems

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XM
Continued from Page 4

for $27 million. Radio One President Alfred Liggins told R&R that he has not yet identified who among the roster of talent on his stations might be plugged into one of the channels. This deal marks the second foray into radio for BET. In January 1996 it launched the now-defunct BET Radio Networks. "Our involvement with XM is consistent with BET's strategy to be on the cutting edge of entertainment and new technology," said BET Chairman/CEO Robert L. Johnson. Meanwhile, international satellite radio provider WorldSpace filed documents with the FCC last week that would permit it to own 81% of XM. Currently, WorldSpace has a 20% stake in XM, while parent American Mobile Satellite Corp. owns the other four-fifths. According to FCC rules, any entity incorporated in a foreign country or of which more than 25% is owned by a foreign citizen or citizens, can own no more than 25% of a domestic broadcaster. WorldSpace is incorporated in Maryland and based in Washington, DC, and is 97% owned by U.S. citizens. WorldSpace also announced last week that CNN International will provide programming to the company's satellite service rolling out in South Africa and the Middle East on its Anik F2B satellite by early May. Hitachi, JVC, Matsushita, and Sanyo are developing the $250-$300 radios that will receive the free service.

KMSD-AM/Tillamook. Phone: (503) 842-4422. And Brian Lord. Phone: (206) 339-8800.

Reef Industries, Inc. P.O. Box 750250 Houston, TX 77275-0250

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BLOOMBERG BUSINES  BRIEFS

1998 "Our listeners are developing the Infinity of Five other stations. Phone: (757) 622-4600.

REPLAY: Ambient University. No phone listed.

FREQUENCY: 97.6 MHz. POWER: 5,800 watts at 1,015 feet. FORMAT: AC.

Continued from Page 4

Brazilian investor Calo. The deal was called "amazing." Additionally, there was speculation that Infinity may be trying to set up an IPO, which might be used to raise money to pay off the debt incurred in its recent deals. Infinity clearly is the driving force behind the infinity of these deals, but we're going to continue to compete aggressively with them," said Pattiz.

WWI Moves To NYSE

Meanwhile, Don Imus described Westwood One's move from the NASDAQ to NYSE as "being on the porch with the big dogs..." - at least that's what company Chairman Norm Pattiz and CEO Joel Hollander hope. Pattiz described the NYSE as a more "prestigious" location for Westwood One, which had traded on the NASDAQ since 1984. "They don't call it the big board for nothing," Pattiz told R&R.

Imus In The Morning broadcast live from the NAB on Tuesday, with Imus and Hollander on hand to ring the bell to start the trading day at 9:30am. Trying to explain why he was there, Imus half-seriously said that they were "hoping to bump the stock price to $50 so we can all bail out." The stock closed at $24.06 on Tuesday.

Westwood One, which syndicates Imus to about 100 stations, now trades on the ticker symbol WON instead of WON.
An Open Letter To The Radio Industry

Thanks to you, PARAGON RESEARCH HAD ITS BUSIEST YEAR IN 1998. We conducted more research for more clients than ever before. And 1999 looks to be even better.

Here is how we have grown during consolidation:

\* Three years ago, faced with consolidation, Paragon developed its own targeted STRATEGIC PLAN, based on research. During the consolidation shakeout, we have executed that plan.

\* Paragon has operated with this PHILOSOPHY – radio stations that build and execute strategic plans win. We have partnered with stations to develop actionable strategic plans.

\* Paragon has CONCENTRATED ON THE FUNDAMENTALS – delivering sound data and strategic recommendations based on the data.

\* Paragon has focused on “operators.” We SUPER-SERVED OUR OWN CORE, premier operators.

\* Paragon has been LOYAL to its clients. By not “working across the street” or pursuing short-term projects that threatened long-term relationships, that loyalty has been reciprocated. We work for several stations in a market cluster, not just one.

\* Paragon has adhered religiously to RESEARCH ETHICS. We conduct research the right way, always.

\* Paragon has become a REAL WORLD RESEARCH COMPANY. Paragon is a significant research and strategy source in media outside radio. For cable giant TCI, for newspapers like The Denver Post and The San Francisco Chronicle, for movie channels like STARZ! and Encore. Paragon’s uniquely broad view of media has already benefited our radio clients during consolidation and will be even more beneficial in the upcoming “convergence” phase.

We have identified our target, super-served our core and grown cume all at the same time. In doing so, we’ve not only survived consolidation, but thrived. Just like our clients.

Paragon is the company to help guide your station through the consolidation maze.

Let’s talk.

Mike Henry
Managing Partner

---

**STRATEGIC PLANNING**

- Perceptual Studies
- Auditorium Music Tests
- Focus Groups
- Tracking Studies
- Sales Assessment Studies

(303) 922-5600
mhenry@paragon-research.com
www.paragon-research.com
R&R INDUSTRY X-RAY: RADIO'S A TOP TARGET FOR TV

By Jeff Axelrod

Television may be a competing medium, but with enemies like these, who needs friends? Companies in the television category — encompassing the broadcast networks, cable networks, and satellite systems — spend more than half of their media advertising dollars on radio.

Let's face it: Fragmentation may have had some profound effects on the radio industry over the past few years, but they don't compare to the major upheaval experienced by TV. The "Big Four" networks (ABC, CBS, NBC, and Fox) have been scrambling to maintain viewership levels in the face of unbelievable competition.

Not only are there three new broadcast networks (WB, UPN, and Pax), but there are more cable channels than ever (164, as of 1997). By mid-1996, 95% of all cable households had access to at least 30 channels, and 26 million households could view at least 54 channels. Not only have those numbers grown since then, but the proliferation of new home satellite dishes — they're in over 6% of homes already — has brought hundreds of more viewing choices to these households.

This summer, ratings for basic cable services beat the Big Four for the first time ever. Compare these year-to-year numbers: In October '97, the Big Four commanded a 47.2% share of the TV audience, easily topping basic cable's 38.6%. This October, the roles were reversed. The Big Four slid to 42.2%, while basic cable increased to 44.8%. What does this mean for radio? It means a lot of TV companies are looking to buy time on your radio stations. You have what they need: ears that are attached to eyeballs. According to Media Audit numbers, radio reaches 93.4% of those adults who watch prime-time TV (and only 65.1% of them do, by the way). More importantly, it reaches 90.6% of the other 34.9% who aren't watching TV.

On an affiliate level, TV stations have plenty to gain by advertising their local news on the radio. Of the one in four adults who watches late local news, 94% listen to the radio. About 92% of those who don't watch listen to the radio.

So, if a network or a station is looking to sway viewers' loyalties or attract new ones, radio's a great way to go. That's why, last year, TV advertising on the radio grew at an astounding rate.

Look to sell plenty of spots during TV's primary "sweeps" months: November, February, and May — as well as at the start of the new fall season each September. Also, keep up on industry news and trends, because new cable networks are springing up all the time... and your station's demographics may fit their target like the proverbial glove.

Of course, TV is another medium competing for your listeners' attention, so there's always the concern that the ads you sell will eventually subtract from your station's listenership in those dayparts. Sure, that's possible, but remember: Even the most popular TV shows in America today attract only one of every six or seven people. Dissatisfaction with many TV shows has even helped to drive listeners to the radio.

As long as your station continues to provide a dependable, high-quality entertainment product, it'll stand up to the challenge.

RADIO SPENDING PROFILE
Radio's percentage of total media spending

High: 70.0%
Low: 31.5%
Mean: 55.8%
Median: 56.2%
1997 TV categories: radio growth rate 25.1%
1997 overall radio growth rate 16.0%
Television as a percentage of total radio expenditures 7.0%

Source: Allin, Kaplan, Askos & Co., LLP.

SALES

TV/CABLE/SATELLITE ADVERTISING BY MONTH

1996

1997

Newspapers
Spot Television

MANAGEMENT

MORE EASY WAYS TO MAKE OR SAVE MONEY

By Dick Kazen

Incredibly, a few firms with fewer than 50 employees were opening nearly $30,000 a year on stationery, pens, pencils, and other routine office supplies. It was easy to see why: The supply room was unsecured, people were allowed to grab whatever they wanted, and the place was a complete mess.

When the partners imposed controls, some employees said it showed a lack of trust. Others felt the firm was just cheap. But the partners explained that this new system would not only save money, but also organizes the supply room and streamline the ordering process. "The result? Employees accepted the change, and the firm realized an immediate $15,000 annual savings."

When my computer leasing company was just getting started, controlling this expense was easy: I would personally review office supply bills and write a check to pay for them. But as the firm grew, we were spending hundreds, then thousands of dollars with little oversight. This is not to say that employees were stealing supplies, but by not maintaining control, we couldn't negotiate the best prices, had no way of knowing if we received everything we paid for, and were slow to reorder the supplies we needed most. You may have the same problems we did.

At a major Southern California station cluster, the supply room has a coded security system to limit access. The employees defeat it by using a posted plant to prop the door open, and the room becomes a beehive of activity with no accountability. What's the solution? Lock your supply room or cabinet, and assign someone oversight responsibility. To obtain supplies, employees fill out a brief form, which gives you inventory control with a minimum of paperwork. In no time,
Maximize Your Ratings.
Increase Your Revenue.
Strengthen Your Cash Flow.
Enhance Your Equity.
Improve Your Share Value.
Upgrade Your Success.

Nest Marketing

Radio’s Revolutionary One-To-One Marketing Leader.

Please call Michael Albl, Tim Bronsil, Marty Biscay, JJ Cook, Elizabeth Hamilton, John Martin and MJ McClure at (513) 631-4CMM.
TELEVISION ADVERTISING BY MARKET

1997 media spending (in thousands)

<table>
<thead>
<tr>
<th>Market</th>
<th>Newspaper</th>
<th>TV</th>
</tr>
</thead>
<tbody>
<tr>
<td>Albuquerque</td>
<td>141.8</td>
<td>272.8</td>
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<tr>
<td>Atlanta</td>
<td>498.7</td>
<td>2458.7</td>
</tr>
<tr>
<td>Baltimore</td>
<td>1101.8</td>
<td>1805.1</td>
</tr>
<tr>
<td>Boston</td>
<td>6742.0</td>
<td>4987.5</td>
</tr>
<tr>
<td>Buffalo</td>
<td>717.5</td>
<td>123.8</td>
</tr>
<tr>
<td>Charlotte</td>
<td>1499.1</td>
<td>244.5</td>
</tr>
<tr>
<td>Chicago</td>
<td>21322.0</td>
<td>4393.6</td>
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<tr>
<td>Cincinnati</td>
<td>1153.1</td>
<td>1243.1</td>
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<td>Cleveland</td>
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<tr>
<td>Columbus</td>
<td>1200.0</td>
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<td>Dallas-Ft. Worth</td>
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<td>Detroit</td>
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<td>2661.2</td>
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<td>Grand Rapids</td>
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<td>Indianapolis</td>
<td>847.2</td>
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<td>Memphis</td>
<td>671.1</td>
<td>446.3</td>
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<td>1064.1</td>
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<td>2114.1</td>
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<td>Nashville</td>
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<table>
<thead>
<tr>
<th>Market</th>
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<td>New York</td>
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<td>Norfolk</td>
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<td>Oklahoma City</td>
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<tr>
<td>Orlando</td>
<td>4791.1</td>
<td>620.8</td>
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<tr>
<td>Philadelphia</td>
<td>7547.8</td>
<td>4118.4</td>
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<td>Phoenix</td>
<td>2486.6</td>
<td>1717.3</td>
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<tr>
<td>Pittsburgh</td>
<td>3382.5</td>
<td>855.5</td>
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<tr>
<td>Portland</td>
<td>1177.1</td>
<td>300.6</td>
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<tr>
<td>Providence</td>
<td>627.6</td>
<td>183.5</td>
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<tr>
<td>Raleigh-Durham</td>
<td>463.1</td>
<td>588.0</td>
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<tr>
<td>Sacramento</td>
<td>678.0</td>
<td>930.8</td>
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<td>Salt Lake City</td>
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<td>8061.8</td>
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<td>6689.7</td>
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<td>Washington, DC</td>
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<td>West Palm Beach</td>
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<tr>
<td>Wilkes Barre-Scranton</td>
<td>83.7</td>
<td>196.2</td>
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<tr>
<td>Total Top 50</td>
<td>218159.0</td>
<td>80253.5</td>
</tr>
</tbody>
</table>

(includes broadcast TV, cable TV networks, cable TV systems, and satellites)

Source: Competitive Media Reporting

FOUR WEEKS FORWARD

January 10-16: Natl Bowling Week, Cuckoo Dancing Week, Natl Pizza Week, Healthy Weight Week, Manwatchers Appreciation Week, Natl Word Processing Transcriptionist Week

10 Peculiar People Day
Volunteer Firemen Day
First vinyl record (1949)
First subway opened (London, 1863)
Oil discovered in Texas (1931)

11 Natl Clean Off Your Desk Day
Show & Tell At Work Day
Int'l Thank You Day
Banana Boat Day
Unlucky Day

12 Working Women's Appreciation Day
Work Harder Day
All In, The Family debuts (1971)
TV's Batman debuts (1966)
First 747 flight (1970)

13 Make Your Dreams Come True Day
Change Of Style Day
Blame Someone Else Day
Frisbee invented (1957)
Accordian invented (1854)

14 Pharmacists Day
Family Communications Day
Debt Day
Natl Dress Up Your Pet Day

15 Hermit Day
Hat Day
Massage Parlor Day
Face Of The Ass
Happy Days debuts (1974)
Peragon building finished (1943)

16 Natl Nothing Day
Religious Freedom Day
Natl Fig Newton Day
Natl Good Teen Day
Nylon patented (1937)
Gulf War begins (1990)

Switching to Jammin' Oldies/Mega?
We've got your library on CD or CD-ROM for hard drive systems

GoldDisc

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MMS
management • marketing • sales

MORAL LINES

More Easy Ways to Make or Save Money

Continued from Page 10

You'll start saving money.

How about subscriptions? I've read the Wall Street Journal since 1958. It's a useful business tool, and I see copies in most companies I call. However, when I reference key articles, seldom is anyone familiar with them, which tells me the Journal is often unread. These companies could save close to $300 a year for each subscription they eliminate. Multiply this by the cost of other unread publications, and the annual cost savings could be thousands of dollars.

In radio, you receive some complimentary publications, but you still incur considerable expense, particularly if you have a Talk station. I've seen voluminous material circulated, much of it unread. Take inventory, and find out what people actually use. Keep only those publications that are instrumental to your business, such as R&R.

Apply the same criteria to membership dues and conferences. In my company, many employees felt it was essential to join organizations and attend conferences. I didn't disagree, but when we calculated salaries, benefits, travel expenses, and the cost of having other employees cope for those who were out, the expenditure was much greater than if I had agreed. This dilemma was resolved by requiring prospective members or attendees to submit specific written goals. Then, top management would determine if there was sufficient benefit to justify the cost. If so, the expense was approved, and we subsequently followed up to be sure the goals had been met.

Taking these simple steps will make a substantial difference to your bottom line. Attention to detail is how you consistently make money.

100 Ways To Prosper in Today's Economy, Barry R. Schimel, CPA

Dick Rieh 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 questions or comments to him at Rieh@ncomlink.net.com.
Would You Listen...

if wgci, wusl, kkbt, kbxx, wamo, wjhm, kprs, wkkv, wizf, wqok, wwdm were on a record?

Ratings powered mixes created by the skills of America's hottest urban DJs/Remixers/Producers with creativity and consistency week after week unmatched and impossible to duplicate. Superadio's all-star supersquad includes Chicago's Steve "Miggedy" Maestro and Pharris Thomas, Philadelphia's DJ Ran and Don "Mystic" Mack, L.A.'s DJ Jam, Houston's DJ Illegal, Miami's Babalu Bad Boyz, and Detroit's Sir Lance-A-Rock. These unhosted mix programs sound locally produced and are mixed for radio, not for a nightclub.

WQOK Nashville #1 Saturday night, 40.3 share Women 18-34 with Slam Jam
WJHM Orlando #1 Saturday night, 14.9 share Women 18-34 with Slam Jam
WJIZ Albany, GA #1 Monday through Friday, Noon-1P, 34.1 share Women 18-34 with Kool Jam
WMJ Atlanta from nowhere to #3 Saturday night, 7.4 share Women 25-54 with Kool Jam
WCFB Orlando from #8 to #2 in just three books Saturday nights with a 10.6 share Adults 25-54 with Kool Jam

(Source: Arbitron AQH share Fall 1997, Winter, Spring and Summer)

MIX TALK:

"It's one of the most dynamic tools for urban radio."
-Chip Richey, VP Programming, Blue Chip Broadcasting

"It's so strong it has become part of the WGCI culture."
-Eloy Smith, PD, WGCI Chicago

"Reliable, hit-intensive, creative programming that is a permanent solution to managing local mixers."
-Sam Weaver, PD, KPRS Kansas City

"Translates into ratings power with dominating numbers in all dayparts."
-Helen Little, PD, URAL Philadelphia

Over 17 million listeners weekly including nearly every major urban station in the country.

slam jam  TODAY'S HOTTEST R&B AND HIP-HOP
smooth jam  CONTEMPORARY R&B HITS
classic jam  R&B AND HIP-HOP FROM THE 80's & EARLY 90's
kool jam  OLD SCHOOL R&B FROM THE 70's & 80's
inspiration jam  CONTEMPORARY GOSPEL MIXED BEAT-TO-BEAT
new skool mini-mix  FIVE MINUTE ENERGETIC MIXES OF CURRENT R&B AND HIP-HOP HOOKS
old skool mini-mix  7 1/2 MINUTE MIXES OF OLD SCHOOL R&B HOOKS

For demo CDs and to check availability in your market call Gary D. or John C. at Superadio: 1.509.460.9000.
**WHO ARE THE HEAVY TV USERS?**

Most TV networks give their new shows plenty of exposure on their networks, but are radio listeners seeing them? Probably not. As the two graphs here illustrate, the age demos served by today's contemporary radio stations aren't likely to be in the top 20% of TV users. In fact, they're much more likely to be in the bottom 20%. That's one of the reasons TV needs to advertise on the radio: to catch the ears (and the interest) of the radio listener who only occasionally watches TV and, thus, is less likely to view a network's own promos. (The numbers here are indexes, indicating their relation to the demo's "average" viewer.)

<table>
<thead>
<tr>
<th>Age Group</th>
<th>Heaviest TV Users</th>
<th>Lightest TV Users</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Men</td>
<td>Women</td>
</tr>
<tr>
<td>18-20</td>
<td>82</td>
<td>116</td>
</tr>
<tr>
<td>21-24</td>
<td>78</td>
<td>106</td>
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<tr>
<td>25-29</td>
<td>74</td>
<td>100</td>
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<td>30-34</td>
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<td>76</td>
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<tr>
<td>55-59</td>
<td></td>
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<tr>
<td>60-64</td>
<td></td>
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</tr>
</tbody>
</table>

**RAB TOOLBOX**

More marketing information and resources from the RAB

**FROM MEDIA TARGETING 2000**

Radio reaches 57% of light TV viewers within one hour of their largest purchase of the day. Light TV viewers are defined as TV viewers who fall in the bottom 40% in terms of average weekday exposure to TV programming. Forty-six percent of this group earns over $50,000 per year, and 37% are college graduates.

**INSTANT BACKGROUND — TV SHOPPING/INFOMERCIALS**

Infomercial formats preferred by customers: educational program covering one topic, 42%; talk show with live audience, 31%; on a set with an audience, 13%; live seminar, 10%; other, 4%. Greatest influences on the eventual buying decision (multiple answers): product demonstration, 85%; perception of value for the price, 80%; customer testimonials, 68%; company's name or reputation, 44%; celebrity endorsements, 43% (National Research Foundation) 

FROM RAB CATEGORY FILES

"[CBS has] increased spending more in radio than in newspapers over the past two years. Radio is more immediate. The deadlines for newspaper are a problem; they need copy two days in advance. In radio, we can get spots on the same day." CBS VP/Marketing George Schweitzer, MediaWeek, 7/20/98.

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

---

**WASHINGTON D.C.'S FAVORITE AND MOST LIKED RADIO PERSONALITY**

**THE DR. GABE MIRKIN SHOW**

Now Available in Your Market

Produced by Mirkin Syndicated Services

Box 10

Kensington, MD 20895

1-800-841-6597

---

**PERSONALITY**

<table>
<thead>
<tr>
<th>Dr. Gabe Mirkin</th>
<th>14.7</th>
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</thead>
<tbody>
<tr>
<td>Jim Bohannon</td>
<td>8.8</td>
</tr>
<tr>
<td>Harden, Brant &amp; Parks</td>
<td>5.4</td>
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<tr>
<td>Dr. Laura Schlessinger</td>
<td>15.0</td>
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<tr>
<td>Dr. Joy Browne</td>
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<tr>
<td>G. Gordon Liddy</td>
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<td>Howard Stern</td>
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<tr>
<td>Rush Limbaugh</td>
<td>4.0</td>
</tr>
<tr>
<td>Oliver North</td>
<td>1.1</td>
</tr>
</tbody>
</table>

**RANKED BY %FAVORITE & LIKE**

Adults 35-54 Washington, D.C.

Survey Period: February-March (Week of March 3, 1997)

Available in Your Market

---

**WASHINGTON D.C.'S FAVORITE AND MOST LIKED RADIO PERSONALITY**

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</table>

**RANKED BY %FAVORITE & LIKE**

Adults 35-54 Washington, D.C.

Survey Period: February-March (Week of March 3, 1997)
help is just a call away

MusiCares®

Toll Free Help Lines

West Coast: 1 (800) 687-4227

East Coast: 1 (877) 626-2748

Total Confidentiality
Emergency Financial Assistance
Health Care Referrals
Addiction Recovery
Immediate Crisis Intervention—24 Hours a Day

www.americanradiohistory.com
Limited Inventory Nets Thrive In RADAR

A new breed of "limited inventory" radio networks scored well in the latest RADAR ratings, published by Statistical Research Inc. and released by the major networks.

Westwood One reconfigured some of its inventory into limited inventory sales networks (those nets which have less than 30 units of inventory per week or are without clearance in some days), and the CNN Max network debuted in the top spot. Another "LMJ" Premiere’s AM Drive net, ranked second. Among the so-called full-time networks, ABC’s Prime network ranked first, while AMFM’s Diamond network was second. AMFM’s two networks earned big gains in part because of the addition of the former SFX stations to the Chancellors Media group.

San Jose Knows The Way To ‘YPA/Chicago

longtime Hispanic media sales and management executive Carlos San Jose has joined Radio Unica OAG WYP A-AM/Chicago as VP/GM. The company, which airs its 24-hour Spanish News/Talk format on the station, recently purchased WYPA from Douglas Broadcastings.

Carlos’ extensive sales experience and established relationships make him the ideal candidate to head our operation in Chicago,” Radio Unica President Jose Cansella said. “We are delighted to have Carlos join the Radio Unica team and have every confidence in his ability to build on the momentum of the station, which has been one of the most important markets for us and is home to more than 1.2 million Hispanics. With Carlos’ sales expertise, we are ideally positioned to meet the needs of our clients in Chicago.”

San Jose most recently served as LGM of Hellenic Broadcasting’s WOUF-FM/Chicago. Prior to that, he was Sr. AE for NBC O&O WJTV-TV/Miami. He began his career in 1980 asa sales executive for the former “HI/2” (now WSUA-AM) in Miami.

Minneapolis Scores With Sports/Talk Flip

Chancellor Media’s KYBR-AM/Minneapolis has dropped Classic Country and launched the company’s second Sports station in the market, “AM 690, The Score.”

The new Sports/Talker joins co-owned KFAN, giving Chancellor a solid one-two sports punch in the Twin Cities.

The Score’s daytime starting line-up of nationally syndicated personalities includes the Fabulous Sports Babe, Jim Rome, and Tony Kornheiser. Following the next few weeks of “best of” from KFAN’s morning drive duo of Chal & Barreiro, The Score will kick off the new year by adding The ESPN Morning Show with Tony Bruno and Mike Golic on Jan. 4. Weekend programming will include The Saturday Night Frenzy, The Sunday Night Frenzy, and the Score Hangout.

“The Score is KFAN’s expansion franchise,” said VP/GM Mick Ansorato. “The station will provide the sports enthusiast access to the best national sports hosts. Together, KFAN and The Score are committed to giving Twin Cities sports fans the very best national and local sports coverage.”

PD Doug Westereman—who adds programming duties for The Score to his job description—said, “It’s a great station for the hard-core sports fan. Now, when sports fans are asked to change stations, they have somewhere to go.”

“Money investment pattern is to help consolidate some of the distribution of audio between radio and TV networks and advertising agencies, but just as importantly to get expertise in-house for satellite, Internet, and telephone technology. With that technological base, we can build out the first full motion picture video on the Internet.”

He said there are no direct competitors in the field yet, but characterized WestTV as an “alien business. But nobody has introduced the idea of bringing 200 channels of full motion picture video married together with the web.”

— Jeffrey Yorke

EXECUTIVE ACTION

Welsh Elevated To GSM At WFN/New York

WFAN/New York LSM Donovan Welsh has been promoted to GSM of the Emmis Sports/Talk station. He succeeds Lee Davis, who was promoted to VP/GM following the departure of Joel Hollandar in October (RAR 10/30).

After beginning his career as an AE for Inner City Broadcasting’s WLIR-AM/VNY. Welsh joined FAN in July ’99 and rose to LSM in 1995. “This team has been essential to the sales success of WFAN over the last few years,” the said. “I am confident of our continued success in the future.”

Assuming Welsh’s former post is Ken Schoen, who was previously WFAN’s Director/Spots Marketing. Asst. Director/Spots Marketing David Spalthoff takes over the position Schoen is vacating.

Broadcast Architecture Moves Messick Up To VP

rad Messick has been promoted to VP/Regional at the research and consulting firm Broadcast Architecture (BA). Messick will join VP/Programming Allen Kaplan, Research Associate Stuart Saunders, and a soon-to-be-named project manager in the Chancellor Media-owned company’s Los Angeles office at the end of the year.

BA CEO Frank Cody commented, ‘We could not have found a better fit for Rad within our station portfolio that extends from Seattle to San Diego. Rad is a multitalented broadcaster who will be comfortable in any format environment, and he brings a wealth of experience in programming, research, marketing, and operations to our client partners.”

Messick joined BA in 1997 and has been involved in the growth and development of several BA-syndicated NAC/Smooth Jazz programs. Additionally, he provides consultation and production to the company’s international division. Before joining BA, Messick served as PD of WVEU (The Wave)/Cincinnati. Prior to that, he had a long career as a rock-oriented programmer in Florida. He spent five years as PD of WKR-AM/ WPB2-FM/West Palm Beach and was PD at WZID/Orlando, WQX-Miami, and WVPJ/Jacksonville.

Norfolk UAC Combo Now Rhythmic Oldies

Clear Channel’s Urban AC WSVV & WSYV/Norfolk FM simulcast has made the switch to Rhythmic Oldies. Noting that the change was made following extensive perceptual studies within the Norfolk market, WSVV & WSYV PD Maxine Todd told R&R, “In our particular case, with the cluster of Clear Channel’s radio stations in the market, this was a perfect complement.” Clear Channel’s other Norfolk properties are Urban WSVA-WTCA and WACSI-WCDC.

Unveiling the format on Dec. 7, the station remained jockless for the first week while pushing its positioning statements. Although the airstaff is now in place, Todd noted, “The talk has to be kept to an absolute minimum. When there is talk, it has to reflect the passion and the fun that the format allows. Everything we play is an ‘Oh wow!’ record. We’ll do everything we possibly can to continue to make it a unique sound.”

Clear Channel has been simulcasting WSVV & WSYV since July ’97. Despite the flip to Rhythmic Oldies, the stations will continue to feature Tom Joyner’s syndicated morning show.

NEWSBREAKERS
How to Make Tremendous Gains in Sales and Bottom-Line Cash Flow

By IRVIN POLLACK

Have you focused on showing the salespeople how they can make more money—like $10,000 more this year?

Just like sellers do to their clients, you need to keep things rolling—by training and those better business principles to the sales staff. Show them what’s in it for them. Keep giving them best statements. Here is my favorite list of 10:

1. Everytime you walk through your prospect’s door, you should have two ideas to present, no matter how simple or complex.
2. Buy into the fact that every “no” gets you that much closer to a “yes.” Divide your average order by five if you close one in five people you see and convince yourself every sale calls (whether you buy or not) is worth an order one-fifth your average sale.
3. Ask for the order every fifth time your prospect blinks (subconsciously). You’ll have better eye contact, and will ask for the order more often.
4. Implement the “left/right” rule. After every presentation, make a quick contact with the business on your left and another to the business on your right.
5. Ask your client how much it would be worth to solve their biggest problem, then make sure you ask (for at least something much in your proposal), and remind them it said it worth it.
6. Practice overcoming objections by lighting a match and overcoming the objection before the flame gets too low that it burns your fingers.
7. Blow up your prospect’s logo—a 20% increase should do it—and use it on the front cover of their proposal. This will surely arouse their emotions early on and get them into the mood where they’ll want to buy something.
8. Never say “no” to a customer. Everything is negotiable.
9. Go to the library and identify last year’s newspaper advertisers. As most business people suffer from “last-yearitus,” call them now (before they go another year and spend that advertising money in the newspaper).
10. For an extra 10%, offer your client “fixes.” Just like fast food restaurants, airlines, furniture stores, and car rental agencies up their average order, find some “extras” for your clients. Double the sales department mailing list to 8,000, offer them sponsorship of “Church Drive” (Sundays 6-10am), or give them a portion of all unsold inventory for an extra $575-$595 per week.

The Best Managers Realize That People Are Their Most Important Asset

Since you are judged ultimately by the results your team accomplishes while you are at the helm, it needs to be a top priority for you to get the absolute highest output out of your staff. Here are some ideas:

- Remember that every staff member has a “hot button” — it’s the manager’s job to find it (and to keep it). It’s a mistake to assume everybody needs to be managed the same way.
- Spend extra time every day making the newest staff member welcome. Remember what it’s like to be new.
- Make sure people are learning something every day. Each team member should be “in training” for the next level up.
- Coach people toward performing at their personal maximum potential.
- Challenge yourself to be the leader each member of the staff is talking about 20 years from now. Why would they want to talk about you? Because you brought something tangible to the table. They realize they become better under your guidance.
- Demonstrate an intense work ethic by your example. You really don’t want expect people to do things that you won’t.
- Let people know that when the station wins, it’s because of the good people. When the team is losing, it’s something you (the manager) have done wrong. It’ll show you’re humble.
- Ask for input on how management can be better. Consider “management evaluations” on a regular basis.

Irwin Pollack is President of New Hampshire-based Radio Sales Intelligence. He consults both public and privately-held broadcast groups across the United States and Canada. For a list of 38 different training topics (all focused on how to improve bottom-line billing and profits), call Pollack at (603) 596-9000 or www.irwpollack.com.
Hansen Official As ‘Lonestar’/Austin PD

KC LNC (Lonestar 93)/Austin Asst. PD/MD and acting PD Brad Hansen has been given the official PD as of the third month County outfit. He succeeds Ted Carson, who left to return to his hometown of Houston a month ago.

Hansen joined crostown KXETFM as a part-timer in October ’90, moved to full-time afternoons in March 1991. He became KXET's CHR/AM & FM PD in 1992, and was named PD for Country trio KXET/ KAME & KASE in October ’93. He left the stations last summer and joined KXJN three months ago as Asst. PD/MD.

"It’s great to have the opportunity to stay in Austin and duplicate the success that we had at KXET and KASE," Hansen told R&R.

The new Lonestar lineup includes Hansen in mornings with Kimber- ley Elba in afternoon drive; Bob Hedges in middays; afternooner Chris Knight, who had been at KASE doing nights; and evening talent Kid Callahan, who had been the overnight jock at KBXQ/ Houston.

WGXG Goes ‘Jammin’ Oldies’ In Nashville

Rhythmic Oldies arrived in Music City on Dec. 11, when Dick Broadcasting’s Classic Hits WGXG-FM/Nashville repositioned itself as “Jammin’ Oldies 104.5.” New call letters are expected to be announced in the next few weeks.

Explaining the reasons for the flip, WGXG PD J.J. Duling told R&R: "We did a format search to see what’s hot and what’s not. This one just popped right out. When something jumps out and hits you in the face like that, it gets your attention. We wanted to beat everybody to the punch.”

Duling said Oldies has become a hot property in Nashville, but Duling said the format will be fine-tuned for local listeners. Duling said, "It is totally a Middle Tennessee/Nashville version. Everything we’re playing has been researched locally. That may give it a slightly different sound than what you’d find in Dallas or Chicago. It’s going to remain a lot of people of a ‘70s Top 40 station. It’s going to be aimed at the center of 40-year-old adults, skewed slightly female.”

The station will remain jockless until the first of the year, when Duling plans to gradually introduce new air talent. WGXG had positioned itself as an “Arrow” station for the past four years.

Paine/Webber

From Continued from Page 3

Positive Ad Forecast

Top advertising forecasters at the conference predicted a strong year ahead for advertising. Radio advertising is expected to rise 7.5% to $13.5 billion next year, according to the American Radio-wave’s “Forecast of the Future” report by Robert Coen. He estimated total U.S. advertising expenditures will rise 7.1% to approximately $203.83 billion in 1999, up 5.5% to $212 billion in 1999.

"Total U.S. advertising has been expanding at a greater rate than the U.S. economy since 1994, and it is expected to do so again in 1999, even if the economy slows noticeably next year," Coen said.

Financially, both Chancellor and Clear Channel predicted strong earnings in 1999. Chancellor CFO Matt Devine said the company expects its cash flow of $550 million in 1999, up from $300 million in 1998. He said Chancellor would post pre-tax broadcast cash flow of $1.2 billion on revenues of close to $2.6 billion. The company does expect to increase debt, however. Devine said that debt “most likely from the recent acquisitions of technology years ago. We see the Internet, high-density discs, and other music-delivery channels as future opportunities for us. This global initiative will help us put music in the hands of more people, in more ways, than we could have ever dreamed before.”

— Steve Wonsiewicz

18 • R&R December 18, 1998

Arbitron Announces Advisory Council Election Results

WLAD-AM/Danbury, CT VP/ GM Rich Grund drives the pro- posed Chairman of the Arbitron Ra- dio Advisory Council for 1999. KGOM-San Francisco President/ GM Mickey Luckoff will serve as co-Chairman.

Meanwhile, RAB President Gary Fries has been reappointed representative-at-large. The team: Emmis Exec. VP/Programming Rick Cummings, group program- ming representative on the council, has been extended by an additional year.

Five new members were also elected to three-year terms begin- ning Jan. 1, 1999: KZJY & KZST/ Santa Rosa, CA’s Tom Skinner (representing AC — continuously measured markets); Greater Media/ Detroit Chairman Bill Paxton ( hardly measured markets); WBZF-FM/Eau Claire, WI’s Rich- ard Henley (CHR/Top 40 — non- conventional measuring); WCBS-FM/New York’s Maitre Mason (GoldOldies all mar- kets); and KGST & KLBX/Fres- no’s Dan Croacy (Hispanic — all markets).

Digital

From Continued from Page 3


The announcement follows pub- lic leads between the RIAA and Diamond Multimedia over Diamond’s Rio MP3000, a product that uses MPEG technology to allow consumers to store down-tempo music files, and copy near-CD-quality music from the Internet. MP3 files have proliferated on the Internet over the past couple of years, with the number of websites featuring music has ex- ploded exponentially.

"On demand, open secu- rity specification benefits everyone," RIAA President/CEO Hilary Rosen said. "It will enable consum- ers to conveniently access the mu- sic of their choice. It will encour- age artists, producers, songwriters, publishers, recording companies, and others in the music industry to make their music available in new ways, knowing it will be more se- cure. It will also encourage technol- ogy companies to move forward with interoperable products and ser- vices.”

This initiative is about the technol- ogy that is still developing, the open security system that promotes compatible products in a competi- tive marketplace. It’s not about the record industry laying down a stan- dard on technology companies. We’ll simply provide guidance on the needs of our industry and its customers.

RFP Chairman-Elect/CEO Jason Berman noted, "The recording in- dustry has long been a beneficiary of new technology. Music CDs are household items today because we were quick to adopt this superior

UPDATE

Barrett Becomes News Dir. For FOX Radio Net

Westwood One and FOX News have named Dave Barrett Radio News Director for the cable company’s joint news venture, which is set to debut by year’s end. Barrett will oversee all news-gathering and reporting for the new national network based at WW1’s New York studios.

Barrett, who was most recently an anchor at ABC Radio Networks, has also hosted "Delinquency Prevention," a program which aired in syndication from ABC Radio Networks. Before joining ABC 17 years ago, the news and sports veteran served as Washington Bureau Chief of the Pacific News Service. He began his broadcast career as a news and sports reporter for a trio of Houston radio stations, including KPRC-AM, KPRC-FM, & KTRH.

WW1 Sr. VP/Programming Denise Olver told R&R, "Dave has a rare combination of experience, great writing, and personality. We’re sure he’ll build a team, which will make FOX News a tremendous success.”

Allers Returns To WEQX/Albany As PD

Former WEQX/Albany staffer John Allers has been named the her-itage Alternative station’s new PD by owner/GM Brooks Allers. Allers joins the station from WXEP/Philadelphia, where he was Asst. PD/MD. "I’m very excited to continue the WEQX legacy and look forward to big things from the station," Allers said. "It’s very exciting to be coming back to the place where I first learned radio.”

Allers replaces Ian Harrison, who exited the Manchester, VT-based sta- tion two weeks ago.

Dobson

From Continued from Page 1

News/Talk broadcasters are his 90- second Focus On The Family Com- mentsaries, which are broadcast on over 200 stations nationwide.

Dobson is well known for his ac- tive involvement in government activities related to the family and family matters. He has served on the task force of the White House Conference on Clinton and was given special commendation for his role on that commission by Presi- dent Jimmy Carter, President Ronald Reagan appointed Dobson to the National Advisory Commiss- ion to the Office of Juvenile Justice in 1989, and later moved to his current position as President George Bush on family matters during his White House tenure, and was most recently ap- pointed to serve on family issues commissions for former Senator Bob Dole and Senate Majority Leader Trent Lott.

The faith-based award-winning Dob- son is also a best-selling author of more than a dozen books, includ- ing his first book for parents and teachers called Discipline: an approach which has sold more than 3 million copies to date. That book was hon-

rated by being selected for perma- nent placement in the White House Library.

TRS ’99 takes place February 18-20 at DC’s Grand Hyatt Hotel.

You won’t want to miss this format- focused gathering of News/Talk ra- dio executives from across the country. Register today by filling out and faxing your registration form, which you’ll find on Page 35, or use our convenient and secure online registration on R&R ON- LINE at www.rmind.com.

Bibbs

From Continued from Page 1

ed and successful promotion exec- utive in this field, along with the well-deserved promotion of Alison and the contin- ued exemplary work of VP/Medi- a Relations & Artist Develop- ment) Karen Leibowitz.

As artist development, we have a team in place that will give us an edge in this extraordinarily important area. Their energy, focus, and commitment make us all con- fident that we will become a major competitor in Urban music.”

- Gary Babbitt, VP of Urban Virgin Records America, where he served as Sr. VP/Urban Music Promotion for the past three and a half years.

- Ralph Gabriel, destination-driven industry professional in the early ‘80s at MCA Records as a regional promotion rep. He then moved to Atlantic Records as Director/Regional Promotion for five years before joining RCA Records as Sr. Director/Promotion.

- Ball-Gabel, who joined the label’s Urban Music Department in 1995 as VP/West Coast A&R, her most recent post. She previously held A&R positions at Sony, EMI, and RCA Records.

- Steve Wonsiewicz

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Radio
KAMI DOYLE has become VP/FI-
nance for the Chancellor Radio Group. She had served as SEC Reporting Di-
rector since 1997.
Peggy MEAD has been promoted from LSM to GSM at KHSJ, KMIX &
KWW/Chico, CA.

Records
Paul ATKINSON joins Capital
Records as VP A&R Catalog. He
was most recent-
ly President of the record division of California
multimedia company nu.millenia.

Rick STONE has been appointed Sr.
VP/GM of Jeff McClusky & Associates.
Stone previously served as Sr. VP/Pro-
motion of A&M Records. The full-ser-
vice multi-format music promotion, mar-
keting, and new media company simul-
taneously opens a West Coast office.

CHRONICLE
MARRIAGES
MCAFVP/Advertising & Strategic
Markt. Lisa Lewis to Torres lead
guitarist J.D. Farris, November 1.

Births
WWSW-AM & FM/Pittsburgh
morning co-host Jim Merker, wife
Jacque, son Jordan Bradley, De-
cember 3.

WVLW/Washington PD Kenny
King, wife Barbara, son Austin
James, November 30.

WUSN/Chicago morning co-
host Hamblin Ray, wife Gina, son
Raymond Conner, November 27.

WILL/Louis APD David
Langston, wife Maria, son Michae-
el Joseph, November 20.

CONDOLENCES
Arista/Nashville President Tim
Dubois' mother, Jessie, Decem-
ber 1.

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Ric Edelman has authored two new books that
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manages $900 million in assets. And his talk
show on Washington, DC’s 
WMAL — now in its 8th year —
is #1 in its time slot with a 7.0 share for Adults 35+
Ric’s show now also airs on
WLS in Chicago.

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Ric’s show now also airs on
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MONDAY, DECEMBER 28
1960/The Grateful Dead, Iron Butterfly, Marvin Gaye, Three Dog Night, Fleetwood Mac, and Chuck Berry perform before 100,000 at the three-day Miami Pop Festival.
1983/The Beach Boys' Dennis Wilson, 39, drowns in Marina del Rey, CA.
Born: Edgar Winter 1946, Joe Dittie 1958

TUESDAY, DECEMBER 29
1967/Dave Mason exists Traffic to launch his solo career.
1984/A London Morissey concert is terminated early by police when ticketless fans riot outside the venue.

WEDNESDAY, DECEMBER 30
1985/The Who, the Kinks, Gerry & the Pacemakers, the Hollies, and Manfred Mann perform on Saturday Night Live.
1970/Emerson, Lake & Palmer disbanded.
1966/Stone Temple Pilots' ironman Scott Weiland re-enters rehab clinic.
Born: Bo Diddley 1928, the late Del Shannon 1939, Mike Nesmith (Monkees) 1942, Evan Jones (Monkees) 1943, Buzzy Beesley 1996

THURSDAY, DECEMBER 31
1970/Paul McCartney sues the other three Beatles in a London High Court seeking dissolution of the group's partnership.
1984/Def Leppard drummer Rick Allen's arm is severed in a car accident.
1985/Rick Nelson and six others are killed in a Dallas plane crash.
1951/In Las Vegas, Barbra Streisand performs for the first time in 22 years, grossing $12 million in two nights.
Born: Joaquin Phoenix 1974, Dan Na 1948, Tony Hamilton (Aerosmith) 1951

FRIDAY, JANUARY 1
1967/Deca Records dismisses the Beatles' first audition and instead signs the Temptations.
1979/Bruce Springsteen's cheek is lacerated when a fan throws a firecracker onstage during a Cleveland concert.
1980/The Knack disbanded.
Born: Country Joe McDonald 1943, Grandmastor Flash 1958

Saturday, January 2
1995/Madonna testifies in court against alleged stalker David Hoskins, who later receives a 10-year prison sentence.
Released: David Bowie's 'Scary Monsters' 1981

Sunday, January 3
1969/Police at Newark Airport confiscate 20,000 copies of John Lennon and Yoko Ono's Two Virgins album because of its controversial cover photo.
1970/The Beatles record their last song together, "I Me Mine."
1989/Luther Vandross appears on the premiere of TV's Arsenio Hall Show.
Born: Sir George Martin 1926, Stephan Stills 1945, John Paul Jones 1946

Monday, January 4
1969/Cathy Parton and George Jones sign for the Grand Ole Opry.
1991/Nirvana signs a two-album deal with Geffen Records.
1996/Arrested Development disbanded.
Born: Patty Llewellyn 1957, Michael Stipe 1960
Released: Van Halen's 1964/1984

Tuesday, January 5
1984/In Atlanta, the Sex Pistols launch their first and only U.S. tour.
1995/TC's Lila Lopes plead guilty to first degree arson and receives five years' probation.
Born: Chris Stein (Blondie) 1950

Wednesday, January 6
1964/In England, the Rolling Stones launch their first tour as headliners.
1977/EMI terminates the Sex Pistols' record contract.
1983/In Manchester, England, the Smiths headline their first show.
1985/Dizzy Gillespie, 89, dies from pancreatic cancer.
Born: Malcolm Young (AC/DC) 1953

Thursday, January 7
1963/Gary "U.S." Bonds files a $100,000 plagiarism suit against Chuckle Chucker.
1994/Rick James receives a five-year prison term for assault.
1996/Babyface receives 12 Grammy nominations, tying Michael Jackson's record.
Born: Kenny Loggins 1948
Released: John Fogerty's Centerfield 1985

Friday, January 8
1966/The Who and the Kinks perform on the last episode of ABC-TV's Shindig!
1974/Kiss sign withCasablanca Records.
Born: Elvis Presley 1935, David Bowie 1947
1973/The Rolling Stones' first Asian tour is canceled when Mick Jagger's Japanese visa is rejected because of an earlier drug bust.
Mick Jagger — you can't always get what you want
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2. Frasier
3. Friends
4. Monday Night Football
5. Veronica's Closet
6. Touch By An Angel
7. NYPD Blue
8. Movie (Sunday)
9. Grace & Glover
10. Home Improvement

HEAVY

NEW

XL

EYES MODIFIED DAW (Mike Washington)
HOEIE & THE JEWELZ DAW (John Lee hooker)
SHAI NEWLANDS DAW (Lavon)

LARGE

COOL GODS DAW Slide (Mike Washington)
HOLL TO PUT WHEN (Island Records/Def Jam)
LORD

LARRY KRAMER DAW (Avril Lavigne)
SHERYL CROW DAW My Favorite Mistake

MEDIUM

SAY WHAT I SAY DAW (Capitol)

CUSTOM

WE KNEW WE WOULD GET THERE DAW (Braga/Atlantic)
CHEER BLOWN (Braga/Atlantic)
LEON Fulltime Footwork (Braga/Atlantic)
EASY B Simple Song (RCA)
ELENA DELESTEA DAW (Lost Generation)
FAITH EWANJ love like this (Bad Boy/Atlantic)
EVERLAST one more orbit (Capitol)
EVERLAST what's up (Def Jam/Atlantic)
EVERLAST you got what you got (Capitol)

FRIDAY, 12/18

- Aretha Franklin and Martina McBride perform on NBC's Christmas in Washington (10 PM)
- The Blind Side, the film adaptation of John Grisham's novel, will be screened live at the New Orleans Superdome, with all proceeds donated to hurricane relief efforts
- New episodes of Grey's Anatomy, Desperate Housewives, and House

WEEKEND BOX OFFICE DEC. 11-13

1. Star Trek: Insurrection
   - Paramount Pictures
   - $22.05 million
   - 4055 theaters
   - Average per theater: $54.50

2. Bug's Life
   - 20th Century Fox
   - $11.19 million
   - 4130 theaters
   - Average per theater: $27.00

3. Jack Frost
   - Warner Bros.
   - $7.10 million
   - 2614 theaters
   - Average per theater: $27.14

4. Enemy Of The State
   - Columbia Pictures
   - $6.65 million
   - 2466 theaters
   - Average per theater: $26.65

5. The Rugrats Movie
   - Paramount Pictures
   - $4.53 million
   - 2040 theaters
   - Average per theater: $22.25

6. The Waterboy
   - Buena Vista
   - $4.43 million
   - 2246 theaters
   - Average per theater: $19.52

7. Pocahontas
   - Walt Disney
   - $3.77 million
   - 3246 theaters
   - Average per theater: $11.59

8. Babe: Pig In The City
   - Columbia Pictures
   - $1.60 million
   - 1107 theaters
   - Average per theater: $1441

9. Moet Joe Black
   - Universal Pictures
   - $1.30 million
   - 1120 theaters
   - Average per theater: $1153

10. Elizabeth
    - Granamcy
    - $1.30 million
    - 1120 theaters
    - Average per theater: $1153

COMING ATTRACTIONS:

This week's openers include The Prince Of Egypt, an animated feature with voice-overs by Ralph Fiennes and Val Kilmer. The film carries three DreamWorks soundtracks: The main ST contains P. Worthy's "River Lullaby" Boy's Men a cappella rendition of "I Will Get There" and the "Nashville" ST showcases tunes by Wynonna, Alana Krass, Pam Tillis, Vince Gill, Mindy McCready, Faith Hill, Reba McEntire, Clint Black, Alan Jackson, and Randy Travis & Linda Davis, among others. The "Inspiration, all" soundtrack highlights the original work of the Boys II Men tune from the main ST, along with cuts by Trin-I-Tee 5:7, 5/3, Belly, BeBe Winans, CeCeWinans, Tony Franklin, Brian McKnight,Jr. Clay, and others.

Tom Hanks and Meg Ryan star in You've Got Mail, which also opens this week. The film's Warner Sunkes/Atlantic soundtrack sports the Cranberries' "Dreams," Sinead O'Connor's "Nothing's Gonna Stop That Girl," and Brian McKnight's "River Lullaby." Boy's Men a cappella rendition of "I Will Get There" and the "Nashville" ST showcases tunes by Wynonna, Alana Krass, Pam Tillis, Vince Gill, Mindy McCready, Faith Hill, Reba McEntire, Clint Black, Alan Jackson, and Randy Travis & Linda Davis, among others. The "Inspiration, all" soundtrack highlights the original work of the Boys II Men tune from the main ST, along with cuts by Trin-I-Tee 5:7, 5/3, Belly, BeBe Winans, CeCeWinans, Tony Franklin, Brian McKnight, Jr. Clay, and others.

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May seasonal blessings shine upon you and continue to burn bright in the coming year.

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Jacor: Bryant’s An Oaf Under Oath

That’s the implication on Jacor’s “Q102.com” website (www.q102.com), as one of radio’s ugliest litigations has grown even more tawdry. The company posted WKQR-FM/Cincy VP/GM Jim Bryant’s complete deposition on the website (a parody of Q102’s site), along with a running commentary detailing his “ignorance” and pointing out the deposition’s inconsistencies and inaccuracies. Bryant’s Sept. 28 testimony was given in connection with Jacor’s $1 million lawsuit charging Bryant with personally conducting a campaign of “deceptive and tortious acts” designed to “damage Jacor’s relationships with its advertisers” in Cincinnati. The deposition was originally sealed by a Hamilton County, OH, judge, but Jacor reportedly convinced the judge to make the document public. Although Jacor added the commentary, spokeswoman Pam Taylor tells R&R that no part of Bryant’s posted deposition was tampered with and that it appears on the Jacor site verbatim. Bryant could not be reached for comment.

Major Morning Moves

There was plenty of movement this week on the morning show front. Here are some of the highlights:

- CBS Rocker WNEW/NY picked a successor to Dave Herman. He’s Steve Mason, half of the Mason & Ireland morning team at Sports KXTA/L.A.
- At crosstown WQHT, weekender Big Apple joins the morning show as Ed Lover’s new partner.
- After several years in Chicago at WPNT and, most recently, WMVP, Steve Cochran skips to the Motor City, inking a two-year deal to handle mornings at Chancellor Hot AC WKQI/Detroit. (ST had wondered whether the door would have been open for a return by Danny Bonaduce, recently ousted when WBIX/NY switched formats… guess not!) By the way, look for Cochran as he hosts CNN’s TalkBack Live next Monday, Tuesday, and Wednesday afternoons.
- Monday Night Football play-by-play man Dan Dierdorf will start moonlighting as morning host at Talk KTRS/St. Louis on January 4. He joins Wendy Wiebe and Kevin Harrigan on the show, which will be renamed Dierdorf & Company. Dierdorf, who’s been part of the ABC-TV football broadcast team for 11 years, is a 27-year St. Louis resident who began his broadcasting career with crosstown KMOX in 1975, while he was still a member of the NFL’s then-St. Louis Cardinals.

- There are also changes in the works at WZGC/Atlanta, where morning man Gary McKee has opted not to renew his contract, which expires on January 14.
- AC KNKJ/Dallas, a recent market move-in, hires John LaBella as its new morning host. He’s previously worked in the market at KRWW and KZEW.

Muni Returns To NY Airwaves

Classic Rock WAXQ has hired Scott Muni, let go from WNEW last month after 31 years there, to host a daily one-hour noontime aircast. Muni will begin his new Q104 show later this month.

Dave Martin — GM of CBS’ Gospel KHVN-AM (Heaven 97), NAC/Smooth Jazz KQAI-FM (The Oasis), and Urban AC KRBV-FM (V-100) — has resigned.

Adam Goodman, most recently PD at WBIX/NY, has been tapped to head The Randy Lane Company: Talent, a new division of Lane’s radio consultancy.

KVUU/Colorado Springs OM Randy Hill is set to leave the Hot AC to take on the PD job at Oldies KHYL/Sacramento.

Dr. Laura Pics In Print?

Premiere Radio Networks syndicated host Dr. Laura Schlessinger officially dropped her lawsuit against the Internet

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Continued on Page 28
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Produced by Matt Wallace
Mixed by Chris Lord-Alge
Management: Will Sharp's Shore Entertainment Services, Inc. and Hector Lizardo & The Lizard Company
At this special time, we give thanks to All...who have us so much in our first year!

We are truly blessed.

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**Reunited, And It Feels So Good**

The buzz is back on Jonathan Brandmeier’s WCKG/Chicago & KLSX/L.A. midday show. More specifically, Buzz Kilman is back. The pair worked together at WLUP/Chicago for 15 years, then were separated when Brandmeier left the Loop for ‘CKG. After going it alone in mornings for a year at ‘LUP, Kilman left in October, and it was rumored that he’d rejoin his old partner. Last week, a two-year deal was signed, and they’ll be reteamed on January 11.

Congrats to KILT/Houston PD Debbie Brazier, who was honored December 9 when the mayor proclaimed it to be “Debbie Brazier Day” in recognition of “her valuable contributions to the high standards of broadcast excellence.” She was the guest of honor at a special presentation at Houston’s Planet Hollywood.

R&R's own Erica Farber has been set to moderate RAB '99’s closing keynote session February 7 in Atlanta. “The Experts’ Crystal Ball — Radio's Future” features panelists Dave Gifford, Norm Goldsmith, Dave Grummett, Russ Martin, and others.

**Rumbles Pt. 1**

- Alternative KTOZ (The Edge)Springfield, MO, became Pop/Alternative "Alice at 95.5" Monday (12/14). Melody Lee remains PD.
- Former KMAZ/Minneapolis PD Rob Moore has been named PD of 13 internet jazz channels for Minneapolis-based NetRadio.
- WOR/NY talk host Bob Grant extends his contract through the year 2001.
- Former WAEV/Savannah, GA, MD Suzanne Joy is the new MD/midday at WOJB & WOWZ/ Utica, NY.
- KZFM/Corpus Christi, TX, MD Jo Jo exits. Morning driver Danny B. Jammin’ segues to afternoons and adds MD duties, while Art Allison rejoin the station for mornings after a stint at KXXM/San Antonio.
- KWWV/San Luis Obispo, CA, appoints Tommy Dekra MD.
- WESCO/Greenville, SC, morning man Bill Gard- ner exits the Clear Channel Country station.
- Congrats to KWWJ/St. Louis MD Donny, who took the honors as Spin magazine’s Music Director of the Year.
- Radio Unica signs Spanish-langauge TV fixture Cristina Saralegui to host weekly radio vignettes.
- WTCP/Saginaw, MI, morning co-host Scotty Gunther exits.
- Kim Crew is the new MD at WTVI/Montgomery, AL.
- WCTK/Providence MD Tiffany Hill is leaving to co-host mornings at crosstown Oldies WWBB.
- Todd Grinstead, an 18-year vet of WPOC/Balti- more, hits the air the end of this month at Classic Country KKIK/Denver, where he'll do afternoons.

Ken Greenwood, Pam Lontos, Chuck Metford, Peggy Miles, and Jim Tazarek. Another new addition to RAB '99: The Internet Radio 2000 Exposition, with displays, demos, workshops, and seminars relating to Internet radio.

**Is That A Driveway Or A Freeway?**

There's money in those traffic jams! Word has it that Metro Networks founder/Chairman David Saperstein is building a 45,000-square-foot house in L.A.’s exclusive Holmby Hills neighborhood (his neighbors will include the Playboy mansion and Aaron Spelling’s mansion). The L.A. Times reports the house will sit on seven acres and have a “ballroom to serve a party of 250.”

Meanwhile, Saperstein has put more than 263,000 shares of the company’s stock into a 10-year private fund started up by

**JOBS**

Looking for new employees? R&R's January 1st issue examines employment: how to get jobs, where they are. It's a great place to advertise your job openings...in the industry's largest help wanted section.

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Fly Away Success Stories

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— Kelly Michaels-MD/KALC

“Lenny sounds great on ZPL. We had the same concerns as the rest of pop radio about the rock edge on this record. Since we have heard the record on the air, our fears have dissipated. Getting Phones!”
— Dave Decker-MD/WZPL

“Great Uptempo Record! It is appealing to both Males and FEMALES. We are getting great phones.”
— Mike Parson-PD/KPEK

“We had a feeling ‘Fly Away’ could be a multi-format hit, and it has not let us down. It is one of our best testing currents.”
— Paul Kriegler-PD/KOZN

“WOW... early callout on Lenny Kravitz’s ‘Fly Away’ looks huge ... (if Top 10 out of the chute isn’t huge, what is, right?). With all the ballads right now ... this is great tempo and fits us perfect”
— Mike Preston-PD/KBKS

Over 25 New Adds This Week including:
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KDWB/Minneapolis KMXB/Las Vegas WMXB/Richmond
KHTS/San Diego KJYC/Oklahoma City WKSZ/Green Bay
KCSO/Modesto KRUZ/Santa Barbara KDUK/Eugene

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WXKS WPRO WTMX KBBT WXYV WPNT KZHT WLCE WZPL
KVSS KJYQ/Oklahoma City KMXV KLAZ
KZHK KDUK/Eugene

Top 10 Callout at: KBKS, KALC, KFMB and B97

Lenny Kravitz

Fly Away

the new song from the album 5
Produced, written, arranged and performed by Lenny Kravitz
Representation: Craig Finn and Howard Kaufman/HK Management
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AOL: Keyword: Virgin Records
continued from Page 28

Goldman, Sachs. Saperstein's stake — valued at $10.2 million — joins those of other CEO luminaries like computer titan Michael Dell. Saperstein still has more than 8.3 million shares of Metro, valued at about $350 million.

Got Airchecks?

The Museum Of Television & Radio is looking to build its collection of radio programming from local markets, especially recordings and airchecks of heritage stations, legendary air personalities, interesting interviews, and coverage of significant news events. It's also seeking tapes of ethnic radio programming. If you have access to tapes like these (or know somebody who might), contact Ken Mueller at (212) 621-6681 or via e-mail at kmueller@mtr.org.

Records

- Nothing's official, but word is that Island Chairman David Sinclair is pretty close to leaving the label. Expect him to part ways with the company by year-end.
- Look for Columbia to ring in the new year with some big news about its new sister label. Meanwhile, the new imprint has already assembled the bulk of its promotion staff. Joining head/promo Dennis Reese are VP/promo George Gillespie, Nat'l Dir./Promo Cindy Levine, and the following regional: JAMIE WILLIS (Boston), BRETT GLASSMAN (New York), RAY MARKER (Atlanta), WENDY GOODMAN (Dallas), SHARON LE-PERE (Chicago), JAY FRIEDSTEIN (Denver), JONATHAN MAYER (Los Angeles), and DON O'NEAL (San Francisco). Columbia Records Group Sr. VP Jerry Blair will oversee Reese.
- Warner Bros. beefs up its urban promo team, hiring A.J. Savage as VP/Urban Promo and Merril O'Kelly as Nat'l Promo Coordinator.
- KCAD/Memphis' Lucy Barrigan joins Elektra as its new L.A.-based mgr./Nat'l Crossover Promo.
- ARI SHAPIRO asst. Richard Westover is promoted to Nat'l Promo Coordinator.
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HIGHEST TEST SCORES TO DATE!

R&R CHR/POP CHART 27 - 24
AUDIENCE OVER 12 MILLION!

Emilia

MONIFAH

HIGHEST TEST SCORES TO DATE!

R&R CHR/POP CHART 16 - 10
AUDIENCE OVER 45 MILLION!
1998: It Was A Very Good Year!

Bill, Monica, Mark, Sammy, and hot local issues kept America talking

News/Talk radio can look back at 1998 as the year that saw the format regain undisputed ratings supremacy as the choice of a majority of listeners across America. In the Summer ’98 Arbitron, News/Talk/Sports stations delivered a whopping 15.1, Monday through Sunday, 12+, beating the nearest format competitor, Adult Contemporary, by a substantial margin. Fall trend returns indicate the News/Talk format shows no signs of cooling off anytime soon.

While many credit the yearlong scandal and sexually charged revelations arising out of Bill Clinton’s and Monica Lewinsky’s Oval Office liaisons as the dominant reason for News/Talk’s continued ratings strength in ’98, let’s not forget that even great stories require great storytellers. It also takes a manically focused programming manager, a creative and dynamic sales team, and, perhaps most of all, a GM with a strong constitution and constant support to create a compelling — and sold-out — News/Talk radio winner.

With that in mind, as 1998 comes to a close, here’s an R&R salute to all of you in Talk radio who do what you do so well. Whether you are toiling behind the mike in small-town America, speaking to millions of faithful listeners across the land via a nationally syndicated show, or working long hours behind the scenes as a programmer, producer, call screener, board op, or account executive, it takes a lot of dedicated individuals to make News/Talk radio No. 1 with listeners across America.

All of you make it interesting, exciting, and, most of all, fun to report on all that’s happening in this format each week. So, from me to you, Happy Holidays. And keep on talking!

R&R’s Talk Tour Of ’98

This week, I asked a number of geographically diverse talk radio luminaries to review the topics and stories that made for exciting Talk radio dialogue across America during the past year. Here are some highlights.

Harvey Nagler, CBS News/New York

“1998 was a stunning roller-coaster ride for America. Like a bride’s gifts, it contained something old, John Glenn; something new, Mark McGwire’s and Sammy Sosa’s home-run records; something borrowed, swing music; and something blue, Monica’s dress. And don’t forget that the economy was a major factor in many of the year’s events, including the November election results, Newt Gingrich’s resignation, and the impeachment proceedings. It was quite an extraordinary year for news.”

Phil Boyce, WABC/New York

“When I think of how much it dominated everyone’s airwaves, I sometimes wonder what we all would have talked about this past year if Monica Lewinsky and Bill Clinton had not had their indiscretions in the Oval Office. Aside from that, New Yorkers talked a lot about the so-called Million Youth March, which actually attracted only about 5000 people. But anytime Lewinsky is Farrakhan does anything, it seems to be a lightning rod for discussion. And, of course, there’s always a lot of talk involving Mayor Rudy Giuliani and his many projects, in his view, improve the city — like cracking down on Jaywalking and taxis driven by drivers and his latest campaign targeting cigarette butt littering.”

Mary June Rose, WGN/Chicago

“For months we said, ‘Thank God for Sammy Sosa and the Cubs,’ which helped us have something besides Bill and Monica to talk about! Also making big news were the deaths of both Jack Brickhouse and Harry Caray, legendary Cubs announcers. The city went into mass mourning over the loss of both of these Chicago legends. And remember, this is Chicago, so politics are always a big topic of discussion anytime. And how could you not talk about John Glenn? In the middle of all the messy stuff coming out of Washington, Americans found heroes in John Glenn and baseball.”

Kris Oliger, KIRO/Seattle

“At KIRO, listeners filled the airwaves with a lot of talk about Clinton and Lewinsky, of course. But they also debated heatedly about Mary Kay LeTourneau, the teacher who has now had two children with a minor student and is in jail. The school shootings in nearby Oregon and in Arkansas generated a lot of conversation. And tougher drunk-driving laws and tobacco issues were also hot topics here.”

Casey Keating, KVI/Seattle

“I’m hard pressed to find a lot of big stories other than Clinton, but another topic that people in Seattle were talking about a lot was the stock market’s remarkable rise and dip over the past year. Also, the Asian economic crisis and how it is affecting people here in the U.S., especially here in Seattle. As a result of that financial crisis, Boeing is laying off 20,000 workers here, so it’s a hot topic. Also causing a lot of controversy and talk was the passing of State Initiative 200, an anti-affirmative action measure in Washington State in the recent November elections.”

Cliff Albert, KOGO/San Diego

“San Diegans were certainly talking about the president’s problems, but they were also concerned about many issues. Locally, they voiced their concerns about things like high gasoline prices in the region. There was Q&A on the local laws, and what happened in the state capital.”

Continued on Page 34

Reality Check

Who is the Chief Justice of the U.S. Supreme Court? (William Rehnquist)

Don’t Know 40%
Correct Response 33%
Incorrect Guess 27%

Which of the networks covered the Monica Lewinsky issue? (CBS News/New York)

Don’t Know 40%
Incorrect Guess 23%
TV Talk Show 22%
Radio Talk Show 15%

Based on the news of the day, what does Harry Hyde do for a living? (Congressman, lawyer, politician all accepted as correct answers)

Don’t Know 39%
Correct Response 5%
Incorrect Guess 4%

Who is the lawyer for Monica Lewinsky? (Alan Dershowitz)

Don’t Know 80%
Correct Response 7%
Incorrect Guess 3%

There is an TV network named “MSNBC.” What does the “MS” stand for? (Microsoft)

Don’t Know 57%
Correct Response 15%
Incorrect Guess 8%

Survey taken week of 11/22/98 in three randomly selected U.S. cities. One-hundred participants aged 30-55, high school graduates, employed full-time with average annual income of $40,000.

Reality Check is provided courtesy of Sabo Media, New York, NY (212) 808-3005

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1998: It Was A Very Good Year!

Drew Hayes, KABC/Los Angeles

"Well, the president and Monica took on special significance here in L.A. First, because this is Monica's home, and secondly, her first loudmouthed attorney was hired here. Paula Jones' spokesperson, Susan Carpenter-McMillan, lives here and was a regular guest on KABC, and Paula herself is living out here in the L.A. area. But, as always, the biggest stories aren't always the best stories. For instance, we had two L.A. city council members on cocaine that made for a lot of great Talk radio. And during the elections we had a proposition to increase cigarette taxes here in California that was being pushed by the Hollywood crowd and featured the strangest of bedfellows: Rob Reiner and Charlton Heston! But probably the best story of the year was Sherman Block, the dead L.A. County Sheriff who was running for office. This story had everything — humor, sadness, absurdity. Block died five days prior to the election, but his campaign continued right through the election with his supporters and campaign manager asking L.A. voters to elect a dead guy!"

Kevin Straley, WKRO/Boston

"In Boston, here are the top three topics that RKO listeners were talking about in '98. No. 1, I was the firings of both Mike Barnicle and Patricia Smith from the Boston Globe for plagiarizing their newspaper columns. Naturally, the return of Louise Woodward to England following the infamous Nancy Tyrell and the death of little Matthew Eapen was cause for a lot of conversation. And in local politics — always an active subject in this town — when Joe Kennedy gave up his seat in Congress, no fewer than nine Democrats duked it out to replace him. The Massachusetts governor's race was pretty heated, too, as Paul Cellucci, Scott Harberger, and Joe Malone all fought to replace Governor Bill Weld."

Greg Moceri, WSB/Atlanta

"An interesting issue being discussed in Atlanta this past year was the FDIC and people's concern about how banks 'shop on' their own customers. Naturally, the impeachment inquiry and the whole Clinton-Lewinsky matter got a lot of play too. Gun control and changes in gun laws have been a hot topic, and there has already been a lot of interest and discussion about the new millennium — when it begins, what it will mean to us."

Bill White, KCMO & KMBZ/Kansas City

"Here in the heartland of America, listeners were talking most about Monica. Rush Limbaugh and his ratings, here show that clearly. Also talked about almost as much was Mark McGwire and his race to break Roger Maris' home run record. And now it's the Kansas City Chiefs, because in this town they're not just a sports team, they're part of the fabric of the city. They're always a hot topic of discussion."

Dom Giordano, WWDB/Philadelphia

"Along with Clinton and Lewinsky, since his testimony before Congress, Ken Starr has become a major part of that whole discussion with our listeners. Welfare-to-work takes effect in the Philadelphia area in March, so that has been a topic of much discussion. Stadium issues across the state of Pennsylvania and who is going to pay for them has been a very hot issue, and the McGwire and Sosa home-run race also triggered a lot of talk over a period of six months or so."

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- Jack Swanson, OM, KGO-KSFO/San Francisco

"R&R’s Talk Radio Seminar ’98 was the convention highlight of my 25 years in radio."
- Ken Kohl, OM, KFBK-KSTE/Sacramento

"If you really want to know what’s going on in Talk radio, you should make plans to be at R&R’s Talk Radio Seminar."
- Walter Sabo, President, Sabo Media

Seminar Registration

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Deposits will be refunded only if cancellation notification is received at least 7 days prior to arrival. Reservations requested after January 21, 1999 or after the room block has been filled are subject to availability and may not be available at the convention rate. Check in time is 3:00 PM; Check out time is 12:00 Noon. • GROUPS OF 10 OR MORE: CALL FOR GROUP RATES AVAILABILITY.

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Date of Departure ___________
Name ______________________________
Company __________________________
Address __________________________
City __________________ State ________ Zip __________
Telephone __________________ Fax ______

 Sharing Room With __________________________

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Expiration Date ___________ ___________
Month Year Signature _________________

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other substantial deals. On Aug. 27, Chancellor Media surprised no one when it announced that it had merged with Capstar Broadcasting in a $4.1 billion stock deal. The new Chancellor will have 463 stations in 105 markets that will reach an estimated 65 million weekly listeners. Analysts figure that the combined operation, could be worth $18 billion. Tom Hicks will remain Chancellor's Chairman in the new configuration, while his brother, Steve Hicks, will be President/CEO, will be Vice Chairman.

Just days before, Chancellor had announced that it would continue to grow in the great American radio doors by gobbling up Whiteco Advertising's 21,800 outdoor displays in 34 states for $930 million. But that's only the beginning of 1998, as Chancellor widened its platform to become a multimedia company and raced from acquisition to acquisition at intoxicating speed.

Here are some of the highlights of the year that exhaust media brokers, but made many of them wealthy beyond their wildest dreams.

**January, February**

Entercom drops its lawsuit against Sinclair Broadcasting and agrees to buy seven Sinclair stations in Portland, OR, and Rochester, NY, for $36.5 million. Entercom's plan is to sell any channel offering that would put it over the FCC's ownership limit, so that is disappoint the major buyer, but continues on his buying spree.

**April**

Mel Karmazin is named CBS President/CEO, a promotion from Chairman/CEO of the CBS Station Group, which he'd been since May 1997.

Chancellor CEO Scott Ginsburg tenders a surprise resignation from the company that he helped build into the largest radio group. The industry is stunned again when it's disclosed that Ginsburg's financial package was worth more than $250 million in cash and stock. Chancellor's stock value drops on Wall Street with uncertainty about the Dallas-based group for the next quarter, within two weeks, when CEO Jim de Castro and CFO Matt Devine ink new five-year deals.

**May**

Cable tycoon Jeff Marcus is selected to assume President/CEO duties of Chancellor and take the company into new media areas. Within weeks, the 51-year-old "can-do" guy is in place.

Westwood One's reported earnings fell its up 20% to 127% in its first quarter. The Los Angeles-based company credits its representation agreement with CBS Radio the previous year for the current rise in revenues and acknowledges that competition in the syndication business has grown tougher since the debut of Chancellor's AMFM Networks on Jan. 1.
Thanks to Seagram’s more than $10 billion acquisition of PolyGram, 1998 will go down in the history books as the year in which the music business changed forever. The global “urge to merge” hyper-mania finally hit the industry in a big way. And while the fallout has yet to be felt, one thing is sure: There will be few jobs as available as a result of the combining of the two companies.

That’s the bad news. The good news is that more customers are purchasing new music than in previous years, and the labels that are lean and mean are bound to benefit from more dollars and credit cards changing hands at the cash registers.

While job switching declined somewhat because of the future employment outlook, there were still many changes. In addition to the changes forthcoming at Universal, Walt Disney significantly stepped up its commitment to the record business by naming Bob Catvallo Chairman and David Berman President of its Buena Vista Music Group. Strauss Zelnick reached the top of the ladder at BMG Entertainment. DreamWorks also put in place several key national marketing executive appointments. Roy Lott left long-time employer Arista for EMI North America and the presidency of Los Angeles-based Capitol Records. Virgin/Nashville opened its doors, and Trauma and Restless both beefed up their promotion teams.

Here are highlights of the officially announced job changes.

**January**

Buena Vista Music Group names Bob Catvallo Chairman, Universal USA taps Davitt Sigerson as Chairman, John Barbis as President... Columbia Records Group names Will Botwin, John Ingrosia to Exec. VP. Botwin also earns a post as Columbia Records COO. Mammoth taps Ted Volk as Sr. VP/Promotion. A&M appoints Michael Steel VP/Promotion, Fred Williams VP&R&B Promotion... The Year in Review... Capricorn names Ken Pederson to Exec. VP. Kevin Gore joins PolyGram Classics & Jazz Records as VP/Promotion... Warner Bros. Bruce Shindler... RCA taps David Lonsbrough to VP/Promotion & Field Development... Columbia/Nashville taps Ted Wagner to VP/National Country Promotion... MCA names Margaret LoCicero to VP/Promotion... Sony Records Group crowns Barry Pinlac... Sherry Trahan becomes VP/Promotion... N2K Encoded Music taps Susan White as VP/Promotion... Mike Stone as VP/Field Promotion, East Coast... N2K, and Eulis Cathey as VP/Jazz & Urban Promotion... Doug Ingold joins V2 as Head/Promotion, West Coast... Flyte Time names Gwen Ibry GM... Arista/Atlantic appoints Frank Hamlin Director of Operations... PBS Records taps Tony Ousteda as President... Elektra hires Greg Dorfman to Sr. Director/Alternative Promotion... A&M names Diane Gentile as Sr. Director/Rock Promotion.

**March**

Buena Vista Music Group appoints David Berman President — Warner Bros. names Andy Schuon Exec. VP. GM... A&M taps Charles Goldstock as Exec. VPGM... Craig Lambert joins Trauma as Sr. VP/GM... Capri- corn appoints Mike Bone Exec. VP. GM... MCA names Steve Corbin Sr. VP/Operations, R&B Music... Avery Lipman takes GM title at Republic... Various elevates Michael Lang to Sr. VP/GM... Legacy promotions: Jeff Jones to Sr. VP. Trauma... Joe Hecht to Sr. VP... Trauma... Jed Martone to Assistant GM... J.B. Brenner joins Warner/Chappell Music as President/Promotion & Marketing... Island names Sholvin VP/Promotion National Division, Steve Leavitt VP/National Promotion, Sean Maxson VP/Promotion... Ray Koob rises to VP/Promotion CMC International... Warner Bros. names Kline to Head Top 40 Promotion... DreamWorks names Matt Smith Head/Alternative Promotion... Breaks Records appoints Terry McGill President/Black Music... Kevin Black joins to T.W.I.S.M as Sr. VP/Promotion & Marketing... Domino appoints Eddie Gillies MD.

**April**

Roy Lott joins EMI Recorded Music North America as Deputy President... Asylum names Evelyn Shriver President... DreamWorks names Jeryll Busby Head/Urban Music... Hollywood tapes Mark DiBara as Sr. VP/Promotion... Hollywwod appoints Dan Hubbard Sr. VP/Promotion... Restless names Dave Damin Sr. VP/Promotion... Epic elevates Stu Bergen to Head/Modern Rock Promotion... Universal Music Group Forever appoints Charles Fester CEO... Geffen has Steve Barraclough to Exec. VP... Monte Lipman rises to Universal Sr. VP... Warner Bros. names Deborah LeWax to Sr. Dir./VP/Promotion... A&M names Andrea Ganis to Head/Urban Promotion...

**May**

Tom Mottola rises to Chairman/CEO Universal Music Group... Virgin/Nashville names Steve Gore VP/GM... Sony Music names Scott Hendricks President/COO... Columbia appoints Demetru Guidry to Sr. VP/Black Music... Def Jam appoints Foster to Presi- dent... Other promotions: Tony D’Ambrosio to Head/Jazz Promotion... N2K encoded Music names Don Coddington Sr. VP/Promotion... Billboard names Steve Barraclough to Exec. VP... Monte Lipman rises to Universal Sr. VP... Joe Hecht joins Geffen as VP/Promotion... Mackay rises to Epic/Atlantic... Marc Ratner joins DreamWorks National Promotions & Marketing... Atlantic names Linda Murdock VP/Promotion... Liz Montalbano as Sr. Director/Crossover Promotion... Astra/Universal Music Group names Doug Morris to Sr. VP/Promotion... EMI names Andrea Ganis to Head/Urban Promotion...

**June**

Doğu Moris ascends to Chair- man/CEO Universal Music Group... Virgin/RCA names Steve Gore VP/GM... Sony Music names Scott Hendricks President/COO... Other promotions: Brian Granger to Head/Urban Promotion & Marketing... EMI Recorded Music North America President Roy Lott adds Capitol President duties... Matt Lanteri to EVP/VP/GM & COO... Geffen elevates Steve LiPuma to Chairman, Ron Goldstein to President... Other promotions: A&M names Diane Gentile as Sr. Director/Rock Promotion... Steve Ellis ascends to Mercury Sr. VP/Promotion... Astralwerks names Errol Kolosim GM... Arista names Tom Maffei VP/Crossover to Presi- dency... Atlantic/Nashville ups Greg Sax to VP/Promotion... International names Bruce McDonald as Sr. VP... Five promotions: Larry Murray as VP/Rock Promotion... Mercury ups Maria Aronos to Sr. Director/National Pop Promotion... Other promotions: David Berman to Sr. VP/Promotion... EMI names Andrea Ganis to Exec. VP... RCA taps Tony Monte as EVP/Promotion... Universal ups Charles Foster to VP/Promotion... Warner Bros. names Steve Damm VP/Promotion... Seagram names Mike Ritterberg to VP/Promotion... Other promotions: Arista/Universal Music Group names Scott Hendricks President/CEO... Columbia appoints Demetru Guidry to Sr. VP/Black Music... Def Jam appoints Foster to Presi- dent... Other promotions: Tony D’Ambrosio to Head/Jazz Promotion... N2K encoded Music names Don Coddington Sr. VP/Promotion... Billboard names Steve Barraclough to Exec. VP... Monte Lipman rises to Universal Sr. VP... Joe Hecht joins Geffen as VP/Promotion... Mackay rises to Epic/Atlantic... Marc Ratner joins DreamWorks National Promotions & Marketing... Atlantic names Linda Murdock VP/Promotion... Liz Montalbano as Sr. Director/Crossover Promotion... Astra/Universal Music Group names Doug Morris to Sr. VP/Promotion...
ELTON JOHN * LEANN RIMES
"Written In The Stars"
From the upcoming release "Elton John & Tim Rice's AIDA," the follow-up to their multi-platinum The Lion King.

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Featuring

Impacting Radio January 4th

Album Executive Producer: Phil Ramone
Produced by Peter Collins and Wilbur Rimes
Management for Elton John: Colin Bell & Frank Presland / Elton John Mgt Ltd.

Walt Disney Theatrical Productions
The Year In Quotes

Who said what in '98

January

"Sure we're concerned about it. We don't want to wreck a career just because we won't put a record. Shania's concerned too. But at some point it becomes reality to an artist to say, 'We're not going to get as much exposure as possible because we might pass off some people at Country.'" — Mercury/Nashville President Luke Lewis on crossing multiplatinum artist Shania Twain over to Polygram in 1997.

February

"Ani [DiFranco] and I measure our success by the number of people we employ. Forget about worries with re-zoning profits. These are real people with real jobs. It's not like six months from now if I decide not to tour that we're going to have to fire five people." — Righteous Babe senior executive Scott Fisher on Ani DiFranco's business philosophy.

"Both [DreamWorks and Lyric Street] have the potential to help Nashville grow as an entertainment center as opposed to being just a country music community. The other [recent start-up labels] were working to get entities like Disney or [DreamWorks co-founder] David Geffen, Steven Spielberg, or Jeffrey Katzenberg." — DreamWorks/Nashville senior executive James Stroud on the launch of DreamWorks and Walt Disney's country label, Lyric Street Records.

March

"The [music] industry somehow got into this 'anti-star' thing. It took a lot of the personality out, and I think it has contributed to the fact that artist development has gone down the drain. People need to get a grip on your personality. It's like being an athlete." — Singer/songwriter and Bon Jovi guitarist Richie Sambora on artist development.

"While many artists today prefer to wait two or more years between records, six months is a lifetime for a younger audience. If you don't have a record out fairly quickly, you're being ancient history." — Mercury Records Sr. VP-Head/A&R & Steve Greenberg on re-releasing albums to the teen market.

April

"Regional records are coming alive again — that's a good sign for the record business, because if you spend your money smart, you should be able to break out of a re-gion." — DreamWorks Records Head/Urban Chair Jheryl Busby on breaking urban artists.

May

"The artists who are going to be the real superstars for the next 10 years are going to have to be multimedia artists, so we're expanding our marketing efforts to serve that purpose." — Elektra Entertainment Group Chairman/CEO Sylvia Rhone on artists' development.

"This is a great time for small labels with people who are more entrepreneurial. As the top six become the top five, it creates a vacuum at the middle and bottom. It opens up for young people who have different approaches and ideas." — Geffen/DGC Records Chairman/CEO Ed Rosenblatt commenting at R&R Convention '98 about the impact of Seagram's purchase of PolyGram.

"In these days of rapid consolidation, huge money being paid for stations, and the attendant pressure of market share, programming has seemed to take a back seat to profits. That's a dangerous direction in an era in which unique content is getting spread awfully thin." — Virgin Group Of Companies founder/Chairman Richard Branson during his speech at R&R Convention '98.

June

"Success back then was measured in terms of 100,000, 200,000, 300,000 copies on the first one or two albums. That's not even break-even today." — Elektra Records founder/former CEO Jac Holzman on the changing business realities of the music industry.

"There is nothing out there that makes for a compelling deal. We have a minority stake in Jive, which is the largest independent in the U.S., but the other independents generally have been gobbled up." — BMG Entertainment President/CEO Strauss Zelnick on buying a record company.

September

"What I want to see is that people don't become afraid to feel things through music; that they don't end up getting too little old to care passionately about music and only having a nostalgia for music. That's a sad use of rock 'n roll." — Elvis Costello on the aging first generation of music luminaries.

October

"The teen audience is a lot like the rap audience in that the labels have to create the buzz and demand before the album actually exists, so that by the time it does come out it's instantly cool. That's why so many rap records sell so well out of the box — there's demand on the street." — Jive Records Director/Marketing Kim Kaiman on selling to the teen market.

"I've always thought the parenthetical albums were the most interesting. One of the drawbacks at this moment in time, in the music business is that so much emphasis is placed on a single record. Artists don't put out as many records as they used to. I think that's creatively stifling." — Beck on the release of his recent album, Mutations.

November

"It's a scary thing to change and do something totally different at this level of my career. It's a gamble. But it proves that if you stick with it, it will work." — R. Kelly on album reaction to his mainstream pop songs.

December

"There were quite a few program- mers who were worried about the hip-hop hybrid influences and that their listeners might confuse them with crossover or Urban stations and that the band might lose its identity. Now, the music is sophisticated enough that these bands have created their own identity." — Peter Katsis, Sr. VP/Music at the artist management company The Firm, on the rock-rap explosion.

Elektra Bows Web Promo For Rhymes Disc

Elektra Entertainment has teamed with national re- tail powerhouse Trans World Entertainment and Tower Records to market rapper Busta Rhymes' new album, E.L.F. — The Final World Front, over the Internet. The campaign, which began on December 9, allows consumers who buy the new album to create their own custom compilation of Rhymes' music for $4.99 (plus shipping handling). Fans who buy the album will be sent an e-mail giving them a password to the site (bustarhymes/CustomDisc.com). Available tracks include exclusive remixes of the songs "Woo Hah!" and "Do My Thing." The promotion lasts until January 15. The album hit retail on December 15.

U2 Release Web Vid Collection

In other web news, U2 is releasing a special video collection exclusively on the Internet. The video, which contains animation and graphics, features the band's current single, "The Sweetest Thing," and material from its recently released greatest hits collection, The Best Of 1980-1990. The video can be accessed at liveconcerts.com. island.co.uk/U2, and real.com. ... The Borders Group website (Borders.com) has been se- lected as the official online music retailer for the 41st Annual Grammy Awards.

More's on Before Springsteen's planned re- union tour with the E Street Band: The group plans to perform mostly at arenas and do 40 to 60 shows in the U.S., with ticket prices around $55. In other tour news, Korn plans to return next year with an even bigger "Family Val- ues" tour. Last year's inaugural 27-date tour — which featured Korn, Rammstein, Cube, Limp Bizkit, and Orgy — grossed over $6.4 million and played in front of nearly 250,000 people.

Ringo Starr's hit the road with his All Star Band beginning February 12 in Atlantic City, NJ. Joining him are Jack Bruce, Joe Walsh, and Todd Rundgren, among others.

This is that, Jewel. Paula Cole, Judy Collins, Chai Khan, and others will perform a special concert at Madison Square Garden on January 25, 1999, to raise money for the organization Zero Population Growth. The Artist Formerly Known As Prince plans to re-lease seven different versions of his 1985 hit "1999" in the new year. Among the styles to be made available are reggae, hip-hop, and dance versions ... Dead Can Dance member Lisa Gerrard and Brendan Perry have called it quits after 17 years together ... Despite published reports in Great Britain, London Records UK and All Saints member Nicole Appleton is still with the multiplatinum vocal group ... Platinum swing band Big Bad Voodo Daddy has joined the lineup for the Super Bowl's halftime show.
### Top 20

**December 18, 1998**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>Title</th>
<th>Producer</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Shawn Mullins</td>
<td>Lullaby</td>
<td>Columbia</td>
<td></td>
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<tr>
<td>2</td>
<td>Eagle-Eye Cherry</td>
<td>Save Tonight (Work)</td>
<td>M&amp;M</td>
<td></td>
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<tr>
<td>3</td>
<td>Sheryl Crow</td>
<td>My Favorite Mistake</td>
<td>A&amp;M</td>
<td></td>
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<tr>
<td>4</td>
<td>Goo Goo Dolls</td>
<td>Slide (Warner Bros.)</td>
<td>Warner</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Jewel</td>
<td>Hands (Atlantic)</td>
<td>Atlantic</td>
<td></td>
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<tr>
<td>6</td>
<td>Sarah McLachlan</td>
<td>Angel (Warner Sunset/Reprise)</td>
<td>Reprise</td>
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<tr>
<td>7</td>
<td>Third Eye Blind</td>
<td>Jumper (Elektra/EEG)</td>
<td>Elektra</td>
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<tr>
<td>8</td>
<td>Alanis Morissette</td>
<td>Thank U (Mercury/Reprise)</td>
<td>Mercury</td>
<td></td>
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<tr>
<td>9</td>
<td>Eve</td>
<td>6 Inside Out (RCA)</td>
<td>RCA</td>
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<tr>
<td>10</td>
<td>Matchbox 20</td>
<td>Back 2 Good (Lava/Atlantic)</td>
<td>Lava</td>
<td></td>
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<tr>
<td>11</td>
<td>U2</td>
<td>Morning (Lava/Atlantic)</td>
<td>Lava</td>
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<tr>
<td>12</td>
<td>Nine Inch Nails</td>
<td>Break My Heart (Elektra)</td>
<td>Elektra</td>
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<tr>
<td>13</td>
<td>Never There</td>
<td>(Capricorn/Mercury)</td>
<td>Mercury</td>
<td></td>
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<tr>
<td>14</td>
<td>Barenaked Ladies</td>
<td>It's All Been Done (Reprise)</td>
<td>Reprise</td>
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<tr>
<td>15</td>
<td>Barenaked Ladies</td>
<td>One Week (Reprise)</td>
<td>Reprise</td>
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<tr>
<td>16</td>
<td>Sixpence None The Richer</td>
<td>Kiss Me (S/Columbia)</td>
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<td>17</td>
<td>Everclear</td>
<td>Father (Capitol)</td>
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<td>18</td>
<td>Fastball</td>
<td>Fire Escape (Hollywood)</td>
<td>Hollywood</td>
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<tr>
<td>19</td>
<td>Goo Goo Dolls</td>
<td>Iris (Warner Sunset/Reprise)</td>
<td>Warner</td>
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<tr>
<td>20</td>
<td>Dave Matthews Band</td>
<td>Crush (RCA)</td>
<td>RCA</td>
<td></td>
</tr>
</tbody>
</table>

### Chart Notes

The chart reflects airplay from well-known alternative artists and has been compiled from the Custom Chart function on R&R ONLINE. © 1998 R&R Inc.

### New & Active

- **Lenny Kravitz**: Fly Away (Virgin)
- **Cake**: Never There (Capricorn/Mercury)
- **Khailee**: I'm Sorry (Hollywood)
- **Sugar Ray**: Every Morning (Lava/Atlantic)
- **Better Than Ezra**: At The Stars (Elektra/EEG)
- **Fly's Got You (Where I Can't Reach You)**: (Roma/Delicious Vinyl)
- **Soul Coughing**: Circles (MCA)
- **Everlast**: What It's Like (Tommy Boy)
- **Natalie Imbruglia**: Smoke (RCA)
- **Emilia**: Big Big World (Universal)

### Songs ranked by total plays

- **FLYS Got You (Where I Can't Reach You)**: Total Plays: 56, Total Stations: 6, Add: 5
- **Soul Coughing**: Circles: Total Plays: 56, Total Stations: 6, Add: 5
- **Everlast**: What It's Like: Total Plays: 56, Total Stations: 6, Add: 5
- **Natalie Imbruglia**: Smoke: Total Plays: 56, Total Stations: 6, Add: 5
- **Emilia**: Big Big World: Total Plays: 56, Total Stations: 6, Add: 5

### Contributing Stations

- KSFY, Sioux Falls, SD (HAC)
- WTMX, Chicago, IL (HAC)
- WHTX-South Bend, IN (HAC)
- WNAV, Greenville, NC (HAC)
- WQAR, New York, NY (HAC)
- WRIF, Detroit, MI (HAC)
- WHW, West Palm Beach, FL (HAC)
- WRBQ, Tampa, FL (HAC)

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**Callout America® Song Selections**

**CHR/POP**

<table>
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<tr>
<th>ARTIST TITLE LABEL(S)</th>
<th>TW</th>
<th>LW</th>
<th>3W</th>
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<tr>
<td>SARAH McLACHLAN (Angel (Warner Sunset/Reprise)</td>
<td>3.83</td>
<td>3.86</td>
<td>4.02</td>
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<tr>
<td>BRANDY Have You Ever? (Atlantic)</td>
<td>3.88</td>
<td>3.92</td>
<td>4.07</td>
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<tr>
<td>EYE 6 Inside Out (RCA)</td>
<td>3.83</td>
<td>3.81</td>
<td>3.79</td>
<td>3.90</td>
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<tr>
<td>EAGLE-EYE CHERRY Save Tonight (Work)</td>
<td>3.61</td>
<td>3.85</td>
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<td>DIVINE Lately (Pendulum/Red Ant)</td>
<td>3.79</td>
<td>3.83</td>
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<td>3.79</td>
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<td>WILL SMITH Miami (Columbia)</td>
<td>3.77</td>
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<td>OFFSPRING Pretty Fly (For A White Guy) (Columbia)</td>
<td>3.76</td>
<td>3.72</td>
<td>—</td>
<td>63.3</td>
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<tr>
<td>SANTANA TWAIN From This Moment On (Mercury)</td>
<td>3.76</td>
<td>3.57</td>
<td>3.78</td>
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<td>THIRD EYE BLIND Jumpin’ (Elektra/EFF)</td>
<td>3.71</td>
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<td>3.86</td>
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<td>MONIFAH Touch It (Uptown/Universal)</td>
<td>3.58</td>
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<td>’N Sync You (RCA)</td>
<td>3.56</td>
<td>3.79</td>
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<tr>
<td>AALIYAH Are You That Somebody? (Atlantic)</td>
<td>3.66</td>
<td>3.70</td>
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<td>JEWEL Hands (Atlantic)</td>
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<td>GOD DUMB L'aide (Warner Bros.)</td>
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<td>BRITNEY SPEARS Baby One More Time (Jive)</td>
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<td>WOMN &amp; M. CAREY When You... (Atlanta/Atlantic/Tha/World)</td>
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<td>U2 Sweeter Thing (Island)</td>
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<td>R. KELLY &amp; CELINE DION I'm Your Angel (Jive)</td>
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<td>LEMMY KRAVITZ Fly Away (Virgin)</td>
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<td>BARENAKED LADIES One Week (Reprise)</td>
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<td>EVERYTHING Hooch (Blackbird/Star)</td>
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<td>FASTBALL Fire Escape (Hollywood)</td>
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<td>JENNIFER PAIGE Crush (Edel America/Hollywood)</td>
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<td>ALANIS MORISSETTE Thank U (Maverick/Reprise)</td>
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<td>3.23</td>
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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 favorability represents the number of respondents who said they were tired of hearing the song. Sample composition is based on females aged 12-34, who responded favorably to a CHR/POP musical montage in the following regions and markets: EAST = Baltimore, Boston, Long Island, NY, Philadelphia, Pittsburgh, Providence, Washington, DC, SOUTH = Atlanta, Charlotte, Dallas, Houston, Miami, Orlando, Tampa, MIDWEST = Cincinnati, Cleveland, Columbus, Indianapolis, Kansas City, Milwaukee, Minneapolis, St. Louis. WEST = Los Angeles, Portland, Sacramento, Salt Lake City, San Diego, San Francisco, Seattle. Songs are removed from Callout America after 26 weeks of testing. © 1998, R&R Inc.
Mayflower, Bekins, U-Haul, and the rest of the moving companies should have been advertising in R&R long ago. Our ever-constant business — with people in search of the right gig or in the wrong place at the wrong time, consolidation woes, format flips, promotions, and the rest — kept people on the move this year. Here are some of the highlights of a very busy "89.

January

WWKX/Providence PD Joe Danan exits ... KCHR/Kansas City flips from Alternative to CHR ... Spring Broadcastings appoints WFHN/New Bedford, MA, PD Jim Reitz NE Program Mgr. and WFHN Promotions Dir.; Michael Rock is tapped as OM for sister WQNJ/New London, CT ... Legendary programmer/consultant Mike Joseph celebrates 40 years in the business ... KCMG/San Diego PD Bruce St. James is named PD at KFTK (Power 92)/Phoenix as KFFR PD Don Parker exits ... WVIN/Moody, CA, PD Steve Wall takes 10 a.m. and afternoon posts at KBOS/Fresno ... Former KLUC/Las Vegas VP/GM Tom Humm re-adds VP/GM duties at KZFX/Phoenix ... WJAR/Charleston, SC, PD Michael Stuart is appointed PD at KKKM/Colorado Springs ... WZEE/Madison, WI, appoints interim PDMorning driver Jimmie Steele PD ... R&R anounces its convention will be held June 11-13 at the legendary West Century Plaza Hotel in Century City, CA ... WNCI/Columbus GM Dave Robbins adds GM duties for sisters WCLE, WCMY and WCWM ... WFLY/Elmira, NY, appoints former driver Brian Stoll PD as Mike Strobek exits.

February

KKLQ/Q106/San Diego PD Mark Todd exits ... sister KHTS & KJQY PD Todd Shannon also adds GM duties ... Former KHTS/ San Jose PD John Christian is appointed PD at KVIN/Stockton ... KHTW/La Crosse, WI, PD Jeff Andrew takes PD duties at new CHY/PW/WVIT/Grand Rapids ... Former WSKS/Utica, NY, PD Bill Catcher is named OM at WLYN/WN & WYXK-FM/Miami, FL ... KWWK/San Luis Obispo, CA, flips from NAC to CHR/Rhythmic ... KMLE/San Francisco interim PD Joey Arbagey is appointed PD ... Former KMLE/San Francisco PD Michelle Sanicouosso exits for the PD chair at KUBL/Los Angeles ... WGA S. Dir. Rhythm Crossover Jerry McKenna is named PD at WWKX/Providence.

March

KUBE/San Antonio APD/farm director driver Eric Powers is elevated to PD as Mike Tierney splits for VP/Programming duties at VHI. After 10 years at Westwood One, Ca. Kasem signs with Chancellor's new AM/FM network ... Interim WICT/Indianapolis, IN, PD Jim Davis drops the "interim" tag ... Steve Smith is promoted from Dir/Programming to Emmis/ NY VP/Programming for WQHT- FM, NAC Smooth Jazz WCQD-FM, and Urban AC WRRK-FM. WQHT appoints APD/MD Tracy Cloherty to PD ... KMEL/Seattle Production Dir. Pete Arzannosh adds APD stripes ... WRQQ/Baltimore PD Tom Colaco is appointed OM for Radio One/Baltimore ... Former KFKR/Phoenix PD Don Parker is named OM at KCMC/LGA ... Former KKLQ/San Diego PD Mark Todd joins Bill Richards Radio Consulting ... WWHT/Syracuse PD Ed LaComb exits ... KBOE/Fresno Mgmt Dennis Martinez relinquishes those duties to PD Mike Strobek.

April

CB Sports net named Mel Karmazin Pres/COO ... KQKZ/Denver PD/morning co-host Rick Stacy relinquishes his PD duties ... WKSU/Cleveland PD Lisa Rodman steps down ... WZQX/WL/Denver, WI, PD/midday Sonny Valentin returns to CHRS/Pop KRFX/Livingston, KS ... WSB/Atlanta, GA, PD Sam Diamond is appointed midday at CHR/Pop ... WYTV/Daytona Beach. ... Chandler President/CEO Scott Ginsburg resigns ... KKKM/Colorado Springs PD Michael Stuart ... WPGC/Washington morning driver Donna Simpson ... Former PD at five-deal-year ... Shannon, Jim de Castro and CPO Mark Devine ink five new deals ... WPLT/Detroit PD Alex Tbear is promoted to ABC CHR/Rhythmic sister WQDR/Traverse City, MI, GM Fail Furillo rejoices as the new name is dropped by Chip Ehrhardt ... GM Dale Carpenter exits ... CHR/Pop KFFM/Yakima, WA.

May

KZFX/San Luis Obispo APD/farm director driver Eric Powers is elevated to PD as Mike Tierney splits for VP/Programming duties at VHI. After 10 years at Westwood One, Ca. Kasem signs with Chancellor's new AM/FM network ... Interim WICT/Indianapolis, IN, PD Jim Davis drops the "interim" tag ... Steve Smith is promoted from Dir/Programming to Emmis/NY VP/Programming for WQHT-FM, NAC Smooth Jazz WCQD-FM, and Urban AC WRRK-FM. WQHT appoints APD/MD Tracy Cloherty to PD ... KMEL/Seattle Production Dir. Pete Arzannosh adds APD stripes ... WRQQ/Baltimore PD Tom Colaco is appointed OM for Radio One/Baltimore ... Former KFKR/Phoenix PD Don Parker is named OM at KCMC/LGA ... Former KKLQ/San Diego PD Mark Todd joins Bill Richards Radio Consulting ... WWHT/Syracuse PD Ed LaComb exits ... KBOE/Fresno Mgmt Dennis Martinez relinquishes those duties to PD Mike Strobek.

June

Jarad Broadcastings debuts CHR/Rhythmic sign-on WXXP/Long Island ... KMEZ & WL&M/New Orleans OM Nick Ferrara is appointed Dir/Operations for Sinclair Broadcasting/New Orleans ... WPBC/Orange, CA, PD Bob "The Ragman" Wagnan takes over the PD reins at CHR/Pop WZWB-FM to succeed Joe Larson, who stays to sister WLTS PD as KLYS/Peachy PD Bobby Irwin is named PD at KKKM/Colorado Springs ... WCLL/ Las Vegas exits ... WDWM/Philadelphia named PD at KBOS/Fresno ... Former KCOX/Pittsburgh APD Chad Elliott adds PD duties for WCIL ... Ennis appoints WQKX/Cincinnati VPSGM Val Masaki VPGM of KPKW/Los Angeles ... KQZQ/San Francisco names WPNT/Milwaukee PD Mark Adams, former WOZZ/Chicago GM Greg Brady is PD at Cox's new CHR/Pop PD in Birmingham, which will use the WEDA calls at 97.3 as KTPY ... KQFV/Denver PD Rick Thomas and MD Eric Valdez exit ... KXLY/Ty, PD Michael Storm exits ... Star's Southern Star flips 100,000 watt AC WQEN/Birmingham to CHRS/Pop for sister WAMQ/Milwaukee.

July

KMXC/Honolulu exits ... Jimmy Haytt and "Kid" Leo Baldwin co-PDs ... WPRR/ LA, VP/GM Mark Pardoe named PD at KARM/Phoenix, WQVM/Mark iphone and PD Michelle Mercer exit ... Former Partners/VP Programming Eastern Region Dan Savadove is named VP/Programming at Charr's/Pop/WMID/Philadelphia to replace Gil Wozac, who was KQZQ/SP ... Mike Edwards takes over WLNK/Charlotte ... WHMS/Champaign, IL, PD Paul Kramler exits ... PDs at WJPC/Dayton; WPSI/Palm Springs, CA, promotes PD Mike Keane to OM; KQAC/Oxfeed APD/Mike Jacques Gonzalez Jaquez joins KSYM as PD ... WWKZ/Tulpe- to, MS, flips frequencies from 103.5 to 104.3 ... Entercom's WISP/Tampa flips from Soft AC to CHR/Rhythmic as "Wild 98.5." ... Former KFRT/Houston PD Mike Martinez is named PD at WQK/ Cincinnati ... WFXC/Pittsburgh PD/Region Mike Sharbo exits ... KQZQ/Pittsburgh APD/DJ Mike Sharp exits; WAJL/Dayton PD Jeff Dambrish exits ... WYXY/Philadelphia OM Bob Goldsmith is appointed OM/PD at sister KKM & KLZ/Philadelphia, replacing Mark Allen ... KQZQ/Ames, TX, PD Morning man Eric Stevens exits ... WJLD/Tallahassee PD Finger exits for afternoons at WLD/Enniscorthy; FL. PD Orlando resigns for afternoons at WLD/Tampa.

August

Former SFX Sr. VP Programming Jack Tadeo assumes duties for CBS' KLZ/Phoenix ... WQVQ/Connecticut OM Jean Tinsman to CHR/Pop ... New challengers ... Mark Mancini formerly of WIPR/Philadelphia exits; Jeff Rabino, recently of WSNY/New York exits sister WSNY exits for new KMXM/Houston PD ... CBS' WIPR/Philadelphia APD Michael Royer named PD at KMXM ... New York exits his current position in WPHT/Philadelphia to KMXM ... New York exits KMXM exits ... New York exits to become OM at KMXM/ Las Vegas, CO, OM Jean Tinsman to CHR/Pop ... New challengers ... Mark Mancini formerly of WIPR/Philadelphia exits; Jeff Rabino, recently of WSNY/New York exits sister WSNY exits for new KMXM/Houston PD ... CBS' WIPR/Philadelphia APD Michael Royer named PD at KMXM ... New York exits KMXM exits ... New York exits to become OM at KMXM/ Las Vegas, CO, OM Jean Tinsman to CHR/Pop...
The Chrysler Drunk Driving Simulator tour features a '98 Dodge/Plymouth Neon with an on-board computer program that delays the car's steering and braking. The car is programmed so your listeners can feel the effects of drunk driving without consuming alcohol.

This is the perfect way for your station to increase its community involvement and gain positive personality exposure. You can interview local police and spokespersons, announce hotline numbers and give away station promotion items supporting the event!
### MOST ADDED

| ARTIST TITLE LABEL | SUGAR RAY Every Morning (Lava/Atlantic) | 54
|--------------------|----------------------------------------|----|
| 2                  | ROD STEWART Faith Of The Heart (Universal) | 31
| 3                  | KHALEE No Mercy (Hollywood) | 21
| 4                  | CHER Believe (Warner Bros.) | 20
| 5                  | SUSEX NONE THE RICHER Kiss Me (Squad/Atlantic) | 19
| 6                  | BARENADED LADIES It’s All Been Done (Reprise) | 18
| 7                  | SARAH McLACHLAN Angel (Warner Sunset/Reprise) | 18
| 8                  | OFFSPRING Pretty Fly (For A White Guy) (Columbia) | 16
| 9                  | DEBORAH COX Nobody’s Supposed To Be Here (Arista) | 13
| 10                 | DIVINE Lately (Pendulum/Red Ant) | 13
| 11                 | LUCILLE SAM When I See You Smile (550 Music) | 13
| 12                 | SARAH McLACHLAN Angel (Warner Sunset/Reprise) | 12
| 13                 | ROYANNA GETS BIGGER (Arista) | 10
| 14                 | MONTANA DreamWorks (London/Island) | 10
| 15                 | BEYONCE Know It’s Me (Virgin) | 10
| 16                 | SUGAR RAY Every Morning (Lava/Atlantic) | 8
| 17                 | CHER Believe (Warner Bros.) | 7
| 18                 | SUSEX NONE THE RICHER Kiss Me (Squad/Atlantic) | 6

### MOST INCREASED PLAYS

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<th>ARTIST TITLE LABEL</th>
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<th>MOST INCREASED PLAYS</th>
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<td>SHAWN MULLINS Lullaby (Columbia)</td>
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<td>BLACKSTREET Mya (MASE... Take Me There (Interscope)</td>
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<td>MATCHBOX 20 Back 2 Good (Lava/Atlantic)</td>
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<td>SHAGGY (Lava/Atlantic)</td>
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<td>DIVINE Lately (Pendulum/Red Ant)</td>
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<td>SARAH McLACHLAN Angel (Warner Sunset/Reprise)</td>
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<td>MADONNA The Power Of Good-Bye (Maverick/WB)</td>
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### HOTTEST RECURRENTS

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<th>Hottest Recurrents</th>
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<td>2</td>
<td>2</td>
<td>KHALEE No Mercy (Hollywood)</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>BRITNEY SPEARS Baby One More Time (LIVE)</td>
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**Notes:**
- Breakers: Songs registering 2000 plays or more for the first time. Balities awarded to songs getting plays over the previous week. If two songs are tied in number of plays, the song being played on more rotations is picked first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on NRJ ONLINE.
- 155 CHR/Pop reporters. 153 current playlists. Songs below No. 25 are moved to recurring within 26 weeks. © 1999, R&R Inc.
Continued from Page 42

Hastings is promoted to OM for WABB... Dale Baird heads from the PD chair at KQKY/Beaumont, TX, to the same slot at WGZT/Dayton... Jim Kirkland is appointed OM for Sinclair’s Green Bay, WI, properties and adds regional programming duties; Nikki Nite segues to the PD slot at FBC from the same post at WWX/Mylle Beach, SC; KUDU/Dalton, GA; PD, Barry MacGuire joins KUMX/New Orleans for afternoons... WAQZ/Cincinnati flips to CHR/Pop from Alternative... Atlantic Star promotes Rob Williams to Ford Motors... Mgr... Ermonco’s new CHR/Pop KDND (109.7 The End/Sacramento) appoints former WDBZ/New York Steve Weed Station Manager... Clear Channel’s WXFX/West Palm Beach flips from Country to CHR/Pop... WXV/Baltimore PD Dave Ferguson exits... WSTO/Evanstville, IN, PD, Mary Sweeney exits along with MD Tim Michaelson as OM Sky Phillips adds MD duties and Continuity Dir; Cindy Merrer adds MD duties... KQKY/Beaumont, TX, MD Brandon Shaw is promoted to PD/Morning driving... KRUF & KYV/KShreveport, LA, PD Gary Robinson replaces Billy Surf as PD at KQAR/Little Rock. KQAR MD/middayer Randy Vaughn also exits for similar duties at WLKN/Charlotte. Replacing Robinson at KRUF is APD/afternoon driver Catfish Kelly... At WWLD/Tallahassee, FL, Steve King is named PD/MD.

September

CBS/Seattle Market Mgr. and KIBKS & KYCW VP/GM Fred Schumacher retires... WKRQ/Cincinnati PD Bill Klaproth exits his accepted MD duties at WLIU/En-Chicago... WYOW/Jackson, MS, APD/MD Kevin Vaughn adds PD stripes to KHTQ/Spokeake morning driver Gary Allen adds PD duties... Clear Channel’s KXXM/San Antonio hits the air as CHR/Pop. Sister KHHI/Austin PD Krash Kelly is accepted at KXXM PD, while KHTQ APD/Middayer Leslie Basenberg is upped to PD at KHTQ WLNL/Chicago, PA, PD, Jordan Walsh is named PD at WXFX/West Palm Beach; the station adds the new call letters WLDI... WBT/Dayton PD Jeff Ballentine exits his WCWI/En-Chicago call letters... WKFS... and WNNC/Combs PD John Dimich joins KSTP/San Diego as PD... WBL/Long Island PD Ken Medek returns to WKY/Wolkes Barre for mornings... KGOT/Anchorage, AK, PD Paul Walker is named PD at KDKU/Eugene, OR... WXSY-FM/Biloxi, MS, PD, Patty Sterry exits, and afternoon driver Scott Fox is appointed PD... Former WSSX/Charleston PD Calvin Hicks joins WYYB/Daytona Beach as PD... WHTZ & WKMU/New York S, VP/GM John Fullam is promoted to Sr. VP/Regional Operations for Chancellor... KPSI/Palm Springs, CA, PD, Jacob Gonzalez James is named Program Coordinator at KPWR/Los Angeles... KPSI OM Mike Keane adds PD duties... KFFM/Yakama, WA, PD Jim Allen adds OM duties... WNKS (Kiss 95.9)/Charlotte Morning drive Danny Wright secures to WJJC/Sandusky as PD.

October

WWAF (V100)/Charleston, WV, flips from Hot AC to CHR/Pop... WWBZ/Bangor, ME, flips from Soft AC to CHR/Pop... KBAT/Midland-Odessa, TX, flips from Rock to CHR/Rhythmic... KLZ/Lubbock, TX, flips from Classic Rock to CHR/Rhythmic... KRKO/Billings, MT, PD, Michael Knight is named PD at new CHR/Top 40 station KBTE/Casper, WY. Former K2/Zulu/ Lubbock, TX, MD Brent Henslee joins KCHX/Midland-Odessa, TX, as PD/middayer... WWX/Mylle Beach, SC, MD, Robert Allen is named Degnan OM and part-timer Mike Ward PD... WOWB & WOWZ/Utica, NY, PD, J.P. Marks adds OM duties... KLRS/Chico, CA, PD/MD Christopher Croll resigns for nights at new CHR/Pop KDND/Sacramento. Sister KRQZ PD Eric Brown segues to KLRS as PD/afternooner... WMWR & WMXW/Binghamton, NY, promote Adam Wiacek as MD... WSXN/Grand Rapids PD John Thomas is named PD at Cox’s WBLI/Long Island... KHTS/CHR/New San Diego PD Todd Shannon segue to sister KLZ/Los Angeles gives away $1,000,107.20 to one listener... CH/Pop KPRR/Amarillo, TX, PD/afternoon driver Andrew Wright upgrades to APD & MD, as Los Angeles drops Dance for Adult Alternative... WXV/Bay City Beach PD Calvin Hicks exits and is replaced by afternoon driver Farga... Scratch Jackson joins KQAR MYrtle Beach, SC, as OM... KHTQ/Spokane switches from CHR/Pop to Active Rock... WLN/Camptac, PA, APD/MD, Vince & Ward Michaels gets the official nod... KBOS/ Fresno PD Steve Wall exits... WNDU/ South Bend, IN, flips calls to WNDV... KSM/Fayetteville, AR, morning driver Bobby Ninoval is renamed PD... Former MTV/Pop/Recording Beno is appointed Programming/Opera Specialist... WJZ/Montgomery, AL, flips from Country to CHR/Pop... Former WLYF/Ellimia, NY, PD Mike Strobel re joins as PD.

December

WKKX & WMRR/Hanford PD Jay Beau Jones accepts the PD gig at Rhythmic Oldies WRCX/Chicago... KDON/Monterey PD Scooter B. Stevens is appointed PD at KQBT (The Stinger)/New Orleans... KXBS & KGRG PD Tim Richards is promoted to Regional PD for Pacific Star... Jacor’s CHR/ Rhythmic WMXJ/Rochester adds a simulcast on sister WYSR... KTHK/Seattle one driver Danny Wright secures to WJGC/Wausau as PD.

November

QBB/Austin PD Rick Thomas resigns for the PD post at Rhythmic AC XHRM/San Diego... Cox’s WEDA/Birmingham debuts as CHR... KUMX/New Orleans PD Kandy Klutch exits... Former WDRV/Pittsburgh PD Chris Shebel is named PD at Big City’s suburban Chicago station... WBM/WBBR & WCBF/Chicago flips to CHR... KTAA/Fresno PD Pattie Morrow drops stripes; OM Greg Mack adds PD duties... Bonnie Gones is promoted to APD at KMGM for Back Bay Broadcasters... WZEE/Madison, WI, PD Jimmy Steele is named PD at WRWV/Nashville... WSXN/Grand Rapids intern... WKGW/Pittsburgh promos the official nod... KBSO/ Fresno PD Steve Wall exits... WNDU/ South Bend, IN, flips calls to WNDV... KSM/Fayetteville, AR, morning driver Bobby Ninoval is renamed PD... Former MTV/Pop/Recording Beno is appointed Program Director/Opera Specialist... WJZ/Montgomery, AL, flips from Country to CHR/Pop... Former WLYF/Ellimia, NY, PD Mike Strobel re joins as PD.

PLEASE SEND YOUR HOLIDAY PHOTOS

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WHO YOU CALLIN’ BIG BOY?" — Well, the Big Boy of course. Actvismier Drew Carey gets a Java job at his favorite Bob’s Big Boy in Los Angeles, where the KIIS morning team Rick Dees and Ellen K hosted a live broadcast — after they finished some toast and jam.

December 18, 1998 R&R • 45

www.americanradiohistory.com
## CHR/POP PLAYLISTS

December 18, 1998  R&R • 47

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<tr>
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<td>LORNE MCCOMBER/Lover Boy</td>
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<td>SWEETBOX/Everything's Coming Up Roses</td>
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Website: www.rsonline.com
Effective 12/18/98

155 Total Reporters
Breaker Criteria: 200 Total Plays For The First Time

CHR/RYTHMIC REPORTERS
Effective 12/18/98
51 Total Reporters
Breaker Criteria: 500 Total Plays For The First Time

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<td>2705</td>
<td>2638</td>
<td>2526</td>
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<td><strong>DRU HILL</strong> I Need You (RCA/RB/Magic)</td>
<td>2550</td>
<td>2669</td>
<td>2716</td>
<td>2705</td>
<td>47/0</td>
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<td><strong>BLACKSTREET &amp; MYA</strong> IM-age... Take Me There (Interscope)</td>
<td>2308</td>
<td>2205</td>
<td>1954</td>
<td>1519</td>
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<td><strong>JAY-Z</strong> U.M.A.G.E. Can I Get A... (Def Jam/RAL/Mercury)</td>
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<td>2065</td>
<td>2071</td>
<td>1895</td>
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<td><strong>LAURYN HILL</strong> Doo Wop (That Thing) (Ruffhouse/Columbia)</td>
<td>2045</td>
<td>2242</td>
<td>2374</td>
<td>2493</td>
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<td><strong>DIVINE</strong> Lately (Pendulum/Red Ant)</td>
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<td>2348</td>
<td>2329</td>
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<td><strong>DEBORAH COX</strong> Nobody's Supposed To Be Here (Arista)</td>
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<td>1207</td>
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<td><strong>MONICA</strong> Angel Of Mine (Arista)</td>
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<td>1537</td>
<td>1263</td>
<td>1041</td>
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<td><strong>WHITNEY</strong> Miller (Columbia)</td>
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<td><strong>MONIFAH</strong> Touch It (Uptown/Universal)</td>
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<td>1234</td>
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<td><strong>DRU HILL</strong> These Are The Times (RCA)</td>
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<td>862</td>
<td>609</td>
<td>526</td>
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<td>876</td>
<td>704</td>
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<tr>
<td><strong>D'ANGELO</strong> My Little Secret (So So Def/Columbia)</td>
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<td>810</td>
<td>1225</td>
<td>1412</td>
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<td><strong>KELLY</strong> I/KEITH MURRAY (Island)</td>
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<td>913</td>
<td>889</td>
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<td>954</td>
<td>999</td>
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<td><strong>TQ</strong> Sweet Side (ClockWork/Epic)</td>
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<td>693</td>
<td>711</td>
<td>788</td>
<td>1006</td>
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<td>447</td>
<td>233</td>
<td>79</td>
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<td><strong>MYA</strong> (LaFace/Arista)</td>
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<td>980</td>
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<td><strong>ICE CUBE</strong> (M+S) Short Knop Pushin'... (LaFace/Arista)</td>
<td>592</td>
<td>610</td>
<td>535</td>
<td>503</td>
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<td>449</td>
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<td>93</td>
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<td><strong>JASON DEGUISE</strong> 2000 Years (RMG)</td>
<td>540</td>
<td>429</td>
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<td>93</td>
<td>22/5</td>
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<td><strong>BUSTA RHymes</strong> Gimme Some More (Elektra/EEG)</td>
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<td>376</td>
<td>254</td>
<td>62</td>
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**DEBUT**

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<td><strong>TLC</strong> Slick (LaFace/Arista)</td>
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<td>52</td>
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<td>286</td>
<td>222</td>
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<td>688</td>
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<td>855</td>
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<td><strong>TAMIA</strong> So Into You (West/West)</td>
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<td>500</td>
<td>530</td>
<td>621</td>
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<td><strong>BRITNEY SPEARS</strong> Baby One More Time (Jive)</td>
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<td>316</td>
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<td><strong>VOICES OF THEORY</strong> Wherever You Go (H.O.L.A./Red Ant)</td>
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<td>356</td>
<td>376</td>
<td>443</td>
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<td><strong>BOYZ II MEN</strong> Doo Wop (Qwest/WB)</td>
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<td>387</td>
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<td><strong>JUPHazard</strong> (So So Def/Columbia)</td>
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<td><strong>HOUSTON &amp; CAREY</strong> When You... (Arista/Columbia/DreamWorks)</td>
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<td>516</td>
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**HOTTEST RECURRENTS**

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<td>377</td>
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<td>399</td>
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- WJBQ

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- KPRR/E Paso, KDON/Salinas,
- WDOT/Detroit, Y100/Miami,
- Z90/San Diego, WKSL/Memphis,
- WWKX/Providence, KDGS/Wichita,
- WKTU/New York, KROQ/Tucson,
- KQMQ/Honolulu, WROX/Norfolk,
- KZFM/Corpus Christi

TOP 200 SINGLES 19* OVER 170,000 SCANNED

CALLOUT AMERICA
- #4 OVERALL!
- #2 WOMEN 25-34
- #7 WOMEN 12-17
- #8 WOMEN 18-25
- 7.5% BURN

MONITOR TOP 40 MAINSTREAM 23* - 20*

R&R CHR/POP CHART 23 - 19
+516 SPINS

VOICES OF THEORY
"Wherever You Go"

GOING FOR TOP 40 ADDS 1/18/99
CHECK IT OUT!

www.americanradiohistory.com
**CHR/RHYTHMIC REPORTERS**

Stations and their adds listed alphabetically by market

**CHR/RHYTHMIC Top 20**

**NEW & ACTIVE**

**FOXY BROWN** Hot Spot (Violator/Def Jam/RAL/Mercury)
Total Plays: 286, Total Stations: 24, Adds: 4

**SWEETBOX** U Make My Love Come Down (RCA)
Total Plays: 241, Total Stations: 13, Adds: 5

**SHAE JONES** Talk Show Shit! (Universal)
Total Plays: 235, Total Stations: 15, Adds: 2

**R. KELLY & CLYNE DION** I'm Your Angel (Jive)
Total Plays: 219, Total Stations: 9, Adds: 1

**CAM'RON FISHER** Feels Good (Entertainment/Epic)
Total Plays: 199, Total Stations: 11, Adds: 1

**ELVIS CRESPO** Suavemente (Sony/LA)
Total Plays: 197, Total Stations: 7, Adds: 0

**JUVENILE** Ha (Cash Money/Universal)
Total Plays: 181, Total Stations: 13, Adds: 10

**BIZZY BONE** Nobody Can Stop Me (Relativity)
Total Plays: 181, Total Stations: 13, Adds: 10

**R. KELLY** When A Woman's Fed Up (Jive)
Total Plays: 175, Total Stations: 9, Adds: 0

**KEITH SWAIN** I'm Your...? (V2)
Total Plays: 95, Total Stations: 11, Adds: 3

**BIG PUNISHER + MISSIONS** Push Me (Loud)
Total Plays: 95, Total Stations: 9, Adds: 9

**BIZZY BONE** Nobody Can Stop Me (Relativity)
Total Plays: 82, Total Stations: 9, Adds: 4

**NEXT** Whatever You Want (EMC/Wax)
Total Plays: 64, Total Stations: 19, Adds: 6

---

**TRU MASTER** — Loud rapper Pete Rock (i) stopped by KYLD/San Francisco to promote his first single, "Tru Master." Agreeing that Rock's latest album Soul Survival is off the hook is KYLD's Big Vanguard.

**FOR YOU**... — I will definitely take this snap, says Columbia artist Kenny Lattimore (i) during her recent visit to WPWGC/Washington to promote the latest single, "Days Like This." Shown hanging light with Lattimore is morning man Donnie Simpson.

---

**Songs ranked by total plays**

51 CHR/Rhythmic reporters and 90 urban reporters combine from the Custom Chart function on R&R Online. Rep ties listed manually extrapolate. For complete reporter lists refer to Rhythmic and Urban sections. © 1998, R&R Inc.
Why Do Many Wealthy Blacks Avoid Investing?

Higher-income blacks are as interested as the overall population in investing money, but have less trust in financial advisors, according to a survey done by Yankelovich Partners for Ariel Mutual Funds and Charles Schwab & Co. Of blacks with household incomes of $50,000 or higher, 75% say they never really know whether they can trust a financial advisor, and 57% say this is a reason they do not invest more.

Almost two-thirds are interested in learning more about how to choose a financial advisor. Three-quarters cite lack of knowledge about investing as a reason they do not save or invest more. The majority of African Americans in the survey prefer to invest with firms that are racially diverse (58%) and with black-owned or -managed mutual fund companies or investment firms (57%).

Whites with similar incomes tend to save or invest almost twice as much money per month as African Americans, even though blacks are slightly more likely than whites to invest monthly or more often (66% of blacks invest monthly or more often, compared to 62% of whites).

Almost two-thirds of black investors describe themselves as conservative investors, compared to just over half of whites. While the majority of both blacks and whites in this high-income group say they have money in the stock market, whites start investing in stocks much earlier than blacks, and significantly more whites than blacks invest in stocks overall (see chart below). Asked about preferred investment vehicles, 32% of blacks name stocks as the best overall investment, with 46% choosing real estate. A greater percentage of blacks than whites cite whole life insurance as the best investment. Only blacks with incomes of over $100,000 consider stocks the best investment.

The study also finds that savings goals differ by race. Whites save primarily for retirement (58%), while blacks' investment goals are more divided among retirement (37%), sending children to college (36%), being prepared for emergencies (19%), and achieving a better lifestyle (17%).

Clearly, black investors represent an untapped market for investment firms willing to target their marketing toward investor education, relationship-building, and making efforts to diversify.

Source: The Ariel/Schwab Black Investor Survey, Yankelovich Partners, Martin Synes, 101 Merritt 7 Corporate Park, Norwalk, CT 06851; Phone: (203) 844-6100; fax: (203) 843-8200. Price Call for Information. Minority Markets ALERT; November 1998.
IT’S BEEN A LONG TIME COMING.

MA$E PRESENTS...

HARLEM WORLD

I REALLY LIKE IT

HEAR IT NOW

THE PREMIERE SINGLE OFF THE ACTION-PACKED DEBUT ALBUM, “THE MOVEMENT.”
<table>
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<tr>
<th>Week of</th>
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<th>Song Name</th>
<th>Artist(s)</th>
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<tr>
<td>12</td>
<td>5</td>
<td>&quot;Runaway Love&quot;</td>
<td>Whitney Houston</td>
<td>78,700</td>
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<tr>
<td>13</td>
<td>4</td>
<td>&quot;I Look To You&quot;</td>
<td>Aretha Franklin</td>
<td>82,000</td>
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<tr>
<td>14</td>
<td>3</td>
<td>&quot;Don't Stop Dancing&quot;</td>
<td>The Bangles</td>
<td>85,000</td>
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<tr>
<td>15</td>
<td>2</td>
<td>&quot;The Way You Look Tonight&quot;</td>
<td>Barbra Streisand</td>
<td>87,000</td>
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<tr>
<td>16</td>
<td>1</td>
<td>&quot;Living On A Prayer&quot;</td>
<td>Bon Jovi</td>
<td>88,000</td>
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**TOTAL PLAYS:**

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<th>Top 5 Songs</th>
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<td>&quot;The Way You Look Tonight&quot;</td>
<td>87,000</td>
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<tr>
<td>&quot;Living On A Prayer&quot;</td>
<td>88,000</td>
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*Note: The chart data is truncated for brevity.*
ARTIST BREAKDOWN

ARTIST: FIVE YOUNG MEN
LABEL: LOUD

Five Young Men (or the Jackson 5 without the Afro and '70s attire) stopped by R&R to meet the staff. As they performed a couple of a capella songs, I thought, "This group is tight!" There are many groups coming out today that are hip-hop and R&B in style. Five Young Men stand apart from the rest. Their influence is R&B/gospel, their sound, incredible.

For 1, their debut album, will be released in January, and since I'm very impatient, I decided to do a breakdown on the sampler I received. As cute as they want to be, Carroll "CB" Braddy, Gregory Kirkland, Bradford McWhorter, Roman Tarplin, and Bruce Mayhew are a talented group, which provides a breath of fresh air in a time when male trios and quartets are being signed left and right (or so it seems). Hailing from the A-T-L, each member was hand-picked from a group of over 200 young men. During the past three years, these former "strangers" have gotten to know one another as well as themselves.

Using the vocal strength that each one possesses, the guys provide beautiful harmonies that aren't used in place of lead vocals. These guys have voices that can stand on their own, and when a capable voice sings a gospel song, you know you're in for a treat.

The debut single, "Grace," is warm and enlightening and will have you saying "Amen," while "Joy" combines an encouraging message with an up-tempo track. This song kicks knowledge, and if you're not careful, you might learn something. "Nothing But The Holy Ghost" is very contagious. In fact, as I listened to this track with Renee Bell (R&R NAC/MCA Asst. Editor), she began to act as if she was in church. (All I remember is braids flying and feet stomping.) My favorite is "Angel," which has the youngest member, Bruce Mayhew, singing lead and doing a darn good job. The last song on the sampler, "Give Love On Christmas Day," has Five Young Men sounding just like the Jackson 5. (Hey, guys, can you do "Ben," please?)

Five Young Men are a group destined for success. Their talent is genuine, their personalities are pleasant, and their influence is heavenly. The only regret I have regarding their visit to R&R is that they didn't sing "Angel," but there's always next year. Peace.

— Tanya O'Quinn
Asst. Urban Editor

The "next level" is the only phrase I can use to describe the sophomore project from Faith Evans. Being a fan of the first album, I expected a great deal from this project. I was not disappointed, Faith pleasantly surprised me with a Barry White-like groove on "Life Will Pass You By," and I felt her energy on "My First Love" (boy, Faith can write some powerful lyrics).

My favorite cut would have to be "Caramel Kisses" because of the Puff Daddy feel. By the way, I am glad to see that none of the cuts on the CD sound alike. Bad Boy should have no problem picking the next single — they're all good. I suggest that you put the CD player on "random" and enjoy, because Ms. Evans makes it easy to "keep the faith."

HE DID HIT IT — Those high notes, that is. Silas/MCA recording artist Jesse Powell recently treated the R&R staff to a great performance. Enjoying a photo op are (l to r) MCA's Ken James, R&R Urban Asst. Editor Tanja O'Quinn and Urban Editor Walt "Baby" Love, Powell, and R&R Asst. CHRI Editor Robert Pau and Sales Representative Paul Colbert. Once Powell left, some of the staff tried to hit those "Jesse" notes, but we had to cut the session short — the police showed up!

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**URBAN PLAYLISTS**

**FIND COMPLETE PLAYLISTS FOR ALL URBAN REPORTERS ON R&R ONLINE**
## URBAN AC REPORTERS

**Phone:** (310) 783-1667  
**Fax:** (310) 255-5763  
**E-Mail:** babylove@rronline.com  
**Website:** www.rronline.com  
**Effective:** 12/18/98

### 91 Total Reporters

**Breaker Criteria:** 1000 Total Plays For The First Time

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### URBAN AC PLAYLISTS

**FIND COMPLETE PLAYLISTS FOR ALL URBAN AC REPORTERS ON RAR ONLINE**

### 59 PLAYLISTS

**KJUA/Los Angeles, CA**  
**KJUS/Las Vegas, NV**  
**KWKX/Phoenix, AZ**  
**KXOZ/Minneapolis, MN**  
**KXLU/Los Angeles, CA**  
**KXU/Los Angeles, CA**  
**KX-1/Los Angeles, CA**  
**KX-2/Los Angeles, CA**  
**KX-3/Los Angeles, CA**  
**KX-4/Los Angeles, CA**  

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**WDAS/Philadelphia, PA**  
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**UMM/Atlanta, GA**  
**UMM/Atlanta, GA**  
**UMM/Atlanta, GA**  
**UMM/Atlanta, GA**  

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**1200-WABC/New York, NY**  
**1200-WABC/New York, NY**  
**1200-WABC/New York, NY**  
**1200-WABC/New York, NY**  
**1200-WABC/New York, NY**  
**1200-WABC/New York, NY**  
**1200-WABC/New York, NY**  
**1200-WABC/New York, NY**  
**1200-WABC/New York, NY**  
**1200-WABC/New York, NY**  

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**www.americanradiohistory.com**
**URBAN AC TOP 30**

**DECEMBER 18, 1998**

**NEW & ACTIVE**

<table>
<thead>
<tr>
<th>#</th>
<th>SN</th>
<th>LW</th>
<th>TW</th>
<th>ARTIST/TITLE/LABELS</th>
<th>TMW</th>
<th>LKJ</th>
<th>ZKJ</th>
<th>FKJ</th>
<th>TOTAL PLAYS</th>
<th>TOTAL STATIONS/ADS</th>
</tr>
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<tbody>
<tr>
<td>2</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>DEBORAH COX Nobody's Supposed To Be... (Arista)</td>
<td>1120</td>
<td>1092</td>
<td>1167</td>
<td>1166</td>
<td>37/0</td>
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<tr>
<td>3</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>KIRK FRANKLIN Lean On Me (Gospo Centric)</td>
<td>792</td>
<td>856</td>
<td>945</td>
<td>973</td>
<td>31/0</td>
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<td>4</td>
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<td>3</td>
<td>3</td>
<td>BRANDY Have You Ever's (Atlantic)</td>
<td>755</td>
<td>707</td>
<td>616</td>
<td>526</td>
<td>34/0</td>
<td></td>
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<tr>
<td>5</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>MAXWELL Matrimony Maybe You (Columbia)</td>
<td>717</td>
<td>615</td>
<td>521</td>
<td>382</td>
<td>36/0</td>
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<td>6</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td>HOUSTON &amp; CAREY When You... (Arista/Columbia/DreamWorks)</td>
<td>687</td>
<td>671</td>
<td>654</td>
<td>565</td>
<td>35/0</td>
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<tr>
<td>7</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>DIVINE Refrigeration (Motown)</td>
<td>591</td>
<td>515</td>
<td>567</td>
<td>675</td>
<td>26/0</td>
<td></td>
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<tr>
<td>8</td>
<td>7</td>
<td>7</td>
<td>7</td>
<td>AARON HALL All The Places I Will Kiss You (MCA)</td>
<td>527</td>
<td>536</td>
<td>560</td>
<td>539</td>
<td>27/0</td>
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<td>9</td>
<td>8</td>
<td>8</td>
<td>8</td>
<td>GERALD LEVERT Taking Everything (EastWest/EEG)</td>
<td>515</td>
<td>512</td>
<td>568</td>
<td>634</td>
<td>25/0</td>
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<td>10</td>
<td>9</td>
<td>9</td>
<td>9</td>
<td>LUTHER VANDROSS I Know (LV/Virgin)</td>
<td>473</td>
<td>419</td>
<td>370</td>
<td>347</td>
<td>28/1</td>
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<tr>
<td>11</td>
<td>10</td>
<td>10</td>
<td>10</td>
<td>LEVERTS Where Would I Be (Virgin)</td>
<td>456</td>
<td>471</td>
<td>576</td>
<td>624</td>
<td>24/0</td>
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<tr>
<td>12</td>
<td>11</td>
<td>11</td>
<td>11</td>
<td>WHITNEY HOUSTON &amp; FRIENDS Grown Women (Bad Boy/Arista)</td>
<td>449</td>
<td>361</td>
<td>318</td>
<td>292</td>
<td>22/3</td>
<td></td>
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<tr>
<td>13</td>
<td>12</td>
<td>12</td>
<td>12</td>
<td>THE NUBIANS Makeda (Gemini/Universal)</td>
<td>425</td>
<td>468</td>
<td>585</td>
<td>706</td>
<td>23/0</td>
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<td>14</td>
<td>13</td>
<td>13</td>
<td>13</td>
<td>MONICA Angel Of Mine (Arista)</td>
<td>406</td>
<td>375</td>
<td>336</td>
<td>282</td>
<td>29/0</td>
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<tr>
<td>15</td>
<td>14</td>
<td>14</td>
<td>14</td>
<td>PEABO BRYSON &amp; ROBERTA FLACK You're In Love (Columbia)</td>
<td>382</td>
<td>375</td>
<td>452</td>
<td>522</td>
<td>22/0</td>
<td></td>
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<tr>
<td>16</td>
<td>15</td>
<td>15</td>
<td>15</td>
<td>THE WRECKS We All Got It (Arista)</td>
<td>353</td>
<td>367</td>
<td>442</td>
<td>452</td>
<td>16/0</td>
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<tr>
<td>17</td>
<td>16</td>
<td>16</td>
<td>16</td>
<td>BRIAN MCKNIGHT The Only One For Me (Motown)</td>
<td>350</td>
<td>295</td>
<td>248</td>
<td>170</td>
<td>19/0</td>
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</tr>
<tr>
<td>18</td>
<td>17</td>
<td>17</td>
<td>17</td>
<td>YOUNG MARCUS The One That Got Away (F2/Sony)</td>
<td>342</td>
<td>323</td>
<td>307</td>
<td>285</td>
<td>13/0</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>18</td>
<td>18</td>
<td>18</td>
<td>LARRY LEVITT With You (Avex)</td>
<td>344</td>
<td>300</td>
<td>279</td>
<td>214</td>
<td>26/1</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>19</td>
<td>19</td>
<td>19</td>
<td>VOICES OF THEORY Before You Go (H.O.L.A./Red Ant)</td>
<td>315</td>
<td>325</td>
<td>313</td>
<td>268</td>
<td>21/2</td>
<td></td>
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<tr>
<td>21</td>
<td>20</td>
<td>20</td>
<td>20</td>
<td>LARRY LEVITT With You (Avex)</td>
<td>309</td>
<td>279</td>
<td>202</td>
<td>155</td>
<td>26/0</td>
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<tr>
<td>22</td>
<td>21</td>
<td>21</td>
<td>21</td>
<td>CECE WINANS Standing (Ruffhouse/Columbia)</td>
<td>306</td>
<td>330</td>
<td>348</td>
<td>356</td>
<td>13/0</td>
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<tr>
<td>23</td>
<td>22</td>
<td>22</td>
<td>22</td>
<td>JAMES SCOTT High (Arista)</td>
<td>285</td>
<td>227</td>
<td>236</td>
<td>142</td>
<td>23/2</td>
<td></td>
</tr>
<tr>
<td>24</td>
<td>23</td>
<td>23</td>
<td>23</td>
<td>PEABO BRYSON &amp; ROBERTA FLACK You're In Love (Columbia)</td>
<td>281</td>
<td>234</td>
<td>204</td>
<td>174</td>
<td>18/0</td>
<td></td>
</tr>
<tr>
<td>25</td>
<td>24</td>
<td>24</td>
<td>24</td>
<td>PRINCESS PRINCESS (Motown)</td>
<td>281</td>
<td>234</td>
<td>204</td>
<td>174</td>
<td>18/0</td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>25</td>
<td>25</td>
<td>25</td>
<td>CHAD HARRISON &amp; THE GROOVE FACTORY Right By My Side (Motown)</td>
<td>268</td>
<td>236</td>
<td>200</td>
<td>189</td>
<td>20/3</td>
<td></td>
</tr>
<tr>
<td>27</td>
<td>26</td>
<td>26</td>
<td>26</td>
<td>JERRY REED &amp; THE SOUTHERN BOYS All I Ever Wanted (F2/Sony)</td>
<td>266</td>
<td>236</td>
<td>200</td>
<td>189</td>
<td>20/3</td>
<td></td>
</tr>
<tr>
<td>28</td>
<td>27</td>
<td>27</td>
<td>27</td>
<td>KELLY PRICE Friends (Arista)</td>
<td>268</td>
<td>236</td>
<td>200</td>
<td>189</td>
<td>20/3</td>
<td></td>
</tr>
<tr>
<td>29</td>
<td>28</td>
<td>28</td>
<td>28</td>
<td>CHAD HARRISON &amp; THE GROOVE FACTORY Right By My Side (Motown)</td>
<td>268</td>
<td>236</td>
<td>200</td>
<td>189</td>
<td>20/3</td>
<td></td>
</tr>
<tr>
<td>30</td>
<td>29</td>
<td>29</td>
<td>29</td>
<td>MAURICE WHITE My Faith (Flyte Tyme/MCA)</td>
<td>255</td>
<td>233</td>
<td>153</td>
<td>69</td>
<td>19/0</td>
<td></td>
</tr>
</tbody>
</table>

**Breaking: Songs ranking 350 plays or more for the first time. Bullet points indicate number of plays. 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 appearance R&R ONLINE.**

**谢谢您，Urban AC Radio! 开放于1998年12月18日**

**“Makeda”**

第一单曲，来自专辑《Princesses Nubiennes》

**R&R URBAN AC CHART 30-25**

已上线：KLH, WDAS, KMJQ, KMKJ, KATZ, WXMG, WYLD, WMJJ, WKJS, KQXI, WDIT, WMGI, WPAL, WFLM, WRBV, WLHV, WAAV, KXZZ, WJVA, KLMB

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**为获取更多信息：**
Bruce Jones 323.462.2114 / www.highraterooms.com

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**HOTTEST RECURRENTS**

R. KELLY & CELINE DION I'm Your Angel (Jive) Total Plays: 135, Total Stations: 8, Adds: 0

UNCLE SAM When I See You Smile (550 Music) Total Plays: 151, Total Stations: 13, Adds: 0

LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia) Total Plays: 131, Total Stations: 5, Adds: 1

JIMMY SOMMERS Promise Me (Gemini/Universal) Total Plays: 130, Total Stations: 11, Adds: 3

**破纪录者：**

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1998: An Unsetting Year

Maybe it's the millennium. Or perhaps, was the year the efforts by the fast and furious consolidation experienced over the last two and a half years.

Consolidation Slows

There were fewer deals made in 1998 primarily because there were fewer competitors to Country, and most of the deals were brokered, in markets in 1990's, held in many cases, actually improved their ratings in the past year. Unfortunately, most Country stations in other markets continued to struggle, the tows have slowed considerably.

In Review

Looking ahead: It will be interesting to see what impact Country's "Jam- min' Oldies" - the only other format besides Country that is targeted at 25-54 with an urban format. Thus far, it has been out conjunto everywhere it's been launched. Will it prove to be a drain on our female listening?

The Final Word

Finally, 1998 is ending on a somewhat unsetting note with regard to the radio and record relations. Economic pressures and an environment that makes it even more difficult to break art has got people looking to boost the allocation of their promotional dollars. As of this writing, it appears that small Market Country outlets may well bear the brunt of the new policies.

Ins & Outs

There were 123 fewer commercial radio stations programming Country in November '98 vs. November '97. According to the M Street Journal, there were 2368 Country outlets as of November '98 vs. 2491 in October '97. That compares to 2525 in 1996, 2562 in 1995, 2648 in '94, 2940 in '93, and 3006 for the compara- site 2488 in '99. Here are some of those that came and went in 1998.

- WUPW/Atlantic City, NJ
- 1400/KLNC/Austin
- 1400/KHUL/Honolulu
- WWRQ/Washington
- WJRZ/Monmouth/Ocean
- WSKW/Warren, PA
- KFXD/Fresno
- WKKO/Knoxville
- WTVN/Tallahassee, FL
- WFXG/West Palm Beach

MILESTONES

Promotions, Appointments, And Honors

<&&<

巡暖 says:
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MILESTONES

Promotions, Appointments, And Honors

<&&<
What's The Matter With You Baby

The debut single from Claudia Church

Get ready to start 1999 out the right way!

written by BETH NIELSEN CHAPMAN and ANNIE ROBOFF
produced by RODNEY CROWELL

Management: Burt Stein/Gold Mountain Entertainment
www.reprisenashville.com ©1998 Reprise Records
Industry Rumors Kept Flying

As Nashville tightened its belt another notch, the Music City rumor mill worked overtime in 1998, with industry insiders speculating on the fate of several labels and key executives.

Just last week, one of those hot rumors — the possible merger of MCA and Capitol/Nashville — took off down a new path. This time, it was the President/CEO of Capitol, Joe Mansfield, who voiced concern that he expected the label to be sold, and that he would be put in charge of overseeing the new label. Mansfield's concern was that he might lose his job, and that he would have to manage the new label alone. Mansfield also announced a new artist signing, including Jon Randall, Marie Wood, and Country Music Hall of Fame member George Jones.

New Labels

As the rumors began, Nashville was keeping a close eye on the new country labels — DreamWorks and Lyric Street — which were just beginning to flex their muscles. Both labels had established themselves as serious players. DreamWorks enjoyed immense success with Randy Travis' "Out Of My Bones" and Lyric Street made impressive strides with Lari White and Aaron Tippin.

The two new labels have different philosophies and the use of titles for their personnel. Nashville decided that the move by James Stroud announced the appointments of former MCA/Nashville Promotions Scott Borchetta as Sr. Executive and in charge of radio promotion, and former Warner/Reprise "Vice President" of Adult Country radio promotion, Mary Dark as Head of Promotion.

Lyric Street President Randy Goodman said that Borchetta would be "the face of the company" and that he was "the right man for the job." While Sony Music Nashville has a lengthy history with the Columbia and Epic labels, the company celebrated the resurrection of its Monument imprint. The print for celebrations came from the Dixie Chick's Monument debut album, Wide Open Spaces, which last week received triple-platinum certification from the RIAA.

Another label, BNL, was activated after Web IV Music received approval for the use of the name. BNL's master recordings are BNL-owned, and Sony owns the rights to master recordings of BNL Records, which BNL owner BNL-Berns' legal advisors — BNL-Berns — founded in the '60s. While lacking the lux-ury of a parent company's corporate heritage, BNL's strategy is strong showing with its first country act, singer/songwriter Monty Holmes, former Atlantic/Nashville National Director/Promotion Larry King joined BNL II as Exec. VP, but will be replaced by the company in December.

Former Atlantic/Nashville National Director/Promotion of Artist Development Evelyn Kahn was added to BNL as VP/Artist Devel-opment and was elevated to Exec. VP following King's departure.

Other Tidbits

Arista and MCA joined forces to release and promote "If You See Him/If You See Her," the first recorded duet featuring Brooks & Dunn and Reba McEntire. In addition to hitting No. 1 on the R&R Country chart, the artists received a great deal of attention to a national tour and drive record sales. The project was cross-promoted by including the track on the Country Music Association's "May You See Her" album and the "May You See Him" album was certified for both.

The past year also brought other news, including: In October, RCA Label Group/Nashville (RLG) Chairman Joe Galante signed a new five-year contract. RLG VP/Strategic Business Development Thomas Daniel exited the company after the agreement was terminated. Nationwide corporate restructuring at Warner Bros. - Reprise led to the closing of its Nashville-based distribution at the division, including VP/ A&R Doug Grau.

Amos Sound closed its Nashville office in late January. With the closure, the company had dismantled its promotion department while negotiating a new lease on its downtown Nashville office.

Gaylord Entertainment bought the building at 25 Music Square West that was built — but never occupied — by Capitol. The 40,000-square-foot building sold for $6.85 million.

TBA Entertainment, the parent company of Avalon Entertainment Group and Warner/Avalon, purchased the management firm of Tilley/Spalding & Associates, whose management clients include Brooks & Dunn, Kathy Mattea, and Charlie Wright.

The Country Music Hall of Fame moved closer to its $15 mil-lion goal in a capital campaign to partially finance its Race of Champions. The new Hall of Fame building in downtown Nashville. More than $9.5 million of the $10 million goal will be used to build the new facility.

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## Country Top 50

**December 18, 1998**

### Breakers

<table>
<thead>
<tr>
<th>Artist Title (Label)</th>
<th>Play Freq</th>
<th>Total Plays</th>
<th>+/− Points</th>
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<tbody>
<tr>
<td>KENNY CHESNEY &amp; Q.</td>
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<tr>
<td>How Far Hee Feels (BNA)</td>
<td>75% of our reports on it (156 stations)</td>
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<td></td>
</tr>
<tr>
<td>CHAD BROCK</td>
<td>Ordinary Life (Warner Bros.)</td>
<td>62% of our reports on it (129 stations)</td>
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<td>55 Adds + Moves 40-30</td>
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### Most Added

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<th>Play Freq</th>
<th>Total Plays</th>
<th>+/− Points</th>
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<tr>
<td>KENNY CHESNEY</td>
<td>How Far Hee Feels (BNA)</td>
<td>55 Adds</td>
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<tr>
<td>TY HERNDON Hands Of A Working Man (Epic)</td>
<td>42</td>
<td></td>
<td></td>
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<tr>
<td>TRACY BYRD</td>
<td>When Mama Ain't Happy (MCA)</td>
<td>36</td>
<td></td>
</tr>
<tr>
<td>ANDY GRIGGS You Won't Ever Be Lonely (RCA)</td>
<td>35</td>
<td></td>
<td></td>
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<tr>
<td>CHAD BROCK</td>
<td>Ordinary Life (Warner Bros.)</td>
<td>28 Adds</td>
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<tr>
<td>SAWYER BROWN Drive Me Wild (Curb)</td>
<td>21</td>
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<td></td>
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<tr>
<td>LEE ANN WOMACK I Think Of A Reason Later (Decca)</td>
<td>20</td>
<td></td>
<td></td>
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<tr>
<td>THAIA DON'T Impress Me Much (Mercury)</td>
<td>20</td>
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### Most Increased Points

<table>
<thead>
<tr>
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<th>Play Freq</th>
<th>Total Plays</th>
<th>+/− Points</th>
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<tbody>
<tr>
<td>DIXIE CHICKS You Were Mine (Monument)</td>
<td>910 Adds</td>
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<tr>
<td>SHANIA TWAIN Don't Impress Me Much (Mercury)</td>
<td>804 Adds</td>
<td></td>
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<tr>
<td>KENNY CHESNEY How Far Hee Feels (BNA)</td>
<td>784 Adds</td>
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<tr>
<td>RANDY TRAVIS Spirit Of A Boy... (DreamWorks)</td>
<td>675 Adds</td>
<td></td>
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<tr>
<td>MARK WILLS I Don't Want To Miss A Thing (Decca)</td>
<td>600 Adds</td>
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<td></td>
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<tr>
<td>TRISHA YEARWOOD Powerful Thing (MCA)</td>
<td>549 Adds</td>
<td></td>
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</tr>
<tr>
<td>TRACY BYRD WITH A Little Help From My Friends (Epic)</td>
<td>501 Adds</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MARTINA MCBRIDE Wrong Again (RCA)</td>
<td>456 Adds</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Hottest Recurrents

<table>
<thead>
<tr>
<th>Artist Title (Label)</th>
<th>Play Freq</th>
<th>Total Plays</th>
<th>+/− Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>GARTH BROOKS It's Your Song (Capitol)</td>
<td>65 Adds</td>
<td></td>
<td></td>
</tr>
<tr>
<td>TY HERNDON It Must Be Love (Epic)</td>
<td>45 Adds</td>
<td></td>
<td></td>
</tr>
<tr>
<td>DIXIE CHICKS Wide Open Spaces (Monument)</td>
<td>44 Adds</td>
<td></td>
<td></td>
</tr>
<tr>
<td>GEORGE STRAIT We Really Shouldn't Be Doing This (MCA)</td>
<td>43 Adds</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ALABAMA How Do You Like It Now (RCA)</td>
<td>40 Adds</td>
<td></td>
<td></td>
</tr>
<tr>
<td>TIM MCGRAW Where The Green Grass Grows (Curb)</td>
<td>39 Adds</td>
<td></td>
<td></td>
</tr>
<tr>
<td>LEE ANN WOMACK A Little Past Little Rock (Decca)</td>
<td>38 Adds</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MARTINA MCBRIDE I'm Every Woman (Reprise)</td>
<td>38 Adds</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

---

This chart reflects airplay from December 14-20. Songs ranked by total points. Highlighted songs indicate Breaker.

*207 Country reporters, 202 current playlists. Songs that are shown in points for three consecutive weeks and below No. 1 are moved to recurrent. © 1998, R&R Inc.*

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**BRING COUNTRY'S HOTTEST STARS INTO YOUR MARKET EVERY NIGHT...**

ологічно-музичний дуо від G Jones Radio Network

**MARTY & DALLAS**

**JONES RADIO NETWORK**

For market exclusivity, call Michael Henderson, Director of Affiliate Sales 303-784-8700
Brooks & Dunn "I Can't Get Over You"

Arista: Having recently completed their tour with Reba McEntire, Brooks & Dunn will be enjoying a little holiday time off before returning to the road early next year. "I Can't Get Over You," the latest single from the platinum-selling album If You See Her, was written by Ronnie Dunn and frequent collaborator Terry McBride.

Patty Loveless "Can't Get Enough"

Epic: Don't look for "Can't Get Enough" as a track on the Long Stretch Of Lonesome album. Written by Blair Daley, it's one of three new tracks Patty Loveless recorded for her upcoming Greatest Hits package. Set for March 16 release, the album will include nine other songs that became staples at Country radio.

Bruce Robison "Desperately"

Lucky Dog: If you've caught one of Bruce Robison's recent shows, you've heard some of the new songs that are likely candidates for his next album. In the meantime, the Texas singer/songwriter provides "Desperately" as the new single from his Lucky Dog debut album, Wrapped In October, Robison joined wife Kelly Willis and friend Richard Buckner for a series of dates billed as the "The Good, the Bad, and the Ugly" tour. Robison and Willis will be teaming up for several Texas shows in January.

Lee Ann Womack "I'll Think Of A Reason Later"

Decca: While awaiting the birth of her second child, Lee Ann Womack has begun a home study program to complete her music business degree at Nashville's Belmont University. Womack's daughter, Aubrie, was part of her inspiration for returning to the books. Womack says, "I don't want her telling me years from now, 'Mom, you didn't finish!" And if parenting and education weren't enough, Womack provides "I'll Think Of A Reason Later," the latest single from her sophomore album, Some Things I Know.

MARTINA'S GOOFY CHRISTMAS — Martina McBride and another noted celebrity gathered for a photo op after recently taping The Walt Disney World Very Merry Christmas Parade. Fortunately, Goofy doesn't sing when McBride performs "Wrong Again" and "Let It Snow" during the TV special, which also stars Donny Osmond and N Sync. ABC TV airs the show at 10am ET on Christmas Day.

TY HERDONG "Hands Of A Working Man" (Epic)

Ty Herndon does not pick a "bad" song. That is the key right there! I don't recall a single that hasn't worked for him. He has a great voice, and the production always matches whatever the song is meant to do — it's the perfect combination. His latest release, "Hands Of A Working Man," has all the qualities to make a hit. This time of year people appreciate a "good message song" — one that touches lives and is rich in family values. "Hands Of A Working Man" is a wonderful slice-of-life record that fits country music perfectly. It's the type of song that makes the format successful. Couple that with Herndon's track record, and you have a winner!

KENNY CHESNEY "How Forever Feels" (BNA)

We've been planning "How Forever Feels" for a few weeks, and it is one of the most reactionary Kenny Chesney songs we have ever played! It's the type of song you put on the air and immediately you get excited about playing it — that doesn't happen all too often these days. "How Forever Feels" will be a huge success for Kenny. His vocals are strong and the sound is absolutely amazing, upbeat, fresh, and new. I'm so thrilled about this record, I can't wait to hear the rest of the album! It's just a damn exciting song, and that's all there is to it!
NEW & ACTIVE
GEORGE STRAIT You Haven’t Left Me Yet (MCA)
Plays Include: KIKK 54 (54), WAMZ 40 (40)

JON RANDALL She Don’t Believe In Fairy Tales (Asylum/Egg)
Plays Include: KEAN 15 (15), WAIB 14 (14), WXCL 12 (12), WAXX 10 (10), WMTZ 10 (10), WOVK 10 (10), KVOO 8 (8), WSKS 8 (8), KEY 7 (7), KKJG 7 (7), WDRJ 7 (7), WWGR 7 (7), WTRC 6 (6), KFDI 5 (5), KRWQ 5 (5), KSSN 5 (5), KTTS 5 (5), WDEN 5 (5), WHSL 5 (5), WQKY 5 (5), WQYK 5 (5)

SCRUGGS W/CARPENTER
It’s Only Love (Reprise)

SONGS RANKED BY TOTAL POINTS

COUNTRY VEDIO

RADIO ONE COUNTRY PLAYLIST

JoBarre & (970) 949-3339

WYAB 14 (14), WOVK 10 (10), KEAN 8 (8), WWWW 6 (6), WHSL 5 (5), WQKY 5 (5), WQYK 5 (5)

Monte Warden Someday (Asylum/Egg)
Plays Include: WYYY 15 (10), KTTY 5 (5), WDEN 5 (5)

Broadcast Programming
Walters Powers *(800) 426-9082

Super Country/Pure Country
Ken Moultrie
Adds: No Adds

Hottest:
MARTINA McBRIDE Wishing Again
TERRY CLARK You’re Easy On The Eyes
TERRY CLARK I’ll Miss That Way Again
BROOKS & DUNN Husbands And Wives
ALAN JACKSON Right On The Money

Mainstrean Country
L.J. Smith
Adds:
BILLY Ray Cyrus Busy Man
SHANIA TWAIN That Don’t Impress Me Much

GARTH BROOKS That Don’t Impress Me Much (Capitol)
TOBY KEITH America (Mercury)
MARTINA McBRIDE The Christmas Song (RCA)

ADD
TY HERDON Hands Of A Working Man
KINLEYS Somebody’s Out There Watching
TRACTORS Shorten’ Bread

ELITE
JO DEE MESSINA Stand Beside Me
T. YEARWOOD & G. BROOKS Where Your Road Leads
SAMMY HAGAR One Day Left To Live
JOHN MICHAEL MONTGOMERY Hold On To Me
TOLY KEITH Getcha Some

NATIONAL RADIO FORMATS

ABC Radio Networks
Coast-To-Coast
Mark Edwards *(972) 991-9200

Adds:
SAYWER BROWN Drive Me Wild
KENNY CHESNEY How Forever Feels
LEE ANN WOMACK I Think Of A Feeling Later

Hottest:
RANDY TRAVIS Spend Of A Boy, Wisdom Of A Man
MARK CHESNEY I Don’t Want To Miss A Thing
T. GRAMMER BROWN Wine Into Water

Real Country
Dave Nicholson *(602) 966-6236

Adds:
TERRY CLARK When Mama Ain’t Happy
KENNY CHESEY How Forever Feels
ALABAMA Keeps ’em Up

Hottest:
ALAN JACKSON Right On The Money
JODEE MESSINA Stand Beside Me
TIM MCGRAW For A Little While
RANDY TRAVIS Spend Of A Boy, Wisdom Of A Man

ALTERNATIVE PROGRAMMING
Steve Knoll *(800) 231-2818

GARY KNOLL
Adds:
TERRY CLARK When Mama Ain’t Happy
KENNY CHESEY How Forever Feels
ALABAMA Keeps ’em Up

Hottest:
ALAN JACKSON Right On The Money
JODEE MESSINA Stand Beside Me
TIM MCGRAW For A Little While
RANDY TRAVIS Spend Of A Boy, Wisdom Of A Man

WideScreen
Broderick
Broadcast Programming Continues

JONES Radio Network
Jim Murphy *(330) 784-8700

CO Country
John Hendricks
Adds:
TERRY CLARK When Mama Ain’t Happy
LINDA DAVIS In Your Eyes
SHANIA TWAIN That Don’t Impress Me Much

Hottest:
BLACKHAWK There You Have It
TERRY CLARK You’re Easy On The Eyes
ALAN JACKSON Right On The Money
AARON TIPPIN For You / Will
CLAY WALKER You’re Beginning To Get To Me

WESTWOOD ONE RADIO NETWORKS
Charlie cook *(808) 294-9000

Mainstream Country
David feiker
Adds:
DERY DODD A Better End
STEVE WARINER Every Little Whisper

Hottest:
CLAY WALKER You’re Beginning To Get To Me
BROOKS & DUNN Husbands And Wives

Hot Country
David feiker
Adds:
KENNY CHESNEY How Forever Feels
LINDA DAVIS I’m Yours
SAYWER BROWN One Day Left To Live

Hottest:
COLIN RAYE Someone You Used To Know
ALAN JACKSON Right On The Money
MARTINA McBRIDE Wishing Again
TERRY CLARK You’re Easy On The Eyes
CLAY WALKER You’re Beginning To Get To Me

Country
L.J. Smith

20 Million Households
Chris Pan, Director/Programming: Phil Nordick. WPSM

ADD
KEVIN SANDS No Place That I Can Go (Capitol)
JONATHAN MARK/JOHN PROCTER Live (MCA)

TOP 10

GARTH BROOKS Teardrop’s In Autumn (Elektra)
Vince Gill Blue Christmas (EMI)
Diamonds In Unlikely (Arista)
ALISON Krauss Give It To Me Heart (DreamWorks)
Terry & The Pirates 60s Love (Memphis)

ADD
JO DEE MESSINA Stand Beside Me (Curb)
JOHN MICHAEL MONTGOMERY Made On My Terms (Prestige)
RANDY TRAVIS Spend Of A Boy, Wisdom Of A Man
HANK WILLIAMS, JR. COUNTRY WITHOUT (Memphis)

Information current as of December 1991

HEAVY

BROOKS & DODGE They’re You Close (Atlantic)
COUNTRY MUSIC The House (Capitol)
MARTINA McBRIDE The Christmas Song (RCA)

ADD
AMY GRANT More Than A Feeling (Curb)
Nashville Women To Woman (Atlantic)

HOT SHOTS

JESSICA ANDREWS I’ll Be There For You (DreamWorks)
CHAD BRIDGE Odyessy Life (Warner Bros)
BILL ENSTALL Hear’s Your Sign Christmas (Warner Bros)
Vince Gill Blue Christmas (EMI)
TERRY CLARK Hands Of A Working Man (Capitol)
KINLEYS Somebody’s Out There Watching (ABSC)
TOMMY LACEY/TEE You Never Pass You Away (Atlantic)
MARTINA McBRIDE The Christmas Song (RCA)
DARRYL DODD One Peace Love (MCA)

PRODUCER/PROGRAMMING
60.2 Million Households
Barry Harris. WWWF

www.americanradiohistory.com
<table>
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<th>Station</th>
<th>Call Letters</th>
<th>City/State</th>
<th>Power</th>
<th>Frequency</th>
<th>Owner</th>
<th>Comments</th>
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<td>WKEQ/Albany, TX</td>
<td>98.1</td>
<td>Albany, NY</td>
<td>0.5 kW</td>
<td>100.1 MHz</td>
<td>Entercom</td>
<td></td>
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<tr>
<td>WMIL/Milwaukee, WI</td>
<td>102.9</td>
<td>Milwaukee, WI</td>
<td>10 kW</td>
<td>102.9 MHz</td>
<td>Entercom</td>
<td></td>
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<tr>
<td>WQAD/Des Moines, IA</td>
<td>96.1</td>
<td>Des Moines, IA</td>
<td>5 kW</td>
<td>96.1 MHz</td>
<td>Entercom</td>
<td></td>
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<tr>
<td>WTVK/Valencia, CA</td>
<td>94.5</td>
<td>Valencia, CA</td>
<td>1 kW</td>
<td>94.5 MHz</td>
<td>Entercom</td>
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<tr>
<td>WSBA/Ames, IA</td>
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<td>Ames, IA</td>
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<td>Entercom</td>
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<td>Entercom</td>
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<td>Chicago, IL</td>
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<tr>
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<td>95.9</td>
<td>Atlanta, GA</td>
<td>10 kW</td>
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<td>Entercom</td>
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<td>South Bend, IN</td>
<td>5 kW</td>
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<tr>
<td>WQMG/Muncie, IN</td>
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<td>Muncie, IN</td>
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<td>Entercom</td>
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<td>10 kW</td>
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<td>Entercom</td>
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<td>Raleigh, NC</td>
<td>10 kW</td>
<td>106.7 MHz</td>
<td>Entercom</td>
<td></td>
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207 Total Reporters
207 Current Reporters
202 Current Playlists
Reported Frozen Playlist (3): WQXK/Memphis, TN
WJCL/Savannah, GA
WIRK/West Palm Beach, FL
Did Not Report, Playlist (2): WJX/Atlanta, GA
WPRG/Utica-Rome, NY
### COUNTRY PLAYLISTS

**December 18, 1998**

#### Find Complete Playlists for All Country Reporters on R&R Online

**KYDO**
- 11:00 AM: Crystal Gayle
- 12:00 PM: Patsy Cline
- 01:00 PM: Dolly Parton
- 02:00 PM: Loretta Lynn
- 03:00 PM: Linda Ronstadt
- 04:00 PM: Emmylou Harris
- 05:00 PM: Reba McEntire
- 06:00 PM: Tanya Tucker
- 07:00 PM: Loretta Lynn
- 08:00 PM: Dolly Parton
- 09:00 PM: Willie Nelson
- 10:00 PM: Garth Brooks
- 11:00 PM: George Strait

**WICR**
- 11:00 AM: John Michael Montgomery
- 12:00 PM: Tim McGraw
- 01:00 PM: Brad Paisley
- 02:00 PM: Toby Keith
- 03:00 PM: Garth Brooks
- 04:00 PM: Kenny Chesney
- 05:00 PM: George Strait
- 06:00 PM: Brooks & Dunn
- 07:00 PM: Faith Hill
- 08:00 PM: Reba McEntire
- 09:00 PM: Trisha Yearwood
- 10:00 PM: George Strait
- 11:00 PM: Tim McGraw

**WACR**
- 11:00 AM: Hank Williams Jr.
- 12:00 PM: Merle Haggard
- 01:00 PM: Waylon Jennings
- 02:00 PM: Willie Nelson
- 03:00 PM: Dolly Parton
- 04:00 PM: Reba McEntire
- 05:00 PM: Garth Brooks
- 06:00 PM: George Strait
- 07:00 PM: Faith Hill
- 08:00 PM: Trisha Yearwood
- 09:00 PM: Alan Jackson
- 10:00 PM: George Strait
- 11:00 PM: Tim McGraw

**KCAL/Fort Worth, TX**
- 11:00 AM: George Strait
- 12:00 PM: Garth Brooks
- 01:00 PM: Toby Keith
- 02:00 PM: Brad Paisley
- 03:00 PM: Tim McGraw
- 04:00 PM: Dierks Bentley
- 05:00 PM: George Strait
- 06:00 PM: Faith Hill
- 07:00 PM: Trisha Yearwood
- 08:00 PM: George Strait
- 09:00 PM: Tim McGraw
- 10:00 PM: George Strait
- 11:00 PM: Tim McGraw

**KXMG**
- 11:00 AM: Hank Williams Jr.
- 12:00 PM: Merle Haggard
- 01:00 PM: Waylon Jennings
- 02:00 PM: Willie Nelson
- 03:00 PM: Dolly Parton
- 04:00 PM: Reba McEntire
- 05:00 PM: Garth Brooks
- 06:00 PM: George Strait
- 07:00 PM: Faith Hill
- 08:00 PM: Trisha Yearwood
- 09:00 PM: Alan Jackson
- 10:00 PM: George Strait
- 11:00 PM: Tim McGraw

#### Market #2

*Station 1: WYDF - My 96.5 FM*
- 11:00 AM: Toby Keith
- 12:00 PM: Tim McGraw
- 01:00 PM: Jason Aldean
- 02:00 PM: Brad Paisley
- 03:00 PM: Toby Keith
- 04:00 PM: Garth Brooks
- 05:00 PM: George Strait
- 06:00 PM: Faith Hill
- 07:00 PM: Trisha Yearwood
- 08:00 PM: George Strait
- 09:00 PM: Tim McGraw
- 10:00 PM: George Strait
- 11:00 PM: Tim McGraw

*Station 2: WYRK - 105.7 FM*
- 11:00 AM: Toby Keith
- 12:00 PM: Tim McGraw
- 01:00 PM: Jason Aldean
- 02:00 PM: Brad Paisley
- 03:00 PM: Toby Keith
- 04:00 PM: Garth Brooks
- 05:00 PM: George Strait
- 06:00 PM: Faith Hill
- 07:00 PM: Trisha Yearwood
- 08:00 PM: George Strait
- 09:00 PM: Tim McGraw
- 10:00 PM: George Strait
- 11:00 PM: Tim McGraw

#### Market #3

*Station 1: KQCY/Fort Dodge, IA*
- 11:00 AM: Toby Keith
- 12:00 PM: Tim McGraw
- 01:00 PM: Jason Aldean
- 02:00 PM: Brad Paisley
- 03:00 PM: Toby Keith
- 04:00 PM: Garth Brooks
- 05:00 PM: George Strait
- 06:00 PM: Faith Hill
- 07:00 PM: Trisha Yearwood
- 08:00 PM: George Strait
- 09:00 PM: Tim McGraw
- 10:00 PM: George Strait
- 11:00 PM: Tim McGraw

*Station 2: KMFR/Fort Morgan, CO*
- 11:00 AM: Toby Keith
- 12:00 PM: Tim McGraw
- 01:00 PM: Jason Aldean
- 02:00 PM: Brad Paisley
- 03:00 PM: Toby Keith
- 04:00 PM: Garth Brooks
- 05:00 PM: George Strait
- 06:00 PM: Faith Hill
- 07:00 PM: Trisha Yearwood
- 08:00 PM: George Strait
- 09:00 PM: Tim McGraw
- 10:00 PM: George Strait
- 11:00 PM: Tim McGraw

#### Market #4

*Station 1: KBKW/Topeka, KS*
- 11:00 AM: Toby Keith
- 12:00 PM: Tim McGraw
- 01:00 PM: Jason Aldean
- 02:00 PM: Brad Paisley
- 03:00 PM: Toby Keith
- 04:00 PM: Garth Brooks
- 05:00 PM: George Strait
- 06:00 PM: Faith Hill
- 07:00 PM: Trisha Yearwood
- 08:00 PM: George Strait
- 09:00 PM: Tim McGraw
- 10:00 PM: George Strait
- 11:00 PM: Tim McGraw

*Station 2: KGUS/Topeka, KS*
- 11:00 AM: Toby Keith
- 12:00 PM: Tim McGraw
- 01:00 PM: Jason Aldean
- 02:00 PM: Brad Paisley
- 03:00 PM: Toby Keith
- 04:00 PM: Garth Brooks
- 05:00 PM: George Strait
- 06:00 PM: Faith Hill
- 07:00 PM: Trisha Yearwood
- 08:00 PM: George Strait
- 09:00 PM: Tim McGraw
- 10:00 PM: George Strait
- 11:00 PM: Tim McGraw

**The American Radio History**
- www.americanradiohistory.com

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**Contact Information**
- 753-4000
- info@america.com

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**Radio Stations**
- WWDF - My 96.5 FM
- WKSR-XM
- KYPD/Fort Worth, TX
- KJXN/Kansas City, MO
- KWFF/Fort Myers, FL
- WMFT/Tampa, FL
- WBFL/Flint, MI
- WYDF - My 96.5 FM
- WYRK - 105.7 FM
- KQCY/Fort Dodge, IA
- KMFR/Fort Morgan, CO
- KBKW/Topeka, KS
- KGUS/Topeka, KS

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- FNL99.w
- FNL99.y

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COUNTRY SONG INDEX

A

ALABAMA Keepin’ Up (RCA)
Mgr: Don Culp, Alabama
Prod: Randy Owen, Teddy Gentry, Gregg Gabriel, Roborette Rogers

ANDY GRIFFIS You Won’t Ever Be Lonely (RCA 65442)
Prod: David Mello, Jody Eakin
Mgr: Andy Griffis, Brink Junius
Pub: Sony/ATV Songs LLC dba Sony/ATV Music Publishing

G

ANDY GRIFFIS You Won’t Ever Be Lonely (RCA 65442)
Prod: David Mello, Jody Eakin
Mgr: Andy Griffis, Brink Junius
Pub: Sony/ATV Songs LLC dba Sony/ATV Music Publishing

H

KEITH HARLING Write It In Stone (MCA 29281)
Prod: Wally Wilson Wm: Keith Harling
Pub: BMG Music Publishing Inc. (ASCAP)

J

TOBY KEITH Getcha Some (Mercury 230)
Prod: James Straw, Toby Keith, Chuck Cannon
Pub: Chisholm Music/McCain Music (BMI)

K

JOHN DENVER’s America (MCA 72081)
Prod: John Denver

M

MARTINA McBRIDE Wrong Again (RCA 65538)
Prod: Martina McBride, Paul Worley
Wm: Tommy Lee James, Cynthia Weil

N

MARK WESLER Slow Down (Asylum/Epic 1188)
Prod: Jody Dike, Jon Randall
Pub: Sony/ATV Music Publishing

R

JOHN DENVER’s America (MCA 72081)
Prod: John Denver

LENNI RIMES These Arms Of Mine (Capitol 1483)
Prod: Billyjo Cullum, Billy Dean

S

R. SCURGIS & M. CHAPIN CARPENTER It’s Only Love (Reprise 9578)
Prod: Randy Scruggs, Margo Price, Jerry Scott Comeau
Pub: Reprise Records (ASCAP) (adm. by Sony Music Publishing)

T

MONTY WALSH Someday (Asylum/Epic 1726)
Prod: Monty Walsh

W

CLAY WALKER You’re Beginning To Get To Me (Giant 9405)
Prod: James Stroud, Clay Walker, Chris Beetem, Jeremy Warren

JOE DIFFIE Back Door Closeouts (Epic 47134)
Prod: Tim Lynne, Joe Diffie

S

LENNI RIMES These Arms Of Mine (Capitol 1483)
Prod: Billyjo Cullum, Billy Dean

T

MONTY WALSH Someday (Asylum/Epic 1726)
Prod: Monty Walsh

W

CLAY WALKER You’re Beginning To Get To Me (Giant 9405)
Prod: James Stroud, Clay Walker, Chris Beetem, Jeremy Warren
Thank You All For Another Memorable Year

Highly significant in a recap of the past year’s events is the amount of movement into Pop/Alternative. While and markets like Minneapolis and San Jose joined the parade in 1998, some Pop/Alts (such as those in Houston, St. Louis, and Miami) have already emerged.

Hot AC gathered strength in 1998, and newcomers are battling their AC and Pop/Alternative counterparts in such locales as Phoenix, Portland, and Las Vegas.

Very few top markets witnessed any AC/Soft AC’s entering and exiting, but there were a few. For example, Seattle’s KSYR/Karna, which is popularly known as KISS FM, has had a few personalities change over the past three months.

1/16: Entercom Oldies KCMN/KCMO/Fallon, Las Vegas leaves his tenure there last three months.
1/21: Entercom’s Hot AC WKXW/York, PA’s Mark “Chuck” Morgan is appointed Program Director. Morgan is promoted to Clear Channel’s West Coast Regional Programming.
1/25: Former PD Steve Davis of WLNK/Las Vegas leaves his post and will also program his own radio show.
1/30: The commonwealth island of Puerto Rico becomes Arbitron market for the first time.
2/2: Chuck Morgan is appointed Program Director of WLNK/Las Vegas.
2/10: Mike Payne leaves WMFS/Fl Great Plains.
2/20: Fox KUFO/Franklin, Tennessee. As PD, his tenure there lasts three months.
2/27: Former WSB-FM/Atlanta PD Phil Loscalzo lands at PD as Classic Rock WARW/Washington.
3/3: WPSY/Atlanta PD Vance Dillard is promoted to Director of Sales.
3/4: Perlman/Kansas City PD Robert John joins the team for co-owned AC KULD-FM, replacing the exiting Tom Land.
3/22: WFXO/Fayetteville, AR’s APD Lorrin Larson is promoted to Hot AC KEZK-FM.
3/25: Barry Van Arsdale becomes (OM of KMXF-AM & Pop/Alternative WMAX-FM.
4/1: WOOD-FM/Grand Rapids OM Dan Atkinson departs to become PD at WUSL/Las Vegas.
4/2: Rock KUFO/Franklin, Tennessee. As PD, his tenure there lasts three months.
5/8: Mike Davis of WLNK/Las Vegas leaves his post and will also program his own radio show.
5/8: Former WSB-FM/Atlanta PD Phil Loscalzo lands at PD as Classic Rock WARW/Washington.
5/18: Entercom’s Hot AC WKQX/Detroit leaves his tenure there last three months.
5/25: Entercom’s Hot AC WKQX/Detroit leaves his tenure there last three months.
12/31: Entercom APD Joel Hannon of Entercom’s Hot AC WKQX/Detroit.
1/16/98: Hot AC WUSL/Las Vegas’ PC Daryn Davis is promoted to PD.
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**AC Top 30**

**December 18, 1998**

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<thead>
<tr>
<th>#</th>
<th>Artist/Title/Label</th>
<th>TW</th>
<th>LW</th>
<th>TM</th>
<th>TOTAL PLAYS</th>
<th>TOTAL STATIONS/ADDS</th>
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<td>1</td>
<td>R. KELLY &amp; Celine Dion</td>
<td>2492</td>
<td>2601</td>
<td>2527</td>
<td>2521</td>
<td>108/1</td>
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<td>2</td>
<td>SHANIA TWAIN</td>
<td>2452</td>
<td>2587</td>
<td>2560</td>
<td>2561</td>
<td>106/0</td>
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<tr>
<td>3</td>
<td>PHIL COLINS</td>
<td>2300</td>
<td>2333</td>
<td>2258</td>
<td>2292</td>
<td>105/1</td>
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<td>4</td>
<td>Houston &amp; Carey</td>
<td>2169</td>
<td>2151</td>
<td>1925</td>
<td>1751</td>
<td>106/2</td>
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<td>5</td>
<td>BRECKER</td>
<td>1990</td>
<td>1858</td>
<td>1501</td>
<td>1473</td>
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<td>6</td>
<td>Faith Hill This Kiss</td>
<td>1439</td>
<td>1460</td>
<td>1273</td>
<td>1271</td>
<td>69/3</td>
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<tr>
<td>7</td>
<td>Total</td>
<td>1114</td>
<td>1141</td>
<td>1047</td>
<td>1043</td>
<td>45/1</td>
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<tr>
<td>8</td>
<td>'N Sync (God)</td>
<td>575</td>
<td>538</td>
<td>502</td>
<td>502</td>
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<td>9</td>
<td>Hootie &amp; The Blowfish</td>
<td>514</td>
<td>498</td>
<td>428</td>
<td>428</td>
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<td>10</td>
<td>Sarah McLachlan Angel</td>
<td>411</td>
<td>394</td>
<td>349</td>
<td>349</td>
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<td>11</td>
<td>Total</td>
<td>3287</td>
<td>3403</td>
<td>2975</td>
<td>2975</td>
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<td>12</td>
<td>John Tesh</td>
<td>322</td>
<td>306</td>
<td>277</td>
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<tr>
<td>13</td>
<td>Total</td>
<td>3127</td>
<td>3275</td>
<td>2932</td>
<td>2932</td>
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<td>14</td>
<td>Marilyn Scott</td>
<td>273</td>
<td>258</td>
<td>229</td>
<td>229</td>
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<tr>
<td>15</td>
<td>Total</td>
<td>2571</td>
<td>2745</td>
<td>2360</td>
<td>2360</td>
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<td>16</td>
<td>Lionel Richie I Hear Your Voice</td>
<td>263</td>
<td>248</td>
<td>224</td>
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<td>17</td>
<td>Total</td>
<td>2304</td>
<td>2533</td>
<td>2164</td>
<td>2164</td>
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<td>18</td>
<td>Jewel Hands (Atlantic)</td>
<td>269</td>
<td>256</td>
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<td>19</td>
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<td>2675</td>
<td>2216</td>
<td>2216</td>
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<td>20</td>
<td>Sade</td>
<td>267</td>
<td>254</td>
<td>230</td>
<td>230</td>
<td>12/1</td>
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<tr>
<td>21</td>
<td>Total</td>
<td>2430</td>
<td>2679</td>
<td>2204</td>
<td>2204</td>
<td>110/3</td>
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<td>22</td>
<td>Sarah McLachlan Angel (Windham/Reprise)</td>
<td>229</td>
<td>215</td>
<td>190</td>
<td>190</td>
<td>10/1</td>
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<td>23</td>
<td>Total</td>
<td>2180</td>
<td>2404</td>
<td>1982</td>
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<td>24</td>
<td>Total</td>
<td>1997</td>
<td>2289</td>
<td>1947</td>
<td>1947</td>
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<tr>
<td>25</td>
<td>Sarah McLachlan Angel</td>
<td>1690</td>
<td>1620</td>
<td>1385</td>
<td>1385</td>
<td>70/4</td>
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<tr>
<td>26</td>
<td>Total</td>
<td>1690</td>
<td>1980</td>
<td>1565</td>
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<td>27</td>
<td>Total</td>
<td>1580</td>
<td>1840</td>
<td>1395</td>
<td>1395</td>
<td>64/3</td>
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<td>28</td>
<td>Total</td>
<td>1580</td>
<td>1840</td>
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<td>64/3</td>
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<td>1840</td>
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<td>30</td>
<td>Total</td>
<td>1580</td>
<td>1840</td>
<td>1395</td>
<td>1395</td>
<td>64/3</td>
</tr>
</tbody>
</table>

**Breakers**

- Sarah McLachlan Angel (Warner/Reprise)
- 'N Sync (God)
- Hootie & The Blowfish
- John Tesh
d
- Total

**New & Active**

** хототи & The Blowfish**

- Only Lonely (Atlantic)
- Total Stations: 22
- Artiste: 'N Sync
- Title: Spent
- Previous Position: 3
- Added: 26
- Plays: 130
- **Added**: 147
- **Plays**: 122
- **Weighted**: 121
- **Increase**: 121
- **Total**: 121

**Rod Stewart**

- Written by Diane Warren
- From Universal Pictures’ “Patch Adams”
- Early:
  - Week 1:
    - #1: WLTW
    - #2: WLTW
    - #3: WLTW
    - #4: WLTW
    - #5: WLTW
    - #6: WLTW
    - #7: WLTW
    - #8: WLTW
    - #9: WLTW
    - #10: WLTW
    - #11: WLTW
    - #12: WLTW
    - #13: WLTW
    - #14: WLTW
    - #15: WLTW
    - #16: WLTW
    - #17: WLTW
    - #18: WLTW
    - #19: WLTW
    - #20: WLTW
    - #21: WLTW
    - #22: WLTW
    - #23: WLTW
    - #24: WLTW
    - #25: WLTW
    - #26: WLTW
    - #27: WLTW
    - #28: WLTW
    - #29: WLTW
    - #30: WLTW

**Most Added**

- Rod Stewart
- Faith Of The Heart
- Universal
- Added: 26
- Total Plays: 114

**Most Increased Plays**

- Rod Stewart
- Faith Of The Heart
- Universal
- Added: 196
- Total Plays: 114

**Hottest Recurrents**

- Sarah McLachlan
- Angel (Warner/Reprise)
- Added: 274
- Total Plays: 114

This chart reflects activity from December 7-13. Songs ranked by total plays. Highlighted songs indicate Breaker.

112 AC report. 107 current playlists. Songs that are down or new at places for three consecutive weeks and below No. 15 are moved to recur. 

*Source: American Radio History.*
HOT AC TOP 30
DECEMBER 18, 1998

**NEW & ACTIVE**

**ARTIST TITLE LABEL(S)**

**TOTAL PLAYS**

**TOTAL STATIONS/ADDS**

1. **SHAWN MULLINS** Lullaby (Columbia) 3506 3492 3376 3133 88/0
2. **JEWEL** Hands (Atlantic) 3251 3112 2982 2898 89/0
3. **EAGLE-EYE CHERRY** Save Tonight (Work) 3201 3098 2954 2905 82/1
4. **SHERYL CROW** My Favorite Mistake (A&M) 3118 3088 3157 3258 86/1
5. **SARAH MCLACHLAN** Angel (Warner Sunset/Reprise) 2840 2552 2330 2009 88/4
6. **ALANIS MORISSETTE** Thank U (Maverick/Reprise) 2780 3130 3293 3405 88/0
7. **THIRD EYE BLIND** Jumper (Elektra/EAG) 2561 2513 2480 2352 75/1
8. **EMILIA** (4), WQAL (25), WXIL (23) 2197 2136 2097 2176 75/4
9. **CAKE** Never There (Capricorn/Mercury) 1918 1918 1897 1865 75/1
10. **NATALIE MERCHANT** Breakers: Songs registering increases (Columbi

**MOST ADDED**

**ARTIST TITLE LABEL(S)**

**TOTAL PLAYS**

**TOTAL STATIONS/ADDS**

1. **SUGAR RAY** Every Morning (Lava/Atlantic) 3631 3605 3531 3190 86/3
2. **JENNIFER PAIGE** Crush (RCA) 2896 2896 2896 2527 75/4
3. **EVERCLEAR** I'm Your Angel (Capitol) 2896 2896 2896 2527 75/4
4. **KALC** (22), WKDD (25), WYXR (20), WOMP (18), WQAL (25), WXIL (23)
5. **BARENAKED LADIES** (25), WQAL (25), WXIL (23) 1918 1918 1897 1865 75/1
6. **DAMON HINNEN** (25), WQAL (25), WXIL (23) 1918 1918 1897 1865 75/1
7. **JENNIFER PAIGE** Crush (RCA) 2896 2896 2896 2527 75/4
8. **EVERCLEAR** I'm Your Angel (Capitol) 2896 2896 2896 2527 75/4
9. **KALC** (22), WKDD (25), WYXR (20), WOMP (18), WQAL (25), WXIL (23)
10. **BARENAKED LADIES** (25), WQAL (25), WXIL (23) 1918 1918 1897 1865 75/1

**HOTTEST RECURRENTS**

**ARTIST TITLE LABEL(S)**

**TOTAL PLAYS**

**TOTAL STATIONS/ADDS**

1. **BARENAKED LADIES** It's All Been Done (Reprise) 3631 3605 3531 3190 86/3
2. **SARAH MCLACHLAN** Angel (Warner Sunset/Reprise) 2896 2896 2896 2527 75/4
3. **GOD GOO DOLLS** Slide (Warner Bros.) 2197 2136 2097 2176 75/4
4. **BARENAKED LADIES** (25), WQAL (25), WXIL (23) 1918 1918 1897 1865 75/1
5. **EAGLE-EYE CHERRY** (Capricorn/Mercury) 1918 1918 1897 1865 75/1
6. **ALANIS MORISSETTE** Ungent (Maverick/Reprise) 1918 1918 1897 1865 75/1
7. **BARENAKED LADIES** (25), WQAL (25), WXIL (23) 1918 1918 1897 1865 75/1
8. **SEAL** Human Beings (Warner Bros.) 1918 1918 1897 1865 75/1
9. **DAMON HINNEN** (25), WQAL (25), WXIL (23) 1918 1918 1897 1865 75/1
10. **ALANIS MORISSETTE** Angel (Warner Sunset/Reprise) 1918 1918 1897 1865 75/1

**ACT ONE**

With Bradley

The Interactive Entertainment Show

*www.americanradiohistory.com*
<table>
<thead>
<tr>
<th>ARTIST/TITLE</th>
<th>WEEKLY PICTURE</th>
<th>MARKET #6</th>
<th>MARKET #7</th>
<th>MARKET #8</th>
<th>MARKET #9</th>
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<td>Hands</td>
<td></td>
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<td>Bare Naked Ladies/One Week</td>
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<td>Sheryl Crow/My Favorite Mistake</td>
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<td>Shawn J.</td>
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<td>Every Time</td>
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Another Splendid Year

This format may be smooth, but its success in 1998 rocks!

The past 12 months can be viewed as a watershed for the NAC/Smooth Jazz format—a crucial dividing point. It will be remembered as the year that marked another giant step in the format’s evolution to adulthood, the year in which a mandate to “perform or get out” separated the proverbial men from the boys, and the year in which enormous expectations were fulfilled and often exceeded. The heat was turned way up on the format’s programmers. As one PD commented, “If I’d known the killer stress I’d have to endure, I’m not so sure I would have gotten into radio!”

Consolidation proved to be an especially clear benefit to stations owned by the major groups with the largest number of format holdings—Chancellor Media, CBS Radio, and Clear Channel (which will soon include Jacor). But stations with all manner of ownership configurations in markets of every size demonstrated dazzling ratings strength during the past year. Their numbers, and their attendant earnings, show that, like any other successful format, NAC/Smooth Jazz can be a powerhouse as long as reasonable resources are dedicated to winning.

KTWV (The Wave)/Los Angeles, under the guidance of PD Chris Brodie, achieved its 11th top five book in the 25-54 demo, a feat unparalleled in format history—especially in a market so brutally competitive that a tenth of a share can determine whether a station is included in a buy. In the Wave also led the format in billing again in ’98, attracting more than $50 million in revenues to the CBS coffers. In an era of growing consolidation regarding music, the station’s APD/MD Ralph Stewart scored impressively well, maintaining his long-standing of stature and playing tracks that would go on to become national hits and test favorably with listeners.

New to the NAC/Smooth Jazz format, huge promotions—like trip-a-day giveaways at WNUA/Chicago (and now at KKSF/San Francisco)—paid off with dramatic audience increases. WNUA claimed first 35-54, second 25-54, and fourth 12+ honors in the Winter ‘98 Arbitron. The architect of this success, VP/Programming Paul Goldstein, segued to the same post at KKSF in June to fill a vacancy left by VP/OM Lee Hanssen’s departure. Bob Kaake replaced Goldstein and maintained strong numbers at NUA. Meanwhile, Goldstein propelled KKSF to third 35-64 and fourth 25-54 in the same period.

Before he became PD at WLVE (Love 94.9)/Miami, KCCI/Kansas City PD Brent Michael scored a 5.7 12+, close to a seven share 25-54, and better than an eight share 35-64. In the Mile High City, KHHI/Denver PD Becky Taylor earned nearly an eight share 35-64, about a six 25-54, and a 5.3 12+ in winter ’98. In the same book, KEZL/Fresno earned first-place honors 25-54 with a 7.2 and placed second 35-64 with close to an eight share.

PD Mike Vasquez moved to the same post at KFMB/San Diego later in the year. By the summer book, he had placed KFMB fourth 25-54. Throughout ’98, as during most of its four-plus-year history, WJIZ/Philadelphia—under the sure hand of PD Anne Gress—maintained consistently high numbers, usually top five 25-54, always top five 35-64. Another female programmer, KWJZ/Seaside PD Carol Handley, fulfilled her goal of creating top five success 25-54.

PD Tom Sleeker guided WVMV/Detroit to ever-increasing numbers in 1998. By the summer, the station was sixth 12+ with a 4.8 and fifth 25-54. At WJCD/Norfolk, OM Maxine Todd captured fourth 12+ with a 4.6-5.8 share increase in the summer book.

WJCD/NY PD Steve Williams left the East for KSSJ/Sacramento. By treating the station as a start-up and reconceiving it from the ground up, he wrought an admirable 2.8-4.5 jump 25-54 in spring, as well as a promotion to station manager. WJST/Tallahassee, FL, PD Dennis Alexander earned the format’s highest ratings in the spring book: second 12+ with a 7.8 and fourth 25-54. Meanwhile, WJZJ/San Luis Obispo, CA, debuted with a four share 25-54 this spring. In the same book, WJLI/Pittsburgh, WNNV/Cleveland, WJIZ/KHII, KCIY, and KEZL all earned a five share or better in the same demo. KSMJ/Bakersfield scored better than a seven share 35-64 in the Fall Arbitron. Also, PD Kenny King kept WIZW/Washington top five 25-54.

Format watchers have kept a close eye on Emnis’ WQCD/New York. Early in the year, the station reduced the number of currents aired to 12 and cut the station’s lib- rary to fewer than 300 titles. First- time PD John Mullen took the reins and moved personality Ray White fromafternoons, retaining him on the morning show he previously co-hosted with Pat Prescott, and reassigned longtime afternooner Dennis Quinn to afternoons.

Further programming changes included the addition of a vocals-only block played between noon and 1pm (Mullen says, “We’ve got to introduce these artists to our listeners”), and the introduction of artists regularly appearing live on-air, a practice from which the station later backed away. At the beginning of the year, ‘QCD was 14th 12+ (down 3.2-3.8 for fall ’97) and ninth 25-54. By the summer ’98 book, WQCD was still 14th 12+, but had edged up one place in 25-54 to ninth, so it remains unclear whether the station’s strategies will pay off.

Radio personnel changes in 1998 included the departures of WLOQ/Orlando PD Steve Huntington and MD Lee Hogan. Bill Wise was named PD at ‘QCD. KJSJ/PD Don Langford was succeeded by Steve Williams. WQUP/FI/Myrice PD Bill Gray left the format. Dave Koz debuted the Dave Koz Radio Show, while Boney James became host of Personal Notes. Former KOAZ/Phoenix PD Angie Handa became PD of KEZL, with J. Weideneher serving as morning personality/MD. Sandy Kovach added MD responsibilities at WMVW. WCCI/Charlotte PD Greg Morgan segued to APD/MD at KYOT/Phoenix. WJIZ PD Michael Tozzi was upped to APD/ MD. WJZI/Milwaukee PD Fred Heller exited and was replaced by APD/MD Chris Moreau. KWJZ personality Teresa Kincade became MD at KOA. Ron Cadet stepped down as MD of KBKS/KSF and was replaced by KOAM/Dallas MD Ken Glasier. Tom Land was named MD of KCYT.

KOA7/Tucson signed on with Jim Tesson consulting. NACSJI re- surfaced in Raleigh, this time with the calls WNSD and veteran NAC PD Don Brookshire at the helm. WYJZ/Indianapolis debuted. Op- TiMum was bought by Morris Communications.

On the music industry side, JVC JMI closed its U.S. operation. Dav- id Kunter joined Nu Groove Records. Edius Cathey was upped to VP at NOK. Jeff Neben and Jack Ashton joined Image Mktg/ Vision Mgt. All That Jazz’s Jason Gorov and Instinct’s John Knox White became first-time parents. Bud Harner was appointed VP PolyGram Jazz & Classics. The format’s ranks were sadly diminished by the loss of Acoustic Al- chemy co-founder Nick Webb, GRP saxophonist George Howard, and Nova Records Pres. David Gimpel.
NAC/SMOOTH JAZZ TRACKS
DECEMBER 18, 1998

This chart reflects airplay from December 2-8. Songs ranked by total plays. Highlighted songs indicate Breaker.
50 NAC reporters. 47 current playlists. © 1998, R&R Inc.

NEW & ACTIVE

WAYMAN TISDALE Breakfast With Tiffany's (Atlantic)
Total Plays: 204, Total Stations: 19, Adds: 0

JEFF LORBER Midnight (Zebra)
Total Plays: 191, Total Stations: 19, Adds: 1

MARILYN SCOTT Avenida Del Sol (Warner Bros.)
Total Plays: 184, Total Stations: 13, Adds: 1

BASIA Clear Horizon (550 Music)
Total Plays: 157, Total Stations: 10, Adds: 1

JEFF LORBER Watching The Sun Set (Zebra)
Total Plays: 127, Total Stations: 13, Adds: 1

GABRIELA ANDERS Wanting (Warner Bros.)
Total Plays: 123, Total Stations: 9, Adds: 2

EVERETTE HARP Better Days (Blue Note)
Total Plays: 108, Total Stations: 11, Adds: 2

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NAC/SMOOTH JAZZ ALBUMS

DECEMBER 18, 1998

NAC/Smooth Jazz Community. Thank you for your confidence in me and your gracious support. I thank those of you who have remembered that quote for me and do not let me down.

The only gift that matters is the sparsely brave fortitude, an unshuttering of spirit, from another person, so soon, like us, to disappear. I wish you a holiday so joyous that you feel fire in your heart.

WIL WKXL WLZL WMZQ WPGC WRUF WRVA WSNE WTPB WWDB WWWM CHOM KNIX WCSS WGST WHCN KTFM KBOS WSSL KSFO

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This chart reflects airplay during December 2-8. Albums ranked by total plays, with plays from all Stations combined. 50 NAC reporters. 47 current playlists. © 1998, R&R Inc.
WGUF/Ft. Myers, FL
PD/MD: John Conrad
PEACE OF MIND "Times"
DON DEEJ "Rayner"
BASIA "Horizon"

WWVA/Cleveland, OH
PD: Bob Kaake
APD/MD: Steve Silles
No Ads

WWVAI/Chicago, IL
PD: Bob Kaake
APD/MD: Steve Silles
No Ads

WKDA/Dallas, TX
PD: Michael Fischer
MD: Teresa Kisciaid
OPR O%OR "Cooie"
"J hook"

KHH/Denver, CO
PD: Becky Taylor
AP/MD: Cheri Marquart
"J hook"
FOURPLAY "Visit"

WWMV/Detroit, MI
PD: Tom Stekker
MD: Sandy Kevach
MARC ANTONI "Comeback"
FOURPLAY "Visit"

WYJZ/Indianapolis, IN
PD/MD: Craig Williams
"Hook"
MARC ANTONI "Comeback"

WFSJ/Jacksonville, FL
PD: Hank Del
AP/MD: Craig Williams
CHRIS STANDING "Steven"

KTTY/Los Angeles, CA
PD: Chris Brodie
AP/MD: Ralph Stewart
INTERNET TELEVISION "Stand"

WLVE/Miami, FL
PD: Brett Michael
MD: Marc Taylor
ERIC MARIENTHAL "J hook"
FRED "Merry"
VANESSA WILLIAMS "Visit"

WJZJ/Philadelphia, PA
PD: Chris Moreau
MD: Judy Davila
DON ORIGIN "Laguna"
GEORGE SHEARING "545"

WJJZ/Jacksonville, OR
PD: Paul Warren
MD: Hal Murray
CHRIS STANDING "Steven"

WJZ/Atlanta, GA
PD: Hank Deleon
MD: Craig Williams
"Hook"

K1ZJ/Seattle, WA
PD/MD: Carol Hendley
No Ads

KDSL/Dayton, OH
PD/MD: Ham Scene
DayScene "Weekly"

KJ2/Jacksonville, FL
PD: Hank Del
MD: Craig Williams
CHRIS STANDING "Steven"

WJZJ/Philadelphia, PA
PD: Chris Moreau
MD: Judy Davila
DON ORIGIN "Laguna"
GEORGE SHEARING "545"

WJZJ/Atlanta, GA
PD: Hank Deleon
MD: Craig Williams
"Hook"

KJZ/Atlanta, GA
PD/MD: Ham Scene
DayScene "Weekly"

KJZ/Atlanta, GA
PD/MD: Ham Scene
DayScene "Weekly"

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### NAC/Smooth Jazz Playlists

**December 18, 1998**

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<td>KRVR/Modesto, CA</td>
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<td>WQCD/New York, NY</td>
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Around The Water Cooler In 1998

A rewind of the year's shake-ups and shakedowns in the world of Rock

Yes, 1999 is nearly upon us. But before you go stark raving mad from hearing the song "1999" a hundred too many times, we're going to look back at 1998. The year was punctuated by major events like R&R Convention '98 and the first-ever R&R Industry Achievement Awards. It was also a year in which radio continued to consolidate, face the issues surrounding syndication, and experiment musically.

Unfortunately, 1998 also saw the passing of one of Rock's brightest and most amicable programmers. The heart attack that claimed the life of Journal Broadcast Group Director Rock Programming Doug Sorensen left the industry depressed as we pondered life on earth without him.

It was a big year for R&R as we celebrated our 25th anniversary with a blowout convention. It was also a time of formal recognition, as we introduced the first-ever R&R Industry Achievement Awards. The first of our two Rock panels revolved around the controversial topic of pay-for-play, as panelists and attendees from all corners of the industry weighed the pros and cons. Creative options like WJR/ORlando's Judgement Day program seemed viable to many attendees.

In the second panel — "Local Morning Shows Vs. Syndicated Superstars: Who Are The Real Winners?" — some panelists felt that syndication can actually inspire local shows to do better work, while others suggested that local shows need the same tools as syndicated shows in order to effectively compete. If a consensus was reached it was that syndicated radio is about self-identity, not the crown jewel, but rather than true talent (either local or syndicated) will be the real winner.

With syndication such a hot topic, we talked to some syndicated shows this year for their takes on the issue and how it affects the future of radio.

Lex Sately of The Lex & Terry Show said that syndication offers programmers another option to win if the station is willing to forgo the local angle. Tom Grieswold of The Bob & Tom Show noted that while syndication does take jobs, it also creates more sales positions. He also advised future morning talent to develop a show in a small market first, and then work towards the major markets.

Consolidation Concerns

Another aspect of consolidation that we explored was the area of production departments. WEBN/Cincinnati Production Director Joel Moss suddenly found himself providing production for a number of new sister stations as Jacor took over outlets in Cincinnati, then aggressively expanded in other markets. Such merging also saw companies experiment with programmers' abilities to manage multiple stations — especially difficult when the stations are miles apart, as in the case of WHEB/Portsmouth, NH, and WGRS/Manchester, NH, which are separated by a 50-mile corridor. As stations and companies learned to deal with the rapid changes in the industry the crew began to deal with the human element surrounding such change. Although noting that the rapid changes in the industry were having a profound impact on people, Heritage Media President Paul Fiddick suggested a more open flow of information between managers and staff during transitional periods. Oftentimes, he noted, withholding information causes staff members to worry unnecessarily and make up stories and rumors that are worse than the truth. The panelists agreed that syndication can compete. Weighing in were the number of R&R Awards that were given out.

Consolidation has bred a better employer. While some managers recognize that consolidation can cause turmoil and unwanted change in the life of their staff, the keys to success in the radio world of the future involve a strong work ethic, multitasking abilities, and a system for constructive communication between managers and air talent.

Profiling Rock

Musically, Rock broadened its horizons by embracing sounds that were new and uncommon for the format. On one side, many Active Rockers explored top influences with artists like Kid Rock, Rage Against The Machine, and the Beastie Boys. Rock also played with the "pop" perspective, as songs like Eve 6's "Inside Out" and Lenny Kravitz's "Fly Away" enjoyed success at both formats. Either way, the format wasn't as about pigeonholing itself with narrow-minded programming, and the new vistas explored played a role in the constant evolution of Rock and Active Rock.

An Edison Media Research study debunked the myth that women drive the format. In fact, the study showed that men not only constitute 53% of the American work force, but are just as likely as women to listen to the radio at work. In turn, Rock indexed very well at work-listening and was deemed extremely viable for real marketing campaigns. While the Rock audience's work environment may be different from the traditional office setting of an AC audience, the study did prove that there is an enormous potential that can benefit Rock radio.

Another important survey for Rock came from the Recording Industry Association of America's (RIAA)'s 1998 Consumer Profile. In it, Rock continued to dominate the market as it has through the '90s, with rock consumers accounting for one in every three purchases. For the first time ever, women purchased more music than men. Music buyers shopped at retail outlets in record numbers, while mail-order houses and record clubs continued to fall, it isudy's youngest and oldest buying demographics accounted for the greatest growth in purchasing recorded music.

Happy New Year!

In closing, we'd like to thank every one who has contributed to our columns this year, as well as all of our readers. We appreciate your support, and wish you all a fruitful 1999. 

Cyndee Maxwell and Rock Ass. Editor Frank Currea
Can't you almost smell the smoky air, taste the gumbo and feel the beat of the blues-i-est, hippest, most happening music around?

Now, you can build on the wildly successful House of Blues at your station, a one hour weekly show along with five weekly vignettes featuring R&B, Rock, Zydeco, Swing, Ska, Alternative, Reggae, Roots, Funk, Soul—in short—Blues.

Find out why House of Blues was named the '98 Rock Radio Show of the Year by Billboard Magazine.

It conjures up a sound. It conjures up a place. It conjures up a name.

The House of Blues—hosted by Elwood Blues of the Blues Brothers (aka Dan Aykroyd). Blues isn't just a style, it's a feeling and we've got the feeling you're gonna want it bad for your market.

In Blues We Trust!

212-869-1111
indigenous
“now that you’re gone”

Over 25 New Adds Including:

- WTXF
- WTUE
- KEZO
- WCMD
- WCMF
- WPLR
- WROV
- WZXL
- KCLB
- WQCM
- WPXC
- WCLG
- WRKI
- WWWV
- KTUX
- WCPR
- WZBH
- WRBR

Contact Info: (212) 888-0967

R&R Rock Chart #2 Rock Most Added

Breaking At:

- KLOS (11x)
- KDKB (13x)
- WDVE (16x)
- KZRR (18x)
- WAPL (20x)
- WLVO (10x)
- WRUF (20x)
- KCIN (13x)
- KFMY (16x)

#6 Active Rock Most Added

- KLQX (16x)
- KMID (27x)
- KKEG (39x)
- KLB (17x)
- WHMN (32x)
- KEY (17x)
**ACTIVE ROCK TOP 50**

December 18, 1998

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<td>1896 1879 1825 72/0</td>
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<td>Black Crowes 'Needle' My Heart Around (American/Columbia)</td>
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<td>Hole Celebrity Skin (DGC/Geffen)</td>
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<td>Fly's Got You (Where I Want You) (Trauma/Delicious Vinyl)</td>
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<td>God God God Roll (Wamer Bros)</td>
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<td>Creed One (Wind-Up)</td>
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<td>Creed What's This For (Wind-Up)</td>
<td>877</td>
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<td>17</td>
<td>Korn Got The Life (Immortal/Epip)</td>
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<td>18</td>
<td>Eve 6 Inside Out (RCA)</td>
<td>775</td>
<td>824 918 1026 42/0</td>
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<td>19</td>
<td>Pearl Jam Elderly Woman Behind... (Epip)</td>
<td>757</td>
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Breakers

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**NEW & ACTIVE**

MARILYN MANSON I Don't Like The Drugs... Nothing/Interscope Total Plays: 151, Total Stations: 28, Adds: 10

MOON DOG MAME Turn It Up (Euro) Total Plays: 148, Total Stations: 12, Adds: 2

METALLICA Whiskey In The Jar (Elektra/EEG) Total Plays: 144, Total Stations: 14, Adds: 1

ONE MINUTE SILENCE A Waste Of Things To Come (Big Cat/EEG) Total Plays: 139, Total Stations: 13, Adds: 1

STABBING WESTWARD Haunting Me (Columbia) Total Plays: 130, Total Stations: 15, Adds: 1

INDIGENOUS New You're Gone (Pac-Dynamex) Total Plays: 167, Total Stations: 6, Adds: 4

ZEBRAHEAD Get Back (Columbia) Total Plays: 136, Total Stations: 12, Adds: 2

COAL CHAMBER Blisters (Cap) Total Plays: 119, Total Stations: 10, Adds: 9

VALLED San Antonio (Epic) Total Plays: 82, Total Stations: 8, Adds: 3

NEW RADICALS You Get What You Give (DGC) Total Plays: 81, Total Stations: 7, Adds: 1


**BREAKERS**

CLASS OF '98 Another Brick In The Wall (Columbia) Total Plays: 89, Total Stations: 64, Adds: 5

EVE 6 Leech (RCA) Total Plays: 155, Total Stations: 54, Adds: 2

ADDICT Nobody Knows (Big Cat/EEG) Total Plays: 106, Total Stations: 53, Adds: 2

KENNY WAYNE SHEPHERD Everything Is Broken (Revolution/Reprise) Total Plays: 135, Total Stations: 30, Adds: 2

JONNY LANG Still Rainin' (A&M) Total Plays: 725, Total Stations: 39, Adds: 2

**MOST ADDED**

MARILYN MANSON I Don't Like... Nothing/Interscope Total Plays: 109, Total Stations: 28, Adds: 10

CLASS OF '98 Another Brick In The Wall (Columbia) Total Plays: 95, Total Stations: 20, Adds: 10

SPRUNG MONKEY Super Breakdown (Surfdog/Hollywood) Total Plays: 59, Total Stations: 14, Adds: 10

CREED One (Wind-Up) Total Plays: 54, Total Stations: 14, Adds: 10

ORGY Blue Monday (Elektra/EEG) Total Plays: 51, Total Stations: 13, Adds: 10

PANTERA Hole In The Sky (West/East/West) Total Plays: 45, Total Stations: 12, Adds: 10

REMY ZERO Prophecy (Big Cat/EEG) Total Plays: 43, Total Stations: 11, Adds: 10

STABBING WESTWARD Haunting Me (Columbia) Total Plays: 37, Total Stations: 10, Adds: 10

TRANS-SIBERIAN ORCHESTRA Christmas... (Lava/Rani) Total Plays: 33, Total Stations: 9, Adds: 10

ROB ZOMBIE Living Dead Girl (Geffen) Total Plays: 42, Total Stations: 9, Adds: 10

This chart reflects a play from December 7-13. Songs ranked by total plays. Highlighted songs indicate Breaker. 76 Active Rock reportees. 74 current paylists. Songs below #25 are moved to recurrent after 6 weeks. ©1998, R&R Inc.
| Market | Playlist | Radio Station | Call Letters | Frequency | Format | 90s Hits | 90s Alternative | 90s Rap | 90s Country | 90s Classic Rock | 90s Oldies | 90s Urban | 90s Comedy | 90s Sports | 90s News | 90s Talk | 90s Gospel | 90s Disney | 90s Children's | 90s Kids | 90s Latino | 90s Spoken Word | 90s Christmas | 90s Specials | 90s Other | Total Hits |
|--------|----------|---------------|--------------|-----------|--------|----------|----------------|--------|-------------|----------------|-----------|----------|-----------|------------|--------|--------|----------|--------|--------|-----------|----------|------------|
| WYSP  | ACTIVE   | WXRT          | WMMF         | WXRT      | WMMF   | WXRT     | WMMF           | WXRT   | WMMF        | WXRT           | WMMF     | WXRT    | WMMF     | WXRT      | WMMF   | WXRT   | WMMF     | WXRT   | WMMF   | WXRT       | WMMF     | WXRT      | WMMF    | 90 Hits |
| 94.1   | ROCK     | 104.5         | 97.5          | 104.5     | 97.5   | 104.5    | 97.5           | 104.5  | 97.5        | 104.5          | 97.5     | 104.5   | 97.5     | 104.5    | 97.5   | 104.5  | 97.5     | 104.5  | 97.5   | 104.5      | 97.5     | 104.5     | 97.5    | 90 Hits |
| WYSP   | ACTIVE   | WXRT          | WMMF         | WXRT      | WMMF   | WXRT     | WMMF           | WXRT   | WMMF        | WXRT           | WMMF     | WXRT    | WMMF     | WXRT      | WMMF   | WXRT   | WMMF     | WXRT   | WMMF   | WXRT       | WMMF     | WXRT      | WMMF    | 90 Hits |
| 94.1   | ROCK     | 104.5         | 97.5          | 104.5     | 97.5   | 104.5    | 97.5           | 104.5  | 97.5        | 104.5          | 97.5     | 104.5   | 97.5     | 104.5    | 97.5   | 104.5  | 97.5     | 104.5  | 97.5   | 104.5      | 97.5     | 104.5     | 97.5    | 90 Hits |
ONE HIT WONDER
the fourth-hit wonder from Everclear

Going For Adds January 4th
More Ups Than Downs

Despite a period of dramatic station erosion, 1998 will be remembered as the year the format bounced back.

When 1998 began, there were 105 stations on the R&R Alternative panel. By the end of the year, there were only 96, a drop of nine percent. While this figure may sound alarming, the truth is that, although Alternative is now leaner, it is also a meaner, stronger format than it has been in a long time. If you have any doubt, take another look at the 18-34 numbers for the format in the fall ratings review of several weeks ago, or look at the improving retail story for the format at the record company level.

All told, it was a topsy-turvy year for news. But aren’t they all?

January

Jim Kerr named Alternative Editor at R&R.

February

MTV sets up camera crews in the offices and studios of KNDD "Seattle for the new season of The Real World". KPNT/Saint Louis PD Alan Fee is promoted to Operations Manager, overseeing both KPNT and Adult Alternative WOVP. Also promoted are Production Director/Creative Director Marty Linck, who is named APD; KPNT air personality Traci Wilde, who is named Music Director, and air personality Danny Mueller, who is named Music Coordinator.

Jaco Communications agrees to buy WCalc from Tsunami Communications. Mike O’Connor oversees operations, and longtime PD John Hayes exits with the change.

W2CD/Columbus PD Jane Purcell relinquishes her post.

MD Andy Davis takes over as PD.

WENZ/Cleveland hires former WBKB/Atlanta PD Dan Binder as its new PD.

W399/Chicago PD Grayly named to replace him.

Los Angeles' Alternative trimcut Y-107 (KLYY, KQVY, KSY)'s names.

Sister station Klam/Camarillo names PD.

March

WEJE/Ft. Wayne drops live in-studio programming.

April

Los Angeles public station KCRW hires WDST/Woodstock, NY, PD Nic Harcourt as its new MD/Programming host.

WXXS/Murphy Beach, SC, and KGDE/Omaha both switch to gold-based Rock formats.

KDFW/Dallas moves aggressively to bolster its morning show, hiring the relationship specialist Lovejoy's co-host Chris Jaguar and WXXS/New York air talent Ryan Chase to handle the wake-up shift.

Former Lovejoy producer Sean Madden produces the show.

WPLF/Detroit APD Alex Turgeon segues to the PD post at sister station CH/Alternative WDQX.

June

In one of the biggest news items of the year, CBS merges KOME/San Jose and KITS/San Francisco. Out of a job: KITS PD Richard Podolski and APD Roland West, as well as morning show team Johnny Steele and Lori Thompson. Moving to KITS from KOME are GM Jim Handy, SGM Nick Marnell, OM Ron Nenni, and PD Jay Taylor. KITS will also make some on-air changes, with Howard Stern, Lovelane, and several jobs making the move from San Jose...

July

A Midwest selection of stations hits by including KXPD/Wichita, KS, KGDE/Omaha, and KGDE/Omaha both switch to double-based Rock formats.

Radio stations on the move.

September

Jaco takes over programming at WHMR/San Diego and immediately drops the station's Alternative format.

October

KXPR/Boise, ID, named WWXD/Milwaukee. APD APD Adam Teursegue to the PD post at sister station CH/Alternative WDQX.

November

May

KWHL/Anchorage PD J.J. Michels exits... WOXY/Cincinnati Owner/General Manager Doug Booth remains strong as the station's new PD...

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### NEW & ACTIVE

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**MARVELOUS 3** Freak Of The Week (Hi/Res/Elektro/EEG)

In total, 96 Alternative reporters, 92 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

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### HOTTEST RECURRENTS

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**CREED** What's This Life For (Wind-up)

Songs ranked by total plays.
essentials: Born and raised in Humboldt, CA, the mastermind and frontman for VAST (Visual Audio Sensory Theater), Jon Crosby, makes his self-titled debut a unique work of art that reflects his upbringings and rejection in rural America. At the tender age of 13, Crosby began receiving praise for his talents on the fretboard and was tagged as an up-and-coming guitar hero by Guitar Player magazine after handing a copy of his mind-blowing demo tape to the president of Shrapnel records.

Even though Crosby was receiving letters from fans all over the world at this time, his social life could have used an upgrade. Long, shaggy hair and rock star clothing earned him the label high school geek, which in turn prompted him to drop out in favor of home schooling. Able to work at his own speed from home and strictly concentrate on his music without being ridiculed, Crosby sharpened and defined his talent.

However, it wasn’t until he moved to San Francisco with his mother that he began experimenting with electronic music and broadening his musical tastes to include ska, punk, and grunge. And it was also in San Francisco that Crosby landed his first break after his demo tape was put into heavy rotation at a local music station. Needless to say, the buzz led to a slew of label offers, and Crosby eventually signed with Elektra. Now, with rave reviews across the board and a strong beginning at Alternative, VAST is destined to hit the chart with single “Touched.”

* Artist POV: Crosby, on his early electronic beginnings: “I started making tapes and began calling my group VAST. It was hard to get gigs with our synthesizers and electronic drums. The sound men at the clubs would abuse us. They’d say it wasn’t real music. We were experimental, we’d have TVs humming at our shows. But there would be nobody there.”

—Rich Michalowski
Asst. Alternative Editor

Rich Wall, PD
WEDG/Buffalo

The Goo Goo Dolls’ “Slide” did great for us. It’s also nice to see Lenny Kravitz back with “Fly Away,” which is also doing well for us. “Never There” by Cake is also researching well. A song that is doing just amazing for us is the Tragically Hip’s “Poets.” It’s researching, selling — the whole deal. They’re a phenomenon that does incredible in Buffalo.

- Newer songs that sound great on the air include “Prophecy” by Remy Zero and “Blue Monday” by Orgy. As far as a great rock band, Creed always does great for us. I haven’t heard too much great stuff that’s scheduled to be released next year. People are really holding out on us. The new R.E.M. track, “Lotus,” should do better, and I really like the new Marilyn Manson song, “I Don’t Like The Drugs (But The Drags Like Me).”

Certainly one of the labels with the greatest momentum as we head into 1999 is Elektra. With VAST’s “Touched” continuing to turn heads (by the way, this is an all-daypart record) and a stellar week for both Marvelous 3 and Better Than Ezra, the company is certainly hot... Kudos to Tommy Boy for hitting No. 1 with Everlast. They’re the first indie to achieve that feat in what seems like ages — Reprise has an amazing story building on Living End’s “Prisoner Of Society,” which pulls in KNDD/Seattle and WHFS/Washington this week... I still love the Dig record, and you apparently do too. It pulls in nine adds. Wil “Faith” be Limp Bizkit’s breakout record at radio? If early feedback is any indication, it will be. RECORD OF THE WEEK: Valerie “Snake In The Grass (DJ Hurricane Mix).”
Caesars Conquer Panel

By Rich Michalowski
Asst. Alternative Editor

Minty Fresh’s Twelve Caesars close out the year high on the chart thanks to loyal support across the board, including KWRK/Salt Lake City; WBCN/Boston, and XTRA/San Diego. The last time the guest star took center stage, high-flying action from an artist was over a year ago when Radioactive/MCA’s Black Grape was the No. 1 spot for eight straight weeks. We’ll see what the new year brings for Twelve Caesars as they move from their initial set up at Specialty and go for adds at Alternative radio. Speaking of Radioactive, Big also finished strong with several weeks of Specialty chart action under their belt, even after a successful add week at Alternative radio. They claim the No. 2 spot with airplay at KCCX/Riverside, KTEX/Las Vegas, and WBCN/Boston, among many others. According to BMI, Twenty-One Pilots’ “Stressed Out” is still the only excited play this year in the Alternative format, but the band has a lot to be proud of with their No. 2 spot for eight straight weeks.

KXRK/Salt Lake Fresh’s setup (Radioactive/Universal) was led by Capitol’s Steve Nice; (kneeling, left) manager Radio Fresh, and (standing, left) sales manager Jamie Green of 2 Specialty chart action under their label. Asst Alternative Editor Kasey, WBCN/Boston, artist was over the radio thanks to loyal support across the board, including KMON/Minneapolis, with several weeks of Specialty chart action. Tommy Henriksen at WBCN, WBTZ/Burlington, VT; KTOZ/Springfield, MO, and WXEG/Dayton, OH, are all doing a great job at their stations.

Previously, Tommy Henriksen (wearing a bow tie) and Kasey at WBCN/Boston, manage the station. Speaking with the chart, Nice, WBCN/Boston, and Radio Fresh manager Radio Fresh, are all doing a great job at their stations.

KXLH/Reno, NV (Sport Stereo) was led by Capitol’s Steve Nice; (kneeling, left) manager Radio Fresh, and (standing, left) sales manager Jamie Green of 2 Specialty chart action under their label. Asst Alternative Editor Kasey, WBCN/Boston, artist was over the radio thanks to loyal support across the board, including KMON/Minneapolis, with several weeks of Specialty chart action. Tommy Henriksen at WBCN, WBTZ/Burlington, VT; KTOZ/Springfield, MO, and WXEG/Dayton, OH, are all doing a great job at their stations.

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**ADULT ALTERNATIVE TRACKS**

**DECEMBER 18, 1998**

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<td>SHAWN MULLINS Lullaby (Columbia)</td>
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<td>PHISH Birds Of A Feather (Elektra/EEG)</td>
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<td>BRUCE HORNSBY Great Divide (RCA)</td>
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<td>LUCINDA WILLIAMS Can't Let Go (Mercury)</td>
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<td>CAKE Never There (Capricorn/Mercury)</td>
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<td>315</td>
<td>306</td>
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**BREAKERS**

**BRIAN SETZER ORCHESTRA**

This Cat's On A Hot Tin Roof (Interscope)

Total Plays: 269, Total Stations/Adds: 29/0

**CHRIS ISAAK**

Flying (Reprise)

Total Plays: 258, Total Stations/Adds: 26/2

**JONNY LANG**

Still Rainin' (A&M)

Total Plays: 256/40, Total Stations/Adds: 21/2

**MOST ADDED**

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<th>ARTIST TITLE (LABEL)</th>
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<td>SUGAR RAY Every Morning (Lava/Atlantic)</td>
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<td>SHERRY CROW There Goes The Neighborhood (A&amp;M)</td>
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<td>EVERLAST What It's Like (Tommy Boy)</td>
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<td>GREAT BIG SEA When I'm Up (Sire)</td>
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<td>LISA LOEB All Day (Interscope)</td>
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<td>R.E.M. Lotus (Warner Bros.)</td>
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<td>RUSTED ROOT Magenta Radio (Mercury)</td>
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<td>CRACKER Seven Days (Virgin)</td>
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<td>CHRIS ISAAK Flying (Reprise)</td>
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<td>KEB' MO' Henry (550 Music)</td>
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<td>JONNY LANG Still Rainin' (A&amp;M)</td>
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<td>LYLE LOVETT West Texas Highway (Curb/MCA)</td>
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<td>SARAH MCLACHLAN Angel (Warner Sun/Eagle/Reprise)</td>
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<td>SOUL COUGHING Circles (Slash/WB)</td>
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<td>UNBELIEVABLE TRUTH Higher Than Reason (Virgin)</td>
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**NEW & ACTIVE**

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<td>EVERLAST</td>
<td>What It's Like (Tommy Boy)</td>
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<td>CHRIS ISAAK</td>
<td>Please (Reprise)</td>
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<td>SHERYL CROW</td>
<td>You Can't Go The Neighborhood (A&amp;M)</td>
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<td>EAGLE-EYEDUCKER</td>
<td>Save Yourself (Work)</td>
<td>219</td>
<td>7/0</td>
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<td>THIRD EYE BLIND</td>
<td>So It Goes (MCA)</td>
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<td>WES CUNNINGHAM</td>
<td>So It Goes (Warner Bros.)</td>
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<td>7/0</td>
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<tr>
<td>BRUCE SPRINGSTEEN</td>
<td>I Wanna Be With You (Columbia)</td>
<td>190</td>
<td>7/0</td>
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**LISA LOEB**

From the Rugrats Movie Soundtrack

**2ND MOST ADDED!**

Biggest Spin Gainer!

**WXRV WMVY WWRV KTHX KXST KFOG WBOS**

**KINK WMMN WRNR WCLV WRN**

**CIDER (add) KXST (add) WTTS (add)**

Movie has grossed $75 Million and Soundtrack has shipped 1.2 Million!
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<th>ARTIST/TITLE</th>
<th>ALBUMS RANKED</th>
<th>TEAM</th>
<th>CITY</th>
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<th>TOTAL</th>
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<td>R.E.M.</td>
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**AMERICA'S TOP STATIONS DEPEND ON IT.**

Top stations in America's largest markets depend on AudioVAULT®. As the leading digital audio storage and control system for radio, AudioVAULT® is the #1 choice of successful radio stations nationwide. Regardless of your market size or location, with AudioVAULT® you'll come out on top.
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<tr>
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December 18, 1998 R&R • 101
Opportunities

Openings

National

Job Tip Sheet

Loaded with the hottest gigs. Hundreds to choose from all markets/All formats. Sent every 5 days.

All, Pop, Pow, Prog, News, Talk and Prom. You have the Talent. We have the Jobs!

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Your best source for job leads and the place to be for posting your tape and resume online.

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e-mail: info@mediacasting.com

(888) 293-1489

Be Seen & Heard

Put your package in the premier online radio talent library at no cost

(800) 237-8073

OnAirJobs.com

Jacobs media

Jacobs Media has a major market rock client who is looking for a "big time" production/image director in a "big time" market. You must have major market or at least five years experience. If you think you have what it takes to win with the big boys, send your package yesterday to: Jacobs Media, 2777 Telegraph Road, Suite 3435, Southfield, MI 48034. EOE/M/F/H/V.

Put your Aircheck on CD!

Print your name, face, anything directly onto the CD. Ask about our special rate for Pros-On-The-Line. Call Toll Free. 1-877-CD-EXPRESS.

EAD

Large Market

Oldies Station

Looking for several daysparts at this Oldies market leader. If you can relate to a 40+ audience in an up, fun, exciting manner, please send aircheck & resume to: E. Alvin Davis & Associates. 4777 Red Bank Rd., Suite 16, Cincinnati, OH 45227. Attn: Sharon. No Phone Calls Please. EOE/M.

Wanted:

America's Best Top-40 DJ

For Top 3 Mixers. Must be at least 21 and the contractually available. Send tape and short resume. Radio & Records, 10100 Santa Monica Blvd., #7075, 5th Floor, Los Angeles, CA 90067. Deadline Jan. 4, 1999. All replies strictly confidential. EOE

East


W39US/Proogene and seeks midday announcer with great production skills & loves appearance for suburban NYC/CH. T&R: VP, Box 310, Bethesda, MD 20805. EOE (12/16)

We are looking for a Program Director for our market dominant Hot AC. This is a great opportunity for a team leader with strong people and product management skills. If you understand the lifestyle of today's Hot AC listener, can create compelling radio, and are focused on imaging and marketing concepts, we'd like to get to know you. Please send a tape of your station along with your programming philosophies. Radio & Records, 10100 Santa Monica Blvd., #696, 5th Floor, Los Angeles, CA 90067. EOE

Morning News/Anchor/Sidekick

Our AC morning show leads the market with a 27% share! We're seeking a key player for our winning team who can relate to working moms...is passionate about writing and delivering news with style...and is an enthusiastic sidekick. Rush your T&R plus writing samples to: Tom Kallenbach, Operations Manager, WZID, 500 Commercial St., Manchester, NH 03101. Women and minorities are encouraged to apply. Please no calls. WZID is owned by Saga Communications, a stable, product oriented company. EOE

South

WNFZ, 94.3 Extreme Radio, Knoxville, Tennessee, is looking for full-time, on-air team players. Must know the format, do great phones, appearances and production. T&R: Shane Cox, c/o Extreme Radio, P.O. Box 27100, Knoxville, TN 37927. EOE

We've got the tools, we've got the resources, we've got the signal! All we need now is a morning personality who's passionate about Oldies radio and Oldies listeners. Can you work the phones? Can you do appearances? Do you want to live in one of America's most desirable cities. Rush your tape and resume to: Radio & Records, 10100 Santa Monica Blvd., #7093, 5th Floor, Los Angeles, CA 90067. EOE

Radio Sales

Leave the Rat Race And Take the Cheese With You

We have a lucrative opportunity to sell in a dual market and are willing to pay for your experience. WJBR-FM, Wilmington's number one radio station has an immediate position available in our sales department for new business development in both Wilmington and Philadelphia. We offer a team oriented atmosphere; a salary based on your experience—not commissions, AND an independently owned station—no “corporate hassles.”

Requirements

Minimum two years media sales experience, with a proven track record for meeting sales goals. Computer literacy a must. Business development background a plus.

If you have a desire to make a place for yourself, being a big city salary at a middle market place, fax us your resume today.

WJBR-FM

Reference number: 2273

302-655-6023

Visit our website at: WWW.WJBR.com

No Phone Calls Please.

WJBR-FM is an equal opportunity employer.

www.rronline.com

Midwest

Openings

Hot AC station seeks creative PM drive personality with strong production skills. Must love the phones and have a sense of humor to which adults can relate. Please send T&R including production examples to: Angie Logan, WQZM, 501 E. Main St., Charlottesville, VA 22902. EOE

Know Oldies? Channel Communications wants you! Immediate opening for Mornings/On for Panama City, FL. Must have passion for Oldies format and be able to communicate with target demo. T&R to: Tom Hanrahan, 1834 Lusby Avenue, Panama City, FL 32405. EOE/M/F/H/V.

Yo, if you've got the skills, passion, and are a team player who can relate to the MTV generation, I want you to be a part of the Program Director Peter Thein's Florida. Overnight a T&R now. Radio & Records, 10100 Santa Monica Blvd., #695, 5th Floor, Los Angeles, CA 90067. EOE

Capstar Broadcasting Partners

Searching for future Programming Star. If you are a TAKE CHARGE person with great people skills, programming knowledge, and a vision for great radio, RUSH your tape/tape/website/phone number and other related information to: Buddy Scott, Regional VP of Programming, 7 North Laurens Street, Suite 700, Greenville, SC 29601. NO CALLS! RCS/Selector experience desirable. Prophet experience a plus. If you are currently an assistant PD ready to take charge of your own station, this is the perfect job for you. If you are an experienced PD in a medium/large market and would like to get out of the rat race & stay competitive, this is an opportunity you've been searching for. (EOE) Minorities and females encouraged.

You Heard About Us On The Rush Limbaugh Show

Talk Radio star for hot Sunbelt market. Strong opinions? Not shy? Appreciate good formats? If you are ready for the next level of mass appeal Talk radio, talk to us. Our alumni are now national names. Send unsolicited aircheck, (leave in everything) to: Program Director Peter Thein, WVNW Huntsville, 1717 Hwy. 72 E, Athens, AL 35611. EOE

Midwest

Learn and earn...accepting T&R for entry level AT positions...production, T&R: WYNX, Box 316, Upper Sandusky, OH 43351. Fax: (416) 238-0072. EOE (12/18)

KZOK-FM of Lincoln, seeks midday/promo/producer person. Two years' broadcast or related experience required. T&R: Charlie Thomas, 4830 Antelope Creek Rd., Lincoln, NE 68506. EOE (12/18)

Creative morning show talent inspired digital studio's T&R: Melissa Michaels, WNPQ, 2905 Convenience Circle NW, Ste. 206, Canton, OH 44710. EOE (12/18)

KGLS-Sioux City is searching for a PD which on a mission to deliver great radio,T&R Richard Flath, 11130 Nebraska St., Sioux City, IA 51101. EOE (12/18)

www.americanradiohistory.com

WJBR-FM in Philadelphia seeks an experienced morning show host. Immediate opening for midday stations. "Prophet." If you are an assistant PD or PD ready to take charge of your own station, this is the perfect job for you. If you are an experienced PD in a medium/large market and would like to get out of the rat race & stay competitive, this is an opportunity you've been searching for. (EOE) Minorities and females encouraged.
**OPPORTUNITIES**

**Openings**

**Broadcasting**

Broadcast programming needs an account manager with radio program planning and sales experience to build and maintain relationships. Based in Seattle. Send your resume to: Susan Stephens, Sales Manager, 2213 Fifth Avenue, Seattle, WA 98121, e-mail: susanah@hpradio.com. fax: 206.441.6582

**Business for Breakfast**

Talk Show Host

Co-Anchor needed for our “Business for Breakfast” weekday morning talk show 6am-10am. Must be able to convey business information in a conversational and relatable manner, On Air. If you are the savvy co-anchor we are looking for and you have a nose for business news plus you’re fluent in business and shine during interviews, WE WANT YOU! This position will not only host a show On-Air, but will also have to appear at speaking engagements and promotional events. Heavyweights need only apply. If you think you can handle this top-of-the-line Radio Show Host Position, then rush your tape and resume to us ASAP! Human Resources Department, Attn: Radio Talk Show Host position, 1380 Lawrence Street, Suite 1300, Denver, CO 80204. No phone calls accepted! EOE

**Positions Sought**

**Entertainment**

Broadcasting service available, MIKE: (336) 835-4996 (12/18)

Major market swing guy, seeks fulltime in smaller market. CHR or Rythm/CHR. Ready & willing, TOOD: (564) 593-2681, twid@bellosouth.net (12/18)

A witty and humorous love doctor who understands women. Is the only one you can put opposite Dr. Laura. DOCTOR LOVE: (800) 404-2644, www.doclove.com (12/18)

If you seek a female Erika impersonators with high blood pressure, I’ll find them. Writer, phones, anything, anyplace. FOSTER: (323) 769-6424 (12/18)

**Position Openings**

**Positions Opened**

**Fun, energetic, multi-talented on-air personality with 28 years experience. Team player searching for a home. Will relocate. PAT DEMARCO: 609-487-9223 (12/18)

My pipes are in great shape and they never go rusty! They’re deep and experienced. Over 10 years. JAC: (314) 434-8977 (12/18)

Hardworking talent seeking for FT position in North or South Oklahoma. Has large market and search, and major market experience. BIL: (940) 781-6761 (12/18)

Engineer, transmitter, studio, digital audio, computer automation, seeking Midwest location. ED JURICH: (318) 342-6494, radioengineer@hotmail.com (12/18)

Talk Show Host available (I am currently employed). It’s time for the next opportunity. KEVIN MILLER: (205) 771-1244 (12/18)

SWM into AT and production seeks So. Cal. station seeking same for long-term success. ROB: (760) 363-3768, or T&R members add conven- 

Suffering from Madjacks disease? I must work, please. Five years’ experience, multiple formats, team player, energetic. SHAYMUS McCAY: (318) 446-8200 (12/18)

Seasoned radio AE seeking sales position in top 10 market. Great with agency and direct accounts. A real go getter. VJS: (404) 284-8007 (12/18)

Pee Wee, Cookie monster, Grover, Animal, John Wayne to name a few, is looking for sales in small market parttime, Detroit area. WILDAVINE: (313) 368-3409 (12/18)

Do you have the balls to handle a witty college grad the microw? CALL TOMMY WECZ: (516) 932-6966, or docdrive @aol.com (12/18)

Afternoon driver seeks medium/large market. Prefer MOR/Big Band/Nostalgia. Great pipes, team player. You get a lot more. RICHARD: (313) 394-6190 (12/18)

Your listeners will ring your phone nonstop... when Ariela the Love Psychic visits! ARIELE: (888) 299-2681, visit www.ariele.com (12/18)

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Young, medium market CHAT with 10+ years experience seeks to slam at night! BRYAN: (717) 674-9957 (12/18)

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Experienced AT baby-sitting! Searching for overnights in a major market. BOB: (205) 650-5985 or chiaandperry@folkmail.com (12/18)

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**Give Away**

**Blind Box: add $5E**

The R&R ad and any day the recipient decides is the spot where to send. Regular Opportunities replies to Box 210 ads but no R&R service charge is billed for shipping and handling.

**Positions Sought: $55.00**

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To appear in the following week’s issue, your ad must be included by Thursday noon (PST), eight days prior to issue date. Deadline for employment listings four days prior to issue date. Deadline for classified ads for Opportunities, 10100 Santa Monica Blvd., 15th Floor, Los Angeles, CA 90025.

**Deadline**

**Radio & Records Free Advertising**

Free Radio opportunities. Listings of radio stations’ opening are free to individuals searching for opportunities. The listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

**Deadline**

**R&R Opportunities Advertising**

1x $12/00

2x $10/00

Rates are per week. Minimum 20 words per inch including heading. Includes generic, location, name, rate for position. Box or larger heading are required, add $12.00 (or for $20, for $30, for $40, for $60, for $80, for $100, for $120). All ads appear in R&R Online site (www.rronline.com).

**Radio & Records Free Advertising**

**Radio & Records** provides free 20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

**Deadline**

**Radio & Records** provides free 20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

**Deadline**

**Spinners**

SPINNER.COM, the internet's first and largest multichannel music service, is seeking Urban, Country, and Top 40/AC Music Directors who are uniquely capable of programming multiple formats. Excellent opportunity to help revolutionize the music broadcasting model and build skills in a new medium. Competitive compensation package includes mix of salary and equity. Send resumes to: merit@spinner.com (Urban), tim@spinner.com (Country) or doug@spinner.com (Pop/AAC). You may also fax to: 650-465-3202 (2001)

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**Openings**

**WEST**

Modern AC/Immediate. PD opening in Bakersfield, T&R. OM Randy Harwell, KLXY, 3651 Pegasus Dr., Ste. 107, Bakersfield, CA 93308. EOE (12/18)
MARKETPLACE

104 • R&R • December 18, 1998

AIRCHECKS

AUDIO & VIDEO AIRCHECKS

CAMEO IMAGE, WOODROW Demoss, KYI, Larry Olson, KDUC/Howard Hendricks,
WorldFax Pan & Dale Fox, VD, Bob Crane, Bob & Tom, WOYB/Spacey, WLR/WG&G, etc., $20.
CAMEO IMAGE, MARK/Drayton, WENT/SL, WM, Richard Chase, Dale Street, 
PERSONALITY TOWERS #1, #2, #3, 4, #5, #6, Basket, WLR/WG&G, $125.
PERSONALITY TOWERS #7, #8, Woodrow/Slawson, KYI, Larry Olson, Howard Hendricks, $200.
PERSONALITY TOWERS #9, #10, #11, #12, #13, #14, Basket, WLR/WG&G, $300.
PERSONALITY TOWERS #15, #16, #17, #18, #19, #20, Basket, WLR/WG&G, $400.

BAD WEATHER? Over 60 Songs About Snow & Ice!

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If you've ever needed songs to fit a particular topic, the all-new 4th Edition Green Book Of Songs By Subject is the book you've been waiting for! Jeff Green has created the "ultimate music reference" for Program Directors, Music Directors, Production Directors, Morning Show and Talk Show Producers, and air personalities in all formats!

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All genres of music
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More than 21,000 songs
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AIRCHECKS

THE MORNINg PUNCH™

Guy Phillips of "Phillips and Company" at WBYE St. Louis says: "If we get to the station and The Morning Punch isn't at the fax machine, we go home!" The Morning Punch is seriously funny stuff and we've loved it since day one!

Check out a free week of The Morning Punch for yourself by fax or e-mail. Just call us anytime at 803-732-5668 to start the comedy coming!

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CHRISTMAS GIFTS

Vintage Radio Window Posters 11x16 each color suitable for framing. Titles: Dragnet, The Shadow, Have Gun, Will Travel, Gunsmoke, The Green Har- net, Sherlock Holmes, The Lone Ranger, Gongbusters. $5.000 each plus $1.00 postage. All eight posters $45.00 includes postage. Very limited supply, immediate dispatch. Checks only. Charles Michaelson, 9350 Wilshire Blvd., Beverly Hills, CA 90212. Phone (310) 278-4546

www.americanradiohistory.com
MARKETPLACE

December 18, 1998 R&R • 105

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John Travis, PD, Y93/Billings

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Your Station
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Fax 816-753-4044

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310-553-4330 Fax: 310-203-8727
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NATIONAL AIRPLAY OVERVIEW DECEMBER 18, 1998

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any who are working in Rock radio today owe Allen Shaw a debt of gratitude. He conceived the idea that rock music recorded in stereo should be played on FM.

After going from DJ to assistant PD, he was named to run the ABC-owned FM stations at the ripe old age of 26, a position he held for over 11 years. After this incredible run, Shaw decided to get back in touch with his family and himself and moved to Winston-Salem to work with Summit Communications.

He was then recruited to run Beasley Broadcasting at a very exciting time, with many turnarounds and start-ups. Shaw was once again so successful, he was asked to start a group of his own with MC Partners called Crescent Communications. That company had stations in three markets it had purchased for $65 million when it was dissolved and sold for a combined price of $135 million.

Shaw decided to get back in the game again and formed Centennial Broadcasting in July '97. It now has station clusters in Las Vegas, New Orleans, and Vero Beach, FL.

On becoming a pioneer: "I was working at WCL-AM in Chicago in 1966. A Top 40 station going up against WLS. The record promoters would bring in albums by Vanilla Fudge, Jefferson Airplane, Jimi Hendrix, and the Velvet Underground. The sound on these albums was completely different from Paul Revere and the Raiders, the Monkees, and the things we were playing on the station at the time. Plus, the cuts were very long, six to 10 minutes. I said, 'God, these really sound great. They ought to be on the radio somewhere. And once more, they're in stereo. It didn't take a great genius to figure out, 'Why doesn't somebody play these albums on FM?' Nobody was making any money with FM. It was a medium waiting to find something to program to generate an audience.

'I hopped a plane to New York and set up appointments with the heads of the major network radio companies — CBS, NBC, Westinghouse, and ABC. I walked into ABC and met with Hal Neal. He was immediately interested in the concept, because they were the leading AM group in the country, and FM was a medium that had been floundering. They just didn't have any ideas as to what to do with it. It took about nine months until they actually hired me, because ABC didn't have any money at that time. Their merger with ITT had just fallen through, and they were trying to convert the TV network to color. Remember, this was 1967.'

On starting another company: "I could have settled, but I'm 55, and it took a very short time to realize that radio has been a part of my life since I was 15. I love the business. It's all I've ever done. It was a very easy decision to stay in the business, even though a lot of people said you can't start a new little radio company today because this is the age of consolidation, and you'll get swallowed up by all the competition from the big boys. I guess maybe having been one of the big boys in my early days at ABC, I'm not particularly intimidated by competing with anybody."

Philosophy of Centennial: "It's pretty simple. We wanted to build clusters of stations primarily in the top 50 markets. As long as I can have those or four stations in a market, I can compete with the other consolidated operators in those markets equally."

Growth strategy: "Our next strategy would be to open up another market to build a cluster. We're doing the hard way by buying individual stations from individual owners. Everybody thinks that all the top 50-market stations have been gobbled up by the big, consolidated operators. In fact, when you take CBS, Clear Channel, and Chancellor out of the picture, there are 82 companies with major top three clusters in the top 50 markets. I'm having more fun with this company because of the nature of it. Also, my financial partner, Gordon Grey, is just terrific. I've got more free run and latitude to do what I want than I have ever had."

On the changes in the business: "If you boil it down, the radio business today is essentially the same as it's always been. You need to develop listenership, which means you've got to have good product on the air — good disc jockeys, good talent, good music formats, good promotions. Once you get an audience, you've got to sell it the same way we've been doing it for 30 years. You've got to have good client contact, good relations, good service. You've got to run the spots the way you're supposed to. You've got to charge a fair price, and you've got to deliver promotional assistance to clients who request it or need it."

"The fact that the industry has gone through consolidation has not changed any of those essential basics. We find that being smaller actually has some big advantages in terms of our ability to re-create or preserve the close connections a lot of radio companies used to have. I know most, if not all, of the employees on a first-name basis. We are not distracted by the size of our company. We don't have so many stations and so many things going on at once that we can't pay attention to the details."

"Something that would surprise our readers about his company: "I think you could ask any of our employees, and you'd get this answer: It's like working during the '70s or '80s, in the so-called good old days, when we knew what we were doing, we were very motivated and unified, the company mission was very clear, and everybody felt like they were recognized and appreciated for what they did."

Most influential person: "That would have to be Hal Neal. He was President of the ABC-owned radio stations when I first joined the company, and then he became President of ABC Radio."

Career highlights: "Being able to pioneer a new radio format that turned out to still be on the air 30 years later. And proving that FM radio was a viable medium."

Career disappointment: "Probably realizing that I would have preferred to get into radio station ownership maybe 10 years earlier."

Favorite radio format: "My problem has always been that I like all kinds of music, and I love radio in general. I've been associated with about 50 radio stations over the last 30 years, and they've been in every format. But if I had to pick, it would be Classic Rock — of course — Urban AC, and recently. I guess because of age, I have become enamored of the Standards/Nostalgia format."

Favorite television show: "Biography on A&E."


Favorite movie: "This is going to sound like a cliché, but I think Titanic is my favorite movie, because you had all the elements of a perfect movie: gripping drama, high romance, and deep human insight into the classes and how people return to their true nature in disastrous situations."

Favorite song: "'Good Vibrations' by the Beach Boys."

Favorite restaurant: "Commander's Palace in New Orleans."

Beverage of choice: "Stoli on the rocks with an olive. None of this white wine crap."

Hobbies: "Corvette collector and restorer. Also love water-skiing and sailing."

Favorite website: "Probably my stock portfolio."

Stock recommendation: "Anybody who doesn't believe in the future of Microsoft is crazy. There's another little company I think is going to be big, Michael's Arts And Crafts stores."

New Year's resolution: "Because I've never kept most of the ones I've made in the past, I've given up on making them."

Radio's challenge in the next year: "The biggest challenge is for it to live up to its potential and actually deliver all the things we know it ought to. We keep hearing the same things over and over again about how we ought to develop nontraditional revenue sources and how we ought not to be attacking each other's clients because the enemy is television and newspaper. We've been talking about this for 30 years, and I'm sorry to say that, today, we are still doing very little to make good on all these wonderful opportunities. If we can ever get together, radio will make a giant leap forward."
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