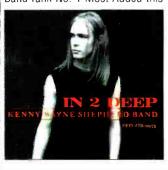
NEWSSTAND PRICE \$6.50

Kenny Wayne Rocks

Giant/Reprise recording artists Kenny Wayne Shepherd Band rank No. 1 Most Added this week at Rock and



Active Rock with "In 2 Deep." One of the format's finest guitarists, Shepherd and his band rack up 60 adds at Rock and 38 adds at Active Rock.

The

Pest



OCTOBER 1, 1999

Technology Theme Issue

Rick Dees (r) and his son, Kevin, herald the opening of KIISFMi.com, the broadcasting industry's first highprofile Internet-only station. The saga of KIISFMi.com,

along with a slew of other Internetand technologyrelated stories are in this, our first issue dedicated to emerging technologies.



MUSIC FROM THE MOTION PICTURE

MAXWELL

LAURYN HILL AND BOB MARLEY

THE ROOTS feat. JAGUAR

BEYONCÉ AND MARC NELSON

GINUWINE, R.L., TYRESE, CASE

FAITH EVANS

ERIC BENÉT

LATOCHA SCOTT

KENNY LATTIMORE

SPORTY THIEVZ

SYGNATURE

ALLURE

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Ν S E D

TECHNOLOGY THEME ISSUE

Just about everyone agrees: The radio industry — indeed, just about *every* industry — is on the precipice of a technological revolution that will change the way people obtain information and entertainment. With this in mind, each R&R editor this week presents an Internet- or technology-related topic near

and dear to their heart. Here's a rundown: • AC How caller ID has revolutionized

telephone research · Alternative Making money on the

'Net by leveraging brand-based access • CHR It's audio! It's visual! It's KIISFMi.com!

• Country MP3radio.com gets active NAC/Smooth Jazz Internet Jazz

programming • News/Talk Two broadcast vets discuss Internet radio

· Rock Surfing the companies that

help you make money • Urban An Internet overview from an Urban veteran

To top things off, Erica Farber features Internet impresario Mark Cuban in this week's "Publisher's Profile.

Page 132



Our Management, Marketing & Sales section is also chock-full of Internet- and technology-related articles. Katz Radio's Gerry Boehme kicks things off with a great piece that answers the many Internet objections he overheard broadcasters toss out at the recent NAB convention. Management specialist Dick Kazan reminds the broadcasting establishment that "nothing will prevent the transformation that technology brings." Translation: Embrace technology, or it will embrace you!

Pages 10-16

THIS # WEEK CHR/POP • LOU BEGA Mambo No. 5 (A Little Bit Of ...) (RCA) **CHR/RHYTHMIC** • CHRISTINA AGUILERA Genie In A Bottle (RCA) URBAN • DEBDRAH COX We Can't Be Friends (Arista) **URBAN AC** • ERIC BENET Spend My Life With You (Warner Bros.) COUNTRY • TIM McGRAW Something Like That (Curb) AC • PHIL COLLINS You'll Be In My Heart (Hollywood) HOT AC • TAL BACHMAN She's So High (Columbia) NAC/SMOOTH JAZZ • NORMAN BROWN Out'a Nowhere (Warner Bros.)

CREED Higher (Wind-up)

ACTIVE ROCK

CREED Higher (Wind-up)

ALTERNATIVE

• RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.) **ADULT ALTERNATIVE** MELISSA ETHERIDGE Angels Would Fall (Island/IDJMG)

NEWSSTAND PRICE \$6.50



KSAN's O'Toole, To The Max!



Like wow! As if it wasn't trippy enough that KSAN/San Francisco had '60s psychedelic legend Peter Max (I) do a portrait of morning maven Darian O'Toole (r), just imagine how freaked out she was when Max said he wasn't finished with the job! He showed up at the billboard with a can of hot pink paint and brushed her hair, giving her highlights and ... a mustache! So does this hippie lady need an Epilady? "I keep telling myself, 'It's not facial hair, it's art," O'Toole says. Somebody give that lady a raze!

OCTOBER 1, 1999

Bogus Letter Dupes Joyner

He and Smiley issue on-air apology after listeners call for boycott of CompUSA store

By JEFFREY YORKE R&R WASHINGTON BUREAU CHIEF yorke@rronline.com

Ever since the famous Katz Media letter regarding "no urban dictates" surfaced (R&R 5/ 15/98), ABC syndicated morning host Tom Joyner has been talking about big companies not buying ad time on minority stations. One of the companies that has come into Joyner's

sights has been CompUSA.

Joyner and BET personality

Tavis Smiley, a regular on the



help them show the company the power of black spending in America. It is significant: Joyner has amassed three crates of receipts faxed and mailed to him by listeners who've made purchases at the

morning show, asked listeners to

computer store. Late last month Joyner received a faxed letter written on the chain's letterhead and signed by "Roger Finlly,

Director of Marketing." It said

JOYNER/See Page 24

Regent Courts Connoisseur

Offer 'came out of the blue,' Warshaw says

Connoisseur Communications has moved into the sights of Regent Communications for possible acquisition. "We are in discussions," acknowledged Connoisseur founding father/ CEO Jeff Warshaw. "We haven't signed a contract, and there's plenty that could happen before a contract gets signed.'

Warshaw, who said the two companies have been talking since mid-August, has had strong offers for his 39 stations in 10 markets — including Grand Rapids; Canton, OH and Rockford, IL - from such big players as Clear Channel. But Warshaw said he wasn't ready to give up the company — in fact, he's been actively looking for more stations to bring into the fold. One thing that allowed him to give the Regent offer a second look was his respect for Regent CEO Terry Jacobs, whom

Warshaw said has a genuine interest in the company and its people

Warshaw declined to discuss specifics or reveal the proposed financial considerations. But he told **R&R** the offer from Regent "really came out of the blue. We were not expecting to be sellers." He took the offer to his partners - Abry Partners and Tinicum

- and it is still being discussed. Warshaw, whose father ran

Universal Broadcasting, has been in radio "since my bar mitzvah." Now 35, Warshaw began the Westport, CT-based Connoisseur 5 1/2 years ago with \$250,000. His first acquisition was an AM/FM combo in Flint, MI from McVey Broadcasting. Warshaw is quick to admit he's not only professionally involved with the company, but he also

REGENT/See Page 36

FCC Begins Online Broadcast Auction

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

Look out, Mel Karmazin and Lowry Mays: Here comes George Flinn.

At the end of the first round of bidding in the FCC broadcast auction on Tuesday (9/28), the Memphis-based radiologist had made the high bid in eight markets - more than any entity in any service, including TV and TV translators - pledging a total of \$190,000 for new FMs in markets such as Great Falls, MT; Blair, NE; Kailua, HI and Charlevoix, MI.

"I'm not that big a player," the modest Flinn told R&R on Tuesday afternoon. "I'm a doc-

tor.' But he's a longtime broadcaster as well. He bought his

AUCTIONS/See Page 36

The Industry's High Rollers Redstone, Murdoch, Bronfman in Forbes top 50

Mirror, mirror, on the wall, who's the richest of them all? Well, with Microsoft's Bill Gates still around, a more intriguing question might be, who's the second richest of them all?







Steinmetz Dolan jacobson@rronline.com

he second top-level shakeup in eight days has placed ABC 's 15 owned-and-operated Radio Disney children's stations in the hands of its two radio station group presidents.

Mitch Dolan, who serves as ABC Radio Stations/Group

DISNEY/See Page 36

Mark these dates: R&R Talk Seminar 2000: February 2-26; R&R Convention 2000: June 15-17!

Forbes magazine released its annual ranking of the nation's 400 wealthiest people last week, with Gates more than doubling his nearest competitor with a net

radio people, Viacom's

• Sumner Redstone, Viacom: \$9.4 billion (No. 17)





worth of \$85 billion. Among

Sumner Redstone. Clear **Channel Communications'** Lowry Mays and AMFM's Tom Hicks all cracked the list. Here are how they and other media moguls fell into place.

BY ADAM JACOBSON **R&R RADIO EDITOR**

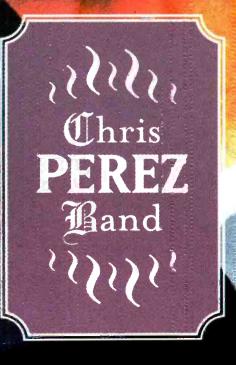
NEW & SPINNING AT:

KHFI	WSNE	WMC
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WNCI	WPST	WQZQ
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> From the album RESURRECTION Produced by Julian Raymond Mixed by Chris Lord-Alge





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Bonadonna Becomes KDKB/Phoenix PD

Former WMMR/Philadelphia OM/PD Joe Bonadonna has been appointed PD for KDKB/Phoenix. He replaces Tim Maranville, who exited at the end of August. "I'm thrilled," Sandusky Arizona

VP/GM Chuck Artigue told R&R. "Joe brings with him all of the strengths and background that's necessary to take a heritage station like KDKB and bring it to the forefront. I can't believe I'm that good a salesman to have been able to have talked him into leaving the East Coast, where he'd had a presence for so many years. Naturally, both Joe and I are excited, but I have to add that our staff here is just doing back flips as well."

Bonadonna added, "I'm very excited to be taking this next step in my career. After 22 years at WMMR, to now go to KDKB which is a similar radio station, with even the same frequency at 93.3 — is very thrilling. I'm looking forward to working with the people at Sandusky. It's a great radio station, and I welcome this next phase in my career.'

Bonadonna spent 22 years at WMMR, the last nine as PD. He had also been on the air in afternoon drive between 1977-98. His previous stints include programming experience at WNEW/New York and WIOT/Toledo and an airshift at WLIR/Long Island.

Y107/Los Angeles Sets Tolkoff As PD

Big City Radio has named Max Tolkoff PD of its "Y107" Alternative



trimulcast in Los Angeles (KLYY/ Arcadia, KSYY/ Fallbrook & KVYY/Ventura), effective Oct. 11. Tolkoff replaces John Duncan, who exited in August. Currently the host of AMFM Radio Networks' syn-

Tolkoff

dicated Modern Rock Live, Tolkoff has programmed XTRA/San Diego and WFNX/Boston and has served as a consultant with Jacobs Media.

'The ability to bring Max into the Y107 family is a major coup for both Y107 and Big City Radio," said Y107 VP/GM David Howard. "Max's background and thorough knowledge of radio, music and the record industry is an ideal combination to maximize Y107's full potential. He is a visionary, a leader and a great ambassador."

TOLKOFF/See Page 23



Rising country stars The Dixie Chicks swung by America Online's Studio-1 to chat online with fans. Flashing virtual smiles are (I-r) Dixie Chick Emily Robison, AOL Music Producer Evan Hosie, Dixie Chicks Natalie Maines and Martie Seidel and Sony Sr. Dir./New Media Jennifer Frommer.

ABC Taps Tang As 'EAE/Pittsburgh VP/GM

ABC Radio has named Jessamy Tang President/ GM of WEAE-AM/Pittsburgh --- the former WTAE-AM and the company's most recent ESPN Radio acquisition. Tang takes over for Dave Waugaman, who had been handling GM duties on an interim basis and will remain the station's NSM.

Tang, who began her professional career in 1989 as a research analyst at Deloitte & Touche Management Consulting in New York, was most recently Director/Asst. to the President of ABC Radio and was specifically focused on ESPN Radio expansion. In that position Tang was re-



evaluation, strategy and execution of ESPN Radio, from individual syndicated programs to 24-hour programming. Prior to that she was Director/Enterprises at ESPN Inc. in New York (1998-99). Tang's broadcasting background also includes several positions with the ABC Radio Networks. where she was Director/Sales.

sponsible for the overall

Planning & Administration; Manager/Special Projects; and Regional Manager/Affiliate Sales, South and West regions.

TANG/See Page 23

Cox's WYAP-FM/Atlanta Flips To CHR Rechin-Sheridan comes on board as VP/GM

Cox Radio's WYAP-FM/Atlanta flipped to CHR on Monday (9/27) after dropping its Country format on Saturday (9/25) and airing a loop of Tone Loc's "Wild Thing." Now known as "Atlanta's New Number One Hit Music Station, The Beat," WYAP is playing 10,000 songs in a row, commercialfree, with on-air announcements from new WYAP VP/GM Lori **Rechin-Sheridan.**

Cox paid Clarke Broadcasting \$78 million for longtime Country station WNGC/Athens, GA (now WYAP) after the station received permission to move its antenna 30 miles closer to Atlanta. The move allows the station to tap into the lucrative under-radioed Atlanta market, which according to BIA, will bill an estimated \$279 million this year.

"We have conducted extensive research, and there is a pretty large lanta," Rechin-Sheridan told R&R. "Looking back on it, you don't have to be a rocket scientist to figure out what the need was in this market. This is a mainstream CHR with a rhythmic flavor. We will focus on the pop and dance side of CHR, targeting 18-34 females; it will complement the 25-49 female target of co-owned WSB-FM (B98). It will be a very energetic, upbeat station with a fun edge to it. Some of the artists we will play that crosstown WSTR (Star 94) does not play will include Jennifer Lopez, Backstreet Boys, Mariah Carey, Ricky Martin, 702 and Christina Aguilera."

hole for this radio station in At-

Rechin-Sheridan told R&R that WYAP's call letters are temporary. No staffers have been hired, and the station will evolve, but "the core of

WYAP/See Page 23

OCTOBER 1, 1999

NEWS & FEATURES

Radio Business	4	Street Talk	38
Business Briefs	1	Sound Decisions	44
Transactions	6	Nashville	75
MMS	10	Publisher's Profile	132
Innovation Station	16		
Show Prep	28	Opportunities	127
'Zine Scene	28	Marketplace	129
National Video Charts	30		

FORMATS & CHARTS

News/Talk	32	Adult Contemporary	89
CHR	48	AC Chart	90
CHR/Pop Chart	50	AC Tuned-In	92
Callout America	52	Hot AC Chart	94
CHR/Pop Tuned-In	54	Hot AC Tuned-In	95
CHR/Rhythmic Chart	59	Pop/Alternative	97
CHR/Rhythmic Tuned-In	61	NAC/Smooth Jazz	98
Urban	64	NAC/Smooth Jazz Chart	100
Urban Chart	66	NAC/Smooth Jazz Action	101
Urban Action	68	Rock	104
Urban Tuned-In	69	Rock Chart	106
Urban AC Chart	72	Rock Tuned-In	107
Urban AC Tuned-In	73	Active Rock Chart	110
Country	74	Active Rock Tuned-In	112
Country Chart	78	Rock Specialty Show	114
Country Indicator	79	Alternative	117
Country Action	80	Alternative Chart	118
Country Tuned-In	82	Alternative Action	120
		Alternative Tuned-In	121
		Alternative Specialty Show	124
		Adult Alternative	125
		Adult Alternative Chart	125
Th	e Back	Pages 130	

Bennett Now WW1 VP/E.C. Affil. Sales

Fred Bennett has been named VP/East Coast Affiliate Sales for Westwood One. Bennett was formerly interim GM for Shadow Broadcast Services' Detroit office.

"Through his years at Shadow Fred has gained extensive knowledge of how best to tailor products to help stations improve their ratings and revenue." said WW1 Sr. VP/Director of Affiliate Sales Peter Kosann, to whom Bennett reports. "He is an awesome addition to the staff."

Bennett spent 14 years with Shadow, a subsidiary of WW1. He served as a field reporter, Executive Producer, OM and National VP/Operations & Programming prior to his most recent post.

"I look forward to applying my Shadow experience to Westwood One's Affiliate Sales department," Bennett added. "I'm very excited about working with a great lineup of radio stations on the East Coast."

Howard Hired To Head Rykodisc Label

Chris Blackwell's Palm Pictures has tapped George Howard as the new head of its Rykodisc label. Howard, who will be based in Boston, will continue overseeing Slow River Records, a Rykodisc imprint.

'George is a gifted, passionate individual who understands the music and artists wholly," Blackwell stated. "I feel confident he can build upon Ryko's legacy in the same fashion that the company was founded 16 years ago. Don Rose and Arthur Mann started a fantastic company, and I believe that George will continue to operate the company in a manner which bespeaks its history.

Howard noted, "Rykodisc is a great label and a well-known brand that symbolizes quality and innovation in music, marketing and packaging. My guiding principle moving forward will be to honor what Don Rose and Arthur Mann have built and to continue to work with unique, visionary artists who have helped make the label what it is today."

Palm Pictures bought Rykodisc in August 1998.

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PAGE THREE

Radio Business

Let's Make A Deal

AMFM, Cumulus, others active in big week for station sales

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

One radio group is trying to reduce the fat, another just keeps getting larger and one big-name group is getting back in the business

It was a hectic week for radio station transactions as AMFM sold its Puerto Rico holdings, Cumulus entered yet another new market in North Carolina and Richard Marriott's First Media re-entered radio ownership after a decade-long hiatus.

Those were just some of the headline deals. All in all over \$201 million changed hands in 60 deals this week, one of the most active trading weeks of the year.

In the case of AMFM, the company

seems to be shedding some properties in the wake of the merger with Capstar Broadcasting, which was completed a few months ago. Last week AMFM sold WCOM-FM. WCTA-FM, WIOA-FM, WIOB-FM, WIOC-FM, WOYE-FM, WZMT-FM & WZNT-FM/Puerto Rico to Spanish Broadcasting System for \$90 million. AMFM -- then Chancellor Media - bought those properties for \$75 million in 1998 from Primedia Broadcast Group.

"Clearly the company is moving toward editing its portfolio," First Union Capital Markets analyst Bishop Cheen told R&R. AMFM said pretty much the same thing as Radio President/CEO Jim de Castro stated that the sale was "consistent with AMFM's strategy to divest nonstrategic assets."

Meanwhile, as AMFM tries to cut back on its 451-station holdings, Cumulus Media continues to grow and grow. The 2 1/2-year-old company now owns 261 stations in 48 markets after purchasing Cape Fear Radio's WGNI-FM & WMNX-FM/ **DEAL/See Page 8**

Around The World With DAB

lutrition News

i the U.S. a proposal that would make in-band, on-channel, or IBOC, the DAB standard has begun to wend its way through the labyrinthine regulatory process at the FCC. In Europe and most other regions of the world, however, L-band spectrum is being used for digital radio broadcasting. Many countries, in fact, have already begun either experimental or full-scale transmission.

Country	Status	Population Served
Australia	Services to begin January 2001	N/A
Austria	One multiplex transmitting	Vienna
Belgium	14 transmitters operating	80% of Flanders
Canada	Testing in Montreal, Vancouver and Toronto soon	35% of country
Czech Republic	Czech Radio doing experimental broadcasts	Prague
France	TDF broadcasting 13 programs	25% of country
Germany	100+ programs on in Saxony Anhalt and Bavaria	30% of country
Hungary	Magyar Radio doing experimental broadcasts	60% of country
Israel	Bezeq began pilot transmissions in 1996	70% of country
Italy	Five transmitters operating	15% of country
Mexico	Some experimental broadcasts	N/A
Netherlands	Three transmitters operating	45% of country
Poland	Polskie Radio broadcasting four services	8% of country
Portugal	RDP airing six programs using 15 transmitters	70% of country
South Africa	Pilot tests began in 1997	10% of country
Spain	Broadcasting in Madrid, Barcelona, Valencia	80% of country
United Kingdom	BBC began broadcasting in 1995	60% of country

Bloomberg BUSINESS BRIEFS

Mays Says No 'Net IPOs For Clear Channel

Clear Channel CEO Lowry Mays told an investors conference in San Francisco Monday that his fast-growing multimedia company has no plans to spin off its Internet division into a separately traded company, according to Bloomberg. Clear Channel competitor CBS has reportedly been thinking of an IPO with its Internet holdings. Mays also told listeners that Clear Channel expects "good growth" from its TV unit for the second half of 1999. About 7% of the company's revenue comes from TV, while its 511 radio stations bring in about 45% of its estimated \$1.35 billion in ('98) revenues

FCC Fine Beat

n two cases the FCC fined stations for airing callers without notifying them that they would be broadcast. In the first case, involving Long Nine's WQLZ-FM/Springfield, IL, the FCC fined the station \$4,000 for broadcasting a conversation between relatives on the Morning Disaster show in October 1997. Long Nine told the FCC that they thought the caller knew her conversation would be rebroadcast. The second case involves KISV-FM/ Bakersfield, which was first fined in April for playing a conversation without informing the callers during the Baka Boyz program in May of 1998. Station owner American General Media said in its defense that the show was aired under a programming agreement with syndicator Robert Eatman Enterprises and that it did not control the content. The commission reduced the station's fine to \$3,000.

• The commission rescinded fines against WFNT-AM & WCRZ-FM/Flint, MI and WPE-AM & WKSI-FM/Greensboro, NC for EEO violations and dismissed a petition to turn back the license renewal of WJPA-AM & FM/Washington, PA. The petition had claimed the stations violated EEO rules

• The FCC last week repealed citations against six Nevada stations (five TV and one radio) plus KHTH-AM/Dillon, CO for airing casino ads. The law against that activity was overturned by the Supreme Court in June.

 The commission says KXLE-AM & FM/Ellensburg, WA and KLPL-AM & FM/Lake Providence, LA never responded to notices sent to them in June citing them for breaking Emergency Alerf System rules. KXLE owes \$8,000, while KLPL must pay \$12,000.

FCC Flags Entercom, Clear Channel Deals

ntercom knew it was going to be above the threshold in the market and, as has become routine, the FCC has asked the public for comments on the deal. Through its \$821 million acquisition of Sinclair's radio properties, Entercom is getting a Kansas City quartet that will bring its share of Continued on Page 36

R&R/Bloomberg Radio Stock Index

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

				Change Since		
	One Year Age	o One Week Age	9/17/99	One Year Ago	One Week Age	
Radio Index	191.93	337.65	331.63	+72.79%	-1.78%	
Dow Industrials	8108.84	10,598.50	10,275.53	+26.72%	-3.05%	
S&P 500	1048.69	1307.58	1282.20	+22.27%	-1.94%	

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Why have AC station B-101, Philadelphia, and many others with whom we work developed such commanding leads book after book with 25-54 Women?*

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*Ranks and shares are from Spring 1999 Arbitron, Mon-Sun, 6AM-Mid



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Radio Business

DEAL OF THE WEEK

• WCOM-FM, WCTA-FM, WIOA-FM, WIOB-FM, WIOC-FM, WOYE-FM, WZMT-FM & WZNT-FM/Ponce, PR \$90 million

1999 DEALS TO DATE

Dollars To Date:

Dollars This Week: \$201,688,000

Stations Traded This Year: 995 (Last Year: 1,678)

Stations Traded This Week:

Week: 60 (Last Year: 30)

\$3,350,924,500

(Last Year: \$8,088,813,969)

(Last Year: \$21,633,300)

TRANSACTIONS

Chancellor Sells Puerto Rico Holdings

□ Eight stations go to SBS for \$90 million

Deal Of The Week

WCOM-FM/Bayamon, WCTA-FM/San German, WIOA-FM & WZNT-FM/ San Juan, WIOB-FM & WOYE-FM/Mayaguez and WIOC-FM & WZMT-FM/Ponce, PR

PRICE: \$90 million

TERMS: Asset sale for cash

BUYER: Spanish Broadcasting System Inc., headed by CEO Raul Alarcon Jr. It owns 13 other stations, including WDOY-FM, WEGM-FM & WMEG-FM/Puerto Rico. Phone: (305) 441-6901

SELLER: AMFM Inc., headed by President/CEO Radio Jim de Castro. It owns 450 stations. Phone: (214) 922-8700

FREQUENCY: 94.7 MHz; 95.1 MHz; 99.9 MHz; 93.7 MHz; 97.5 MHz; 94.1 MHz; 105.1 MHz; 99.3 MHz

POWER: 31.9kw at 1,777 feet; 25kw at 1,970 feet; 50kw at 977 feet; 50kw at 259 feet; 50kw at 990 feet; 25kw at 1,958 feet; 50kw at 179 feet; 14.5kw at 226 feet

FORMAT: Spanish CHR; Tropical; Romantica; Tropical; Spanish Hits; Spanish CHR; Romantica; Spanish AC

TALK RADIO SEN

KIT-AM, KMWX-AM, KATS-FM, KFFM-FM/ Yakima & KQSN-FM/ Toppenish (Yakima), WA; KKXL-AM & FM & KJKJ-FM/Grand Forks, ND; and KQHT-FM/ Crookston & KSNR-FM/ Thief River Falls (Grand Forks), MN

Multistate Deal

PRICE: \$19.71 million

TERMS: Asset sale for cash BUYER: Clear Channel Communications Inc., headed by CEO Lowry Mays. It owns 511 stations. Phone: (210) 822-2828

SELLER: T&J Broadcasting & Iowa City Broadcasting, both headed by Tom Ingstad. FREQUENCY: 1280 kHz; 1460 kHz; 94.5 MHz; 107.3 MHz; 92.9 MHz;

1440 kHz; 92.9 MHz; 107.5 MHz; 96.1 MHz; 100.3 MHz **POWER:** 5kw day/1kw night; 5kw day/3.7kw night; 100kw at 909 feet; 100kw at 1,500 feet; 17kw at 843 feet; 1kw day/500 watts night; 63kw at 386 feet; 100kw at 446 feet; 100kw at 414 feet; 100kw at 564 feet

FORMAT: News/Talk/Sports; Oldies; Rock; CHR; AC; Nostalgia; CHR; Classic Rock; Soft AC; Oldies COMMENT: This deal was announced 8/30, but terms were filed with the FCC last week.

Alabama

WPRN-AM & WKZB-FM/ Butler (Meridian)

PRICE: Future cash consideration; 10% of profits in excess of \$500,000 from future sale of station **TERMS:** Transfer of control

BUYER: K. Darryl Jackson. He also owns WPRN-FM/Lisman. Phone: (770) 252-2620

SELLER: Debra Jackson, 51% owner of Butler Broadcasting. FREQUENCY: 1330 kHz; 93.5 MHz POWER: 5kw; 32kw at 610 feet FORMAT: Country; Hot AC

California

FM CP/Lenwood PRICE: \$430,000 TERMS: Asset sale for cash BUYER: Lazer Broadcasting Corp., headed by President Alfredo Plascencia. It owns five other stations. Phone: (805) 240-2070 SELLER: Rita Bonilla. She has interests in two other stations. Phone: (619) 427-6323

TRANSACTIONS AT A GLANCE

- KIT-AM, KMWX-AM, KATS-FM, KFFM-FM/Yakima & KQSN-FM/ Toppenish (Yakima), WA; KKXL-AM & FM & KJKJ-FM/Grand Forks, ND; and KQHT-FM/Crookston & KSNR-FM/Thief River Falls (Grand Forks), MN \$19.71 million
- WPRN-AM & WKZB-FM/Butler (Meridian), AL Future cash consideration
- FM CP/Lenwood, CA \$430,000
- KRQK-FM/Lompoc (Santa Maria), CA \$1.3 million
- WRDW-AM/Augusta and WRFN-FM/Warrenton, GA \$800,000
- WGIA-AM/Blackshear, GA \$65,000
- WLET-AM/Toccoa, GA No cash consideration
- KNUQ-FM/Paauilo (Maui), HI \$1.3 million
- WGEN-AM/Geneseo and WHHK-FM/Galva (Davenport, IA), IL \$550,000
- WIRL-AM & WSWT-FM/Peoria (Bloomington-Normal), IL
- \$11.86 million • WRCR-FM/Rushville, IN \$800.000
- WOOO-AM/Shelbyville (Indianapolis), IN \$250,000
- WOOD-AM/Shelbyville (Indianapolis), IN \$250,0
 WTCJ-AM/Tell City, IN \$25,000
- FM CP/Veedersburg, IN \$135,000
- WZZY-FM/Winchester, IN \$300,000
- KWPC-AM & KWCC-FM/Muscatine (Davenport), IA \$2.2 million
- KKLO-AM/Leavenworth (Kansas City), KS \$1.3 million
- WCEI-AM & FM/Easton, MD \$4.2 million
- WODJ-FM/Greenville (Grand Rapids), MI \$6.5 million
- FM CP/Mackinaw City, MI \$108,000
- WRJH-FM/Brandon (Jackson), MS \$1.6 million
- WJYY-FM/Concord, WNHI-FM/Belmont and WRCI-FM/Hillsboro (Manchester-Nashua), NH \$3.6 million
- WXLQ-FM/Gorham, NH \$450,000
- WLIR-AM/Spring Valley (White Plains), NY \$270,000
- WFNC-AM & WQSM-FM/Fayetteville, WFNC-FM/Lumberton, WRCQ-FM/Dunn (Fayetteville) and WGNI-FM & WMNX-FM/ Wilmington, NC \$47 million
- FM CP/Elk City, OK \$10,000
- KBCH-AM & KCRF-FM/Lincoln City, OR \$425,000
- WFIR-AM & WPVR-FM/Roanoke, VA \$6.5 million

KRQK-FM/Lompoc (Santa Maria)

PRICE: \$1.3 million

TERMS: Asset sale for cash BUYER: American General Media, headed by President Anthony Brandon. It owns 25 stations. Phone: (410) 832-5870

SELLER: Padre Sierra Communications Inc., headed by President Jaime Valdez. It owns six other stations. Phone: (619) 427-6323 FREQUENCY: 100.3 MHz POWER: 3.65kw at 863 feet

FORMAT: Reg. Mexican

BROKER: Miller & Associates

WRDW-AM/Augusta and WRFN-FM/Warrenton

Georgia

PRICE: \$800,000 TERMS: Asset sale for cash BUYER: Beasley Broadcasting Group, headed by CEO George Beasley. It owns 30 stations, including WGAC-AM, WAJY-FM, WCHZ-FM & WGOR-FM/Augusta. Phone: (941) 263-5000

Continued on Page 8

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Radio Business

EARNINGS Chicago Stands Out In Emmis Q3 Numbers

E mmis Communications Corp. (Nasdaq: EMMS) saw tremendous growth in Chicago in its fiscal third quarter thanks to the recent addition of Mancow's morning show, along with "dot-com" business, Radio President Doyle Rose said last week. The company reported that same-station radio revenues grew 19%. Broadcast/publishing cash flow was up 37%, to \$33.9 million in the quarter, while same-station net revenue for the segment rose 13%. For the first half of '99 same-station radio revenue increased 15%, while broadcast/publishing cash flow jumped 46% to \$60.8 million. At 7 cents per share, Emmis came in lower than First Call analysts' estimate of 16 cents per share.

Transactions

Continued from Page 6 SELLER: Advertising Network Systems (WRDW) and Beard Broadcasting Co. (WRFN), both owned by the Beard family. Phone: (706) 667-8999 FREQUENCY: 1480 kHz; 93.1 MHz POWER: 5kw; 4.1kw at 400 feet FORMAT: Sports; Sports BROKER: Kempff Communications Co.

WGIA-AM/Blackshear PRICE: \$65,000

TERMS: Asset sale for cash BUYER: Yates Broadcasting Inc., headed by President David Yates. Phone: (817) 447-2517 SELLER: Christian Media Network Inc., headed by President Joe Chalk. Phone: (912) 449-3442 FREQUENCY: 1350 kHz POWER: 5kw day/117 watts night FORMAT: Religious BROKER: Buy-Sell Radio Inc.

WLET-AM/Toccoa

PRICE: No cash consideration TERMS: Donation BUYER:Toccoa Falls College. It owns eight other stations. Phone: (706) 886-6831 SELLER: Lee Street Properties, headed by R. Elliott Caudell. Phone: (706) 886-2191 FREQUENCY: 1420 kHz POWER: 5kw day/72 watts night FORMAT: Urban/Talk

KNUQ-FM/Paauilo

(Maui) PRICE: \$1.3 million TERMS: Asset sale for cash BUYER: Visionary Related Entertainment II Inc., headed by President John Detz Jr. It owns seven other stations. Phone: (707) 528-0339 SELLER: DCP Broadcasting Corp., headed by Christopher Dahl. Phone: (612) 925-8840 FREQUENCY: 103.7 MHz POWER: 100kw at 1,211 feet FORMAT: Hot AC

Illinois

WGEN-AM/Geneseo and WHHK-FM/Galva (Davenport, IA) PRICE: \$550,000

TERMS: Asset sale for cash

BUYER: Hoscheidt Broadcasting Co., headed by President John Hoscheidt. He owns one other station. Phone: (309) 582-5666

SELLER: Coleman Broadcasting Co., headed by President Roger Coleman. He has interests in three other stations. Phone: (309) 932-2288 FREQUENCY: 1500 kHz; 102.5 MHz POWER: 250 watts; 3kw at 328 feet FORMAT: AC; AC

WIRL-AM & WSWT-FM/ Peoria (Bloomington-Normal)

PRICE: \$11.86 million

TERMS: Asset sale for cash BUYER: JMP Broadcasting LLC, headed by President Michael Wild. It also owns WMBD-AM & WPBG-FM/ Peoria. Phone: (309) 686-9405 SELLER: Community Service Radio Inc., headed by President James Glassman. He owns three other stations. No phone listed FREQUENCY: 1290 kHz; 106.9 MHz POWER: 5kw; 50kw at 480 feet FORMAT: Talk: AC

Indiana

WRCR-FM/Rushville PRICE: \$800,000 TERMS: Asset sale for cash BUYER: RSE Broadcasting LLC, headed by Chairman Ron Lienemann. Phone: (765) 932-4121 SELLER: Quantum Broadcasting Corp., headed by CEO Louis Disinger. Phone: (765) 932-3983 FREQUENCY: 94.3 MHz POWER: 740 watts at 550 feet FORMAT: Nostalgia/Talk BROKER: Roehling Broadcast Ser-

WOOO-AM/Shelbyville (Indianapolis)

vices

PRICE: \$250,000 TERMS: Asset sale for cash BUYER: RSE Broadcasting LLC, headed by Chairman Ron Lienemann. Phone: (765) 932-4121 SELLER: ARS Broadcasting Corp., headed by President Alan Schriber. Phone: (513) 821-7221 FREOUENCY: 1520 kHz POWER: 1kw day/250 watts night FORMAT: Oldies BROKER: Roehling Broadcast Services

Deal

Continued from Page 4

Wilmington. NC and WFNC-AM & FM. WQSM-FM & WRQC-FM/ Fayetteville, NC for \$47 million. Cumulus, which nearly always buys stations in clusters, also owns WAAV-AM & FM & WWQQ-FM/ Wilmington.

Odds And Ends

The most interesting deals of the week may have come from smaller groups re-entering the business, expanding through odd deals or exiting the industry.

In Maryland, Richard Marriott's First Media is a station owner again, buying Clark Broadcasting's WCEI-AM & FM/Easton for \$4.2 million. Marriott has been out of the business since the mid-1980s, when First Media sold its 11-station holdings, including major-market stations in Washington, DC.

First Media's recent purchases also mark the end of radio ownership for Clark Broadcasting. Clark, a Washington, DC-based construction company that seems to have built just

WTCJ-AM/Tell City

PRICE: \$25,000 TERMS: Asset sale for cash BUYER: Hancock Communications Inc., headed by President Bayard Walters. He owns 19 other stations, including WKCM-AM & FM/ Hawesville, KY, WLME-FM/Cannelton, KY and FM CP/Tell City, IN. Phone: (615) 361-7560 SELLER: James Roland Brewer Trust. Phone: (423) 265-9494 FREQUENCY: 1230 kHz POWER: 1kw FORMAT: Talk

FM CP/Veedersburg

PRICE: \$135,000 TERMS: Asset sale for cash BUYER: Zona Communications Inc., headed by President Rhea Weatherford. She also owns WKZS-FM/ Covington. Phone: (217) 431-4995 SELLER: Veedersburg Radio, headed by Keith Reising. Phone: (812) 738-3482

WZZY-FM/Winchester

PRICE: \$300,000 TERMS: Asset sale for cash BUYER: Rodgers Broadcasting Corp., headed by President David Rodgers. It owns five other stations, including WFMG-FM/Richmond. Phone: (765) 962-6533 SELLER: Picon of Winchester Inc., headed by President Michael Schillhahn. Phone: (765) 874-2535 FREQUENCY: 98.3 MHz POWER: 3kw at 320 feet FORMAT: AC BROKER: Roehling Broadcast Services about everything in DC — including the MCI Center, Jack Kent Cooke Stadium and the new convention center — also recently sold its Charlottesville, VA properties to Clear Channel for \$6.35 million. The company transferred its Staunton-Waynesboro, VA*stations to its own President. Michael Douglass, for nearly \$750.000 earlier this summer.

In one of the week's more ironic deals. Mel Wheeler Inc. purchased WFIR-AM & WPVR-FM/Roanoke from Jim Gibbons Radio for \$6.5 million. The deal is noteworthy because Wheeler had filed an appeal with the FCC in early 1998 to block the sale of those stations to Capstar Broadcasting, claiming that the purchase would give Capstar too much market share. Over a year later Capstar withdrew its application for the stations, and Wheeler stepped in and bought the properties — for \$2 million less than Capstar's price.

"It is ironic." Mel Wheeler President Leonard Wheeler told **R&R**. "It's not as though I had the expectation that we would have an opportunity to own it." Wheeler also owns WSLC-AM, WLYK-FM, WSLK-

lowa

KWPC-AM & KWCC-FM/ Muscatine (Davenport) PRICE: \$2.2 million TERMS: Asset sale for cash

BUYER: WPW Broadcasting Inc., headed by President David Madison. It owns 11 other stations. Phone: (309) 734-9452

SELLER: Muscatine Communications Inc., headed by President John Schwandke. No phone listed FREQUENCY: 860 kHz; 93.1 MHz POWER: 250 watts day/8 watts night; 4.4kw at 382 feet FORMAT: AC; Country

Kansas

KKLO-AM/Leavenworth (Kansas City)

PRICE: \$1.3 million TERMS: Asset sale for cash BUYER: New Life Evangelistic Center Inc., headed by President Lawrence Rice Jr. It owns eight other stations. Phone: (314) 436-2424 SELLER: Chara Communications Inc., headed by President William Neeck. Phone: (913) 268-5556 FREQUENCY: 1410 kHz POWER: 5kw day/500 watts night FORMAT: Religious

Maryland

WCEI-AM & FM/Easton PRICE: \$4.2 million TERMS: Asset sale for cash BUYER: First Media Radio LLC, headed by Richard Marriott. No phone listed. SELLER: Clark Broadcasting Inc., FM & WSLQ-FM in the market.

One example of how consolidation has changed smaller operators is the story of Goodrich Radio. Over the past few months owner Bob Goodrich has been selling off stations, and this week he sold WODJ-FM/Grand Rapids to Bloomington Broadcasting for \$6.5 million.

A decade ago, Goodrich said, he felt like a major player in the industry with his nine-station group. But as his competitors grew and grew following the Telecom Act of 1996, he found he had trouble keeping his sales team together, and part of the fun of being a radio operator had been lost.

Now Goodrich has sold all but two stations — WJNZ-AM & WKWM-AM/Grand Rapids. MI. He plans to keep those stations while turning his attention to his movie theater business — he owns 305 screens across five Midwestern states. While the camaraderie is not quite as good in the movie business, he says, consolidation has not hit that industry quite as hard as it has radio. (See Page 6 for more details on this week's transactions.)

headed by President Michael Douglass. Phone: (410) 822-3301 FREQUENCY: 1460 kHz; 96.7 MHz POWER: 1kw day/500 watts night; 25kw at 255 feet FORMAT: Nostalgia; AC BROKER: William Schutz Jr.

Michigan

WODJ-FM/Greenville

(Grand Rapids) PRICE: \$6.5 million

TERMS: Asset sale for cash BUYER: Bloomington Broadcasting Corp., headed by Kenneth Maness. It owns 17 other stations, including WBBL-AM, WKLQ-FM & WLAV-FM/ Grand Rapids. Phone: (423) 477-1034 SELLER: Goodrich Radio LLC, headed by Robert Goodrich. It owns two other stations. Phone: (616) 698-7733

FREQUENCY: 107.3 MHz POWER: 50kw at 492 feet FORMAT: Oldies BROKER: Media Venture Partners

FM CP/Mackinaw City

PRICE: \$108,000 TERMS: Asset sale for cash BUYER: Broadcast Music Ministries Inc., headed by President James McCluskey. Phone: (231) 627-8113 SELLER: Great Lakes Broadcasting Academy Inc., headed by President Del Reynolds. Phone: (517) 779-9178 FREQUENCY: 88.5 MHz

Mississippi

WRJH-FM/Brandon (Jackson) PRICE: \$1.6 million Continued on Page 26

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That's why so many top-rated stations rely on Coleman to make sense of uncertainty. Stations like KROQ in Los Angeles, WBMX in Boston, Hot 97 (WQHT) in New York, KS95 (KSTP) in Minneapolis, and KYGO in Denver.

Different formats each. But year after year, the winners in their markets. How do they do it? By building a sustainable brand.

It's more than just research. Numbers alone can't eliminate guessing. Deeper audience insights can. Coleman has developed a proprietary approach that shows stations how to link their "sound" to identifiable format trends. Through research techniques such as Format Coalition Analysis^{1*} and FACT* that lead to Coleman's action-oriented process known as "The Plan," you consistently get deeper insights into where your audience is going – and why. And we've been doing it for more than twenty years. With Coleman, you're not just buying numbers. You're getting the trend analysis and deeper insights that can take a lot of the guesswork out of building a loyal audience.

Imagine how much more fun this business could be if you spent less time second-guessing and more time building a brand.



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Arbitron's latest Internet study, Page 16

- The "what's worthwhile?" web, Page 15
- RAB: Total toasts radio success, Page 12

management marketing sales

"Never trust a computer you can't throw out a window." - Steve Wozniak

SALES

OK, SO WE NEED THE 'NET ... NOW WHAT?

By Gerry Boehme

By now you've probably read many ar-

ticles regarding the NAB Internet Radio Show in Orlando. While it's still officially known as the "radio" show, the topic of radio's plans for the Internet dominated the sessions, the exhibits and many conversations throughout the week.

When RAB President Gary Fries spoke about radio's opportunity on the web and his feeling that we might "blow it," he no doubt expressed a sentiment held by many in our industry. It's clear that most stations and groups finally recognize the importance of developing a web strategy for their stations. What's not so clear is whether radio can effectively merge this "new" medium with our traditional business and do it quickly enough to simultaneously protect our current revenue while expanding our influence.

Over the past few months I've talked a lot in this space about radio's web opportunities as well as how much we still need to accomplish. In last month's column (R&R 9/2) I profiled a lessthan-stellar radio Internet campaign to illustrate how we can develop more effective web advertising strategies. This week I'd like to continue to "find the positives in the negatives," using comments I heard at the NAB to illustrate choices we'll have to make as we develop successful Internet strategies.

Here's a sampling:

• I don't want my listeners to leave my website.

We don't want listeners to leave our stations either, but we accept the fact that people listen to several stations, watch TV, read the paper and use the web. What we really hope to do is make our onair presentation so good that listeners keep coming back. We should be trying to do the same thing with our websites.

All the popular Internet sites serve as portals. While they certainly make their mark as gathering places by offering valuable content, they also serve as jump-points for links to other places. These sites are confident that users will bookmark their URLs and come back.

While radio stations certainly hope their websites offer enough value to attract and hold audiences, it's unrealistic to expect that users will stay exclusively on our home pages. Countless sites will compete for attention, and many have already built loyal and sizeable audiences. Many sites possess expertise that we can never hope to duplicate.

The important thing for us is to get people to come to our sites in the first place, and to keep them coming. Good content — and good links —

• I own my audience. (Also heard as, "We own our cume.") It's funny how we can think we're one format change away from gaining or losing listeners in our core business, the radio

will attract regular users.

station, yet also think we can "own" those same listeners when they use the Internet.

Radio stations are getting a fairly late start when it comes to moving listeners to the web. The fact is, most of our listeners already have their favorite places locked in, and they may not include our home pages. To our listeners, our identity is pretty one-dimensional: the format we provide on-air, as well as services directly related to that format, such as music and concert information and other topics linked to on-air content.

What we should really try to do is parlay that loyalty into web traffic. We're more likely to accomplish that by capitalizing on the strengths we already have, rather than trying to create new expertise in competition with other companies that already own positions in the consumer's mind.

Does that mean we can't create new value on the web? Or course not. It does mean, however, that we should recognize what we own and what we don't, as well as how difficult it will be to move our listeners from on-air to online. Listeners expect our sites to be extensions of our onair presentation. Let's concentrate on building that first.

· My listeners don't want commercials on my website.

The Arbitron/Edison Research studies say they do. The historical behavior of newspaper readers says they do. Other successful websites feature advertising. Broadcast advertisers will be looking to us to create models where the ads

appear and generate results.

The trick will be to place web ads in such a way that viewers consider them to be content, not intrusions. This can be as simple as having a sponsor button on the home page; if someone wants information on an advertiser, they click. If not, no harm done

It's NTR.

Broadcast advertisers pay the bills. Broadcast advertisers use other media, including the Internet. Broadcast advertisers will ask us more and more often to justify their expenditures and to prove results. Radio broadcast sellers will need access to web inventory to show results, and radio web sellers will need on-air mentions to generate higher response.

The unique value proposition we can offer is merged media, delivering higher response and documented results by combining broadcast and web advertising into one package. Web-only audiocasters already tout this advantage, pitching the immediate response they can deliver when listeners respond in real time to audio ads by

Continued on Page 12

MANAGEMENT

THE BENEFITS OF NEW TECHNOLOGY

With technology presenting many wonder-By Bick Kazan ful opportunities, what an exciting time this

is for you. In the record business digital downloading over the Internet offers what will become very profitable ways of marketing and distributing product. In radio you can already provide your listeners and advertisers with great new benefits.

But so often established companies hesitate to act. They wait to see what others in their field do and then "me-too" it. Or they fight the technology, thinking lawyers, regulatory bodies or their corporate size can prevent it. AT&T, IBM and General Motors are monuments to this failed thinking, for nothing will prevent the transformation that technology brings.

On the Internet the barriers to entry are low. With radio groups slow to create original programming for it, new Internet-only "radio



stations" are forming and developing bases of listeners. These stations aren't sophisticated, and most don't know how to make money yet. But they're learning to operate and, with minimal overhead, can afford to stay in business.

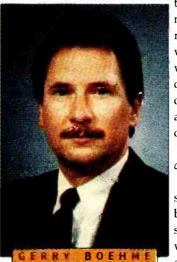
You could do what Toyota wisely did when they introduced the Lexus - an entirely new brand, but one that capitalized on the knowledge and established infrastructure of the parent company. For a relatively small incremental cost they built a very profitable operation with minimal impact on their established brand. There is nothing stopping you from creating your own new "radio stations" on the Internet, then marketing them to your advertisers.

Bill Steding has had remarkable foresight and success in recent years, having transitioned from a station GM to one of the industry's biggest station brokers and now to heading The Darwin Group, which invests in media and entertainment companies. I asked him for his insight.

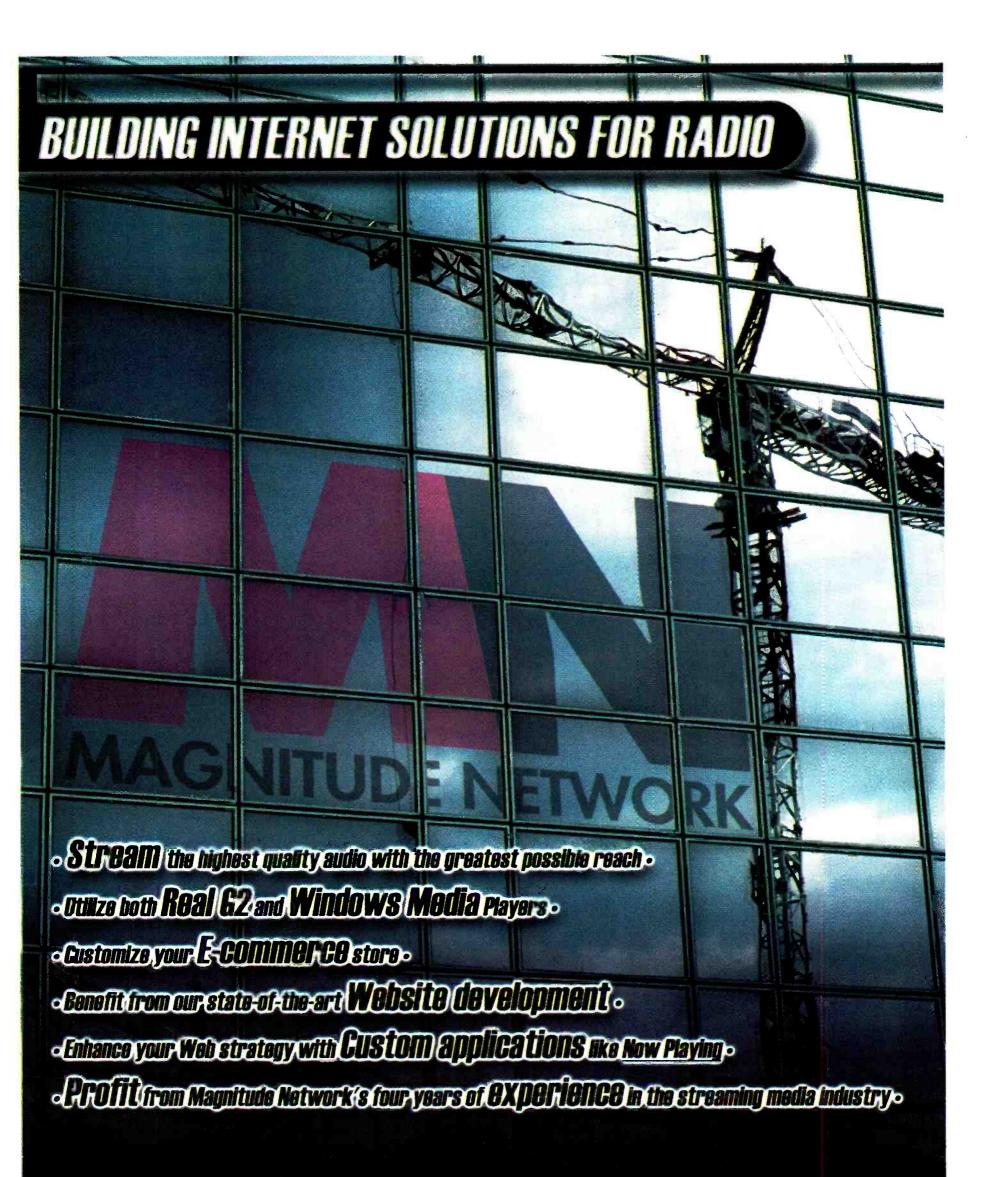
"The value of the Internet is profound for radio. It gives radio broadcasters their first real opportunity to 'close the marketing loop' for its listeners and advertisers. Historically, the only thing we could do for advertisers was expose our listeners to their message. The Internet provides us the opportunity to ferry the listener from commercial exposure to completed transaction, including product delivery and listener feedback to the advertiser. The 'marketechture' has changed, allowing radio broadcasters to become an end-game solution, as opposed to an optional element in the marketing process. The necessary alliances already exist to make that happen."

And while Broadcast.com co-founder Mark Cuban says wireless Internet equipment could soon challenge radio's dominance in the car, Steding retorts, "Historically, the relationship between advances in technology and radio has been, without exception, a positive one. That's not to say that very bright people, like Mr. Cuban, haven't predicted radio's decline in the past. TV, eight-track tapes, cassette tapes, CD players, mobile phones and most recently satellite radio have each been identified as threats to radio. In the face of each 'techno-attack,' radio not only survived, but prospered." And as you take action, it can readily do so again.

Next week : Why do some radio people succeed while many struggle? To find out I interviewed David Kantor, president of AMFM Radio Networks, and we'll learn what he and his team do that has made them so successful.



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





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Continued from Page 10

clicking on web links. Any web strategy that does not include a dimension for traditional broadcast advertisers is short-sighted and dangerous.

• I'm creating partnerships with other services, and I'll share in their revenue.

Partnership or sponsorship? That's a tough question. Is there more money to be made in partnering with one provider — for a share of the revenue — than in selling the value of our audience to competing sponsors?

While some past radio web models focused on creating partnerships with established players, these deals benefited the partner more than the station. We furnished visibility, traffic and sales, but we only got paid if someone bought something. Our e-commerce solutions for the future will likely provide purchase options, branded to our stations, for products closely associated with our format. Established companies will pay for our web space just like they pay for broadcast ads.

Radio's value has always been as a sponsorship vehicle. Many times we ask a business to advertise with us because their competitors do. We gain the benefits of sponsorship from many companies, and we do not run the risk of picking the wrong partner.

Over the next few years many businesses will be competing for brand awareness and market share. Traditional marketing models show companies spending upward of 20% of their gross sales in advertising, marketing and promotion. We'd be foolish not to set ourselves up for a portion of that revenue in straight sponsorship deals sold to competing businesses who will fight it out among themselves for market dominance.

• We're looking for an all-inclusive strategy.

When people talk about moving "at Internet speed,"

what they really mean is "fast." While long-term focus is admirable, an all-inclusive strategy may slow things down too much at a time when radio stations need to get up and running.

An effective web strategy does

not have to include absolutely everything at once. It's quite acceptable to walk while we are learning to run. Just look at some of the elements that have to be included in a successful all-around strategy:

- Website design
- Website hosting
- Website content and updating
- Managing links
- E-commerce solutions
- Strategic partnerships
- Database management and mining

- Listener service elements (including added value propositions like e-mail and ISP service)

- Audio streaming

Each of these elements involves a wide range of discussions, debates and experimentation. By concentrating on our current strengths and extending them online — and by devising promotional and revenue strategies first — we'll establish our beachhead and add funding for more long-range solutions.

The good news in all of this is that we did not hear some of the statements that we've heard at past conventions. Anyone remember ...

... "Radio is in the radio business, not the web business"?

... "We'll wait to see how the web develops"?

... "If you give me a bigger broadcast share, the web is free"?

It looks like we've finally turned the corner and realized there's big opportunity on the web. Now's the time to firm up our strategies and quickly adopt models that get us in the game, and fast.

Gerry Boehme is Sr. VP for Katz Media Group and Katz Interactive Marketing. He can be reached at (212) 424-6784 or via e-mail at *gerry.boehme@katz-media.com*.

RADIO GETS RESULTS

WINE TASTING GETS SWEET RESULTS FOR NEW LIQUOR STORE

SITUATION: Total Beverage is a liquor store chain in Virginia that was planning a grand opening for a new location. Competing with grocery stores and other liquor stores, Total Beverage uses a combination of radio, newspaper and yellow pages.

OBJECTIVE: Choosing to focus on its exceptional wine selection, Total Beverage wanted to set itself apart from its competitors and build new business and traffic for its new store.

CAMPAIGN: WJZW (Smooth Jazz 105.9)/Washington helped kick off the landmark store with a wine-tasting party. The event was promoted for a full week with 30 60-second commercials. WJZW-FM was the only media used to promote the party.

RESULTS: The response was phenomenal. Over 800 people turned out to be greeted personally by WJZW announcers, to sample a wide variety of wines and beverages and participate in various giveaways. Total Beverage was so pleased with the results of this effort that more wine-tasting events have been scheduled for the new store, as well as for other stores in the Total Beverage chain.

RAB TOOLBOX

More marketing information and resources from the RAB MEDIA TARGETING 2000

Nearly half (48%) of adults who drank wine in the past month earn in excess of \$50,000 per year, and 46% are college graduates. Almost three-fourths (74%) own their own homes, and 32% have children living at home. This group spends an average of 49% of its daily media time with radio.

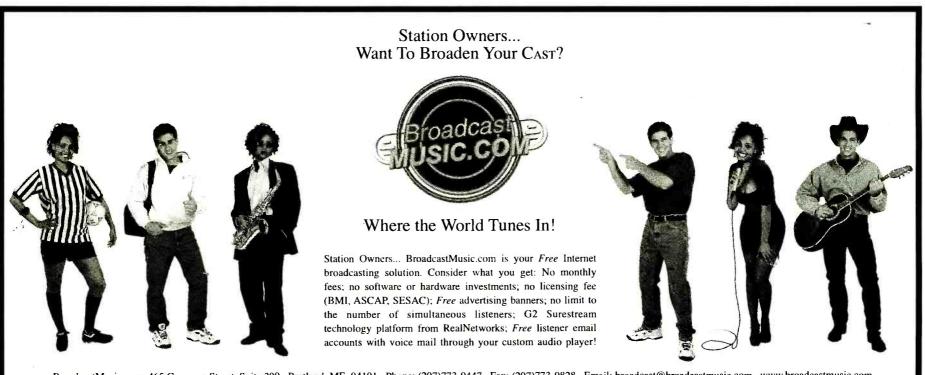
INSTANT BACKGROUND - WINE SALES

Preliminary figures show that sales of imported wines in 1998 were up 3.6%, while domestic sales rose 3.5% for the year. (Adams Business Media, 1999)

RAB CATEGORY FILES

"What distinguishes this year's hot brands [of wine] is the fact that almost all are varietals — wines named for the particular grape from which they are principally made. Some are made to appeal to specific age and income groups, but their producers appear to share a common conviction: that Americans who drink wine, whatever their age, income or level of sophistication, no longer are satisfied with what used to be known as jug wines." (Dallas Morning News, 1999)

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



BroadcastMusic.com 465 Congress Street, Suite 300 Portland, ME 04101 Phone: (207)773-9447 Fax: (207)773-9828 Email: broadcast@broadcastmusic.com www.broadcastmusic.com

Citadel Selects Scott Studios as "the Best" Digital System



Larry Wilson (at right), CEO of Citadel Communications Corp., shakes hands with Dave Scott as Citadel standardizes on Scott Systems for its 124 stations and future aquisitions.

"Of Scott's 61 employees, 43 are former jocks and PDs with 700 years collective radio experience. Competitors work more from the engineer's perspective, although we have 20 former chief engineers on staff also. Scott Studios' digital fits DJs like a glove."

After adding five Oklahoma City stations and other pending transactions, Citadel will own or operate 124 radio stations in 23 mid-sized markets such as Providence, Salt Lake City and Albuquerque.

Citadel is well known across the country for attaining topnotch competitive programming success, and the addition of Scott Studios announcer friendly-technology will help Citadel announcers deliver superior information, entertainment and service to their 8,000,000+ weekly listeners.

Citadel's stations are not the only ones who choose Scott: *More* U.S. radio stations use Scott Studios' than *any other* digital system, with 5,209 Scott digital workstations in 2,201 U.S. stations. Nine of the ten *top-billing groups have Scott Systems*.

Citadel Communications Corp., one of America's top 10 radio groups in 1998 revenues, selects Scott Studios Corp. as its sole supplier of on-air digital audio delivery systems for its 124 radio stations and future acquisitions.

"We thoroughly investigated all of the competitive digital air studio systems and decided upon the best one," says Larry Wilson, CEO of Citadel Communications. "Our regional Presidents and Vice Presidents of engineering and programming spent nearly a year analyzing different options. While no system or manufacturer is 100% flawless, it became obvious to us that Scott Studios is the very best. Their long history of excellent service commitment, the quality of their digital studio products and competitive pricing were our primary reasons for selecting Scott Studios."

Dave Scott, CEO of Scott Studios Corp. says, "It's an honor to be Citadel's sole digital audio vendor and take their other brands as trade-ins on our new equipment. Our systems are designed by announcers, for announcers.

StifficeA	R-E-S-P-E-C-T Aretha Franklin :11/3:30/F HIT HM9834 8:15 The Queen of Soul!	1-2-3 Len Barry L 7/7 4p N 7/10 2a		96 Tears ? & the Mysterians L 6/27 2p N 7/9 5p
Start	Ferry 'Cross the Mercy Gerry & the Pacemakers	A Beautiful Mornin Rascals, The L 7/8 4p N 7/12 7a	Beatles L 7/6 11a N 7/18 8p	A Groovy Kind of Mindbenders L 7/4 2a N 7/12 7p
3	Home Depot	A Hard Day's Nite Beatles L 7/2 3a N 7/9 3p	A Little Bit Me, A Monkees, The L 7/2 7p N 7/13 8a	A Little Bit of Soar Jarmels L 7/5 5p N 7/13 6a
Start 3	Q: Better at Home :00/0:30/F COM DA2214 8:22	A Lover's Question Clyde McPhatter L 6/29 5a N 7/13 9a	Chad & Jeremy	A Teenager in Love Dion & Belmonts L 7/4 3a N 7/11 5p
Start 3	McDonald's Q: Prices may vary :00/0:06/F COM DA2215 8:22	A Thousand Stars Kathy Young L 7/2 9p N 7/15 4p	Gene Pitney	A Whiter Shade of Procol Harum L 7/1 3p N 7/13 7a
Store	Eckerd's Q: Sale Ends Saturday :00/2:45/C COM DA1234 8:23	A World W'out Lov Peter & Gordon L 7/4 10a N 7/12 11	Dion	Act Naturally Beatles L 7/2 2a N 7/14 3p
	Cool 105 Fast Jingle Q: Cool 105	Action Freddy Cannon L 7/5 8p N 7/13 5a	After Midnight Eric Clapton L 7/5 12m N 7/9 11	After the Gold Rus Neil Young L 7/5 7p N 7/18 8a
	:00/0:30/F JIN DA4315 8:23	Afternoon Delight Starland Vocal Bar L 7/3 1p N 7/17 9p	Diana Ross	Ain't No Sunshine Bill Withers L 7/1 11p N 7/12 3p
Stack	Artists Time Year War	Ain't No Woman Four Tops L 7/6 1p N 7/14 8a	Ain't Nothing Like Gaye, Marvin/Tam L 7/4 12n N 7/13 8	Ain't She Sweet Beatles L 6/27 1p
Auto	86 :04	Ain't That Peculiar Marvin Gaye L 7/5 2a N 7/12 7p	Fats Domino	Along Again, Natu Gilbert O'Sullivan L 7/1 10a N 7/15 6p
ABO	DEFGHIJKLM	NOPQE		

The Scott System is radio's most user-friendly. You get instant airplay or audition of any song simply by spelling a few letters of its title or artist. You see when songs played last and when they'll play next. You also get voice tracking while listening to music in context, hot keys, automatic recording of phone calls and graphic waveform editing, all in one computer!

Scott Systems are the *easiest to use!* music in context, not keys, and They're intuitive, straightforward, simple, yet the *most* powerful!

Scott Studios is famous for our *uncompressed* digital systems at a compressed price, (but we work equally well in MPEG and MP3). Scott Studios' audio quality is the *very best* and plays on laptops or PCs with ordinary sound cards. We pre-dub your startup music library free. Your PD can auto-transfer songs digitally in *seconds* with a CD-ROM deck in his or her office.

Scott gives you industrial quality 19" rack computers, but *nothing* is proprietary: functional equivalents are available at computer stores. You also get 24 hour *toll-free* tech support! Scott also lets you choose your operating system: Linux, Novell, NT, Windows, DOS or any combination. You also choose from *three* systems: Good, Better, Best. One's right for *you*!

The Scott System 32 (pictured at the upper right) is radio's most powerful digital system. Your log is on the left side of the LCD touch screen. Instant access Hot Keys or spur-of-the-moment "Cart Walls" are on the right with lightning-quick access to *any* recording. Phone calls record automatically and can be edited to air quickly. You can also record and edit spots or voice tracks in the air studio or go on the air from production.

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COMMENTARY

57 MILLION CHANNELS AND NOTHING ON, PART ONE

By Jeff Axelrod MMS Editor jaxelrod@rronline.com Man came by to hook ma up my cable TV/ on We settled in for the night

my baby and me/ We switched 'round and 'round 'til half-past dawn/ There was 57 channels and nothin' on...

When Bruce Springsteen wrote that song about eight years ago, nobody had heard of the World Wide Web. I have yet to see The Boss on his current concert tour, but I wonder if he's added a verse about the Internet to his song about our underwhelmingly oversaturated media.

Out of its infancy and now part of the mainstream, the 'Net has shown some striking similarities to the cable TV model. While both enticed the curious with promises of something for everyone, neither has offered something for everybody. By design, they have perfected the art of narrowcasting.

Think about it: Of all the cable channels available to you, how many do you watch in the average week? A dozen, maybe? Of those, how many do you watch repeatedly? Not many, I'm sure. The same applies to the web. Out of all the millions of pages on the web, how many do you have bookmarked? How

many of those bookmarked pages do you visit on a regular basis?

When the web was in its infancy, you could surf for hours based on the novelty factor alone. "Man! This is cool," you thought as you gladly sacrificed hours of your life to a keyboard, mouse and screen. Now that the novelty has worn off, how many of you are willing to sacrifice that time again?

As with any new product or service, we as consumers have begun to establish patterns of usage on the Internet. Just as with cable, these uses are very narrow. You may use it to read the news, rather than having to wait for a broadcast TV or radio newscast. You may check your stock prices or sports scores. You may use it for home shopping. You may turn to it for entertainment.

For a cable channel or a website to be successful, it must be good at one of two things: It must be very good at saving a viewer's time or very good at wasting a viewer's time.

How does this apply to radio and its websites? Tune in again next week....

TV SPOTlight

is enough to pre-empt programming on at least

Therein lies the genius of the latest spot from

Angelenos with authentic-looking "live coverage"

of a chase. As KIIS' own airborne voice describes

officials. The chase takes a twist when something

the action, you see a bird's-eye view of an 18-

is thrown out the truck's window : It's money,

and the driver is none other than KIIS morning

driver Rick Dees. The commercial announces the

your market? What hot-button concept will

Now think about how can you translate that

concept into an irresistible TV spot.

Think about it — what images will mesmerize

Oct. 31-Nov. 6

6

captivate viewers and break through the clutter?

wheeler being pursued by law enforcement

five TV stations, L.A. residents, it seems, are

KIIS-FM/L.A. Produced in-house, it grabs

mesmerized by these images.

station's \$2 million giveaway.

KIIS' UN-DEES-Y RIDER Welcome to Los Angeles, where a single car chase



We've confirmed the driver of the truck is Rick Dees.



I'm just trying to give away \$2 million.

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



FOURWEEKSFORWARD Sales & Promotion Planning Calendar

Oct. 31 - Nov. 6 American Art Week, National Card and Letter Writing Week, National Fig Week, National Notary Public Week

(I) 0 2 0 Halloween Doubletalk Day Plan Your Epitaph Day Housewife's Day Houdini Day National Author's Day National Deviled Egg Give Someone a Dollar Movie rating system National Caramel Apple Day Today Day introduced (1968) Lifeboat invented Sandwich Day Dav Nevada becomes a state Nutrition labeling of (1785)(1836)Martin Luther King Jr. food first required Day established (1983) (1966)

4 Chair Day National Candy Day *Leave It to Beaver* premieres (1957) Ronald Reagan elected (1980)

World Community Day Gunpowder Day Chocolate Eclair Day Susan B. Anthony (illegally) becomes the first U.S. woman

to vote (1872)

Saxophone Day National Nachos Day Marooned Without a Compass Day Electric razor patented (1928)



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INNOVATION

STATION

HOW TO MAKE THE INTERNET WORK FOR YOU

A report on Arbitron's latest research on streaming media

By Ron Rodrigues R&R Editor In Chief ronr@rronline.com

The third edition of the Arbitron/Edison Media research on the Internet, released last month at

the NAB Radio Show in Orlando, didn't seem to create the stir that the first two reports did. Maybe that's because this report didn't have the explosive growth numbers that the last one did.

That growth slowdown might actually work to broadcasters' advantage, allowing them a sliver of time to catch their collective breaths and figure out how to exploit this Internet thing to radio's best advantage.

The report came up with 27 key findings regarding radio's relationship with the Internet. These findings cover a broad area of that relationship, including radio websites, Internet radio usage and sales opportunities. Here are a few highlights from those findings, along with the resulting recommendations.

INTERNET USAGE

Among the key conclusions from this round of research:

• Internet growth continues, and time spent online is rising. Some 37% of homes access the Internet these days, which is up from 35% in the survey conducted earlier this year. Combined home and work access rose from 41% to 42% in the same period. The researchers acknowledge the modest growth and suggest that the next survey, which will be conducted after Christmas, will show a bigger spurt, owing to the new computers millions of consumers will receive as gifts.

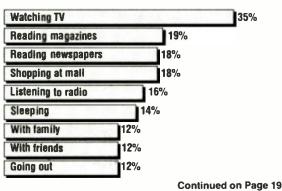
• Internet usage is higher in cities associated with high-tech industries or universities:

Rank	City	% Web Users	Index
1.	Washington, D.C.	63%	136
2.	San Francisco	58%	127
3.	Austin	58%	125
4.	Seattle	58%	125
5.	Denver	56%	121
6.	Salt Lake City	56%	121
7.	Norfolk	52%	114
8.	Portland, OR	52%	112
9.	Raleigh-Durham	51%	111
10.	Los Angeles	51%	111
11.	Kansas City	50%	109
12.	Houston	50%	108
13.	Boston	49%	107
14.	Dallas	49%	106
15.	Minneapolis	47%	102
16.	Jacksonville	47%	102
17.	New York	47%	102
18.	Chicago	47%	102
19.	San Diego	47%	102
20.	Baltimore	46%	100

Source: Scarborough Research, top 20 markets with the highest Internet home/work access

• Users are watching less TV, thanks to their Internet usage. Among a variety of activities that Americans have sacrificed (at least in part) in order to access the Internet, radio suffers much less than TV.





DIGITALBITS

What can stations do to improve their relationships with the Internet? Arbitron Internet Information Services VP/GM Greg Verdino and Edison Media Research President Larry Rosin offer seven recommendations that we summarize here.

1. Internet advertisers should continue to use radio as a primary medium for building brands and driving website traffic.

With over 14% of Americans saying they have responded to a radio commercial by visiting a website, radio is clearly the medium to drive traffic and build a web brand. Advertisers should seek to target online radio listeners, who have an even greater propensity (41%) to respond to a radio ad and visit a website. With the anticipated fourth-quarter 1999 boom in PC sales, advertisers should take this opportunity to reach new online users in fourth-quarter 1999 and first-quarter 2000. Since nights represent a time of heavy online usage, Internet radio advertisers should ensure that their radio campaigns include all days and time periods (especially nights) to reach web users.

 To capitalize on radio's effectiveness in driving online activity, all radio advertisers, local or national, should give their web addresses in their commercials.

The website address is the 800 number of the new millennium and, when used effectively in ad copy, can bring a new level of accountability to advertisers' radio buys. For years advertisers have cited tracking response and results as a significant factor in media selection. With the new ability to track Internet response, radio should collect and document Internet advertising results and success stories.

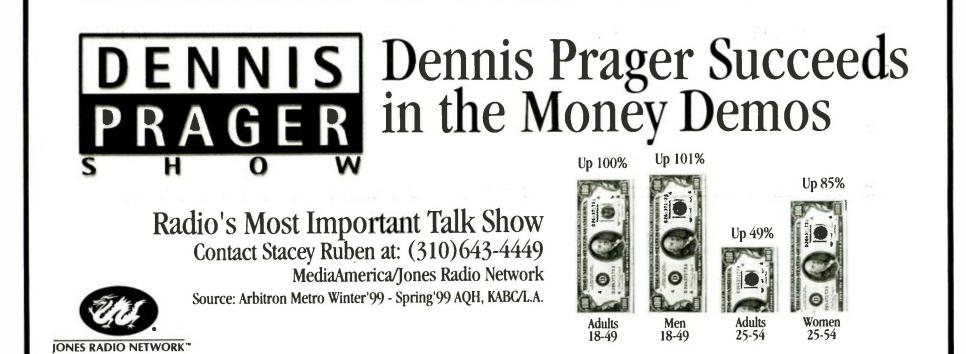
3. Companies and stations desiring to stream audio programming online must balance the costs against the benefits.

There are virtually no additional technical costs when an overthe-air radio station increases its audience. Increases in online audiences result in increased technical and infrastructure costs. Therefore, you must consider building revenue-generating models to cover this. The significant news in this study is that those who have listened to audio online are extremely valuable consumers. They are far more likely to respond to a radio ad and visit a website. They are three times as likely to bookmark and visit a radio station website and far more likely to indulge in e-commerce. These strong interactive behaviors provide radio stations with a strong ad sales story for their webcast-related inventory.

 Stations should demand a substantial premium from advertisers for attracting and delivering these valuable customers.

"Streamies" (online audio listeners) are a uniquely valuable subset of media consumers who, more than any other subset, go to websites and indulge in e-commerce. Targeted, responsive

Continued on Page 19





Time	Cart	Title	Artist	Length	intro	End	Туре	1
12:13:07	L002	Liner #2			2		LC	
12:13:12	M1012	Photograph	Def Leppard	04:54	:22	F	MUS	
12:18:06	M2174	Friends	Elton John	02:20	:05	С	MUS	
12:20:26	M1732	Dance The Night	Van Halen	02:47	:13	F	MUS	
12:23:13	V026	Voice Track 26		00:12			VTK	
12:23:25	DALIVE	SPOT SET		03:00		1	COM	
12:26:25	J011	Jingle / Fast		00:06			Jin	
12:26:31	M0713	Listen To Her Heart	Tom Petty	02:48	:11	C	MUS	
12:29:19	V027	Voice Track 27		00:15			VTK	
12:29:34	M2214	Black Friday	Steely Dan	03:40	:12	F	MUS	
12:33:14	M0015	All Day Music	War	04:04	:19	F	MUS	
12:37:18	1015	Liner # 15		00:15			LC	



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INNOVATION

STATION

HOW TO MAKE THE INTERNET WORK FOR YOU Continued from Page 16

RADIO AND E-COMMERCE

Radio has some wonderful opportunities to capture the rapidly growing e-commerce business. Check out these findings:

• A sizeable number of Americans (31 million) have visited a website as a direct result of a radio ad. Expressed differently, 29% of Americans visited a web page based on an ad they heard on the radio. Believe it or not, the demographic most likely to be swayed to visit a website by a radio ad is persons 25-44 (36%), followed by persons 12-24 (27%) and persons 45+ (23%). These figures are not lost on the Amazon.coms and priceline.coms of the world.

• Among online Americans, 34% have made a purchase over the Internet. The majority of those online purchasers (56%) purchased from one or two sites; 26% bought from 3-5 sites; 18% bought from six or more sites. About 61% of online purchasers say their Internet shopping experience is equal to or better than traditional shopping.

ONLINE RADIO USAGE

• Internet listening continues to grow. The number of online users who have listened to Internet radio stations has rocketed to 30%, and the entire universe of Americans who have listened to Internet radio has gone from 6% a year ago to 13% earlier this year to 14% in the current report, which was conducted over the summer. Despite this growth, the researchers say Internet listening for most people is still a novelty and produces nowhere near the kind of loyalty that broadcast radio does — for now.

• Online radio listening is not habitual. Whereas 30% of web users have sampled radio online, only 10% have listened in the last month, and 4% listened in the last week. Expressed in real numbers, 32 million Americans have "ever" listened to an Internet station, while 11 million have listened in the last month. Just four million listened in the last week.

• Online listening is a satisfying experience. Some 78% of Internet radio users "like" or "love" the experience.

RADIO STATION WEBSITES

Here are two charts comparing what people want from a radio station website and what radio stations feature on their websites.

WHAT THEY WANT

% Interested In

hat Featur

Rank Website Feature

11	Community events info	64%
2.	Concert information	63%
З.	Title/artists of songs played	58%
4.	To listen to a station	53%
5.	To enter contests	48%
6.	Programming schedule	48%
7.	Vote on songs	47%
8.	Print advertiser coupons	40%
9.	To contact the air talent	39%
10.	To see advertiser products	38%
	WHAT THEY GET	

Rank	Website Feature	% That Have
1.	Info/pictures of DJs	75%
2.	Community events info	60%
З.	Links to advertiser sites	60%
4.	"Cool" links to other sites	58%
5.	Station information	58%
6.	Enter contests	54%
7.	Programming schedule	54%
8.	Concert information	50%
9.	E-mail contact	50%
10.	Listen to the station	48%

Source: Arbitron survey of 351 radio station websites in the top 100 markets.

This survey was conducted using two groups of people. One group included 1,527 users who were recruited using a random online intercept of users of Broadcast.com and vTuner.com. This group was recruited because they were known users of streaming media. The other group consisted of a random sampling of 1,505 Arbitron diarykeepers who were subjected to a telephone interview. Their responses were then merged with their listening habits as reported by their diaries.

DIGITALEITS

Continued from Page 16

audiences are worth more to advertisers. Due to the significant value of online audio listeners, webcasters should begin quantifying "streamies."

5. Stations need to match listener website content desires with site functionality.

A content analysis of over 351 stations reveals the most desired website elements are found in only about half of station websites. Stations should use their existing research to ask their listeners what content they want and would prefer in a site. In addition, stations should take advantage of online research tools like the one used in this study, where actual website visitors can be intercepted while visiting the station site and participate in quick and easy question-naires about their firsthand desires and perceptions about that *actual* website.

Once station website content is more focused on what people want, stations need to become more aggressive in promoting and driving traffic to their websites. Awareness among web users of radio stations' promotion of their websites on-air has been flat at around 60%. Thus four out of our 10 web users cannot recall stations discussing their websites, and only one in four web users have visited the website of their favorite station.

6. Traditional radio companies should begin developing niche programming like that already delivered by Internet-only webcasters.

In any local perceptual format search conducted for a radio station there are always formats that show a small but loyal audience. Such formats may be unprofitable in a single market, but profitable when presented as a national or worldwide programming option. Group owners and stations have tremendous programming expertise and talent and can supplement their existing offerings with niche webcasts.

7. The radio industry should develop and distribute an onscreen interface that creates buttons for listening to radio.

The most popular webcast business model in this research is an icon on the computer that allows users to click and immediately hear the programming of favorite stations. Just as television broadcasters in the '70s and '80s rushed to ensure that they were carried on cable systems, the radio industry should ensure that their programming is what people choose, no mafter what the source. Just as the radio industry is devoting considerable research and attention to digital audio broadcasting technical solutions, so should the industry consider and assess onscreen listening interfaces. The radio industry must consider this question: Would you rather invest in building this model for yourselves and secure a lead position in the development of this new medium, or would you rather buy into the model at a significant premium when a company from outside the industry establishes their own onscreen radio dial as the standard?

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Newsbreakers

Marella Named MCA Nat'l Dir./Promo

MCA Records has elevated Greg Marella to National Director/ Promotion



Based in Los Angeles. Marella with be involved in Top 40, Crossover, Top 40 Adult and other ormats "Greg Marella

exemplifies the executive talent that is consistent with the MCA

family," MCA Sr. VP/Promotion Craig Lambert said. "We are all looking forward to Greg's continued contributions. Greg is a worldclass promotion executive.

Previously MCA's Los Angeles Regional Promotion Director, Marella began his music industry career working at KDWB and KEGE in Minneapolis. He later relocated to Los Angeles and worked in a variety of promotion positions at Priority Records and Red Ant Records

WYAP

Continued from Page 3

the station will be the music." she said. "The station is currently being programmed in-house. The 10,000 songs in a row will take us four to five weeks, and we're building it with music."

Regarding Rechin-Sheridan's promotion, Cox's WSB Radio Group VP/GM David Meszaros said, "Lori's commitment, dedication and successful track record in building station value have earned her this well-deserved promotion." Rechin-Sheridan joined sister WSB-AM in 1993 and was elevated to GSM in in 1994

"I'm very fired up." Rechin-Sheridan told R&R. "Atlanta listeners are ready for a new station. The phones have been ringing off the hook. The advertising community has told me they are ready for this, and internally we're ready for it."





Sony led the industry with 13 awards at the MTV Video Music Awards. Basking in the afterglow are (I-r) Epic Records Group Chairman David Glew, WORK recording artist Jennifer Lopez, ERG President Pollv Anthony and Sony Music Chairman/CEO Thomas Mottola.

Pino Promoted To Sony Latin SVP/GM

Sony Latin, Sony Discos' pop imprint, has elevated Jorge Pino to Sr. VP/GM. Based in Miami, he reports to Sony Discos President Oscar Llord.

"Since joining us 21/2 years ago from PolyGram, Jorge has been a vital factor in the phenomenal success of our international pop artists," Llord remarked. "Under his direction Sony Latin has consistently played a leading role in our industry, maintaining an ever stronger presence on the Latin charts. Mr. Pino has been instrumental in the U.S. success of Latin releases from superstars such as Ricky Martin, Shakira and Alejandro Fernandez, and the development of local artists such as MDO and, most recently, Jaci Velazquez.'

Pino has served as Sony Latin's VP/GM since 1997. Prior to joining Sony, Pino was Director/Marketing for PolyGram Latino between 1995-97. He began his music industry career in 1976 with BMG Music International.

Tang

Continued from Page 3 "In addition to Jessamy's impressive business credentials and five years of broadcast experience at ESPN-TV and the ABC Radio Networks, she is also a sports nut," ABC Radio Stations/Group President Mark Steinmetz said. "Under Jessamy's leadership we hope to develop WEAE into one of the premier Sports/Talk stations in America."

Market listeners tell R&R the signal is similar to Athens move-in WALR-FM's 100,000 watts: listenable in the car in just about all of the metro's 22 counties and a little weak in building penetration in the important Northeast suburbs in Cobb County.

Tang told R&R, "I'm looking forward to living in Pittsburgh one of the greatest sports cities in the U.S. and a perfect home for ESPN Radio 1250!"

Tolkoff

Continued from Page 3 In addition to his radio experience. Tolkoff has held positions as the Alternative Editor at Gavin and Sr. Director/Alternative Promotion for A&M Records. He told R&R. "Even though I was enjoying my life of semiretirement, where the major event of my day would be a trip to the post office, I felt it was time to reacquaint myself with the endless adventure of radio. I am sure that feeling will go away

within the next three weeks.

GOLF

EXECUTIVE ACTION

Durgan Earns SVP/Int'l Stripes At Universal

he Universal Music Group has appointed Jay Durgan Sr. VP/International. Based in Los Angeles, he reports to UMG Chairman Doug Morris and UMG COO Zach Horowitz,

"The global marketplace represents enormous opportunity for our artists," Morris said. "A seasoned executive, Jay is a great asset to our artists, able to maximize their worldwide potential. I am pleased that Jay is a part of the Universal Music Group team.

Prior to joining UMG, Durgan was Sr. VP/International for PolyGram Holding. He had held various international posts for that company.



Durgan

Morgan Now VP/Prog. For Albany Sextet



Mike Morgan has been promoted to VP/Programming for Albany Broadcasting's WROW-AM, WIZR-AM, WAJZ-FM, WFLY-FM, WZMR-FM & WYJB-FM/ Albany, NY. He previously served as OM for WAJZ. WFLY, WYJB & WZMR.

"We are very excited about Mike's abilities to lead Albany Broadcasting into the new millennium and beyond," said GM John Kelly. "In the face of continued change in radio broadcasting we are confident he will continue to lead these stations to the top."

Prior to his most recent post Morgan was PD/MD of WFLY. He's worked for the company for 16 of his 23 years in radio.

Morgan

Curtis Taps Whalen As EVP In Raleigh Bunch becomes VP/GM for News/Talk WPTF-AM

Former Dame Media/Albany. NY Market Manager Michael Whalen has returned to Curtis Media as Exec. VP of four of its Raleigh properties. He'll be supervising the GMs of WKIX-FM, WWND-FM and WBBB-FM, and will directly manage Country WQDR-FM for the near future. He'll also oversee the company's local traffic network, farm network (heard on 18 affiliates in two states), technical operations and human resources.

Concurrently, former WBT/ Charlotte Sales Manager Al

REGISTRATION

Bunch has been named VP/GM of News/Talk WPTF-AM/Raleigh. He'll assist in supervising the rest of Curtis Media's AM stations in the Raleigh-Durham TSA. which include WCHL, WCLY and WRBZ.

Commenting on his two new executives, Curtis Media President Don Curtis told R&R, "Michael brings a world of expertise in planning and general operations to Curtis Media. He's a great person, and we're delighted to have him

FORM

WHALEN/See Page 36

Broadcasters' Foundation Budweiser/We all Make a Difference Golf Tournament Monday, October 18



Play the wonderful new Gary Player Signature Course "Manhattan Woods" in West Nyack, New York

Name			
Association			
Address			
City			Zip
I would like to play in a foursom	ne with		
have no preference for a four	rsome	🗆 l will	attend the Award Party
Handicap	or Aver	age Score _	
(Requests will be ho	nored as near	as possible	to handicap range)
Do you need to rent clubs?	🗆 Yes 🗆 N	No 🗖 Rig	ht 🗇 Left
□ My registration fee of \$400 is (checks made pa			
, Contact G or Jim Champlin d			

Marella

Newsbreakers

Foxx Trots To 'QQK In Nashville As PD

WBBM/Chicago afternoon drive personality Terry Foxx has been



named PD for Urban WQQK/ N as h v ill e. Foxx's first day at WQQK will be Oct. 4. "With 92Q, the

market's just become much more competitive, and the station needs a hands-on PD

Foxx

seven days a week," WQQK & WVOL/Nashville OM Jim Kennedy told **R&R**. "We're going to have a very competent person in that PD chair every day now. Even though we've taken the station to No. 1. we can take it to even loftier heights with somebody who's here every day and can concentrate on all the little things and things that might have slipped through the cracks before. We're very excited about that."

Although Foxx was an on-air personality in Chicago, he will remain off-air at WQQK to focus solely on programming duties. A 15-year veteran of the business, Foxx was PD for WQMG/Greensboro, NC prior to working at WBBM. He has also spent time as a personality for KKDA/Dallas.

Joyner

Continued from Page 1 black stations reached an inferior audience that failed to meet the company's target. The letter immediately riled the seasoned host. Smiley was on vacation when Joyner read it to his listeners, but it created an uproar that sparked an e-mail movement calling for a boycott of CompUSA stores. When Smiley returned to the show, he, too, expressed his outrage at such an incredible, insensitive letter that was almost too raw to believe.

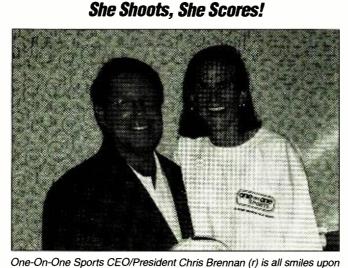
And in the end it was *really* not to be believed. The letter was a fake: No one by the name "Roger Finlly" worked at the company, and the thoughts expressed in the letter were not the company's position, Joyner was informed.

Last week Smiley and Joyner apologized on-air for reading the bogus letter, after having been scolded by management at the network.

"We are performers, and we prefer curtain calls to carpet calls," Smiley told listeners, adding that he and Joyner "regret that this letter was ever read over the air. We apologize. We sincerely regret the unintended." He noted that he and Joyner had been "bamboozled" by the "racist diatribe on CompUSA letterhead."

But Joyner told **R&R** last week that he is still irked that, after his months-long on-air campaign, he still hasn't heard directly from any executives at the computer company. He acknowledges that Axcess Marketing in Dallas, which placed ads for the stores, has talked to him.

CompUSA acknowledged that its 1997 advertising campaign, which was



meeting Carla Overbeck, Captain of the U.S. Women's World Cup Soccer Team, at this year's One-On-One Sports party at the NAB.

Griffin Gets KOMP/Las Vegas PD Slot

John Griffin has officially been millennium. We've been doing a lot named PD for Lotus Broadcasting of changing of the guard and differ-

Corp.'s **KOMP/Las Vegas**. Griffin had been acting PD for the mainstream Rock station since midday talent Mike Culotta relinquished PD duties in January. Griffin will give up his night shift once a suitable replacement has been found.

"It's a great company, and I work for a great GM," Griffin told **R&R**. "Why I got

into the industry in the first place has come back to me because of this place and because of OM Richard Reed and GM Tony Bonnici. It's wonderful that they believe in me to take a legendary 18-year-old Rocker in Las Vegas into the new millennium. We've been doing a lot of changing of the guard and different things. Since I've taken over — knock on wood the ratings and trends have

been progressively going forward. I'm very happy to work for this company, a company that gets it." Griffin joined KOMP for

nights in '97. Prior to that, he spent 5 1/2 years at the now-defunct KEDG/Las Vegas. Griffin helped sign KEDG on in '92 as APD,

and rose to PD six months later in the wake of PD Don Parker's departure. Griffin has also spent time in Salt Lake City as an on-air talent at KBER and KCPX and Asst. PD/MD at KZHT.

Edge/Albany 'Just Needed To Rock!'

"The Edge" — WQBK & WQBJ (103.5 & 103.9)/Albany flipped from Alternative to Active Rock last Saturday (9/26) at 2am. The Clear Channel outlet modified its on-air identifier from "New Rock Radio" to simply "Rock Radio."

PD Rod Ryan told R&R, "Station research, as well as the opportunity to maximize male numbers from *The Howard Stern Show*, played a role in the format change. We just needed to rock!"

MD/nighttimer Jeff Callan has exited, and Programming Asst. Chris Osborn has risen to MD. Ryan moves from afternoons to middays in the wake of middayer Jason Keller's exit. Classic Rock sister WXCR afternoon driver Mrozek segues to The Edge for similar duties.

deep into radio, allotted only 2% for black radio and no other black media, according to Joyner and Katz Radio President Stu Olds. Olds has been touring the nation since the Katz memo was uncovered in May '98, meeting with and leaning on media buyers to "change their spending habits."

Olds — who met with Joyner and joined him on the air to take listeners' questions shortly after the Katz memo surfaced — said he's had some success getting buyers to "rethink their buys to include black and Hispanic stations."

One turnaround he points to is, in fact, CompUSA, which last year agreed to significantly increase its level of advertising on minority-targeted stations in its year 2000 budget. But last April the Dallas-based company yanked its \$20 million-plus plan, citing a significant drop in its stock price and the need to lay off staff throughout the country.

Olds said that media buyers' lopsided buys should be blamed on their misperception of minority earning and spending habits. "Most of the time it's perceptionbased. Someone hasn't thought it through. There are many companies that do not realize they have stores in mixed neighborhoods, and those are the very people they want to target. People don't drive 30 miles to go to a CompUSA. They go in their neighborhoods. They are getting too caught up in qualitative data and, are sometimes letting the numbers get in the way of logical marketing."

UPDATE

Arbitron Announces 2000, 2001 Survey Dates; Adds Six New Markets To Fall 1999 Ratings

A rbitron has announced its survey dates for the next two years. In 2000 winter will be rated from Jan. 6 to March 29; spring, March 30-June 21; summer, June 29-Sept. 20; and fall, Sept. 21-Dec. 13. In 2001 winter will surveyed from Jan. 4 to March 28; spring, March 29-June 20; summer, June 28-Sept. 19; and fall, Sept. 20-Dec. 12.

In other Arbitron news, the ratings company has added six new markets to its fall 1999 survey: Rochester, MN (12+ pop. 124,900); Florence-Muscle Shoals, AL (116,500); Columbus-Starkville-West Point, MS (100,000); Mankato-New Ulm-St. Peter, MN (92,400); Mason City, IA (67,800); and Jonesboro, AR (61,600). Rochester had previously been measured by Arbitron as a syndicated radio market. The additions will bring the number of markets measured by Arbitron to 276.

Robitaille Scores 'BTT/Dayton PD Post

WJET/Erie, PA PD **Dino Robitaille** has joined Clear Channel's CHR/ Rhythmic **WBTT/Dayton** as PD/MD/afternoon driver. Robitaille replaces John Stewart, who has joined WSSR/Tampa as MD.

·//

Clear Channel/Dayton Market OM Mary Fleenor told **R&R**, "We interviewed many applicants who had a lot of interest in this job, but Dino is the person who brought the passion for the format and the skills necessary to help move The Beat into the future."

Prior to joining 'JET, Robitaille worked at WIXX/Green Bay, WI; KAVL & KAVS/Lancaster, CA; and KQCR/Cedar Rapids, IA. He began his career at KKRQ/Iowa City, IA.

"This is a great company, and I am honored and excited to be working with and programming The Beat," commented Robitaille. "When I visited this radio station, the vibe and the people who worked here were incredible. It just felt like a great fit. The station sounds very good and is doing a lot of the right things. My goal is to work closely with this staff to keep it focused and on track."

PRECIOUS METAL

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

MULTIPLATINUM ALBUMS

Come On Over, Shania Twain, Mercury (13 million); Backstreet Boys, Backstreet Boys, Jive; Ten, Pearl Jam, Epic (11 million); Millennium, Backstreet Boys (7 million);Baby One More Time, Britney Spears, Jive (6 million); R., R. Kelly, Jive; Afterburner, ZZ Top, Warner Bros. (5 million); Significant Other, Limp Bizkit, Flip/Interscope; For The Record - 41 Number One Hits, Alabama, RCA (3 million); Mirrorball, Sarah McLachlan, Arista; 400 Degreez, Juvenile, Cash Money/Universal; Devil Without A Cause, Kid Rock, Top Dog/ Lava/Atlantic; Aenima, Tool, Volcano; Greatest Hits, Lorrie Morgan, BNA; Guitars, Cadillacs, Etc., Etc., Dwight Yoakam, Reprise; Greatest Hits, Vol. 1, Go For Your Guns and The Heat Is On, Isley Brothers, Epic, Kind Of Blue, Miles Davis, Columbia (2 million).

PLATINUM ALBUMS

Significant Other, Limp Bizkit; / Will Stand, Kenny Chesney, BNA; Greatest Hits, John Michael Montgomery, Atlantic; Death Row's Greatest Hits, Various Artists, Death Row/Priority; Sentimientos, Charlie Zaa, Sonolux; Supernatural, Santana, Arista; Runaway Bride, Soundtrack, Columbia; The Matrix, Soundtrack, Maverick/Nothing/ Interscope. Columbia; Full Clip, Gang Starr, NooTrybe/Virgin; Beneath The Surface, Genius/GZA, Geffen; Sittin' Fat Down South, Lil'Troy, Universal; Significant Other, Limp Bizkit; Personal Conversation, Case, Def Jam/IDJMG; Death Row's Greatest Hits, Various Artists; Inolvidables, Los Angeles Azules, EMI Latin; Tucanes De Oro. Los Tucanes. EMI Latin; Love Scenes, Diana Krall, Impulse/GRP; Can't Stay Away, Too Short, Short/Jive; Shakin' Things Up, Lorrie Morgan; Chopper City In The Ghetto, B.G., Cash Money/Universal; The Writing's On The Wall, Destiny's Child, Columbia; Runaway Bride, Soundtrack; The Wood, Soundtrack, Jive; Winnie The Pooh Halloween Songs & Sounds, Various Artists, Walt Disney; Bailamos, Enrique Iglesias, Fonovisa; Salvaje Y Tierno, Bronco, Fonovisa

PLATINUM SINGLES

"Genie In A Bottle," **Christina Aguilera**, RCA; "Summer Girls," **LFO**, Arista.

GOLD SINGLES

"Jamboree," Naughty By Nature, Arista; "WildWildWest," Will Smith, Columbia; "Everything Is Everything," Lauryn Hill, Ruffhouse/Columbia; "Genie In A Bottle," Christina Aguilera.

GOLD ALBUMS

The Complete Hits, Billy Joel,

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and rifgot **Griffin**

NAME Rich Dromen TRADER NAME December Age 28 PROFESSION CLUB MA PORTFOLIO VALUE 415 1651,320 ArtistStock SHANIA TWAN SYMBOL STUCK

DATE		NOLUME	LAST PRICE (H\$)	CHANGE
8	25	1,046,765	47.39	+2
0	117	837, 170	54.15	+1 1/2
	1/15	1308,199	60.52	+ 1/3
	1/23	3,871,283	69.33	+2 14

:

NOTES

LOOKS LIKE A BLUE CHAP! HER NEW ALBUM COMES OUT SOON - THE TO MAK ONT! HOLDING THIS ONE LONG

ArtistStock NWE INCH NALSYMBOL NIN

DATE	VOLUME	LAST PRICE (H\$)	CHANGE
825	807.94	\$ 57.12	+1
718	\$ 73,87	2 74.93	+ 1 3/4
1115	2,110,215	72.33	-2'12
7/2	3 2.420.720	69.60	-273

ES

WONDER IF ALL THE KORN + LIMP BIZKIT FANS STILL LIKE TRENT? CE KEEP CLOSE WATCH ON THISOME.

ArtistStock CHRISTINA A GULLERASYMBOL CAGUI

DATE	VOLUME	LAST PRICE (H\$)	CHANGE
8/27	8 434,324	1 18-	
9/15	13,818,25	1 301/4	+3
9121	2,348, 355	3278	- 3/4
9122	2,221,440	40.41	+3

NOTES

THE NEXT BRITINEY - WHICH MEANS QUICK PROFIT - TAKING. IT'LL RISE LIKE AN INTERNET STOCK!

ArtistStock - LIMP BIZKIT SYMBOL LIMPB

DATE		VOLUME LAS	ST PRICE (HS) C	HANGE
8	3	2,732, 090	61.65	+4
9	1	1,194.020	48.91	-1 3/4
	113	772,051	56.21	+ 1/4
6	1 20	944,397	56.71	+1/2

NOTES

LID ROCKS CREEPING UP ON THEM + SII'S NEW STUFF IS A COMING ONT SOON ... I EXPECT TO SEE SOME CONGHS ALONG THE WA

For more information, please email us at info@hsx.com or by telephone at 310.458.1029

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Who

With over 250 million shares traded daily on the Music Market^m, hsx.com has become the leading indicator of consumer interest for the entertainment industry.

HOLLYWOOD STOCK EXCHANGE

Newsbreakers

Radio

• DREW MICHAELS heads to Gulf Coast Programming as VP/Programming, overseeing CHR/Internet Programming. He was most recently onair at WIOD/Miami.



• WESTWOOD ONE announces that it will present Net Aid to its U.S. affiliates. The three shows, from London, New York and Geneva, will air Oct. 9, and feature David Bowie, Eurythmics, Bryan Adams, Bush, George Michael and Bryan Ferry, among others. WW1 affiliates may record and air the music of their choice from any of the three shows. ContactTelly Wong; (212) 641-2057. RADIO EXPRESS will provide worldwide live coverage of the Net Aid shows to 102 countries; (310) 889-9200.

• WW1 also presents Tibetan Freedom Concerts 1999, to air Dec. 10-12. The two-to-three-hour special will feature The Beastie Boys, Eddie Vedder, Live, Blondie, The Cult, Rage Against The Machine, Blur, Ben Harper, Joe Strummer and Alanis Morissette;(212) 641-2057

In other WW1 news, the company presents the album premiere of Alan Jackson's Under the Influence, airing Monday, Oct. 25 at 10pm ET. The

two-hour show is hosted by Charlie Cook and includes live performances by Jackson and his band, tracks from the new album and listener phone calls; (212) 641-2057. On Nov. 17 WW1 will present the album premiere of Reba McEntire's So Good Together. The two-hour show, hosted by R&R Country Editor Lon Helton, includes conversation with McEntire, tracks from the album and listener calls; (212) 641-2057.

• UNITED STATIONS RADIO NET-WORKS announces that in October it will expand its Country Giant series for four installments, to be called Giants of the Decade, featuring the best country music of the '90s. Jo Dee Messina, Lorrie Morgan, Steve Wariner and Mark Wills will each host a two-hour installment. The series airs four consecutive weekends beginning Oct. 2-3. Contact Julie Harris; (212) 869-1111.



moted to SVP/ Marketing for Walt Disney Records. He rises from VP/ Marketing.



Bessolo

PROS ON THE LOOSE

Keith Abrams, PD KBSG/Seattle (425) 888-9637 Lisa Kelly, MD/middays KFMF/ Chico, CA (530) 899-9742



LORI WEINTRAUB is named VP for ARTISTdirect Network. Her last position was as a strategic consultant for Universal Music Group.



Weintraub

• SANDY LITVACK is promoted to Vice

Products & Services

• NBG RADIO NETWORK signs a sales representation agreement for the daily news fax Wireless Flash. Contact John Holmes; (800) 572-4624, ext. 770.

Changes

Radio: Todd Womack becomes Corporate Accounting Manager for Journal Broadcast Group.

Classic Hits: Dallas Reese joins WSSS/Charlotte for nights.

Classic Rock: Joe Kleon takes on overnights at WNCX/Cleveland.

News/Talk: KEX-AM/Portland announces its new lineup: Bob Miller's Morning Update (5-9am); Rush Limbaugh (9am-noon); The

BUYER: Extreme Communications

Inc., headed by President Horace

SELLER: Radio WRJH Inc., headed

by President June Harris. Phone: (601)

Continued from Page 8

Transactions

FORMAT: Religious

Dawson

825-5045

Media Inc

2909

9036

107.7 MHz

TERMS: Asset sale for cash

Noon Report (noon-1pm); Dr. Laura Schlessinger (1-4pm): Mark Mason and Mychal Thompson (4-7pm); Phil Hendrie (7-10pm); and Art Bell (10pm-5am) WBT-AM & FM/Charlotte add **Richard Spires and Brad Krants** for afternoon drive

Rock: KPEZ-FM/Austin picks up AMFM Networks' Bob & Tom Show for mornings ... WFKS/ Daytona Beach middayer Laura Lynn segues to WNDD/Gainesville for the same shift ... At WWWV/ Charlottesville, VA, weekender Luke Church is upped to afternoon

at 1,020 feet; 580 watts at 738 feet

WXLQ-FM/Gorham

Classic Rock

Sales Group

PRICE: \$450,000

FORMAT: CHR/Pop; Classic Rock;

BROKER: Harold Bausemer of The

driver/Promotions Director, and overnighter Matt Sieracki segues to nights.

CHRONICLE

CONDOLENCES Former UPI radio correspondent

Earnest Hoberecht, 81, Sept. 22. Former WLW-AM/Cincinnati radio announcer Gene Elkus, 79, Sept. 21

Former MD for Hawaii Calls Benny Kalama, 83, Sept. 21.

North Carolina

WFNC-AM & WQSM-FM/ Fayetteville, WFNC-FM/ Lumberton, WRCQ-FM/Dunn (Fayetteville) and WGNI-FM & WMNX-**FM/Wilmington**

PRICE: \$47 million

TERMS: Asset sale for cash and stock BUYER: Cumulus Media Inc., headed by Vice Chairman Lew Dickey. It owns 261 stations, including WAAV-AM & FM & WWQQ-FM/Wilmington. Phone: (414) 615-2800

SELLER: Cape Fear Radio LLC, headed by President John Dawson. Phone: (910) 860-1401

FREQUENCY: 640 kHz; 98.1 MHz; 102.3 MHz; 103.5 MHz; 102.7 MHz; 97.3 MHz

POWER: 10kw day/1kw night; 100kw at 830 feet; 3kw at 269 feet; 24kw at 699 feet; 100kw at 1,066 feet; 100kw at 561 feet

FORMAT: Talk; Hot AC; Talk; Rock; AC; Urban

Oklahoma FM CP/Elk City

PRICE: \$10,000 TERMS: Asset sale for cash

www.americanradiohistorv.com

NATIONAL ADDED RADIO THIS WEEK FORMATS

ABC RADIO NETWORKS (972) 991-9200

Classic Rock Chris Miller No Adds

Hot AC Steve Nichols MELISSA ETHERIDGE Angels Would Fall SANTANA W/EVERLAST Put Your Lights On

Starstation Peter Stewart 98 DEGREES | Do (Cherish You)

Touch Ron Davis No Adds

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

Rock FOO FIGHTERS Learn To Fly SHADES APART Stranger By The Day KENNY WAYNE SHEPHERD BAND In 2 Deep

Alternative FOO FIGHTERS Learn To Fly MARCY PLAYGROUND It's Saturday SMASH MOUTH Then The Morning Comes

CHR/Hot AC SAVAGE GARDEN | Knew | | oved You CHRIS PEREZ BAND Best | Can

Mainstream AC SAVAGE GARDEN | Knew | Loved You EURYTHMICS 17 Again TEXAS Tell Me The Answer

Lite AC R. KELLY If I Could Turn Back The Hands Of Time MARC ANTHONY | Need To Know

NAC VICTOR WOOTEN Urban Turban BRIAN HUGHES Shakin' Not Stirred

UC **SOLE** 4,5.6 PUFF DADDY Do You Like It ... Do You Want It

ee . NAMEN AND THE THE PARTY AND A STREET AND A

BROADCAST PROGRAMMING Walter Powers • (800) 426-9082

Delilah Mike Bettelli ENRIQUE IGLESIAS Bailamos

Mainstream AC Mike Bettelli SAVAGE GARDEN | Knew | Loved You

BUYER: Spirit Broadcasting LLC, headed by David Reeder. Phone: (972) 355-1999

SELLER: Women, Handicapped Americans and Minorities for Better Broadcasting Inc., headed by President Doreen Hubert. Phone: (603) 868-1744 FREQUENCY: 98.5 MHz POWER: 100kw at 1.087 feet

Oregon

KBCH-AM & KCRF-FM/ Lincoln City PRICE: \$425,000

TERMS: Asset sale for cash **BUYER: Yaquina Bay Communica**tions Inc., headed by President David Miller. It also owns KNPT-AM, KBGX-FM & KYTE-FM/Newport. Phone: (541) 265-2266 SELLER: Oceanlake Broadcasting Corp., headed by President Hal FowlSoft AC Mike Bettelli SAVAGE GARDEN | Knew | | over! You

CHR Josh Hosler COUNTING CROWS Hanginaround WHITNEY HOUSTON My Love Is Your Love SMASH MOUTH Then The Morning Comes

Hot AC Josh Hosler **COUNTING CROWS** Hanginaround LENNY KRAVITZ American Woman STING Brand New Day

Urban Contemporary Josh Hosler OL' DIRTY BASTARD Got Your Money WARREN G I Want It All

Alternative Teresa Cook BLINK 182 All The Small Things FOO FIGHTERS Learn To Fly SAVE FERRIS Mistaken STONE TEMPLE PILOTS Down STROKE 9 Little Black Back Pack

JONES RADIO NETWORK Jon Holiday • (303) 784-8700

Rock Classics Rich Brvan KENNY WAYNE SHEPHERD BAND In 2 Deep

Adult Hit Radio JJ McKay **ENRIQUE IGLESIAS** Bailamos

Soft Hits **Rick Brady** ENRIQUE IGLESIAS Bailamos

CONTRACT OF STREET **RADIO ONE NETWORKS** Tony Mauro • (970) 949-3339

Hot AC Yvonne Day SMASH MOUTH Then The Morning Comes

New Rock Steve Leigh

FUEL Sunburn BEN HARPER Burn To Shine **RED HOT CHILI PEPPERS** Around The World **COUNTING CROWS** Hanginaround POUND Time FILTER Take A Picture

MARCY PLAYGROUND It's Saturday WESTWOOD ONE RADIO NETWORKS

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

Adult Rock & Roll Jeff Gonzer

SAMMY HAGAR Right On Right Soft AC

Andy Fuller No Adds

Bright AC Jim Hays No Adds

er. Phone: (541) 994-2181 FREQUENCY: 1400 kHz; 96.7 MHz POWER: 1kw; 610 watts at 669 feet FORMAT: Nostalgia; Oldies

Virginia

WFIR-AM & WPVR-FM/ Roanoke

PRICE: \$6.5 million TERMS: Asset sale for stock BUYER: Mel Wheeler Inc., headed by President Leonard Wheeler. It also ownsWSLC-AM.WLYK-FM.WSLK-FM & WSLQ-FM/Roanoke-Lynchburg. Phone: (817) 294-7644

SELLER: Jim Gibbons Radio Inc., headed by President Terry Gibbons. Phone: (540) 345-1511 FREQUENCY: 960 kHz; 94.9 MHz POWER: 5kw; 100kw at 1,979 feet

FORMAT: Talk; Classic Hits BROKER: William Schutz Jr.

ed by President Gladys Powell. Phone: (603) 752-1230 FREQUENCY: 107.1 MHz POWER: 3kw at 157 feet FORMAT: Classic Hits New York WLIR-AM/Spring Valley

(White Plains) PRICE: \$270,000

TERMS: Asset sale for cash **BUYER: Alexander Broadcasting** Inc., headed by President Alexander Medakovich. Phone: (212) 684-7392 SELLER: Tsooris Corp., headed by President Eugene Gugig. Phone: (914) 624-1313

FREQUENCY: 1300 kHz POWER: 500 watts day/83 watts night FORMAT: Nostalgia

TERMS: Asset sale for cash FREQUENCY: 97.7 MHz **BUYER: New Hampshire Public Ra-**POWER: 6kw at 289 feet dio Inc. It owns two other stations. Phone: (603) 228-8910 BROKER: Ken Hawkins of Sunbelt SELLER: GEP Investments Inc., head-

New Hampshire

WJYY-FM/Concord.

WRCI-FM/Hillsboro

TERMS: Asset sale for cash

PRICE: \$3.6 million

WNHI-FM/Belmont and

(Manchester-Nashua)

BUYER: Vox Radio Group, headed by

Jeffrey Shapiro and Bruce Danziger.

It owns 13 stations, including WKXL-

AM & FM/Concord. Phone: (617) 641-

SELLER: RadioWorks Inc., headed

by Lindsay Collins. Phone: (603) 228-

FREQUENCY: 105.5 MHz; 93.3 MHz;

POWER: 1.55kw at 456 feet; 302 watts

How to get higher ratings (on a lower budget)

TV is getting wildly expensive. Billboards are essentially a reminder medium. Direct mail gets thrown away.

More and more radio stations across America are realizing that the most cost-effective way to get significant ratings increases is through **telemarketing**.

And now you can get your telemarketing from an expert: Recall Telemarketing. We're radio's

first pure **specialist** in telemarketing. We make our calls from radio's largest and most technologically advanced telephone center. We make sure that your station stays top-of-



mind with **multiple exposures** of your message. And we use the latest techniques in database marketing to maximize the effectiveness of your program.

If you're thinking about commissioning a Fall '99 telemarketing project, call Joe Heslet, Brent Lightfoot, Hans Bengard, or Kurt Hanson, toll-free, at **1-877-4-NEW-TSL**.

We're not a direct-mail house that does some telemarketing work on the side. We're the specialist you'll want on **your** side -- because we'll get you **results!**

Recall Telemarketing utilizes the full range of direct marketing techniques, but our specialty is the toughest and most important portion of the project: the telemarketing portion



1-877-4-NEW-TSL

180 N. Wabash, Suite 201 Chicago, IL 60601 www.recall-telemarketing.com

28 • R&R October 1, 1999

Show Prep

CYBERSPACE

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

'Net Chats

 Whatever you tell Marc Anthony, he needs to know. So chat away with the king of salsa on Monday evening (10/4) at 8pm ET/5pm PT (*www.tvguide.com*).

· Rap duo (and twin brothers) Kane And Abel tag team for a live chat on Thursday (10/7) at 9pm ET/6pm PT (chat.yahoo.com).

· Ask the dreamy boys of Savage Garden what kind of shampoo they use during a live chat Thursday (10/7) at 9pm ET/6pm PT (communities.msn.com).

 NY-based ooth-metal quartet Type O Negative make the web an evil place with a live chat on Thursday (10/7) at 9pm ET/6pm PT (www.twec.com)

On The Web

· Dust off your cowboy hat for Merle Haggard's live audiocast from the Las Vegas Hilton Sunday night (10/2) at 8pm ET/ 5pm PT (www.tbatv.com) or (www.haggardfortherecord. • Melissa Etheridge cel-

ebrates her new CD, Breakdown, with an acoustic set at the Hard Rock Cafe New York. Catch the webcast Monday (10/4) at 11pm ET/8pm PT (www.melissaetheridge. com), (www.vh1.com) and (www.hardrock.com).

MUSIC & MOVIES

CURRENT

- BLUE STREAK (Epic)
 - Singles: JAY-Z Girls' Best Friend
 - SO PLUSH f/JA RULE Damn (Should've Treated U Right) Other Featured Artists: TYRESE I/HEAVY D, FOXY BROWN, KELLY PRICE
- FOR LOVE OF THE GAME (MCA) Single: JOAN OSBORNE Baby Love
- Other Featured Artists: LYLE LOVETT, VINCE GILL, TRISHA YEARWOOD AMERICAN BEAUTY (DreamWorks/SKG) Featured Artists: ELLIOTT SMITH, EELS, FOLK IMPLOSION
- STIGMATA (Virgin) Featured Artists: CHUMBAWAMBA, MASSIVE ATTACK, DAVID BOWIE STIR OF ECHOES (Nettwerk)
- Single: MOIST Breathe Other Featured Artists: DISHWALLA, GOB, BETH ORTON MUMFORD (Hollywood)
- eatured Artists: PHANTOM PLANET, BILLY BRAGG AND WILCO. LYLE LOVETT & KEB' MO'
- TARZAN (Walt Disney Records)
- Single: PHIL COLLINS You'll Be In My Heart WILD WILD WEST (Overbrook/Interscope)
 - Singles: ENRIQUE IGLESIAS Bailamos
- WILL SMITH Wild Wild West Other Featured Artists: BLACKSTREET, FAITH EVANS, SLICK RICK AUSTIN POWERS: THE SPY WHO SHAGGED ME (Maverick)
- Single: LENNY KRAVITZ American Woman Other Featured Artists: BIG BLUE MISSILE, BURT BACHARACH & ELVIS COSTELLO

COMING

- DRIVE ME CRAZY (Jive) Single: BRITNEY SPEARS (You Drive Me) Crazy
- Other Featured Artists: JARS OF CLAY, MATTHEW SWEET, BACKSTREET BOYS SWING (RCA Victor)
- Featured Artists: LISA STANSFIELD, GEORGIE FAME, IAN DEVANEY
- THAT'S THE WAY I LIKE IT (RCA Victor) Featured Artists: OCTOBER CHERRIES, ZUL, JAI

"Music & Movies" lists current and coming film soundtracks according to box-office standing, as well as singles appearing on R&R's format charts and other featured artists. To submit soundtracks for inclusion in this column, contact R&R Associate Editor Frank Correia at (310) 788-1658; fcorrela@ronline.com.

MUSIC DATEBOOK

MONDAY, OCTOBER 11

1960/In New York Aretha Franklin performs for the first time. 1969/Muddy Waters is critically injured

in an Illinois car crash. 1976/Nancy Spungen, the girlfriend of Sex Pistols bassist Sid Vicious, is found murdered in their Greenwich Village apartment. Vicious is arrested the following morning and charged with her murder.

1982/Marty Robbins is elected to the Country Music Hall of Fame

Born: the late Dottie West 1932. Darvi Hall (Hall & Oates) 1946

TUESDAY, OCTOBER 12

- 1957/Little Richard declares he's abandoning rock 'n' roll for religion. Five years later he begins performing again, headlining a Liverpool concert with The Beatles
- 1971/Rock 'n' roll pioneer Gene Vincent, 36, dies. 1975/In New York, Rod Stewart & The
- Faces perform together for the last time.
- 1996/Forty thousand attend Farm Aid '96 in Columbia, SC and see Neil Young, Willie Nelson, John Mellencamp and Hootie & The Blowfish perform.
- 1997/John Denver is killed when the plane he's operating plunges into Monterey Bay, CA.
- Born: Sam Moore (Sam & Dave) 1935

WEDNESDAY, OCTOBER 13

1963/Fifteen million BBC viewers are exposed to Beatlemania for the first time, when hundreds of hysterical fans compete for limited space at a Beatles show at the London Palladium.

www.americanradiohistory.com

1980/Johnny Cash is elected to the Country Music Hall of Fame 1985/B-52s guitarist Ricky Wilson, 32,

tions 1986/Reba McEntire wins an award for

Dsmond 1959



Reba & CMAs - so good together!

THURSDAY, OCTOBER 14

- 1966/At San Francisco's Fillmore West, Grace Slick performs with Jefferson Airplane for the first time.
- 1977/Bing Crosby, 74, suffers a fatal heart attack
- 1996/Madonna and Carlos Leon become parents to daughter Lourdes Maria Ciccone.
- Born: Justin Hayward (The Moody Blues) 1946, Thomas Dolby 1958

FRIDAY, OCTOBER 15

- 1973/Patsy Cline and Chet Atkins are elected to the Country Music Hall of Fame
- 1976/Ike and Tina Turner separate professionally after performing to-gether for 19 years.
- 1993/Director Oliver Stone asks Trent Reznor and Nick Cave to provide music for his forthcoming film, Natural Born Killers.

Born: Richard Carpenter (The Carpenters) 1945

SATURDAY, OCTOBER 16

- 1962/The first Motown Revue com mences in Washington, DC. The two-month tour features Marvin Gaye, Little Stevie Wonder, The
- Supremes and The Miracles. 1968/In London, The New Yardbirds, featuring Jimmy Page, Robert Plant, John Bonham and John Paul Jones, perform for the first
- time 1972/Creedence Clearwater Revival disbands.
- Born: Bob Weir (The Grateful Dead) 1947, Flea (Red Hot Chili Peppers) 1962

SUNDAY, OCTOBER 17

- 1967/The rock musical Hair premieres off Broadway. 1969/After three years, the American
- Federation of Musicians allows The Kinks to return to the U.S. The AFM would not allow the hand to perform in the U.S. following an unauthorized 1966 TV
- appearance 1977/Lynyrd Skynyrd's final album, Street Survivors, is released. The album's cover, depicting the group surrounded by flames, is promptly discontinued when three members of the band perish in a plane crash three days later
- 1986/Sid and Nancy, a film based on the lives of Sex Pistols bassist Sid Vicious and girlfriend Nancy
- Spungen, premieres. Born: Ziggy Marley 1968



ZINE SCENE

Nothing Fragile About

NIN's Return!

A fter a five-year hiatus, Nine Inch Nails mastermind Trent

Reznor has returned with a criti-

cally acclaimed double album, The *Fragile.* "The Fragile is a journey out of desperation," Reznor tells

Time. "There are threads of opti-mism."

of Rolling Stone, where the singer

reveals the personal crisis he

overcame during the recording

and how he maintains the band's

integrity: "I've worked hard at

keeping Nine Inch Nails precious.

Everything I do is secondary to

the music. It's pretty easy, once

Winners And Losers

Entertainment Weekly names

Howard Stern its "Winner of the Week." UPN has picked up Doomsday, a Stern-produced car-

toon about a post-apocalyptic

American family. Besides produc-

ing, Stern plays the family pup, Orinthal. EW's "Loser of the

Week" goes to Britney Spears

The press release announcing her

just-released bio spells her name

three different ways: "Brittany," "Britany" and "Britney." An excerpt

from the book, however, explains

it all: "Part of what makes Britney

unique is the quirky individualized

Black Hole Son

plate suicide yet today, but there's

Former Soundgarden singer Chris Cornell gets warm 'n' fuzzy

Cornell also talks to Spin about

the good of grunge days. "Stone Temple Pilots, Bush and Silverchair are taking the sim-

plest elements of Soundgarden,

Nirvana and Pearl Jam and meld-

ing them into one homogenous

thing. [And] Alice In Chains were

little kids that sounded like Ratt,

and all of a sudden they saw what

was going on and incorporated it.

They were truly inspired by

[grunge], which was cool, but it

Love Reunion Machine

"We didn't use the word reunion

it implies Fleetwood Mac and

the **Eagles**. We just wanted to show everyone that there were no

bald heads or beer bellies" — Billy Duffy, of the newly reformed

Cult, explains the tour that helped

wasn't the same thing

a break after this interview"

with the press (Rolling Stone).

"I haven't had time to contem-

spelling of her name.

Reznor also lands on the cover

ALL THE SMALL THINGS - Spin talks to the perpetually naked boys of pop-punk outfit Blink 182. The you let your guard down, for someone to say, 'Hey, want this 'zine questions the band about appearing sexist to some people. "For Prada jacket?' Next thing you know, you're some jive dude, someone to say that we're sexist, that just shows that they have, like, Carmen Electra is on your lap two brain cells, and they're living in and you're a rock guy that's full of shit. I like the challenges of their own little p.c. world, and nobody likes them anyway, and they're flirting with the mainstream with Nine Inch Nails. I think we can do just pissed off that they never got in a band," clarifies guitarist/singer it honestly. You know, let **Fred Durst** surf a piece of plywood right up my ass." Tom Delonge.

> ass and stuff. It's like, 'Get your hands off my mother's titty!" — Sevendust drummer Morgan Rose realizes now that convincing his mom to stage dive during a show may not have been the best idea (Spin).

Spin and succinctly sums up the meaning behind her new album, To Venus and Back: "It's a shape. It's circular. And it's not like you take a trip - it's more, like, in constant orbit. And I like the idea that there's this camera that orbits around the heart and sees things she can't see - yet. And then they form themselves into songs, and they can work as a reflector. and then she can hear it through that image, but not necessarily as the camera sees it. 'She' being the character. What's hidden behind the heart fascinates me."

the biosphere" - Beck talks candidly about his new album, Midnite Vultures (Rolling Stone).

sunny disposition undoubtedly

Now You Know

spotless - carpet always vacuumed, bed always made, tub always scrubbed, you know, dishes always done. That's what I've been doin' all weekend, cleanin' my house. I just can't live like a - Jane exposes the softer pig" side of Kid Rock.

Mary J. Blige about Kid Rock: "Oh, that guy that sings, like, hip-hoppy rock 'n' roll? I like him! He's of chubby, with black hair, riaht? - Frank Correia

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

land them a new deal with Atlantic Records (Spin). "They were all grabbing her

In Their Own Words Tori Amos graces the cover of

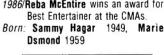
This album is sexcapades in

"I don't believe in all this gloom. Let's be optimistic" — **Sting**'s helped his upcoming album, Brand New Day (People).

"I'm a clean freak. My house is

Jane then asks R&B singer

dies from AIDS-related complica-





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News/Talk



"Yada, Yada, Yada, Yada

Two broadcast veterans explore the brave new world of Internet radio

s we near the turn of the century, most would agree that the Internet is certainly one of the most fascinating technological developments of the 20th century. While still well behind radio and other forms of media in the total number of people it reaches, the Internet is nonetheless a formidable and rapidly growing media option for not only millions of Americans, but also for people from all over the world.

Certainly one of the greatest testaments to this medium's growing influence is the increasing interest in

the Internet by the radio industry. Virtually every major owner of broadcast radio stations and networks across the country is firmly invested in the Internet - from websites and streaming audio

Bob Meyrowitz for listeners of

their traditional broadcast stations to substantial holdings in numerous emerging Internet companies for their shareholders. There's no denying that the technology of the Internet has brought both opportunity and new competition to our industry.

A Medium Made For Talk

Few would argue that the Internet is a medium made for Talk. Chat rooms are a staple of the 'Net, offering users an opportunity to discuss issues, offer opinions and get the news much as traditional News/Talk radio does. In fact, a study conducted last year by Arbitron and Edison Media



Dave Herman

sus 31% for the general population. In other words,

at work or at

home, by a mar-

gin of 36%, ver-

It is statistics such as these that are attracting some of broadcast radio's veterans to the brave new world of the Internet. Two individuals who have made the switch are DIR Broadcasting and King Biscuit Flower Hour founder Bob Meyrowitz and pioneering FM Rock personality Dave Herman. Both have enjoyed more than a little success in the traditional broadcasting world

Research found that News/Talk's prifor the better part of three decades. mary listeners are extremely Internet-These days both have hitched their savvy, and many of the format's P1s wagon to the recently launched eYada.com (www.eYada.com), a website the two have billed as "the web's first all-star, all-talk network."

> Speaking with confidence, Meyrowitz said that his budding New York City-based venture will "combine real star power with the best technology available to reinvent the Talk format and bring millions of new people to the web." The brainchild of Meyrowitz, eYada differs from other Talk websites of the past and present by offering personalities who have already achieved at least some degree of celebrity. "I think one of the important things that we are doing here is bringing some brand names to the Internet," he says. "This is, to my knowledge, the only time that names like we have on board have come exclusively to the Internet. And having name talents is what separates us from other sites that might offer some talk programming."

> Whether or not having name-brand talent can make a success of eYada remains to be seen, but Meyrowitz and Herman have put together a pretty impressive stable of talent for the new venture. Among those hosting shows are Richard Johnson, editor of the New York

Osgood To Receive Murrow Award

With all the talk of emerging technologies, Internet radio, digital satellite broadcasting, etc., it's easy to lose sight of the fact that, for the most part, all these new media choices - much like traditional radio - rely primarily on words to deliver their message. Words that inform, inspire and sometimes ignite.

While it's been said that "one picture is worth a thousand words," the reality is that words that have been penned by a true wordsmith a practitioner of the art of painting pictures through words - can produce a type of art that no picture could ever hope to achieve.

Perhaps one of the most gifted practitioners of the art of writing In broadcasting today is longtime CBS newsman and commentator Charles Osgood. His radio feature, The Osgood File, syndicated by Westwood One, serves as a daily reminder to industry rookies and veterans alike that great writing never goes out of style.

This week, as the RTNDA meets in Charlotte for the association's annual gathering, Osgood will be honored with the prestigious Edward R. Murrow Award for Outstanding Writing in a Radio Network/ Syndication/Program Service. His winning essay, which aired last September, saluted Mark McGwire's history-making 70th home run.

So as the "Boys of October" get set to take to the field once again for baseball's annual closing ritual, R&R takes this opportunity to salute Charles Osgood for his award-winning writing, which is, as always, a home run by anyone's standards.

Continued on Page 34



more than one-third of all News/Talk P1s are online at work or at home. And, as one might expect, News/Talk fans are much more likely than other radio listeners to use the Internet for news reports and financial information.

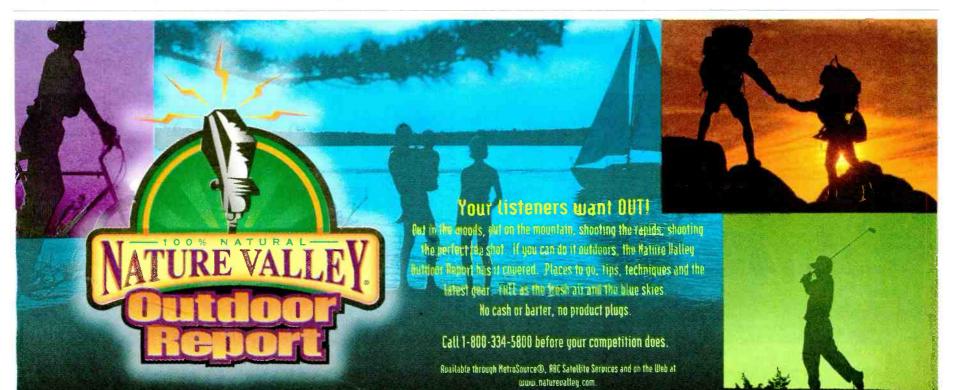
Post's "Page Six" gossip page; George Rush and Joanna Molloy, the husband and wife gossip duo from the New York Daily News; Bob Berkowitz, most recently the host of CNBC's sex advice show, Real Personal; and former WABC/N.Y. talk host Lionel.

Also hosting shows on the site are Julie Gordon, founder of the AOL music-industry message board The Velvet Rope; Michael Lewittes, best known as a gossip guru for cable TV's E! Entertainment Television: Lori Kramer, most recently half of WRKO/Boston's Two Chicks Dishing; celebrity journalist Chauncé Hayden; and former MTV Radio Networks movie reviewer Tim Reid. **Fresh Ground For Fresh Talent**

Meyrowitz says the initial idea for eYada was an obvious one. "Looking at the success of Talk on radio, and even on TV, with people like Oprah, Howard Stern, Jerry Springer, Rush Limbaugh,

Dr. Laura or Jay Leno, I realized that what makes Talk so successful is the loyalty of the listeners," he says. "Listener loyalty is a great thing, but it has also created a problem for Talk radio: There is very little room for new programming and talent to get started. They can't get on the air, simply because so many of the hosts already on are so successful. Consequently, I think that Talk radio tends to get very old --- not because it's an old person's medium, as Stern has disproven, but because so many of the programs have just been on the air for such a long time."

Meyrowitz therefore sees the Internet as the next logical step for Talk's next stars. "The Internet is a peculiarly perfect place for Talk," he says. "It's a one-on-one environment. Much like radio in a car, when you're on the Internet, you pretty much have Continued on Page 34



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Yada, Yada, Yada

Continued from Page 32

to sit there at your computer. Whether you're doing a spreadsheet or playing solitaire or looking up information on your stocks, you are sitting there with your computer. Now, with a service like eYada, you have a friend sitting there with you."

But sitting there isn't the selling point for radio. In fact, one of radio's strengths has always been its portability. Putting predictions of a wireless Internet aside for the moment, doesn't Meyrowitz see as limiting the fact that somebody has to be connected to a modem through their computer to use

his service? "No," he replies. "We see our current *strength* as being that someone has to sit there at the computer. That's where we are. In most offices you can't get AM radio. In fact, our research has shown that only 17% of people have an AM radio in their office. But 95% do have a computer. That's an obvious advantage, as we see it."

So what makes listening to eYada better than listening to streaming audio from your favorite broadcast radio Talk station? "I don't mean any disrespect to many very successful Talk talents who are out there today, but if you

want to listen to the same old stuff. it's there," says Meyrowitz. "But if you are looking for something that's younger, different and more innovative, we're here. You can not only call in, you can also e-mail the host in real time, scan pictures in and out — there is just so much more that can be done with a product that is created specifically for Internet users than can be done with traditional radio."

But Meyrowitz isn't sounding the death knell for traditional Talk radio just yet. "In the end I don't see this as something that will change broadcast Talk radio," he says. "It's a great medium and does what it does well. What a service like eYada does is change the Internet and how you'll use it."

Programming's New Frontier

Dave Herman and a few others like him, it can be argued, virtually invented AOR on the FM band in the mid-1960s with programming such as his own infamous *Marconi Experiment*. As Herman sees it, eYada is the next great frontier for programmers. He comments, "In some very basic ways, programming a radio station and an Internet station are much the same, because first and foremost we have to entertain people.

"The challenge here is that, unlike in radio today, you are essentially free

"The Internet is a peculiarly perfect place for Talk. It's a one-on-one environment. Much like a car radio, when you're on the Internet, you pretty much have to sit there at your computer. Now, you have a friend sitting there with you."

Bob Meyrowitz

of almost all restrictions. There's no FCC or really any government agency of any kind looking over your shoulder. That kind of unbridled freedom creates an exciting but challenging dilemma: How far do we go?"

Some would find it exhilarating to program a station without worrying about the so-called "seven dirty words" that comedian George Carlin popularized so many years ago, but Herman sees it differently: "We don't want to talk dirty just because we can. With so many shock jocks on the radio today, their real shtick is, 'Hey, look what I'm getting away with!' But if you take that away, what else is there for them to do? "What we're doing is trying to talk to listeners the way people talk to each other in 1999. We don't just say the fword anytime we want because we can. To me, the real challenge is to use the freedom that this medium offers wisely and to always keep in mind that it has to be entertaining, or it won't succeed."

As it is for any PD, one of Herman's first tasks was to assemble an "airstaff" for eYada. "I approached it like you would a baseball team — that is to say, we have assembled a handful of veterans and some good rookies." he says. "That mix makes for the best team, in my opinion. To that end we have Lionel. Lori Kramer and Bob

Berkowitz as our veterans with traditional broadcast experience. The others are all columnists and writers with great ideas who can do this. Frankly, we don't want to populate eYada with a lot of people who have some of the bad habits we all picked up in traditional broadcasting. Many of the old rules just don't apply in this new medium."

So if it's a new medium with new rules, is Internet radio something that should be considered an extension of traditional broadcasting, or is it a whole new wave? "I think it'll become the leading edge

of broadcasting," says Herman. "Consider this: In a recent issue of USA Today, a study showed that 85% of today's college students own their own computer, and 60% of those people spent about half their leisure time on the Internet! This is becoming a way of everyday life for this generation.

"Frankly, I think that even the Internet that we know today will seem downright primitive in just a few years as wireless Internet radios come onto the scene. I believe we'll soon reach the point where people are listening to eYada in their car and on the beach as well as while they're working at their computer. It's very exciting — hey, it's a whole new *Marconi Experiment*!"

Osgood

Continued from Page 32

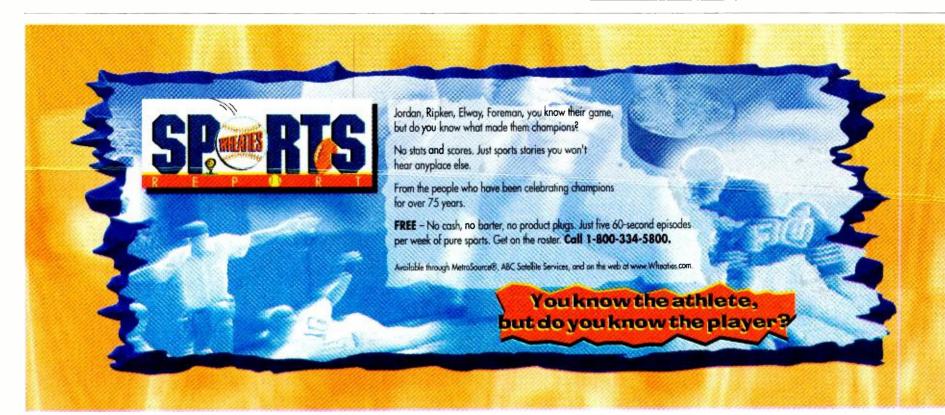
Records are made to be broken, they say, And maybe McGwire's will be broken some day. But it's hard to imagine to tell you the truth, For only McGwire, Sosa, Maris and Ruth Have ever hit 60 home runs in a season. McGwire and Sosa this year for some reason ... Surpassing what all other players had done, The Babe had hit 60. Maris 61. Remarkable numbers they were looking back, But left in the dust now by Sam and Big Mac. When McGwire came to bat his last time at the plate For this fabulous season, 1998.. He'd already hit one deep...home run 69 Assuring that his name forever would shine Among baseball immortals. Sixty-nine in one year! An amazing accomplishment which it was clear Was a truly prodigious, remarkable feat But wouldn't one more be incredibly sweet? If just one more time now that swing could connect, But surely nobody could ever expect That it really would happen. We thought that we knew It was possible, yes, but too good to be true. The crowd in the stadium came to its feet, At a moment like that no one stays in his seat. And here came the pitch ... and that patented swing Such a powerful, wonderful, beautiful thing. We'd been seeing all year...in the clips of Big Mac And there came that by now unmistakable crack As the ball left the bat like a shot on a line. And a thrill ran up every baseball fan's spine. There was roaring and jumping and carrying on For they knew when the ball hit the bat it was gone. And as it cleared the wall everyone knew that they'd Seen a great wonder happen, and history made. Seventy home runs...A seven...a zero.... And McGwire ran the bases, a conquering hero. Who had done what had seemed an impossible thing. Nobody can tell what the future will bring, But nevertheless a great lesson was taught. We can sometimes do better than anyone thought.

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Disney

- Continued from Page 1

President from 2 Penn Plaza in New York, will team with Minneapolisbased Radio Stations/Group President **Mark Steinmetz** in assuming duties previously held by Buz Powers. Powers, who had been Director/ Owned Stations Operations for the Radio Disney stations, has exited the company. According to a Radio Disney spokeswoman, the absorption

Forbes

Continued from Page 1

• Rupert Murdoch, News Corp.: \$6.8 billion (No. 22)

• Edgar Bronfman, Seagram/Universal Music Group: \$4.2 billion (No. 41)

David Geffen, DreamWorks; \$2.7
billion (No. 83)
Rob Glaser, RealNetworks: \$2.4

billion (No. 96)

• Lowry Mays. Clear Channel: \$2.2 billion (No. 109)

• Sam Zell, former Jacor investor:

\$1.8 billion (No. 132)

of Powers' duties is primarily the result of ABC's desire to consolidate operations for all of its radio properties.

On Sept. 23 Dolan and Steinmetz gathered all of the GMs who directly oversee the 15 Radio Disney stations for a group meeting at ABC's Dallas offices. Steinmetz told **R&R** that he will oversee eight of the Radio Disney O&Os, while Dolan would take responsibilities for the remaining seven. Steinmetz commented, "We gave

them the ABC directive, and they're off and running." He explained that many of the GMs were new to the company and were unfamiliar with many of the ways other GMs within the company were successfully operating their stations.

When asked about the extent to which he and Dolan would be involved with the Radio Disney stations in comparison to the other "traditional" radio properties the two oversee. Steinmetz said. "In San Francisco, where Mickey Luckoff oversees the cluster, I will have some direct interaction with the managers. Initially, Radio Disney will require a little more focus than the other stations. I've spent an inordinate amount of time to date learning the Radio Disney process. But with ABC, we have some real crown jewels in this collection of stations, and a lot of those stations have GMs capable of excelling on their own. After a while I don't think we'll put more time into this than into our other stations."

Steinmetz added, "Radio Disney presents an interesting challenge for us. All of the stations are doubling or nearly doubling the sales from their previous year. It's proven to be profitable way ahead of schedule, and it looks like a terrific business."

Founding Father Leaves

Powers' exit comes just a little more than a week after the departure of Radio Disney VP/GM Scott McCarthy, who was chosen to lead ABC's venture into children's radio in 1996 and had seen the network grow to 45 affiliates as of mid-September. A Radio Disney spokesperson saidAsst. GM/Sr. Director J.P. Colaco has "immediately assumed all of Scott's responsibilities."

Additionally, Radio Disney has lost one of its original test markets: Birmingham. WMK1-AM, which began airing children's programming in 1997, was recently sold by Hibernia Communications and will end its relationship with Disney on the close of the deal. Hibernia owns six other AMs, all of which air the Radio Disney format.

According to Steinmetz, ABC's focus is on placing Radio Disney O&Os in the top 30 markets. "We hope to have strategic alliances in the top 30 markets and affiliates in markets 40+."

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• Richard Marriott, hotel owner/ First Media head: \$1.6 billion (No. 145)

• Mark Cuban, Broadcast.com: \$1.2 billion (No. 199)

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\$1 billion (No. 243)
Roy Disney, Walt Disney Co.: \$900

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Michael Eisner, Walt Disney Co.:
 \$680 million (No. 372)

• Tom Hicks, AMFM/Hicks, Muse, Tate & Furst: \$650 million (No. 384)

Bloomberg BUSINESS BRIEFS

Continued from Page 4

The FCC also flagged Clear Channel Communications' \$11.5 million acquisition of a Parkersburg, WV-Marietta, OH quintet from WNUS Inc. According to BIA, the deal would give Clear Channel 59% of ad share in the market, while Burbach Broadcasting controls another 30%.

Meanwhile, the Federal Trade Commission gave antitrust clearance to two deals last week: AMFM's swap with Cox Radio for Cox's KFI & KOST/ Los Angeles and 14 AMFM stations and Clear Channel's purchase of 10 stations from Tom Ingstad in Yakima, WA and Grand Forks, ND. Both deals must clear the FCC before they can close.

House Panel Funds Public Radio

A House Appropriations subcommittee voted last week to fund the Corporation for Public Broadcasting at \$250 million for fiscal year 1999. Roughly 13% of CPB's budget is earmarked for public radio. The panel authorized \$300 million for 2000 and \$340 million each year for 2001 and 2002. Next stop for the legislation is the full committee.

CBS Invests \$50 Million In Womens' Finance Site

C BS expanded its web holdings to 12 Monday, buying 40% of Women's Consumer Network (*www.womensconsumernetwork.com*). Most CBS online acquisitions have been made up of trade for advertising and promotional mention across CBS media, but this \$50 million, five-year deal includes a small amount of cash. The site features tips on saving money and health advice, among other things.

Westwood Closes Metro Deal, Buys Back Stock

S hareholders of Westwood One and Metro Networks signed off on their placed Enesco Group in the S&P MidCap 400 Index. Westwood had previously been on the SmallCap 600 Index.

Westwood is also repurchasing \$200 million worth of shares, which will be used for general corporate purposes. The company bought back 7.4 million shares at a cost of \$177.4 million under its most recent share repurchase program. The new plan was approved last week by shareholders, who also named to the Westwood board former Metro Networks Chairman/CEO David Saperstein, Westwood President/CEO Joel Hollander and former Metro board member Dennis Holt.

Triangle Looks Into Stock Manipulation

Triangle Broadcasting has retained an outside law firm to investigate and sue an individual or group of individuals suspected of posting messages on an online bulletin board that claimed they were privy to insider information on the company. The Palm Springs, CA-based broadcaster says those individuals were conspiring to raise the stock price for their own personal gain. Meanwhile, the company also said that former Chairman Frank Olsen gave his 14.1 million shares to Triangle Broadcasting in order to facilitate its merger with Triangle Multimedia. Auctions Continued from Page 1

first station (WHBQ-FM/Memphis) in 1970, and now owns nine stations in Memphis, Little Rock, Reno and Jackson, MS.

He said the online auction had gone off without a hitch for him so far — a sentiment echoed by Mass Media Bureau attorney Lisa Scanlan. By the end of round two on Tuesday the historic auction of 97 FM licenses (plus 23 TV licenses and one FM translator) had lined the federal government's coffers with a fresh \$7.9 million.

There were few surprises in Tuesday's first round. The highest FM bids were in markets with the largest minimum bids set by the FCC. In Brigham City, UT, for example, several applicants bid \$260,000 for the new frequency there. On the TV side the prime real estate was in Hurricane Floyd-ravaged Manteo, NC, where Danbeth Communications and RAY-D-O-BIZ bid \$1.2 million apiece for a new license. In some cases, such as Susanville, CA, the bidding should be fairly peaceful, because there was only one applicant. The rest had dropped out earlier in the month.

In the hotly contested Asheville, NC market all the bidders received "new entrant credits." This means that parties with no more than three media interests (including newspaper, cable, etc.) receive a 25% discount off their bids, while those with no interests get a 35% reduction. All the Asheville participants — including Orion Communications and Biltmore Forest Broadcasting — received the 35% credit. Another bidder, Willsyr Communications, did not bid in the first round and received an automatic bye to the second round.

At **R&R**'s Tuesday deadline only two rounds had been completed. The commission was conducting two rounds per day, and the auction was expected to last at least through Thursday (9/30). Jim Oyster, a Castleton, VA-based attorney representing one auction participant, told **R&R** that round one went smoothly, but that the process would go much faster if the FCC undertook at least three rounds a day.

Once the online portion is complete, the FCC will issue public notices announcing the winners in each market. Winners will then have 10 days to submit their down payments (20% of their net bids). Around the same time the commission will allow those wishing to block transfer of the licenses to file petitions. Expect allegations of parties colluding with each other during the bidding to come out of the woodwork then, observers say. After the FCC has dispensed with these matters and done its own study of each application, the winners will have a 10-day period to pay the balances of their bids.

Regent

Whalen

has a strong emotional attachment to the stations and the people he has assembled.

Continued from Page 1

Continued from Page 23

"We have great stations and tremendous, tremendous people. We are really proud of our people and of our company. If it doesn't get signed, we will continue operating. We will be very happy to continue operating." Jacobs could not be reached for comment.

— Jeffrey Yorke

finally got him back where he belongs."

Whalen managed Curtis Media's Fayetteville operations in 1991-92 before leaving for Dame Media/Albany, where he spent the last seven years. Dame was recently sold to Clear Channel.

He's an Eastern NC native, and we

back. Al is a real radio junkie who

loves News/Talk AM radio stations.

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8



Street Talk

The Boss Looks Good In A Suit!

ooks like WFLZ/Tampa morning cohost M.J. Kelli is heading toward an October 14 date in small claims court, and the plaintiff is ... his own morning show producer, Uncle Fester! Kelli tells ST the suit stems from a fit of competitive rage. "We were supposed to have a guest on the air, but we couldn't reach him." When Kelli went to Fester's desk to find out what the problem was, he heard what the problem was: The guest could be heard on Fester's boom box - on another station. "I smashed that boom box into about 3,000 pieces," Kelli admits. When Kelli didn't replace the stereo in a timely fashion, Fester filed his suit. "I was shocked," Kelli says. "I had no idea what it was, and then I saw Uncle Fester's name. He's clogging up our system with a frivolous lawsuit, and I'll vigorously defend my position." In spite of the family feud, Kelli maintains that Fester's job is not in jeopardy.

More trouble in Tampa: Apparently CHR WLLD (Wild 98.7)'s on-air concert was a little too rowdy for some people's tastes. A group calling itself the Florida Family Association has filed a complaint with the FCC, the commission confirms, over "The Last Damn Show," a Sept. 11 event that was broadcast in its entirety - and apparently laced with profanity. The St. Petersburg Times called the show, headlined by Eminem and Busta Rhymes, "a relentless barrage of words many people would consider sexist and racist," including "a torrent of four-letter words." The association's president, David Caton, says he doesn't want to see the station get hit with a fine — he wants the license stripped. ST's calls to WLLD Marketing Dir. Mark Gullett were not returned

Labor Unrest Never Rests

The *Chicago Sun-Times* reports that contract negotiations between management at Infinity's all-News **WBBM-AM** and AFTRA,

which represents about two dozen on-air anchors and reporters, broke off last Thursday (9/23). The dispute revolves around a controversial plan to merge the operations of WBBM-AM with co-owned WMAQ-AM. (The plan has reportedly been withdrawn, since the pending CBS/Viacom merger may force Infinity to sell one of its Windy City radio stations.) Other key issues include salaries and additional fees for special programs and work that appears on the Internet. AFTRA members were expected to meet this week to consider a strike authorization vote. WBBM & WMAQ OM Georgeann Herbert offered an official "no comment" when contacted by ST. Ironically, while the situation at 'BBM seems to be going south, the Tribune cites inside sources as saying that the folks at 'MAQ are pushing toward AFTRA unionization, and the current labor woes at their sister station may be providing added impetus to do so. This one could aet interestina.

Meanwhile, **AFTRA/San Diego** and **Shadow Broadcast Services** inked a new 2 1/2-year contract. That resolves charges recently filed by the San Diego local with the National Labor Relations Board, though the union's Chicago and S.F. locals still maintain that Shadow is breaking federal law by refusing to engage in good-faith bargaining.

Lon Bason joins Susquehanna Radio as GM of News/Talk KLIF-AM & Country KPLX-FM/Dallas. Most recently Bason was Regional VP/GM for Sinclair/St. Louis, where he was also GM of the company's WRTH-AM, KIHT-FM & WIL-FM. Bason will start with Susquehanna on October 18. Recently named Market Mgr. Dan Bennett will continue as GM of Susquehanna's other Dallas stations, KTCK-AM & KKZN-FM.

At press time **ST** learned that KZQZ/SF PD **Mark Adams** has resigned and will take the PD job at KXJM/Portland.

Continued on Page 40



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\$

Street Talk.

Continued from Page 38

Minny Stations, Maxi Paychecks

Staffers at Hubbard Broadcasting's KSTP-AM & FM/Minneapolis were shocked when they got their checks last week - the company, which made a huge profit when it sold its share of a satellite TV operation. chose to share the wealth with employees. They got bonus checks that, according to the Minneapolis Star-Tribune, started at \$1,750 and got \$1,000 richer for every year of service! KSTP Dir./Programming Todd Fisher tells ST, "I know the Hubbards aren't looking for recognition, but they deserve to get it. I'm happy to go on record as saying it was a wonderful surprise for everyone when the checks were handed out last week. People were just blown away."

Former KTRS/St. Louis morning man J.C. Corcoran is also looking for a major windfall, but his would come under more litigious terms. According to the *Post-Dispatch*, he's sued the station for 90 days' pay (\$36,986), which he says he's owed under the terms of his contract with the station. **ST**'s calls to KTRS GM Tim Dorsey were unreturned.

The Call After The Storm

Now that stations in the Carolinas have had a chance to recover from Hurricane Floyd, their thoughts have turned to fund-raising. A coalition of stations in the Fayetteville, NC area banded together last week in a parking lot, each broadcasting live and taking donations for flood victims. By the end of the 12hour effort WCCG, WFLB, WFNC, WIDU, WKML, WKQB, WQSM, WRCQ and WZFX took in more than \$170,000 in cash donations, plus plenty of water and food to be given to the American Red Cross. WFLB GM Mac Edwards told ST the stations thought they'd raise maybe \$50,000 or \$60,000, "but this just blew everybody away." Elsewhere, stations in the Beasley Broadcast Group kicked off "Operation Radio Relief," with a station in Charlotte raising \$60,000 and a New Bern, NC property's morning show staying on the air until it could raise at least \$10,000.

Speaking of benefits, the Washington, DC-based Low Power Radio Coalition is holding a series of concerts called "Left Off the Dial: 10 Days for Low-Power FM." There was quite a stir in the industry when it was rumored that Bonnie Raitt and Jackson Browne would participate in the shows. Although the pair did sign the coalition's letter to the FCC, which decried radio industry consolidation and backs low-power FM, a representative from the group told ST the pair will not be among the performers in the concert series. Emmis Communications Chairman/CEO Jeff Smul-

Rumbles, Pt. 1

• KEZL/Fresno names NAC/SJ vet **J. Weiden**heimer PD following the departure of Angie Handa. Weidenheimer was PD of KEZL at its inception and recently rejoined the station for mornings.

 Clear Channel flips NAC/SJ WJZT/Tallahassee, FL to Hot AC. Expect the company to flip another NAC/SJ, WHRL/Albany, in the coming week.
 Former WEZB/New Orleans middayer Patty

Steele joins WLNF/Biloxi, MS as PD. • WAIB & WHTF/Tallahassee PD Steve King is appointed PD at Hot AC-turned-CHR WBAM/Montgomery, AL. WHTF APD/MD Buzz Craven grabs interim PD duties at WHTF, and WAIB OM Jeff Horn adds PD stripes at WAIB.

• WJMX/Florence, SC OM/PD Keith Mitchell exits.

• KQDS/Duluth, MN PD Rick Church is resigning, effective October 22, to spend time with his family in Michigan.

• American General CHR/Rhythmic KWWV/San Luis Obispo, CA moves from 99.7 to 106.1, with co-owned Country KKAL moving to 99.7.

yan told **ST**, "I love Jackson Browne and Bonnie Raitt, but I don't agree with them on this issue."

Radio Awards Ready To Take The Spotlight

Just four weeks until the inaugural Radio Music Awards, to be broadcast live from Las Vegas on the WB network October 28, and the show's shaping up as a force to be reckoned with. Already committed to appear: 'N Sync, Garth Brooks, Smash Mouth, Faith Hill, Sugar Ray, 98 Degrees, Christina Aguilera and more than 60 radio stations broadcasting live from the show's stage. There's still time to join the party, but not much - call (310) 315-4739 ASAP to get your station or artist added to the roster. And if you're voting on the awards, a couple of reminders: Get your ballot in today's mail (it can be postmarked no later than October 1), and since these are the Radio Music Awards, make sure your vote in the "Best Trade Publication" category goes to the only nominee with "radio" in its name!

Continued on Page 43



He's got the whole world in his hands: Are these tiny floating globe rings the key to Giant success? The label hopes so — it thinks there's nothing on the planet quite like Earth To Andy's new single, "Still After You," and CD, *Chronicle Kings*.

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> "A GREAT FEMALE ATTITUDE RECORD" -LEE CAGLE PD/KXHT

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Street Talk

Rumbles, Pt. 2

• KBPI/Denver MD/nighttimer Willie B. is promoted to APD/MD.

• WMGI/Terre Haute PD **Richard O'Brien** joins KMXD/Des Moines for APD/morning duties. WMGI MD Steve Smith is interim PD.

 WSNX & WVTI/Grand Rapids afternoon driver er Eric O'Brien adds APD stripes for both stations.
 Brad Newman adds 'SNX MD/night duties, while Ken Evans does the same at sister WVTI.

• WNTQ/Syracuse MD Jimmy Olsen adds APD stripes and segues to middays.

 WEZB/New Orleans swinger Todd Chase is named APD/MD/morning driver at WYOY/Jackson, MS.
 As WBBM-FM/Chicago afternoon driver Ter-

ry Foxx exits for Urban WQQK/Nashville, B96 latenighter Roxanne segues to afternoons.

• KOHT/Tucson MD/nighttimer Latin Rascal segues to KSFM/Sacramento for nights. KOHT overnighter D. Wayne Chavez adds MD duties and moves to nights.

• At WMMR/Philly, the Sack & Davis morning show is out, replaced by former WMAX/Philly morning guy Paul Barsky.

• New Hot AC KCDA/Spokane hires WKIE & WDEK/Chicago afternoon driver George McFly for mornings.

• WIOG/Saginaw-Flint, MI morning driver Keith Kelly exits. PD Mark Anderson will take over until a permanent replacement can be found.

 Big week for Mancow: As his local TV show, Mancow TV, earns a Chicago Emmy nomination, he picks up another affil ate: WORC/Worcester, MA.

• Clear Channel's Miami News/Talkers, WINZ-AM & WIOD-AM, get a major realignment. Starting Monday, WIOD's lineup will include news blocks surrounding syndicated fare from Dr. Laura, Rush Limbaugh, Paul Harvey and Art Bell. WINZ's tweaked roster now includes Phil Hendrie's show twice — live at night and a rebroadcast in middays. The ineup also includes *The Rick and Suds Morning Show*, Jim Rome, Brooke Daniels, Tom Leykis and Ed Tyll. OM Peter Bolger tells **ST** the changes "give each station its own well-defined identity."

Continued from Page 40

You've Got To Be Kidneying Me!

And finally, this story is so sweet, it should be sponsored by C&H. On Wednesday (9/29) WOMC/Detroit afternoon personality **Tom Ryan** was scheduled to undergo

Records

• Just how far along is former PolyGram chief Alain Levy in building his new Internet-based company, Idols.com? ST hears some of the industry's biggest stars have aligned with Levy's company, which will create e-commerce opportunities and promotions. Among those who have reportedly inked deals are Shania Twain, Andrea Bocelli, U2, Elton John and Luc ano Pavarotti.

• Which senior programmer is *thisclose* to joining Island Def Jam Group in a senior A&R capacity?

• Restless Southeast local **Rick Austin** exits but don't expect him to be idle long. A couple of majors are interested in his services.

• Sire/London and VP/Promo Barry Pinlac part ways.

• Lock for MCA to fill its L.A. regional promo post from within now that Greg Marella has been upped to Nat'l Dir./Promo.

• Risk Records names **Tami Morrissey** as its new L.A.-based Director/Active & Modern Rock Promo.

• As the Sire/London merger becomes reality, the West Coast office will be based at the Slash office. Reach promotion staffers Barry Lyons, Nick Bull and David Barbis at (323) 937-4660. RADIOERECORDS

- Brian Bieler becomes KTXQ/Dallas VP/GM.
 Clifford Brown Jr. recruited as OM/PD for KDIA & KDYA/S.F.
- Janet Gilmer-Rowser promoted to PD of WMXD/ Detroit.
- Jeff Schwartz scores Ops Dir. gig at WSCR/ Chicago.
- Cadillac Jack's back in the driver's seat at KLRZ/ New Orleans.



- Don Marion named VP/GM of WBBM-FM/ Chicago.
- Peter Napoliello selected as Sr. VP/Promo for EMI Records.



- WYHY/Nashville ups Jack Evans to OM and Louis Kaplan to PD.
- Dave Dillon is recruited as WHTX/Pittsburgh PD.
 Gold WFLZ/Tampa goes CHR as "Power 93, The
- Power Pig."



- · Joe Buys sold on being GM of WLBS/Detroit.
- Bill Gamble tapped as WMAQ/Chicago PD.
- Bill Pugh picked as PD for WKDA & WKDF/ Nashville.
- Harvey "Dr. K" Kojan joins KLOL/Houston for afternoon drive.
- Doubleday buys WHN/N.Y. for \$13 million.



- Jim Wood tapped as OM of KZLA/L.A.
 Lee Fowler named Program Mgr. at KDKA/
- Pittsburgh.
- Pete Porter picked as PD of WJJD/Chicago.
 Pat Still returns as PD of WIOT/Toledo, two
- weeks after leaving for KDUK/Honolulu.
- Denny Somach gets middays at WYSP/Philly.



 John David Spangler joins WGOW/ Chattanooga in afternoon drive.

If you have Street Talk, call the **R&R** News Desk at (310) 788-1699 or e-mail *jaxelrod@rronline.com*

surgery so that he could donate one of his kidneys to his wife, Joan, whose own kidneys have been failing due to a congenital condition. (**ST** guesses this means they really *are* compatible as a couple!) Thanks to the miracle of modern technology and surgical techniques, Ryan should recover completely within two weeks and be back on the air October 11. The only thing that could make the story more perfect would be the timing — Thursday was their **27th wedding anniversary!**



October 1, 1999 R&R • 43

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STEVE WONSIEWICZ

Aware Attentive To Web's Importance

Chicago indie using Internet to break bands, sell merchandise; next step — Aware Radio

G iven that the theme of this week's **R&R** is new technology, I thought it would be interesting to chat with the folks at an independent label to find out where the web fits in with their plans.

I chose Chicago-based Aware Records for a couple of reasons. First, the company has had a 'Net presence for the past five years and relies on it extensively to help break bands and sell records. Secondly, Aware has a distribution deal with Sony Music (check out the success it's had with the rock band Train), so it has to balance its owns needs versus the rules and regulations of a corporate giant. Lastly, Aware has recently diversified into artist management, repping the band Stir and singer/songwriter Cary Pierce.

I spoke with Aware founder Gregg Latterman and Director/New Media Dan Sundt about a variety of things, mostly centered on how they are using the web to break acts, how they have evolved their site over the years and if they are they making money on the web. Here's what they had to say.

R&R: What did your website look like when you first launched it?

DS: It was pretty basic and in line with what most of the sites looked like at the time [1994]. It was done using a student at Northwestern University [Latterman's alma mater] and was pretty static, with new-release information, contact information, graphics and e-mail.

R&R: When was the first time you realized that your website was a bona fide marketing tool?

GL: It was pretty early. We've had an 800 number since we began the company, where people could call in orders, but early on we started getting a lot of people e-mailing in their orders.



Dan Sundt Gregg Latterman

DS: We've always been improving the site, but in 1996 we launched our first e-commerce site, where people could buy discs over the 'Net using their credit cards. In the beginning our mail-order business was something like 80% telephone orders and 20% online. Now it's like 80%-85% online and the rest telephone.

R&R: Aware's branched out into managing artists like Stir and former Jackopierce member Cary Pierce. How has the web helped you in building their careers?

DS: We've had fan-to-fan discussion lists and announcements on the websites for a long time. It's a place where kids talk about the music and such. But over the past weekend we sent out an e-mail to a couple of thousand people from our different lists to let them know about Cary's new album. Within two hours we received about 150 preorders, and we won't be releasing the album for well over a month. It cost us absolutely zero dollars to do that, and now people are slapping down their credit cards and spreading the word.

We're also seeing a big spike in orders for our *Aware 7* compilation. We have something like 150 preorders for

"I've always believed in the Internet, because Aware is a word-of-mouth company, and the Internet is the perfect medium for spreading the word about our bands and getting information to fans."

Gregg Latterman

that album, and we haven't finished or announced the final lineup of bands. **R&R:** How much of that growth can be attributed to better database

management versus people becoming more online savvy?DS: It's both, and making sure the

systems are in place. GL: The system captures every-

thing. If we have your e-mail address, we can get you signed up for anything we're planning and follow you around the country. If we had just your physical address, and you moved, then we might lose you. People usually hold on to their e-mail addresses, so it's much easier to track people and make sure they're in touch with what we're doing. We don't lose potential customers.

R&R: How have you grown the database? Did you buy lists, or did you compile it from people visiting your site? **DS:** We've never bought any

names. We've always gathered our own data.

R&R: What's the average profile of an Aware customer/fan?

GL: The core is 15-30 years old, but we've even had some judges buy stuff.

DS: Most of them are in college, and most have PCs and high-speed connections to the 'Net, because they're linked to the college's system. They're very tech savvy.

R&R: Where do you want to take the site now?

DS: We're currently redeveloping the record label site, which focuses on bands and releases. Hopefully, that will be up very soon. In July we launched a more general music site, where we have information on about 300 independent bands. People can get band information and tour dates, but they can also find out what's going on in different cities around the country. That site will continue to grow, and we'll help expose more bands that people should know about. and build the Aware brand. We're even writing about bands that are signed to the majors but maybe haven't gotten a lot of exposure, because a lot of people at the company dig the records.

R&R: You guys have highlighted The Push Stars and Vertical Horizon

www.americanradiohistory.com



LOTT, BERRY PRAISE PAYNE'S NEW DISC

Capitol Records Group President/CEO Roy Lott, Kendall Payne and EMI Recorded Music President/CEO Ken Berry take a minute to pose for the camera to celebrate Payne's new Capitol Records album, *Jordan's Sister*. The singer/songwriter recently wrapped up a summer tour opening for Arista Records act Dido. Payne's major-label debut disc hit retail on July 13.

on your store site. Are Capitol and RCA paying for that?

GL: It gets kind of convoluted, but no. We've done some street marketing through our rep network for Vertical Horizon, but RCA isn't paying us to recommend the band.

R&R: Your college reps must play an important role in building traffic to your site.

GL: They do. We have about 250 reps who are responsible for spreading the word about our compilations and our bands.

DS: We utilize our reps in every way we can. These are people who will go and visit different band discussion groups and talk about Aware bands and collect e-mail addresses. It's like having a bunch of rabid Aware fans all across the country.

R&R: What else are you doing to build the site?

DS: Touring is another big component that brings people in. We're about to launch the Aware tour in November, and we'll make sure that it has a big web presence, whether it's a webcast of the shows or making sure the URL is displayed prominently at the concerts. And the bands and our college reps will make sure we get as many e-mail addresses as we can.

Another big part of what we're doing is with Liquid Audio. We're now a part of the Liquid Audio network, and Cary Pierce will be the first Aware artist for whom everything will be available for download through Liquid Audio. We'll offer special acoustic tracks to people that will time out, and then we'll e-mail them to remind them that the album is available. They'll be able to download the entire album or have it shipped to them.

Aware 7 will also be available via Liquid Audio. People will be able to download the entire Aware 7 compilation or individual songs.

We've also started releasing back catalog material and have even sold songs. Again, the cost was nothing. We've been doing it for less than a week, and already around 5,000 people have previewed the songs.

R&R: What are the limitations on the Aware bands that are signed to Columbia, like Train?

GL: We don't have a lot of freedom. But with Cary, since we're doing it all, we can do anything we want. Look at Wind-up. They did all of their Internet stuff because they're independent.

R&R: Was there ever a time

when, like many early skeptics, you thought the Internet might not fly and that all of it was a waste of time and money?

GL: Since we've always had our toe in the water, we've seen how it has progressed. Dan started out doing A&R. I got to know him through e-mail when he was at the University of Miami at Ohio. Now all he does is the Internet. It's taken over his life — in a good way. And now we're about to launch an Internet radio station.

I've always believed in the Internet, because Aware is a word-ofmouth company, and the Internet is the perfect medium for spreading the word about our bands and getting information to fans. Now we have to be ready for the time when everybody has instantaneous access and the connection is fast and goes directly to your TV and stereo. That could be in a couple of years or in 10 years, but when it happens, the entire world is going to change.

R&R: How difficult has it been for a small company like Aware to manage its network?

GL: It's kind of expensive, but luckily Dan knows what he's doing. I wouldn't be doing it if we had to hire consultants; it would be too expensive. We're a bootstrap company, and Dan has done a great job of doing nearly everything in-house, with the exception of the store.

DS: One of the things that has made our life much easier is using Apple technology. I don't have to spend tons of time typing obscure commands. It's made it easier to deal with the system and added a lot of functionality very quickly.

R&R: It appears your web presence has grown incrementally instead of through a handful of big changes.

DS: We're at the point right now where we have the infrastructure required to explode our Internet growth. And that's what we plan to do. But as it has grown, so have our expectations. We're expecting greater returns from our efforts in the future.

TALK BACK TO R&R!

Do you have questions, comments or feedback regarding this column or other issues? Call me at (615) 244-8677 or e-mail: swonz@rronline.com

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CLEAN SLAM

FIONA APPLE'S TRIPLE PLATINUM DEBUT ALBUM **TIDAL** SPAWNED THE HITS "CRIMINAL", "SLEEP TO DREAM" AND "SHADOWBOXER" "FAST AS YOU CAN" IS THE FIRST SINGLE FROM HER NEW ALBUM DUE IN STORES NOVEMBER 9.

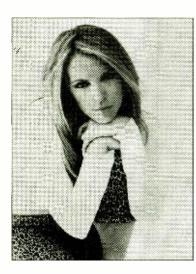
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RR

Sound Decisions.

For Edel, 'It's About' Slow Growth At Hot AC, CHR For Paris

Edel Records America is betting that slow and steady development for Anika Paris will ensure that the pop singer/songwriter's voice gets heard in the fourth-quarter release stampede. That effort is already beginning to show results when it comes to Paris' debut single, "It's About," which is receiving support from such CHRs as KDND/ Sacramento. WNTQ/Syracuse and KSMB/Lafayette, LA and Hot ACs WSSR/Tampa, WXPT/Minneapolis,



Anika Paris

WCPT/Albany and WQSM/ Fayetteville, NC.

Born in Corpus Christi, TX, Paris was spoon-fed music at an early age by her father, a classical conductor who worked with Duke Ellington and Leonard Bernstein, and her mother, a poet and publisher of a literary magazine. By the time she was 5, she wrote her first song, and by 6 she was playing piano and attending concerts.

Paris, who won an ASCAP scholarship for Best Unsigned Songwriter, moved to Los Angeles in 1995 and ended up writing songs and singing background vocals for Canadian star Roch Voisine's album. That work led to Paris collaborating with Voisine producer Dean Landon, who also produced Paris' debut album. *On Gardner Street*, and record impresario Don Grierson.

It was Grierson who turned on Edel Records America President **Jonathan First** to Paris' music. First remembers, "Last November Don sent me some demos they were working on, and I was immediately struck by her vocal and songwriting ability. I flew out as soon as I could to meet her and flipped. She's an extremely talented woman who has a very clear vision of herself and her art."

After quickly signing to Edel, Paris, who wrote or co-wrote all 11 songs on the album, reconvened with Landon and Grierson last winter to finish recording *On Gardner Street*. The disc was completed in May. First notes, "They had already written a lot of great material. All I really wanted was to make sure everyone was focused and that the album wasn't all over the place."

Interestingly, Paris is one of the first artists to release music under Edel's recently expanded promotion staff, headed by Sr. Director/Promotion **Anthony Iovino**, who has only been with the label for the past two months. One of Iovino's first tasks was to line up indies to work the project and get the promotion department ready for its first multiformat project.

Edel's approach to Paris is to take things market-by-market, a plan it believes will ensure the project doesn't get lost in the crush of fourth-quarter releases. Iovino stresses, "Since we plan on building her bit by bit, given the state of the industry, it really doesn't matter if it's the fourth quarter or first quarter. Regardless of the time, it's still going to be crowded. This way we can build stories at the stations that believe in the project and continually spread the word."

As a means to that end, Edel currently has Paris meeting with select stations. Iovino continues, "Anika has an impeccable talent for songwriting and singing, and she floors people she meets. We want to build her up from the grass roots so people see how established an artist she really is even though this is her first project. We want to focus on the stations that want to play a pivotal role in developing her career."

KDND MD Chris K is impressed with Paris' music. "There are a lot of female singer/songwriters releasing records, but this one caught our attention and stood above the pack more than some of the big-name artists. We liked it enough to put it on the air and see what happens."

Edel is also busy working behind the scenes to prime the pump at radio. The label-released a cassette sampler of Paris' music at the recently completed Alanis Morissette-Tori Amos tour. Edel has also teamed with *Seventeen* magazine and is including cassette samplers in the publication's fall-winter subscription renewal campaign. First notes, "We want to reach the younger demos, because the song has pop sensibilities and she's pretty young as well, but we also wanted to hit an older audience."

Meanwhile, Edel is taking Paris on the road to visit select stations, where she'll perform acoustically. *On Gardner Street* hits retail November 17.

Ready For Takeoff

Mary Arden Collins knows how to take care of her fans. The Wilmington, DE-based singer/songwriter has just finished producing a five-song EP titled *Alone With the B-Sides* that will be released later this year. "It's been two years since my first album, and my fans have been waiting patiently for my second album," says Collins, who initially treated the EP as a demo. "I realized they were in need of an interim release."

Radio has already taken notice. Hometown Rock station **WRDX** has been steadily moving up Collins' new single, "Alone." WRDX's airplay follows last summer's support from local CHR/Pop **WSTW** for the song "Motivate." taken from her 1997 self-titled, self-released debut album on **Feelin' Groovy Records**. That disc scanned nearly 2,000 copies.

Commenting on Collins and her music, WRDX PD/MD **Bob Walton** notes, "We usually try to have at least one local artist on our playlist, and we add more for our festival, which we recently held, because it's a great way to promote the show and support local talent. The great thing about Mary is that



Mary Arden Collins

she has such a loyal following."

As for "Alone," Walton notes, "It's what Jewel would sound like if she rocked." The song is "intelligently written" and is receiving good phones, Walton adds.

Collins currently is working with Ross Hogarth (engineer for Jewel, Keb' Mo', R.E.M.) on her next album.

-Steve Wonsiewicz

Music News & Views

MP3.com, TLC Bow Charity Program

Multiplatinum R&B trio TLC have become the first group to participate in Internet music promotion/distribution company MP3.com's Dime-a-Download campaign, for which artists will contribute an exclusive track to MP3.com



TLC

for free downloading. Each time the song is downloaded, MP3.com will donate 10 cents to the charity of the artist's choice. TLC, who are making available the song "I Need That," have designated the Sickle Cell Disease Association of America as their beneficiary and are targeting 1 million downloads by October 1. MP3.com and TLC — TLC member T-Boz has been diagnosed with the disease — kicked off the drive on September 27 with a donation of \$25,000 to SCDAA. MP3.com will also sponsor TLC's North American tour, which begins October 15 in Montreal.

In other 'Net news, **Bush** have teamed with **Emusic.com** to sell an MP3 version of their new single, "The Chemicals Between Us" ... Good news from music e-tailers and labels when it comes to download promotions. **CDnow** reports that sales of **Sugar Ray**'s latest album, *14:59*, jumped 70% at the online store following the exclusive online release of a live version of the hit single "Every Morning," while sales of **Todd Rundgren**'s 1997 greatest hits album climbed 110% after the release of his new song, "The Surf Talks." Also, **CustomDisc.com** reports sales have increased 350% this year, with the privately held custom digital CD seller citing a **Sarah McLachlan** promo as a key contributor.

This 'n' that: **Jewel** will donate proceeds from the sales of her new single, "Life Uncommon," to the Clearwater Project, a nonprofit organization founded by the artist and her mother/manager, Nedra Carroll. The single is being released in conjunction with Net Aid, a charity effort to help eradicate poverty ... Look for a 40-track, five-CD set from the **Grateful Dead** titled *So Many Roads* to be released later this year. The set includes mostly live material, as well as the some of the

last songs written by late vocalist/guitarist Jerry Garcia ... Duran Duran have signed with Hollywood Records. The group's alreadycompleted new album, *Pop Trash*, will be released next year Rapper/aspiring pro basketball player/record company mogul Master

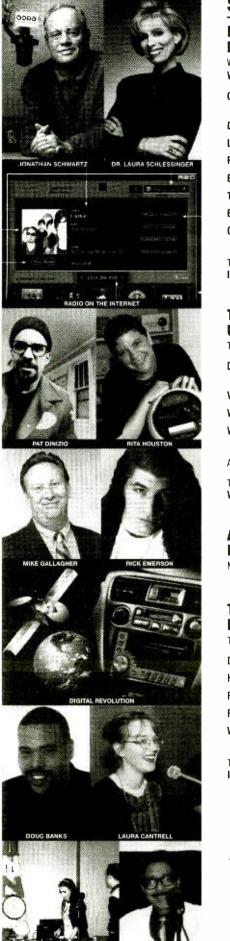


Duran Duran

P's new album, *Only God Can Judge Me*, is slated to hit retail on October 26.

Tour update: Rage Against The Machine will play a handful of club dates in New York, Washington and Los Angeles in support of their new album, *The Battle of Los Angeles*, which hits retail November 2 ... Columbia singer Jessica Simpson scores the opening slot for Ricky Martin's forthcoming tour ... Ex-Clash singer/ songwriter Joe Strummer kicks off a U.S. tour November 1 in Seattle with his group, The Mescaleros ... Hollywood Records rock band Loudmouth lands opening gigs for Zakk Wylde and Megadeth during October.





THE MUSEUM OF TELEVISION & RADIO **RADIO FESTIVAL 1999** OCTOBER 25 TO NOVEMBER 5

Seminars

Bits, Bytes, and Broadcasting: Radio on the Internet

Wed., October 27; 6:00–7:30 p.m. Webcast live on broadcast.com

Chuck Armstrong, E.V.P./Chief Marketing Officer, AMFMinteractive

Dave Herman, Program Dir., eYada.com Len Jordan, Sr. V.P., Media Systems,RealNetworks Peggy Miles, Pres., Intervox Communications Bill Pearson, Pres., RadioWave.com Todd Schmidt, Pres./COO, Magnitude Network Brian Smith, Seeing Ear Theatre

Greg Verdino, V.P./Gen. Mgr., Internet Information Services, Arbitron New Media

This seminar is sponsored by Interep Interactive

The Heart and Heritage of Urban Contemporary Radio Thurs., October 28; 6:00–7:30 p.m.

Doug Banks, On-Air Personality, ABC Radio Networks/WBLS-FM

Vinny Brown, Program Dir., WBLS-FM Walt Love, Urban Ed., *R*&*R* Wendy Williams, On-Air Personality, Power 99, Philadelphia

Additional panelists to be announced. This seminar is sponsored by WinStar Radio Networks

A Conversation with Dr. Laura Schlessinger

Mon., November 1; 6:30-8:00 p.m.

The Digital Revolution: Radio for a New Century

Tues.. November 2: 6:00–7:30 p.m. David Margolese. Chm./CEO. CD Radio Hugh Panero, Pres./CEO, XM Satellite Radio, Inc. Ron Rodrigues. Ed.-in-Chief. *R*&*R* Robert Struble, Pres./CEO, USA Digital Radio, Inc. William Suffa, V.P. of Strategic Development, Clear Channel Radio

This seminar is sponsored by interep interactive From the Stones to Sinatra: A Conversation with Jonathan Schwartz Wed., November 3: 6:00–7:30 p.m.

College Radio and the Musician

Presented in conjunction with *CMJ* Thurs., November 4; 6:00–7:30 p.m.

Cheryl Botchick, Music Ed., *CMJ* Mike De Pippa, Mgr., College Promotion, Elektra Records

Pat DiNizio, The Smithereens

John Flansburgh, They Might Be Giants Tal Levin, Music Dir., WVKR-FM, Vassar College

Lawrence Lui, National College Promotion, V2 Records

Brian Turner, Music Dir., WFMU-FM

TICKETS: \$10 each (\$8 for Museum Members) Series Price (any 3): \$25 (\$18 for Museum Members) Tickets may be purchased in advance at the Museum's front desk or by calling the Museum at (212) 621-6600 Tuesdays to Fridays 12:00 to 5:00 p.m. Programs and participants are subject to change.

Live Broadcasts from the Museum

WFUV-FM. New York, 90.7 FM **City Folk All-Day** Mon., October 25; 6:00 a.m.-9:00 p.m. Darren Devivo, Rita Houston, Meg Griffin, and Corny O'Connell

Nationally Syndicated/Fisher Entertainment **The Rick Emerson Show** Mon., October 25: 4:00–8:00 p.m. Tues., October 26; 4:00–8:00 p.m.

WNYC-AM, New York. 820 AM

New York & Company with Leonard Lopate Wed. October 27: 12:00–2:00 p.m.

Sunny 1430. WNSW-AM. New York. 1430 AM **The Chuck Leonard Show** Thurs., October 28: 3:00–7:00 p.m.

ABC Radio Networks/WBLS-FM. New York, 107.5 FM The Doug Banks Morning Show Fri. October 29: 6:00–10:00 a.m. WHUD-FM, Peekskill, 100.7 FM **The Ed Baer Affair** Fri., October 29: 5:00–9:00 a.m.

WFMU-FM, 91.1 FM Greasy Kid Stuff with Belinda & Hova

Sat., October 30; 10:00 a.m.-12:00 p.m.

WFMU-FM, 91.1 FM **The Radio Thrift Shop** with Laura Cantrell Sat., October 30; 12:00–3:00 p.m.

WABC-AM, 770 AM/ABC Radio Networks

The Matt Drudge Halloween Party Sun., October 31: 10:00 p.m.-12:00 a.m.

Nationally Syndicated **The Mike Gallagher Show** Mon., November 1: 9:00 a.m.-12:00 p.m.

Nationally Syndicated/WABC-AM, 770 AM

The Dr. Laura Program Mon., November 1; 3:00–6:00 p.m.

Nationally Syndicated Jim Lowe & Company

Wed., November 3; 11:00 a.m.–3:00 p.m. WABC-AM, 770 AM

The Sean Hannity Show Fri., November 5: 3:00–6:00 p.m.

RESERVATIONS: Members may call to reserve seats at broadcasts by calling the Membership Department at (212) 621-6780. Seats for most broadcasts are available to the general public on a first-come first-served basis on the day of the broadcast.

Live Radio Dramas

Stage Shadows Mystery Theatre **"Radio Like You've Never Seen It!"** WFUV-FM, 90.7 FM Fri.. October 29; 7 00–8;30 p.m.

SCI FI Channel's Seeing Ear Theatre Past and Future

Sat., October 30; 8:00–10:00 p.m.

Tickets are free with general Museum admission on a first-come, first-served basis and may be reserved in advance at the Museum's front desk. Members may make reservations by calling the Membership Department at (212) 621-6780.

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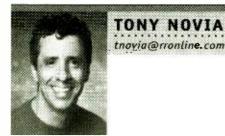
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PART ONE OF A TWO-PART SERIES

It's Audio, It's Visual, It's Radio, It's Life, It's KIISFMi.com

Execs discuss the launch of a revolutionary radio site

t's billed as new media for a new generation, and it's scheduled to open for business October 13. So just what is it? And will it live up to other KIIS-FM promotion masterpieces like giving away a million dollars to one listener or the superstar lineup at this year's sold-out Wango Tango concert at Dodger Stadium?

KIISFMi was born of a deal between InXsys Broadcast Networks and KIIS-FM parent Clear Channel. It's a 50/50 deal, with the goal of launching six channels as part of what will be called Hot Radio Networks. With satellite radio and Internet radio becoming potential ratings and revenue competition to traditional radio, Clear Channel, which operates 751 stations worldwide, is looking to protect its over-the-air franchises.

One of its first steps was to make a significant investment in satellite radio. The second step was a deal with InXsys to design websites that will complement and help further brand Clear Channel stations. The people at KIIS-FM also wanted to launch a website that would create sizzle and buzz to beat out all competition, whether from home-based or public company-financed Internet stations.

This week and next we'll find out what KIISFMi is, its target, the cost, whether it will help or hurt KIIS' ratings, what types of music it will play, what new roles the air personalities will play and what audio and visual aspects will make it different from what's out there today.

For answers to these questions I turned to the brain trust behind KIISFMi.com, Internet Commander **Chris Peaslee** and InXsys/ BuySellBid.com President/COO **Laurence Norjean**, who is also co-Chairman of KIIS-FMi.

Peaslee has been at KIIS-FM for the past 10 years. In 1994 VP/GM Roy Laughlin and Peaslee launched the first Internet auction, KIIS & Unite, which raised hundreds of thousands of dollars for pediatric AIDS charities. According to Peaslee, KIIS-FM was one of the first stations with a website, which he put together

himself. Peaslee told me that he had "dreamed of the day that bandwidth would allow us to provide the future content of KIIS-FMi."

Norjean has been a broadcaster for over 20 years and has been in broadcasting and advertising his entire career. He's been president of InXsys and BuySellBid.com

for 2 1/2 years. He was previously Dir./Marketing for the RAB and Metromedia

at MGM and Wolper Productions.

R&R: What is KIISFMi.com?

CP: KIIS-FMi is the first superstation on the Internet that tracks "Generation I." It's future music, new Top 40. We've renamed Generation Y Generation I because we believe that this is a new generation that is adopting the Internet in a new way.

LN: Everybody has talked about the convergence of radio, television and the Internet. This is the first entertainment station that will be a true convergence of the best of radio and video entertainment, games, fashion, lifestyle information and more. It's a pure entertainment portal. KISSFMi is the first of what will eventually be

"KIISFMi will offer voice e-mail, video serials, movie trailers and outtakes from new movies and archived interviews of top talents. Of critical importance will be new music talent that has not hit the traditional airwaves yet."

Laurence Norjean

six channels, part of what we call Hot Radio Networks. It will be formatic, like radio.

The first one, KISS-FMi, is aimed at teens. The second is XTRAi, an offshoot of KXTA-AM (XTRA Sports 1150)/Los Angeles, which will be

KUSEMI

an all-male channel with talk, sports, rock and anything a guy could be interested in. We're tying it to several magazines, including one of the top European men's magazines. The idea behind it is that any guy brings a six-pack, and he's at home. LOCOi will be tied into

a top Spanish-language station in Miami. Then there will be COUNTRYi and an URBANi playing rap

out of New York. Finally, there will be GENYi.com, the first all-teen Talk station, with no talent over the age of 21. That has never been done on terrestrial radio or the 'Net.

R&R: Can you explain the partnership?

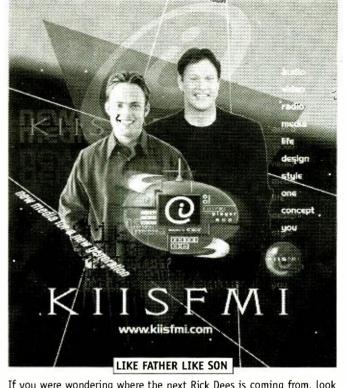
LN: This is a partnership between Citicasters (a division of Clear Channel), which is KIIS-FM, and InXsys/BuySellBid.com. It's a 50/50 partnership.

R&R: What makes KIISFMi different from other radio station sites?

LN: If you take a look at most of the radio sites that are out right now, they're basically a repackaging of what's on the air. They're going to have the jocks, commercial involvement, advertising, banners - that's pretty much the average of what's out there. What we've done with KIISFMi is plan a station that, though rooted in radio, takes the best of radio from the programmers behind KIIS-FM to create a new channel aimed at an entirely new audience. At the same time it will give them the best of what's on the web, since 99% of what's going to be on this site cannot be found anywhere else on the web right now

KIISFMi will offer voice e-mail, video serials, movie trailers and out-





If you were wondering where the next Rick Dees is coming from, look no further. In case you can't tell, that's the 19-year-old son of Rick Dees, Kevin, on the left. Kevin Dees is the first new Internet DJ, or IJ, hired by KIISFMi.

takes from new movies and archived interviews with top talents. Of critical importance will be new music talent that has not hit the traditional airwaves yet. It will be the ultimate alternative from a radio standpoint and the very best entertainment portal. with video. concert footage, fashion news, etc. For example, we've tied in Teen magazine, the leading teen magazine in the U.S., which reaches 16 million teenage girls every month. There's going to be a teen talk show in partnership with the Teen publisher. We're going to treat this as a lot of special new programming, using new technologies.

CP: The site has some basic features that we found fundamental with Generation I. You will never see anything twice. Everything will be constantly changing, and you'll have updated bullet points. Generation I has a need for content that's delivered very quickly, as opposed to having deep amounts of content that they have no need for. Rather than a lot of text, they want to see a lot of images and a lot of pictures. That difference carries over to our advertising. With technology we can bring beyond-thebanner aspects. Rather than just giving a normal banner, we'll give a video. We will give more than the average website does today.

R&R: You remarked that Generation Y wants immediacy — but don't these new elements take longer to load?

LN: No, because the technology we have is the newest compression technology out there. You won't find it on other sites right now. Basically, we've found creators of cutting-edge technology and delivery systems that have not been able to distribute them in other places yet. We have them on an exclusive basis, so we'll be debuting new technologies that nobody has seen on the web yet.

CP: If you look at KIIS, it's like a boat going into the ocean, cruising at

full speed. On each side of this boat you have this wake. We see the left side as the past and the right side as the future. The right-hand side will provide the listeners/viewers with all the new information that KIIS-FMi is going to deliver. That includes all the future music and future artists, as well as generating the new aspect of the IJ — as opposed to a DJ or VJ. With the IJ you're going to have the chance to see a different kind of talent, someone who performs and dances and sings. You'll be able to see a totally different look for this future radio station.

On the left-hand side - the past - you look at on-demand information, like interviews with Madonna and Britney Spears. Between these two you have KIIS-FM, which is the present, KIIS-FM VP/GM Rov Laughlin likes to use the analogy that KIIS-FM is this product that is like a log - you put it in the fireplace, it burns up and the content is gone. When we have our promotion meetings for KIIS-FM, we put all these ideas on the table and see which ones we can choose from. The reason we have to choose some and turn away others is because KIIS-FM only has so much airspace. KIIS-FMi has unlimited space. It has all the space you could possibly need to do whatever you need to do.

LN: It also has unlimited avails for advertising potential, but we will not deliver advertising in a traditional way. In addition to classified, auctions, personals and shopping malls, we're going to have fashion shows, 3D animation and more. We've tied up some of the top producers in Hollywood, who are creating unique new material. TV is talking about interactive television as the future; well, this is interactive radio, interactive television and interactive cable — all in one.

Continued on Page 53



blessid union

Out of the Box! WSTR/Atlanta Kiss 108/Boston WBLI/Long Island WNCI/Columbus Y100/Miami KZHT/Salt Lake City KKRZ/Portland WKFS/Cincinnati KRQQ/Tucson WRVW/Nashville KQKQ/Omaha WKJX/Louisville WGTZ/Dayton WFHN/New Bedford

and another 20+ more!

From the Push/V2 Records release Walking off the Buzz Produced by Emosia and C.P. Roth. Management by Mark Liggett for Legend Entertainment Corp.



www.v2music.com

50

3

5

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6

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21

27

34

CHR/Pop Top 50

October 1, 1999 LAST THIS TOTAL GROSS IMPRESSIONS (00) ARTIST TITLE LABEL(S) PLAYS 0 LOU BEGA Mambo No. 5 (A Little Bit...) (RCA) 8518 +785 944160 CHRISTINA AGUILERA Genie In A Bottle (RCA) 8245 -186 856266 0 SUGAR RAY Someday (Lava/Atlantic) 7469 +46741151 0 TLC Unpretty (LaFace/Arista) 6840 +533755652 6 98 DEGREES | Do (Cherish You) (Universal) 6580 +131624871 SMASH MOUTH All Star (Interscope) 6506 -428 673766 6 0 SANTANA F/ROB THOMAS Smooth (Arista) 6357 +787590363 ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope) 5867 -467 585898 8 TAL BACHMAN She's So High (Columbia) 5670 -412 505749 13 0 LEN Steal My Sunshine (Work/Epic) 5619 +519 594063 0 BRITNEY SPEARS (You Drive Me) Crazy (Jive) 5255 +741521425 15 A 5210 **RICKY MARTIN** She's All I Ever Had (C2/Columbia) +44 568549 11 +699 481766 B BACKSTREET BOYS Larger Than Life (Jive) 5125 16 GOO GOO DOLLS Black Balloon (Warner Bros.) 4777 -91 448146 14 14 JENNIFER LOPEZ If You Had My Love (Work/Epic) 4433 -724 447288 12 15 10 702 Where My Girls At? (Motown) 4375 +144 540141 18 **PEARL JAM** Last Kiss (Epic) 4361 -833 406727 17 10 13 **RED HOT CHILI PEPPERS** Scar Tissue (Warner Bros.) 4288 424150 19 +364ً₿ SIXPENCE NONE THE RICHER There She Goes (Squint/Elektra/EEG)4127 +266 371667 20 FASTBALL Out Of My Head (Hollywood) 3801 -459 322006 17 20 21 'N SYNC W/GLORIA ESTEFAN Music Of My Heart (Epic) 3344 -42 311065 22 2954 SHANIA TWAIN Man! | Feel Like A Woman! (Mercury) +449267447 23 Ø 2742 315634 24 MARC ANTHONY | Need To Know (Columbia) +2972 2394 26 BLINK-182 What's My Age Again? (MCA) +224 219792 Ð 194702 TRAIN Meet Virginia (Aware/Columbia) 2367 +25626 **MARIAH CAREY** Heartbreaker (Columbia) 2262 +289253796 Breake DESTINY'S CHILD Bills, Bills, Bills (Columbia) 2035 -196 229285 27 25 LFO Summer Girls (Arista) 1991 -582 177173 28 22 29 **MANDY MOORE** Candy (550 Music/Epic) 1790 +213155805 30 30 LENNY KRAVITZ American Woman. (Maverick/Virgin) 1739 +475 220707 +202 133250

38 0 MELISSA ETHERIDGE Angels Would Fall (Island/IDJMG) 1666 JORDAN KNIGHT | Could Never Take The Place.. (Interscope) 1503 31 32 3 1485 +882 **JENNIFER LOPEZ** Waiting For Tonight (Work/Epic) 50 34 +172 BRIAN MCKNIGHT Back At One (Motown) 1460 37 WHITNEY HOUSTON It's Not Right But It's Okay (Arista) 1419 -123 32 35 36 1376 **ROBBIE WILLIAMS** Angels (Capitol) +39645 EDWIN MCCAIN | Could Not Ask For More (Lava/Atlantic) 1341 37 33 38 PAULA COLE BAND | Believe In Love (Imago/WB) 1203 +17143 **RICKY MARTIN** La Copa De La Vida (C2/Columbia) 1195 -161 39 35 40 JESSICA SIMPSON I Wanna Love You Forever (Columbia) 1193 +206 44 MADONNA Beautiful Stranger (Maverick/WB) 1179 36 41 R. KELLY If I Could Turn Back... (Jive) 1103 40 42 K-CI & JOJO Tell Me It's Real (MCA) 1035 39 43 44 964 SHAGGY Hope (MCA) +11046 Debut> SAVAGE GARDEN | Knew | Loved You (Columbia) 842 +720VITAMIN C F/LADY SAW Smile (Elektra/EEG) 786 41 46 Debut> WHITNEY HOUSTON My Love Is Your Love (Arista) 729 +140Debut>48 YOUNGSTOWN I'll Be Your Everything (Hollywood) 592 Debut> **SPLENDER** Yeah, Whatever (C2/Columbia) 578 Debut> 🗊 RENO | Think | Know (Curb) 556 +107

Most Added

TOTAL STATIONS ARTIST TITLE LABEL(S) ADDS **BLESSID UNION OF SOULS** Standing At... (Push/V2) 35 SAVAGE GARDEN | Knew | Loved You (Columbia) 31 JENNIFER LOPEZ Waiting For Tonight (Work/Epic) 30 A TEENS Mamma Mia (MCA) 22 SARAH MCLACHLAN Ice Cream (Arista) 21 NU FLAVOR Sprung (Reprise) 21 LFO Girl On TV (Arista) 20 FATBOY SLIM The Rockafeller... (Skint/Astralwerks/Caroline) 20 CHRIS GAINES Right Now (Capitol) 17 **ROBBIE WILLIAMS** Angels (Capitol) 16

Most Increased Plays

ARTIST TITLE LABEL(S) 122/4

WEEKS ON CHART

7

20

17

17

11

20

13

14

21

11

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14

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11

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1

1

1

-41

-158

-112

-9

-90

-292

+58

+89

134077

188613

147526

243629

160438

113286

100447

153449

142826

131863

87608

153309

99455

70595

68907

58849

35703

39174

35592

149/0

147/0

146/1

146/1

142/0

150/0

150/4

144/0

143/0

147/0

149/1

148/0

152/1

139/0

136/0

111/3

124/0

141/5

143/2

128/0

124/0

125/3

111/6

107/3

93/3

84/0

111/0

113/9

94/13

100/12

115/30

96/0

70/4

70/0

84/0

81/7

23/0

79/2

104/0

87/0

69/0

77/2

92/31

89/0

71/8

49/2

50/3

54/5

101/16

TOTAL PLAY

JENNIFER LOPEZ Waiting For Tonight (Work/Epic)	+882
SANTANA F/ROB THOMAS Smooth (Arista)	+787
LOU BEGA Mambo No. 5 (A Little Bit) (RCA)	+785
BRITNEY SPEARS (You Drive Me) Crazy (Jive)	+741
SAVAGE GARDEN Knew Loved You (Columbia)	+720
BACKSTREET BOYS Larger Than Life (Jive)	+699
TLC Unpretty (LaFace/Arista)	+533
LEN Steal My Sunshine (Work/Epic)	+519
LENNY KRAVITZ American Woman (Maverick/Virgin)	+475
SHANIA TWAIN Man! I Feel Like A Woman! (Mercury)	+449

Breakers .

MARIAH CAREY Heartbreaker (Columbia) TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS 2262/289 93/3

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most increased Plays lists the songs with the greatest week-to-week increases in total plays. s with the greatest week-to-week increases in tota I chart appears on R&R ONLINE MUSIC TRACKING.

153 CHR/Pop reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 9/19-Saturday 9/25. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 2000 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons used herein with permission equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.



Service like you'd expect.

26

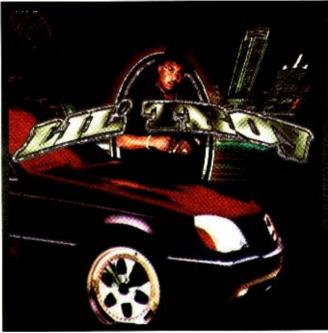
We Dare You To Take The Top 40 Music Challenge

2x Platinum



"Back That Thang Up!"

Platinum



"Wanna Be A Baller"

"We took the challenge with Lil' Troy and the phones went bananas! In a very short period of time, the callout research was #2 overall. I'd say it's a hit...now leave me alone." –Dave Morales, APD/MD, KHKS/Dallas



Simply play both of these records 1x per night Monday through Friday between 7:00pm - 10:00pm. If your night jock doesn't report <u>Top 10 Phones</u> after one week, we encourage you to increase the rotation on *Mambo #5*.













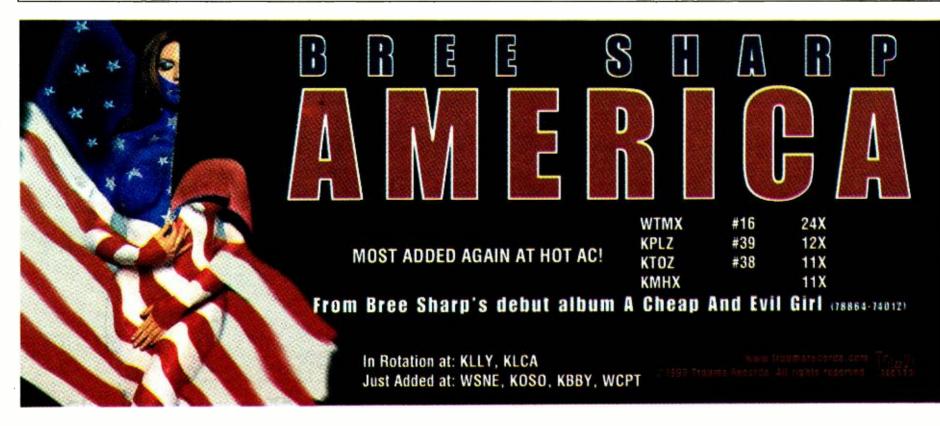
EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES October 1, 1999

Callout America

CALLOUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of September 5-11.

		С			0 P	TOTAL % FAMILIAD	BURN	DEM	IOGRAF	PHICS		RE	GIONS		Callout America®
	ARTIST TITLE LABEL(S)	FA TW	VORABILIT LW)TAL % FA	TOTAL % BL	WOMEN	WOMEN 18-24		EAST	SOUTH	MID- WEST	WEST	Hot Scores
			200	2	000	70	71	12.17	10-24						BY TONY NOVIA T t didn't take much begging to get
.	LOU BEGA Mambo No. 5 (A Little Bit Of) (RCA)	3.77	3.81	3.77	******	7 8 .9	20.4	3.93	3. 62	3.77	3.77	3.75	3.81	3.77	"Mambo No. 5 (A Little Bit Of)"
H 🌮	BLINK-182 What's My Age Again? (MCA)	3.76	3.87	3.66	3.86	61.4	12.6	4.03	3.69	3.15	3.54	3.53	4.00	4.00	by Lou Bega (RCA) to the top spot in this week's Callout America. Bega is strong
	SANTANA I/ROB THOMAS Smooth (Arista)	3.73	3.68	3.52	3.76	62.1	13.3	3.5 9	3.72	3.93	3.69	3.70	3.75	3.77	across all demos, ranking No. 2 with wom-
	CHRISTINA AGUILERA Genie In A Bottle (RCA)	3.70	3.66	3.71	3.70	91.7	32.0	3.82	3.72	3.56	3.77	3.72	3.65	3.68	en 12-17, seventh with women 18-24 and second among women 25-34,
	98 DEGREES Do (Cherish You) (Universal)	3.67	3.62	3.71	3.69	83.6	25.1	3.88	3.61	3.45	3.53	3.61	3.84	3.70	"What's My Age Again?" by Blink- 182 (MCA) again displays staying pow-
	PEARL JAM Last Kiss (Epic)	3.64	3.69	3.63	3.61	80.8	27.3	3.77	3.81	3.31	3.63	3.77	3.55	3.65	er and a strong 12-17 showing it's
	702 Where My Girls At? (Motown)	3.63	3.76	3.78	3.74	70.9	21.3	3.86				3.76		3.58	ranked No. 1 in that demo, as well as fifth 18-24.
								1						2	Each week we get phone calls and e-mails asking us to review the Callout
	SUGAR RAY Someday (Lava/Atlantic)	3.62	3.72	3.71	3.70	90.5	29.6						3.61		America terminology (which, in an ab-
	SMASH MOUTH All Star (Interscope)	3.60	3.69	3.68	3.75	93.4	36.7	3.65	3.48	3.67	3.58	3.65	3.50	3.66	breviated form, is printed under the Call- out America chart weekly). Total Fa-
	TLC Unpretty (LaFace/Arista)	3.59	3.71	3.82	3.79	77.3	26.5	3.61	3.66	3.44	3.45	3.68	3.73	3.52	vorability is based on the respondents
	BACKSTREET BOYS Larger Than Life (Jive)	3.55	3.67			74.4	21.6	3.71	3.33	3.58	3.65	3.52	3.54	3.46	who are familiar with a song, who are asked to rate it on a 1-5 scale — 1 mean-
	DESTINY'S CHILD Bills, Bills, Bills (Columbia)	3.55	3.59	3.56	3.59	72.5	23.7	3.91	3.34	3.24	3.37	3.63	3.90	3.32	ing "dislike" and 5 meaning "like very
HP	SHANIA TWAIN Man! Feel Like A Woman! (Mercury)	3.53					30.8				3.38		3.71		much." The total favorability estimate is based on the average of all of those re-
			_	_		86.0		1			1				sponses. The higher the estimate, the
	BRITNEY SPEARS (You Drive Me) Crazy (Jive)	3.52	3.67	3.62	3.48	79.9	22.7	3.81	3.27	3.40	3.58	3.50	3.52	3.47	more favorable the attitudes toward the song. Because callout research must be
	RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)	3.50	3.56	3.50	3.63	76.1	23.7	3.50	3.73	3.17	3.29	3.64	3.44	3.63	evaluated over a multiple-week trend,
	T AL BACHMAN She's So High <i>(Columbia)</i>	3.48	3.53	3.49	3.57	87.9	30.3	3.54	3.37	3.53	3.35	3.44	3.46	3.65	R&R posts four weeks of scores. A min- imum four-week trend is recommended
	GOO GOO DOLLS Black Balloon (Warner Bros.)	3.47	3.56	3.47	3.60	69.2	19.2	3.61	3.52	3 21	3 28	3.23	3.76	3 55	before drawing conclusions about a
	• •										1				song's performance. Total Familiarity is the percentage of respondents who are
	LEN Steal My Sunshine (Work/Epic)	3.47	3.59	3.51	3.62	74.4	24.9	3.54	3.41	3.46	3.39	3.51	3.38	3.59	familiar with the song. Most callout ex-
	LFO Summer Girls (Arista)	3.46	3.53	3.44	3.47	70.6	22.3	3.64	3.41	3.21	3.39	3.49	3.31	3.66	perts recommend letting a song reach at least 50% familiarity before final judg-
	'N SYNC w/GLORIA ESTEFAN Music Of My Heart (Epic)	3.42	3.39	3.50	_	56.6	15.6	3.48	3.40	3.34	3.16	3.53	3.53	3.48	ment is made. Often a song's growing
	RICKY MARTIN She's All I Ever Had (C2/Columbia)	3.37	3.46	3.36	3.44	66.4	23.5	3.26	3.37	3.52	3.29	3.53	3.29	3.38	familiarity will increase its total score. Total Burn is the percentage of respon-
	FASTBALL Out Of My Head (Hollywood)	3 35	3.45	3.47	3.48			1	3.29		3.41		3.32		dents who indicate they're tired of hear-
					3.40										ing the song. Two key things must be taken into consideration when interpret-
	SIXPENCE NONE THE RICHER There She Goes (Squint/Elektra/EEG)	3.33	3.25	3.29		70.1	19.9	3.57	3.31	3.07	3.01	3.46	3.32	3.53	ing burn scores: While 30%-35% can be
	JENNIFER LOPEZ If You Had My Love (Work/Epic)	3.30	3.42	3.46	3.41	91.9	42.2	3.16	3.41	3.34	3.32	3.40	3.22	3.26	used as a standard for high burn, a song's total score must be taken into ac-
	ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope)	3.28	3.31	3.20	3.32	84.6	34.6	3.23	3.26	3.36	3.26	3.37	3.37	3.11	count as well. Most programmers also
	CITIZEN KING Better Days (Warner Bros.)	3.17	3.46	3.13	3.30	78.0	29.4	3.12	3.11	3.28	3.14	3.19	3.22	3.13	look for a decline in total score before reducing rotation.

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



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New & Active

JEREMY TOBACK You Make Me Feel *(RCA)* Total Plays: 328, Total Stations: 33, Adds: 4

PUFF DADDY F/R. KELLY Satisfy You *(Bad Boy/Arista)* Total Plays: 306, Total Stations: 35, Adds: 4

LIL' TROY Wanna Be A Baller *(Short Stop/Republic/Universal)* Total Plays: 304, Total Stations: 16, Adds: 2

JUVENILE Back That Thang Up *(Cash Money/Universal)* Total Plays: 302, Total Stations: 16, Adds: 5

BACHELOR GIRL Buses And Trains (Arista) Total Plays: 282, Total Stations: 27, Adds: 5

CHRIS PEREZ BAND Best I Can (Hollywood) Total Plays: 255, Total Stations: 41, Adds: 13

KID ROCK Cowboy (*Top Dog/Lava/Atlantic*) Total Plays: 255, Total Stations: 28, Adds: 15

LFO Girl On TV (Arista) Total Plays: 254, Total Stations: 43, Adds: 20

OLD 97'S Nineteen *(Elektra/EEG)* Total Plays: 234, Total Stations: 37, Adds: 11

SMASH MOUTH Then The Morning Comes *(Interscope)* Total Plays: 177. Total Stations: 18, Adds: 11

DJ RAP Good To Be Alive (Higher Ground/C2/Columbia

BLESSID UNION OF SOULS Standing At The Edge Of... (PushV2) Total Plays: 28, Total Stations: 38, Adds: 35

Total Plays: 36, Total Stations: 16, Adds: 15

MYTOWN Body Bumpin' (Cherry/Universal)

Total Plays: 174, Total Stations: 18. Adds: 0

Total Plays: 171, Total Stations: 23, Adds: 20

DEF LEPPARD Goodbye (Mercury/IDJMG)

BETH HART L.A. Song (143/Lava/Atlantic)

BELLE PEREZ Hello World (Priority)

CHRIS GAINES Right Now (Capitol) Total Plays: 102, Total Stations: 18, Adds: 17

ANIKA PARIS It's About (Edel America)

NU FLAVOR Sprung (Reprise)

Total Plays: 98, Total Stations: 17, Adds: 6

Total Plays: 37, Total Stations: 22, Adds: 21

Total Plays: 156, Total Stations: 23, Adds: 9

Total Plays: 147, Total Stations: 15, Adds: 5

Total Plays: 107, Total Stations: 14, Adds: 1

FATBOY SLIM The Rockafeller Skank (Skint/Astralwerks/Caroline)

Songs ranked by total plays



G Funk/Restless rapper Warren G. stopped by XHTZ (Z-90)/San Diego while promoting the first single, "I Want It All," from his latest album. Hangin' are (l-r): (bottom) Z-90 personalities Alanzo and Big Daddy, Restless West Coast Regional Mike Karsting, (top) Z-90 PD Lisa Vasquez, Warren G., MD Dale Soliven and Restless National Director Crossover Promotion Rick Sackheim.



THREE'S GOOD COMPANY

During a private meeting at Transcontinental, founder Lou Perlman (l) JMA's Jeff McClusky (c) and R&R CHR Editor Tony Novia (r) hang during some down time to talk about big plans for the future.

KIISFMi.com

Continued from Page 48

R&R: Will this be KIIS-FM's site? LN: No, but there will be a link to KIIS.

CP: KIIS-FM does what it needs to do as far as its presence here in Los Angeles. The KIIS-FM site will maintain its own identity and presence that works here in the city. It will have the same capabilities that other websites have, and it will adopt some of the technologies used by KIISFMi. KISSFMi is more like the leader, creating new models and new approaches in this medium. It's taking the terrestrial sense of KIIS-FM to a totally different level in the Internet world.

R&R: Does this project stem more from research, gut instinct or both?

LN: We've run a very intense series of focus groups with our target listeners. That includes the teen area of KIIS and also the Urban, Hispanic and Country formats. There has been an enormous rise in Alternative radio. What we'll be offering is the ultimate Alternative radio station with the best of terrestrial and the best of the Internet. We'll give the audience what they want from lifestyle-representative stations. This was not gut; it was information from focus groups and in-depth conversations with those listeners who were either dissatisfied with current radio or would like to see radio emerging into some other area.

CP: The IJs take a different slant on the traditional DJ or VJ. The IJ is a performer, dancer, singer - they're entertainers. It's someone our audience will look up to and view as an artist, as opposed to someone who delivers the music in a traditional sense. The IJs are a part of the aspect of future artists and future music at KISSFMi. The research shows that our audience wants to interact in a fun and exciting way, and they want to do it very quickly. In 2005 there will be 70 million Generation Y users on the Internet. That makes Generation Y almost three times larger than Generation X. All the research has indicated that this is the generation to go after, and this is the generation advertisers tell us they want to reach. So we plan to deliver exactly what they want.

R&R: Is the Internet a friend or foe of radio?

LN: This is radio's biggest opportunity to answer all the objections that existed before. Before the Internet, you couldn't see the product, you couldn't have unlimited avails, you couldn't do multimedia, you couldn't do integrated media. Now you can. Radio is the most loyal of all media. If you look at the millions of new Internet users, the majority of them — approximately 75% — are 12-24 years old. They are not loyal to television or cable. but they grew up with radio, and this is radio's chance to extend

"The IJs take a different slant on the traditional DJ or VJ. The IJ is a performer, dancer, singer they're entertainers. It's someone our audience will look up to and view as an artist, as opposed to someone who delivers the music in a traditional sense."

Chris Peaslee

R&R: What were some of the things they were dissatisfied with?

CP: The research we've done on Generation Y is really clear-cut. They want one primary thing: They want their content, and they want it fast. They don't want to deal with a lot of extra text; they want pictures, graphics and video. They want information and entertainment on demand. They want music they can just listen to and other entertainment they can minimize and have on the side, but they want it quick and delivered on the fly.

LN: They also want freedom of choice. They want instant gratification, a lot of alternatives and a lot of choices. Our concept is to provide them with audio and video choices. They plainly stated, 'If you want me as a listener, as part of your audience. get involved with my life, tell me what I want to know, tell me what I should know and be representative of my life — even as you're part of it.' That's why the KIISFMi IJs we have hired will truly be representative of Generation Y. (Editor's note: The first IJ hired was 19-year-old Kevin Dees, son of KIIS morning driver Rick Dees). itself into a new medium.

I'm not saying that radio should totally change, but here is radio's chance to stop wanting to be TV and be TV. Here's radio's opportunity to help advertisers drive traffic, consummate transactions, hand out coupons, offer free samples and gather audience information. Instead of advertisers tagging spots, you can now hear a commercial on KISSFMi, look at the catalog at KIISFMi and buy that product right off our site.

CP: At KIISFMi we've intertwined the advertising within our content. It's basically radio's solution. The future of the Internet is that people will be able to fast-forward right through all the commercial content, and what we're doing is blending it. The research shows Generation Y wants that.

In next week's CHR column, Peaslee and Norjean address whether KIISFMi will help or hurt KIIS-FM's ratings, what type of music and information KIISFMi will program and how much all this costs.



Most Played Recurrents

CITIZEN KING Better Days (And The Bottom..) (Warner Bros.)

WILL SMITH Wild Wild West (Columbia)

BLESSID UNION OF SOULS Hey Leonardo (She Likes Me...) (Push/V2)

BACKSTREET BOYS | Want It That Way (Jive)

SARAH MCLACHLAN I Will Remember You (Arista)

SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)

TLC No Scrubs (LaFace/Arista)

GOO GOO DOLLS Slide (Warner Bros.)

LENNY KRAVITZ Fly Away (Virgin)

EVERLAST What It's Like (Tommy Boy)

SUGAR RAY Every Morning (Lava/Atlantic)

BRITNEY SPEARS ... Baby One More Time (Jive)

EAGLE-EYE CHERRY Save Tonight (Work/Epic)

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

CHER Believe (Warner Bros.)

BRITNEY SPEARS Sometimes (Jive)

WILL SMITH Miami (Columbia)

NEXT Too Close (Arista)

SHANIA TWAIN That Don't Impress Me Much (Mercury)

SHAGGY F/JANET Luv Me, Luv Me (Flyte Tyme/MCA)

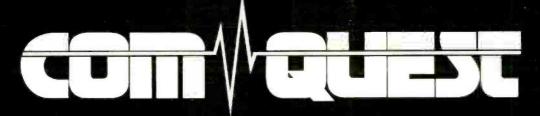
CHR/POP **Going For Adds** 10/5/99

CIBO MATTO Moonchild (Warner Bros.) FOUNTAINS OF WAYNE Troubled Times (Atlantic) MACY GRAY I Try (Clean Slate/Epic) JENNIFER HOLLIDAY A Woman's Got The Power (Universal) SMASH MOUTH Then The Morning Comes (Interscope) THISWAY Crawl (Reprise) ZEN MAFIA California (Kneeling Elephant/RCA)



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CHR/Pop Reporters

A TEENS "Mamma"

WFLY/Albany, NY * VP/Prog: Michael Morgan PD: Rob Dawes MD: Elien Rockwell MELISSA ETHERIDGE "Angels JAY-Z "Fnend" CHRISGAINES "Right" DJRAP Alve

KOID/Alexandria, LA PD: Kahuna APD/MD: Jay Stevens A TEENS "Mamma" BLESSID UNION. "Standing FAR! 'Gonna NU FLAVOR "Sprung" NU FLANOK Spring Sarah McLachlan "Ke" Kid Rock "Cowboy" DJ RAP "Aiwe"

WAEB/Allentown, PA * PD: Brian Check APD: Rob Acampora MD: Jennifer Knight 3 JENNIFER LOPEZ "Waiting

KQIZ/Amarillo, TX PD: Justin Brown APD/MD: Cisco Kidd 702 "Girls" ROBBLE WILLIAMS "Angels

DEF LEPPARD "Goodb

KGOT/Anchorage, AK **OM: Mark Murphy** PD: Bill Stewart MD: Dave Flavin 10 CHRIS PEREZ BAND "Best 10 JENNIFER LOPEZ "Waiting

SAVAGE GARDEN "Kne

WSTR/Atlanta, GA * PD: Dan Bowen MD: J.R. Ammons SAVAGE GARDEN "Knew BLESSID UNION Standing

WAYV/Atlantic City, NJ APD/MD: Paul Kelly JENNIFER LOPEZ "Waiting" MANDY MOORE "Candy" SARAH MCLACHLAN' Ice CHRIS PEREZ BAND "Bes NU FLAVOR "Sprung"

WZNY/Augusta, GA * OM/PD: Bruce Stevens MD: Michael Chase JENNIFER LOPEZ 'Wailing' ROBBIE WILLIAMS 'Angele

KHFI/Austin, TX * PD: Leslie Basenberg RED HOT CHILL "Scar CHRIS PEFEZ BAND "Best BLACUE "Ering"

KIOOX/Bakersfield, CA * PD/MD: Craig Marshall 5 LENHY KRAVITZ "American" SHANKA TWAIN "Mar ROBBIE WILLIAMS "Angels"

WXYV/Baltimore, MD * VP/Prog.: Bill Pasha OM: Kristie McIntvre APD: MD Throbb

WLSS/Baton Rouge, LA * PD/MD: Flash Phillips ROBBLE WILLIAMS "Angels LENNY KRAVITZ "American FREESTYLE "Stop"

KQXY/Beaumont, TX PD/MD: Brandin Shaw APD: Pam Pace

ROBBIE WILLIAMS "Angel CHRIS PEREZ BAND "Best LENNY KRAVITZ "America WLNF/Biloxi, MS GM: Bill Brock PD: Patty Steele

MD:Scott Smith 6 FOD FIGHTERS "Learn" BLESSID UNION. "Standing" SARAH MCLACHLAN "Ice" PUFF DADDY/R KELLY "Satisfy

WHITNEY HOUSTON "Love" CHRIS GAINES "Right" FATBOY SLIM "Skank" LFO "Girl" ATEENS "Mamma" SMASH MOUTH "Morning WMRV/Binghamton, NY

OM/PD: Jacko APD/MD: Dave Lo LFO"Gr" CHRISGAINES "Right" FAB! "Goma" JANICE BOBINSON "Change"

WQEN/Birmingham, AL * OM: John Jenkins PD/MD: Scott Bohannon 10 SAVAGE GARDEN "Knew CHRIS PEREZ BAND "Best"

KZMG/Boise, ID PD: Mike Kasper MD: Kirk Frederick 8 SPLENDER "Whatever" BLESSID UNION... "Standing SARAH MCLACHLAN "be"

WXKS/Boston, MA* PD: John Ivey APD/MD: David Corey JUMP LITTLE "Cathedrate SMASH MOUTH "Moming" JENNIFER LOPEZ "Waiting" SPLENDER "Whatever"

MD: Brian Wilde

JUVENILE "Back" A TEENS "Mamma

WRZE/Cape Cod, MA

PO: Mike O'Donnell

WSSX/Charleston, SC

WVSR/Charleston, WV

PD: Mike Edwards

APD: Chase Murphy

12 RED HOT CHILL..."

PD: Brett Sharp

16 SAVAGE GARDEN "Knew 5 ANIKA PARIS "About"

WNKS/Charlotte, NC

PD: John Reynolds MD: Jason McCormick

SAVAGE GARDEN "Knew" MELISSA ETHERIDGE "Angels

WKXJ/Chattanooga, TN

SMASH MOUTH "Morning" ROBBIE WILLIAMS "Angele

PD: Scott Hamilton

KLRS/Chico_CA

PD: Eric Brown ROBBIE WILLIAMS "Angels"

OLD 97'S "Nineteen

DJ RAP "Alive

PD: Rod Phillips MD: Jeff Murray

LFO 'Gwi'' KID ROCK ' Cowboy'' CHRIS PEREZ BAND "Best

WKFS/Cincinnati, OH *

MELISSAETHERIDGE "Angels

BLESSID UNION "Standing YOUNGSTOWN 'Everything'

WKRO/Cincinnati, OH

OM/PO: Mike Marino

KKMG/Colorado Springs, CO *

MD: Jim Ketty 12 BRITNEY SPEARS "Crazy SIXPENCE... "There" LFO "Gert"

PD: Bobby Irwin

APO: Valerie Hart

MD: Rob Ryan 6 JENNIFER LOPEZ "Waiting"

FATBOY SLIM "Skank" ROBBIE WILLIAMS "Angels" DJ RAP "Alive"

WNOK/Columbia. SC *

PD: Johnathan Rush OM/MD: Scott Summers

SAVAGE GARDEN "Knew LFO "Girl"

WNCI/Columbus, OH *

FATBOY SLIM "Skank" BLESSID UNION. "Standing"

DM: Todd Shannon PD/MO: Neai Sharpe

KHKS/Dallas, TX *

APD/MD: Dave Morales

NUFLAVOR "Sprung"

WGTZ/Davton, OH *

OM: Michael Luczak PD: Ange Canessa

MD: Scott Sharp

LESSID UNION

WORQ/Detroit, MI*

PD: Alex Tear

APD: Jay Towers MD: Jimi Jamm

DJ RAP "Alive

WKMX/Dothan, AL

PD: John Erdlitz

MD: Phil Thomas

RENO "Think"

WNKL/Eimira, NY PD/MD: Bob Quick

BETHHART LA" BLESSID UNION "Standing"

SARAH MCLACHLAN "Ke

5 LENNY KRAVITZ "American

OM: John Cook PO: Ed Lambert

LFO "Girl"

OLD 97'S "Nineteer

MD: Kevin Matthews A TEENS "Marma"

KDUK/Eugene, OR WKSE/Buffalo, NY * DM: Sue D'Neil PD: Paul Walker APD/MD: Valerie Steele PD: Dave Universal PAULA COLE BAND "Belie JENNIFER LOPEZ "Waiting MANDY MOORE "Candy" WSTO/Evansville, IN

OM/PD: Sky Phillips MD: Jimmy Ocean BRIAN MCKNIGHT "Back" BLESSID UNION .. "Standing K.INK-182 "Age" OLD 97'S "Nineteen"

WRTS/Erie, PA

FAB! "Gonna"

PD: Beth Ann McBride

NU FLAVOR "Sprung" Sarah McLachlan "ke"

BLESSID UNION ... "Standing

SAVAGE GARDEN "Knew"

KMCK/Favetteville, AR PD: Mike Chase SAVAGE GARDEN "Knew" ROBBIE WILLIAMS "Angels"

WWCK/Flint, MI PD: Scott Seipel APD/MD: Nathan Reed KID ROCK "Cowbo PUFF DADDY/R. KELLY "Satish JANICE ROBINSON "Change CHRIS GAINES "Right NU FLAVOR "Sorung

WJMX/Florence, SC MD: Kidd Phillips WHITNEY HOUSTON "Love KID ROCK 'Cowboy" BLESSID UNION "Standing

WXKB/Ft. Myers, FL * PD: Chris Cue MD: Randy Sherwyn SHANIA TWAIN "Man^{1"} SANTANA F/ROB THOMAS "S JENNIFER LOPEZ "Warting SAVAGE GARDEN "Knew"

FAB! ' Gonna'

A TEENS "Mamma"

JANICE ROBINSON "Change"

KISR/Ft. Smith. AR Interim PD: Mick Ryder JUVENILE "Back A TEENS "Mamma SARAH MCLACHLAN "kee MELISSA ETHERIDGE "Angels"

OY MOORE "Can

FAR! "Ganga" WMEE/Ft. Wayne, IN * OM: Dean McNeil PD: Cantain Chris Didier

DEF LEPPARD "Goodbye

MD: Boorner BLESSID UNION "Standing" SARAH MCLACHLAN "ke" DEFLEPPARD 'Goodby

WYKS/Gainesville, FL * PD; Jeri Banta APD/MD: Brandon D'Brien 8 FATBOY SLIM "Skank KID ROCK "Cowboy" DJ RAP "Alive" BLESSID UNION "Standing DEF LEPPARD "Goodbye WIKA PARIS "About"

A TEENS "Mamma

WSNX/Grand Rapids, MI * PD: Jeff Andrews APD: Eric O'Brien RED HOT CHILL Scar

MARC ANTHONY "Know" MD: Brad Newman

WVTI/Grand Rapids, MI PD: Jeff Andrews APD: Eric O'Brian WILLIAMS "Angels MD: Ken Evans

WIXX/Green Bay, WI PD: Dan Stone MO: David Burns JOAN OSBORNE "Baby 3 DEF LEPPARD "Goodby

WKZL/Greensboro, NC * PD: Jeff McHugh APD/MD: Doug McKnight LENNY KRAVITZ "America NO AUTHORITY "Wanna" SAVAGE GARDEN Knew"

WRHT/Greenville_NC * PD: J.T. Bosch ENNIFER | OPE7 'Wathino' ROBBIE WILLIAMS "Angels BLESSID UNION "Standing

WFBC/Greenville, SC * OM: Jim Kirkland PD: Nikki Nite MD: Skip Church WHITNEY HOUSTON 1 mm

WNNK/Harrisburg, PA * PD: John O'Dea MD: Denny Logan 2 JENNIFER LOPEZ "Walling" ROBBIE WILLIAMS "Angels" SAVAGE GARDEN "Know

WKSS/Hartford, CT *	WBLI/Long Island, NY *	WQZQ/Nashville, TN *
PD: Tracy Austin	PD: J.J. Rice	VP Prog: Brian Krysz
MD: Mike McGowan	APD/MD: AI Levine	1 JENNIFERLOPE2 "Wateng"
2 FATBOY SLIM "Skank"	SAVAGE GARDEN "Knew"	LFO "Girt"
1 WHITNEY HOUSTON "Love"	BLESSID UNION "Standing"	RENO "Think"
NU FLAVOR "Sprung"	MANDY MOORE "Candy"	A TEENS "Mamma" BACHELOR GIRL "Buses"
		DHUNCLON DINL DUSIS
KRBE/Houston, TX *	KIIS/Los Angeles, CA *	WRVW/Nastwille, TN *
PD: John Peake	PD: Dan Kieley	
APD/MD: Jay Michaels	APD/MD: Michael Steele	PD/MD: Jimmy Steele
8 BLINK-182 "Age"	3 KID ROCK "Cowboy"	APD: Tom Peace
8 LENNY KRAV/TZ "American"	1 SAVAGE GARDEN "Knew"	BLESSID UNION . "Standing"
7 FATBOY SLIM "Skank" SARAH MCLACHLAN "Ice"	OLD 97'S "Nineteen"	ANIKA PARIS "About" SPLENDER "Whatever"
WKEE/Huntination. WV	WDJX/Louisville, KY * PD/MO: Barry Fox	WFHN/New Bedford, MA *
PD: Jim Davis	PL/WIU: Darry PUX BLESSID UNION "Standing"	PD: Jim Reitz
APD/MD: Gary Miller	BLESSIU UNKUNI., "Standing"	APD/MD: Christine Fox
ROBBIE WILLIAMS "Angels"	ACTIVE AND AND AND A	NU FLAVOR "Sprung"
PAULA COLE BAND "Believe"	KZH/Lubbock, TX	BLESSID UNION "Standing"
	PD/MD: Jay Shannon	
WZYP/Huntsville, AL *	A TEENS "Mamma"	WKC1/New Haven, CT *
PD: Bill West	SANTANA F/ROB THOMAS "Smooth"	PD: Keily Nash
		MARCANTHONY "Know"
MD: Alex Diaz	WMGB/Macon, GA	MANGANI FUNIT KINW
5 SAVAGE GARDEN "Knew" 4 JENNIFER LOPEZ "Watting"	Group PD: James Gregory	
4 JEMINIFER LOFEZ "Walking" 2 MARCANTHONY "Know	APD: Laura Worth	WQGN/New London, CT
1 OLD 97'S "Ninetsen"		PD: Kevin Patana
BELLE PEREZ "Hello"	MD: Heidi Winters	BLESSID UNION "Standing"
	BLINK+182 "Age" BETH HART "L.A."	FATBOY SUM "Skank"
	OCININANI EA	KID ROCK "Cowboy"
WZPL/Indianapolis, IN *		SARAH MCLACHLAN "Ice"
MD: Dave Decker	WZEE/Madison, WI *	BACHELOR GIRL "Buses"
7 BACKSTREET BOYS "Larger"	PD: Rich Davis	
1 TRAIN "Virgima"	MO: Tommy Bodean	KUMX/New Orleans, LA *
	1 RENO "Think"	DM: Dave Stewart
WYOY/Jackson, MS *	SAVAGE GARDEN "Knew"	3 MANDY MOORE "Candy"
	VONDA SHEPARD 'Baby'	J JENNIFER LOPEZ "Wading"
PD: Kevin Vaughan APD/MD: Todd Chase	CHRISPEREZBAND Best	MELISSA ETHERIDGE "Angels"
14 PAULACOLE BAND "Believe"		
4 BETHHART "LA"	WJYY/Manchester, NH	
•	PD/MD: Harry Kozlowski	WEZB/New Orleans, LA *
	APD: Steve Quellette	PD: Rob Wagman
WAPE/Jacksonville, FL*	BLESSID UNION "Standing"	MD: J.Love
DM/PD: Cat Thomas	FATBOY SLIM "Skank"	LIL'TROY "Baller
APD/MD: Tony Mann	BETH HART "L.A."	JENNIFER LOPEZ "Waiting" SAVAGE GARDEN "Knew"
JENNIFER LOPEZ 'Watting'	SARAH MCLACHLAN "loa" OLD 97 S "Nineteen"	SAVAGE GARDEN KNEW
	CHRIS PEREZ BAND "Best"	WITZALAW V NV +
WAEZ/Johnson City, TN *		WHTZ/New York, NY *
DM: Bill Hagy		Sr. VP/Prog.: Tom Poleman
PD/MD: Chris Mann	KBFM/McAllen-Brownsville, TX	DM: Kid Kelly
SAVAGE GARDEN 'Knew'	OM/PD: Billy Santiago	MD: Cubby Bryant
ANIKA PARIS "About"	MD: Sonny Rio	6 FATBOY SLIM "Skank 4 TRAIN Viroinia"
	6 SAVAGE GARDEN 'Knew' 4 CHRIS PEREZ BAND "Best"	
WGLU/Johnstown, PA	3 NU FLAVOR "Sprung"	
PD: Rich Adams	3 DJ RAP "Alive"	WKPK/NW Michigan
MD: Mitch Edwards	2 A TEENS "Mamma"	PD: Rob Weaver
FAB! "Gonna"		APD: Craig Russell
A TEENS "Mamma"	MADA Malbauma	JENNIFER LOPEZ "Waiting"
	WAQA/Melbourne, FL	JESSICA SIMPSON "Wanna"
	OM/PD: Mike Lowe	A TEENS "Mamma"
WKFR/Kalamazoo, MI	10 KID ROCK "Cowboy"	
PD: Dave Michaels		

PD: Dave Michaels APD/MD: Woody Houston 2 LENNY KRAVITZ "American 2 CHRIS GAINES "Right" KMXV/Kansas City, MO * PD: Jon Zeilner APD/MD: Dylan 20 SAVAGE GARDEN "Knew SMASH MOUTH "Morning" LENINY KRAVITZ "American" UFO "Girl

WWST/Knoxville, TN * PD: Rich Bailey APD/MO: Brad Jettries JENNIFER LOPEZ "Wating"

KSMB/Lafavette, LA* PD: Bobby Novosad MD: Derrick Haves APD: Catfish Kelley BACHELOR GIRL "Buses" PUFF DADDY/R KELLY "Satish SARAH MCLACHLAN "Ice"

WLAN/Lancaster, PA PD/MD: Vince D'Ambrosio APD: Dave Skinner 702 "Girls" JENNIFER LOPEZ "Warding" SAVAGE GARDEN "Knew"

WHZZ/Lansing, MI * PD; Jason Adams JENNIFER LOPEZ Watong" PAULA COLE BAND "Beleve KRAVITZ*

WLKT/Lexington, KY * PD/MD: Jill Meyer NUFLAVOR "Sprung" CHRIS GAINES "Right" MELISSA ETHERIDGE "Angels" ANICE ROBINSON "Change

KFRX/Lincoln.NE PD: Sonny Valentine APD: Larry Freeze MARC ANTHONY "Know PAULA COLE BAND "Bel

KHTE/Little Rock, AR * PO: Larry LeBlanc MD: Peter Gunn TELET GUATIN VONDA SHEPARD 'Baby JENNIFER LOPEZ 'Waiting' FATBOY SUM 'Skank' SHAGGY Hope' DJ RAP 'Alive'

WIKA PARIS "About KOAR/Little Rock, AR * OM/PD/MD: Gary Robin LENNY KRAVITZ "American"

A/Melbourne, FL PD: Mike Lowe Larry McKay KID ROCK "Cowboy" DEFLE PPARD "Goodby DJ RAP "Alive" EAB! Gonn NUFLAVOR 'Sprung'

WKSL/Memphis, TN * OM/PD: Chris Taylor APD/MD: Robin Cole ROBBIE WILLIAMS "Angels A TEENS "Mamma"

WHYI/Miami, FL* PD: Rob Roberts APD: Tony Banks MD: Diedre Poyner DJ RAP "Alive" BILLY CRAWFORD "Come"

WXSS/Milwaukee, WI* PD: Brian Kelly APD: JoJo Martinez MARIAH CARFY "Hea

> KDWB/Minneapolis, MN PD: Rob Morris APD/MD: Derek Moran BLAQUE "Bring" ROBBIE WILLIAMS "Angele

WABB/Mobile, AL * OM: Jay Hastings PD: Darrin Stone APD: Chris Ott MD: Ryan Foster

WBBD Moomouth-Ocean N. OM: Mike Kaplan APD/MD: Gregg Thomas MARIAH CAREY "Heart BLESSID UNION S MHITNEY HOUSTON "Low KID ROCK 'Cowboy' FATBOY SLIM 'Skank

PD/MD: Lacy Netf SMASH MOUTH 1Momina CHRISGAINES "Right" KID ROCK 'Cowboy' COUNTING CROWS 'Hanges'

NUFLAVOR "Sprung" BACHELOR GIRL Buses" WWXM/Myrtle Beach, SC OM/PD: Scrap Jackson

APD/MD: Booge KID ROCK "Cowboy FABI "Gonna" A TEENS "Mamma" JUVENILE "Back" NUFL/WOR "Sprung" MACY GRAY "Try"

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WSPK/Poughkeepsie, NY PD: Scotty Mac

APD/MD: Donnie Michaels

A TEENS "Mamma" OLD 97'S "Nineleen" NU FLAVOR "Sprung" LFO "Girt" JESSICA SIMPSON "Wanna" BLESSICU WION... "Standing

WPRO/Providence, RI

4 WHITNEY HOUSTON "Love" 2 BETH HART "L.A."

WHTS/Ouad Cities, IA-IL

OM/PD: Tony Waitekus

LFO "Girl" MARC ANTHONY "Know

WDCG/Raleigh, NC

MO: Andie Summers

WRFY/Reading, PA

APD/MD: Bobby D

BLESSID UNION. "Standing" SARAH MCLACHLAN 'Ice"

WRVQ/Richmond, VA *

PD: Lisa McKay Co-MD: Travis Dylan

Co-MD: Paulie Madison

JENNIFER LOPEZ "Waiting" SMASH MOUTH "Moming" MANDY MOORE "Candy"

WJJS/Roanoke, VA * PD: David Lee Michaels

APD/MD: Melissa Morgan 5 SMASH MOUTH "Morming" 1 JEREMY TOBACK "Feel" A TECHS "Memory"

WXLK/Roanoke, VA *

DJ RAP "Alive" MELISSA ETHERIDGE "Angeit

ANIKA PARIS "About" JENNIFER LOPEZ "Waiting"

WPXY/Rochester, NY *

D/MID: WHIKE Danger FATBOY SUM "Skank" WHITNEY HOUSTON "Love" RED HOT CHILL "Scar" JENNIFER LOPEZ "Waiting" VONDA SHEPARD "Baby"

APD/MD: Mike Dange

WZOK/Rockford, IL

PD: David Jay MD: Jenna West

5 CHRIS GAINES "Right

SARAH MCLACHRAN "Ice

BLESSID UNION. "Standing" JEREMY TOBACK 'Feel"

KDND/Sacramento, CA*

8 FATBOY SUM "Skank 4 LFO "Girl"

ATEENS "Mamma"

WIOG/Saginaw, MI * PD: Mark Anderson MD: Brent Carey

LFO "Girl" SAVAGE GARDEN "Knew" JENNIFER LOPEZ "Waiting"

WTCF/Saginaw, MI*

KSLZ/St. Louis, MO *

KZHT/Salt Lake City, UT *

PD: Jeff McCartney

MD: Mark McCarthy

2 BLESSID UNION .. "Sta

No Adds

PD: Jeff Kapugi MD: Kandy Klutch

PD/MD: Rich Stevens

Station Mgr.: Steve Weed MD: Christopher K.

PD: Jon Reilly MD: Kasper

PD: Al Burke

SMASH MOUTH "Moming COUNTING CROWS "Hang JENNIFER LOPEZ "Wating" FATBOY SLIM "Skank"

PD: Chris Edge APD: Keith Scott

PD: Tony Bristol MD: Dave Morris

LFO "Girl

SUGAR RAY "Somed SAVAGE GARDEN "Ke

A TEENS Mamma

KJYO/Oklahoma City, OK 1 PD: Mike McCoy MD: Jimmy Barreda 12 KID ROCK 'Cowboy" 5 SAVAGE GARDEN 'Knew' MELISSA ETHERIDGE "Angels

KOKO/Omaba, NE^{*} PO: Wayne Coy APD/MD: J.J. Morgan KID ROCK "Cowboy

CHRISGAINES "Right A TEENS Mamm SAVAGE GARDEN "Knew JENNIFER LOPEZ "Warking" BLESSID UNION. "Standing AFLISSA ETHERIDGE "Angel FIVE STORY "War

WXXL/Orlando, FL * OM: Adam Cook APD/MD: Pete DeGraff SAVAGE GARDEN "Knew BRIAN MCKNIGHT "Back

WIOQ/Philadelphia, PA * OM: Glenn Kalina PD: Brian Bridgman MD: Marian Newsome SANTANA F/ROB THOMAS "Smooth NU FLAVOR "Sprung" MANDY MOORE "Candy"

KZZP/Phoenix, AZ * PD: Marc Summers CHRIS GAINES "Right" MARIAH CAREY "Heart" MELISSAETHERIDGE "Anonis

WBZZ/Pittsburgh, PA * OM: Keith Clark PD: David Edgar MD: Jonny Hartwell

No Adds

*и/н*огла PD: Tommy Austin APD: Dr. Doug MD: Harrison Wood BLESSID UNION. "Standing" OLD 97'S Nineteen

WERZ/Portsmouth, NH * OM/PD: Jack O'Brien APD/MD: Jay Michaels 8 JENNIFER LOPEZ "Warting" SARAH MCLACHLAN "Ke"

JANICE ROBINSON "Change" BLESSID UNION .. "Standing

JEREMY TOBACK "Feel" CHRIS GAINES "Right KXXM/San Antonio, TX * PD: Krash Kelly MD: Duncan James

KHTS/San Diego, CA* PD: Diana Laird MD: Hitman Hayes 5 JUVENILE "Back" MELISSA ETHERIDGE "Angels" FATBOY SLIM "Skank Q-TIP "Viwant"

KSLY/San Luis Obispo, CA WWKZ/Tupelo, MS DM: Dave Christopher PD/MD: Adam Burnes PD/MD: Rick Stevens BLESSID UNION .. "Standing" FAB! "Gonna" NU FLAVOR "Sprung" JANICE ROBINSON "Change" KZOZ/San Francisco, CA* SARAH MCLACHLAN "Ice"

PD: Mike Preston

APD/MD: Matt Reid

KID ROCK "Cowbo

KRUF/Shreveport, LA

WNDV/South Bend, IN

APD: Brian Bel

PD/MD: Casey Daniels

J: DITAIL DOTT PAULA COLE BAND "Believe SAWAGE GARDEN "Knew" TRAIN "Virginia" JENNIFER LOPEZ "Waiting"

KZZU/Spokane, WA

PD: Ken Hopkins

APD/MD: Paul Gray

2 RED HOT CHILL..."Scar 2 SAVAGE GARDEN "Kne LENNY KRAVITZ "Amer

KHTO/Springfield, MO

OM: Dave Alexander PD: Ray Michaels

J. Steve Kraus BLESSID UNION Standing LFO "Gir" SHAGGY 'Hope" YOUNGSTOWN Everything' RENO "Think"

WNTQ/Syracuse, NY * OM/PD: Tom Mitchell

APD/MD: Jimmy Disen

A TEENS "Mamma" CHRIS GAINES ' Right' SARAH MCLACHLAN "Ice" CHRIS PEREZ BAND "Best

WMGI/Terre Haute, IN

Interim PD/MO: Steve Smith

SARAH MCLACHLAN "Ice" SAVAGE GARDEN "Knew" BLESSID UNION "Standing" OLD 97'S "Nineteen"

MD: Steve Kraus

OM/PD: Oale Baird

MD: Lara Scott 1 JENNIFERLOPEZ Waiting OJ RAP "Alwe" BUOU PHILLIPS "-tawaa" CHRISGAINES "Right" KBKS/Seattle, WA *

KISX/Tyler, TX PD/MD: Larry Kent FAB! "Gonna" CHRIS PEREZ BAND "Best BACHELOR GIRL "Buses" BLESSID UNION... "Standing" NU FLAVOR "Sprung"

WSKS/Utica, NY LENNY KRAVITZ "American" BRIAN MCKWGHT "Back" MELISSA ETHERIDGE "Angels" PD: Stew Schantz APO/MD: Gina Jones BLESSID UNION . "Standing" FATBOY SLIM "Skank" CHRIS PEREZ BAND "Best KID ROCK "Cowboy"

> KWTX/Waco, TX PD: Jay Charles MD: John Oakes BLINK-182 "Age" DJ RAP "Alwe"

WWZZ/Washington, DC * PD: Dale O'Brian MD: Sean Sellers FATBOY SLIM "Skan

WIFC/Wausau, WI WDBR/Springfield, IL PO: Rik Blade PD: Danny Wright MD: Wes McKane 21 702 "Girls" 18 CHRIS GAINES Right """ARD "Boodby MD: Michael T. CHRIS GAINES "Right" BLESSID UNION. "Star SMASH MOUTH "Mom 8 JOAN OSBORNE "Baby

> WLDI/West Palm Beach, FL DM: Dave Denver PD: Jordan Walsh APD: Dave Vayda JENMIFER LOPEZ 'Waiting' WHITNEY HOUSTON Love' NUFLAVOR "Sprung" PAULA COLE BAND "Believe" BRIAN MCKNIGHT Back

KKRD/Wichita, KS * PD: Jack Oliver MD: Craig Hubbard 22 CHRISGAINES" Right LFO "G#f

WWHT/Syracuse, NY * WBHT/Wilkes Barre, PA * PD: Tommy Frank PD: Mark McKay MANDY MOORE 'Candy' SANTANA F/ROB THOMAS "Smooth

WFLZ/Tampa, FL * WKRZ/Wilkes Barre, PA* OM: B.J. Harris PD: Teny Banks APD/MD: Jerry Padden PO: Domino APD: Rob Shepard SAVAGE GARDEN "Knew" MD: Stan "The Man" Priest I: Stan " I ne wran FATBOY SLIM "Skank" JUVENILE "Back" JEREMY TOBACK "Feel" A TEENS "Mamma" CHRIS GAINES "Right" THISWAY "Crawl RENO 'Think'

WSTW/Wilmington, DE* PO: John Wilson APD/MD: Mike Rossi TLC "Unpretty SAVAGE GARDEN "Knew" OLD 97'S "Nineteen" CHRIS PEREZ BAND 'Best" RCBBIE WILLAWS "Anges" SMASH MOUTH "Morning"

APO: Kramer

WYCR/York, PA *

A TEENS Marrin

WVKS/Toledo, OH * PD/MD: Bill Michaels KFFM/Yakima, WA MARC ANTHONY "Know PLAQUE "Bring PD: Rik Mikels MD: Joel Baker

WPST/Trenton, NJ * PD: Dave McKay APD/MD: Chris Puorre

OM: Rick McCauslin PD: Davy Crockett KRQQ/Tucson, AZ * MD: Saity V. NUFLAVOR "Sprung" SARAH MCLACHLAN "Ice" OLD 975 "Nineteen" **OM/PD** Tim Bichards APD: Mark Medina MD: Randy "R Dub!" Williams PUFF DADDY/R. KELLY NUFLAVOR "Sprung" BLESSID UNION ... "Standing

KHTT/Tulsa, OK *

PD: Carty Rush

OM: Sean Phillips

SIXPENCE. . "There" LFO "Girl"

WHOT/Youngstown, OH * PO: Tom Pappas MD: Justine Thomas LIO Gir FATBOY SUM "Skank LENNY KRAVITZ "American

* = Mediabase 24/7 monitored

Did Not Report, Playlist Frozen (1):

153 Total Reporters

153 Current Reporters

152 Current Playlists

WJBQ/Portland, ME

No Longer A Reporter (1): KCHX/Odessa-Midland, TX

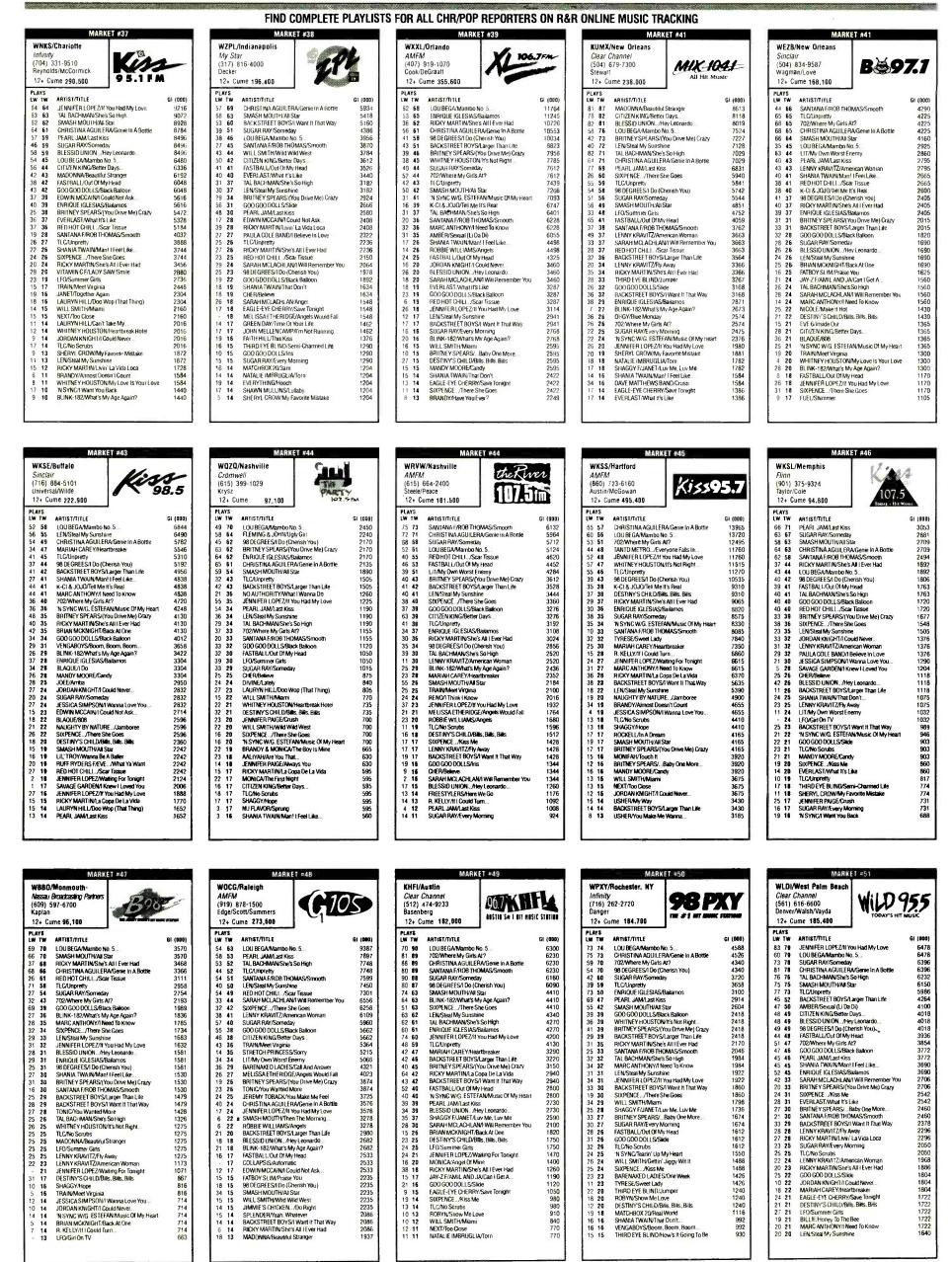
CHR/Pop Playlists



CHR/Pop Playlists



CHR/Pop Playlists



RAR CHR/Rhythmic Top 50

A	2	R					
LAST WEEK	THIS WEEK	October 1, 1999	TOTAL	+/- PLAYS	GROSS	WEEKS ON CHART	TOTAL STATIONS/ ADDS
		ARTIST TITLE LABEL(S)			GROSS IMPRESSIONS (00)		
1	1	CHRISTINA AGUILERA Genie In A Bottle (RCA)	2618	-72	406799	18	46/1
6	0	JUVENILE Back That Thang Up (Cash Money/Universal)	2413	+187	422767	20	52/2
7	3	BRIAN MCKNIGHT Back At One (Motown)	2344	+168	334492	7	51/0
5	4	MARIAH CAREY Heartbreaker (Columbia)	2221	-68	374398	6	53/1
3	5,	702 Where My Girls At? (Motown)	2188	-165	375079	25	54/0
2	6.	GINUWINE So Anxious (550 Music/Epic)	2188	-192	379497	14	50/1
4	7	DESTINY'S CHILD Bills, Bills, Bills (Columbia)	2172	-165	315906	17	54/0
8	8	Q-TIP Vivrant Thing (Def Jam/IDJMG)	1748	+46	329586	9	53/1
9	9	LIL' TROY Wanna Be A Baller (Short Stop/Republic/Universal)	1686	+33	260781	18	43/0
14	0	LOU BEGA Mambo No. 5 (A Little Bit) (RCA)	1629	+375	289991	5	35/3
18	0	BLAQUE Bring It All To Me (<i>Track Masters/Columbia</i>)	1599	+411	221957	6	41/4
15	12	B.G. Bling Bling (Cash Money/Universal)	1418	+188	286318	6	40/1
10	13	98 DEGREES Do (Cherish You) (Universal)	1390	-90	204456	11	34/0
11	14	112 Anywhere (Bad Boy/Arista)	1297	-170	244743	30	51/0
12	15	BLAQUE 808 (Track Masters/Columbia)	1276	-174	132886	28	46/0
13	16	RUFF RYDERS F/EVE & NOKIO What (Ruff Ryders/Interscope)	1265	-154	278658	16	46/0
19	Ð	PUFF DADDY F/R. KELLY Satisfy You (Bad Boy/Arista)	1233	+86	214768	5	48/2
16	13	TLC Unpretty (LaFace/Arista)	1227	+8	243039	18	43/0
21	0	BRITNEY SPEARS (You Drive Me) Crazy (Jive)	1181	+114	162013	5	29/1
31	0	DESTINY'S CHILD Bug A Boo (Columbia)	1121	+358	201117	3	47/11
22	3	JAY-Z Girls' Best Friend (Epic)	1100	+62	259972	7	40/0
33	2	EVE Gotta Man (Ruff Ryders/Interscope)	1018	+304	242911	3	44/5
24	3	WARREN G I Want It All (G-Funk/Restless)	1018	+57	112436	8	43/1
29	24	IMX Stay The Night (MCA)	942	+133	100025	4	40/6
23	25	R. KELLY If I Could Turn Back (Jive)	910	-73	146127	7	42/0
17	26	ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope)	906	-306	134921	15	31/0
34	Ð	BACKSTREET BOYS Larger Than Life (Jive)	867	+155	116497	4	31/1
27	28	WHITNEY HOUSTON My Love Is Your Love (Arista)	806	~6	129971	9	38/0
25	29	MARC ANTHONY Need To Know (Columbia)	805	-68	144548	6	28/1
26	30	RICKY MARTIN She's All I Ever Had (C2/Columbia)	798	-71	163407	10	28/0
30	3	SNOOP DOGG B-Please (No Limit/Priority)	779	+11	195881	4	34/3
eake	-	OL' DIRTY BASTARD Got Your Money (Elektra/EEG)	699	+236	175712	2	36/6
eake	er (33	JENNIFER LOPEZ Waiting For Tonight (Work/Epic)	675	+182	92752	2	28/3
28	34	TRACIE SPENCER It's All About You Not (Capitol)	655	-154	94510	13	32/0
38	35	'N SYNC W/GLORIA ESTEFAN Music Of My Heart (Epic)	630	+48	75271	8	21/1
32	36	JAY-Z Jigga My ***** (<i>Ruff Ryders/Interscope</i>)	611	-137	148144	15	27/0
35	37	NAUGHTY BY NATURE F/ZHANE' Jamboree (Arista)	588	-84	111408	19	38/0
39	38	BEATNUTS Watch Out Now (Loud)	579	+2	109514	8	31/2
36	39	TANTO METRO & DEVONTE Everyone Fails In Love (Penthouse)	557	-42	132205	16	26/0
37	40	AMYTH 1,2,3 (Rock The Bells/WB)	549	-43	66102	5	26/0
eake	r (1)	DEBORAH COX We Can't Be Friends (Arista)	536	+100	56881	2	21/1
49	42	DR. DRE Still D-R-E (Aftermath/Interscope)	491	+101	126484	2	29/19
40	43	SILK Meeting In My Bedroom (Elektra/EEG)	486	-59	73953	9	23/0
43	44	MISSY "MISDEMEANOR" ELLIOTT All N My Grill (EastWest/EEG)	408	-76	112584	14	25/0
45	45	JA RULE Holla Holla (Murder Inc./Def Jam/IDJMG)	407	-54	70355	20	32/0
ebut	>46	BRANDY U Don't Know Me (Like U) (Atlantic)	377	+102	40617	1	20/2
47	47	112 Your Letter (Bad Boy/Arista)	372	-46	46292	13	23/0
48	48	FAITH EVANS Never Gonna Let You Go (Bad Boy/Arista)	354	-37	94252	2	15/0
41	49	CASE Happily Ever After (Def Jam/IDJMG)	317	-195	57507	19	20/0
41							

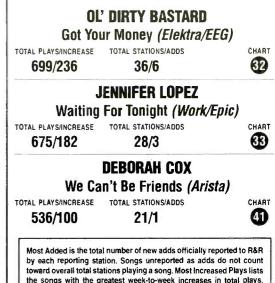
Most Added

ARTIST TITLE LABEL(S)	ADDS
MONTELL JORDAN Get It On Tonite (Def Soul/IDJMG,) 32
DR. DRE Still D-R-E (Aftermath/Interscope)	19
NU FLAVOR Sprung (Reprise)	13
DESTINY'S CHILD Bug A Boo (Columbia)	11
SANTANA Maria Maria (Arista)	7
DONELL JONES U Know (Untouchables/LaFace/Aris	ta) 7
IMX Stay The Night (MCA)	6
OL' DIRTY BASTARD Got Your Money (Elektra/EEG)	6
EVE Gotta Man (Ruff Ryders/Interscope)	5
DJ RAP Good To Be Alive (Higher Ground/C2/Columb	ia) 5

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BLAQUE Bring It All To Me (Track Masters/Columbia) +411
LOU BEGA Mambo No. 5 (A Little Bit) (RCA)	+375
DESTINY'S CHILD Bug A Boo (Columbia)	+358
EVE Gotta Man (Ruff Ryders/Interscope)	+304
OL' DIRTY BASTARD Got Your Money (Elektra/EEG) +236
B.G. Bling Bling (Cash Money/Universal)	+188
JUVENILE Back That (Cash Money/Universal)	+187
JENNIFER LOPEZ Waiting For Tonight (Work/Epic)	+182
BRIAN MCKNIGHT Back At One (Motown)	+168
BACKSTREET BOYS Larger Than Life (Jive)	+155

Breakers®

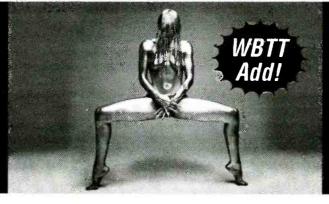


Weighted chart appears on R&R ONLINE MUSIC TRACKING.

NEAL BASE

57 CHR/Rhythmic reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 9/19-Saturday 9/25. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played 21 on more stations is placed first. Breaker status is assigned to songs reaching 500 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.





KMEL-9x WLLD -38x Top 10 Phones KKSS -51x Top 5 Phones KXHT -12x Top 10 Phones WJHM -36x Top 10 Phones WWKX-7x WJBT-17x KDGS -20x KYLZ-11x KIKI -26x KOHT-6x

59

CHR/Rhythmic

RR Hip Hop Top 20

L	L	Cctober 1, 1999			
LW	TW	ARTIST TITLE LABEL(S)	TW	AL PLAYS TIT	OTAL STATIONS ADDS
1	0	JUVENILE Back That Thang Up (Cash Money/Universal)	4238	4119	120/2
2	0	Q-TIP Vivrant Thing (Def Jam/IDJMG)	3884	3879	127/1
3	3	B.G. Bling Bling (Cash Money/Universal)	3260	2959	116/1
6	4	EVE Gotta Man (Ruff Ryders/Interscope)	2715	2267	121/6
4	6	JAY-Z Girls' Best Friend (Epic)	2640	2624	119/0
7	6	LIL' TROY Wanna Be A Baller (Short Stop/Republic/Universal)	2217	2204	87/0
5	7	RUFF RYDERS F/EVE & NOKIO What Ya (Ruff Ryders/Interscope)	2166	2435	99/0
9	8	SNOOP DOGG B-Please (No Limit/Priority)	1947	1847	110/3
10	9	WARREN G Want It All (G-Funk/Restless)	1739	1603	109/5
8	10	MISSY "MISDEMEANOR" ELLIOTT AI N My Grill (EastWest/EEG)	1534	1959	87/0
13	Û	OL' DIRTY BASTARD Got Your Money (Elektra/EEG)	1371	960	108/13
17	12	SOLE' 4,5,6 (DreamWorks)	1070	836	89/3
12	13	NOREAGA Oh No (Penalty/Tommy Boy)	1026	1048	95/0
-	14	NAUGHTY BY NATURE F/ZHANE' Jamboree (Arista)	1010	1130	82/0
13	15	JAY-Z Jigga My ***** (Ruff Ryders/Interscope)	997	1210	74/0
16	6	HOT BOYS We On Fire (Cash Money/Universal)	990	908	74/1
15	Ð	METHOD MAN & REDMAN Tear It Off (Columbia/Def Jam/IDJMG) 973	924	94/1
_	18	DR. DRE Still D-R-E (Aftermath/Interscope)	909	608	104/58
14	19	2PAC Who Do You Believe In (Death Row/Priority)	769	953	61/1
-	20	MOBB DEEP Quiet Storm (Loud)	749	644	83/9

New & Active

2PAC Who Do You Believe In (Death Row/Priority) HOT BOYS We On Fire (Cash Money/Universal) Total Plays: 285, Total Stations: 19, Adds: 1 Total Plays: 162, Total Stations: 11, Adds: 1 SOLE' 4,5,6 (DreamWorks) JESSICA SIMPSON I Wanna Love You Forever (Columbia) Total Plays: 282, Total Stations: 24, Adds: 1 Total Plays: 161, Total Stations: 8, Adds: 1 **WHDRIDAS** Dock Of The Bay (Southpaw/TVT) SO PLUSH F/JA RULE Damn (Should've Treated U...) (Epic) Total Plays: 264, Total Stations: 18, Adds: 0 Total Plays: 161, Total Stations: 8, Adds: 0 PROJECT PAT Ballers (Loud) SANTANA Maria Maria (Arista) Total Plays: 261, Total Stations: 12, Adds: 7 Total Plays: 134, Total Stations: 6, Adds: 0 METHOD MAN & REDMAN Tear It Off (Columbia/Def Jam/DJ/MG) **BIG PUNISHER** Who Is A Thug (TVT) Total Plays: 252, Total Stations: 19, Adds: 1 Total Plays: 123, Total Stations: 8, Adds: 1 MONTELL JORDAN Get It On Tonite (Def Soul/IDJMG) MARC NELSON 15 Minutes (Columbia) Total Plays: 210, Total Stations: 11, Adds: 1 Total Plays: 117, Total Stations: 32, Adds: 32 KEVDN EDMONDS 24/7 (RCA) CASE Think Of You (Def Soul/IDJMG) Total Plays: 209, Total Stations: 22, Adds: 4 Total Plays: 117, Total Stations: 11, Adds: 2 DONELL JONES U Know What's Up (Untouchables/LaFace/Arista) JS:16 Stomp To My Beat (Priority) Total Plays: 111, Total Stations: 10, Adds: 7 Total Plays: 209, Total Stations: 11, Adds: 0 IDEAL Get Gone (Noontime/Virgin) NU FLAVDR Sprung (Reprise) Total Plays: 188, Total Stations: 14, Adds: 2 Total Plays: 95, Total Stations: 14, Adds: 13 MDO Groove With Me Tonight (C2/Columbia) 2ND II NONE F/AMG & DJ QUIK Up 'N Da Club (Profile/Arista)

57 CHR/Rhythmic and 79 Urban reporters combine into a custom chart. Hip Hop titles are ranked by total plays for the airplay week of Sunday 9/19-Saturday 9/25. For complete reporter lists refer to CHR/Rhythmic and Urban sections. © 1999, R&R Inc.

Songs ranked by total plays

Total Plays: 89, Total Stations: 5, Adds: 1

CHR/Rhythmic Reporters Stations and their adds listed alphabetically by market

Total Plays: 177, Total Stations: 11, Adds: 1

KKSS/Albuquerque, NM * PD: Tony Manero 7 OL DIRY BASTARD "Money" MONTELL JORDAN "Get"	WBBM/Chicago, IL * PD: Todd Cavanah MD: Erik Bradley 6: RICK MARIM "Bon-Bon" 4: BLAQUE "Bring" JESSICA SIMPSon "Wanna"	KKPW/Fresno, CA * OM/PD: Greg Mack APD: R.J. Lopes MD: DJ Jess 40 SANTANA "Mara" 9 OR DHe "Still" 4 MOD "Groove"	WHHH/Indianapolis, IN * PD: Scott Wheeler MD: Carl Frye MONTEL JORDAN "Ger" NU FLAVOR "Spring"	KDON/Monterey, CA * PD: Dan Watson MD: Dennis Martinez 4 OL, DIRTY BASTARO Money* 2 DESTIMY'S CHILD "Bug" 1 SARTANA 'Mara' JENNIFER LOPEZ "Waiting"	KKFR/Phoenix, AZ * PD: Bruce St. James APD/MD: Charlie Huero No Adds	WOCO/Salisbury, MD PD: Wookie MD: Gizmo DR: ORE "Sein" ROOTS "Sein" RO	KUBE/Seattle, WA * OM: Shellie Hart PD: Eric Powers MD: Julie Pilat DESTIMY'S CHILD 'Bug" WARREN G. "Want"
KYLZ/Albuquerque, NM * PD: Jammer APD/MD: Robb Royale 15 OR. DRF SWIT MONTELL JORGAN "Get" NU FLAVOR "Spring"	KZFM/Corpus Christi, TX PD: Ed Dcanas MD: Danny B. Jammin' 27 NU FLAVOR "Sprung" BELLE PEREZ "Hello" DESTINY'S CHILD "Sug" MONTELL JORDAM "Ger O. DINT' GASTARD Money"	BROOKE RUSSELL "Sweet" FAB' "Gonna" KSEQ/Fresno, CA * PD: Rik McNeil MD: Eddie Cruz DJ RAP - Nave	WJBT/Jacksonville, FL * PD: Dave Wynter 46 OSTINYS CHILD "Bug" 5 OJDIRTY BASIARD "Money" 5 WARC NELSON "Municer" 3 PUFF DADDYR KELLY "Sainty" 3 OF DADRE NUT 2 OF DADRE NUT 2 FEND "Jan" 4 FEND "Jan" 5 MC "Set" 5 MC "Saint" 5 MC "	WKTU/New York, NY * VP/Ops.: Frankis Blue APD/MD: Andy Shane 8 SPEEDY "Speedys" 4 RICY MARTIN *Bon-Bon" D J RAP "Alvet"	KXJM/Portland, OR * PD: John Christian MD: Prefty Boy 0. 18 MORTEL JORDAN Ger" 6 SANTAN AMara 00NELL JONES "Know"	KTFM/San Antonio, TX * PD: Cliff Tedway MD: Steve Chavez 18 NU A KNOT Sprung* 3 DR DRE "Sliff 1 MONTEL JORDAN "Ger"	KWIN/Stockton, CA * PD: Trevor Carey APD: Tammy Cruise ? DR. DRE "SMI" DORELL UDRES "Know" MONTELL UDREAM "Ger DOSTINUTS CHLD "Bug"
KOBT/Austin, TX * 70: Scoter B. Stevens MD: Mark Macray KYON EDMONDS "24/2" MONTELL JORDAN "Get" KISV/Bakersfield, CA *	KRBV/Dallas, TX * PD: Carmy Ferreri MD: Pate Manriquez 16 IMX "Stay" 7 SACKSTREFT 80'S "Larger" 6 0-THP "Wytan" 1 0ESTWYS CHILD "Bug"	WU FLAVOR "Spring" MONTEL JORDAN Ger FABI "Gonta" WJMH/Greensboro, NC * OM/PD: Keina Douglas APD: Kendall B MD: Boosia D	KLUC/Las Vegas, NV * PD: Cat Thomas APD: Mike Spencer MD: J.B. King 15 NU RAVOR "Sprung"	WQHT/New York, NY * PD: Tracy Clohenty MD: Sean Taylor 26 MARY J. RIVE "Includ" 26 SNOOP DOGG "# Press" 22 PHARAN WORKE "Simon" 32 PHARAN WORKE "Simon" 34 MADD RAPPER "Dor	WWKX/Providence, RL * PD: Jerry McKenna MD: Paul Nelson 2. DOREL, JONGS 'Know' MONEL, JONGS 'Know' PHARACH MONCHE' Simon'	XHTZ/San Diego, CA * DM/PD: Lisa Vazquez MD: Dale Solivan 3 Santhan Maria DONELL JONES "Know"	WLLD/Tampa, FL * P0: Dave Ferguson APD/M0: Driando 15 MARIAH CAREY Heart 3 SNOOP DOGG 'B Heast KOHT/Tucson, AZ * P0: Paco Jacobo MD: D. Wayne Chavez
KKCX/Bakersfield, CA *	WBTT/Dayton, OH * PO/MD: Dino Robitaile 1 DESTWYS CHILD Bog [*] SOLE *45.6* WONTELL JORDAN 'Get*	 bodgis U Statistic Gether" bit Backti "Gether" bit Backstrong String 2 2PAC "Whot" KIKI/Honolulu, HI * PD: Fred Rico 	6 EVE "Gotta" KPWR/Los Angeles, CA * VP/Prog: Jimmy Steal APD: Daminon Young MD: E-Man	WNVZ/Norfolk, VA * PD: Don London MD: Jay West 12 DESTINYS CHILD "Bug" 7 JEWNIFER LOPEZ "Watting"	KWNZ/Reno, NV PD: Bill Schutz Nu FLAND "Sprung" NORTELL JORDAN Ger" RICK WARTIN "Bon-Bon" IDEAL "Get"	KMEL/San Francisco, CA * PD: Joey Arbagey MD: Glenn Aure 20 BEATNUTS "Weath" 6 DONEL JONES Know" 1 CASE "Think" WONTEL JONES Know"	23 BJAOJE 'Bring' 17 DESTIM'S CHILD 'Bug' 18 RANDY 'Know' 10 CASE 'Think' 10 DR. DR. 'Sair'Aug, ''Lu' 10 DR. DR. 'Sair'Aug, ''Lu' 10 DR. DR. 'Sair'Aug, ''Lu' 10 DR. DR. 'Sair'Aug, ''Lu' 10 DR. 'DR. 'Sair'Aug, ''Lu' 10 DR. ''Lu' 10
D/MD: Craig Marshall S LEWY KRAVIT "American" SHAVIA KRAVIT "American" ROBBIE WILLIAMS "Angels" WCRQ/Baltimore, MD * IM/PD: Tom Calococci 10: Darren Brin	KOKS/Denver, CO * PD: Cat Collins 25 IOU BEGA "Mambo" 29 DESTINY'S CHILD "Bug" 1 EVE Gonta MONTELL JORDAN "Get"	MD: James Coles 4 DR. ORE "Still" KQMQ/Hololulu, HI * PD: Jacque Gonzales James MD: Justin Cruz 1 DSTINS CHILD "Bug" MMT "Stay"	No Adds KXHT/Memphis, TN * DM: Chris Taylor PD: Lee Cagie HOT BOYS "Rock"	WPYO/Orlando, FL * PD: Phil Michaels MD: Damian Paul No Adds	KGGI/Riverside, CA * PD: Mark Feather APD/MD: Jesse Duran 1 Bentry SPEARS "Crav" IN SYNC WG ESTERAN"Music" INX "Say" ENC BENET "Send" W FLAVOR "Sping" MONTELL JORDAN "Get"	KYLD/San Francisco, CA * PD: Michael Martin APD/MD: Jazzy Jim Archer 5 DR. Des Eswit BRANDY KNOW KEVON EBONOPS 274/7 WYDWW BONG? WOWTEL JORDAN GBEY	MONTELL JORDAN "Gat" NU FLAVOR "Spring" IDFAL "Get" PD ORE "Swi" DJ RAP "Aiwe" WPGC/Washington, DC PD: Jay Stevens APD/MD: Maurice Devoe To PUFF DADAYR "KELLY "Satisty" MONTELL JORDAN "Get"
e shopp dogg ib Pass" e doneLL Jones "know" WBHJ/Birmingham, AL * PD: Mikey Johnson PD/MD: May Kay	KPRR/EI Paso, TX * DM: John Candelaria PD/MD: Victor Starr 6 K-DDR: "Sum K-SVDN EDWONDS: "24/7" LFO "Summer"	METHOD MAN & REOMAN 'Tear' KXME/Honolulu, HI * PD: Jamie Hyatt MD: Rear Kawamoto	KHTN/Merced, CA PD: Rene Roberts APD/MD: Drew Stone 20 NJ DRE "Sturm" 13 MOVIEL JORDAN "Ger"	KCAQ/Oxnard, CA * PD: Dan Garite APD: Com Dog MD: Joey Boy 16 BLAQUE Bring 6 DONEL JORGAN "Cent MONTEL JORDAN "Cent KEYOR EDWONG "247"	WKGS/Rochester, NY * PD: Erick Anderson APD: Patrick Castania 16 MARC ANTHORY "Know" 4 JUNUWINE "Back" 4 GINUWINE "Acknows" KBMB/Sacramento, CA *	KWWV/San Luis Obispo, CA PD: Jammer APD/MD: Tommy Del Rio DR: DR: "Sur"	KDGS/Wichita, KS * "PD: Steve Dorrell APD/MD: Ricero Cherry 17 DR. DR: "Staf" 4 SAVTANA "Mara" 5 JRAP - Alive" 0 JRAP - Alive" MONTELL JORDAN "Get"
MONTELL JÖRDÁN "Get"	WJFX/Ft. Wayne, IN Interim PD/MD: Weasel MONTELL JORDAN "Get" DR DRE "Snit" BEATNUTS "Watch"	31 B.G. "Bing" 31 LOU BEGA "Mambo"		ROUTS "What"	PD/MD: Ibrahim "Ebro" Jamile 9 DR. DRE "Stu" 9 E-40 "Ballini" 2 MONTELL JORDAN "Get" ROOTS "What	* = Mediabase 2	24/7 monitored
VJMN/Boston, MA * D: Cadillac Jack McCartney PD/MD: Danny Decan 11 JUVENIC Back 2 MONTELL JORDAN "Get" 0L DIRTY BASTARD "Money"	KBOS/Fresno, CA * PD: E. Curtis Johnson MD: Travis Loughran 6 EVE "Gota" 1 DR.DRE"Sthr	KBXX/Houston, TX * PD: Rob Scorpio MD: Kashawn Powell 6 MONTEL, URORAN "Get" 10 JAGGED EDGE "Can" 4 Bio R UNISHER Thag" TRACE SPENDER THag" RP, COLA "Lean"	WPOW/Miami, FL * PD: Kid Curry MD: Eddie Mix APD: Tomy The Tiger 6 EVE "Sons" 2 OLO INITY BASTARD "Money" TLC "Bad" SANTAA "Maria"	KPSI/Paim Springs, CA DM/PD: Mike Keane 3 OR DRE "Still" NUT LAVOR "Sprung" MONTELL JONDAN "Get" IMX "Stay"	KSFM/Sacramento, CA * PD: Bob West WD: John E Cage No Adds	57 Total Reports 57 Current Repo 57 Current Playi	orters

REP. CHR/Rhythmic

October 1, 1999

Most Played Recurrents

JENNIFER LOPEZ If You Had My Love (Work/Epic) K-CI & JOJO Tell Me It's Real (MCA)

BACKSTREET BOYS | Want It That Way (Jive)

TLC No Scrubs (LaFace/Arista)

JAY-Z F/AMIL AND JA Can I Get A... (Def Jam/IDJMG)

AALIYAH Are You That Somebody? (Atlantic)

LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)

NEXT Too Close (Arista)

T.W.D.Y. Player's Holiday (Thump)

TYRESE Sweet Lady (RCA)

DRU HILL F/REDMAN How Deep Is Your Love (Def Jam/IDJMG)

GINUWINE What's So Different (550 Music/Epic)

ERIC BENET Spend My Life With You (Warner Bros.)

BIG PUNISHER F/JOE Still Not A Player (Loud)

TRICK DADDY Nann Brother (Slip N' Slide/Warlock)

DMX Ruff Ryders Anthem (Def Jam/IDJMG)

BRITNEY SPEARS Sometimes (Jive)

MAXWELL Fortunate (Rock Land/Interscope/Columbia)

WHITNEY HOUSTON It's Not Right But It's Okay (Arista)

LIGUED Vou Malia Ma Mana (U a Casa/Aziata)

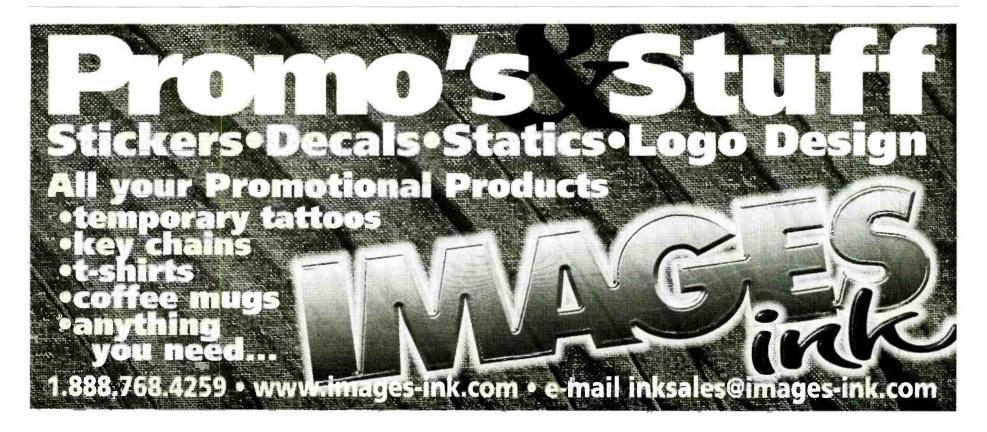
USHER You Make Me Wanna... (LaFace/Arista)

CHR/RHYTHMIC Going For Adds 10/5/99

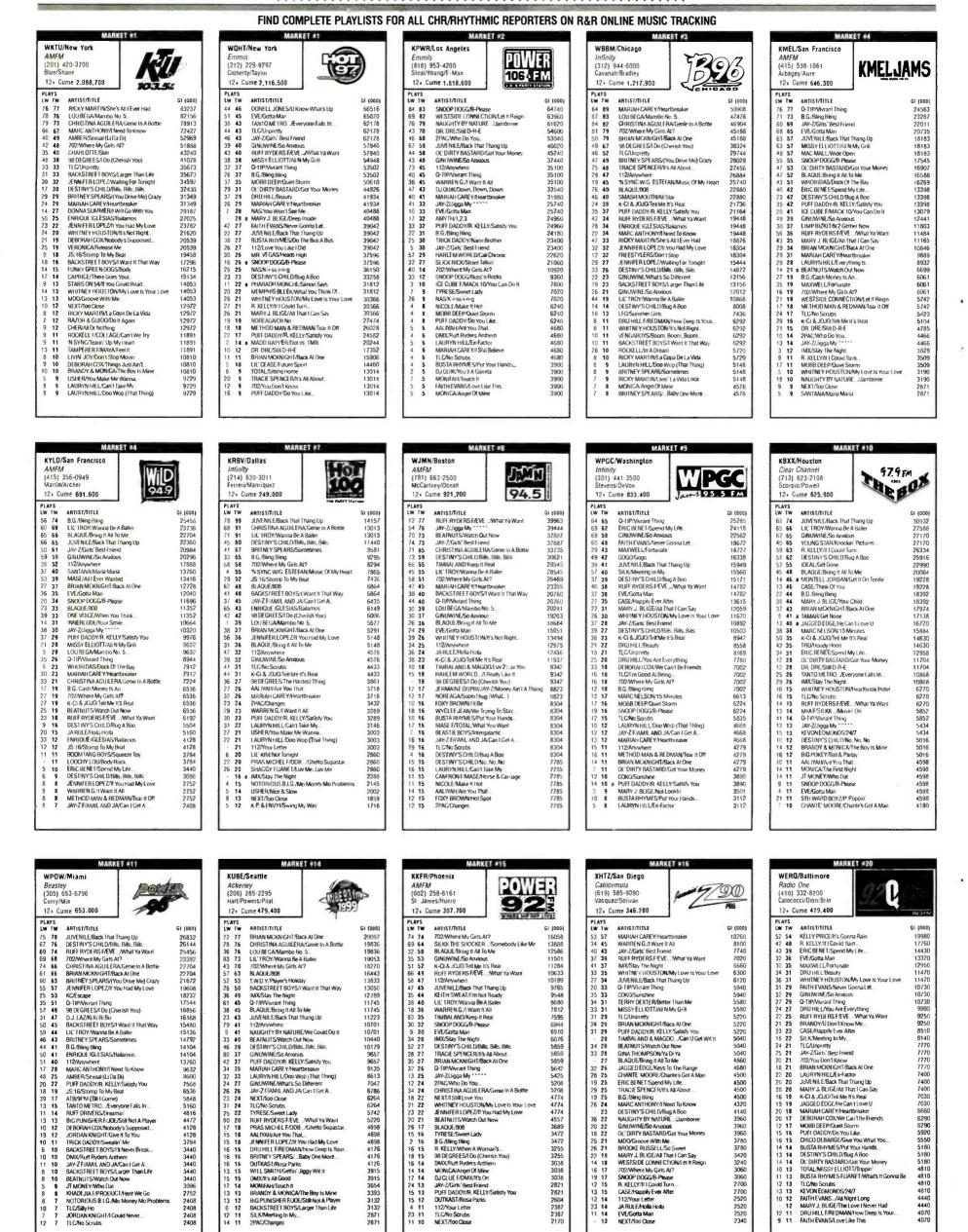
MACY GRAY I Try (Clean Slate/Epic) JENNIFER HOLLIDAY A Woman's Got The Power (Universal) JA RULE How Many Wanna (Yab Yum/Elektra/EEG) JAGGED EDGE He Can't Love U (So So Def/Columbia) KELIS Caught Out There (Virgin) TASH Rap Life (Loud)

CHR/RHYTHMIC TOP 100 POWER GOLD 1 WILL SMITH Miami 51 WRECKX-N-EFFECT Rump Shaker NOTORIOUS B.I.G. Hypnotize 52 BACKSTREET BOYS As Long As You Love Me 2 112 Only You 53 ZAPP More Bounce To The Ounce FUGEES Killing Me Softly 54 EN VOGUE My Lovin' (You're Never Gonna... 4 2 PAC/DR. DRE California Love 55 R. KELLY Bump And Grind 5 **GINUWINE** Pony 56 2 PAC Dear Mama 6 57 NAUGHTY BY NATURE Hip Hop Hooray **BLACKSTREET** No Diggity 7 DRU HILL In My Bed 58 ANGELINA Release Me 8 MONTELL JORDAN This Is How We Do It 59 ROB BASE/DJ EZ ROCK Joy And Pain 9 NOTORIOUS B.I.G. One More Chance 60 JUNIOR M.A.F.I.A. Get Money 10 61 SHAGGY Boombastic GHOST TOWN DJ'S My Boo 11 MARK MORRISON Return Of The Mack TONE-LOC Wild Thing 12 62 13 NOTORIOUS B.I.G. Big Poppa 63 WARREN G I/NATE DOGG Regulate 14 PUFF DADDY f/MASE Can't Nobody Hold. 64 ZHANE' Hey Mr. D.J. BLACKSTREET Don't Leave Me 65 AALIYAH If Your Girl Only Knew 15 66 BRANDY | Wanna Be Down 16 KEITH SWEAT Twisted 17 L.L. COOL J Doin' It 67 TONI BRAXTON You're Makin' Me High 18 ROB BASE/DJ EZ ROCK It Takes Two 68 FUGEES No Woman, No Cry 19 2 PAC Life Goes On 69 GAP BAND You Dropped A Bomb On Me 20 PUFF DADDY & THE FAMILY All About The... 70 TAG TEAM Whoomp! (There It is) 71 DIGITAL UNDERGROUND Humpty Dance DR. DRE Nuthin' But A 'G' Thang 21 L.L. COOL J Loungin 72 HOUSE OF PAIN Jump Around 22 23 QUAD CITY DJ'S C'mon 'N Ride It (The Train) 73 PRINCE Kiss 74 CANDYMAN Knockin' Boots 24 TLC Creep 25 FREAK NASTY Da' Dip 75 JODECI Come & Talk To Me 26 BONE THUGS-N-HARMONY Tha Crossroads 76 R. KELLY Your Body's Callin' 77 ONE WAY Cutie Pie 27 **KEITH SWEAT** Nobody 78 SLICK RICK Children's Story 28 MARY J. BLIGE Real Love 29 D.J. KOOL Let Me Clear My Throat 79 COOLIO f/L.V. Gangsta's Paradise 80 ADINA HOWARD Freak Like Me 30 FUGEES Ready Or Not 81 L.L. COOL J | Need Love 31 TLC Waterfalls 32 LUNIZ | Got 5 On It 82 RICKY MARTIN Maria 33 EN VOGUE (Don't Let Go) Love 83 MC LYTE Cold Rock Party 34 NAS If I Ruled The World 84 SALT-N-PEPA Shoop 85 SIR MIX-A-LOT Baby Got Back 35 2 PAC f/JODECI How Do You Want It **GROOVE THEORY** Tell Me 36 86 TOM TOM CLUB Genius Of Love BRANDY Sittin' Up In My Room 87 LIL' KIM Crush On You 37 88 SALT-N-PEPA Let's Talk About Sex 38 SALT-N-PEPA Push It 39 DEBBIE DEB When I Hear Music 89 SILK Freak Me 90 SNOOP DOGGY DOGG What's My Name? 40 MONICA Don't Take It Personal 91 YOUNG MC Bust A Move NAUGHTY BY NATURE O.P.P. 41 42 2 PAC | Get Around 92 112 Cupid 93 AALIYAH Back & Forth 43 GEORGE CLINTON Atomic Dog 44 SNOOP DOGGY DOGG Gin And Juice 94 NOTORIOUS B.I.G. Juicy 45 PLANET SOUL Set U Free 95 S.O.S. BAND Take Your Time (Do It Right) 46 METHOD MAN f/MARY J. BLIGE I'll Be There. 96 SWV Right Here 47 PAPERBOY Ditty 97 VANITY 6 Nasty Girl 48 MARIAH CAREY Fantasy 98 WYCLEF JEAN Gone Til November 49 SOUL IV REAL Every Little Thing | Do 99 SELENA Dreaming Of You 50 TLC Baby-Baby-Baby 100 SUGARHILL GANG Rapper's Delight

> Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 100 Power Gold is based on a sample of CHR/Rhythmic reporters for the airplay week of Wednesday 9/15-Tuesday 9/21. © 1999, R&R Inc.

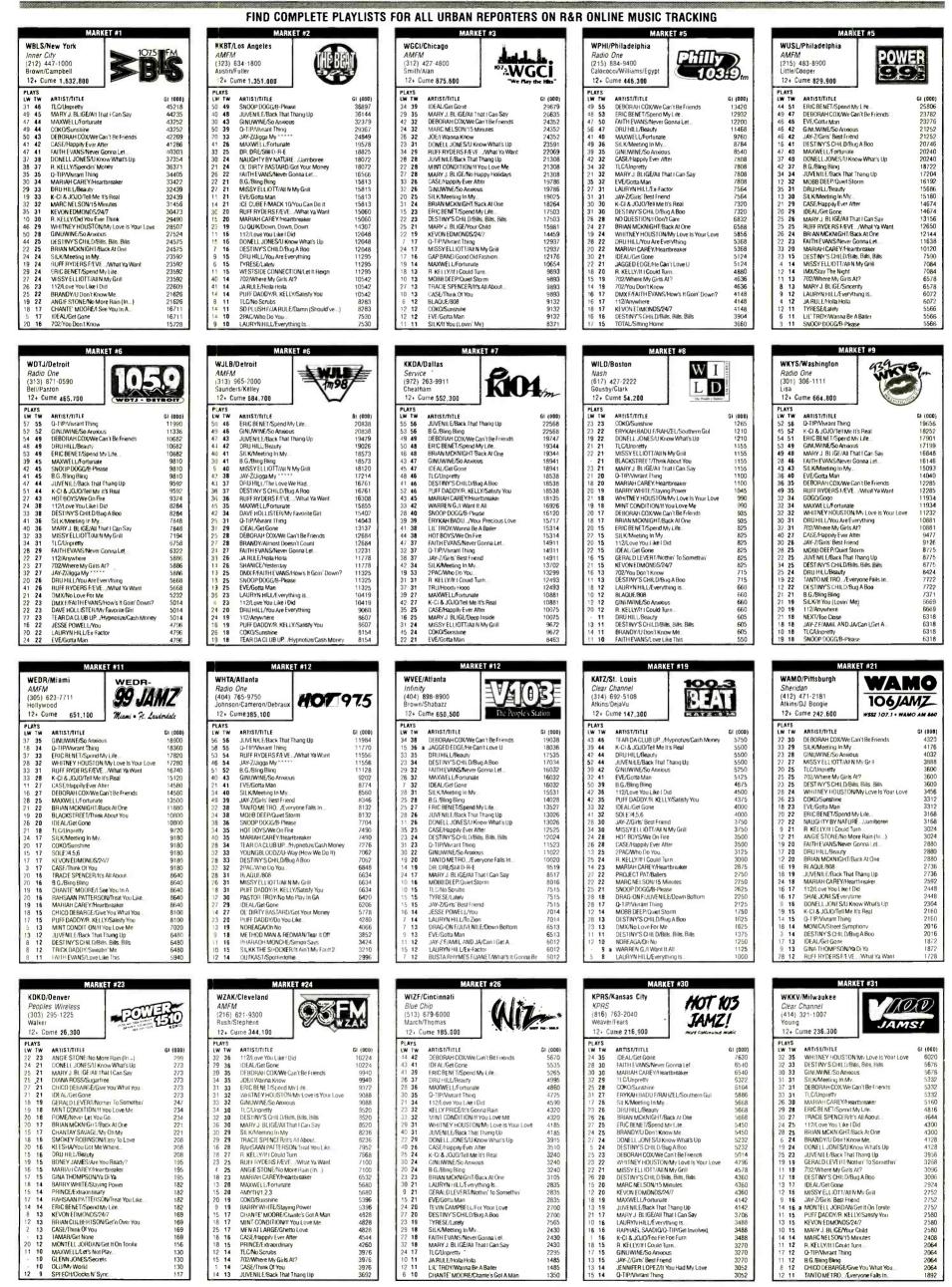


CHR/Rhythmic Playlists



Urban Playlists

October 1, 1999 R&R • 63



64 • R&R October 1, 1999

Urban



WALT LOVE

A Look At The Internet From An Insiders' Perspective

Intervox President Peggy Miles takes us on a quick trip in and around the Internet

echnology is propelling our industry into the future when it comes to communications. Obviously, I'm talking about the Internet — as is everybody else. To get a better understanding of some of the things the Internet will be offering us in the future, I talked with

Intervox.com President Peggy Miles.

Intervox is a digital broadcasting company based in Washington D.C. that's been in business since 1994. Miles and Intervox work with a number of leading broadcasting, entertainment' and technology companies around the country. She's also the author of two books, *The Internet Age Broadcaster*, which she wrote with Dean Sakai, and *The* Internet

World *Guide to Webcasting*. Both books are available at traditional and online bookstores.

Where It's Heading

I asked Miles to give us some insight into where all of this is headed from a broadcaster's perspective. She replied, "I think the major significance for the radio and the recording industries is the proliferation of webcasting stations. These are people who are streaming their radio stations, and, more importantly, those that are developing their own custom webcasting stations on the Internet.

"There are about 2,500 stations that are webcasting, and a lot of them are radio stations that are just retransmitting their signal on the Internet. The interesting phenomenon is the 250 to 300 stations that are Internetonly. Those are now taking a share of business away from radio stations.

"If you look at offices, there are more PCs than there are TVs or radios, and people have always liked to listen to their radios in their offices. So we now have another way for them to listen to either a favorite radio station or, even more so, to customize a radio station specifically for themselves.

"The issues that have plagued the webcasting industry for the last couple of years have been quality-ofservice issues — getting a goodquality sound. Technological innovations are making webcasting highly effective — not to mention the millions of dollars being spent on it by companies like Microsoft Corporation and RealNetworks. Now the radio corporations are starting to get into it as a business.

"We are seeing this because there have been some Internet-only companies like imagineradio.com and netradio.com and some others, including Spinner.com, that have done well. Spinner.com was bought for more than \$300 million dollars, along with another company, winamp.com, and all they had was radio sta-

tions that were webcasting on their service. They were not affili-

ated with a radio broadcaster." The Webcasting Advantage

"What's unique about webcasting is the fact that you can listen to a song and click to buy it," Miles explained. "That instant impulse purchasing of something is changing the way people perceive, hear, listen, purchase and sample music. That customer information goes to a database, and I can find that customer information on the database. That is the thing that most influences their purchasing habits in the future, and that's so important for the recording industry.

"Besides the webcasting, in the future we'll talk about differences between webcasters. We'll talk about something called digital downloading of music. That was launched by a couple of companies: a2b music, an AT&T subsidiary, and Liquid Audio. Since then, a little renegade file format has taken the Internet industry by storm. That particular format is called MP3.

"It's nothing more than a type of file transfer, but what happened was that it was so easy to do, a lot of kids would record CDs or get music and put it on the Internet. They would either send it by e-mail or put it on a website. Well, they started do this before the recording industry did it. Because of that, all this stolen music was proliferating on the 'Net, and it caused the recording industry to say, 'Oh, my goodness! My music is being stolen!'

"But what has really made the difference with MP3 was the ability to take it portable. There is a company in the Silicon Valley called Diamond Multimedia that introduced technology that allows you to take your music from the Internet anywhere you want to. So no longer do I have to listen to 12 songs in a row at the computer. I can now listen to my own compilation. So it's taking the music that you design portable."

The SDMI

"Because of all of this there is now a consortium called the SDMI, which is the Secure Digital Music Initiative," Miles continued. "It is made up of hundreds of member companies, but the only people who can rule on the proposed standards for secure digital delivery of music will be the actual recording companies and labels that are a part of the Recording Industry Association Of America.

"So we have seen in about a period of a year that webcasters can digitally download music and digitally downloading companies can webcast. In essence, there is no difference between webcasting, streaming media and digital downloading. You see this with RealNetworks, one of the popular ways to listen to live or recorded audio or video on the 'Net. RealNetworks has introduced what they call a 'jukebox' that downloads music.

"This is very popular, and this is not a myth. When all of the search engines are totaled, the term 'MP3' is a more popular term than 'sex.' If you go to any search site, like Yahoo!, HotBot or infoseek, you are going to see MP3s on the main page. So this has dramatically changed our industry."

NTR Opportunities

Knowing that broadcasters at this point want to know how they can make more money from these nontraditional revenue sources, I asked Miles to tell me how this technology can be of help to local broadcasters and how it can be a source of revenue. She replied, "It can definitely make them more money. For the first time a local broadcaster or a local webcaster can sell music directly. You are seeing initiatives by the RAB, which is putting up electronic com-

www.americanradiohistorv.com

"The interesting phenomenon is the 250 to 300 stations that are Internet-only. Those are now taking a share of business away from radio stations."

merce services to give a revenue share back to the radio stations for every record they've sold.

"At no time in the past has a radio station been able to actually take revenues off of record sales, because that always went to brick-and-mortar stores. So Dave Casper at the RAB, whose brainchild this idea was, and the RAB have put together an electronic commerce service, and he has more than 500 stations already signed up for it. They are about to get in on this type of revenue return, and that's a one-way step for a radio station.

"The second thing for a radio station to do — we're really not seeing much of this yet — is to not only stream their own music, but to start creating customized channels for the Internet. They haven't in the past, because there wasn't much initiative for the revenue returns. But if you really think about it, the Internet audience may be just a little bit different from the radio audience. The Internet audience has a different listening time, and, with the Internet audience, you can always put the call letters and information in. So it's really not Arbitron affecting it. It's about the accountability of the customer interactions. There's just so much that can be done through this medium that can add revenues to the bottom line."

Software To Come

Miles also told about some new software programs that you might like to know about.

"There are some different programs that are being introduced to the industry. One that I saw comes from a company that will compete with Diamond Multimedia's Rio portable digital downloading device. The competition comes from a product by Creative called the Nomad Digital Audio Player.

"Creative has also introduced a 3D program, LAVA. What's so interesting about this program is that, when you are listening to music on the Internet, you can also see a continuous 3D display of moving images. What they do is this: They take the logo of the artists, they take some files and they create something that's almost like a screen saver. So even if the bandwidth isn't high right now, they are finding different ways to create 'slide shows,' all the way up to full-motion video, where there would be music videos actually being seen on the Internet."

Finding A Web Builder

Here's Miles' advice on finding a company to create your website. "The first question you should ask the companies you are talking to about this is whether any of their current clients are making money on the Internet. and if so, how. What you have to understand is that this is such a commodity business right now that anybody can create websites. I mean, my manager does it in her free time, because she's creative and she just likes to do it for her personal use and to share.

"So, since this is something that can be done easily these days, it's no longer just putting up pages or just putting on streaming media. It's just like the radio industry — you don't just put on the songs. You have to be sophisticated in figuring out what draws people back.

"Here are some other things you should have in your criteria: Can they give you a reference of either radio station clients or record industry companies they've done work for that are successful and that you can talk to? Understand, you don't only want their technical expertise, because after a while technical expertise doesn't count if you don't have a strategic plan for why in the heck you even have a web page.

"What are you trying to accomplish with this page? Is it an advertising tool, or is it an electronic commerce tool? Is it purely a database marketing tool for self-marketing which is one of the killer applications for broadcasters — or is it for e-mail? You have to find out if the company or person who's going to be building this site for you knows why they are building the website. You may want them to give you 20 or 30 or 40 promotions that can make money or increase the TSL or increase people showing up in your hit count for today. Those are the critical questions. No longer can you say, 'What does your website look like, and does it load quickly?' You've got to know what you want and what you expect from your website."

You can reach Peggy Miles at Intervox at (202) 986-2636.



Pronounced (tay-mar)





IMPACT DATE: OCTOBER 11

Produced by Termaine Dupri for So So Det Productions Non-generit by Activity Control generity of So So Det Torong Americanity Control www.americanity.com



RR Urban Top 50

66

LU	L AR	[®] October 1, 1999					
LAST WEEK	THIS	ARTIST TITLE LABEL(S)	PLAYS	PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	DEBORAH COX We Can't Be Friends (Arista)	2546	-210	369343	14	74/1
4	2	IDEAL Get Gone (Noontime/Virgin)	2389	+134	304358	12	76/2
3	3	ERIC BENET Spend My Life With You (Warner Bros.)	2336	+78	325526	20	73/1
5	4	Q-TIP Vivrant Thing (Def Jam/IDJMG)	2201	-40	332365	12	70/0
2	5	SILK Meeting In My Bedroom (Elektra/EEG)	2197	-386	310827	17	71/0
6	6	MARIAH CAREY Heartbreaker (Columbia)	2133	+47	261880	5	78/0
8	Õ	TLC Unpretty (LaFace/Arista)	2080	+24	267645	9	74/0
7	8	WHITNEY HOUSTON My Love Is Your Love (Arista)	2026	-42	237694	11	72/0
10	9	BRIAN MCKNIGHT Back At One (Motown)	2005	+26	242212	7	74/0
11	10	JUVENILE Back That Thang Up (Cash Money/Universal)	1905	-66	318538	15	64/0
15	Ū	B.G. Bling Bling (Cash Money/Universal)	1899	+116	264655	8	70/0
20	12	DESTINY'S CHILD Bug A Boo (Columbia)	1807	+377	253303	3	78/0
17	B	EVE Gotta Man (Ruff Ryders/Interscope)	1746	+148	254645	5	73/1
19	Ø	DONELL JONES U Know What's Up (Untouchables/LaFace/Arista)	1733	+261	233902	7	70/2
13	15	GINUWINE So Anxious (550 Music/Epic)	1686	-203	342573	18	62/0
14	16	R. KELLY If I Could Turn Back (Jive)	1594	-248	164245	8	71/0
16	17	JAY-Z Girls' Best Friend (Epic)	1576	-43	218327	8	66/0
9	18	MARY J. BLIGE All That I Can Say (MCA)	1446	-602	240827	12	65/0
21	19	112 Love You Like Did (Bad Boy/Arista)	1341	-42	166139	14	64/1
22	20	PUFF DADDY F/R. KELLY Satisfy You (Bad Boy/Arista)	1314	+36	155929	4	71/0
23	1	MINT CONDITION If You Love Me (Elektra/EEG)	1245	+19	112182	7	66/0
25	æ	SNOOP DOGG B-Please (No Limit/Priority)	1245	+97	179913	4	64/0
26	æ	MARC NELSON 15 Minutes (Columbia)	1183	+92	146294	6	61/1
18	24	MISSY "MISDEMEANOR" ELLIOTT All N My Grill (EastWest/EEG)	1172	-355	200703	15	61/0
29	25	KEVON EDMONDS 24/7 (RCA)	1157	+102	146691	4	70/0
12	26	COKO Sunshine (RCA)	1145	-753	159037	12	62/0
30	Ð	GERALD LEVERT Nothin' To Somethin' (EastWest/EEG)	1132	+81	89705	4	66/1
Breaker		BRANDY U Don't Know Me (Like U) (Atlantic)	1129	+369	130128	2	68/1
.24	29	AMYTH 1,2,3 (Rock The Bells/WB)	1109	-54	78395	9	59/0
31	30	DRU HILL Beauty (University/IDJMG)	1089	+72	220927	6	21/0
33	0	CHICO DEBARGE Give You What You Want (Motown)	989	+82	89764	4	59/2
35	32	SO PLUSH F/JA RULE Damn (Should've Treated U) (Epic)	973	+123	75967	3	64/2
27	33	RUFF RYDERS F/EVE & NOKIO What Ya Want (Ruff Ryders/Interscope)	960	-124	214427	17	45/0
37	34	IMX Stay The Night (MCA)	948	+130	94369	3	60/2
42	69	ANGIE STONE No More Rain (In This Cloud) (Arista)	916	+172	85768	2	48/2
32	36	702 You Don't Know (Motown)	906	-102	82887	6	55/2
34	30	NOREAGA Oh No (Penalty/Tommy Boy)	882	+8	86515	5	57/0
28	38	DESTINY'S CHILD Bills, Bills, Bills (Columbia)	846	-210	176007	17	52/0
Debut	39	CASE Think Of You (Def Soul/IDJMG)	841	+381	103052	1	70/2
40	40	HOT BOYS We On Fire (Cash Money/Universal)	830	+58	101809	5	47/0
38	()	CHANTE' MOORE See You In A Different Light (Silas/MCA)	816	+28	84797	4	51/0
46	Ð	SOLE' 4,5,6 (DreamWorks)	798	+188	73563	2	56/2
44	4 3	WARREN G Want It All (G-Funk/Restless)	782	+90	86674	2	60/4
36	44	K-CI & JOJO Tell Me It's Real (MCA)	766	-61	151085	20	46/0
Debut	45	K-CI & JOJO Fee Fie Foe Fum (MCA)	752	+291	63190	1	65/11
45	46	METHOD MAN & REDMAN Tear It Off (Columbia/Def Jam/IDJMG)	729	+46	70893	4	56/1
Debut	Ð	OL' DIRTY BASTARD Got Your Money (Elektra/EEG)	706	+196	91669	1	58/7
50	(B)	TANTO METRO & DEVONTE Everyone Falls In Love (Penthouse)	589	+34	77422	2	30/0
Debut	49	MOBB DEEP Quiet Storm (Loud)	570	+117	102775	1	50/9
48	50	LIL' TROY Wanna Be A Baller (Short Stop/Republic/Universal)	566	-18	82597	17	38/0
				_			

Most Added.

ARTIST TITLE LABEL(S)	ADDS
MONTELL JORDAN Get It On (Def Soul/IDJMG)	63
JAGGED EDGE He Can't (So So Def/Columbia)	58
DR. DRE Still D-R-E (Aftermath/Interscope)	40
ROOTS What You Want (Columbia)	38
MASTER P Light It Up (Yab Yum/Elektra/EEG)	33
SHANDOZIA Baby, Like (Qwest/WB)	24
PUFF DADDY Do You Like (Bad Boy/Arista)	23
YOLANDA ADAMS Yeah (Elektra/EEG)	13
SOUNDS OF BLACKNESS You're The One (Zinc)	13
K-CI & JOJO Fee Fie Foe Fum (MCA)	11
NO QUESTION Don't (Philadelphia International)	11

Most Increased Plays TOTAL PLAY INCREASE ARTIST TITLE LABEL(S)

CASE Think Of You (Def Soul/IDJMG)	+381
DESTINY'S CHILD Bug A Boo (Columbia)	+377
BRANDY U Don't Know Me (Like U) (Atlantic)	+369
K-CI & JOJO Fee Fie Foe Fum (MCA)	+291
DONELL JONES U(Untouchables/LaFace/Arista)	+261
OL' DIRTY BASTARD Got Your (Elektra/EEG)	+196
DR. DRE Still D-R-E (Aftermath/Interscope)	+194
SOLE' 4,5,6 (DreamWorks)	+188
MONTELL JORDAN Get It (Def Soul/IDJMG)	+178
PUFF DADDY Do You Like (Bad Boy/Arista)	+173

Breakers®

BRANDY U Don't Know Me (Like U...) (Atlantic) TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART 28 1129/369 68/1

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE MUSIC TRACKING.



79 Urban reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked

by total plays for the airplay week of Sunday 9/19-Saturday 9/25. Bullets appear on songs gaining plays or remaining flat from

previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to

songs reaching 1000 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permis-

EU Eugenation of the first single from her solo debut

FOXY

in stores january 2000

Urban Action



ARTIST: J-SHIN TRACK: "One Night Stand" LABEL: ATLANTIC

On a recent trip to New York I stopped by Atlantic's office to say hello and see if I could get a free lunch. (Hey, a girl's gotta eat.) Of course, Atlantic/Promotion Ronnie Johnson and Sr. VP Morace Landy just *had* to play some music for me. At first the new artist they played sounded somewhat like R. Kelly during his Public Announcement days. But early in the song J-Shin's own style emerged, and his sound was incredible! When he came by the **R&R** offices, he was very polite and looked more like a rapper than a singer. But after listening to the CD, it's obvious J-Shin is a singer.

The debut single, featuring former Xscapee LaTocha Scott, goes for adds next week, and it speaks of what can happen when you combine a club encounter with unprotected sex.

In "One Night Stand" boy meets girl, boy has sex with girl, boy impregnates girl. According to dude, he was at a club, noticed how fly homegirl was looking and approached her. That same night they hooked up — a fairytale ending (for dude). However, homegirl has some drama in her situation. She had a man at home who wasn't giving her what she needed. He



neglected her, mistreated her, and "all they did was fuss and fight." Therefore, she ended up at the club with her homegirls, trippin', having a good time — then dude approaches and, well, baby makes three.

"You say you're havin' my baby/But I don't know if it's mine/It all started from a onenight stand/It wasn't part of the plan." (So there was a plan. Hmmm, did this "plan" include any mention of stopping at a drugstore?) "But now I see you got an attitude/And you're so confused/ You didn't tell me 'bout your man at home/So what'cha gonna do?" (Can you say, "Happy Father's Day"?) By this time homegirl is saying "to go half on a baby, it takes two." It's not like she went to the club to find someone to get her pregnant; she just wanted some attention, and it was during that "attention span" that she became pregnant.

But dude is saying he'll be a man and take responsibility for the child, he just needs to know for sure that it's his. According to him, "I know you're livin' with your man/Sleepin' with your man/Creepin' with your friends/Now you wanna blame it on me." (Sounds like a paternity test is needed here.)

J-Shin has a great voice, and LaTocha's vocal ability needs no reminder. These two complement each other on a song whose message should serve as a warning to those just wantin' to hit it and go.

You're going to do what you want to do, and for any reason you decide — but how hard is it to pack some Trojans, Sheiks, Magnums or Lifestyles? (Note: I had to do research at a local store to find the names of the aforementioned prophylactics.) Peace.

> - Tanya O'Quinn Asst. Urban Editor

IN MY OPINION

Prince

Prince The Vault...Friends 4 Sale Warner Bros. ^{with}Jerold Jackson

PD - WACR/Tupelo, MS

Pardon me for being more than a little biased, but I'm a genuine Midwestern Prince fan. I was not expecting much from Prince on this project — mostly because of his last WB release. So I was more than astonished to hear the diversity and the ageless Prince sound.

The blues cut "Five Women" is a little unconventional, but refreshing, and it's cool enough to play mainstream. I would positively have to say that the jazz cut "When the Lights Go Down" is a smooth groove, excellent for Quiet Storm play. It left me wanting to hear more than just 10 cuts from "the vault."

The Vault...Friends 4 Sale is an exceptional album. Though it was recorded in the early to mid-'90s and was meant for private use only, I'm so delighted we get a chance to hear this material. If I may use a cliché, it's classic Prince.

ADDVANCE NOTICE

Giving you fair warning: These are the singles that are going for adds on Tuesday (10/5).

DAVE HOLLISTER Can't Stay (DreamWorks)
J-SHIN f/LATOCHA One Night Stand (Atlantic)
JA RULE f/TAH MURDAH How Many Wanna (Yab Yum/Elektra/EEG)
KURUPT Girlz All Pause (Antra/Artemis)
MAXWELL Let's Not Play The Game (Columbia)
NAUGHTY BY NATURE Holiday (Anista)
PHAJJA Checkin' For Me (Warner Bros.)
TRACIE SPENCER Still In My Heart (Capitol)
TAMAR Get None (DreamWorks)
TASH f/RAEKWON Rap Life (Loud/Columbia)
TOTAL Tried (Bad Boy/Arista)
WINANS PHASE II It's Alright (Send Me) (Epic)





New & Active

TRICK DADDY Sweatin' Me (Slip N' Slide/Warlock) Total Plays 552, Total Stations: 43, Adds: 1 RAHSAAN PATTERSON Treat You Like A Queen (MCA) Total Plays: 538, Total Stations: 45, Adds: 1 VEGA Let Me Get It (Freeworld/Capitol) Total Plays: 497, Total Stations: 44, Adds: 0 MONICA F/OUTKAST Gone Be Fine (Arista) Total Plays: 456, Total Stations: 37. Adds: 0 **DR. DRE** Still D-R-E (Aftermath/Interscope) Total Plays 447, Total Stations, 48, Adds: 40 NITE & DAY Dante's Girl (Jive) Total Plays 384, Total Stations: 37, Adds: 3 WESTSIDE CONNECTION Let... (Lench Mob/Priority) Total Plays: 325, Total Stations: 37, Adds: 2 **PROJECT PAT** Ballers (Loud) Total Plays: 321. Total Stations: 24. Adds: 3

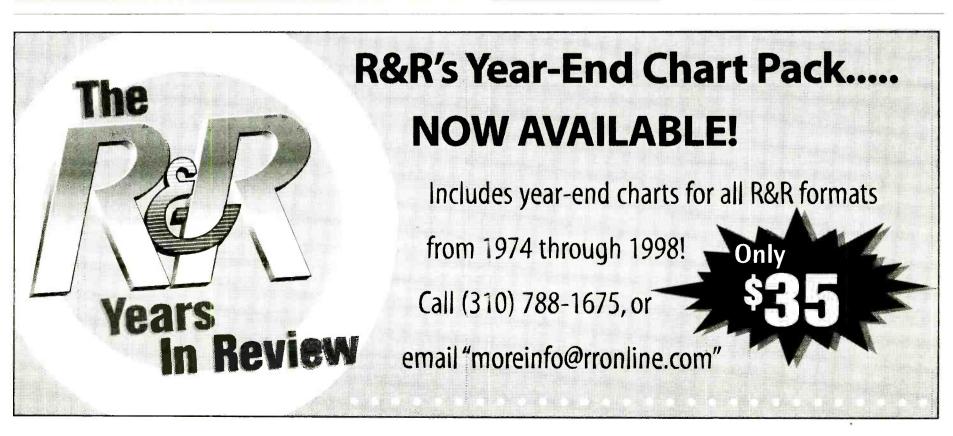
FREDDIE JACKSON Do You... (Orpheus/N.E.R.O.S.)
Total Plays: 316, Total Stations: 22, Adds: 0
CHA CHA He Likes (Noontime/Epic)
Total Plays: 301. Total Stations: 32, Adds: 2
PUFF DADDY Do You Like... (Bad Boy/Arista)
Total Plays: 297. Total Stations: 40. Adds: 23
MONTELL JORDAN Get It On Tonite (Def Soul/IDJ/MG)
Total Plays: 277, Total Stations: 65. Adds: 63.
R. KELLY Did You Ever Think (Jive)
Total Plays: 271. Total Stations: 38. Adds: 0
JAGGED EDGE He Can't... (So So Det/Columbia)
Total Plays: 221. Total Stations: 59. Adds: 58
EIGHTBALL & MJG Throw... (Suave House/Universal)
Total Plays: 221. Total Stations: 23, Adds: 0

Songs ranked by total plays

Most Played Recurrents

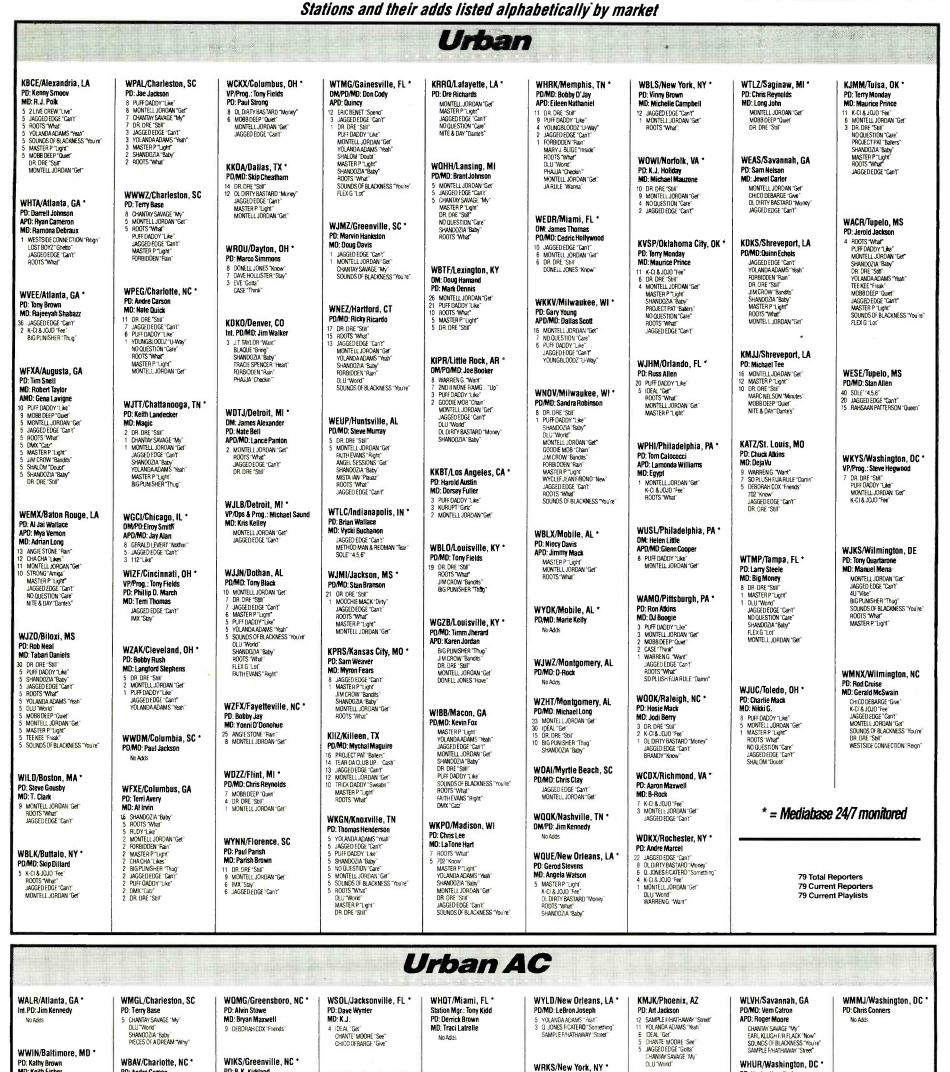
MAXWELL Fortunate (Rock Land/Interscope/Columbia) FAITH EVANS Never Gonna Let You Go (Bad Boy/Arista) CASE Happily Ever After (Def Jam/IDJMG) 702 Where My Girls At? (Motown) BLAQUE 808 (Track Masters/Columbia) 112 Anywhere (Bad Boy/Arista) TLC No Scrubs (LaFace/Arista) CHANTE' MOORE Chante's Got A Man (Silas/MCA) LAURYN HILL Ex-Factor (Ruffhouse/Columbia) JESSE POWELL You (Silas/MCA) TYRESE Sweet Lady (RCA) SILK If You (Lovin' Me) (Elektra/EEG) LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia) JT MONEY Who Dat (Tony Mercedes/Freeworld/Priority) JAY-Z F/AMIL AND JA Can I Get A ... (Def Jam/IDJMG) FAITH EVANS Love Like This (Bad Boy/Arista) FAITH EVANS F/PUFF DADDY All Night Long (Bad Boy/Arista) NEXT Too Close (Arista) K-CI & JOJO Life (Rock Land/Interscope) DMX F/FAITH EVANS How's It Goin' Down? (Def Jam/IDJMG)





70 • R&R October 1, 1999

Reporters



WWIN/Baltimore, MD WBAV/Charlotte, NC * PD: Kathy Brown MD: Keith Fisher PD: Andre Carson MD: DC INCOGNITO Myself

WVAZ/Chicago, IL *

CHANTAY SAVAGE "My

WMXD/Detroit MI*

WFLM/Ft. Pierce, FL

WFLM/FL.PIERCE, FL PD/MD: Michael James 10 DAVE HOLLISTER "Say" TRADE SPENCER "Heart" CHATTRY SAVAGE "My" DLU "World" SAMPLE FHATHAWAY "Street" BRENT JoneSTP. "Good" JAGGED EDGE "Cant"

DM/PD: Maxx Myrick APD/MD: Jamillah Muhammad

VP/Ops & Prog.: Michael Saund PD: Janet G. 1 MARY J. BLIGE "Say"

WIKS/Greenville, NC *

DEBORAH COX "Friends" MISSY ELLIOTT "Grill" IDEAL "Get" DESTINY'S CHILD "Bug" B.G. "Bling"

KMJQ/Houston, TX *

MD: Carl Conner MD: Carla Boatner 18 YOLANDA ADAMS "Yeal 2 MONTELL JORDAN "Get CHANTAY SAVAGE "My" JAGGED EDGE "Can't"

WKXI/Jackson, MS PD/MD: Stan Branson OLU "World" CULBERTSON & PERRY "Get'n" SOUNDS OF BLACKNESS "You're" KJLH/Los Angeles, CA * PD/MD: Cliff Winston

14 BRENT JONES/T.P. "Good" O. JONES F/CATERO "Something" OLU "Workd"

WRBV/Macon, GA

5 MARY J. BLIGE "Say" 5 RAHSAAN PATTERSON "Queen

KJMS/Memphis, TN *

MUL EITEEN NADKAITEN 8 BRAXTON BROTHERS "Try" 1 MARY J. BLIGE "Inside" OLU "World" CHANTAY SAVAGE "My" PHAJIA "Checkin"

PD: Bobby O'Jay MO: Eileen Nathaniel

PD: Kevin Fox MD: Lisa Charles

PD: B.K. Kirkland

KEVON EDMONDS '24/7" RAHSAAN PATTERSON "Queen" Q JONES F/CATERO "Something" GLENN JONES "Secrets" KOXL/Baton Rouge, LA

PD: Ai Jai Wallace 4 MONTELL JORDAN "Get" IDEAL "Get" FAITH EVANS "Right" OLLI "Workd" OLU "World" SOUNOS OF BLACKNESS "You're'

WBHK/Birmingham, AL * PD: Mike Abrams MD: Dave Donnell

IDEAL "Get" CHANTE' MOORE "See" SOUNOS OF BLACKNESS "You're" CHANTAY SAVAGE "My"

wMCS/Milwaukee, WI

WMCS/Milwaukee, Wi PD/MD: Tyrene Jackson 5 GLENNJONES "Secrets" 5 JI. TAYLOR "Want" 5 SHANDO2NA "Baby" 5 SAMPLE FHATHAWAY "Street" OLU "World" CHANTAY SAVAGE "My"

WOLT/Mobile, AL *

WOLT/Mobile, AL * PD: Mark Dylan MD: Kathy Barlow 5 CHANTAY SAVAGE*M/ 3 IDEAL "Cet YOLANDA ADAMS "Yeah" SOUNDS OF BLACKNESS "Your ee" BREN JOHNESTP. "Good" SAMPLE FANATHAWAY "Street"

WBKS/New York, NY 1

WCFB/Orlando, FL *

PD: Steve Holbrook 2 BRIAN MCKNIGHT "Back" KEVON EDMONOS "24/7" GLENN JONES "Secrets"

WDAS/Philadelphia, PA *

SOUNDS DF BLACKNESS "You're' DONELL JONES "Know"

PD: Joe Tamburro APD/MD: Daisy Davis

PD: Toya Beasley APD: Lenny Greene

No Adds

WHUR/Washington, DC 1

ID: David A. Dickinson OLU "Worki" YOLANDA ADAMS "Yeah" GLENN JONES "Secrets" CHANTAY SAWAGE "My" ANGIE STONE "Bain" RAHSAAN PATTERSON "Queen" EARL KLUGH F/R FLACK "Now"

WAAV/Wilmington, NC

JONATHAN BUTLER "Do" GLENN JONES "Secrets" SOUNDS OF BLACKNESS

PD/MD: Kala Richards

* = Mediabase 24/7 monitored

32 Total Reporters 32 Current Reporters 32 Current Playlists

PD: Hector Hannibal MD: David A. Dickinson

WFXC/Raleigh, NC *

WKJS/Richmond, VA *

PD: Kevin Kołax 3 SAMPLE F/HATHAWAY "Street

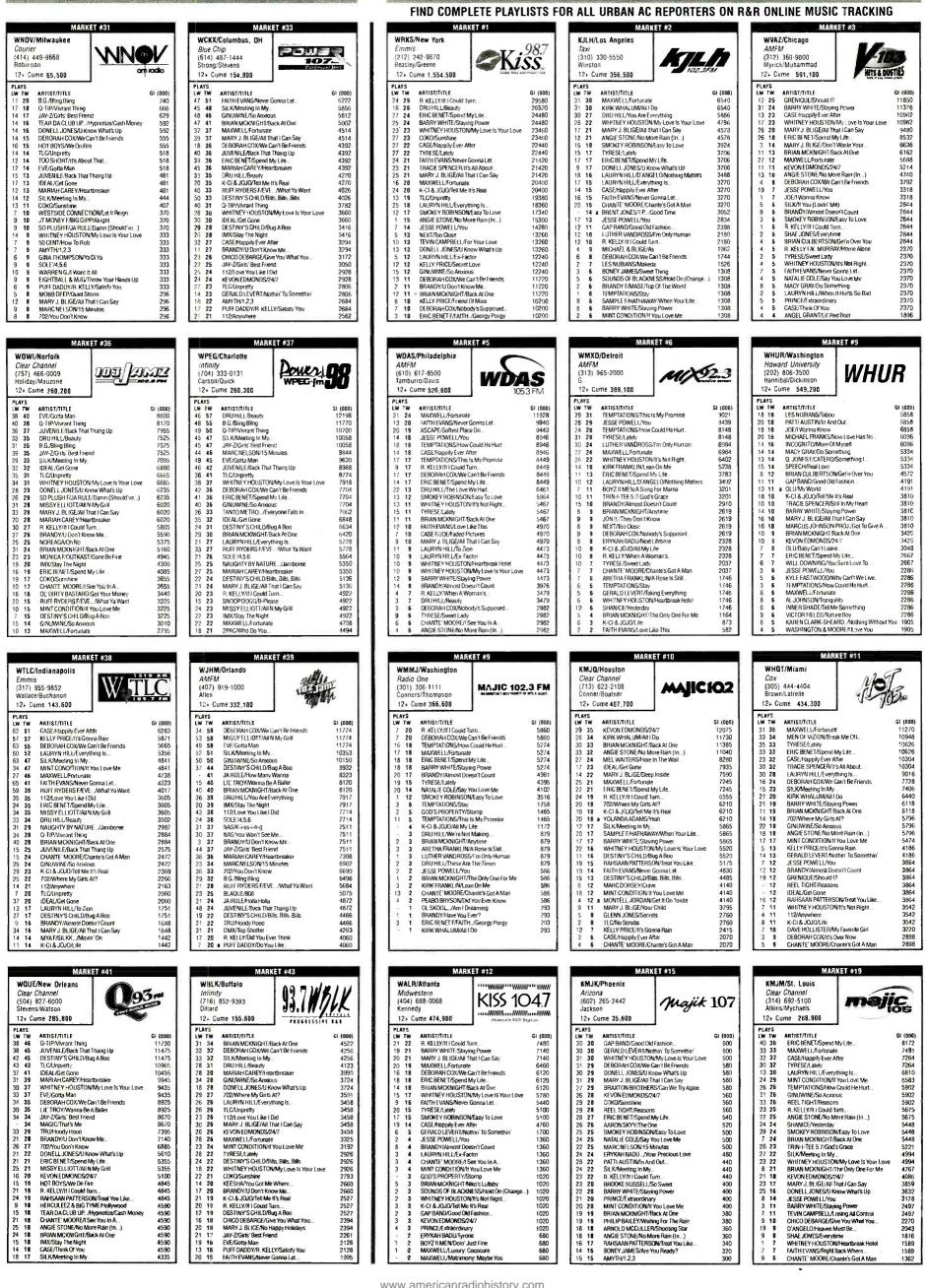
KMJM/St. Louis, MO *

OM/PO: Chuck Atkins APD/MD: Eric Michaels MONTELL JOBOAN "Get"

MD: Darryl Mor No Adds

Urban Playlists





REP Urban AC Top 30

Next Anish interceduction Funds Next Next Anish interceduction		1998 1998 1998 1998 1998	October 1, 1999	TOTAL	+1-	GROSS	WEEKSON	TOTAL STATIONS/	Most Added
2 BARRY WHITE Staying Power (Private Music/Windham Hill) 599 -81 102551 12 32/0 CHANTAY SAVAGE My On My (RCA) 5 0 R. KELLY II / Could Turn Back (<i>live</i>) 560 +63 101109 8 29/0 4 0 BRIAN MCKIGHT Back At One (Motown) 556 +64 84866 7 11 Joe SAMPLE F/LALAH HATHAWAY Street Life (PRA/G 3 MAXWELL Fortunate (Rock Land/Interscope/Columbia) 546 +19 119103 28 29/0 6 WHITTEY HOUSTON My Love IS Your Love (Arista) 519 +37 87356 10 27/0 10 DEBORAH COX We Can't Be Friends (Arista) 455 +61 71367 16 30/2 7 11 CASE Happit Veer After (Def Jam/DJ/MG) 375 -39 88810 19 27/0 8 ICASE Happit Veer After (Def Jam/DJ/MG) 375 -39 88810 19 27/0 9 JSSS E POWEL You (SIASMCA) 322 +38 63729 4 28/2 10 UI	LAST WEEK	THIS		TOTAL PLAYS	PLAYS	IMPRESSIONS (00)	CHART	ADDS	MOSL Added®
5 R. KELLY If I Could Turn Back (Jwe) 560 +63 101109 8 29/0 4 0 BRIAN MCKNIGHT Back At One (Motown) 558 +46 84866 7 31/1 5 0 MAXWELL Fortunate (Rock Land/Interscope/Columbia) 546 +19 119103 28 29/0 6 0 WHITNEY HOUSTON My Love Is Your Love (Arista) 519 +37 87356 10 27/0 10 DEBORAH COX We Can't Be Finends (Arista) 455 +61 71367 16 30/2 5 0 MARY J. BIGE All That I Can Say (MCA) 439 -37 78836 12 25/2 6 0 MARY J. BIGE All That I Can Say (MCA) 430 -76 88390 18 24/0 8 10 CASE Happily Ever Atter (Def Jam/DJ/MG) 375 -39 88810 19 27/0 8 11 JESSE POWELL You (Stas/MCA) 322 +38 69729 42 25/0 17 JESSE POWELL You (Stas/MCA) 323	f	0			+7				ARTIST TITLE LABEL(S) ADDS
4 BBIAN MCKNIGHT Back At One (Matown) 558 +46 84866 7 31/1 3 MAXWELL Fortunate (Rock Land/Interscope/Columbia) 546 +19 119103 28 290 5 WHITNEY HOUSTON My Love Is Your Love (Arista) 519 +37 87356 10 27/0 10 SMOKEY ROBINSON Easy To Love (Motown) 475 +97 68969 7 26/0 10 DEBORAH COX We Can't Be Friends (Arista) 455 +61 71367 16 30/2 11 CASE Happity Ever Atter (Del Jam/DIMG) 375 -39 88810 19 27/0 11 CASE Happity Ever Atter (Del Jam/DIMG) 375 -36 88890 18 24/0 12 GASE Happity Ever Atter (Del Jam/DIMG) 375 -36 88810 19 27/0 13 CASE Happity Ever Atter (Del Jam/DIMG) 353 +32 53396 4 28/2 14 CUINCY JONES F/CATERO Something L. (Jams/Private VIDJMG) 322 +38 69729 42 25/1 15 GAP BAND Good Old Fashion Lovin' (Big Trax/Private VIDJMG)	2								CHANTAY SAVAGE My Oh My (RCA) 11
3 MAXWELL Fortunate (Rock Land/Interscope/Columbia) 546 +19 119103 28 29/0 6 WHITNEY HOUSTON My Love Is Your Love (Arista) 519 +37 87356 10 27/0 11 Ø SMOKEY ROBINSON Easy To Love (Matown) 475 +97 68969 7 26/0 16 DEBORAH COX We can't Be Friends (Arista) 455 +61 71367 16 30/2 17 TYRESE Lately (RCA) 439 -37 78936 12 25/2 17 TYRESE Lately (RCA) 403 -76 88390 18 24/0 CHANTE 'NOBRE I See You In A Different (Sias/MCA) 18 CASE Happily Ever After (Def Jam/IDJ/MG) 375 -39 8810 19 27/0 RAHSAAN PATTERSON Treat You Like A Queen (MCA' 17 J. JESSE POWELL You (Sias/MCA) 353 +32 53396 4 28/2 QUINCY JONES FrCATERO Something L (Dwet/WB 18 CASE PAAND Good Old Fashion Lovin' (Big Trax/Private I/IDJ/MG) 318 -29 30066 21/0 19	5	-							OLU My World (Gee Street/V2) 9
6 WHITNEY HOUSTON My Love Is Your Love (Arista) 519 +37 87356 10 27/0 11 0 SMOKEY ROBINSON Easy To Love (Motown) 475 +97 68969 7 26/0 10 0 DEBORAH COX We Can't Be Friends (Arista) 455 +61 71367 16 30/2 2 9 MARY J. BLIGE All That I Can Say (MCA) 439 -37 70 78336 12 25/2 7 10 TYRESE Lately (RCA) 403 -76 88390 18 24/0 8 11 CASE Happity Ever After (Del Jam/DJMG) 375 -39 88810 19 27/0 9 AKEION Eaking To Could (Arista) 361 +39 63128 5 25/1 QUINCY JONES / CASER	4		· · ·						JOE SAMPLE F/LALAH HATHAWAY Street Life (PRA/GRP) 7
s WHITNEY HOUSTON My Love IS Your Love (Arista) 519 +37 87356 10 2270 10 SMOKEY ROBINSON Easy To Love (Motown) 475 +61 68969 7 26/0 10 DEBORAH COX WE Can't Be Friends (Arista) 455 +61 71367 16 30/2 10 DEBORAH COX WE Can't Be Friends (Arista) 455 +61 71367 16 30/2 10 GERRAH COX WE Can't Be Friends (Arista) 455 +61 68390 18 24/0 11 CASE Happity Ever Atter (Def Jam/IDJMG) 375 -39 68810 19 27/0 Breaker (I) ANGIE STONE No More Rain (In This Cloud) (Arista) 361 +39 63128 5 25/1 OUINCY JONES F/CATERO Something L (OvestWB Breaker (I) KEVON EDMONDS 24/7 (RCA) 322 +38 69729 42 25/0 OUINCY JONES Methy Rober Advantage (Motown) 12 5 GAP BAND Good Did Fashion Lovin' (Big Trax/Private //DJ/MG) 318 -29 30066 8 21/0 MOSE Increased (Plays) 12 GAP BAND Good Did Fashion Lovin' (Big Trax/Private //DJ/MG) 318	3								SOUNDS OF BLACKNESS You're The One (Zinc) 7
11 0 SMOKEY RUBINSON Easy 10 Love (Motown) 44'5 +97' 68969 7 20/0 10 0 DEBORAH COX We Can't Be Friends (Arista) 455 +61 71367 16 30/2 10 MARY J. BLIGE All That I Can Say (MCA) 439 -37 78936 12 25/2 7 10 TYRESE Lately (RCA) 403 -76 88390 18 24/0 8 11 CASE Happity Ever After (Def Jam/IDJMG) 375 -39 88810 19 27/0 CHANTE' MOORE I See You In A Different (Sias/MR 8 12 CASE Happity Ever After (Def Jam/IDJMG) 375 -39 88810 19 27/0 CHANTE 'MOORE I See You In A Different (Sias/MR 8 TY (D. Sias/MCA) 322 +33 63128 5 25/1 UINCY JONES FrCATERO Something I (Owest/WB 112 15 GAP BAND Good Old Fashion Lovin' (Big Trax/Private I//DJMG) 318 -29 30066 8 21/0 MONTELL JORDAN Get I to Tonite (Def Sour/DJMG 12 16 MATALLE	6	-							
10 UEbonan Cox We Can't Be Friends (Arista) 439 +01 /130/ 16 30/2 8 9 MARY J. BLIGE All That I Can Say (MCA) 439 -37 78936 12 25/2 7 17 TYRESE Lately (RCA) 403 -37 78936 12 25/2 8 11 CASE Happily Ever After (Def Jam/IDJMG) 375 -39 88810 19 27/0 Breaker ANGIE STONE No More Rain (In This Cloud) (Arista) 361 +39 63128 5 25/1 JESSE POWELL You (Silas/MCA) 322 +38 69729 42 25/0 12 15 GAP BAND Good Old Fashion Lovin' (Big Trax/Private I/IDJMG) 318 -29 30066 8 21/0 14 16 REEL TIGHT Reasons (G-Funk/Restless) 284 -7 27317 12 18/0 15 18 NATALIE COLE Say You Love Me (Elektra/EEG) 233 +31 32326 8 21/0 24 PRINCE Extraordinary (Warner Bros.) 231 +31 <td>11</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	11								
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10 111LSE Laplity (NCM) 403 170 0039 16 24/0 RAHSAAN PATTERSON Treat You Like A Queen (MCA Breaker 12 ANGIE STONE No More Rain (In This Cloud) (Arista) 361 +39 63128 5 25/1 DUINCY JONES F/CATERO Something I (Owest/WB Breaker 13 ANGIE STONE No More Rain (In This Cloud) (Arista) 361 +39 63128 5 25/1 QUINCY JONES F/CATERO Something I (Owest/WB Breaker 14 JESSE POWELL You (Silas/MCA) 322 +38 69729 42 25/0 MONTELL JORDAN Get It On Tonite (Def SouV/DJMG) 12 15 GAP BAND Good Old Fashion Lovin' (Big Trax/Private I/IDJMG) 318 -29 30066 8 21/0 MOSEL JORDAN Get It On Tonite (Def SouV/DJMG) 14 16 REEL TIGHT Reasons (G-Funk/Restless) 273 +22 38204 6 22/0 MOSEL JORDAN Get It On Tonite (Def SouV/DJMG) 15 18 NATALIE COLE Say You Love Me (Elektra/EEG) 273 +22 38026 8 12/0 MOSEL PREAKER Plays MOSEL PREAKERS Plays 21 PRINCE Extraordinary (Warner Bros.) 230 -2 <td>8</td> <td>9</td> <td>· · · ·</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	8	9	· · · ·						
Breaker ANGLE Happing Lob Akore Rain (In This Cloud) (Arista) 361 +39 63128 5 25/1 Breaker KEVON EDMONDS 24/7 (<i>RCA</i>) 353 +32 53396 4 28/2 17 JESSE POWELL You (<i>Silas/MCA</i>) 322 +38 69729 42 25/0 17 JESSE POWELL You (<i>Silas/MCA</i>) 322 +38 69729 42 25/0 18 REEL TIGHT Reasons (<i>G-Funk/Restless</i>) 284 -7 27317 12 18/0 19 MINT CONDITION If You Love Me (<i>Elektra/EEG</i>) 273 +22 38204 6 22/0 15 18 NATALIE COLE Say You Love Me (<i>Elektra/EEG</i>) 254 -42 34872 18 24/0 24 PRINCE Extraordinary (<i>Warner Bros.</i>) 233 +31 32326 12/0 SMOKEY ROBINSON Easy To Love (Motown) 21 OP RINCE Extraordinary (<i>Warner Bros.</i>) 230 -2 35025 17 14/0 22 22 KIRK WHALUM All Lo (<i>Warner Bros.</i>) 230 -23 5217 14/0 Noter Real (McA) 200 +16 214.51 3	7	10							
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19Image: Mint Condition If You Love Me (Elektra/EEG)273+2238204622/01518NATALIE COLE Say You Love Me (Elektra/EEG)254-42348721824/024IP FAITH EVANS Never Gonna Let You Go (Bad Boy/Arista)243+22590262119/021IP PRINCE Extraordinary (Warner Bros.)237+424049524/025ISILK Meeting In My Bedroom (Elektra/EEG)233+3132326812/02222KIRK WHALUM All I Do (Warner Bros.)230-2350251714/02324-17460751817/0N. KELLY If I Could Turn Back (Jive)28GERALD LEVERT Nothin' To Somethin' (EastWest/EEG)209+3321704316/027GERALD LEVERT Nothin' To Somethin' (EastWest/EEG)200+1621454318/32626FREDDIE JACKSON Do You Wanna (Orpheus/N.E.R.O.S.)193-316191419/020BRIAN CULBERTSON Get'n Over You (Atlantic)172+6819950121/1QUINCY JONES F/CATERO Something I (Owest/WB)3030BONEY JAMES Are You Ready? (Warner Bros.)167+2414333219/0IDEAL Get Gone (Noontime/Virgin)	12	15							
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72

32 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 9/19-Saturday 9/25. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 350 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.

New & Active

INCOGNITO More Of Myself (Blue Thumb/Verve) Total Plays: 154, Total Stations: 16, Adds: 1

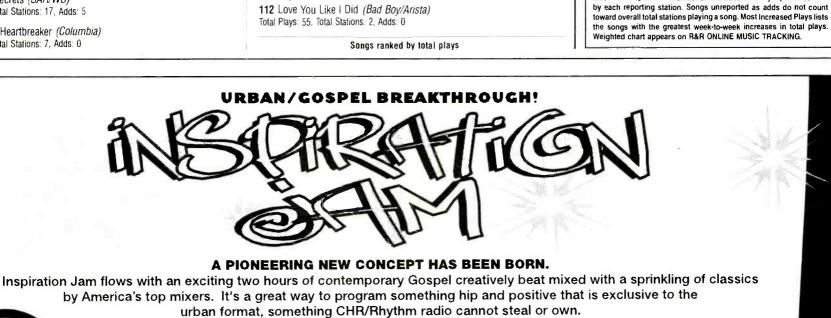
CHANTE' MOORE I See You In A Different Light (Silas/MCA) Total Plays: 149, Total Stations: 18, Adds: 3

QUINCY JONES F/CATERO Something | Cannot Have (Qwest/WB) Total Plays: 121, Total Stations: 16, Adds: 3

GLENN JONES Secrets (SAR/WB) Total Plays: 119, Total Stations: 17, Adds: 5

MARIAH CAREY Heartbreaker (Columbia) Total Plays: 115, Total Stations: 7, Adds: 0

GINUWINE So Anxious (550 Music/Epic) Total Plays: 98, Total Stations: 3, Adds: 0 ORU HILL Beauty (University/IDJMG) Total Plays: 93. Total Stations: 2, Adds: 0 SHAE JONES Everytime (Universal) Total Plays: 92, Total Stations: 11, Adds: 0 IDEAL Get Gone (Noontime/Virgin) Total Plays: 87, Total Stations: 10, Adds: 6 112 Love You Like | Did (Bad Boy/Arista) Total Plays: 55, Total Stations: 2, Adds: 0





Doc Wynter

"Inspiration Jam is a great positive idea whose time has come. After listening in my office to a 26 minute segment, I was surprised, blown away, and very eager to recommend it to my group of stations. It's very radio accessible and will be a ratings powerhouse."

- Doc Wynter, Director, Urban Programming, Clear Channel

Get the info on Inspiration Jam before your competition locks it up. CONTACT GARY B. OR JOHN C. AT SUPERADIO 508.480.9000



Breakers®

ANGIE STONE

No More Rain (In This Cloud) (Arista)

25/1

KEVON EDMONDS

24/7 (RCA)

TOTAL STATIONS/ADDS

28/2

Most Added is the total number of new adds officially reported to R&R

TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS

361/39

TOTAL PLAYS/INCREASE

353/32

CHART

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CHART

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www.americanradiohistorv.com



Most Played Recurrents

TEMPTATIONS How Could He Hurt You (Motown)
BRANDY Almost Doesn't Count (Atlantic)
CHANTE' MOORE Chante's Got A Man (Silas/MCA)
TEMPTATIONS This Is My Promise (Motown)
GLENN JONES Baby Come Home (SAR/WB)
WHITNEY HOUSTON It's Not Right But It's Okay (Arista)
WHITNEY HOUSTON Heartbreak Hotel (Arista)
LAURYN HILL Ex-Factor (Ruffhouse/Columbia)
DEBORAH COX Nobody's Supposed To Be Here (Arista)
CASE F/JOE Faded Pictures (Def Jam/IDJMG)
TEMPTATIONS Stay (Motown)
TYRESE Sweet Lady (RCA)
K-CI & JOJO Life (Rock Land/Interscope)
TRIN-I-TEE 5:7 God's Grace (B-Rite/Interscope)
NEXT Too Close (Arista)
DRU HILL These Are The Times (University/IDJMG)
R. KELLY When A Woman's Fed Up (Jive)
BRIAN MCKNIGHT Anytime (Motown)
BRIAN MCKNIGHT The Only One For Me (Motown)
FAITH EVANS Love Like This (Bad Boy/Arista)

URBAN AC Going For Adds 10/5/99

DAVE HOLLISTER Can't Stay (DreamWorks) J-SHIN f/LATOCHA One Night Stand (Atlantic) LES NUBIANS Demain (OmTown/Virgin) MAXWELL Let's Not Play The Game (Columbia) TRACIE SPENCER Still In My Heart (Capitol) WINANS PHASE 2 It's Alright (Send Me) (Word/Epic)



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Network Top 100 Power Gold is based on a sample of Urban AC reporters for the airplay week of Wednesday 9/15-Tuesday 9/21. © 1999, R&R Inc.



Country



LON HELTON

MP3radio.com Helps Radio Build A Better Website

□ New Cox-MP3.com venture to provide free website content

he Internet may well be the most underutilized audience- and revenue-delivery tool available to radio. In the past year I've heard a number of experts, including Broadcast.com founder Mark Cuban at **R&R** Convention '99, voice the opinion that radio just isn't doing enough in that arena.

One of the problems, of course, is that websites can ingest huge quantities of content and must be continually maintained. Few stations have the manpower or expertise to do this correctly.

To the rescue comes Cox Interactive Media, which has entered into a joint venture with MP3.com to form a new company, MP3radio.com. Joining us this week to explain

what the company is and how it benefits radio is newly appointed MP3radio.com President & COO **Gregg Lindahl.** A veteran broadcaster who has been both a GM and PD at major-market radio stations. he most recently was President of Cox's Eagle Research.

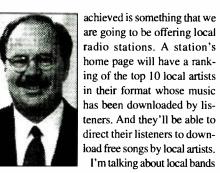
R&R: Exactly what is this new company all about?

GL: MP3radio.com is being built to be the next step for radio and the Internet. Cox Interactive Media is a separate division of Cox Enterprises, which has been engaged full-time in the business of the Internet for the last three years. It has almost 500 employees working in that area, and it's one of the largest operators in the city or the country. And then there is the phenomenon that is the MP3.com site. Those are our founders.

What we want to do as a company is to build reach and frequency for radio stations' Internet websites. Radio has thought of its websites as brand extensions, but there is no traffic to speak of going to those sites. If you looked at Media Metrix numbers for all the major markets, there is only one radio station (KFMB/San Diego) that makes the top 100 websites for local usage. Major players like Yahoo! and AOL dominate all usage on the web, and local websites really have no traffic. You see that in market after market.

R&R: What will you be able to do for radio stations that they can't do for themselves?

GL: MP3.com is the leading music portal on the web. It has over 25,000 artists and 150,000 different songs on its site. In terms of scale, the next closest music sites for collectors of music have about 3,000 to 4,000 artists. The volume and scale that MP3.com has



Gregg Lindahl and artists who have submit-

ted their music to be downloaded on MP3.com and put on sale or made available for free. MP3.com is where those artists reside, and people can search by what kind of music is available where they live. Stations will be able to capture the MP3.com list of artists who live and perform in their marketplace, where the artists also have family and friends.

R&R: So the focus is on local artists and bands?

GL: The functionality of having downloads of local artists' music on your website can drive traffic to the website and is the next step to grow audience on the Internet. It's unique, and a functionality that most radio station websites don't have. You can simply put this on your website and start driving traffic.

R&R: What about access to music by stars?

GL: This is just the first of many steps that will not only make available music by local artists, but by stars as well. But the initial traffic driver is going to come through the functionality that exists right now at MP3.com. The opportunity being offered is like if five years ago Yahoo! offered radio stations an exclusive relationship with their portal. That would have been something that most people would have said yes to.

R&R: Most radio stations today don't use local artists to drive listeners to their radio stations. Why should they use them to drive people to their websites?

GL: Why do they drive 500,000 people a day to MP3.com? People like to discover a world of new music, and it's also the way a lot of people are using the web. Most radio stations like the idea of being able to help promote local artists, but most stations acknowledge that it's difficult to play them on-air. Imagine promoting and supporting local artists, but doing it through your website. **R&R:** Describe the way a local radio station affiliation would work.

GL: We're in seven different formats — Alternative, CHR, Country, Hot AC, Rock, Urban and Urban AC — and our affiliates are format-exclusive by market. A radio station will promote its website, which includes a link-box that says "Free music download." A flashing box would feature an artist, a format event or an event we're executing on the network. Listeners would click on that box and go to an MP3radio network home page where the radio station has the preferred and dominant branding and an ad avail.

There are a number of places a visitor can go from that page. There's news. There's a calendar that shows when and where artists are playing. They can buy a CD, take part in an event like a backstage chat — and the events always look like they're the station's events. There are icons that lead them to a place where they can see a picture of the venue and the seating chart, or that take them to tickets.com, where they can get event tickets. We invested in tickets.com so we can bring stations the ability to sell tickets on their sites. Of course, the station gets co-branding on that page as well.

There are also showcase link-boxes integrated into station home pages. The star of the page is the free music downloads. Also shown is the ranking of the top 10 most-requested local artists in the market as determined by downloads at MP3.com.

R&R: What's it cost?

GL: It's free to radio stations - no cash, no barter. We ask radio stations to promote it with a minimum number of promotional mentions per week. They also get 20% of the e-commerce revenue from the transactions that occur on the network. And they get 20% of the ad inventory on the network, so it's an additive deal. They are also able to maintain complete control of their website to pursue whatever strategy they want to pursue. Whatever inventory they have on their own website is 100% theirs. Whatever else they want to do, they can do, as long as that showcase link-box is above the fold on their home page. It's a real simple affiliation. **R&R:** What else does a station get

as an affiliate? GL: Imagine the possibilities. We

GL: Imagine the possibilities. We can do things on our site that are pretty

www.americanradiohistory.com

"What we want to do as a company is to build reach and frequency for radio stations' Internet websites. Radio has thought of its websites as brand extensions, but there is no traffic to speak of going to those sites."

powerful when you think of a network of radio stations. We can execute starpowered events, private chats, webcasts — experiences that involve the stars of a format on the Internet — and the radio stations get to promote them on their own sites. Not on Yahoo or America Online, but on their own sites.

MP3.com is putting together concert tours. Radio stations would get the right of first refusal for whatever kinds of "presents" deals that come with those shows. Think about all the fun radio could have with a Battle of the Bands on their website, and all the traffic they could drive doing star-powered promotions and events.

R&R: So, among other things, you'll be providing program content on the Internet for station websites?

GL: And functionality — something for people to do, experience and interact with. The Edison Media research project shows that people don't come back to station websites. The web is about functionality — things to do, things that help with your life — and about diversion or entertainment of some kind. It isn't about reading stuff on the web. This solves that. It's the first step to giving stations some functionality on their websites.

Radio has to take the same kind of discipline they've been so good at in building audiences on the air and leveraging those ratings for revenue and apply it from a web-user perspective. They have to understand how people use the web and what they want on the website. One of first things they tell you is they want something to do.

R&R: And this is all without providing the station's streaming audio on the website?

GL: That's correct. There are other companies that will help do that if that's what the station wants. Most people who use a station's website love the idea of being able to listen to that station. You can see it out there in mass quantities already. But the problem is that it's not drawing significant audience to the website. It's a nice feature, but it's not a draw. This is a draw.

R&R: What would you say to broadcasters about their use of the Internet?

GL: Radio needs to begin treating their websites with the same kind of discipline and execution that they treat their product and sales efforts with. We're past the point in time where we call the Internet an emerging medium. It isn't. It's there. It has 90 million users, and it only took five years to get there. If you want to play on the Internet space and you have a website, you must operate it like people use it. And people on the web *use* the web, they don't *read* the web.

For your website to be attractive, you must give them a compelling reason to go there and a reason to get them to come back. It's not enough to just have pictures of your promotions; you need something for them to *do*. We provide something for your website visitors to do.

The proof that people enjoy MP3.com is that it has 500,000 visits per day. People on their site are turning 6.7 paid views. The industry average is 2.3, which shows you the functionality this whole free music download thing is all about.

R&R: What about those broadcasters who are afraid of losing listeners to the Internet?

GL: Radio sometimes fears that people using the 'Net results in some kind of loss to radio. I don't think that's something people should be bemoaning. The Internet is here as a mass medium. The trick is to get your brand in front of those people using the Internet. The way to do that is to program to them on the 'Net the way that they use the 'Net, just the way that TV commercials play to the way people watch TV.

To have the brand extension that you want from your website really work, people have to go there. The competition is the major portal sites, not other stations or other radio websites. The competition is any website that has functionality and holds people's attention. You just want a share of their time on the Internet. What are you doing now that will capture a share of people's time on the Internet? That's the question people should be asking, and then they should be searching for ways to provide that. What we have is a solution that is the first step.

If we as a company are doing our job well, we'll be the leading company in providing steps two, three and four when it comes to building reach and frequency for radio station websites. That's why we want the position with the ticketing company. When it co to content in the future, we will be bidding against Yahoo and AOL. 1 think that some artists and record companies will see that as a revenue stream, especially when it comes to catalog material. So we want to be positioned to help radio retain those kind of things for their own websites. Clearly, we are an Internet company, but we are radio people who are here to service radio and who understand radio's needs.

A Conversation With A Country Icon

□ Merle Haggard discusses his new CD, autobiography and pay-per-view special

M erle Haggard's music might lead you to believe that he's fearless, but the Country Music Hall of Fame member admits he's a bit apprehensive about performing Saturday's (10/2) pay-per-view TV special from the Las Vegas Hilton.

"I'm scared," Haggard tells **R&R.** "Man, oh man, this is going to be some sort of an athletic event. I can do two hours onstage and hardly say hello and goodbye — and I can't get but about 18 to 20 songs in there. They've got this three-and-a-half-hour schedule where they want me to do 43 songs." He laughs, adding, "If I die on the 35th song — have a coronary or a stroke or something — let it be known that I went on the stage with the full knowledge. I don't know how in the hell I'm gonna do it. It's gonna be a test."

Haggard and pop singer/songwriter Jewel performed on last week's CMA Awards show. She'll join him again in Vegas for the pay-per-view special, which coincides with the release *Merle Haggard for the Record: 43 Legendary Hits,* a two-CD compilation created by TBA Records with distribution and marketing by BNA, and HarperCollins' publication of *My House of Memories: For the Record,* a new autobiography written in collaboration with Tom Carter.

The pay-per-view concert special, produced by TBA TV and presented by BMG Music Service, will feature Haggard performing more than 30 of his No. 1 singles, along with other hits from a career that has spanned more than three decades. Haggard's other musical guests will include Willie Nelson, Dwight Yoakam, Connie Smith and Freddy Powers.

The Album

Haggard's recently released CD features rerecordings of his hits, including duets with Jewel ("Silver Wings," "That's the Way Love Goes"), Alabama ("Ramblin' Fever"), Willie Nelson ("Pancho &



Merle Haggard

Lefty") and Brooks & Dunn ("Movin' Cn"). When asked why he decided to remake his songs, he says, "I hate to say that a project is about money. But when we started to do it for money, we left the money part of it out of the studio.

"We went back in and said, 'How are we going to record those classics again?' All we can do is do them the best we can do them today with the new technology and with what I've learned since I first recorded them. Some of them are not as good, some of them are different and some of them are better. It was like going to a psychiatrist to do these rerecordings."

Haggard acknowledges, "I don't think there's anything that can touch the original records," but he adds, "We had to say, 'We can't go in there and try to chase our own tail or drink our own bath water.' We've got to look at it like, 'This is the way we're gonna cut "Mama Tried" in the year of 1998.' We can't expect to kick as high on the wall as we did when we first recorded those things. It would be like asking Sugar Ray Leonard to come in and whip Roberto Duran again. We're really fortunate that they came out as good as they did."

Haggard has recorded throughout his career, but he says the modern techniques are a far cry from when he cut his first tracks for Capitol in the '60s. "You're going to be able to tear apart each section and fix it individually. We didn't have those options in 1967. We had to be prepared. We had three hours in the studio back in those days. I can remember twice going into Capitol in Hollywood and coming out of there in three hours with four No. 1 songs — eight No. 1 songs out of six recording hours.

"Nowadays, if you figure you can go into the recording studio and wrap up one tune in one day, that's my pace now. I'm talking about laying it down and getting it started. Then you've got to go in and do a remix. You listen to it for a while and see if you like that. You've got all kinds of time to play with it. Back in those days it was just like doing an audition for somebody. You had to have it together."

Contending that today's recorded music has lost some of its spontaneity, Haggard says, "I think people are irritated right now with music because of some of the perfection and some of the options in manufacturing a record. Most anybody can make a record now. Where it separates the men from the boys is who can go out and perform that way. It's pretty simple to do that in your mind and say, "There's just a handful of boys and girls out there these days who can pick up a guitar and do anything close to what they did on the record.""

Haggard is quick to admit that new acts don't have as many options when it comes to honing their live performance skills. "We're dealing with a different place and time. The honkytonks in America really don't exist to the magnitude that they did when I was coming up through the ranks. There was a place for a guy like me to work. There must have been 1,500 nightclubs and another 150 dance halls, so musicians had a reason to have their own union."

Bakersfield Memories

Haggard got his start in Bakersfieldarea nightclubs, but he notes that the Bakersfield chapter of the musician's union recently closed its doors. He says, "Now you don't even have enough people to hold down regular jobs playing music to have a union hall." Explaining how the "Bakersfield sound" originated, he says, "It was the first place you came over the mountains during the days of two-lane highways and Model A Fords. For the people who migrated from the East, Bakersfield was the first place there was a river. That was the end of the valley railroad line. Bakersfield had agriculture, and it had oil.

"I tried not to be evasive when it came to something I was ashamed of. I tried to tell all I

could without appearing nude on the cover."

"I think people came there because they were starving to death, and there was food on the ground. They gathered there because they were coming out of a hard time. They were coming out of the Depression, and there was a lot of reason for soulful music to develop out of that. It was a honkytonk heaven. There was a beer joint on every corner. Nowadays they've done away with all of that, and they've got drive-by shootings." Haggard laughs, "The police used to know where all the trouble was going to be. Now they can't figure out where to be.'

Haggard recounts those early days in Bakersfield in his autobiography, which he says was more challenging than songwriting. "It's much more involved. It's painstaking. Again, it's like going to a shrink. You have to relive everything. Everything that made you cry the first time will make you cry the second time — and what's funny will make you laugh. It's your life.

"When you go back in detail to explain it to somebody, you've got to get emotional about it or they won't get the picture. I just skimmed over the top of my life and tried to tell the most important things. I tried not to

"It was like going to a psychiatrist to do these rerecordings."

be evasive when it came to something I was ashamed of. I tried to tell all I could without appearing nude on the cover."

Initially, there was talk of a book tour to promote the autobiography, but Haggard now says, "We're gonna try to coordinate it with some of the concert touring we're doing. You know, I'm getting to the age where they're gonna have to put things in my path, or I'm not going to be able to do them all. I'm just not that kid anymore."

Country Classics

Haggard's song catalog includes countless country classics, but one of his most famous songs remains "Okie From Muskogee." Did Haggard think the song's right-wing political message would cause the public to speculate on his politics? "Hindsight is 20/ 20," he says. "I don't think I was thinking about that. I was thinking about writing a song about the current events of the time. At the time it was a lot of substance to write about. It was an interesting time in American history.

"I'm proud that 'Okie From Muskogee' takes its place among the artistic events that described 1969, but people have got to understand that I'm like a radio station: Every song doesn't necessarily reflect my views. What I was writing about was what my daddy might have thought from his point of view had he been living on the Oklahoma/Arkansas line about the time they started rioting around the country and burning the flag. I tried to write the song from his standpoint."

Those who thought they knew Haggard's political leanings were shocked when he released the single "Are the Good Times Really Over," which included Watergate references as part of his commentary on changes underway in America. "I'm a human being and a man of many faces." Haggard says. "I do have a political opinion. I watch the news very closely every day. I'm very upset with America. This thing that went on down in Waco, everybody knew what was going on when they saw it. Everybody held their breath, but were getting told something other than the truth. When the information came out, sure enough, they lied to us again, and it makes us lose confidence in our government. The condition between the people and the government has worsened. The song probably covers more ground now than it did when I recorded it."

Future Plans

Haggard has toured relentlessly throughout his career, but he plans to stay home next year. He says, "We've worked pretty hard the past few years. It's time to see if we did any good and make plans for the future."

Haggard recently completed work on a gospel album. "It's so good. I'm really proud of it. If my mother were alive, she would throw the babies in the air. It's my last work until the clock strikes 2000." Set for release later this year, the album — Marching Together — is a collaboration with Albert E. Brumley Jr., whose father wrote such gospel classics as "I'll Fly Away" and "Turn Your Radio On."

Aside from his singing and songwriting, Haggard is also one of the most underrated guitarists in country music. When asked if he'd ever considered recording an instrumental album, Haggard says, "That might be the only thing I haven't done. Maybe that's a good thing to do." He pauses and jokes, "I'll do a medley of my hit."



Diamond Rio guitarist Jimmy Olander is not a golfer, but he found another way to show his support for the band's recent Celebrity Golf Classic in Nashville. An avid skydiver, Olander kicked off the event by jumping out of a plane — a pleasure the other Diamond Rio members still don't fully understand. The eighth annual event, which included an awards banquet featuring Diamond Rio, Kenny Rogers and Joe Diffie, raised more than \$100,000 for the American Lung Association's asthma education programs.

NUMBER ONE STATIONS THAT

These stations are the Number One country station in their market, when American Country Countdown With Bob Kingsley is on the air!

RIVERSIDE/SAN BERNARDINO

AND LOS ANGELES, CA HARRISBURG, PA ALBUQUERQUE, NM HONOLULU, HI NEW YORK, NY KFRG/FM* WRBT/FM KRST/FM* KKHN/FM WYNY/FM

There are so many reasons why Bob Kingsley's Countdown should be on every station. The bottom line...ACC is the one that gets the ratings!

Jaye Albright, President/Country, McVay Media

ST. LOUIS, MO	WIL/FM* KGKL/FM KUPL/FM WMZQ/FM WQYK/FM
SAN ANGELO, TX	KGKL/FM
PORTLAND, OR	KUPL/FM
WASHINGTON, DC	WMZQ/FM
TAMPA BAY, FL	WQYK/FM
CINCINNATI, OH	WQYK/FM WUBE/FM' KNFM/FM
ODESSA/MIDLAND, TX	KNFM/FM
LAUREL/HATTIESBURG, MS	WBBN/FM
DOTHAN AL	WDJR/FM
KLAMATH FALLS, OR	KLAD/FM
SIOUX FALLS, SD	KIKN/FM*
BISMARCK, ND	KKCT/FM
SPRINGFIELD, MO	KGMY/FM*
ANCHORAGE, AK	KGMY/FM* KASH/FM*
OMAHA, NE	KXKT/FM*
BEAUMONT, TX	KXKT/FM* KYKR/FM WBPW/FM
PRESQUE ISLE, ME	WBPW/FM
WACO, TX	WACO/FM ¹
NORFOLK, VA	WCMS/FM
SACRAMENTO, CA	WACO/FM WCMS/FM KNCI/FM
SEATTLE, WA	KMPS/FM
PHOENIX, AZ	KNIX/FM
LOUISVILLE, KY	WAMZ/FM ¹
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CLEVELAND, OH	KNIX/FM WAMZ/FM WCTK/FM WGAR/FM WFRY/FM* KE7S/FM*
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Bob Kingsley smokes the competition in DFW. Bob introduces our audience to the best of the new music, he's a great fit with our high profile personalities and one of the highlights of our weekend programming!

Dean James, Operations Manager/Program Director Linda O'Brian, APD/Music Director The Country Leader 96.3 KSCS/Dallas-Ft. Worth, TX

PHILADELPHIA, PA BUFFALO, NY JOPLIN, MO BAKERSFIELD, CA SPOKANE, WA WXTU/FM WYRK/FM* KIXQ/FM* KUZZ/FM KDRK/FM*

SOURCE: ARBITRON, SPRING 1999, EXACT TIME, DMA AND/OR METRO, ADULTS 25-54 AND/OR PERSONS 12+ *OVERALL NUMBER ONE STATION IN THEIR MARKET DURING ACC BROADCAST

	and the second se
NASHVILLE, TN	WSM/FM*
PITTSBURGH, PA	WDSY/FM*
MONRCE, LA	KJLO/FM*
COPPERAS COVE, TX	KOOV/FM
PAR≺ERSBURG, WV	WNUS/FM
LAFAYETTE, IN	WKOA/FM*
MEFIDIAN, MS	WOKK/FM
MOBILE, AL	WKSJ/FM
BOISE, ID	KQFC/FM
QUAD CITIES, IA-IL	WLLR/FM
ABILENE, TX	KEAN/FM
LIMA, OH	WIMT/FM
BURLINGTON, VT	WOKO/FM*
RENO, NV	KBUL/FM*
WILMINGTON, NO	WWQQ/FM
FAIRBANKS, AK	KIAK/FM
ROCKFORD, IL	WXXQ/FM*

"One of the smartest "hires" I ever made was putting Bob Kingsley in the Saturday night shift...not only have ratings doubled, but our sales staff never has a problem getting sponsors for American Country Countdown...we're SOLD OUT 52 weeks a year!"

> Kerry Wolfe, Operations Manager Scott Dolphin, Assistant Program Director WMIL/FM, Milwaukee, WI

MILWAUKEE, WI ALBANY, NY ATLANTA, GA HUNTINGTON, WV VENTURA, CA COLORADO SPRINGS, CO JACKSON, TN CHARLOTTE, NC FT. WAYNE, IN AUGUSTA, GA NORTHWEST, MI TEXARKANA, TX CHARLESTON, WV LAFAYETTE, LA ROCHESTER, NY GAINESVILLE/OCALA, FL ROCHESTER, MN PADUCAH, KY FLORENCE, SC BRYAN/COLLEGE STATION, TX HOUGHTON, MI SCOTTSBLUFF, NE GREENVILLE/NEW BERN, NC SPRINGFIELD, I_ CHARLOTTESVILLE, VA **BINGHAMTON, NY** JACKSONVILLE FL LEXINGTON, KY

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WVLK/FM*

and the second se	
DENVER, CO	KYGO/=M*
JACKSON, MS	WMSI/FM*
EVANSVILLE, IN	WKDQ/FM
SOUTH BEND, IN	WBYT/FM*
TALLAHASSEE, FL	WTNT/FM
FORT SMITH, AR	KTCS/FM*
LAWTON, OK	KLAW/FM
SUSSEX, NJ	WHCY/FM
COLUMBUS, GA	WSTH/FM
LONGVIEW, TX	KYKX/FM
NEW LONDON, CT	WCTY/FM*
CHAMPAIGN, IL	WIXY/FM*

"Once again WSM/FM is the #1 Country Station when Bob Kingsley is on the air! Not only does EVERYONE listen, but they've brought friends!"

> Kyle Cantrell, Operations Manager Greg Cole, Program Director WSM/FM, Nashville

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LAKELAND/WINTERHAVEN, FL	WPCV/FM*
JOHNSTOWN, PA	WMTZ/FM*
FRESNO, CA	KSKS/FM*
LINCOLN, NE	KZKX/FM
WATERLOO, IA	KOEL/FM
DAYTONA BEACH, FL	WGNE/FM
FAYETTEVILLE, NC	WKML/FM
WILMINGTON, DE	WDSD/FM
BRISTOL, VA	WXBQ/FM*
TUPELO, MS	WWZD/=M
ATLANTIC CITY, NJ	WPUR/FM
MORGANTOWN, WV	WKKW/=M*
WINCHESTER, VA	WUSQ/FM*
DOUGLAS, WY	KKTY/FM
ALPENA, MI	WATZ/FM
MARQUETTE, MI	WJPD/FM
EUREKA, CA	KEKA/FM
RUPERT, ID	KKMV/FM
YUMA, AZ	KTTI/FM
VICTORIA, TX	KIXS/FM
ADA, OK	KYKC/FM
CLEVELAND, MS	WDTL/FM
LUBBOCK, TX	KLLL/FM*
BEND, OR	KSJJ/FM
JONESBORO, AR	KFIN/FM
MCALLEN, TX	KTEX/FM
POUGHKEEPSIE, NY	WRWD/FM
PASCO, WA	KORD/FM
ALEXANDRIA, LA	KRRV/FM
BECKLEY, WV	WJLS/FM*
AMARILLO, TX	KMML/FM
MARQUETTE, MI	WYKX/FM
SANTA ROSA, CA	KRPO/FM
BATTLE CREEK, MI	WNWN, FM*
TYLER, TX	KNUE/FM*
WICHITA, KS	KZSN/FM*







For Market Exclusivity, call Robin Rhodes at (972) 148-3376

NGS

BOB

Real Country Top 50

		October 1, 1999						
LAST WEEK	THIS	ARTIST TITLE LABEL(S)	TOTAL POINTS	TOTAL PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS	Most Added®
1	0	TIM MCGRAW Something Like That (Curb)	28867	5398	679105	13	142/0	ARTIST TITLE LABEL(S)
2	õ	DIXIE CHICKS Ready To Run <i>(Monument)</i>	25024	4752	580023	14	143/0	FAITH HILL Breathe (Warner Bros.) 5
5	3	MARTINA MCBRIDE Love You (RCA)	24880	4672	583931	11	143/0	ALAN JACKSON Pop A Top (Arista) 3
4		ALAN JACKSON Little Man (Arista)	21757	4145	501936	18	142/0	KENNY CHESNEY She Thinks My Tractor's Sexy (BNA) 3 REBA MCENTIRE What Do You Say (MCA) 2
4	6	GEORGE STRAIT What Do You Say To That (MCA)	19279	3597	455169	11	143/0	SHEDAISY This Woman Needs (Lyric Street)
/	6							TOBY KEITH When Love Fades (DreamWorks) 1
8	Õ	TRISHA YEARWOOD I'll Still Love You More (MCA)	18485	3500	428181	22	139/1	TRACY BYRD Put Your Hand In Mine (RCA) 1
10	-	STEVE WARINER I'm Already Taken (Capitol)	18192	3459	419361	14	142/0	TRACE ADKINS Don't Lie (Capitol) 1
11	8	MARK WILLS She's In Love (Mercury)	16885	3230	387541	16	140/0	SHANIA TWAIN Come On Over (Mercury) 1 JOE DIFFIE The Quittin' Kind (Epic) 1
12	9	MONTGOMERY GENTRY Lonely And Gone (Columbia)	16525	3167	379457	17	142/3	
9	10	LEE ANN WOMACK (Now You See Me) Now You Don't (MCA)		2977	355908	18	138/0	Most Increased
13	Û	JOHN MICHAEL MONTGOMERY Home To You (Atlantic)	15511	2959	357486	12	139/3	Points
14	8	ANDY GRIGGS I'll Go Crazy (RCA)	14634	2758	340470	12	13 <mark>9/</mark> 3	TOTAL POINT
1.6	ß	BROOKS & DUNN Missing You (Arista)	14165	2658	330091	10	130/3	ARTIST TITLE LABEL(S) INCREAS
17	1	CLINT BLACK When Said Do (RCA)	13412	2487	318432	7	141/4	SHANIA TWAIN Come On Over (Mercury) +306
15	15	DOUG STONE Make Up In Love (Atlantic)	12564	2438	284401	23	129/1	BRAD PAISLEY He Didn't Have To Be (Arista)+209FAITH HILL Breathe (Warner Bros.)+203
19 .	Œ	CHAD BROCK Lightning Does The Work (Warner Bros.)	11754	2281	263604	19	123/5	STEVE WARINER I'm Already Taken (Capitol) +179
20	Ð	YANKEE GREY All Things Considered (Monument)	11408	2162	262959	12	124/2	REBA MCENTIRE What Do You Say (MCA) +166
23	ß	SHANIA TWAIN Come On Over (Mercury)	11165	2060	266477	5	123/13	ALAN JACKSON Pop A Top (Arista) +162
18	19	GARTH BROOKS It Don't Matter To The Sun (Capitol)	10821	2075	250997	7	122/0	MONTGOMERY GENTRY Lonely And Gone (Columbia) +150
21	20	JESSICA ANDREWS You Go First (DreamWorks)	9702	1852	222626	13	127/0	CLINT BLACK When I Said I Do (RCA)+142TY HERNDON Steam (Epic)+133
26	2	BRAD PAISLEY He Didn't Have To Be (Arista)	9571	1835	216599	5	123/6	LEANN RIMES Big Deal (Curb) +129
22	22	RANDY TRAVIS A Man Ain't Made Of Stone (<i>DreamWorks</i>)	9035	1732	205669	8	126/6	FAITH HILL This Kiss (Warner Bros.) +125
27	23	LEANN RIMES Big Deal (Curb)	8222	1541	193599	6	112/8	DIXIE CHICKS Wide Open Spaces (Monument) +118
25	24	SHANE MINOR Ordinary Love (Mercury)	8216	1537	193988	11	118/2	MARTINA MCBRIDE Love You (RCA) +112
24	25	SHERRIE' AUSTIN Never Been Kissed (Arista)	7667	1549	167787	20	100/0	TRACY BYRD Put Your Hand In Mine (RCA) +106 JOHN MICHAEL MONTGOMERY Home To You (Atlantic) +103
29	25	TY HERNDON Steam (<i>Epic</i>)	6816	1288	156307	6	104/11	JOHN MICHAEL MONTGOMERY Home To You (Atlantic) +103
28	Ð	SHANE MCANALLY Are Your Eyes Still Blue (Curb)	6223	1194	140659	12	104/2	Most Increased
Breaker	-	REBA MCENTIRE What Do You Say (MCA)	6059	1166	137459	4	108/23	Plays Total
Breaker	-	CLAY WALKER Live, Laugh, Love (<i>Giant</i>)	6043	1185	133044	9	87/6	ARTIST TITLE LABEL(S) INCREAS
31	30	GARY ALLAN Smoke Rings In The Dark (MCA)	4790	932	107454	8	71/2	SHANIA TWAIN Come On Over (Mercury) +57
Breaker	-	JASON SELLERS A Matter Of Time (BNA)	4261	818		11		FAITH HILL Breathe (Warner Bros.) +37
	-				96599		86/3	BRAD PAISLEY He Didn't Have To Be (Arista) +37 STEVE WARINER I'm Already Taken (Capitol) +37
34	32	SAMMY KERSHAW When You Love Someone (Mercury)	3869	754	85845	8	84/1	REBA MCENTIRE What Do You Say (<i>MCA</i>) +32
40	33	TRACY BYRD Put Your Hand In Mine (RCA)	3076	589	68866	3	71/15	ALAN JACKSON Pop A Top (Arista) +30
36	34	JERRY KILGORE Love Trip (Virgin)	3072	583	70408	9	67/6	CLINT BLACK When I Said Do (RCA) +28
37	3	KEITH URBAN It's A Love Thing <i>(Capitol)</i>	3017	604	66009	5	69/5	MONTGOMERY GENTRY Lonely And Gone (Columbia) +27
38	-	LILA MCCANN Crush (Asylum/EEG)	2885	584	61672	8	70/5	LEANN RIMES Big Deal (Curb)+25TY HERNDON Steam (Epic)+22
39	-	JOE DIFFIE The Quittin' Kind (Epic)	2668	534	56950	4	66/12	
42	38	TRACE ADKINS Don't Lie (Capitol)	2656	529	57924	2	58/14	Breakers ®
35	39	MICHAEL PETERSON Sure Feels Real Good (Reprise)	2247	419	52564	15	47/0	
	-	FAITH HILL Breathe (Warner Bros.)	2037	378	48044	1	53/53	
47	-	KENNY CHESNEY She Thinks My Tractor's Sexy (BNA)	<mark>201</mark> 7	3 <mark>61</mark>	49959	2	68/33	What Do You Say (MCA)
43	-	JOHN BERRY Power Windows (Lyric Street)	1930	377	42981	4	49/4 j	76% of our reporters on it (108 stations)
Debut	4 3	ALAN JACKSON Pop A Top (Arista)	1629	304	37886	Ĭ	38/38	23 Adds • Moves 32-28
44	44	PAM TILLIS After A Kiss (Arista)	1401	291	29920	5	41/0	CLAY WALKER
48	4 5	SHEDAISY This Woman Needs (Lyric Street)	1391	240	35135	3	39/18	Live, Laugh, Love <i>(Giant)</i>
41	46	BRYAN WHITE You're Still Beautiful To Me (Asylum/EEG)	1239	236	28 <mark>05</mark> 8	14	38/0	61% of our reporters on it (87 stations)
Debut	4	TOBY KEITH When Love Fades (DreamWorks)	977	195	21 <mark>29</mark> 6	1	41/17	6 Adds • Moves 30-29
	-	MERLE HAGGARD F/JEWEL That's The Way Love Goes (BNA)		180	21308	1	10/0	JASON SELLERS
49	_	DWIGHT YOAKAM Thinking About Leaving (<i>Reprise</i>)	836	161	18507	4	26/0	A Matter Of Time <i>(BNA)</i>
		LONESTAR Smile (BNA)	821	136	21979	1	8/0	60% of our reporters on it (86 stations)
	-				on of Premie			3 Adds • Moves 33-31



78

143 Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total points for the airplay week of Sunday 9/19-Saturday 9/25. Bullets appear on songs gaining points/ plays or remaining flat from previous week. If two songs are tied in total points/plays, the song being played on more stations s placed first. Breaker status is assigned to songs achieving airplay at 60% of reporter base for the first time. Songs that are down in points for three consecutive weeks and below No. 1 are moved to recurrent. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.

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toward overall total stations playing a song. Most increased Plays lists the songs with the greatest week-to-week increases in total plays.

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Country Indicator

October 1, 1999

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

RTIST TITLE (LABEL)	L STATIONS/ ADDS	TOTAL POINTS	TOTAL PLAYS	50+	40-49	30-39	20-29	10-19
FRACE ADKINS Don't Lie (Capitol)	29/8	819	245	0	0	0	0	15
GARY ALLAN Smoke Rings In The Dark (MCA)	36/0	1616	492	0	0	0	6	22
IESSICA ANDREWS You Go First (DreamWorks)	33/0	2242	653	0	0	1	18	13
SHEREE' AUSTIN Never Been Kissed (Arista)	31/0	1870	567	0	0	3	1	13
OHN BERRY Power Windows (Lyric Street)	12/0	400	120	0	0	0	1	6
LINT BLACK When I Said I Do (RCA)	40/1	2998	890	0	1	6	18	13
AUL BRANDT It's A Beautiful Thing (Reprise)	5/2	79	21	0	0	0	0	0
HAD BROCK Lightning Does The (Warner Bros.)	39/0	2931	865	0	0	6	18	14
ARTH BROOKS It Don't Matter To The Sun (Capitol)	37/0	2781	828	0	2	3	19	12
ROOKS & DUNN Missing You (Arista)	37/0	2938	863	0	2	3	25	5
RACY BYRD Put Your Hand In Mine (RCA)	29/7	1048	295	0	1	0	0	15
MARY CHAPIN CARPENTER Wherever (Columbia)) 4/1	55	16	0	0	0	0	0
ENNY CHESNEY She Thinks My Tractor (BNA)	13/5	503	153	0	0	0	2	5
(ENNY CHESNEY You Had Me From Hello (BNA)	36/0	3924	1172	0	7	16	10	3
IXIE CHICKS Ready To Run (Monument)	40/0	4626	1398	2	6	24	7	1
OE DIFFIE The Quittin' Kind (Epic)	26/4	965	281	0	0	0	1	17
NDY GRIGGS I'll Go Crazy (RCA)	40/0	3397	1016	0	2	8	24	5
I. HAGGARD F/JEWEL That's The Way (BNA)	6/0	165	54	0	0	0	0	3
Y HERNDON Steam (Epic)	34/3	1555	462	0	0	1	6	19
AITH HILL Breathe (Warner Bros.)	17/17	200	55	0	0	0	1	1
ONYA ISAACS On My Way To You (Lyric Street)	1/0	21	9	0	0	0	0	0
LAN JACKSON Little Man (Arista)	39/0	4505	1339	0	6	24	7	2
	10/10	176	51	0	0	0	0	3
OBY KEITH When Love Fades (DreamWorks)	15/0	534	161	0	0	0	1	8
AMMY KERSHAW When You Love (Mercury)	26/0	1199	364	0	0	1	4	15
ERRY KILGORE Love Trip (Virgin)	26/1	976	297	0	0	0	2	14
ONESTAR Smile (BNA)	1/0	36	12	0	0	0	0	1
HANE MCANALLY Are Your Eyes Still Blue (Curb)	26/0	1387	419	0	1	0	7	14
MARTINA MCBRIDE Love You (RCA)	40/0	4589	1372	1	7	19	12	1
ILA MCCANN Crush (Asylum/EEG)	20/0	767	236	0	0	0	2	12
MINDY MCCREADY All I Want Is Everything (BNA)	8/0	240	70	0	0	0	0	4
REBA MCENTIRE What Do You Say (MCA)	34/2	1448	433	0	0	0	5	22
IM MCGRAW Something Like That (Curb)	40/0	4873	1451	1	10	23	6	0
SHANE MINOR Ordinary Love (Mercury)	34/1	2104	616	0	0	2	13	15
OHN M. MONTGOMERY Home To You (Atlantic)	38/0	3239	966	0	2	7	23	6
MONTGOMERY GENTRY Lonely And (Columbia)	40/0	3550	1057	0	2	9	22	7
RAD PAISLEY He Didn't Have To Be (Arista)	39/1	2416	727	0	0	6	8	22
EANN RIMES Big Deal (Curb)	35/0	2052	616	0	0	1	12	18
ENNY ROGERS Slow Dance More (Dreamcatcher)	7/0	185	58	0	0	0	0	4
ASON SELLERS A Matter Of Time (BNA)	30/2	1136	335	0	0	0	4	16
HEDAISY This Woman Needs (Lyric Street)	16/4	409	125	0	0	0	0	5
OUG STONE Make Up In Love (Atlantic)	39/0	2845	845	0	0	3	22	13
EORGE STRAIT What Do You Say To That (MCA)	40/0	4078	1217	1	3	17	17	2
AM TILLIS After A Kiss (Arista)	10/0	239	79	0	0	0	0	3
ANDY TRAVIS A Man Ain't Made Of (DreamWorks)	-	2454	734	0	0	1	18	19
HANIA TWAIN Come On Over (Mercury)	39/2	2173	653	0	1	4	7	21
EITH URBAN It's A Love Thing (Capitol)	21/1	684	203	0	0	0	0	12
LAY WALKER Live, Laugh, Love (Giant)	39/0	2076	621	0	0	1	10	21
TEVE WARINER I'm Already Taken (Capitol)	40/0	3831	1136	0	4	12	19	5
RYAN WHITE You're Still Beautiful (Asylum/EEG)		310	84	Ō	Ō	1	1	2
IARK WILLS She's In Love (Mercury)	40/0	3601	1072	Ō	4	7	24	5
EE ANN WOMACK (Now You See Me) Now (MCA)	38/1	3379	1016	Ō	2	11	17	8
HELY WRIGHT Single White Female (MCA)	24/0	1351	420	Ū	Ō	3	4	15
ANKEE GREY All Things Considered (Monument)	35/1	2183	645	Ū	Ō	1	16	15
RISHA YEARWOOD I'll Still Love You More (MCA)	36/0	3787	1140	Ő	5	15	14	2
DWIGHT YOAKAM Thinking About Leaving (<i>Reprise</i>)		257	75	Õ	Õ	0	Ď	3
(nophod)	, .	207						

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REBA MCENTIRE What Do You Say (MCA) 2 2 JASON SELLERS A Matter Of Time (BNA) PAUL BRANDT It's A Beautiful Thing (Reprise) 2 STEVE HOLY Don't Make Me Beg (Curb) 2 Most Increased Points TOTAL POINT ARTIST TITLE LABEL(S) +442 **BRAD PAISLEY** He Didn't Have To Be (Arista) **REBA MCENTIRE** What Do You Say (MCA) +436 TRACY BYRD Put Your Hand In Mine (RCA) +387 CLINT BLACK When | Said | Do (RCA) +380 KENNY CHESNEY She Thinks My Tractor's... (BNA) +348SHANIA TWAIN Come On Over (Mercury) +321 TRACE ADKINS Don't Lie (Capitol) +291 LEANN RIMES Big Deal (Curb) +274 +266 TY HERNDON Steam (Epic) MARTINA MCBRIDE | Love You (RCA) +264 Most Increased Plays TOTAL

Most Added .

ARTIST TITLE LABEL(S)

FAITH HILL Breathe (Warner Bros.)

ALAN JACKSON Pop A Top (Arista)

TRACE ADKINS Don't Lie (Capitol)

JOE DIFFIE The Quittin' Kind (Epic)

TY HERNDON Steam (Epic)

TRACY BYRD Put Your Hand In Mine (RCA)

SHEDAISY This Woman Needs (Lyric Street)

SHANIA TWAIN Come On Over (Mercury)

KENNY CHESNEY She Thinks My Tractor's... (BNA)

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ARTIST TITLE LABEL(S)	PLAY
BRAD PAISLEY He Didn't Have To Be (Arista)	+134
REBA MCENTIRE What Do You Say (MCA)	+124
TRACY BYRD Put Your Hand In Mine (RCA)	+115
CLINT BLACK When Said Do (RCA)	+112
KENNY CHESNEY She Thinks My Tractor's (BNA) +109
SHANIA TWAIN Come On Over (Mercury)	+91
LEANN RIMES Big Deal (Curb)	+87
TRACE ADKINS Don't Lie (Capitol)	+85
MARTINA MCBRIDE Love You (RCA)	+84
TOBY KEITH When Love Fades (DreamWorks)	+80

THE INDUSTRY'S NEWSPAPER

www.americanradiohistorv.com

ADDS

17

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Country Action

The New Album Gallery

In Stores: October 5, 1999



Paul Brandt Shall I Play For You (Reprise)

It's been a prolific year for Paul Brandt. After the July release of his third Reprise album, That's the Truth, the Canadian-born singer/songwriter follows up with his first holiday project. Brandt provides some original material ("A Star Is Born," "The Way in a Manger") and offers his own arrangements of holiday classics such as "Jingle Bells," "Silent Night," "What Child Is This" and "O Holy

Night." But what sets Brandt's holiday collection apart is his excellent choice of rather obscure cover material, including Dave Dudley's "Six Tons of Toys." For those of you who may not remember Dudley, he had some major hits in the '60s with truck driving-themed songs, including "Six Days on the Road." That trucker theme is continued on "Six Tons of Toys," which Dudley wrote in 1970. Brandt teams up with labelmate Terri Clark on Buck Owens' 1965 classic "Santa Looked a Lot Like Daddy." He also collaborates with another labelmate, Kim Richey, on "Run Run Rudolph." Chuck Berry's version of the song, written by Johnny Marks and Marvin Brodie in 1958, got a new life in the '80s, when it appeared in one of the Home Alone movies. Alison Krauss' band, Union Station, provides the musical backing on "What Child Is This."



Lace

Lace (143/Warner Bros.)

Lace began evolving in Canada, when Beverley Mahood and Giselle Brohman were singing on their individual solo projects. Texas native Corbi Dyann entered the picture at the suggestion of famed producer David Foster. Mahood explains, "David had this idea for a group. He said it was going to be great and that he wanted me to be a part of it. My response to him was that I wanted to be a part of

anything that was great." It was a safe bet that Foster was aiming for quality music and commercial success, since the 14-time Grammy winner had previously worked with Celine Dion, Whitney Houston, Toni Braxton and Madonna. Lace's self-titled debut album includes two original songs - Mahood's "True Love (Never Goes Out of Style)" and Brohman's "He Can't Talk Without His Hands." Brohman says. "Writing is a big part of our careers. It's an amazing feeling to see people singing the words to a song you wrote --- relating to every word as if they had written the words themselves." Among the other songs are "Life Is Good" (written by Deana Carter and Chris Farren) and "Angel" (written by Sarah McLachlan).



Redmon & Vale Redmon & Vale (DreamWorks)

Describing the first time she met Tina Vale, Allison Redmon says, "It was as though we'd been separated at birth." Vale adds, "It was amazing. We just clicked. And it's not only that our voices mesh so well. We've been through so many of the same things. Our beliefs are the same. Our outlooks are the same." Vale's father was a musical comedian who traveled from city to city with his act. In fact,

Vale was born in Elko, NV while her parents were on the road. Her family

eventually moved to Des Moines, where their restaurant/lounge provided a stage for Vale and her brother. After a stint in California she moved to Nashville, where she scored gigs as a session singer on albums, demos and jingles. Redmon, a Georgia native, grew up singing in the church where her mother was Music Director. Although she studied opera, Redmon moved to Nashville to attend Belmont University while getting closer to country music. Redmon & Vale's self-titled debut album was produced by DreamWorks/Nashville chief James Stroud and Barry Beckett. About recording the album, Redmon says, "James and Barry knew we wanted to be challenged. And we pushed ourselves really hard. We're both perfectionists." Vale wrote three songs on the album. She says, "We wanted a variety of moods and messages, songs that would touch everyone in a unique way." Redmon adds. "We felt the songs should have a lot of depth, but we also wanted there to be an element of fun. The most important thing was to touch people." The album contains the duo's first two singles, "If I Had a Nickel" and "Squeezin' the Love Outta You."



<section-header>

LA WZTR KWJJ KWNZ

Country

New & Active

MINDY MCCREADY All I Want Is Everything (BNA) Total Stations: 23, Adds: 0, Points: 720, Plays: 150

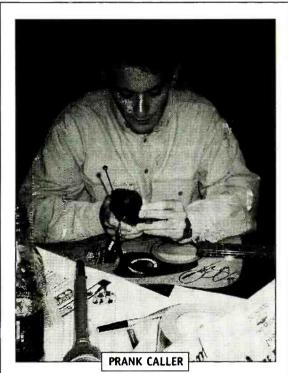
WILKINSONS The Yodelin' Blues (Giant) Total Stations: 36, Adds: 0, Points: 700, Plays: 136

PAUL BRANDT It's A Beautiful Thing *(Reprise)* Total Stations: 21, Adds: 5, Points: 569, Plays: 119

MARY CHAPIN CARPENTER Wherever You Are (Columbia) Total Stations: 20, Adds: 7, Points: 440, Plays: 99

KENNY ROGERS Slow Dance More (Dreamcatcher) Total Stations: 11, Adds: 1, Points: 311, Plays: 62

Songs ranked by total points.



Ever wonder what Arista artist Brad Paisley likes to do in his spare time? Well, here you have it! Actually Brad (nice guy that he is) is trying to figure out whose cell phone was left on the interview table during WIL/St. Louis' CMA remote broadcast last week in Nashville. After scrolling through a long list of preprogrammed numbers, he discovered that the phone belonged to Mercury artist Shane Minor. Shane and his phone were happily reunited later that day...The End.

PLEASE SEND YOUR PHOTOS

R&R wants your best snapshots (color or black & white). Please include the names and titles of all pictured and send them to: R&R c/o Diane Fredrickson: 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067

National Radio Formats

ABC RADIO NETWORKS Coast-To-Coast

Mark Edwards • (972) 991-9200 Adds: FAITH HILL Breathe ALAN JACKSON Pop A Top Hottest:

Hottest: GEORGE STRAIT What Do You Have To Say MARTINA MCBRIDE | Love You BRAO PAISLEY HE Didn't Have To Be

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818 Gary Knoll Adds: JOHN BERRY Power Windows KENNY CHESNEY She Thinks My Tractor's Sexy TOBY KEITH When Love Fades CHELY WRIGHT It Was Hottest: GEORGE STRAIT What Do You Say To That YANKEE GREY All Things Considered

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082 Super Country/Pure Country Ken Moultrie Adds: No adds Hottest:

KENNY CHESNEY You Had Me From Hello JO DEE MESSINA Lesson In Leavin' TIM MCCRAW Something Like That ALAN JACKSON Little Man FAITH HILL Secret Of Life

Mainstream Country

L.J. Smith Adds: BRAO PAISLEY HE Didn't Have To BE Hottest: DIXIE CHICKS Ready To Run TIM MCGRAW Something Like That GEORGE STRAIT What Do You Say To That MARTINA MCBRIOE | Love You TRISHA YEARWOOD |'II Still Love You More

New Country

L.J. Smith Adds: BRAD PAISLEY He Didn't Have To Be Hottest: DIXIE CHICKS Ready To Run MARTINA MCBRIDE I Love You GEORGE STRAIT What Do You Say To That TIM MCGRAW Something Like That TRISHA YEARWOOD I'll Still Love You More

JONES RADIO NETWORK

Jim Murphy • (303) 784-8700 U.S. Country Penny Mitchell Adds:

Frozen Hottest: Frozen

CD COUNTRY

John Hendricks Adds: CHELY WRIGHT It Was ALAN JACKSON POp A Top FAITH HILL Breathe

JONES RADIO NETWORK CONTINUED

Hottest: MONTGOMERY GENTRY Lonely And Gone JO DEE MESSINA Lesson In Leavin' TIM MCGRAW Something Like That ALAN JACKSON Little Man DIXIE CHICKS Ready To Run

PREMIERE RADIO NETWORKS KELLY ERICKSON • (818) 461-5435

Adds: BRAD PAISLEY He Didn't Have To Be Hottest: KENNY CHESNEY You Had Me From Hello ALAN JACKSON Little Man DIXIE CHICKS Ready To Run TRISHA YEARWOOD I'll Still Love You More TIM MCGRAW Something Like That

RADIO ONE COUNTRY PLAYLIST

Kevin "Crash" Davis • (970) 949-3339 Adds: TDBY KEITH When Love Fades Hottest: MARTINA MCBRIDE I Love You ALAN JACKSON Little Man DIXIE CHICKS Ready To Run TIM MCGRAW Something Like That FAITH HILL The Secret Of Life

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

Mainstream Country

David Felker Adds: BRAD PAISLEY He Didn't Have To Be REBA MCENTIRE What Do You Say Hottest: DIXIE CHICKS Ready To. Run LONESTAR Amazed ALAN JACKSON Little Man KENNY CHESNEY You Had Me From Hello TIM MCGRAW Something Like That

Hot Country

David Felker Adds: KEITH URBAN It'S A Love Thing FAITH HILL Breathe Hottest: TIM MCGRAW Something Like That MARTINA MCBRIDE I Love You KENNY CHESNEY You Had Me From Hello DIXIE CHICKS Ready To Run GEORGE STRAIT What Do You Say To That

COUNTRY VIDEO



ADDS

SHEDAISY This Woman Needs STEVE HOLY Don't Make Me Beg PAM TILLIS After A Kiss TRACE ADKINS Don't Lie

ELITE

TIM MCGRAW Something Like That MARTINA MCBRIDE I Love You DIXIE CHICKS Ready To Run MONTGOMERY GENTRY Lonely And Gone ALAN JACKSON Little Man



Traci Todd, Manager/Video Programming

ADDS

ALISON KRAUSS Forget About it RANDY TRAVIS A Man Ain't Made Of Stone

TOP 10

SHERRIÉ AUSTIN Never Been Kissed BROOKS & DUNN I Ain't Missing You DIXIE CHICKS Ready To Run GEORGE JONES Choices MARTINA MCBRIDE I Love You TIM MCGRAW Something Like That JOHN MICHAEL MONTGOMERY Home To You MONTGOMERY GENTRY Lonely And Gone KENNY ROGERS Slow Dance More TRISHA YEARWOOD I'll Still Love You More Information current as of September 27.



42 million households Chris Parr, Director/Programming Paul Hastaba. VP/GM

ADDS

DIXIE CHICKS Ready To Run MARTINA MCBRIDE I Love You SHERRIÉ AUSTIN Never Been Kissed TRISHA YEARWDDDI'il Still Love You More ALAN JACKSON Little Man MARK WILLS She's In Love TIM MCGRAW Something Like That FAITH HILL The Secret Of Life MANDY BARNETT The Whispering Wind

MONTGOMERY GENTRY Lonely And Gone

HEAVY

BROOKS & DUNN I Ain't Missing You FAITH HILL The Secret Of Life JESSICA ANDREWS You Go First LONESTAR Amazed MANDY BARNETT The Whispering Wind MARK WILLS She's In Love MARTINA MCBRIDE I Love You MONTGOMERY GENTRY Lonely And Gone SHERRIÉ AUSTIN Never Been Kissed TIM MCGRAW Something Like That TRISHA YEARWOOD I'11 Still Love You More

HOT SHOTS

BARBARA STREISANO/VINCE GILL If You Ever Leave Me BRAD PAISLEY He Didn't Have To Be CHAD BROCK Lightning Does The Work CHELY WRIGHT It Was THE DERAILERS The Right Place JACK INGRAM How Many Days JOHN BERRY Power Windows MINDY MCCREADY AIL Want Is Everything SHEDAISY This Woman Needs TARA LYN HART Stuff That Matters TOBY KEITH When Love Fades TRACE ADKINS Don't Lie TY HERNDON Steam

Heavy rotation songs receive 28 plays per week. Hot Shots receive 21 plays per week.

Information current as of September 29.



KENNY CHESNEY You Had Me From Hello (BNA)	1 BROOKS & DUNN My Maria	51 SHANIA TWAIN Whose Bed Have Yo
LONESTAD Amazod (PAIA)	2 GEORGE STRAIT Check Yes Or No	52 JOHN M. MONTGOMERY Can Low
LONESTAR Amazed (BNA)	3 SAMMY KERSHAW She Don't Know	53 FAITH HILL Wild One
JO DEE MESSINA Lesson In Leavin' (Curb)	4 BROOKS & DUNN Boot Scootin' Boogie 5 TRISHA YEARWOOD She's In Love With	54 TIM MCGRAW Down On The Farm 55 GARTH BROOKS Unanswered Praye
	6 RANDY TRAVIS Forever And Ever, Amen	56 DARYLE SINGLETARY Too Much Fu
FAITH HILL The Secret Of Life (Warner Bros.)	7 GARTH BROOKS Friends In Low Places	57 PAM TILLIS Maybe It Was Memphi
GEORGE STRAIT Write This Down (MCA)	8 SHANIA TWAIN Any Man Of Mine 9 JOHN M. MONTGOMERY Sold (The Grundy)	58 DEANA CARTER How Do I Get Ther 59 TIM MCGRAW Don't Take The Girl
	10 TOBY KEITH Should've Been A Cowboy	60 LITTLE TEXAS God Blessed Texas
CHELY WRIGHT Single White Female (MCA)	11 ALAN JACKSON Chattahoochee	61 GARTH BROOKS The River
	12 TIM MCGRAW Like It, Love It 13 GARTH BROOKS Ain't Going Down (Til The)	62 ALAN JACKSON Tall, Tall Trees 63 RANDY TRAVIS Deeper Than The H
ALABAMA (God Must Have Spent) A Little More Time On You (RCA)	14 RICOCHET Daddy's Money	64 JOHN M. MONTGOMERY Love Th
SHEDAISY Little Good-byes (Lyric Street)	15 ALAN JACKSON Livin' On Love	65 JOHN ANDERSON Straight Tequila
	16 JOHN M. MONTGOMERY Be My Baby Tonight	66 REBA MCENTIRE Is There Life Out
KENNY CHESNEY How Forever Feels (BNA)	17 ALAN JACKSON Little Bitty 18 GARTH BROOKS The Dance	67 ALABAMA Song Of The South 68 BROOKS & DUNN Brand New Man
	19. BROOKS & DUNN Neon Moon	69 GARTH BROOKS Papa Loved Mama
JOE DIFFIE A Night To Remember <i>(Epic)</i>	20 GEORGE STRAIGHT Cross My Heart	70 TRAVIS TRITT T-r-o-u-b-l-e
TIM MCGRAW Please Remember Me (Curb)	21 GARTH BROOKS Two Of A Kind, Working On 22 LEANN RIMES One Way Ticket (Because I Can)	71 JOHN M. MONTGOMERY Life's A D 72 SHANIA TWAIN No One Needs To K
	23 WYNONNA No One Else On Earth	73 TRACY BYRD The Keeper Of The St.
MARTINA MCBRIDE Whatever You Say (RCA)	24 GEORGE STRAIT Love Without End, Amen	74 DEANA CARTER Strawberry Wine
managelingener of the state of the	25 DAVID LEE MURPHY Dust On The Bottle	75 DOUG STONE Why Didn't Think O
ANDY GRIGGS You Won't Ever Be Lonely (RCA)	26 ALAN JACKSON Gone Country 27 SHANIA TWAIN (If You're Not) I'm Outta	76 SAWYER BROWN Some Girls Do 77 GARTH BROOKS If Tomorrow Neve
SHANIA TWAIN Man! Feel Like A Woman! (Mercury)	28 GARTH BROOKS Rodeo	78 JOE DIFFIE Pickup Man
	29 MARK CHESNUTT It's A Little Too Late	79 KEVIN SHARP Nobody Knows
DIAMOND RIO Unbelievable (Arista)	30 TOBY KEITH A Little Less Talk And A Lot 31 TRISHA YEARWOOD XXX's and 000's	80 BROOKS & DUNN She's Not The Chi 81 COLLIN RAYE Think About You
nn, madger, unaarde <mark>iggeneme</mark> erkeningel, een er op erstenderem o <mark>n</mark> te oorde oorde sterne someringslikebenet. Det fis sorver	32 NEAL MCCOY Wink	82 COLLIN RAYE That's My Story
COLLIN RAYE Anyone Else (Epic)	33 PATTY LOVELESS Blame It On Your Heart	83 PATTY LOVELESS Try To Think Al
LEE ANN WOMACK I'll Think Of A Reason Later (MCA)	34 VINCE GILL Don't Let Our Love Start	84 FAITH HILL Piece Of My Heart
	35 GEORGE STRAIT Carrying Your Love With Me 36 ALAN JACKSON Who's Cheatin' Who	85 TRACY LAWRENCE Time Marches (86 CONFEDERATE RAILROAD Trashy V
DIXIE CHICKS Wide Open Spaces (Monument)	37 GARTH BROOKS That Summer	87 GEORGE STRAIT Carried Away
	38 VINCE GILL One More Last Chance	88 TRAVIS TRITT Take It Easy
DIXIE CHICKS You Were Mine (Monument)	39 JOHN M. MONTGOMERY Swear	89 TRACY BYRD Watermelon Crawl
MADE WILLS Wich You Ware Hore (Margury)	40 GARTH BROOKS The Thunder Rolls 41 ALAN JACKSON Don't Rock The Jukebox	90 MARTINA MCBRIDE Independence 91 MARY CHAPIN CARPENTER Feel L
MARK WILLS Wish You Were Here (Mercury)	42 GARTH BROOKS Shameless	92 GEORGE STRAIT One Night At A Tir
	43 REBA MCENTIRE Fancy	93 CLINT BLACK Killin' Time
	44 TOBY KEITH Wish I Didn't Know Now	94 TRACE ADKINS (This Ain't) No Thin
	45 MARY CHAPIN CARPENTER Down At 46 DIAMOND RIO Meet In The Middle	95 TRACE ADKINS Every Light In The H 96 COLLIN RAYE Love Me
NTRY Going For Adds 10/4/95		97 CLINT BLACK Like The Rain
	48 BROOKS & DUNN That Ain't No Way To Go	98 MARTINA MCBRIDE My Baby Loves
, the same again as in the second second grant and the second second second second second second second second	49 CLINT BLACK Better Man 50 ALABAMA I'm In A Hurry (And Don't)	99 HOLLY DUNN Daddy's Hands 100 LITTLE TEXAS Kick A Little



Country Reporters

October 1, 1999 **R&R • 83**

			Stations a	nd their adds lis	ted alphabeticall				
WQMX/Akron, OH * PD: Kevin Mason MD: Bill Shiet 1 RANDY TRAVIS "Man"	WKLB/Boston, MA * PD: Mike Brophey APD/MD: Ginny Rogers 7 REBA MCRITIRE "What" 3 FAITH HILL "Breatha 1 LEANN RIMES "Brg" LICA MCCANN "Crush"	KPLX/Dallas, TX * PD: Brian Philips APD: Smokiny Rivers MD: Cody Alan 11 REBA MGENTIRE "What" 1 ALAN JACKSON "Pec"	WHSL/Greensboro, NC * MD: Jayme Austin 9 LEANN RIMES "Big" 6 KENNY CHESNEY "Thinks" 6 TRACE ADKINS "Lie"	WMTZ/Johnstown, PA PD: Steve Waltzer MD: Laura Moaby 7 TRACE ADKINS "Lie" 6 KENNY CHESNEY "Trans 6 JOE DIFFIE "Duittin" 1 FAILH "HILL "Breathe"	WWOM/Madison, WI * PD: Stave O'Bran ND: Mel McKenzze TRACE ADKINS "Lie	KTST/Oklahoma City, OK * OMPD: Ted Stecker APD: Craeh TRACE ADKINS "Lie" ALAN JACKSON "Pop"	WKIX/Raleigh, NC ' OMPD: Don Brookshire No Adds	WCTO/Sarasola, FL * PD: Fob Carpenter APCMRD: Wande Myles 7. REBA MCENTIRE * What' 5. ALAN JACKSON *Pop' 5. FAITH HLL *Brame* 2. CLAY WALKER * Holging*	WIBW/Topeka, KS PD. Kevin Wegner MD: Patt: Cheek 22 FAITH HLL "Breathe" 13 ALAN JACKSON "Poo" 7 SHEDAISY "Needs"
WGNA/Albany, NY * PD: Buzz Brinde MD: Bill Earley FAITH HLL, "Brasthe" ALAN JAC4SON "Pop"	TRACY SYRD "Hand" WYRK/Buffalo, NY • 14 ANDY GRIGS "Crazy" 2 REBA MOEVINE "What" 1 JOHN M MONTGOMEPY "Home"	KSCS/Dailas, TX * PD: Deen James MD: Lundo O'Brian 13 ALAN _ACKSON "Pot"	WTOR/Greensboro, NC * PD-Paul Franktin APDMD: Deano St Clair 3 SHEDASY "Needs" 1 SHANE MCANALLY "Eyes" 1 M CHAPIN CARPENTER "Wherever"	SHEDAISY "Needs" KBEQ/Kansas City, MO * PD: Mike Konnedy MD: 7.J. MECHO Transf 3 FATH. HUL: "Breathe" 1 TRACE YEAD Transf	KTEX/McAllen, TX * PD: Monty Lewis MD: Sonny Leguns 4 ALAN JACKSON "Pop" 4 KENYC HESNEY "Thinks" TOBY KEITH "-ades"	KXXY/Oklahoma City, OK • OMPO:Ted Stecker MD: Bill Recker 3 TY HERNDON "Steam" 1 ALAN JACKSON "Pos" JOE DIFFIE "Quitton"	WQDR/Rateigh, NC * Acting/D: Andy Meyer APD: Robin OBreien 1 RANDY TRAVIS "Man" KBUL/Reno, NV	2 CLAY WALKER "Live" WJCL/Savannah, GA PDMC: Bill West FATIR HLL: Dreathe" TRACE ADKINS "Live" JASON SELLER'S "Matter"	KIIM/Tucson, AZ * PD: Harb Crowe MD: John Collins Shake MiNOR "Ordinar" RANDY TRAVIS "Man"
KRST/Albuquerque, NM * PD: Brad Barrett MD: J.T. Jones 3 TRACE ADEINS "Lie"	KHAK/Cedar Rapids, IA PD: Jeff Winfaed MD: Down Johnson 2 ALAN JACKSON "POP" 2 FAITH HILL "Breathe" 1 TRACV BYPD "Hand"	KYNG/Dallas, TX * PD: Bob McNeil MD: Jun verd TRACE ADNIS "Lia" M CHAPIN CARPENTER "Wherever"	WRNS/Greenville, NC * Po:Wayne Carlyle MO: Michael Sova No Adds	SHEDAISY "Needs" KFKF/Kansas City, MO * PD: Dale Carter APDMD: Tony Stevens a ALAN ACKSOM "Poo"	WGKX/Memphis, TN * PC: Greg Mazngo APD: Brain Driver MD: Mark Billinguiley No Adds	KXKT/Omaha, NE * PD: Tom Goodwin MD: John Gienn 1 JDC DIFFIE "Outton" REBANGCHTIRE "What" SHEDAISY "Needs"	OM: Tom Jorden APD/MD: Chuck Reeves No Adds WKHK/Richmond, VA * PD: Kevin King	KEITH URBAN "Love" KMPS/Seattle, WA * PD: Merk Richards MO: Tory Thomas 4 39RAD PAILEK "Dudn 1"	KVOO/Tuisa, OK * OM/PD: Andy Oatman 4 ALAN JACKSON "Pop" 2 FAITH HILL "Breathe"
WCTO/Allentown, PA * PD: Chuck Geoger APO/ADE: ed Perreira 15 ALAN JACKSON "Poo" 15 ALTA HILL "Brathe" 7 TRITT W/TNOROGOOD "Move" 5 TRACY BYRD "Nand" 5 TRACE ACKINS "Lie"	WEZL/Charleston, SC * PD: Kria Van Oyke MD: Gary Gerffin 6: FAITH HILL "Breathe" 1: KENNY OFESKEY "Tinnks"	WGNE/Daytona Beach, FL * PD: John Anthony MD: Jim Andrews No Adds	WESC/Greenville, SC * OM/PD: Ron Brooks APO/MD: -John Landrum ALAN JACKSON *Pop*	CHELV WRIGHT Was" JOE DIFF "Ourtin" FAITH HILL "Breathe" KENNY CHESNEY "Thinks" WDAF/Kansas City, MO *	WOGY/Memphis, TN * Oh: Joel Burte PD: Bill Hughes MD: Mart Abriton 3: StANIA TWAIN "Over" 3: YANKE GREY "Considered" 2: PANDY TRAVIS "Man" 1: KENNY CHESKEY "Thinks"	WOW/Omaha, NE * PD:Tom Oekee APDMD:Tom Scott 1 ALAN JACKSON "Poo" 1 SHANIA TWAIN "Over" CHAD BROCK "Lighting"	2 GARY RELAN "Smoke" KFRG/Riverside, CA * OMPD: Ray Massee MD: Don Jeffrey 2 LEANN FINES TBig"	*AITH HILL "Breathe" ALAN JACKSON "Pop" KYCW/Seattle, WA * PD: Becky Brenner MD: Mike Pretorson	WWZD/Tupelo, MS PD: Tom Freeman No Adds
KGNC/AmariHo, TX PD: Bob Shannon MD: Petrick Clark FAITH HIL: "Bratte" ALAN JACKSON "Pop"	SHEDWSY "Needs" WNKT/Charleston, SC * PD: Rob Kelly APD/MD: Cartfulb Cody	KYGO/Denver, CO * OM/DD: John SL John MD: Ted Swanden T5 KENNY CHESNEY "Thinks" 7 STEVE HOLY "Beg" TRACY BYRD "Hand" LILA MCCANN "Crush"	WSSL/Greenville, SC * PD: Bruce Logen APDAID: Kerry Owen 6 ALAN JACKSON "Pop" 5 FAITH HIL: Breams 1 KENWY CHESNEY "Thinks"	PD/MD: Ted Cramer No Adds WIVK/Knoxviile, TN * PD: Milke Hammond	SHARE MINOR "Ordinary" WKIS/Miami, FL * PO: Bob McKay MO: Darishe Evens Tarte Bornis Tue"	CHRIS LEDOUX "Stampede" WWKA/Orlando, FL * PD: Lan StracteeNord MO: Shadow Stevens 2: MoNTGOMERY GENTRY "Lonely"	WYYD/Roanoke, VA * PDMD: Robynn Jaymes 11 CLINF BLACK "When" 2 TRACE ADKINS "Lie" 1 LILA MCGANN "Crush"	NOE DIFFIE "Quitton" KRMD/Shreveport, LA PD: Ken Wall REBA MCENTIRE "What" JOE DIFIE "Quitton"	KNUE/Tyler, TX OM/PD: Larry Kant MD: Robert Maxidán 7: TY HERNDON "Steam" TRACE ADKINS "Lie" TRACY BYRO "Hand"
WNCY/Appleton, WI Oh: Juff McCarthy PO: Randy Shannon MD: Sootie Stick FAITH HILL "Brasthe" TRACE ACKINS "Lie"	6 ALAN JACKSON "Pop" 3 FAITM-ILL Breatwe" 1 LILA MCGANN "With" 1 KENNY CHESNEY "Trinks" SHEDAISY "Needs"	KHKI/Des Moines, IA * PD: Sevennah Jones MD: J.C. Walker No Adds	WAYZ/Hagerstown, MD PDMO: Dennie Hughes No Adds	MD: Colleen Adeir 3 FAITH HLL "Breathe" 1 KENNY CHESHEY "Timks" 1 ALAN JACKSON "Pop" KXKC/Latayette, LA *	WMIL/Milwaukee, WI * OM: Keny Wole APD: Soct Dolphn MD: Mich Morgan	2 JOHN M MONTGOMERY "Home" KHAY/Dxnard, CA • PDMD: Mark Hill 5 FAITH HLL "Breatme"	REBAT MCENTINE "What" JOE DIFFIE "Duetun" TOBY KEITH "Fades" WBEE/Rochester, NY *	SHANE MINOR "Ordinary" STEVE HOLY "Beg" WBYT/South Bend, IN PD: Reph Cherry	KJUG/Visalia, CA * PD/MD: Dave Daniela SHEDAISY "Needs" KENNY CHESNEY "Thinks"
WKSF/Asheville, NC PO:Jeff Devis MD: Peter Clay FAITH HL, "Sneathe" ALABAM "Sneat"	WOBE/Charleston, WV OMPD.Jef/Whithed 1 STUE HONY Beg" 1 STUE HONY Beg" 8 RESA MCENTRE "ywan" 8 RESA MCENTRE "ywan" 8 BRAD PAISLEY "Didn t"	KJJY/Des Moines, IA * OM/PD: Bevetee Branngan MD: Eddoe Hethield 2: FATH HILL "Brashte" 1: KENNY CHESNEY "Thinks"	WRBT/Harrisburg, PA * PD: Tom Benson MD: Sheliy Easton 17 ShaNia TwaNn "Dver" 12 REBA MCENTIRE "What" 3 TY HERNDON "Steam"	PD: Rense Reviet MD: Keity Thompson 4: KAITH HILL "Breathe" 3: SHANIA TWAIN "Over" 1: KEINTY CHESNEY "TININS" 1: TY HERNIDOR "Staar" 1: KEITH URBAN "Love"	No Ados KEEY/Minneapolis, MN * OM/PD: Gregg Swedbarg APD/MD: Travis Moon 2 ALAN JACKSDN * Poo*	3 ALAN JACKSOM "Pop" 2 KENNY ROGERS "Dance" 2 TRACY 3YRD "Hand" 1 M CHAPIN CARPENTER "Wherever" KPLM/Palm Springs, CA	PD: Fred Horton MD: Coyote Collins 6 ALAN JACKSON "Poo" ALECIA ELLIOTT "Diggin" KNCI/Sacramento, CA *	APDAND: Lisa Kosti No Adds KDRK/Spokane, WA * OM/PD: Rey Edwards APDAND: Tony Troveto	WACO/Waco, TX PD/MD: Zack Owen 10 SHANIA TWAIN "Over"
WKHX/Atlanta, GA * OM/PD: Nel McGinley MD: Johnny Gray 12 VANKE GREY "Considered"	WKKT/Charlotte, NC * PD: BallYoung MD: Share Collins 6 FAITH HILL "Breathe" 4 PAUL BRADD "Beautrul" 2 CLAY WALKER T-Live" M CHAPIN CARPENTER "Wherever"	WYCD/Detroit, MI* PD: Liee Rodmen APDMD: Ron Chepmen 8 TRISH VERWOOD "Still" 1 MONTGOMERY GENTRY "Lonely" LEANS MINES "Big"	WRKZ/Harrisburg, PA * PD: Sam McGute MD' Dandalion FAITh HLL "Breathe" SHEDMSY "Neos" TRA LVH HART "Mattes"	WIOV/Lancaster, PA * PD: Dick Reymon APDMD: Keith Patrick 1 TRACY BYRD "Hand" JERRY KILGORE "Troya" REBA MICENTIRE "What" M CHAPINE AWFENTER "Wherever"	2 FAITH HILL "Breathe" WKSJ/Mobile, AL * POMD: Bill Blanch APD: Stave Kelley	PD: A Gordon APDADE:Kie Richards JOE DIFFIE "Ountro" JERRY KILGORE "Tro" WXBM/Pensacola, FL *	COMPO: Mark Evens APDMD: Jennier Wood 4 FAITH HULL "Brasthe" 2 CLAY WALKER "Luve" 1 JGE DIFFE "Outhin" JASON SELLERS "Maner"	5 TY HERNDON "Steam" KNFR/Spokane, WA * PD: Scott Smannon MD: Peul Neumann	WM20/Washington, DC * PD: Mac Denies MD: Jon Anthony 5 FAITH HILL "Breathe"
WYAY/Atlanta, GA * OM: Neil McCinley PC: Stave Mitchel MD: Johnny Gray 12: KENNY CHESHEY = Thinks"	STEVE HOLY "Brg" WSOC/Charlotte, NC * PD: Peul Johnson MD: Rick McCrecken	FAITH HILL "Breathe" WOJR/Dothan, AL PDMD: David Sommere 15 KENNY CHESNEY "Thinks"	WWYZ/Hartford, CT * PC: Nike Moore ND: Jay Micheele No Adds	WITL/Lansing, MI * PD: J.J. McCrae MO: Christyler 2: FAITH HLL: "Breathe"	4 FAITH HILL "Breathe" 1 LEANN RIMES "Big" KATM/Modesto, CA * PD: Randy Block APDMID: Chris Costa	WABW/Pensacola, FL * POMDE: ym West t TOBY KEITH "Fades" WXTU/Philadelphia, PA * PD: Ken Johnson	WKCQ/Saginaw, MI * OMPO: Rick Weller MD: Stan Parman FAITH HILL "Breathe" REBA MCENTIRE "What" KENNY CHESNEY "Thinks"	 SAMMY KERSHAW "Someone" JASON SELLERS "Matter" TOBY KEITH "Fades" KENKY CHESNEY "Thinks" REBA MCENTIRE "What" 	WDEZ/Wausau, WI PD: Joese James MD: Lou Skewert 5 TRAC* 8YR0 "Hand" 4 JOE DIFFIE "Quittin"
11 REBA MCENTIRE "What" 7 FAITH HILL "9"sathe" 2 TRACE ADKINS "Lie" WKXC/Augusta, GA *	 TY HERNON "Steam" RESA VCENTRE: "What" TRACY BYRD "Hand" WUSY/Chattanooga, TN * PD: Chris Huff 	KHEY/EI Paso. TX * PD/MD: Char Melbu 6 REBA MCENTIRE "what" 1 SHEDAISY "Needs"	KKHN/Honolulu, HI * PDMD: Charlie Gerrett APD: Gina Lynn 19 SHANIA IWAIN "Over" 7 FATIH HLL, "Brante"	TOBY KEITH "Fades" KFMS/Las Vegas, NV * PD: John Marka APD/MD: Shari Singer No Adds	3 CLAY WALKER "Live" 2 GARY ALLAH "Smoke" KTOM/Monterey, CA * PD: Cory Milduis	3 BRODKS & OUMN "Missing" C CHAD BROCK "Lighting" 2 SHANE MGANALLY "Eyes" TOBY KEITH "Fades"	WIL/St, LOUIS, MD * PD: Bob Barnett APCMD: Mark Langeton 3 KENY CHESNEY "Tunks" 3 FAITH HILL "Breathe" 2 SHEDNEY "Needs"	WFMB/Springfield, IL PD: Mark Phillipa MD: John Speuiding 5 ALAN JACKSON "Pop" 3 FAITH HILL "Breathe" TRACY BYRD "Hand"	WIRK/West Paim Beach, FL PD: Mitch Mahan APDMID: JR. Jackson 14 SHAMA TWAN "Over" 1 SHEDAISY "Needs"
OMPD: Tomay Ganty APOAIo: Zach Taylor 12 ALAN JackSNN "Pop" 8 FATTH HILL "Breathe" 2 TOBY KEN "Sades" 1 KENNY CHESNEY "Thinks"	MD: BN Poindewter 19 ALAN JACKSON "Pon" 14 KENNY CHESNEY "Timiks" 6 FAIT- HLL "Diratme" 7 TIM MCGRAW "Friend" 4 KEITH HALING "Bring" 1 TOBY KEITH "Fades"	WXTA/Erie, PA PD: Ron Arien MD: Chel Price Kenny Cheshey "Thinks" ALAM JACKSON "Pop" JASON SELLERS "Matter"	KEITH URBAN "Love" KIKK/Houston, TX * PD: John Roberts 5 ALAN JACKSON "Pop" 4 FAITH HLL "Brante"	KWNR/Las Vegas, NV * OMPD: John Marks MD: Brocks Offrian 2 LEANN RIMES "Big" JDE DIFIE "Durtun"	4 SHANA TWAIN "Deer" 2 TY HERDON "Steam" JOE DIFFIE "Quittin" WLWI/Montgomery, AL PDMD: Deriene Dixon	KMLE/Phoenix, AZ * PD: Jeff Garmon APDMBJ: Join Alien 14 FAITH HILL "Breathe" 4 TOBY KETH "Fades" TRACE ADKINS "Lie"	1 PAUL BRANDT "Beautiful" WKKX/St. Louis. MO * PD: Jurf Allen MD: Dave Louis	WPKX/Springfield, MA * PDNID: Chip Miller 12 KENNY CHESNEY "Thinks" 1 GAIN BERNY "Power" 1 FAITH HILL "Breathe" ALEDIA ELLIOTT "Dogin" KEITH UBBAN "Love"	KFD1/Wichita, KS * PD: John Speer MD: Gary Hightower 4 ALAM JACKSON "Pop" 3 TRACY BYRD "Hand"
KASE/Austin, TX * PD: Michael Gnaise MD: Bob Pickett 12 SHANIA WAIN "Over" 10 RANDY TRAVIS "Man"	WUSN/Chicago, IL * PO: Justin Case MO: Tricis Blondo No Adds	WKDQ/Evansville, IN PD: Jon Prei MD: K.C. Todd No Adds	1 SHEDAISY "Needs" KILT/Houston, TX * POMO: Debbie Pipe 4 BRAD PAISLEY "Didn't" 1 DOUG STORE "Make"	WVLK/Lexington, KY * PD: John Swen MD: Neal Thomas 1 AIT HIL "Strathe"	FAITH HILL "Breathe" TRACE ADKINS "Lie" WSIX/Nashville, TN POMD: Dave Keity I REBA WCENTRE "What"	KNIX/Phoenix, AZ * PD: Alam Sledge APD: George King 12: FAITH HILL "Breathe" WOSY/Pittsburgh, PA *	1 KENNY CHESKEY "Thinks" JERRY KILGORE "Trp" KKAT/Salt Lake City, UT * PD: Shawn Stevens APDMD: Win Mickelson	SHEDAISY "Needs" TOBY KEITH "Fades" KTTS/Springfield, MO PD: Don Pilul	KZSN/Wichita, KS * Ott: Jeck Oliver PD: Pat Moyer MD: Dan Holday
KUZZ/Bakerstield, CA * PD: Even Brickweil MD: Krie Deniels 1 CHELY WRIGHT "Was" 1 ALAN JACKSON "Pop"	WUBE/Cincinnati, OH * OW/PD-Trin Closeon MID: Duck Hamilton 4: CHAD BROCK "Liphtning" 4: FAITH HILL "Stratte" PAUL BRANDT "Beautiful" JENNIFER DAY "Fun"	KIX/Faystleville, AR PD:Tom Travis APDAMD:Tone Marconi 2 Tracks BANINS "Lie" 2 SHANIA TWAIN "Over"	KKBQ/Houston, TX * PD:Tim Murphy APDMD: Serve Guiltari No Adds	PAUL BRANDT "Beautidu" KZKX/Lincoln, NE PC: Charle Thomas MD: Brian Jernings 2 CLINT BLACK "When"	JOE DIFFIE "Quittin" WSM/Nashville, TN * OM: Kyle Caritral PD: Grag Cole MD: Keyle Anderson	OMPD: Kebh Clark APD/BID: Stoney Richarda 3 BRAD PALEY "Oudn" 1 TY HERNDON "Steam"	9 FAITH HILL "Breathe" 5 KENNY (HESNEY "Thinks" 3 SHEDAISY "Needs" 1 SHANIA TWAIN "Over" KSOP/Sait Lake City, UT *	APD/MD: Warren McDonaid 8 ALAN JACKSON "Pop" WBBS/Syracuse, NY * POMD: Meg Savene	No Adds WGGY/Wilkes Barre, PA 1 PD: Mark Lindow
WPOC/Baltimore, MD * PD: Scott Lindemukler APDNRD: Todd Bery 3 FATTH HILL: Terrathe" 1 ALAN JACKSON "Pop"	WYGY/Cincinnati, OH * Oli:Tim Closeon PD: Fuldi Maruhat APD: C.C. Ridar MD: JJ Genard 3. SHEOJKS? "Meeds"	WKML/Fayetteville, NC * PD: Robin Daminie APDMID: Andry Brown 5 REBA MCENTIRE "What"	WTCR/Huntington, WV POMD: chuck Black 29 LEE ANN WOMACK "Now" 5 FAITH HILL "Breathe" 5 FAUL BRAND "Beaufrul"	2 SHEDAISY "Heeds" 2 FAITH HILL "Breathe" KSSN/Little Rock, AR * POMID: BW Dotson	10 FAITH HULL "Breathe" 1 ALAN JACKSON "POP" KETH URBAN "Love" SHEDAISY "Needs" WNOE/New Orteans, LA *	WPOR/Portland, ME PD: Cleft Marsh APDMID: Erick Anderson 6 TRACY BYRD "Hand" 3 TY HERVON "Steam" 2 FAITH HILL "Beame" M CHAPNE CARPENTER "Wherever"	PD: Don Hillion APDMB: Doby Nurpin 27 KENNY CHESKEY "Thinks" 6 ALAN JACKSON "Pop" KUBL/Saft Lake City, UT *	No Acds WQYK/Tampa, FL * Othe Eric Logun	2 CHAD BROCK "Lightning" TRACY BYRD "Lightning" FAITH HILL "Brather" KENNY CHESNEY "Thinks"
WXCT/Baton Rouge, LA * OM/PO: Teel Kally APD: Todd Day 4 CLint BLACk "When" 2 CHAD BROCK "Lighthing" PAUL BRANDT "Beautiful"	WGAR/Cleveland, OH * PD: Cley Humicut MD: Chuck Collier	WCKT/Ft. Myers, FL * PD/MD: Kerry Babb 1 CLAY WALKER "Live" 1 FAITH HILL "Breather M. CLAPM CARPENTER "Whenever"	WDRM/Huntsville, AL * PD:Rick Brown MD: Due MicChain 2: KENNY CHESNEY "Thinks" TRACY SYND "Hand"	7 ALAM JACKSON "Pop" 2 TARA (VN HART "Watters" JOE DIFFE "Ourtin" KEITH URBAN "Love" WMJC/Long Island, NY *	PDNDD: Eddle Edwards 2 TY HERNDON "Steam" 2 TRACE ADNNS "Le" 1 CLAY WALKER "Live"	KUPL/Portland, OR * Off. Les Rogers PD: Carry Rolls MD: Rick Taylor 5 AUAN JACKSON "Pop" 2 JOHN M MONTGOMERY "Home"	ODAPD: Ed Hill MC: Deni Curtis 3 ANDY GRIGS "Crazy" LEANN RIMES "Big" JOHN BERRY "Power"	PD: Beacher Mertin APDMD: Jay Roberts No Adds WRBQ/Tampa, FL *	KXDD/Yakima, WA PDMD: Dewey Boynton FAIT+ MIL "Breathe" VANKEE GREY "Considered"
WYNK/Baton Rouge, LA * PD: Paul Or APD/MD: Austin James REBA MCENTIRE "What" LEANN RIMES "Big"	5 REBA MCENTIRE "What" 2 TY HERNDON "Steam" IOCCS/Colorado Springs, CO * PC: Mine James	WWGR/Ft. Myers, FL * PD: Chris O'Kelley 4 FATTH HILL "Breathe" 2 KENNY OKESHEY "Thinks"	WFMS/Andianapolis, IN * PD: ebs Richards MD: JD. Cannon 4 CLINT BLACK "Witen"	PD: Jim Anton MD: Buzzerind Alexander 4 FATTH HLL "Steathe" TRACY BYRD "Hand"	WYNYNew York, NY * Do:Darris Smart Roth 3 DIXE CHICKS "Goodbys" 1 REBA MCENTIRE "What" 1 RATH HILL "Breaths"	2 SOUTH MILL "Dreams" SHEDAISY "Heads" TOBY KEITH "Fades"	KAJA/San Antonio, TX * OMPO: Kabh Mongomery MD: Jennie Jamma 2 KENNY CHESNEY "Thinks" TOBY KETTH "Fades"	PD: Roords Lane MD: Nancy Knight 7 FAITH HILL "Breaba" 1 KENNY CHESNEY "Thinks" 1 TRACY BYRO "Hand" 1 ALA JACKSON "Pop" REBJ MCENTIRE "What" TRACE AOKINS "Lie" JOHN BERRY "Power"	WGTY/York, PA * OMPD: John Pallegrini MD: Kanny Shelton 2 KENNY CHESNEY "Thinks" 1 JERRY KILGORE "Tho" TRACY BYRD "Hand" TARA LYN HART "Matters" 10BY KETH "Faces"
KAYD/Beaumont, TX PDMD: Frank Dewson APD: Jey Bernard FAITH HILL "Breathe" ALAN JACKSON "Pop"	APDAND: Trevie Daily 4 KENNY CHESNEY "Thinks" M CHAPIN CARPENTER "Wherever" WCOS/Columbia, SC *	2 REMAY CHE SHEY "TIMINAS JOHN BERNY "Power" SHEDAISY "Meeds" JEERY KILGORE "Timp" JOE DIFFIE "Quittin"	WMSI/Jackson, MS * PD: Rick Adams MD: Gill Stuert No Adds	KZLA/Los Angeles, CA * Od: Marida Ratijaan APDMID: Marida McCormack No Adds	WCMS/Norfolk, VA * PD: John Crenehew MD: Billow Montgomery 6 BROOKS & DUNN "Missing" 4 SHANIA TWAIN "Over"	PD: Robin Mitchell MD: Lola Montgomery 12 SHAMIA "WAIN "Over"	KCYY/San Antonio, TX * PD: R.L. Curtis 3 BROOKS & CUNN "Missing" 2 ANOY GRIGGS "Crazy" 2 MONTGOMERY GENTRY "Londly"	WTHI/Terre Haute, IN OM/PD: Berry Kent MD: Perty Marty TRACY BYRD "Hand"	WOXK/Youngstown, OH * PD: Chuck Stevens MD: Burton Lee 2 TRACP BYRD "Hand"
WKNN/Biloxi, MS PD: Kipp Greggory MD: Stave Kelly TRACE ADXINS "Lie" KENNY CHESNEY "Thinks"	PD: Lance Televell MD: Can Cernet 6 REBA MCENTIRE - What 2 ALAN JACKSON "Pop" WCOL/Cotumbus, OH *	WOHK/F1. Wayne, IN * OMPD: Deam McNeil APDME: Jatel Moore 1. ShEDAISY "Needs" JERRY KILGOR: "Too" TOBY KEITH "Fades"	WQIK/Jacksonvitte, FL * APD: Jon Scott MD: Deeh Riprock 5 FAITh HLL "Strathe" 3 TRACE ADKINS "Lie"	WAMZ/LOUISVIIIE, KY * PD: Coyota Cathoun MD: Ron Hazard 6 AIAM JACKSON "Pop" 6 FAITH HLL: "Stratme" 5 KENNY CHESNEY "Thinks" 10BY KEITH "Fades" ALABAMA "Small"	WGH/Norfolk, VA * PD: Randy Brooks MD: Mare Carmody B KENNY OHESNEY "Trinks" B CENY WRIGHT "Mas" 3 TOBY KEITH "Fades" 3 ALIM JACKSON "Pop" 3 FAITH MLL "Breathe"	WOKQ/Portsmouth, NH * On: Mark Ericson PD: Mark Jannings APDMO: Dan Lunnie 2 ALAN JACKSON *Pop* 1 JERRY KILGORE *Tinp*	KSON/San Diego, CA * OM/PD: John Dimick APDMD: Greg Frey 4 SHANA TWAIN "Over"		24/7 monitored
WHWK/Binghamton, NY OM/PDMD: John Devision No Adds	OM: Snillin Tom Fridley PD: Geil Austin 6 REBA MCENTIRE "What" 1 BRAD PAISLEY "Didn t"	KSKS/Fresno, CA * PD: Kan Boesen MD: Skove Montgomery 5 FAIT+ HLL "Breatmer" 4 RANDY TRAVIS "Man" 3 RESA MCENTRE "What"	WROO/Jacksonville, FL * PD: Buzz Jackson WD: Rhonda Goff 5 FAITH HLL "Grante" 4 BRAD PAISLEY Didni;" 3 bLAM LOPSON "For"	KLLL/Lubbock, TX P0: Jay Richards M0: Kally Greens 11 FATTH HILL "Breathe"	WTCM/NW Michigan PD: Herk Staycer MD: Ryen Dobry 16 ALAN AccSon "Pop"	WCTK/Providence, RI * PD: Rick Everent MD: Sam Skevene 12 Skalka TWAIN "Over" 7 KENNY CHESNEY "Thinks" 1 LILA MCCANN "Crush" TOBY KEITH "Fades"	KYCY/San Francisco, CA * PD: Dene Heller APDMD: Skew Jorden 24 FAITH HILL "Breathe" 15 ALAN JACKSON "Pop"	143 Monitored R 143 Current Play	
WZZK/Birmingham, AL * OMPD: Jun Tice APDONID: Scott Stewart No Adds	WHOK/Columbus, OH * PD: Dom Ched MD: George Wolf No Adds	JOE DIFFIE "Outline" WBCT/Grand Rapids, MI OM/PD: Doug Montgomery	3 ALAM JACKSON "Pop" 1 TY HERNOON "Steam" WXB0/Johnson City, TN * PO: Bill Hegy MD: Reggie Neel	WOEN/Macon, GA	15 KENNY CHESHEY "Timns" 5 KHEDIS' Needs" 5 FATTH HILL "Breathe" 5 TARA LYN HART "Matters" 5 CHELY WRIGHT "Was"	WLLR/Quad Cities, 1A-IL PD: Jm Others	CLINT BLACK "When" TY HERNDON "Steam" TIM MCGRAW "Friend"	Country Indicato 40 Total Reporter 39 Current Playli	rs
KIZN/Boise, ID PD: Rich Summers APDMD: Spencer Burke No Aads	KRYS/Corpus Christi, TX PD: Cleyton Allen MD: Cactus Lou 5 RANDY TRAVIS "Man"	MD: Dove Tan 10 ALAN JACKSON "Pop" 8 FAITH HILL "Breathe" 6 KENNY CHESNEY "Thinks"	1 ND: Reggie Nael 18 BRAD PAISLEY "Didn't" 15 STEVE HOLY "8eg" 11 REBA MCENTIFIE "What" 10 TRACY BYRD "Hand"	PD:Gerry Marthal APD/MD: Loura Starting 5 BELLAMY BROTHERS "Ex-Files"	KGEE/Odessa-Midland, TX PD: Michael Lawrence APD/MD: Boomer Kingston ALAN JACKSON "Pop"	MD: Ron Evens 2 TY HERNDON "Steam" 2 FAITH HILL "Breathe"	KRTY/San Jose, CA * PDMD: Julie Stevens JASON SELLERS "Matter"	Did Not Report, KKNU/Eugene, (Playlist Frozen (1) DR

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84 • R&R October 1, 1999

Country Playlists

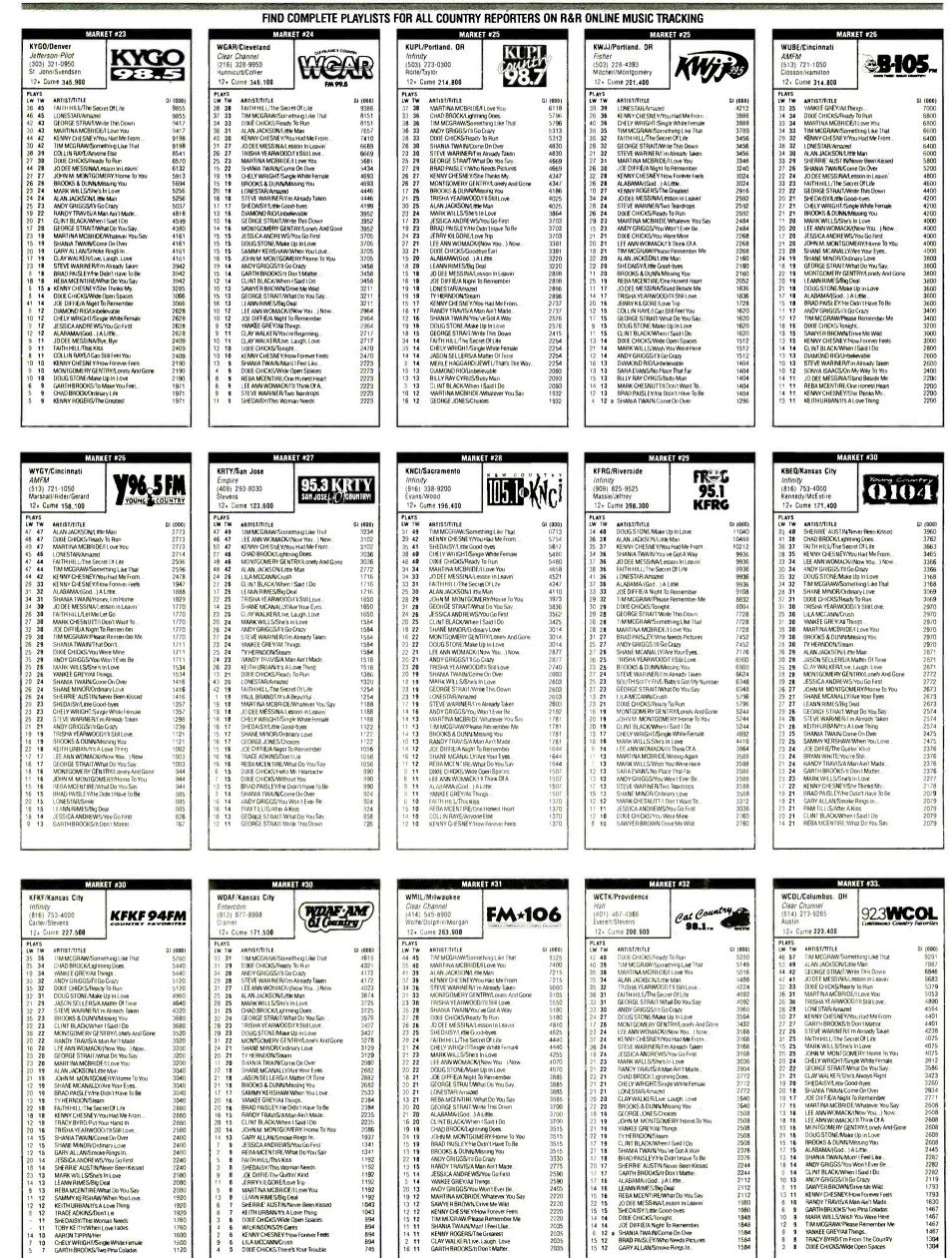


Country Playlists



86 • R&R October 1, 1999

Country Playlists

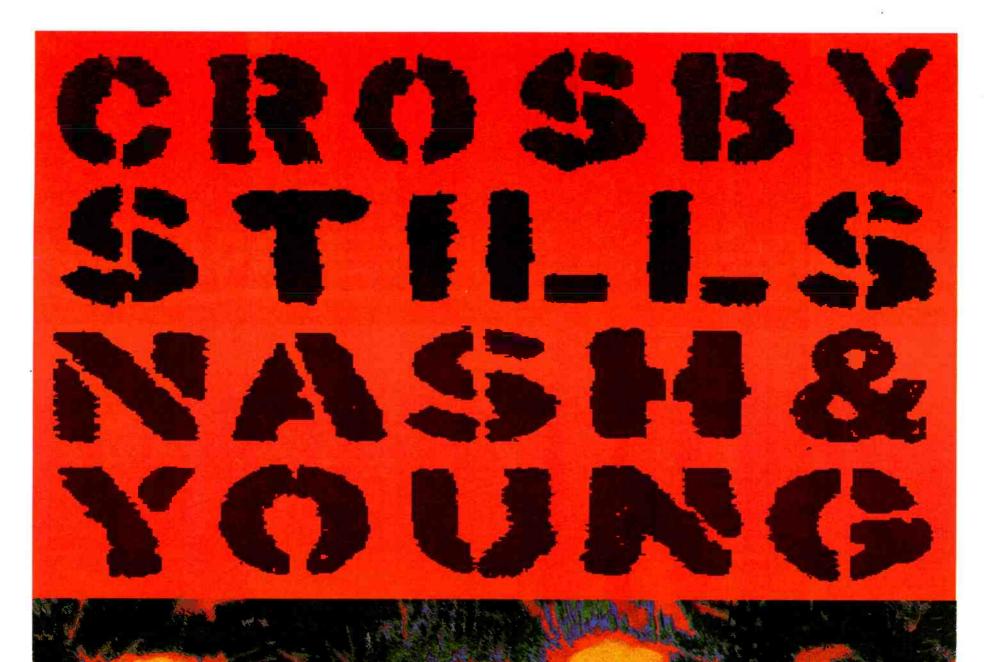


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U.S. TOUR KICKS OFF LATE JANUARY, 2000

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Who's Calling, Please?

Caller ID may throw a curve to those who live and die by the telephone

C aller ID penetration has quadrupled the past four years — another indication that would seem to support the notion that our society is becoming more and more protective of its privacy.

While a great device for those wanting to know who's calling at the most inopportune time, caller ID may be throwing a nasty curve to those in our business who live and die by the telephone.

A Marketing Puzzle

Although it's been available in other parts of the country for a few years, caller ID is relatively new in California. The penetration rate for the service in the parts of the country where it has been available for a while is quite high. "I know that's true in Texas, where half the telephone customers have it," explains Pacific Bell spokesperson Steve Getzug.

The majority of Pac Bell's caller ID customers are residential, but there's also a practical use for it in business. Caller ID's California introduction was delayed somewhat because, as Getzug opines, "This is a state where people tend to value their privacy. There are a lot of people with unlisted phone numbers here. It took a little time to figure out how best to introduce and market the product. Once the marketing puzzle was solved, caller ID was introduced in California in late '97- early '98."

In addition to a \$5 activation fee, Pacific Bell customers are charged \$6.50 a month for caller ID. Approximately 18% of its customers now utilize the product, and it's beginning to challenge call waiting as the company's most popular "add- on" feature. But as Getzug explains, "Different carriers charge different prices for it. People can package certain other services and get it for a discounted rate.

"As people become more tele-

communications-savvy, they like things like caller ID, because it helps them manage their time. People have busy lives. They talk all day at the office, and when they go home, they want it to be a sanctuary. They want to know who's calling, so they can decide whether or not to pick up the phone."

Removing Barriers

The caller ID box will read something like "Private Caller," "Anonymous" or "Number Unavailable" for incoming calls with blocked numbers. But as caller ID becomes more accepted in places like California, Pac Bell claims that more people are unblocking their numbers.

"When Pacific Bell introduced caller ID, the California Public Utilities Commission mandated that we inform people about the changes that were going to take place," Getzug notes. "At that time they gave people a choice whether they wanted to block their numbers or keep them unblocked. It was an overt campaign where there was a lot of information given to customers to decide what they wanted to do."

In addition to showing the phone numbers of incoming calls, some companies are also starting to provide names associated with those numbers. "Some people are adamant and militant about people calling them," remarks Getzug. "They won't pick up the phone if the caller is unwilling to convey a piece of information about themselves."

Typically, he says, most calls are from family and friends, and a person knows the number when it pops up on the caller ID box. "It's not a problem for people who run in small

"It's pretty wild, because what passes from one telephone company to another — and one long-distance supplier to a certain phone company — can be very different. Whenever you think you know something about telephones, they make it more complex."

Ed Cohen

"Some people are adamant and militant about people calling them. They won't answer the phone if the caller is unwilling to convey a piece of information about themselves."

Steve Getzug

circles. But when they run in larger circles, people become more discriminating about who they'll talk to."

Dealing With Rejection

Whenever a piece of technology like this becomes popular you can naturally count on seeing enhancements. Enter "anonymous call rejection." It was introduced earlier this year, and here's how it works: People with blocked numbers calling someone with this feature will hear a recording that says the person being called doesn't wish to receive calls from people with blocked numbers. The caller will then be prompted to press three numbers that will unblock their number.

Anonymous caller rejection is available in several markets. Caller ID customers get this service free, and there's a nominal fee for noncaller ID users. Getzug admits there may be ways for people or companies to defeat anonymous call rejection. "It just depends on how badly someone wants to talk to you. But a person could go to a pay phone [where they'd have to deposit 35 cents] or have an operator try to complete the call [and pay 95 cents for an operator-assisted call]. It then becomes a cost issue. But at this point, for people with blocked numbers, there's no way around it."

Tool Of The Masses

A recent Arbitron NewMedia Pathfinder study shows 40% of all

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Caller ID is the fastest growing information appliance among American consumers. So says a Pathfinder Study released earlier this summer by Arbitron NewMedia. Here's a comparison breakdown of five media appliances/services by household income:

• The first column indicates the percentage of all persons 16-74 having a particular service.

• Column two refers to percentages of 16-74s having those services in households with annual incomes less than \$25,000 a year.

• The third column reflects a percentage of 16-64s using those particular appliances or services in households with annual incomes greater than \$75,000 a year.

For example, 40% of 16-74s have caller ID. From an income standpoint, however, there's basically no difference in where it can be found. Forty percent of 16-74s in households making more than \$75,000 a year have it, and 39% of those in households with less than \$25,000 a year use it. Contrast that with home PCs and cell phones.

Caller ID	40%	39%	40%
Cell Phones	49%	24%	77%
Home PCs	54%	26%	83%
Internet Use	39%	18%	64%
Pagers	33%	21%	45%

persons 16-74 have caller ID. While that's a pretty significant number, Arbitron Director/

Domestic Radio Research Dr. Ed Cohen says it's difficult to explain why people have it. "There can be positives and negatives with it. Sometimes people use it as a screening tool, instead of

ing tool, instead of **Ed Cohen** an answering machine, so they don't miss a call."

According to the study, use of caller ID cuts across all social and economic classes. "Cell phones tend to skew toward wealthier households," notes Cohen. "You pay extra for it and can rack up big bills. But when it comes to caller ID, it's very interesting that there's no difference by social class. It's not a tool of the rich."

While not wanting to attach a percentage, Cohen admits Arbitron loses "hidden refusals" because of caller ID. "As much as we'd like to, there's no way for us to get around the fact that someone won't pick up the phone if they see 'unknown caller' on their caller ID box. Yes, response rates are down a little, and we're taking a bit of a hit, but it's absolutely impossible to say how much of that is because of caller ID. We're trying to stay ahead of this, and it's kept us busy in some meetings. But our response rates are still pretty good, and we're very proud of them."

Communication Complexities

Arbitron has been considering a plan in which "Arbitron Ratings" would appear on a subscriber's caller ID box. "We aren't there yet," Cohen points out. "We've done some work to try to see what's going on out there. From a technology standpoint it's pretty wild, because what passes from one telephone company to another — and one long-distance supplier to a certain phone company can be very different. So even with our best efforts there's a chance it might not show up Whenever you think you know something about telephones, they make it more complex. Things aren't simple when you have a big phone center like ours."

And as Arbitron Radio GM Pierre

"Response rates are down a little, and we're taking a bit of a hit, but it's absolutely impossible to say how much of that is because of caller ID. We're trying to stay ahead of it."

Ed Cohen

Bouvard explains, "There's a lot of stuff we have in our bag of tricks, including extra premiums and reminder phone calls, but all that stuff is for naught if we — initially — can't even get people on the phone."

TALK BACK TO R&R!

Do you have questions, comments or feedback regarding this column

or other issues? Call me at (310) 788-1664 or e-mail: mkinosox@rronline.com



LL	II						1
LAST	THIS	October 1, 1999	TOTAL PLAYS	+ / -	GROSS	WEEKS ON CHART	TOTAL STATIONS
WEEK	WEEK	ARTIST TITLE LABEL(S)		+/- PLAYS	(00)		
2	1	PHIL COLLINS You'll Be In My Heart (Hollywood)	2322	-50	291915	26	108/0
U.	2	BACKSTREET BOYS Want It That Way (Jive)	2313	-63	306413	23	109/0
3	3	EDWIN MCCAIN Could Not Ask For More (Lava/Atlantic)	1902	-9	223631	17	96/0
6	4	ERIC CLAPTON Blue Eyes Blue (Columbia/Reprise)	1797	+108	214520	8	104/1
5	5	'N SYNC W/GLORIA ESTEFAN Music Of My Heart (Epic)	1712	+20	225306	8	103/2
-4	6	98 DEGREES The Hardest Thing (Universal)	1689	-28	223659	24	100/1
7	7	SHANIA TWAIN You've Got A Way (Mercury)	1524	-98	135588	11	90/0
9	8	CHRIS GAINES Lost In You (Capitol)	1489	+33	155157	9	90/0
11	9	RICKY MARTIN She's All I Ever Had (C2/Columbia)	1441	+145	210928	10	89/6
8	10	SARAH MCLACHLAN I Will Remember You (Arista)	1414	-106	175364	28	97/0
13	Ũ	'N SYNC (God) A Little More Time (RCA)	1154	+20	162728	38	96/0
10	12	SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	1140	-158	176503	29	91/0
12	13	BOYZONE No Matter What (Ravenous/Mercury/IDJMG)	1008	-151	118321	18	85/0
15	1	SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	950	+106	145108	44	89/0
14	15	BRITNEY SPEARS Sometimes (Jive)	940	-62	129243	16	70/0
16	16	CHER Believe (Warner Bros.)	778	-37	122273	35	87/0
20	Ū	98 DEGREES Do (Cherish You) (Universal)	772	+111	129667	6	63/12
19	18	SHANIA TWAIN From This Moment On (Mercury)	765	+62	112761	55	84/0
21	Ð	MARTINA MCBRIDE Love You (Columbia)	758	+104	77477	. 6	67/1
18	20	KENNY G W/LOUIS ARMSTRONG What A Wonderful World (Arista)	722	-11	70800	10	66/0
23	2	LONESTAR Amazed (BNA)	671	+161	67396	4	74/6
22	æ	ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope)	646	+96	136936	7	49/4
24	23	R. KELLY If I Could Turn Back (Jive)	483	+44	43849	5	54/1
26	24	JOHN TESH Heart Of The Sunrise (GTSP/IDJMG)	390	+32	33316	7	49/3
25	25	KATHY TROCCOLI Remember (Monarch)	340	-50	30210	9	49/0
27	26	ROBERT PALMER True Love (<i>Pyramid</i>)	317	-5	21278	4	41/1
30	Ð	SUGAR RAY Every Morning (Lava/Atlantic)	233	+31	39774	12	14/0
Debut	> 🛛	SHANIA TWAIN Man! Feel Like A Woman! (Mercury)	224	+95	40467	1	20/7
28	29	RICKY MARTIN Livin' La Vida Loca (C2/Columbia)	211	-27	34107	18	24/0
Debut	D 🕄	AVALON Can't Live A Day (Sparrow)	204	+9	15314	1	39/4

MARTIN Who (Warner Bros.)

109 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 9/19-Saturday 9/25. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 875 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.

New & Active

 SIXPENCE NONE THE RICHER There She Goes (Squint/Elektra/EEG) Total Plays: 113. Total Stations: 11, Adds: 3
 REO SPEEOWAGON Just For You (Legacy/Epic) Total Plays: 83, Total Stations: 14. Adds: 2
 SARAH BRIGHTMAN Dust in The Wind (Angel) Total Plays: 80, Total Stations: 11, Adds: 0
 B*WITCHED Blame It On The Weatherman (Epic) Total Plays: 69, Total Stations: 17, Adds: 4
 JIM BRICKMAN f/MICHELLE WRIGHT Your Love (Windham Hill) Total Plays: 27. Total Stations: 17, Adds: 17
 BETTE MIOLER That's How Love Moves (Warner Bros.) Total Plays: 26, Total Stations: 11, Adds: 5

Most Added .

ADDS

ARTIST TITLE LABEL(S)

SAVAGE GARDEN | Knew | Loved You (Columbia) 21 JIM BRICKMAN f/M. WRIGHT Your Love (Windham Hill) 17 98 DEGREES | Do (Cherish You) (Universal) 12 SHANIA TWAIN Man! | Feel Like A Woman! (Mercury) 7 **RICKY MARTIN** She's All I Ever Had (C2/Columbia) 6 LONESTAR Amazed (BNA) 6 6 SARAH MCLACHLAN Ice Cream (Arista) KIM RICHEY Come Around (Mercury) 5 BETTE MIDLER That's How Love Moves (Warner Bros.) 5 ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope) 4 4 **AVALON** Can't Live A Day (Sparrow) **B*WITCHED** Blame It On The Weatherman (Epic) 4

Most Increased Plays

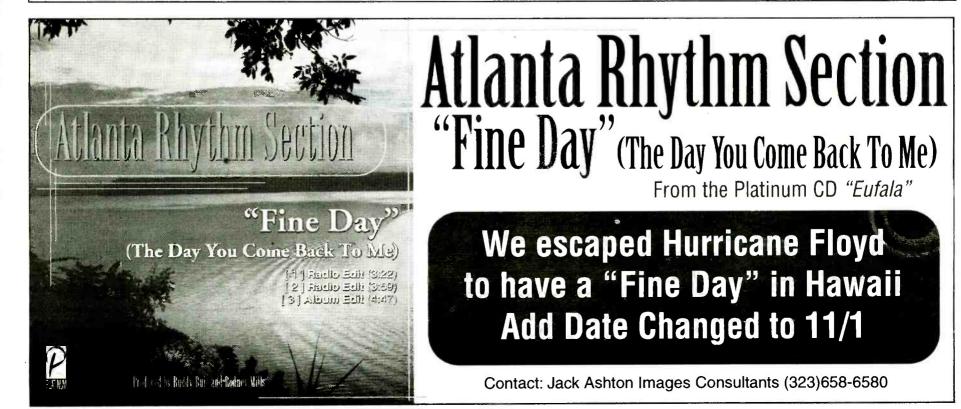
PLAY ARTIST TITLE LABEL(S) LONESTAR Amazed (BNA) +161 **RICKY MARTIN** She's All I Ever Had (C2/Columbia) +145 SAVAGE GARDEN | Knew | Loved You (Columbia) +13298 DEGREES | Do (Cherish You) (Universal) +111 **ERIC CLAPTON** Blue Eyes Blue (Columbia/Reprise) +108SARAH MCLACHLAN Angel (Warner Sunset/Reprise) +106 MARTINA MCBRIDE | Love You (Columbia) +104ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope) +96 SHANIA TWAIN Man! | Feel Like A Woman! (Mercury) +95 FLEETWOOD MAC Landslide (Reprise) +93

Breakers _®

No Songs Qualified For Breaker Status This Week

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE MUSIC TRACKING.

Total Plays: 173, Total Stations: 26, Adds 0 BARBRA STREISAND & VINCE GILL If You Ever Leave Me (Columbia) Total Plays: 167, Total Stations: 28, Adds: 3 MARC ANTHONY | Need To Know (Columbia) Total Plays: 146, Total Stations: 15, Adds: 2 JESSICA SIMPSON | Wanna Love You Forever (Columbia) Total Plays: 145, Total Stations: 26, Adds: 3 SAVAGE GARDEN | Knew | Loved You (Columbia) Total Plays: 135, Total Stations: 35, Adds: 21 KIM RICHEY Come Around (Mercury) Total Plays: 132, Total Stations: 23, Adds: 5



Paul McCartney

Adult Alternative

Airplay Includes: WXRT — Chicago WMMM — Madison WBOS — Boston KGSR — Austin WXPN — Philadelphia KXST — San Diego KINK — Portland KMTT — Seattle CIDR — Detroit

ALBUM IN STORES 10/4!!

An album this great deserves two singles at radio.

"Try Not To Cry"

Breaking now at AAA & Rock Radio

"No Other Baby"

Going for adds now at AC

Both from the new Paul McCartney album:

Run Devil Run

Produced by Chris Thomas and Paul McCartney



92 **AC** October 1, 1999

CROSBY, STILLS, NASH & YOUNG Sanibel (Reprise)

EURYTHMICS 17 Again (Arista)

lost Played Recurrents	(TOP 100	AC POWER GOLD
SAVAGE GARDEN Truly Madly Deeply (Columbia)	1 LEANN RIMES How Do I Live	51 MADONNA Take A Bow
USA DDICKARAN (/ HULL & D. DODTED Destiny (Mindham Hill)	2 MEDLEY/WARNES (I've Had) The Time Of	52 CELINE DION The Power Of Love
JIM BRICKMAN f/J. HILL & B. PORTER Destiny (Windham Hill)	3 CELINE DION Because You Loved Me 4 BONNIE RAITT Something To Talk About	53 CHER If I Could Turn Back Time 54 CYNDI LAUPER Time After Time
SHANIA TWAIN You're Still The One (Mercury)	5 BRYAN ADAMS (Everything I Do) I Do It	55 CHER The Shoop Shoop Song (It's)
FAITH HILL This Kiss (Warner Bros.)	6 POLICE Every Breath You Take 7 JEWEL You Were Meant For Me	56 STING Fields Of Gold 57 JIMMY CLIFF I Can See Clearly Now
NATALIE IMBRUGLIA Torn (RCA)	8 ROD STEWART Have I Told You Lately	58 ROD STEWART So Far Away
	9 R. KELLY I Believe I Can Fly 10 MICHAEL BOLTON When A Man Loves	59 DES'REE You Gotta Be 60 IRENE CARA Flashdance (What A Feeling
MONICA Angel Of Mine (Arista)	11 RICHARD MARX Right Here Waiting	61 ERIC CLAPTON Layla
SHANIA TWAIN That Don't Impress Me Much (Mercury)	12 FOREIGNER Want To Know What Love Is	62 BETTE MIDLER From A Distance
	13 JOURNEY Open Arms 14 TONI BRAXTON Un-Break My Heart	63 HEART These Dreams 64 SIMPLY RED If You Don't Know Me By M
CELINE DION My Heart Will Go On (550 Music/Epic)	15 BEACH BOYS Kokomo	65 CHICAGO Hard To Say I'm Sorry
PAULA COLE Don't Want To Wait (Imago/WB)	16 SEAL Kiss From A Rose	66 BILLY JOEL The River Of Dreams
TAOLA GOLL I DON'T Want TO Wait (mago/wob)	17 ROD STEWART Forever Young 18 BILLY VERA/BEATERS At This Moment	67 RIGHTEOUS BROTHERS Unchained Melo 68 PAUL YOUNG What Becomes Of The
BACKSTREET BOYS I'll Never Break Your Heart (Jive)	19 HALL & OATES You've Lost That Lovin' Feelin'	69 BENNY MARDONES Into The Night
	20 AMY GRANT Baby, Baby	70 BETTE MIDLER The Rose
EDWIN MCCAIN I'll Be (Lava/Atlantic)	21 BONNIE RAITT I Can't Make You Love Me	71 PATRICK SWAYZE She's Like The Wind
PHIL COLLINS True Colors (Atlantic)	22 JOURNEY Faithfully 23 ROXETTE It Must Have Been Love	72 DON HENLEY The Heart Of The Matter 73 RONSTADT & NEVILLE All My Life
alanda oo ahaa ahaa ahaa ahaa ahaa ahaa ahaa	24 MARIAH CAREY Hero	74 RICHARD MARX Hold On To The Nights
AEROSMITH I Don't Want To Miss A Thing (Columbia)	25 BETTE MIDLER Wind Beneath My Wings	75 SELENA Could Fall In Love
BACKSTREET BOYS All I Have To Give (Jive)	26 ERIC CLAPTON Tears In Heaven 27 TONY RICH PROJECT Nobody Knows	76 CHER & PETER CETERA After All 77 JOE COCKER & JENNIFER WARNES Up When
	28 BRYAN ADAMS Have You Ever Really	78 ELTON JOHN Circle Of Life
R. KELLY & CELINE DION I'm Your Angel (Jive)	29 ALL-4-ONE Can Love You Like That	79 ELTON JOHN Candle In The Wind (Live)
ERIC CLAPTON My Father's Eyes (Duck/Reprise)	30 VANESSA WILLIAMS Save The Best For Last	80 BREATHE Hands To Heaven
	31 ERIC CLAPTON Change The World 32 WHITNEY HOUSTON Will Always Love You	81 TONI BRAXTON You Mean The World To 82 CHICAGO Will You Still Love Me?
ELTON JOHN Something About The Way You Look Tonight (Rocket/IDJMG)	33 ALL-4-ONE Swear	83 ROD STEWART Rhythm Of My Heart
ENTRY HULL of Malat Co. (Margar Proc.)	34 BRYAN ADAMS Please Forgive Me	84 JOHN WAITE Missing You
FAITH HILL Let Me Let Go (Warner Bros.)	35 GEORGE MICHAEL Father Figure 36 BERLIN Take My Breath Away	85 ELTON JOHN Guess That's Why They C 86 ATLANTIC STARR Always
CELINE DION To Love You More (550 Music/Epic)	37 CHICAGO You're The Inspiration	87 SHERYL CROW All I Wanna Do
	38 CHRIS DEBURGH The Lady In Red	88 ROD STEWART Reason To Believe
W. HOUSTON & M. CAREY When You Believe (From) (DreamWorks)	39 PAUL YOUNG Oh Girl	89 VANESSA WILLIAMS Colors Of The Wind
	40 JIM BRICKMAN & M. MCBRIDE Valentine 41 REO SPEEDWAGON Can't Fight This Feeling	90 REO SPEEDWAGON Keep On Loving You 91 EURYTHMICS Sweet Dreams (Are Made
	42 ERIC CARMEN Hungry Eyes	92 MR. MISTER Broken Wings
	43 BOYZ II MEN I'll Make Love ToYou	93 STEVE PERRY Foolish Heart
Going For Adds 10/4/99	44 SOPHIE B. HAWKINS As I Lay Me Down 45 DONNA LEWIS I Love You Always Forever	94 MARIAH CAREY I'll Be There 95 LUTHER VANDROSS Here And Now
	45 TINA TURNER What's Love for Always Forever	96 NAKED EYES Always Something There
	47 ELTON JOHN Can You Feel The Love Tonight	97 ERIC CLAPTON Wonderful Tonight
ATHAN BUTLER What Would You Do For Love (N-Coded)	48 GENESIS In Too Deep	98 DAN FOGELBERG Rhythm Of The Rain
CAGO Back To You (<i>Chicago</i>)	49 WHAM! Careless Whisper 50 MIKE & THE MECHANICS The Living Years	99 PHIL COLLINS You Can't Hurry Love 100 TRACY CHAPMAN Give Me One Reason

"#12 TO #1 AT NIGHT!* THE NUMBERS SPEAK FOR THEMSELVES!"

CO

-Tony Coles, PD, KRWM-FM, Seattle



DELILAH IS YOUR SEVEN TO MIDNIGHT SOLUTION. 1.800.426.9082 bpradio.com



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 100 Power Gold is based on a sample of AC reporters for the airplay week of Wednesday 9/15-Tuesday 9/21. © 1999, R&R Inc.

Reporters

October 1, 1999 R&R • 93

Stations and their adds listed alphabetically by market AC Hot AC WHUD/Newburgh, NY KQXT/San Antonio, TX WKDD/Akron, OH * KDMX/Dallas, TX * KURB/Little Rock, AR * KZON/Phoenix, AZ * WYJB/Albany, NY * WGSY/Columbus, GA WTFM/Johnson City, TN * PD: Chuck Collins MD: Lynn Kelly PD: Paul Peterson MD: Kevin Mannion PD: Randy Cain APD: Debra Daniels MD: Becky Rogers PD/MD: Mark E. McKinne PD: Jim Mackey PD: Randy James APD, Race Taylor MD: Lisa Thomas OM: Michael Morgar MD: Chris Holmberg PD/MD: Alan Ouin AMD: April Haze OM/PD: Steve P MD: Tom Furci SAVAGE GARDEN "Knew 6 RICKY MARTIN AI MARCANTHONY 'Kn WKYE/Johnstown, PA ENRIQUE IGLESIAS WLEV/Allentown, PA WSNY/Columbus, OH * WLMG/New Orleans, LA WPHH/Pittsburgh, PA * PD: Jack Michaels MD: Brian Wolfe SPLENDER Wh Dir/Ops: Nick Ferrara PD: Steve Suter APD/MD: Johnny Scott KKOB/Albuquerque, NM KYSR/Los Angeles, CA * n Anders PD: Chuck Knight MD: Mark Bingaman KIOI/San Francisco, CA * PD: Michael Hayes APD/WD: Scott Alexande JESSICA SIMPSON Wanna LOU BEGA "March PD: Angela Perelli APD: Greg Simms MD: Chris Patyk OM: Brad Barrett PD: Kenn McCloud KIM BICHEY Com WDAQ/Danbury, CT 98 DEGREES 1 PD: Bob Lawrence APD/MD: Lisa Trygg LEN "Sunshine SALAGE GARDEN "Knew CHRISTINA AGUILERA 'Bottle ME', ISSA ETHERIDGE "Angels WOLR/Kalamazon, MI JOHN TESH "Si PD: Bill Trotta APD: Barbara Corbett KYMG/Anchorage, AK KVIL/Dallas, TX OM: Ken Lanphean PD: Brian Wertz SHANIA TWAIN Man' SAVAGE GARDEN Kney URYTHMICS WLTW/New York, NY * OM: Mark Murphy PD: Devan Mitchell SARAH MCLACHLAN 10 PD: Bill Curtis MD: Alex O'Neal KPEK/Albuquerque, NM ' MCLISSÐEDIDGE ' Anne INDIGO GIBLS "PI PD: Jim Ryan MD: Nina Del Rio KSBL/Santa Barbara, CA OM: Frank Jaxon PO: Mike Parsons APD: Jaimey Barreras MD: Stephanie Buchicchio LONESTAR Amaze WMC/Memphis, TN ⁴ WMGX/Portland, ME SUGAR RAY KUDL/Kansas City, MO * SHANIA TWAIN Man¹ SAVAGE GARDEN "Knev PD/MD: Peter Bie MD: Dan Hurst WMMX/Davton, OH PD: Randi Kirshbaum APD/MD: Ethan Minton WLQT/Davton, OH 2 LONESTAR "Amazed MD: Bruce Wayne PD: Jeff Stevens MD: Dean Taylor WPCH/Atlanta, GA PD: Sandy Collins MD: Steven Scott STING "Day' SAVAGE GARDEN "Knew KMGL/Oldahoma City, OK * KLSY/Seattle, WA * SARAH MCLACHLAN "IC OM/PD: Vance Dill APD: Steve Goss MD: David Joy No Adds 980FGBEES D PD: Jeff Couch APD: Kathi Yeager MD: Steve O'Brier N SYNC W/G ESTEFAN 'Musi ERIC CLAPTON "Blue PD: Barry MCKay MD: Bob Brooks JUDE "Sorry CHRIS PEREZ BAND 18est KBBT/Portland, OR KMXS/Anchorage, AK KALC/Denver. CO WJXB/Knoxville, TN 1 SAVAGE GARDEN "Knew PD: Nichelle En MD: Liså Adam MD: Roxy Lennox SARAH MCLACHLAN "Ice' KOSI/Denver, CO * 98 DEGREES ' PD: Jim Lawson APD/MD: Kozman WFPG/Atlantic City, NJ WNSN/South Bend, IN WKTI/Milwaukee, WI * CHRISGAINES 'Right' DIDO "Here rog. Mgr.:Steve Harr SAVAGE GARDEN "Knew KEFM/Omaha, NE * PD/MD: Jim Roberts SIXPENCE There" SHANIA TWAIN "Man" PD: Gary Guida MD: Marlene Aqua JEREMY TOBACK Feel ' JANICE ROBINSON "Change PD: Danny Clayton APD/MD: Leonard Peace KAMX/Austin, TX 1 PD/MD: Steve Alb WFMK/Lansing, MI * 98 DEGREES 'D WOOF/Dothan, AL SHANIA TWAIN 'Man BETH HART "L.A." DEF LEPPARD ' Goodby GOO GOO DOLLS "Balloon" SANTANA F/ROB THOMAS PD: Jack Stevens MD: Patrick Lemiuex KRSK/Portland, OR OM/MD: Ray Marsh PD: Danny Stewarl JESSICA SIMPSON Wanne GM/PD: Leigh Simps OM/MD: Mike Holder WMGF/Orlando, FL OM/PD: Joel Grey APD/MD: Jim Allen WBBQ/Augusta, GA WAGE GARDEN JIM BRICKMAN "Low KMXD/Des Maines, IA PD: Ken Payne APD/MD: Dean Miuccio WMYX/Milwaukee, WI * JENNIFE'A LOPEZ "Ha KXLY/Spokane, WA * ENRIQUE IGLESIAS 'Bailamos KMZQ/Las Vegas, NV * KLLY/Bakersfield, CA ' PD: Mike Blakemore APD/MD: Greg Chance PD: Brian Kelly MD: Mark Richards SAVAGE GARDEN "Kne PD: Scott Valentin MD: Steve Knight interim PD: Duncari Payton 2 "N SYNC W/G ESTEFAN "Music" PD/MD: Jason Gr KKMJ/Austin, TX * WXKC/Erie, PA WSNE/Providence, RI STING "Day" JANICE ROBINSON "Change ANIKA PARIS "About" CHRISPEREZ BAND "Best" TRAIN "Virginia" SHANIA TWAIN "Man" TLC "Unpretty" LEN 'Sunshine WMEZ/Pensacola, FL SARAH MCLACHLAN "Ice PD: Bill Hess APD: Eddie Moran PD: Nolan Cruise APD/MD: Mike Austin PD: Ron Arlen MD: Scott Stevens D/MD: Kevin Pet LONESTAR "Amazed" AVALON "Live"

WLIF/Baltimore, MD OM/PD: Gary Balaban MD: Mark Thoner JIMMY 80(PETT Play" JIM BRICKMAN 1 ove

WIKY/Evansville, IN

ENRIQUE IGLESIAS "Bailarnos JESSICA SIMPSON "Wanna

PD/MD: Mark Bake

WCRZ/Flint. MI *

OM/PD: J. Patrick MD: George McIntyre

KTRR/Ft. Collins, CO

WAJI/Ft, Wayne, IN

OM: Lee Tobin PD: Barb Richards MD: Jim Barron

JIM BRICKMAN 'Love' BETTE MIDLER 'How

PD: Bill Bailey APD/MD: Mary Turner

SAVAGE GAR

PD/MD: Nick AJ

No Adds

No Adds

WAFY/Frederick, MD

MD: Norman Henry Schmidt 1 SIXPENCE "There"

WLHT/Grand Banids ML

WMAG/Greensboro, NC *

WMYI/Greenville, SC *

WSPA/Greenville, SC

OM: Jim Kirkland PD/MD: Greg McKinney

WRCH/Hartford, CT

PD: Allan Camp MD: Joe Hann 2 SARAHINCLACHEAN'Ice 2 SAVAGE GARDEN Knew 1 B"WTDHED Blame" 1 JIMBRICKMAN "Love"

KRTR/Honołulu, Hi

KSSK/Honolulu, HI

WAHR/Huntsville, AL *

WTPI/Indianapolis, IN

PD: Rob Harder MD: Bonny O'Brien

R KELLY 'Turn

BETTE MIDLER 110

PD/MO: Gary Jacks

PD/MD: Mark Callagh

No Adds

WMJY/Biloxi, MS PD: Walter Brown MD: Angie Thompson 18 JIM BRICKMAN "Love" 12 LARRY STE WART Fantasy

WMJJ/Birmingham, AL OM: John Jenkins PD/MD: John Stuart WMJX/Boston, MA *

PD: Don Kelley MD: Mark Laurence SAVAGE GARDEN WEZN/Bridgeport, CT *

MD: Steve

2 RICKY MARTIN."Ali 1 ENRIQUE IGLESIAS Balamos WHBC/Canton, OH PD: Terry Simmons MD: Kayleigh Kriss

MELISSA ETHERIDGE "Angels KDAT/Cedar Rapids, IA

ROBERT PALMER 'True' SAVAGE GARDEN 'Knew WDEF/Chattanooga, TN PD: Danny Howard MD: Denise Peters

SIXPENCE "There JIM BRICKMAN"Lo SARAH MCLACHLAN "Ice WLIT/Chicago, IL

WNND/Chicago, IL * PD: Mark Hamlin MD: Haynes Johns

WRRM/Cincinnati, OH OM/PD: T.J. Holland APD/MD: Ted Morro

WOOK/Cleveland, OH * PD: Dave Popovich APD/MD: Scott Miller SAVAGE GARDEN "Knew WTCB/Columbia, SC *

PD: Gary Havens MD: Slave Cooper PDMD: Brent Jol No Adds SAVAGE GARDEN "Know BETTE MRDLER "How"

*= Mediabase 24/7 monitored

109 Total Reporters **109 Current Reporters** 108 Current Playlists

Did Not Report. Playlist Frozen (1): KSOF/Fresno, CA

KSNE/Las Vegas, NV

PD: Tom Chase MD: John Berry RICKY MARTIN' A WSWT/Peoria, IL WALK/Long Island, NY *

VP/Prog.:

No Add

PD: Laura Worth

CHICAGO 'Bac

98 DEGREES "Do

PD: Johnny Chiang

No Adds VP/Prog.: Gene Michae APD: Rob Miller MD: Charlle Lombardo WBEB/Phitadelphia, PA * MARC ANTHONY 'Know PD: Chris Conley MD: Donna Rowland KRIG/Los Angeles, CA

KESZ/Phoenix, AZ * PD: Mike Del Rosso MD: Genevieve Shanahan KOST/Los Angeles, CA * SAVAGE GARDEN "Knew WSHH/Pittsburgh, PA *

WVEZ/Louisville, KY * PD/MD: Ron Antill 6 RICKY MARTIN "AII" OM: Oavid Smith APD/MD: Joe Fedele AVALON "Live" REO SPEEDWAGON ' Just

WPEZ/Macon, GA KKCW/Portland, OR PD/MD: Bill Minck 8 STREISAND & GILL "Leave SAVAGE GARDEN "Knew

WWI I/Providence, BI * WMGN/Madison, WI PD: Tom Holt MD: Bob Boiavert BETTE MIDLER "How" JIM BRICKIMAN "Love" SARAH MCLACHLAN Joe VP/Prog: Pat O'Neill MD: Kim Fischer SAVAGE GARDEN "Kney GOO GOO DOLLS 'Balloo LONESTAR "Amazed"

KVLY/McAllen, TX WRSN/Rateigh, NC PO/MD: Alex Dura PD/MD: Bob Bron KIM RICHEY "Come No Adds

WLRQ/Melbourne, FL PD: Mark Land MD: Karen Kay KRNO/Reno, NV PD: Dan Fritz SHANIA TWAI STREISAND & GILL "Leav AVALON "Live" SAVAGE GARDEN "Knev WRVR/Memphis, TN ⁴

OM: Joel Burke PD/MD: Kay Manley WTVR/Richmond, VA JOHN TESH "Sunns PD/MD: Tony Flore RICKY MARTIN "AII" JIM BRICKMAN "Love WLTO/Milwaukee, WL1

D/MD: Stan Atkine JIM BRICKMAN "Love" 98 DEGREES "Do" BETTE MIDLER "How" WSLQ/Roanoke, VA PD: Don Morriso MD: Dick Daniels WLTE/Minneanolis, MN 2 LONESTAR "Amazed 98 DEGREES "Do" PD/MD: Gary Nolan JIM BRICKMAN "Love" SAVAGE GARDEN "Knew

WRWC/Rockford, IL WMXC/Mobile, AL PD: Matt Williams MD: Carrie Mattson PD: Ron Anthony MD: Mary Booth

98 DEGREES TH 10 REO SPEEDWAGON "Just KJSN/Modesto, CA 2 98 DEGREES "Do"

PD: Stave Kelly MD: Michael Rivers WOBIMMonmouth-Ocean, NJ * 6 RICKY MARTIN "AII" 3 LOU BEGA "Mambo" PD; Jeff Rafter MD: Liz Jeressi

KIM RICHEY "Come" 8"WITCHED "Blame" KWAV/Monterey, CA * 4D: Bernie Me

11 98 DEGREES "Do" 5 LONESTAR "Amazed" AVALON "Live" LARRY STEWART "Fanta LARRYSTEWART "Hanta SAVAGE GARDEN "Knew JIM BRICKMAN "Low" MOODY BLUES "Sunsel" SARAH MCLACHLAN "Io OM: Alan Hague MD: Lyle Morris WMAS/Springfield, MA PD: Paul Cannon APD/MD: Kerth Stephens

KGBX/Springfield, MO

SHANIA TWAIN Man' SARAH MCLACHLAN Ice KIM RICHEY 'Come' KMAJ/Topeka, KS PD/MD: F

SHANIA TWAIN ' Mar WBVE/Toledo OH 1 PD: Susan Gates MD: Kim Carson

KMXZ/Tucson, AZ PD: Bobby Rich MD: Leslie Lois 1 MARTINA MCBRIDE "Lo

KOOI/Tyler, TX OM/PD: Dave Moreland MD: Janie Baker 8 TESHF/INGRAM Forevar JIM BRICKMAN Love

WLZW/Utica, NY PD/MD: Randy Jay No Adds

WASH/Washington, DC * PD: Darren Davis MD: Randi Martin 6 SAVAGE GARDEN "Knew 5 JIM BRICKMAN "Love"

WEAT/West Palm Beach, FL. OM/PD: Les Howard APD/MD: Chad Perry B*WITCHED 'Blam

WRMFWestPaimBeach. FL* OM/PD: George Jot APD: Lindy Rome MD: Dave Brewster JOHN TESH 'Sunns

KRBB/Wichita, KS PD: Larry Londor MD: Todd Taylor MRRICK

WMGS/Wilkes Barre, PA PD/MD: Stan Philli 8*WITCHED:18lame* WJBR/Wilmington, DE *

PD: Michael W MD: Catey Hill 98 DEGREES "Do

WGNI/Wilmington, NC KGBY/Sacramento, CA 1 PD: Mike Farrow MD: Craig Thomas 98 DEGREES "Do" WSRS/Worcester, MA

KEZK/St. Louis, MO * 98 DEGREES "Do PD: Smokey Rivera MD: Jim Doyle WARM/York, PA PD: Kelly West MD: Rick Sten

KSFI/Salt Lake City, UT WMXY/Youngstown, OH OM/PD: Dan Rive MD: Mark French

No Adds

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Maxi

KSTZ/Des Moines, IA * PD: J. Pat Miller MD: Carol Vonn WWMX/Baltimore, MD

WKQI/Detroit, MI * OM/PD: Tom O'Brie APD: Jo Jo Kincaio MD: Dana Lundon D/MO: Ed Parreira SIXPENCE Kes' CHRISGAINES' Right" MEREDITH BROOKS Lav 702 Gets 98 DEGREES Do

VP/Prog: Bill Pasha MD: Greg Carpenter ROBBIE WILLIAMS "An

KCIX/Boise ID

OLD 97'S "Ninetee

WBMX/Boston, MA

VP/Prog.: Greg Strassel MD: Mike Mullaney

SARAH MCLACHLAN' Ice

BARENAKED LADIES 'Get COUNTING CROWS' Hangin

GUSTER "Barrel" JANICE ROBINSON "Change

WMJQ/Buffalo, NY '

PO: David Gillen MD: Roger Christian

CHRISTINA AGUILER/ MELISSA ETHERIDGE

No Adds

PD: Todd Haller MD: Hollie Anderso

OM: Tom Jackson PD: Mike Edwards MD: Patty Vaughn

WTMX/Chicago, IL 1

PD: Barry James APD/MD: Jaime Kartak

STING "Day" LENINY KRAVITZ "American"

BETHHART "L.A." SARAH MCLACHLAN "Kee"

D/MD: Brad Ellis

LENNY KRAWITZ "Am CHRISGAINES "Right

PD: Kevin Callaha MD: Rob Mayer

PD/MD: Al Haynes APD: Sheryn Green

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KSII/El Paso, TX * OM: Courtney Nels PD/MD: Elí Molano JENNIFER LOPEZ "Wattin

WOSM/Favetteville, NC PD Rick O'Shea APD: Susanna James MD: Matthew Allen ROBBIE WILLIAMS 'Anget THISWAY 'Craw

WINK/Ft, Myers, FL ROBBIE WILLIAMS 'Angel SAVAGE GARDEN "Knew" WMT/Cedar Banids, tA KVSR/Fresno, CA *

PD: Mike Yeager MD: Julie Logan WALC/Charleston, SC JUDE "Sorry" (NDIGO GIRLS "Peace" SARAH MCLACHLAN "Ice MELISSA ETHERIDGE "Angels" JEREMY TOBACK Feel OLD 9715 Advances

WKSI/Greensboro, NC * PD: Jeff Cushman MD: Geno Pearson WLNK/Charlotte, NC * 3 INDIGO GIRLS 'Peac SPLENDER 'Whateve

WIKZ/Hagerstown, PA PD: Rick Alexander APD/MD: Michael Ross

No Adds WTIC/Hartford, CT * OM/PD: Steve Salham MD: David Simpson 1 LEN Sunshine

KHMX/Houston, TX * WVMX/Cincinnati, OH OM: Jim Trapp APD: Jim Oktavec MD: Lori Bradley

8 BETH HART "LA" 8 STING "Day" LENNY KRAVITZ "Art WMVX/Cleveland, OH WENS/Indianapolis, IN

OM/PD: Greg Du MD: Jim Cerone No Adds WOAL/Cieveland, OH PD: Mary Ellen Ka MD: Steve Brown KMXB/Las Vegas, NV

SAMAGE GARDEN "Knew PD: Duncan Pay APD/MD; Shark SARAH MCLACHLAN "Ice" SMASH MOUTH "Morning KVUU/Colorado Springs, CO

KSTJ/Las Vegas, NV PD: Jerry Dean MD: Larry Martino No Adds

WCGQ/Columbus, GA WMXL/Lexington, KY * OM: Doug Haman PD: T.R. Fox t TRAIN "Virgina STING "Day"

KSTP/Minneapolis, MN Dir/Prog.: Todd Fisher OWMD: Leighton Peck

BREE SHARP "Am

SARAH MCLACHLAN "Ice

BACHELOR GIRL "Buse

CHRIS PEREZ BAND "Bes

WRAL/Raleigh, NC *

PD: Steve Rey MD: Rob Pouli

KLCA/Reno, NV

PD: Bob Walker MD: Kevin Simmo

SARAH MCLACHLAN "ke

CDUNTING CROWS 'Hangin OLD 97'S Nineteen'' POBYNN RAGLAND "People JOAN OSBORNE "Baby"

WMX8/Bichmond VA

ELEMING & JOHN "Ugly SEMISONIC "Game"

WVDB/Rochester, NY

WZNE/Rochester, NY *

PD/MO: Rich McKenzie 1 SMASHMOUTH: Morning COUNTING CROWS Hanger BETHHART "LA."

KZZO/Sacramento, CA *

PD: Alan Oda APD: Jim Matthews MD: Sonia Jimenez Jacks

DOUNTING CROWS 'Hangin' BACHELOR GIRL 'Buses' BLESSID UNION "Standing"

EVAN OLSON "Bett

KYKY/St. Louis, MO

SDXPENCE. "There" RED HOT CHILL..."Scar" SARAH MCLACHLAN "Ice

WVRV/St. Louis, MO *

KBEE/Salt Lake City, UT *

PD: Joe Larson MD: David Myers JANICE RÓBINSON "Change

PD: Rusty Keys MD: Aaron Steele

RICKY MARTIN "AI

PD: Sam Elliot MD: Brian de Geus

OM: Alan Hague PD: Mark Waldt

No Adds

ARAH MCLACHLAN "Ke

KISN/Salt Lake City, UT *

KQMB/Salt Lake City, UT 1

ROBBIE WILLIAMS "Angel

PD: Smokey Rivers APD/MD: Greg Hewitt

: Dave LeFrois JEREMYTOBACK "Feel

No Adds WXPT/Minneapolis, MN PD: Dusty Hayes APD: Paul Kraimer, Dino

BACHELOR GIRL "Ruses JUMP LITTLE - "Cathedrate KOSO/Modesto, CA *

PD: Max Miller MD: Donna Miller 8 BARENAKED LADIES 'Ge BLESSID LINION Stand BREE SHARP "Amenca" THISWAY 'Crawf' WJUKManmauth-Ocean, NJ *

M/PD: Mike Kaplar No Adds

KCOU/Monterey, CA * PD: Chris White MD: Sini Man THISWAY "Craw

WPLJ/New York, NY VP/Prog: Tom Cuddy PD: Scott Shannon MD: Tony Mascaro SARAH MCLACHEAN 'Ice' COUNTING CROWS 'Hanger

WPTE/Nortalk, VA PD: Mark Bradley MD. F. Devon Thornton SARAH MCLACHLAN**log

WWDE/Nortolk, VA OM/PD: Don London APD/MD: Jeff Moreau PAULA COLE BAND "Believ

KYIS/Okiahoma City, OK * DM: Chris Baker PD/MD: Ray Kalusa No Adds

KSRZ/Omaha, NE * PD: Kurt Owens MD: Dave Swan

No Add WOMX/Orlando, FL * Dir/Ops: David Is: MD: Tim Baldwin

KBBY/Oxnard-Ventura, CA OM/PD: Mark Elliott MD: Mandys Thomas

RICKY MARTIN "AI" BREE SHARP "Americ WYXR/Philadelphia, PA PD: Kurt Johnson MD: Joe Proke

STING 'Day

SUGAR RAY "Someda, STING "Day" CHER "Nothing"

KSMG/San Antonio, TX * OM: Virgil Thomps PD: Andy Holt MD: Tom Lazar

KFMB/San Diego, CA * PD: Scott Sands MD: Jen Sewell 8 SMASH MOUTH Diggs 7 BETHHART 1.4

KMSX/San Diego, CA * OM: Bill May PD: Mike O'Brian

PD: Louis Kaplan APD/MD: Julie Stoeckel

SARAH MCLACHLAN 'ke DJ RAP 'Akve'

KEZR/San Jose, CA *

PD: Jim Murphy APD/MD: Michael Martinez

KRUZ/Santa Barbara, CA

PD/MD: Jim Rondeau APD: Joe Mamma

12 TONIC Wanted 12 BACHELOR GIRL Buses*

GM/PD: Ron Castro APD: E.J. Tyler

KMHX/Santa Rosa, CA

CHRISTINA AGUILERA "Bot

WAEV/Savannah. GA

OM/PD: Scotty Sniper MD: Brad Kelly

KPLZ/Seattle, WA

PD: Casey Keating MD: Alisa Hashimoto

BLESSID UNION Standing

SARAH MCLACHLAN "IO

WYYY/Syracuse, NY

33 FNRIQUE IGLESIAS "Bailamos" 30 TAL BACHMAN "High"

WMTX/Tampa, FL *

ROBBIE WILLIAMS "Angels" STING "Day"

WSSR/Tampa, FL *

FATBOY SLIM "Skank" COUNTING CROWS "Hangin

WWWM/Toledo, OH *

PD: Chris Ebbot MD: Rico Blanco

D: Scott Chas

SHANIA TWAIN M

PD: Todd Michaels MD: Steve Marshal

LEN "Sunstwine" Enrique iglesias "Ba

KZPT/Tucson, AZ *

8 ROBBLE WILLIAMS "Angels"

WRQX/Washington, DC *

WMBX/West Palm Beach, FL *

Dir/Ops/PD: Steve Kosbau MD: Carol Parker

OM: John O'Connell APD/MD: Jeff Clarke

OLD 97'S "Nineleen" SAVAGE GARDEN "Knew

WXLO/Worcester, MA *

GM/PD: Stave Gallaghe MD: Amy Navarro 1 SARAH/CLACHLAN*Ice* 1 STING*Day*

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ID: Drew Mic

No Adds

PD/MD: Rich Laube

SAVAGE GARDEN "Knew

JUDE Sorry

No Adds

ISWAY 'Crawl

KLLC/San Francisco, CA *

RAP Hot AC Top 30

LAST	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS	Most Added .
1	1	TAL BACHMAN She's So High (Columbia)	3328	-74	(00) 369031	23	87/1	ARTIST TITLE LABEL(S)
2	2	SMASH MOUTH All Star (Interscope)	3129	-206	359145	20	82/0	SARAH MCLACHLAN Ice Cream (Arista)
.5.	3	SANTANA F/ROB THOMAS Smooth (Arista)	3024	+241	338131	13	83/1	STING Brand New Day (A&M)
3	4	SUGAR RAY Someday (Lava/Atlantic)	2957	-17	333330	16	81/1	ROBBIE WILLIAMS Angels (Capitol)
4	5	FASTBALL Out Of My Head (Hollywood)	2767	-66	306221	25	84/0	o ()
6	6	LOU BEGA Mambo No. 5 (A Little Bit) (RCA)	2696	+138	313085	6	76/1	COUNTING CROWS Hanginaround (DGC/Geffen)
7	0	GOO GOO DOLLS Black Balloon (Warner Bros.)	2153	+61	249906	16	77/1	SAVAGE GARDEN Knew Loved You (Columbia)
9	8	SIXPENCE NONE THE RICHER There She Goes (Squint/Elektra/EEG)	2102	+130	236976	9	82/1	LEN Steal My Sunshine (Work/Epic)
10	9	LEN Steal My Sunshine (Work/Epic)	1848	+28	200296	9	63/5	BETH HART L.A. Song (143/Lava/Atlantic)
16	0	MELISSA ETHERIDGE Angels Would Fall (Island/IDJMG)	1816	+180	217521	4	80/3	OLD 97'S Nineteen (Elektra/EEG)
8	11	PEARL JAM Last Kiss (Epic)	1729	-245	193395	14	70/0	BACHELOR GIRL Buses And Trains (Arista)
12	12	GOO GOO DOLLS Slide (Warner Bros.)	1682	-97	199321	51	83/0	THISWAY Crawl (Reprise)
11	1 3	EDWIN MCCAIN Could Not Ask For More (Lava/Atlantic)	1652	-167	138862	18	71/0	JANICE ROBINSON Nothing I Would Change (Warner Bros
17	0	RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)	1637	+53	173083	12	53/1	
14	15	CITIZEN KING Better Days (And The Bottom) (Warner Bros.)	1611	-34	160499	22	55/0	
13	16	BACKSTREET BOYS Want It That Way (Jive)	1566	-115	150411	20	49/0	
15	17	SARAH MCLACHLAN Will Remember You (Arista)	1516	-127	158691	23	80/0	Mach Increased
18	18	SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	1359	-73	164292	46	80/1	Most Increased
Breake	er 🚯	SHANIA TWAIN Man! Feel Like A Woman! (Mercury)	1235	+96	137557	4	57/3	Plays
20	20	MATCHBOX 20 Back 2 Good (Lava/Atlantic)	1223	-105	147376	46	76/0	P ARTIST TITLE LABEL(S) INCL
19	21	BLESSID UNION OF SOULS Hey Leonardo (She Likes Me) (Push/V2)	1200	-151	162272	19	49/0	CANTANA EDOD THOMAS Smooth (Arista)
24	22	TRAIN Meet Virginia (Aware/Columbia)	1058	+84	123143	8	50/3	SANTANA F/ROB THOMAS Smooth (Arista)
27	23	PAULA COLE BAND Believe In Love (Imago/WB)	1043	+189	117684	3	52/1	ROBBIE WILLIAMS Angels (Capitol)
25	24	RICKY MARTIN She's All I Ever Had (C2/Columbia)	976	+75	111383	5	42/2	STING Brand New Day (A&M)
22	25	MADONNA Beautiful Stranger (Maverick/WB)	955	-106	125045	17	56/0	PAULA COLE BAND Believe In Love (Imago/WB)+
26	20	JEREMY TOBACK You Make Me Feel (RCA)	953	+68	94856	8	48/3	MELISSA ETHERIDGE Angels (Island/IDJMG) +
Debut	-	LENNY KRAVITZ American Woman (Maverick/Virgin)	659	+112	83531	1	27/3	LOU BEGA Mambo No. 5 (A Little Bit) (RCA) +
Debut	-	ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope)	558	+35	51391	1	18/2	SIXPENCE NONE THE RICHER There (Squint/Elektra/EEG) +
30	29	PRETENDERS Human (Warner Bros.)	556	-67	50190	7	30/0	LENNY KRAVITZ American (Maverick/Virgin) +
29	3.0	LIT My Own Worst Enemy (RCA)	553	-82	75879	6	23/0	SAVAGE GARDEN Knew Loved You (Columbia)+



90 Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 9/19-Saturday 9/25. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 1200 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.

New & Active

ROBBIE WILLIAMS Angels (Capitol) Total Plays: 519, Total Stations: 37, Adds: 7 CHRISTINA AGUILERA Genie In A Bottle (RCA) Total Plays: 514, Total Stations: 17, Adds: 3 FLEMING & JOHN Ugly Girl (Universal) Total Plays: 435, Total Stations: 30, Adds: 1 JENNIFER LOPEZ If You Had My Love (Work/Epic) Total Plays: 479, Total Stations: 24, Adds: 2 SPLENDER Yeah, Whatever (C2/Columbia) Total Plays: 409, Total Stations: 24, Adds: 2 TONIC You Wanted More (Universal) Total Plays: 389, Total Stations: 30, Adds: 2 STING Brand New Day (A&M) Total Plays: 389, Total Stations: 20, Adds: 9 BETH HART L.A. Song (143/Lava/Atlantic) Total Plays: 379, Total Stations: 22, Adds: 5 JUDE I'm Sorry Now (Maverick) JUDE I'm Sorry Now (Maverick) Total Plays: 354, Total Stations: 27, Adds: 3

POCKET SIZE Walking (Atlantic) Total Plays: 323, Total Stations: 17, Adds: 0 DIDO Here With Me (Arista) Total Plays: 312, Total Stations: 24, Adds: 1 Total Plays: 312. Total Stations: 24, Adds: 1 BLINK-182 What's My Age Again? (MCA) Total Plays: 294. Total Stations: 17, Adds: 0 98 DEGREES | Do (Cherish You) (Universal) VONDA SHEPARD w/EMILY SALIERS Baby, Don't... (Jacket) Total Plays: 264, Total Stations: 15, Adds: 0 SARAH MCLACHLAN Ice Cream (Arista) Total Plays: 251, Total Stations: 25, Adds: 17 CHRIS GAINES Lost In You (Capitol) Total Plays: 248, Total Stations: 13, Adds: 0 BACHELOR GIRL Buses And Trains (Arista) Total Plays: 217. Total Stations: 15. Adds: 4 'N SYNC w/GLORIA ESTEFAN Music Of My Heart (Epic) Ω Adds Ω Plays: 208. Total S

SHERYL CROW The Difficult Kind (A&M) Total Plays: 192 Total Stations: 10 Adds: 0 Total Plays: 192, Total Stations: 10, Adds 0 OLD 97'S Nineteen (*Elektra/EEG*) Total Plays: 173, Total Stations: 22, Adds 5 **TORI AMOS** 1,000 Oceans (*Atlantic*) Total Plays: 154, Total Stations: 9, Adds 0 MEREDITH BROOKS Lay Down (Candles In...) (*Capitol*) Total Plays: 138, Total Stations: 9, Adds: 0 MERCOTTO DIAGONA CALL Total Plays: 138, Total Stations: 9, Adds: 1 SAVAGE GARDEN | Knew | Loved You (Columbia) Total Plays: 131, Total Stations: 15, Adds: 6 INDIGO GIRLS Peace Tonight (Epic) Total Plays: 124, Total Stations: 9, Adds: 3 Total Plays: 124, Total Stations: 9, Adds: 3 CHRIS PEREZ BAND Best I Can (Hollywood) ns: 11, Adds: 3 THISWAY Crawl (Reprise) Total Plays: 71, Total Stations: 13, Adds: 4 Songs ranked by total plays

JANICE ROBINSON Nothing I Would Change (Warner	Bros.) 4
ann an	
Most Increased	
Plays	TOTAL
ARTIST TITLE LABEL(S)	PLAY
SANTANA F/ROB THOMAS Smooth (Arista)	+241
ROBBIE WILLIAMS Angels (Capitol)	+209
STING Brand New Day (A&M)	+195
PAULA COLE BAND Believe In Love (Imago/W	'B)+ 189
MELISSA ETHERIDGE Angels (Island/IDJMG)	+180
LOU BEGA Mambo No. 5 (A Little Bit) (RCA)	+138
SIXPENCE NONE THE RICHER There (Squint/Elektra/EE	G) + 130
LENNY KRAVITZ American (Maverick/Virgin)	+112
SAVAGE GARDEN Knew Loved You (Columb	ia)+ 102
CHRIS PEREZ BAND Best Can (Hollywood)	+97

ADDS 9

> 9 7 7

> 6

5 5

5 4

4

Breakers®

SHANIA TWAIN

Man! | Feel Like A Woman! (Mercury) TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS 1235/96 57/3 Ð

Most Added is the total number of new adds officially reported to R&R ch reporting station. Songs unreported as adds on to count o verall total stations playing a song. Most Increased Plays lists pons with the greatest week loweek increases in total plays. ard ov the songs with the greatest week-to-week increases in tota Weighted chart appears on R&R ONLINE MUSIC TRACKING. tal plays

Capit

chris gaines early adds: WTMX, WPTE, WQAL, KBBT, KALC, KCIX television appearances

9/29 "Today Show"

- 9/29
- "Later Today" "Garth Brooks In...The Life of 9/29 Chris Gaines, an NBC special"
- 10/6"The View"
- 10/12 "Donny & Marie"
- 10/22 "Good Morning America"
- 10/30 "GQ Men of the Year Awards" VH1
- 11/13 "Saturday Night Live"

chris gaines greatest hits in stores now!!

"right now"

October 1, 1999 Most Played Recurrents SUGAR RAY Every Morning (Lava/Atlantic) 2 PHIL COLLINS You'll Be In My Heart (Hollywood) 3 EAGLE-EYE CHERRY Save Tonight (Work/Epic) 5 OMC How Bizarre BARENAKED LADIES Call And Answer (Reprise) 6 7 GOO GOO DOLLS Iris (Warner Sunset/Reprise) 8 Q NATALIE IMBRUGLIA Torn (RCA) 10 11 LENNY KRAVITZ Fly Away (Virgin) 12 SHAWN MULLINS Lullaby (SMG/Columbia) 13 THIRD EYE BLIND Jumper (Elektra/EEG) 15 16 RICKY MARTIN Livin' La Vida Loca (C2/Columbia) 17 18 SHERYL CROW My Favorite Mistake (A&M) 19 SHANIA TWAIN That Don't Impress Me Much (Mercury/IDJMG) 20 21 EVERLAST What It's Like (Tommy Boy) 22 23 GREEN DAY Time Of Your Life (Good Riddance) (Reprise) 24 25 CHER Believe (Warner Bros.) 26 OMD If You Leave SARAH MCLACHLAN Angel (Warner Sunset/Reprise) 27 28 BARENAKED LADIES One Week (Reprise) 29 30 MATCHBOX 20 3am (Lava/Atlantic) 31 UB40 Red Red Wine 32 EDWIN MCCAIN I'll Be (Lava/Atlantic) 33 MATCHBOX 20 Real World (Lava/Atlantic) 34

HOT AC

CHICAGO Back To You (*Chicago*) CIBO MATTO Moonchild (*Warner Bros.*) COUNTING CROWS Hanginaround (*DGC/Geffen*) CROSBY, STILLS, NASH, & YOUNG Sanibel (*Reprise*) EURYTHMICS 17 Again (*Arista*) FOUNTAINS OF WAYNE Troubled Times (*Atlantic*) SMASH MOUTH Then The Morning Comes (*Interscope*) STROKE 9 Little Black Backpack (*Cherry/Universal*) ZEN MAFIA California (*Kneeling Elephant/RCA*)

Going For Adds

Hot AC

HOT AC **TOP 100** POWER GOLD DUNCAN SHEIK Barely Breathing 51 POLICE Every Little Thing She Does Is Magic BLUES TRAVELER Run-Around 52 REMBRANDTS I'll Be There For You WALLFLOWERS One Headlight 53 BILLY IDOL Mony Mony ALANIS MORISSETTE You Learn 54 PRETENDERS Brass In Pocket NATALIE MERCHANT Jealousy 55 SPIN DOCTORS Two Princes 56 **ROMANTICS** What I Like About You NATALIE MERCHANT Wonder 57 HUMAN LEAGUE Don't You Want Me NO DOUBT Don't Speak 58 T'PAU Heart And Soul MODERN ENGLISH | Melt With You EDIE BRICKELL & NEW BOHEMIANS What... 59 ALANIS MORISSETTE Ironic 60 SHERYL CROW Everyday Is A Winding Road SHERYL CROW All I Wanna Do 61 MELISSA ETHERIDGE Come To My Window DEL AMITRI Roll To Me SHERYL CROW Strong Enough 62 TONIC If You Could Only See 63 'TIL TUESDAY Voices Carry 14 HOOTIE & THE BLOWFISH | Go Blind **DISHWALLA** Counting Blue Cars 64 ALANIS MORISSETTE Head Over Feet 65 PAULA COLE Where Have All The Cowboys. GIN BLOSSOMS Follow You Down JEWEL You Were Meant For Me 66 TRACY CHAPMAN Give Me One Reason SEAL Kiss From A Bose 67 CARDIGANS Lovefool BLIND MELON No Rain 68 R.E.M. Losing My Religion 4 NON BLONDES What's Up 69 SIMPLE MINDS Don't You (Forget About Me) PAT BENATAR Hit Me With Your Best Shot 70 SAVAGE GAROEN | Want You FINE YOUNG CANNIBALS She Drives Me Crazy 71 HOOTIE & THE BLOWFISH Only Wanna Be. 72 BONNIE RAITT Something To Talk About **DIONNE FARRIS** | Know NAKED EYES Always Something There To ... 73 **DESREE** You Gotta Be JEWEL Foolish Games 74 DEEP BLUE SOMETHING Breakfast At... 75 SOPHIE B. HAWKINS As I Lay Me Down 76 R.E.M. The One I Love **CRANBERRIES** Dreams SPIN DOCTORS Little Miss Can't Be Wrong 77 PETER GABRIEL In Your Eyes LISA LOEB AND NINE STORIES Stay (I Missed ...) 78 **COLLECTIVE SOUL** December 79 U2 With Or Without You PAT RENATAR We Belong NATALIE MERCHANT Carnival 80 SHERYL CROW If It Makes You Happy TOAO THE WET SPROCKET All I Want 81 HOOTIE & THE BLOWFISH Hold My Hand 82 MELISSA ETHERIDGE I'm The Only One **CRANBERRIES** Linger 83 TEARS FOR FEARS Shout EURYTHMICS Sweet Dreams (Are Made Of ..) 84 **BODEANS** Closer To Free ACE OF BASE The Sign 35 85 36 MEREOITH BROOKS Bitch 86 JOHN COUGAR MELLENCAMP Small Town 37 DONNA LEWIS I Love You Always Forever 87 EVERYTHING BUT THE GIRL Missing 38 GOO GOO DOLLS Name 88 HOOTIE & THE BLOWEISH Time 39 B-52'S Love Shack JESUS JONES Right Here, Right Now 89 40 COLLECTIVE SOUL The World I Know SOFT CELL Tainted Love/Where Did Our ... 90 41 ALANIS MORISSETTE Hand In My Pocket 91 **COUNTING CROWS** Mr. Jones 42 DAVE MATTHEWS BAND Crash Into Me 92 REO HOT CHILI PEPPERS Under The Bridge 43 U2 | Still Haven't Found What I'm Looking For 93 JOHN COUGAR Hurts So Good JOHN COUGAR Jack & Diane 94 MIGHTY MIGHTY BOSSTONES The Impression... 44 45 TOM PETTY Free Fallin' 95 JOAN OSBORNE One Of Us 46 POLICE Every Breath You Take 96 U2 Pride (In The Name Of Love) ALANIS MORISSETTE You Oughta Know **FIXX** One Thing Leads To Another 47 97 BRYAN ADAMS Summer Of '69 TRACY CHAPMAN Fast Car 48 98 SHERYL CROW A Change 49 JEWEL Who Will Save Your Sou 99 HOOTIE & THE BLOWFISH Let Her Cry 50 100 DEXY'S MIDNIGHT RUNNERS Come On Eileen Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks Top 100 Power Gold is based on a sample of Hot AC reporters for the airplay week of

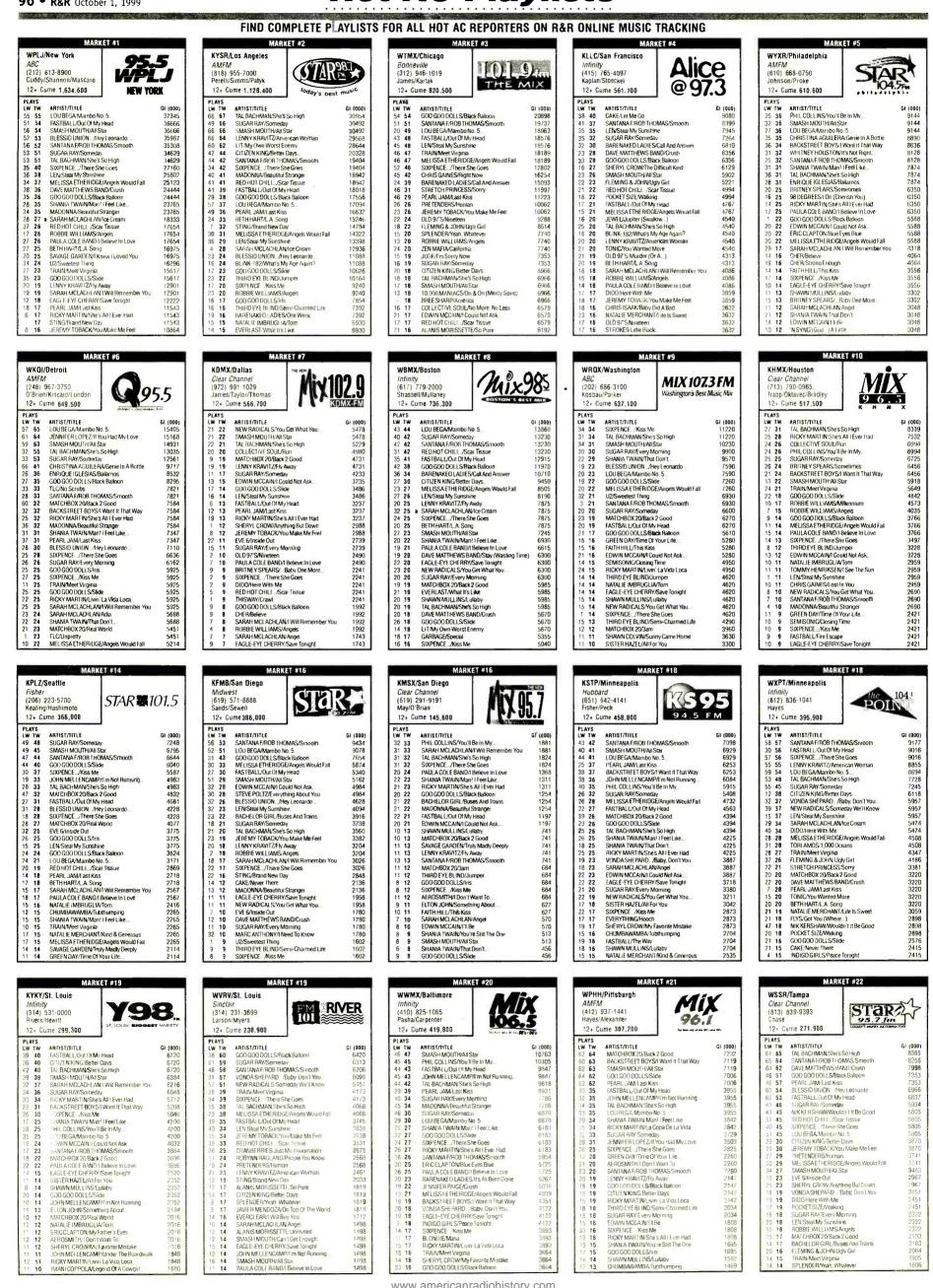
Wednesday 9/15-Tuesday 9/21. © 1999, R&R Inc.



10/4/99

96 • R&R October 1, 1999

Hot AC Playlists



www.americanradiohistory.com

1

Pop/Alternative

• October 1, 1999

Ton 20

POP/ALTERNATIVE

	-	Sp ZV		200	
LW	TW	ARTIST TITLE LABEL(S)	TTOTAL TW	. PLAYS "" LW	TOTAL STATIONS/ ADDS
1	0	SANTANA F/ROB THOMAS Smooth (Arista)	1599	1549	31/0
4	0	SUGAR RAY Someday (Lava/Atlantic)	1281	1263	31/0
2	3	TAL BACHMAN She's So High (Columbia)	1273	1390	30/0
3	4	SMASH MOUTH All Star (Interscope)	1265	1348	30/0
6	6	LOU BEGA Mambo No. 5 (A Little Bit) (RCA)	1192	1163	29/0
7	6	GOO GOO DOLLS Black Balloon (Warner Bros.)	1186	1150	29/0
5	Ð	LEN Steal My Sunshine (Work/Epic)	1177	1163	30/0
8	8	FASTBALL Out Of My Head (Hollywood)	1169	1139	30/0
9	9	RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)	1145	1078	28/0
10	0	SIXPENCE NONE THE RICHER There (Squint/Elektra/EEG)	1031	965	31/0
12	0	MELISSA ETHERIDGE Angels Would Fall (Island/IDJMG)	962	875	31/0
11	12	CITIZEN KING Better Days (And) (Warner Bros.)	926	888	28/0
13	13	PEARL JAM Last Kiss (Epic)	697	804	27/0
15	14	JEREMY TOBACK You Make Me Feel (RCA)	656	645	27/1
17	15	TRAIN Meet Virginia (Aware/Columbia)	646	588	28/1
1,8	16	BARENAKED LADIES Call And Answer (Reprise)	602	587	22/0
-	Ð	PAULA COLE BAND Believe In Love (Imago/WB)	562	464	23/0
-	B	LENNY KRAVITZ American Woman (Maverick/Virgin)	558	477	23/1
14	19	EDWIN MCCAIN I Could Not Ask For More (Lava/Atlantic)	543	677	23/0
16	20	LIT My Own Worst Enemy (RCA)	531	606	22/0

C

31 Pop/Alternative reporters. Songs ranked by total plays for the airplay week of Sunday 9/19-Saturday 9/25. © 1999, R&R Inc.

New & Active

 SPLENDER Yeah, Whatever (C2/Columbia)

 Total Plays: 325, Total Stations: 16, Adds: 1

 BETH HART L.A. Song (143/Lava/Atlantic)

 Total Plays: 322, Total Stations: 19, Adds: 4

 TONIC You Wanted More (Universal)

 Total Plays: 317, Total Stations: 18, Adds: 1

 SHANIA TWAIN Man! I Feel Like A Woman! (Mercury)

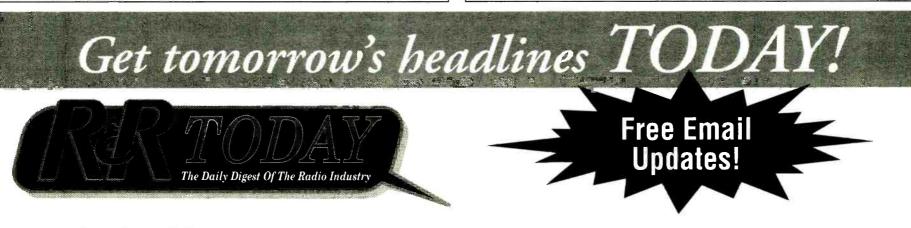
 Total Plays: 315, Total Stations: 14, Adds: 1

 ROBBIE WILLIAMS Angels (Capitol)

 Total Plays: 290, Total Stations: 20, Adds: 2

POCKET SIZE Walking (Atlantic) Total Plays: 274, Total Stations: 14. Adds: 0 BLINK-182 What's My Age Again? (MCA) Total Plays: 270, Total Stations: 18, Adds: 0 JUDE I'm Sorry Now (Maverick) Total Plays: 268, Total Stations: 22, Adds: 2 STING Brand New Day (A&M) Total Plays: 262, Total Stations: 16, Adds: 3 SARAH MCLACHLAN Ice Cream (Arista) Total Plays: 217, Total Stations: 19, Adds: 8

Songs ranked by total plays



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Monday, September 28

12am CHER Believe SPIN DOCTORS Two Princes FASTBALL Out Of My Head 'TIL TUESDAY Voices Carry EDWIN MCCAIN I Could Not Ask For More SIXPENCE NONE THE RICHER Kiss Me BONNIE RAITT & BRUCE HORNSBY Thing Called Love RICKY MARTIN She's All I Ever Had LOU BEGA Mambo No. 5 (A Little Bit Of...) CHUMBAWAMBA Tubthumping PETER GABRIEL In Your Eyes BACKSTREET BOYS I Want It That Way SHERYL CROW My Favorite Mistake EMF Unbelievable HOOTIE & THE BLOWFISH Time BARENAKED LADIES Call & Answer

10am

SHERYL CROW If It Makes You Happy SARAH MCLACHLAN I Will Remember You MODERN ENGLISH I Melt With You LOU BEGA Mambo No. 5 (A Little Bit Of...) WALLFLOWERS One Headlight MATCHBOX 20 Back 2 Good ANNIE LENNOX Walking On Broken Glass SMASH MOUTH All Star T'PAU Heart And Soul SIXPENCE NONE THE RICHER There She Goes DON HENLEY Sit Down You're Rockin' The Boat SUGAR RAY Every Morning BACKSTREET BOYS Quit Playing Games (With...) SHERYL CROW All I Wanna Do TAL BACHMAN She's So High LISA LOEB I Do SARAH McLACHLAN I Will Remember You OMD If You Leave SMASH MOUTH All Star VONDA SHEPARD Searchin' My Soul BODEANS Closer To Free NATALIE MERCHANT Carnival RICKY MARTIN She's All I Ever Had CLASH Train In Vain (Stand By Me) GIN BLOSSOMS Found Out About You

5pm

10pm

GIN BLOSSOMS Follow You Down SARAH MCLACHLAN I Will Remember You RICKY MARTIN Livin' La Vida Loca SHERYL CROW My Favorite Mistake MADONNA Open Your Heart GOO GOO DOLLS Black Balloon STING Fields Of Gold SUGAR RAY Someday CHER Believe BARENAKED LADIES Call & Answer MARIAH CAREY Fantasy PEARL JAM Last Kiss NATALIE IMBRUGLIA Torn HOOTIE & THE BLOWFISH Let Her Cry

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 9/28. © 1999, R&R Inc.

Contributing Stations

KPEK/Albuquerque, NM KAMX/Austin, TX KLLY/Bakersfield, CA WBMX/Boston, MA WLNK/Charlotte, NC WTMX/Chicago, IL KALC/Denver, CO KVSR/Fresno, CA WKSI/Greensboro, NC KMXB/Las Vegas, NV KYSR/Los Angeles, CA WXPT/Minneapolis, MN KOSO/Modesto, CA KCDU/Monterey-Salinas, CA WPTE/Norfolk, VA KYIS/Oklahoma City, OK KZON/Phoenix, AZ KBBT/Portland, OR KLCA/Reno, NV WZNE/Rochester, NY KZZO/Sacramento, CA WVRV/St. Louis, MO KQMB/Salt Lake City, UT KFMB/San Diego, CA KLLC/San Francisco, CA KRUZ/Santa Barbara, CA KMHX/Santa Rosa, CA WSSR/Tampa, FL KZPT/Tucson, AZ WMBX/West Palm Beach, FL WXLO/Worcester, MA **98** • R&R October 1, 1999

NAC/Smooth Jazz



CAROL ARCHER archer@rrontine.com

A Dream Gig In Internet **Jazz Programming**

Rob Moore is still in radio, in control of 12 channels in the digital arena

t's often said that when one door closes, another opens. So it was for 20-year Jazz radio veteran Rob Moore, who lost his last broadcast PD job when KMJZ/Minneapolis flipped from NAC/Smooth Jazz in October '98, following its purchase by CBS (now Infinity). Moore walked through a new door after KMJZ disappeared, and today he's applying his jazz programming skills for netradio.com. Some think he's got tomorrow's job today.

With more than 100 channels,

netradio.com is the leading webcaster of original music content, according to Moore. He adds that netradio.com is somewhat different from other providers in that it is commerce-

Rob Moore enhanced. Moore explains, "We are owned by the independent record distributor Navarre. A listener on our site can literally click and buy. There are a fair number of sites that have original program content, but that aren't commerceenabled. We're the whole package."

Curing Net Congestion

Some Internet radio listeners find they lose audio when the Internet is particularly busy. Moore says netradio is addressing 'Net congestion. "We are increasing bandwidth and adding servers so we can better serve listeners. It's becoming less and less of a problem here. 'Net congestion has diminished greatly for us over recent months, even though traffic has increased. We're figuring out technical ways of handling it, although there's no blueprint on how to proceed. We really have to take it literally one day at a time to react to our technical needs. We're able to keep up with the traffic, but it's a challenge.

"In terms of unique listeners not just cume, but those who come in once or 50 times each month netradio.com has more than a million listeners in all formats combined. Our August cume for the Smooth Jazz channel was 371.691 listeners. and average TSL is 53.73 minutes, which, I'm proud to say, is the highest of all our channels. Three to six months ago their cume and TSL. numbers were half that, so you can appreciate our growth. Another good thing is that we're able to measure listening here without waiting for statistics to roll in from New Jersey to learn about our audience. We know it every day.

From Divas To Crooners

Moore continues, "I'm programming 12 jazz stations here, and when combined they've got over one million in cume a month. The most fascinating thing from a programming standpoint is the diversity in the jazz genre. from Smooth Jazz to traditional Jazz channels to modern swing to classic big band. I'm also programming a channel called 'Divas,' which is all women vocalists, and 'Crooners,' which is all male singers. We can niche out all these music styles, and we can try things that broadcast radio can't, because it's becoming narrower and narrower.

"A year ago broadcasters were riding along on a horse, when suddenly a car sped by carrying Internet people. The traditional radio folks said, 'Gosh, that's an ugly horse. They didn't recognize what it was."

"We've got a channel called 'Jazz Rock' that combines jazz fusion and fusion-based rock. For example, Steely Dan's Aja may follow a Metheny cut that you can't hear anywhere on the radio or a Chick Corea track. We have the latitude to create these formats and see how they do. In the case of 'Jazz Rock.' it's wellaccepted by listeners. The beauty of these formats is how niched they are and how much people like to listen to them if they're available.

"I have always maintained that if listeners have a chance to hear contemporary jazz, they will embrace it. For all the right reasons, traditional broadcast programmers maintain that to win, you've got to play it safe. But I'm sitting here looking at a number of different jazz mixes that are growing every month, so it's hard for me to believe there's not an audience for jazz in all forms.

'Our Smooth Jazz channel is not untraditional. I keep up with the currents and the powers. For better or worse, it's me doing it, so it's never going to fall exactly in line with the rest of the world — and I'm not bragging.

"At the same time, you would recognize a high rotation of currents from the R&R NAC/SJ chart. Of all the jazz channels, our Smooth Jazz channel most resembles what's being done out there on traditional broadcast radio. It's not too experimental, because we can do so much of that with other channels. There are places where I can play Stevie Ray Vaughan into Miles Davis. Smooth Jazz doesn't have to be all things to all people, and it isn't.'

Growing Unit Numbers

Moore has seen the current sales reports for jazz product, and he's quite happy with them. "The increase in jazz units sold is measurable. We're grateful that it's growing. All the channels are individually programmed by programmers on Music Master. Combined with technical gains, that allows us to sound better and reach more people.

"It's interesting to watch units sold move from double digits into the thousands. And you'll see Louis Prima next to Louis Armstrong next to Gillian Welch and Def Leppard. It's an impressive aspect of the Internet experience that there are so many people who are willing to listen and buy. It keeps growing in terms of listening, TSL and commerce.

"It's still so early on with the Internet. My analogy is that a year ago broadcasters were riding along on a

Music Monitor

Here's a look at a recent midday hour of music programmed by Rob Moore on netradio.com's Smooth Jazz channel.

CHUCK MANGIONE Give It All You Got MARVIN GAYE Sexual Healing SPYRO GYRA Silk & Satin ART OF NOISE Moments In Love (KKSF sampler version) RIPPINGTONS w/JEFFREY OSBORNE I'll Be Around BONEY JAMES Are You Ready? **KEIKO MATSUI** Fire in The Desert SADE Couldn't Love You More DOWN TO THE BONE On The Corner Of Darcy Street GEORGE BENSON Breezin' **STEELY DAN** Chain Lightning HIROSHIMA Mix Plate GATO BARBIERI Europa

"To be able to program

with diversity and variety

where your expertise is

really needed, rather

than simply tolerated,

makes this kind of

job a real haven for

from the music side."

horse, when suddenly a car sped by carrying Internet people. The traditional radio folks said, 'Gosh, that's an ugly horse.' They didn't recognize what it was. No one's got it all figured out, but what's becoming very clear are the tremendous commercial and

promotional opportunities that go along with growing usage. That's what we're taking advantage of here.

"Believe me, we are hearing from a lot of programmers who want to get into this field. It's not that netradio. com is a giant like some other compaprogrammers who come nies, but it is very forward-thinking. And the world is our market. To be able to program

with diversity and variety where your expertise is really needed, rather than simply tolerated, makes this kind of job a real haven for programmers who come from the music side. Some programmers are better described as technicians, but here the company depends on music expertise and programming philosophy.

"My boss, Mark Bauer, says, 'I'm

not going to tell you how to do jazz. Traffic looks great, so keep doing what you're doing.' It's unheard of. Those things are valued at netradio. We have a foundation for the schedule we're setting, and you are accountable for the channels you are producing. It's

fun to see it and be a part of it at this early stage. We probably won't even know what Internet radio's potential will be for another few years. "Looking back, I

now see traditional radio opportunities as finite, but here the sky's the limit. I didn't feel this kind of excitement in my last two traditional radio jobs. They existed very much in a monthto-month world. We've made so

many strides that we're definitely staving ahead of the game. Rest assured, people are listening to jazz out there. We get e-mail from all over the world --- China, Ireland, everywhere, We're hearing from a lot of listeners whose local Smooth Jazz station flipped. They still really want to hear the music.'

SAN DIEGO AFTER DARK

KIFM/San Diego APD/MD Kelly Cole (r) keeps her finger on the pulse of the market in a constant quest to learn what listeners really want and need from her station.

Here comes another song that's "Easy To Love" from the legendary Poet of Love, Smokey Robinson

Easy to love

already enjoying Top 10 success on R&B Adult Charts ADD DATE: OCTOBER 4

Executive Producer: Berry Gordy Management: de Passe Management Los Angeles, CA



100

NAC/Smooth Jazz Top 30

	LU		[®] October 1, 1999	2.4	100 C	200		
	LAST WEEK	THIS	ARTIST TITLE LABEL(S)	TOTAL	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	9	1	NORMAN BROWN Out'a Nowhere (Warner Bros.)	859	-51	100592	13	42/0
	2	2	RICHARD ELLIOT Chill Factor (Blue Note)	784	-36	104796	14	39/0
	3	3	CHRIS BOTTI Drive Time (GRP)	775	-43	81653	16	39/0
	4	4	DOWN TO THE BONE Long Way From Brooklyn (Internal Bass)	755	+47	69709	12	38/0
	6	6	DAVE KOZ Together Again (Capitol)	623	+40	98308	5	43/0
	9	6	BONEY JAMES Body Language (Warner Bros.)	612	+53	92464	10	37/0
	5	7	STEVE COLE Say It Again (Bluemoon/Atlantic)	603	-45	98401	16	36/0
	8	8	CHRIS GAINES Lost In You (Capitol)	569	+7	74021	6	37/0
	11	9	NESTOR TORRES Velvet Nights (Shanachie)	535	+47	72412	8	<mark>39/1</mark>
	7	10	JAZZMASTERS Lost In Space (Hardcastle/Trippin 'N' Rhythm)	533	-30	65422	17	32/1
	10	11	CRAIG CHAQUICO Forbidden Love (Higher Octave)	513	-16	48235	11	36/0
1	1:2	B	BRIAN TARQUIN Darlin Darlin Baby (Instinct)	467	+2	66548	11	40/1
	15	ß	GOTA Let's Get Started (Instinct)	429	+10	66736	5	40/2
	14	0	DWIGHT SILLS Dock Of The Bay (Citylights)	424	+3	41756	9	34/0
	Breaker	Œ	ERIC CLAPTON Blue Eyes Blue (Columbia/Reprise)	417	+42	39574	4	30/1
	16	16	KENNY G W/LOUIS ARMSTRONG What A Wonderful World (Arista)	401	-18	71580	13	29/0
1	21	Ø	CHUCK LOEB High Five (Shanachie)	391	+83	46386	6	34/0
	26	B	BRIAN MCKNIGHT Back At One (Motown)	374	+157	49700	2	30/6
	23	0	BRIAN CULBERTSON Back In The Day (Atlantic)	366	+84	65099	2	35/3
	20	20	KOMBO Talk The Talk (GRP)	361	+10	40472	4	35/3
	13	21	SPYRO GYRA Silk And Satin (Windham Hill Jazz)	359	-71	34387	18	29/0
	18	22	NATALIE COLE Snowfall On The Sahara (Elektra/EEG)	336	-38	32271	16	23/0
	22	23	EARL KLUGH Peculiar Situation (Windham Hill)	334	+30	49333	7	28/1
	19	24	DAVID BENOIT ReJoyce (GRP)	298	-71	41943	20	27/0
	-24	3	KENNY G W/GEORGE BENSON Summertime (Arista)	281	+16	38246	4	27/0
	25	20	BOB JAMES What's Up (Warner Bros.)	265	+37	20265	2	30/3
	29	Ð	MARCOS ARIEL Green Eyes (Paras Recording Company)	238	+42	46395	3	20/1
	27	28	BONA FIDE High Street (N-Coded)	209	-7	20869	13	17/0
	30	29	WARREN HILL Take Me Away (Discovery)	191	-1	23438	19	19/0
	Debut>	(1)	PETER WHITE Don't Want To Be (Sony Wonder/Columbia)	156	+13	13801	1	16/0

43 NAC/Smooth Jazz reporters. Songs ranked by total plays for the airplay week of Sunday 9/19-Saturday 9/25. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 400 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999. The Arbitron Company). © 1999, R&R Inc.

New & Active

JOE SAMPLE F/LALAH HATHAWAY Street Life (*PRA/GRP*) Total Plays: 147, Total Stations: 12, Adds: 1 KIRK WHALUM That's The Way Love Goes (*Warner Bros.*) Total Plays: 145, Total Stations: 20, Adds: 5 VICTOR WOOTEN Urban Turban (*Compass*) Total Plays: 112, Total Stations: 13, Adds: 2 JONATHAN BUTLER Suite 830 (*N-Coded*) Total Plays: 102, Total Stations: 11, Adds: 1 HIROSHIMA Mix Plate (*Windham Hill Jazz*) Total Plays: 98, Total Stations: 12, Adds: 1 JEFF LORBER Dear Prudence (*Zebra*) Total Plays: 88, Total Stations: 9, Adds: 0 RIPPINGTONS Topaz (Peak/Windham Hill Jazz) Total Plays: 86, Total Stations: 9, Adds: 1 BONEY JAMES Boneyizm (Warner Bros.) Total Plays: 65, Total Stations: 4, Adds: 0 PHILIP BAILEY Waiting For The Rain (Heads Up) Total Plays: 63, Total Stations: 5, Adds: 0 PHILLIPE SAISSE The Girl With Botticelli... (GRP) Total Plays: 62, Total Stations: 5, Adds: 0 SANTANA El Farol (Arista) Total Plays: 58, Total Stations: 9, Adds: 2 STEVE OLIVER West End (Native Language) Total Plays: 52, Total Stations: 5, Adds: 1 Songs ranked by total plays

Most Added .

ARTIST TITLE LABEL(S) AI	DDS
JOYCE COOLING Callie (Heads Up)	19
BRIAN MCKNIGHT Back At One (Motown)	6
SPECIAL EFX Bella (Shanachie)	6
KIRK WHALUM That's The Way Love Goes (Warner Bros.)	5
BRIAN CULBERTSON Back In The Day (Atlantic)	3
KOMBO Talk The Talk (GRP)	3
BOB JAMES What's Up (Warner Bros.)	3
RAMSEY LEWIS Close Your Eyes And (Narada)	3
SMOKEY ROBINSON Easy To Love (Motown)	3

Most Increased Plays

	ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
	BRIAN MCKNIGHT Back At One (Motown)	+157
	BRIAN CULBERTSON Back In The Day (Atlantic)	+84
	CHUCK LOEB High Five (Shanachie)	+83
	BONEY JAMES Body Language (Warner Bros.)	+53
	NESTOR TORRES Velvet Nights (Shanachie)	+47
	DOWN TO THE BONE Long Way (Internal Bass)	+47
	ERIC CLAPTON Blue Eyes Blue (Columbia/Reprise)	+42
	MARCOS ARIEL Green Eyes (Paras Recording Company	y) +42
	NATALIE COLE Say You Love Me (Elektra/EEG)	+41
	DAVE KOZ Together Again (Capitol)	+40
	JOYCE COOLING Callie (Heads Up)	+40
1	KIRK WHALUM That's The Way (Warner Bros.)	+40
l		



ERIC CLAPTON

Blue Eyes Blue (Columbia/Reprise)total plays/increasetotal stations/addschart417/4230/15

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE MUSIC TRACKING.

Herb Alpe From the album <u>Herb Alpert & Colors</u>

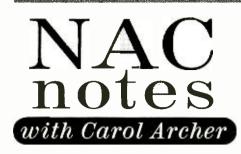
the new single

"Lady In My Life"

Going For Adds October 4th



Produced and Arranged by Will Calhoun, Doug Wimbish and Herb Alpert • Recorded by Alan Meyerson Mixed by Alan Meyerson, Will Calhoun, Doug Wimbish and Herb Alpert • Management: Kip Cohen



ur top four chart positions remain the same as last week. Norman Brown's "Out 'a Nowhere" (Warner Bros.) holds on to No. 1, followed by Richard Elliot, Chris Botti and Down To The Bone. the last being the only bulleted entry among the four. Dave Koz's "Together Again" (Capitol) rounds out the top five at 5^* ; it's our only track with 100%consensus airplay.

Brian McKnight's "Back at One" (Motown) demonstrates the chart's biggest move, from 26-18*, fueled by an increase of 157 plays and six new adds — among them KWJZ/Seattle, WJZI/Milwaukee and KCIY/ Kansas City, At KSSJ/Sacramento McKnight is receiving 26 plays. Another vocal, Eric Clapton's "Blue Eyes Blue" (Reprise), captures 15*/Breaker (see "Under the Radar" for

more on Clapton).

Jovce Cooling's "Callie" (Heads Up) was added this week at about half our reporting stations — 19 in all — including KYOT/Phoenix, JRN and KTWV/L.A. --- The Wave's sole add. And it's no wonder. The Bay Area-based guitarist has given NAC/SJ exactly what it needs: a mile-deep groove, a strong hook and one rollicking performance. Cooling's 1998 hit "South of Market" held No. 1 for five weeks; this offering is destined for the same success.

Other notable lone adds this week include WOCD/N.Y.'s embrace of Bob James' "What's Up" (Warner Bros.) and WNUA/ Chicago's acceptance of Kirk Whalum's "That's the Way Love Goes" (Warner Bros.) Another add that is particularly meaningful since it's an "ear pick" from one of the best sets of ears in the format, KSSJ/Sacramento Station Mgr. Steve Williams - is Leo Gandelman's cover of "Rise" (Push/Jazzica) from the CD Brazilian Soul, with Gandelman's sax taking the lead. Coupled with a funky, soulful track, it's a completely fresh take on a classic song.



Joyce Cooling Keening Cool Heads Up

Joyce Cooling is a 10-year overnight sensation, an artist who's really paid her dues and is finally getting the recognition she deserves. First recognized by late KKSF/S.F. PD Steve Feinstein, the guitarist played for Bay Area fans at that station's first-ever listener party in 1988. Ten years later the track "South of Market" from her

first CD went to No. 1 and staved there for five weeks. Now Cooling's sophomore effort, Keeping Cool (Heads Up), is off to a strong start thanks to the impressive lead track, "Callie." An homage written in memory of a friend of the same name, "Callie's" exuberant dance rhythms are custom-tailored for today's NAC/SJ, which so often borders perilously on sounding sleepy. KTWV(The Wave)/L.A., KKSF, WNWV/Cleveland, KHIH/ Denver and 15 others agree, making "Callie" top Most Added.



WJCD/Norfolk MD Larry Hollowell weighs in with some thoughts on new music. Since its founding the station has broken more than its fair share of records while sustaining impressive ratings.



Our listeners really want new music. My boss [Clear Channel/Norfolk OM] Maxine Todd and I like only the strongest stuff. She wants material that will last, that's strong enough to give us great programming well past its run. In other words, we want those strong songs that will be strong recurrents. Record reps love to supply us with these new tunes: currents give our audience the greatest pleasure in their listening expereince. The ones that have a long life give us a lot of pleasure, too, and we love seeking them out.

We've had an interesting last few weeks in terms of new music. We went with Brian Culberston's "Back in the Day" (Atlantic), because we

couldn't resist the groove and that great jazzy, R&B undercurrent that runs through it. Maxine and 1 played Eric Clapton's "Blue Eyes Blue" (Reprise), and when she asked my opinion I told her I thought it was a strong NAC song. It sounds great in our mix! We've also got Clapton's "Change the World" in the mix, and that's one of our strongest vocal recurrents. Maxine feels very strongly about Kenny G's Songs in the Key



arry Hollowell

of G (Arista). She is very impressed with the project's success as a whole.We tracked through the whole thing ${\scriptstyle \exists n}$ search of the tracks that would work for us and added "Girl From Ipenema." with that great vocal by Bebel Gilberto, and the instrumental

"Stranger on the Shore," which many others had added.As unusual as it seems, those were our only adds in one week, but they are very strong songs from a popular CD by a megastar artist. All the ingredients were there,

and I know it's going to work for us. KSBR/Mission Viejo, CA has a strong track record for breaking records in this important tertiary market. Known for a proactive music stance, KSBR MD Judy D'Avila discusses this week's adds.

We added B.B. King's "Beware Brother Beware" (MCA), because it's really a fun song. Listeners like to hear something with a sense of humor every once in a while. It's a bluesy song that's really swing-based. We're playing it because we want to: keep our sound fresh and interesting. Swing is definitely part of the jazz tradition, and with Bobby Caldwell and others helping to bring it back, we think this is refreshing.



Judy D'Avila

We also added Candy Dulfer's "Fred's Joint" (N-Coded), which I've been eager to add since her CD came out. It begins with a sample from Grover Washington's "Winelight." For anyone listening at home or at the office, this is really something to groove into that shows Candy's lighter side. When you see her live she has so much energy, and it's good to hear this other side of her.

Joyce Cooling's "Callie" (Heads Up) went right on. There is a slight Latin feel to her vocal, kind of a cross in feel between Sergio Mendes' Brasil '66 and Down To The Bone. That's what KSBR is about, keeping it upbeat and fresh.



JOYCE COOLING Thank You Thanks to our early believers: **NAC Radio!** KKSF, KTWV, KYOT, KHIH, WNWV,

KKJZ, WJZI, KBZN, WWND, WFSJ, WHCD, KSMJ, KRVR, WJPL, WJZT, KQJZ, KNIK, KMGQ, KSBR, JRN Roger & Dave

You're #1. She's #1

NAC/Smooth Jazz Reporters

Stations an	d their adds listed alpi	habetically by marke		
Most Played Recurrents	WHRL/Albany, NY OM/PD: Brant Curtiss 21 NATALIE COLE "Say 8 GERALD VEASLEY "Vaidez"	WF\$J/Jacksonville, FL PD: Hank Dole JOYCE COOLING "Callie" BRIAN MCKNIGHT "Back"	KYOT/Phoenix, AZ PD: Nick Francis APD/MD: Greg Morgan BRIAN CULBERTSON "Day"	KJZY/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton 2. RICHARD SMJH "Flow"
TOM SCOTT & THE L.A. EXPRESS Smokin' Section (Windham Hill Jazz)	8 STEVE OLIVER "West" 8 JONATHAN BUTLER "Suite" 8 TOM SCOTT "Lonely"	KCIY/Kansas City, MO	JOYCE COOLING "Callie"	2 RAMSEY LEWIS "Close"
WALTER BEASLEY If You Knew (Shanachie)	KNIK/Anchorage, AK	PD: Steve Wiersman MD: Michelle Chase	KKJZ/Portland, OR PD: Paul Warren	KWJZ/Seattle, WA PD: Carol Handley
RIPPINGTONS Summer Lovers (<i>Peak/Windham Hill Jazz</i>)	OM/PD: Aaron Wallender MD: Jennifer Summers	BRIAN MCKNIGHT "Back"	MD: Hal Murray	MD: Dianna Rose SANTANA "Farol"
ROGER SMITH Off The Hook (<i>Miramar</i>)	ERIC CLAPTON "Blue" GERALD VEASLEY "Vaidez" JOYCE CDDLING "Callie"	KTWV/Los Angeles, CA PD: Chris Brodie	EARL KLUGH F/R FLACK "Now"	BRIAN CUI BERTSON "Day" JAZZMASTERS "Space" BRIAN MCKNIGHT "Back"
PETER WHITE Autumn Day (Columbia)	KIRK WHALUM "Love" RAMSEY ŁEWIS "Close" SPECIAL EFX "Belta"	APD/MD: Rałph Stewart	WWND/Raleigh, NC PD/MD: Don Brookshire	WHCD/Syracuse, NY
JANGO With Your Love (Samson)	LEO GANDELMAN "Rise" PIECES OF A DREAM "Philly" SMOKEY ROBINSON "Easy"		2 JOYCE COOLING "Callie" 2 HIROSHIMA "Mix" 1 SMOKEY ROBINSON "Easy"	PD: Butch Charles APD/MD: Kenny Dees
		WLVE/Miami, FL PD: Bret Michael		JOYCE COOLING "Callie" ROGER SMITH "Sides"
3RD FORCE F/TAYLOR & HUGHES Revelation Of (Higher Octave)	WJZF/Atlanta, GA PD/MD: Mark Edwards	MD: Marc Taylor No Adds	KSSJ/Sacramento, CA Station Mgr.: Steve Williams	WJZT/Tallahassee, FL
NELSON RANGELL The Way To You (Shanachie)	7 BRIAN TARQUIN "Darlin" 7 KOMBO "Talk" 6 GOTA "Started"	WJZI/Milwaukee, WI	APD/MD: Ken Jones	PD: Denny Alexander
KIM WATERS Easy Going (Shanachie)		PD: Chris Moreau MD: Debbie Young	KBZN/Salt Lake City, UT	8 SPECIAL EFX "Bella"
GRANT GEISSMAN Did Save? (Higher Octave)	KSMJ/Bakersfield, CA PD/MD: Joel Widdows	VICTOR WOOTEN "Turban" BRIAN MCKNIGHT "Back"	PD/MD: Rob Riesen	WSJT/Tampa, FL
ERIC MARIENTHAL Mercy, Mercy, Mercy (I.E. Nerve)	EARL KLUGH "Peculiar" JOYCE COOLING "Callie"	JOYCE COOLING "Callie"	KIRK WHALUM "Love"	PD: Ross Block MD: Kathy Curtis
BRIAN BROMBERG September (Zebra)	WNUA/Chicago, IL PD: Bob Kaake	KSBR/Mission Viejo, CA OM/PD: Terry Wedel	KIFM/San Diego, CA PD: Mike Vasquez	
MARC ANTOINE Concache (GRP)	APD/MD: Steve Stiles KIRK WHALUM "Love"	MD: Judy Davila 11 JOE SAMPLE "Bitter" JOYCE COOLING "Callie"	APD/MD: Kelly Cole SANTANA "Faro!" PETERSON HATHAWAY "Ask"	KOAZ/Tucson, AZ PD: Erik Foxx VICTOR WOOTEN "Turban"
GOTA In The City Life (Instinct)	WNWV/Cleveland, OH	B.B. KING "Beware" CANDY DULFER "Joint"		RIPPINGTONS "Topaz"
KIRK WHALUM Ascension (Warner Bros.)	PD/MD: Bernie Kimble 5 JOYCE COOLING "Callie"	KRVR/Modesto, CA PD: Jim Bryan	KKSF/San Francisco, CA PD: Paul Goldstein APD/MD: Blake Lawrence	WJZW/Washington, DC PD: Kenny King
WALTER BEASLEY Feel You (Shanachie)	WZJZ/Columbus, OH	MD: Doug Wulff JOYCE COOLING "Callie"	JOYCE COOLING "Callie" BRIAN CULBERTSON "Day" RAMSEY LEWIS "Close"	BOB JAMES "What's" KIRK WHALUM "Love"
RICK BRAUN A Very Good Thing (Atlantic)	PD/MD: Bill Harman STING "Windmills" JONATHAN BUTLER "Life"	BRIAN MCKNIGHT "Back" SAMPLE F/HATHAWAY "Street" SPECIAL EFX "Bella"		KWSJ/Wichita, KS
AVENUE BLUE Always There (Mesa/Bluemoon/Atlantic)	RHYTHM LOGIC "Speed"	WOCD/New York, NY	KQJZ/San Luis Obispo, CA OM: Dave Christopher	PD: Nancy Johnson MD: Dallas Scott 19 STING "Windmills"
GEORGE BENSON Cruise Control (GRP)	KHIH/Denver, CO PD: Becky Taylor	PD: John Mullen MD: Rick Laboy	MD: David Atwood JOYCE COOLING "Callie" SPECIAL EFX "Bella"	KIRK WHALUM "Love" ED HAMILTON "Boogie" SPECIAL EFX "Bella"
SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	APD/MD: Cheri Marquart SPECIAL EFX "Bella"	BOB JAMES "What's"		JRN/(Jones NAC)/National
	JOYCE COOLING "Califie"	KCYI/Oklahoma City, OK PD: Steve English	KMGQ/Santa Barbara, CA OM/PD: Mark Elliott	PD: Steve Hibbard
NAC/SMOOTH JAZZ Going For Adds	WVMV/Detroit, MI PD: Tom Sleeker	MD: Stephani Stewart KOMBO 'Taik'	APD/MD: Steve Bauer 14 JOYCE COOLING "Cattie"	MD: Laurie Cobb 1 PETER WHITE "Windy" JOYCE COOLING "Callie"
	MD: Sandy Kovach GOTA "Started"	WLOQ/Orlando, FL PD: Bill Wise		
10/4/99 AKA PROJECT The Adventures Of F-F Man (<i>Internal Bass</i>)	KEZL/Fresno, CA	MD: Patricia James ROGER SMITH "Sides" SMOKEY ROBINSON "Easy" MARCOS ARIEL "Eyes" BOB JAMES "Raise"		
HERB ALPERT Lady In My Life (Almo Sounds)	MD: J. Weidenheimer	WJPL/Peoria, IL	43 Total Reporters 43 Current Reporter	e

HERB ALPERT Lady In My Life (*Almo Sounds*) **DANCING FANTASY** Coming Up Roses (*Higher Octave*) JEFF GOLUB Come On Home (Bluemoon/Atlantic) **PRINCE** Extraordinary (Warner Bros.) JOHN TROPEA Side Show (Digital Dimension) KIM WATERS Secrets Told (Shanachie)

WYJZ/Indianapolis, IN PD/MD: Carl Frve

WJJZ/Philadelphia, PA PD: Anne Gress APD/MD: Michael Tozzi

PD: Rick Hirschmann BRIAN MCKNIGHT "Back KIM WATERS "Secrets"

43 Current Reporters 41 Current Playlists Did Not Report, Playlist Frozen (2): KOAI/Dallas,TX WJCD/Norfolk,VA

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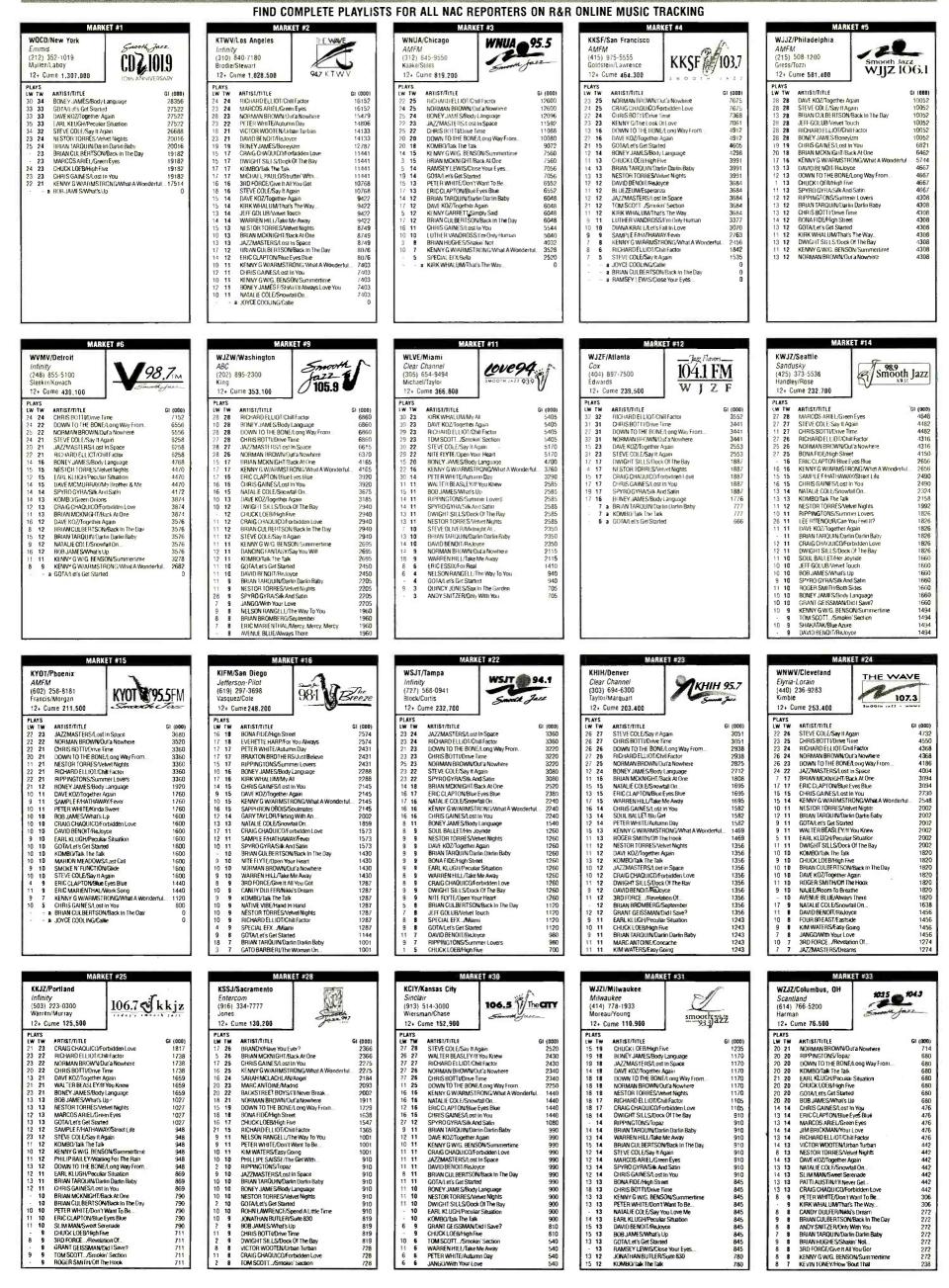
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NAC/Smooth Jazz Playlists



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etc. FIMC partnership provides preexisting commerce functions so the

station doesn't have to build them

from the ground up. Station parapher-

nalia can be featured in the station's

• Internet access. Easily become an

Internet service provider by joining an

already established network of 400

local Internet access points across the

country. Stations get custom sign-up

CDs to give to listeners. Sign-up is

automated online, and FIMC handles

billing and support. A station's web

page automatically becomes the

• RadCity[™] Yellow Pages. An

customer's home page.

own online store.



CYNDEE MAXWELL max@rronline.com

A Surfing Safari For Online Sales

□ Many companies provide services to help radio stations make money

t's a common belief that radio stations don't make money with their websites. And if they are making money, it's not very much. So I went online and found a few companies out there who are hoping to help radio change all that.

If you've been wondering where to go to learn more about this aspect of operating your website, here are a few places to start. The following information was gleaned from each company's website and is not meant to fully represent their services or endorse any particular company.

Magnitude Network www.magnitudenetwork.com

An independent company with four years of experience in the Internet industry. Magnitude designs websites that can include the ability to stream digital audio. Its goal is to help stations bring traffic to websites and keep people there. It provides tools for stations to maintain and track listeners, as well as full-time consultant support, and it teaches you how to use your own resources as "the key to unlocking the power of the Internet."

Stations with existing websites can add some of the company's components. "Now Playing" — a proprietary system that updates your web page in real time — shows your visitors the artist and title of the song currently playing over your RealAudio stream. Another component, "Store," is a radio station's own online store, which promises that stations will benefit from growth of the online music market by receiving a percentage of all sales generated. Integrating store links into a station's playlist with the "Now Playing" feature can drive additional revenue.

One of the latest features that companies in many industries are attracted to is providing customers with e-mail accounts that feature the company's domain name. For example, a listener's e-mail address could be *joerock@kxyzmail.com*. Magnitude Network coordinates with Equity Media to create a link on your site that gives you and your users the opportunity to sign up for this service. This can help with the promotion of your radio station, because visitors will return to your website to check their mail.

First Internet Media Corp. www.fimc.com

The primary goal of FIMC is to generate station revenue from as many online streams as possible, including:

• Banner ads and section sponsorships. Additional pages of content are provided to increase overall advertising inventory. The station and FIMC can share the sales inventory, or FIMC will sell the entire inventory.

• E-commerce. Profit from sales of music CDs, books, videos. DVDs, flowers, toys, insurance, computers,

dia Corp. om f FIMC is to nue from as s possible in

The company can build a station's website or revamp an existing site. It provides proprietary website management tools for maintenance and tracking of accounts. Comprehensive training and support are also provided, so you can learn every facet of running your new online business.

Mediahub Networks www.mediahub.net

The Internet Services division of United Communications Hub Inc. promises stations will make money with every account signed up. with every paid account every month and with e-commerce salés of products in their own "Monstores."

Mediahub will develop and post a station's site or replace a station's old site, or stations can add this site to their Internet suite of products. The company provides tools so that a station can handle changing content whenever needed. Mediahub does not permit banner ads or affiliate programs on sites they provide to help ensure visitors don't leave. Provided content is local, useful and enhances a station's brand while "making thousands of dollars each month for your bottom line."

The company does not charge fees unless a station chooses the WebRadio Streaming Solution or other options — at prices less than those options would cost if purchased directly. It promises to pay stations monthly by providing "the real power

www.americanradiohistorv.com

WNOR: For The Record

In the 9/17 Rock column's "Then/Now" sidebar, I mistakenly printed the playlist for WNOR/Norfolk's AM station under the "Then" heading. Here's WNOR-FM's "Top 15 Albums" from early 1972. As PD Harvey Kojan laughs, "You've got to love a station that played both Black Sabbath and the Bee Gees."

	1	ROD STEWART Every Picture Tells A Story
	2	THREE DOG NIGHT Harmony
	3	TEN YEARS AFTER A Space In Time
	4	SANTANA Santana
	5	JEFFERSON AIRPLANE Bark
2	6	JOHN LENNON Imagine
	7	CHICAGO Live At Carnegie Hall
	8	BEE GEES Trafalgar
	9	TRAFFIC Welcome To The Canteen
	10	CAROLE KING Tapestry
	11	BLACK SABBATH Masters Of Reality
	12	WHO Who's Next
	13	CAT STEVENS Teaser & The Firecat
	14	JAMES TAYLOR Mud Slide Slim
	15	FRANK ZAPPA 200 Motels

of the Internet: access." A station becomes its own Internet service provider and only has to promote its own ISP, not relinquish commercial inventory.

When a station becomes its own ISP, Mediahub will offer 56k v.90 dial-up services, with member home pages, e-mail accounts and UseNet access under the station's brand name. Each time members send email (from their regular e-mail program) or tell a friend to visit their home page or where to get inexpensive dial-up access services, they advertise the station.

The station can make money in the following ways: from each setup fee for new accounts; from each paid monthly dial-up membership account; from e-commerce sales, without investing in advance; and from client coupon sales in the station's own Monstore. The company also offers other plans for making money: selling long-distance telephone service, prepaid cellular phones and service, and prepaid calling cards.

GetMedia www.getmedia.com

GetMedia enables stations to generate revenue by selling the music they play, as they play it. The GetMedia service Applet resides within a radio station's website and displays current and recent programming, the artist name and the CD cover art. Consumers have the opportunity to purchase the CD in a secure environment in the GetMedia Applet without leaving the station website.

By clicking the "Info" button next to the song title, the user can get a list of tracks on each CD, along with selected audio samples. GetMedia handles all installation, orders, customer service and fulfillment on behalf of the station. The radio station receives a percentage of revenue from CD sales within its site.

The company plans to introduce a 1-800-GetMedia touch-tone telephone CD sales service this fall. The service is an interactive, voiceactivated telephone system that enables a consumer to locate and se-

curely purchase a music CD heard on a GetMedia-enabled radio station. **Everyone.net**

www.everyone.net

Everyone.net's goal is to help radio discover how to further reach its audience through visual and textual information. For radio stations, the Internet has married the senses. Time Spent Listening used to end abruptly the moment the commute ended. Now it simply transitions into "Time Spent Viewing," as individuals enter their destination and log on to their favorite station's website to see pictures, read commentary or sign up for contests they heard about only moments before.

Everyone.net provides a free webbased e-mail service that is:

• Fully branded. Listeners receive e-mail accounts branded with a station name — i.e., *username@yourcall-letters* — with functionality that includes an address book, attachment capability, filters and a junk mail/ SPAM blocker, organized folders, HTML option, stationary, 6MB free storage, personalization, etc.

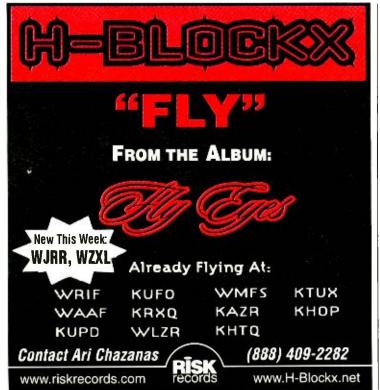
• Fully customizable. Point and click to select templates, colors and font sizes. Create your own text messages and navigation buttons or use Everyone.net's defaults. Upload your station images and logos easily.

• One hundred percent free of setup and monthly service fees. The company operates on a 50/50 ad inventory sharing model. Half of the banners displayed within the e-mail interface will come from a source you designate, and half will come from Everyone.net.

• Fast. With the online registration/ customization process, Everyone.net can be added to a station's site in under an hour.

FYI

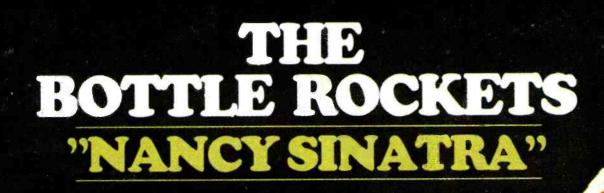
Does someone else already have your call letters or station slogan as a registered domain? Through *www.dot.fm*, you can register for the ".fm" extension, which more accurately brands your site as radiorelated.



1

doolittle

542359049-



STEREO

A Rock Band That Still Plays Rock

Playing This Week At:

WWCT	WZXL	KXUS
WRKT	KATS	WKLT
KHTQ	WCPR	KLFX

The band that brought you the Top 20 Rock track, "Radar Gun," is back. "Nancy Sinatra" Rock Top 50

LAST WEEk	This Week	October 1, 1999 ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS	WEEKS ON CHART	TOTAL STATIO Adds
2	0		1557	+41	(00)	5	70/0
2 †	2		1435	-136	83290	19	65/0
3	ŝ		1372	+8	91595	10	66/O
5	ă		1163	+77	71728	6	66/0
4	5		1105	-64	71744	16	57/0
6	6		1051	+20	69637	7	63/1
9	7	SANTANA F/ROB THOMAS Smooth (Arista)	877	-16	59317	15	45/0
8	8	LYNYRD SKYNYRD Workin' (CMC)	866	-85	50739	11	43/0
8 7		GREAT WHITE Rollin' Stoned (<i>Portrait/Columbia</i>)	769	-183	38225	14	47/0 52/0
	9 10	DEF LEPPARD Paper Sun (Mercury/IDJMG)	761	+66	41621	6	52/0
13	0	BUSH The Chemicals Between Us (<i>Trauma</i>)	737	+00	50335	3	53/2
13	-						
reakei	-	STONE TEMPLE PILOTS Down (Atlantic)	706	+500	48130	2	62/6
14	ß	ZZ TOP Fearless Boogie (RCA)	699	+138	40054	3	47/5
10	14	TOM PETTY & THE HEARTBREAKERS Swingin' (Warner Bros.)	569	-129	34298	11	42/0
reakei	-	FOO FIGHTERS Learn To Fly (Roswell/RCA)	558	+403	43386	2	53/5
eakei	6	COLLECTIVE SOUL Tremble For My Beloved (Atlantic)	515	+72	38328	3	39/2
15	17	QUEENSRYCHE Breakdown (Atlantic)	514	-5	30246	5	45/0
16	18	BUCKCHERRY For The Movies (DreamWorks)	496	+13	34969	9	38/0
12	19	DEF LEPPARD Promises (Mercury/IDJMG)	460	-157	26592	19	4 <mark>6/</mark> 0
1.9	20	GODSMACK Keep Away (Republic/Universal)	449	-6	28687	22	30/0
24	2	OUR LADY PEACE One Man Army (Columbia)	383	+38	21664	5	43/4
22	22	FILTER Welcome To The Fold (Reprise)	355	-23	22190	11	36/0
25	Ø	OLEANDER Walk Alone (Republic/Universal)	354	+13	18700	7	30/0
21	24	ALICE IN CHAINS Get Born Again (Columbia)	348	-89	19301	18	2 <mark>6/</mark> 0
26	25	INDIGENOUS Got To Tell You (Pachyderm)	327	-5	20265	7	26/0
23	26	OFFSPRING The Kids Aren't Alright (Columbia)	306	-44	22077	16	21/0
27	27	GOO GOO DOLLS Black Balloon (Warner Bros.)	288	-36	14872	16	23/0
38	23	MEGADETH Insomnia (Capitol)	255	+49	13139	2	27/3
32	29	SAMMY HAGAR Right On Right (MCA)	252	+7	16150	4	20/1
30	30	JOHN POPPER Miserable Bastard (A&M)	245	-16	14676	7	21/0
33	31	STAIND Mudshovel (Flip/Elektra/EEG)	230	-4	11958	8	24/1
28	32	RATT Over The Edge (Portrait/Columbia)	227	-80	11271	10	22/0
41	33	MELISSA ETHERIDGE Angels Would Fall (Island/IDJMG)	224	+25	21418	3	17/1
36	34	KID ROCK Cowboy (Top Dog/Lava/Atlantic)	224	+16	9888	4	16/0
ebut>	65	KENNY WAYNE SHEPHERD BAND In 2 Deep (Giant/Reprise)	223	+223	17916	1	60/6
35	30	SEVENDUST Denial (TVT)	221	+11	10583	8	23/3
40	37	LIT Zip-Lock (RCA)	215	+16	10392	4	20/0
31	38	SCORPIONS Mysterious (Koch)	196	-62	17498	15	24/0
42	39	CAROLINE'S SPINE Attention Please (Hollywood)	185	-9	8823	7	16/1
43	40	JIMMIE'S CHICKEN SHACK Do Right (Rocket/IDJMG)	184	-2	10051	4	22/1
34	.41	MEGADETH Crush 'Em (<i>Trauma/Capitol</i>)	177	-48	9084	13	19/0
45	42	LIMP BIZKIT Nookie (Flip/Interscope)	168	-11	10144	14	13/0
ebut>	43	NINE INCH NAILS We're In This Together <i>(Nothing/Interscope)</i>	162	+29	7267	1	11/1
46	44	PANTERA Cat Scratch Fever (<i>Mercury/IDJMG</i>)	161	-10	7064	5	13/0
40 50	44	POWERMAN 5000 When Worlds Collide (<i>DreamWorks</i>)	159	+11	7261	4	14/1
ebut>	45	SANTANA F/EVERLAST Put Your Lights On (Arista)	150	+29	9106	1	18/5
	-	DOUBLEDRIVE Tattooed Bruise (Here And Now) (MCA)	130	-16	5811	2	15/0
-	47	SHADES APART Stranger By The Day (Universal)	127	-21	6484	5	13/0
49	48			+63	6672		14/4
ebut>		COAL CHAMBER W/OZZY OSBOURNE Shock The Monkey (Roadrunner)	124			1 ₁	
ebut>	- 5 0	CHEVELLE Mia (Squint) 70 Rock reporters. Monitored airplay data supplied by Mediabase Research, a d	118	+18	4416	1	14/1

Most Added®

ARTIST TILE LABEL(S)	ADDS
KENNY WAYNE SHEPHERD BAND In(Giant/Reprise)	60
SHANNON CURFMAN True Friends (Arista)	9
DAVID BOWIE The Pretty Things Are Going (Virgin) 8
STONE TEMPLE PILOTS Down (Atlantic)	6
RED HOT CHILI PEPPERS Around (Warner Bros	.) 6
COUNTING CROWS Hanginaround (DGC/Geffen)	6
DRAIN STH Simon Says (Enclave/Mercury/IDJMG)	6
FOO FIGHTERS Learn To Fly (Roswell/RCA)	5
ZZ TOP Fearless Boogie (RCA)	5
SANTANA F/EVERLAST Put Your Lights On (Arista,) 5
EARTH TO ANDY Still After You (Giant/Reprise)	5
OFFSPRING She's Got Issues (Columbia)	5
BILLIONAIRE Fell From Space (Slash/London)	5

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
STONE TEMPLE PILOTS Down (Atlantic)	+500
FOO FIGHTERS Learn To Fly (Roswell/RCA)	+403
KENNY WAYNE SHEPHERD BAND In (Giant/Repr	ise) +223
BUSH The Chemicals Between Us (Trauma)	+158
ZZ TOP Fearless Boogie (RCA)	+138
LIVE The Dolphin's Cry (Radioactive/MCA)	+77
COLLECTIVE SOUL Tremble For My(Atlantic) +72
DEF LEPPARD Paper Sun (<i>Mercury/IDJMG</i>)	+66
COAL CHAMBER W/OZZY OSBOURNE Shock (Roadrun	iner) +63
BEN HARPER Burn To Shine (Virgin)	+58

Breakers®

STONE TEMPLE PILOTS Down <i>(Atlantic)</i>				
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART		
706/500	62/6	U		
	FOO FIGHTERS			
Learn	To Fly (Roswell/R	CA)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART		
558/403	53/5	15		
C	DLLECTIVE SOUL			
Tremble F	or My Beloved (At	lantic)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART		
515/72	39/2	16		
by each reporting sta toward overall total sta the songs with the g	I number of new adds officially tion. Songs unreported as ad titions playing a song. Most Incr reatest week-to-week increase rs on R&R ONLINE MUSIC TR	ds do not count eased Plays lists is in total plays.		

NTERNATIONAL

70 Rock reporters. Monitored airplay data supplied by Mediabase Hesearch, a division of Premiere Hadio Networks. Songs ranked by total plays for the airplay week of Sunday 9/19-Saturday 9/25. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 500 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.



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New & Active

YES Lightning Strikes (She Ay...) (Beyond) Total Plays: 114, Total Stations: 14, Adds: 0 STATIC-X Push It (Warner Bros.) Total Plays: 109, Total Stations: 12, Adds: 0 SCREAMIN' CHEETAH WHEELIES Halcyon... (Capricorn) Total Plays: 100, Total Stations: 11, Adds: 0 8STOPS7 My Would-Be Savior (Reprise) Total Plays: 98, Total Stations: 13, Adds: 0 CHEAP TRICK That '70s Song (Volcano) Total Plays: 96, Total Stations: 11, Adds: 0 BEN HARPER Burn To Shine (Virgin) Total Plays: 92, Total Stations: 14, Adds: 2 SOULMOTOR Omega Son (CMC) Total Plays: 85, Total Stations: 10, Adds: 1 BADLEES Don't Let Me Hide (Ark 21) Total Plays: 69, Total Stations: 8, Adds: 1 MOKE Down (Ultimatum) Total Plays: 63. Total Stations: 8, Adds: 0 RED HOT CHILI PEPPERS Around... (Warner Bros.) Total Plays: 62, Total Stations: 12, Adds: 6

Songs ranked by total plays

Most Played Recurrents

495500000000000000000000000000000000000	LENNY KRAVITZ American Woman (Maverick/Virgin)
factors - 100000	BUCKCHERRY Lit Up (DreamWorks)
	OLEANDER Why I'm Here (Republic/Universal)
	COLLECTIVE SOUL Heavy (Atlantic)
	METALLICA Whiskey In The Jar (Elektra/EEG)
	GODSMACK Whatever (Republic/Universal)
	CREED One (Wind-up)
	LENNY KRAVITZ Fly Away (Virgin)
	EVERLAST What It's Like (Tommy Boy)
000110200000	PEARL JAM Last Kiss (Epic)
KEN	INY WAYNE SHEPHERD Blue On Black (Revolution/Reprise,
	METALLICA Turn The Page (Elektra/EEG) -
	LIT My Own Worst Enemy (RCA)
	EVE 6 Inside Out (RCA)
	GOO GOO DOLLS Slide (Warner Bros.)
	SAMMY HAGAR Mas Tequila (MCA)
07000000000000000	KID ROCK Bawitdaba (Top Dog/Lava/Atlantic)
1001 3 1000 BPC	CREED What's This Life For (Wind-up)
an sea an the sea an the sea an the sea an the sea and sea an the sea and sea and sea and sea and sea and sea a	TRAIN Meet Virginia (Aware/Columbia)
orthold wat	ROB ZOMBIE Living Dead Girl (Geffen)

ROCK

Going For Adds

CROSBY, STILLS, NASH & YOUNG No Tears Left *(Reprise)* **HEPBURN** | Quit *(TVT)* **LAIDLAW** Send My Baby Home *(Americoma/Beyond)* **SHEILA DIVINE** Hum *(Roadrunner)* **SMITHEREENS** She's Got A Way *(Koch)* **ZEN MAFIA** California *(Kneeling Elephant/RCA)*



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks Top 100 Power Gold is based on a sample of Rock reporters for the airplay week of Wednesday 9/15-Tuesday 9/21. © 1999, R&R Inc.



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108 • R&R October 1, 1999

Rock Playlists



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Reporters

Stations and their adds listed alphabetically by market

October 1, 1999 R&R • 109

KDOT/Reno, NV

PD/MD: Jave Patterson KENNYWAYNE... "Deep"

FILTER "Picture" RED HOT CHILL. "Around" SANTANA F/EVERLAST "Put

WNVE/Rochester, NY *

KRXQ/Sacramento, CA *

Stn. Mgr: Curtiss Johnson APD: Pat Martin MD: Kylee Brooks 5 ZENMAFIA California" 4 8STOPS/ "Savor" PO D "Southtown"

WXTM/St Louis, MO *

WZBH/Salisbury. MD

PD/MD: Shawn Murphy MEGADETH "Insomnia"

KENNY WAYNE ... "Deep

COAL CHAMBER ... "Shock" COUNTING CROWS "Hangi

KISS/San Antonio, TX *

OM: Virgil Thompson PD: Kevin Vargas MD: C.J. Cruz 3 TVPE ONEGATIVE "Everything" 1 COAL CHAMBER "Shock" LIMP BIZKI" Re-Arrange" STATIC-X "Push"

KIOZ/San Diego, CA *

OM: Bill May APD/MD: Shanon Leder 1 GARY HOEY "Money"

KTUX/Shreveport, LA

OFFSPRING "Issues" DRAIN STH "Simon" SHANNON CURFMAN "Friends"

KHTQ/Spokane, WA *

PD: Gary Allen APD: Lyn Daniels

BOTTLE ROCKETS "Sinatra

DOTILE NOUEL SING DRAIN STHI'SIMON' KENNY WAYNE ... "Deep" ZEN MAFIA "California" RED HOT CHILL ... "Around" BLINK-182 "Things" OFFSPRING "Issues" BILLIONAIRE "Fell" INCIBILS "Parthon"

INCUBUS "Pardon" NEW AMERICAN SHAME "American"

WQLZ/Springfield, IL

PD: Woody Carlson APD: John "Crash" Carroll MD: Rocky COAL CHAMBER... "Shock" KENNY WAYNE... "Deep"

OFFSPRING "Issues" EARTH TO ANCY "Still" 311 "Orginal"

WXTB/Tampa, FL *

OM: Brad Hardin MD: Brian Biller 1 NEUROTICA "Pide" RAGE AGAINS⁺, "Guerilla" COAL CHAMBER., "Shock"

WBUZ/Toledo, OH

PD: Chris Arnmel 2 KENNY WAYNE... "Deep" STATIC-X "Push" LIMP BiZKIT "Re-Arrange" 8STOPS7 "Savor"

PD: Bob Neumann APD/MD: Buddy Rizer

KICT/Wichita, KS 1

OM: Ron Eric Taylor APD: Robin Kreisberg MD: R.J. Davis

KENNY WAYNE "Deep"

OM/PD: Aaron Roberts APD: Chris Lloyd 2 COAL CHAMBER ... "Shock"

DRAIN STH "Simor

*=Mediabase 24/7 monitored

68 Total Reporters

68 Current Reporters

68 Current Playlists

KENNY WAYNE ... "Deep" EARTH TO ANDY "Still"

WXBE/Wilkes Barre, PA *

FOO FIGHTERS "Learn" COUNTING CROWS "Hangin" NINE INCH NAILS "Together" STONE TEMPLE PILOTS "Down"

WWDC/Washington, DC *

PD/MD: Paul Cannel

Fite

PD: Tommy Mattern APD: Eric Schmidt MD: Jeff "Woody" F 2 DRAIN STH "Simon" 8UCKCHERRY "Again" CYCLEFLY "Violet"

PD/MD: Erick Anderson SANTANA F/EVERLAST "Put" MEGADETH "Insemnia"

Rock

WPYX/Albany, NY * PD/MD: John Cooper KENNY WAYNE ... "Deep DAVID BOWIE "Pretty"

KZRR/Albuquerque, NM * OM: Frank Jaxon PD: Phil Mahoney MD: Rob Brothers KENNY WAYNE ... "Deep ZZ TOP "Fearless" OUR LADY PEACE "Army

WZZO/Allentown, PA * PD: Robin Lee MD: Keith Moyer 10 KENNY WAYNE ... "Deep" 3 COUNTING CROWS "Hangin"

KWHL/Anchorage, AK MD: Kathy Mitchel KENNY WAYNE "Deep" EARTH TO ANDY "Soll"

WAPL/Appleton, WI PD: Joe Calgaro APD: Ross Maxwell MD: Roxanne Steele ZZ TOP "Fear ess" BIG BAD ZERO "Slipping" DRAIN STH "Simon" KENNY WAYNE ... "Deep"

WZXL/Atlantic City, NJ PD: Steve Raymond MD: Kathy Coro 7 FOO FIGHTERS "Learn" 8 KENNY WAYNE... "Deep" SEVENDUST "Denial" GOV'T MULE "Souishine" H-BLOCKX "Fly"

WKGB/Binghamton, NY PD: Jim Free MD: Tim Boland RED HOT CHILI___"Around" KENNY WAYNE..."Deep" COUNTING CROWS "Hangin" OFFSPRING 'Issues' GOV'T MULE 'Soulshine' DOKKEN "One" DAVID BOW'E "Pretty"

WROK/Canton, OH 1 OM: Chuck Stevens Asst. OM: Todd Downerd 6 COAL CHAMBER..."Shock" 5 KENNY WAYNE..."Deep" DRAIN STI "Simon" BEN HARPER "Burn"

WPXC/Cape Cod, MA OM: Stave McVie PD: Suzanne Tenair APD/MD: Brian Kelly ZZ TOP "Fearless

KRNA/Cedar Rapids, IA PD: Joe Nugent MD: Tommy Lang 2 STONE TEMPLE PILOTS "Dow KENNY WAYNE. "Deep FOO FIGHTERS "Learn"

WYBB/Charleston, SC OM: Charlie Kendati 2 KENNY WAYNE... "Deep" COLLECTIVE SOUL "Beloved" 2

WKLC/Charleston, WV PD/MD: Mike Rappap KENNY WAYNE ... "Deep" FOO FIGHTERS "Learn"

WEBN/Cincinnati, OH 1 OM: Scott Reinhart PD: Michael Walter MD: Bob Garrett SANTANA F/EVERLAST "Put" NEUROTICA "Ride"

WVRK/Columbus, GA OM/PD: Brian Waters APD/MD: Derek Myers KENNY WAYNE ... "Deep" RED HOT CHILI ... "Around" POWERMAN 5000 "Collide

WRKI/Danbury, CT PD: Tom Bass MD: Mary Scanlon No Adds

WTUE/Dayton, OH * PD: Mike Thomas APD/MD: John B KENNY WAYNE...."Deep" ZZ TOP "Fearless" FOO FIGHTERS "Learn"

*=Mediabase 24/7 monitored

70 Total Reporters **70 Current Reporters 70 Current Playlists**

KLAQ/EI Paso, TX * WCLG/Morgantown, WV PD/MD: "Magle" Mike Ramsey APD: Glenn Garza KENIV WAYNE. "Deep" LIMP BIZKIT "Re-Arrange" SAMMY HAGAR "Right" PD: Jeff Miller APD/MD: Chris Robbins KENNY WAYNE... "Deep" RED HOT CHILI... "Around" JIMMIE'S CHICKEN.... "Right" CAROLINE'S SPINE "Attention WRKT/Erie, PA

WXKE/Ft. Wayne, IN

WNDD/Gainesville, FL

PD/MD: Doc West 18 KENNY WAYNE, "Deep" 10 BUCKCHERDY"

SOULMOTOR "Omega

PD: Trevor Scott MD: David Riley

PD/MD: Tim Satterfield APD: Marcia Gan

OUR LADY PEACE "Army

Int. PD: Mike Holder MD: Will Kauffman

STONE TEMPLE PILOTS "Down DAVID BOWIE "Pretty" COLLECTIVE SOUL "Beloved" KENNY WAYNE. "Oeep"

WSTZ/Jackson, MS *

WRZK/Johnson City, TN

PD/MD: Kevin Keith 3 KENNY WAYNE "Deep OFFSPRING "Issues"

PD/MD: Mark E. McKi

DEF LEPPARO "Goodbye" MEGADETH "Insomna KENNY WAYNE... "Deep" DEF LEPPARD "Paper"

PD: Ray Bauer MD: Chris Winters

PD: John Griffin MD: Big Marty 2 KENNY WAYNE... Deep BILLIONAIRE "Fell"

PD: Dennis Dillon KENNY WAYNE... "Deep OFFSPRING "issues"

KMJX/Little Rock, AR *

PD: Tom Wood MD: Jimmy Edwards SANTANA F/EVERLAST "Put" KENNY WAYNE... "Deep"

KENNY WAYNE. "Deep" COUNTING CROWS "Hangin STYX "Number"

PD: Rita Wilde MD: Jim Villanueva

KENNY WAYNE ... "Deep EARTH TO ANDY "Still"

OM/PD: Michael Lee MD: Keith O'Lone

KENNY WAYNE... "Deep" CHEVELLE "Mia"

WQBZ/Macon, GA

LAIDLAW "Send" KENNY WAYNE... "Deep" COAL CHAMBER... "Shock

KFRQ/McAllen, TX

PD/MD: Shilo Stevens RED HOT CHILI... "Around" POUND "Time"

OFFSPRING "Issues" KENNY WAYNE ... "Deep"

EVERIAST "P

SHANNON CURFMAN "Friends"

PD: Chris Ryder MD: Sarina Scott

WTFX/Louisville, KY *

WRKR/Kalamazoo, MI

KENNY WAYNE "Deep" SHANNON CURFMAN "Friends

KOMP/Las Vegas, NV *

No Adds

VP/Programming: Ron Kline MD: Sammy Stone Dir/Rock Prog.: Lenny Bloch APD/MD: Terrie Carr 9 COUNTING CROWS "Hangin 7 KENNY WAYNE..."Deep" KENNY WAYNE... "Deep" STONE TEMPLE PILOTS "Down SMITHEREENS "Got" SMITHEREENS "Got" BUSH "Chemicals" DAVID BOWIE ' Pretty GUSTER "Barret" KKEG/Fayetteville, AR PD/MD: Sandy Scott 4 KENNY WAYNE. "Deep" RED HOT CHILL. "Around"

WPLR/New Haven, CT * PD: John Griffin MD: Pam Landry KENNY WAYNE ... "Deep" SHANNON CURFMAN "Friends"

WDHA/Morristown, NJ

WKLT/NW Michigan PD/MD: Terri Ray UMD: Fern Ray BiLLIONAIRE "Feit" GOVT MULE "Soulshine" MOLLY'S YES "Sugar" DAVID BOWIE "Preny SHANNON CURFMAN "Friends" KENNY WAYNE. "Deep" DRAIN STH "Simon"

WXRA/Greensboro, NC * KATT/Oklahoma City, OK OM/PD: Chris Baker MD: Jake Daniels MEGADETH"Insomnia" SANTANA F/EVERLAST "Put KENNY WAYNE.... "Deep" WQCM/Hagerstown, MD

> KEZO/Omaha, NE PD/MD: Bruce Patrick KENNY WAYNE. "Deep"

KCLB/Palm Springs, CA PD/MD: Tish Lacey RED HOT CHILL "Around" KENNY WAYNE "Deep" MELISSA ETHERIDGE "Angels FEEDER "Insomnia"

WGLO/Peoria, IL OM/PD: Russ Schenk APD/MD: Tim Ylinen KENNY WAYNE "Deep" STONE TEMPLE PILOTS "Down" EARTH TO ANDY "Still" DOKKEN "Slate" MEGADETH "Insomnia"

WWCT/Peoria, IL

Int. PD: Wayne Miller MD: Scott "Spanky" Smith. 6 KENNY WAYNE. "Deep" DAVID BOWIE "Pretty" STEVE VAI "Joboom" DWYEE! (Shert" DOKKEN 'Slate" GOV'T MULE "Soulshine BEN HARPER "Burn"

WMMR/Philadelphia, PA * WKQQ/Lexington, KY * MD: Ken Zipeto KENNY WAYNE... "Deep"

> KDKB/Phoenix, AZ PD: Joe Bonadonna ZZ TOP "Fearless" DEFLEPPARD "Paper"

WDVE/Pittsburgh, PA * WBAB/Long Island, NY * PD: Garrett Hart MD: Val Porter VP/Prog.: Bob Buchmann Ops. Dir.: Eric Wellman COUNTING CROWS "Hangin" KENNY WAYNE ... "Deep" BADLEES "Hide" OUR LADY PEACE "Army"

KLOS/Los Angeles, CA * WHJY/Providence, RI * PD: Joe Bevilacqua MD: Sharon Schifino 9 KENNY WAYNE... "Deep"

> WBBB/Raleigh, NC * OMPD: Andy Meyer 6 STONE TEMPLE PILOTS "Down" 5 FOO FIGHTERS "Learn" KENNY WAYNE... "Deep"

WRXL/Richmond, VA * PD: Brian Illes APD/MD: Rik Maybee KENNY WAYNE... "Deep" SANTANA F/EVERLAST "Put"

KCAL/Riverside, CA MOAL/FILVE/St08, C. PD: Steve Hoffman MD: M.J. Matthews KENNY WAYNE "Deep" 1 COAL CHAMBER... "Shock" 1 CREED "What"

WROV/Roanoke, VA * WHUV/HO3NOKE, PD: Buzz Casey MD: Heidi Krummert 3 SHANNON CURPMAN"Fr CHRIS CORNELL "Can'T BILLIOMARE "Fell" BILLIOMARE "Fell" BILLIOMARE "Fell" MIKE YOUNGER "Ar" DAVID BOWIE "Pretty"

WXRX/Rockford, IL PD/MD: Jamie Markley KENNY WAYNE. "Deep" CROSBY, STILLS... "Tears" COUNTING CROWS "Hangin

WKQZ/Saginaw, MI * OM/PD: Jack Lawson APD/MD: Tom Vander Velde KENNY WAYNE ... "Deep

KBER/Salt Lake City, UT * OM/PD: Bruce Jones APD/MD: Helen Powers STONE TEMPLE PILOTS Down BILLIONAIRE "Fell STAIND "Mudshover"

KSJO/San Francisco, CA * PD: Jim Richards MD: Sarah Berg MACHINE HEAD "Day KENNY WAYNE... "Deep" NEW AMERICAN SHAME "American EARTH TO ANOY "Still"

KZOZ/San Luis Obispo, CA PD/MD: Rick Andrew GARY HOEY Money" KENNY WAYNE ... "Deep"

KXFX/Santa Rosa, CA * PD: Steve Garland MD: Candy Chamberlain KENNY WAYNE "Deep" OUR LADY PEACE "Army

WYNF/Sarasota, FL PD: Brian Medlin MD: Cathy Taylo FEEDER "Insomnia" KENNY WAYNE . "Deep

KISW/Seattle, WA * VP/GM: Clark Ryan APD/MD: Cathy Faulkner KENNY WAYNE

WRBR/South Bend, IN PD/MD: Joe Turner LIMPBIZKIT "Re-Arrange LIMP BIZKIT "Re-Arrar FEEDER "Insomnia" DAVID BOWIE 'Pretty" POUND "Time" BLINK-182 "Things"

KXUS/Springfield, MO PD/MD: Mark McClain APD: Dave Roberts KENNY WAYNE Deep

KENNY WAYNE. "Deep" LIMP BIZKIT "Re-Arrange" SHANNON CURFMAN "Friends" COAL CHAMBER ... "Shoc WZZQ/Terre Haute, IN

WAQX/Syracuse, NY *

PD/MD: Dave Frising

PD: Jeff Strange APD/MD: Debbie Hunter KENNY WAYNE... "Deep" GARY HOEY "Money" LIMP BIZKIT "Re-Arrange

WIOT/Toledo, OH * APD: Don Davis MD: Will Worster

 BUSH "Chemicals"
 OLEANDER "Why KLPX/Tucson, AZ *

OM/MD: Larry Miles 6 KENNY WAYNE "Deep" SHANNON CURFMAN "Friends" GARY HOEY "Money" KMOD/Tulsa, OK *

OM/PD: Phil Stone MD: Rob Hurt 9 KENNY WAYNE... "Deep" 2 SHANNON CURFMAN "Fri 2 GARY HOEY "Money" SEVENDUST "Denial" Fnends

WRDX/Wilmington, DE * PD/MD: Bob Walton KENNY WAYNE... "Deep

WRQR/Wilmington, NC PD/MD: Christine Martinez KENNY WAYNE ... "Deep" CROSBY, STILLS ... "Tears"

KATS/Yakima, WA PD/MD: Ron Harris 16 KENNY WAYNE Deep" 7 NINE INCH NAILS "Together BILLIONAIRE 'Fell' DRAIN STH "Simon POUND "Time"

WNCD/Youngstown, OH * WN C D/ YOUNGSTOWN, PD: Chris Patrick MD: Dom Nardella 5 KENNY WAYNE... "Deep" DRAIN STH "Simon" SHANNON CURFMAN "Friends" SEVENDUST "Denal" OFFSPRING "Issues

PD: Eric Slayter APD/MD: Randi Rush 5 STATIC-X "Push" 5 KENNY WAYNE "Deep" WIQB/Ann Arbor, MI OM: Mark Thompson APD/MD: Ken Ward

KZRK/Amarillo, TX

KENNY WAYNE... "Deep" MARILYN MANSON "Coma" RED HOT CHILI... "Around" STATIC-X "Push" KLBJ/Austin, TX *

OM: Jeff Carrol MD: Loris Lowe KENNY WAYNE ... "Deep BROTHER LOVE "Lemon" LIMP BIZKIT "Re-Arrange SUNSET HEIGHTS "Did" MONTE MONTGOMERY "Long" ROY COX... "King's" CADILLAC VOODOO ... "Red"

KRAB/Bakersfield, CA * PD: Chris Squires MD: Danny Spanks 7 LIMP BIZKIT "Re-Arrange

WIYY/Baltimore, MD * PD: Rick Strauss APD/MD: Rob Heckmar

OEF LEPPARO "Paper" KID ROCK "Cowboy" RAGE AGAINST..."Guentia" REO HOT CHILL..."Around" WCPR/Biloxi, MS

OM: Kenny Vest PD: Wayne Watkins APD/MD: Scot Fox BLINK-182 Things" OFFSPRING "Issues" POUND "Time" DRAIN STH "Simon" BOTTLE ROCKETS "Sinatra" COAL CHAMBER. "Shock"

WAAF/Boston, MA * PD: Dave Douglas MD: John Osterlind RAGE AGAINST "GI BUCKCHERRY "Again 8STOPS7 "Savior" "Guerilla

WXRC/Charlotte, NC * PD/MD: Ron Bowen KENNY WAYNE Deep* COAL CHAMBER..."Shock LIMP BIZKIT "Re-Arrange"

PD: Marty Griffin MD: Tim Buc Moore RED HOT CHILL. "Arour. 8STOPS7 "Savor"

KROR/Chico, CA

KFMF/Chico, CA

PD/MD: Don Wilson 5 FOO FIGHTERS "Learn" 5 SANTANA F/EVERLAST "Put" 5 BLINK-182 "Things" BILLIONAIRE "Fell" FEEDER "Insormia"

KILO/Colorado Springs, CO * Stn. Mgr./OM: Rich Hawk APD/MD: Don Jantzen GARY HOEY "Money" RED HOT CHILL... "Around" KENNY WAYNE... "Deep" WAZU/Columbus, OH *

PD: Charley Lake APD/MD: Joe Show FOO FIGHTERS "Learn WBZX/Columbus, OH PD: Hal Fish APD/MD: Ronni Hunter

RED HOT CHILI. "Around" BLINK-182 "Things" MARILYN MANSON "Coma" KNCN/Corpus Christi, TX *

PD: Kelli Cluque MD: Al Jones KENNY WAYNE..."Deep" GARY HOEY "Money" SANTANA (/EVERLAST "Put" KEGL/Dailas, TX *

PD: Greg Stevens APD/MD: Cindy Scull KENNY WAYNE "Deep" COAL CHAMBER "Shock" KBPI/Denver, CO * PD: Bob Richards APD/MD: Willie B.

KiD ROCK "Fortunate" OFFSPRING "Issues" BLINK-182 "Things" KOTTONMOL/TH KINGS "Bump" KAZR/Des Moines, IA * PD: Sean Elliott APD/MD: Paul Oslund

RED HOT CHILL ... "Around" LIMP BIZKIT "Re-Arrange" BUCKCHERRY "Again" OFFSPRING "Issues" WRIF/Detroit, MI *

OM: Doug Podeli MD: Troy Hanson 7 TEDNUGENT Give" 2 KENNY WAYNE. "Deep" 1 LIMP BIZKIT "Re-Arrange" SANTANA FEVERLAST "Put" MOKE "Down" CHEAP TRICK "705" WGBF/Evansville, IN

PD: Mike Sanders MD: Turner Watson KENNY WAYNE. "Deep" EARTH TO ANDY "Still" RED HOT CHILL... "Around" FEEDER "Insomnia" WRCQ/Fayetteville, NC * PD/MD: Greg Patrick KENNY WAYNE... "Deep" COUNTING CROWS "Hangin

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WWBN/Flint, MI PD: Brian Beddow MD: Chili Walker MD: Chill Walker COAL CHAMBER... "Shock" KENNY WAYNE... "Deep" LIMP BIZKIT "Re-Arrange" NINE INCH NAILS "Together GUAND APES "Open"

Active Rock

KRZR/Fresno, CA * PD/MD: E. Curtis Johnson DRAIN STH "Simon" COAL CHAMBER... "Shock" KENNY WAYNE... "Deep" OFFSPRING "Issues"

> WBYR/Ft. Wayne, IN * PD: Jim Fox MD: Matt Talluto KENNY WAYNE..."Deep" BUCKCHERRY "Again" OFFSPRING "Issues" RED HOT CHILI... "Around" TED NUGENT "Give" LIMP BIZKIT "Re-Arrange

DRAIN STH "Simon" GUANO APES "Dper WRUF/Gainesville, FL * PD: Harry Guscot MD: John Spano LIMP BIZKIT "Re-Arrange" KENNY WAYNE... "Deep" COAL CHAMBER... "Shock"

WKI O/Grand Bapids, MI OM: Tony Gates APD/MD: Mark Feurie KENNY WAYNE... "Deep" SANTANA F/EVERLAST "Put"

SOLI MOTOR WTPT/Greenville, SC *

PD: Zakk Tyler MD: Taylor 4 KENNY WAYNE. "Deep" 1 COAL CHAMBER "Shock" BILLIONAIRE "Feil" WQXA/Harrisburg, PA * PD: Claudine DeLore MD: Nixon

8 KENNY WAYNE . "Deep DOUBLEDRIVE "Tattooed" RAGE AGAINST. "Guerila" COUNTING CROWS "Hang WCCC/Hartford, CT *

PD: Michael Picozzi APD/MD: Mike Karolyi OFFSPRING "Issues" 8STOPS7 "Savor" DOPE "Debonaire" DOKKEN "State"

KPOI/Honolulu, Hi * PD/MD: Nikki Basque BLINK-182 "Things" LIMP BIZKIT "Re-Arrange" RED HOT CHILI. "Around STATIC-X "Push" SMASH MOUTH "Moming

WAMX/Huntington, WV PD/MD: Debbie Wylde 6 KENNY WAYNE... "Deep"

WOKK/Johnstown & WQWK/State College, PA PD: Pat Urban 3 KENNY WAYNE... "Deep FUEL."Sunburn" DRAIN STH "Simon" STATIC-X "Push" BLINK-182 "Things"

KQRC/Kansas City, MO * PD: Vince Richards MD: Valorie Knight GUANO APES "Open" KENNY WAYNE..."Deep" COAL CHAMBER...."Shock" DRAIN STH "Simon"

KLFX/Killeen, TX PD/MD: Bob Fonda BL/NK-182 "Things" SANTANA F/EVERLAST "Put" DEFLEPPARD "Paper" KENNY WAYNE ... "Deep"

WJXQ/Lansing, MI * PD: Bob Olson MD: Kevin Conrad 8 KENNY WAYNE... "Deep" 4 TED NUGENT "Give" DRAIN STH "Simon" COAL CHAMBER . "Shock" OLEANDER "Walk" LIT "Zip-Look

KIBZ/Lincoln, NE PD: Tim Sheridan APD/MD: Jon Terry OFFSPRING "Is KENNY WAYNE "Deep" RED HOT CHILL "Around

KFMX/Lubbock, TX WPD: Wes Nes DFESPRING "Issues" DRAIN STH "Simon" BLINK-182 "Things" KENNY WAYNE ... "Deep" SANTANA FEVERIAST "Put" WIDESPREAD PANIC "Climb"

WJJ0/Madison, WI OM/PD: Glen Gardner APD: Blake Patton DRAINSTH "Simon" EARTH TD ANDY "Solf" CHEVELLE "Me COLLECTIVE SOUL "Beloved"

WGIR/Manchester, NH PD: Todd Thomas MD: Kristin Burns MEGADETH "Insomnia DOPE "Debonaire"

WMFS/Memphis, TN * PD: Rob Cressma MD: Dave Clapper KENNY WAYNE

WZTA/Miami, FL *

OM/PD: Gregg Steele APD: Scott Struber MD: Kimba

OFFSPRING "Issues" RED HOT CHILL ... "Around

PD: Keith Hastings MD: Marilynn Mee

KENNY WAYNE ... "Deep CREED "Arms" DRAIN STH "Simon" RED HOT CHILL..."Around" NEW AMERICAN SHAME "American"

OFFSPRING "Issues" IRON MAIOEN "Wrathchikd"

OM: Dave Hamilton PD: Wade Linder APD/MD: Ryan Castle

DOPE "Debonaire" KENNY WAYNE... "Deep" EARTH TO ANDY "Still"

KHOP/Modesto, CA *

BUCKCHERRY "Again

OM/PD: Dave Taylo APD: Dan Kennedy MD: Dave Sparks

MACHINE HEAD "Day" OFFSPRING "Issues" KENNY WAYNE... "Deep"

PD: Carl Craft APD/MD: Robyn Lane

ORAIN STH "Simon" BLACK LABEL SOCIETY "Born" LIMP BIZKIT "Re-Arrange"

KMBY/Monterey, CA

BLINK-182 "Things" GIFT HORSE "Heather's" OFFSPRING "Issues" RED HOT CHILL. "Around"

WKZQ/Myrtle Beach, SC

OM/PD: Eric S. Hall APD/MD: Summer James

KENNY WAYNE "Deep" RED HOT CHILI ... "Around"

FEEDER "Insomnia" COLLECTIVE SOUL 'Beloved' BILLIONA/RE "Feil" BLINK-182 "Things"

WNOR/Norfolk, VA *

PD: Harvey Kojan APD/MD: Tim Parker

DRAINSTH "Simon" RAGE AGAINST... "Guenila"

OFFSPRING "Issues" RED HOT CHILL... "Around"

WJRR/Orlando, FL *

DRAIN STH "Simon" H-BLOCKX "Fly" DOPE "Debonaire" STATIC-X "Push" FULL DEVIL JACKET "Martyr" OFFSPRING "Issues"

WTKX/Pensacola, FL.*

WYSP/Philadelphia, PA *

PD: Joel Sampson APD/MD: Mark the Shark

OM: Tim Sabean PD: Neal Mirsky MD: Nancy Palumbo STATIC-X "Push"

KUPD/Phoenix, AZ *

PD: J.J. Jeffries MD: Bridget Ventura

RED HOT CHILI ... "Around CHEVELLE "Mia"

BUSH "Chemicals" BILLIONAIRE "Fell" BIGSHOT ALLSTAR "Smile

KUFO/Portland, OR *

WHEB/Portsmouth, NH *

OM: Dave Numme APD/MD: AI Scott

MD: Kat Kageleiry

KENNY WAYNE ... "Deep" SANTANA F/EVERLAST "Put"

RAGE AGAINST.

No Adds

PD: Dick Sheetz APD/MD: Pat Lynch

PD: Chris White MD: Rich Berlin

WBAT/Monmouth-Ocean, NJ 1

KXXR/Minneapolis, MN *

WLZR/Milwaukee, WI *

REP Active Rock Top 50

LU		[®] October 1, 1999		_		
LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON Chart
11	0	CREED Higher (Wind-up)	2189	+104	188936	5
2	2	DAYS OF THE NEW Enemy (Outpost/Interscope)	1711	-3	123123	11
4	3	LIVE The Dolphin's Cry (Radioactive/MCA)	1654	+121	121124	6
3	4	GODSMACK Keep Away (Republic/Universal)	1548	-8	129888	24
6	6	CHRIS CORNELL Can't Change Me (A&M)	1510	+50	108509	7
7	6	BUSH The Chemicals Between Us (Trauma)	1505	+206	118501	3
5	7	RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)	1374	-122	120533	19
Breaker	8	STONE TEMPLE PILOTS Down (Atlantic)	1326	+809	116028	2
8	9	KID ROCK Cowboy (Top Dog/Lava/Atlantic)	1308	+73	109244	7
9	10	LIMP BIZKIT Nookie (Flip/Interscope)	1215	-8	99430	17
Breaker	Ð	FOO FIGHTERS Learn To Fly (Roswell/RCA)	1129	+702	95248	2
11	12	POWERMAN 5000 When Worlds Collide (DreamWorks)	1071	-15	89652	15
10	13	FILTER Welcome To The Fold (Reprise)	1066	-94	94703	12
12	14	SEVENDUST Denial (TVT)	1032	-4	84995	11
15	(5	NINE INCH NAILS We're In This Together (Nothing/Interscope)	883	+87	75619	4
14	16	STAIND Mudshovel (Flip/Elektra/EEG)	803	-49	72996	13
18	Ð	OUR LADY PEACE One Man Army (Columbia)	783	+9	45069	6
17	18	DOUBLEDRIVE Tattooed Bruise (Here And Now) (MCA)	775	-7	57558	9
13	19	TONIC You Wanted More (Universal)	721	-231	40598	16
.21	20	CAROLINE'S SPINE Attention Please (Hollywood)	720	-35	43715	10
19	21	OFFSPRING The Kids Aren't Alright (Columbia)	715	-56	75508	20
20	22	ROB ZOMBIE Superbeast (Geffen)*	694	-70	61653	11
24	23	MEGADETH Insomnia (Capitol)	684	+66	57460	4
23	2	OLEANDER Walk Alone (Republic/Universal)	646	+21	36904	9
16	25	ALICE IN CHAINS Get Born Again (Columbia)	636	-150	38837	18
22	26	BUCKCHERRY For The Movies (DreamWorks)	558	-103	46408	9
29	Ð	SANTANA F/EVERLAST Put Your Lights On (Arista)	536	+95	58106	4
31	23	STATIC-X Push It (Warner Bros.)	504	+79	36339	4
26	4	LIT Zip-Lock (RCA)	503	+4	32980	7
28	I	CHEVELLE Mia (Squint)	484	+15	31297	8
27	31	QUEENSRYCHE Breakdown (Atlantic)	453	-21	27222	5
48	32	LIMP BIZKIT Re-Arranged (Flip/Interscope)	431	+228	34458	2
36	3	TYPE O NEGATIVE Everything Dies (Roadrunner)	423	+71	37753	3
33	34	DEF LEPPARD Paper Sun (Mercury/IDJMG)	411	+14	27102	4
47	65	COAL CHAMBER W/OZZY OSBOURNE Shock (Roadrunner)	387	+177	31563	2
37	3	JIMMIE'S CHICKEN SHACK Do Right (Rocket/IDJMG)	375	+23	30763	6
39	đ	311 Come Original (Capricorn)	374	+32	30577	4
35	33	LOUDMOUTH No Heroes (Hollywood)	364	+9	29354	5
42	39	REVEILLE Permanent (Take A Look Around (Elektra/EEG)	334	+28	31347	7
34	40	SYSTEM OF A DOWN Sugar (American/Columbia)	326	-32	27485	9
41	41	SANTANA F/ROB THOMAS Smooth (Arista)	293	-33	17227	10
45	1	8STOPS7 My Would-Be Savior (Reprise)	279	+16	16929	4
[Debut>	-	RED HOT CHILI PEPPERS Around The World (Warner Bros.)	264	+101	16544	1
38	44	PUSHMONKEY Lefty (Arista)	250	-95	16438	9
49	45	DOPE Debonaire (<i>Flip/Epic</i>)	240	+43	24024	2
50	46	COLLECTIVE SOUL Tremble For My Beloved (Atlantic)	229	+46	8848	2
43	.47	MEGADETH Crush 'Em (<i>Trauma/Capitol</i>)	222	-83	17551	14
44	48	MACHINE HEAD From This Day (Roadrunner)	211	-71	20867	10
40	49	PANTERA Cat Scratch Fever (Mercury/IDJMG)	191	-144	17411	7
Debut	-	KENNY WAYNE SHEPHERD BAND In 2 Deep (<i>Giant/Reprise</i>)	163	+163	11705	1
HEDIAR		68 Active Rock reporters. Monitored airplay data supplied by Mediabase Re				_

COAL CHAMBER W/OZZY OSBOURNE Shock... (Roadrunner) 14 LIMP BIZKIT Re-Arranged (Flip/Interscope) 12 BLINK-182 All The Small Things (Cargo/MCA) 11 SANTANA F/EVERLAST Put Your Lights On (Arista) 9 STATIC-X Push It (Warner Bros.) 8 8STOPS7 My Would-Be Savior (Reprise) 6 **RAGE AGAINST THE MACHINE** Guerilla Radio (Epic) 6 NSOMN R&R Active Rock 🐵 **On: WYSP WRIF KEGL** WAAF KUPD Control and more Most Increased Plays TOTAL ARTIST TITLE LABEL(S) INCREASE STONE TEMPLE PILOTS Down (Atlantic) +809 FOO FIGHTERS Learn To Fly (Roswell/RCA) +702 LIMP BIZKIT Re-Arranged (Flip/Interscope) +228 BUSH The Chemicals Between Us (Trauma) +206 COAL CHAMBER W/OZZY OSBOURNE Shock... (Roadrunner) +177 KENNY WAYNE SHEPHERD BAND In 2... (Giant/Reprise) +163 LIVE The Dolphin's Cry (Radioactive/MCA) +121 **CREED** Higher (Wind-up) +104RED HOT CHILI PEPPERS Around... (Warner Bros.) +101 SANTANA F/EVERLAST Put Your Lights On (Arista) +95 **Breakers**® **STONE TEMPLE PILOTS** Down (Atlantic) TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART 1326/809 68/1 8 **FOO FIGHTERS** Learn To Fly (Roswell/RCA) TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART 1129/702 67/3 Ð Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not cour toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total pl Weighted chart appears on R&R ONLINE MUSIC TRACKING.

Most Added.

KENNY WAYNE SHEPHERD BAND In 2... (Giant/Reprise)

DRAIN STH Simon Says (Enclave/Mercury/IDJMG)

OFFSPRING She's Got Issues (Columbia)

RED HOT CHILI PEPPERS Around The World (Warner Bros.) 19

ADDS

38

18

16

TOTAL STATIONS/ ADDS

68/0

68/0

66/0

64/0

64/0

67/1 62/0

68/1 63/1

62/0

67/3

63/0

64/0 64/0 63/2 60/0 54/0

59/1 44/0

46/0

44/0

50/0

55/3

49/1

44/0

37/0

41/9

56/8

38/1

42/2

32/0

53/12

40/1

30/2

44/14

30/0

25/2

37/0 40/0

34/0 18/0

37/6

33/19

27/0

32/4 18/2

27/0

24/1

20/0

38/38

19 A.

ARTIST TITLE (ABEL(S)



110

68 Active Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 9/19-Saturday 9/25. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 600 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.



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MPE O NEGATIVE



WZTA-GREGG STEELE: "Top 5 phones, and it's not just Type 0 fans, lots of curiosity calls. It's powerful."

KUPD-BRIDGETTE VENTURA: "At first we weren't sure, so we threw it on for a few days to test it, and the response was overwhelming. Still top 5 phones."

WLZR-MARILYN MEE: "Hated it at first, growing on me now, becoming a top 10 phone item."

WRIF-DOUG PODELL: "Starting to get some good phones on it."

WAAF-DAVE DOUGLAS: "We're on it. Fans like it. Top 10 phones."

WXRC-RON BOWEN: "It tested amazingly... added immediately. 'Everything Dies' is good for the band, good for the station, and good for the format!"

WKLQ-MARK FEURIEs "Already top 10 phones."

WORLD COMING DOWN

R&R ACTIVE ROCK (3) - (3) ACTIVE ROCK MONITOR 36* - 33* HEADLINE TOUR BEGINS 9/29

DADRUNNER

1999 Roadrunner Records, Inc.



www.roadrunnerrecords.com

Produced by Silver / ReProduced by Steele Worldwide Representation: Andy Gould and Rob McDermott for A.G.M.

FOR MORE INFORMATION CALL JEN MEOLA (212) 274-7545 EMAIL: meola@roadrunnerrecords.com or VICKI LITTLE (212) 274-7546 EMAIL: little@roadrunnerrecords.com



New & Active

H-BLOCKX Fly (Risk) Total Plays: 163, Total Stations: 19, Adds: 1 GUANO APES Open Your Eyes (Super Sonic/RCA) Total Plays: 154, Total Stations: 19, Adds: 3 SOULMOTOR Omega Son (CMC) Total Plays: 132, Total Stations: 13, Adds: 1 ZZ TOP Fearless Boogie (RCA) Total Plays: 110, Total Stations: 8, Adds: 0 MOKE Down (Ultimatum) Total Plays: 99, Total Stations: 11, Adds: 1

OFFSPRING She's Got Issues (Columbia) Total Plays: 89, Total Stations: 24, Adds: 18 DRAIN STH Simon Says (Enclave/Mercury/IDJMG) Total Plays: 89, Total Stations: 22, Adds: 16 FEEDER Insomnia (Echo/Elektra/EEG) Total Plays: 80. Total Stations: 13. Adds: 3 EARTH TO ANDY Still After You (Giant/Reprise) Total Plays: 41, Total Stations: 13, Adds: 5 BLINK-182 All The Small Things (Cargo/MCA) Total Plays: 18, Total Stations: 11, Adds: 11

Songs ranked by total plays

Most Played Recurrents

OLEANDER Why I'm Here (Republic/Universal)

BUCKCHERRY Lit Up (DreamWorks)

- **GODSMACK** Whatever (Republic/Universal)
- KORN Freak On A Leash (Immortal/Epic)
- **KID ROCK** Bawitdaba (Top Dog/Lava/Atlantic)

BLINK-182 What's My Age Again? (MCA)

LENNY KRAVITZ American Woman (Maverick/Virgin)

- LIT My Own Worst Enemy (RCA)
- **COLLECTIVE SOUL** Heavy (Atlantic)
- **ROB ZOMBIE** Living Dead Girl (Geffen)
- **ROB ZOMBIE** Dragula (Geffen)
- METALLICA Whiskey In The Jar (Elektra/EEG)
 - **CREED** One (Wind-up)
 - KORN Got The Life (Immortal/Epic)
 - LENNY KRAVITZ Fly Away (Virgin)
 - **EVERLAST** What It's Like (Tommy Boy)
 - **CREED** What's This Life For (Wind-up)
- METALLICA Turn The Page (Elektra/EEG)

STABBING WESTWARD Save Yourself (Columbia)

MONSTER MAGNET Space Lord (A&M)

ACTIVE ROCK Going For Adds 10/5/99

CROSBY, STILLS, NASH & YOUNG No Tears Left (Reprise) HEPBURN | Quit (TVT) LAIDLAW Send My Baby Home (Americoma/Beyond) SHEILA DIVINE Hum (Roadrunner) SMITHEREENS She's Got A Way (Koch) ZEN MAFIA California (Kneeling Elephant/RCA)

TOP 100 ACTIVE ROCK POWER GOLD

- 1 ALICE IN CHAINS Man In The Box 2 STONE TEMPLE PILOTS Plush 3 NIRVANA Smells Like Teen Spirit
- 4 PEARL JAM Alive
- 5 PEARL JAM Even Flow
- 6 DAYS OF THE NEW Touch, Peel & Stand
- NIRVANA Come As You Are
- 8 GUNS N' ROSES Welcome To The Jungle
- 9 PEARL JAM Jeremy
- 10 CREED My Own Prison
- 11 METALLICA Enter Sandman
- 12 LENNY KRAVITZ Are You Gonna Go My Way
- 13 OFFSPRING Self Esteem
- 14 STONE TEMPLE PILOTS Vasoline
- 15 GUNS N' ROSES Sweet Child O' Mine
- 16 CANDLEBOX Far Behind
- 17 OZZY OSBOURNE Crazy Train
- 18 AC/DC You Shook Me All Night Long
- 19 AC/DC Back In Black
- 20 GUNS N' ROSES Paradise City
- 21 NIBVANA In Bloom
- 22 SOUNDGARDEN Spoonman
- 23 ALICE IN CHAINS Would?
- 24 RUSH Tom Sawyer
- 25 STONE TEMPLE PILOTS Interstate Love Song
- 26 TOOL Sober
- 27 GREEN DAY Brain Stew
- 28 OFFSPRING Come... (Keep 'Em Separated)
- 29 BUSH Machinehead
- 30 SOUNDGARDEN Black Hole Sun
- 31 NIRVANA Lithium
- 32 SEVEN MARY THREE Cumbersome
- 33 ALICE IN CHAINS Booster
- 34 METALLICA Until It Sleeps
- 35 OZZY OSBOURNE Flying High Again
- 36 BUSH Comedown
- 37 FAITH NO MORE Epic
- 38 AEROSMITH Sweet Emotion
- 39 SCORPIONS Rock You Like A Hurricane
- 40 SOUNDGARDEN Fell On Black Days
- 41 VAN HALEN You Really Got Me
- 42 LIVING COLOUR Cult Of Personality
- 43 BLACK SABBATH Paranoid
- 44 METALLICA The Unforgiven
- 45 SMASHING PUMPKINS Bullet With Butterfly...
- 46 STONE TEMPLE PILOTS Sex Type Thing
- 47 VAN HALEN Panama
- 48 AC/DC Highway To Hell
- 49 TOADIES Possum Kingdom
- 50 PEARL JAM Black

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Network Top 100 Power Gold is based on a sample of Active Rock reporters for the airplay week of Wednesday 9/15-Tuesday 9/21. © 1999, R&R Inc.



- 51 NIRVANA All Apologies
- 52 AC/DC Dirty Deeds Done Dirt Cheap
- 53 GREEN DAY When I Come Around
- 54 VAN HALEN Runnin' With The Devil
- 55 FOO FIGHTERS Everlong
- 56 SCORPIONS No One Like You
- 57 METALLICA Fuel
- **OFFSPRING** Gone Away 58
- 59 FILTER Hey Man, Nice Shot
- 60 METALLICA Nothing Else Matters
- WHITE ZOMBIE More Human Than Human 61
- 62 ALICE IN CHAINS Them Bones
- 63 BLACK CROWES Hard To Handle
- 64 TOOL Forty Six & 2

69 MEGADETH Trust

70 CANDLEBOX You

73 AC/DC Hell's Bells

74 AEROSMITH Dream On

- 65 AC/DC T.N.T.
- WHITE ZOMBIE Thunder Kiss '65 66 67 JANE'S ADDICTION Been Caught Stealing

68 NIRVANA Heart-Shaped Box

71 METALLICA King Nothing

72 METALLICA The Unforgiven II

75 AC/DC For Those About To Bock.

76 OZZY OSBOURNE No More Tears

77 JIMI HENDRIX Purple Haze

78 METALLICA Sad But True

80 AC/DC Shoot To Thrill

81 AC/DC Thunderstruck

85 BUSH Everything Zen 86 FOO FIGHTERS My Hero

87 LED ZEPPELIN Black Dog

89 PINK FLOYD Young Lust

90 SOUNDGARDEN Outshined

92 AEROSMITH Walk This Way

94 VAN HALEN Hot For Teacher

GREEN DAY Longview

93 CULT Fire Woman

99 BUSH Little Things

100 RUSH Limeliaht

84 CRACKER Low

88

95

79 OFFSPRING Gotta Get Away

83 BLACK SABBATH Iron Man

82 OZZY OSBOURNE Over The Mountain

JIMI HENDRIX All Along The Watchtower

91 EVERCLEAR Santa Monica (Watch The...)

96 OZZY OSBOURNE Mama, I'm Coming Home 97 STONE TEMPLE PILOTS Big Empty

98 STONE TEMPLE PILOTS Wicked Garden

Active Rock Playlists



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n the ever-shifting cosmos, collisions be-Ltween foreign bodies are common occurrences that often spawn new life and create change. In the microcosm of the music world, a similar merging of different worlds gave rise to the band Earth To Andy. Vocalist/guitarist Andy and drummer Kevin Murphy were playing with the punk/funk outfit Egypt, while bassist/vocalist Chris Reardon and guitarist Tony Lopacinski helmed the more melodic Red Henry. Both bands had loyal followings around the D.C. area, as well as indie record deals. Nevertheless, the desire to evolve was evident among the four musicians.

Confined by Egypt's style, Andy holed up in a cabin in the Blue Ridge Mountains to pen the songs he had floating in his mind. Murphy heard the demos and quickly decided to start anew with Andy. Both were gifted singers and wanted to create rock music that also contained a strong sense of melody. Setting their sights on Red Henry, the twosome easily recruited Reardon, who had been instantly impressed with the demos. Through Reardon, Lopacinski was brought in to round out the group. Besides being talented musicians, the group's sense of melody benefited from hav-

KWHL/Anchorage, AK

Sunday or spin Hilman Kid Rock "Cowboy" Nine Inch Nais "We're In This..." Type O Negative "Creepy Green Light" Dope "Debonaire" Limp Bizkit "Re-Arranged"

KRAB/Bakersfield, CA

Coal Chamber "Shock The Monkey EOL "The Choice Is Yours" Buckethead "The Ballad Of..."

Filter "Captain Bligh" Chemical Brothers "Out Of Control"

WKGB/Binghamton, NY

e "The Pretty Things.

Incoming Monday 10pm-11:30pm Tim Boland

WPXC/Cape Cod, MA

To The Extreme Saturday 9:30-10:30pm Erik Stafford Korn "Freak On A Leash"

Machine Head "From This Day"

Powerman 5000 "When Worlds Collide" Coal Chamber "Shock The Monkey"

H-Blockx "Fly

Limp Bizkit "Nookie" Thin Lizard Dawn "Get It" Filter "Welcome To The Fold" Fenix-TX "Ben"

X-Factor

Mike Bell

Sunday 8-9pm

The Pit Sunday 8-9pm

Frank Correia Asst. Rock Editor

ing four singers on board as well.

Soon the band was earning a reputation as one of the area's best live bands. Giant Records' head of A&R Jeff Aldrich and GM Larry Jacobson were so impressed with a Raleigh, NC show that they offered the band a deal on the spot. With Nick Launay (Semisonic, Silverchair, Talking Heads) on board as producer, the group cut their Giant debut, Chronicle Kings. Blending that muchsought-after melody with solid guitar hooks, Earth To Andy's first single, "Still After You," has beamed itself onto several Rock stations, including early support from WXKE/Ft. Wayne. "I'm avoiding the use of the word 'pop,' but it was along the lines of something that would appeal to a Collective Soul fan," explains PD/MD Doc West. "It's good, middleof-the-road music, and you don't hear much of that anymore. It totally stood out from everything else. Oftentimes you have to digest some of today's music, because it isn't instantly accessible. I think Earth To Andy's music is, and what a welcome change."



KLFX/Killeen, TX

Bob Fonda

Kut Radio Saturday 10pm-midnight

Suicidal Tendencies "Ain't Gonna Take

n Fear Factory "Securitron" Type O Negative "Everyone I Love... Megadeth "Seven" EOL "Let It Ride"

WJXQ/Lansing, MI

The Pit Sunday midnight-2am

Coal Chamber "Shock The Monkey" Machine Head "The Blood..."

WBAB/Long Island, NY

Fingers South Mob "World Spinning Away"

Black Label Society "Sold My Soul" Ice Age "The Bottom Line"

WTFX/Louisville, KY

The Attilude Network Saturday 10pm-2am

Type D Negative "White Slavery' Coal Chamber "Tragedy" C O.C. "Land Of The Free..."

Sevendust "Home" Vision Of Disorder "Choke

Black Frank

Fingers Metal Shop Sunday 10pm-1am

Lynch Mob "World S Godsmack "Whatever Medadeth "Insomnia

Jennifer Taylor

Slipknot "(Sic)" Sevendust "Headtrip" Dope "Pig Society"

Top 20 Specialty Artists October 1, 1999 1 COAL CHAMBER (Roadrunner) Airplay Includes: KATT, KISW, WHJY 2 SEVENDUST (TVT) Airplay Includes: KBER, WJXQ, WYSP 3 SLIPKNOT (Roadrunner) Airplay Includes: KRXQ, KWHL, WMFS 4 TYPE O NEGATIVE (Roadrunner) Airplay Includes: KLFX, WGIR, WXTM 5 MACHINE HEAD (Roadrunner) Airplay Includes: KXXR, WPXC, WRXL 6 LIMP BIZKIT (Flip/Interscope) Airplay Includes: WBAB. WKGB, WXRA 7 POWERMAN 5000 (DreamWorks) Airplay Includes: KBER, KWHL, WTFX 8 KREATOR (Pavement) Airplay Includes: KRXQ, WKLQ, WXBE 9 DOPE (Flip/Epic) Airplay Includes: KISW, WQXA, WXTM 10 SPITE (Prosthetic/Metal Blade) Airplay Includes: KXXR, WGIR, WYSP 11 LYNCH MOB (Koch) Airplay Includes: KLFX, KLPX. WHJY 12 H-BLOCKX (Risk) Airplay Includes: KWHL, WPXC, WXTM 13 FILTER (Reprise) Airplay Includes: KRAB, WBAB, WKGB 14 STATIC-X (Warner Bros.) Airplay Includes: KATT, KLPX, WWDC 15 EDL (Big Deal) Airplay Includes: KLFX, KXXR, WQXA 16 MEGADETH (Capitol) Airplay Includes: KISW, WTFX, WXTM 17 WILL HAVEN (Revelation) Airplay Includes: KRXQ, WRXL, WYSP 18 BLACK LABEL SOCIETY (Spitfire) Airplay Includes: WBAB, WHJY, WXBE 19 NINE INCH NAILS (Nothing/Interscope) Airplay Includes: KWHL, WPXC, WXRA 20 QUEENSRYCHE (Atlantic) Airplay Includes: WGIR, WHJY, WXTM Ranked by total number of shows reporting artist.

Earth To Andv

WKLO/Grand Rapids, MI

New Metal Monday Monday midnight-1am Tom "Wiz" Stavrou

Amen "Coma Amenca" Type D Negative "Everyone I Love. Freak House "Singapore Cane" Vision Of Disorder "Choke"

WKLQ/Grand Rapids, MI

Sunday 9-10pm Sleve "The Rat" Aldrich Lettfield "Afrika Shox" Tori Amos "Juarez"

Mark Lanegan "Consider Me

Outer Limits Sunday 10-11pm Marcia Gan

ZZ Top "Fearless Boogle 311 "Come Original"

Clinton "Buttoned-Down Disco Those Bastard... "Train From...

WXRA/Greensboro, NC

Red Hot Chili Peppers "Around The

311 "Come Original" Our Lady Peace "One Man Army" Drain STH "Simon Says"

WQXA/Harrisburg, PA

Sunday 8-10am Bill Hanson Ben Harper "Burn To Shine" Snoop Dogg //Rage..."Snoop Bounce" Bloodhound Gang "The Bad Touch" Smash Mouth "Then The Morning..." Davis Waits "Senorta"

The Sunday News

Sunday 8-10am

N17 "Rust"

Clambake

Specialty Show Reporters

Shows and their Top 5 songs listed alphabetically by market

WTFX/Louisville, KY Detour Sunday 8-10pm Dance Hall Crashers "Beverly Kills" Coal Chamber "Shock The Monkey" 311 "Come Driginal" Chemical Brothers "Out Of Control" Iggy Pop "Corruption" Chris Allman

WGIR/Manchester, NH Whiplash Sunday 10-11pm Roadkill al Chamber "Shock The Monkey Fireball Ministry "The Man" Type O Negative "Everything Dies" Hatebreed "Before Dishonor" Slipknot "Wait And Bleed"

WMFS/Memphis, TN Beyond The Pit Saturday 11pm-2am Jose Romero Slipknot "Prosthetics" Kittie "Spit" Diflinger Escape... "Clip The Apex" Amen "Everything Is Untrue" Clutch "Raised By Horses

> KXXR/Minneanolis, MN X-treme Metal Shop Friday 1-4am Nick Davis Reveille "Butterfly Static-X "Fix" N17 "Rust" Coal Chamber "Entwined" Vision Of Disorder "Choke

Launch Pad Thursday midnighl-1am Leo Cage Desert Sessions V/VI "Punk Rock Caveman" C.O.C. "Land Df The Free... Doubledrive "Smaller" Megadeth "Duke Nukem Theme" Megadeth "New World Order"

KATT/Oklahoma City, OK

WYSP/Philadelphia, PA Rockers Friday midnighi-2am Mati & Huggy Machine Head "From This Day" Kreator "Shadowland" Biak Label Society "The Wizard" Powernan 5000 "They Krow Who Ybu Are" Sevendust "Reconnect"

WHJY/Providence, RI The Metal Zone Saturday midnight-2am Or. Metal Breakdow Queensryche "Breakdown" Testament "ONR" Type O Negative "Creeby Green Light" Coal Chamber "Notion" Mike Hartman "Black Glue"

WRXL/Richmond, VA The Metal File Mon-Fri 2-3am Johnny Young Coal Chamber "Notio Arch Enemy "Pilgrim" Type D Negative "Everyone I L'ove. Slipknot "Wait And Bleed" Sevendrist "Denial"

KRXQ/Sacramento, CA Ear Whacks Sunday B-9:30pm Paul Wilbur, Che Brooks S9 Times The Pain "Weekend Revolution" Will Haven 'If She Could Speak" Staring Back "Mom" Kill II This "Twisted" Drange Gobin "Magic Carpet"

KBER/Salt Lake City, UT Radio Kaos Sunday 9-11pm Darby EDL "Endurance" Candiria "Cleansing" Powerman 5000 "Supernova Goes Pop" Freak House "The Enemy" Type O Negative "Creepy Green Light"

KISW/Seattle, WA Metal Shop Saturday midnight-2am Rockfish ad "From This Day" own "Kerosene Chrome Locust "New World Disorder Factory 81 "Peace Officer" Rammstein "Weisses Fleisch..."

KISW/Seattle, WA New Music Hour Sunday 10-11pm Scott Vanderpoo Bottle Rockets "Nancy Sinatra" Ratt "Over The Edge" Guano Apes "Open Your Eyes" Cheap Trick "That 70's Song" Sevendust "Denial"

WXTM/St. Louis, MO KLPX/Tucson, AZ Area 51 Friday 10pm-midnight Bob Bitchin' Static Sunday 8pm-9pm Drain STH "Simon Says" Limp Bizkit "Re-Arranged" Offspring "She's Got Issues" Fuel "Sunburn" Bob Bitchin' Lynch Mob "Chromeplated" Static-X "Push It" Static-X "Bied For Days" Pantera "Cat Scratch Fever" 8 Stops 7 "My Would Be Savior" Marilyn Manson "Coma White"

WXTM/St. Louis, MO

Monday Night Metal Mon-Fri 11pm-midnighl

m... Mon-Fri Kane PO D. "Outnast" Biohazard "Switchback" Machine Head "From This Day" Powerman 5000 "Tonight The Stars

WXTM/St. Louis, MO

WWDC/Washington, DC New Music Marl Sunday 9:30-10:30pm Buddy Rizer Feeder "Insomnia" Our Lady Peace "One Man Army Bush "The Chemicals..." Ben Harper "Burn To Shine" Marcy Playground "It's Saturday"

WXBE/Wilkes Barre, PA

Freddie's Closet Saturday 11pm-1am Saturday 11pm-1ar Freddie Spite "Bastard Complex" Slipknot: "No Life" Kreator "Endorama" Vision Of Disorder "Choke" Dope "Pig Society"

Hatwired Hatwired Friday 10pm-midnight Jahnny Orr Basement Jaox. "Red Alert" Bob Marley "Sun Is Shining" Everything But The "Five Fathoms" Vickie Sue Robinson "Move Dn" 30 Total Reporters from the Active Rock and Rock pane

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Alternative

Stations and their adds listed alphabetically by market

New & Active

MARCY PLAYGROUND It's Saturday (Capitol) Total Plays: 333, Total Stations: 31, Adds: 9 SHEILA DIVINE Hum (Roadrunner) Total Plays: 324, Total Stations 23, Adds: 1 FENIX TX All My Fault (Drive-Thru/MCA) Total Plays: 298, Total Stations: 29, Adds: 3 MUSE Muscle Museum (Maverick/Taste Media) Total Plays: 290, Total Stations: 34, Adds: 6 FEEDER Insomnia (Echo/Elektra/EEG) Total Plays: 226, Total Stations: 18, Adds: 1 FUEL Sunburn (550 Music/Epic) Total Plays: 220, Total Stations: 29, Adds: 20

WEQX/Albany, NY PD: John Allers

WQBK/Albany, NY * PD/MD: Rod Ryan AMD: Jeff Callan

KTEG/Albuquerque, NM * PD: Skip Isley MD: Scotty Papek 6 OFFSPRING "Issues 6 BLINK 182 "Things" 3 SANTANA F/EVERLAST "Put"

WNNX/Atlanta, GA **OM: Brian Philips** PD: Leslie Fram MD: Sean Demery 36 COUNTING CROWS "Hang 9 SEVENDUST "Demail" LIMP BIZKIT "Re Arrange"

WJSE/Atlantic City, NJ PD/MD: Blake Laurelli FUEL "Sunburn" OFFSPRING "Issues" BLINK-182 "Things" FILTER "Picture" 6 ASH "Jesus" 4 SAVE FERRIS "Mistaken" 4 DEATH IN VEGAS "Aisha" 4 COAL CHAMBER "Shock"

KROX/Austin, TX * PD: Sara Trexter MD: Brad "Whipping Boy" Hasti 4 STATIC-X "Push" 2 LIMP BIZKIT "Re-Arrange" RAGE AGAINST "Guernita"

WRAX/Birmingham AL * PD: Dave Rossi APD: Hurricane Shane MD: Suzy Boe 23 RED HOT CHILI "Around" 0 OLEANDER "Walk" 0 FFSPRING "Issues" 8 LINK-182 "Things" FUEL "Sunburn"

KQXR/Boise, ID PD: Jacent Jackson MD: Pete Schiecke RED HOT CHILI "Are BLINK-182 "Things"

WBCN/Boston, MA VP/Programming: Oerlipus APD/MD: Steven Strick

Article Old CHILI "Around" INC BUS CHILI "Around" INC BUS "Pardon" STATIC X "Push" MUSE "Muscle" OFFSPRING "Issues" BUINK-182 "Things" FUEL "Sunburn"

WFNX/Boston, MA * PD: Cruze MD: Laurie Gail OFFSPRING "Issues" NINE INCH NAILS "Fragile" RAGE AGAINST "Guerrilla" APOLLO FOUR FORTY "Stop" BLINK 182 "Things' MUSE "Muscle"

WEDG/Buffalo, NY * PD/MD: Rich Wal! MD: Ben Belton

WAVF/Charleston, SC PD: Vacant SOUL Belove

RED HOT CHILL "Around' SANTANA F/EVERLAST "Dut" COUNTING CROWS "Harge-ZEN MAFIA "California"

WEND/Charlotte, NC * PD: Jack Daniel APD/MD: Kristen Pettus LIT "Zip-Lock" COUNTING CROWS "Hange

WKQX/Chicago, IL * PD: Dave Richards APD/MD: Mary Shuminas EDUNTING STATES FILTER "Picture" THIS INCH NAILS "Void"

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WOXY/Cincinnati, OH PD: Keri Valmassei MD: Kevin Couch ANS LIK 'Forey

ASH "Jass" MARCY PLAYGROUND "Saturday BOTTLE ROCKETS "Sinatra" SOLI WAX "Much" LIBO MATTO "Spoon" FILTER "Picture" SCREAMFEEDER "Wire" CHURCH "Porpose" DIDO "Think" DIDO "Think" OWSLEY "Ainght" WARQ/Columbia, SC *

OM/PD: Susan Groves MD: Lisa Biello SEVENDUST "Denial STEREOPHONICS "P FILTER "Picture" BLINK-182 "Timgs" OFFSPRING "Issues"

WWCD/Columbus, OH * PD: Andy Davis MD-Jack DeVoss RED HOT CHILL "Around FILTER "Picture" SAVE FERRIS "Mistaken" ASH "Jesus" CROSBY STILLS "Tears"

WZAZ/Columbus, OH * PD: Matthew Harris APD: Ben Williams 11 FILTER "Picture" OFFSPRING "Issues"

KRAD/Corpus Christi, TX PD/MD: Cory Smith I/MU: Cory Smith RED HOT CHILL "Scar" OFFSPRING "Issues" BLINK-182 "Things" FILTER "Picture" FUEL "Sunburn" COAL CHAMBER "Shock" STEREOPHONICS "Part"

KDGE/Dallas, TX PD: Duane Doherty MD: Alan E Smith LIMP BIZKIT "Re-Arrange" RAGE AGAINST "Guerritta NINE INCH NAILS "Void" JIMMIE'S CHICKEN "Right

WXEG/Dayton, OH * PD: Jeff Stevens APD/MD: Allen Rantz

FUEL "Suntarn" STONE TEMPLE PILOTS "Down" BLINK 182 "Things" WKRO/Daytona Beach, FL OM: Taft Moore PD/MD: Rosy Acevedo

MANSON "Coma "Black" KTCL/Denver, CO * PD/MD: Mike O'Connor

KXPK/Denver, CO * PD: Mike Stern MD: Melody Lee CIMX/Detroit MI *

PD: Murray Brookshaw APD: Vince Cannova MD: Matt Franklin KNRO/Eugene OR PD: Stu Allen

MD: Cia LIMP BIZKI1 'Be-Arrange' SYSTEM OF A DOWN 'Sugar LONG BEACH DUB "Trailor"

JESUS SAYS

Reporters KBRS/Fayetteville, AR PD: Kyle Gibson MD: A.J. RED HOT CHILL "Around STATIC X "Push" BLINK 182 "Things" FICTER "Picture"

CHEVELLE Mia (Squint)

Total Plays: 199, Total Stations: 23. Adds: 1

SAVE FERRIS Mistaken (Starpool/Epic)

Total Plays: 192, Total Stations: 16, Adds: 8

Total Plays: 189, Total Stations: 13, Adds: 0

Total Plays: 180, Total Stations: 16, Adds: 15

Total Plays: 168, Total Stations: 15, Adds: 3

Total Plays: 162, Total Stations: 22, Adds: 6

STATIC-X Push It (Warner Bros.)

PUSH STARS Drunk Is Better Than Dead (Capitol)

COUNTING CROWS Hanginaround (DGC/Geffen)

SYSTEM OF A DOWN Sugar (American/Columbia)

WJBX/Ft. Myers, FL * PD/MD: Lee Daniels RED HOT CHILL "Around" SANTANA F/EVERLAST "Pu

WEJE/Ft. Wayne, IN * PD: Kyle Guderian MD: Phil Grosch

RED HOT CHILL "Around" OLEANDER "Walk" LONG BEACH DUB "Trailor KEBR/Fresno, CA PD/MD: Bruce Wayne

RED HOT CHILL "Around" SANTANA F/EVERLAST "Put" BLINK 182 "Things" OFFSPRING "Issues" WGRD/Grand Rapids, MI *

PD: Tony Williams MD: Tom Bronson STROKE9 "Black" WXNR/Greenville, NC *

DM: Jeff Sanders STAIND "Mudshovel" MARCY PLAYGROUND "Saturday WMB0/Hartford, CT * PD: Dave Hill Interim MD: Jay Catley

FUEL "Sunburn" COUNTING CROWS "Hangin" OFFSPRING "Issues" KTBZ/Houston, TX *

PD: Jim Trapp APD: Steve Robison MARCY PLAYGROUN FUEL "Sunburn" WRZX/Indianapolis, IN *

PD: Scott Jameson MD: Michael Young WPLA/Jacksonville, FL * PD: Rick Schmidt

MD: Crissy ' FILTER 'Picture' GUSTER 'Barrel' WNFZ/Knoxville, TN *

PD/MD: Dan Bozyk

KFTE/Lafayette, LA * PD: Rob Summers MD: Scott Perrin

COUNTING CROW GODSMACK "Keep WWDX/Lansing, MI * PD: Chris Brunt

BLINK 182 "Things" SANTANA F/EVERLAST Put FILTER "Picture" BEN HARPER "Burn" KXTE/Las Vegas, NV * PD: Dave Wellington APD/MD: Chris Ripley

WXZZ/Lexington, KY *

PD: Derek Madden MD: 8.J. Kinard Hangin "Rodei 4 COUNTING CROWS 3 G LOVE & SPECIAL 3 LIMP BIZKIT 'Re-Arra

WLIR/Long Island, NY * PD: Garv Cee APD: Malihu Sue MD: Andre Ferro

KROQ/Los Angeles, CA * VP/Prog.: Kevin Weatherly APD: Gene Sandbloom MD: Lisa Worden WMAD/Madison, WI * PD: Pat Frawley MD: Amy Hudson

RED HOT CHILI RAGE AGAINST MUSE "Muscie" FILTER "Picture" "Gue

WHTG/Monmouth-Ocean, NJ * PD: Mike Sauter BLINK-182 "Thing FILTER "Picture"

VP/Programming: Brian Krysz APD: Jim Patrick MD: Julie Forman

KKND/New Orleans, LA * OM/PD: Dave Stewart MD: Laura Jones

WXRK/New York, NY * PD: Steve Kingston MD: Mike Peer MAGE AGAINST "Guernita ALICE IN CHAINS "Voices"

KQRX/Odessa, TX GM/PD: Dave Cardwell MD: Cary Rockman

DM/PD: Russ Schenck MD: Jeff Williams

ERLAST RED HOT CHILL 'A BLINK 182 "Things" OFFSPRING "Issues

KIU HULK "Lowboy
 BLINK-182 "Things" SMASH MOUTH "Morning"

OFFSPRING She's Got Issues (Columbia) Total Plays: 158, Total Stations: 35, Adds: 29

COLLECTIVE SOUL Tremble For My Beloved (Atlantic) Total Plays: 157, Total Stations: 10, Adds: 1

SOULWAX Much Against Everyone's Advice (Almo Sounds) Total Plays: 146, Total Stations: 15, Adds: 5 **RAGE AGAINST THE MACHINE** Guerrilla Radio (Epic) Total Plays: 146, Total Stations: 14, Adds: 14

THIN LIZARD DAWN Get It (RCA) Total Plays: 145, Total Stations: 15, Adds: 0

Songs ranked by total plays

KXRK/Salt Lake City, UT * VP/Ops. & Prog.; Mike Summers MD: Sean Ziebarth

> XTRA/San Diego, CA * PD: Bryan Schock MD: Chris Muckley OFFSPRING "Issues" COUNTING CROWS Hangin" CHEMICAL BROTHERS "Control"

KITS/San Francisco, CA * OM: Ron Nenni PD: Jay Taylor MD: Aaron Axelsen

KJEE/Santa Barbara, CA GM/PD: Eddie Gutierrez APD: John Schroeter PUEL "Sunburn" RAGE AGAINST "Guernila OFESPRING "Issuer"

SEVENDUST 'Denial

KNDD/Seattle, WA * PD: Phil Manning MD: Kim Monroe

WHMP/Springfield, MA PD/MD: Adam Wright LIMP BIZKIT "Re-Arrange" SYSTEM OF A DOWN "Sugar STATIC-X "Push" OFFSPRING "Issues" FILTER "Picture" FUEL "Sunburn"

WKRL/Syracuse, NY * OM: Mimi Griswold PD: Steve Corlett

FUEL "Sunburn" 8LIMK-182 "Things" SAVE FERRIS "Mistaken" COAL CHAMBER "Shock" OFFSPRING "Issues" ASH "Jesus"

WXSR/Tallahassee, FL PD: Scott Pettibone MD: Doug

FILTER "Picture" BLINK-182 "Things" CYCLEFLY "Violet" PRESENCE "Worlds" KFMA/Tucson, AZ * MD: John Michael 3 GODSMACK "Keep" FILTER "Picture" KMYZ/Tulsa, OK *

PD: Lynn Barstow MD: Ray Seggern WHFS/Washington, DC *

PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise

WPBZ/West Palm Beach, FL * OM: John O'Connell APD/MD: Dan O'Brian

WSFM/Wilmington, NC PD: Chris Scharf **MD: Janice Sutter** MARCY PLAYGROUND Saturday MUSE "Muscle

* = Mediabase 24/7 monitored

77 Total Reporters 77 Current Reporters 77 Current Playlists





WZPC/Nashville, TN * STEREOPHONICS "Part" SOULWAX "Much" SANTANA FVERIASI "Put" FENIX TX "Fauht" FUEL "Sunburn" OWSLEY "Airght" MARCY PLAYGROUND "Saturday' SMASH MOUTH "Marning" BLINK-182 "Things"

WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris 25 COUNTING CROWS "Hangin" 3 SAVE FERRIS "Mistaken" BLINK-182 "Things" MARCY PLAYGROUND "Saturday" LIMP BIZKIT "Re-Arrange" FILTER "Pecture"

GODSMACK 'Keep BLINK-182 'Things' OFFSPRING 'Issues

COAL CHAMBER "Shock" MARCY PLAYGROUND "Saturday" OFFSPRING "Issues" WIXO/Peoria, IL

BLINK 182 "Things" FEMIX TX "Fault" SMASH WOUTH "Morning" MARCY PLAYGROUND "Saturday" OWSLEY "Altront" SANTANA FEVERLAST "Put" SOULWAX "Much FUEL "Subburn"

WPLY/Philadelphia PA * PD: Jim McGuinn APD: Doug Kubinski AMD: Dan Fine

KEDJ/Phoenix, AZ * Interim PD: Smilin' Marty

KPTY/Phoenix, AZ * PD: Byron Kennedy MD: "Dead Air" Dave

WXDX/Pittsburgh, PA * PD: John Moschitta APD: Brandon Davis MD: Lenny Diana RAGE AGAINST "Guerrilla" COUNTING CROWS "Hangin" BLINK 182 "Things" RED HOT CHILI "Around" OFFSPRING "Issues" SAVE FERRIS Mistaken"

WCYY/Portland, ME PD: Herb Ivy MD: Brian James FUEL "Sunburn" RAGE AGAINST "Guernila" MUSE "Muscle" MARCY PLAYGROUND "Saturday" OFFSPRING "Issues" 8LINK 182 "Things"

PD: Mark Hamilton

OUR _ADY PEACE

OM: Jimmy Buff

4 ASH "Jesus" 4 FILTER Picture" 4 SAVE FERRIS "Microsoft

PD: Tim Schiavelli

MD: Becky Pohotsky

COUNTING CROWS "Hange RAGE AGAINST "Guerrila BLINK 182 "Things"

KRZQ/Reno, NV *

PD: Guy Dark MD: Heather Pierce 11 BLINK 182 "Things" 3 FILTER "Picture" COAL CHAMBER "Shock" OFFSPHING "Issues" FUEL "Sunburn"

KCXX/Riverside, CA *

OM/PD: Dwight Arnold

APD: John DeSantis

STATIC X "Push" RED HOT CHILI "Around" SMASH WOUTH "Morning" OFFSPRING "Issues" CHEVELLE "Mia"

APD: Boomer Barbosa

"Sunburn" RING "Issi "Picture" OFFSPAING TISSues FILTER "Picture" SAVE FERRIS "Mistaken" SYSTEM OF A DOWN "Suga LIMP BICKIT "Re Arrange" JOAN OSBORNE "Baby BEN HARPER "Burn" COAL CHAMBER "Shock" OWSLEY "Airight"

MD: Carla "Raz" Raswyck

KPNT/St. Louis, MO *

PD/MD: Paula Sangeleer

WOSC/Salisbury-Ocean City, MD

OM/PD: Allan Fee

APD: Marty Linck MD: Traci Wilde

FUEL "Sunburn FENIX TX "Fauft

COUNTING CROWS
 LIMP BIZKIT "Re Arra SOULWAX Much"

PD: Ron Bunce

KWOD/Sacramento, CA *

MD: Lisa Axe

APD: Dave Doud

KNRK/Portland, OR *

WDST/Poughkeepsie, NY

WBRU/Providence, RI *

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TH PASADENA — A math at South Pasadena High vas arriand for alleged posion of child dult and Mon- wort for ch aphy, 1 Liebe taken vas lay in a parking loa an undercover officer e Bill Dworin Police Dep. ng a proactiv an contacted a or the purpose nography," Dw

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On Family Values Tour

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OTH Visons samples to Israel System of a Down Cranks It Up BREAKING IN EVERY AIRPLAY MARKET: POP. MUSIC REVIEW

hale concept o

ig, blustery displays of angst can certainly be impressive, but unless it's shaped by cont ideas, such music can fail to ive a lasting impression. 'There's gst aplenty coursing through stem of a Down's music, but it's out some nonir efully tempered with stylistic ns amia cruna. anted Bob Marley ments culled from many d with pre-electric

sources-jazz, the group members' bringing out a berin Armenian cultural roots, the musar of conga drums. M cular quirks of artists such as Faith adlining the second no More and Primus-plus lyrics simple and persuasiv that tackle everything from polisimple and persuasive that tackle everything from poli-etal, was the day's otherics to poetry. urity. Lemmy Kilmie As powerful as System's new into the job continue eli-titled album debut is, the mu-the right path betwee in Mega

bands exuded a hard-working

ting about

· Down is being corroborated. www.identeritantaniohisto

sic proved even more intense stage at the Roxy on Saturday, Los Angeles quartet shifte smoothly through a dynamic, eclectic set that churned with hardcore aggression one moment, then soared with brooding beauty the next. At one point, during "Suite-Pee," singer Serj Tankian's microphone cut out, but the band didn't miss a beat-nor did the enthusiastic, sell-out crow the chorus in perfect time until the which chanted equipment was fixed. Throughout, the charismatic Tan

kian addressed issues historiani and the lack of air conditioning at the lack of air conditioning at the lack of air conditioning at the lack of a Down's conviscing music of a Down's conviscing musi topical, from the Armenian genocide to the U.S. anti-terrorist attacks to

DENVER (KXPK) - over 2300 sold (Top 100) NEW YORK (WXRK) – over 18,000 sold

BOSTON (WFNX/WAAF) - over 5000 sold (Top 200)

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Dutch government confirms

(#33 Best Selling Rock/Alternative Album in market)

PHILADELPHIA (WYSP) - over 5000 sold (Top 200)

SACRAMENTO (KWOD/KRXQ) - over 4000 sold (88* in market)

AUSTIN (KROX) – over 2000 sold (36* in market)

PHOENIX (KEDJ/KPTY/KUPD) – over 2600 sold (80* in market)

and many more.....

Produced by Rick Rubin Management: Velvet Hammer Management, David Benveniste www.systemofadown.com

"Columbia" and 🗣 Reg. U.S. Pat. & Tm. Off. Marca Registrada. / © 1999 American Recording Company, L.L.C

> was the second-highest-grossi concert tour of the year, and if the socko turnout on Friday was indicative, it might

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JIM KERR jimkerr@rronline.com

Leveraging The Brand

□ Making money on the Internet by selling brand-based access

hile radio is becoming more and more focused on nontraditional revenue, the concept of using a radio station's brand to capitalize on other ventures has been around for quite some time.

KSHE in St. Louis is a good example. It planned its "Real Rock Café" (complete with memorabilia from the station's 25-plus-year history) well before consolidation was in progress. That kind of attempt at leveraging a radio station's brand identity for use in other businesses should be high on the priority list of any station looking to improve its bottom line.

Ambitious Business Model

One area where radio brands are being stretched is the Internet. This week I look at Mediahub, a company that has embraced a particularly interesting and ambitious business model: leveraging radio station brand identity into the sale of Internet access. Lee Kent, Division GM for Mediahub, gives some background on how radio stations can capitalize on their brands by selling Internet access. "The normal concept of Internet access is based on the ISP's building a brand to benefit their own business model," he says. "There is no affiliate incentive for end users to acquire the service other than access. There is no benefit to the supplier other than access income

"Our approach is reversed. We affiliate with a radio station, licensing their logo and name. Then we provide everything the station needs for an online presence that will put them in the Internet access business."

Out side of America Online, Internet service providers don't have a tremendous amount of brand identity. This is certainly an area of opportunity for companies with an already established brand, including radio. The difficulty is in taking on the capital-intensive task of actually launching a new business providing Internet service. This is where a partnership with a company like Mediahub comes in.

So what's in it for the radio station? Kent lays it out: "The normal dial-up service retails for \$15.95 for unlimited access each month. A \$15.00 setup fee is charged to end users to establish the account. The station receives \$5.00 of each setup fee and \$2.00 of each account fee each month the account remains paid. We provide a toll-free phone number for users to sign up on the service. We also provide 12 dial-up accounts and unlimited e-mail accounts to the station for its own use. Dial-up accounts are also available to the station at a discounted price in packs of 10 to promote the

Lee Kent service or to use in station contests." For the listeners, the service provided by Mediahub through the radio station compares favorably to that provided by t r a d i t i o n a l Internet service providers in both

cost and comprehensiveness. "End users•get three e-mail accounts with each dial-up account, a personal home page with three megabytes of space and Usenet access," says Kent.

Radio has traditionally embraced partnerships, with the trade-off from radio being commercial airtime. With spot inventory becoming increasingly precious, those agreements are becoming hard to justify. In this instance, that isn't a problem. "We do *not* take commercial inventory, and we do not trade for our service," states Kent. "All we require is a minimum of 30 minutes of promotional airtime per week during the first 90 days to promote the service. No commercial inventory is required."

This is actually a perfect example of a win-win situation. The more radio promotes the service — which is a potentially powerful imaging tool in and of itself — the more money both the radio station and Mediahub will make.

ISP As Marketing Vehicle

One of the beautiful aspects of imaging the radio station as an ISP is that *all* e-mail and personal home pages created by people signing up will include the station's call letters or slogan. It is a subtle and pervasive style of marketing that is not only done by your listeners, but done with their approval and enthusiasm.

As Kent explains: "The station's image is promoted when anyone sends e-mail or sends someone to their personal home page using the station's ISP domain name, which can be the station's real domain or an addition to it. The only cost to the station is the cost of the domain name filing (\$70 for two years). We will even pay for it, if necessary, but in that case we will own the domain name." The radio station gets not only income, but built-in marketing on the Internet through every listener it signs up.

In addition to the ISP program, Mediahub offers an extensive web presence service for radio stations. "We provide everything the station needs for an online presence that will put them in the Internet access business," Kent explains. "We provide the home page, but not just one home page. We also provide the NeoPlanet browser — customized for the station with logos and art for each account which also serves as a portal to the home page.

"All links in the browser are to the station's home page. We build the

"The station's image is

promoted when anyone

sends e-mail or sends

someone to their

personal home page."

home pages in Flash and include the station's jingles, music beds and imaging. If the station does not have jingles, we provide the music to match the format and also provide the music to the station for use in promos to continue the imaging.

"The sites we build are true local portal sites based around the ISP

concept. If the station already has a domain and does not want to change it, we will simply link to it, and it should link to the ISP site. If the station wants a new site, or this is a first site, we will build the ISP site to be both an ISP and a station domain."

No Flea Markets

One of Kent's pet peeves is the current model radio uses for web pages to generate revenue. "Unlike other station web presence packages, we do not offer stations the ability to make pennies from banner ads and affiliate agreements, Why? Two reasons: First, Internet users get enough ads in every other place they visit, and research from Georgia Tech indicates that users who have been online for more than one year drastically dislike banner ads and affiliate programs. We want the site to be visited and used. not escaped when a person clicks an ad. We do not want the sites to become flea markets.

"Our concept is to draw visitors and customers to the site, expose them to the station in all aspects of their online experience and retain the customers. If too much of the station is given online, the only thing left is to hear it. And to most people, that means they have no reason to go back to the site. Second, we offer income

www.americanradiohistorv.com

"The station gets real money and not just clickthrough rates or commissions on purchases from sites that are far removed from the station's own brand-enhancement intent."

ability to the station that far exceeds any affiliate or banner ad program available anywhere. Income for the station is derived from controlling access to the web, not from selling third-party content.

"This model matches the method used by a radio station to sell its own product on the air. Stations sell time to offer access to their clients' products and, in effect, are selling access to the end buyer. By selling access to the end user of the Internet, the station is doing the same thing it already does in selling ad time. And just like the on-air model, the station gets paid

> to do it — it does not pay someone else to do it. The station gets real money and not just click-through rates or commissions on purchases from sites that are far removed from the station's own brandenhancement intent."

> > Paying In Brand Equity

As I said above, Mediahub

uniquely leverages a radio station's brand identity using the Internet and the brand identity is the *sole* leverage. Kent explains: "The full package is 100% completely free to the station. We do all the hosting, email and home page processing. sign-up, billing and collections, help desk, customer service and all of the design and maintenance of the site for as long as the agent affiliation continues. We provide promotional announcements customized for the station on CD to sell its access program, and we provide art and ad suggestions for the station to advertise in local newspapers and magazines. Day-to-day updates are controllable by the station directly to the site."

I couldn't resist asking Kent about banner ads. "Sorry. There are no banner ads. We want to make sure the station keeps its visitors and uses the Internet as a sales tool as well as a programming tool and makes its money from access services, not turnoffs. The Internet becomes a tool to enhance the station's on-air product, not compete with it or duplicate it. And since we offer Internet access for only \$15.95 a month, end users will save money, tell others about the station's service and increase listenership of the station through word of mouth that is serviceoriented.'

With consolidation and technological advancement running headlong into one another, there are bound to be opportunities for those who seek them hard enough. Over the past few months I've described a number of companies that seem to have found some of the opportunities offered by the Internet. Mediahub certainly looks like one that has hitched its Internet product to one of radio's undeniable strengths: its brand identity.

SEVENDUST "DENIAL" "DENIAL" "Constraints" "Cons

Alternative Top 50

LAST	THIS	- October 1, 1999	TOTAL PLAYS	+/-	GROSS	WEEKS ON	TOTAL STATIONS
WEEK		ARTIST TITLE LABEL(S)		+/- PLAYS	GROSS IMPRESSIONS (00)	CHART	ADDS
1	0	RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)	2528	+62	273668	19	75/1
4	0	CREED Higher (Wind-up)	2435	+203	234396	5	72/1
5	3	BUSH The Chemicals Between Us (Trauma)	2428	+327	252462	3	77/0
2	4	LIVE The Dolphin's Cry (Radioactive/MCA)	2397	+79	217831	6	76/0
3	5	BLINK-182 What's My Age Again? (MCA)	2133	-135	247918	23	72/0
6	6	KID ROCK Cowboy (Top Dog/Lava/Atlantic)	2114	+42	233816	8	70/1
9	0	311 Come Original <i>(Capricorn)</i>	1962	+153	193073	5	74/1
reake	-	FOO FIGHTERS Learn To Fly (Roswell/RCA)	1865	+915	209698	2	76/1
8	9	CHRIS CORNELL Can't Change Me (A&M)	1863	+38	151820	7	75/0
7	10	LIMP BIZKIT Nookie (Flip/Interscope)	1626	-261	183552	17	65/0
10	11	DAYS OF THE NEW Enemy (Outpost/Interscope)	1506	-72	100698	10	63/0
reake	r 🕜	STONE TEMPLE PILOTS Down (Atlantic)	1487	+829	166363	2	76/1
11	13	LIT Zip-Lock (RCA)	1440	-61	111098	10	71/1
14	0	OUR LADY PEACE One Man Army (Columbia)	1380	+103	98986	8	68/1
13	G	NINE INCH NAILS We're In This Together (Nothing/Interscope)	1354	+38	116737	4	73/0
19	Œ	JIMMIE'S CHICKEN SHACK Do Right (Rocket/IDJMG)	1227	+105	95650	8	62/1
12	17	LEN Steal My Sunshine (Work/Epic)	1186	-154	109070	21	<mark>48/0</mark>
16	18	OFFSPRING The Kids Aren't Alright (Columbia)	1131	-103	171778	21	50/0
18	19	POWERMAN 5000 When Worlds Collide (DreamWorks)	1083	-55	124779	14	53/0
1.7	20	LIT My Own Worst Enemy (RCA)	1072	-108	135591	36	67/0
20	21	BUCKCHERRY For The Movies (DreamWorks)	1040	-51	108624	10	54/0
21	22	TONIC You Wanted More (Universal)	956	-128	62711	16	47/0
23	23	SUGAR RAY Someday (Lava/Atlantic)	884	-158	77247	17	50/0
22	24	FILTER Welcome To The Fold (Reprise)	851	-203	68750	12	57/0
26	25	UNWRITTEN LAW Cailin (Interscope)	841	-99	84197	8	49/0
24	26	JOYDROP Beautiful (Tommy Boy)	836	-121	53790	20	42/0
29	Ð	STROKE9 Little Black Backpack (Cherry/Universal)	818	+94	79034	5	48/2
30	Ø	RED HOT CHILI PEPPERS Around The World (Warner Bros.)	801	+90	122895	7	57/1
44	æ	LIMP BIZKIT Re-Arranged (Flip/Interscope)	784	+432	85394	2	62/1
31	30	SANTANA F/EVERLAST Put Your Lights On (Arista)	756	+71	95799	4	51/8
27	31	LENNY KRAVITZ American Woman (Maverick/Virgin)	746	-137	78701	20	49/0
28	32	KOTTONMOUTH KINGS Bump (Dimension/Capitol)	734	-54	55306	11	52/0
34	33	SEVENDUST Denial (TVT)	689	+32	65898	9	45/3
32	34	STAIND Mudshovel (Flip/Elektra/EEG)	688	+13	67120	9	46/1
35	35	GOO GOO DOLLS Black Balloon (Warner Bros.)	602	-51	41102	17	29/0
38	36	G, LOVE & SPECIAL SAUCE Rodeo (Okeh/550 Music/Epic)	586	-9	39081	9	38/1
ebut	-	FILTER Take A Picture (<i>Reprise</i>)	524	+229	75701	1	46/2
ebut	-	SMASH MOUTH Then The Morning Comes (Interscope)	469	+228	25360	1	34/4
40	39	CAKE Let Me Go <i>(Capricorn)</i>	461	-40	39703	17	22/0
37	40	MOBY Body Rock (V2)	452	-184	46216	14	36/0
43	4	LONG BEACH DUB ALLSTARS Trailor Ras (DreamWorks)	430	+15	45547	4	32/3
	42	SILVERCHAIR Ana's Song (Open Fire) (Epic)	419	-230	31968	16	29/0
36 ebut	> 43	BLINK-182 All The Small Things (<i>Cargo/MCA</i>)	416	+145	67265	1	41/2
	-	TORI AMOS Bliss (Atlantic)	401	-82	39554	6	31/0
42	44	ORGY Stitches (Elementree/Reprise)	391	-101	36067	18	32/0
41	45 45	OLEANDER Walk Alone (<i>Republic/Universal</i>)	387	+39	28202	3	25/2
45	9	GODSMACK Keep Away (<i>Republic/Universal</i>)	383	+39	40141	4	23/2
47	_		362	-164	27031	4 14	23/4
39	48	VERVE PIPE Hero (RCA)					
49	()	STEREOPHONICS Pick A Part That's New (V2)	356	+36	16135	3	31/4
48	50	GUSTER Barrel Of A Gun (4,3,2,1) <i>(Hybrid/Sire)</i> 77 Alternative reporters. Monitored airplay data supplied by Mediabase Rese	354	+23	22133	4	26/1

COUNTING CROWS Hanginaround (*DGC/Geffen*) 15 RAGE AGAINST THE MACHINE Guerrilla Radio (Epic) 14 12 LIMP BIZKIT Re-Arranged (Flip/Interscope) MARCY PLAYGROUND It's Saturday (Capitol) 9 SANTANA f/EVERLAST Put Your Lights On (Arista) 8 SAVE FERRIS Mistaken (Starpool/Epic) 8 's Chicken Shack "Do Right" R&R Alternative (1) - (1) 1227 + 105 Modern Rock Monitor 22* - 20* 908 + 74 BZ 💵 BUZZWORTHY SLAND The Island Def Jam Music Group / A Universal Music Company Most Increased Plays TOTAL ARTIST TITLE LABEL(S) INCREASE +915 FOO FIGHTERS Learn To Fly (Roswell/RCA) **STONE TEMPLE PILOTS** Down (Atlantic) +829**LIMP BIZKIT** Re-Arranged (*Flip/Interscope*) +432**BUSH** The Chemicals Between Us (Trauma) +327+229 **FILTER** Take A Picture (*Reprise*) SMASH MOUTH Then The Morning... (Interscope) +228 **CREED** Higher (Wind-up) +203COUNTING CROWS Hanginaround (DGC/Geffen) +172 311 Come Original (Capricorn) +153RAGE AGAINST THE MACHINE Guerrilla...(Epic) +146 **Breakers**® **FOO FIGHTERS** Learn To Fly (Roswell/RCA) TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART 1865/915 76/1 8 STONE TEMPLE PILOTS Down (Atlantic) TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART

Most Added

RED HOT CHILI PEPPERS Around ... (Warner Bros.) 19

OFFSPRING She's Got Issues (Columbia)

FILTER Take A Picture (Reprise)

FUEL Sunburn (550 Music/Epic)

BLINK-182 All The Small Things (Cargo/MCA)

ADDS

29

28

23

20

ARTIST TITLE LABEL(S)

77 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 9/19-Saturday 9/25. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 1000 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc

> RISHR. THE FIRST CONTINO SESSIONS" SINGLE **On Tour Now!** 11/15 Seattle 11/12 San Francisco 11/13 L.A. 11/18 Boston 11/19 Montreal 11/17 N.Y.C. 11/22 Detroit 11/23 Chicago

1487/829

76/1

Most Added is the total number of new adds officially reported to R&R

by each reporting station. Songs unreported as adds do not count

toward overall total stations playing a song. Most Increased Plays lists

the songs with the greatest week-to-week increases in total plays.

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11/20 Toronto

118

In the past (8) years

3 albums released

14 million sold



ANNALITY

9 top 10 tracks

5 no. 1 hits

^{2 no. 1 alums} "She Dolphin's Cr

TH. FIRST SONG FROM THE NEW ALBUM The Distance To Here

0

Increased Plays Include: WXRK WBCN WHFS KEDJ WLIR KPNT and many more!!

Worldwide tour begins in October

VH-1 Hard Rock Live airs in August and September

Produced by JERRY HAUISON & LIVE Mixed by TOM LORD-ALGE Executive Producer: GARY KURFIRST www.friendsoflive.com www.radioactive.net Management: DAVID SENTING & PETER FREEDMAN

americanradionistory.com



THE SHEILA DIVINE Track: "HUM" LP: NEW PARADE Label: ROADRUNNER



ssentials: The Sheila Divine (Aaron Perrino, vocals/guitars; Jim Gilbert, bass;

Shawn Sears, drums) are one of those angry pop/rock bands that you never can put a finger on. With an album alternately full of beautiful melodies and startling wails, the listener knows that this is a band that will keep them on their toes. The bottom line is that this is a band that doesn't just wear their hearts on their sleeves, they rip them out and show them off to the world. **By Jim Kerr** Alternative Editor

The band's first single at radio, "Hum," is a perfect example of their unique brand of angry pop. A condemnation of overplayed one-hit wonders, the song begins calmly enough, but Perrino soon breaks into the trademark scream that makes you *feel* his pain. With such raw vocal sincerity combined with a deft melodic touch, this is a band that has a bright future.

• Artist POV: Jim Gilbert explains the band's name: "A 'sheila' is slang in Australia for guys that don't play sports or act tough ... I guess they're pussies. If you are going to be a pussy, you might as well be the very best. And there you have it, The Sheila Divine."



"Smilin'" Marty Whitney, MD KEDJ/Phoenix

The first thing I have to mention is Powerman 5000, which came back No. I in our research this past week. It's even testing well with females. Over the past few weeks it seems like everything that we put in is requesting. The cup is just overflowing. My most requested song is changing every week as we



add all the different superstar artists. If Of the new bands, The Kottonmouth Kings are doing well. It's selling off the shelves faster than it can be stocked. Another newer band doing well is Fenix TX. I love that song, and I love that band. They played our show this past weekend, and their energy and stage presence were awesome. They were the dark horse that stole the show. If Other things that I have a great vibe about are Muse's "Muscle Museum" — it sounds the same, but *different*. System Of A Down is great, too, and the Save Ferris record is really cool.

Individuals who thought they could take a break this week after the recent deluge of superstars were sadly mistaken. How can you take a break when bands with follow-up singles to huge releases are going for adds? **Offspring** lead off with "She's Got Issues," yet another killer song off their album *Americana*."Issues" pulled in 29 adds. **Blink-182**: followed up with "All the Small Things," which is already on almost two-thirds of the panel and pulled in 28 adds in its first week. As if these two monsters weren't enough, you also had **Filter's** highly regarded "Take a Picture" and "Around the World" from **The Red Hot Chili Peppers**, who are following up the biggest song in the history of the format, which, by the way, is now in its *16th* week at No. 1 ... Also in the Most Added column was **Fuel**. "Sunburn" is a track that radio demanded be released. 550 Music delivered, and radio responded with 20 adds ... **Marcy Playground** also hit the Most Added column with a great new song in their signature style ... When the top of playlists are packed with nothing but superstar releases, it will be the songs that have a slow but steady growth pattern that will eventually break through. Some good examples include **Muse**, with "Musde Museum" getting more support every week, and **The Stereophonics**, who are the biggest band in England and are poised to conquer the U.S, Two good harder examples include **Staind** and **System Of A Down**, both of which are



and System Or A Down, both of which are selling huge. Coming into their own are Sevendust, who pick up KITS and WNNX this week to go along with their fat MTV rotation. They're also selling 20,000 units a week ... Finally, don't forget Fiona Apple when thinking of upcoming superstar releases. She is truly a star. All your male listeners lust after her, all your female listeners want to be her and she's released what is quite simply a great tune ... And, of course, the most anticipated record of the year is my RECORD OF THE WEEK: Rage Against The Machine "Guerrilla Radio"





Most Played Recurrents ALTERNATIVE TOP 100 POWER GOLD **SMASH MOUTH** All Star (Interscope) 1 BLUR Song 2 51 311 All Mixed Up 2 SUBLIME Santeria 52 CRACKER Low **LO FIDELITY ALLSTARS** Battle Flag (*Skint/Sub Pop/Columbia*) FOO FIGHTERS Everlong 53 BUSH Machinehead 3 4 STONE TEMPLE PILOTS Plush 54 MIGHTY MIGHTY BOSSTONES The Impression... **OLEANDER** Why I'm Here (Republic/Universal) 5 BECK Loser 55 ALICE IN CHAINS Would? JANE'S ADDICTION Been Caught Stealing 56 CAKE The Distance 6 KORN Freak On A Leash (Immortal/Epic) NIRVANA Smells Like Teen Spirit 57 THIRD EYE BLIND Semi-Charmed Life 7 GREEN DAY Brain Stew 8 **KID ROCK** Bawitdaba (Top Dog/Lava/Atlantic) BLINK-182 Dammit 9 59 10 ALICE IN CHAINS Man In The Box **COLLECTIVE SOUL** Heavy (Atlantic) 11 NIRVANA Come As You Are 12 RADIOHEAD Creep **SPLENDER** Yeah, Whatever (C2/Columbia) 13 GREEN DAY When I Come Around **GODSMACK** Whatever (*Republic/Universal*) 14 SUBLIME What | Got 64 ALICE IN CHAINS Rooster 15 STONE TEMPLE PILOTS Interstate Love Song 65 CANDLEBOX Far Behind **ORGY** Blue Monday (*Elementree/Reprise*) 16 PEARL JAM Alive 66 BEASTIE BOYS Sabotage 17 NIRVANA In Bloom **EVERLAST** What It's Like (*Tommy Boy*) 18 SUBLIME Wrong Way 19 SMASHING PUMPKINS Today FUEL Shimmer (550 Music/Epic) 20 CREED My Own Prison 70 LIVE | Alone 21 LENNY KRAVITZ Are You Gonna Go My Way 71 FAITH NO MORE Epic KORN Got The Life (Immortal/Epic) 22 NINE INCH NAILS Closer 23 PEARL JAM Even Flow **LENNY KRAVITZ** Fly Away (Virgin) 24 EVERCLEAR Santa Monica (Watch...) 74 BLIND MELON No Rain 25 PEARL JAM Jeremy 75 SUBLIME Doin' Time **CREED** One (Wind-up) 26 JANE'S ADDICTION Jane Says 77 LIVE Lightning Crashes 27 SMASHING PUMPKINS Disarm EVE 6 Inside Out (RCA) 28 DAYS OF THE NEW Touch. Peel & Stand 29 VIOLENT FEMMES Blister In The Sun **PEARL JAM** Last Kiss (Epic) 30 EVERCLEAR Everything To Everyone 80 BUSH Everything Zen **CAKE** Never There (Capricorn) 31 BECK Where It's At 32 FOO FIGHTERS My Hero CITIZEN KING Better Days (And The Bottom..) (Warner Bros.) 33 PEARL JAM Daughter 34 SMASHING PUMPKINS 1979 84 TOOL Sober TRAIN Meet Virginia (Aware/Columbia) 35 GREEN DAY Longview 36 OFFSPRING Come Out...(Keep 'Em Separated) FATBOY SLIM Praise You (Skint/Astralwerks/Caroline) SMASHING PUMPKINS Bullet With Butterfly. 37 88 SPONGE Plowed 38 SOUNDGARDEN Black Hole Sun 39 PEARL JAM Better Man

ALTERNATIVE Going For Adds 10/5/99

FIONA APPLE Fast As You Can (Clean Slate/550 Music/Epic) **HEPBURN** | Quit (TVT) **INCUBUS** Pardon Me (Immortal/Epic) **RAGE AGAINST THE MACHINE** Guerilla Radio (Epic) **SEMISONIC** Delicious (Reprise) MATTHEW SWEET What Matters (Volcano) ZEN MAFIA California (Kneeling Elephant/RCA)

58 LOCAL H Bound For The Floor THIRD EYE BLIND Semi-Charmed Life 60 BEASTIE BOYS (You Gotta Fight) For Your ... 61 STONE TEMPLE PILOTS Big Empty 62 BUTTHOLE SURFERS Pepper 63 BEASTIE BOYS Brass Monkey 67 RED HOT CHILI PEPPERS Give It Away 68 TEMPLE OF THE DOG Hunger Strike 69 NIRVANA Heart-Shaped Box 72 SMASHING PUMPKINS Cherub Rock 73 SOUNDGARDEN Fell On Black Days 76 DAVE MATTHEWS BAND Crash Into Me 78 SEVEN MARY THREE Cumbersome 79 FILTER Hey Man. Nice Shot 81 DAVE MATTHEWS BAND What Would You Say 82 ALICE IN CHAINS No Excuses 83 NINE INCH NAILS Head Like A Hole 85 SMASH MOUTH Walkin' On The Sun 86 STONE TEMPLE PILOTS Creep 87 RED HOT CHILI PEPPERS Soul To Squeeze 89 WHITE ZOMBIE More Human Than Human BUSH Comedown 40 90 BUSH Glycerine 41 OFFSPRING Self Esteem 91 PEARL JAM Yellow Ledbetter 42 NIRVANA Lithium 92 SOUNDGARDEN Spoonman 43 GREEN DAY Basket Case 93 SUBLIME Bad Fish 44 GREEN DAY Time Of Your... (Good Riddance) 94 GARBAGE Only Happy When It Rains 45 PEARL JAM Black 95 STONE TEMPLE PILOTS Trippin' On A Hole ... 46 RED HOT CHILI PEPPERS Under The Bridge 96 TONIC If You Could Only See 47 NIRVANA All Apologies 97 VERVE Bitter Sweet Symphony 48 TOADIES Possum Kingdom 98 R.E.M. It's The End Of The World As We ... 49 STONE TEMPLE PILOTS Vasoline 99 LIVE All Over You 100 SMASHING PUMPKINS Tonight, Tonight 50 311 Down Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks

Top 100 Power Gold is based on a sample of Alternative reporters for the airplay week of

Wednesday 9/15-Tuesday 9/21. © 1999, R&R Inc.



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121

Alternative Playlists



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Alternative Playlists



Alternative

New Music Specialty Shows

R&R's Exclusive Look At The Cutting Edge Of Alternative

The Upward Spiral

By Mark Solovicos Editorial & Charts Coordinator

Nothing/Interscope industrial icon Trent Reznor steps out of the void this week and naturally nails No. 1, demonstrating once again that NIN have it goin' on. Stations like WEDG, WFNX and WXDX are cutting deep into the band's new album, *The Fragile*, and injecting the airwaves with it. Folk Implosion (No. 2 for the second week) are "Free to Go," yet the



Nine Inch Nails provide us with the perfect drug — their music! After a painfully long hiatus, the Prince of Darkness retrieves his crown and reclaims the throne.

he second week) are "Free to Go," yet the Alternative Specialty Show panelists recognize exceptional material when they hear it — and they feel free to play it.

Holy Moses, **Ash**'s transcendent single, "Jesus Says," continues to rise and rise, spiking a celestial No. 5 this week. **Marcy Playground**, **Matthew Sweet** and **David Bowie** are just a few of the other artists blazing the chart this week.

Here's Johnny ... and **Public Image Ltd.** tastefully toe-tagging the chart this week at No.16 with their bewitching new track, "The Order of Death." They're the ones who put the rocks there ... **Record To Watch: Incubus**

Rep. Top 20 Artists

October 1, 1999

1 NINE INCH NAILS (Nothing/Interscope) Airplay includes: WEQX, WXDX, WXRK 2 FOLK IMPLOSION (Interscope) Airplay includes: KNDD, WBCN, WHFS 3 CHEMICAL BROTHERS (Astralwerks/Virgin) Airplay includes: KJEE, KPNT, WPBZ 4 MATTHEW SWEET (Volcano) Airplay includes: KXRK, WBCN, WXDX 5 ASH (DreamWorks) Airplay includes: KPNT, WBRU, WHFS 6 MARCY PLAYGROUND (Capitol) Airplay includes: WXRK, WOXY, WXEG 7 DEATH IN VEGAS (Time Bomb) Airplay includes: KJEE, WFNX, WPBZ 8 DAVID BOWIE (Virgin) Airplay includes: KJEE, WBRU, WXDX 9 STEREOPHONICS (V2) Airplay includes: KDGE, WHFS, WXEG 10 BREAKBEAT ERA (1500) Airplay includes: KNDD, WFNX. WOXY 11 FILTER (Reprise) Airplay Includes: WEQX, WHTG, WXRK 12 BLINK-182 (Cargo/MCA) Airplay Includes: KNRK, KNDD, KPNT 13 MUSE (Maverick/Taste Media) Airplay Includes: WBRU, WCYY, WXEG 14 IGGY POP (Virgin) Airplay Includes: WFNX, WXDX, WHFS 15 SOULWAX (Almo Sounds) Airplay Includes: WBRU, WOXY, WXEG 16 PUBLIC IMAGE LTD. (Virgin) Airplay Includes: KPNT, WBCN, WQBK 17 MANIC STREET PREACHERS (Virgin) Airplay Includes: KNRK, KPNT, WBRU 18 LIMP BIZKIT (Flip/Interscope) Airplay Includes: KCXX, WXEG, WXRK 19 JUSTIN CLAYTON (Ultimatum) Airplay Includes: WHTG, KXRK, WBCN 20 FEEDER (Echo/Elektra/EEG) Airplay Includes: KDGE, KJEE, WXRK

Ranked by total number of shows reporting artist.

Specialty Show Reporters

Shows and their Top 5 songs listed alphabetically by market

WEQX/Albany, NY Download Sunday 7:00pm-10:00pm Jeff Wade Tori Amos "Giory Of The 80s" Nine Inch Nais The Fragile" Old 97: Nineteen" Death In Vegas "Asha" Filter "Take A Picture"	KDGE/Dallas, TX Adventure Club Sunday 6:00pm-9:00pm Josh Venable Supersup Venable Supersup Venable Theav "Luke Giris Darlington "Jock Foster" Feeder "Insomna"	WHTG/Monmouth, NJ The Underground Sunday 11:00pm-Midnight Jeff Raspe Mike Vloka & The "All I Have" Freshmaka Ane U Happy?" Splashdown "The Archer" Matthew Sweet "What Matters" Type O Negative "Everything Des"	KWOD/Sacramento, Alternative Beat Sunday 10:00pm-2:00am DJ David X Kid Rock "Cowboy" No Doubt "New" Filter "Welcome To The Fold" Chemical Brothers "Out OI Contr Prodigy "Firestarter"
WOBK/Albany, NY Over The Edge Monday Midnight-2:00am Ketli McNamara Godsmack 'Keep Away' Earth To Andy "Shil After You" Dieander 'I Walk Alone" Hai From Apolo 169 "566" Living End "Living In Sin"	WXEG/Dayton, OH The X Spin Cycle Sunday 9:00pm-10:30pm Allen Rantz Marcy Payground "It's Saturday" Death in Vegas "Asha" Stone Temple Pilots "Down" Long Beach Dub "Trailer Ras" Matthew Sweet "What Matters"	WXRK/New York, NY The Buzz Sunday Midnight-2:00am Mike Peer/Madio Raheem Nine Inch Nails "The Fragle" Save Feris "Mistaken" Okander "Walk Alone" Blinker The Star "Below The Silding" Full Devil Jacket "Stain"	KXRK/Salt Lake City Now Hear This Monday-Friday 8:00pm- Sean Zlebarth Death in Vegas "Aisha" EOU "Let IR ide" Jason Bentley "Innervision" Magstatic "Promise" Those Bastard Souls "The Last T
WBCN/Boston, MA Nocturnal Emissions	WJBX/Ft. Myers, FL 99 Xtreme	WXRK/New York, NY Solid State Transmission	XTRA/San Diego, C. Floorboard Tuesday Midnight-1:00a Action DJ Hillary Rollins Band "Get Some" Pennywse "Yichim Of Reality" Get Up Kds "10 Minutes" Scrimmage Herces "Know Klea"
Sunday 8:00pm-10:00pm Dedipus/Albert O Gomez Bring (I On Folk Implosion "Free To Go" Lettried "Arica Shox" Lamb "Fy" Gay Dad "Joy"	Sunday 8:00pm-10:00pm Lancer Sevendus "Denial" Bloodhound Gang "Vagina" Partera "This Love" Nine Inch Nails "No, You Don" Nine Inch Nails "Where Is Everybody"	Saturday 10:00pm-Midnight Liquid Todd Apolio Four Forty "Stop The Rock" Beaste Boys "3 MCS" Biur "Song 2" Chemical Brothers "Out Of Control" Dub Pistols "Keep On Movin"	Supersuckers "My Kickass Life" KJEE/Santa Barbara Dissonant Tendrils Monday Midnight-2:00a John Schroeter Ash "Jesus Says" Burtalo Daughter "Great Five Lak Gay Dad "Joy" Gomez "Bring It On"
WFNX/Boston, MA The First Contact Friday Midnight-2:00am Charlie 19gy Pop "Corruption" Death In Yegas: "Asha" Dot Alison "Colour Me" Jorassic "Imporvise" Ben Harper "Burn To Shune"	KXTE/Las Vegas, NV It Hurts When I Pee Sunday 10:00pm-Midnight Tank & Young Marc Incubus "Pardon Me" Zen Maia" California" Kittle "Bracksh" Cao Camber/Zay: "Shock The Monkey" Bloodhound Gang "The Bad Touch"	WXDX/Pittsburgh, PA Edge Of The X Sunday 9:00pm 11:00pm Lenny Diana Filter "Take A Picture" Nuen Inch Mais "Please" Long Beach Dub"Trailer Ras" Dope "Debonare" Wils Drama "That's Why I Say"	Lamb "Fly' KNDD/Seattle, WA Loudspeaker Sunday 11:00pm-Midnig Bill Reid Hefner "The Hymn For" Folk Implosion "Free To Go" Refused "New Noise" Promise Ring "Arms & Danger" Bloodhound Gang "Vagina"
WEDG/Buffalo, NY Over And Beyond Sunday 9:00pm-10:30pm Brad Maybe Our Lady Pace 'Bitster' Ton Amos 'Concetina' Ton Amos 'Concetina' Nine Inch Nais 'Somewhat Damaged' Nine Inch Nais 'Somewhat Damaged' Nine Inch Nais 'Where Is Everybody' Folk Implosion' 'My Ritual'	WLIR/Long Island, NY Lett Of Center Sunday 9:00pm-10:30pm Jerry Rubino Get Up Kids "Valentine" Dot Alison "Close Your Eyes" Supergrass Beautiful People" Dallas "Lett Split" Charlatans UK "My Beautiful Fnend"	WCYY/Portland, ME Spinout Thursday 7:00pm-9:00pm Shawn Jeffrey Nine Inch Nails Tinto The Void" Revolting Cocks "(Let's Get Physical" Basement Jack "Jump N' Shout" Indigo Girls "Peace Tonight" L7 "Crackpot Baby"	KPNT/St. Louis, MC New Music Sunday Sunday 7:00pm-9:30pm Les Aoron Torn Amos 11000 Oceans" Death In Vegas Aisha" Zen Mafa "California" Pocket Size "Walking" Travis "Why Does It"
WAVF/Charleston, SC Cutting Edge Sunday 8:30pm-10:00pm H. Little John Moyaai 'May Nothing But." Gaza Stropers "Missie Command" Fraiewater "Color Missie Command" Three Finger Cowboy "A Foot Of Snow" Dier "Little Holes"	KLYY/Los Angeles, CA The Chris Carter Mess Sunday 9:00pm-Midnight Chris Carter Supergrass "Pumping On Your Stereo" Supergrass "Your Love" Davd Bowe "What's Realy Happening?" Stereophonics "T-Shirt Tan Travis "She's So Strange"	KNRK/Portland, OR Something Cool Sunday Midnight-1:00am Jaime Cooley Bluck 18 ² - All The Small Things" Bluekand "Another Sunday Song" Justin Clayton "Trage" Feeder "Insomna" Folk implosion "Someone You Love"	KLZR/Topeka, KS Future Mass Hysteria Monday 10:30pm-Midnig Jeff Petterson Dur Lady Peace "One Man Army Save Ferrs "Mistaken" Muse "Muscle Museum" Sneia Dwine "Hum" Blink 182 "Ail The Small Things"
WOXY/Cincinnati, OH 11 O'Clock News Tuesday 11:00pm-Midnight Dorsey Fyfe Soutwa: "Much Against " Gitthorse "Heathers Arreat" Church "Porpose Song" Bottle Rockets "Nancy Smatra" Gay Dad "To Earth With Love"	KROQ/Los Angeles, CA Rodney On The ROQ Sunday Midnight-3:00am Rodney Bingenheimer Paul McCartney "Thy Not To Cry" The Bangkes "Get The Gint" Supergrass "Moving" Rachel Stamp "I Wanna Be Your Doll" Contempo "You Be Naugity"	WBRU/Providence, RI Breaking And Entering Wednesday Midnight-2:00am Becky Pohotsky Feeder "Insonna" Push Stars "Orunk Is Better " Soutwax "Wuch Agamst." Ben Harper "Burn To Shine" Jude "I'm Sorry Now"	WHFS/Washington Now Hear This Sunday 8:00pm-10:30pm Dave Marsh Love As Laughter 'Margaritas' Screamteeder 'Dari' Promise Ring 'Arms & Danger' Lush 'Sweetness & Light' Dance Hall Crashers "Everything WPBZ/West Palm Beac Electronic Buzz Saturday Midnight-3:00a The Tech Kid
WWCD/Columbus, OH Invisible Hits Hour Sunday 7:00pm-9:00pm Curtis Schieber Royal Trux "Vetrans Of Disorder" Crris Cornel "Euphora Morring" Holy Modal Rounders "1.82"	KZNZ/Minneapolis, MN Freedom Rock Sunday 8:00pm-9:30pm Brian Oake Folk Impisson "My Ritual" Super Furry Animals "Mrs Spector" Subpator Stuck On Me"	KCXX/Riverside, CA Music Meeting Sunday 9:00pm-10:00pm Lisa Aze Sublime "Date Rape" Save Ferris "S. Y.L.S B." Jammy Ed. Word "Your New Aesthetic"	Chemical Brothers "Out Of Cont Breakbeat Era "Ranco" Deattin IVegas "Atsha" Freshmaka "La La La" Basement Jaxx "Rendez-Vu"
Mary J Blige "Mary" Dave Moore "Breaking Down To	Matthew Sweet "What Matters" Marcy Playground "It's Saturday"	Hippos "Pollubon" Man Or Astroman "Interstellar Hardrive"	33 Total Reporter



Real Adult Alternative Top 30

- CONTRACTOR		El	October 1, 1999					
	L <mark>AST</mark> WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL	+/- PLAYS	GROSS	WEEKS ON CHART	TOTAL STATIONS(ADDS
	2	0	MELISSA ETHERIDGE Angels Would Fall (Island/IDJMG)	611	+72	45695	5	28/0
	t	2	SANTANA F/ROB THOMAS Smooth (Arista)	591	-21	40757	17	27/0
	.3	3	SLIGAR RAY Someday (Lava/Atlantic)	470	-18	32879	14	20/0
	5	4	GIO GOO DOLLS Black Balloon (Warner Bros.)	436	-1	32394	13	17/0
	4	5	PRETENDERS Human (Warner Bros.)	420	-52	30858	15	25/0
	Breake	r 🚯	STING Brand New Day (A&M)	399	+186	38299	2	25/3
	7	0	JOHN POPPER Miserable Bastard (A&M)	398	+18	25323	8	26/0
	14	8	INDIGO GIRLS Peace Tonight (Epic)	383	+118	31979	2	26/2
	9.	9	KIM RICHEY Come Around (Mercury)	340	+20	15932	9	21/0
	16	0	BRUCE COCKBURN Last Night Of The World (Rykodisc)	328	+71	22288	3	24/1
1	8	:.1	RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)	321	-37	29063	18	20/0
	10	Ø	LOS LOBOS This Time (Hollywood)	305	+3	25146	12	21/1
	13	13	BEN HARPER Burn To Shine (Virgin)	303	+32	23956	4	24/1
	6	14	CIARIS ISAAK Baby Did A Bad Bad Thing (Reprise)	283	-109	19359	13	16/0
	Breake		SHERYL CROW The Difficult Kind (A&M)	264	+18	14787	7	20/0
	20	Œ	C <mark>HRIS CORNELL</mark> Can't Change Me <i>(A&M)</i>	248	+12	17794	4	16/1
1	23	Ð	WOOD Stay You <i>(Columbia)</i>	235	+31	13270	4	19/0
	15	18	TOM PETTY & THE HEARTBREAKERS Swingin' (Warner Bros.)	227	-33	16282	10	16/0
	26	Ð	OLD 97'S Nineteen (Elektra/EEG)	223	+52	13201	3	23/3
	19	.20	WILCO Nothing'severgonnastandinmyway (Reprise)	222	-17	10769	6	19/0
	1.1	21	JEREMY TOBACK You Make Me Feel (RCA)	221	-60	14346	14	17/0
	12	22	SINEAD LOHAN Whatever It Takes (Grapevine/Interscope)	208	-67	15719	19	17/1
	22	23	LYLE LOVETT You Can't Resist It (Curb/MCA)	199	-13	16056	15	16/0
	25	24	TONIC You Wanted More (Universal)	195	-3	11728	4	12/2
	24	25	TRAIN Meet Virginia (Aware/Columbia)	190	-8	12776	6	11/0
	28	20	RICHARD THOMPSON Crawl Back (Under My Stone) (Capitol)	176	+15	8487	5	16/0
	17	27	ZIGGY MARLEY & THE MELODY Beautiful Day (Elektra/EEG)	161	-92	15275	14	14/0
	_	23	SIXPENCE NONE THE RICHER There She Goes (Squint/Elektra/EEG)		+7	7661	7	8/1
	Debut	> 😢	WILLIAM TOPLEY Walk Like Do (Mercury)	147	+17	8705	1	17/2
	27	30	FASTBALL Out Of My Head (Hollywood)	147	-17	9373	14	7/0

31 Adult Alternative reporters. Songs ranked by total plays for the airplay week of Sunday 9/19-Saturday 9/25. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 250 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.

New & Active

TORI AMOS Bliss (Atlantic) Total Plays: 142, Total Stations: 13, Adds: 1 LINDA RONSTADT/EMMYLOU HARRIS Sweet Spot (Asylum/EEG)

Total Plays: 133, Total Stations: 13, Adds: 1 **SPLENDER** Yeah, Whatever *(C2/Columbia)* Total Plays: 121, Total Stations: 5, Adds: 0

PAUL MCCARTNEY Try Not To Cry (Capitol) Total Plays: 119, Total Stations: 15, Adds: 3

JOAN OSBORNE Baby Love (*Blue Gorilla/Mercury/IDJMG*) Total Plays: 103, Total Stations: 14, Adds: 3

SANTANA F/EVERLAST Put Your Lights On (Arista) Total Plays: 103, Total Stations: 13, Adds: 6 GUSTER Barrel Of A Gun (4,3,2,1) (Hybrid/Sire) Total Plays: 96, Total Stations: 11, Adds: 2 BREE SHARP America (Trauma) Total Plays: 96, Total Stations: 9, Adds: 0 FOO FIGHTERS Learn To Fly (Roswell/RCA) Total Plays: 96, Total Stations: 7, Adds: 0 LIVE The Dolphin's Cry (Radioactive) Total Plays: 88, Total Stations: 4, Adds: 0

Songs ranked by total plays



Most Increased Plays

-	PLAY
ARTIST TITLE LABEL(S)	CREASE
STING Brand New Day (A&M)	+186
INOIGO GIRLS Peace Tonight (Epic)	+118
FOO FIGHTERS Learn To Fly (Roswell/RCA)	+78
MELISSA ETHERIDGE Angels Would Fall (Island/IDJMG)	+72
BRUCE COCKBURN Last Night Of The World (Rykodisc,) +71
OLO 97'S Nineteen (Elektra/EEG)	+52
JOAN OSBORNE Baby Love (Blue Gorilla/Mercury/IDJMC	G) +42
PAUL MCCARTNEY Try Not To Cry (Capitol)	+36
SANTANA F/EVERLAST Put Your Lights On (Arista)	+36
BREE SHARP America (Trauma)	+33



SHERYL CROW The Difficult Kind (A&M) TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS 264/18 20/0

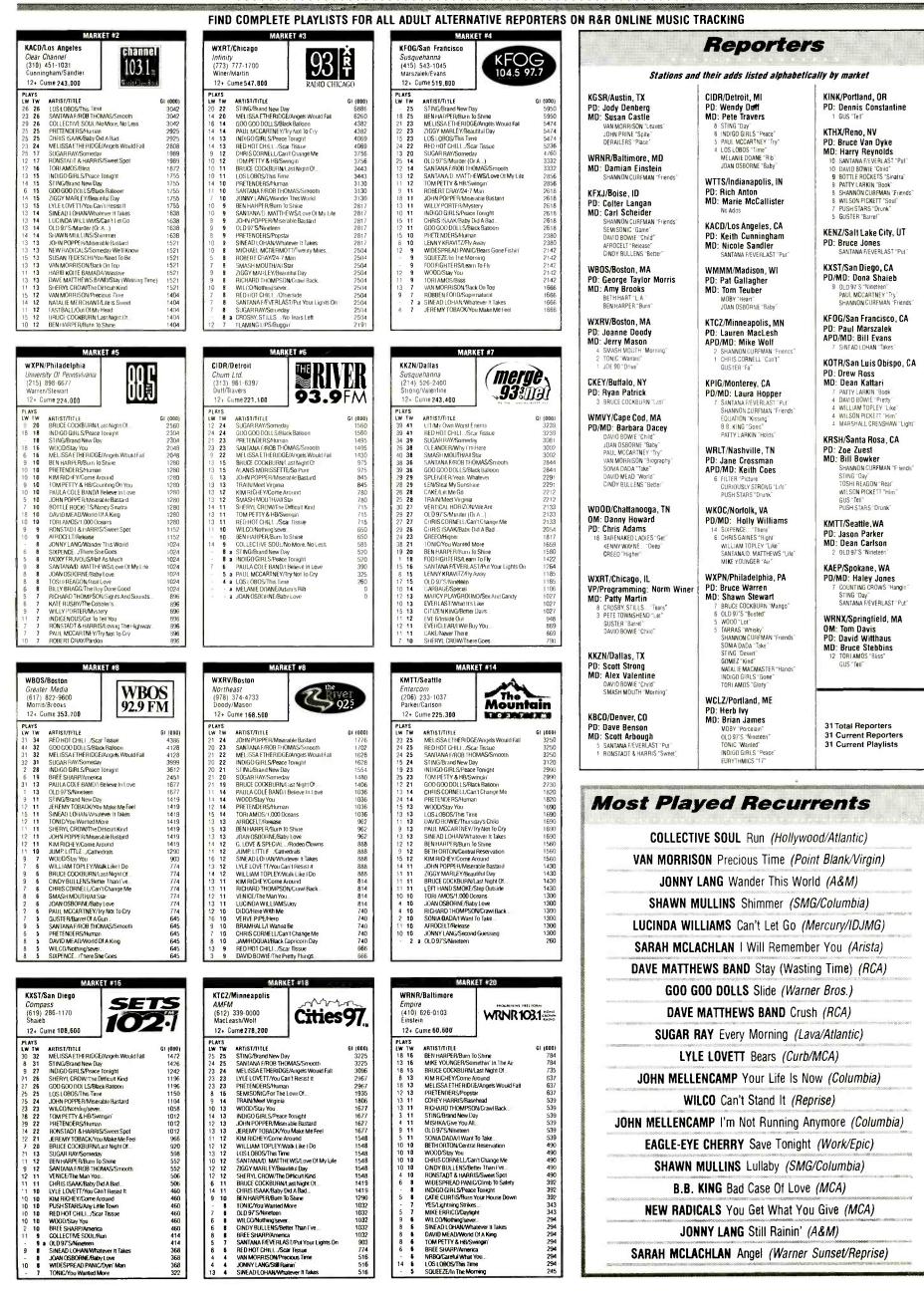
Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE MUSIC TRACKING.

CHART

Ð



Adult Alternative Playlists



www.americanradiohistory.com

Opportunities

OPENINGS

NATIONAL PERSONALITY JOCKS needed. Placing 'a'erit nationwide, all markets with huge need for mornings, nights — good phones a plus. PDs, news people also. Current & future openings. Ready to move call us. 2nd decade of placing talent. Openings and contacts. The ONLY service placing talent coast 'o coast throughout the '90s. **NETROORK** (407) 977 2900

BUSINESS MANAGER

Fun. Yes, fun as ϵ business manager. Face it, you're not working in show business anymore, you're working in cashflow maintenance. Get to work with a creative group. New York City locatior. Build the department your way. Must have ϵ xperience at a radio/TV station or network. Knowledge of accounting packages. Establ.sh reporting systems. High level executive interaction. CPA useful. MBA amusing. You'll get competitive salary and respect. Immediate opening. Fax <u>confidential</u> resume to: 212-382-0602. You will get a reply. EOE. Sabo niedia.

Top-5 major market station looking for a morning show. Only established, successful host/team should apply. This is a once in a lifetime opportunity. All inquiries will be kept strictly confidential. Radio & Records, 10100 Santa Monica Blvd., **#807**, 5th Floor, Los Angeles, CA 90067. EOE

EAST

Fulltime AT's for HA(: & Country. Good phones. \$20,000. Insurance. Northeastern Vermont; ski, lakes, good schools. T&R: WGMT, Box 97, Lyndcriville, VT 05851. EOE (10/01)

PROGRAM DIRECTOR Progressive 103.1 WRNR/Baltimore/Annapolis seeking Program Director/Morning Personality. If you can lead, teach, motivate and dc, you may be our new programmer. Send tapes and resumes to: Judy Buddensick, WRNR, 112 Main Street, Annapolis, MD 21401. EOE

OLDIES MD/PM DRIVE

Clear Char nel Allentown seeks MD/ PM Drive talent with true passion for Oldies. Extensive music knowledge and Selector skills a must. Plenty of outside appearances, great area to live. Send cover letter, T&R, photo to: Bill Sheridan, WODE, 107 Paxinosa Rd. West, Easton, PA 18040. E-mail: WODEPD@aol.com. Clear Channel is an EOE. Females and minorities encouraged to apply.

101.3 FM The Rose Central PA's AC leader has an immediate opening for morning show co-host. If you can relate the news, be topical and like to have fun in the morning, send your best work and resume to: Tom Shannon-Operations Manager, WROZ-FM "The Rose", Box 4368, Lancaster, PA 17604-4368.

Hall Communications Inc. is an Equal Opportunity Employer and encourages women to apply.

OPENINGS

FR.º. GGY 101

THERE'S ONLY

BEEN ONE!

Froggy 101 is in search of our next

great Program Director. We are only

6 years old, but have grown to be-

come the top Country radio station

in the Northeast. Minimum 5 years

in radio preferably in country for-

mat with PD/APD/MD experience.

Our ideal candidate should be com-

puter literate, including Selector,

Maestro, etc. and have strong people

skills, be able to image the station

and be promotionally minded.

Sound like a lot? It is! We're the best

and intend to stay that way. We of-

fer a competitive salary, great ben-

efits and the opportunity to work in

a first class organization. Send your

best to: Stu Schroeder, Operations

Manager, Sinclair Broadcast Group,

305 Highway 315, Pittston, PA 18640. EOE

Y108/PITTSBURGH

Pittsburgh's Country, Y108 has an

immediate opening for morning per-

sonality or team who identifies with

the contemporary Country audience.

If you're a tireless show preparer who

can develop a variety of content ...

from laughs to tears ... and leave the

audience wanting more instead of wishing you would shut up, and if

you're a team builder who knows how

to use the other talent around you,

come and fall in love with the city

and people of Pittsburgh! Y108 is a

OPENINGS

Discover Charlottesville, you'll love it. Drivetime communicator needed. DCS, Cool Edit, a plus. Relate to women and do quality production. Local owned cluster. Send your "stuff." PD@WQMZ, 1140 Rose Hill Drive, Charlottesville, VA 22903. EOE

MIDDAY CHR OPENING

My midday personality is headed to B-97.1 in New Orleans and I need someone to fill the slot yesterday! Can you sell a station liner without using 4 talk over beds to do it? Are you full of energy, personality, and do you have a passion for what you do? Can you start **real soon?** If you understand the CHR midday audience, I'm ready to hear from you. Rush **photo, tape and resume** to: Bobby Novosad, 94.5 KSMB, 202 Galbert Ave., Lafayette, LA 70506. (Females encouraged to apply) KSMB is an EOE

MIDWEST

News reporter-anchor sought. Electronic newsroom, great benefits. T&R: Carl Hilke, WFHR, P.O. Box 8022, Wisconsin Rapids, WI 54495-8022. EOE (10/01)

Searching for a talented up & comer to take over morning show duties. Send T&R:WZZO, Jeff Strange, P.O. Box 35, Terre Haute IN 47808. EOE (10/01)

KSOK-FM seeks leader for top Country Morning Team. T&R: Aaron West, P.O. Box 843. Winfield, KS 67156. EOE (10/01)



OMAHA'S LOUDEST ROCK

AMFM Omaha is in need of air personalities that are ready to rock! If Active Rock is your game, then send your best stuff now. We need aspiring, energetic, team players for all dayparts who want to take on the big boys across the street. Send T&R to: Tony Matteo, PD, KTNP, 5010 Underwood Ave., Omaha, NE 68132. AMFM is an EOE.

Northern Illinois AC seeks morning person. Duties include production and remotes. No egos wanted. No Stern wannabes. T&R to the program director. Please forward all packages to the following address: Radio & Records, 10100 Santa Monica Blvd., **#812**, 5th Floor, Los Angeles, CA 90067. EOE

WNNS, Lite Rock 99 seeks topical, fun PM Drive Personality. Strong production skills a plus! T&R to: Kellie Michaels, P.O. Box 460, Springfield, 1L 62705. (217) 629-7077. E-mail: WNNS@WNNS.com EOE/MF

WEST

Morning Show Host sought, side-kick here. Females/minorities encouraged. T&R: Mike Parsons, 2700 San Pedro NE, Albuquerque, NM 87110. EOE (10/01)

Morning drive talk entertainer wanted. Are you funny? Topical? Know the difference between good fun and bad taste? West coast talk station needs you. Radio & Records, 10100 Santa Monica Blvd., **#814**, 5th Floor, Los Angeles, CA 90067. EOE

OPENINGS

WE NEED A PROMOTIONS DIRECTOR!

Southern California Radio Group is looking for someone with experience in Multi-format promotions to run on our promotions department.

Must be able to create, set up and execute fun and exciting promotions for several stations, including a CHR. Must be a team player with a great attitude and love promoting some of the best stations in the market.

If you love the sun and can kick butt at promotions, send your resume to R&R now! Radio & Records, 10100 Santa Monica Blvd., **#815**, 5th Floor. Los Angeles, CA 90067. EOE

AFFILIATE MARKETING OPPORTUNITY

with GrooveMann Radio Syndication. If you're motivated to succeed, interested in working with polished pros, we're interested in you. Previous experience is less important than drive and determination to win. L.A. locals preferred ... your desk is waiting. Please send resumes to: Ed Mann, GrooveMann, 3575 Cahuenga Blvd. West, Ste. 500, Los Angeles, CA 90068. EOE

CHIEF ENGINEER MIX 95.9, KXMX-FM/ KEZY 1190 AM/Anaheim, CA: Have 5 years experience, be proficient with all studio and RF equipment and able to troubleshoot down to component level. Experience with PSI/Prophet Systems and AM directional antennae a plus. Submit resume to: Connie Stanyer—MIX 95.9, 1190 E. Ball Rd., Anaheim, CA 92805.

LATIN MUSIC

PROGRAMMER/PRODUCER Major in-flight entertainment company in Orange requires marketingminded Latin music expertise to create diverse customized music channels for major airlines. Must comprehend a wide variety of major Latin music markets (especially international Latin pop, Mexican and Brazilian adult formats). Fluency in English and Spanish required. Fluency in Portuguese and voice talent qualities a plus. Excellent organizational/communication skills required, with working knowledge of digital and analog recording techniques. Good opportunities for growth and occasional travel while gaining Latin music industry expo-sure. Working knowledge or ability to learn additional English music genres a plus. Fax resume and salary requirements to: Debra Mitchell (714) 998-0135

Rare overnight opening at "The Highway Stations." Information oriented "live" shift, five days a week, with full family benefits. Between Vegas and L.A. Tape and resume to: Lance Todd, KHWY, P.O. Box 1668, Barstow, CA 92312. EOE

www.rronline.com

legendary Country station with a strong support staff. Rush presentation to: Keith Clark, Infinity Broadcasting, 651 Holiday Drive, Pittsburgh, PA 15220. No calls. Infinity Broadcasting is an Equal Opportunity Employer.



West Virginia Radio Corporation is searching for on-air personalities for our cluster of seven staions. Country personalities and other candidates should have a willingness to learn the skills of music, programming and promotions for possible future promotions within our company. Come work hard and play hard in a competitive market! Fax your letter and resume to me at: 304-344-4745 and send me your hest stuff on tape TODAY!

Kicks 96/WKW'S-FM, Attn: Marcus Cole, 1111 Virginia Street East, Charleston, West Virginia 25301. Females and minorities are encouraged to apply.

SOUTH

Morning Host sought: Country station in Florida has morning opening . T&R ASAP: WAIB, Operations Manager, 3000 Olson Road, Tallahassee, FL 32308. EOE (10/01)

News Director Wanted! Mid-Atlantic Broadcast Group seeks radio news professional. News gathering experience a must. News staff to supervise, paid continuing education, and a travel allowance included. Send T&R to: Scott Stevens, NRV Radio Partners, 7080 Lee Highway, Radford, VA 24141, EOE

Opportunities

POSITIONS SOUGHT

POSITIONS SOUGHT

Country Mornings. Ten year medium market team member eager to fly solo. Will work for hourly wage. ROBERT: (901) 759-3072. (10/01)

Women Don't Lie - Men Don't Listen" can beat Dr.L becau radio is entertainment, not therapy. DOC LOVE: (800) 404-2644, doclove@doclove.com. (10/01)

Country music's energy has a new phone number. Hot AC, Country, News Sports. prod. CHRIS THOMPSON: (661) 822-5029. (10/01)

Way better than the Babe- sportslady available, play-by-play, host, entertaining and sports knowledge any format -any mar-ket call ROSE: (404) 315-0655 or sports@apexmail.com.

I'm yours.... Searching for a production pro? Maybe a guy that can fill any on-air hole in any format? your_next_employee@yahoo.com (10/01) JASON **POSITIONS SOUGHT**

Freshly established AT searching for stable gig. Will go any-where for the best job. Call MARC: (732) 761-0647 or E-mail Marc1063@aol.com (10/01)

High tech format available to the first company who has what it takes to get it. BILL El radio35@netscape.net (10/01) BILL ELLIOTT: (813) 920-7102

Searching for new radio home...Veteran PD with 20+ years experience. Excellent references. AC, Country, Classic Rock, PBP, South/SW. GARY (208) 753-4019, kwazie@nidlink.com (10/01)

Six dollar Jock, great voice. promotion. Producer eight years experience. WBFH. WLLZ, WHYT, WDFX, WORB. MARTIN: (248) 335-6029. djmartin88@hotmail.com (10/01)

Creative force ready to collide with your Immovable Problem Marketing/Promotion Director BRENT CLANTON loosed from KODA/Houston: (713) 830-8424. (10/01)

Girls kick ass! Five years in AR, CR and Oldies. Digital prod promotions, remotes and positive attitude. MICHELE SHATTUCK: (530) 367-2324 radiogirl@foothill.net. (10/01)

RADIO & RECORDS 10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable sales tax) Nam is published weekly, except the week of becember 25 Subscriptions are available to \$299.00 per year (plus applicable sales tax) in the United States or \$695.00 overnight delivery (U.S. funds only), \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Bivd., 5th Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two R&R Directories issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher

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POSITIONS SOUGHT

Midday/Afternoons, APD/MD 14 years, Selector/production, No vanilla status quo or consultant boot lickers. Serious fun only. KEITH (765) 742-0595. (10/01)

Experienced, entertaining Sportscaster available. MIKE: (336) 835-4996. (10/01)

Young, energetic radio personality seeking career in the business. Will relocate and work hard for employment. ERIK: (405) 386-3512. (10/01)

R&R Opportunities Free Advertising

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

Deadline

To appear in the following week's issue, your ad must be received by Thursday noon (PST), eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8450, Only free positions sought ads are accepted by e-mail to: kmumaw@rronline.com Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd. Fifth Floor, Los Angeles, CA 90067

R&R Opportunities Advertising

2x \$125/inch \$150/inch

Rates are per week (maximum 35 word per inch in cluding heading). Includes generic border. If logo, custom border or larger heading are required, add 1/2 inch (\$60 for 1x, \$50 for 2x). In addition, all ads appear on R&R's website. (www. rronline.com).

Blind Box: add \$50

The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping and handling.

Positions Sought: \$50/inch

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

Pavable in Advance

Opportunities Advertising orders must be typewrit-ten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310-203-8727) or mail. Visa. MC. AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PDT)** eight days prior to issue date. Address all ads to:R&R Opportunities, 10100 Santa Monica Bivd., Fifth Floor, Los Angeles, CA 90067

AIRCHECKS

AUDIO & VIDEO AIRCHECKS LUBRENT #234, WGCI/Rick Party, WDRQ/Tic Tac, WKIE/George McFty & Melssa Forman, KFMB-FM/Jagger & Knsti WOMC/Tom, Nyan KKR2/Dr Doug, KMXX, 75 50 LGURRENT #233, WXXY/Fred Winston, KYSP/Ryan Seacrest, WSHH/Don & Michelle Jetferson, KRTH/Shofgun Tom Kelly, KHKS/Kid Kraddick, WLVQ \$7.50 <u>PERSONALITY PLUS #PP-142</u>, WJMK/John Landecker, WKQI/Steve Cochran, KSSK/ Perry & Price, WTMX/Eric & Cathy, Cassette \$7.50 <u>PERSONALITY PLUS #PP-141</u>, KSHE/Rob & Tom, WNIC/Jim Harper, WXXY/Robert Murphy WRIFDrew & Mike Cassette \$7.50 <u>PERSONALITY PLUS #PP-140</u>, WOMC/Dick Purtan, WKKX/Steve & D.C., KLOS/Mark & Brian, KPLX/Bobby Michell, \$7.50 ALL COUNTRY #CY-89, WWWW WYCD, KKF, KBE0, KMPS, \$7.50

Brian.KPLXRbobby Michell, \$7,50 = ALL COUNTRY #CY-89, WWWW, WYCD, KFKF. KBE0. KMPS. \$7,50 + ALL CA: #AC-67, KLY, KYSR, WNIC, KFMB-FM, \$7,50 = ALL CHR #CHR-59, WDR0, KXJM, KKRZ, KOMO, KXME, KBKS. \$7,50 + PROFILE #S-400, CHICAGOF CHR WBBM, WKIE, UC WGCI, WWAZ, Gold WJMK, WUBT, CITY WUSN, AC WLIT WTMX, WNND, AOR WKC2, WXCD, WXRT, WLUP \$7,50 + PROFILE #S-401, SAN DIEGOF CHR KHTS, Z90 AC KYXY, KFMB, KMSX, Gold KBZT, XHRM, AOR KI02, KGB 91X KPLN, CITY, KSON, XHCR, \$7,50 + PROM VALUT #FBC-88, promo samples - all torgets all market sizes Cassette \$10

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#1 MOST ADDED SAVAGE GÅRDEN I Knew I Loved You (Columbia) #1 MOST INCREASED PLAYS LONESTAR Amazed (BNA) AC begins on Page 89.

#1 MOST ADDED SARAH MCLACHLAN Ice Cream (Arista) #1 MOST INCREASED PLAYS SANTANA F/ROB THOMAS Smooth (Arista)

ITANA F/ROB THOMAS Smooth (Arist AC begins on Page 89. KENNY WAYNE SHEPHERD BAND In 2 Deep (Giant/Reprise) #1 MOST INCREASED PLAYS STONE TEMPLE PILDTS Down (Atlantic) ROCK begins on Page 104.

#1 MOST ADDED



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The Back Pages

National Airplay Overview October 1, 1999

COUNTRY

GEORGE STRAIT What Do You Say To That (MCA)

TRISHA YEARWOOD I'll Still Love You More (MCA)

MARK WILLS She's In Love (Mercury) MONTGOMERY GENTRY Lonely And Gone (Columbia) LEE ANN WOMACK (Now You See Me) Now You Don't (MCA)

JOHN MICHAEL MONTGOMERY Home To You (Atlantic) ANDY GRIGGS I'll Go Crazy (RCA) BROOKS & DUNN Missing You (Arista)

DOUG STONE Make Up In Love (*Atlantic*) CHAD BROCK Lightning Does The Work (*Warner Bros.*)

YANKEE GREY All Things Considered (Monument) SHANIA TWAIN Come On Over (Mercury)

JESSICA ANDREWS You Go First (DreamWorks)

SHANE MINOR Ordinary Love (Mercury) SHERRIE' AUSTIN Never Been Kissed (Arista)

REBA MCENTIRE What Do You Say (MCA) **CLAY WALKER** Live, Laugh, Love (Giant)

GARY ALLAN Smoke Rings in The Dark (MCA)

#1 MOST ADDED

FAITH HILL Breathe (Warner Bros.

#1 MOST INCREASED PLAYS

SHANIA TWAIN Come On Over (Mercury)

COUNTRY begins on Page 74.

ALTERNATIVE

CREED Higher (Wind-up) **BUSH** The Chemicals Between Us (Trauma) LIVE The Dolphin's Cry (*Radioactive/MCA*) BLINK-182 What's My Age Again? (*MCA*)

KID ROCK Cowboy (Top Dog/Lava/Atlantic) 311 Come Original (Capricorn) FOO FIGHTERS Learn To Fly (Roswell/RCA) CHRIS CORNELL Can't Change Me (A&M) LIMP BIZKIT Nookie (Flip/Interscope) DAYS OF THE NEW Enemy (Outpost/Interscope)

STONE TEMPLE PILOTS Down (Atlantic) LIT Zip-Lock (RCA)

LEN Steal My Sunshine (Work/Epic)

OUR LADY PEACE One Man Army (Columbia) NINE INCH NAILS We're in This(Nothing/Interscope) JIMMIE'S CHICKEN SHACK Do Right (Rocket/IDJMG)

BUCKCHERRY For The Movies (DreamWorks) TONIC You Wanted More (Universal) SUGAR RAY Someday (Lava/Atlantic)

STROKE9 Little Black Backpack (Cherry/Universal)

SANTANA F/EVERLAST Put Your Lights On (Arista)

#1 MOST INCREASED PLAYS

ALTERNATIVE begins on Page 115.

RED HOT CHILI PEPPERS Around The..(Warner Bros.) LIMP BIZKIT Re-Arranged (Flip/Interscope)

FILTER Welcome To The Fold (Reprise)

#1 MOST ADDED OFFSPRING She's Got Issues (U

FOO FIGHTERS Learn To Fly (F

UNWRITTEN LAW Cailin (Interscope)

JOYDROP Beautiful (Tommy Boy)

OFFSPRING The Kids Aren't Alright (Columbia) POWERMAN 5000 When Worlds Collide (DreamWorks) LIT My Own Worst Enemy (RCA)

RED HOT CHILI PEPPERS Scar...(Warner Bros.)

SHANE MCANALLY Are Your Eyes Still Blue (Curb)

GARTH BROOKS It Don't Matter To The Sun (Capitol)

BRAD PAISLEY He Didn't Have To Be (Arista) RANDY TRAVIS A Man Ain't Made Of Stone (DreamWorks)

STEVE WARINER I'm Already Taken (Capitol)

DIXIE CHICKS Ready To Run (Monument)

MARTINA MCBRIDE I Love You (RCA)

CLINT BLACK When | Said | Do (RCA)

LEANN RIMES Big Deal (Curb)

TY HERNDON Steam (Epic)

ALAN JACKSON Little Man (Arista)

TIM MCGRAW Something Like That (Curb)

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URBAN AC

ERIC BENET Spend My Life With ... (Warner Bros.) 0 BARRY WHITE Staying Power (Private Music/Windham Hill) R. KELLY If I Could Turn Back... (Jive) BRIAN MCKNIGHT Back At One (Motown) MAXWELL Fortunate (Rock Land/Interscope/Columbia) WHITNEY HOUSTON My Love Is Your Love (Arista) 6 Ö SMOKEY RIDBINSON Easy To Love (Motown) DEBORAH (:OX We Can't Be Friends (Arista) MARY J. BLIGE All That I Can Say (MCA) 10 TYRESE Larely (RCA) CASE Happ ly Ever After (*Det Jam/IDJMG*) ANGIE STONE No More Rain (In This Cloud) (*Arista*) Q 000 13 KEVON EDMONDS 24/7 (RCA) 14 17 JESSE POWELL You (Silas/MCA) GAP BAND Good Old Fashion Lovin' (*Big Trax/Private I/IDJMG*) REEL TIGHT Reasons (*G-Funk/Restless*) 12 15 16 MINT CONDITION If You Love Me (Elektra/EEG) NATALIE CJLE Say You Love Me (Elektra/EEG) FAITH EVANS Never Gonna Let You Go (Bad Boy/Arista) 19 Ð 15 24 21 25 **a** PRINCE Extraordinary (Warner Bros.) SILK Meeting In My Bedroom (Elektra/EEG) KIRK WHA_UM All I Do (Warner Bros.) 22 23 K-CI & JOJO Tell Me It's Real (MCA) 28 27 29 GERALD LEVERT Nothin' To Somethin' (EastWest/EEG) RAHSAAN PATTERSON Treat You Like A Queen (MCA) 26 FREDDIE JACKSON Do You Wanna (Orpheus/N.E.R.O.S.) 0000 BRIAN CULBERTSON Get'n Over You (Atlantic) 30 BONEY JAMES Are You Ready? (Warner Bros.) BRAXTON BROTHERS Can We Try Again (Windham Hill Jazz) DONELL JONES U Know... (Untouchables/LaFace/Arista) 29

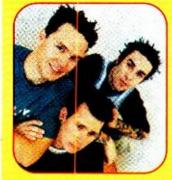
#1 MOST ADDED CHANTAY SAVAGE My Oh My (RCA) **#1 MOST INCREASED PLAYS** SMOKEY ROBINSON Easy To Love (Motown)

URBAN begins on Page 63.

ACTIVE ROCK

LW	TW		LW
1		CREED Higher (Mind-un)	1
	0	CREED Higher (Wind-up)	4
2	2	DAYS OF THE NEW Enemy (Outpost/Interscope)	5
4	0		2
3	4	GODSMA(:K Keep Away (Republic/Universal)	2 3
6	X	CHRIS CCRNELL Can't Change Me (A&M)	6
7	6		9
5	7	RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)	25
25	X	STONE TEMPLE PILOTS Down (Atlantic)	8
8	9	KID ROCH. Cowboy (Top Dog/Lava/Atlantic)	7
9	10	LIMP BIZ (IT Nookie (Flip/Interscope)	10
30		FOO FIGHTERS Learn To Fly (Roswell/RCA)	33
11		POWERMAN 5000 When Worlds Collide (DreamWorks)	11
10		FILTER V/elcome To The Fold (Reprise)	14
12			13
15		NINE INCH NAILS We're in This Together (Nothing/Interscope)	19
14	16	STAIND Mudshovel (Flip/Elektra/EEG)	12
18	Ø		16
17	18	DOUBLEDRIVE Tattooed Bruise (Here And Now) (MCA)	18
13	19	TONIC You Wanted More (Universal)	17
21	20	CAROLINE'S SPINE Attention Please (Hollywood)	20
19	21	OFFSPRING The Kids Aren't Alright (Columbia)	21
20	22	ROB ZOMBIE Superbeast (Geffen)	23
24	83 19	MEGADEFH Insomnia (Capitol)	22
23	W	OLEANDER I Walk Alone (Republic/Universal)	26
16		ALICE IN CHAINS Get Born Again (Columbia)	24
22		BUCKCHERRY For The Movies (DreamWorks)	29
29	Ð	SANTANA F/EVERLAST Put Your Lights On (Arista)	30
31	23	STATIC-X Push It (Warner Bros.)	44
26	4 30	LIT Zip-Lock (RCA)	31
28	9	CHEVELI.E Mia (Squint)	
		#1 MOST ADDED	
	KEN	INY WAY VE SHEPHERD BAND In 2 Deep (Giant/Reprise)	
		#1 MOST INCREASED PLAYS	

MOST INCREASED PLAYS STIDNE TEMPLE PILOTS Down (Atlantic) ROCK begins on Page 104.



r-up to their alternative & rock radio smash & #1 MTV Video From the platinum-plus all Enema of the State e tour in October with Silverchair and Fenix to



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A. 10. 10		NAC/SMOOTH JAZZ
LW 1	тw 1	NORMAN BROWN Out'a Nowhere (Warner Bros.)
2	2	RICHARD ELLIOT Chill Factor (<i>Blue Note</i>)
3	3	CHRIS BOTTI Drive Time (GRP)
4	Ø	DOWN TO THE BONE Long Way From Brooklyn (Internal Bass)
6 9	8	DAVE KOZ Together Again (Capitol) BONEY JAMES Body Language (Warner Bros.)
5	7	STEVE COLE Say It Again (Bluemoon/Atlantic)
8	Q	CHRIS GAINES Lost In You (Capitol)
11 7	9 10	NESTOR TORRES Velvet Nights (Shanachie) JAZZMASTERS Lost In Space (Hardcastle/Trippin 'N' Rhythm)
10	11	CRAIG CHAQUICO Forbidden Love (Higher Octave)
12	Ø	BRIAN TARQUIN Darlin Darlin Baby (Instinct)
15 14	80	GOTA Let's Get Started (Instinct) DWIGHT SILLS Dock Of The Bay (Citylights)
14	Ğ	ERIC CLAPTON Blue Eyes Blue (Columbia/Reprise)
16	16	KENNY G W/LOUIS ARMSTRONG What A Wonderful (Arista)
21		CHUCK LOEB High Five (Shanachie)
26 23	0	BRIAN MCKNIGHT Back At One (Motown) BRIAN CULBERTSON Back In The Day (Atlantic)
20	⑳	KOMBO Talk The Talk (GRP)
13	21	SPYRO GYRA Silk And Satin (Windham Hill Jazz)
18 22	22 23	NATALIE COLE Snowfall On The Sahara (Elektra/EEG) EARL KLUGH Peculiar Situation (Windham Hill)
19	24	DAVID BENOIT ReJoyce (GRP)
24	2	KENNY G W/GEORGE BENSON Summertime (Arista)
25 29	20	BOB JAMES What's Up (Warner Bros.) MARCOS ARIEL Green Eyes (Paras Recording Company)
27		BONA FIDE High Street (<i>N-Coded</i>)
30	29	
	30	PETER WHITE Don't Want To Be (Sony Wonder/Columbia)
		#1 MOST ADDED JOYCE COOLING Callie (Heads Up)
		#1 MOST INCREASED PLAYS
		BRIAN MCKNIGHT Back At One (Motown)
		NAC begins on Page 98.
LW	TW	NAC begins on Page 98.
2	0	NAC begins on Page 98. ADULT ALTERNATIVE MELISSA ETHERIDGE Angels(Island/IDJMG)
	-	NAC begins on Page 98. ADULT ALTERNATIVE MELISSA ETHERIDGE Angels(Island/IDJMG) SANTANA F/ROB THOMAS Smooth (Arista)
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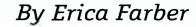
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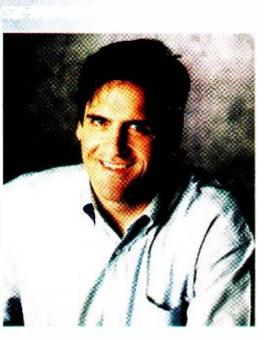
30 FASTBALL Out Of My Head (Hollywood)

#1 MOST ADDED SHANNON CURFMAN True Friends (Arista) **#1 MOST INCREASED PLAYS** STING Brand New Day (A&M)

- ZIGGY MARLEY & THE MELODY... Beautiful Day (Elektra/EEG)
- 27

ADULT ALTERNATIVE begins on Page 125.





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ark Cuban is a guy who goes out and makes stuff happen. In 1995, on a mission to pioneer the next wave of the Internet, he co-founded Broadcast.com. This past August the company was acquired by Yahoo!, and Cuban now leads that company's broadcast services division.

His responsibilities at Yahoo are to make sure the company stays ahead of

the curve of the multimedia world. He is a devoted student of the subject, spending an average of two to three hours a day reading, in his words, "just to keep up." Although the sale of Broadcast.com has made Cuban more than comfortable financially, he strongly believes that anyone who rests on their laurels or thinks they are smarter than anybody else is an idiot.

With an in-depth knowledge of the entire technology industry, coupled with a true love of what he does, Cuban has definitely proven the theory that all it takes is one idea to change everything. Beginning his career: "My first job was at Mellon

Bank of Pittsburgh, which is what got me into computers. I helped them convert banking systems from manual to automated systems. I did that for a year. I went back to Bloomington, IN, for a while, just to play, and from there I went down to Dallas in '82.'

How he knew the Internet was going to be so powerful: "I don't think there was any doubt. From 1983 on, every time I was in a situation where more and more people got connected, there was more and more value added, more and more things got done and more and more people had fun. There was only the question of cost and time, and all those pieces were coming together. "The Internet, in a lot of respects, was just an

extension of CompuServe. I started using CompuServe and those dial-up services back in 1986, and actually even before that. The Internet was a more open way for the same thing to happen, and it also supported graphics and, fortunately, audio and video shortly afterward. To me and the people who were already in the technology industry, it wasn't so much this big new thing as it was an extension of the technology. But because it began expanding so much, it became part of the rest of the non-geek world. To someone who wasn't in the technology business, it was something brand-new. For someone who lived and breathed the technology world, it was old news.

Helping radio feel comfortable with the 'Net: "Radio has shown a phenomenal capacity to adjust. There have been lots of revolutions, from AM being dominant to FM to AM being dominated by nothing but Talk radio to ethnic radio to new formats. There's always something new happening in radio; it just hasn't been based off of technology. They have been opening their minds to realize that changing isn't just about changing programming, but

MARK CUBAN

VP, Yahoo! Broadcast Services Division; co-founder and former Chairman, Broadcast.com

also about changing the mediums that radio is available on. "Radio is in a great position to start leveraging the Internet. There are always going to be people who don't want to change, and there are always going to be people who want to take advantage of change. Radio's a big enough industry that there are examples of all of the above."

Providing fresh content: "I don't know why people are nervous about content. The Internet isn't competitive with radio; it's just another transport for radio. Radio is about being the best programmer you can possibly be and leveraging that into a business that you can create both traditional and nontraditional revenue around. The Internet is just another medium.

"Broadcast.com enables radio stations to transport their signals, their content, to a wider audience. That's an opportunity. Radio doesn't have to be an expert in how to build a tower - you can hire those services. Radio doesn't have to be an expert in how to build the building you're in – you pay rent for that. There are a variety of technologies you outsource. In the case of Broadcast.com, we're one source of technologies that complement radio's skill set. The Internet is not competitive unless you turn your back on it. If you embrace it and leverage it as just another way to communicate with your listeners, it's purely an opportunity to become more successful."

Making money with the 'Net: "The Internet is just one more opportunity for radio. And just like radio, it is all about selling, in terms of the profitability. You should always follow the money. In the case of streaming, it gives you an opportunity to garner rating points, to reach P1s who support your advertisers. In the case of your website, it's a way to communicate information to your listeners for your advertisers. You have to say, 'OK, what is my core audience, what do they want, and what do my advertisers want? What are my nontraditional revenue opportunities, and how d_0 I pull those pieces together to best leverage our skill set?

"Again, it's not a magic formula, but radio tends to adjust to where the money's at. If your ratings are down in one format, you flip a switch and start selling the next format, based on your research. The Internet really shouldn't be a whole lot different. It's just always hard for people to change once they've reached a comfort level. Fortunately, in radio there are a lot of people who have gotten past that and are now investing in change."

How to stand out: "Programming, promotion and focus on selling become even more important. One of the big advantages radio has over Internet companies is its ability to sell. But radio has not done a good job to this point in leveraging those sales skills to the Internet to sell their websites, to sell sponsorships and new opportunities. That's something they need to start transitioning their skill sets for.

"Ninety-nine percent of these web companies coming out today are going to go away. They will fail because they don't know how to sell. If radio leverages their skill sets in programming and in selling and driving audience, radio can be successful. But you have to think out of the box. Radio has always been about the immediacy of the medium. Well, you're not always by a radio, so there are alternative mediums you use.

Advice to radio: "Obviously, stream their signal, but even that's too basic anymore. Hire a full-time Internet salesperson. That's more important than anything. It's amazing how you find ways to commit resources when somebody's sold something."

Most influential individual: "My dad. He was as blue collar as blue collar can be. He just retired. He did upholstery for cars. He taught me how to treat people, and that you can take chances because you always get a second chance. If you're good to people, things can work out. And to have patience. Life's a long, long time, and if you have patience and have fun along the way, things tend to work out."

Career highlight: "Selling magazines door-to-door

when I was 16 and always selling more than anybody. I learned then that I'd always be able to be successful, because I could always sell, so I could always pay my bills. I learned that in a competitive situation where I was selling, if I worked hard enough, I could succeed, and that set the course for anything I've done since then

Career disappointment: "Nothing at all. Nothing I regret, nothing I'm disappointed at. I just never look at things that way."

Favorite radio format: "Urban. I'm kind of into the newer formats coming out, the R&B-type stuff, but it's a little too mellow, so I switch back and forth between Urban and some of the new R&B stuff."

Favorite song: "The Beach Boys' 'Good Vibrations' and all the George Clinton stuff. He and John Mellencamp are probably my two favorite artists.

Favorite television show: "If I watch TV, it's usually football."

Favorite movie: "One Flew Over the Cuckoo's Nest or Sleeper.

Favorite book: "Right now it's The Innovator's Dilemma by Clayton M. Christensen, which I think everybody should have to read, especially in my part of the world. Basically, it says every company has open wounds that somebody can leverage to put your company in a bad spot, and even the smartest companies have the opportunity to fail."

Favorite restaurant: "Primanti's in Pittsburgh. It's a sandwich shop where they put french fries and coleslaw and whatever you order on these big pieces of Italian bread. It's just the best.'

Beverage of choice: "Water. I had to swear off Diet Coke.

Hobbies: "Basketball, reading, traveling, playing on my computers. I've got five computers in a circle in my bedroom. Literally, that's what I'll do on a Saturday afternoon. Shopping at CompUSA.

Communication medium of choice: "E-mail: mcuban@broadcast.com." Favorite website: "Newshub.com."

The future of the 'Net: "The Internet's just digital transport. Just like the telephone, it'll become part of our lives. But what makes it really interesting is the rate of change and how the way we do business and live our lives is going to accelerate so dramatically. This is the Stone Age of the Internet. The thought that even a cable modem or DSL line is the fastest communications that will ever come into our homes is crazy. We're going through a kind of revolution now, because of increases in digital communication speed, but within five to 10 years we'll start to see the impact of optical communications.

"Now most people have 56K modems on their laptops and at their homes, and people are starting to talk about DSL and cable modems. Within 10 years we'll be talking about multigigabyte optical connections over fiber to our homes. Then lots of things will change dramatically — how we live, how we work. By 2010 we'll look at today's Internet just like we look at the PC of 1982.

"The concept of a 64K machine with one floppy being a powerhouse was important back then, or paying \$5,000 for an IBM XT that ran at 6 mhz with a 10 meg hard drive — that was changing the world back then. We'll look at today as being the IBM PC days of the Internet. It's going to change so dramatically, and it, will have a huge impact on radio and on media. We'll question what our definition of media even is. Digital and/or optical transport will come into our cars, our homes and our offices; we'll carry it with us. So saddle up, this is just beginning."

3

Multimedia Broadcasting

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