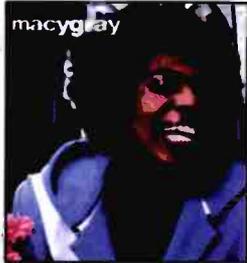


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Grammy Contest Ballot Inside

Enter R&R's 16th annual Grammy contest and compete to win one of three opportunities to attend R&R



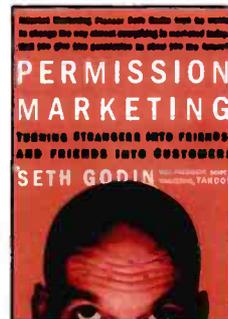
Convention 2000, June 15-17 in Los Angeles. All the information appears on Page 41. Here's critically acclaimed Macy Gray (Epic), ready to compete in the Best New Artist category when the Grammys go live from L.A. on Feb. 23.

R&R
 THE INDUSTRY'S NEWSPAPER
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JANUARY 28, 2000

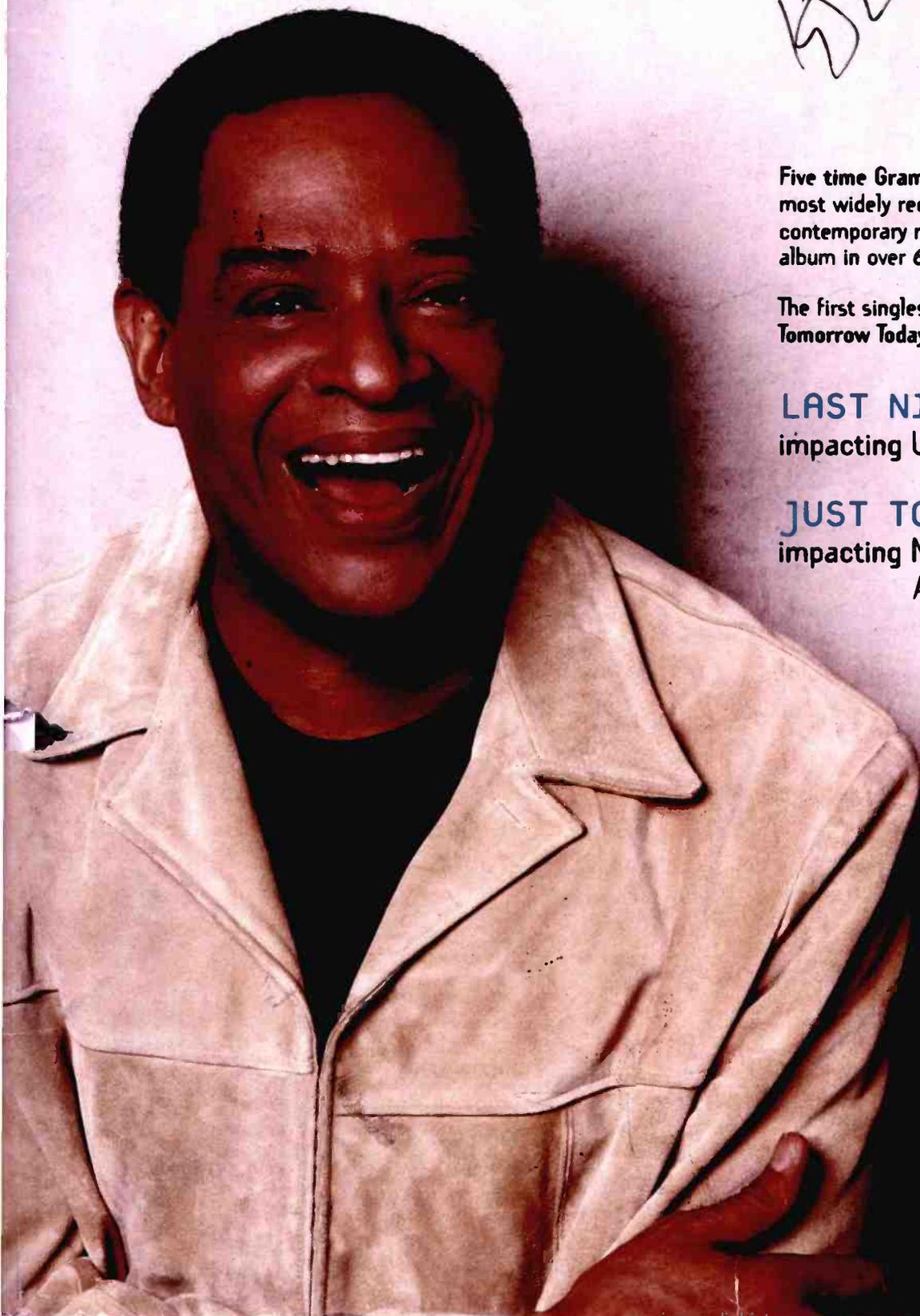
Marketing Theme Issue

R&R's format editors this week present a series of articles dedicated to the issue of radio station marketing. Among them: NAC/Smooth Jazz Editor Carol Archer goes one-on-one with Yahoo! VP/Direct Marketing Seth Godin, who penned *Permission Marketing*, the best-selling Internet marketing book.



AL JARREAU

WV



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Management: Bill Darlington



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management • marketing • sales

The first of R&R's semiannual Marketing theme issues appears this week. It all kicks off in our Management, Marketing & Sales section, where we spotlight two marketing vehicles: from the sublime (BMW's use of radio to promote its new products) to the flamboyant (Hershey's huge traveling "Kissmobile"). This week's MMS section also has the added bonus of articles from three management experts: Dick Kazan, Chris Witting and a Perspective piece from Roger Wimmer.

Pages 12-18

RADIO MARKETING: FORMAT-BY-FORMAT

R&R's format editors also get into the marketing mode this week. Here's a capsule of what you'll find inside:

- Smarter use of TV Page 29
- Marketing guru Melissa Burrill Page 44
- African Americans meet the "dot-coms" Page 60
- Country's attractive qualitative Page 72
- Making your website make money Page 85
- Permission marketing Page 95
- Marketing at the group level Page 100
- Guerilla marketing in Boston Page 111

IN THE NEWS

- Mel Ilberman, Robert Bowlin, Rick Dobbis take new positions at Sony Music
- R.J. Curtis joins KZLA/L.A. for the third time
- Mike Fowler becomes VP/GM of WJMK/Chicago

Page 3

THIS #1 WEEK

CHR/POP

- SAVAGE GARDEN | Knew I Loved You (Columbia)

CHR/RHYTHMIC

- DESTINY'S CHILD | Say My Name (Columbia)

URBAN

- DESTINY'S CHILD | Say My Name (Columbia)

URBAN AC

- ANGIE STONE | No More Rain... (Arista)

COUNTRY

- DOBE CHICKS | Cowboy Take Me Away (Monument)

AC

- SAVAGE GARDEN | Knew I Loved You (Columbia)

HOT AC

- SANTANA | VROB THOMAS Smooth (Arista)

NAC/SMOOTH JAZZ

- DAVID BENOIT | Miles After Dark (GRP/VMG)

ROCK

- METALLICA | No Leaf Clover (Elektra/EEG)

ACTIVE ROCK

- METALLICA | No Leaf Clover (Elektra/EEG)

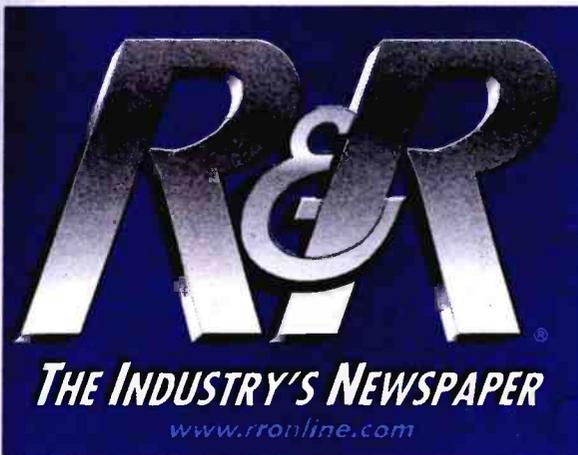
ALTERNATIVE

- BLINK-182 | All The Small Things (MCA)

ADULT ALTERNATIVE

- R.E.M. | The Great Beyond (Warner Bros.)

NEWSSTAND PRICE \$6.50



www.ronline.com

Rivers Relinquishes AMFM's CPO Chair

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



Rivers

Steve Rivers, one of the architects of AMFM's corporate structure, announced he will step down from his position as Chief Programming Officer at the end of the month. David Lebow, who is Rivers' partner in AMFM's Office of Product & Strategy, will continue to oversee the division.

Rivers stressed that the decision to step down was his alone, and that he will have a continuing role at AMFM as a consultant and advisor on special projects. He joined the company when AMFM, then known as Evergreen Media, purchased Pyramid

RIVERS/See Page 42

Time Warner, EMI in Merger Worth \$20 Billion

■ Company will have about 25% global market share; 3,000 layoffs expected

STEVE WONSIEWICZ
R&R MUSIC EDITOR
swonz@ronline.com

E-gads. Just when many people had thought the marriage of e-commerce and the traditional record business had reached a crescendo when America Online announced that it planned to buy Time Warner two weeks ago (R&R 1/14), here comes another blockbuster deal. This time it's Time Warner and EMI Group, which are merging their music operations in a 50-50 joint venture that will create one of the world's largest record companies, valued at around \$20 billion.

Under terms of the deal, announced in London on Monday (1/24), Time Warner will pay EMI shareholders one British pound (£1) per share (just over \$1 billion in total) and will control six of the 11 seats on the board of the new



Ames



Berry

company, to be called Warner EMI Music. Time Warner also will have the right to another 8% of the venture if EMI stock reaches £9 within three and a half years of the deal's completion. The company, which will remain publicly traded, will be listed on the London Stock Exchange.

Time Warner President Richard Parsons and EMI Group Chairman Eric Nicoli will serve as co-Chairman of Warner EMI Music. Warner Music Group Chairman/CEO Roger Ames will be CEO, and EMI Recorded Music CEO Ken Berry will be COO. The company will be based in New York; its non-U.S. operations — such as EMI's retail chain, HMV — will be located in London.

The combined company will have around TW-EMI/See Page 38



Among artists involved in the Time Warner-EMI deal are Madonna, Smashing Pumpkins, Garth Brooks and Metallica.

Citadel Continues Spree With \$176M Bloomington Buy

If the radio industry was anything like the hit TV game show *Who Wants to Be a Millionaire*, Citadel Communications CEO Larry Wilson would certainly be playing the part of host Regis Philbin.

These days Wilson seems to be making lots of radio people millionaires. He was at it again this week, buying Bloomington Broadcasting for \$176 million cash. The deal gives Citadel 20 stations in five new markets, including Grand Rapids; Columbia, SC; Johnson City-Kingsport-Bristol; Chattanooga, TN; and Bloomington, IL. Bloomington President Ken Maness will join Citadel in a senior management role. Citadel

CITADEL/See Page 42

More Than A Thousand LP-100s To Be Granted

■ Commission votes 3-2 in favor of low-power; NAB looks to 'undo damage'

FCC Chairman Bill Kennard and Commissioners Susan Ness and Gloria Tristani surprised no one last week when they voted in favor of a plan that will dot America with perhaps more than 1,000 100-watt FM stations — and even more 10-watt FM outlets — that will be licensed to community-based groups, schools, universities and church organizations. Their goal, they said, is to "promote access to the media by all Americans."

Licensing could begin as early as May, when the FCC plans to establish a five-day "open window" for applications for the non-commercial, nontransferable licenses. Licenses will be awarded on a point system for applicants that show established community roots or length of local residence, the number of proposed hours of service and the amount of proposed locally produced programming. Applicants must produce a minimum of eight hours of local programming and must operate at least 36 hours a week. They will be subject

LPFM/See Page 8

FCC Passes New EEO Rules

If at first you don't succeed, try, try again. FCC Chairman Bill Kennard apparently took those words to heart in his formative years, and last week he spearheaded the commission's effort to enact new EEO rules that replace the ones deemed unconstitutional by a DC Appeals Court in 1998.

The new rules, passed by a margin of 4-1, with Commissioner Harold Furchtgott-Roth dissenting, require broadcasters to do outreach to a variety of community organizations when looking to fill a job opening. The new rules differ from the ones that were ruled unconstitutional because they do not require a broadcaster to hire a staff that mirrors the racial makeup of the community it serves.

Instead, the EEO regulations give broadcasters some flexibility in choosing how to best conduct outreach. The new regulations merely require broadcasters to reach out to minorities and women in hiring for openings. Stations can either send vacancy announcements to recruiting organizations that ask

EEO/See Page 42

Sinclair Sues Emmis Over St. Louis Deal

■ Baker also named in suit; Emmis to counter

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

The dispute between Sinclair Broadcast Group and Emmis Communications over seven St. Louis broadcast outlets has ended up where many disputes do: in the courts.

Sinclair last week filed a lawsuit in the Circuit Court of Baltimore County against both Emmis and former Sinclair CEO Barry Baker, claiming that Baker had no standing to assign his rights to the six St. Louis radio stations and one TV station to Emmis. On Jan. 19, a day after the suit was filed, Emmis said it would file a countersuit against Sinclair. Sinclair has also asked the court for a \$40 million cash settlement from Emmis.

At issue is the fate of WRTH-AM, KIHT-FM, KPNT-FM, KXOK-FM, WIL-FM, WVRV-FM and KDNL-TV in St. Louis. In June, Emmis bought the right to purchase those stations from Baker, who had a clause written into his contract saying he could

EMMIS/See Page 42

Ricky Martin Private Emotion

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Curtis Returns To KZLA/L.A. As OM/PO

KCYY/San Antonio OM R.J. Curtis is returning to Los Angeles as OM/PO of Bonneville Country outlet KZLA, a station he previously worked for between 1980-87 and 1993-95. The PD post has been open since Bill Fink resigned five months ago.

"We are very excited to have R.J. head KZLA's programming team," VP/GM Dave Ervin commented. "His talent and knowledge of the L.A. and Orange County market will be a great asset, as will his 20+ years in the Country radio format."

Curtis, who starts Feb. 7, told R&R, "I'll miss Cox. Working for them has made me a better broadcaster, and I hope to apply what I've learned here to make KZLA even better. There are a lot of very special things about going back to KZLA. I've spent 10 of my 22

CURTIS/See Page 28

Beyond's Call Of Duty: Silva Named VP/Nat'l Promotion

Beyond Records has tapped George Silva as VP/National Promotion. Based in Los Angeles, Silva will report to Head/Promotion Jack Satter. "I am thrilled to be working with Jack Satter again," Silva said. "Jack and I worked together at EMI Records, launching

Roxette and The Red Hot Chili Peppers among others. It was also during that time I first met [Beyond founder] Allen Kovac, and I am flattered to be a part of his team here at Beyond Music. Allen has always been an innovator in bringing new concepts to an industry that needs fresh ideas."

SILVA/See Page 28

For The Record

WPW Broadcasting President/CEO David Madison was incompletely identified in a recent article on small radio groups (R&R 1/14). R&R apologizes for the error.

The Right Stuff



Several R&R staffers were fortunate enough to catch former Roxy Music frontman Bryan Ferry at a recent gig in L.A. Hanging out backstage are (l-r) R&R GM Sky Daniels, R&R's Dawn Garrett, Ferry, R&R's Missy Haffley and Jessica Gilbert-Harrell and Virgin's Jeffrey Naumann.

Ilberman: Sony Music Ent. Vice Chair

■ Bowlin, Dobbis take top International posts

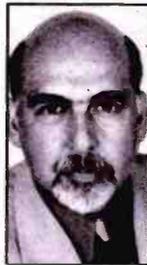
Sony Music Entertainment has promoted a trio of its most senior executives, elevating Mel Ilberman to SME Vice Chairman, Robert Bowlin to Sony Music International Chairman and Rick Dobbis to SMI President.

"Mel Ilberman's contributions to the growth and expansion of Sony Music Entertainment have been immeasurable," SME Chairman/CEO Thomas Mottola said. "During his tenure as Chairman of Sony Music International, Mel was one of the chief architects of our global expansion. His new role will enable him to work even more closely with me in developing the overall strategic direction of the company, as well as managing Sony Music Entertainment's day-to-day operations in a wide array of areas. Mel will play a key role in helping transition the company into the digital era."

"The promotion of Bob Bowlin recognizes the significant role he has played in the development and



Ilberman



Dobbis

expansion of Sony Music International. Working closely with Mel, Bob has contributed to the near doubling of International's sales, an increase of 30% in market share, and to the establishment of operations in Indonesia, India, the Philippines and a cooperative arrangement in China. He has also played a key role in identifying and developing new sources for local repertoire, and in helping to establish an infrastructure through which local

SONY/See Page 22

Fowler Heads To 'JMK/Chicago As VP/GM

Mike Fowler, most recently VP/GM for AMFM's Rhythmic Oldies WUBT-FM/Chicago, has been named to a similar post for Infinity/CBS' crosstown Oldies WJMK-FM. Fowler, who will arrive at WJMK on Feb. 4, replaces Weezie Kramer, who resigned earlier this month to join Entercom as a Regional VP in Chicago (R&R 1/14).



Fowler

"We think Mike has the leader-

ship skills and the Oldies market knowledge to be a great success at WJMK." Infinity/CBS co-COO John Gehron told R&R. "He's a terrific manager, and we're glad to have him."

Fowler spent the last five years as VP/GM for WUBT (The Beat) and its predecessors, WWBZ and WRX. His 24-year radio career includes stints as VP/GM for KZOK/Seattle and GSM for WKQX/Chicago.

JANUARY 28, 2000

NEWS & FEATURES

Radio Business	4	Sound Decisions	38
Business Briefs	4	Grammy Contest	41
Transactions	6	Nashville	74
MMS	12	Publisher's Profile	128
Show Prep	24	Opportunities	123
Zine Scene	24	Marketplace	124
National Video Charts	26		
Street Talk	32		

FORMATS & CHARTS

News/Talk	29	Adult Contemporary	85
CHR	44	AC Chart	86
Callout America	46	AC Tuned-In	87
CHR/Pop Chart	49	Hot AC Chart	90
CHR/Pop Tuned-In	51	Hot AC Tuned-In	92
CHR/Rhythmic Chart	55	Pop/Alternative*	94
CHR/Rhythmic Tuned-In	57	NAC/Smooth Jazz	95
Urban	60	NAC/Smooth Jazz Chart	96
Urban Chart	62	NAC/Smooth Jazz Action	97
Urban Action	64	Rock	100
Urban Tuned-In	66	Rock Chart	101
Urban AC Tuned-In	69	Rock Tuned-In	102
Urban AC Chart	70	Active Rock Tuned-In	105
Country	72	Active Rock Chart	106
Country Chart	75	Rock Specialty Show	109
Country Indicator	76	Alternative	111
Country Action	77	Alternative Chart	112
Country Tuned-In	79	Alternative Action	114
		Alternative Tuned-In	115
		Alternative Specialty Show	119
		Adult Alternative	121
		Adult Alternative Chart	121

The Back Pages 126

Farmclub Calls Up Schuon As Pres./COO

Universal Music Group has appointed Andy Schuon as the first President/COO for its new online record company, Jimmy and Doug's Farmclub.com. Based in Los Angeles, he reports to Interscope-Geffen-A&M co-Chairman Jimmy Iovine, who also serves as Jimmy and Doug's Farmclub.com Chairman/CEO. The label's website and TV program, which will be televised on the USA Network, officially debuts on Monday (1/31). "Jimmy and Doug's Farmclub.com is about discovering and developing



Schuon

artists on- and off-line by integrating the community power of the Internet with traditional entertainment outlets," Iovine said. "It's a new formula that requires someone like Andy, who has been a visionary in developing and packaging new programming for record labels, cable network music channels and radio stations. We're glad to have connected with such a talented executive."

Schuon noted. "I am thrilled to be a part of this very entrepreneurial and forward-thinking music

SCHUON/See Page 22

Radio Industry Goes To The Press

■ Emmis owns L.A.; Craven, Thompson buy weeklies

When one thinks of the major forms of media, it's usually radio, television and newspapers that are top-of-mind. However, magazines and alternative news publications remain a vital and successful sector of the information business — and radio executives have taken notice. On Monday (1/24), Emmis Communications announced that

it had purchased *Los Angeles* magazine from The Walt Disney Co. for an undisclosed price. The magazine, with a circulation of 180,000, becomes Emmis' sixth print property. The deal teams the Southern California publication with such high-profile glossies as *Texas*

PUBLICATIONS/See Page 22

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AMFM Forms Strategic Alliance With Traffic.com

□ **New service uses radar sensors to determine travel times**

BY MAIT SPANGLER & JEFFREY YORKE
R&R WASHINGTON BUREAU CHIEF
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AMFM and Traffic.com will jointly put the pedal to the metal in Philadelphia in April, when all six AMFM stations in the market will debut Traffic.com's new high-tech "real traffic, real time" service. The service strategically places radar-based sensors along travel routes; data from the sensors is then used to estimate travel times. That information, coupled with conventional "incident" or "event" reports of stalled vehicles, closed roads and emergency services, will be provided to AMFM's audience. The stations currently use event reports filed by Westwood One's Metro Networks and/or Shadow Traffic.

"It's part of the changing technology and changing business opportunities. We have to re-examine the way we do things," AMFM VP/Media Partnerships Gary Lee told R&R. The service will receive AMFM inventory in exchange for the reports, while AMFM gets warrants to purchase an equity position in Traffic.com.

Lee said AMFM is looking at new ways to present the information, and he believes that current radio traffic

reports are "filled with jargon, and are outmoded and meaningless. We'd like to give the presentation an overhaul."

But AMFM hasn't necessarily hit the brakes with the Westwood One-owned companies. "It may be that we continue with some presence of Metro and/or Shadow. We are not going to cut off our nose to spite our face. We are looking at blending the Traffic.com relationship with existing relationships."

Lee is mum on industry rumors that AMFM is negotiating a deal that could put Metro Source, the digital "newsroom in a box," into many AMFM stations.

Traffic.com, which counts a number of high-ranking former Shadow employees among its management, could begin its national rollout as early as March in Pittsburgh, where it is talking with a group of stations, confirms company spokesman Jim Smith.

The upstart company, backed by Internet Capital Group, TL Ventures and Bessemer Venture Partners, could expand to as many as 10 markets by year's end and is expected to grow into more than 40 AMFM markets during the next few years. Smith said the technology is capable of extending specific and personalized computing information to subscribers via e-mail, cell phones and paging units.

Kennard's Agenda 2000

□ **Streamline merger reviews, pare down FCC**

BY JEREMY SHWEDER
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FCC Chairman William Kennard can already check two items off his "to do" list for the year 2000.

Last week the FCC voted to adopt new EEO rules and approved the country's first LPFM service, two of Kennard's highest priorities. That leaves the streamlining of mergers and revamping of the FCC's licensing bureau among Kennard's top desires for the rest of the year.

The FCC chairman looked back at 1999 and laid out his strategy for the coming year last week in a sort of "State of the FCC" speech. This

is the third consecutive year Kennard has made such a speech. Kennard said that he would be focusing on telephone and broadband issues, but also touched on some points that could affect the radio industry.

Quicker Merger Reviews

The FCC will continue to make merger reviews a priority, Kennard said, and he expected that several

major mergers, including the Viacom-CBS deal, would be reviewed by the first or second quarter of this year. The FCC is trying to review all mergers within six months, Kennard said, and the agency recently created a special merger review team to streamline mergers. R&R asked Kennard when he expected to complete the review of the Clear Channel-AMFM merger, but he said he could not give a definitive answer.

Other than streamlining mergers,

KENNARD/See Page 8

Bloomberg

BUSINESS BRIEFS

Four Groups File Against Clear Channel-AMFM Merger

Four petitions to deny the Clear Channel-AMFM merger have been received by the FCC since the commission opened the proceeding up to public comment. The groups objecting range from local broadcasters worried about competition in their markets to industry groups that think Clear Channel already controls too much. Clear Channel lawyers were expected to reply this week. Here is a brief summary of each case:

- The National Hispanic Policy Institute argues that Clear Channel, which says it owns only 29% of Hispanic Broadcasting, actually owns more and should have to divest stations in markets where both companies have interests. The FCC allows up to 33% ownership before ownership becomes attributable.

- Roslin Radio Sales, a New York City-based national rep firm, wants the FCC to force Clear Channel to sever the ties between AMFM-owned Katz Media and the 125 or so stations that Clear Channel divests. Roslin says there will be less competition if Katz is allowed to represent both affiliated and unaffiliated Clear Channel stations.

- Mid Atlantic Network, which owns four stations in the Winchester, VA market, wants the FCC to block the transfer or force Clear Channel to sell WUSQ-FM/Winchester, because Clear Channel would control too much ad revenue in the market.

- Fifth Avenue Broadcasting, which owns four stations in the Huntington, WV-Ashland, KY market, also wants the FCC to block the transfer of 10 AMFM-controlled stations, because the transfer would hurt competition.

Robert Iger Named Disney President

Walt Disney Chairman Michael Eisner has promoted ABC Group Chairman Robert Iger to President/COO of Disney, working under Eisner. That could propel ABC Broadcasting President Bob Callahan into Iger's old slot or the vacant ABC Inc. President position, paving the way for ABC Radio President John Hare to replace Callahan.

USA Digital Radio To Work On Worldwide AM Digital Standard

USA Digital Radio, which is trying to create DAB technology for the U.S., said Monday that it was working with Digital Radio Mondiale, an international consortium of broadcast industry organizations, to develop a digital AM standard. "Our aim," said Peter Senger, Chairman of DRM, "is to ensure that a receiver bought anywhere in the world will work anywhere in the world." A spokesman for USA Digital Radio told R&R that many countries have already shown interest in using USADR's IBOC technology.

Real Networks Wins Injunction Against Streambox

Seattle-based Streambox has been blocked from marketing and distributing its VCR and Ferret software, thanks to an injunction granted last week in the same Seattle court that issued a restraining order against the company in December. Streambox nonetheless hailed the decision as "a big win ... for the entire Internet community," because the company can still distribute its Ripper software. Ripper allows a user to convert audio files from the Real Networks to the Windows Media Player format. VCR records the files, enabling them to be saved on a hard drive or burned to a CD, and Ferret permits visitors to Real's site to search Streambox's database of web music links instead of the Snap.com database. Real said VCR illegally records files that were only intended to be streamed, while Ferret breaches Real's contract with Snap. A final ruling in the case could be rendered in a year.

Regent Raises \$136 Million In IPO Offering

Covington, KY-based Regent Communications raised \$136 million with an IPO Monday, selling 16 million shares as RGCI on the OTC exchange. Proceeds from the offering will be used to pay down debt and for new acquisitions. On Tuesday the share price rose more than 41% to close at \$12 in the first day of public trading. Shares in the 42-station group opened Tuesday at \$10.50 — giving the company a market value of \$312.3 million.

Continued on Page 8

EARNINGS

ABC Drives Disney Profit

■ Tribune radio growth slow compared to TV group; Arbitron gains in Q4

Fiscal first-quarter profits at **Walt Disney Co.** (NYSE: DIS) were up 7%, the company said this week, as the broadcast division, which includes radio and TV, drove the results. Net income rose to \$515 million for the quarter, or 25 cents per share, 5 cents more than First Call expectations. Last year at this time Disney had net income of \$470 million, or 23 cents per share. While Disney's video and merchandise sales continued to suffer, the company said that results from the broadcast side drove the growth in the first quarter. Revenue for Disney was up 5% to \$6.8 billion, and operating income was up 8% to \$1.1 billion.

Revenues at **Tribune's** (NYSE: TRB) four radio outlets in Chicago and Denver rose only 2% in 1999, to \$53.5 million from \$52.6 million in '98, while EBITDA fell 7%, to \$17.7 million from \$19.1 million. Fourth-quarter numbers were slightly more attractive: Revenues grew 11%, to \$13.3 million from \$12 million, while EBITDA increased \$5.4 million from \$5.1 million. By contrast, Tribune's TV group — which benefited from high growth at its WB network affiliates — saw 15%-19% cash flow and revenue gains for the quarter and year. PaineWebber analyst Lee Westerfield told R&R that radio also suffered in comparison to TV due to higher promotional costs and the disposal of WQCD-FM/New York in 1998.

Arbitron parent **Ceridian Corp.** (NYSE: CEN) reported fourth-quarter net earnings of \$36.5 million, or 25 cents per share, compared to \$39.8 million, or 27 cents per share, last year at that time. Net revenue was up, however, jumping to \$361 million from \$309 million last year. Arbitron posted slightly increased results, as the segment gained \$57 million in net revenue, compared to \$51.6 million last year in the fourth quarter. For the year, Arbitron had net revenues of \$215.4 million, up nearly 11% from 1998 net revenue of \$194.5 million. For the year, Ceridian had net revenue increase 15% to 1.3 billion, while earnings fell 21% to \$149 million.

R&R Radio Stock Index

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

	Change Since				
	One Year Ago	One Week Ago	1/7/00	One Year Ago	One Week Ago
Radio Index	275.93	406.87	393.80	+47.45%	+3.32%
Dow Industrials	9358.83	11,251.71	11,722.98	+20.23%	-4.02%
S&P 500	1279.64	1441.36	1465.20	+12.64%	-1.63%

YOU SIT WAY BACK IN YOUR CHAIR AND SMILE...

It's a smile you feel. "YES!" You've just seen the advances from Arbitron and they confirm what you already knew. Your decision to get a new research partner – one who really understood what it took to win – has paid off big time. You prepared, while others were sleeping. And the sound advice they gave your team in that preparation made all the difference.

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DEAL OF THE WEEK

- **Bloomington Broadcasting Stations**
\$176 million

2000 DEALS TO DATE

Dollars To Date: **\$361,932,528**
(Last Year: \$97,253,527)

Dollars This Week: **\$244,277,500**
(Last Year: \$8,337,527)

Stations Traded This Year: **116**
(Last Year: 102)

Stations Traded This Week: **46**
(Last Year: 17)

TRANSACTIONS AT A GLANCE

- KVOK-AM & KRXX-FM/Kodiak, AK \$500,000
- KTAN-AM & KZMK-FM/Sierra Vista and KWCD-FM/Bisbee, AZ \$2.95 million
- KAYR-AM/Van Buren (Fort Smith), AR \$160,000
- KIEZ-AM/Carmel Valley (Monterey-Salinas), CA \$700,000
- WLVS-AM/Lake Worth (West Palm Beach), FL \$400,000
- WOCA-AM/Ocala (Gainesville), FL \$742,500
- FM CP/Wallace, ID \$50,000
- KKAY-FM/Donaldsonville (Baton Rouge), LA \$1.2 million
- WRCA-AM/Waltham (Boston), MA \$6 million
- FM CP/Faribault, MN \$2.2 million
- KARP-FM/Glencoe, MN \$20 million
- KATK-AM & FM/Carlsbad, NM \$475,000
- WENE-AM & WMRV-FM/Endicott, WBBI-FM/Endwell, WKGB-FM/Susquehanna and WMXW-FM/Vestal (Binghamton), NY \$20 million
- WBRQ-FM/Cidra (Caguas), PR \$3.6 million
- KLNT-AM & KNEX-FM/Laredo, TX \$3 million
- KSAH-AM/Universal City (San Antonio), TX \$5 million
- WZZI-FM/Vinton (Roanoke), VA \$1.3 million

TRANSACTIONS

Citadel Bulks Up With Bloomington Buy

- **\$176 million deal nets 20 stations in five markets; Clear Channel performs 'Majac' in the Southern Tier**

Deal Of The Week

Bloomington Broadcasting Stations

PRICE: \$176 million
TERMS: Asset sale for cash
BUYER: Citadel Communications Corp., headed by CEO Larry Wilson. It owns 196 stations. Phone: (702) 804-5200
SELLER: Bloomington Broadcasting, headed by President Ken Maness. Phone: (309) 829-1221

Illinois

WJBC-AM & WBND-FM
Bloomington and
WBWN-FM/Le Roy
(Bloomington)

FREQUENCY: 1230 kHz; 101.5 MHz; 104.1 MHz
POWER: 1kw; 50kw at 466 feet; 25kw at 328 feet
FORMAT: News/Talk; CHR/Pop; Country

Michigan

WBBL-AM & WLAV-FM/
Grand Rapids, WKLQ-FM/
Holland and WODJ-FM/
Greenville (Grand Rapids)

FREQUENCY: 1340 kHz; 96.9 MHz; 94.5 MHz; 107.3 MHz
POWER: 1kw; 50kw at 489 feet; 50kw at 500 feet; 50kw at 492 feet
FORMAT: Sports; AC; Rock; Oldies

South Carolina

WISW-AM & WOMG-FM/
Columbia, WLXC-FM/
Lexington and WTCB-FM/
Orangeburg (Columbia)

FREQUENCY: 1320 kHz; 103.1 MHz; 98.5 MHz; 106.7 MHz
POWER: 5kw day/2.5kw night; 6kw at 300 feet; 6kw at 328 feet; 100kw at 787 feet
FORMAT: Sports; AC; Urban AC; AC

Tennessee

WGOC-AM/Blountville,
WJCW-AM & WQUT-FM/
Johnson City and WKIN-
AM & WKOS-FM/
Kingsport (Bristol)

FREQUENCY: 640 kHz; 910 kHz; 101.5 MHz; 1320 kHz; 104.9 MHz
POWER: 10kw day/810 watts night; 5kw day/1kw night; 100kw at 1,500 feet; 5kw day/500 watts night; 2.74kw at 492 feet

FORMAT: Country; News/Talk; Rock; Talk/Sports; Oldies

WGOW-AM & WSKZ-FM/
Chattanooga, WGOW-
FM/Soddy-Daisy and
WOGT-FM/East Ridge
(Chattanooga)

FREQUENCY: 1150 kHz; 106.5 MHz; 102.3 MHz; 107.9 MHz
POWER: 5kw day/1kw night; 100kw at 1,080 feet; 6kw at 285 feet; 2.85kw at 968 feet
FORMAT: Talk; Classic Rock; Talk/Sports; Oldies

Alaska

KVOK-AM & KRXX-FM/
Kodiak

PRICE: \$500,000
TERMS: Asset sale for cash
BUYER: Kodiak Island Broadcasting Partnership, headed by Richard Kale. Phone: (206) 842-1436
SELLER: Cobb Communications Inc., headed by President Thomas Tierney. Phone: (907) 486-5159
FREQUENCY: 560 kHz; 101.1 MHz
POWER: 1kw; 3.1kw at 228 feet
FORMAT: Country; AC

Arizona

KTAN-AM & KZMK-FM/
Sierra Vista and KWCD-
FM/Bisbee

PRICE: \$2.95 million
TERMS: Asset sale for cash
BUYER: Commonwealth Communications LLC, headed by Dex Allen. It owns eight other stations.
SELLER: DB Broadcasting LLC, headed by Marvin Strait. Phone: (520) 458-4313
FREQUENCY: 1420 kHz; 100.9 MHz; 92.3 MHz
POWER: 1.5kw day/500 watts night; 3kw at 46 feet; 50 watts at 2,217 feet
FORMAT: Talk/Sports; Hot AC; Country
BROKER: Kallil & Co.

Arkansas

KAYR-AM/Van Buren
(Fort Smith)

PRICE: \$160,000
TERMS: Asset sale for cash
BUYER: Cumulus Media, headed by Vice Chairman Richard Weening. It

owns over 300 other stations, including KBBQ-FM, KLSZ-FM & KOMS-FM/Fort Smith and KZRA-AM, KFAY-AM & FM, KAMO-FM, KKEG-FM & KMCK-FM/Fayetteville. Phone: (414) 615-2800
SELLER: LKR Communications Inc., headed by Larry Ruth. Phone: (501) 474-3422

FREQUENCY: 1060 kHz
POWER: 2.5kw
FORMAT: Religious

California

KIEZ-AM/Carmel Valley
(Monterey-Salinas)

PRICE: \$700,000
TERMS: Asset sale for cash
BUYER: Rodriguez Communications, headed by President Marcos Rodriguez. It owns four other stations. Phone: (214) 630-9400
SELLER: Wagenvoort Advertising Group, headed by President Dave Wagenvoort. It owns three other stations, including KNRV-AM/Monterey-Salinas. Phone: (727) 410-2166
FREQUENCY: 540 kHz
POWER: 10kw day/500 watts night
FORMAT: Talk
BROKER: John Pierce & Co. and Force Communications

Florida

WLVS-AM/Lake Worth
(West Palm Beach)

PRICE: \$400,000
TERMS: Asset sale for cash
BUYER: Radio Fiesta Inc., headed by President James Johnson. Phone: (561) 625-5900
SELLER: Goldcoast Broadcasting Co., headed by Jerry Phillips. Phone: (901) 683-9040
FREQUENCY: 1380 kHz
POWER: 1kw day/103 watts night
FORMAT: Tejano

WOCA-AM/Ocala
(Gainesville)

PRICE: \$742,500
TERMS: Asset sale for cash
BUYER: Westshore Broadcasting Inc., headed by President Ronald Roeman. He owns two other stations. Phone: (813) 576-2234
SELLER: Greater Ocala Broadcasting Corp., headed by President Robert Hauck. Phone: (352) 732-8000
FREQUENCY: 1370 kHz
POWER: 5kw day/30 watts night
FORMAT: Talk
BROKER: Hadden & Assoc.

Idaho

FM CP/Wallace

PRICE: \$50,000
TERMS: Asset sale for cash
BUYER: CSN International, headed by President Charles Smith. It owns 13 other stations. Phone: (714) 979-0706
SELLER: Hawkeye Radio Properties Inc., headed by President Dale Ganske. He has interests in one other station. Phone: (608) 831-8708
FREQUENCY: 97.7 MHz
POWER: 50kw at 922 feet

Louisiana

KKAY-FM/
Donaldsonville (Baton
Rouge)

PRICE: \$1.2 million
TERMS: Asset sale for cash
BUYER: Guaranty Broadcasting Co., headed by President George Foster. It owns 10 other stations, including WDGL-FM & WXCT-FM/Baton Rouge. Phone: (225) 383-0355
SELLER: LaFourche Valley Enterprises Inc., headed by President Kay LeBlanc. Phone: (225) 473-6397
FREQUENCY: 104.9 MHz
POWER: 6kw at 299 feet
FORMAT: Oldies

Massachusetts

WRCA-AM/Waltham
(Boston)

PRICE: \$6 million
TERMS: Asset sale for cash
BUYER: Beasley Broadcast Group, headed by CEO George Beasley. It owns 36 stations. Phone: (941) 263-5000
SELLER: Add Radio Group, headed by President Peter Arpin. It owns three other stations, including WLYN-AM. Phone: (617) 492-3300
FREQUENCY: 1330 kHz
POWER: 5kw
FORMAT: Spanish Misc. (brokered)
BROKER: Bergner & Co.

Minnesota

FM CP/Faribault

PRICE: \$2.2 million
TERMS: Asset sale for cash
BUYER: Milestone Radio II LLC, headed by President Daniel Peters. It owns two other stations. Phone: (801) 304-5600
SELLER: James Ingstad. Phone: (701) 237-3775

KARP-FM/Glencoe

PRICE: \$20 million
TERMS: Asset sale for cash
BUYER: Blue Chip Broadcasting, headed by CEO Ross Love. It owns 16 other stations. Phone: (513) 679-6006
SELLER: Linder Broadcasting Group, headed by CEO John Linder. It owns 13 other stations. Phone: (507) 345-4537
FREQUENCY: 96.3 MHz
POWER: 29.5kw at 584 feet
FORMAT: Country
BROKER: Jim Wychor Communications

New Mexico

KATK-AM & FM/
Carlsbad

PRICE: \$475,000
TERMS: Asset sale for cash
BUYER: Stubbs Broadcasting Co., headed by Don Stubbs. Phone: (970) 264-5360
SELLER: Radio Carlsbad Inc., headed by President Steve Swayze. Phone: (505) 855-2151
FREQUENCY: 740 kHz; 92.1 MHz
POWER: 1kw day/250 watts night; 3kw at 285 feet
FORMAT: Adult Standards; Country
BROKER: Explorer Communications

New York

WENE-AM & WMRV-FM/
Endicott, WBBI-FM/
Endwell, WKGB-FM/
Susquehanna and WMXW-
FM/Vestal (Binghamton)

PRICE: \$20 million

Continued on Page 8



CHRIS CONLEY

How Doing 1 Or 2 Music Tests Per Year Can Be Hurting Your Ratings

■ More frequent music testing identified as key to success of Philadelphia's #1 rated 25-54 station*

Our philosophy at B-101 is that TSL is to be guarded at all costs. The single most important investment we make to ensure high levels of listening is with our library music testing.

We test and freshen the library very regularly. This allows us to move a certain number of songs from Power to Secondary and vice versa. Some songs usually fall out and some songs always find their way from the shelf to the air. Frequent testing should really be the rule and not an option, particularly for any gold-based station. The way music is moving these

days, and as listeners' tastes evolve at an unbelievable pace, stations just can't sit for five or six months and let the music mix get stale. When it does, the listeners can't put their finger on it, but it just sounds old and repetitious.

Here's the worst part of letting your music get stale: there is a real opportunity for fatigue with heavy listeners

(core P-1's) when stations go more than a couple of months without a music test. And, it's important to remember that it's your core that gives you on average 75% of your quarter hours (higher on most ACs). When you are only playing 400 or 500 songs at a time, it really shouldn't be the same 400 or 500 for more than a couple of months in a row, especially

if you are in a tough battle with other stations in your format. If you're not in a direct format battle it still can sub-optimize ratings. It's just not great to listen (for long periods of time, especially) to a station that sounds tired and stale. We believe this so strongly that we do five tests a year now using Music-Tec. We've been using Music-Tec tests for 12 straight

books (over three years) and have gone up in share in our target every year. Our music NEVER gets stale. I know that's not affordable for every station, but before you spend money on TV and outside advertising, you've got to get your product as sharp as it can be. That means at least three tests per year.

* Rank is from Spring 1999 Arbitron, Mon-Sun, 6AM-Mid, 25-54 Persons.

"Here's the worst part of letting your music get stale: there is a real opportunity for fatigue with heavy listeners (core P-1's)... it's important to remember that it's your core that gives you on average 75% of your quarter hours..."

Chris Conley

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If you'd like to find out why more radio stations trust Music-Tec to do more music testing than any other research company in America, we'd be glad to give you the information free of charge or obligation. Just call us at 719-579-9555 or e-mail us at freeinfo@musictec.com and we'll send it to you. If you have specific questions, you can ask those too. The more you know about top quality library music testing, the more you'll want to move up to Music-Tec.

Music-Tec

LPFM

Continued from Page 1

to standard indecency rules, but they will not be required to keep a public file or adhere to standard main studio rules.

The plan — unveiled last week at the FCC commissioners' monthly meeting, after having been scratched from December's agenda — is reconfigured substantially from the one originally proposed a year ago. The changes — the biggest of which is dropping plans for 1,000-watt licenses — came after a series of field tests were conducted by the FCC and a variety of special interest groups. Those groups included the NAB, which filed an exhaustive, foot-thick report that detailed a slew of interference claims and possibilities — which the NAB still contends will surface when the first switch is thrown by an LPFM licensee.

A Numbers Game

Allotment of the new stations will be based on spacing on the dial and the distance between stations. While the commission first proposed dropping the second- and third-adjacent protections, it agreed to drop only third-adjacent protections and maintain the first and second. A 20-kilometer buffer between LPFMs will be established when issuing licenses. Those two restrictions combined will likely result in no LP-100s in New York City, Los Angeles, Chicago or San Diego. Four each could be awarded in Miami and Dallas, with three in DC, two in San Francisco and one in Philadelphia. The FCC engineering staff could not provide a complete national breakout of possible market locations for LP-100s this week.

Ten-watt licenses, or LP-10s, will be awarded after the first round of 100-watt licenses are issued. The commission expects to conduct a third round of license-issuing, again for LP-100 outlets, at some point in the future.

LPFM underwriting will mirror that of current noncommercial stations. All licenses will be for eight years and nontransferable, and no current commercial or noncommercial broadcasters need apply. But applications from pirates who quit broadcasting within 24 hours of their FCC warnings will be considered.

During the first two years licenses may own only one LPFM. After two years they can own five licenses. After three years they can own 10 nationally. Four-letter calls will have "LP" appended (example: WXXX-LP).

Before the May window is open, the FCC expects to distribute a software package to help guide new applicants through the licensing process and tell them where LPFMs will be available. In fact, within hours of the FCC's vote, hundreds of women and minorities who had previously voiced an interest in becoming broadcasters

received an e-mail from the FCC alerting them to the new LPFM service.

FCC Panel Not Unified

As expected, Commissioner Harold Furchtgott-Roth voted against the plan, mostly based on potential interference to established signals. He added that initiating the new service was "entirely irresponsible. Such actions harm existing license-holders, not to mention the listening public. This entire proceeding has been marked by a rush to judgment." Also voting "nay," Commissioner Michael Powell said LPFM would cause "economic harm" to small broadcasters, particularly women and minorities: "The threat is not trivial."

The FCC's historic action drew an unusual crowd. It wasn't the usual suits filling the seats at the commissioner's meeting, but an array of advocacy groups and former radio pirates. A light snow descended on Washington, DC early that morning, pushing the meeting back for a half-hour and leading one self-proclaimed former pirate to worry that the vote on LPFM would be canceled. "We're all such conspiracy theorists," said Pete Tridish of the Prometheus Radio Project. "When we saw the snow today, we figured the NAB controlled the weather."

Bonior Applauds LPFM Service

In registering her "yes" vote on the proposal, Tristani exclaimed, "It's a great day for the American radio listening public." Her sentiments echoed on Capitol Hill just a few hours later, when Democratic Whip David Bonior of Ohio, a longtime proponent of LPFM, applauded the FCC actions. Bonior said LPFM "will provide tremendous opportunities for educational institutions, local governments, churches, community groups and emerging artists — without interfering with existing commercial stations. The FCC, and its Chairman, William Kennard, should be commended for doing their job — protecting the public interest. I support their efforts to make the vision of community radio a reality."

However, other legislators on the Hill continued to be miffed by the FCC's action. Peggy Peterson, a spokeswoman for Rep. Mike Oxley, told R&R that Oxley was "open" to LPFM, but he had great concern about interference to established radio stations. Late last year Oxley introduced the Radio Preservation Act to prevent and/or abolish the establishment of LPFM service. Introduced by a bipartisan group of six representatives, that legislation had backing from more than 30 lawmakers by the end of the week. Peterson said, and support was picking up steam.

On Monday (1/24), Consumer Electronics Assn. President/CEO Gary Shapiro said, "We share the FCC's worthy commitment to promoting greater access to the air-

waves, unfortunately, we have found that the method chosen by the commission — specifically, the removal of third-adjacent channel protection — may result in interference to existing FM radio service and would adversely affect consumers' investment in the 710 million FM receivers currently in use in the U.S. These new FM stations will cause interference that may hinder the introduction of terrestrial digital audio broadcasting."

Bloomberg

BUSINESS BRIEFS

Continued from Page 4

Research Director at WorldFinance.com, told Reuters. Kenan Pollack, Money Director at Hoover's Online, described Regent's performance as "supply and demand curves at work," meaning the large size of the offering prevented the shares from enjoying a dramatic first-day "pop."

Command Audio Gets \$56-Million Infusion

Fifty-five weeks after announcing its plan to provide audio on demand over a \$200 hand-held wireless receiver, Command Audio said this week that it has received an additional \$56 million in venture capital. The service debuted in Denver and Phoenix in December, and the closely held Redwood, CA company hopes to expand to other cities this year. CEO Don Bogue said Motorola and a Chase Manhattan Corp. affiliate were among the investors in the latest financing round.

For a \$12 monthly subscription fee, Command Audio plans to offer an array of programming, including National Public Radio newscasts and magazine shows and Dr. Laura Schlessinger. Its original round of financing came in 1998 from such groups as Vulcan Ventures, an investment company owned by Microsoft co-founder Paul Allen.

Four Radio Groups Invest in eTour

Susquehanna Radio, Jefferson-Pilot, Barnstable Broadcasting and Beasley Broadcasting all said last week that they had cut equity-for-advertising deals with eTour, an Internet company that helps users surf the web. The radio groups will receive stock in the company for about \$10 million worth of advertising among the four companies. Michael Bergner, who brokered the deal, told R&R that this deal was special, because the four radio groups weren't investing as a consortium, but as individual investors, meaning they each thought eTour had great potential.

ABC News, NY Times Partner On Web Campaign Coverage

Some ABC News Radio election coverage will be culled for *Political Points*, a webcast appearing on ABCNEWS.com and New York Times On The Web (www.nytimes.com) through the November election. ABC and the New York Times say the programming — which will be webcast live middays — is designed to bridge the gap between the morning *New York Times* and *Good Morning America* and the evening *World News Tonight*. ABC would not comment on whether reporters will receive compensation for the extra work.

NBG Prepares To Jump To Nasdaq

NBG Radio Network is hoping to jump from the volatile OTC Bulletin Board to the more-respected Nasdaq exchange, but first the company needs to be trading at \$4 per share. Currently the radio programming company is trading at around \$3 per share, which is why the Portland-based group has hired OTC Financial Network to direct a shareholder-relations marketing campaign. Fred Coombes of NBG Radio told R&R that he's hoping that the company can make the jump to the Nasdaq by early March.

waves. Unfortunately, we have found that the method chosen by the commission — specifically, the removal of third-adjacent channel protection — may result in interference to existing FM radio service and would adversely affect consumers' investment in the 710 million FM receivers currently in use in the U.S. These new FM stations will cause interference that may hinder the introduction of terrestrial digital audio broadcasting."

'A Sad Day For Radio Listeners'

NAB President/CEO Eddie Fritts, who has been working in overdrive for the past 18 months trying to enlighten, influence, delay and then stop Kennard's efforts, was prepared for the vote. He immediately issued this statement: "This FCC has chosen advancement of social engineering over spectrum integrity. It's a sad day for radio listeners. NAB will review every option to undo the damage caused by low-power radio."

An NAB spokesman said no lawsuit had been prepared, but that NAB legal experts were reviewing the commission's proposal and would take action from there.

— Jeffrey Yorke

Kennard

Continued from Page 4

adding a new LPFM service and creating fresh EEO rules, Kennard did not call for many changes that would affect the radio industry. He did say that he hoped to continue changing the FCC into a "faster,

flatter, more functional agency."

Specifically, Kennard said he wanted to combine the FCC's licensing bureaus into a single agency, much as the enforcement bureau was transformed in 1999 into a single entity covering the entire communications industry.

Kennard also expected to com-

plete a two-year review of the FCC's broadcast ownership rules by March. CBS and other TV groups have been pestering the FCC to loosen the ownership rules for TV, but Kennard said that the agency would act cautiously when it comes to altering any of the current ownership regulations.

Transactions

Continued from Page 6

TERMS: Asset sale for cash
BUYER: Clear Channel Communications Inc., headed by CEO Lowry Mays. It owns 830 stations in the U.S. Phone: (210) 822-2828
SELLER: Majac of Michigan Inc., headed by Marc Steenbarger. Phone: (607) 785-3131
FREQUENCY: 1430 kHz; 105.7 MHz; 107.5 MHz; 92.5 MHz; 103.3 MHz
POWER: 5kw; 35kw at 571 feet; 1.1kw at 545 feet; 3kw at 709 feet; 600 watts at 1,014 feet
FORMAT: Sports; CHR/Pop; Country; Rock; Oldies
BROKER: Kallil & Co.

Puerto Rico

WBRQ-FM/Cidra (Caguas)

PRICE: \$3.6 million
TERMS: Asset sale for cash
BUYER: Arso Radio Corp., headed by CEO Jesus de Soto. He owns 11 other stations, including WLEY-AM, WNEL-AM, WUNO-AM, WFID-FM, WPRM-FM & WZAR-FM/Puerto Rico. Phone: (787) 744-3131
SELLER: American National Broadcasting Corp., headed by Miguel Maldonado. Phone: (787) 720-7444
FREQUENCY: 97.7 MHz
POWER: 4.4kw at 899 feet
FORMAT: Spanish AC

Texas

KLNT-AM & KNEX-FM Laredo

PRICE: \$3 million
TERMS: Asset sale for cash
BUYER: Rodriguez Communica-

tions, headed by President Marcos Rodriguez. It owns four other stations. Phone: (214) 630-9400
SELLER: Rio Grande Media Inc., headed by President Miguel Villarreal Jr. Phone: (210) 820-3505
FREQUENCY: 1490 kHz; 106.1 MHz
POWER: 1kw; 6kw at 174 feet
FORMAT: Talk; Spanish Contemporary
BROKER: Gammon Media Brokers

KSAH-AM/Universal City (San Antonio)

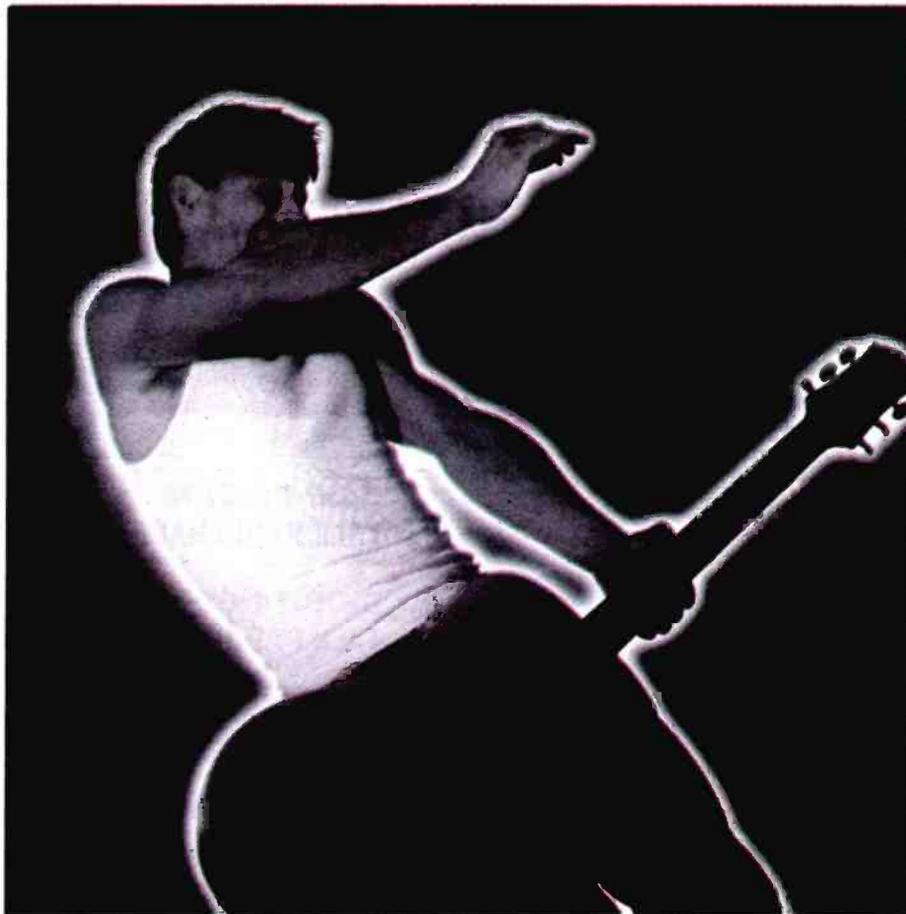
PRICE: \$5 million
TERMS: Asset sale for cash
BUYER: Rodriguez Communications, headed by President Marcos Rodriguez. It owns four other stations. Phone: (214) 630-9400
SELLER: Ganadores Corp., headed by President Miguel Villarreal Jr. He owns two other stations. Phone: (210) 820-3505
FREQUENCY: 720 kHz
POWER: 10kw day/890 watts night
FORMAT: Regional Mexican

Virginia

WZZI-FM/Vinton (Roanoke)

PRICE: \$1.3 million
TERMS: Asset sale for cash
BUYER: Travis Media LLC, headed by Karen Travis. It owns one other station. Phone: (540) 344-2800
SELLER: Carousel Entertainment LLC, headed by Edward Hale. Phone: (540) 344-2800
FREQUENCY: 101.5 MHz
POWER: 628 watts at 706 feet
FORMAT: Country
BROKER: Blackburn & Co.

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GOT TO **STAND OUT**.



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THURSDAY, FEBRUARY 24, 2000

12:00PM
REGISTRATION OPENS

3:00-5:00PM
ANNUAL TALK RADIO ROUNDTABLE
An interactive session featuring a distinguished panel of some of Talk radio's biggest leaders.

6:00-8:00PM
OPENING TALKTAIL RECEPTION

FRIDAY, FEBRUARY 25, 2000

8:30-9:00AM
CONTINENTAL BREAKFAST

9:00-10:30AM
GENERAL SESSION
Opening Remarks and Annual White House Briefing
Featured Speaker: Dan Rather/CBS News

10:45AM-12:00PM
CONCURRENT SESSIONS

- **What Every Talk PD Should Know About Sales**
Learn to better function outside of programming to help your station's marketing and sales efforts.

- **The Talk Innovator's Summit**
Our annual salute to some of the News/Talk trailblazers who are breaking all the rules — and winning while doing it!

12:15-1:45PM
LUNCHEON
Featured Speaker: Mitch Albom/ABC/Radio Today

2:00-3:15PM
CONCURRENT SESSIONS

- **Crisis Management 101**
When an unexpected crisis or breaking news occurs, preparation and planning will define how well your station will respond to the needs of listeners.
- **FM Talk: It Ain't Your Father's Radio Station**
Come see how this new generation of talkers will impact your market and the future of Talk radio.

3:30-4:45PM

CONCURRENT SESSIONS

- **The High-Tech Talk Show of Tomorrow**
New equipment, gadgets and technologies and revolutionary new competition from the Internet and Digital Satellite Radio — it's all part of Talk radio in the new millennium.

- **National Shows, Local Dollars**
Are you maximizing the local revenue potential of your nationally syndicated shows?

5:00-6:00PM
TALK RADIO HAPPY HOUR

9:00-11:00PM
TALK RADIO CIGAR SMOKER

SATURDAY, FEBRUARY 26, 2000

8:30-9:00AM
CONTINENTAL BREAKFAST

9:00-9:45AM
GENERAL SESSION
With featured speaker

10:00-11:15AM
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- Win by knowing psychographics, Page 16
- Advance your radio knowledge, Page 18
- RAB: 10 minutes of fame and fortune, Page 14

MMS

management marketing sales

"I don't know the key to success, but the key to failure is to try to please everyone."
— Bill Cosby

MARKETING

RADIO AS MARKETING PARTNER: A TALE OF TWO VEHICLES

■ **BMW recruits radio stations, jocks for an 'X'-cellent adventure**

By Jeff Axelrod

MMS Editor
jaxelrod@ronline.com

Welcome to R&R's first Marketing theme issue of The 21st century. In many of the format editors' columns this week you'll find helpful advice on how to market your radio stations. In this section we're taking a slightly different approach: We're going to discuss radio's strengths as a marketing partner. You'll find two stories of major companies that sought radio's help in gaining exposure ... and were thrilled with the results.

When BMW first introduced its Z3 roadster, the company and promo agency TMPG teamed up to bring the vehicle to consumers' attention through a series of radio promotions. Did it work? If it hadn't, do you think they would have come back for more? Just last month BMW made radio a focal point of its pre-launch program for the new X5 sport activity vehicle.

"We're trying to expose people to the X5 in some unexpected ways," explains BMW Manager/Marketing Communications Baba Shetty. "Rather than buying media time and packaging a message for stations to play, we allowed stations to come up with promotional ideas.

"We had a lot of confidence that we had a really good story to tell, so what we've done is given a lot of the DJs the opportunity to get behind the wheel of an X5 and spend some time with it."

They were among the first, especially since the company wouldn't start advertising the vehicle through traditional avenues for another month.



"Everything is based on the excitement of having access to a really great product very early in its launch," Shetty says. "People hadn't seen the Z3 or X5 before, so it's a really exciting thing for us to do.

"When we allow the DJs to have some exposure to the product, most of them have a spontaneous enthusiastic reaction. That's kind of the reaction we wanted them to convey on the radio. You really get authentic people ... this wasn't a script. It's a little bit of an adventurous program. We lose control of the message, but we're very confident that people will respond enthusiastically."

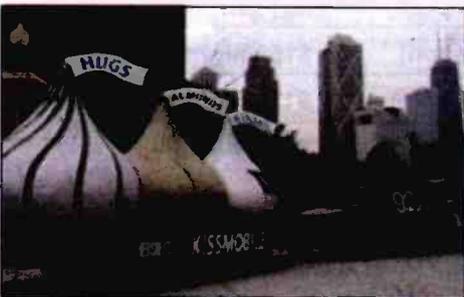
One of the advantages in using radio was that BMW was able to tailor its approach to the most likely buyers in its key markets. "Our sales tend to be skewed toward most of the top markets in the country, so we bought in 12 major metros, and in many of those we purchased more than one

Continued on Page 14

KISSMOBILE, RADIO SHARE SWEET SYNERGY

Hershey's has two large "Kissmobiles," and last year they "kiss-crossed" America, making more than 500 appearances, giving away more than 3 million pieces of chocolate and raising plenty of money for local children's charities. And they couldn't do it without radio.

"Crew members tell me that when they're in a market and they're on a radio station, people come up and say, 'I heard you on the radio! I heard you on the radio!'" says



Hershey's Kissmobile visits Chicago.

Jeff Corder, Director/Marketing for project coordinator Marketing Werks. "They always hear about us on the radio. When we get, 'We saw you on TV,' that's usually the folks who happen to see it on the local news. That's just one hit. On radio, it's shared; it's repeated throughout the day. We get tangible results with radio marketing — it's obviously the reach.

"Our media strategy is a triad — print, TV and radio. And I would really hold radio on an even keel with TV, even surpassing it in certain elements."

Radio is "more creative, more effective and also more quick to react," says Corder, who also praises its flexibility. "Radio is really our creative friend in marketing the Kissmobile. With radio, you can do fun contests; you can personalize the Kissmobile and humanize it. You can't necessarily do that with TV. You can't do the active contesting on TV. You can't necessarily get in it, do a live remote from it, describe what it's like to drive in the Kissmobile and throw Hugs and Kisses to kids. On TV, doing that live is very difficult."

Continued on Page 14

MANAGEMENT

BUILDING A CORPORATE 'CULTURE'

By Dick Kazan

Picture a little farm nestled on a hillside, among green meadows with trees whose leaves sway gently in the breeze. In this pastoral New Hampshire setting, Stonyfield Farm was started by two men in 1983. Today this company is the fifth-largest yogurt maker in the United States, with \$56 million in annual sales and 155 employees.

The founders were Gary Hirshberg, an environmental activist who'd run nonprofit organizations, and Samuel Kaymen, a biochemist who'd become a farmer and yogurt maker. I spoke with Hirshberg, the firm's President/CEO, to learn some of the secrets to their success.

"We began as a nonprofit. We ran a little farming school. My partner made a spectacular yogurt, and I kept encouraging him to go into business. We launched the yogurt operation as a means of supporting the farm school. We started with a world-class product and a mission: 'You can do well by



doing good.' You're not successful if you only hit one of them. That's our whole strategy. To make a ton of money is not enough. If we are accomplishing wonderful things for the environment but not making a lot of money, we're equally unsuccessful, because the only ones who'll want to copy us are those who already believe." As a result, Stonyfield is involved in numerous environmental causes, to which it donates 10% of its profits, and it uses state-of-the-art processes to eliminate or recycle much of its own corporate waste.

Where did Stonyfield's start-up financing come from? "The early money came from a group of Catholic nuns. The Sisters of Mercy loaned us \$35,000 at very low interest rates. They were trying to help little businesses like ours get started. In about two months we burned through the money. From there, I raised \$200,000 from family, friends and angel investors. We went from nuns to angels. It took eight years until we made a profit. We made a lot of business errors. Samuel and I were completely broke."

What was the secret to their success? "Quality, quality, quality. I can't emphasize that enough. If you're going up against the big guys, your product has to be better. Also, by partnering with environmental causes and organizations we establish a bond of loyalty and trust with our consumers. Loyalty is what this game is all about. If you can retain your customer, that's one less customer you have to go out and secure. We sell to an educated consumer who cares about the environment and the health of their communities. If we can demonstrate convincingly that we are actively working in support of those interests, we add value to the relationship. If all we did was good things for the environment, but our yogurt was no good, no one would buy it."

Customer loyalty is essential to you, too, because it's far easier and less expensive to keep the listeners and advertisers you have. Happy listeners and advertisers also help by telling others about you. Does Stonyfield use radio? Most of its business comes from word of mouth, but Hirshberg explains, "We have found it necessary in new markets to explore radio, TV and print. We know that radio builds awareness, though we don't know if it builds sales." (Radio, what do you think? How could radio deliver to Gary's bottom line?)

What other business advice does Gary offer you? "Determination is everything. Believe in yourself and never, ever compromise on your quality. Superior quality gets you to the starting line, but is not necessarily a guarantee of success. You need to constantly innovate to stay one step ahead of your competition."

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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RADIO AS MARKETING PARTNER: A TALE OF TWO VEHICLES

Continued from Page 12

station," Shetty says. "When we started, we had kind of a 'dream list' of stations to hit the demographic targets we were trying to reach. We also keep in mind psychographic targeting, thinking about the station and whether it fits well with BMW."

One of the key elements to the promotion, of course, is the air talent involved, and they were another factor in BMW's buying strategy. "The DJs we're using have all carved out a niche in their local markets, and they really do have a following. One of the things we're definitely relying on them for is to know their listeners and their markets even better than we can."

Once stations had been contacted and signed on with the project, they were given virtually total freedom to design their own approach to it. "We're looking for promotions that are going to have an impact on our target audience. We actually have a contest for the radio stations that are participating. Whichever has, in our opinion, the best promotion wins an X5. It's an additional way to motivate stations." (And a vehicle retailing for nearly \$50,000 is great incentive!)

Shetty displays complete confidence in the stations' ability to do a top-notch marketing job: "The

first time we did it [with the Z3], we were very surprised by what people came up with. I guess at this point we expect a pretty high level of enthusiasm and creativity."

The question remains: Since cars are so often advertised visually, why go to radio first? Shetty believes there's a certain mystique that's built up when somebody's favorite radio personality communicates his or her feelings about the car. "One of the things we want to do is get people curious enough that they'll seek out this product. These days it's pretty easy to go onto the BMW website and say, 'I want to check out this thing they've been talking about on the radio.' As more of the cars get out onto the road, and as the traditional advertising breaks, I think there will be a connection — 'Oh, yeah, that's what I heard my favorite DJ talking about.'

"Radio works very effectively for our objective in this case, which is to create real grass-roots excitement and get a buzz going for a new product before it hits showrooms. Radio's really good at doing that. It's a lot of effort on our part to coordinate getting all of these X5s out to radio stations and monitoring what happens, but we really do think it's worthwhile.

"Obviously we think it works, because it's the second time we've done this."

KISSMOBILE, RADIO SHARE SWEET SYNERGY

Continued from Page 12

The station also benefits, Corder adds, by attaching itself to a truly local fund-raising effort. "Every nickel, every dime we raise stays in the market. Our main mission is raising as much money for and awareness of the Children's Miracle Network as we can, so we don't have a budget to purchase local airtime. What we do have is the Kissmobile, which we can offer to stations to use at whatever remotes they've set up.

"It's kind of a symbiotic relationship. The station likes using the Kissmobile as a draw to their events or as a

numbers-builder. We, in turn, need the exposure to generate awareness about our fund-raising efforts. If they want to sell a remote to one of their clients and promise that the Kissmobile will be there, they can do that. We have no problems with that, because we're getting our message out. Everybody wins."

If you're interested in a Kissmobile promotion, check its 2000 schedule at www.hersheys.com/kissmobile or call (888) 499-KISS.

RADIO GETS RESULTS

SUCCESS STORIES FROM THE RAB

RADIO GOES FOR BROKERS

SITUATION: Brokers Transaction Services competes against both local financial services firms and the big national companies. A member of the Southwest Securities Group, Brokers offers a wide range of financial and investment services. It has been in business in Sheldon, IA for more than 10 years and has used print and direct mail advertising.

OBJECTIVE: Managers at Brokers Transaction Services hoped to position the company as financial experts, not just another stockbroker. They needed to build credibility, awareness and sales.

CAMPAIGN: KIWA/Sheldon created a 10-minute Saturday morning show featuring Brokers' Randy Byers, who answered callers' questions about financial topics and encouraged them to contact Brokers for more information.

RESULTS: Byers reports that about 75% of the new customers who come to his office heard about Brokers on KIWA. He says that radio has generated outstanding results for him. Byers no longer uses newspaper ads and has concentrated his ad budget on radio and direct mail.

RAB TOOLBOX

More marketing information and resources from the RAB

MEDIA TARGETING 2000

More than half (57%) of adults 18+ who own mutual funds, stocks and bonds and municipal bonds earn more than \$50,000 a year, and 45% are college graduates. Eighty-four percent own their own homes, and a third have children living at home. This group spends an average of 45% of its daily media time with radio.

INSTANT BACKGROUND — STOCKBROKERS

The combined assets of mutual funds in the U.S. — including stock funds, hybrid funds, taxable bond funds, municipal bond funds, taxable money market funds and tax-free money market funds — increased to \$5.769 trillion in March 1999, 2.6% higher than the previous month and 15.8% greater than the total for March 1998. (Investment Company Institute, 1999)

RAB CATEGORY FILES

"There are four major forces reshaping the financial services industry. They are: 1) Lively capital markets — in 1998 the stock market continued its roller-coaster ride, and that volatility will continue for some time. 2) Globalization — Merger activity reached a fever pitch in 1998, with one multimillion-dollar deal following another. 3) Consumer expectations — financial-services conglomerates are attracted to one another's customer databases like moths to light. Cross-selling is the reason. There is also a counterforce at work: A surge of interest in community banks. 4) Technology — tech trends affecting the financial services industry include the Y2K bug, the effect of the Internet on finance and the advent of online investing." (*Trend Letter*, 1999)

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

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THE THREE FORCES OF PROSPERITY

■ Part three: Psychographics

By Chris Witting Want to become more successful? Apply the third force of prosperity: psychographics. It's the study of people's attitudes, opinions and activities. Attitudes are often formed in youth, which is why different generations tend to have different outlooks. Ann Clurman, a marketing expert at Yankelovich Partners Inc., says, "It goes beyond the fact that we're of a certain age. It means there are experiences that happen to us when we are coming of age, and these experiences act as a sort of generational filter through which we view the world."

Clurman suggests you study the core values that your product represents, then determine the appeal to different generations. You can market across generations, but it requires a very thoughtful approach.

Be careful not to pigeonhole activities favored by generations, either. Not every Gen Xer is into computers, while some "Matures" love nothing better than surfing the 'Net. Many Gen Xers want to be entrepreneurs, but so do many baby boomers.

Big companies spend time and money asking questions about the future. Faith Popcorn is a futur-

ist who foresaw a key change in people's behavior: cocooning (more folks staying at home for meals and entertainment, rather than going out). This trend has affected a number of businesses, such as video stores and grocery delivery services. Spot such changes by reading about new trends or even by watching the changing interests of those around you.

Tom Stemberg predicted the growth of home offices when he founded the first discount office supply store, Staples, in 1986. Chances are you have shopped at Staples or a store like it. Today Staples has hundreds of stores and sales in the billions. Stemberg was in the right place at the right time: In 1989, 28 million people were working at home. By 1996 the number had risen to 40 million! Ask yourself how people's activities may change in the next five to 10 years. How can you use these trends to your benefit?

One trend that appears to be a safe bet is people's attitude toward time. Everyone wants to save time, because time is the one thing that money cannot buy. In 1982 less than 30% of American homes had microwave ovens. By 1992 over 80% of homes had microwave ovens. That is incredible growth for a rela-

tively expensive product, especially since the microwave doesn't do a great job of cooking food. But it does one thing very well: It saves time.

Successful businesses often seek ways to save time for their customers. For example, I noticed that *Success* magazine's annual review of top franchises is loaded with names such as Candy Express, Heel Quik, Check Express and Fastsigns. Is there a way to apply the factor of time-saving to your plan?

It is not always possible to maximize the power of all the forces of prosperity; sometimes you are forced to compromise. While the demand to save time is always high, so is the demand for quality. For example, research on broadcast news reveals that users not only want high-quality news coverage, they also want it fast. Immediacy wins in the news business, but it must be combined with quality. No one wants to get the story first if it's wrong! These twin demands make broadcast news highly stressful, but potentially lucrative for those who best balance these two factors. If you can legitimately deliver a product that meets high standards in both these ways, you will greatly improve your chances for success.

Learn all you can about psychographics, and let this force lead you to greater prosperity!

Chris Witting's *Success Journal* is heard on hundreds of stations. For free syndication advice, visit Syndication.net at www.syndication.net. This article was adapted from *21-Day Countdown to Success*, available at (800) 743-1988.

FOUR WEEKS FORWARD

Sales & Promotion Planning Calendar

Feb. 27-March 4

Feb. 27 - Mar. 4 TV Turn-Off Week, American Camping Week

<p>27</p> <p>National Kahlua Day People magazine debuts (1974) Elizabeth Taylor born (1932) Chelsea Clinton born (1980)</p>	<p>28</p> <p>National Chocolate Souffle Day First televised basketball game (1940) Last episode of M*A*S*H airs (1983)</p>	<p>29</p> <p>National Surf And Turf Day Upon the advice of an astronomer, Julius Caesar adds an extra day to the Julian calendar every four years (45 BC)</p>	<p>1</p> <p>Salem witch hunt begins (1692) Ohio becomes the 17th U.S. state (1803) Charles Lindbergh Jr. kidnapped (1932)</p>	<p>2</p> <p>The late Alexander Graham Bell born (1847) "Star Spangled Banner" officially becomes U.S. national anthem (1931)</p>	<p>3</p> <p>Drink Too Much Wine Day U.S. postage stamps, then costing a penny, were first sold (1908) Actor John Travolta born (1954)</p>	<p>4</p> <p>National Poundcake Day Hug A G.I. Day Microphone invented (1877) Walt Disney's <i>Cinderella</i> premieres (1950)</p>
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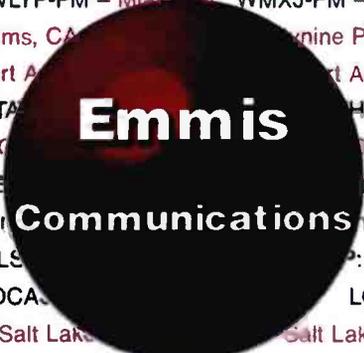
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WHAT DO YOU KNOW?

■ *To be an expert, become an expert on the basics*

By Roger Wimmer Before I address the title of this article, I need to explain how I got to where I'm going. I'll try to make a long story short. A few months ago I decided to talk to several high-level executives in a variety of businesses to find out if there were any common ideas or themes in their perception of what is going on in American business. I was also interested in their plans for the future. As with most research projects, I discovered a few unexpected things. The first was that in almost every case, the discussion led to these executives' plans for retirement.

A discussion about retirement is not unique. What is unique is that nearly all of these people are not even close to what we consider the usual retirement age of about 65. Nearly all of the people are in their late 40s and early 50s and very successful in their respective careers. And nearly all of these executives said something like, "I have worked hard at what I'm doing, and I'm successful, but I have had enough, and I want to do something different. I'm getting out of the business."

That's the short story of many hours on the telephone. After the first few conversations I started to concentrate on one thought: The industry is going to lose a good person — an expert in the field. Who is going to take over the position?

The idea of "losing an expert" then got me to start thinking about that word. What does the word "expert" really mean? Why is it important? I found the answer to be rather simple, and something that you probably already know. The fact is that when we get involved in any type of activity, or if we want to hire someone to do a job for us, we want an expert in the field. This is true regardless of whether we are working with (or hiring) a plumber, a heart surgeon, a painter, a mechanic or a radio station program director. We all want to work with someone who has years of experience in the field, not a rookie. We want someone who has been through it all, who knows the ropes, and who has "been there and done that." That is an expert.

But here is where a wrench is thrown into the works, and the wrench creates a dilemma. Now I know that I have been branded as a person who comes up with weird ideas, but after several discussions with these people I started to think about these experts leaving their professions. Consider this: A person must devote a lot of time and effort to a career or to a specific talent in order to be considered an expert, but there is a trend here that shows that the experts have had enough. In fact, all of the executives I talked to summarized the process in a similar way: "When I started in the field, I learned all the basics, and after a countless number of encounters with the same things, I learned my job and the industry from all angles. I would now like to try something new."

The dilemma that these people identified is that they are the types of people (experts) that we want to work with or hire. They know everything, and that's who we want, but they don't want to do what they're doing anymore. They want out. So, on one hand, there is an expert who knows everything and whom everyone wants, but on the other hand, the expert no longer wants to do what he or she is an expert in.

So what? Well, the "so what" is that we need to understand that there is a change going on in our society. I asked the executives about this change, and I asked them what they thought about this dilemma. They overwhelmingly agreed that many experts are leaving or planning to leave very soon so they can try their hand at something new. Which then led me to ask, "OK, if this is true, then what information can you pass on to people who would like to become the new experts? What do these people need to know?" I wanted to find out if there is a key to success or a specific quality that helped them rise to the top of their professions. Which skills or qualities helped these people get to the position of "expert"?

Once again, nearly all of these people named the same skills and qualities. Sure, there were a few differences, but overall these people described their key to success in very similar ways. They said that the key to their success was to always focus on the basics of their job and their industry.

Surprised? Probably not, especially if you follow professional sports in any way. During spring training it is common to hear baseball managers say that their goal for the camp is to concentrate on the basics. And nearly every manager of a professional sports team, after being asked why his team is doing so poorly during the season, will say something like, "We need to get back to the basics of [fill in the sport]."

In other words, the experts are experts because (in their own words) they are experts at the basics of their job and their industry. None of these people said their jobs were easy, but all of them said that from the vast number of experiences they had encountered, they were able to make their jobs seem easy.

This reminded me of when I first started teaching college. When I arrived at the University of Mississippi and met with the dean, he asked me which courses I would like to teach. One of the classes I mentioned was Introduction to Broadcasting. The dean said, "You can't. I teach that course." Being the Young Turk, I asked, "Can I teach it sometime in the future?" After a long pause, he said, "Maybe." I was a little frustrated at this point and said, "I don't understand why you want to teach the introductory course. Haven't you been teaching it forever?" "Yes," he said, "I have taught it forever and will continue to teach it forever, because it is the first class that freshmen take, and it is the class that will help them decide if they want to become broadcasting majors. I want these new students to start out on the right foot." Case closed. I didn't say another word.

According to the experts, then, they are experts in the basics. However, according to these same people, the problem they see is that many people in a position of authority (whether it's at work or at home) forget about the basics. They see too many people get involved in decisionmaking situations and complicate the process. They say that most people don't follow the easiest or simplest approach when they run an organization or make a decision (a principle known as "Occam's Razor," which states that the simplest approach is usually the best).

So what does all of this mean? I took these two ideas — the basics and simplicity — and looked at several radio stations, particularly at the program directors and

general managers. I tried to make my task easier and looked at only two types of stations: those that were successful and those that were not.

Can you guess what I found? I found that successful radio stations are led by people who completely understand one thing: the station's target. This is as basic as it gets, and every decision, every element of these stations considers the audience target. These managers concentrate on this basic piece of information, and they make decisions very quickly. The unsuccessful stations are led by people who don't understand the station's target, and they make things unnecessarily complicated. They also spend a lot of time in meetings and discussions that give them two operating speeds — slow and stop.

In reference to programming, the management of successful radio stations perceives radio as it really is. There are four elements: music (or talk), service elements, jocks (or hosts) and commercials. These managers find out what their listeners want in reference to all of these elements, not just one. They ask their listeners about the type of music they want to hear or the type of talk shows they find most interesting. They find out from their listeners all there is to know about service elements. They find out the type of on-air talent that listeners want to hear. They also ask their listeners about commercials (content, style and frequency, etc.). In other words, managers of successful radio stations stick to the basics. They find out what their listeners want so they can give it to them. They also understand that all of these elements are intertwined — none stands alone. I'll repeat that for the people who don't reread sentences: Successful broadcasters find out what their listeners want and give it to them, and they understand that success depends on equal attention to all of the elements, not just one or a few of them.

Now, with the information from the experts, I can address the title of the article: What do you know? Here is a list of the most basic things you should know if you're in charge of a radio station's content. Only a few follow-up questions are listed for each area. There are more.

1. What type of music (or talk) do your listeners want to hear? This doesn't mean an answer such as "rock music" or "funny hosts." It means exact descriptions of the type of music and the type of host. No exceptions.

2. What do your listeners want in reference to service elements? What kind of elements? How often do they want to hear them? How much detail should be included?

3. What type of on-air personalities do your listeners want to hear? All on-air personalities, including jocks and talk show hosts, are salespeople for a radio station — they are not entertainers. Any personality whose goal is to entertain himself or herself or the other people in the studio should seek another position.

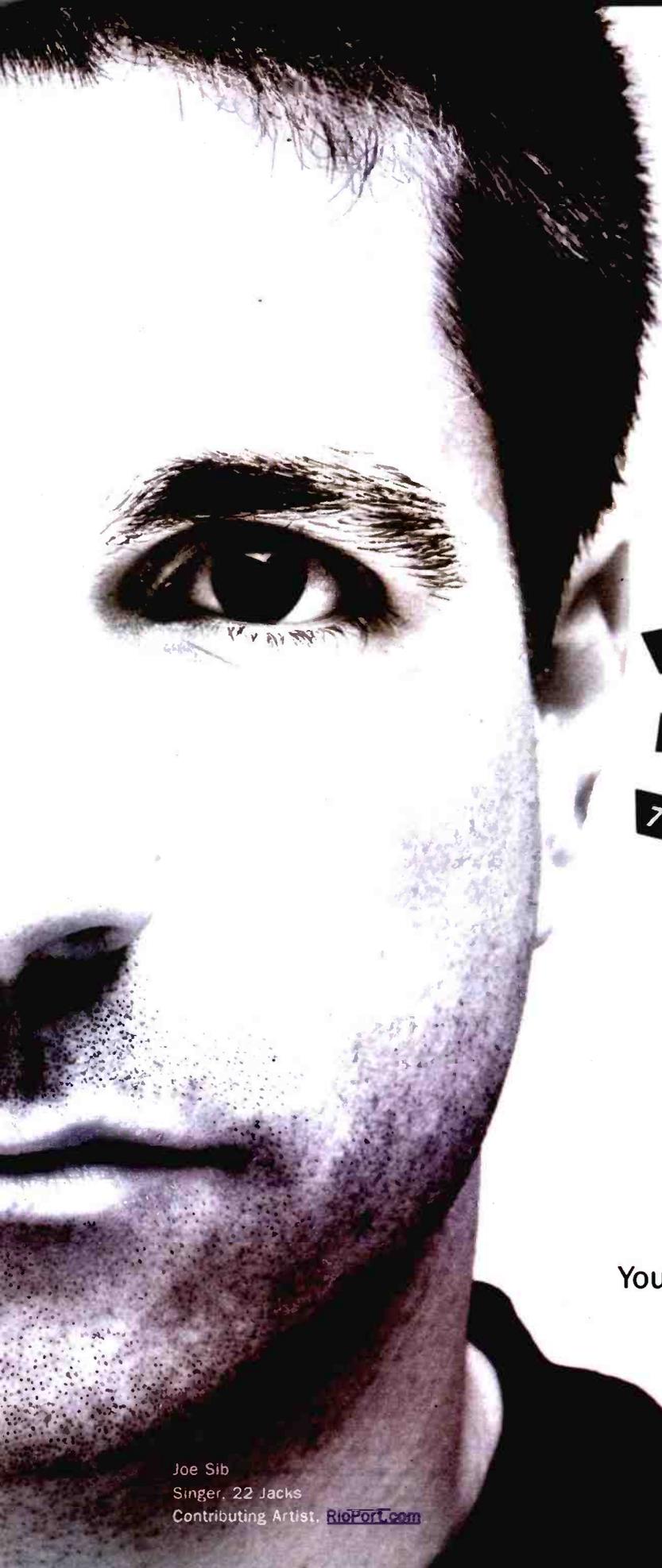
4. What do your listeners prefer in reference to commercials? Commercials are a part of radio, but they are the part that is least investigated. How many stopsets do your listeners prefer? How many spots in a row? What types of commercials do they like or hate?

Our lives — whether we're referring to our personal lives or our professional lives — depend on the elders (experts) passing the torch to the Young Turks. The elders I talked to passed the torch, and the torch carries one message: *Concentrate on and become an expert in the basics of your job and your industry.* If you, as the person in charge of your radio station's programming, cannot completely answer the four questions I just listed, then you have some work to do.

Roger Wimmer is President/CEO of Wimmer-Hudson Research & Development. He can be reached at roger-wimmer@prodigy.com.



ROGER WIMMER



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Def Soul/Def Jam Promotion Taps Two

Island Def Jam Music Group's Def Soul/Def Jam division has tapped **Datu Faison** as National



Faison

Love

Director/Promotion and upped **James Love** to National Director/Mixshow Promotion. Based in New York, both will report to Def Soul/Def Jam Sr. VP/R&B Promotion **Johnnie Walker**.

Faison joins Def Soul/Def Jam from *Billboard* magazine, where he was R&B Chart Manager for the past five years. Love worked with Def Jam's street teams in Los Angeles for the past two years.

"I've watched Datu grow with *Billboard* and feel he will be a powerful and strategic addition to our team as we forge into the year 2000," Walker remarked. "And having James Love's keen ability and natural sensitivity toward the needs of DJs will help us to enhance Def Jam's position in the mix show community."

SLC Catches 'Fever' As 'SNU Goes Oldies

The Christmas celebration finally came to an end in Salt Lake City last week (1/20), when Deer Valley Broadcasters dropped the all-Christmas format **KSNU-FM** had been airing since a day after Thanksgiving. In its place? More stunting, as The Bee Gees' "Night Fever" played continuously until Tuesday (1/25) at noon. At long last, the new format was unveiled as "Fever 107.9, Utah's Movin' Oldies."

Michael Knight, who serves as PD of CHR/Rhythmic sister **KUUU-FM**, will serve as Fever's interim PD. The station is presently jockless and commercial-free. "There's definitely a need for this format in Salt Lake City, and it's been very successful nationwide," Knight told *R&R*. "Look at the success the format has had in Chicago. I don't see why we can't replicate that here."

Knight said **KSNU** will focus on crossover hits from the '60s, '70s and '80s and focus on such core artists as Michael Jackson; Earth, Wind & Fire; The Supremes; Kool & The Gang; and Marvin Gaye. When asked how **KSNU** would differ from Classic Hits **KCPX-FM**, which airs a broad-based '70s format, Knight said that Fever "is drawing listeners from a number of different stations in the mar-

KSNU/See Page 42

K(orn)-Rockin' New York



Disturbed rockers **Korn** swung by **WXRK**/New York to discuss their issues with night jock **Cane**. Barely containing their laughter are (l-r) bassist **Fieldy**, frontman **Jonathan Davis**, guitarist **Head** and **K-Rock's Cane**.

Barker To Cumulus/Mobile, Pensacola

Bernie Barker has been named Market Manager for **Cumulus Broadcasting's** stations in Mobile and Pensacola, FL. Most recently Market Manager in Montgomery, AL, Barker now will oversee **WGOK-AM**, **WDLT-AM & FM**, **WBLX-FM & WYOK-FM/Mobile** and **WCOA-AM & WWRO-FM/Pensacola**.

"This is a new challenge for Bernie after successfully turning around Montgomery," said Cumulus President/CEO **Bill Bungeroth**.

Succeeding Barker in Montgomery is **Terry Barber**, who rises from Director/Sales for the cluster. Cumulus' Montgomery stations include **WMSP-AM**, **WNZZ-AM**, **WLWI-AM & FM**, **WHHY-FM**, **WMXS-FM** and **WFX-FM**.

Groves Appointed PD WHRL & WQBK/Albany

Clear Channel is transferring Alternative **WARQ/Columbia, SC** PD **Susan Groves** to a similar post for Alternative and Active Rock combo **WHRL-FM & WQBK-FM/Albany, NY**. She replaces **Rod Ryan**, who recently returned to **KKND**/New Orleans to do mornings.

Groves has been at **WARQ** for five years. She joined as MD and was elevated to PD in 1997. Previously, she worked as Promotion Director/middayer at **WEKL**/Augusta, GA and handled swing shifts at **WWMX**/Baltimore.

After Groves names her replacement at **WARQ**, she will relocate to New York.

Lippincott Promotions Forms Big Horse Records, Skunkworks Music Consultants

Los Angeles-based **Lippincott Promotions** has formed two new companies: the full-service music consultancy **Skunkworks Music Consultants** and the independent record company **Big Horse Records**. **Ric Lippincott** has been named GM/COO of **Big Horse**, while **Walter Lee** has been appointed COO of **Skunkworks**.

"Walter Lee brings a tremendous amount of experience in all areas of the music business," said Lippincott Promotions President **Linda Disney-Lippincott**. "His many years as an executive at Capitol Records, EMI Records, Morgan Creek Films/Music and Sound by **gak.com** afforded him the opportunity to develop artists and revenue from many diverse areas of the music business.

"**Ric Lippincott** — former VP/Promotion at **Maverick Records** and **Curb Records** and programming executive at the **ABC** and

NBC radio divisions — successfully launched **Lippincott Promotions**. It's my feeling that the creation of these two companies, along with the existing promotion company, can collectively fill the void in helping artists achieve their objectives."

Lee noted, "Ric and I have talked many times about collaborating. Now the opportunity is at hand. The idea of utilizing our combined experience and skills appeals to both of us. And when you have a chance to work with friends, you can't pass it up."

Ric Lippincott added, "We've seen a growing need for a new platform that's more accessible, yet effective, from which artists and labels can kick-start their campaigns. **Walter** and I plan to create that platform. Operating the three companies in tandem will give us the advantage of moving quicker through today's evolving marketplace."

EXECUTIVE ACTION

Tonos Ups Farber To Chief Executive Officer

Matt Farber has been elevated from President/COO to CEO of **Tonos**. The Internet firm (www.tonos.com) — founded by **Carole Bayer Sager**, **Kenneth "Babyface" Edmonds** and **David Foster** — provides aspiring musicians and music fans with an inside look at the music business.

"We look forward to creating the premier music insiders' network with **Matt at the helm**," said **Bayer Sager**. "Matt's incredible experience will help us empower new generations of musicians and merge the worlds of online business and entertainment in a way that has never been done before."

Prior to joining **Tonos** last month (*R&R* 12/17/99), Farber was COO at **iCast**. He also spent eight years at **MTV**, most recently Exec. VP of **MTV Networks Online**.

Morrison Named News Dir. At USA Radio Network

USA Radio Network has tapped veteran newsman **Bob Morrison** as News Director for the Dallas-based news and talk programming network. Morrison replaces **John Clemens**, who recently departed the network after more than a dozen years in the ND post.

In his new position, Morrison will direct all aspects of USA's news, sports and business updates and coverage of all major live breaking news events. He joins USA from his most recent position as Managing Editor of **TXCN**, **Belo Corp.**'s 24-hour statewide Texas cable news channel. Morrison's other broadcast news credentials include stints at both the **ABC Radio Network** and the **RKO Radio Network** in New York, **KHJ**/Los Angeles and **KRLD**/Dallas.

"I interviewed dozens of world-class candidates for our first news director opening in over 12 years," USA VP/GM **Tom Tradup** told *R&R*, "and the bottom line is that **Bob's** solid experience on three fronts — network radio news, major-market radio and his love of teaching journalism — made him the clear choice as we charge into a new century at USA Radio Network."

Bambino Heads McGathy Artist Development Dept.

John Bambino has been tapped to head **McGathy Promotions'** newly formed artist development department. The new department, which includes **McGathy Edge** and **Alternative Division**, will build the base for up-and-coming bands at **Active Rock** and **Alternative** radio.

Concurrently, **McGathy** has named longtime staffer **Phin Daly** to head the rock department. **Mike Childs** has been appointed **Head/Non-traditional Revenue**, which encompasses special radio events, and **Roseann Gallo** has become **Head/Marketing**.

Menowsky Joins Faculty Of AMFM 'University'

Former station owner, broker and management consultant **Tim Menowsky** has joined **AMFM's** Leadership and Sales University in Houston as a faculty member. Menowsky has served as **EVP** of brokerage **Media Mergers & Acquisitions** and **VP/Radio** for **Communications Equity Associates**.

Menowsky was also **VP/Training** for **Greenwood Performance Systems** — whose clients included **WFAN-AM**/New York, **KSHE-FM**/St. Louis and **KIIS-FM**/Los Angeles — and **VP/GM** of **WRBQ-AM & FM**/Tampa. The future of **AMFM's** University program with the company's pending merger with **Clear Channel** has not been formally announced.

"As the business changes, many great players are finding themselves to be great players in a game no longer being played," Menowsky commented. "The **Star Performance Group** of **AMFM** has made strategic alliances with the best training companies in the world. Hundreds of **Steve Hicks' Capstar** people helped grow the programs, **AMFM** has continued that growth, and there is every reason to believe **Clear Channel** is on board for an exciting future."

Curtis

Continued from Page 3

years in radio there, so it's always been special to me. And **L.A.** is home. Plus, my very first job in radio was working part-time at **KBIG** when it was owned by **Bonneville**, so I know what an outstanding company it is. Those things, plus **KZLA's** potential, are what attracted me to this job. There's a tremendous amount of upside for **KZLA**, and my job is to go in and help the staff achieve that potential."

Curtis joined **KZLA** the first time as a part-timer in 1980 and was **Asst. PD/MD**/morning personality when he left in 1987. He returned to the station as **OM** in 1993 and was there

until the end of 1995. He then became **OM** of **AfterMidnite** Entertainment, and in October 1996 left for **San Antonio** to program **KCY**. His background also includes a six-year stint as **PD** of **KNIX**/Phoenix.

In other **KZLA** news, **OM** **Marilda Petitjean** becomes **Director/Marketing, Advertising & Publicity**.

Silva

Continued from Page 3

Silva was most recently **VP/Promotion**, **East Coast** at **Red Ant** Entertainment. Before that he was **Head/National Promotion** at **Motown Records**.



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FACT 3

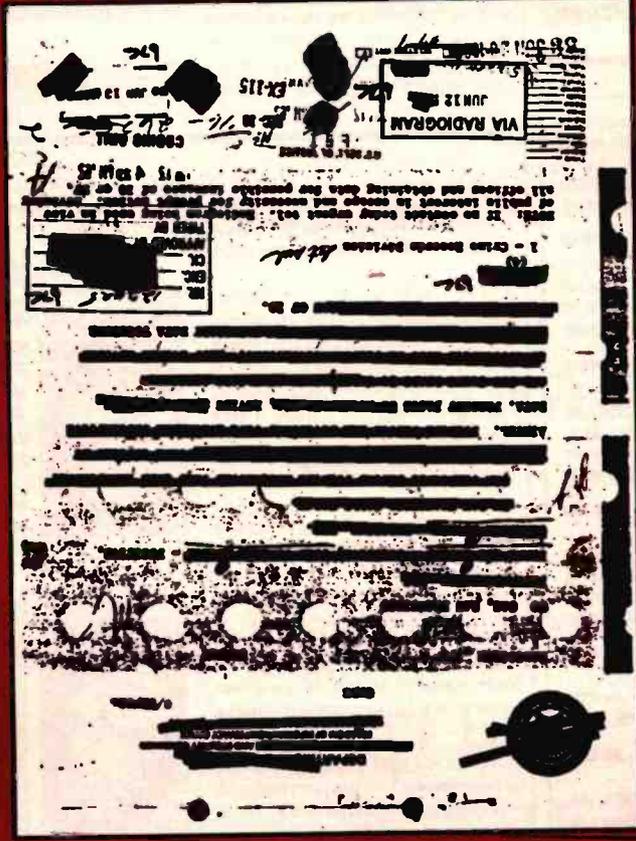
140365.com is ~~not~~ to be broadcasted and listened also. ~~It~~ can you think of any other place where everything is free? Say, ~~made~~ for example!!!

FACT 2



140365.com is many times more powerful than regular radio!!!!!! Regular radio plays the same over and over and has big blocks of commercial to break everything up. They're so ~~may~~ you can listen to it for an extended period. 140365.com, on the other hand, has a ~~unusually~~ amount of stations with some-thing for everyone. Any time, day or night, they even let you broadcast your own radio. With no license and no rules. Probability of moral decay!!! 100%!!!

FACT 1



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Be warned that a new form of radio -- digital music is now being used -- it's about to be injected upon an unsuspecting nation. Called 140365.com, it is nothing less than a plot to lure an entire generation of young hearts and minds into an incredibly hypnotic world of sonic addiction. Once they've got us hooked, the powers-that-be will start pumping the happy juice into the water supply and using our ~~abilities~~ to manipulate our brain waves.

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CONSPIRACY

CONSPIRACY

Radio

• **JEFF HOWARD** has been appointed Sr. VP/GSM of Eastman Radio. He formerly served as VP/Eastern Regional Manager for the division of Katz Radio Group.

• **MATT DILLON** has been chosen to serve as Director/OEM Sales for XM Satellite Radio. He will concentrate on factory installation of XM-capable radios in new cars and reports to VP/Retail Marketing and Distribution Daniel Murphy. He most recently served as Director/Sales & Marketing at Aisin World Corporation.

• Veteran manager **DON POOH** has been named VP/A&R, R&B Music for MCA Records. He reports to Sr. VP/Operations, R&B Music Steve Corbin and label president Jay Boberg.



Pooh

• **RODNEY TERRY** has been chosen to become Manager of Jive's R&B Promotion staff for the Southeast Market.



Terry



Fitts

He had most recently been Promotion Manager for Def Jam. In related news, **GLORIA FITTS** has been appointed Manager, R&B/Southwest Region, and **BRIAN HARRIS** has become Manager, R&B, Midwest Division for Jive. Fitts was previously Nat'l Promotion Dir. at Relativity; Harris was formerly Midwest Regional Promotion Manager at Priority.



Harris

• **JIM CUOMO** has been named President of Ryko Distribution. He joined Ryko, the distribution arm of Palm Pictures, in 1997 as GM/Head.

National Radio

• **PREMIERE RADIO NETWORKS** has agreed to serve as the national sales representative for *Victory*, an inspirational program serviced weekly to CHR and Hot AC by Fisher Entertainment; (831) 420-1400.

• **WESTWOOD ONE** presents *George Strait: Latest, Greatest, Straightest* — a two-hour special hosted by R&R Country Editor Lon Helton — the weekend of March 4; (212) 641-2057.

• **ONE-ON-ONE SPORTS** will broadcast live from Atlanta all weekend for Super Bowl XXXIV, originating from NFL Media Headquarters through Sunday (1/30). The network's lineup features Bob Berger & Bruce Murray (Sat., 1-7pm ET; Sun. 12-6pm, 10pm-midnight ET), Brian Kilmeade (Sat. 7-11pm ET), and Dave Harbison (Sat., 11pm-1am ET).

Industry

• **BILL SOULE** has been elevated to Director of Yankelovich Partners. He continues to remain based in Atlanta, where he previously served as a radio station services representative for Arbitron.

• **GEORGE NUNES** is appointed VP of House of Blues Media Properties. He was most recently GM of Miramar Recordings.

Changes

Radio: Roman Hlohowskyj rises to Regional Network Administrator for Journal Broadcast Group ... Shauna Sullivan and Stuart Young are named Assoc. General Counsels for Cox Enterprises.

Records: Paula Moore is named Mgr./A&R at MCA Records ... John Kiernan is appointed VP/Associated Labels for Universal Music & Video Distribution. Also, Chris Kowalczyk becomes Sr. Dir./Artist Development, and Michael Davis rises to Sr. Dir./Sales ... Bill Lambert is tapped as VP/Advertising, Film & TV Music at Zomba Music Publishing ... Matthew Lansburgh is named Counsel for Sony Music Entertainment ... Lucian Grainge ascends to Deputy Chairman of Universal Music U.K. ... Jeffrey Schulz is named Sr. Art Dir. for Arista ... Monti Olson segues to Creative Mgr. for peermusic ... Donna Pedro becomes VP/Diversity & Professional Development for Sony Music Entertainment ... Contagious Records chooses Anthony Sanfilippo for GM ... Christian Navarette joins Latium Records as Mix Show Dir. ... Hip-hop artist A.D.O.R.'s label, Tru Reign Records, inks a deal with Nile Rodgers' Sumthing Distribution ... Michael Newman becomes Assoc. Dir./Business & Legal Affairs for Arista. Meanwhile, Laura Swanson is tapped as VP/East Coast Publicity, and Hillary Siskind joins as

Dir./Publicity. ... Dana Collins joins Direct Management Group as an artist manager ... Independent promoter Kevin McDonald relocates from L.A. to the Boston suburbs. He can be reached at (978) 725-0119.

Schuon

Continued from Page 3

company. As [Universal Music Group Chairman/CEO] Doug [Morris] and Jimmy are two of the most talented and respected executives in the business, it is an honor for me to have this unique opportunity to work so closely with them."

Schuon joins Jimmy and Doug's Farnclub.com from Warner Bros. Records, where he was Exec. VP/GM since 1998. Prior to that he spent several years at MTV, most recently as Exec. VP/Programming. Schuon also served as Exec. VP/Programming at VH1 and was PD at KROQ/Los Angeles from 1989 to 1992. He began his music and radio career in 1981 at KOZZ/Reno.

Sony

Continued from Page 3

artist development successes can be crossed over into new territories."

Regarding Dobbis' promotion, Mottola noted: "It has been just over a year since Rick Dobbis joined the company, and already his depth of experience and understanding of the international marketplace have en-

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MARC ANTHONY I Need To Know

CHR

Josh Hosler
KID ROCK Only God Knows Why
MANDY MOORE Candy
SANTANA Maria Maria

Hot AC

Josh Hosler
BARENAKED LADIES If I Had A Million Dollars
TRACY CHAPMAN Telling Stories
FAITH HILL Breathe

Urban Contemporary

Josh Hosler
DR. DRE Forgot About Dre
HOT BOYS I Need A Hot Girl

Alternative

Teresa Cook
POWERMAN 5000 Nobody's Real
OASIS Go Let It Out
APOLLO 440 Stop The Rock
OUR LADY PEACE Is Anybody Home?

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

Rock Classics

Rich Bryan
STEELY DAN Cousin Dupree
KENNY WAYNE SHEPHERD Was

Adult Hit Radio

JJ McKay
No adds

Soft Hits

Rick Brady
SANTANA Smooth

RADIO ONE NETWORKS

Tony Mauro • (970) 949-3339

Hot AC

Yvonne Day
FAITH HILL Breathe
TRACY CHAPMAN Telling Stories
EDWIN MCCAIN Go Be Young

New Rock

Steve Leigh
THE CURE Maybe Someday
LIVE Run To The Water
NO DOUBT Ex-Girlfriend
FOO FIGHTERS Stacked Actors

WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000
Bob Blackburn

Adult Rock & Roll

Jeff Gonzer
No adds

Soft AC

Andy Fuller
BRIAN MCKNIGHT Back At One

Bright AC

Jim Hays
FILTER Take A Picture
LONESTAR Amazed

Publications

Continued from Page 3

Monthly, Atlanta Monthly, Cincinnati Monthly, Indianapolis Monthly and Country Sampler. The purchase also gives Emmis its second holding in Los Angeles, where it also owns CHR/Rhythmic KPWR-FM.

Although the synergies between Emmis' radio properties and magazine holdings are never significant in a single market, "having more sales concentration in any market can't hurt you," Emmis CEO Jeff Smulyan told R&R. Although the price for Los Angeles was not announced, the New York Post reported Tuesday that Emmis outbid Primedia for the publication by offering Disney \$30 million for the monthly. Emmis would not comment on the figure. The publishing division accounts for approximately 6% cash flow per year.

Meanwhile, former Group W Broadcasting executives and Liberty

Broadcasting owners Michael Craven and Jim Thompson have partnered with a group of investors and an alternative newspaper management team to purchase seven major weekly publications from Leonard Stern. The new venture, Village Voice Media, will own New York's venerable Village Voice and its sister publication in Nassau-Suffolk, Long Island Voice; L.A. Weekly and its sibling in Orange County, CA, O.C. Weekly; Seattle Weekly; City Pages in Minneapolis-St. Paul; and Cleveland Free Times.

According to Simmons/Media Audit data conducted for Stern, the newspapers boast a combined circulation of 910,000 and a readership of 2.5 million persons. Additionally, Village Voice Media's holdings will include the Nashville Scene, which was recently acquired by VVM financiers Weiss, Peck & Greer.

Both Craven and Thompson will serve on the VVM board and work with the management team to pursue additional revenue opportunities in the broadcast sector, including content syndication and cross-media partnerships. The duo also intend to explore possible radio acquisitions by Village Voice Media and lead the company's involvement in the formation of a new media sector.

Craven commented, "The demographic targeting of alternative newspapers, coupled with their breadth of content and retail advertising base, make them logical strategic partners for the broadcast industry."

BIRTHS

WCOS/Columbia, SC OM **Lance Tidwell**, daughter Kathryn Rylie, Jan. 24.
Former WLIT/Chicago PD **Mark Edwards**, wife Miranda, son Drew Nathaniel, Jan. 12.

CONDOLENCES

Artist manager/music publisher Bob Doyle's father, Russell Doyle, Jan. 22.

BuyMedia.com Performance Review

Last Year

\$1 million a day
30,000 station orders

This Year

\$500 million+
85,000 station orders

Next Year

\$1 billion+
175,000 station orders

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ZINE

SCENE

Oh My God, It's Axl Rose!

Axl Rose, the red-headed recluse who's the only remaining original member of **Guns N' Roses**, speaks to *Rolling Stone* in his first interview in six years. Rose talks about reconstructing a rock dynasty. "What we're trying to do is build Guns N' Roses back into something. This wasn't Guns N' Roses, but I feel it is Guns N' Roses now."

So when is the album coming out? "As far as I can tell, we are now 99% percent musically done and 80% percent vocals done," says GNR manager **Doug Goldstein**. "I see the record being done February or March for a summer release."

Rose also addresses the infighting that ultimately led to the dismissal of every original member except himself. "When we were in airports and people were ignoring Duff and asking for my autograph, that didn't go over so well. The guys would say, you know, 'What am I? *Linoleum*? What am I? *Wood*?' There was an effort to bring me down. It was a king-of-the-mountain thing."



AN 'E' FOR EFFORT — "I have a rule of thumb for coming up with guitar parts. If it's too hard, don't play it. I'm not here to impress any guitar geeks, and most music fans don't give a crap anyway. They just want to rock out, have fun and kick some ass" — *Static-X* frontman/guitarist **Wayne Static** alienates the entire readership of *Guitar World*.

fuming after security at a Hawaiian airport confiscated one of her bags, which allegedly contained marijuana. Houston and husband **Bobby Brown** see no problem with smoking the herb, as she reportedly seethed to a friend, "There's no way in hell I was going to hang around and let those 'rent-a-cops' put me in jail over this bull****." (*National Enquirer*).

Sweet and innocent teen queen **Christina Aguilera** got revenge on a girl who'd made nasty comments about her during singing auditions years back. The girl, an out-of-work actress, had taken a job at a McDonald's. Aguilera drove up to the drive-through in her fancy convertible, ordered food and asked for the girl. When she came to the window, Aguilera said, "Hi, remember me? Heard you were working here and just dropped by to say hello. See ya!" (*National Enquirer*)

Hey Man, Nice Shot

"Originally, before I'd written the verse lyrics, 'Hey Man, Nice Shot' was purely about this horrible show I saw on HBO about what we do to animals. Just our absolute disregard for other life forms on this planet. You ever talk to a hunter? Ever talk to a fucking idiot, like Ted Nugent? 'Oh, I'm an environmentalist,' he goes around saying. No, you're not. You're a fucking sick human being that wants to go out and kill things for the pleasure of killing. Sick fuck. Fucking redneck. That total disregard for life just blows my mind. I feel bad killing bugs, dude" — **Filter's Richard Patrick** will have the vegetarian plate, thank you (*Guitar World*).

— Frank Correia

Secret Santa(na)

"This is what you call having your cake and eating it too. We're No. 1, but we're invisible. I don't have the tabloids and people like that in my face. There's no 'We found Carlos with a goat' kind of thing. My life is very boring for them" — next week in *Star*, **Carlos Santana** found with goat! (*Guitar World*)

Houston, She Is A Problem

Pop diva **Whitney Houston** is

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

CYBERSPACE

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

'Net Chats

• **Vitamin C** educates the masses about nutritional supplements this Friday (1/28) at 8pm ET/5pm PT (www.launch.com).

• **Pat DiNizio of The Smithereens** explains the mechanics behind building demolition this Monday (1/31) at 9pm ET/6pm PT (www.rockonline.com).

• Discuss clever band names with **The Spinatras** on Monday (1/31) at 9pm ET/6pm PT (www.rockonline.com).

• Signed to Evander Holyfield's Real Deal Records, rapper **NuWine** discusses TKOs in contract negotiations Tuesday (2/1) at 8pm ET/5pm PT (www.twec.com).

• Bluegrass fiddler and vocalist **Allison Krauss** tells you how to get your overalls their bluest this Thursday (2/3) at 8pm ET/5pm PT (www.twec.com).

On The Web

• Singer/songwriter **Sara Hickman** performs Thursday (2/3) at 9pm ET/6pm PT. A live chat follows at 9:45pm ET/6:45pm PT (chat.yahoo.com).

• Also on Thursday, **The Bacon Brothers** sizzle live. Check www.twec.com for times.

MUSIC & MOVIES

CURRENT

- **NEXT FRIDAY** (Priority)
Single: **ICE CUBE** *1MACK 10* & **MS. TOI** *You Can Do It*
Other Featured Artists: **PHAROAAH MONCH**, **AALIYAH**, **WU-TANG CLAN**
- **STUART LITTLE** (Universal)
Featured Artists: **TRISHA YEARWOOD**, **LOU BEGA**, **BRIAN MCKNIGHT**
- **PLAY IT TO THE BONE** (Hollywood)
Featured Artists: **MOBY**, **LOS LOBOS**, **JOHN LEE HOOKER**
- **ANY GIVEN SUNDAY** (Warner Sunset/Atlantic)
Single: **HOLE** *Be A Man*
Other Featured Artists: **LL COOL J**, **KID ROCK**, **DMX**
- **MAN ON THE MOON** (Warner Bros.)
Single: **R.E.M.** *The Great Beyond*
- **END OF DAYS** (Geffen)
Singles: **LIMP BIZKIT** *Crushed*, **POWERMAN 5000** *Nobody's Real*
Other Featured Artists: **KORN**, **ROB ZOMBIE**, **CREED**

COMING

- **THE BIG TEASE** (Virgin)
Featured Artists: **BLONDIE**, **WES CUNNINGHAM**, **GROOVE ARMADA**
- **SCREAM 3** (Wind-up)
Singles: **CREED** *What If*, **SYSTEM OF A DOWN** *Spiders*
Other Featured Artists: **POWERMAN 5000**, **INCUBUS**, **STATIC-X**
- **HEAVY METAL F.A.K.K. 2** (Restless)
Featured Artists: **QUEENS OF THE STONE AGE**, **MONSTER MAGNET**, **HATE DEPT.**

"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) 768-1856; fcorreia@ronline.com.

MUSIC DATEBOOK

MONDAY, FEBRUARY 7

- 1964/**The Beatles** arrive at New York's Kennedy Airport for their first appearance on *The Ed Sullivan Show*.
- 1980/**Pink Floyd** launch a two-city U.S. tour. They perform seven shows at the Los Angeles Sports Arena and seven at New York's Nassau Coliseum.
- 1994/**Blind Melon** frontman **Shannon Hoon** is forcibly removed from the American Music Awards and later arrested for assault, battery, resisting arrest and disturbing the peace.
Born: **Garth Brooks** 1962
Releases: **Simon & Garfunkel** "Bridge Over Troubled Water" 1970

TUESDAY, FEBRUARY 8

- 1969/**Ex-Cream** guitarist **Eric Clapton** and drummer **Ginger Baker** form **Blind Faith** with ex-Traffic member **Steve Winwood**.
- 1980/**David Bowie** divorces his wife **Angela** and receives custody of his son **Zowie**.
- 1990/**Del Shannon**, 52, fatally shoots himself.
Born: **Vince Neil** (Mötley Crüe) 1961

WEDNESDAY, FEBRUARY 9

- 1964/**The Beatles** make their U.S. TV debut, performing on *The Ed Sullivan Show*. Seventy-three million viewers tune in, and 50,000 fans compete for the venue's 728 seats.
- 1975/The premiere of **Cher's** TV show features guests **Bette Midler** and **Elton John**.
- 1981/In London, **New Order** perform for

the first time.

- 1998/**Falco**, 40, dies in a Dominican Republic car crash.
Born: **Carole King** 1942, **Travis Tritt** 1963

THURSDAY, FEBRUARY 10

- 1956/**Elvis Presley** records "Heartbreak Hotel" in Nashville.
- 1993/**Michael Jackson** is interviewed live on TV's *Oprah Winfrey Show*, providing 90 million viewers an opportunity to see Jackson's first interview in 15 years.
- 1997/**Melissa Etheridge** and **Julie Cypher** become parents to daughter **Bailey Jean**.



Melissa Etheridge — touched by an angel.

- Born: **Roberta Flack** 1939, **Donovan** 1946
Releases: **Tori Amos** "Little Earthquakes" 1992

FRIDAY, FEBRUARY 11

- 1972/In London, **David Bowie** performs as "Ziggy Stardust" for the first time.
- 1989/**Sade** marries music video producer **Carlos Scola** in Madrid, Spain.
- 1998/The original lyric sheets for **Elton**

John's "Candle in the Wind" sell for a record \$400,000 at a benefit auction.

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

SATURDAY, FEBRUARY 12

- 1967/**Keith Richards'** home is raided by British police. **Mick Jagger** and **Richards** are eventually arrested on drug charges following an investigation.
- 1981/**Deborah Harry** exits **Blondie** to pursue a solo career.
- 1989/Motown Records informs the media that **Diana Ross** has become a principal owner of the label and will continue recording for it. Also...**Tiny Tim** declares his New York mayoral candidacy.
Born: **Ray Manzarek** (Doors) 1935
Releases: **Yes** "Roundabout" 1972

SUNDAY, FEBRUARY 13

- 1966/**The Rolling Stones** make their U.S. TV debut, performing on *The Ed Sullivan Show*.
- 1980/**Public Image Ltd.** frontman **John Lydon's** London residence is raided by police for the second time in one month.
- 1983/**Marvin Gaye** sings the national anthem at the NBA All-Star Game.
Born: **Peter Dinklage** (Monkees) 1944, **Peter Gabriel** 1950, **Peter Hook** (New Order) 1956
Releases: **The Black Crowes** "Shake Your Money Maker" 1990

— Mark Solovicos

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*Nielsen 1/17/00

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69.7 million households

PLAYS

BACKSTREET BOYS Show Me The Meaning...	24
BRITNEY SPEARS From The Bottom Of...	23
CHRISTINA AGUILERA What A Girl Wants	21
KORN Falling Away From Me	21
KID ROCK Only God Knows Why	20
DR. DRE VERMINEM Forget About Dre	20
LIMP Bizkit N 2Gether Now	18
DMX What's My Name?	17
FOO FIGHTERS Learn To Fly	16
SANTANA Maria Maria	16
JAY-Z Do It Again	16
FILTER Take A Picture	14
EYE Love Is Blind	14
SUGAR RAY Falls Apart	14
ERINIQUE IGLESIAS The Rhythm Divine	14
D'ANGELO Untitled	14
BLINK-182 All The Small Things	13
BRIAN MCKENIGHT Back At One	13
BLAQUE Bring It All To Me	13
MARIAH CAREY MJOLE & 99 DEGREES Thank God...	13
JENNIFER LOPEZ Feelin' So Good	13
PUFF DADDY (w. KELLY) Satisfy You	13
R. E. M. The Great Beyond	13
WILL SMITH So Fresh	13
Q-TIP Breathe & Stop	13
SAMMIE GARDEN I Knew I Loved You	12
CELINE DION That's The Way It Is	12
BUSH Letting The Cables Sleep	12
JESSICA SIMPSON I Wanna Love You Forever	11
OL' DIRTY BASTARD Got Your Money	11
ICE CUBE You Can Do It	10
NINE INCH NAILS Into The Void	10
SMASH MOUTH Then The Morning Comes	9
CREED What If	9
LL COOL J Shut 'Em Down	8
MANDY MOORE Candy	8
POWERMAN 5000 Nobody's Real	8
DONNELL JONES U Know What's Up	8
MONTELL JORDAN Get It On Tonight	8
MOBY Natural Blues	8
EIFFEEL 66 Blue (Da Ba Dee)	7
DA BRAT That's What I'm Looking For	7
HOKU Another Dumb Blonde	7
OASIS Go Let It Out	7
JUVENILE Back That Azz Up	6
ZPAC (w/OUTLAWZ) Baby Don't Cry	6
LOU BEGA Tricky, Tricky	6
MISSY ELLIOTT Hot Boyz	5
P.O.D. Southtown	5
SONIQUE It Feels So Good	5
THIRD EYE BLIND Never Let You Go	5
VITAMIN C Me, Myself And I	4
LOX Wild Out	4
DR. DRE Still D.R.E.	3
MARC ANTHONY I Need To Know	3
METHODS OF MAYHEM Get Naked	3
JUVENILE U Understand	3
RAH DIGGA Imperial	3
RED HOT CHILI PEPPERS Otherside	3
LFO Girl On TV	2
RAGE AGAINST THE MACHINE Guerrilla Radio	2
METALLICA No Leaf Clover	2
THE ARTIST The Greatest Romance Ever Sold	2
EASTSIDAZ 5th G'ed Up	2
GOODIE MOB Get Rich To This	2
HOT BOYS I Need A Hot Girl	2
SANTANA WROB THOMAS Smooth	2
LIL ZHANE Money Stretch	2
SOLE 4.5.6	2
SYSTEM OF A DOWN Sugar	2
DEAD PREZ Hip Hop	2
NOTORIOUS B.I.G. Notorious	2
COUNTING CROWS Hangararound	1
SASQUO Gotta Get It	1
BECK Seedheads	1
NOTORIOUS B.I.G. Dead Wrong	1
STANMO Musthovel	1
STATIC-X Push It	1
JANUWINE None Of Ur Friend's Business	1
INCUBUS Pardon Me	1
LIL' WAYNE The Block Is Hot	1
METHOD MAN & REDMAN Da Rockwelder	1
BUCKCHERRY Check Your Head	1
BACKSTREET BOYS I Want It That Way	1
LOU BEGA Mambo No. 5	1
D'ANGELO Lair & Bars	1
DRAG-ON Split These Bars	1
ERINIQUE IGLESIAS Belamos	1

Video playlist for the week ending January 22.



50.8 million households
Isaak

INSIDE TRACKS

VERTICAL HORIZON Everything You Want
MOBY Natural Blues
FILTER Take A Picture
MACY GRAY I Try
TRAIN Meet Virginia

XL

CHRISTINA AGUILERA What A Girl Wants
CELINE DION That's The Way It Is
SANTANA WROB THOMAS Smooth
SAMMIE GARDEN I Knew I Loved You
SMASH MOUTH Then The Morning Comes

NEW

BACKSTREET BOYS Show Me The Meaning...
RED HOT CHILI PEPPERS Otherside
SANTANA Maria Maria
THIRD EYE BLIND Never Let You Go
VERTICAL HORIZON Everything You Want

LARGE

MARIAH CAREY MJOLE & 99 DEGREES Thank God...
COUNTING CROWS Hangararound
FILTER Take A Picture
FOO FIGHTERS Learn To Fly
MACY GRAY I Try
BRIAN MCKENIGHT Back At One
R. E. M. The Great Beyond
STING Brand New Day
SUGAR RAY Falls Apart
TRAIN Meet Virginia

MEDIUM

THE ARTIST The Greatest Romance...
MARC ANTHONY I Need To Know
BECK Debra
LOU BEGA Tricky, Tricky
BETH MART L.A. Song
FAITH HILL Breathe
WHITNEY HOUSTON My Love Is Your Love
ERINIQUE IGLESIAS The Rhythm Divine
LENNY KRAMITZ I Belong To You
JENNIFER LOPEZ Feelin' So Good
MOBY Natural Blues
ALANIS MORISSETTE That I Would Be Good
OASIS Go Let It Out
TINA TURNER When The Heartache Is Over

CUSTOM

A3 Woke Up This Morning
MARY J. BLIGE (w/ELTON JOHN) Deep Inside
BUCKCHERRY Check Your Head
BUSH Letting The Cables Sleep
CREED Higher
CREED What If
D'ANGELO Untitled
DONNELL JONES U Know What's Up
MONTELL JORDAN Get It On Tonight
KID ROCK Only God Knows Why
JOHNNY LANG Breakin' Me
ANIEL LAPPIN Get Up
AMIEE MANN Save Me
LAURYN HILL Turn Your Lights Down Low
MINI CONDITION If You Love Me
NINE INCH NAILS Into The Void
RAGE AGAINST THE MACHINE Guerrilla Radio
JESSICA SIMPSON I Wanna Love You Forever
BRITNEY SPEARS From The Bottom Of...
ANGIE STONE No More Rain (In This Cloud)

Video airplay from January 31 - February 7.



36 million households
Cindy Mahmood
VP/Music Programming & Entertainment

Video Playlist

MARIAH CAREY MJOLE & 99 DEGREES Thank God...
DMX What's My Name?
MONTELL JORDAN Get It On ... Tonight
JAY-Z (w/BEANNE SIGEL & ANIL) Do It Again
GHUWINE None Of Ur Friend's Business
DR. DRE (w/VERMINEM) Forget About Dre
NOTORIOUS B.I.G. Dead Wrong
STANMO Musthovel
STATIC-X Push It
JANUWINE None Of Ur Friend's Business
INCUBUS Pardon Me
LIL' WAYNE The Block Is Hot
METHOD MAN & REDMAN Da Rockwelder
BUCKCHERRY Check Your Head
BACKSTREET BOYS I Want It That Way
LOU BEGA Mambo No. 5
D'ANGELO Lair & Bars
DRAG-ON Split These Bars
ERINIQUE IGLESIAS Belamos

Rap City

Q-TIP Breathe & Stop
ICE CUBE You Can Do It
HOT BOYS I Need A Hot Girl
METHOD MAN & REDMAN Y.O.U.
DR. DRE (w/VERMINEM) Forget About Dre
DMX What's My Name?
NOTORIOUS B.I.G. Notorious
ZPAC (w/OUTLAWZ) Baby Don't Cry
JUVENILE U Understand
JAY-Z (w/BEANNE SIGEL & ANIL) Do It Again

Video playlist for the week ending January 29.

TELEVISION

TOP TEN SHOWS Jan. 17-23

Total Audience
(96.9 million households)

- 1 *Who Wants To Be A Millionaire* (Thursday)
- 2 *Who Wants To Be A Millionaire* (Tuesday)
- 3 *Who Wants To Be A Millionaire* (Sunday)
- 4 *Golden Globe Awards*
- 5 *NFC Championship* (Buccaneers vs. Rams)
- 6 *Friends*
- 7 *Everybody Loves Raymond* (w/ *Frasier*)
- 9 *Jesse*
- 10 *NYPD Blue*

Teens 12-17

- 1 *Malcolm In The Middle* (Sunday)
- 2 *The Simpsons*
- 3 *American Music Awards*
- 4 *Who Wants To Be A Millionaire* (Sunday)
- 5 *Who Wants To Be A Millionaire* (Thursday)
- 6 *WWF Smackdown!*
- 7 *Boy Meets World*
- 8 *Sabrina The Teenage Witch*
- 9 *Malcolm In The Middle* (Tuesday)
- 10 *That '70s Show*

Source: Nielsen Media Research

COMING NEXT WEEK

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

Tube Tops

Tina Turner is slated to perform before kickoff and Faith Hill is set to sing the national anthem when ABC presents *Super Bowl XXXIV*, which is also scheduled to include a halftime show with performances by Toni Braxton and Phil Collins and a duet by Christina Aguilera and Enrique Iglesias (Sunday, 1/30, 6pm ET/3pm PT).

Friday, 1/28

- John Prine performs on PBS' *Sessions at West 54th* (check local listings).
- Chris Cornell, *The Tonight Show With Jay Leno* (NBC, check local listings for time).
- Jack Ingram, *Late Night With Conan O'Brien* (NBC, check local listings for time).

Saturday, 1/29

• 'N Sync are slated to perform when MTV presents *TRL Super Bowl 2000*, a *Total Request Live* special (1pm).

Monday, 1/31

- Strepce Nene *The Richer, Jay Leno*.
- Celia Cruz, *Conan O'Brien*.

Tuesday, 2/1

• VH1 premieres *Two of Us*, a fictional story of the mid-70s relationship between John Lennon (portrayed by Jared Harris) and Paul McCartney (Aidan Quinn). The end of the movie features a rare recording of the Del Vikings' "Come Go With Me" as performed by the five surviving members of *The Quarry Men*, Lennon's first band (9pm).

• Mickey Hart, *Conan O'Brien*.

Thursday, 2/3

- Tina Turner, *Jay Leno*.
- Live, *Conan O'Brien*.

— Julie Gidlow

FILMS

BOX OFFICE TOTALS JAN. 21-23

Title Distributor	8 Weekend (\$ To Date)
1 <i>Next Friday</i>	\$8.00
New Line	(\$31.84)
2 <i>Down To You</i>	\$7.60
Miramax	(\$7.60)
3 <i>The Hurricane</i>	\$6.50
Universal	(\$22.88)
4 <i>Stuart Little</i>	\$6.40
Sony	(\$117.08)
5 <i>The Green Mile</i>	\$5.38
WB	(\$109.59)
6 <i>Galaxy Quest</i>	\$4.53
DreamWorks	(\$54.29)
7 <i>Girl, Interrupted</i>	\$4.31
Sony	(\$16.16)
8 <i>The Talented Mr. Ripley</i>	\$3.71
Paramount	(\$68.23)
9 <i>Play It To The Bone</i>	\$3.42
Buena Vista	(\$3.45)
10 <i>Angela's Ashes</i>	\$3.21
Paramount	(\$3.65)

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

COMING ATTRACTIONS:
This week's openers include *Isn't She Great*, starring Bette Midler and Nathan Lane. The film's Decca soundtrack sports two new songs written by Burt Bacharach and Hal David: "On My Way," performed by Dionne Warwick, and "Open Your Heart," performed by Vanessa Williams. Bacharach also composed and conducted the film's score.



Vanessa Williams

Opening this week in exclusive engagements is *The Big Tease*, starring Craig Ferguson. The film's Virgin soundtrack contains Blondie's "Out in the Streets," Groove Armada's "At the River," Wes Cunningham's "Car Wreck" and a remix of Dean Martin & Julie London's "Sway." Cuts by Cydonia ("Supernova Heights"), Headkaze ("Shoesline"), Ruff Driverz ("Dreaming"), Omar Faruk Tekbilek ("Shashkin"), Dysfunctionnal Psychedelic Waitons ("All Over My Face"), Day One ("Waiting for a Break") and Roy Budd ("Hurry to Me") — plus remakes of Fantastic Plastic Machine's "There Must Be an Angel (Playing With My Heart)" and High Jinx's "California Dreamin'" — complete the ST. Restaurant, starring Adrien Brody, rounds out this week's openers. Look sharp for recording artist Lauryn Hill in a supporting role.

— Julie Gidlow



Lauryn Hill



55 million households
Peter Cohen,
VP/Programming

National Top 20

HOT BOYS I Need A Hot Girl
SANTANA Maria Maria
PINK There U Go
EYE Love Is Blind
THE ARTIST The Greatest Romance Ever Sold
D'ANGELO Untitled
LFO Girl On TV
EIFFEEL 66 Blue (Da Ba Dee)
BACKSTREET BOYS Show Me The Meaning...
GOODIE MOB Get Rich To This
GHUWINE, R.L., TYREBE The Best Man...
GHUWINE None Of Ur Friend's Business
CHRISTINA AGUILERA What A Girl Wants
LL COOL J Shut 'Em Down
WHITNEY HOUSTON I Learned From The Best
JUVENILE U Understand
LIL' WAYNE The Block Is Hot
DMX What's My Name?
BRITNEY SPEARS From The Bottom Of...
SAMMIE I Like It

Video playlist for the week ending January 23.

POULSTAR CONCERT PULSE

Pos. Artist	Avg. Gross (in 000s)
1 BRUCE SPRINGSTEEN	\$1,783.4
2 PINK	\$1,639.5
3 RICKY MARTIN	\$681.9
4 BETTE MIDLER	\$646.0
5 BACKSTREET BOYS	\$613.7
6 ELTON JOHN	\$605.1
7 SHARMA THAIN	\$745.8
8 FAMILY VALUES TOUR	\$412.9
9 ARMY GRANT	\$401.2
10 STING	\$400.3
11 ZZ TOP/LYNYRD SKYNYRD	\$337.2
12 JOHN MELLENCAMP	\$292.2
13 RAGE AGAINST THE MACHINE	\$254.6
14 LIMP BIZKIT	\$254.3
15 BOB DYLAN	\$244.2

Among this week's new tours:

- AARON TIPPIN
- B.B. KING
- THE CURE
- THE DONNAS
- DREAM THEATER
- ELLIOTT SMITH
- LONG BEACH DUB ALL STARS
- LORRIE MORGAN
- MARIAH CAREY
- MARK CHESTNUTT
- QUEENRYCHE
- WHETT AKINS

The CONCERT PULSE is courtesy of Poulstar, a publication of Promoters' On-Line Listings, (800) 344-7383; California (209) 271-7800.

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MUSICAL FLEA MARKET
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MANAGERS, PROMOTERS
AND JOURNALISTS
TO CHECK OUT THE
UP-AND-COMING TALENT."
- *NEWSDAY*

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G A M E



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TV ads for radio have become a mainstay of music stations across most of the country. But, by and large, News/Talkers are not among the most active users of TV marketing.

Dave Nichols is someone who has some thoughts about why that seems to be generally true. Nichols, Sr. VP/Marketing for Filmhouse, joined the Nashville-based firm in 1988 after nearly two decades in the radio business, doing, in his words, "darned near everything you can do in a radio station — DJ, PD, music director, salesperson, sports and news anchor and management."



Dave Nichols

Economics A Factor

So why aren't News/Talk stations frequent users of television for marketing purposes? Nichols thinks it often stems from the pure and simple economics of running a News/Talk station. "News/Talk is certainly one of the most expensive formats to execute on the radio," he says. "You have unique personalities in multiple dayparts, not to mention that it also takes far more bodies to put a good News/Talk station on the air than it does a music station."

"So when a News/Talk station's profitability is judged by the same standards as its sister music station — and it costs more to run in the first place — something has to give. And radio has often shown an inclination to gut their own marketing

budgets pretty early on in the game — an unfortunate tendency for an industry that itself relies on advertising to make a living."

For anyone who has had to sit through one of those mid-year expense review bloodlettings, Nichols' words ring far too true. That big-dollar line item in the budget for TV marketing is a tempting place to save major bucks when the squeeze is on to increase profits. As you'd likely expect, Nichols disagrees with that particular approach to cost-cutting. "I think it's short-term thinking," he says. "Radio's goal should always be to get an increasingly larger share of the ad dollars out there. The key to achieving that is to constantly replenish and build cume, and TV does that for radio."

Nichols says radio needs only to tune in to itself to get the picture. "Retail is much hipper to this concept than radio is in general," he says. "I guarantee that as people at radio are reading this interview,

McDonald's is advertising on their station. The local car dealer is on the air, so is the department store over at the mall and the local grocery store. Why? Because they all understand that the lifeblood of their business is foot traffic.

"Radio's foot traffic is cume. If radio wants a larger share of advertising dollars, the way to get them is to grow its cume. Unfortunately, the ongoing need for that, especially for News/Talkers, is too often overlooked when stations look at the cost of doing business. If you are not doing what retail does — constantly working to replace and increase your cume — you will inevitably lose ground. I think radio, as a business, needs to face up to that."

Focus On Two Numbers

Many News/Talk stations have embraced direct marketing and database marketing as their primary marketing tools. Nichols agrees that stations should include that form of marketing in their overall plans. "I think they are terrific tools to have as a part of your overall marketing strategy," he says. "But my experience is that they are far more effective at maximizing existing cume than they

Moneymaking Ideas For Your Network Shows

With many hours of each day on Talk radio stations across America devoted to network programs, the question is, "Are you maximizing the local revenue potential of your nationally syndicated shows?"

Moderated by Arbitron VP/Programming Services Bob Michaels, TRS 2000's Friday afternoon panel "National Shows/Local Dollars" will feature moneymaking suggestions you can use from Premiere Radio Networks President/COO Craig T. Kitchin, ABC Radio Networks Executive VP Geoff Rich, WOR Radio Networks President Kirk Stirling and Jones Radio Networks Director/Talk Affiliations Amy Bolton,



THE GRAND HYATT, WASHINGTON, DC

along with Dave Ramsey (talk host and head of his own syndication company, The Lampo Group) and Rob David (Executive Producer of Ask the Handyman with Glenn Haegge.)

REGISTER RIGHT NOW! Log on to www.rronline.com/convention for fast and easy electronic registration and a hotel reservation link. Or fill out the registration form on Page 10 of this week's issue. Don't miss R&R's Talk Radio Seminar, Feb. 24-26 at the Grand Hyatt in Washington, DC.

"It scares me when I hear News/Talk stations take the point of view that 'people know what we do, and when they want that, they come to us.'"

everything Arbitron generates comes out of cume and TSL. So some of your marketing efforts have to be designed to generate TSL, and some dedicated to growing your cume.

"Direct-marketing methods seem to be a lot more effective at generating additional usage by existing customers than they are at generating new customers. And they should have a solid position in your marketing mix. But there are other, more effective ways — and certainly I'm biased toward television — to drive that needed new cume to the station."

Research, Then Market

are at developing new cume."

Nichols is a pretty straightforward practitioner when it comes to marketing radio stations, saying that all your efforts should be focused on two primary areas. "When you look at the way radio listening is measured, there are only two numbers that matter — cume and TSL. Ev-

Nichols cautions those who would gather a few folks from the station around the conference table to design the station's next TV campaign. "There are some real traps there that I think Talk radio may be more susceptible to than other formats," he suggests. "That's because,

Continued on Page 30

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TV Marketing

Continued from Page 29

in Talk, you are dealing every day with listener opinions on such a direct level. You can fall into the trap of thinking that is the equivalent of actually having objective information. Talk programmers often tend to think they know their audience better than the average music programmer, but I'm not at all convinced that's true. What they know are the opinions expressed by some of the most active members of their audience."

Quoting one of America's more colorful historical figures, Nichols cuts to what he believes is the real essence of marketing. "Teddy Roosevelt once said, 'The successful politician is he who says what everybody is thinking most often and in the loudest voice.' The key to that quote is 'he who says what everybody is thinking.' You have to know what people are thinking before saying it repeatedly in the loudest voice begins to pay off for you. Good marketing first needs good research."

As an example, Nichols cites the big success of Adult Contemporary stations across the country. "Most ACs in America are targeted at women 25-54, yet very few of them are actually programmed by women in that demographic," he says. "But music radio programmers early on adopted the idea that they needed the assistance of good research in order to find what their key benefits were for their target audience before they marketed."

"It's critical to first know what listeners like about what you're doing, what they'd like to see changed and what the hot-button benefits are that they come to your radio station looking to have met. I think there is a real danger among Talk program-

mers and managers to fool themselves into thinking they already know that."

• The 'UCK' Test

Nichols and the crew at Filmhouse have developed their own test when it comes to devising an effective television campaign — the UCK test. That stands for Unique, Credible and Key user benefits. "Talk radio has lot of uniqueness going for it. It's not only different from its music counterparts, but it's also unique among most all other media because of its structure," says

"Radio has often shown an inclination to gut their own marketing budgets pretty early on in the game — an unfortunate tendency for an industry that itself relies on advertising to make a living."

Nichols. "It's highly interactive, either in a participating sense or in a voyeuristic sense. It's a very unique product, and that needs to be communicated."

But Nichols cautions that just being unique isn't all there is to it. "We have a lot of unique images on television," he says. "Everything from Michael Jordan slam-dunking through space to a talking Chihuahua selling tacos. But if there is not a connection with the audience that brings home why that uniqueness

benefits them, then the message gets lost. And that is probably the greatest cause for the failure of a lot of ad campaigns."

Being credible would seem to be something that isn't too hard to do, because — by definition — credibility is defined in terms of what the audience is willing to believe to be true. Radio is, after all, theater of the mind. But Nichols says you'd be surprised at how often stations blow this key benefit requirement from listeners. "The audience is pretty savvy about radio hype, and they don't like it," he says. "I'd suggest that you apply the same rules you have about any relationship to the one with your station's audience."

"Think about it: What happens in any relationship when one party doesn't tell the truth and doesn't respect the relationship and the other person? That's not the stuff long-term relationships are built on. Stations need to recognize that. To achieve credibility, you have to be sure that what you are offering confirms the perception that is already in the mind of the listener."

Benefits Vs. Features

Nichols says that understanding what your station's key benefits are may be the most critical part of the whole puzzle. "I've found that there is often still a lot of confusion in the minds of programmers and marketers at radio stations about the difference between a feature and a key benefit," he says. "Features are what you do, and people who work at stations tend to be very proud of what they do. But it's not the feature, it's the benefit that is important to the listener."

"It's not enough to just say, 'We have Dr. Laura.' You also need to explain to the audience what will be the benefit to them of listening to that show. Listeners are just another

kind of consumer, and what they really want to know is, 'What's in it for me?' For example, to say that you do news and traffic every 10 minutes is a feature. To say that you do news and traffic every 10 minutes 'so that you don't have to wait' is communicating the benefit."

And what does Nichols think of the current trend of promoting one station across other stations in the cluster? "There might be some situations where using a music station to reinforce your News/Talk station, and vice versa, may work," he says. "Or perhaps one of your stations is carrying a major sports event that you recognize has appeal to the target audience of one of your other stations. In that case, it could also be beneficial to you."

"But if anyone believes that just because you're using one station in the cluster to promote another station's format — one that doesn't even remotely meet the needs of that station's audience — that it's somehow building new cume, you're fooling yourself. And probably cluttering up your station needlessly too."

The Big Mistake

Nichols has a warning for News/Talkers that may get too confident in their position in a market. "My belief is that there's nothing at this time that builds cume better for radio than well-done, consistent television advertising," he says. "And it scares me when I hear News/Talk stations take the point of view that 'people know what we do, and when they want that, they come to us.'"

"Just like Coca-Cola or McDonald's, your radio station needs to be out there advertising to people and giving them reasons — based in benefits — why they should try

you again or come back and spend more time with you. Seriously, is there anyone who doesn't know whether or not they like McDonald's? Yet they continue to advertise and give people new reasons to come back and try them, because they understand the need to advertise in order to keep their 'cume' strong in a market where the consumer has many choices."

Asked to offer some guidelines for TV budgeting Nichols gives the following general tips. "For a tactical, call-to-action campaign, you need an effective 400 gross ratings points per week. If your message is more strategic in nature, you've still got to run at least a couple of hundred points of TV over a period of a number of weeks to make any real impact. In terms of production, as a general rule of thumb, your production budget should be no less than 10%-20% of your airtime budget."

But in the end, Nichols says that before you start buying TV time, you have one critical job to do first. "Try to look objectively at how you are going to reach potential listeners with a message of what you are going to do for them," he says. "If all you want to do is get your name out there, maybe bumper stickers and coffee cups will do that for you. But if you want to effectively communicate a more sophisticated message, TV is probably the right medium for your station."

TALK BACK TO R&R!

Do you have questions, comments or feedback regarding this column or other issues? Call me at (858) 486-7559, fax: (858) 486-7232 or e-mail: alpeterson@ronline.com

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Street Talk®

Howard To Dave: Later, Man!

Was it real, or was it just a clever ruse to keep both men's names in the news? One thing's for sure: **Howard Stern** made some waves when he insisted that he'd never visit corporate cousin David Letterman's *Late Show* again.

It started a few days after Letterman underwent his quintuple-bypass heart surgery. On his radio show, Stern publicly offered to guest-host the *Late Show* for a week or two while Letterman recovered. And even though he most likely knew that CBS-TV's hands are tied — Letterman's contract forbids any guest hosts without his consent — Stern, according to the always-reliable *N.Y. Post*, considered the network's "refusal to even acknowledge" the offer to be "a snub." (On the air, though, Stern said he expected to be ignored, because the massive ratings he'd get would "embarrass" Letterman.)

The feud escalated after Stern aired a phone call from a Letterman sound-alike — one who was apparently convincing enough to fool members of the press. When *Late Show* producer Rob Burnett started getting calls about Letterman's foul-mouthed "appearance," he called Stern to complain. That set Stern off, and he swore he'd never do Letterman's show again ... though when Burnett called back the next day with an apology, it appeared an uneasy truce had been reached — for now, at least.

Figuring that First Lady Hillary Rodham Clinton had it easy during her appearance with Letterman the week before, **WGR-AM/Bufalo's Tom Bauerle** took off the kid gloves when Clinton agreed to phone in an appearance on his morning show. And if he's the sudden victim of an IRS audit this year, we'll all know why. Telling Clinton that she'd hate him for the questions he was about to ask, Bauerle subjected her to such queries as, "Have you ever been sexually unfaithful to [President Clinton]?" and, "Have you ever used pot or cocaine?" Even though she characterized the

questions as being "out of bounds," an obviously perturbed Clinton reluctantly answered them ... and agreed that she'd hate him for asking!

All's Affair In Love And War?

Denny Schaffer, the morning man at Clear Channel **CHR WVKS/Toledo**, managed to offend a woman pretty badly — and he may have to pay for it. He and Clear Channel were named as defendants in a lawsuit filed last week by **Sandra Svoboda** of Toledo daily the *Blade*, who claims Schaffer falsely accused her, on-air, of having an affair with the *Blade's* editor-in-chief. Svoboda's suit says Schaffer made defamatory statements about her on the air to discredit her employer, and she's seeking damages in excess of \$25,000. It's just more bad blood between the *Blade* and Clear Channel: In September the paper sued **News/Talk WSPD-AM/Toledo**, accusing it of using the paper's stories on-air without crediting the *Blade* or obtaining permission. The case is set to be heard next month. **ST's** calls to Schaffer and **'VKS PD Bill Michaels** were not returned by press time.

With Blue Chip and Kandu Communications buying **KARP-FM/Glencoe, MN** for \$20 million, they become the first African-American station owners in all of Minnesota. That means Minneapolis can expect to get its first full-signal Urban FM sometime around March, the *Star-Tribune* reports. While KARP does have a suburban signal, it recently got a power upgrade from 29.5kw to 100kw and is petitioning the FCC to move the stick even closer to the Twin Cities.

WWDB: Pretend 'PHT Doesn't Exist!

Jeff Hillery, OM at Philly Talk station **WWDB**, quickly got the obligatory C&D letter from **Premiere Radio Networks' lawyer** last week after we

Continued on Page 34

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Street Talk.

Continued from Page 32

told you about the Rush Limbaugh sound-alike liners the station was airing. But Premiere's letter also gave the station 24 hours to remove web links to Limbaugh's and Dr. Laura Schlessinger's websites, since WWDB's site was directing users who wanted to listen to their shows to do so via the Internet — much to the chagrin, we assume, of rival Talker WPHT, which picked up both shows. WWDB is doing its best to steer listeners clear of 'PHT, even airing liners telling Limbaugh fans to tune in his show on WABC/N.Y.!

Boston's got a new "old" Talk station, as Langer Broadcasting brings the heritage **WMEX-AM** calls to **WJLT-AM**, along with a lineup consisting mostly of alumni from other Boston Talkers. Included are Marjorie Clapprood, Jerry Williams, Upton Bell and current KGO/S.F. personality Gene Burns, who will go on the bird each day to do two hours specifically for WMEX. The station's new GM is **Mark Berryhill**, most recently GM at a local TV station.

Football Follies & Fobles

University of Missouri football/basketball play-by-play voice **Mike Kelly** got some unexpected national exposure when he was called in to work Westwood One's broadcast of the NFC championship game last Sunday (1/23) in St. Louis. He was pressed into 11th-hour service when a snowstorm stranded the net's scheduled sportscaster, Howard David, in N.Y.C.!

After the game, the excitement of the Rams' impending Super Bowl trip proved to be too much for all-Sports **KFNS-AM**/St. Louis. Just after the final gun, a telephone line between the studio and the transmitter failed. It took about half an hour for the AM signal to be restored, though parts of the metro were able to pick up the station's FM simulcast.

And if you were watching the Hula Bowl last Saturday (1/22) on ESPN and thought you heard consultant **Mike McVay's** name called over the P.A., your ears *weren't* deceiving you! **KSSK/Honolulu PD Jeff Silvers**, who handled the stadium announcing chores, thought it'd be a fun way to "say hello."

Make Those Keyes Bronze!

The *New York Times* figured he would be fighting it out for last place. So, all in all, it was a respectable — if not surprising — third-place showing for syndicated talk host **Alan Keyes** in the Iowa presidential caucus with 14% of the Republican vote. He placed behind winner George W. Bush (41%) and Steve Forbes (30%), but well ahead of U.S. Senators John McCain (5%) and Orrin Hatch (1%).

Rumbles

- By the time you read this, **KCYU/Oklahoma City's** NAC/Smooth Jazz format will be no more. It was set to flip to Alternative on Thursday (1/27).
- **KMTT/Seattle PD Jason Parker** resigns. **GM Chris Mays** adds PD duties.
- **Mark Evans**, OM for Country **KNCI/Sacramento**, adds similar duties for Infinity's co-owned **Classic Hits KXOA**.
- Former **KVIL/Dallas MD Alex O'Neal** is named PD at **KKMJ/Austin**.
- **Harry James** and **Chris Knight** are tapped as Cumulus Market Managers in Fayetteville, NC and Amarillo, TX, respectively. James previously was Dir./Sales for the company's Wilmington, NC cluster; Knight was its Market Mgr. in Dubuque, IA.
- **WROQ/Greenville, SC PD Ken Carson** is named Corporate PD for LM Communications and OM of LM's **WCOO & WYBB/Charleston, SC**.
- **WHBC-FM/Canton, OH PD Terry Simmons** is boosted to **WHBC-AM & FM's** Dir./Programming & Operations.
- After a management stint in Shreveport, LA, **Gary Spurgeon** returns as **WXKC/Erie, PA's** GM.
- **Active Rock KFGX/Fargo, ND** becomes AC "The River."
- **KBSO/Corpus Christi, TX** flips to Classic Rock. **GM/DPD Mark Schwabe**, **APD/MD Brandle Albrecht** and the entire airstaff exit.
- **CHR/Rhythmic WOWZ & WOWB/Utica-Rome, NY** rehires **J.P. Marks** as PD. Marks, who was the station's programmer from 1995-99, replaces **John Carucci**, who joins Oldies **WSEN/Syracuse's** airstaff.
- Former **WWRX/Providence PD Don Gosselin** is named OM at **WFVA-AM & WBOB-FM/Fredericksburg, VA**. Gosselin had been Nat'l Dir. for the A.I.R. Awards.
- At Clear Channel's cluster in Casper, WY, **KTRS PD Pat Butcher** and **KRVK PD Donovan Short** add similar duties for Country **KWYY** and AC **KMGW**, respectively.
- Country **KTOM-FM/Monterey-Salinas PD Cory Michaels** is elevated to OM for **KTOM** and co-owned **KTOM-AM** and **KTXX-AM**.
- **WCMS/Norfolk MD Mike Montgomery** leaves after six years to take the OM post at Country **WWOC** and AC **WCXL/Nagshead, NC**.
- **WRNS/Greenville-New Bern Production Dir. Mark Andrews** is named PD of Oldies sister **WKOO**. **Mike Farley** takes over production duties at **WRNS**.
- **Active Rock WLMX/Chattanooga** flips calls to **WRXR**.
- **WGBF/Evansville, IN APD/MD Turner Watson** rises to PD, effective Jan. 31. Current programmer **Mike Sanders** will now devote more time to his OM duties at the Evansville Radio Center.

While we're on the campaign trail ... **Maria Cantwell**, Sr. VP of Real Network's Consumer and E-commerce Division, again wants to represent Washington State in the U.S. Senate. Cantwell lost her seat in the House of Representatives in 1994 and, if chosen as the Democratic nominee, would run against incumbent Sen. Slade Gorton. Her duties will temporarily be claimed by Real Networks COO Tom Frank.

RIAA Dagnet Traps MP3.com

Internet music website **MP3.com** had to shut down a pair of new services, "Instant Listening Service" and "Beam-It," after the RIAA filed copyright infringement charges against the company. The two services represent an unauthorized

Continued on Page 37

PHOENIX STONE

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Street Talk.

Rumbles Pt. 2

- CIDR/Detroit MD **Pete Travers** exits and is replaced by **Rich Griffin**.
- **Candy O'Terry** takes on the newly created Program Administrator position for the Greater Boston Radio Group's WBOS, WKLB, WMJX, WROR & WTKK.
- WZBH/Salisbury-Ocean City, MD promotes **Samantha Chase** to MD.
- Same show, different station: **Shemp DeYoung** rejoins *The Kevin Matthews Show* as Exec. Producer. Of course, since he left the show four years ago, it's migrated from WMVP-AM to Classic Rock WXCD-FM.
- SportsFan Radio Network's **J.T. The Brick** will be keeping busy. In addition to his overnight show, he'll be hosting a separate afternoon show on the network.

Continued from Page 34

digital archive of music not owned by MP3.com, RIAA alleges. MP3.com CEO **Michael Robertson** countered the charges by saying that the new services are essentially "nothing more than a virtual CD player" that is designed "to prevent piracy, counterfeiting and unauthorized copying and use."

ST wishes a speedy recovery to Clear Channel/Rocky Mountain Regional PD and KOA & KHOW/Denver OM **Robin Bertolucci**, who's recovering from surgery following a diagnosis of breast cancer last week. Clear Channel's **Lee Larsen** confirms that Bertolucci will be on leave as she begins chemotherapy over the next few weeks.

In The Name Of Holy Matri-Money

Looks like someone else from the radio biz will have a chance to become a TV millionaire. On a lark, WTMX/Chicago's morning team submitted a tape of traffic reporter **Melissa McGur**ren to the producers of Fox's *Who Wants to Marry a Multi-Millionaire* ... and now she's been chosen as one of the 60 qualifiers for the spe-

Records

- At press time, ST learned that Sr. VP/Promo **Dan Hubbert** had left Hollywood Records. Will he soon surface in a similar post at Epic? Meanwhile, how close is Capitol VP/Nat'l Pop Promo **Justin Fontaine** to scoring Hubbert's old post? And is more "mammoth" news regarding **Jay Faies** in the picture?
- Island Def Jam Music Group Sr. Dir./Alternative Promo **Paul Langton** segues to Chris Blackwell's new label, Palm Records, as its new Head/Promo.
- Rykodisc Nat'l Dir./Promo **Dave Einstein** exits to become *Gavin's* A3 Editor.
- New Vision Records names **Cicel Wilson** President.
- MGM taps former Jersey Records President **Anita Camarata** as Exec. VP of its music division.
- Former TVT promotion dude **Mark Abramson** returns to Roadrunner as Sr. Dir./Promo.

RADIO RECORDS



1

- **Jack Lameler** elevated to Sr. VP for Sony/Nashville.
- Chancellor Media sets **Clancy Woods** as Phoenix Market Mgr.
- **Bill Nesbitt** appointed OM of KLAC/L.A.
- **Jeff Scott** tapped as PD at KKRW/Houston.

5

- EZ Communications President/COO **Alan Box** adds CEO to title.
- **Pierre Bourvard** is recruited as Arbitron GM.
- **Doug Daniel** returns to Elektra as Sr. VP/Black Promo.
- **Jon Leshay** lands at Columbia Records as Sr. VP/Special Projects.
- **Bill George** moves to WSSH/Boston as PD.

10

- Pyramid ups **John Madison** to Sr. VP and names **Lisa Fell** VP/GM of WXKS/Boston.
- **Chris Berry** becomes PD/ND of WBBM-AM/Chicago.
- **Larry Moffitt** made PD of KYYS/Kansas City.
- **Tom Mitchell** set as WTIC-FM/Hartford PD.
- **Neal Mirsky** returns to WDIZ/Orlando as PD.
- **Shaune McNamara** moves to KLSX/L.A. as APD.

15

- **Michael Home** elevated to KOY & KQYT/Phoenix GM.
- **George Harris** accepts the PD gig at KMET/L.A.
- **Beverly Padratzik** named Dir./Special Programming for ABC Radio Networks.
- **Wayne Campbell** upped to PD of WSIX-AM & FM/Nashville.

20

- **Neal Mirsky** moves to Miami as PD of WSHE.
- **Doubleday** buys **WBFG-FM/Detroit** for \$8.25 million, a new single-station price record.

25

- **Steve Popovich** joins Epic Records as VP/A&R.
- **Eric Chase** assumes PD duties of KIQQ/Los Angeles.
- *Famous Lost Words*: "I have advised every client I've had in the past two years that if they have an AM facility, as soon as they get well enough to have a few dollars extra, buy an FM" — consultant **John Rook**.

cial. She'll be flying out to Las Vegas, where the qualifiers will be whittled down to 50 finalists for the show. By the end of the show, which is slated to air on Feb. 15, one of the women will be picked to marry her wealthy suitor on TV.

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

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STEVE WONSIEWICZ
swonz@rronline.com

Merger Mania, Part II

□ Veteran Wall Street pro says Time Warner-EMI deal will fast track music e-commerce

Like a jolting aftershock following an earthquake, Time Warner shook the record industry again with news that it will merge its music operations into a 50-50 joint venture with EMI Recorded Music.

While the new entity, to be called Warner EMI Music, will rival Universal Music Group in size and scale, one of Wall Street's top entertainment analysts, Paine Webber Managing Director/Communications Equity Research Christopher Dixon, believes the deal has far greater implications. He feels that it will speed music e-commerce.

Global Oligopoly

"In the context of the music business," observes Dixon, "this is very good news. It creates a classic global oligopoly among four companies — one that's Japanese, one that's German, one that's Canadian-American and one that's British-American. Now you have four players who can more easily come to the table and address and solve some of the issues facing the industry when it comes to digital distribution standards and the inoperability of current systems.

"As a result of this transaction, I would anticipate that AOL is really incentivized to come up with a consumer-friendly proposition sooner rather than later."

Those issues stand at the heart of the debate over the record industry's future as labels and execs grapple with making sure their companies and artists earn money from valuable copyrights. The dilemma was graphically exhibited in an op-ed column in the *Wall Street Journal* the day after the Time Warner-EMI Group merger. In that article, Andy Kessler, a partner in Palo Alto, CA-based Velocity Capital Management, wrote about "ripping [for free] my entire music collection, except for those old Englebert Humperdinck eight-tracks." In fact, Kessler posits that as free music becomes more readily available on the Internet, Time Warner's new owner, AOL, "will be whacked at by Yahoo, Microsoft, AT&T and other modem toters."

Cultural Issues

Kessler, obviously, isn't the first to predict a bleak future for the record industry. Yet it's the exact scenario that the majors want to avoid at all costs. "The biggest single downside with the Internet when it comes to the music business has to do with copyrights," says Dixon. "The issue is not so much about how the industry can come up with technology to

protect copyrights or create gatekeeping; the issue is cultural.

"The world of the Internet and computer software basically believes that copyrights aren't particularly important. Most software in computerland has a life cycle of about 18 months, so they don't mind giving it away, because it will soon become obsolete.

"Music from Frank Sinatra, The Rolling Stones and The Beatles is going to create revenue for many, many years. That's the inherent conflict with the Internet, which is looking for open architecture, versus the music industry, whose business models are based upon making sure the record companies and the artists get paid and that the music generates incremental revenue for years, which will fund its investment in developing artists.

"Clearly, this circling of the wagons, if you will, is a real acknowledgment

of the huge shifts that have occurred in the music industry. The companies are now in a better position to protect their interests."

Common Standards

Even though the four remaining major record companies have drifted from the SDMI (Secured Digital Music Initiative) and rolled out their own online e-commerce and e-promotion activities, Dixon believes they will ultimately work closely together to develop standards. "The business model developed at the Universal Music Group has enough in common with the model at AOL and Sony Music. That effectively gives them enough to develop a certain amount of standards, so that when you and I go online and order music or download songs, it's a pretty similar experience whether it's at Getmusic.com or CDnow or any of AOL's sites."

TW-EMI

Continued from Page 1

also folded around 15 labels into four major groups. "With a combined roster of more than 2,500 extraordinary artists and a solid foundation in key genres, Warner EMI Music will build on the respective strengths of each partner to be a global competitor providing vigorous support for our artists," Ames commented. "The further combination of two of the leading music publishers means that Warner EMI Music is in a strong position in the new digital landscape. This marks the beginning of an exciting new era for our artists, our employees and music fans everywhere."

Berry noted, "Warner EMI Music will be an outstanding music group throughout the world with extraordinary breadth and depth in our artist roster. I look forward to working with Roger and the rest of Warner Music Group in building an attractive environment for our artists and employees."

Deal In The Works Since August

While Time Warner and EMI had discussions in March 1999 about a merger, it wasn't until Ames' appointment last year to WMG chief that things accelerated. Ames and Berry, who are good friends, began preliminary talks in August 1999. A deal was agreed to in principle be-

fore AOL's purchase of Time Warner.

Contrary to reported speculation, many Wall Street pros don't expect another company to step in and buy EMI Group. "Who would make an offer?" Schroders & Co. Managing Director David Londoner asks. "For the past two to three years everybody has known EMI was for sale. The stock is now the highest it has ever been, even though earnings have gone sideways for the past few years. If anybody wanted to buy the company, they would have done it earlier. I doubt anybody will come in and take them out."

Paine Webber Managing Director/Communications Equity Research Christopher Dixon agrees. "It's going to be tough [for another bidder] for a couple of reasons. First, unless you're already in the music business, it would be very difficult to achieve the kind of cost savings Time Warner and EMI expect when they combine their operations. Disney, News Corp. and Viacom can't pay a higher price, because they can't unlock those savings.

"Also, if you look at Bertelsmann or Sony, both of them don't have a stand-alone Internet currency to use for such a transaction like Time Warner, so it would be very tough for them."

That said, however, some execu-

1999 Year-To-Date Record Company Market Share (1/4/99-1/5/00)

TOTAL ALBUMS (Catalog & Current Titles)

Company	1999	1998
UMVD	26.39%	24.48%
SONY	16.27%	16.57%
BMG	16.07%	12.21%
WEA	15.77%	18.20%
EMD	9.45%	12.95%
Others	16.05%	15.58%

CURRENT ALBUMS

Company	1999	1998
UMVD	26.85%	24.16%
BMG	19.61%	14.40%
SONY	17.03%	17.45%
WEA	13.68%	17.25%
EMD	8.21%	13.52%
Others	14.63%	13.21%

(Note: The UMVD totals for 1998 combine Universal's and PGD's market shares.)

Source: SoundScan

Such a seamless transaction is the killer app the industry is searching for. Dixon sums up, "That's the most important point in all of this. One of the reasons Time Warner and AOL got together is that they are looking for the killer application that will drive adoption of the Internet. How can they get more people to get on the Internet? How can they accelerate the development of high-speed

streaming so that the Internet takes on the characteristics of the audiovisual or TV world, as opposed to a text-based one?"

"Clearly, one of the consumer applications you expect to see in the new AOL-Time Warner will be something like 'My Music.' They already have 'You Have Mail' and 'You Have Pictures'; why not 'You Have Music'?"

tives question the ability of the deal in its present form to pass government inspection. Case in point: the powerful combination of Warner-Chappell and EMI Music Publishing, the world's largest publishing company. *The Los Angeles Times* quoted Walt Disney Chairman Michael Eisner as saying during the company's scheduled quarterly earnings conference call with financial analysts that "the music publishing world would be completely dominated by one company, and that would not be good for everybody."

Chrysalis Music President Leeds Levy — who has been questioned by the Department of Justice before in music publishing deals — discounts such an action. For one, he doesn't believe end users such as advertising agencies, broadcasters and dot-coms will pay higher licensing fees as a result of such a merger. "The big publishing companies tend to be flexible in their pricing. Interestingly, it's the small, independent publisher who's usually the wild card, because they'll often demand extraordinarily high license fees when they have a hot song. Since they have a limited repertoire, they'll want to maximize the song's potential as soon as possible."

As for competition for new talent — even with specific genres like

Continued on Page 42



EMAIL TO NEIL DIAMOND

Subject: Request "Return Receipt" from AOL members

Opera 12 [Navigation icons]

Congratulations, Neil. 1999 - it was a year of Beautiful Noise!

- **AMUSEMENT BUSINESS** announces you were #5 of all touring performers of the decade.
- A record breaking '98-'99 World Tour of 117 shows.
- Columbia Records - new contract, your 26 year relationship continues to 2010.
- A new publishing deal with Sony/ATV Music.
- Millions of viewers around the world celebrated with you during ABC-TV's Millennium coverage.

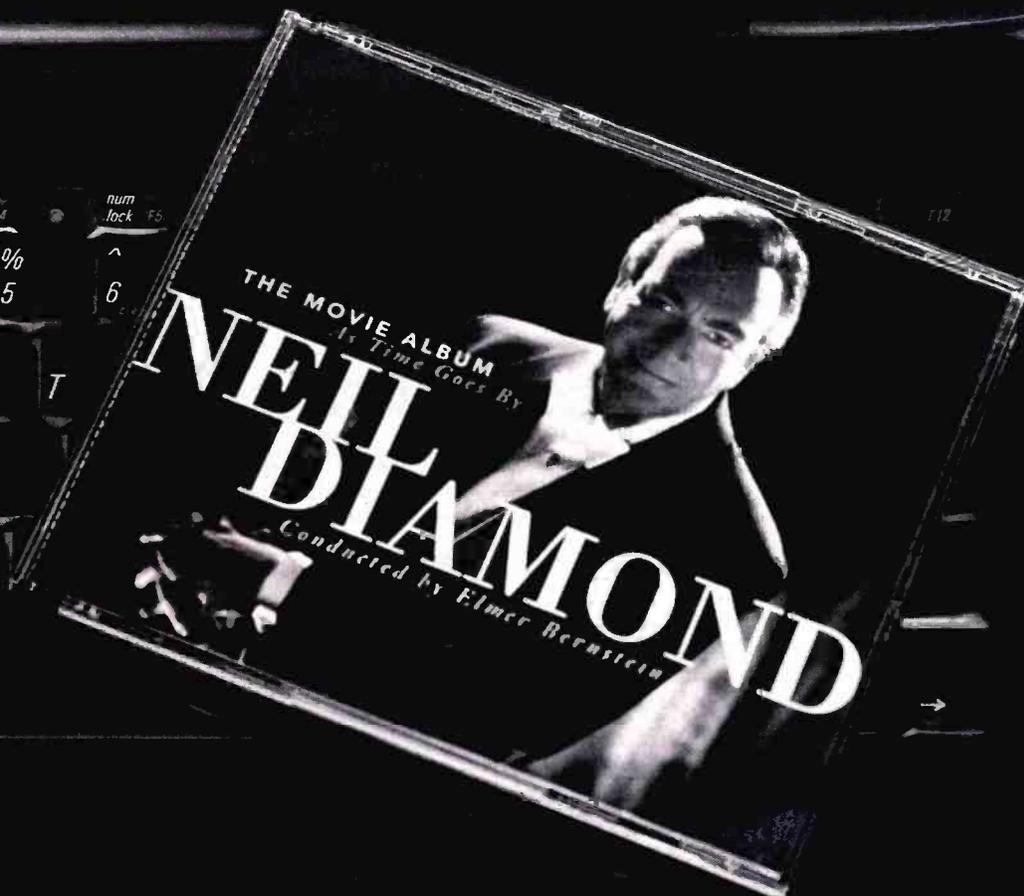
And already in 2000, special congratulations on your Grammy nomination for Best Traditional Pop Vocal Performance for The Movie Album - As Time Goes By.

We are so proud to be part of your team.

Jim Morey, Morey Management

Sal Bonafede

Macintosh PowerBook G3





LAUNCHING PAD

A Big, Hard Noogie For The New Year

Sometimes the bands that don't work out for a label can still yield rewards in other ways. For **Trauma Records**, Australian rockers **Noogie** came to its

material, and they live the lifestyle. We wanted Alternative to be a part of building this band's career, and we got some great feedback."



Noogie

attention thanks to an act that had been signed to Trauma, but didn't pan out.

Trauma co-President **Rob Kahane** comments, "We tried our best with the other band, but it was between the start of Bush and No Doubt. Then we get a call from them seven years later, and they told us about Noogie. We have a lot of history in Australia, and whenever there's a young band bubbling under, we usually hear about it."

That was about one year ago. Two months later co-President **Paul Palmer** and Kahane inked Noogie, which was steadily building a following from Perth to Sydney. The foursome had previously released a five-song EP, which yielded the single "Danger."

In addition to the group's music, it was a series of conversations that Palmer and Kahane had with key Alternative programmers that helped solidify the signing of Noogie. Kahane says, "Sometime in 1998 we had talked with [MTV's] Tom Calderone and [KROQ/Los Angeles PD] Kevin Weatherly, and they mentioned that the industry needed young bands that wrote great pop/alternative songs, but also lived the lifestyle. There weren't that many groups the kids could relate to. We felt the time was right."

The result is the band's debut single in the U.S., "Meantime." As of two weeks ago the track had picked up before-the-box adds at such Alternative stations as **WKQX/Chicago**, **KWOD/Sacramento**, **KNRK/Portland**, **WRZX/Indianapolis** and **WMRQ/Hartford**. Additional stations are expected to add the song this week.

In setting up the single, Trauma began feeding programmers the music in November and December. Kahane says, "We'd play several songs, because we're in this for the long term, and we wanted to show each programmer this group's potential. They write their own

One programmer high on the record is **WRZX PD Scott Jameson**, who says, "The single has a nice power-pop alternative sound to it. It may not be a groundbreaking style of music, but you really can't go wrong with it, especially if you're a mainstream, hit-driven sta-



The Brodys

tion like us. These types of records work very well for us. Plus, we're willing to bet on Rob's and Paul's track record. The music they release more often than not hits rather than misses."

While the single is in the early stages of its development, Jameson says the station "is already getting curiosity calls. We feel pretty good about this

one." Going forward, Kahane is eyeing several radio festivals to augment his promotion efforts. "We plan to put them on the road all year and play every radio show we can get them on," he says.

Noogie's debut full-length album, *Learn to Swim*, will be released March 7.

Ready For Takeoff: The Brodys, Mary Prankster

Alternative **KWOD/Sacramento PD Ron Bunce** gives a thumbs up to local band **The Brodys**, whose single "Toss" found its way into medium rotation at the station. "It really did well for us," Bunce says. "We got a lot of calls. They're a fun live act, and we wanted to show our support."

The group is managed by Sunset Beach-based **Robert Fitzpatrick Organization**, which recently set up a couple of showcases in Los Angeles.

Another fun act worth checking out is **Mary Prankster**, whose new single, "The World Is Full of Bastards," is drawing raves from **Active Rock WQXA/Harrisburg PD Claudine DeLorenzo**. The single is from Prankster's second album, *Roulette*

Girl. Her debut disc sold some 7,000 copies in around 16 months.

DeLorenzo notes, "It's definitely re-acting. In the past her music has been a little too much for the station, but this one is much more mainstream and is doing very well."

Mary Prankster is managed by Mayo, MD-based **Burgess Worldco**.



Mary Prankster

MUSIC NEWS & VIEWS

Backstreet Boys Want It Their Way

Truth is stranger than fiction: Ripping a page from the Madison Avenue marketing playbook, **The Backstreet Boys** have teamed with fast food giant **Burger King** in setting up a major CD and video promotion for the



The Backstreet Boys

group's new **Jive Records** album and tour. The centerpiece of the campaign will be a tie-in during August and September that features an advance single from The Backstreet Boys' forthcoming album — tentatively slated for an October release — and five previously unreleased live tracks. Burger King will also sell a video featuring backstage footage and interviews with the group. Burger King, which operates more than 10,700 restaurants with its franchisees in the U.S., will also sponsor the group's fall tour. Meanwhile, Jack In The Box's current ad campaign mocks the current "boy band" craze — particularly The Backstreet Boys — and stars fictitious teen crooners **The Meaty Cheesy Boys**, who even have their own website (www.meatycheesyboys.com).

On The Road Again

Bruce Springsteen & The E Street Band's reunion tour will continue straight through 2000. The trek, which was the

second-highest-grossing tour of 1999 with \$53 million in sales, kicks off on Feb. 28 at Penn State University in State College, PA. In other major tour news, **Mariah Carey** will embark on her first national tour since 1993. Her "Rain-



Bruce Springsteen

bow" tour, in support of her current album, begins on March 16 in Los Angeles ... **The Red Hot Chili Peppers** and **The Foo Fighters** will team up for a national tour beginning March 24 in Minneapolis ... **311** has tapped **Jimmie's Chicken Shack** as the support act for their national tour, set to start this Sunday ... Look for **Korn's Family Values** tour to return this year.

Studio Outtakes

Green Day have begun writing material for their next album. The trio expects to begin production in a few months ... **The Dave Matthews Band** have begun recording their fourth studio album, which is tentatively slated for release later this year. **Steve Lillywhite**, who helmed the group's previous albums, returns for this effort ... R&B vocalist **Kelly Price** is wrapping up her new album, which is expected to be released in late summer ... Female punk outfit **Sleater-Kinney** have put the finishing touches on their new album, which could arrive at retail in May ... **Joe Nicolo** is readying to release the debut album from Philadelphia rap group **Ced Sinatra & The Co-Defendants**. The disc will be the first from Nicolo's recently launched **Judgment Records**.

Saturn To Return In April

Final odds 'n' ends: **Interscope** has set April 11 as the release date for **No Doubt's** fourth album, *Return of Saturn*. The disc was produced by **Glen Ballard**, **Jerry Harrison** and **Matthew Wilder** ... Multiplatinum Danish pop act **Aqua** ("Barbie Girl") will release their sophomore **MCA** album, *Aquarius*, on March 21 ... **Epic** will release British rockers **Travis'** new album, *The Man Who...*, on April 11 ... **Geffen Records** has sued **Courtney Love** and **Eric Erlandson** for alleged breach of contract. The two sought to exit their contract with the label, citing California's limit to personal service contracts.

R&R's 16th Annual Grammy Contest

Enter and compete to attend R&R Convention 2000 in L.A.

R&R's 16th Annual Grammy contest is back with three prize opportunities for you to be in Los Angeles this June for R&R Convention 2000.

The 42nd annual Grammy Awards will originate from L.A.'s Staples Center on Feb. 23, with music lover and daytime talk star Rosie O'Donnell hosting. Last year's top-selling performers, The Backstreet Boys, appear in the top three major categories: Record of the Year, Album of the Year and Song of the Year. Legendary guitarist Carlos Santana and his band and TLC also earn nods in the top categories. The teen pop explosion is reflected in the Best New Artist nominees, as Britney Spears and Christina Aguilera compete in that category.

Good luck to all of this year's Grammy nominees and R&R contestants!



Cher



Santana



Dixie Chicks

HOW TO WIN

Predict the most eventual Grammy winners from the 12 categories shown.

WHAT YOU'LL WIN

First Prize: Round-trip airfare to Los Angeles from anywhere in the continental United States. Three nights' hotel accommodations at L.A.'s Century Plaza Hotel & Towers. One complimentary registration for Convention 2000.

Second Prize: Three nights' hotel accommodations at the Century Plaza Hotel & Towers. One complimentary registration for Convention 2000.

Third Prize: One complimentary registration for Convention 2000.

HOW TO ENTER

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

Fax: (310) 203-9763

Mail: R&R Grammy Contest 2000
10100 Santa Monica Blvd., 5th Fl.
Los Angeles, CA 90067

DEADLINE

5:00pm Pacific Time Friday, Feb. 18.

Winners will be announced in the 3/3/00 edition of R&R's *Street Talk*. If there's a tie, winners will be selected in a random drawing.

2000 Grammy Contest Ballot

NAME _____
TITLE _____
AFFILIATION _____ PHONE _____

RECORD OF THE YEAR

- I WANT IT THAT WAY/Backstreet Boys (Jive)
- BELIEVE/Cher (Warner Bros.)
- LIVIN' LA VIDA LOCA/Ricky Martin (C2/Columbia)
- SMOOTH/Santana f/Rob Thomas (Arista)
- NO SCRUBS/TLC (LaFace/Arista)

ALBUM OF THE YEAR

- MILLENNIUM/Backstreet Boys (Jive)
- FLY/Dixie Chicks (Monument)
- WHEN I LOOK IN YOUR EYES/Diana Krall (GRP/VMG)
- SUPERNATURAL/Santana (Arista)
- FANMAIL/TLC (LaFace/Arista)

SONG OF THE YEAR

- I WANT IT THAT WAY
- LIVIN' LA VIDA LOCA
- SMOOTH
- UNPRETTY
- YOU'VE GOT A WAY

BEST NEW ARTIST

- CHRISTINA AGUILERA
- MACY GRAY
- KID ROCK
- BRITNEY SPEARS
- SUSAN TEDESCHI

BEST FEMALE POP VOCAL PERFORMANCE

- GEME IN A BOTTLE/Christina Aguilera (RCA)
- BEAUTIFUL STRANGER/Madonna (Maverick/WB)
- I WILL REMEMBER YOU/Sarah McLachlan (Arista)
- THANK U/Alanis Morissette (Maverick/Reprise)
- ...BABY ONE MORE TIME/Britney Spears (Jive)

BEST MALE POP VOCAL PERFORMANCE

- I NEED TO KNOW/Marc Anthony (Columbia)
- MAMBO NO. 5 (A LITTLE BIT OF...)/Lou Bega (RCA)
- SOGNO/Andrea Bocelli (Polydor)
- LIVIN' LA VIDA LOCA/Ricky Martin (C2/Columbia)
- BRAND NEW DAY/Sting (A&M)

BEST POP PERFORMANCE BY A DUO OR GROUP WITH VOCAL

- I WANT IT THAT WAY/Backstreet Boys (Jive)
- MARIA MARIA/Santana (Arista)
- KISS ME/Sixpence None The Richer (Squint/Columbia)
- ALL STAR/Smash Mouth (Interscope)
- UNPRETTY/TLC (LaFace/Arista)

BEST ROCK PERFORMANCE BY A DUO OR GROUP WITH VOCAL

- SPECIAL/Garbage (Almo Sounds/Interscope)
- BLACK BALLOON/Goo Goo Dolls (Warner Bros.)
- MALIBU/Hole (DGC/Geffen)
- SCAR TISSUE/Red Hot Chili Peppers (Warner Bros.)
- PUT YOUR LIGHTS ON/Santana f/Everlast (Arista)

BEST HARD ROCK PERFORMANCE

- GET BORN AGAIN/Alice In Chains (Columbia)
- LIT UP/Buckcherry (DreamWorks)
- BAWTIDABA/Kid Rock (Lava/Atlantic)
- FREAK ON A LEASH/Korn (Epic)
- NOOKIE/Limp Bizkit (Flip/Interscope)
- WHISKEY IN THE JAR/Metallica (Elektra/EEG)

BEST R&B PERFORMANCE BY A DUO OR GROUP WITH VOCAL

- SPEND MY LIFE WITH YOU/Eric Benet f/Tamia (Warner Bros.)
- DON'T WASTE YOUR TIME/Mary J. Blige & Aretha Franklin (MCA)
- BILLS, BILLS, BILLS/Destiny's Child (Columbia)
- HEARTBREAK HOTEL/Whitney Houston (Arista)
- NO SCRUBS/TLC (Arista)

BEST RAP PERFORMANCE BY A DUO OR GROUP

- BUSTA RHYMES f/JANET JACKSON/What's It Gonna Be (Elektra/EEG)
- SATISFY YOU/Puff Daddy f/R. Kelly (Bad Boy/Arista)
- STILL D.R.E./Dr. Dre f/Snoop Dogg (Aftermath/Interscope)
- GUILTY CONSCIENCE/Eminem f/Dr. Dre (Aftermath/Interscope)
- YOU GOT ME/Roots f/Erykah Badu (MCA)

BEST COUNTRY ALBUM

- RIDE WITH BOB/Asleep At The Wheel (DreamWorks)
- FLY/Dixie Chicks (Monument)
- TRIO M/Emmylou Harris, Linda Ronstadt, Dolly Parton (Asylum/EEG)
- COLD HARD TRUTH/George Jones (Asylum/EEG)
- FORGET ABOUT IT/Alison Krauss (Rounder)



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TM CENTURY GoldDiscs and HitDiscs

Emmis

Continued from Page 1

either buy or assign his rights to Sinclair's St. Louis stations.

But many people say Sinclair was never happy about the fact that a competitor would be purchasing the stations. Just days after Emmis said it would buy the stations, Sinclair hinted that it was looking for a way to legally challenge the sale.

Sinclair apparently believes it has found that way. While Sinclair executives declined to comment on the issue, the lawsuit spells out the company's argument.

Baker, who left Sinclair last February, has a contract that specifically allows him to sell his option to purchase the St. Louis holdings. Sinclair, however, argues that the provision was inserted only to allow Baker to purchase the stations through a subsidiary or holding company that he controlled. A group completely unrelated to Baker, such as Emmis, was never meant to be involved in the deal, Sinclair claims.

"The right of Baker to designate an alter-ego as the transferee was to accommodate Baker's articulated desire for expeditious financing and closure and to afford him the liability protection offered by certain structuring without him giving up control," Sinclair lawyers argue in the court papers.

A second argument put forth by Sinclair is that the contract was "so vague as to be unenforceable." Sinclair says that since there is no specific

framework as to how to close a deal for the stations, it has proved impossible to complete the deal with Emmis.

The two sides had been trying to complete the deal for months and had seemed close to doing so late last year when an outside appraiser was called in to determine the "fair-market value" of the properties. When BIA's Tom Buono stated in November that the fair price was \$366.5 million, both sides said all that remained was to work out the details. Sinclair Radio CEO Barry Drake told R&R in December that the two sides simply had to work out a contract.

But those details in the contract ended up sabotaging the deal for now. Sinclair's lawsuit claims the two sides were unable to reach agreement on several key issues, including the escrow that Emmis would have to provide; a closing date; Emmis' desire that the TV station remain affiliated with ABC, with very few changes in the contract; Emmis' request that Sinclair pay for the TV transmitter to change to digital; a dispute over who would pay severance fees; and the terms of Sinclair's indemnification.

Emmis CEO Jeff Smulyan told R&R his group tried to compromise with Sinclair for months, only to be rebuffed time and time again. Smulyan said Emmis offered to pay the same percentage on the deposit that Entercom had paid to Sinclair last year in its \$821 million deal. "They said, 'No, no, we need a lot more than

that.' It was a series of discussions like that," Smulyan said.

Finally, the issue came to a head when Emmis asked Sinclair on Jan. 17 to agree to another outside arbitrator to resolve the conflicts. The next day Sinclair filed suit, raising the ire of the normally mild-mannered Smulyan.

"Sinclair's suit is without merit, and Emmis will vigorously prosecute its claims and enforce our rights," he said. "Given Sinclair's conduct during the past six months, it isn't surprising that they are seeking yet another way to avoid fulfilling their contractual obligations."

Emmis plans to file a countersuit that will accuse Sinclair of refusing to negotiate in good faith, the exact claim that Sinclair has made against Emmis. It was unclear where that suit would be filed.

The St. Louis stations remain in limbo for now, still controlled by Sinclair, a group that is attempting to sell its entire radio holdings. Other than the six St. Louis properties, Sinclair only has stations in Kansas City, which will be sold to Entercom when Entercom creates room by spinning off its own Kansas City holdings. Emmis currently owns KSHE-FM, WKKX-FM & WXTM-FM/St. Louis and would have to divest some of those stations before it could buy Sinclair's holdings.

TW-EMI

Continued from Page 38

country and urban — Levy counters. "The cost of signing new talent has skyrocketed. The only companies that can make the big deals with any kind of frequency are the ones with deep pockets, but that's been going on for four or five years already.

"Even though this deal will be closely reviewed by Justice, I don't know what the litmus test is. There's talk that the combined companies will have about 30% of the global publishing market. Well, the record companies are just shy of that. What's good for the goose is probably good for the gander."

Meanwhile, Wall Street is applauding the deal for a variety of reasons. One, the deal offers tremendous online opportunities. Two, the companies — while currently in a slump — have proven track records at breaking new acts, the bread and butter of the industry.

But it's the third area — the financial structure of the transaction — that many pros believe could be imitated in the future. Londoner notes, "It's a very cleverly constructed deal ... here's Time Warner, which doesn't have to put out any money, getting the benefits of consolidation."

Dixon concurs. "What Time

Warner has effectively done is create a tracking stock in its music business. And EMI shareholders can lay claim on 50% of the combined company. It's quite cool.

"From Time Warner's perspective, it will be able to point to the public market value of EMI as a way to enable investors to see the inherent value of the music division. You couldn't see that before. And, at the same time — and this is really cute — they can consolidate any operating losses or tax benefits.

"But it also provides EMI investors with a potentially higher valuation of the company, because they're now going to have a very real opportunity to participate in the growth represented by AOL's purchase of Time Warner."

EEO

Continued from Page 1

for them or choose from a menu of outreach options such as job fairs and internships. Additionally, a broadcaster may develop its own outreach programs if it agrees to maintain records showing that the program has been effective.

Kennard had pushed hard for the EEO rules, which he saw as a way to encourage minority hiring. Many minority advocacy groups supported him and hailed last week's new EEO rules as a crucial step for diversity in the broadcast industry.

"Today the FCC affirmed again that employment discrimination will not be tolerated in the broadcast industry," said Jesse Jackson, President of the Rainbow/PUSH Coalition.

As with the previous rules, stations with less than five full-time employees will be exempt. All other stations, however, must file annual reports that detail their outreach programs. Stations with more than 10 full-timers must file these documents midway through their license term and when they seek renewal. One key provision that was removed from the new rules is that religious broadcasters may hire based on religious belief or affiliation. This was one of the major sticking points in the old rules, which led to the DC Court ruling in 1998.

Concerns About Paperwork

Many broadcasters and broadcast associations had opposed new EEO rules for several reasons. Primarily, many large radio companies, including Clear Channel and CBS, had pledged to keep up the old EEO rules in practice. A second concern was that the new rules would be a paperwork nightmare for broadcasters, who must now prove to the FCC that outreach has

been done. One provision that has not been removed from the old rules is that broadcasters must show the commission the racial makeup of the staff. The FCC said it plans to use that information only to keep statistical data, not to judge a broadcaster in a license renewal case.

The paperwork issue was the problem for the NAB, and now that the measure has been passed, it is unclear if the NAB will challenge it in court.

The new regulations do not give many specifics about exactly what a broadcaster must do to be compliant. One FCC official who helped draft the law said that a broadcaster must show "good faith" in its outreach program, a vague term that gives broadcasters little guidance as to how to be compliant.

The former EEO regulations were originally struck down by the Washington, DC federal appeals court in April 1998. That ruling stemmed from a court challenge by the Lutheran Church-Missouri Synod (LCMS), which had been fined \$50,000 (later reduced to \$25,000) in 1995 by the FCC for alleged recruiting violations at KFJQ-AM & FM/Clayton, MO.

LCMS maintained that it wanted to take into account the religious affiliation of applicants for "nonspousal" positions, such as receptionists and engineers. A month before the appellate court decision, the commission granted religious broadcasters this exemption to the EEO rules, but to no avail.

In overturning the regulations, the court rejected the FCC's argument that diversity in hiring leads to diversity in programming. "The commission never defines exactly what it means by 'diverse programming,'" said the court.

After losing an appeal in late 1998, the FCC decided not to continue to appeal the decision to the Supreme Court.

— Jeremy Shweder

KSNU

Continued from Page 20

does have the heritage call letters, but their music is very different. We're more fun and upbeat, and we're not just into the '70s." One segue on KSNU's first day featured The

Citadel

Continued from Page 1

now owns 136 FM stations and 60 AM stations in 42 markets in the U.S.

Since October, Citadel has been on a buying spree, spending over \$500 million on large transactions, including \$190 million for Broadcasting Partners' 36 stations and \$120.5 million for Liggett Broadcast's nine stations.

"They're bumping up against their current leverage, that's pretty clear," said analyst James Marsh of Prudential Securities.

Spending this much cash also puts Citadel in a tough position to acquire Clear Channel spinoffs from the merger with AMFM. Wilson has said

Rivers

Continued from Page 1

Broadcasting, for which Rivers was Corporate Programmer. Among his achievements at AMFM: developing the "Jammin' Oldies" format that is now in place at a number of AMFM stations.

"I've been thinking about doing this for about six months now," Rivers told R&R. "Last year I flew more than 400,000 miles. It took a lot of time away from my family, and I'd like to spend some more time with my kids and my wife." Rivers said he also intends to explore "some activities and ventures outside of traditional radio."

AMFM President/CEO Jim de Castro noted, "After years of personal sacrifice and professional commitment, Steve has earned the right to

Supremes' "Reflections" into The Sugar Hill Gang's "Rapper's Delight."

Before adopting an all-Christmas format, KSNU had been dark following a succession of formats. The station was purchased by Deer Valley last summer.

that publicly that he is interested in some Clear Channel stations, but some people tell R&R that Wilson isn't very hopeful and hasn't been overly aggressive in that campaign.

Instead, Citadel has been focusing on acquiring some respected mid-sized groups. Marsh says the Bloomington deal went for about 17-times cash flow.

For months Bloomington had been rumored to have been part of a three-way deal with Sunburst Media and Centennial Broadcasting to merge and go public. That now seems to be over, said Marsh, who believes Sunburst and Centennial don't have enough cash flow on their own to go public.

— Jeremy Shweder



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Kiss Is King In Metroplex

□ KHKS/Dallas' Melissa Burrill reveals why the station is a consistent winner

Just about every CHR station searches for — but few ever find — the perfect execution of the three M's: music, marketing and morning show. When these three elements are in place, you can typically look at the top of the Arbitron ratings to find such a station.

One station that has the three M's pegged and that remains perennially at the top of the ratings is AMFM's KHKS (Kiss)/Dallas. With one of the tightest playlists in America, the top-ranked *Kidd Kraddick in the Morning* show and an extremely focused marketing and promotion department, Kiss is king in Dallas. Even in the face of a Rhythmic competitor, Infinity's KRBV, Kiss is consistently a top player in all demographics, 12-54.

While much well-deserved attention has been given to OM John Cook, PD Ed Lambert and Kidd Kraddick, that other M, marketing, is under the careful watch of Melissa Burrill, Director/Marketing and Promotion. Burrill, a Boston native, had some great training after graduating from Syracuse University in 1991. Her first radio gig was as a sales assistant at WXKS (Kiss 108) Boston. She then took a job overseeing marketing and public relations for a group of three restaurants and bars. That led to a position as Key Account Marketing Specialist for Coors Brewing Company and, shortly thereafter, a return to WXKS as Promotion Director, where she spent three years, until KHKS came calling in 1997.

R&R: Describe your job duties.

MB: My position is to help Kiss achieve ratings and revenue. In addition to listener promotions, I work with the sales department to facilitate effective sales promotions. One of my major responsibilities is to ensure that we have a great major station promotion on-air at all times. I am also responsible for the management of our station events. My



Melissa Burrill

106.1 KISSFM

other responsibilities include building and maintaining our community service image. TV campaigns, public relations, the station's visual look and the overall promotion and marketing efforts of the station.

R&R: With a population of over 3.8 million in the Dallas/Ft. Worth metro, a top come rank of 761,000 (Arbitron, fall '99) and an enormous area to cover, how large is your support staff?

MB: The marketing and promotion department is made up of five full-time and five part-time staffers, including an assistant promotion director who works directly with me on putting together proposals and recaps to secure promotional partners, as well as on station events. We also have a promotion coordinator who is primarily responsible for our street efforts and events. This includes ongoing street activity, live broadcasts, sales promotion appearances, community service events, station-sponsored events and major station concerts. Because this is a 24/7 position, we have an assistant promotion coordinator to help with all those duties. He is also extremely Internet-savvy and currently does all of the upkeep for our web page. The part-timers work all of the street events, as well as help with in-house projects as needed.

R&R: How much of a role do corporate [AMFM] promotions play at KHKS?

MB: It's only been a few times. We did a Fox promotion that offered us the flexibility to tailor the promotion to fit our station. This is very crucial, because, as with all radio stations, the product must come first. Last February a group of AMFM CHR radio stations did a very effective group promotion

initiated by WHZT (Z100)/N.Y., where we took listeners to the Bahamas. We had a concert on the beach featuring Shaggy, Sweetbox and Monifah. We also have an AMFM CHR conference call once a month.

R&R: With increased spotloads, is it getting tougher and tougher to get quality promotions on the air?

MB: The promotions that may suffer are sales promotions. Because the station needs to maintain quality listener promotions, the areas that may get trimmed down are "added value" sales promotions. In times such as these, we are very careful to only put quality promotions on the station. We are much more selective about what we offer to outside sources in the way of promotion. We still try to protect our marketing and promotion needs.

R&R: How many promotions can be on the air at one time at KHKS?

MB: As a rule, we only have one major station promotion on the air at any given time. We have our weekday promotion and a weekend promotion. John Cook and "Mr. Ed" Lambert have set high standards for keeping the station clean and free of clutter.

R&R: What do you use as the criteria to get a promotion on the air?

MB: The promotion must be a win-win for the station. It must be relevant, fun and appealing to our listeners' lifestyles. Due to our very strict policies, we have at times been called "promotionally challenging" to work with. This forces our sales department to become more adept at addressing clients' needs and brainstorming ways to make a promotion work. It also forces them to find other ways to get the business when they know we won't give away something that isn't of high value to our listeners. Kidd Kraddick will always try to help a client if possible. If he thinks it's a good promotion, he'll do it and do it right. However, if he doesn't see it working, he'll just give it the thumbs down, and we trust his decisions.

R&R: Do you set a goal for every promotion before it hits the air?

MB: Each promotion should get our listeners excited and should sound larger than life. We use the response on the phones and the vibe on the streets to see if the listeners are responding. Because

"In the wake of new competition, we never take our eye off the ball. We know what our objectives are, and we stick to them. We never let ourselves become complacent, because sometimes it's easier to get to No. 1 than to stay there."

we stick to the most-wanted prizes — such as cash, trips, cars, concert tickets and money-can't-buy kind of prizes — there is usually not a question of whether it is striking a responsive chord with our audience. Another goal is to make sure the jocks are psyched about the promotion.

R&R: How important are station concerts? How many do you do a year? How involved do you get?

MB: Presently, we do three major free station concerts per year: the "KISS Party" (attendance 20,000), the "End Of Summer Bash" (10,000) and the "KISSMAS Party" (10,000). Programming books the acts, and then the marketing and promotion department is primarily responsible for the implementation. We work as a team on the graphics, ticket distribution, merchandise, production, on-air and on-site promotions, artist relations, logistics and everything else that comes with putting on a concert.



R&R: Since your concerts are free, how do you generate revenue to offset costs and add to the bottom line?

MB: They are revenue-generating in the way of sales sponsorships, and we generate ratings by the fact that the only way into a KISS FM show is to listen and win. As a side note, I remember at our last event Kidd Kraddick said to the audience, "Do you know what's cool? The fact that every single one of you won your tickets from KISS FM." When he said that, the crowd of 10,000 listeners erupted with screams.

R&R: What other nontraditional revenue-generating events do you work on each year?

MB: In addition to our three concert events, "The Kidd Kraddick Diaper Derby" is another exclusive NTR event. We also work on promotional events with the ability to sell-in NTR partners, such as "Garland's Star Spangled 4th," "Hoop It Up," "La Funete's Cinco De Mayo," "The Jingle Bell Run," etc. In addition, each year we usually have a few events that are one-time projects, such as "The Kidd

Kraddick World Tour."

R&R: Do you have a nontraditional revenue budget that you have to meet, and are you bonused on that budget like account executives?

MB: No, I do not have an NTR budget to meet. At our station the NTR revenue is the responsibility of our sales department and the sales promotion arm of AMFM, the Chancellor Marketing Group.

R&R: How critical do you consider the Internet to be for marketing the station?

MB: In addition to Kidd Kraddick's site, we also have a website. Our website must be a reflection of the station and be fun, entertaining and resourceful for our listeners. The Internet is another great way for us to communicate with our listeners one on one. We have designated a person to personally respond to every e-mail that comes to the station. It is a great way for us to get feedback from our listeners, as well as to share information with them.

We have not done broadcast e-mail programs as of yet, but with AMFM's Internet initiatives being tested in three markets, I know we will have many more Internet marketing opportunities in the near future. As with all the tertiary marketing efforts of the station, I feel it is important that our website remain in line with the image of the station.

R&R: What type of promotions cut through the clutter?

MB: I believe the "money can't buy" promotions still cut through the clutter. The idea of going to the MTV Video Music Awards or the Grammy Awards or meeting The Backstreet Boys still gets people excited. Other great promotions are ones where listeners can vicariously play along. Our "Beat The Bomb" cash giveaway always gets people talking, even if they are not trying to win themselves. People tell us they sit in their cars after they have reached their destination just to see if the contestant is going to get "blown up."

R&R: When it comes to contesting, what do listeners want to win today, and how can CHR compete against all of the huge contests and lotteries out there?

MB: Listeners want cash first, then trips and cars. Tickets to cool concerts are always a huge hit as well. We compete with huge national contests and lotteries by having and promoting more guaranteed winners. We always pay off the contest and then run some

"Due to our very strict policies, we have at times been called 'promotionally challenging' to work with. This forces our sales department to become more adept at addressing clients' needs and brainstorming ways to make a promotion work."



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CALLOUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of January 2-8.

ARTIST TITLE LABEL(S)	CHR/POP				TOTALS FAMILIARITY	TOTALS BURN	DEMOGRAPHICS			REGIONS			
	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)						WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
	TW	LW	2W	6W									
HP LONESTAR Amazed (BNA)	3.90	3.86	3.72	3.90	60.3	11.0	3.81	4.18	3.72	3.76	4.20	3.88	3.74
BLINK-182 All The Small Things (MCA)	3.77	3.96	3.92	3.89	71.6	16.2	4.09	3.66	3.22	3.73	3.73	3.77	3.85
SAVAGE GARDEN I Knew I Loved You (Columbia)	3.75	3.78	3.72	3.62	88.8	22.9	3.80	3.89	3.52	3.65	4.06	3.62	3.67
HP CREED Higher (Wind-up)	3.73	3.72	3.71	3.62	58.9	9.0	3.74	3.77	3.67	3.71	3.89	3.82	3.48
HP FAITH HILL Breathe (Warner Bros.)	3.72	—	—	—	44.4	7.7	3.28	4.22	3.76	3.45	3.83	3.96	3.46
BACKSTREET BOYS Show Me The Meaning Of Being Lonely (Jive)	3.70	3.87	—	—	71.3	17.7	3.79	3.67	3.54	3.81	3.68	3.54	3.76
CHRISTINA AGUILERA What A Girl Wants (RCA)	3.67	3.79	3.68	3.75	82.5	24.9	3.83	3.71	3.32	3.66	3.76	3.57	3.71
SANTANA I/ROB THOMAS Smooth (Arista)	3.65	3.70	3.73	3.66	91.0	35.2	3.47	3.69	3.83	3.66	3.69	3.54	3.71
HP OL' DIRTY BASTARD Got Your Money (Elektra/EEG)	3.59	3.57	3.45	3.71	56.6	13.7	3.77	3.43	3.36	3.22	3.74	3.83	3.52
BRIAN MCKNIGHT Back At One (Motown)	3.57	3.60	3.73	3.79	90.5	34.7	3.84	3.39	3.41	3.55	3.57	3.46	3.71
BLAQUE Bring It All To Me (Track Masters/Columbia)	3.54	3.68	3.61	3.63	75.6	21.9	3.68	3.36	3.53	3.23	3.68	3.58	3.64
TRAIN Meet Virginia (Aware/Columbia)	3.53	3.57	3.59	3.51	64.6	18.2	3.54	3.40	3.66	3.68	3.37	3.35	3.71
HP STROKE9 Little Black Backpack (Cherry/Universal)	3.52	3.68	—	—	40.0	9.5	3.64	3.46	3.29	3.24	3.69	3.57	3.59
CELINE DION That's The Way It Is (550 Music/Epic)	3.49	3.61	3.62	3.34	77.8	21.2	3.73	3.35	3.28	3.33	3.57	3.28	3.82
EIFFEL 65 Blue (Da Ba Dee) (Republic/Universal)	3.49	3.52	3.53	3.50	74.1	22.7	3.64	3.44	3.27	3.30	3.66	3.54	3.46
FOO FIGHTERS Learn To Fly (Roswell/RCA)	3.39	3.45	3.33	—	64.6	16.7	3.56	3.18	3.40	3.51	3.49	3.27	3.30
LOU BEGA Mambo No. 5 (A Little Bit Of...) (RCA)	3.39	3.43	3.39	3.53	93.8	46.1	3.48	3.15	3.64	3.30	3.40	3.60	3.26
JESSICA SIMPSON I Wanna Love You Forever (Columbia)	3.38	3.63	3.44	3.53	61.1	16.2	3.47	3.34	3.21	3.39	3.48	3.31	3.35
SMASH MOUTH Then The Morning Comes (Interscope)	3.34	3.43	3.36	3.38	73.8	24.7	3.28	3.31	3.61	3.29	3.57	3.32	3.21
WHITNEY HOUSTON My Love Is Your Love (Arista)	3.29	3.46	3.40	3.65	64.3	22.7	3.40	3.31	3.05	3.08	3.37	3.34	3.38
ENRIQUE IGLESIAS The Rhythm Divine (Interscope)	3.28	3.34	3.18	3.34	70.3	23.9	3.19	3.32	3.48	2.93	3.62	3.12	3.48
FILTER Take A Picture (Reprise)	3.28	—	—	—	52.6	14.7	3.33	3.24	3.21	3.33	3.42	3.13	3.26
COUNTING CROWS Hangin'around (DGC/Geffen)	3.27	3.43	3.22	3.67	62.6	21.2	3.28	3.25	3.42	3.41	3.46	3.26	3.61
MARC ANTHONY I Need To Know (Columbia)	3.26	3.39	3.23	3.35	77.3	32.7	3.08	3.26	3.55	3.00	3.60	3.32	3.09
TLC Unpretty (LaFace/Arista)	3.24	3.45	3.34	3.42	82.5	39.7	3.17	3.88	3.72	3.28	3.17	3.24	3.27
SUGAR RAY Falls Apart (Run Away) (Lava/Atlantic)	3.23	3.54	—	—	57.6	15.5	3.39	3.24	2.89	3.05	3.36	3.28	3.24
RICKY MARTIN Shake Your Bon-Bon (C2/Columbia)	3.20	3.26	3.09	3.67	83.5	31.7	3.19	3.17	3.26	3.63	3.43	3.28	3.06
JENNIFER LOPEZ Waiting For Tonight (Work/Epic)	3.17	3.26	3.18	3.39	82.5	39.2	3.20	3.25	3.01	2.88	3.19	3.19	3.42
BRITNEY SPEARS (You Drive Me) Crazy (Jive)	3.14	3.41	3.36	3.27	92.8	44.4	3.32	3.09	2.96	3.04	3.37	3.12	3.63
LEN Steal My Sunshine (Work/Epic)	3.10	3.17	3.05	3.21	84.5	44.1	3.01	2.99	3.37	3.07	3.16	3.11	3.08

CALLOUT AMERICA® Hot Scores

By ANTHONY ACAMPORA

Three of this week's five top-testing songs are Callout America Hit Potential tracks, two of them crossing over from the Country format.

"Amazed" by Lonestar (BNA), the longest-running No. 1 song in R&R Country chart history, returns to the top spot on Callout America. "Amazed" is first overall, fourth with teens, second 18-24 and third 25-34. Stations with significant rotation on "Amazed" include WHITZ/New York (52x), WKQJ/Detroit (39x), and WRVW/Nashville (65x).

Faith Hill debuts on Callout America this week with her recent No. 1 Country hit, "Breathe" (Warner Bros.). Hill's latest is fifth overall, while ranking first 18-24 (4.22) and a solid second 25-34 (3.76).

The third Hit Potential track in the top five is "Higher" by Creed (Wind-up). "Higher" is a fitting adjective for the track, as it rises to fourth overall with a 3.73 total favorability score. It is testing across the board, ranking eighth with teens, fourth 18-24 and fifth 25-34. Early believers include WXSS/Milwaukee, KXXM/San Antonio and KJYO/Oklahoma City.

Other Hit Potential tracks this week include "Got Your Money" by Ol' Dirty Bastard (Elektra/EEG) and "Little Black Backpack" by Stroke9 (Cherry/Universal), which rank ninth and 13th, respectively.

Callout America is nearing its fifth anniversary, and we'd like to thank everyone in both the radio and record industries for your continued support. We want to hear your comments and suggestions. Please feel free to contact CHR Editor Tony Novia (310) 788-1663 (e-mail: tnovia@rronline.com), Director/Charts & Formats Kevin McCabe (310) 788-1635 (e-mail: kmccabe@rronline.com) or Charts Manager Anthony Acampora at (310) 788-1695 (e-mail: anthony@rronline.com) at any time.

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 (HP) 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: Chicago, Cincinnati, Cleveland, Columbus, Detroit, Kansas City, Milwaukee, Minneapolis, St. Louis. WEST: Los Angeles, Phoenix, Portland, Sacramento, San Diego, San Francisco, Seattle. © 2000, R&R Inc.

Got Your Money

Callout America
Top 10!
#3 Midwest Region

Monitor Crossover
5 Weeks At #1

Adds At...
B97/New Orleans
KCHZ/Kansas City
KRBE in rotation

#6 Monitor Rhythmic Top 40 Chart
Total Audience Over 30 Million!

"#1 Phones at night...one of our biggest hip-hop records ever!!" — Brian Bridgman/WIOQ Philadelphia

"Huge Callout #2! Top 5 Phones! Sounds like a smash to me" — Tommy Austin/KKRZ Portland

"I am really surprised how well this fits our station. It's really a mainstream record and has Top 10 phones too." — Diana Laird/KHTS San Diego

"It's absolutely huge for us!" — Stan The Man/WFLZ Tampa

WIOQ/Philadelphia 25x #1 Phones

KKRZ/Portland 22x Top 5 Phones

WKSS/Hartford 20x #1 Phones/Callout

KHTS/San Diego 22x Top 10 Phones

WFLZ/Tampa 15x Top 10 Phones

Approaching 1000 Plays at Mainstream Top 40

MARCH 1-5, 2000 • TORONTO CANADA

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RADIO

1920-1999
1999-2000

RADIO
2000



ONTARIO ASSOCIATION
OF BROADCASTERS

BROADCASTING
in the **21st**
CENTURY

"GET IT ON...TONITE"

WITH

Montell Jordan

OVER 300 SPINS @ MAINSTREAM!

CHECK OUT THESE MAJORS:

KDWB/Minneapolis	KHKS/Dallas	Y100/Miami	KKRZ/Portland
KZQZ/San Francisco	KZZP/Phoenix	B97/New Orleans	WPRO/Providence
KZHT/Salt Lake City	WKFS/Cincinnati	KSLZ/St. Louis	WBTS/Atlanta
WKSS/Hartford	WKSE/Buffalo	WFLZ/Tampa	WXSS/Milwaukee
KHTS/San Diego	KHFI/Austin	KRQQ/Tucson	WFLY/Albany and many more!

TOP 5 CALLOUT AT:

WKSE/Buffalo
KHFI/Austin
WKSS/Hartford



"... 'Tonite' has a catchy hook & sounds more Pop every time we play it! It's showing sure signs of becoming a huge hit for us in Hartford! Already calling out Top 15 overall and Top 5 with female demos."

Tracy Austin, PD – WKSS/Hartford

RHYTHMIC TOP 40: 9-7* (+126 Spins! Audience up 1 million!!)

CROSSOVER: #2*

TOP 10 CALLOUT STORIES AT THE FOLLOWING:

KYLD/San Francisco	KUBE/Seattle	KS107/Denver	KGGI/Riverside
KKSS/Albuquerque	KKFR/Phoenix	KUUU/Salt Lake City	Hot 97/NY



January 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (M)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	SAVAGE GARDEN I Knew I Loved You (Columbia)	9538	-75	1014593	16	162/0
2	2	CHRISTINA AGUILERA What A Girl Wants (RCA)	9353	+317	991492	10	158/1
3	3	EIFFEL 65 Blue (Da Ba Dee) (Republic/Universal)	9192	+195	930614	8	161/1
6	4	SMASH MOUTH Then The Morning Comes (Interscope)	7727	+218	671169	14	159/0
4	5	SANTANA F/ROB THOMAS Smooth (Arista)	7535	-417	843095	28	157/0
5	6	BRIAN MCKNIGHT Back At One (Motown/Universal)	7205	-585	755743	20	151/0
9	7	BACKSTREET BOYS Show Me The Meaning Of... (Jive)	6904	+1043	683986	5	163/1
8	8	BLAQUE Bring It All To Me (Track Masters/Columbia)	6736	+358	685601	13	139/1
7	9	MARC ANTHONY I Need To Know (Columbia)	6347	-204	641472	22	152/0
10	10	CELINE DION That's The Way It Is (550 Music/Epic)	6098	+517	666289	12	156/1
11	11	WHITNEY HOUSTON My Love Is Your Love (Arista)	5575	+62	604199	16	136/0
14	12	JESSICA SIMPSON I Wanna Love You Forever (Columbia)	4593	-206	473150	18	143/0
16	13	SUGAR RAY Falls Apart (Run Away) (Lava/Atlantic)	4496	+507	413352	6	154/8
13	14	TRIN Meet Virginia (Aware/Columbia)	4479	-346	421429	24	126/0
12	15	JENNIFER LOPEZ Waiting For Tonight (Work/Epic)	4476	-913	437986	17	146/0
15	16	ENRIQUE IGLESIAS The Rhythm Divine (Interscope)	4401	-66	421299	11	141/1
Breaker	17	'N SYNC Bye Bye Bye (Jive)	4274	+2657	494436	2	158/5
18	18	BLINK-182 All The Small Things (MCA)	4240	+350	456960	8	147/3
19	19	FILTER Take A Picture (Reprise)	4128	+373	400615	7	150/4
22	20	BRITNEY SPEARS From The Bottom Of My... (Jive)	3834	+561	336010	4	155/4
25	21	THIRD EYE BLIND Never Let You Go (Elektra/EEG)	3659	+936	356076	3	151/5
21	22	FOO FIGHTERS Learn To Fly (Roswell/RCA)	3475	+7	296209	10	133/0
20	23	COUNTING CROWS Hanginaround (DGC/Geffen)	3465	-215	294894	12	130/0
23	24	LOU BEGA Tricky, Tricky (RCA)	3412	+161	317346	6	138/4
Breaker	25	VERTICAL HORIZON Everything You Want (RCA)	2705	+212	225503	7	120/5
30	26	TLC Dear Lie (LaFace/Arista)	2408	+498	199758	3	133/12
40	27	SONIQUE It Feels So Good (Republic/Universal)	2285	+834	276703	2	121/13
27	28	LFO Girl On TV (Arista)	2268	-220	237139	15	105/0
32	29	LONESTAR Amazed (BNA)	2227	+443	292147	4	86/8
24	30	RICKY MARTIN Shake Your Bon-Bon (C2/Columbia)	2133	-652	195319	11	118/0
29	31	BLESSID UNION OF SOULS Standing At The Edge Of... (Push/V2)	2073	+78	171211	14	104/0
31	32	AMBER Sexual (Li Da Di) (Tommy Boy)	2053	+265	333992	7	87/12
34	33	MARIAH CAREY/JOE & 98 DEGREES Thank God... (Columbia)	1808	+105	191969	6	98/7
39	34	SANTANA F/PRODUCT G&B Maria Maria (Arista)	1804	+347	185149	5	110/11
47	35	MANDY MOORE Candy (550 Music/Epic)	1470	+582	164402	14	102/21
37	36	STROKE9 Little Black Backpack (Cherry/Universal)	1443	-48	140142	13	99/4
38	37	LENNY KRAVITZ American Woman (Maverick/Virgin)	1367	-106	157446	19	75/0
42	38	R.E.M. The Great Beyond (Warner Bros.)	1228	-98	92743	4	76/0
33	39	FATBOY SLIM The Rockafeller Skank (Skint/Astralwerks/Caroline)	1136	-587	136490	14	79/0
45	40	IMX Stay The Night (MCA)	1123	+100	109881	4	61/0
36	41	VITAMIN C Me, Myself And I (Elektra/EEG)	1120	-487	107398	10	88/0
Debut	42	WILL SMITH Freakin' It (Columbia)	1011	+474	104442	1	72/15
41	43	ROBBIE WILLIAMS Angels (Capitol)	999	-335	151768	17	65/0
Debut	44	MACY GRAY I Try (Epic)	962	+222	96423	1	90/15
46	45	JUVENILE Back That Thang Up (Cash Money/Universal)	936	-67	118596	9	44/2
Debut	46	CREED Higher (Wind-up)	925	+160	67618	1	58/6
Debut	47	BOSSON We Live (Capitol)	911	+148	99759	1	71/9
Debut	48	OL' DIRTY BASTARD Got Your Money (Elektra/EEG)	846	+117	112087	1	44/1
44	49	WILL SMITH Will 2K (Columbia)	832	-379	113781	13	81/0
Debut	50	EDWIN MCCAIN Go Be Young (Lava/Atlantic)	825	+290	75224	1	67/7

Most Added.

ARTIST TITLE LABEL(S)	ADDS
KID ROCK Only God Knows... (Top Dog/Lava/Atlantic)	60
FAITH HILL Breathe (Warner Bros.)	43
JENNIFER LOPEZ Feelin' So Good (Work/Epic)	26
PHOENIX STONE Nothing Good About... (Universal)	26
MANDY MOORE Candy (550 Music/Epic)	21
MONTELL JORDAN Get It On...Tonight (Def Soul/IDJMG)	21
MISSY "MISDEMEANOR" ELLIOTT Hot... (EastWest/EEG)	18
A3 Woke Up This Morning (C2/Columbia)	17
BLOODHOUND GANG The Bad Touch (Republic/Geffen)	16
MACY GRAY I Try (Epic)	15
WILL SMITH Freakin' It (Columbia)	15

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
'N SYNC Bye Bye Bye (Jive)	+2657
BACKSTREET BOYS Show Me The Meaning... (Jive)	+1043
THIRD EYE BLIND Never Let You Go (Elektra/EEG)	+936
SONIQUE It Feels So Good (Republic/Universal)	+834
MANDY MOORE Candy (550 Music/Epic)	+582
BRITNEY SPEARS From The Bottom Of My... (Jive)	+561
CELINE DION That's The Way It Is (550 Music/Epic)	+517
SUGAR RAY Falls Apart (Run Away) (Lava/Atlantic)	+507
TLC Dear Lie (LaFace/Arista)	+498
WILL SMITH Freakin' It (Columbia)	+474

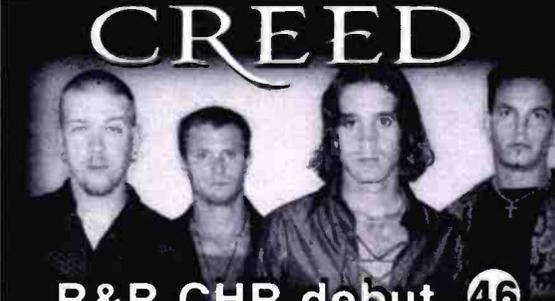
Breakers.

'N SYNC		
Bye Bye Bye (Jive)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
4274/2657	158/5	17
VERTICAL HORIZON		
Everything You Want (RCA)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
2705/212	120/5	25

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.



164 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 1/16-Saturday 1/22. 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 2500 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 2000, The Arbitron Company). © 2000, R&R Inc.



CREED

"Higher"

The first Single from "Human Clay"

Callout America: #4 overall / #4 18-24 / #5 25-34 / #8 teens
 KBKS/Seattle: #2 callout with core (1st week)
 KXXM/San Antonio: #1 callout overall

On over 90 pop stations
 Over 2.2 million units scanned

R&R CHR debut **46**



212.251.9665

New & Active

BETH HART L.A. Song (143/Lava/Atlantic)
Total Plays: 690, Total Stations: 44, Adds: 4

DESTINY'S CHILD Say My Name (Columbia)
Total Plays: 666, Total Stations: 43, Adds: 13

KID ROCK Only God Knows... (Top Dog/Lava/Atlantic)
Total Plays: 635, Total Stations: 98, Adds: 60

MONTELL JORDAN Get It On... Tonite (Def Soul/IDJMG)
Total Plays: 545, Total Stations: 51, Adds: 21

SISQO Got To Get It (Dragon/Def Soul/IDJMG)
Total Plays: 515, Total Stations: 43, Adds: 8

FAITH HILL Breathe (Warner Bros.)
Total Plays: 460, Total Stations: 86, Adds: 43

JENNIFER LOPEZ Feelin' So Good (Work/Epic)
Total Plays: 178, Total Stations: 32, Adds: 26

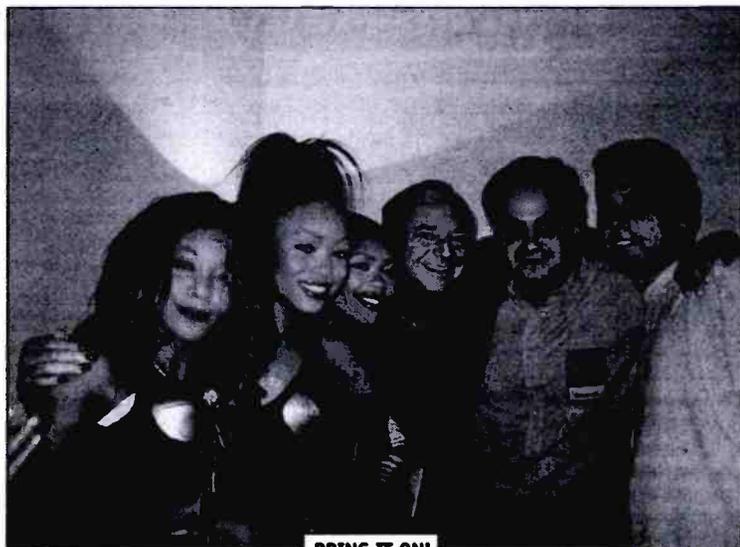
A3 Woke Up This Morning (C2/Columbia)
Total Plays: 148, Total Stations: 25, Adds: 17

BLOODHOUND GANG The Bad Touch (Republic/Geffen)
Total Plays: 69, Total Stations: 20, Adds: 16

MISSY ELLIOTT Hot Boyz (EastWest/EEG)
Total Plays: 36, Total Stations: 20, Adds: 18

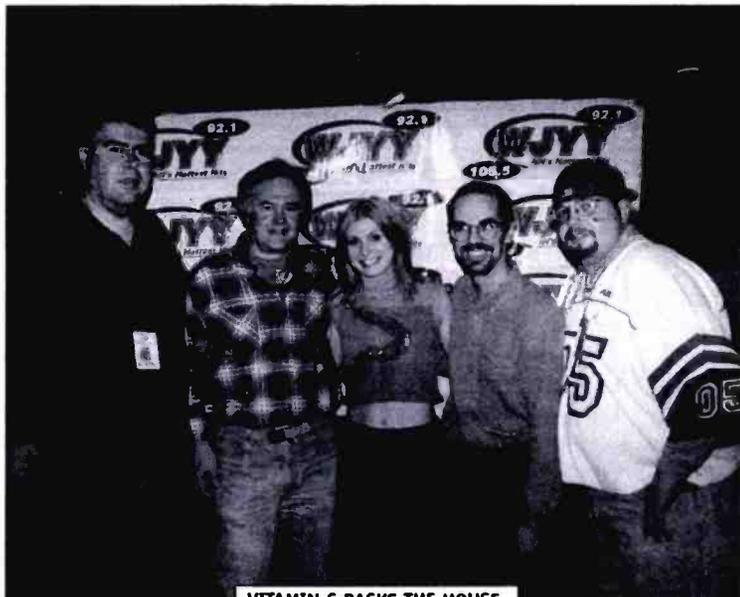
PHOENIX STONE Nothing Good About... (Universal)
Total Plays: 2, Total Stations: 26, Adds: 26

Songs ranked by total plays



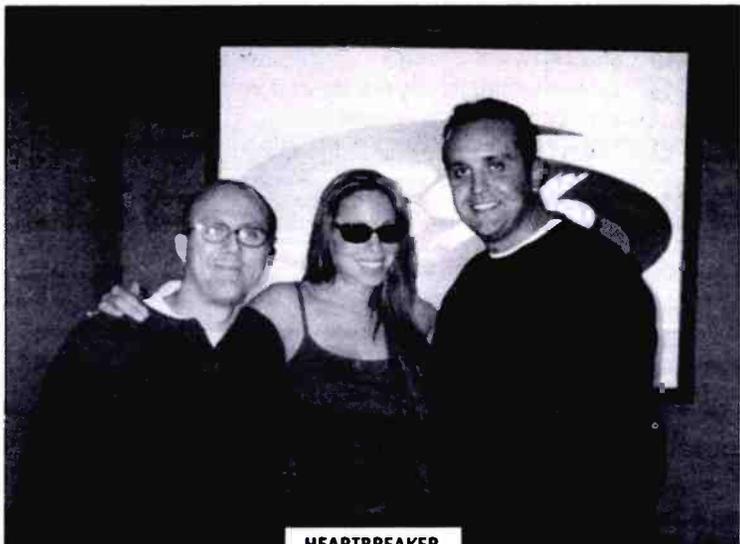
BRING IT ON!

Track Masters/Columbia artist Blaque teaches these guys a thing or two about bluffing. The girls are pictured here with (l-r) Lawman Promotions' Greg Lawley, KQBT PD Scooter B. Stevens and Lawman's Gary Spangler.



VITAMIN C PACKS THE HOUSE

Vitamin C's five-star performance at the WJYY/Manchester Xmas Jam '99 raised thousands in cash and toys for the Salvation Army. The sold-out event proved just how good a little vitamin C could be for the concertgoers. Pictured here are (l-r) WJYY PD Harry Kozlowski and APD Steve Ouellette, Vitamin C and 'JYY morning guy Kenn Hillely and Club 105 mixmaster Tommy D.



HEARTBREAKER

Columbia recording artist Mariah Carey seeks to mend her broken heart in Chicago, where she is comforted by the B96 (WBBM-FM) night team, Tim Spinnin' Schommer (l) and Julian Jumpin' Perez.

Kiss Is King

Continued from Page 44

congratulations promos saying, "Congratulations to 'x' from 'y,' who just won 'z.'"

R&R: What do you feel is the most effective way of marketing KHKS to your audience, and why?

MB: Due to our pretty healthy cumc, which was almost 1 million in the last trend, we don't do a wide variety of mass-media marketing. We utilized the "Get On The Phone" direct TV campaign in the spring and fall, but other than that, the only mass media way we market is through our own airwaves.

R&R: When it comes to marketing and promotions, what do you feel makes listeners tune in, and what do they tune out?

MB: Listeners tune in to what is relevant to them. They tune out what is not relevant. That's why it is so important to only do promotions that strike a responsive chord with our audience.

R&R: With high-profile morning shows, it's typically difficult to get them on board for a major promotion. What do you do to get Kidd Kraddick and Co. pumped up?

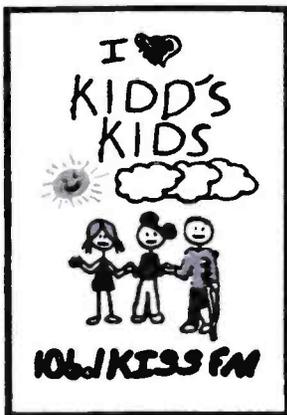
MB: Kidd Kraddick is one of the most dynamic talents I have ever worked with. Kidd is consulted on every station promotion. I know that if he's on board, it will be a success. Usually, if Kidd isn't on board with a promotion, you won't hear it on the air. He's the first one who needs to "sell" the promotion. Although I give them plenty of details, information and visuals about the promotion, Kidd and all of our other jocks are very resourceful and go that extra mile to sound well-informed.

R&R: Kidd Kraddick also keeps you busy with morning show promotions, many of them spontaneous. How you deal with that?

MB: Kidd's middle name is spontaneous; that's what makes him so great. I try to be totally supportive of him and just make things happen. For example, right before Christmas, in our weekly Wednesday morning show meeting, Kidd said to me, "Next Tuesday I want to get a private plane and send Big Al with few

listeners to Arkansas to a Steak 'N' Shake and bring back hot food for our listeners." We immediately went in search of a free private plane, and contacted Steak 'N' Shake's corporate office. I just take notes and make it happen.

Kidd has so many great ideas that it is critical for him to have a promotion department that can support him and his ideas 100%. That's one of the advantages of having a great team in place. We can help to facilitate any request Kidd has — and, believe me, there are plenty. He keeps us moving, and I wouldn't want it any other way. In addition to his spontaneous promotions, Kidd also does annual events that include "Kidd's Kids' Second Chance Prom," "Kidd's Kids' Halloween Party" and Kidd's Kids' trip to Walt Disney World.



R&R: With shrinking budgets, more commercials and more competition, it's not getting any easier. Can you reflect on how things have changed over the time you've been at KHKS and

how, through it all, the station continues to thrive ratings period after ratings period?

MB: Budgets are definitely shrinking, therefore I find myself needing to have pretty good sales skills to secure promotional items such as trips, cars and various tickets. In the wake of new competition, we never take our eye off the ball. We know what our objectives are, and we stick to them. We never let ourselves become complacent, because sometimes it's easier to get to No. 1 than to stay there. With more radio choices in DFW, we have to make 106.1 KISS FM be the choice people want.

The station is very good at never letting go of the basics. More commercials and more competition only make us more selective. My General Manager, Brenda Adriance, is very good at identifying all the little things that could lead to the demise of the station. Since I started at KHKS over 2 1/2 years ago, we've had our share of competition. With the station being so diverse, some of our competition is within our own company. While trying to always be a team player, we need to protect the product that delivers the ratings and, in turn, brings in the revenue.

Most Played Recurrents

- LEN Steal My Sunshine (Work/Epic)
- TLC Unpretty (LaFace/Arista)
- 702 Where My Girls At? (Motown/Universal)
- LOU BEGA Mambo No. 5 (A Little Bit...) (RCA)
- BRITNEY SPEARS (You Drive Me) Crazy (Jive)
- SUGAR RAY Someday (Lava/Atlantic)
- CHRISTINA AGUILERA Genie In A Bottle (RCA)
- GOO GOO DOLLS Black Balloon (Warner Bros.)
- SMASH MOUTH All Star (Interscope)
- TAL BACHMAN She's So High (Columbia)
- BACKSTREET BOYS Larger Than Life (Jive)
- JENNIFER LOPEZ If You Had My Love (Work/Epic)
- GOO GOO DOLLS Slide (Warner Bros.)
- BLESSID UNION OF SOULS Hey Leonardo (She Likes Me...) (Push/V2)
- RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)
- TLC No Scrubs (LaFace/Arista)
- BACKSTREET BOYS I Want It That Way (Jive)
- SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)
- SUGAR RAY Every Morning (Lava/Atlantic)
- LENNY KRAVITZ Fly Away (Virgin)

CHR/POP Going For Adds 2/100

- ANGELMOON He's All I Want (V2)
- BELL BOOK & CANDLE Rescue Me (Blackbird/Atlantic)
- JENNIFER BROWN Alive (RCA)
- COLLAPSI Automatic (Universal)
- BOBBY GAYLOR Suicide (Atlantic)
- RICKY MARTIN I/MEJA Private Emotion (C2/Columbia)
- METHODS OF MAYHEM New Skin (MCA)
- R ANGELS I Need To Know (Motown/Universal)
- SASHA If You Believe (Reprise)

TUNED-IN CHR/POP

KFMS/Las Vegas

11am

- BRIAN MCKNIGHT Anytime
- CHRISTINA AGUILERA What A Girls Wants
- 'N SYNC Bye Bye Bye
- ENRIQUE IGLESIAS Bailamos
- SMASH MOUTH All Star
- MARC ANTHONY I Need To Know
- FOO FIGHTERS Learn To Fly
- WHITNEY HOUSTON It's Not Right But It's Okay
- PUFF DADDY /FAITH EVANS & 112 I'll Be Missing...
- EFFEL 65 Blue (Da Ba Dee)
- FATBOY SLIM The Rockafeller Skank
- 99 DEGREES I Do (Cherish You)
- JENNIFER LOPEZ Waiting For Tonight
- SAVAGE GARDEN I Knew I Loved You
- DESTINY'S CHILD Bills, Bills, Bills
- SONIQUE It Feels So Good
- LENNY KRAVITZ American Woman

4pm

- LOU BEGA Mambo No. 5 (A Little Bit Of...)
- SMASH MOUTH Then The Morning Comes
- JENNIFER LOPEZ If You Had My Love
- EFFEL 65 Blue (Da Ba Dee)
- LEN Steal My Sunshine
- ROCKELL In A Dream
- QUAD CITY DJ'S C'mon N' Ride It
- RICKY MARTIN Shake You Bon-Bon
- SAVAGE GARDEN I Knew I Loved You
- WHITNEY HOUSTON My Love Is Your Love
- DESTINY'S CHILD Bills, Bills, Bills
- SANTANA /ROB THOMAS Smooth
- JESSICA SIMPSON I Wanna Love You Forever
- 702 Where My Girls At?
- ROBYN Show Me Love
- BLAQUE Bring It All To Me
- FOO FIGHTERS Learn To Fly

8pm

- SANTANA /ROB THOMAS Smooth
- WILL SMITH Will 2K
- LIMP BIZKIT N 2 Gether Now
- BLAQUE Bring It All To Me
- BACKSTREET BOYS Show Me The Meaning Of...
- OFFSPRING Pretty Fly (For A White Guy)
- TLC Unpretty
- OL' DIRTY BASTARD Got Your Money
- WHITNEY HOUSTON It's Not Right But It's...
- BRITNEY SPEARS From The Bottom Of My...
- CHRISTINA AGUILERA What A Girl Wants
- NOTORIOUS B.I.G. Notorious B.I.G.
- JENNIFER LOPEZ Waiting For Tonight
- BIG PUNISHER /JOE Still Not A Player
- MARC ANTHONY I Need To Know
- KID ROCK Cowboy



KRQQ/Tucson

11am

- SALT-N-PEPA Shoop
- JESSICA SIMPSON I Wanna Love You...
- ENRIQUE IGLESIAS Bailamos
- CHRISTINA AGUILERA What A Girl Wants
- PEARL JAM Last Kiss
- WILL SMITH Will 2K
- TONY RICH PROJECT Nobody Knows
- BRIAN MCKNIGHT Back At One
- COUNTING CROWS Hanginaround
- EFFEL 65 Blue (Da Ba Dee)
- MARIAH CAREY Love Takes Time
- JENNIFER LOPEZ Waiting For Tonight

4pm

- TRAIN Meet Virginia
- 702 Where My Girls At?
- BRIAN MCKNIGHT Back At One
- LOU BEGA Tricky Tricky
- BLAQUE Bring It All To Me
- SISQO Gotta To Get It
- RICKY MARTIN Livin' La Vida Loca
- LONESTAR Amazed
- EFFEL 65 Blue (Da Ba Dee)
- COUNTING CROWS Hanginaround
- WHITNEY HOUSTON My Love Is Your Love

8pm

- BLAQUE Bring It All To Me
- BRITNEY SPEARS From The Bottom Of...
- OL' DIRTY BASTARD Got Your Money
- DESTINY'S CHILD Say My Name
- JUVENILE Back That Thang Up
- BACKSTREET BOYS Show Me The Meaning...
- EFFEL 65 Blue (Da Ba Dee)
- 'N SYNC Bye Bye Bye
- NOTORIOUS B.I.G. Notorious B.I.G.
- SAVAGE GARDEN I Knew I Loved You



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Tuesday 1/18. ©2000, R&R Inc.

Maximize Visibility



- X Cost effective plastic banners for your station.
- X We print any logos or designs in up to four spot colors.
- X Perfect for concerts, public appearances, expos & giveaways.
- X Packaged on a roll and easy to use.



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1 / 8 0 0 - 2 3 1 - 6 0 7 4

CHR/Pop Playlists

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

MARKET #17

KZTZ/Phoenix
Clear Channel
(602) 253-5377
Summer/Tracy
12+ Cume 388,000

PLAYS	ARTIST/TITLE	GI (888)
68	63	61
67	62	60
66	61	59
65	60	58
64	59	57
63	58	56
62	57	55
61	56	54
60	55	53
59	54	52
58	53	51
57	52	50
56	51	49
55	50	48
54	49	47
53	48	46
52	47	45
51	46	44
50	45	43
49	44	42
48	43	41
47	42	40
46	41	39
45	40	38
44	39	37
43	38	36
42	37	35
41	36	34
40	35	33
39	34	32
38	33	31
37	32	30
36	31	29
35	30	28
34	29	27
33	28	26
32	27	25
31	26	24
30	25	23
29	24	22
28	23	21
27	22	20
26	21	19
25	20	18
24	19	17
23	18	16
22	17	15
21	16	14
20	15	13
19	14	12
18	13	11
17	12	10
16	11	9
15	10	8
14	9	7
13	8	6
12	7	5
11	6	4
10	5	3
9	4	2
8	3	1

MARKET #20

WZLZ/Charlotte
Clear Channel
(704) 333-9333
Domino/Shepard/Priest
12+ Cume 586,680

PLAYS	ARTIST/TITLE	GI (888)
68	63	61
67	62	60
66	61	59
65	60	58
64	59	57
63	58	56
62	57	55
61	56	54
60	55	53
59	54	52
58	53	51
57	52	50
56	51	49
55	50	48
54	49	47
53	48	46
52	47	45
51	46	44
50	45	43
49	44	42
48	43	41
47	42	40
46	41	39
45	40	38
44	39	37
43	38	36
42	37	35
41	36	34
40	35	33
39	34	32
38	33	31
37	32	30
36	31	29
35	30	28
34	29	27
33	28	26
32	27	25
31	26	24
30	25	23
29	24	22
28	23	21
27	22	20
26	21	19
25	20	18
24	19	17
23	18	16
22	17	15
21	16	14
20	15	13
19	14	12
18	13	11
17	12	10
16	11	9
15	10	8
14	9	7
13	8	6
12	7	5
11	6	4
10	5	3
9	4	2
8	3	1

MARKET #21

WZZZ/Pittsburgh
Clear Channel
(412) 920-9400
Clark/Edgar/Hartwell
12+ Cume 438,600

PLAYS	ARTIST/TITLE	GI (888)
68	63	61
67	62	60
66	61	59
65	60	58
64	59	57
63	58	56
62	57	55
61	56	54
60	55	53
59	54	52
58	53	51
57	52	50
56	51	49
55	50	48
54	49	47
53	48	46
52	47	45
51	46	44
50	45	43
49	44	42
48	43	41
47	42	40
46	41	39
45	40	38
44	39	37
43	38	36
42	37	35
41	36	34
40	35	33
39	34	32
38	33	31
37	32	30
36	31	29
35	30	28
34	29	27
33	28	26
32	27	25
31	26	24
30	25	23
29	24	22
28	23	21
27	22	20
26	21	19
25	20	18
24	19	17
23	18	16
22	17	15
21	16	14
20	15	13
19	14	12
18	13	11
17	12	10
16	11	9
15	10	8
14	9	7
13	8	6
12	7	5
11	6	4
10	5	3
9	4	2
8	3	1

MARKET #22

WZLZ/Charlotte
Clear Channel
(704) 333-9333
Domino/Shepard/Priest
12+ Cume 586,680

PLAYS	ARTIST/TITLE	GI (888)
68	63	61
67	62	60
66	61	59
65	60	58
64	59	57
63	58	56
62	57	55
61	56	54
60	55	53
59	54	52
58	53	51
57	52	50
56	51	49
55	50	48
54	49	47
53	48	46
52	47	45
51	46	44
50	45	43
49	44	42
48	43	41
47	42	40
46	41	39
45	40	38
44	39	37
43	38	36
42	37	35
41	36	34
40	35	33
39	34	32
38	33	31
37	32	30
36	31	29
35	30	28
34	29	27
33	28	26
32	27	25
31	26	24
30	25	23
29	24	22
28	23	21
27	22	20
26	21	19
25	20	18
24	19	17
23	18	16
22	17	15
21	16	14
20	15	13
19	14	12
18	13	11
17	12	10
16	11	9
15	10	8
14	9	7
13	8	6
12	7	5
11	6	4
10	5	3
9	4	2
8	3	1

MARKET #23

WZLZ/Charlotte
Clear Channel
(704) 333-9333
Domino/Shepard/Priest
12+ Cume 586,680

PLAYS	ARTIST/TITLE	GI (888)
68	63	61
67	62	60
66	61	59
65	60	58
64	59	57
63	58	56
62	57	55
61	56	54
60	55	53
59	54	52
58	53	51
57	52	50
56	51	49
55	50	48
54	49	47
53	48	46
52	47	45
51	46	44
50	45	43
49	44	42
48	43	41
47	42	40
46	41	39
45	40	38
44	39	37
43	38	36
42	37	35
41	36	34
40	35	33
39	34	32
38	33	31
37	32	30
36	31	29
35	30	28
34	29	27
33	28	26
32	27	25
31	26	24
30	25	23
29	24	22
28	23	21
27	22	20
26	21	19
25	20	18
24	19	17
23	18	16
22	17	15
21	16	14
20	15	13
19	14	12
18	13	11
17	12	10
16	11	9
15	10	8
14	9	7
13	8	6
12	7	5
11	6	4
10	5	3
9	4	2
8	3	1

MARKET #24

WZLZ/Charlotte
Clear Channel
(704) 333-9333
Domino/Shepard/Priest
12+ Cume 586,680

PLAYS	ARTIST/TITLE	GI (888)
68	63	61
67	62	60
66	61	59
65	60	58
64	59	57
63	58	56
62	57	55
61	56	54
60	55	53
59	54	52
58	53	51
57	52	50
56	51	49
55	50	48
54	49	47
53	48	46
52	47	45
51	46	44
50	45	43
49	44	42
48	43	41
47	42	40
46	41	39
45	40	38
44	39	37
43	38	36
42	37	35
41	36	34
40	35	33
39	34	32
38	33	31
37	32	30
36	31	29
35	30	28
34	29	27
33	28	26
32	27	25
31	26	24
30	25	23
29	24	22
28	23	21
27	22	20
26	21	19
25	20	18
24	19	17
23	18	16
22	17	15
21	16	14
20	15	13
19	14	12
18	13	11
17	12	10
16	11	9
15	10	8
14	9	7
13	8	6
12	7	5
11	6	4
10	5	3
9	4	2
8	3	1

MARKET #25

WZLZ/Charlotte
Clear Channel
(704) 333-9333
Domino/Shepard/Priest
12+ Cume 586,680

PLAYS	ARTIST/TITLE	GI (888)
68	63	61
67	62	60
66	61	59
65	60	58
64	59	57
63	58	56
62	57	55
61	56	54
60	55	53
59	54	52
58	53	51
57	52	50
56	51	49
55	50	48
54	49	47
53	48	46
52	47	45
51	46	44
50	45	43
49	44	42
48	43	41
47	42	40
46	41	39
45	40	38
44	39	37
43	38	36
42	37	35
41	36	34
40	35	33
39	34	32
38	33	31
37	32	30
36	31	29
35	30	28
34	29	27
33	28	26
32	27	25
31	26	24
30	25	23
29	24	22
28	23	21
27	22	20
26	21	19
25	20	18
24	19	17
23	18	16
22	17	15
21	16	14
20	15	13
19	14	12
18	13	11
17	12	10
16	11	9
15	10	8
14	9	7
13	8	6
12	7	5
11	6	4
10	5	3
9	4	2

CHR/Pop Playlists

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

MARKET #32

KIXN/San Antonio
Clear Channel
(210) 736-9700
Kely/James
12+ Cumé 392,000



PLAYS

PLAYS	ARTIST/TITLE	GI (800)	
90	91	EFFIEL 65/Blue (Da Ba Dee)	1597
89	89	BLINK-182/All The Small Things	14863
88	89	SAVAGE GARDEN/Knew I Loved You	14863
87	88	SMASH MOUTH/Then The Morning	14686
86	88	CHRISTINA AGUILERA/What A Girl Wants	14686
85	87	BACKSTREET BOYS/Show Me	12859
84	87	SANTANA/FROB THOMAS/Smooth	12024
83	82	BRITNEY SPEARS/From The Bottom...	10034
82	80	REDFIGHT/Bring It All To Me	10020
81	80	CREDIA/Higher	10020
80	79	LENN SLEAF My Sunshine	9853
79	79	MARC ANTHONY/Need To Know	9853
78	79	SUGAR RAY/Falls Apart (Part...)	9856
77	78	BLINK-182/All The Small Things	9819
76	78	SANTANA/FROB THOMAS/Smooth	9814
75	78	THIRD EYE BLIND/Never Let You Go	9164
74	78	LENN SLEAF My Sunshine	7014
73	78	ENRIQUE IGLESIAS/The Rhythm Divine	6847
72	78	SUGAR RAY/Falls Apart (Part...)	6689
71	78	TAI BACHMANN/She's So High	6680
70	78	WHITNEY HOUSTON/My Love Is Your Love	6346
69	78	GOOD GOOD DOLLS/Slide	6179
68	78	GOOD GOOD DOLLS/Back Baloon	6179
67	78	TL/CNo Scrubs	5945
66	78	SMASH MOUTH/Then The Morning	5819
65	78	SMASH MOUTH/Then The Morning	5511
64	78	CELINE DION/That's The Way It Is	5511
63	78	SUGAR RAY/Someday	5344
62	78	BACKSTREET BOYS/Larger Than Life	5010
61	78	BRITNEY SPEARS/From The Bottom...	5010
60	78	N SYNC/Bye Bye Bye	4509
59	78	SONIQUE/Feels So Good	3841
58	78	KID ROCK/Only God Knows Why	3674
57	78	PUFF DADDY/Kelly's Satisfy You	3340
56	78	ENRIQUE IGLESIAS/The Rhythm Divine	2956
55	78	FABSTAR/Love Me	2905
54	78	BARFNAK/Daddy's One	2171
53	78	EAGLE-EYE CHERRY/Save Tonight	2171
52	78	SHERRY CROWLEY/Favorite Mistake	2171
51	78	PEARL JAM/Just Kiss	2171

MARKET #33

WPRO/Providence
Citadel
(401) 433-4200
Bristol/Morris
12+ Cumé 337,200



PLAYS

PLAYS	ARTIST/TITLE	GI (800)	
56	50	TRAVIS Meets Virginia	9106
55	50	MARC ANTHONY/Need To Know	9106
54	50	JESSICA SIMPSON/Wanna Love You	9106
53	50	WHITNEY HOUSTON/My Love Is Your Love	8792
52	50	JENNIFER LOPEZ/Waiting For Tonight	8625
51	50	CELINE DION/That's The Way It Is	8478
50	50	SANTANA/FROB THOMAS/Smooth	8164
49	50	ENRIQUE IGLESIAS/The Rhythm Divine	6173
48	50	CHRISTINA AGUILERA/What A Girl Wants	6173
47	50	ROBBIE WILLIAMS/Angels	5652
46	50	BACKSTREET BOYS/Show Me	5338
45	50	EFFIEL 65/Blue (Da Ba Dee)	5131
44	50	SAVAGE GARDEN/Knew I Loved You	5131
43	50	LOUIE BLAKE/Bring It All To Me	4710
42	50	RICKY MARTIN/Shake Your Bon-Bon	4710
41	50	SMASH MOUTH/Then The Morning	4710
40	50	COUNTING CROWS/Hungaround	4710
39	50	N SYNC/Bye Bye Bye	4710
38	50	SUGAR RAY/Falls Apart (Part...)	4710
37	50	AMBER'S SEXUAL (L.I. Da Di)	4553
36	50	ENRIQUE IGLESIAS/The Rhythm Divine	4553
35	50	LOUIE BLAKE/Bring It All To Me	4553
34	50	ENRIQUE IGLESIAS/The Rhythm Divine	4553
33	50	LOUIE BLAKE/Bring It All To Me	4553
32	50	LOUIE BLAKE/Bring It All To Me	4553
31	50	LOUIE BLAKE/Bring It All To Me	4553
30	50	LOUIE BLAKE/Bring It All To Me	4553
29	50	LOUIE BLAKE/Bring It All To Me	4553
28	50	LOUIE BLAKE/Bring It All To Me	4553
27	50	LOUIE BLAKE/Bring It All To Me	4553
26	50	LOUIE BLAKE/Bring It All To Me	4553
25	50	LOUIE BLAKE/Bring It All To Me	4553
24	50	LOUIE BLAKE/Bring It All To Me	4553
23	50	LOUIE BLAKE/Bring It All To Me	4553
22	50	LOUIE BLAKE/Bring It All To Me	4553
21	50	LOUIE BLAKE/Bring It All To Me	4553
20	50	LOUIE BLAKE/Bring It All To Me	4553
19	50	LOUIE BLAKE/Bring It All To Me	4553
18	50	LOUIE BLAKE/Bring It All To Me	4553
17	50	LOUIE BLAKE/Bring It All To Me	4553
16	50	LOUIE BLAKE/Bring It All To Me	4553
15	50	LOUIE BLAKE/Bring It All To Me	4553
14	50	LOUIE BLAKE/Bring It All To Me	4553
13	50	LOUIE BLAKE/Bring It All To Me	4553
12	50	LOUIE BLAKE/Bring It All To Me	4553
11	50	LOUIE BLAKE/Bring It All To Me	4553
10	50	LOUIE BLAKE/Bring It All To Me	4553
9	50	LOUIE BLAKE/Bring It All To Me	4553
8	50	LOUIE BLAKE/Bring It All To Me	4553
7	50	LOUIE BLAKE/Bring It All To Me	4553
6	50	LOUIE BLAKE/Bring It All To Me	4553
5	50	LOUIE BLAKE/Bring It All To Me	4553
4	50	LOUIE BLAKE/Bring It All To Me	4553
3	50	LOUIE BLAKE/Bring It All To Me	4553
2	50	LOUIE BLAKE/Bring It All To Me	4553
1	50	LOUIE BLAKE/Bring It All To Me	4553

MARKET #34

WNCI/Columbus, OH
Clear Channel
(614) 430-9624
Shannon/Sharpe
12+ Cumé 395,700



PLAYS

PLAYS	ARTIST/TITLE	GI (800)	
38	68	CHRISTINA AGUILERA/What A Girl Wants	12580
37	68	SAVAGE GARDEN/Knew I Loved You	12395
36	68	SANTANA/FROB THOMAS/Smooth	12210
35	61	MARC ANTHONY/Need To Know	11285
34	7	RICKY MARTIN/Shake Your Bon-Bon	10915
33	42	TRAIN Meets Virginia	7770
32	40	SMASH MOUTH/Then The Morning	7585
31	39	WILL SMITH/Willie	7215
30	38	BLINK-182/All The Small Things	7030
29	37	BACKSTREET BOYS/Show Me	6845
28	37	COUNTING CROWS/Hungaround	6845
27	37	JENNIFER LOPEZ/Waiting For Tonight	6660
26	37	BLINK-182/All The Small Things	6290
25	37	LOUIE BLAKE/Bring It All To Me	5920
24	37	LENNY KRAMITZ/Where My Gals At?	5920
23	37	LOUIE BLAKE/Bring It All To Me	5550
22	37	LOUIE BLAKE/Bring It All To Me	5550
21	37	LOUIE BLAKE/Bring It All To Me	5550
20	37	LOUIE BLAKE/Bring It All To Me	5550
19	37	LOUIE BLAKE/Bring It All To Me	5550
18	37	LOUIE BLAKE/Bring It All To Me	5550
17	37	LOUIE BLAKE/Bring It All To Me	5550
16	37	LOUIE BLAKE/Bring It All To Me	5550
15	37	LOUIE BLAKE/Bring It All To Me	5550
14	37	LOUIE BLAKE/Bring It All To Me	5550
13	37	LOUIE BLAKE/Bring It All To Me	5550
12	37	LOUIE BLAKE/Bring It All To Me	5550
11	37	LOUIE BLAKE/Bring It All To Me	5550
10	37	LOUIE BLAKE/Bring It All To Me	5550
9	37	LOUIE BLAKE/Bring It All To Me	5550
8	37	LOUIE BLAKE/Bring It All To Me	5550
7	37	LOUIE BLAKE/Bring It All To Me	5550
6	37	LOUIE BLAKE/Bring It All To Me	5550
5	37	LOUIE BLAKE/Bring It All To Me	5550
4	37	LOUIE BLAKE/Bring It All To Me	5550
3	37	LOUIE BLAKE/Bring It All To Me	5550
2	37	LOUIE BLAKE/Bring It All To Me	5550
1	37	LOUIE BLAKE/Bring It All To Me	5550

MARKET #35

KZHT/Rock Lake City
Clear Channel
(801) 908-1300
McCarty/McCarthy
12+ Cumé 236,300



PLAYS

PLAYS	ARTIST/TITLE	GI (800)	
58	79	BACKSTREET BOYS/Show Me	7079
66	76	CELINE DION/That's The Way It Is	7678
72	74	SAVAGE GARDEN/Knew I Loved You	7474
81	65	EFFIEL 65/Blue (Da Ba Dee)	6565
61	60	SANTANA/FROB THOMAS/Smooth	6060
60	59	CHRISTINA AGUILERA/What A Girl Wants	5959
42	40	702/Where My Gals At?	4742
49	42	MARC ANTHONY/Need To Know	4742
31	48	FILTER/Take A Picture	4040
28	40	N SYNC/Bye Bye Bye	4040
59	39	ENRIQUE IGLESIAS/The Rhythm Divine	3939
40	38	LOUIE BLAKE/Bring It All To Me	3939
35	37	SMASH MOUTH/Then The Morning	3737
37	37	MADONNA/Careless Whisper	3737
16	35	LOUIE BLAKE/Bring It All To Me	3535
13	35	THIRD EYE BLIND/Never Let You Go	3535
23	34	VERTICAL HORIZON/Everything You Want	3434
19	29	TL/CNo Scrubs	2929
16	28	BLINK-182/All The Small Things	2828
27	28	SUGAR RAY/Falls Apart (Part...)	2727
23	27	SMASH MOUTH/Then The Morning	2727
20	25	SHANIA TWAIN/Man! I Feel Like	2525
21	25	RICKY MARTIN/Shake Your Bon-Bon	2525
15	24	TL/CNo Scrubs	2424
17	24	WHITNEY HOUSTON/My Love Is Your Love	2424
23	23	DEF LEPPARD/Goodbye	2323
19	22	STROKES/Black & Blue	2222
11	21	ENRIQUE IGLESIAS/Batallas	2121
20	20	TRAIN Meets Virginia	2020
17	19	WHITNEY HOUSTON/My Love Is Your Love	1919
17	19	GOOD GOOD DOLLS/Back Baloon	1919
3	18	LENN SLEAF My Sunshine	1818
10	18	BACKSTREET BOYS/Larger Than Life	1818
15	18	BLINK-182/All The Small Things	1818
16	18	ENRIQUE IGLESIAS/The Rhythm Divine	1818
8	17	FAITH HILL/Before He Cheats	1717
14	16	BACKSTREET BOYS/Larger Than Life	1616
16	15	EVE/Grainde Oud	1515
34	15	BRAND NEW HEAVEN/Back At One	1515

MARKET #37

WWSL/Charlotte
Infinity
(704) 331-9510
Reynolds/McComick
12+ Cumé 296,700



PLAYS

PLAYS	ARTIST/TITLE	GI (800)	
59	64	SANTANA/FROB THOMAS/Smooth	9408
64	64	MARC ANTHONY/Need To Know	9408
65	63	TRAIN Meets Virginia	9408
67	63	BRAND NEW HEAVEN/Back At One	8673
68	63	TL/CNo Scrubs	8085
45	53	CHRISTINA AGUILERA/What A Girl Wants	7791
41	51	EDWIN MCCAIN/Be Young	7497
47	50	BLINK-182/All The Small Things	7350
54	48	LENNY KRAMITZ/Where My Gals At?	7350
56	47	SAVAGE GARDEN/Knew I Loved You	6902
43	46	COUNTING CROWS/Hungaround	6829
45	46	EFFIEL 65/Blue (Da Ba Dee)	6615
35	45	CELINE DION/That's The Way It Is	6615
38	45	LENN SLEAF My Sunshine	6271
34	47	VERTICAL HORIZON/Everything You Want	5439
25	35	THIRD EYE BLIND/Never Let You Go	5439
42	34	SMASH MOUTH/Then The Morning	4946
17	32	LOUIE BLAKE/Bring It All To Me	7480
27	32	BACKSTREET BOYS/Larger Than Life	3959
28	32	SUGAR RAY/Someday	3234
39	32	SHANIA TWAIN/Man! I Feel Like	3234
7	22	N SYNC/Bye Bye Bye	3234
19	20	JENNIFER LOPEZ/Waiting For Tonight	2480
15	18	BACKSTREET BOYS/Show Me	2790
19	18	EDWIN MCCAIN/Be Young	2790
23	18	FILTER/Take A Picture	2646
17	17	BRITNEY SPEARS/From The Bottom...	2499
16	16	LENNY KRAMITZ/Where My Gals At?	2352
17	16	CHRISTINA AGUILERA/What A Girl Wants	2352
12	16	BLINK-182/All The Small Things	2352
16	16	ENRIQUE IGLESIAS/The Rhythm Divine	2352
15	16	FABSTAR/Love Me	2058
14	16	LOUIE BLAKE/Bring It All To Me	2058
14	16	VITAMIN H/Don't Stop Believin'	2058
14	16	LOUIE BLAKE/Bring It All To Me	2058
9	13	BARFNAK/Daddy's One	1958

MARKET #36

WZLW/Indianapolis
My Star
(317) 816-4000
Sands/Decker
12+ Cumé 221,100



PLAYS

PLAYS	ARTIST/TITLE	GI (800)	
65	67	SANTANA/FROB THOMAS/Smooth	6700
65	64	SAVAGE GARDEN/Knew I Loved You	6400
53	56	CHRISTINA AGUILERA/What A Girl Wants	5600
63	51	LENN SLEAF My Sunshine	5100
39	47	CELINE DION/That's The Way It Is	4700
48	46	LOUIE BLAKE/Bring It All To Me	4500
34	34	SMASH MOUTH/Then The Morning	3900
39	39	BRAND NEW HEAVEN/Back At One	3900
42	37	MARC ANTHONY/Need To Know	3700
47	37	TRAVIS Meets Virginia	3700
28	37	THIRD EYE BLIND/Never Let You Go	3700
35	38	SMASH MOUTH/Then The Morning	3500
32	38	BACKSTREET BOYS/Show Me	3200
45	38	TL/CNo Scrubs	3000
39	38	LENN SLEAF My Sunshine	3000
29	38	BRITNEY SPEARS/From The Bottom...	3000
28	38	EFFIEL 65/Blue (Da Ba Dee)	2900
17	38	BLINK-182/All The Small Things	2800
27	38	TAI BACHMANN/She's So High	2800
26	38	MATCHBOX 20/Back 2 Good	2400
21	38	EDWIN MCCAIN/Be Young	2100
21	38	LENNY KRAMITZ/Where My Gals At?	2000
18	38	CHRISTINA AGUILERA/What A Girl Wants	1900
18	38	BLINK-182/All The Small Things	1900
16	38	COUNTING CROWS/Hungaround	1800
12	38	SIXPENCE - Kiss Me	1700
17	38	BEHNTHEART/All A Song	1700
19	38	BRITNEY SPEARS/From The Bottom...	1700
16	38	FAITH HILL/Before He Cheats	1600
16	38	BRITNEY SPEARS/From The Bottom...	1600
15	38	SUGAR RAY/Someday	1500
15	38	SAHARIA MCACHLANI/Will Remember You	1500
15	38	FOO FIGHTERS/Lean On Me	1500
14	38	SHANIA TWAIN/Man! I Feel Like	1400
12	38	JENNIFER LOPEZ/Waiting For Tonight	1400
13	38	FABSTAR/Love Me	1300
13	38	JOHNNY L LENCAMP/My Hot Running...	1300
13	38	CHER/Brave New Girl	1300
11	38	WHITNEY HOUSTON/My Love Is Your Love	1300
11	38	BRITNEY SPEARS/From The Bottom...	1300
11	38	REX SHELTON/Hey Leonard...	1300
12	38	NATALIE IMBRIGLIA/What's On Your Mind	1200

MARKET #39

WXKL/Orlando
AMFM
(407) 919-1070
Cook/DeGraaf
12+ Cumé 352,700



PLAYS

PLAYS	ARTIST/TITLE	GI (800)	
63	62	CHRISTINA AGUILERA/What A Girl Wants	8990
64	61	SAVAGE GARDEN/Knew I Loved You	8845
61	61	SMASH MOUTH/Then The	

January 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
2	1	DESTINY'S CHILD Say My Name (Columbia)	3517	+468	510741	6	64/1
1	2	CHRISTINA AGUILERA What A Girl Wants (RCA)	3242	+16	421441	9	52/1
3	3	BLAQUE Bring It All To Me (Track Masters/Columbia)	2830	-2	356842	21	54/0
7	4	EIFFEL 65 Blue (Da Ba Dee) (Republic/Universal)	2361	+219	311485	6	43/4
6	5	MONTELL JORDAN Get It On...Tonite (Def Soul/IDJMG)	2306	+149	317905	15	53/2
5	6	OL' DIRTY BASTARD Got Your Money (Elektra/EEG)	2271	-94	317578	17	59/0
4	7	JUVENILE Back That Thang Up (Cash Money/Universal)	2152	-291	324780	35	57/0
8	8	PUFF DADDY F/R. KELLY Satisfy You (Bad Boy/Arista)	1888	-226	240191	20	50/0
11	9	MARIAH CAREY/JOE & 98 DEGREES Thank God... (Columbia)	1868	+12	259168	9	54/2
14	10	MISSY "MISDEMEANOR" ELLIOTT Hot Boyz (EastWest/EEG)	1847	+228	311114	8	55/1
9	11	BRIAN MCKNIGHT Back At One (Motown/Universal)	1839	-208	320860	22	58/0
10	12	SANTANA F/PRODUCT G&B Maria Maria (Arista)	1790	-81	141343	15	48/0
18	13	DR. DRE F/EMINEM Forgot About D.R.E. (Aftermath/Interscope)	1746	+351	367709	5	48/3
12	14	SISQO Got To Get It (Dragon/Def Soul/IDJMG)	1537	-171	196871	10	56/4
15	15	IMX Stay The Night (MCA)	1478	-108	171489	19	47/0
16	16	BOB MARLEY F/LAURYN HILL Turn Your... (Columbia/IDJMG)	1460	-86	155265	12	35/0
19	17	EVE Love Is Blind (Ruff Ryders/Interscope)	1447	+189	246779	4	47/5
21	18	SAVAGE GARDEN I Knew I Loved You (Columbia)	1434	+219	134912	12	27/0
17	19	DONELL JONES U Know What's Up (Untouchables/LaFace/Arista)	1382	-96	198450	14	49/0
13	20	LIMP BIZKIT N 2 Gether Now (Flip/Interscope)	1372	-273	183421	13	46/0
Breaker	21	'N SYNC Bye Bye Bye (Jive)	1250	+762	181000	2	41/2
Breaker	22	BACKSTREET BOYS Show Me The Meaning Of... (Jive)	1208	+213	157705	4	33/1
23	23	TLC Dear Lie (LaFace/Arista)	1171	+103	116978	3	46/0
20	24	JENNIFER LOPEZ Waiting For Tonight (Work/Epic)	1108	-127	159116	17	40/0
22	25	GINUWINE None Of Ur Friends Business (550 Music/Epic)	1067	-27	183188	9	34/4
34	26	SONIQUE It Feels So Good (Republic/Universal)	983	+283	138365	3	33/3
26	27	DMX What's My Name (Def Jam/IDJMG)	959	+75	225372	4	41/4
32	28	2PAC F/OUTLAWZ Baby... (Keep Ya...) (Amaru/Death Row/Interscope)	871	+118	147314	3	36/9
36	29	KUMBIA KINGS U Don't Love Me (EMI Latin/Capitol)	808	+132	86599	3	29/7
31	30	DR. DRE Still D-R-E (Aftermath/Interscope)	794	+37	179965	17	29/0
30	31	SOLE 4,5,6 (DreamWorks)	758	-29	96699	15	31/0
40	32	BRITNEY SPEARS From The Bottom Of My... (Jive)	745	+106	103956	2	27/0
27	33	NOTORIOUS B.I.G. Notorious B.I.G. (Bad Boy/Arista)	734	-137	108718	7	44/0
33	34	ICE CUBE F/MACK 10 You Can Do It (Priority)	722	-27	123572	11	31/0
43	35	JOE I Wanna Know (Jive)	714	+124	120398	2	35/4
41	36	JAY-Z Do It Again (Roc-A-Fella/IDJMG)	712	+77	223730	3	31/1
Debut	37	PINK There You Go (LaFace/Arista)	654	+454	82749	1	40/9
28	38	DESTINY'S CHILD Bug A Boo (Columbia)	645	-196	113658	18	41/0
Debut	39	JENNIFER LOPEZ Feelin' So Good (Work/Epic)	634	+202	80698	1	40/21
48	40	SNOOP DOGG PRESENTS EASTSIDAZ G'd Up (Doghouse/TVT)	630	+91	138352	2	33/4
39	41	LOU BEGA Tricky, Tricky (RCA)	607	-33	47099	4	24/0
Debut	42	WILL SMITH Freakin' It (Columbia)	598	+140	35804	1	30/3
49	43	JUVENILE U Understand (Cash Money/Universal)	588	+50	114306	5	29/3
Debut	44	D'ANGELO Untitled...(How Does It Feel) (Cheeba Sound/Virgin)	585	+110	116708	1	27/5
Debut	45	VOICE V When U Think About Me (MCA)	582	+160	76288	1	17/13
35	46	JESSICA SIMPSON I Wanna Love You Forever (Columbia)	560	-103	112724	11	22/1
-	47	AMBER Sexual (Li Da Di) (Tommy Boy)	566	+88	138498	2	19/1
44	48	LIL' WAYNE Tha Block Is Hot (Cash Money/Universal)	530	-55	106436	8	23/1
42	49	SANTANA F/ROB THOMAS Smooth (Arista)	502	-118	53792	11	8/0
46	50	SNOOP DOGG B-Please (No Limit/Priority)	501	-57	91911	19	25/0

Most Added.

ARTIST TITLE LABEL(S)	ADDS
JENNIFER LOPEZ Feelin' So Good (Work/Epic)	21
TAMAR If You Don't Wanna Love Me (DreamWorks)	15
VOICE V When U Think About Me (MCA)	13
AALIYAH I Don't Wanna (Priority)	12
WHITNEY HOUSTON I Learned From The Best (Arista)	12
PINK There You Go (LaFace/Arista)	9
2PAC F/OUTLAWZ Baby... (Amaru/Death Row/Interscope)	9
HOT BOYS I Need A Hot Girl (Cash Money/Universal)	9
KUMBIA KINGS U Don't Love Me (EMI Latin/Capitol)	7
EVE Love Is Blind (Ruff Ryders/Interscope)	5
D'ANGELO Untitled...(How...) (Cheeba Sound/Virgin)	5
DA BRAT That's What I'm... (So So Def/Columbia)	5

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
'N SYNC Bye Bye Bye (Jive)	+762
DESTINY'S CHILD Say My Name (Columbia)	+468
PINK There You Go (LaFace/Arista)	+454
DR. DRE F/EMINEM Forgot... (Aftermath/Interscope)	+351
SONIQUE It Feels So Good (Republic/Universal)	+283
MISSY "MISDEMEANOR" ELLIOTT Hot... (EastWest/EEG)	+228
EIFFEL 65 Blue (Da Ba Dee) (Republic/Universal)	+219
SAVAGE GARDEN I Knew I Loved You (Columbia)	+219
BACKSTREET BOYS Show Me The Meaning... (Jive)	+213
JENNIFER LOPEZ Feelin' So Good (Work/Epic)	+202

Breakers.

'N SYNC		
Bye Bye Bye (Jive)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1250/762	41/2	21
BACKSTREET BOYS		
Show Me The Meaning Of... (Jive)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1208/213	33/1	22



66 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 1/16-Saturday 1/22. 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 or 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 2000, The Arbitron Company). © 2000, R&R Inc.

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.



Tamar

IF YOU DON'T WANNA LOVE ME

MOST ADDED AT RHYTHMIC/CROSSOVER RADIO

Out Of The Box Believers:

- | | | |
|----------------|-----------------|-----------------|
| WNVZ Norfolk | WJHM Orlando | WWKX Providence |
| KCAQ Oxnard | KBMB Sacramento | WDBT Jackson |
| KQBT Austin | KOHT Tucson | KDON Monterey |
| KWIN Stockton | KDGS Wichita | WOWZ U.ca |
| KHTN Merced | WCKZ Ft. Wayne | KLZK Lubbock |
| WJFX Ft. Wayne | KBTU Monterey | |

Most Played Recurrents

702 Where My Girls At? (Motown/Universal)

MARIAH CAREY Heartbreaker (Columbia)

CHRISTINA AGUILERA Genie In A Bottle (RCA)

WHITNEY HOUSTON My Love Is Your Love (Arista)

BLAQUE 808 (Track Masters/Columbia)

MARC ANTHONY I Need To Know (Columbia)

TLC No Scrubs (LaFace/Arista)

JAY-Z FAMIL AND JA Can I Get A... (Def Jam/IDJMG)

112 Anywhere (Bad Boy/Arista)

B.G. Bling Bling (Cash Money/Universal)

TLC Unpretty (LaFace/Arista)

DESTINY'S CHILD Bills, Bills, Bills (Columbia)

JENNIFER LOPEZ If You Had My Love (Work/Epic)

LIL' TROY Wanna Be A Baller (Short Stop/Republic/Universal)

LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)

AALIYAH Are You That Somebody? (Atlantic)

LOU BEGA Mambo No. 5 (A Little Bit...) (RCA)

Q-TIP Vivrant Thing (Def Jam/IDJMG)

DRU HILL F/REDMAN How Deep Is Your Love (Def Jam/IDJMG)

K-CI & JOJO Tell Me It's Real (MCA)

CHR/RHYTHMIC

Going For Adds 2/100

- RICKY MARTIN I/MEJA Private Emotion (C2/Columbia)
- BRIAN MCKNIGHT Stay Or Let It Go (Motown/Universal)
- METHOD MAN/REDMAN Y.O.U. (Def Jam/IDJMG)
- R-ANGELS I Need To Know (Motown/Universal)

TUNED-IN CHR/RHYTHMIC

R&R/MEDIABASE 24/7



KWNZ/Reno

11am

- BLACKSTREET & MYA I/MASE Take Me There
- MARIAH CAREY & JOE Thank God I Found You
- WILL SMITH Men In Black
- 702 Where My Girls At?
- TLC Dear Lie
- EFFEL 65 Blue (Da Ba Dee)
- TATYANA ALI Daydreamin'
- BRITNEY SPEARS From The Bottom Of My...
- MARC ANTHONY I Need To Know
- 90 DEGREES I Do (Cherish You)
- MONTELL JORDAN Get It On...Tonight
- BOYZ N MEN On Bended Knee
- SPINNERS Rubberband Man
- LISA LISA & CULT JAM Lost In Emotion

4pm

- BLAQUE Bring It All To Me
- DESTINY'S CHILD Bills, Bills, Bills
- SAVAGE GARDEN I Knew I Loved You
- OHIO PLAYERS Fire
- WILL SMITH Freakin' It
- QUAD CITY DJ'S C'mon N' Ride It...
- EFFEL 65 Blue (Da Ba Dee)
- USHER You Make Me Wanna
- BACKSTREET BOYS Show Me The Meaning Of...
- CECE PENISTON Finally
- TRACIE SPENCER Still In My Heart
- JESSICA SIMPSON I Wanna Love You Forever
- 'N SYNC (God Must Have) Spent A Little More...
- PUFF DADDY I/R. KELLY Satisfy You

8pm

- BRITNEY SPEARS From The Bottom Of My...
- MARIAH CAREY & JOE Thank God I Found You
- SAVAGE GARDEN I Knew I Loved You
- BACKSTREET BOYS Show Me The Meaning Of...
- EFFEL 65 Blue (Da Ba Dee)
- CHRISTINA AGUILERA What A Girl Wants
- DESTINY'S CHILD Say My Name
- PUFF DADDY I/R. KELLY Satisfy You
- R. KELLY Bump-N-Grind
- MADONNA Beautiful Stranger
- EARTH, WIND & FIRE Getaway
- MARIAH CAREY Heartbreaker



KLUC/Las Vegas

11am

- DRU HILL How Deep Is Your Love
- BRIAN MCKNIGHT Back At One
- EFFEL 65 Blue (Da Ba Dee)
- BACKSTREET BOYS Show Me The Meaning Of...
- SANTANA I/ROB THOMAS Smooth
- 112 Anywhere
- WHITNEY HOUSTON My Love Is Your Love
- K-CI & JOJO Girl
- DESTINY'S CHILD Bills, Bills, Bills
- CHRISTINA AGUILERA What A Girl Wants
- 'N SYNC Bye Bye Bye
- SAVAGE GARDEN I Knew I Loved You

4pm

- VAUGHAN MASON & CREW Bounce, Rock, Skate...
- CANDYMAN Knockin' Boots
- MICHAEL JACKSON Rock With You
- BAR-KAYS Freakshow On The Dance Floor
- WAR Low Rider
- SANTANA I/ROB THOMAS Smooth
- SISQO Got To Get It
- JENNIFER LOPEZ Waiting For Tonight
- TLC No Scrubs
- BLAQUE Bring It All To Me
- 'N SYNC Bye Bye Bye

8pm

- JUVENILE Back That Thang Up
- PUFF DADDY I/R. KELLY Satisfy You
- WILL SMITH Will 2K
- OL' DIRTY BASTARD Got Your Money
- MARC ANTHONY I Need To Know
- BACKSTREET BOYS Show Me The Meaning Of...
- CHRISTINA AGUILERA What A Girl Wants
- EFFEL 65 Blue (Da Ba Dee)
- 'N SYNC Bye Bye Bye
- MONICA Angel Of Mine
- DESTINY'S CHILD Say My Name
- JENNIFER LOPEZ If You Had My Love



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Urban Playlists

FIND COMPLETE PLAYLISTS FOR ALL URBAN REPORTERS ON R&R ONLINE MUSIC TRACKING

MARKET #1

WJLX/Atlanta
Inner City
(212) 447-1000
Brown
12+ Cumulative 1,554,000

PLAYS

PLAYS	ARTIST/TITLE	Q1 (000)
47	MONTELL JORDAN/Get It On... Tonite	57275
48	BLAQUE/Bring It All To Me	49025
49	DESTINY'S CHILD/Say My Name	41715
50	MONTELL JORDAN/Get It On... Tonite	43475
41	MARIAH CAREY/Joe... /Thank God I Found...	43475
42	BLAQUE/Bring It All To Me	42560
43	GRUWINE/None Of U	37000
44	BRIAN MCKONIGHT/Back At One	36375
45	SSOQ/Get To Get It	31450
46	D'ANGELO/Unlimited	30625
23	ANITA BARRY/Don't Wanna	30525
29	MARY J. BLIGE/Deep Inside	27750
28	WHITNEY HOUSTON/I Learned From...	26500
27	ANGIE STONE/No More Rain (In...)	24975
42	MINT CONDITION/You Love Me	24050
26	GRUWINE/None Of U	24050
25	THE BEAT/Man In The Street	23250
24	MARY J. BLIGE/Deep Inside	23125
23	MARIAH CAREY/Joe... /Thank God I Found...	23125
22	BRIAN MCKONIGHT/Back At One	22200
21	DEBORAH COX/We Can't Be Friends	22350
20	112/Your Letter	19425
19	MAXWELL/Let's Not Play...	19425
18	PUFF DADDY/Do You Ever Think...	18500
17	TRACE SPENCER/SMB In My Heart	17575
16	TRIP/Trip/What's The Block Is Hot	17125
15	DEBORAH COX/September	16800
14	GLY/Dancin'	12025

MARKET #2

WMMF/Los Angeles
AMFM
(312) 964-1800
Austin/Fisher
12+ Cumulative 1,282,100

PLAYS

PLAYS	ARTIST/TITLE	Q1 (000)
39	MONTELL JORDAN/Get It On... Tonite	31344
40	SSOQ/Get To Get It	30030
36	DR. DRE F.E.M.I.N.E./I Forgot About D.R.E.	26120
37	2PAC/Do You Wanna...	25487
38	MARY J. BLIGE/Deep Inside	22720
29	MINT CONDITION/You Love Me	19590
28	ICE CUBE/F.A.A.K.C.K./You Can Do It	18975
27	KUWPI/Get It On... Tonite	16875
26	IDEAL/Get Gone	15672
25	2PAC/F.U.T.U.R.E./Baby Don't Cry...	15672
24	Q-TIP/What's The Block Is Hot	15019
23	ICE CUBE/F.A.A.K.C.K./You Can Do It	14918
22	BLAQUE/Bring It All To Me	14366
21	DR. DRE F.E.M.I.N.E./I Forgot About D.R.E.	14366
20	MCS DE/It's A Party	13986
19	D'ANGELO/Unlimited	13080
18	THE BEAT/Man In The Street	12427
17	EVE/Love Is Blind	11101
16	MISSY ELLIOTT/Hot Boyz	9742
15	LIL' JUNE/Joe's House	9195
14	DESTINY'S CHILD/Say My Name	8489
13	ICE CUBE/F.A.A.K.C.K./You Can Do It	8489
12	ERIC BRET/When You Think Of Me	7835
11	Q-TIP/What's The Block Is Hot	7183
10	B.G./Bring It On	7183
9	ANGIE STONE/No More Rain (In...)	7183
8	MARY J. BLIGE/Deep Inside	6849
7	DRU HILL/You Are Everything	6530
6	JUVENILE/Back That Thing Up	6530

MARKET #3

WFCM/Chicago
WMMF
(312) 967-4497
Smith/Alex
12+ Cumulative 910,000

PLAYS

PLAYS	ARTIST/TITLE	Q1 (000)
39	MONTELL JORDAN/Get It On... Tonite	31990
28	MARY J. BLIGE/Deep Inside	31122
22	GRUWINE/None Of U	31122
37	ANGIE STONE/No More Rain (In...)	30374
38	JOE J/Mania Know	28734
42	DRU HILL/You Are Everything	28734
35	DESTINY'S CHILD/Say My Name	26324
36	MISSY ELLIOTT/Hot Boyz	26324
31	ANITA BARRY/Don't Wanna	24738
29	SSOQ/Get To Get It	23142
27	GRUWINE/None Of U	22344
30	WHITNEY HOUSTON/I Learned From...	21546
31	KEVIN EDMONDS/24/7	21546
30	KEVIN EDMONDS/24/7	21546
16	D'ANGELO/Unlimited	19152
26	BRIAN MCKONIGHT/Back At One	19152
22	BLAQUE/Bring It All To Me	16758
45	SSOQ/Get To Get It	16758
21	BRIAN MCKONIGHT/Back At One	16758
15	MARY J. BLIGE/No Happy Holidays	14364
10	KEVIN EDMONDS/24/7	13624
19	MINT CONDITION/You Love Me	12768
12	THE BEAT/Man In The Street	12768
15	MARIAH CAREY/Joe... /Thank God I Found...	12768
9	MARY J. BLIGE/Your Child	11970
14	WHITNEY HOUSTON/My Love Is Your Love	11172
12	Q-TIP/What's The Block Is Hot	11172
13	DRAG-ON/Just Be/Down Bottom	11172
14	MISSY ELLIOTT/Hot Boyz	11172
13	Q-TIP/What's The Block Is Hot	11172

MARKET #4

WPHI/Philadelphia
Radio One
(215) 684-9400
Devoe/Williams
12+ Cumulative 478,000

PLAYS

PLAYS	ARTIST/TITLE	Q1 (000)
40	D'ANGELO/Unlimited	13880
55	112/love You Like I Did	13671
39	JOE J/Mania Know	13671
66	JAY-Z/It's About A Girl	12069
52	KELLY PRICE/It's Gonna Rain	11501
54	SSOQ/Thong Song	11501
48	MISSY ELLIOTT/Hot Boyz	10633
36	DESTINY'S CHILD/Say My Name	8246
32	ANITA BARRY/Don't Wanna	8897
40	DESTINY'S CHILD/Say My Name	8840
38	MOBB DEEP/Quest Storm	8626
36	SSOQ/Get To Get It	8246
13	B.G./Bring It On	7812
56	GRUWINE/None Of U	7812
6	CASE/Thank U	6510
33	EVE/Love Is Blind	6510
5	DMX/Party Up	6292
14	B.G./Bring It On	5859
24	JAY-Z/It's About A Girl	5680
6	GRUWINE/None Of U	5208
22	MARIAH CAREY/Joe... /Thank God I Found...	4774
9	MARY J. BLIGE/Your Child	4557
23	KELLY PRICE/It's Gonna Rain	4340
10	HOT BOYS/Need A Hot Girl	3472
14	JAY-Z/F.A.A.K.C.K./You Can Do It	3038
13	Q-TIP/What's The Block Is Hot	3038
10	BRIAN MCKONIGHT/Back At One	2821
33	MONTELL JORDAN/Get It On... Tonite	2604

MARKET #5

WUSL/Philadelphia
AMFM
(215) 483-8900
Little/Cooper
12+ Cumulative 733,400

PLAYS

PLAYS	ARTIST/TITLE	Q1 (000)
50	ANGIE STONE/No More Rain (In...)	27572
59	JAY-Z/It's About A Girl	20482
51	SSOQ/Thong Song	19646
52	GRUWINE/None Of U	19278
45	DESTINY'S CHILD/Say My Name	18278
43	ANITA BARRY/Don't Wanna	18278
44	D'ANGELO/Unlimited	18110
47	112/love You Like I Did	18392
45	DESTINY'S CHILD/Say My Name	15466
28	EVE/Love Is Blind	15048
25	JUVENILE/Back That Thing Up	15048
52	MISSY ELLIOTT/Hot Boyz	14630
30	JOE J/Mania Know	14630
34	MARIAH CAREY/Joe... /Thank God I Found...	13794
14	WHITNEY HOUSTON/I Learned From...	11286
39	KELLY PRICE/It's Gonna Rain	10868
17	SSOQ/Get To Get It	10032
24	LIL' WAYNE/Tha Block Is Hot	10032
42	ICE CUBE/F.A.A.K.C.K./You Can Do It	10032
26	Q-TIP/What's The Block Is Hot	9614
33	MOBB DEEP/Quest Storm	9614
15	J-SHUN/One Night Stand	8778
7	HOT BOYS/Need A Hot Girl	7942
17	JAY-Z/F.A.A.K.C.K./You Can Do It	7196
7	WHITNEY HOUSTON/I Learned From...	6270
11	Q-TIP/What's The Block Is Hot	5434
7	DMX/Party Up	5434
26	MONTELL JORDAN/Get It On... Tonite	5434
17	MARY J. BLIGE/Deep Inside	5434
11	JUVENILE/Back That Thing Up	5016
15	ICE CUBE/F.A.A.K.C.K./You Can Do It	5016

MARKET #6

WDAF/Dallas-Ft. Worth
Service
(972) 263-9111
Chestnut
12+ Cumulative 585,800

PLAYS

PLAYS	ARTIST/TITLE	Q1 (000)
54	MONTELL JORDAN/Get It On... Tonite	29522
55	BLAQUE/Bring It All To Me	28504
56	LIL' WAYNE/Tha Block Is Hot	27486
51	MISSY ELLIOTT/Hot Boyz	24432
40	JAY-Z/It's About A Girl	24432
47	DESTINY'S CHILD/Say My Name	24432
42	MONTELL JORDAN/Get It On... Tonite	23923
43	EVE/Love Is Blind	23550
45	ANGIE STONE/No More Rain (In...)	22905
44	ANITA BARRY/Don't Wanna	22396
44	HOT BOYS/Need A Hot Girl	22396
42	IDEAL/Get Gone	20869
41	MARY J. BLIGE/Deep Inside	20869
41	GRUWINE/None Of U	19342
38	JAY-Z/It's About A Girl	19342
30	BRIAN MCKONIGHT/Back At One	19342
31	KEVIN EDMONDS/24/7	18833
37	Q-TIP/What's The Block Is Hot	18833
43	JUVENILE/Back That Thing Up	17815
10	D'ANGELO/Unlimited	16286
32	DRU HILL/You Are Everything	14761
29	HOT BOYS/Need A Hot Girl	13234
25	DMX/Party Up	12725
25	SSOQ/Thong Song	12725
24	JAY-Z/It's About A Girl	12216
23	JAY-Z/It's About A Girl	11707
22	DR. DRE F.E.M.I.N.E./I Forgot About D.R.E.	11198

MARKET #7

WDTJ/Detroit
Radio One
(313) 871-0590
Bell/Pantano
12+ Cumulative 535,500

PLAYS

PLAYS	ARTIST/TITLE	Q1 (000)
55	SSOQ/Thong Song	14416
35	JAY-Z/It's About A Girl	12912
36	JAY-Z/It's About A Girl	12912
36	EVE/Love Is Blind	12240
49	ANGIE STONE/No More Rain (In...)	11968
51	ANGIE STONE/No More Rain (In...)	11636
42	KELLY PRICE/It's Gonna Rain	10880
34	MOBB DEEP/Quest Storm	10236
34	112/love You Like I Did	10064
35	MONTELL JORDAN/Get It On... Tonite	10064
31	JAY-Z/It's About A Girl	9620
34	MARY J. BLIGE/Deep Inside	9248
34	DRAG-ON/Just Be/Down Bottom	9248
35	DMX/Party Up	8976
27	MISSY ELLIOTT/Hot Boyz	8976
33	GRUWINE/None Of U	8976
32	ANGIE STONE/No More Rain (In...)	8704
26	D'ANGELO/Unlimited	8236
35	BRIAN MCKONIGHT/Back At One	8160
35	ERIC BRET/When You Think Of Me	7344
26	MARY J. BLIGE/Your Child	10252
12	IDEAL/Get Gone	6296
33	SSOQ/Get To Get It	5984
32	DRU HILL/You Are Everything	5984
25	B.G./Bring It On	5712
16	DEBORAH COX/We Can't Be Friends	5440
16	Q-TIP/What's The Block Is Hot	5440
16	DRAG-ON/Just Be/Down Bottom	5168
22	JUVENILE/Back That Thing Up	4896
26	JUVENILE/Back That Thing Up	4896

MARKET #8

WAFM/Detroit
WAFM
(313) 965-2000
Saunders/Kelley
12+ Cumulative 606,500

PLAYS

PLAYS	ARTIST/TITLE	Q1 (000)
58	ANGIE STONE/No More Rain (In...)	28426
56	JAY-Z/It's About A Girl	25164
48	ANGIE STONE/No More Rain (In...)	22366
48	DESTINY'S CHILD/Say My Name	21902
39	112/love You Like I Did	20970
45	ANGIE STONE/No More Rain (In...)	20504
44	MOBB DEEP/Quest Storm	20038
45	SHININE/One Night Stand	9170
34	KEVIN EDMONDS/24/7	15844
33	CHICO DE BARCE/Give You What You...	14444
21	DMX/Party Up	13980
29	KELLY PRICE/It's Gonna Rain	13514
29	MARY J. BLIGE/Deep Inside	12512
27	MONTELL JORDAN/Get It On... Tonite	12116
25	SSOQ/Get To Get It	11620
23	LATOGA/SO GET IT	11620
23	LATOGA/SO GET IT	10718
21	112/Your Letter	10252
22	DEBORAH COX/We Can't Be Friends	10252
19	DMX/Party Up	10252
22	MAXWELL/Let's Not Play...	9786
21	J-SHUN/One Night Stand	9786
12	J-SHUN/One Night Stand	9786
20	R. KELLY/Do You Ever Think...	9320
17	DRAG-ON/Just Be/Down Bottom	8654
13	CASE/Happily Ever After	8654
16	DMX/Party Up	8654
16	HOT BOYS/Need A Hot Girl	8654

MARKET #9

WJLB/Boston
Nash
(617) 427-2222
Gousoy/Clark
12+ Cumulative 77,500

PLAYS

PLAYS	ARTIST/TITLE	Q1 (000)
15	GRUWINE/None Of U	880
16	MONTELL JORDAN/Get It On... Tonite	880
15	ANGIE STONE/No More Rain (In...)	880
15	SSOQ/Get To Get It	825
15	GRUWINE/None Of U	825
15	DONELL JONES/Joe's House	825
14	MARIAH CAREY/Joe... /Thank God I Found...	825
14	ICE CUBE/F.A.A.K.C.K./You Can Do It	770
14	J-SHUN/One Night Stand	770
14	D'ANGELO/Unlimited	770
13	JOE J/Mania Know	770
13	GLY/Dancin'	715
13	IDEAL/Get Gone	715
13	ANGIE STONE/No More Rain (In...)	715
12	BLAQUE/Bring It All To Me	660
12	MARY J. BLIGE/Deep Inside	660
12	BRIAN MCKONIGHT/Back At One	605
11	CASE/Thank U	605
11	DEBORAH COX/September	605
11	GRAL DI LEVRIER/It's Too Damn Good	550
11	AMEL LARRIE/Do You Love Me	550
11	J-SHUN/One Night Stand	550
10	BARRY WHITE/Tha Longer We...	550
10	DAVE HOLLES/It's My Turn	550
10	SILK/Let's Make Love	550
10	ERIC BRET/When You Think Of Me	550
10	DEBORAH COX/September	550
10	MINT CONDITION/You Love Me	550

MARKET #10

WYVE/Washington, DC
Radio One
(301) 306-1111
Lisa
12+ Cumulative 678,400

PLAYS

PLAYS	ARTIST/TITLE	Q1 (000)
48	Q-TIP/What's The Block Is Hot	17982
45	MONTELL JORDAN/Get It On... Tonite	16349
45	SSOQ/Thong Song	16349
45	ANGIE STONE/No More Rain (In...)	15826
45	JOE J/Mania Know	13986
45	BRIAN MCKONIGHT/Back At One	13633
44	MARY J. BLIGE/Deep Inside	13633
50	MINT CONDITION/You Love Me	12504
34	EVE/Love Is Blind	11654
33	D'ANGELO/Unlimited	10986
32	KELLY PRICE/It's Gonna Rain	10656
25	MISSY ELLIOTT/Hot Boyz	10323
30	ANGIE STONE/No More Rain (In...)	9990
30	SSOQ/Get To Get It	9990
32	Q-TIP/What's The Block Is Hot	8991
27	LIL' WAYNE/Tha Block Is Hot	8991
26	GRUWINE/None Of U	8658
27	DESTINY'S CHILD/Say My Name	8325
12	JAY-Z/It's About A Girl	7659
18	JUVENILE/Back That Thing Up	6993
27	KEVIN EDMONDS/24/7	6660
15	R. KELLY/Do You Ever Think...	5994
17	ERIC BRET/When You Think Of Me	5994
12	ANITA BARRY/Don't Wanna	5994
22	FATHI EVANS/Never Gonna Let...	5661
17	HOT BOYS/Need A Hot Girl	5661
17	JUVENILE/Back That Thing Up	5661
17	MARIAH CAREY/Joe... /Thank God I Found...	5328

MARKET #11

WYTO/Atlanta
Radio One
(404) 765-9750
Johnson/Cameron/Debraux
12+ Cumulative 378,700

PLAYS

PLAYS	ARTIST/TITLE	Q1 (000)
63	DR. DRE F.E.M.I.N.E./I Forgot About D.R.E.	10865
51	EVE/Love Is Blind	10450
47	JAY-Z/It's About A Girl	10450
31	MISSY ELLIOTT/Hot Boyz	8815
42	JUVENILE/Back That Thing Up	8610
41	GRUWINE/None Of U	8405
47	GOODIE MORGAN/Get Rich To This	7585
37	DRAMA/Let's Right Left	7175
46	MISSY ELLIOTT/Hot Boyz	7175
32	BLAQUE/Bring It All To Me	6765
33	BLACK ROB/Wrap It	6765
32	LIL' WAYNE/Tha Block Is Hot	6560
32	Q-TIP/What's The Block Is Hot	6560
29	DESTINY'S CHILD/Say My Name	5945
20	D'ANGELO/Unlimited	5740
27	MARY J. BLIGE/Deep Inside	5535
27	KELLY PRICE/It's Gonna Rain	5535
27	SSOQ/Get To Get It	5535
25	JAY-Z/It's About A Girl	5125
26	DMX/Party Up	5125
14	JAY-Z/It's About A Girl	4920</



WALT LOVE
babylove@rronline.com

Deprogram The Dot-Coms

■ New Interep study seeks to dismantle the notion that African Americans don't spend money on computers

For this year's Marketing theme issue, we look at a new study from Interep concerning computer ownership, computer usage and Internet interaction among African Americans. Sherman Kizart, Interep's newly appointed VP & Director/Urban Marketing, explains what this study means to both our industry and society.

Kizart begins by detailing why this new study is important to the radio industry. "In terms of background, the radio industry is basically experiencing unparalleled growth," Kizart reveals. "Radio revenues in 1999 grew as much as 16%, and one category that's fueling the growth of radio advertising across the country is dot-com advertising. In 1998 that category was only about \$5 million. It grew — and grew is an understatement — to \$75 million in 1999. That number is projected to be over \$200 million in the year 2000. One thing concerning us in Urban radio is that, by and large, Urban-formatted stations are not receiving their fair share of those dot-com dollars. Obviously, we're asking ourselves why."

'No Urban' Dictates

Kizart believes that dot-com advertising is the latest category to fall prey to "no Urban" dictates, a troubling development given the category's growth spurt. "The part that concerns Interep and our client stations is that dot-com advertising, as I've indicated, is fueling the growth of our industry as far as radio advertising revenues. We should be sharing in that windfall of advertising dollars. Interep decided to find out if we could isolate the objections to the format and how we could address them so that Urban radio stations can share some of this windfall revenue."

Kizart notes that dot-com advertisers' interest in radio is twofold: "Part of what's driving dot-com advertisers to spend money in radio is that they are using radio as a medium to establish two things: their brand identity and their brand equity — particularly as it positions these dot-com marketers to go public. They want to get in and establish that brand identity and equity. That makes it easy for them to become the darlings



Sherman Kizart

of Wall Street and make a lot of money. So far, radio has been the medium enabling dot-com marketers to establish the things I've mentioned concerning their brands."

Kizart cites priceline.com as a prime example. "The reason I allude to priceline.com as the perfect example is the fact that priceline.com was one of the dot-com marketers that included Urban radio in its marketing mix. With Urban radio being a major part of it, radio has allowed priceline.com to go from marginal market value to where priceline's current market value on Wall Street exceeds most major airlines'. That's remarkable. Even more incredible is the fact that Urban radio played a major part in allowing priceline.com to build that brand identity and that brand equity."

"The problem is that there are so many other dot-com marketers appearing all the time that, by and large, are not including Urban-

formatted radio in their marketing mix. The categories range from dot-com advertisers looking to hire people to dot-com marketers looking to sell products ranging from music to electronics — the categories that African Americans index remarkably high in. These dot-com marketers aren't inviting African-American consumers to buy their product because of the perception that we're not part of the market buying computers and on the Internet. They just don't see us as a viable marketplace."

Graphic Details

Kizart refers to Graph 1 (below) to help dispel some myths about African-American buying power. "The perception is that African-American consumers don't own or purchase computers or computer products. The graph speaks for itself. In reality, African Americans spend over 1.3 billion dollars on computer-based products. That's substantial! From 1997 to 1998 alone. There is basically an increase of over 133%. For the same period, white households only experienced a 10% increase.

"Clearly, African Americans are spending tremendous amounts of our \$500 billion buying power on computer-related products. With over \$1 billion of our buying power being spent on computer-related products, I think we can dispel the notion that African-American consumers aren't purchasing computers and other products."

In marketing this information, what is Interep is trying to accom-

Fast Facts

- Blacks, at 4.9 million strong, comprise the largest online ethnic minority group.
- The nearly 5 million blacks now online represent 28% of all black adults in the U.S.
- Black consumers are equally likely to use the Internet for news and travel purposes and considerably more likely to use Internet sites pertaining to entertainment (particularly music and gaming), parenting and job searches.
- Internet shopping patterns of blacks are considerably different from the overall population, particularly their likelihood to purchase music online.
- Blacks are more likely to express intent to start buying online, yet also state greater concerns with online security and privacy.

plish? "It's how you use the information," Kizart explains. "We're going to dot-com marketers like Comp USA and Computer City and saying to them, 'Mr. Advertiser, the information we're getting is that you don't see the value of inviting African-American consumers to buy your service. Clearly, this segment of the market not only has a tremendous amount of buying power, but will specifically spend over \$1 billion in the product categories you're selling. Invite us, and we'll spend. Don't invite us, and we won't.'"

In reference to Graph 2, Kizart explains. "The other perception among dot-com marketers and their advertising agencies is that African-American consumers are not online and that the extent of our computer use is at work. This is the furthest thing from the truth. The graph speaks the true reality: African Americans spent over \$88 million for online services in 1998 and showed a 28% increase in spending from 1997-1998. Again, that's substantial. Not only are we buying computers, we're demonstrating our will to spend additional dollars for online services.

"We're spending good money and big money. We're seeing what's available out there so we can do some e-commerce business. We're clearly using the Internet. The perception that African Americans are not online is a farce, because any segment of the market spending over or close to \$100 million on Internet access is clearly a segment of the market that's spending a lot of time and money on the World Wide Web."

When we are on line, are we just looking at information, or are we buying products? "We're doing both,"

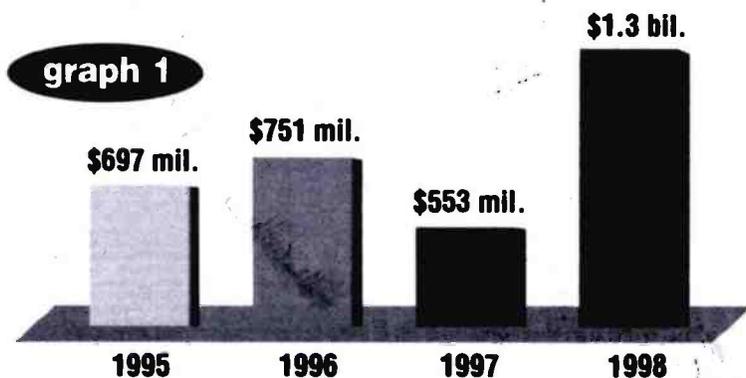
Kizart responds. "We're looking for news and travel information on such websites as those for different airlines. We're spending more time on the Internet looking for news and travel information than any other ethnic group. Like any other segment of the market, we're also on the Internet looking for entertainment, as well as information that allows us to improve our quality of life, from parenting to focusing on better job opportunities.

"One out of three African Americans is online. That is remarkable, particularly when the perception among some of these marketers is that we are not online. I would like to challenge those at Urban radio to find ways of embracing the Internet from a content perspective and from an e-commerce perspective. It is especially important for us, because the consumers listening to Urban radio are the most loyal, the most brand-focused and the most conscious of all consumers. There are really some unique opportunities for us to continue to grow our Urban radio brands in terms of our products while also growing our revenues.

"It will only happen if we embrace the whole idea of building Internet models for our radio stations. We have to embrace everything associated with the Internet, particularly from a marketing perspective. If we don't, we'll get left behind. In some respects, that's what has happened to us. We haven't embraced it as quickly as we could or should have, and now we're having to play catch-up."

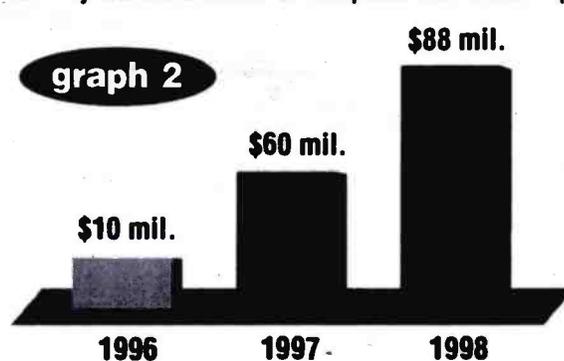
For further information, contact Sherman Kizart in Interep's Chicago offices at (312) 616-7204.

Expenditures by black households for online Internet access

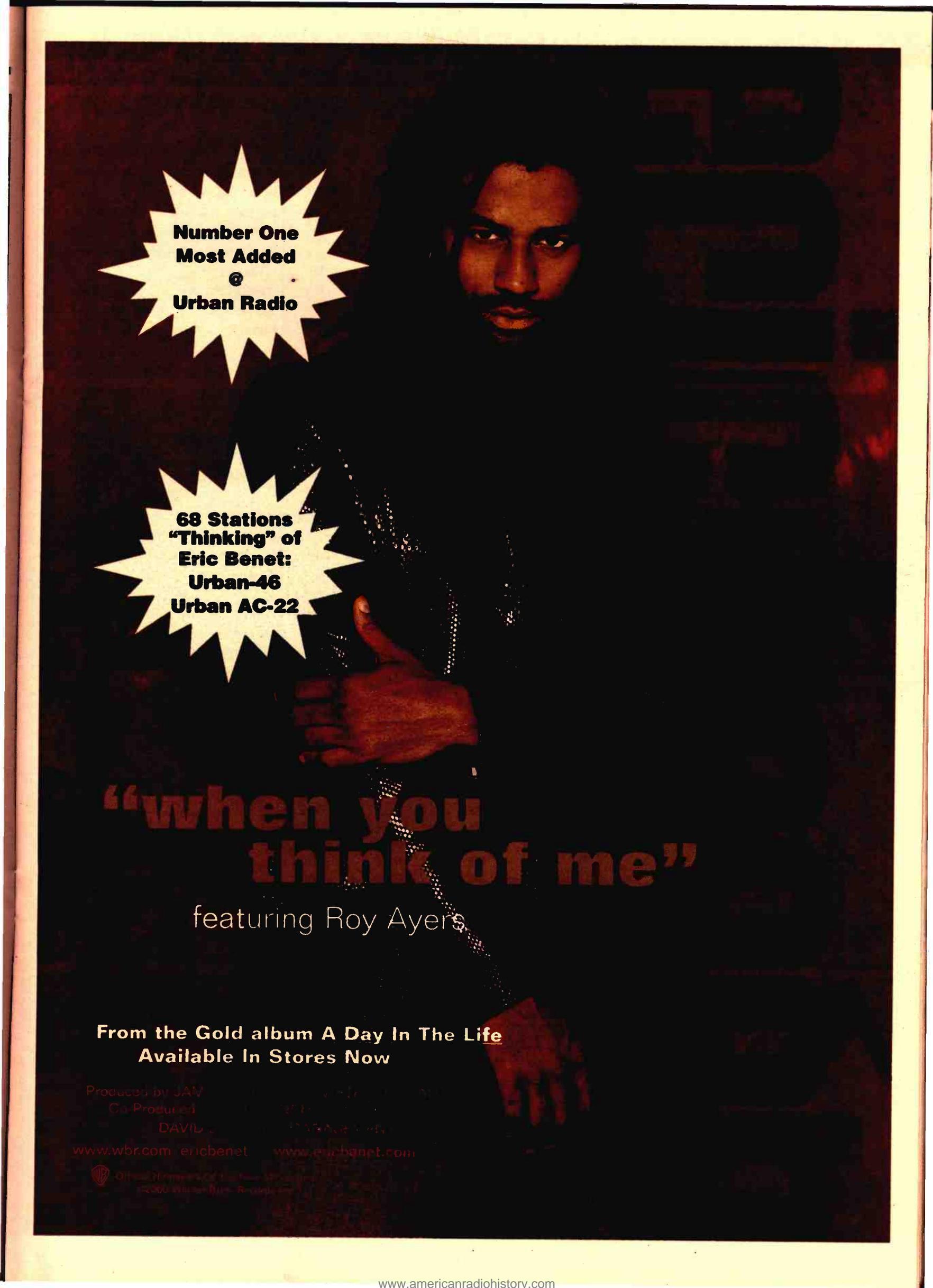


Source: targetmarketnews.com

Expenditures by black households on computers and related equipment



Source: targetmarketnews.com



**Number One
Most Added
@
Urban Radio**

**68 Stations
"Thinking" of
Eric Benet:
Urban-46
Urban AC-22**

"when you think of me"

featuring Roy Ayers

**From the Gold album A Day In The Life
Available In Stores Now**

Produced by JAM

Co-Produced

DAVID

www.wbr.com

erichenet.com

www.ericbenet.com



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R&R Urban Top 50

January 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
7	1	DESTINY'S CHILD Say My Name (Columbia)	2649	+425	377687	4	80/0
1	2	MISSY "MISDEMEANOR" ELLIOTT Hot Boyz (EastWest/EEG)	2632	-130	298485	12	78/0
3	3	GINUWINE None Of Ur Friends Business (550 Music/Epic)	2597	+25	316575	12	79/0
11	4	JOE I Wanna Know (Jive)	2447	+308	348663	4	75/1
2	5	MONTELL JORDAN Get It On...Tonight (Def Soul/IDJMG)	2411	-180	354175	15	78/1
6	6	BLAQUE Bring It All To Me (Track Masters/Columbia)	2363	+19	291498	10	72/0
16	7	D'ANGELO Untitled (How Does It Feel) (Cheeba Sound/Virgin)	2314	+500	323803	3	82/1
10	8	MARIAH CAREY/JOE & 98 DEGREES Thank God... (Columbia)	2300	+117	243419	7	71/0
9	9	JAGGED EDGE He Can't Love U (So So Def/Columbia)	2286	+98	284986	14	74/1
5	10	SISQO Got To Get It (Dragon/Def Soul/IDJMG)	2272	-102	268184	10	77/0
12	11	J-SHIN One Night Stand (Slip 'N Slide/Atlantic)	2211	+113	191976	12	76/0
8	12	DONELL JONES U Know What's Up (Untouchables/LaFace/Arista)	2119	-84	330076	22	75/0
13	13	EVE Love Is Blind (Ruff Ryders/Interscope)	2062	+141	264618	5	76/0
4	14	MARY J. BLIGE Deep Inside (MCA)	2040	-352	284574	13	71/0
15	15	GINUWINE, R.L., TYRESE, CASE The Best Man I... (Columbia)	1914	+85	218030	9	71/0
14	16	LIL' WAYNE Tha Block Is Hot (Cash Money/Universal)	1748	-123	198363	11	70/0
20	17	Q-TIP Breathe And Stop (Arista)	1747	+59	241194	8	70/0
17	18	ANGIE STONE No More Rain (In This Cloud) (Arista)	1714	-92	263456	17	81/0
19	19	JUVENILE U Understand (Cash Money/Universal)	1642	-102	187565	7	72/0
18	20	GUY Dancin' (MCA)	1374	-424	134103	11	85/0
23	21	JAY-Z Do It Again (Roc-A-Fella/IDJMG)	1336	+85	185269	4	86/0
21	22	TRACIE SPENCER Still In My Heart (Capitol)	1328	-230	116954	13	59/0
24	23	DMX What's My Name (Def Jam/IDJMG)	1265	+36	159102	5	69/0
25	24	IDEAL Creep Inn (Noontime/Virgin)	1261	+34	90877	7	61/1
28	25	DAVE HOLLISTER Can't Stay (Def Squad/DreamWorks)	1226	+147	96104	10	59/2
22	26	KEVON EDMONDS 24/7 (RCA)	1197	-266	176471	19	64/0
29	27	WHITNEY HOUSTON I Learned From The Best (Arista)	1151	+80	125371	4	61/2
Breaker	28	DR. DRE F/EMINEM Forgot About D.R.E. (Aftermath/Interscope)	1148	+265	145537	2	66/6
30	29	SAMMIE I Like It (Freeworld/Capitol)	1106	+55	74603	6	52/10
27	30	SILK Let's Make Love (Elektra/EEG)	1079	-111	83924	7	63/0
31	31	KELIS Caught Out There (Virgin)	998	-9	93658	5	51/0
26	32	NOTORIOUS B.I.G. Notorious B.I.G. (Bad Boy/Arista)	965	-255	113820	6	56/0
37	33	SISQO Thong Song (Dragon/Def Soul/IDJMG)	947	+163	187322	2	7/2
34	34	WYCLEF JEAN Low Income (Priority)	865	+23	70849	4	47/0
47	35	DRAMA Left, Right, Left (Atlantic)	858	+242	80414	2	51/4
48	36	GERALD LEVERT Mr. Too Damn Good (EastWest/EEG)	844	+298	80808	2	66/6
36	37	BEVERLY You Came Along (Yab Yum/Elektra/EEG)	840	+55	47480	6	40/1
35	38	TERRY DEXTER Strayed Away (University/WB)	835	-6	52798	8	52/0
39	39	GOODIE MOB Get Rich To This (LaFace/Arista)	805	+44	80755	4	49/2
41	40	AMEL LARRIEUX Get Up (550 Music/Epic)	765	+46	54148	3	57/2
32	41	BOB MARLEY F/LAURYN HILL Turn Your... (Columbia/IDJMG)	758	-242	76283	12	40/0
Debut	42	HOT BOYS I Need A Hot Girl (Cash Money/Universal)	724	+332	112161	1	60/56
44	43	PROFYLE Whispers In The Dark (Motown)	710	+67	44747	3	43/2
Debut	44	MIKE E. Master Plan (Capitol)	659	+161	37392	1	53/2
Debut	45	2PAC F/OUTLAWZ Baby... (Keep Ya...) (Amaru/Death Row/Interscope)	649	+251	80889	1	51/41
40	46	OL' DIRTY BASTARD Got Your Money (Elektra/EEG)	601	-131	79589	16	41/0
50	47	DEBORAH COX September (Arista)	595	+72	52032	2	48/0
Debut	48	AALIYAH I Don't Wanna (Priority)	591	+188	156785	1	5/2
42	49	NAS Nastradamus (Columbia)	558	-150	58927	8	50/1
Debut	50	MASTER P Da Ballers (No Limit/Priority)	554	+104	44111	1	55/2

Most Added

ARTIST TITLE LABEL(S)	ADDS
HOT BOYS I Need A Hot Girl (Cash Money/Universal)	56
ICE CUBE F/KRAYZIE BONE Until We Rich (Priority)	53
TLC Dear Lie (LaFace/Arista)	47
ERIC BENET When You Think Of Me (Warner Bros.)	46
TAMAR If You Don't Wanna Love Me (DreamWorks)	43
2PAC F/OUTLAWZ Baby... (Amaru/Death Row/Interscope)	41
LV How Long (Loud)	39
JENNIFER LOPEZ Feelin' So Good (Work/Epic)	33
WILL SMITH Freakin' It (Columbia)	16
SAMMIE I Like It (Freeworld/Capitol)	16

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
O'ANGELO Untitled (How...) (Cheeba Sound/Virgin)	+500
DESTINY'S CHILD Say My Name (Columbia)	+425
HOT BOYS I Need A Hot Girl (Cash Money/Universal)	+332
JOE I Wanna Know (Jive)	+308
GERALD LEVERT Mr. Too Damn Good (EastWest/EEG)	+298
WILL SMITH Freakin' It (Columbia)	+274
DR. DRE F/EMINEM Forgot... (Aftermath/Interscope)	+265
2PAC F/OUTLAWZ Baby... (Amaru/Death Row/Interscope)	+251
DRAMA Left, Right, Left (Atlantic)	+242
IMX In & Out Of Love (MCA)	+214

Breakers.

DR. DRE F/EMINEM

Forgot About D.R.E. (Aftermath/Interscope)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1148/265	66/6	28

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.

83 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 1/16-Saturday 1/22. 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 2000, The Arbitron Company). © 2000, R&R Inc.



THANK YOU BLACK RADIO!!!!!!

WPHI KKDA WJLB WDTJ WKYS WVEE
 WHTA WEDR KATZ WTMP WIZF KPRS
 WNOV WKKV WCKX WOWI WPEG WJHM
 WQUE WNEZ WBLK WHRK WDKX KVSP
 and many many more.....



MOTOWN 2000. THE LEGACY CONTINUES...

ADD DATE
JANUARY 31

BRIAN MCKNIGHT GO
STAY OR LET IT GO

the follow-up to the
#1 hit "Back At One"
from the Double Platinum
Grammy® nominated album
BACK AT ONE

U.S. CONCERT TOUR BEGINS FEBRUARY 3!

2/03	Cleveland, OH	Allen Theater
2/05	Detroit, MI	Fox Theater
2/06	Philadelphia, PA	Tower Theater
2/09	Washington, DC	Constitution Hall
2/10	Washington, DC	Constitution Hall
2/11	Richmond, VA	Landmark Theater
2/13	Atlanta, GA	Civic Center
2/16	New Orleans, LA	Saenger Theater
2/17	Houston, TX	Arena Theater
2/18	Dallas, TX	Bronco Bowl
2/20	Phoenix, AZ	Celebrity Theater
2/22	Las Vegas, NV	Mandalay Bay
2/25	Los Angeles, CA	Universal Amphitheater
2/26	Oakland, CA	Paramount Theater
2/28	Seattle, WA	Paramount Theater
3/01	Salt Lake City, UT	Kingsbury Hall
3/02	Denver, CO	Paramount Theater
3/04	Minneapolis, MN	Orpheum Theater
3/05	St. Louis, MO	Fox Theater
3/06	Indianapolis, IN	Murat Theater
3/07	Cincinnati, OH	Taft Theater
3/09	Orlando, FL	Bob Carr Auditorium
3/10	Clearwater, FL	Ruth Eckerd Hall
3/11	Miami, FL	Knight Center
3/12	Jacksonville, FL	Florida Center
3/15	Memphis, TN	Sam's Town
3/16	Louisville, KY	Palace Theater
3/18	Chicago, IL	Chicago Theater
3/19	Columbus, OH	Palace Theater
3/21	Toronto, CA	Masscy Hall
3/22	Buffalo, NY	Shea's
3/23	Boston, MA	Wang Center
3/24	NY, NY	Theater at Madison Square Garden

Executive Producers:
KEDAR MASSENBURG,
HERB TRAWICK, &
BRUCE CARBONE

Management:
HERB TRAWICK
for The Trawick Group

www.brian-mcknight.com



ARTIST BREAKDOWN

ARTIST: **OL SKOOL**
TRACK: **"I NEVER"**
LABEL: **UNIVERSAL**

Each week I call labels to find out about new releases. While I was talking to James Boyce of Universal Records, he mentioned "I Never," Ol Skool's first single from their sophomore album, *R.S.V.P.* Hmm, I liked their collaboration with Xscape on "Am I Dreaming?" but how will this one fly without the vocally gifted female quartet lending their voices? Pretty damn well! I put on this single to find a beautiful Keith Sweat-penned ballad that adds romance to Usher's "You Make Me Wanna..." Don't get me wrong, Usher did his thing with "You Make..." and I'm still feelin' that song. But being a romantic at heart, I can't help but get caught up in the rapture of "I Never." And so I commence to break.

Bobby, Tony, Curtis and Jason make up this group from St. Louis. When they were presented to Keith Sweat, he was so impressed by their performance that he signed them to his label, Keia. Though former member Pookie left the group to pursue his gospel aspirations, new member Jason fills the vacant vocal slot without missing a step. Influenced by such "old

school" artists as The Temptations, The Four Tops and The O'Jays, Ol Skool combines that sound of yesteryear with the vibe of today.

"I Never" is about dude falling in love while he's already in love. Sounds confusing? Apparently, dude was in a relationship with his lady, and he loved her — or so he claimed — but one night they had a fight. "Thought that I would never cross the line/Thought everything between my girl was fine." (The beginning of a confession). He left angry and needed advice, but who does he seek counsel from? His girl's best friend! I guess he needs direction on how to interpret his lady's actions or mood and thinks her best friend is a good source of information.

Well, it seems the "counseling session" was long and involving, as he spent the night with Ms. Best Friend. "I never thought I'd end up loving you," confesses dude to the best friend. "Now I see, girl, you're the one/But what can we do now that the wrong is done?" (Move out of town!) According to dude, "things got carried away," and now he's stuck. Though he feels love for the best friend (here we go again), he doesn't know how to proceed. (My advice: with caution.)

Though the message in "I Never" is "scan'less" (my Compton is sneaking out), all in all it's a good song. This ballad doesn't elaborate on the infidelity of dude, but emphasizes his feelings for homegirl. His remorse is sincere: his newly discovered emotions run deep. Hey, s*** happens. It's a small world, and sometimes you just can't help who you fall in love with. Peace.

— Tanya O'Quinn
Asst. Urban Editor



IN MY OPINION

with **Kevin Holiday**

Al Jarreau
"Last Night"
GRP/VMG

PD/MD — WLXC/Columbia, SC

Al Jarreau has jumped back into the game. And by the sound of his latest release, he's in it to win it. It's been five years since his last studio recording, but it's been well worth the wait. As an Urban AC programmer, it's a joy for me to see an accomplished artist like this come back strong. The song has that typical Al Jarreau mid-tempo R&B/jazz groove. The romantic lyrics and the effervescent, yet sophisticated vocals of this legendary singer shine through from beginning to end. You can't go wrong singing about how you've found the person you've been looking for and how much you thought about that person last night.

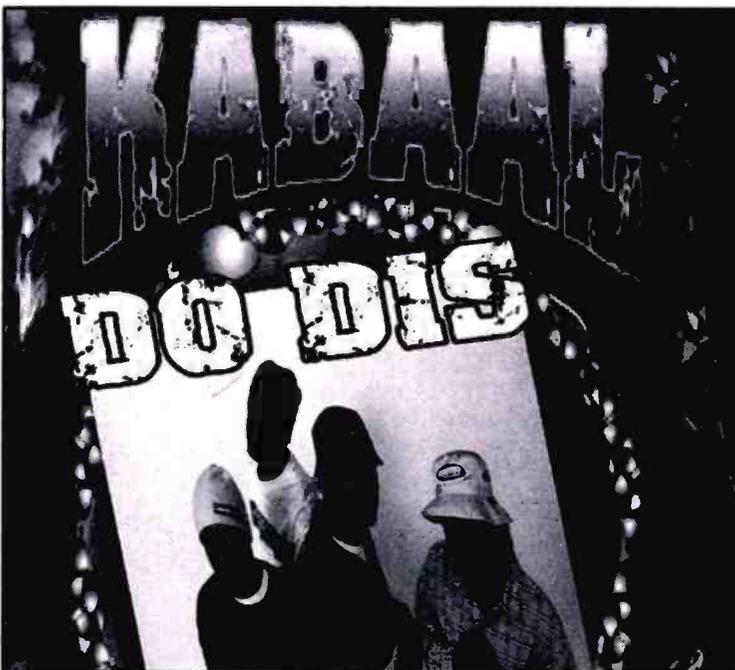
I believe our female adult listeners will enjoy hearing a song from a man who's not afraid of love and who's not afraid of expressing his inner feelings. And, as a guy, I love it, because I might learn a thing or two by listening to what he's really saying.

When Al Jarreau is at his best there's a certain "feel-good" quality about his music. This song is truly Al Jarreau at his best. Here comes Grammy number six.

ADVANCE NOTICE

Giving you fair warning. These are the singles that are going for adds on Tuesday, 2/1.

- BONE THUGS-N-HARMONY Resurrection (Paper, Paper) (Ruthless/Ep)
- DA BRAT f. TYRESE What'chu Like? (So So Def/Columbia)
- AL JARREAU Last Night (GRP/VMG)
- LIL' ZANE Money Stretch (Worldwide Priority)
- METHOD MAN & REDMAN Y O U (Def Jam/IDJMG)
- BRIAN MCKNIGHT Stay Or Let It Go (Motown)
- MINT CONDITION Is This Pain Our Pleasure? (Elektra/EEG)
- N-TOWN Feeds (Dignity Works)
- OL SKOOL I Never (Universal)



"Do Dis"
from the album *Walking 1/2 Dead*

Added This Week At:

WNOV WKGN WTMG
WHNR WJZD KBCE
WFXX WIZZ WEUP

Album In Stores Now!



Released & Distributed by Street Pride Records
a div. of The TMG Ent. & Music Group, Inc.



Manufactured & Distributed Through Private
/Universal, a Universal Music Company



For **MINT CONDITION**, LIFE'S AQUARIUM just keeps growing...



MINTCONDITION

Is This Pain Our Pleasure

The new single from **LIFE'S AQUARIUM** and the follow-up to their smash hit **IF YOU LOVE ME**

IMPACTING 1/31 !

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WRITTEN AND PRODUCED BY MINT CONDITION. MANAGED BY LARKIN ARNOLD. WWW.MINTCONDITION.COM

New & Active

L.L. COOL J Shut 'Em Down (Atlantic)

Total Plays: 542, Total Stations: 52, Adds: 0

WILL SMITH Freakin' It (Columbia)

Total Plays: 458, Total Stations: 57, Adds: 10

DRAG-ON Spit These Bars (Ruff Ryders/Interscope)

Total Plays: 420, Total Stations: 31, Adds: 0

BLACK ROB Whoa! (Bad Boy/Arista)

Total Plays: 308, Total Stations: 38, Adds: 8

SCREWBALL H.O.S.T.Y.L.E. (Tommy Boy)

Total Plays: 279, Total Stations: 22, Adds: 1

IMX In & Out Of Love (MCA)

Total Plays: 278, Total Stations: 41, Adds: 7

ERIC BENET When You Think Of Me (Warner Bros.)

Total Plays: 265, Total Stations: 47, Adds: 46

S. DOGG PRESENTS EASTSIDAZ' G'd Up (Doghouse/TVT)

Total Plays: 252, Total Stations: 22, Adds: 2

LOST BOYZ Plug Me In (Group Home/Universal)

Total Plays: 232, Total Stations: 30, Adds: 1

DA BRAT That's What I'm... (So So Def/Columbia)

Total Plays: 209, Total Stations: 10, Adds: 4

BLAXEUDE Bring Da Pain (Avatar)

Total Plays: 191, Total Stations: 13, Adds: 1

ICE CUBE F/KRAYZIE BONE Until We Rich (Priority)

Total Plays: 186, Total Stations: 54, Adds: 53

ROME Say Yes (Ground Level)

Total Plays: 174, Total Stations: 9, Adds: 0

TLC Dear Lie (LaFace/Arista)

Total Plays: 172, Total Stations: 48, Adds: 47

JENNIFER LOPEZ Feelin' So Good (Work/Epic)

Total Plays: 131, Total Stations: 34, Adds: 33

TAMAR If You Don't Wanna Love Me (DreamWorks)

Total Plays: 125, Total Stations: 43, Adds: 43

THREE 6 MAFIA Who Run It (Hypnotize Minds/Loud)

Total Plays: 115, Total Stations: 12, Adds: 4

LV How Long (Loud)

Total Plays: 95, Total Stations: 40, Adds: 39

Songs ranked by total plays

Most Played Recurrents

BRIAN MCKNIGHT Back At One (Motown)

MINT CONDITION If You Love Me (Elektra/EEG)

IDEAL Get Gone (Noontime/Virgin)

JUVENILE Back That Thang Up (Cash Money/Universal)

MARC NELSON 15 Minutes (Columbia)

Q-TIP Vivrant Thing (Def Jam/IDJMG)

ORU HILL Beauty (University/IDJMG)

ERIC BENET Spend My Life With You (Warner Bros.)

DEBORAH COX We Can't Be Friends (Arista)

B.G. Bling Bling (Cash Money/Universal)

112 Love You Like I Did (Bad Boy/Arista)

PUFF DADDY My Best Friend (Bad Boy/Arista)

PUFF DADDY F/R. KELLY Satisfy You (Bad Boy/Arista)

ICE CUBE F/MACK 10 You Can Do It (Priority)

SOLE 4,5,6 (DreamWorks)

CHICO DEBARGE Give You What You Want (Motown)

MOBB DEEP Quiet Storm (Loud)

COKO Triffin' (RCA)

MAXWELL Fortunate (Rock Land/Interscope/Columbia)

DESTINY'S CHILD Bug A Boo (Columbia)

TUNED-IN

URBAN



WDTJ/Detroit

11am

DESTINY'S CHILD Say My Name

D. J. CLUE /DMX It's On

ANGIE STONE No More Rain (In This Cloud)

ICE CUBE We Be Clubbin'

MARY J. BLIGE Your Child

SISQO Thong Song

EVE Love Is Blind

JUNIOR M.A.F.I.A. Get Money

KELLY PRICE It's Gonna Rain

Q-TIP Vivrant Thing

D'ANGELO Untitled (How Does It Feel?)

MARY J. BLIGE Deep Inside

4pm

SISQO Thong Song

JAY-Z /DMX Money, Cash, Hoes

GINUWINE None Of Ur Friends Business

JUVENILE Back That Thang Up

JOE I Wanna Know

112 Love You Like I Did

TLC Waterfalls

KELLY PRICE It's Gonna Rain

MOBB DEEP Quiet Storm

FAITH EVANS Never Gonna Let You Go

CORLEONE You And I

TEAR DA CLUB UP THUGS Hypnotize/Cash Money

8pm

NOTORIOUS B.I.G. One More Chance

EVE Love Is Blind

IDEAL Get Gone (Get The Hell On)

DMX Party Up

LOX Wild Out

EVE /DRAG-ON Let's Talk About

TLC Creep

DESTINY'S CHILD Bug A Boo

JAY-Z Jigga What...

Q-TIP Vivrant Thing

R. KELLY Bump And Grind



WPHI/Philadelphia

11am

DESTINY'S CHILD Say My Name

JAY-Z Do It Again

ANGIE STONE No More Rain (In This Cloud)

MISSY ELLIOTT Hot Boyz

CASE /JOE Faded Pictures

EVE Love Is Blind

MOBB DEEP Quiet Storm

COOL C. Glamorous Life

LL COOL J Doin' It

NAUGHTY BY NATURE Everything's Gonna Be...

BLACK SHEEP Choice Is Yours

4pm

JAY-Z Do It Again

D'ANGELO Untitled (How Does It Feel?)

SISQO Thong Song

JOE I Wanna Know

DR. DRE /EMINEM Forgot About Dre

DESTINY'S CHILD Say My Name

NOTORIOUS B.I.G. Mo' Money, Mo' Problems

KELLY PRICE It's Gonna Rain

MISSY ELLIOTT Hot Boyz

JAY-Z /AMIL & JA Can I Get A...

NICE & SMOOTH Hip Hop Junkie

8pm

JOE I Wanna Know

JAY-Z /MARIAH CAREY Things That U Do

SISQO Got To Get It

GINUWINE None Of Ur Friends' Business

Q-TIP Vivrant Thing

CASE Think Of You

MISSY ELLIOTT Hot Boyz

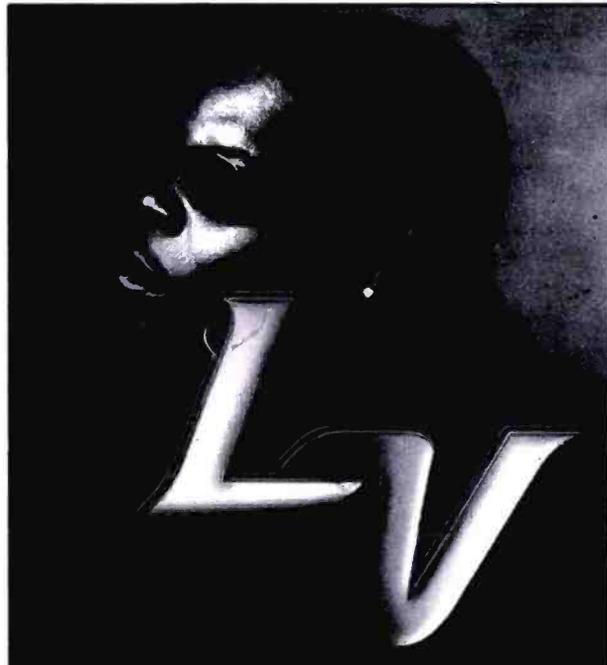
ORU HILL In My Bed

MOBB DEEP Quiet Storm

112 Love You Like I Did



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Tuesday 1/18. © 2000, R&R Inc.



"HOW LONG"

THE FIRST SINGLE FROM THE FORTHCOMING ALBUM HOW LONG

ONE OF THE WEEK'S MOST ADDED!!!!

NEW ADDS AT:

HOT 97/NEW YORK

KJLH/LOS ANGELES

KKBT/LOS ANGELES

WDTJ/DETROIT

WAMO/PITTSBURGH

WZAK/CLEVELAND

KPRS/KANSAS CITY

WNOV/MILWAUKEE

WOWI/NORFOLK

WYLD/NEW ORLEANS

WNEZ/HARTFORD

WBLK/BUFFALO

WHRK/MEMPHIS

WDKX/ROCHESTER

AND MANY MORE...



FIND COMPLETE PLAYLISTS FOR ALL URBAN AC REPORTERS ON R&R ONLINE MUSIC TRACKING

MARKET #31

WKLV/MI/Hot 103.5
Clear Channel
(414) 321-1007
Young
12x Cume 231,788

PLAYS

LTW	ARTIST/TITLE	GI (800)
46	47 MISSY ELLIOTT/Hot Boyz	7003
43	48 BLAQUE/Bring It All To Me	6758
44	49 MARIAM CAREY/JOE...Thank God I Found...	6258
37	50 MONTELL JORDAN/Get It On...Tontie	6109
41	51 DESTINY'S CHILD/Say My Name	6109
35	52 DRU HILL/Beauty	5364
32	53 GUNWINE/None Of Us	4782
32	54 DONELL JONES/You Know What's Up	4564
30	55 BRIAN MCKNIGHT/Back At One	4470
28	56 HOT BOYS/Need A Hot Girl	4321
27	57 JUVENILE/Understand	4026
26	58 JOE/Wanna Know	3874
25	59 MARY J. BLIGE/Deep Inside	3474
24	60 KEVIN EDMONDS/24/7	3129
21	61 JAGGED EDGE/We Can't Love U	3129
14	62 SHANQUA/Sassy Like	3129
19	63 GUNWINE...The Best Man	3129
16	64 2PAC/FUQUA/24/7/Baby Don't Cry...	3129
21	65 BEVERLY/You Came Along	2980
24	66 L.A. JAY-Z/It's A Beautiful Day	2980
13	67 D'ANGELO/Unltd.	2980
19	68 ANGE STONE/No More Rain (In...)	2831
15	69 DAVE HOLLESTER/Can't Stay	2831
16	70 MARY J. BLIGE/Don't Wanna	2682
17	71 MARIAM CAREY/JOE...Thank God I Found...	2682
16	72 AMEL LARRIEUX/Get Up	2384
12	73 SAMMIE/Let It Be	1937
13	74 KEL'S/Caught On There	1384
12	75 J-SHUN/One Night Stand	1788
9	76 EVELA/love Is Blind	1788

MARKET #32

WNOV/MI/Hot 103.5
Clear Channel
(414) 498-9668
Robinson
12x Cume 43,388

PLAYS

LTW	ARTIST/TITLE	GI (800)
7	11 D'ANGELO/Unltd.	286
14	11 WYCLEF JEAN/No Income	286
14	11 DR. DRE/F.Y.M.I.M.I./Forget About D.R.E.	286
10	11 HOT BOYS/Need A Hot Girl	286
10	11 MISSY ELLIOTT/Hot Boyz	234
10	11 DESTINY'S CHILD/Say My Name	234
12	11 J-SHUN/One Night Stand	234
14	11 Q-TIP/Breathin' And Stop	234
10	11 GOODIE M.O.B./Get Rich To This	234
12	11 JUVENILE/Understand	208
12	11 TERRY DEXTER/Strayed Away	208
10	11 KEL'S/Caught On There	208
14	11 EVELA/love Is Blind	208
15	11 HOT BOYS/Need A Hot Girl	208
11	11 JAGGED EDGE/We Can't Love U	182
17	11 MARIAM CAREY/JOE...Thank God I Found...	182
10	11 MONICA/F12/Right Here Waiting	182
7	11 MASTER P/It's About	182
11	11 BLAQUE/Bring It All To Me	156
9	11 JAY-Z/It's A Beautiful Day	156
11	11 ICE CUBE/FAMACK 10/You Can Do It	156
14	11 GUNWINE/None Of Us	130
17	11 SISOQ/Thong Song	130
10	11 DRAG-On/Get That Bars	130
7	11 LUNAMASTER/FLEX/We In Here	130
5	11 2PAC/FUQUA/24/7/Baby Don't Cry...	130
5	11 MIKE E...Master Plan	104
6	11 MONICA/F12/Right Here Waiting	104

MARKET #1

WKYS/New York
Emmis
(212) 242-9870
Beasley/Greene
12x Cume 1,433,100

PLAYS

LTW	ARTIST/TITLE	GI (800)
20	27 D'ANGELO/Unltd.	2382
19	25 WYCLEF JEAN/No Income	2251
25	26 JOE/Wanna Know	21650
23	25 DEWINE/Trip/One Night Stand	21650
22	24 KEVIN EDMONDS/24/7	20784
20	23 MINT CONDITION/You Love Me	19918
16	21 S.K.A.T.'s/Make Love	18022
19	20 TRACE SPENCER/Still In My Heart	17220
15	20 GUNWINE...The Best Man	17200
10	19 WHITEY HOUSTON/You Love Me	15588
12	17 BRANDY/Over Don't Know	14722
25	18 MONTELL JORDAN/Get It On...Tontie	12980
16	16 CASE/Faded Pictures	12980
23	14 CHOC DEBARGE/Give You What You	12124
13	14 DONELL JONES/You Know What's Up	12124
14	14 AALIYAH/Don't Wanna	12124
12	14 112/You're A Fool	10382
10	12 ERIC BENET/Spent My Life	10382
12	12 T.L.C./Scenes	10382
10	12 MAXWELL/Let's Not Play...	10382
20	12 GUNWINE...The Best Man	10382
14	11 PHARRELL/Check For Me	9676
6	10 CASE/Happily Ever After	8660
6	10 ERIC BENET/Spent My Life	8660
10	10 BLAQUE/Bring It All To Me	8660
17	10 ANGE STONE/No More Rain (In...)	8660
10	10 TERRY DEXTER/Strayed Away	8660
9	10 BRIAN MCKNIGHT/Back At One	7794
11	9 MONICA/F12/Right Here Waiting	7794

MARKET #2

KULH/CA/Hot 103.5
Emmis
(310) 330-5550
Mynrick/Muhammad
12x Cume 342,688

PLAYS

LTW	ARTIST/TITLE	GI (800)
13	16 JOE/Wanna Know	6060
31	20 SIMPLE/FYAD/HAWAII/When Your Life...	6060
26	20 BRUNO MARS/Just a Flirt	5658
29	20 ERIC BENET/Spent My Life	5252
28	26 DONELL JONES/You Know What's Up	5252
25	26 MONICA/F12/Right Here Waiting	3232
10	14 LAURYN HILL/ANGEL/Unltd.	2828
13	14 WHITEY HOUSTON/You Love Me	2828
13	14 MARIAM CAREY/JOE...Thank God I Found...	2424
12	12 DAVE HOLLESTER/Can't Stay	2424
12	12 CASE/Happily Ever After	2424
10	12 NATALIE COLE/Say You Love Me	2424
12	12 BARRY WHITE/You Longue We	2424
16	16 MARIAM CAREY/JOE...Thank God I Found...	2222
11	11 KEVIN EDMONDS/24/7	2222
11	11 PEARO BRYSON/Don't Ever Know	2222
11	11 GERALD LEVERT/It's Too Damn Good	1818
6	10 AMEL LARRIEUX/Get Up	1818
5	10 KEVIN EDMONDS/24/7	1818
4	10 R. KELLY/When A Woman	1616
5	10 MAXWELL/Let's Not Play...	1616
6	10 JEFFREY OSBORNE/That's For Sure	1616
7	10 MONICA/F12/Right Here Waiting	1414
10	10 ANGE STONE/No More Rain (In...)	1414
8	10 MINT CONDITION/You Love Me	1414
11	11 K-SCHOOL...Am I Dreaming	1212
3	10 DOWNING & ALBRIGHT/Pleasures Of...	1212
3	10 BRIAN MCKNIGHT/Back At One	1212
9	10 PHOENIX/Whispers In The Dark	1212
6	10 CUSTY'S/Chill/Drop Here Waiting	1212

MARKET #3

WVAZ/Chicago
AMFM
(312) 360-9000
Mynrick/Muhammad
12x Cume 845,000

PLAYS

LTW	ARTIST/TITLE	GI (800)
25	30 KEVIN EDMONDS/24/7	14910
29	28 ANGE STONE/No More Rain (In...)	12922
24	26 JOE/Wanna Know	12922
28	26 GAP-BAND/Good Old Fashion...	12922
26	24 MINT CONDITION/You Love Me	11928
24	24 BRANDY/Over Don't Know	11928
15	19 DONELL JONES/You Know What's Up	9443
16	16 MARY J. BLIGE/Don't Waste Your...	7952
5	10 GLENN JONES/Secrets	4473
2	10 ERIC BENET/Spent My Life	4473
7	10 SMOKEY ROBINSON/Easy To Love	3976
6	10 NATALIE COLE/Say You Love Me	3976
7	10 AMEL LARRIEUX/Get Up	3976
5	10 PATI AUST/Win And Out...	2982
6	10 D'ANGELO/Unltd.	2982
4	10 WHITEY HOUSTON/You Love Me	2485
2	10 MAXWELL/Let's Not Play...	1988
4	10 BLAQUE/Bring It All To Me	1988
5	10 KEVIN EDMONDS/24/7	1988
3	10 C-MARRIO/Power First	1988
3	10 RANSAAN/PATTERSON/Treat You Like...	1988
3	10 WHITEY HOUSTON/You Love Me	1988
4	10 GRENJOE/Should I	1491
3	10 MARY J. BLIGE/Don't Waste Your...	1491
22	10 BRIAN MCKNIGHT/Back At One	1491
3	10 ERIC BENET/Spent My Life	1491
4	10 MARY J. BLIGE/Deep Inside	1491
4	10 GERALD LEVERT/It's Too Damn Good	1491
2	10 PRECES OF A DREAM/Peace	994
2	10 ANGELO GRANITE/Red Hot	994

MARKET #34

WCIX/Columbus, OH
Blue Chip
(614) 487-1444
Strong/Stevens
12x Cume 182,460

PLAYS

LTW	ARTIST/TITLE	GI (800)
43	48 ANGE STONE/No More Rain (In...)	5831
46	46 JOE/Wanna Know	5474
43	43 MONTELL JORDAN/Get It On...Tontie	5474
40	43 Q-TIP/Breathin' And Stop	5117
37	43 MARIAM CAREY/JOE...Thank God I Found...	4641
39	43 DONELL JONES/You Know What's Up	4641
38	43 DESTINY'S CHILD/Say My Name	4522
35	43 ERIC BENET/Spent My Life	4403
44	43 BRIAN MCKNIGHT/Back At One	4403
37	43 MARIAM CAREY/JOE...Thank God I Found...	3451
34	43 JAGGED EDGE/We Can't Love U	4046
34	43 MISSY ELLIOTT/Hot Boyz	4046
34	43 BLAQUE/Bring It All To Me	4046
36	43 KEVIN EDMONDS/24/7	4046
29	43 SISOQ/Thong Song	3451
32	43 SAMMIE/Let It Be	3232
35	43 MINT CONDITION/You Love Me	3232
26	43 J-SHUN/One Night Stand	3313
34	43 TRACE SPENCER/Still In My Heart	3094
26	43 PHOENIX/Whispers In The Dark	3094
22	43 DONELL JONES/You Know What's Up	3094
24	43 DRU HILL/Beauty	2856
32	43 Q-TIP/Whurrant Thing	2856
24	43 L.A. JAY-Z/It's A Beautiful Day	2856
24	43 NOTORIOUS B.I.G./Notorious B.I.G.	2856
24	43 EVELA/love Is Blind	2856
21	43 IDEAL/Get Gone	2491
21	43 GUNWINE...The Best Man	2261
19	43 JUVENILE/Understand	2261
19	43 INDU/In & Out Of Love	2261

MARKET #10

WOWI/Hot 103.5
Clear Channel
(757) 466-0009
Holiday/Maize
12x Cume 291,488

PLAYS

LTW	ARTIST/TITLE	GI (800)
33	33 SISOQ/Thong Song	7953
31	32 MONTELL JORDAN/Get It On...Tontie	7712
32	32 JAY-Z/It's A Beautiful Day	7712
31	31 MARIAM CAREY/JOE...Thank God I Found...	7471
31	31 ERIC BENET/Spent My Life	7471
35	35 MISSY ELLIOTT/Hot Boyz	6748
31	31 LIL' WAYNE/The Block Is Hot	6748
31	31 JOE/Wanna Know	6507
34	31 GUNWINE...None Of Us	6507
27	31 SISOQ/Thong Song	6507
24	31 EVELA/love Is Blind	5784
24	31 JAGGED EDGE/We Can't Love U	5784
24	31 NOTORIOUS B.I.G./Notorious B.I.G.	5784
28	31 D'ANGELO/Unltd.	5784
28	31 TRACE SPENCER/Still In My Heart	5784
17	31 LADAWNA/Keys	5302
24	31 DAVE HOLLESTER/Can't Stay	5302
26	31 KEL'S/Caught On There	5302
21	31 DESTINY'S CHILD/Say My Name	5061
23	31 SHANQUA/Sassy Like	5094
23	31 JUVENILE/Understand	4820
20	31 DONELL JONES/You Know What's Up	4279
18	31 MARY J. BLIGE/Deep Inside	4038
15	31 REIDWALKER/THUG M.O.B./No Pochwider	4038
18	31 JAY-Z/It's A Beautiful Day	3858
20	31 BEVERLY/You Came Along	3615
12	31 Q-TIP/Whurrant Thing	3374
14	31 EVELA/love Is Blind	3374

MARKET #5

WDAS/Philadelphia
AMFM
(610) 617-8500
Tamburro/Davis
12x Cume 538,388

PLAYS

LTW	ARTIST/TITLE	GI (800)
22	22 ANGE STONE/No More Rain (In...)	9636
22	22 BRIAN MCKNIGHT/Back At One	9636
14	21 GUNWINE...The Best Man	9198
22	22 MAXWELL/Let's Not Play...	8760
12	17 ERIC BENET/Spent My Life	8660
17	17 S.P.E.C.I.A.L./You	7446
10	10 JOE/Wanna Know	6570
16	14 MINT CONDITION/You Love Me	6132
12	12 DRU HILL/Beauty	5694
11	11 FAITH EVANS/Never Gonna Let...	4818
11	11 WHITEY HOUSTON/You Love Me	4818
9	11 FAITH EVANS/Never Gonna Let...	4818
11	11 IDEAL/Get Gone	4818
11	11 AMEL LARRIEUX/Get Up	4818
15	15 WHITEY HOUSTON/You Love Me	4818
12	12 TEMPTATIONS/This Is My Promise	4818
9	10 K-C & JUDY/Tell Me It's Real	4380
10	10 GUNWINE...The Best Man	4380
5	10 DEBORAH COX/Nobody's Supposed...	3842
9	10 TRACE SPENCER/Still In My Heart	3842
2	10 JESSE POWELL/You	280
7	10 TEMPTATIONS/This Is My Promise	280
3	10 NEXT/You Close	210
2	10 K-C & JUDY/Tell Me It's Real	140
2	10 TYRESE/Sweet Lady	140

MARKET #6

KRMJ/Dallas-Ft. Worth
Service
(972) 263-9911
Alcazar
12x Cume 118,188

PLAYS

LTW	ARTIST/TITLE	GI (800)
22	22 ANGE STONE/No More Rain (In...)	1610
21	21 MARY J. BLIGE/Deep Inside	1470
20	20 DONELL JONES/You Know What's Up	1470
18	20 MINT CONDITION/You Love Me	1400
18	20 GLENN JONES/Secrets	1280
12	12 KEVIN EDMONDS/24/7	910
11	11 ERIC BENET/Spent My Life	910
11	11 GUNWINE...The Best Man	770
10	10 BRIAN MCKNIGHT/Back At One	770
7	10 WHITEY HOUSTON/You Love Me	770
8	10 JOE/Wanna Know	350
1	10 CASE/Faded Pictures	350
6	10 DEBORAH COX/Nobody's Supposed...	350
5	10 LAURYN HILL/ANGEL/Unltd.	350
6	10 R. KELLY/F.Y.A.D./When A Woman	350
8	10 D'ANGELO/Unltd.	350
7	10 MARY J. BLIGE/Don't Waste Your...	350
4	10 CASE/Happily Ever After	280
4	10 TRACE SPENCER/Still In My Heart	280
2	10 JESSE POWELL/You	210
3	10 NEXT/You Close	210
1	10 K-C & JUDY/Tell Me It's Real	140
2	10 TYRESE/Sweet Lady	140

MARKET #7

WOMK/Detroit
Radio One
(313) 589-7900
Alcazar
12x Cume 143,888

PLAYS

LTW	ARTIST/TITLE	GI (800)
35	35 BRIAN MCKNIGHT/Back At One	2268
35	35 KEVIN EDMONDS/24/7	2268
36	35 JOE/Wanna Know	2268
36	35 ANGE STONE/No More Rain (In...)	2142
34	34 MINT CONDITION/You Love Me	2142
32	32 DEBORAH COX/Nobody's Supposed...	2016
30	32 DONELL JONES/You Know What's Up	2016
31	31 MAXWELL/Let's Not Play...	1953
29	31 ERIC BENET/Spent My Life	1827
29	31 MARY J. BLIGE/Don't Waste Your...	1575
29	31 WHITEY HOUSTON/You Love Me	1575
27	31 GUNWINE...The Best Man	1512
22	31 IDEAL/Get Gone	1386
24	31 DRU HILL/Beauty	1260
18	31 GERALD LEVERT/It's Too Damn Good	1197
17	31 WHITEY HOUSTON/You Love Me	1197
15	31 GUNWINE...The Best Man	1071
18	31 D'ANGELO/Unltd.	819
16	31 MARIAM CAREY/JOE...Thank God I Found...	630
18	31 ERIC BENET/Spent My Life	630
18	31 BARRY WHITE/You Longue We	630

MARKET #17

WPEG/Charlotte
Infinity
(704) 333-0131
Carson/Quick
12x Cume 242,588

PLAYS

LTW	ARTIST/TITLE	GI (800)
47	44 MISSY ELLIOTT/Hot Boyz	7392
43	44 JOE/Wanna Know	6592
41	41 DESTINY'S CHILD/Say My Name	6592
36	41 DAVE HOLLESTER/Can't Stay	6552</

Most Played Recurrents

WHITNEY HOUSTON My Love Is Your Love (Arista)

CASE Happily Ever After (Def Jam/IDJMG)

TYRESE Lately (RCA)

SMOKEY ROBINSON Easy To Love (Motown)

MARY J. BLIGE All That I Can Say (MCA)

KIRK WHALUM All I Do (Warner Bros.)

BARRY WHITE Staying Power (Private Music/Windham Hill)

FAITH EVANS Never Gonna Let You Go (Bad Boy/Arista)

JESSE POWELL You (Silas/MCA)

K-CI & JOJO Tell Me It's Real (MCA)

R. KELLY If I Could Turn Back... (Jive)

FAITH EVANS Lately I (Bad Boy/Arista)

TRIN-I-TEE 5:7 God's Grace (B-Rite/Interscope)

TYRESE Sweet Lady (RCA)

112 Your Letter (Bad Boy/Arista)

DEBORAH COX Nobody's Supposed To Be Here (Arista)

LAURYN HILL Ex-Factor (Ruffhouse/Columbia)

TEMPTATIONS How Could He Hurt You (Motown)

TEMPTATIONS This Is My Promise (Motown)

CHANTAY SAVAGE My Oh My (RCA)

URBAN AC Going For Adds 2/1/00

AL JARREAU Last Night (GRP/VMG)

BRIAN MCKNIGHT Stay Or Let It Go (Motown)

MINT CONDITION Is This Pain Our Pleasure (Elektra/EEG)

TUNED-IN URBAN AC

R&R/MEDIABASE 24/7

WMXD/Detroit

11am

MINT CONDITION Breakin' My Heart (Pretty Brown Eyes)
 LUTHER VANDROSS For You To Love
 GLADYS KNIGHT & THE PIPS Save The Overtime For Me
 ERIC BENET Spend My Life With You
 ANITA BAKER Giving You The Best That I Got
 MICHAEL JACKSON Rock With You
 SOUL N SOUL Keep On Movin'
 WHISPERS Lady

4pm

BRIAN MCKNIGHT Anytime
 RUFUS Sweet Thing
 MIDNIGHT STAR Slow Jam
 TEMPTATIONS Stay
 FOUR TOPS Ain't No Woman (Like...)
 EMOTIONS Best Of My Love
 MAXWELL Ascension (Don't Ever Wonder)
 ATLANTIC STARR Send For Me
 FREDDIE JACKSON Rock Me Tonight (For...)
 COMMODORES Jesus Is Love

8pm

O'JAYS Lovin' You
 BARRY WHITE It's Ecstasy (When You...)
 AL B. SUREI Night & Day
 KIRK FRANKLIN I/R. KELLY... Lean On Me
 LUTHER VANDROSS So Amazing
 CASE I/JOE Faded Pictures
 EVELYN KING I'm In Love
 AL GREEN Let's Stay Together
 MARVIN GAYE & TAMMI TERRELL Ain't Nothing Like The Real Thing
 MINT CONDITION If You Love Me
 MICHAEL JACKSON Don't Stop 'Til You Get Enough

WLXC/Columbia

11am

XSCAPE Just Kickin' It
 DONELL JONES U Know What's Up
 BROTHERS JOHNSON I'll Be Good To You
 BLACKSTREET No Diggity
 JOHNNY GILL Let's Get The Mood Right
 BRIAN MCKNIGHT Back At One
 MIDNIGHT STAR Slow Jam
 KIRK WHALUM All I Do
 ANGIE STONE No More Rain (In This Cloud)
 KEVON EDMONDS 24/7
 ATLANTIC STARR When Love Calls
 STEPHANIE MILLS You're Puttin' A Rush On Me
 BABYFACE/TOM BRAXTON Give U My Heart

4pm

GLENN JONES Secrets
 KEITH SWEAT Don't Stop Your Love
 O'JAYS Forever Mine
 WHITNEY HOUSTON Heartbreak Hotel
 PATTI LABELLE If Only You Knew
 JOHNNY GILL My, My, My
 ISLEY BROTHERS Between The Sheets
 LUTHER VANDROSS A House Is Not A Home
 LAURYN HILL & THE REFUGEE CAMP... The Sweetest Thing
 TERRY DEXTER Strayed Away
 PEABO BRYSON Feel The Fire
 FREDDIE JACKSON You Are My Lady

8pm

GAP BAND Yearning For Your Love
 IDEAL Get Gone (Get The Hell On)
 DAVID PEASTON God Bless The Child
 MONICA I/112 Right Here Waiting
 ALEXANDER O'NEAL A Broken Heart Can Mend
 BRANDY Almost Doesn't Count
 TEDDY PENDERGRASS It Don't Hurt Now
 MONICA For You I Will
 LEVERT My Forever Love
 JEFFREY OSBORNE That's For Sure
 BRIAN MCKNIGHT Back At One



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Tuesday 1/18. © 2000, R&R Inc.



R&R's Year-End Chart Pack...

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Includes year-end charts for all R&R formats from 1974 through 1999!

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R&R Urban AC Top 30

January 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (MI)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	ANGIE STONE No More Rain (In This Cloud) (Arista)	936	-52	131400	20	37/0
2	2	KEVON EDMONDS 24/7 (RCA)	812	-8	120677	19	35/0
3	3	MINT CONDITION If You Love Me (Elektra/EEG)	747	-20	119965	21	34/0
5	4	DONELL JONES U Know What's Up (Untouchables/LaFace/Arista)	711	+83	102434	17	31/0
4	5	BRIAN MCKNIGHT Back At One (Motown)	691	-16	96880	22	35/0
6	6	JOE I Wanna Know (Jive)	671	+121	116910	4	38/3
7	7	WHITNEY HOUSTON I Learned From The Best (Arista)	613	+76	71355	7	34/1
10	8	D'ANGELO Untitled...(How Does It Feel) (Cheeba Sound/Virgin)	505	+99	89973	3	33/3
8	9	ERIC BENET Spend My Life With You (Warner Bros.)	473	-39	78619	35	31/0
9	10	TRACIE SPENCER Still In My Heart (Capitol)	418	-16	53652	11	29/1
13	11	DAVE HOLLISTER Can't Stay (Def Squad/DreamWorks)	381	+12	35303	12	24/0
16	12	AMEL LARRIEUX Get Up (550 Music/Epic)	374	+26	45304	9	31/0
11	13	ARTIST The Greatest Romance Ever Sold (NPG/Arista)	364	-35	37466	12	29/1
14	14	BARRY WHITE The Longer We... (Private Music/Windham Hill)	361	+2	29728	10	25/1
15	15	MAXWELL Fortunate (Rock Land/Interscope/Columbia)	356	-1	58646	43	27/0
12	16	GUY Dancin' (MCA)	356	-14	58913	7	23/0
18	17	DEBORAH COX We Can't Be Friends (Arista)	329	+4	47050	31	27/0
19	18	GINUWINE, R.L., TYRESE, CASE The Best Man I... (Columbia)	327	+8	66090	4	17/0
20	19	GLENN JONES Secrets (SAR/WB)	315	+8	33918	14	26/0
17	20	TERRY DEXTER Strayed Away (University/WB)	315	-33	32392	9	23/0
23	21	MARY J. BLIGE Deep Inside (MCA)	290	+15	22848	12	20/1
Debut	22	GERALD LEVERT Mr. Too Damn Good (EastWest/EEG)	275	+115	34915	1	30/3
21	23	MONTELL JORDAN Get It On...Tonight (Def Soul/IDJMG)	268	-21	43472	5	19/2
24	24	BEVERLY You Came Along (Yab Yum/Elektra/EEG)	257	-8	21251	8	17/0
25	25	MARIAH CAREY/JOE & 98 DEGREES Thank God... (Columbia)	248	-4	26664	5	15/0
22	26	PEABO BRYSON Somebody In... (Private Music/Windham Hill)	233	-54	18695	7	18/0
Debut	27	JEFFREY OSBORNE That's For Sure (Private Music/Windham Hill)	213	+85	16293	1	23/2
27	28	MONICA F/112 Right Here Waiting (Arista)	182	-29	14473	3	18/0
29	29	PROFYLE Whispers In The Dark (Motown)	170	-34	19137	3	17/0
26	30	RAHSAAN PATTERSON Treat You Like A Queen (MCA)	169	-44	14200	18	17/0

Most Added

ARTIST TITLE LABEL(S)	ADDS
ERIC BENET When You Think Of Me (Warner Bros.)	22
TAMAR If You Don't Wanna Love Me (DreamWorks)	14
LV How Long (Loud)	6
SMOKEY ROBINSON Sleepin' In (Motown)	5
MALIK PENDLETON Look Around (Atlantic)	5
ALEX BUGNON All That I Can Say (Narada)	4
JOE I Wanna Know (Jive)	3
D'ANGELO Untitled (How...) (Cheeba Sound/Virgin)	3
GERALD LEVERT Mr. Too Damn Good (EastWest/EEG)	3
JEFFREY OSBORNE That's... (Private Music/Windham Hill)	2
MONTELL JORDAN Get It On...Tonight (Def Soul/IDJMG)	2
BRIAN CULBERTSON F/LORI PERRY I'm... (Atlantic)	2
SAISON I Believe (Real Deal)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JOE I Wanna Know (Jive)	+121
GERALD LEVERT Mr. Too Damn... (EastWest/EEG)	+115
SMOKEY ROBINSON Sleepin' In (Motown)	+103
D'ANGELO Untitled (How...) (Cheeba Sound/Virgin)	+99
JEFFREY OSBORNE That's... (Private Music/Windham Hill)	+85
DONELL JONES U... (Untouchables/LaFace/Arista)	+83
WHITNEY HOUSTON I Learned From The Best (Arista)	+76
BRIAN CULBERTSON F/LORI PERRY I'm... (Atlantic)	+61
PHAT CAT PLAYERS F/COCO BROWN Sun... (Parlane)	+45
ERIC BENET When You Think Of Me (Warner Bros.)	+40



38 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 1/16-Saturday 1/22. 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 2000, The Arbitron Company). © 2000, R&R Inc.

New & Active

JOHNNIE TAYLOR Big Head Hundred (Malaco)

Total Plays: 160, Total Stations: 6, Adds: 0

DEBORAH COX September (Arista)

Total Plays: 139, Total Stations: 16, Adds: 1

SMOKEY ROBINSON Sleepin' In (Motown)

Total Plays: 136, Total Stations: 22, Adds: 5

ERIC BENET When You Think Of Me (Warner Bros.)

Total Plays: 122, Total Stations: 24, Adds: 22

FREDDIE JACKSON What Is It Good For (Orpheus/N.E.R.O.S.)

Total Plays: 106, Total Stations: 11, Adds: 1

BRIAN CULBERTSON F/LORI PERRY I'm Gonna Miss You (Atlantic)

Total Plays: 97, Total Stations: 16, Adds: 2

KEVON EDMONDS No Love (RCA)

Total Plays: 92, Total Stations: 4, Adds: 1

DESTINY'S CHILD Say My Name (Columbia)

Total Plays: 78, Total Stations: 5, Adds: 0

GERALD MCCAULEY Can We Do That? (MCK)

Total Plays: 75, Total Stations: 8, Adds: 0

YOLANDA ADAMS Yeah (Elektra/EEG)

Total Plays: 63, Total Stations: 7, Adds: 0

JAZE Have You Ever Really Loved... (Universal)

Total Plays: 56, Total Stations: 4, Adds: 0

Songs ranked by total plays

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.

URBAN/GOSPEL BREAKTHROUGH!

INSPIRATION JAM

A PIONEERING NEW CONCEPT HAS BEEN BORN.

Inspiration Jam flows with an exciting two hours of contemporary Gospel creatively beat mixed with a sprinkling of classics by America's top mixers. It's a great way to program something hip and positive that is exclusive to the urban format, something CHR/Rhythm radio cannot steal or own.

"I think Inspiration Jam is a great idea. Gospel music needs to be showcased this way. There is so much good material out there with a positive message. And, of course, Don Mack is the man to deliver that message to radio. Whether it is mainstream Urban, Urban-AC, young Urban, or Gospel, you have to check this program out!"

- Helen Little, Director, Urban Programming, AMFM

Get the info on Inspiration Jam before your competition locks it up.
CONTACT GARY B. OR JOHN C. AT SUPERADIO 508.480.9000

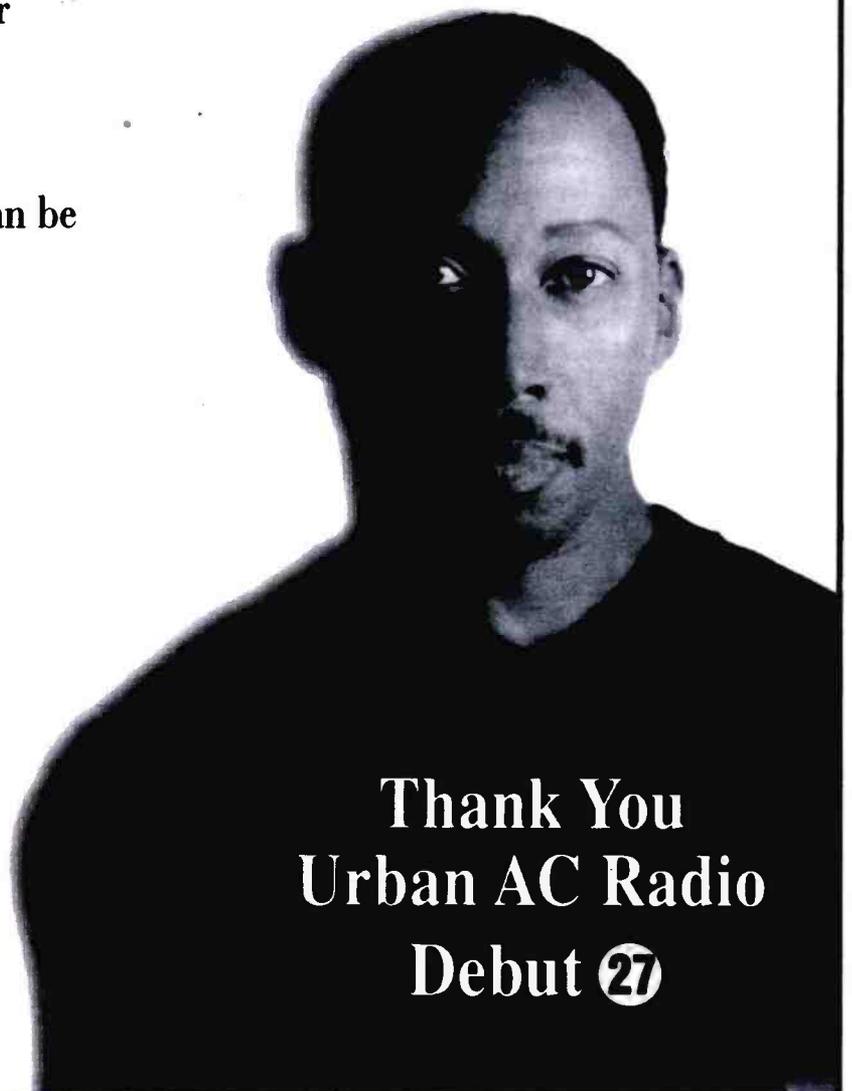
Helen Little

jeffrey osborne

One thing "That's For Sure"
Every woman wants to hear these words...

Once upon a time there was love in your life
But someone hurt you deep inside
And through the years you've played it down
You're finally ready to talk about it
Tell me 'bout the cold and the empty nights
With no one there to hold you tight
Going crazy being all alone
Staring at the phone, well
You don't have to worry anymore my dear
Baby 'cause I'll be right here
If you just give me half a chance
To prove that I can be the man
I wanna show you just how good a love can be
Baby put your trust in me
And let me give you paradise
Girl you know that I

I wanna be the sunshine in your life
Until the end of time...Ohh baby
One thing & That's For Sure...
No one could love you more
I wanna be the star that lights your night
Forever shining bright...baby please
One thing & That's For Sure...
No one could love you more



Thank You
Urban AC Radio
Debut 27

Album in stores February 8th





LON HELTON
lhelton@rronline.com

Aim Your Marketing Dollars Carefully

■ **New Interep study paints a bull's-eye on your target**

Marketing money is far too precious to squander with either the "ready, fire, aim" or the "shot-gun" approach. More than ever, it's critical to focus your marketing where it will do the most good.

The first step in targeting your marketing is knowing exactly who the target is. A new report from Interep provides an overview of just who it is you're trying to reach.

Country Mirrors America

One of the most interesting aspects of the study is how close the Country radio audience (CR) matches the overall 18+ population of the U.S. The audience demographics this format delivers closely parallel the composition of the U.S. population:

M18+	U.S.: 48%	CR: 43%
W18+	U.S.: 52%	CR: 57%
A18-24	U.S.: 13%	CR: 18%
A18-49	U.S.: 65%	CR: 71%
A25-34	U.S.: 20%	CR: 24%
A35-44	U.S.: 23%	CR: 26%
A25-54	U.S.: 60%	CR: 67%
A45-54	U.S.: 17%	CR: 17%
A55+	U.S.: 28%	CR: 20%

The profile of Country listeners is also very much the story of America:

Employed Full-Time	U.S.: 53%	CR: 64%
Prof./Mgr.	U.S.: 20%	CR: 20%
Tech./Clerical/Sales	U.S.: 19%	CR: 25%
Attended College (1-3 yrs)	U.S.: 20%	CR: 22%
Married	U.S.: 57%	CR: 64%
1 or More Children in HH	U.S.: 39%	CR: 43%
HH Inc. \$38k+	U.S.: 70%	CR: 75%
HH Inc. \$50k+	U.S.: 48%	CR: 52%
HH Inc. \$75k+	U.S.: 27%	CR: 28%

The qualitative analysis of the above profiles is even more interesting given the fact that Country's percentage of audience in a number of categories places it first among the formats. For instance, Country ranks No. 1 among adults 18+ (Mon.-Sun., 6am-mid.) who attended one to three years of college, with 4,770,000 persons. Next is News/Talk/Business/Sports with 4,700,000; AC with 3,911,000; CHR with 3,619,000; and Classic Rock with 2,654,000.

Country is also No. 1 among

adults 18+ who are employed full-time, at 14,219,000, leading second-place N/T/B/S, which has 13,973,000. Country also leads in the Technical/Clerical/Sales category with 5,478,000 adults 18+ each week. AC is second with 4,106,000, and N/T/B/S is third with 4,013,000. This category is one of the largest and most diverse of all occupation categories. Households with children put Country at No. 1, too, with a reach of 9,610,000 adults 18+ per week.

In a category not on the above chart, Country ranks on top among those in the Wholesale & Retail Trade industry, with an adults 18+ weekly come of 3,698,000. AC is a distant second at 2,722,000.

Country Maintains Lead In Key Demos

Despite its perceived audience woes of the last few years, Country has retained its come leadership in the key money demos: adults 25-54 and adults 18-49. The Interep study

shows Country as the nation's top-cumming format with 14,849,000 adults 25-54 (Mon.-Sun., 6am-mid.). News/Talk/Business/Sports is second with 14,251,000; AC is third with 11,597,000; Classic Rock is next with 8,408,000; and CHR is fifth with 7,958. Rounding out the top 10: Oldies, 6,329,000; Rock, 5,412,000; Urban, 3,600,000; Modern Rock, 3,336,000; and NAC/Smooth Jazz, 3,208,000.

Among 18-49s, Country leads with 15,822,000, which is interest-

ing, because that's higher than the 25-54 figure by almost 1 million people. Perhaps the Country audience isn't speeding toward old age quite as quickly as some would have us believe. Ranking second 18-49 is N/T/B/S at 12,945,000; AC is third with 12,820,000; CHR is fourth with 12,317,000; and Classic Rock is fifth with 9,763,000. Completing the top 10 are Oldies, 5,952,000; Urban, 5,476,000; Modern Rock, 4,627,000; and Alternative, 4,506,000.

Share And Share Alike

Amid concerns that the format is narrowing from its previous "family reunion" target of adults 25-54, Country is still popular with a wide variety of people. The percentage of listeners to other formats who also listen to Country:

- 29% of Ethnic listeners.
- 20% of Alternative listeners.
- 19% of Soft AC listeners.
- 17% of Rock listeners.
- 16% of CHR listeners.
- 16% of Classic Rock listeners.

That's who you're getting. Here's who you're sharing with:

- 11% of Country listeners also listen to AC.
- 10% of Country listeners also listen to CHR.
- 8% of Country listeners also listen to N/T/B/S.
- 8% of Country listeners also listen to Classic Rock.
- 6% of Country listeners also listen to Oldies.

Quality Qualitative

Country is also the top-ranked format in many qualitative product usage categories in the key 25-54 demo. A look at what your folks are doing and what they're buying, and where Country is No. 1:

Wal-Mart, 5+ Visits in Past Four Weeks: 4,355,000. AC is No. 2 with 2,389,000.

K-Mart, 5+ Visits in Past Four Weeks: 1,255,000. AC is second here, too, at 866,000.

Bought Records/Discs/Tapes in

Country Listeners At A Glance

Do you know to whom you're marketing? Here's a qualitative snapshot of the 1999 Country listener from Underripe, based on spring 1999 Simmonds Mon.-Sun., 6am-mid. come, adult 18+ base.

- 67% are 25-54; 71% are 18-49.
- 72% live in metro areas; 29% in nonmetro.
- 58% live in A or B (two largest) county sizes.
- 87% have graduated high school or more.
- 64% are married; 43% have one or more children.
- 75% are employed full- or part-time.
- 75% live in \$30,000+ households;
- 52% live in \$50,000+ households.
- 75% own their primary residence.

Past 12 Months: 11,430,000. N/T/B/S ranks second with 10,849,000.

Purchased 20+ Paperback Books in Past 12 Months: 546,000. N/T/B/S is next at 512,000.

Bought Blank Videotapes in Past 12 Months: 6,790,000. Second is N/T/B/S with 6,575,000.

Bought Any Major Kitchen Appliance in Past Year: 6,567,000. N/T/B/S is at No. 2 with 5,316,000.

Bought Any Small/Countertop Kitchen Appliance in Past Year: 4,588,000. N/T/B/S follows at 4,211,000.

Spent \$500 or More on Gold Jewelry in Past Year: 927,000. N/T/B/S is next with 623,000.

Bought a Watch for Self in Past Year: 4,066,000. N/T/B/S is No. 2 with 3,611,000.

Medical/Hospital/Health Insurance: 12,367,000 persons. N/T/B/S is second with 12,027,000.

Life Insurance: 10,099,000 persons. N/T/B/S is second with 9,873,000.

Used Any Store Credit Cards in Past 30 Days: 3,457,000. N/T/B/S is second with 3,103,000.

Plans to Buy a Car (in next six months): 862,000. AC is second with 838,000.

Owns a Laser Disc Player: 754,000 persons. N/T/B/S is next with 664,000.

Uses "Cents-Off" Coupons: 11,748,000. N/T/B/S is next at 10,430,000.

Among the categories where Country ranks second:

Spends \$150 or More Per Week on Groceries: 2,012,000. N/T/B/S is No. 1 with 2,045,000.

Used Any Bank Credit Cards in Past 30 Days: 8,317,000 persons. N/T/B/S is No. 1 with 10,175,000.

Owns/Leases a Cell Phone: 7,936,000. N/T/B/S leads with 8,657,000.

Owns a Personal Computer: 9,347,000. N/T/B/S leads with 11,143,000.

In a related piece of data, the Interep study shows Country radio listeners indexing well above the national norm in the latest home computer technology. With 100 representing the national norm, Country's index for owning a laser printer is 112; owning a CD ROM drive is 121; owning a modem/phone attachment is 121; owning an optical scanner is 126; and owning a DVD drive is 138.

Leisure Activities

The Country audience is an active audience, which can make it tough when trying to zero in on them with your marketing. If you want to hit 'em where they play, here are the leisure activities in which Country ranks No. 1: indoor gardening; outdoor vegetable gardening; painting; drawing or sculpting; photography; antique shopping/shows; and casino gambling. Country listeners also lead all other formats among adults 25-54 who patronize fast food and drive-in restaurants and who visit full-service restaurants. Country listeners are also tops when it comes to pet ownership, both cats and dogs.

And more Country radio listeners shopped by mail order in the past 12 months than any other format — 6,423,000 adults 25-54 to AC's second-place 5,498,000.

Consumer Traits

The Interep study also shows certain consumer traits among Country listeners. How they describe themselves:

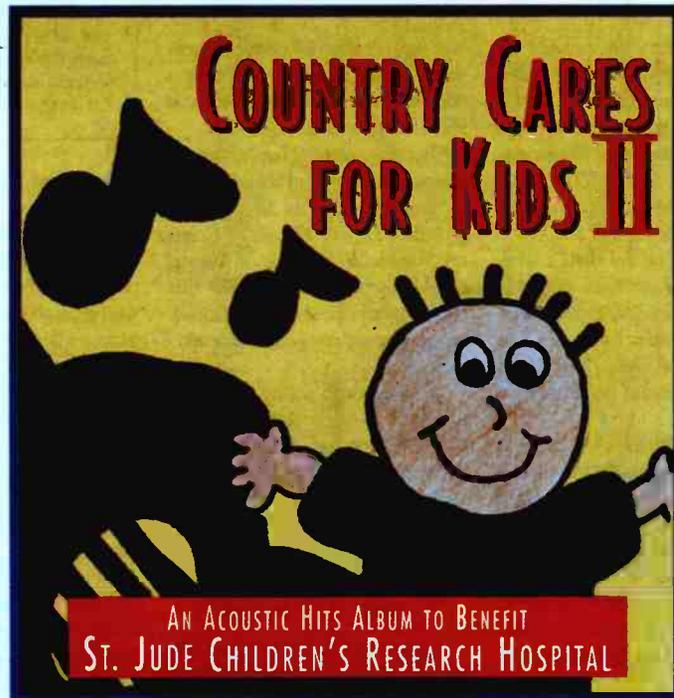
- 31% are brand-loyal or cautious; 5% are experimenters.
 - 15% are product label readers, while 4% are ad believers.
 - 32% are planners; 19% are impulsive.
 - 28% are economy-minded; 24% are ecologists or environmentalists.
- So that's who they are, where they are and what they like to do. Hopefully, knowing all of that will make you more efficient in reaching them with your available marketing budget.

SUPPORTING THIS ALBUM WON'T CURE CANCER... OR WILL IT?

Available
Now

CLINT BLACK • LONESTAR
MARTINA MCBRIDE • KENNY CHESNEY

THE WILKINSONS • THE
KINLEYS • BILLY RAY CYRUS



AMY GRANT • PAUL BRANDT
VINCE GILL • LARI WHITE

STEVE WARINER • TRACY BYRD
THE WARREN BROTHERS

Featuring acoustic versions of your favorite hits

Clint Black - Something That We Do	Lari White - Stepping Stone	Tracy Byrd - Love Lessons
Martina McBride - Wrong Again	The Wilkinsons - 26¢	The Kinleys - Please
LoneStar - Everything's Changed	Kenny Chesney - When I Close My Eyes	Vince Gill - Jenny Dreamed of Trains
Billy Ray Cyrus - Busy Man	The Warren Brothers - Guilty	Amy Grant - Somewhere Down the Road
Steve Wariner - I'm Already Taken	Paul Brandt - I Do	

Play the Music. Tell the Story. Touch the Hearts. Help the Kids!

With each purchase of this album, a portion of the proceeds will benefit
St. Jude Children's Research Hospital.



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CALVIN GILBERT
gilbert@rronline.com

Country In Other Countries

□ Nashville-based acts made significant strides overseas in '99

Despite a slight decrease in domestic album sales last year, country music made some impressive inroads overseas during 1999, according to information recently released by the Country Music Association.

Tracy Byrd, Mark Chesnutt, Tracy Lawrence, Martina McBride and Chely Wright are among the artists who made their first overseas appearances in 1999, though it's not surprising that Shania Twain reaped the greatest rewards from the international market.

Twain's album *Come on Over* continues to set international sales records. She sold more than 1 million copies in Australia alone, meaning one in every 18 people "down under" bought a copy of the 1998 album. (Imagine if that sort of saturation took place in the U.S.)

Come on Over also became the top-selling album in the United Kingdom, selling more than 2 million units. With international sales topping 10 million, the album is now certified gold, platinum or multi-platinum in more than 20 countries. Twain's single "That Don't Impress Me Much" received 1,000 spins in seven days on German radio — the most for any single in the history of German radio. The single was also a major hit in Norway, Sweden, the Netherlands, Italy, Denmark and Finland.

Faith Hill enjoyed formidable chart action with the compilation *Love Will Always Win*, released only overseas. The title track entered the Australian mainstream chart at No. 23, with Hill's "This Kiss" becoming a major hit in Germany, Austria, Sweden and Australia.

Several country artists used TV and personal appearances to underscore their commitment to foreign fans. In the U.K., *The Lottery* — a TV show attracting 11 million viewers weekly — featured The Dixie Chicks, Shania Twain and Dolly Parton, with the Chicks and Twain also appearing on the BBC's long-running *Top of the Pops* program. Among German TV appearances, Twain and Jennifer Kinley (of The Kinleys) visited *Geld Oder Liebe*, and Mark Chesnutt performed on *Ohne Filter*.

The Dixie Chicks' U.K. concerts included sold-out shows in London, resulting in a media push that helped the single "There's Your Trouble" debut at No. 26 on the U.K. pop chart. In October, Martina McBride made her first promotional trip to Australia to capitalize on the success of her single "I Love You." McEntire earned rave reviews for her tour of Europe and Australia. She also visited South America, as did Sherrie Austin, Alan Jackson and Danni Leigh.

The 33rd annual CMA Awards show attracted 2.2 million viewers in the U.K. alone. Retail campaigns to support the awards show were mounted in the U.K., Holland, Australia and Germany. On average, participants saw a 15%-25% increase in country album sales. Additionally, Germany introduced its first CMA Awards retail campaign with a

website that allowed visitors to hear music by the nominees and enter a contest to attend this year's awards show in Nashville.

To allow potential fans to sample country music, Universal Music Australia released an all-star compilation CD, *The Cream of Country Volume III: The 33rd Annual CMA Awards Collection*. The first two volumes of *The Cream of Country* are approaching gold certification there.

It's also worth noting that country music is being played on more than 700 stations in 32 foreign countries. Other trivia from 1999 includes the fact that 75 country artists scheduled a total of 550 concerts or media appearances in 29 countries outside of North America.

Garth: 99M In 2000

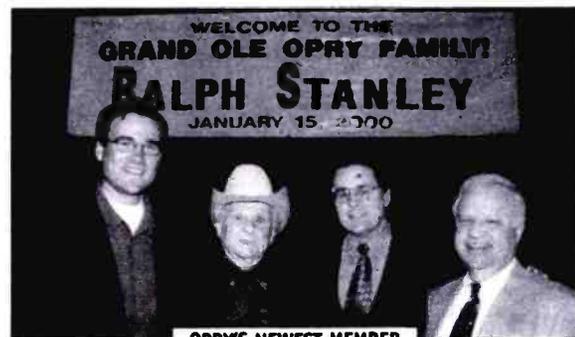
Garth Brooks didn't hit the 100 million sales mark by the time Y2K arrived, but he came close by hitting the 99 million mark in total career sales. He is, of course, the best-selling solo artist in history. He's also the only solo artist in RIAA history to have four albums top the 10 million mark — *No Fences*, *Ropin' the Wind*, *The Hits and Double Live*.

Brooks officially hit the 99 million milestone last week, when the RIAA certified *Sevens* for 7 million in sales. In December, Brooks achieved platinum certification for his recent holiday album (*Garth Brooks and the Magic of Christmas*) and double-platinum status for *Garth Brooks in ... the Life of Chris Gaines*.

Brooks was named Artist of the Decade at last week's American Music Awards.

Bits 'N' Pieces

• Believe it or not, TNN is planning a concert special titled *Manilow Country*. Jo Dee Messina, Lila McCann, Gillian Welch, Deana Carter and Trisha Yearwood have apparently signed up to perform on the special, which salutes Barry Manilow's 25-year music career. While Manilow was one of the first to record at Reba McEntire's Starstruck Studio in Nashville, it's hard to imagine a solid country connection. We'll have to see how this manifests itself after the upcoming



OPRY'S NEWEST MEMBER

Bluegrass pioneer Ralph Stanley has been performing for most of his 72 years, but he hit another career high this month when he became an official member of the Grand Ole Opry. The six-time Grammy winner, who was instrumental in the careers of Ricky Skaggs and Keith Whitley, still performs more than 150 shows each year with his band, The Clinch Mountain Boys. Pictured following the induction are (l-r) Opry President Steve Buchanan, Stanley, Opry GM Pete Fisher and Opry House Manager Jerry Strobel.

taping at the Tennessee Performing Arts Center.

• Deana Carter is working on her third Capitol/Nashville album. To prepare, she's been writing songs with several collaborators, including Matraca Berg ("Strawberry Wine") and Desmond Child.

• After picking up the prize for Favorite Country Band, Duo or Group at last week's American Music Awards show, Brooks & Dunn headed over to Arista's post-show party hosted by label President Clive Davis at the Regent Beverly Wilshire Hotel. Others in attendance included Mariah Carey, Santana, Kelsey Grammer, Diana Ross, Enrique Iglesias, Savage Garden and The Eurythmics. At the AMA show, the duo's dressing-room trailer was parked between others designated for rappers Dr. Dre and Eminem. Brooks & Dunn remained in L.A. to tape a *Donny & Marie* segment, which will air during the upcoming TV sweeps.

• George Jones has successfully completed an alcohol treatment program in Shreveport, LA, a provision mandated by the court after he pleaded guilty last May to two alcohol-related charges involving his near-fatal car wreck in Nashville. Under his

plea agreement, reckless driving charges were to be dismissed in a year if Jones underwent in-patient alcohol treatment and was not involved in any alcohol-related incidents.

• Burglars broke into Mark Chesnutt's boathouse in Texas last weekend and walked away with more than \$600 in fishing and boating equipment, including an outboard motor. Luckily, the thieves were unable to steal Chesnutt's fishing boat.

• Reba McEntire resumed the North American tour of her stage production, *The Singer's Diary*, last week in Denver. The 27-city tour includes a Feb. 15 stop in Nashville at the Tennessee Performing Arts Center.

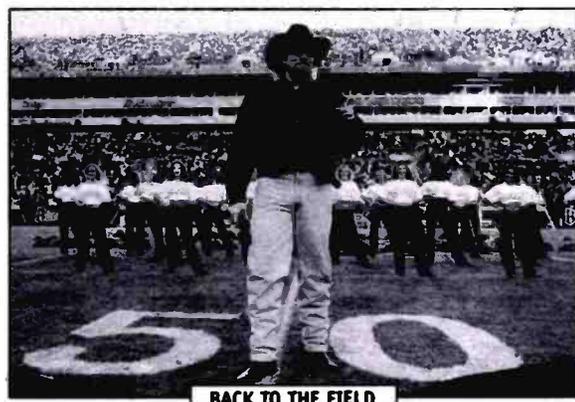
• Kenny Rogers' new single, "Buy Me a Rose," has inspired an entire episode of the popular CBS-TV series *Touched by an Angel*. Scheduled to air Feb. 6, the show features Rogers as a piano player who runs into an old girlfriend, played by actress Kathy Baker (*Picket Fences*).

• Kathie Lee Gifford hosts the Gospel Music Association's annual Dove Awards show, set for April 20 at the Grand Ole Opry House.



ROYAL TRIO

There was no shortage of star power when the Grand Ole Opry returned to its roots with a month of performances at the Ryman Auditorium, the downtown Nashville venue that served as the show's home until the mid-'70s. The Opry closes its month-long run at the Ryman this weekend. Pictured backstage at a recent show are (l-r) Reba McEntire, Country Music Hall of Fame member Loretta Lynn and Patty Loveless.



BACK TO THE FIELD

Growing up as an athlete in Oklahoma, DreamWorks recording artist Toby Keith had plenty of experience on the football field. At least he didn't need protective head gear earlier this month when he sang the national anthem during the playoff game between the Tampa Bay Buccaneers and the Washington Redskins.

January 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS TW	TOTAL PLAYS TW	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
2	1	DIXIE CHICKS Cowboy Take Me Away (Monument)	28283	5481	645693	15	147/1
1	2	FAITH HILL Breathe (Warner Bros.)	27404	5291	629840	16	147/0
3	3	TIM MCGRAW My Best Friend (Curb)	26650	5120	614780	14	147/0
4	4	REBA MCENTIRE What Do You Say (MCA)	26477	5126	604300	19	147/0
6	5	LONESTAR Smile (BNA)	23477	4569	534274	16	147/0
5	6	LEANN RIMES Big Deal (Curb)	22056	4253	504633	21	146/0
8	7	MARK WILLS Back At One (Mercury)	21717	4154	501931	12	146/0
7	8	ALAN JACKSON Pop A Top (Arista)	20991	4084	477021	16	144/0
16	9	GEORGE STRAIT The Best Day (MCA)	16284	3070	381717	4	146/1
13	10	TOBY KEITH How Do You Like Me Now? (DreamWorks)	16156	3072	374240	10	143/5
9	11	GARY ALLAN Smoke Rings In The Dark (MCA)	15547	3051	349359	23	139/2
11	12	SHEDAISY This Woman Needs (Lyric Street)	15490	3069	345642	18	141/1
15	13	JO DEE MESSINA Because You Love Me (Curb)	15428	3003	350191	14	141/1
12	14	TRACY LAWRENCE Lessons Learned (Atlantic)	15402	3011	346879	10	142/7
10	15	TRACY BYRD Put Your Hand In Mine (RCA)	15317	3011	341307	18	143/1
17	16	MARTINA MCBRIDE Love's The Only House (RCA)	15142	2987	341368	9	141/7
18	17	KEITH URBAN It's A Love Thing (Capitol)	13873	2735	310023	20	132/0
19	18	BROOKS & DUNN Beer Thirty (Arista)	11793	2375	257289	12	132/0
20	19	JOE DIFFIE The Quittin' Kind (Epic)	11505	2247	258169	19	132/0
14	20	CLAY WALKER Live, Laugh, Love (Giant)	11434	2180	261633	24	128/0
21	21	ALABAMA Small Stuff (RCA)	10542	2087	235734	14	129/0
22	22	CHELY WRIGHT It Was (MCA)	10383	2061	230487	15	122/2
24	23	PHIL VASSAR Carlene (Arista)	9018	1762	201704	11	119/12
27	24	GARTH BROOKS Do What You Gotta Do (Capitol)	8934	1744	204071	3	123/18
23	25	MONTGOMERY GENTRY Daddy Won't Sell... (Columbia)	8898	1802	191581	8	123/7
25	26	STEVE HOLY Don't Make Me Beg (Curb)	7552	1496	166470	14	115/3
28	27	KENNY ROGERS Buy Me A Rose (Dreamcatcher)	6180	1191	142391	12	86/3
29	28	WYNONNA Can't Nobody Love You... (Curb/Mercury)	6133	1173	145039	11	107/11
33	29	SHANIA TWAIN Rock This Country! (Mercury)	5392	1040	122291	3	75/7
30	30	JESSICA ANDREWS Unbreakable Heart (DreamWorks)	5312	1039	119929	6	105/10
	31	ANDY GRIGGS She's More (RCA)	5158	1029	112205	5	95/13
	32	CLINT BLACK W/STEVE WARINER Been There (RCA)	5110	958	119341	4	106/41
	33	TRISHA YEARWOOD Real Live Woman (MCA)	5009	967	113300	3	89/23
32	34	SAMMY KERSHAW Me And Maxine (Mercury)	4910	1030	100817	8	76/3
26	35	TRACE ADKINS Don't Lie (Capitol)	3854	735	88803	17	114/0
36	36	JENNIFER DAY The Fun Of Your Love (BNA)	3482	717	74860	6	74/2
38	37	JULIE REEVES What I Need (Virgin)	2939	612	61950	7	59/7
39	38	YANKEE GREY Another Nine Minutes (Monument)	2882	584	61237	4	66/20
35	39	BRYAN WHITE God Gave Me You (Asylum/EEG)	2628	539	54754	12	63/0
41	40	DOUG STONE Take A Letter Maria (Atlantic)	2198	458	44944	7	39/0
	41	VINCE GILL Let's Make Sure We Kiss... (MCA)	2012	427	41555	1	60/31
42	42	TY HERNDON No Mercy (Epic)	1923	389	40603	2	48/15
40	43	GEORGE JONES The Cold Hard Truth (Asylum/EEG)	1916	364	43425	9	38/2
46	44	KENNY CHESNEY What I Need To Do (BNA)	1647	312	37227	2	45/26
43	45	LILA MCCANN I Will Be (Asylum/EEG)	1485	318	29307	6	39/1
49	46	WILKINSONS Jimmy's Got A Girlfriend (Giant)	1384	272	30638	3	33/16
44	47	ALECIA ELLIOTT I'm Diggin' It (MCA)	1348	220	34786	14	12/0
45	48	FAITH HILL The Way You Love Me (Warner Bros.)	1283	227	32294	2	13/6
	49	JOHN MICHAEL MONTGOMERY Nothing Catches... (Atlantic)	1268	270	25202	1	23/6
	50	COLLIN RAYE Couldn't Last A Moment (Epic)	1178	233	25905	1	18/13

Breaker

Breaker

Breaker

Debut

Most Added

ARTIST TITLE LABEL(S)	ADDS
CLINT BLACK W/STEVE WARINER Been There (RCA)	41
VINCE GILL Let's Make Sure We Kiss Goodbye (MCA)	31
KENNY CHESNEY What I Need To Do (BNA)	26
TRISHA YEARWOOD Real Live Woman (MCA)	23
YANKEE GREY Another Nine Minutes (Monument)	20
TRACE ADKINS More (Capitol)	20
SHANE MINOR I Think You're Beautiful (Mercury)	19
GARTH BROOKS Do What You Gotta Do (Capitol)	18
WILKINSONS Jimmy's Got A Girlfriend (Giant)	16
TY HERNDON No Mercy (Epic)	15
SONYA ISAACS I've Forgotten How You Feel (Lyric Street)	15

Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
GARTH BROOKS Do What You Gotta Do (Capitol)	+2894
GEORGE STRAIT The Best Day (MCA)	+2541
CLINT BLACK W/STEVE WARINER Been There (RCA)	+2235
SHANIA TWAIN Rock This Country! (Mercury)	+1700
TOBY KEITH How Do You Like Me Now? (DreamWorks)	+1587
MARTINA MCBRIDE Love's The Only House (RCA)	+1502
TRISHA YEARWOOD Real Live Woman (MCA)	+1430
VINCE GILL Let's Make Sure We Kiss Goodbye (MCA)	+1387
JO DEE MESSINA Because You Love Me (Curb)	+1145
PHIL VASSAR Carlene (Arista)	+1061
COLLIN RAYE Couldn't Last A Moment (Epic)	+944
MONTGOMERY GENTRY Daddy Won't... (Columbia)	+924
DIXIE CHICKS Cowboy Take Me Away (Monument)	+888
MARK WILLS Back At One (Mercury)	+882
LONESTAR Smile (BNA)	+837

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GARTH BROOKS Do What You Gotta Do (Capitol)	+572
GEORGE STRAIT The Best Day (MCA)	+501
CLINT BLACK W/STEVE WARINER Been There (RCA)	+446
SHANIA TWAIN Rock This Country! (Mercury)	+342
TOBY KEITH How Do You Like Me Now? (DreamWorks)	+329
MARTINA MCBRIDE Love's The Only House (RCA)	+305
VINCE GILL Let's Make Sure We Kiss Goodbye (MCA)	+301
TRISHA YEARWOOD Real Live Woman (MCA)	+283
JO DEE MESSINA Because You Love Me (Curb)	+213
PHIL VASSAR Carlene (Arista)	+197

Breakers

CLINT BLACK W/STEVE WARINER
Been There (RCA)
 72% of our reporters on it (106 stations)
 41 Adds • Moves 37-32

ANDY GRIGGS
She's More (RCA)
 65% of our reporters on it (95 stations)
 13 Adds • Stays At 31

TRISHA YEARWOOD
Real Live Woman (MCA)
 61% of our reporters on it (89 stations)
 23 Adds • Moves 34-33

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 Points/Plays lists the songs with the greatest week-to-week increases in total points/plays.



147 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 1/16-Saturday 1/22. 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 is 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/plays 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 2000, The Arbitron Company). © 2000, R&R Inc.



Michelle Wright
 &
Jim Brickman

"Your Love"
 country radio mix

"A ripe country/pop anthem"
 Chuck Taylor - Billboard

ADD DATE
 1/31

For more information contact David Pringle, Steve Steinberg at Edge Management (818)760-1868

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R&R Country Indicator™

January 28, 2000

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

ARTIST TITLE (LABEL)	TOTAL STATIONS/ ADDS	TOTAL POINTS	TOTAL PLAYS	50+	40-49	30-39	20-29	10-19	1-9
TRACE ADKINS More (Capitol)	19/15	309	89	0	0	0	0	5	14
TRACE ADKINS Don't Lie (Capitol)	10/0	747	215	0	0	1	7	1	1
ALABAMA Small Stuff (RCA)	33/0	2161	648	0	0	3	16	13	1
GARY ALLAN Smoke Rings In The Dark (MCA)	36/0	3056	929	0	2	10	17	6	1
JESSICA ANDREWS Unbreakable Heart (DreamWorks)	37/4	1560	480	0	0	1	6	18	12
BROOKS & DUNN Beer Thirty (Arista)	33/0	2477	758	1	1	2	17	12	0
TRACY BYRD Put Your Hand In Mine (RCA)	37/0	3609	1069	1	2	16	13	4	1
KENNY CHESNEY What I Need To Do (BNA)	18/10	487	142	0	0	0	1	8	9
CLAY DAVIDSON Unconditional (Virgin)	6/2	278	79	0	0	0	2	1	3
JENNIFER DAY The Fun Of Your Love (BNA)	19/1	676	206	0	0	0	1	11	7
JOE DIFFIE The Quittin' Kind (Epic)	34/0	2467	738	0	0	3	19	12	0
DIXIE CHICKS Cowboy Take Me Away (Monument)	38/0	4555	1375	2	6	26	4	0	0
ALECIA ELLIOT I'm Diggin' It (MCA)	2/0	184	51	0	0	0	2	0	0
VINCE GILL Let's Make Sure We Kiss... (MCA)	20/7	508	161	0	0	0	0	10	10
ANDY GRIGGS She's More (RCA)	32/1	1449	441	0	0	1	5	18	8
TY HERNDON No Mercy (Epic)	17/4	444	146	0	0	0	1	7	9
FAITH HILL Breathe (Warner Bros.)	38/0	4367	1315	0	7	25	3	3	0
FAITH HILL The Way You Love... (Warner Bros.)	3/1	84	25	0	0	0	0	1	2
STEVE HOLY Don't Make Me Beg (Curb)	34/0	1731	521	0	0	0	10	18	6
SONYA ISAACS I've Forgotten How... (Lyric Street)	11/6	309	88	0	0	0	0	5	6
ALAN JACKSON Pop A Top (Arista)	33/0	3713	1133	1	3	24	3	2	0
GEORGE JONES The Cold Hard Truth (Asylum/EEG)	7/1	235	67	0	0	0	0	5	2
TOBY KEITH How Do You Like Me... (DreamWorks)	38/0	3217	967	1	1	5	25	6	0
SAMMY KERSHAW Me And Maxine (Mercury)	33/0	1596	488	0	0	2	4	20	7
JERRY KILGORE The Look (Virgin)	12/0	416	123	0	0	0	0	7	5
TRACY LAWRENCE Lessons Learned (Atlantic)	38/0	2891	880	0	0	8	19	11	0
LONESTAR Smile (BNA)	38/0	4406	1324	2	2	25	8	1	0
MARTINA MCBRIDE Love's The Only House (RCA)	38/0	2927	888	0	0	6	22	10	0
LILA MCCANN I Will Be (Asylum/EEG)	11/0	278	87	0	0	0	0	4	7
REBA MCENTIRE What Do You Say (MCA)	36/1	4016	1227	0	6	24	3	3	0
TIM MCGRAW My Best Friend (Curb)	38/0	4558	1371	2	8	22	6	0	0
JO DEE MESSINA Because You Love Me (Curb)	37/0	2965	913	0	1	6	22	7	1
SHANE MINOR I Think You're Beautiful (Mercury)	6/5	59	16	0	0	0	0	1	5
JOHN M. MONTGOMERY Nothing Catches... (Atlantic)	11/1	376	116	0	0	0	1	6	4
MONTGOMERY GENTRY Daddy Won't... (Columbia)	37/1	2176	668	0	0	2	15	16	4
COLLIN RAYE Couldn't Last A Moment (Epic)	5/4	40	120	0	0	0	0	0	5
JULIE REEVES What I Need (Virgin)	17/2	574	175	0	0	0	3	6	8
LEANN RIMES Big Deal (Curb)	37/0	4008	1207	1	5	19	8	4	0
KENNY ROGERS Buy Me A Rose (Dreamcatcher)	23/2	1146	344	0	0	0	7	11	5
SHEDAISY This Woman Needs (Lyric Street)	36/0	2938	891	0	2	5	23	4	2
DOUG STONE Take A Letter Maria (Atlantic)	21/0	794	240	0	0	0	0	16	5
CHALEE TENNISON Just Because ... (Asylum/EEG)	10/0	292	86	0	0	0	0	4	6
SHANIA TWAIN Rock This Country! (Mercury)	31/6	1226	384	0	0	0	4	18	9
KEITH URBAN It's A Love Thing (Capitol)	37/0	2678	814	0	1	3	24	5	4
CLAY WALKER Live, Laugh, Love (Giant)	26/0	1948	579	0	1	3	12	10	0
MARK WILLS Back At One (Mercury)	38/0	3923	1182	1	3	19	13	2	0
CHELY WRIGHT It Was (MCA)	36/0	2219	665	0	1	1	14	18	2
YANKEE GREY Another Nine Minutes (Monument)	26/3	1035	314	0	0	0	2	16	8
TRISHA YEARWOOD Real Live Woman (MCA)	32/4	1292	404	0	0	0	7	14	11

38 Country Indicator reporters in markets 124-202. Songs ranked alphabetically for the airplay week of Sunday 1/16-Saturday 1/22. © 2000, R&R Inc.

Most Added.

ARTIST TITLE LABEL(S)	ADDS
TRACE ADKINS More (Capitol)	15
CLINT BLACK W/STEVE WARINER Been There (RCA)	12
KENNY CHESNEY What I Need To Do (BNA)	10
VINCE GILL Let's Make Sure We Kiss... (MCA)	7
SHANIA TWAIN Rock This Country! (Mercury)	6
SONYA ISAACS I've Forgotten How You Feel (Lyric Street)	6
SHANE MINOR I Think You're Beautiful (Mercury)	5
JESSICA ANDREWS Unbreakable Heart (DreamWorks)	4
TRISHA YEARWOOD Real Live Woman (MCA)	4
TY HERNDON No Mercy (Epic)	4
COLLIN RAYE Couldn't Last A Moment (Epic)	4
WYNONNA Can't Nobody Love You... (Curb/Mercury)	3
YANKEE GREY Another Nine Minutes (Monument)	3

Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
CLINT BLACK W/STEVE WARINER Been There (RCA)	+861
GARTH BROOKS Do What You Gotta Do (Capitol)	+613
MARK WILLS Back At One (Mercury)	+451
GEORGE STRAIT The Best Day (MCA)	+407
YANKEE GREY Another Nine Minutes (Monument)	+399
VINCE GILL Let's Make Sure We Kiss... (MCA)	+381
TRISHA YEARWOOD Real Live Woman (MCA)	+320
WILKINSONS Jimmy's Got A Girlfriend (Giant)	+298
TOBY KEITH How Do You Like Me Now? (DreamWorks)	+294
ANDY GRIGGS She's More (RCA)	+276
TRACY BYRD Put Your Hand In Mine (RCA)	+273
KENNY CHESNEY What I Need To Do (BNA)	+264
MARTINA MCBRIDE Love's The Only House (RCA)	+263
KEITH URBAN It's A Love Thing (Capitol)	+259
TRACE ADKINS More (Capitol)	+237

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CLINT BLACK W/STEVE WARINER Been There (RCA)	+270
GARTH BROOKS Do What You Gotta Do (Capitol)	+186
YANKEE GREY Another Nine Minutes (Monument)	+128
MARK WILLS Back At One (Mercury)	+126
VINCE GILL Let's Make Sure We Kiss... (MCA)	+123
GEORGE STRAIT The Best Day (MCA)	+119
TRISHA YEARWOOD Real Live Woman (MCA)	+97
WILKINSONS Jimmy's Got A Girlfriend (Giant)	+95
TOBY KEITH How Do You Like Me Now? (DreamWorks)	+84
ANDY GRIGGS She's More (RCA)	+81
KEITH URBAN It's A Love Thing (Capitol)	+79
KENNY CHESNEY What I Need To Do (BNA)	+77
JO DEE MESSINA Because You Love Me (Curb)	+76
MARTINA MCBRIDE Love's The Only House (RCA)	+74
TRACY BYRD Put Your Hand In Mine (RCA)	+74
TRACE ADKINS More (Capitol)	+71
SHEDAISY This Woman Needs (Lyric Street)	+66

The New Album Gallery

In Stores: February 1, 2000



Tom Mabe

Revenge on the Telemarketers... (Virgin)

God bless Tom Mabe. If you've ever had a nice, quiet evening at home interrupted by a phone call from a telemarketer, you'll love this guy. Instead of making prank phone calls to others, Mabe simply waits for his phone to ring. It's that aspect that makes *Revenge on the Telemarketers, Round One* so hilarious. When telemarketers call Mabe, they're just asking for trouble.

Mabe, a musician, was working out of a home office in Louisville when he started recording these calls a few years ago, armed with a \$37 answering machine. Mabe explains, "When you're self-employed, you jump when the phone rings — hoping it's a client or your accountant calling to tell you that you paid too much in taxes last year and you have a check coming. The last thing you want is a telemarketer trying to sell you something." Mabe's comic bits include asking a carpet cleaning service if they could clean up human blood, telling law officers he couldn't talk because he was busy making a pipe bomb, and posing as a housekeeper trying on the lingerie of the lady of the house. After releasing his own CD, Mabe appeared on more than 100 radio shows, including *Bob & Tan* and *John Boy and Billy*. Virgin/Nashville President Scott Hendricks was such a supporter that he got Mabe to compile a new version of his work for his major-label debut. Mabe admits, "There's no way in hell I'm going to stop telemarketing; I don't have enough money. But I'm on a one-man mission to educate people about how to deal with telemarketers and have some fun at the same time."



Tracy Lawrence

Lessons Learned (Atlantic)

The release of *Lessons Learned* comes at a pivotal point in Tracy Lawrence's career. For all the success he'd had with singles such as "Time Marches On," "If the World Had a Front Porch" and "Sticks and Stones," Lawrence's well-publicized personal problems had overshadowed his artistry. After taking full responsibility for his mistakes, it's not surprising that Lawrence calls *Lessons*

Learned "the most important record of my career." It's worth noting that Lawrence has already found renewed acceptance at Country radio with the debut single. Explaining that the title reflects some of the album's depth, Lawrence says, "It's about many different aspects of life. It's about relationships that have gone wrong. It's about the things you'll do to find love. It's about mistakes that you've made. It's about life and death. It's about all of those things." He adds, "For every lesson learned and every mistake I've made, I feel I've grown as a person out of it. I'm approaching everything that I'm doing now with the energy of a young artist, but with the wisdom of someone who is a bit older and a little bit wiser. I've begun to realize again that the only thing that matters to me is just being the best artist I can be." Lawrence co-produced the album with Flip Anderson and Butch Carr.



Wynonna

New Day Dawning (Curb/Mercury)

Aside from being her debut album for Curb/Mercury, *New Day Dawning* represents Wynonna's reunion in the studio with her mother, Naomi Judd. *New Day Dawning* includes a four-song bonus disc featuring the recent sessions by The Judds, who are also reuniting for a national tour. The Judds' tracks are Jesse Winchester's

"That's What Makes You Strong," Marshall Chapman's "The '90s Are Just the '60s Turned Upside Down," Gary Nicholson's "Stuck in Love" and Naomi's Western swing tune, "Big Bang Boogie." Regarding her solo tracks, Wynonna says, "I don't know if it's giving birth, getting divorced, reuniting with my mother — or all of the above. I'm just deeper. I feel like I have survived the music business and the changes in my personal life. I feel so confident, and I think it shows in the singing on this record. I go through my ups and downs like anybody else, but for the most part I just feel on fire again." Explaining that the CD has seen a few miles in her car, Wynonna says, "I like good grooves. I drive a lot, so I've 'road-tested' these tunes for months. And I'm here to tell you that this is good cruising music. Sometimes I feel that in the car is when I do some of my best listening. I'm sure a lot of people do too. It's like your sacred time." *New Day Dawning* marks Wynonna's first time as a co-producer. The individual tracks were recorded with James Stroud, Tony Brown and Gary Nicholson.

C O U N T R Y FLASHBACK

1 YEAR AGO

• No. 1: "Spirit Of A Boy ..." — Randy Travis (second week)

5 YEARS AGO

• No. 1: "Mi Vida Loca" — Pam Tillis

10 YEARS AGO

• No. 1: "Statue Of A Fool" — Ricky Van Shelton

15 YEARS AGO

• No. 1: "Make My Life With You" — Oak Ridge Boys (second week)

20 YEARS AGO

• No. 1: "Leavin' Louisiana In The Broad Daylight" — Oak Ridge Boys

25 YEARS AGO

• No. 1: "Legend In My Time" — Ronnie Milsap



Have you had Reba, Martina McBride, Trisha Yearwood, Randy Travis, Clint Black, Vince Gill, Steve Wariner, Jo Dee Messina, Chely Wright and Mark Wills (among others) visit IN-PERSON with you over the past few months?

We have! And you could too — along with the lovely and talented Bill Cody and Amie Harper (twice nominated — still working on that acceptance speech!).

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New & Active

JERRY KILGORE *The Look (Virgin)*
Total Stations: 27, Adds: 4, Points: 1160, Plays: 239

CHALEE TENNISON *Just Because She... (Asylum/EEG)*
Total Stations: 41, Adds: 11, Points: 1072, Plays: 237

TRACE ADKINS *More (Capitol)*
Total Stations: 29, Adds: 20, Points: 967, Plays: 192

CLAY DAVIDSON *Unconditional (Virgin)*
Total Stations: 14, Adds: 9, Points: 829, Plays: 153

SONYA ISAACS *I've Forgotten How You Feel (Lyric Street)*
Total Stations: 30, Adds: 15, Points: 726, Plays: 142

SHANE MINOR *I Think You're Beautiful (Mercury)*
Total Stations: 22, Adds: 19, Points: 278, Plays: 53

Songs ranked by total points.



SONYA ISAACS' 'PREMIERE'

While in town visiting Nashville record labels, Premiere Radio Networks personnel were treated to an acoustic performance by Lyric Street artist Sonya Isaacs. Pictured here (l-r) are Lyric Street VP/Promotion Dale Turner, Media Base's PJ Olsen, Premiere Radio Networks MD Kelly Erickson, Isaacs, Premiere Radio Networks PD Larry Santiago, Lyric Street Sr. VP/Product Development Carson Schreiber and Lyric Street Sr. Director/National Promotion Kevin Herring.



LEAVE 'EM WANTING 'MORE'

With "Don't Lie" on the charts and "More" on the way, Capitol artist Trace Adkins (l) paid a visit to KSKS/Fresno and PD Ken Boesen.

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.,
5th Floor, Los Angeles, CA 90067

National Radio Formats

ABC RADIO NETWORKS

Coast-To-Coast

Mark Edwards • (972) 991-9200

Adds:

STEVE HOLY Don't Make Me Beg

Hottest:

SHANIA TWAIN Rock This Country!

MARK WILLIS Back At One

BROADCAST PROGRAMMING

Walker Powers • (800) 426-9082

Pure Country

Ken Moutrie

Adds:

No adds

Hottest:

No hits

Mainstream Country

L.J. Smith

Adds:

CLINT BLACK w/STEVE WARINER Been There

Hottest:

FAITH HILL Breathe

TIM MCGRAW My Best Friend

LEANN RIMES Big Deal

DOXIE CHICKS Cowboy Take Me Away

New Country

L.J. Smith

Adds:

FAITH HILL Breathe

TIM MCGRAW My Best Friend

BRAD PASKLEY He Didn't Have To Be

DOXIE CHICKS Cowboy Take Me Away

Hottest:

No hits

JONES RADIO NETWORK

Jim Murphy • (303) 784-8700

U.S. Country

Penny Mitchell

Adds:

JESSICA ANDREWS Unbreakable Heart

FAITH HILL The Way You Love Me

Hottest:

DOXIE CHICKS Cowboy Take Me Away

FAITH HILL Breathe

LONESTAR Smile

TIM MCGRAW My Best Friend

MARK WILLIS Back At One

CD COUNTRY

John Hendricks

Adds:

RANDY TRAVIS Where Can I Surrender

CLAY DAVIDSON Unconditional

CHAD AUSTIN All My Dreams

JONES RADIO NETWORK CONTINUED

Hottest:

REBA MCENTIRE What Do You Say

MARTINA MCBRIDE Love's The Only House

TOBY KEITH How Do You Like Me Now?

FAITH HILL Breathe

DOXIE CHICKS Cowboy Take Me Away

RADIO ONE COUNTRY PLAYLIST

Kevin "Crash" Davis • (970) 949-3339

Adds:

SHANIA TWAIN Rock This Country!

KENNY CHESNEY What I Need To Do

MONTGOMERY GENTRY Daddy Won't Sell The Farm

PHIL WASSAR Carlene

Hottest:

LEANN RIMES Big Deal

FAITH HILL Breathe

MARK WILLIS Back At One

DOXIE CHICKS Cowboy Take Me Away

CLAY WALKER Live, Laugh, Love

WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

Mainstream Country

David Folker

Adds:

No adds

Hottest:

REBA MCENTIRE What Do You Say

TIM MCGRAW My Best Friend

FAITH HILL Breathe

ALAN JACKSON Pop A Top

DOXIE CHICKS Cowboy Take Me Away

Hot Country

David Folker

Adds:

JESSICA ANDREWS Unbreakable Heart

ANDY GRIGGS She's More

Hottest:

FAITH HILL Breathe

TIM MCGRAW My Best Friend

LEANN RIMES Big Deal

LONESTAR Smile

REBA MCENTIRE What Do You Say



ADDS

KEITH URBAN Your Everything

THE WILKINSONS Jimmy's Got A Girlfriend

REBECCA LYNN HOWARD Out Here In The Water

ELITE

MARTINA MCBRIDE Love's The Only House

TOBY KEITH How Do You Like Me Now

MARK WILLIS Back At One

DIXIE CHICKS Cowboy Take Me Away

DOUG SUPERNOW 21-17



ADDS

KEITH URBAN Your Everything

REBECCA LYNN HOWARD Out Here In The Water

THE WILKINSONS Jimmy's Got A Girlfriend

TOP 10

DOUG SUPERNOW 21-17

CHELY WRIGHT It Was

FAITH HILL Breathe

DOXIE CHICKS Cowboy Take Me Away

TOBY KEITH How Do You Like Me Now?

ALECIA ELLIOTT I'm Diggin' It

TIM MCGRAW Something Like That

MARK WILLIS Back At One

SHEDAISSY This Woman Needs

REBA MCENTIRE What Do You Say

Information current as of January 28.



42 million households
Chris Parr, Director/Programming
Paul Hastaba, VP/GM

ADDS

COLLIN HAY/EMILISA BIANCHI/ESTERA Mother And Father's Pt

KEITH URBAN Your Everything

MICHELLE WRIGHT & JIM BRIDGMAN Your Love

THE WILKINSONS Jimmy's Got A Girlfriend

TOP 10

FAITH HILL Breathe

LEANN RIMES Big Deal

LONESTAR Smile

CHELY WRIGHT It Was

REBA MCENTIRE What Do You Say

DOXIE CHICKS Cowboy Take Me Away

TY HERNDON Steam

KENNY CHESNEY She Thinks My Tractor's Sexy

GARY ALLAN Smoke Rings In The Dark

MARK WILLIS Back At One

HEAVY

ALAN JACKSON Pop A Top

CHELY WRIGHT It Was

DOXIE CHICKS Cowboy Take Me Away

GARY ALLAN Smoke Rings In The Dark

JO DEE MESSINA Because You Love Me

LEANN RIMES Big Deal

LONESTAR Smile

MARK WILLIS Back At One

REBA MCENTIRE What Do You Say

TRACY LAWRENCE Lessons Learned

TY HERNDON Steam

HOT SHOTS

ASLEEP AT THE WHEEL Cherokee Maiden

BROOKS & DUNN Beer Thirty

CHALEE TENNISON Just Because She Lives There

JESSICA ANDREWS Unbreakable Heart

JULIE REEVES What I Need (Live Version)

KENNY ROGERS Buy Me A Rose

MARTINA MCBRIDE Love's The Only House

REBECCA LYNN HOWARD Out Here In The Water

SHANIA TWAIN Rock This Country!

SHEDAISSY This Woman Needs

THE WILKINSONS Jimmy's Got A Girlfriend

YANKEE GREY Another Nine Minutes

Heavy rotation songs receive 28 plays per week. Hot Shots receive 21 plays per week.

Information current as of January 26.

Most Played Recurrents

BRAD PAISLEY He Didn't Have To Be (Arista)

CLINT BLACK When I Said I Do (RCA)

TIM MCGRAW Something Like That (Curb)

MARTINA MCBRIDE I Love You (RCA)

YANKEE GREY All Things Considered (Monument)

JOHN MICHAEL MONTGOMERY Home To You (Atlantic)

LONESTAR Amazed (BNA)

JO DEE MESSINA Lesson In Leavin' (Curb)

GEORGE STRAIT Write This Down (MCA)

KENNY CHESNEY She Thinks My Tractor's Sexy (BNA)

KENNY CHESNEY You Had Me From Hello (BNA)

SHANIA TWAIN Come On Over (Mercury)

KENNY CHESNEY How Forever Feels (BNA)

DIXIE CHICKS Ready To Run (Monument)

STEVE WARINER I'm Already Taken (Capitol)

GEORGE STRAIT What Do You Say To That (MCA)

ALABAMA (God Must Have Spent) A Little More Time On You (RCA)

ANDY GRIGGS You Won't Ever Be Lonely (RCA)

DIAMOND RIO Unbelievable (Arista)

CHELY WRIGHT Single White Female (MCA)

COUNTRY

Going For Adds 1/31/00

KENNY CHESNEY What I Need To Do (BNA)

RANDY TRAVIS Where Can I Surrender (DreamWorks)

TUNED-IN

COUNTRY

R&R/MEDIABASE 24/7

Country 99.5

WKL/Boston

11am

LEE ANN WOMACK A Little Past Little Rock
TRISHA YEARWOOD XXX's And 000's
VINCE GILL Take Your Memory With You
FAITH HILL Breathe
EDDY RAVEN A Little Bit Crazy
WYNONNA Can't Nobody Love You (Like I Do)
BROOKS & DUNN My Next Broken Heart
ALABAMA How Do You Fall In Love
LILA MCCANN With You
PHIL VASSAR Carlene
GARTH BROOKS Learning To Live Again
DIXIE CHICKS Ready To Run
T. GRAHAM BROWN I Tell It Like It Used To Be

4pm

CLAY WALKER What's It To You
LONESTAR Smile
LORRIE MORGAN I Didn't Know My Own Strength
GEORGE STRAIT Meanwhile
KENTUCKY HEADHUNTERS Dumas Walker
LEE ANN WOMACK (Now You See Me) Now You Don't
RHETT AKINS That Ain't My Truck
DWIGHT YOAKAM Crazy Little Thing Called Love
FAITH HILL Breathe
SHEDAISSY This Woman Needs
REBA MCENTIRE The Fear Of Being Alone
GARTH BROOKS Do What You Gotta Do
TIM MCGRAW One Of These Days
ROBIN LEE Black Velvet

8pm

VINCE GILL A Little More Love
RANDY TRAVIS Forever And Ever, Amen
JO DEE MESSINA Lesson In Leavin'
COLLIN RAYE Love, Me
REBA MCENTIRE Can't Even Get The Blues
MARTINA MCBRIDE Love's The Only House
LONESTAR Amazed
ROSANNE CASH Seven Year Ache
MARK CHESNUTT Your Love Is A Miracle
TERRI CLARK Better Things To Do
CLAY WALKER Live, Laugh, Love
DIXIE CHICKS You Were Mine
NEAL MCCOY The Shake
KATHY MATTEA 18 Wheels And A Dozen Roses
BRAD PAISLEY He Didn't Have To Be

COUNTRY 92.5

WWYZ/Hartford

11am

FAITH HILL Breathe
BROOKS & DUNN Beer Thirty
REBA MCENTIRE/VINCE GILL The Heart Won't Lie
BILLY RAY CYRUS Busy Man
LEANN RIMES Big Deal
GARTH BROOKS If Tomorrow Never Comes
PATTY LOVELESS Blame It On Your Heart
TIM MCGRAW My Best Friend
MARTINA MCBRIDE Safe In The Arms Of Love
ALABAMA Keepin' Up
JOHN MICHAEL MONTGOMERY Sold
JO DEE MESSINA Stand Beside Me
ALISON KRAUSS & UNION STATION When You Say Nothing At All
CLINT BLACK When I Said I Do

4pm

LEANN RIMES Big Deal
GEORGE STRAIT What Do You Say To That
KEITH URBAN It's A Love Thing
BROOKS & DUNN She's Not The Cheatin' Kind
LEE ROY PARNELL What Kind Of Fool ...
CLINT BLACK When I Said I Do
DAVID LEE MURPHY Party Crowd
GARTH BROOKS What She's Doing Now
MARK WILLS Back At One
COLLIN RAYE I Can Still Feel You
KENNY CHESNEY You Had Me From Hello
TOBY KEITH How Do You Like Me Now?

8pm

DIAMOND RIO Unbelievable
TRACY BYRD Put Your Hand In Mine
GEORGE STRAIT I Cross My Heart
MAVERICKS I.F. JIMENEZ All You Ever Do I Bring...
LEANN RIMES Big Deal
ALAN JACKSON Pop A Top
TY HERNDON Living In A Moment
BILLY RAY CYRUS Could've Been Me
JO DEE MESSINA Because You Love Me
TIM MCGRAW Something Like That
SHANIA TWAIN That Don't Impress Me Much
COLLIN RAYE I Think About You
TANYA TUCKER Some Kind Of Trouble
GEORGE STRAIT Love Without End, Amen
FAITH HILL Breathe



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Tuesday 1/18. © 2000, R&R Inc.

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Country Playlists

January 28, 2000 R&R • 81

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MARKET #1
WYNY/New York
Big City
(914) 592-1071
Smith/Roth
12c Cume 464,000



PLAYS

LW	TW	ARTIST/TITLE	GI (980)
44	47	KENNY ROGERS/Buy Me A Rose	15552
52	52	LOVE STAR/Smile	149756
51	50	SHANIA TWAIN/Come On Over	14112
50	49	BRAD PASKLEY/He Didn't Have To Be	14112
49	48	DOXE CHICKS/Cowboy Take Me Away	14112
48	47	REBA MCKENZIE/What Do You Say	14112
47	46	TIM MCGRAW/You're My Best Friend	13536
46	45	LEANN RIME/Big Deal	13536
45	44	CLINT BLACK/When I Said I Do	13248
44	43	FAITH HILL/Breathe	13248
43	42	MARK WILL'S/Back At One	7488
42	41	MARTINA MCKRIDE/Love's The Only	7200
41	40	WYNNONA/Can't Nobody Love	7200
40	39	ALAN JACKSON/Pop A Top	6912
39	38	GEORGE STRAIT/The Best Day	6912
38	37	JOE DEE MESSINA/Because You Love Me	6912
37	36	AL ABAMA/Small Stuff	6912
36	35	MARTINA MCKRIDE/Over The Only	6912
35	34	JOE DEE MESSINA/Lesson I Learned	6336
34	33	KEITH URBAN/A Love Thing	6336
33	32	LONE STAR/Smile	6048
32	31	TRACY BRYD/Put Your Hand In	5760
31	30	TRISHA YARBROOD/You're Where I	5760
30	29	SHANIA TWAIN/Rock The Country	5472
29	28	COLLIER HOPKINS/Anyone Else	5472
28	27	JOE DEE MESSINA/Right To Remember	5472
27	26	SHANIA TWAIN/You're My Best Friend	5472
26	25	BROOKS & DUNN/Against The Wind	5184
25	24	KENNY CHEESY/You Had Me From	5184
24	23	JOHN M. MONTGOMERY/You're Home To You	5184
23	22	FAITH HILL/The Secret Of Life	4996
22	21	MARK WILL'S/Back At One	4996
21	20	GEORGE STRAIT/What Do You Say	4608
20	19	TOBY KEITH/How Do You Like	4608
19	18	SHANIA TWAIN/You're My Best Friend	4320
18	17	ALABAMA/God, I A Little	4320
17	16	DIAMOND R/Unbelievable	4320
16	15	DOXE CHICKS/Ready To Run	4032
15	14	STEVE WARREN/Two Lead Drops	4032
14	13	BLACK WARRIORS/Been There	4032

MARKET #2
KZLA/Los Angeles
Bonneville
(323) 882-8000
Quinn/McCormack
12c Cume 829,500



PLAYS

LW	TW	ARTIST/TITLE	GI (980)
44	41	TIM MCGRAW/My Best Friend	15067
43	42	DOXE CHICKS/Cowboy Take Me Away	14756
42	41	REBA MCKENZIE/What Do You Say	14706
41	40	FAITH HILL/Breathe	14706
40	39	GEORGE STRAIT/What Do You Say	13158
39	38	LEANN RIME/Big Deal	13158
38	37	BRAD PASKLEY/He Didn't Have To Be	11223
37	36	CLINT BLACK/When I Said I Do	11223
36	35	ALAN JACKSON/Pop A Top	11223
35	34	JOHN M. MONTGOMERY/You're Home To You	10836
34	33	JOE DEE MESSINA/Because You Love Me	10836
33	32	LONE STAR/Smile	9675
32	31	MARTINA MCKRIDE/Over The Only	8901
31	30	MARK WILL'S/Back At One	8901
30	29	GARY ALLAN/Smoke Rings In	8127
29	28	GARY ALLAN/Smoke Rings In	8127
28	27	MARKE RICKS/You Had Me From	7140
27	26	CLAY WALKER/In The Chain Of Love	7140
26	25	ALABAMA/Small Stuff	6932
25	24	TRACY BRYD/Put Your Hand In	6192
24	23	TRACY BRYD/Put Your Hand In	6192
23	22	TRACY BRYD/Put Your Hand In	5805
22	21	JOHN M. MONTGOMERY/You're Home To You	5760
21	20	TRACY BRYD/Put Your Hand In	5418
20	19	TRACY BRYD/Put Your Hand In	5418
19	18	TRISHA YARBROOD/You're Where I	5031
18	17	GEORGE STRAIT/The Best Day	5031
17	16	MARK O'BRIEN/Don't Want To	4644
16	15	KENNY CHEESY/You Had Me From	4644
15	14	KEITH URBAN/A Love Thing	4644
14	13	TIM MCGRAW/You're My Best Friend	4644
13	12	YANKEE GRY/VIA Things	4644
12	11	MARTINA MCKRIDE/Over The Only	4257
11	10	FAITH HILL/The Secret Of Life	4257
10	9	GEORGE STRAIT/What Do You Say	4257
9	8	SHANIA TWAIN/You're My Best Friend	4257
8	7	JOE DEE MESSINA/Lesson I Learned	4060
7	6	STEVE WARREN/Two Lead Drops	3870
6	5	JOE DEE MESSINA/Lesson I Learned	3483

MARKET #3
WUSN/Chicago
Infinity
(312) 649-0099
Case/Bondo
12c Cume 633,200



PLAYS

LW	TW	ARTIST/TITLE	GI (980)
44	41	YANKEE GRY/VIA Things	14210
43	42	LEANN RIME/Big Deal	14210
42	41	REBA MCKENZIE/What Do You Say	14210
41	40	ALAN JACKSON/Pop A Top	13398
40	39	TIM MCGRAW/My Best Friend	13398
39	38	BRAD PASKLEY/He Didn't Have To Be	13398
38	37	FAITH HILL/Breathe	13398
37	36	MARTINA MCKRIDE/Over The Only	12980
36	35	CLINT BLACK/When I Said I Do	12980
35	34	ALAN JACKSON/Pop A Top	10556
34	33	TOBY KEITH/How Do You Like	10150
33	32	KENNY CHEESY/You Had Me From	9338
32	31	TRACY BRYD/Put Your Hand In	9338
31	30	TRACY BRYD/Put Your Hand In	9338
30	29	MARK WILL'S/Back At One	8932
29	28	JOE DEE MESSINA/Lesson I Learned	8932
28	27	LEANN RIME/Big Deal	8932
27	26	KENNY CHEESY/You Had Me From	8932
26	25	KENNY CHEESY/You Had Me From	8932
25	24	TRACY BRYD/Put Your Hand In	8932
24	23	TRACY BRYD/Put Your Hand In	8932
23	22	TRACY BRYD/Put Your Hand In	8932
22	21	TRACY BRYD/Put Your Hand In	8932
21	20	TRACY BRYD/Put Your Hand In	8932
20	19	TRACY BRYD/Put Your Hand In	8932
19	18	TRACY BRYD/Put Your Hand In	8932
18	17	TRACY BRYD/Put Your Hand In	8932
17	16	TRACY BRYD/Put Your Hand In	8932
16	15	TRACY BRYD/Put Your Hand In	8932
15	14	TRACY BRYD/Put Your Hand In	8932
14	13	TRACY BRYD/Put Your Hand In	8932
13	12	TRACY BRYD/Put Your Hand In	8932
12	11	TRACY BRYD/Put Your Hand In	8932
11	10	TRACY BRYD/Put Your Hand In	8932
10	9	TRACY BRYD/Put Your Hand In	8932
9	8	TRACY BRYD/Put Your Hand In	8932
8	7	TRACY BRYD/Put Your Hand In	8932
7	6	TRACY BRYD/Put Your Hand In	8932
6	5	TRACY BRYD/Put Your Hand In	8932
5	4	TRACY BRYD/Put Your Hand In	8932
4	3	TRACY BRYD/Put Your Hand In	8932
3	2	TRACY BRYD/Put Your Hand In	8932
2	1	TRACY BRYD/Put Your Hand In	8932

MARKET #4
KVCY/San Francisco
Infinity
(415) 391-9330
Halama/Ryan/Jordan
12c Cume 241,300



PLAYS

LW	TW	ARTIST/TITLE	GI (980)
44	41	GEORGE STRAIT/The Best Day	6720
43	42	DOXE CHICKS/Cowboy Take Me Away	6000
42	41	CLAY WALKER/In The Chain Of Love	5760
41	40	REBA MCKENZIE/What Do You Say	5400
40	39	TRACY BRYD/Put Your Hand In	5040
39	38	FAITH HILL/Breathe	4920
38	37	MARK WILL'S/Back At One	4680
37	36	SHANIA TWAIN/Come On Over	4560
36	35	LONE STAR/Smile	4560
35	34	GARY ALLAN/Smoke Rings In	4440
34	33	BRAD PASKLEY/He Didn't Have To Be	4200
33	32	TIM MCGRAW/My Best Friend	4080
32	31	CLINT BLACK/When I Said I Do	4080
31	30	BROOKS & DUNN/Against The Wind	3960
30	29	MARK WILL'S/Back At One	3720
29	28	MARK WILL'S/Back At One	3360
28	27	KENNY CHEESY/You Had Me From	3360
27	26	KENNY CHEESY/You Had Me From	3120
26	25	MONTGOMERY GENTRY/Daddy Won't Sell	3120
25	24	BLACK WARRIORS/Been There	3000
24	23	TRACY BRYD/Put Your Hand In	3000
23	22	TRACY BRYD/Put Your Hand In	2880
22	21	JOE DEE MESSINA/Because You Love Me	2400
21	20	ANDY GRIGGS/You're My Best Friend	2400
20	19	TIM MCGRAW/You're My Best Friend	2400
19	18	TYHER HODD/Something Like That	2280
18	17	KENNY CHEESY/You Had Me From	2160
17	16	KENNY CHEESY/You Had Me From	2160
16	15	MARTINA MCKRIDE/Over The Only	2160
15	14	GEORGE STRAIT/What Do You Say	2040
14	13	ALABAMA/Small Stuff	2040
13	12	ALABAMA/Small Stuff	1920
12	11	ALABAMA/Small Stuff	1920
11	10	ALABAMA/Small Stuff	1920
10	9	ALABAMA/Small Stuff	1920
9	8	ALABAMA/Small Stuff	1920
8	7	ALABAMA/Small Stuff	1920
7	6	ALABAMA/Small Stuff	1920
6	5	ALABAMA/Small Stuff	1920
5	4	ALABAMA/Small Stuff	1920
4	3	ALABAMA/Small Stuff	1920
3	2	ALABAMA/Small Stuff	1920
2	1	ALABAMA/Small Stuff	1920

MARKET #5
WXTU/Philadelphia
Beasley
(610) 667-9000
Caddick/Ray
12c Cume 477,600



PLAYS

LW	TW	ARTIST/TITLE	GI (980)
44	41	FAITH HILL/Breathe	11376
43	42	GEORGE STRAIT/The Best Day	11376
42	41	BRAD PASKLEY/He Didn't Have To Be	11060
41	40	DOXE CHICKS/Cowboy Take Me Away	10744
40	39	REBA MCKENZIE/What Do You Say	10744
39	38	TIM MCGRAW/My Best Friend	9796
38	37	LEANN RIME/Big Deal	9164
37	36	LONE STAR/Smile	8532
36	35	SHANIA TWAIN/Come On Over	8216
35	34	YANKEE GRY/VIA Things	8216
34	33	SHANIA TWAIN/Come On Over	6962
33	32	TRACY BRYD/Put Your Hand In	6962
32	31	CLINT BLACK/When I Said I Do	6962
31	30	BROOKS & DUNN/Against The Wind	6636
30	29	ALAN JACKSON/Pop A Top	6636
29	28	MARK WILL'S/Back At One	6370
28	27	JOE DEE MESSINA/Because You Love Me	5668
27	26	JOE DEE MESSINA/Because You Love Me	5668
26	25	KEITH URBAN/A Love Thing	5668
25	24	MARTINA MCKRIDE/Over The Only	5668
24	23	TOBY KEITH/How Do You Like	5668
23	22	TRACY BRYD/Put Your Hand In	5668
22	21	STEVE WARREN/Two Lead Drops	5668
21	20	CHERYL WRIGHT/Single White Female	4740
20	19	GARY ALLAN/Smoke Rings In	4740
19	18	PHIL VASSAR/Carlene	4740
18	17	JOE DEE MESSINA/Because You Love Me	4474
17	16	TRACY BRYD/Put Your Hand In	4474
16	15	TIM MCGRAW/You're My Best Friend	4474
15	14	LONE STAR/Smile	4108
14	13	MARTINA MCKRIDE/Over The Only	4108
13	12	ALABAMA/Small Stuff	3476
12	11	TRACY BRYD/Put Your Hand In	3360
11	10	TRACY BRYD/Put Your Hand In	3360
10	9	SHANIA TWAIN/You're My Best Friend	2844
9	8	GARY ALLAN/Smoke Rings In	2844
8	7	GARY ALLAN/Smoke Rings In	2844
7	6	ALAN JACKSON/Pop A Top	2528
6	5	ANDY GRIGGS/You're My Best Friend	2212
5	4	JOHN M. MONTGOMERY/You're Home To You	2212
4	3	JOHN M. MONTGOMERY/You're Home To You	2212
3	2	DOXE CHICKS/Ready To Run	2212
2	1	DOXE CHICKS/Ready To Run	2212

MARKET #6
KLFL/Dallas-Ft. Worth
Susquehanna
(214) 526-2400
Phelps/Rivers/Alan
12c Cume 354,700



PLAYS

LW	TW	ARTIST/TITLE	GI (980)
44	41	ALICIA LISS/It's My Digger I	11232
43	42	MARK WILL'S/Back At One	11232
42	41	TIM MCGRAW/My Best Friend	10608
41	40	ALAN JACKSON/Pop A Top	10400
40	39	GEORGE STRAIT/The Best Day	10192
39	38	DOXE CHICKS/Cowboy Take Me Away	9152
38	37	BROOKS & DUNN/Against The Wind	9152
37	36	BRAD PASKLEY/He Didn't Have To Be	8736
36	35	CLAY WALKER/In The Chain Of Love	8112
35	34	BROOKS & DUNN/Against The Wind	7488
34	33	TRACY BRYD/Put Your Hand In	6864
33	32	REBA MCKENZIE/What Do You Say	6656
32	31	BLACK WARRIORS/Been There	6448
31	30	SHANIA TWAIN/You're My Best Friend	6240
30	29	CHARLIE ROBERTSON/My Hometown	5824
29	28	GARY ALLAN/Smoke Rings In	5824
28	27	TRACY BRYD/Put Your Hand In	5408
27	26	TIM MCGRAW/You're My Best Friend	5200
26	25	TRACY BRYD/Put Your Hand In	5200
25	24	ALABAMA/Small Stuff	3952
24	23	MARTINA MCKRIDE/Over The Only	3852
23	22	TIM MCGRAW/You're My Best Friend	3852
22	21	TRISHA YARBROOD/You're Where I	3744
21	20	SHANIA TWAIN/You're My Best Friend	3536
20	19	ANDY GRIGGS/You're My Best Friend	3536
19	18	TRACY BRYD/Put Your Hand In	3280
18	17	DEWY DODD/Sundown	3280
17	16	FAITH HILL/Breathe	3120
16	15	PRET GREEN/Good As Dead	3120
15	14	ANDY GRIGGS/You're My Best Friend	3120
14	13	TRACY BRYD/Put Your Hand In	3120
13	12	CHERYL WRIGHT/Single White Female	3120
12	11	LONE STAR/Smile	2120
11	10	TRACY BRYD/Put Your Hand In	2120
10	9	JOE DEE MESSINA/Because You Love Me	2120
9	8	FAITH HILL/Breathe	2120
8	7	TRACY BRYD/Put Your Hand In	2120
7	6	TRACY BRYD/Put Your Hand In	2120
6	5	TRACY BRYD/Put Your Hand In	2120
5	4	TRACY BRYD/Put Your Hand In	2120
4	3	TRACY BRYD/Put Your Hand In	2120
3	2	TRACY BRYD/Put Your Hand In	2120
2	1	TRACY BRYD/Put Your Hand In	2120

MARKET #6
KSCS/Dallas-Ft. Worth
ABC
(817) 640-1963
James/O'Brian
12c Cume 435,800



PLAYS

LW	TW	ARTIST/TITLE	GI (980)
44	41	GARY ALLAN/Smoke Rings In	12956
43	42	MARK WILL'S/Back At One	12956
42	41	TOBY KEITH/How Do You Like	12324
41	40	GEORGE STRAIT/The Best Day	12324
40	39	LONE STAR/Smile	10428
39	38	JOE DEE MESSINA/Because You Love Me	9796
38	37	KEITH URBAN/A Love Thing	9152
37	36	TIM MCGRAW/My Best Friend	9480
36	35	PHIL VASSAR/Carlene	8532
35	34	SHANIA TWAIN/Come On Over	7900
34	33	GARY ALLAN/Smoke Rings In	7262
33	32	REBA MCKENZIE/What Do You Say	6984
32	31	DOXE CHICKS/Cowboy Take Me Away	6290
31	30	GEORGE STRAIT/The Best Day	6290
30	29	FAITH HILL/Breathe	

Country Song Index

A

TRACE ADKINS Don't Lie (*Capitol 7087*)
Prod: Paul Worley **Wr:** Chet Biggers, Frank Rogers **Pub:** EMI April Music Inc./ASCAP/Sea Gayle Music (ASCAP)
Mgr: Borman Entertainment

TRACE ADKINS More (*Capitol*)
Prod: Trey Bruce **Wr:** Thom McHugh, Del Gray **Pub:** Warner-Tamerlane Publishing Corp. (BMI)/Golden Wheat Music (BMI)/McHugh Music (BMI)/Volunteer Jam Music (ASCAP)/Go-To-Del Music (ASCAP) **Mgr:** Borman Entertainment

ALABAMA Small Stuff (*RCA 65879*)
Prod: Don Cook, Alabama **Wr:** Mark Collie, Hillary Karter, Even Stevens **Pub:** Daniel Island Music (BMI)/How Ya Doin' Publishing (BMI)/Leipers Fork Music (BMI) **Mgr:** Dale Morris & Associates

GARY ALLAN Smoke Rings In The Dark (*MCA 72091*)
Prod: Tony Brown, Mark Wright **Wr:** Rivers Rutherford, Houston Robert **Wr:** Universal-MCA Music Publishing, A Division of Universal Studios, Inc./Bar R Music - ASCAP/SESAC **Mgr:** Lytle Management

B

CLINT BLACK W/STEVE WARINER Been There (*RCA 65961*)
Prod: Clint Black **Wr:** Clint Black, Steve Wariner **Pub:** Blackened Music/Steve Wariner Music (BMI)

BROOKS & DUNN Beer Thirty (*Arista*)
Prod: Byron Gallimore, Ronnie Dunn, Kix Brooks **Wr:** Ronnie Dunn, Terry McBride **Pub:** Sony/ATV Songs LLC, Showbilly Music/Warner-Tamerlane Publishing Corp., Constant Pressure Publishing (BMI) **Mgr:** Titley-Spalding

TRACY BYRD Put Your Hand In Mine (*RCA 65846*)
Prod: Billy Joe Walker, Jr. **Wr:** Skip Ewing, Jimmy Wayne Barber **Pub:** Acuff-Rose Music, Inc. (BMI)/Milene Music, Inc. (ASCAP)
Mgr: Ritter Carter Management

C

KENNY CHESNEY She Thinks My Tractor's Sexy (*BNA 65877*)
Prod: Buddy Cannon, Norro Wilson **Wr:** Jim Collins, Paul Overstreet **Pub:** EMI Blackwood Music Inc./Jelinda Music (BMI)
Mgr: International Management Services

D

CLAY DAVIDSON Unconditional (*Virgin*)
Prod: Scott Hendricks, Jude Cole **Wr:** Liz Hengber, Deanna Bryant, Rivers Rutherford **Pub:** Starstruck Writers Group, Inc./Glen Nikki Music (ASCAP)/Songs Of Universal, Inc. (BMI)

JOE DIFFIE The Quittin' Kind (*Epic 42578*)
Prod: Don Cook, Lonnie Wilson **Wr:** Sam Hogg, Phil Barnhart, Mark D. Sanders **Pub:** Sony/ATV Songs LLC (BMI)/D/B/A/Tree Publishing Co. (BMI)/Sams Jammin' Songs (BMI)/Suffer In Silence Music (BMI)/Starstruck Writers Group Inc./ASCAP/MCA Music Publishing Inc. (ASCAP)

DIXIE CHICKS Cowboy Take Me Away (*Monument 42882*)
Prod: Paul Worley, Blake Chancey **Wr:** Martie Seidel, Marcus Hummon **Pub:** Woolly Puddin'/Admin. By Bug Music/Careers-BMG Music Publishing, Inc./Floyd's Dream Music (BMI) **Mgr:** Simon Renshaw/Senior Management

JENNIFER DAY The Fun Of Your Love (*BNA*)
Prod: Robert Byrne **Wr:** Annie Roboff, Beth Nielsen Chapman, Jennifer Day **Pub:** Almo Music Corp./BNC Songs/Lillaly Music/Anwa Music (ASCAP)

E

ALECIA ELLIOT I'm Diggin' It (*MCA 72103*)
Prod: Tony Brown, Jeff Teague **Wr:** Daryl Burgess, Michele McCord **Pub:** EMI Blackwood (Canada) Ltd./Burg-Isle Music, Inc./Starstruck Angel Music, Inc. (BMI)

G

ANDY GRIGGS She's More (*RCA*)
Prod: David Malloy, J. Gary Smith **Wr:** Liz Hengber, Rob Crosby **Pub:** Starstruck Writers Group, Inc./Glen Nikki Music (ASCAP)/Warner-Tamerlane Publishing Corp./Crutchfield Music (BMI) **Mgr:** Full Circle Management

H

TY HERNDON No Mercy (*Epic 48943*)
Prod: Joe Scaife **Wr:** Dennis Morgan, Todd Cerney, Stephen Allen Davis **Pub:** Little Shop Of Morgansongs (BMI)/Mighty Moe Music (ASCAP)/Hamstein Cumberland Music (BMI)/Chrysalis Songs (BMI) **Mgr:** Dana Miller Management

FAITH HILL Breathe (*Warner Bros.*)
Prod: Byron Gallimore, Faith Hill **Wr:** Holly Lamar, Stephanie Bentley **Pub:** Cal IV Songs (ASCAP)/Universal-Songs of PolyGram International, Inc./Hopechest Music (BMI)
Mgr: Borman Entertainment

FAITH HILL The Way You Love Me (*Warner Bros.*)
Prod: Byron Gallimore, Faith Hill **Wr:** Keith Follese, Michael Delaney **Pub:** Encore Entertainment, LLC dba Scott And Soda Music/Fallazoo Crew Music/Airstream Dreams Music/Coyote House Music/Famous Music Corp. (ASCAP) **Mgr:** Borman Entertainment

STEVE HOLY Don't Make Me Beg (*Curb 1534*)
Prod: Wilbur C. Rimes **Wr:** Frank Rogers **Pub:** EMI April Music, Inc./Sea Gayle Music (ASCAP)

J

ALAN JACKSON Pop A Top (*Arista 3183*)
Prod: Keith Stegall **Wr:** Nat Stuckey **Prod:** Sony/ATV Songs LLC dba Tree Publishing Co. (BMI) **Mgr:** Chip Peay

GEORGE JONES The Cold Hard Truth (*Asylum/EEG*)
Prod: Keith Stegall **Wr:** Jamie O'Hara **Pub:** Sony/ATV Tunes LLC/Trick Knee Music (ASCAP)

K

SAMMY KERSHAW Me And Maxine (*Mercury*)
Prod: Keith Stegall **Wr:** Gordon Bradberry, Michael Lunn **Pub:** Warner-Tamerlane Pub. Corp./New Works Music Co. (BMI)/WB Music Corp./Lunnmusic (ASCAP) **Mgr:** Go Tell Management

JERRY KILGORE The Look (*Virgin*)
Prod: Steve Bogard, Jeff Stevens, Scott Hendricks **Wr:** Tim Nichols, Jeff Stevens **Pub:** EMI Blackwood Music, Inc./Ty Land Music/Warner-Tamerlane Publishing Corp. (BMI) **Mgr:** Titley-Spalding Management

L

TRACY LAWRENCE Lessons Learned (*Atlantic 9133*)
Prod: Tracy Lawrence, Flip Anderson, Butch Carr **Wr:** Tracy Lawrence, Paul Nelson, Larry Boone **Pub:** SLL (ASCAP)/Sony/ATV Songs LLC dba Tree Publishing Co., Asifits Music (BMI)/Sony/ATV Tunes LLC dba Cross Keys Publishing CO. (ASCAP) **Mgr:** TLC Management Inc.

LONESTAR Smile (*BNA 65884*)
Prod: Dann Huff **Wr:** Chris Lindsey, Keith Follese **Pub:** Songs Of Nashville DreamWorks (BMI)/Bud Dog Music, Inc./Follazoo Music Publishing (ASCAP) **Mgr:** Carter Career Management

M

MARTINA MCBRIDE Love's The Only House (*RCA 65883*)
Prod: Martina McBride, Paul Worley **Wr:** Tom Douglas, Buzz Carson **Pub:** Sony/ATV Songs LLC. **Mgr:** Bruce Allen Management

LILA MCCANN I Will Be (*Asylum*)
Prod: Mark Spiro **Wr:** Tanya Leah, Bob Farrell **Pub:** Titania Music/Songs Of Note, Inc./Ensign Music Corporation (BMI)/Bob Farrell Music/Summerdawn Music (ASCAP) **Mgr:** Walker Management

REBA MCBENTIRE What Do You Say (*MCA 72104*)
Prod: David Malloy, Reba McEntire **Wr:** Michael Dulaney, Neil Thrasher **Pub:** Michael Dulaney Music/Dalaneyhouse Music/Ensign Music Corporation (BMI)/Major Bob Music Co., Inc. (ASCAP) **Mgr:** Starstruck Entertainment

TIM MCGRAW My Best Friend (*Curb*)
Prod: Byron Gallimore, James Stroud **Wr:** Aimee Mayo, Bill Luther **Pub:** Careers-BMG Music Publishing, Inc. (BMI)/Silverkiss Music (BMI) **Mgr:** RPM Management

M

JO DEE NESSINA Because You Love Me (*Curb 1537*)
Prod: Tim McGraw, Byron Gallimore **Wr:** John Scott Sherrill, Kostas **Pub:** Sony/ATV Songs LLC dba Tree Publishing Co./Nothing But The Wolf Music (BMI)/Songs Of PolyGram International, Inc./Seven Angels Music (BMI) **Mgr:** Refugee Management International

JOHN MICHAEL MONTGOMERY Nothing Catches Jesus... (*Atlantic*)
Prod: Garth Fundis **Wr:** Waylon Jennings, Tom Douglas **Pub:** Waylon Jennings Music/Sony/ATV Songs LLC dba Tree (BMI) **Mgr:** Hallmark Direction

SHANE MINOR I Think You're Beautiful (*Mercury*)
Prod: Dann Huff **Wr:** Steve Diamond, Maribeth Derry **Pub:** Diamond Three Music, Admin. by Seven Peaks Music, Inc./Criterion Music Corp. (ASCAP)

MONTGOMERY GENTRY Daddy Won't Sell The Farm (*Columbia 42170*)
Prod: Joe Scaife **Wr:** Steve Fox, Robin Branda **Pub:** Kredtkard Music, Inc. (ASCAP)/Penny Annie Music (BMI)/d/b/a/Copperfield Music Group (BMI) **Mgr:** Hallmark Direction Company

R

COLLIN RAYE Couldn't Last A Moment (*Epic 45785*)
Prod: Dann Huff, Collin Raye **Wr:** Danny Wells, Jeffrey Steele **Pub:** Irving Music, Inc. (BMI)/Songs Of Windswept Pacific (BMI)/Yellow Desert Music (BMI)/My Life's Work Music (BMI) Scott Dean Management

JULIE REEVES What I Need (*Virgin 33091*)
Prod: Scott Hendricks **Wr:** Marv Green **Pub:** Warner-Tamerlane Publishing Corp./Golden Wheat Music (BMI) **Mgr:** Square West Entertainment Co.

S

DOUG STONE Take A Letter, Maria (*Atlantic 9134*)
Prod: Wally Wilson, Doug Stone **Wr:** R.B. Greaves **Pub:** Songs of Polygram International, Inc., (BMI)

T

CHALEE TENNISON Just Because She Lives There (*Asylum*)
Prod: Jerry Taylor **Wr:** Dale Dodson, Billy Lawson **Pub:** Sony/ATV Tunes LLC (ASCAP)

U

KEITH URBAN It's A Love Thing (*Capitol 7087*)
Prod: Matt Rollings **Wr:** Keith Urban, Monty Powell **Pub:** Coburn Music, Inc. (BMI)/Sony/ATV Tunes, LLC dba Cross keys Publishing Co. (ASCAP) **Mgr:** Firststars Entertainment

V

PHIL VASSAR Carlene (*Arista 3186*)
Prod: Byron Gallimore **Wr:** Phil Vassar, Charlie Black, Rory Michael Bourke **Pub:** EMI April Music Inc./Phil Vassar Music (ASCAP)/EMI Blackwood Music Inc./Flysridge Tunes (BMI)/Rory Bourke Music Company (BMI)

W

CLAY WALKER Live, Laugh, Love (*Giant 9895*)
Prod: Doug Johnson, Clay Walker **Wr:** Gary Nicholson, Allen Shambin **Pub:** Gary Nicholson Music/Built On A Rock Music/Song Matters, Inc./Famous Music Corporation (ASCAP)

CHELY WRIGHT It Was (*MCA 72101*)
Prod: Tony Brown, Buddy Cannon, Norro Wilson **Wr:** Gary Burr, Mark Wright **Pub:** MCA Music Publishing, A Division of Universal Studios, Inc./Gary Burr Music, Inc. (ASCAP)/Music Corporation of America, Inc./Marketwright Music (BMI) **Mgr:** Titley Spalding Associates

WYNONNA Can't Nobody Love You (Like I Do) (*Curb/Mercury*)
Prod: James Stroud **Wr:** Danny Orton, Cathy Majeski **Pub:** Universal-MCA Music Publishing, a division of Universal Studios, Inc./Chrysalis Music/Songs For Debin (ASCAP)

Y

YANKEE GREY Another Nine Minutes (*Monument*)
Prod: Robert Ellis Orrall, Josh Leo **Wr:** Tom Douglas, Billy Crain, Tim Buppert **Pub:** Sony/ATV Songs LLC (BMI) d/b/a Tree Publishing (BMI)/Chrysalis Music/Tiny Buckets O'Music (ASCAP) **Mgr:** International Artist Management



MIKE KINOSHIAN
mkinosox@rronline.com

Wave Of The Future?

■ Make your station website a revenue-generator

Web sites have become one of the industry's most intriguing marketing tools. Some stations utilize them in elaborate ways, but many programmers are still skeptical or unsure of how to extract the greatest benefits from them.

WJBR-FM/Wilmington, DE GM/PD/morning personality **Michael Waite** has come up with a way to increase listener interaction with his station's website and to generate revenue.

WJBR-FM is one of a handful of stations that has a RadioWave player, manufactured by a Motorola subsidiary, up and running. "It's pretty slick; this technology is really cool," Waite enthusiastically remarks.

Here's a quick example of how it works: Imagine someone driving to work in the morning. They hear a song they like, but aren't aware of the artist or title. When the person gets to work, they can visit www.wjbr.com and select the "Just Played" option, which allows them to see the last six to 10 songs the station played. "Our media player, through RadioWave, has a shelf life of about 45 to 60 minutes," Waite says. By clicking another button, someone can instantly buy any of the songs.

Susquehanna's Classic Hits KSAN-FM/San Francisco and sister Adult Alternative KKZN-FM (Merge 93)/Dallas are two other stations currently utilizing the product. "Because WJBR is independently owned and not part of a major group, we have the freedom to experiment a little bit," notes Waite. "Some stations in bigger chains are waiting to get one of these things. We knew we wanted to have a special website and realized that this was an opportunity to get involved with something that's cutting edge."

25th-Hour MoneyMaker

It's also anticipated that the RadioWave player will become a significant way to boost sales. "Without ever having to increase inventory on the station, we can make a significant amount of money just by selling 'i spots,'" Waite explains. "As a result, we view RadioWave as being our 25th hour."



Michael Waite

An "i spot," with "i" representing the Internet, is the same commercial that plays on the air, but it is enhanced with the visual aspect. It's coordinated in a way that listeners can interact with spots. "When a client's 'i spot' comes on, the player in the studio transmits a certain code that goes back to RadioWave," Waite reveals. "It recognizes that it's a spot we're playing, and a logo pops up for that particular vendor. By clicking on that logo, you'll be directed to whatever page on their website they want you to be on."

In the case of a car dealer, for example, the client might want a listener to go for instant credit approval. "They can direct that person right to the credit application page," Waite says. "The beauty of it all is that a listener only has to remember one site — ours."

WJBR's web address consistently averages about 50,000 hits a month, but reached 90,000

when Hurricane Floyd ravaged the area. "That's not bad for market No. 76," comments Waite. "We believe in promoting and contesting on it, and there's an e-mail club associated with it."

Having had a chance to work out system bugs over the holidays, Waite did the full RadioWave roll-out earlier this month. "It's pretty solid now," he says. "The initial presentation to our customers was made close to Thanksgiving, and everyone was jazzed about it. Several clients tried it to see how it works. Many more will jump on it because of our introductory price. The more the merrier to put it to the test."

Overcoming Opposition

One of the most common — if elementary — oppositions to radio advertising is that our medium doesn't have pictures. Waite says that's now been addressed. "Another problem is that once a commercial plays, it's gone. That's also been taken care of, because it now has a shelf life. The two biggest objections for advertising on radio have now been taken away."

Reaching as many at-work listeners as possible is a major AC mission statement. "Even with a signal that would fry rats in Harrisburg, we have some problems in buildings," Waite says. "With an Internet connection, you don't. Statistically, more people have computers than radios at work. You constantly promote the message with quick liners that people can listen to us on their computers. If they hear something that interests them, they can instantly check it. It has many different applications."

Some of Waite's clients still don't have websites, so "i spots" — at least for the time being — aren't for them. But WJBR is helping to develop sites or home pages where consumers can obtain more information. Some other advertisers, Waite admits, "aren't truly convinced that the Internet is the way to go. A cer-

A Man Proud To Wear Three Hats

Michael Waite is a rare breed, serving as WJBR-FM/Wilmington, DE's GM, PD and morning personality.

"It's tough wearing that many hats, but it also has great advantages in a community this size," he explains. "Doing the morning show is the best part of my day. I get to come in and entertain and have fun for three hours. It keeps my finger on the pulse of what's happening with the people who listen to us and support us."

"The person businesspeople talk to is not only the GM, but the person they listen to every morning on the air. It really has great power to it. If you surround yourself with enough good people who'll handle some things traditionally done by a PD, you can get the job done."

Our industry, he says, is strictly business and no longer harbors a programming vs. sales image. "There are some very sharp people involved in it today. Megachains didn't come together because they're radio guys. Some pretty savvy businesspeople are involved. We're no longer in this just to play records. The biggest battle I fight as a GM is the desire to bring in money while at the same time maintaining product integrity. Unfortunately, in some stations that philosophy has gone out the window."

Waite always had GM aspirations, and they came to fruition in September 1997. "If we don't ever get the chance to learn and grow our business, we should ask why we're in it," he says. "We got in the business to have fun. It certainly gets overwhelming at times, but people in all businesses are working harder to get the job done."

"I've always been very community active and felt I was a little more than a PD. When the opportunity came up, my jaw dropped. But it's been a wonderful learning experience, and I wouldn't trade it for anything. This was a great radio station when I got here, and it will be a great station when they take me out of here kicking and screaming."

tain percentage of clients will be hard to convince, because they think they're not that hip. But within the first six months I think 25%-30% of our customers will buy 'i spots' on a regular basis."

Comparing Convenience To Service

Whatever downsides online shopping may have, convenience is certainly its biggest upside. "With the right delivery and support systems, Internet companies will do repeat business," Waite says. "It's like having a bad meal at a restaurant. Once that happens, you probably won't go back. Internet companies may have a slim chance of capturing you right away, but if they give good service and what was promised, people will go back."

According to Waite, dot-com spots haven't filtered down to Wilmington yet. "God knows I'd love to get a piece of that money,

and they pay upfront."

In certain places such as advertisers are paying premium dollars to get on radio. "There are people re-writing rate cards right now just because they can," Waite says. "Let's face it — we're the best vehicle to drive people, and they know it. Some majors are getting a lot of them, but some aren't."

"It's become a top-three category in Washington. High-tech markets like New York, Los Angeles, San Francisco and Seattle are big. On the other hand, Philadelphia isn't getting the kind of dot-com business other major markets are. Many agencies still consider that market to be too blue collar. From what I've been able to ascertain so far, they're spending the most on local radio and national television. They seem to have pretty deep pockets and are big believers in our medium. I just hope the gravy train doesn't run out too soon."

"Dot-com advertisers are spending the most on local radio and national television. They seem to have pretty deep pockets and are big believers in our medium. I just hope the gravy train doesn't run out too soon."

"Without ever having to increase inventory on the station, we can make a significant amount of money just by selling 'i spots.' As a result, we view RadioWave as being our 25th hour."

R&R AC Top 30

January 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS ('00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	SAVAGE GARDEN I Knew I Loved You (Columbia)	2659	-80	302005	15	108/0
2	2	CELINE DION That's The Way It Is (550 Music/Epic)	2536	-16	290338	12	108/0
4	3	LONESTAR Amazed (BNA)	2024	+132	231565	19	97/1
3	4	98 DEGREES I Do (Cherish You) (Universal)	1901	-137	219639	21	97/1
6	5	BACKSTREET BOYS I Want It That Way (Jive)	1663	-150	186138	38	103/1
5	6	'N SYNC W/GLORIA ESTEFAN Music Of My Heart (Epic)	1655	-226	197072	23	103/0
7	7	EDWIN McCAIN I Could Not Ask For More (Lava/Atlantic)	1455	-52	163442	32	94/1
9	8	PHIL COLLINS Strangers Like Me (Hollywood)	1437	+20	147943	9	100/0
8	9	PHIL COLLINS You'll Be In My Heart (Hollywood)	1409	-82	181711	41	99/0
10	10	RICKY MARTIN She's All I Ever Had (C2/Columbia)	1299	-37	137348	25	90/0
11	11	ROBBIE WILLIAMS Angels (Capitol)	1298	+110	144029	7	91/8
13	12	BRIAN MCKNIGHT Back At One (Motown/Universal)	1225	+138	161549	6	72/4
12	13	SARAH MCLACHLAN I Will Remember You (Arista)	995	-142	119186	43	91/0
14	14	98 DEGREES The Hardest Thing (Universal)	881	-57	130727	39	83/0
18	15	'N SYNC (God...) A Little More Time... (RCA)	854	+113	110903	53	78/0
20	16	WHITNEY HOUSTON I Learned From The Best (Arista)	814	+99	68464	5	81/4
17	17	SIXPENCE NONE THE RICHER There She Goes (Squint/Elektra/EEG)	741	-17	66472	13	64/7
16	18	SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	702	-70	94708	44	68/0
15	19	SANTANA F/ROB THOMAS Smooth (Arista)	696	-89	69953	12	32/1
19	20	CHER Believe (Warner Bros.)	690	-50	96915	50	71/0
21	21	JIM BRICKMAN F/MICHELLE WRIGHT Your Love (Windham Hill)	599	-33	50668	13	60/0
22	22	MARC ANTHONY I Need To Know (Columbia)	516	-100	91307	12	46/0
25	23	JESSICA SIMPSON I Wanna Love You Forever (Columbia)	488	-29	60770	10	64/1
24	24	MICHAEL BOLTON Sexual Healing (Columbia)	481	-40	49880	9	57/2
23	25	SHANIA TWAIN Man! I Feel Like A Woman! (Mercury)	481	-125	82309	16	38/0
26	26	TINA TURNER When The Heartache Is Over (Virgin)	473	+8	44780	4	50/6
29	27	FAITH HILL Breathe (Warner Bros.)	439	+197	49638	2	67/18
Debut	28	BACKSTREET BOYS Show Me The Meaning Of... (Jive)	399	+184	45066	1	62/22
27	29	DAVE KOZ Together Again (Capitol)	267	-4	31312	4	45/2
28	30	ALISON KRAUSS Stay (Rounder)	255	-10	25615	2	49/3

Most Added.

ARTIST TITLE LABEL(S)	ADDS
BACKSTREET BOYS Show Me The Meaning Of... (Jive)	22
FAITH HILL Breathe (Warner Bros.)	18
BRITNEY SPEARS From The Bottom Of My... (Jive)	11
ROBBIE WILLIAMS Angels (Capitol)	8
GARTH BROOKS AS CHRIS GAINES That's... (Capitol)	8
VENICE The Man You Think I Am (Vanguard)	8
SIXPENCE NONE THE RICHER There... (Squint/Elektra/EEG)	7
TINA TURNER When The Heartache Is Over (Virgin)	6
EURYTHMICS I Saved The World Today (Arista)	6
WHITNEY HOUSTON I Learned From The Best (Arista)	4
BRIAN MCKNIGHT Back At One (Motown/Universal)	4
ERIC CARMEN I Was Born To Love You (Pyramid/Rhino)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
FAITH HILL Breathe (Warner Bros.)	+197
BACKSTREET BOYS Show Me The Meaning Of... (Jive)	+184
BRIAN MCKNIGHT Back At One (Motown/Universal)	+138
LONESTAR Amazed (BNA)	+132
SHANIA TWAIN From This Moment On (Mercury/IDJMG)	+121
'N SYNC (God...) A Little More Time... (RCA)	+113
ROBBIE WILLIAMS Angels (Capitol)	+110
GARTH BROOKS AS CHRIS GAINES That's... (Capitol)	+100
WHITNEY HOUSTON I Learned From The Best (Arista)	+99
JOHN TESH F/JAMES INGRAM Give Me... (GTSP/IDJMG)	+65



108 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 1/16-Saturday 1/22. 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 2000, The Arbitron Company). © 2000, R&R Inc.

New & Active

TRISHA YEARWOOD You're Where I Belong (Motown/Universal)
Total Plays: 218, Total Stations: 36, Adds: 2

STING Brand New Day (A&M)
Total Plays: 204, Total Stations: 15, Adds: 1

GARTH BROOKS AS CHRIS GAINES That's The Way I Remember It (Capitol)
Total Plays: 171, Total Stations: 40, Adds: 8

MARIAH CAREY I/JDE & 98 DEGREES Thank God I Found You (Columbia)
Total Plays: 161, Total Stations: 26, Adds: 3

RICK SPRINGFIELD Free (Platinum)
Total Plays: 149, Total Stations: 26, Adds: 0

EDWIN McCAIN Go Be Young (Lava/Atlantic)
Total Plays: 104, Total Stations: 16, Adds: 1

ERIC CARMEN I Was Born To Love You (Pyramid/Rhino)
Total Plays: 66, Total Stations: 12, Adds: 4

MERCEDES HALL Walk On By (Dalin)
Total Plays: 59, Total Stations: 14, Adds: 2

EURYTHMICS I Saved The World Today (Arista)
Total Plays: 53, Total Stations: 14, Adds: 6

BRITNEY SPEARS From The Bottom Of My... (Jive)
Total Plays: 28, Total Stations: 13, Adds: 11

Songs ranked by total plays

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.

Alison Krauss "Stay"

the single

from the Album

"Forget About It"

Latest Believers:

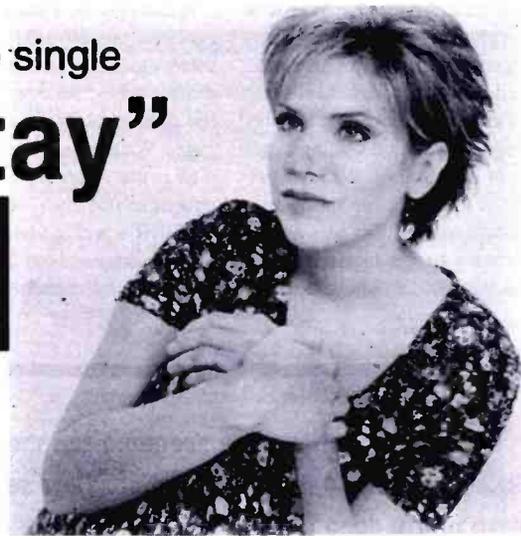
WTVR WNSN KDAT

Already On:

WBEB KVIL WPCH WLTE WLIF

KOSI KKCW KGBY KUDL WLTQ and many more!

Don't miss Alison Krauss at the Gavin AC Awards Luncheon Friday February 18.



Most Played Recurrents

- SHANIA TWAIN From This Moment On (Mercury/IDJMG)
- SHANIA TWAIN You're Still The One (Mercury/IDJMG)
- FAITH HILL This Kiss (Warner Bros.)
- SHANIA TWAIN You've Got A Way (Mercury/IDJMG)
- NATALIE IMBRUGLIA Tom (RCA)
- ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope)
- ERIC CLAPTON Blue Eyes Blue (Columbia/Reprise)
- BRITNEY SPEARS Sometimes (Jive)
- PHIL COLLINS True Colors (Atlantic)
- ERIC CLAPTON My Father's Eyes (Duck/Reprise)
- BOYZONE No Matter What (Ravenous/Mercury/IDJMG)
- BACKSTREET BOYS All I Have To Give (Jive)
- AEROSMITH I Don't Want To Miss A Thing (Columbia)
- JIM BRICKMAN w/MICHAEL W SMITH Love Of My Life (Windham Hill)
- R. KELLY & CELINE DION I'm Your Angel (Jive)
- SHANIA TWAIN That Don't Impress Me Much (Mercury/IDJMG)
- W. HOUSTON & M. CAREY When You Believe (From ...) (DreamWorks)
- MONICA Angel Of Mine (Arista)
- JEWEL Hands (Atlantic)
- JOHN TESH w/JAMES INGRAM Give Me Forever (I Do) (GTSP/IDJMG)

AC Going For Adds 1/31/00

MICHAEL W. SMITH This Is Your Time (Reunion/Jive)

TUNED-IN AC

R&R/MEDIABASE 24/7

KSRC/Kansas City

11am

CHICAGO You're The Inspiration
 PHIL COLLINS You'll Be In My Heart
 ROD STEWART So Far Away
 MIKE & THE MECHANICS All I Need Is A Miracle
 BACKSTREET BOYS As Long As You Love Me
 HOOTIE & THE BLOWFISH Only Wanna Be...
 SARAH McLACHLAN I Will Remember You
 DON HENLEY The Heart Of The Matter
 'N SYNC (God Must Have Spent) A Little More...
 MICHAEL BOLTON When A Man Loves A Woman
 ELTON JOHN Something About The Way You...

4pm

BETTE MIDLER From A Distance
 PHIL COLLINS You'll Be In My Heart
 SOPHIE B. HAWKINS As I Lay Me Down
 BOB SEGER Old Time Rock & Roll
 LONESTAR Amazed
 DONNA LEWIS I Love You Always Forever
 99 DEGREES I Do (Cherish You)
 AMY GRANT Baby, Baby
 SEAL Don't Cry
 JOURNEY Faithfully
 LEANN RIMES How Do I Live

8pm

ELTON JOHN Candle In The Wind
 BILLY JOEL The Longest Time
 'N SYNC w/B. ESTEFAN The Music Of My Heart
 SHANIA TWAIN You're Still The One
 MOODY BLUES Your Wildest Dreams
 ALL-4-ONE I Can Love You Like That
 ROD STEWART Rhythm Of My Heart
 BACKSTREET BOYS I'll Never Break Your Heart
 WHAM! Careless Whisper
 SIXPENCE NONE THE RICHER Kiss Me
 RICHARD MARK Endless Summer Nights
 MARIAH CAREY Hero

KUDL/Kansas City

11am

JOURNEY Open Arms
 BACKSTREET BOYS All I Have To Give
 FIREFALL Just Remember I Love You
 BILLY JOEL Only The Good Die Young
 CLIMAX BLUES BAND I Love You
 BONNIE RAITT Something To Talk About
 JAMES TAYLOR Your Smiling Face
 SAVAGE GARDEN I Knew I Loved You
 HUEY LEWIS & THE NEWS If This Is It
 PATTI AUSTIN & JAMES INGRAM Baby, Come...
 GLORIA ESTEFAN It's Too Late
 PHIL COLLINS In The Air Tonight

4pm

BOB SEGER We've Got Tonight
 BACKSTREET BOYS I Want It That Way
 MIAMI SOUND MACHINE Words Get In The Way
 RICK ASTLEY Never Gonna Give You Up
 RICHARD MARK Now And Forever
 CHICAGO You're The Inspiration
 WILSON PHILLIPS Hold On
 LONESTAR Amazed
 TINA TURNER We Don't Need Another Hero
 SELENA I Could Fall In Love
 PHIL COLLINS Another Day In Paradise
 JAMES INGRAM I Don't Have The Heart

8pm

LIONEL RICHE You Are
 JIM BRICKMAN w/MICHAEL W. SMITH Love...
 RED SPEEDWAGON Can't Fight This Feeling
 BEE GEES How Deep Is Your Love
 ROD STEWART Have I Told You Lately
 RICKY MARTIN She's All I Ever Had
 AARON MEVILLE Everybody Plays The Fool
 PHIL COLLINS You'll Be In My Heart
 BOYZ n MEN In The Still Of The Nite
 99 DEGREES The Hardest Thing



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Tuesday 1/18. © 2000, R&R Inc.

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FIND COMPLETE PLAYLISTS FOR ALL AC REPORTERS ON R&R ONLINE MUSIC TRACKING

MARKET #1 WLTW/New York AMFM (212) 258-7000... 106.7 Litefm

MARKET #2 KOST/Los Angeles AMFM (312) 427-1035... KOST 103.5FM

MARKET #3 WLT/Chicago AMFM (312) 329-9002... Del Rosso

MARKET #4 WIND/Chicago Bonneville (312) 297-5100... Windy 100.9M

MARKET #5 WBEZ/Pittsburgh WEAZ Radio Inc (610) 538-1254... B*101.1

MARKET #6 KVIL/Dallas-Ft. Worth Infinity (214) 691-1037... Curts/King

MARKET #7 WLLX/Boston Greater Media (617) 822-9600... MAGIC 106.7

MARKET #8 WASH/Washington, DC AMFM (301) 984-9710... Golf Rock 97.1

MARKET #9 WPCN/Atlanta Clear Channel (404) 367-0949... 102.5

MARKET #10 KLSY/Seattle-Tacoma Sandusky (425) 563-9462... 102.5 KISY

MARKET #11 KEZZ/Phoenix Clear Channel (602) 207-9999... 99.9 KEZZ

MARKET #12 WLTE/Minneapolis Infinity (612) 339-1029... Nolan

MARKET #13 WALK/Massaso-Suffolk AMFM (516) 475-5200... Michaels/Miller/Lombardo

MARKET #14 KEZZ/S. Lewis Infinity (314) 531-0000... Rivers/Doyle

MARKET #15 WLIF/Indianapolis Infinity (410) 823-1570... Balaban/Thoner

MARKET #16 WSHN/Pittsburgh Renda (412) 875-9000... Wish 99.7FM

MARKET #17 KDSI/Denver-Booulder Tribune (303) 696-1714... Hamilton

MARKET #18 WOOL/Cleveland AMFM (216) 696-0123... Popovich/Miller

MARKET #19 KUCW/Portland, OR Clear Channel (503) 222-5103... Munkler

MARKET #20 WFRN/Cincinnati Susquehanna (513) 241-9898... Holland/Morro

R&R Hot AC Top 30

January 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS ('00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
	1	SANTANA F/ROB THOMAS Smooth (Arista)	4112	+77	447881	28	97/0
	2	SMASH MOUTH Then The Morning Comes (Interscope)	3183	+86	346377	12	91/0
	3	TRAIN Meet Virginia (Aware/Columbia)	3097	+98	317842	23	91/1
	4	SAVAGE GARDEN I Knew I Loved You (Columbia)	3086	+103	307045	13	83/0
	5	GOO GOO DOLLS Black Balloon (Warner Bros.)	2826	+140	295143	31	75/0
	6	COUNTING CROWS Hangin'around (DGC/Geffen)	2548	+45	268414	11	75/1
	7	MARC ANTHONY I Need To Know (Columbia)	2176	+178	249446	9	66/1
	8	STING Brand New Day (A&M)	2065	+63	243329	15	74/2
	9	SUGAR RAY Someday (Lava/Atlantic)	2020	-116	217617	31	88/0
14	10	CELINE DION That's The Way It Is (550 Music/Epic)	1991	+186	199703	9	63/1
8	11	BETH HART L.A. Song (143/Lava/Atlantic)	1983	-51	212915	14	69/2
11	12	TAL BACHMAN She's So High (Columbia)	1975	-10	219922	38	88/0
12	13	FASTBALL Out Of My Head (Hollywood)	1902	-51	219339	40	75/0
15	14	R.E.M. The Great Beyond (Warner Bros.)	1825	+29	195514	8	70/0
13	15	LEN Steal My Sunshine (Work/Epic)	1802	-146	175489	24	72/0
16	16	FOO FIGHTERS Learn To Fly (Roswell/RCA)	1767	+92	182732	9	67/0
17	17	FILTER Take A Picture (Reprise)	1731	+151	179749	6	76/5
20	18	VERTICAL HORIZON Everything You Want (RCA)	1667	+206	182642	5	64/2
19	19	SIXPENCE NONE THE RICHER There She Goes (Squint/Elektra/EEG)	1518	+30	189164	24	69/0
18	20	SMASH MOUTH All Star (Interscope)	1486	-67	159510	35	87/0
Breaker	21	THIRD EYE BLIND Never Let You Go (Elektra/EEG)	1442	+348	172941	3	68/8
Breaker	22	SUGAR RAY Falls Apart (Run Away) (Lava/Atlantic)	1363	+214	145960	4	62/3
22	23	ROBBIE WILLIAMS Angels (Capitol)	1043	-140	94017	15	47/0
26	24	ALANIS MORISSETTE That I Would Be Good (Maverick/Reprise)	961	+24	111124	5	50/0
25	25	SARAH MCLACHLAN Ice Cream (Arista)	824	-232	86975	14	40/0
27	26	TONIC You Wanted More (Universal)	787	-49	60880	11	21/0
Debut	27	EIFFEL 65 Blue (Da Ba Dee) (Republic/Universal)	759	+161	66356	1	31/5
Debut	28	LONESTAR Amazed (BNA)	686	+212	76980	1	27/7
Debut	29	MACY GRAY I Try (Epic)	670	+208	84531	1	41/6
Debut	30	BRIAN MCKNIGHT Back At One (Motown/Universal)	663	+119	63363	1	22/2

Most Added

ARTIST TITLE LABEL(S)	ADDS
FAITH HILL Breathe (Warner Bros.)	17
MELISSA ETHERIDGE Enough Of Me (Island/IDJMG)	17
TRACY CHAPMAN Telling Stories (Elektra/EEG)	15
A3 Woke Up This Morning (C2/Columbia)	12
KID ROCK Only God Knows Why (Top Dog/Lava/Atlantic)	9
TARA MACLEAN If I Fall (Nettwerk/Capitol)	9
THIRD EYE BLIND Never Let You Go (Elektra/EEG)	8
EDWIN MCCAIN Go Be Young (Lava/Atlantic)	8
LONESTAR Amazed (BNA)	7
MACY GRAY I Try (Epic)	6
BARENAKED LADIES If I Had \$1000000 (Reprise)	6

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
THIRD EYE BLIND Never Let You Go (Elektra/EEG)	+348
BACKSTREET BOYS Show Me The Meaning Of... (Jive)	+246
EDWIN MCCAIN Go Be Young (Lava/Atlantic)	+217
SUGAR RAY Falls Apart (Run Away) (Lava/Atlantic)	+214
LONESTAR Amazed (BNA)	+212
MACY GRAY I Try (Epic)	+208
VERTICAL HORIZON Everything You Want (RCA)	+206
MELISSA ETHERIDGE Enough Of Me (Island/IDJMG)	+197
CELINE DION That's The Way It Is (550 Music/Epic)	+186
MARC ANTHONY I Need To Know (Columbia)	+178

Breakers

ARTIST TITLE LABEL(S)	TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
THIRD EYE BLIND Never Let You Go (Elektra/EEG)	1442/348	68/8	21
SUGAR RAY Falls Apart (Run Away) (Lava/Atlantic)	1363/214	62/3	22

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.

99 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 1/16-Saturday 1/22. 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 1300 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 2000, The Arbitron Company). © 2000, R&R Inc.

New & Active

BACKSTREET BOYS Show Me The Meaning Of Being... (Jive) Total Plays: 572, Total Stations: 26, Adds: 4	TLC Unpretty (LaFace/Arista) Total Plays: 349, Total Stations: 11, Adds: 1
EDWIN MCCAIN Go Be Young (Lava/Atlantic) Total Plays: 447, Total Stations: 40, Adds: 8	CREED Higher (Wind-up) Total Plays: 323, Total Stations: 17, Adds: 1
JENNIFER LOPEZ Waiting For Tonight (Work/Epic) Total Plays: 401, Total Stations: 14, Adds: 0	JARS OF CLAY Unforgettable You (Essential/Silvertone) Total Plays: 303, Total Stations: 25, Adds: 1
CHRISTINA AGUILERA What A Girl Wants (RCA) Total Plays: 401, Total Stations: 16, Adds: 4	BLINK-182 All The Small Things (MCA) Total Plays: 296, Total Stations: 13, Adds: 2
TINA TURNER When The Heartache Is Over (Virgin) Total Plays: 393, Total Stations: 21, Adds: 2	COLLECTIVE SOUL Needs (Atlantic) Total Plays: 289, Total Stations: 15, Adds: 1
FAITH HILL Breathe (Warner Bros.) Total Plays: 389, Total Stations: 44, Adds: 17	TRACY CHAPMAN Telling Stories (Elektra/EEG) Total Plays: 286, Total Stations: 30, Adds: 15
BACKSTREET BOYS Larger Than Life (Jive) Total Plays: 357, Total Stations: 19, Adds: 0	MELISSA ETHERIDGE Enough Of Me (Island/IDJMG) Total Plays: 277, Total Stations: 42, Adds: 17

LOU BEGA Tricky, Tricky (RCA) Total Plays: 235, Total Stations: 12, Adds: 1
STROKES Little Black Backpack (Cherry/Universal) Total Plays: 230, Total Stations: 11, Adds: 0
BARENAKED LADIES If I Had \$1000000 (Reprise) Total Plays: 196, Total Stations: 19, Adds: 6
MATTHEW SWEET What Matters (Volcano) Total Plays: 159, Total Stations: 12, Adds: 0
A3 Woke Up This Morning (C2/Columbia) Total Plays: 114, Total Stations: 19, Adds: 12
KID ROCK Only God Knows Why (Top Dog/Lava/Atlantic) Total Plays: 86, Total Stations: 13, Adds: 9

Songs ranked by total plays

THIRD EYE BLIND

"NEVER LET YOU GO"

VIDEO ADDED EVERYWHERE!



3* at AAA!

ONLY 3 WEEKS OLD!...
#1 Most Increased Airplay Every Week!
Most Added Every Week!

TRL Appearance Feb. 3
Fox's MAD TV
Performance Feb. 5

#2 Most Added!!
MAJOR MARKET SUPPORT:

Hot AC: 21* Top 40: 21*
Alternative: 8* AAA: 14*
Modern AC: 12* AIRPOWER

IMPACTING
TOP 40 ON FEB. 28
LP IN
STORES FEB. 15

KHMX/Houston KEZR/San Jose
KDMX/Dallas WPHH/Pittsburgh
KMXB/Las Vegas WXPT/Minneapolis
KBBT/Portland WBMX/Boston
WVRV/St. Louis KZZO/Sacramento
WSSR/Tampa KMSX/San Diego

All Format Audience:
OVER 43 MILLION!!

Watch for upcoming major TV appearances

"TELLING STORIES"

TRACY CHAPMAN

ALREADY TOP 20 AT:
KMSX/San Diego WBMX/Boston
KHMX/Houston KBBT/Portland
WMXB/Richmond KRZV/Santa Barbara

enough of me

the new
single from
grammy award
nominee

melissa etheridge

CONGRATULATIONS ON YOUR THREE GRAMMY NOMINATIONS
Best Rock Album Best Rock Song Best Female Rock Vocal Performance

**#1 Most Added
Two Weeks
In A Row!!**

David Letterman February 7th
Rosie O'Donnell February 8th

Modern Adult Monitor Debut 37*

KYSR	KZON	KZZO	WMC
WTMX	KYKY	WSNE	WMBX
KLLC	WVRV	KISN	WRMF
KDMX	WSSR	KQMB	KUCD
WBMX	KALC	WPTE	KZPT
KFMB	KBBT	WTIC	WOST

and more!

www.melissaetheridge.com

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Warner Music Group

Most Played Recurrents

- LOU BEGA Mambo No. 5 (A Little Bit Of ...) (RCA)
- GOO GOO DOLLS Slide (Warner Bros.)
- SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)
- SUGAR RAY Every Morning (Lava/Atlantic)
- CITIZEN KING Better Days (And The Bottom Drops Out) (Warner Bros.)
- NATALIE IMBRUGLIA Tom (RCA)
- SARAH MCLACHLAN I Will Remember You (Arista)
- EDWIN MCCAIN I Could Not Ask For More (Lava/Atlantic)
- MATCHBOX 20 Back 2 Good (Lava/Atlantic)
- EAGLE-EYE CHERRY Save Tonight (Work/Epic)
- RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)
- BACKSTREET BOYS I Want It That Way (Jive)
- GOO GOO DOLLS Iris (Warner Sunset/Reprise)
- LENNY KRAVITZ Fly Away (Virgin)
- SHERYL CROW My Favorite Mistake (A&M)
- SHAWN MULLINS Lullaby (SMG/Columbia)
- SPLENDER Yeah, Whatever (C2/Columbia)
- BARENAKED LADIES Get In Line (Elektra/EEG)
- PHIL COLLINS You'll Be In My Heart (Hollywood)
- FASTBALL The Way (Hollywood)

HOT AC

Going For Adds 1/31/00

- BELL, BOOK AND CANDLE Rescue Me (Atlantic)
- JENNIFER BROWN Alive (RCA)
- JONNY LANG Breakin' Me (A&M)
- BOBBY GAYLOR Suicide (Atlantic)

TUNED-IN

HOT AC

R&R/MEDIABASE 24/7



WMMX/Dayton

11am

- BRYAN ADAMS Summer Of '69
- MATCHBOX 20 3am
- JAMES TAYLOR Fire And Rain
- HEART These Dreams
- FASTBALL Out Of My Head
- KENNY LOGGINS Forever
- HOOTIE & THE BLOWFISH I Go Blind
- HARRY CHAPIN Cat's In The Cradle
- FAITH HILL Breathe
- ELTON JOHN Sad Songs (Say So Much)
- EDWIN MCCAIN I Could Not Ask For More
- CLIMAX BLUES BAND I Love You

4pm

- EDDIE MONEY Shakin'
- SANTANA I/ROB THOMAS Smooth
- DOOBIE BROTHERS Listen To The Music
- ALANIS MORISSETTE Ironic
- JOHN WAITE Missing You
- CARS Good Times Roll
- SHANIA TWAIN You're Still The One
- AEROSMITH Dream On
- LOU BEGA Mambo No. 5 (A Little Bit Of...)
- BRYAN ADAMS (Everything I Do) I Do It...
- ROY ORBISON (Oh!) Pretty Woman

8pm

- STRAY CATS Rock This Town
- SANTANA I/ROB THOMAS Smooth
- SHANNON Let The Music Play
- DOBBIE GRAY Drift Away
- FAITH HILL This Kiss
- GOO GOO DOLLS Black Balloon
- MADONNA Crazy For You
- SURVIVOR High On You
- WALLFLOWERS One Headlight
- LEN Steal My Sunshine
- HUEY LEWIS & THE NEWS Heart Of Rock & Roll
- SHANIA TWAIN Man! I Feel Like A Woman!



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Tuesday 1/18. © 2000, R&R Inc.

WZTR/Louisville

11am

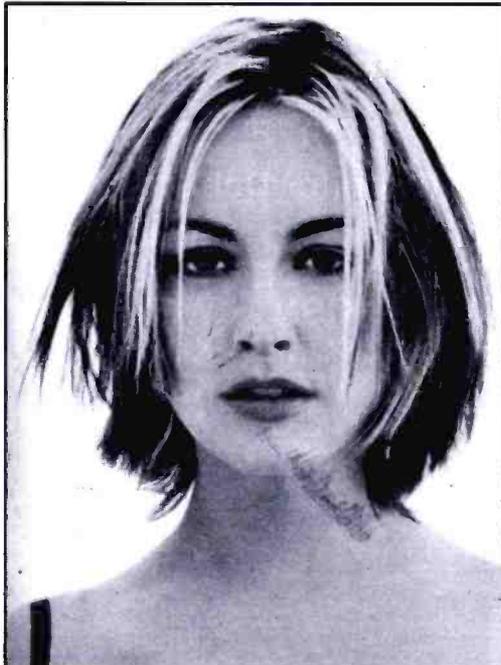
- DEL AMITRI Roll To Me
- TOM BRAXTON Breathe Again
- SIXPENCE NONE THE RICHER Kiss Me
- BRIAN MCKNIGHT Back At One
- PAT BENATAR Shadows Of The Night
- GOO GOO DOLLS Iris
- MATCHBOX 20 3am
- WHISPERS Rock Steady
- SAVAGE GARDEN I Knew I Loved You
- BACKSTREET BOYS Quit Playing Games
- JEWEL Hands
- CHRISTINA AGUILERA What A Girl Wants
- LOU BEGA Mambo No. 5 (A Little Bit Of...)
- NATALIE MERCHANT Carnival

4pm

- MARIAH CAREY Dreamlover
- ALANIS MORISSETTE Head Over Feet
- TRAIN Meet Virginia
- BRITNEY SPEARS Sometimes
- JOURNEY Lovin', Touchin', Squeezin'
- ROBYN Show Me Love
- SUGAR RAY Falls Apart (Run Away)
- LEN Steal My Sunshine
- WHITNEY HOUSTON My Love Is Your Love
- FASTBALL Out Of My Head
- JOHN CDUGAR Jack & Diane
- BRIAN MCKNIGHT Back At One
- HOOTIE & THE BLOWFISH I Go Blind
- BRANDY Almost Doesn't Count

8pm

- ALANIS MORISSETTE Ironic
- CHRISTINA AGUILERA What A Girl Wants
- SARAH MCLACHLAN I Will Remember You
- JOHN COUGAR Hurts So Good
- MARIAH CAREY Always Be My Baby
- BRITNEY SPEARS From The Bottom Of My Broken...
- EDWIN MCCAIN I'll Be
- SANTANA I/ROB THOMAS Smooth
- 99 DEGREES The Hardest Thing
- HEART All I Wanna Do Is Make Love...
- CELINE DION That's The Way It Is
- JANET JACKSON Together Again
- RED HOT CHILI PEPPERS Scar Tissue



Tara MacLean
 "If I Fall"

The first single and video from her forthcoming album *Passenger*

#4 Most Added!

New This Week:

- | | | |
|-------------|-------------|-------------|
| KDMX | WBMX | KBBT |
| WSNE | WRMF | WFKS |
| KCIX | WAEV | WDAQ |

Produced by Malcolm Barn and Bill Bell • Management: Network Management www.network.com www.taramaclean.com hollywoodandvine.com

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Hot AC Playlists

January 28, 2000 R&R • 93

FIND COMPLETE PLAYLISTS FOR ALL HOT AC REPORTERS ON R&R ONLINE MUSIC TRACKING

MARKET #1

WPLJ/New York
ABC
(212) 613-8900
Cuddy/Shannon/Mascaro
12+ Cumc 1,721,000

PLAYS

PL	ARTIST/TITLE	GI (800)
47	MARC ANTHONY/Need to Know	38759
48	COUNTING CROWS/Hangeround	38759
49	SANTANA/FROB THOMAS/Smooth	37968
48	SMASH MOUTH/Then The Morning...	37968
47	GOOD DOLLS/Black Balloon	37177
46	TRAVIS/Meet Virginia	36386
46	FASTBALL/Out of My Head	36386
34	STING/Brand New Day	26694
29	BETH HART/A Song	26103
32	R.E.M./The Great Beyond	25312
31	FLY/Take a Picture	24521
31	THIRD EYE BLIND/Never Let You Go	24521
30	SOXPENCE.../There She Goes	23730
29	SUGAR RAY/Falls Apart (Part 1)	22939
29	SAVAGE GARDEN/If I Knew I Loved You	22939
27	VERTICAL HORIZON/Everything You Want	21357
27	ALANIS MORISSETTE/That I Would Be Good	21357
26	SUGAR RAY/Falls Apart (Part 1)	20696
25	LENNY KRAMITZ/If I Knew I Loved You	19894
24	FOO FIGHTERS/Learn to Fly	17402
24	CELINE DION/That's the Way It Is	17402
24	DAVE MATTHEWS BAND/Crush	15820
17	BLESSD UNION.../Hey Leonardo...	13447
17	LENNY KRAMITZ/If I Knew I Loved You	11865
17	LENNY KRAMITZ/If I Knew I Loved You	11074
14	EAGLE-EYE CHERRY/Save Tonight	11074
14	BARNEAD LADIES/One Week	11074
14	EAGLE-EYE CHERRY/Save Tonight	11074
14	BARNEAD LADIES/One Week	11074
14	TAL BACHMANN/She's So High	11074
13	NATALIE IMBRUGLIA/Torn	10283

MARKET #2

KING/Los Angeles
AMFM
(818) 546-1043
Kaye/Curtis
12+ Cumc 964,700

PLAYS

PL	ARTIST/TITLE	GI (800)
32	40 LONESTAR/Amazed	14042
34	34 SANTANA/FROB THOMAS/Smooth	14042
34	34 JENNIFER LOPEZ/You Got Me	14042
32	32 BRUNO MARS/Back to Back	13629
31	31 MARC ANTHONY/Need to Know	13216
32	32 SAVAGE GARDEN/If I Knew I Loved You	13216
35	35 CELINE DION/That's the Way It Is	13216
32	32 BACKSTREET BOYS/Larger Than Life	12738
30	30 N' SYNC/What's My Age Again?	10738
32	32 SOXPENCE.../There She Goes	9676
29	29 TRAVIS/Turn Me When the Heartache	8260
32	32 SUGAR RAY/Somedy	8260
30	30 TAL BACHMANN/She's So High	7847
18	18 CHRISTINA AGUILERA/Genie in a Bottle	7847
16	16 SOXPENCE.../Kiss Me	7434
17	17 PHIL COLLINS/You'll Be in My Heart	7021
17	17 BACKSTREET BOYS/Want It That Way	7021
17	17 ROBBIE WILLIAMS/Angels	7021
18	18 SYLVIA/Brand New Day	6908
16	16 JENNIFER LOPEZ/You Got Me	6508
1	1 SUGAR RAY/Falls Apart (Part 1)	6195
10	10 CHEER/Beleive	5369
10	10 BACKSTREET BOYS/Show Me	5369
12	12 SMASH MOUTH/Then The Morning...	4866
13	13 LOW BEGAM/Amo No. 5	4866
14	14 LENNY KRAMITZ/If I Knew I Loved You	4130
9	9 JENNIFER LOPEZ/You Got Me	4130
15	15 SUGAR RAY/Somedy	3717
6	6 SHANNA TWAIN/You're Still the One	3717
11	11 FAITH HILL/This Kiss	3717

MARKET #3

KYSR/Los Angeles
AMFM
(818) 955-2000
Perez/Simms/Patky
12+ Cumc 1,256,200

PLAYS

PL	ARTIST/TITLE	GI (800)
61	61 SMASH MOUTH/Then The Morning...	37050
62	62 RED HOT CHILI.../Scar Tissue	37050
44	44 SMASH MOUTH/Then The Morning...	37050
42	42 TRAVIS/Meet Virginia	34020
38	38 STING/Brand New Day	29070
61	61 SUGAR RAY/Somedy	27360
63	63 MARC ANTHONY/Need to Know	22230
63	63 SAVAGE GARDEN/If I Knew I Loved You	22230
41	41 R.E.M./The Great Beyond	21660
37	37 GOOD DOLLS/Black Balloon	21090
37	37 BLINK-182/What's My Age Again?	21090
37	37 FOO FIGHTERS/Learn to Fly	21090
30	30 VERTICAL HORIZON/Everything You Want	19950
32	32 ALANIS MORISSETTE/That I Would Be Good	19380
1	1 BETH HART/A Song	19380
34	34 MACY GRAY/If I	19380
33	33 THIRD EYE BLIND/Never Let You Go	19380
21	21 ALANIS MORISSETTE/That I Would Be Good	16700
21	21 SOXPENCE.../There She Goes	16700
26	26 LENNY KRAMITZ/If I Knew I Loved You	15930
23	23 SUGAR RAY/Falls Apart (Part 1)	10830
10	10 COUNTING CROWS/Hangeround	10830
18	18 SOXPENCE.../Kiss Me	10260
18	18 GOOD DOLLS/Black Balloon	10260
15	15 SUGAR RAY/Falls Apart (Part 1)	10260
15	15 LIT ALY/Am Worst Enemy	10260
21	21 LENNY KRAMITZ/If I Knew I Loved You	10260
37	37 FATBOY SLIM/The Rockstar...	9690
14	14 SHANNA TWAIN/You're Still the One	7480
12	12 EVERLAST/What's My Age Again?	7480

MARKET #4

WTMJ/Chicago
Bonnevillie
(312) 946-1019
James/Kartak
12+ Cumc 823,000

PLAYS

PL	ARTIST/TITLE	GI (800)
52	52 SMASH MOUTH/Then The Morning...	21372
51	49 COUNTING CROWS/Hangeround	20139
41	42 SAVANA TWAIN/You're Still the One	19726
52	48 BARENAID LADIES/Get in Line	19726
43	44 FOO FIGHTERS/Learn to Fly	18064
43	43 STING/Brand New Day	17673
34	42 COLLECTIVE SOUL/Fun	17262
42	42 BETH HART/A Song	17262
44	42 R.E.M./The Great Beyond	17262
37	37 SPLINDE/What's My Age Again?	15927
22	22 CRED/Higher	19199
13	20 THIRD EYE BLIND/Never Let You Go	19199
13	20 ALANIS MORISSETTE/That I Would Be Good	19199
27	27 MICHAEL MUTCHINS/Genie in a Bottle	11097
28	28 MATT WELLS/What Matters	10275
30	28 JARS OF FLAY/Underneath It All	10275
23	23 GAS GANES/Queen	10275
22	22 BREE SHARP/America	9042
21	21 LEONARDO/Hey Leonardo...	8902
21	21 SANTANA/FROB THOMAS/Smooth	8631
12	21 MELISSA THE BRIDGE/Enough of Me	8631
19	19 PRETENDERS/Human	7809
19	19 EDWIN MCCAIN/You Be Young	6987
19	19 LEONARDO/Hey Leonardo...	6576
15	15 OLD D'S/Amo No. 5	6576
14	14 INDO GIRLS/Peace Tonight	6165
18	18 TRAVIS/Meet Virginia	6165
18	18 TRAVIS/Meet Virginia	6165
19	19 SARAH MCLACHLAN/If I Remember You	6165
19	19 BLINK-182/What's My Age Again?	6165

MARKET #5

KIOI/San Francisco
AMFM
(415) 538-1013
Lawrence/Tygg
12+ Cumc 543,000

PLAYS

PL	ARTIST/TITLE	GI (800)
41	41 BRIAN MCKENNA/Back to Back	10062
42	42 SANTANA/FROB THOMAS/Smooth	9878
41	41 SAVANA TWAIN/You're Still the One	9878
42	42 TAL BACHMANN/She's So High	8892
34	34 SUGAR RAY/Somedy	7956
31	31 SOXPENCE.../There She Goes	7564
33	33 BACKSTREET BOYS/Larger Than Life	7020
30	30 LOU BEGAM/Amo No. 5	7020
29	29 BACKSTREET BOYS/Show Me	6186
26	26 LIT ALY/Am Worst Enemy	6084
25	25 JENNIFER LOPEZ/You Got Me	6084
26	26 TRAVIS/Turn Me When the Heartache	6084
25	25 N' SYNC/What's My Age Again?	5850
25	25 N' SYNC/What's My Age Again?	5850
13	25 MARC ANTHONY/Need to Know	5850
26	26 CELINE DION/That's the Way It Is	5850
22	22 GOOD DOLLS/Black Balloon	5148
22	22 CHRISTINA AGUILERA/Genie in a Bottle	5148
22	22 SMASH MOUTH/Then The Morning...	4866
22	22 JENNIFER LOPEZ/You Got Me	4270
22	22 CHRISTINA AGUILERA/Genie in a Bottle	4270
17	17 OBER/Beleive	3978
17	17 SHANNA TWAIN/You're Still the One	3978
17	17 JENNIFER LOPEZ/You Got Me	3978
17	17 BACKSTREET BOYS/Want It That Way	3978
17	17 BRITNEY SPEARS.../Baby One More Time	3042
11	17 SB DEGRASS/What's My Age Again?	3042
11	11 RICKY MARTIN/If I Remember You	3042
11	11 SHANNA TWAIN/You're Still the One	2908
11	11 FAITH HILL/This Kiss	2908

MARKET #6

KLLC/San Francisco
Infinity
(415) 765-4097
Kaplan/Stockell
12+ Cumc 548,000

PLAYS

PL	ARTIST/TITLE	GI (800)
17	17 COUNTING CROWS/Hangeround	9800
30	30 STING/Brand New Day	9306
32	32 SANTANA/FROB THOMAS/Smooth	9094
30	30 TOMMY LEMMON/What I Want	7410
29	29 ALANIS MORISSETTE/That I Would Be Good	7163
24	24 GOOD DOLLS/Black Balloon	6916
22	22 SARAH MCLACHLAN/If I Remember You	6916
23	23 FATBOY SLIM/The Rockstar...	5681
23	23 BETH HART/A Song	5681
22	22 CARLA LUTTI/Am I	5434
22	22 SUGAR RAY/Falls Apart (Part 1)	5187
21	21 TRAVIS/Meet Virginia	5187
21	21 FROM APPLE/Just As You Can	5187
20	20 GUSTAF/Brand of a Gun...	4940
20	20 LEONARDO/Hey Leonardo...	4940
19	19 J.B. HENRI/What's My Age Again?	4693
19	19 DODD/Hey Leonardo...	4693
19	19 FILTER/Take a Picture	4693
16	19 MACY GRAY/If I	4693
16	16 NATALIE IMBRUGLIA/Am Sweet	4446
16	16 L'EVANS/What's My Age Again?	4446
16	16 JERRY/You Make Me Feel	4446
17	17 MCBY/You're	4446
19	19 FOO FIGHTERS/Learn to Fly	4446
18	18 STING/Brand New Day	4446
13	18 THIRD EYE BLIND/Never Let You Go	4446
16	16 SUGAR RAY/Falls Apart (Part 1)	3952
17	17 SHERYL CROW/My Favorite Mistake	3952
16	16 SOXPENCE.../There She Goes	3952
19	19 SMASH MOUTH/Then The Morning...	3952

MARKET #7

KOMX/Dallas-Ft. Worth
Clear Channel
(972) 991-1029
James/Thomas
12+ Cumc 527,300

PLAYS

PL	ARTIST/TITLE	GI (800)
42	42 GOOD DOLLS/Black Balloon	5500
27	27 SANTANA/FROB THOMAS/Smooth	5200
26	26 TAL BACHMANN/She's So High	5200
26	26 L'EVANS/What's My Age Again?	5060
26	26 LENNY KRAMITZ/If I Knew I Loved You	4840
24	24 COUNTING CROWS/Hangeround	4840
26	26 SOXPENCE.../There She Goes	4840
9	9 TOMMY LEMMON/What I Want	4400
14	14 NEW RADICALS/Am You Get What You...	3740
11	11 MCH/Brand New Day	3520
14	14 EAGLE-EYE CHERRY/Save Tonight	3520
13	13 CELINE DION/That's the Way It Is	3300
14	14 NATALIE IMBRUGLIA/Torn	3000
14	14 FASTBALL/Out of My Head	3000
10	10 GOOD DOLLS/Black Balloon	3000
14	14 BACKSTREET BOYS/Want It That Way	2800
14	14 EFTEL/Genie in a Bottle	2800
13	13 GOOD DOLLS/Black Balloon	2800
13	13 CITIZEN KING/Beleive	2800
9	9 SUGAR RAY/Somedy	2800
12	12 SMASH MOUTH/Then The Morning...	2640
12	12 TRAVIS/Meet Virginia	2640
11	11 CHERRY/Beleive	2640
13	13 SAVAGE GARDEN/If I Knew I Loved You	2640
11	11 UP/Somedy	2420
13	13 SHANNA TWAIN/You're Still the One	2420
11	11 SUGAR RAY/Falls Apart (Part 1)	2420
10	10 LOU BEGAM/Amo No. 5	2420
9	9 BRIAN SETZER ORCH./Jump, Live, and Wal	2200
10	10 BARENAID LADIES/Get in Line	2200

MARKET #8

WRDQ/Orlando
Infinity
(407) 779-2000
Kasbar/Kubacki
12+ Cumc 881,000

PLAYS

PL	ARTIST/TITLE	GI (800)
42	42 SANTANA/FROB THOMAS/Smooth	14664
42	42 EFTEL/Genie in a Bottle	11856
37	37 MARC ANTHONY/Need to Know	11544
29	29 GOOD DOLLS/Black Balloon	10920
33	33 SUGAR RAY/Somedy	10608
33	33 LEONARDO/Hey Leonardo...	10608
22	22 SARAH MCLACHLAN/If I Remember You	10296
30	30 RED HOT CHILI.../Scar Tissue	9672
21	21 TRACY CHAPMAN/Telling Stories	9672
36	36 TRAVIS/Meet Virginia	9060
14	14 STING/Brand New Day	8700
20	20 T.L.C./Unpretty	9048
23	23 MACY GRAY/If I	9048
20	20 GOOD DOLLS/Black Balloon	8736
24	24 GUSTAF/Brand of a Gun...	8112
14	14 LEONARDO/Hey Leonardo...	7800
20	20 SMASH MOUTH/Then The Morning...	7800
19	19 FILTER/Take a Picture	7488
25	25 CITIZEN KING/Beleive	6552
16	16 TAL BACHMANN/She's So High	6240
16	16 SUGAR RAY/Somedy	5616
16	16 MADONNA/Beautiful Stranger	5616
15	15 CELINE DION/That's the Way It Is	5616
15	15 SOXPENCE.../Kiss Me	5304
15	15 SMASH MOUTH/Then The Morning...	5304
19	19 VERTICAL HORIZON/Everything You Want	5304
17	17 SAVAGE GARDEN/If I Knew I Loved You	5304
10	10 NATALIE IMBRUGLIA/Torn	4992
11	11 DAVE MATTHEWS BAND/Say (Singing Time)	4992
14	14 EVERLAST/What's My Age Again?	4992

MARKET #9

WRDQ/Washington, DC
ABC
(202) 506-3100
Kasbar/Parler
12+ Cumc 997,100

PLAYS

PL	ARTIST/TITLE	GI (800)
32	32 GOOD DOLLS/Black Balloon	9928
33	33 TAL BACHMANN/She's So High	9636
32	32 SANTANA/FROB THOMAS/Smooth	9636
31	31 FASTBALL/Out of My Head	8760
31	31 SOXPENCE.../There She Goes	8468
23	23 SMASH MOUTH/Then The Morning...	8128
23	23 BETH HART/A Song	6716
22	22 SAVAGE GARDEN/If I Knew I Loved You	6424
22	22 STING/Brand New Day	6424
21	21 MARC ANTHONY/Need to Know	6132
21	21 COUNTING CROWS/Hangeround	6132
21	21 TRAVIS/Meet Virginia	5840
20	20 SUGAR RAY/Somedy	5840
22	22 L'EVANS/What's My Age Again?	5840
18	18 LOU BEGAM/Amo No. 5	5840
3	3 SAVAGE GARDEN/If I Knew I Loved You	5548
3	3 SMASH MOUTH/Then The Morning...	5548
14	14 BACKSTREET BOYS/Want It That Way	5256
14	14 EAGLE-EYE CHERRY/Save Tonight	4380
14	14 NATALIE IMBRUGLIA/Torn	4088
13	13 SUGAR RAY/Somedy	4088
12	12 FAITH HILL/This Kiss	3796
12	12 SEMSONIC/Closing Time	3796
11	11 GOOD DOLLS/Black Balloon	3796
11	11 SUGAR RAY/Somedy	3796
10	10 UP/Somedy	3212
11	11 SHANNA TWAIN/You're Still the One	3212
9	9 EVERYTHING/Am Worst Enemy	2920
11	11 SHERYL CROW/My Favorite Mistake	2920
7	7 FASTBALL/Out of My Head	2628

MARKET #10

KHMX/Mesa-Gilbert
Clear Channel
(713) 790-0965
Trapp/Owens/Bradley
12+ Cumc 508,000

PLAYS

PL	ARTIST/TITLE	GI (800)
42	42 SANTANA/FROB THOMAS/Smooth	12943
41	41 MARC ANTHONY/Need to Know	12642
42	42 TAL BACHMANN/She's So High	12642
35	35 STING/Brand New Day	11739
30	30 COLLECTIVE SOUL/Fun	11438
30	30 SMASH MOUTH/Then The Morning...	11438
26	26 THIRD EYE BLIND/Never Let You Go	10530
32	32 SAVAGE GARDEN/If I Knew I Loved You	9933
31	31 SMASH MOUTH/Then The Morning...	9632
28	28 VERTICAL HORIZON/Everything You Want	7529
28	28 RICKY MARTIN/If I Remember You	7529
24	24 GOOD DOLLS/Black Balloon	7224
24		

Top 20

POP/ALTERNATIVE

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ ADDS
			TW	LW	
1	1	SANTANA F/ROB THOMAS Smooth (Arista) 1609 1647 34/0			
2	2	SMASH MOUTH Then The Morning Comes (Interscope) 1568 1555 35/0			
3	3	COUNTING CROWS Hanginaround (DGC/Geffen) 1528 1517 35/0			
4	4	TRAIN Meet Virginia (Aware/Columbia) 1356 1280 34/0			
5	5	GOO GOO DOLLS Black Balloon (Warner Bros.) 1324 1223 33/0			
6	6	R.E.M. The Great Beyond (Warner Bros.) 1162 1161 35/0			
7	7	FOO FIGHTERS Learn To Fly (Roswell/RCA) 1156 1092 35/0			
10	8	FILTER Take A Picture (Reprise) 1088 1032 35/1			
12	9	VERTICAL HORIZON Everything You Want (RCA) 1071 940 34/0			
9	10	STING Brand New Day (A&M) 1071 1033 31/1			
8	11	BETH HART L.A. Song (143/Lava/Atlantic) 986 1073 31/0			
11	12	SAVAGE GARDEN I Knew I Loved You (Columbia) 958 959 26/0			
19	13	THIRD EYE BLIND Never Let You Go (Elektra/EEG) 916 702 34/1			
13	14	SUGAR RAY Someday (Lava/Atlantic) 819 868 30/0			
15	15	SUGAR RAY Falls Apart (Run Away) (Lava/Atlantic) 808 751 33/0			
14	16	LEN Steal My Sunshine (Work/Epic) 744 851 29/0			
17	17	MARC ANTHONY I Need To Know (Columbia) 743 724 22/0			
-	18	ALANIS MORISSETTE That I Would... (Maverick/Reprise) 685 663 30/0			
18	19	TONIC You Wanted More (Universal) 650 705 19/0			
20	20	TAL BACHMAN She's So High (Columbia) 616 674 30/0			



35 Pop/Alternative reporters. Songs ranked by total plays for the airplay week of Sunday 1/16-Saturday 1/22. © 2000, R&R Inc.

TUNED-IN

POP/ALTERNATIVE

R&R/MEDIABASE 24/7

STAR 101

KVSR/Fresno, CA

3am

MARCY PLAYGROUND Sex & Candy
 DEL AMITRI Roll To Me
 ALANIS MORISSETTE That I Would Be Good
 SHANIA TWAIN You're Still The One
 TRAIN Meet Virginia
 FIONA APPLE Fast As You Can
 SUGAR RAY Someday
 EDIE BRICKELL & NEW BOHEMIANS What I Am
 THIRO EYE BLIND How's It Going To Be?
 BETH HART L.A. Song
 OES'REE You Gotta Be
 COUNTING CROWS Hanginaround
 PEARL JAM Last Kiss
 SHERYL CROW Leaving Las Vegas

4pm

BARENAKED LADIES One Week
 FOO FIGHTERS Learn To Fly
 EDWIN MCCAIN Solitude
 PAULA COLE I Don't Want To Wait
 COUNTING CROWS Hanginaround
 SHERYL CROW My Favorite Mistake
 FASTBALL Out Of My Head
 VERTICAL HORIZON Everything You Want
 ALANIS MORISSETTE Ironic
 SMASH MOUTH All Star
 SANTANA I/ROB THOMAS Smooth
 EURYTHMICS Who's That Girl

8pm

EVE 6 Inside Out
 MELISSA ETHERIDGE I Want To Come Over
 SARAH MCLACHLAN Sweet Surrender
 FOO FIGHTERS Learn To Fly
 EMF Unbelievable
 EIFFEL 65 Blue (Da Ba Dee)
 SEMISONIC Closing Time
 SEAL Kiss From A Rose
 GOO GOO DOLLS Black Balloon
 FIONA APPLE Fast As You Can
 VERTICAL HORIZON Everything You Want
 WHEN IN ROME The Promise
 SIXPENCE NONE THE RICHER Kiss Me

11am

SUGAR RAY Every Morning
 EAGLE-EYE CHERRY Save Tonight
 TRACY CHAPMAN Give Me One Reason
 VERTICAL HORIZON Everything You Want
 THIRO EYE BLIND Semi-Charmed Life
 IMANI COPPOLA Legend Of A Cowgirl
 MACY GRAY I Try
 LENNY KRAVITZ Fly Away
 ALANIS MORISSETTE Thank U
 WALLFLOWERS One Headlight
 FILTER Take A Picture
 TALKING HEADS Once In A Lifetime



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Tuesday 1/18. © 2000, R&R Inc.

New & Active

MACY GRAY I Try (Epic)
 Total Plays: 453, Total Stations: 23, Adds: 2

EIFFEL 65 Blue (Da Ba Dee) (Republic/Universal)
 Total Plays: 338, Total Stations: 13, Adds: 0

EDWIN MCCAIN Go Be Young (Lava/Atlantic)
 Total Plays: 307, Total Stations: 23, Adds: 1

CREED Higher (Wind-up)
 Total Plays: 301, Total Stations: 15, Adds: 0

BLINK-182 All The Small Things (MCA)
 Total Plays: 265, Total Stations: 16, Adds: 0

MELISSA ETHERIDGE Enough Of Me (Island/IDJMG)
 Total Plays: 242, Total Stations: 26, Adds: 7

COLLECTIVE SOUL Needs (Atlantic)
 Total Plays: 232, Total Stations: 13, Adds: 1

TRACY CHAPMAN Telling Stories (Elektra/EEG)
 Total Plays: 214, Total Stations: 18, Adds: 6

CELINE DION That's The Way It Is (550 Music/Epic)
 Total Plays: 213, Total Stations: 12, Adds: 0

JARS OF CLAY Unforgettable You (Essential/Silvertone)
 Total Plays: 210, Total Stations: 15, Adds: 0

Songs ranked by total plays

Contributing Stations

KPEK/Albuquerque, NM
 KAMX/Austin, TX
 KLLY/Bakersfield, CA
 WBMX/Boston, MA
 WLNR/Charlotte, NC
 WTMX/Chicago, IL
 KKPW/Corpus Christi, TX
 KALC/Denver-Boulder, CO
 WOST/Ft. Myers-Naples, FL
 KVSR/Fresno, CA
 WVTI/Grand Rapids, MI
 WKSJ/Greensboro, NC

KUCD/Honolulu, HI
 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
 KBST/Portland, OR
 KLCA/Reno, NV
 WZNE/Rochester, NY

KZZO/Sacramento, CA
 WVRV/St. Louis, MO
 KOMB/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

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Send resumes to : Attn: Sky Daniels
 E-mail: sky@rronline.com E.O.E.





CAROL ARCHER
archer@rronline.com

Seth Godin: Permission Marketing Is Radio's Wave Of The Future

Yahoo! VP/Direct Marketing says tomorrow's winners must engage listeners in dialogue

Seth Godin's *Permission Marketing* is the best-selling Internet marketing book ever published, topping sales in the field for the past six months. Here Godin discusses how radio can use digital permission marketing to strengthen ratings and revenue, the truth about dot-com business, why radio websites are completely misguided and more.

Godin refers to traditional advertising — from radio and TV commercials to annoying dinner-time telemarketing calls — as "interruption marketing," because it is based on the hope of distracting your attention from whatever you are doing and snaring a fragment of your most precious commodity: time.



Seth Godin

The principles governing permission marketing are very different. They represent a fundamentally new way of thinking about advertising.

What Is Permission Marketing?

Godin describes this litmus test for permission marketing:

- Every marketing effort should encourage a learning relationship with customers and invite them to "raise their hands" and begin communication with you.
- You must have a database and track the number of people who have given you permission to communicate with them.
- If you have their permission, ask yourself whether you have anything to say. You need a marketing curriculum to teach people about your product.
- Once you've secured customers, always seek to expand their permission and communicate more effectively with them.

"Radio people say their concern is increasing their ratings, but what is more relevant is to stop trying to find customers for your product and to try to find products for your customers."

"We're not talking about how to use a new tactic to do the old business," Godin begins. "The people who are going to win are the ones who completely redefine the business that they are in because the tactic exists. Four thousand years ago, if you got hungry, you went hunting. One thousand years ago we realized

that we'd starve if everyone hunted, so we became farmers. Everyone realizes farming is the way to go, except marketers, who insist on hunting.

"Every time you want Arbitron numbers to go up or to sell more widgets, what do you do? You go hunting, interrupting a bunch of strangers and shaking them until they give you their money or their time. That's broken! Permission marketing won't go very far to help a business with that mind-set. Radio people say their concern is increasing their ratings, but what is more relevant is to stop trying to find customers for your product and to try to find products for your customers.

"How do we create a new radio world in which listeners come to stations to solve their problems? Problems might be anything from where to get entertainment to how to save money when going out for dinner. If a station has a million listeners, and it's extracting \$8 in value a month from them in advertising revenues, the question is how to make another \$8 by providing them with other services. That would make them worth more to us, so we can spend more to keep them loyal, to find out what they want and to build a circular relationship that's a dialogue, not a monologue.

"I might listen to a station that gives me a savings card that I can use at any advertiser to get 5% or 10% off a purchase. Now there's a way for an advertiser to understand that by working through the station they can get more of a customer's

"If a station has a million listeners, and it's extracting \$8 in value a month from them in advertising revenues, the question is how to make another \$8 by providing them with other services."

attention and build a relationship with them. Radio has the opportunity — if it hurries — to be one of the few media outlets that a consumer actually gives permission to. Yahoo! has more than 72 million registered users; how many does your radio station have?"

The Biggest Club In Town

"When listeners opt in by signing up for a contest, that's a beginning, but most stations think it's an expense to use the information for marketing. They don't understand that could be their entire business. If they use their airwaves to build the biggest club in town — one that people have given their permission to and pay attention to — and create a multichannel way to talk to customers, not just on-air, they've built a really valuable asset.

"Most radio station websites are a complete and utter waste of time and money, because they try to put a TV show that's a money hole on the web when the site could be a center place where people interact. Let's say I belong to a station and have said I want to be told by e-mail about any event happening in my ZIP code. How much could you sell that for?"

"Now you can go to advertisers and tell them you're sending 'x'

"Congratulations on getting all that Internet dot-com money on radio, but most of it is completely wasted. They got confused between driving people to their sites — which I believe is impossible to do on the radio — and building a brand, which is not that hard to do with radio. They focused on the first and ignored the second, so they wasted all their money."

number of e-mails that can include their announcements or coupons. If I book acts at the L.A. Coliseum, and you're telling me I can send an e-mail to every Kenny G fan in town for a nickel a person, I'm in! You could have started building that asset five years ago, but you didn't, because you didn't view it as an investment.

"I can also see going to a group of listeners and saying, in effect, 'If you're with us, we'll send you the announcements, offers and coupons you want. We'll also play the music you like. We're going to build this radio station not for everybody, but just for people who are willing to interact.' If the station had half the listeners of others but five times the responsiveness to advertising, they could raise their rates. Suddenly there would be a real benefit to belonging, which would be that listeners could pick what they wanted to hear."

Testing Every Day

"The Internet is the best direct-marketing medium there ever was. When I was doing this, I was testing everything we ever did, testing every day. We didn't have to do an offline test to check a promotion's effectiveness. If we had 200,000 people in a promotion, instead of sending everyone the same note, we sent everyone one note except for 6,000 people who got a different note. If that note beat the control, it became the control.

"We built one website where we needed a 3% opt-in rate to break even, but we only got a 2% opt-in. So we started testing every element on the page in real time. The test began on a Monday, and by the time we went home on Friday, the opt-in rate had gone to 39%, a 20-fold increase in response rate, because we tested. Online, testing is free. As a PD, I could send an e-mail with an audio clip of some new music to my members, and I'd find out within an hour if people liked it even before I put it on the air once!

"On the Internet there's a cadre of almost five million 'early adopters' who want to do something new, cool and unique. They might never talk to a telemarketer, but they are willing to do something on a computer that they wouldn't do in a different medium. That won't last forever, so

the challenge for marketers is to start with those folks, but to get mainstream as soon as possible. With permission marketing via e-mail, you are never, ever sending spam or writing to someone who doesn't want to hear from you.

"I made my publisher do something they didn't want to do: If you send an e-mail to www.permission.com, you get a third of my book for free within 45 seconds. The reason I did it was to illustrate how permission marketing works. By giving you something for free that's worth five or 10 bucks, I've given you bait in exchange for some of your time. I never rent, sell or use the address again. The feeling is, you'll read a third of my book, then buy it. 100,000 people sent me an e-mail, and that's what made it a bestseller. When you can do something that simple to make something as inexpensive as a book work, why isn't every radio station in America doing that?"

"Since I wrote the book two years ago, I've rethought one thing: In the book I dismissed the idea of interruption marketing to build a brand. After Yoyodyne was acquired by Yahoo!, I discovered that the Yahoo! brand doubled the response rate of what we were doing before in one day. Interruption marketing does matter, but it needs to be treated separately.

"Congratulations on getting all that Internet dot-com money on radio, but most of it is completely wasted. They got confused between driving people to their sites — which I believe is impossible to do on the radio — and building a brand, which is not that hard to do with radio. They focused on the first and ignored the second, so they wasted all their money."

Editor's note: My thanks to Ralph Stewart for bringing Permission Marketing to my attention and for participating in the discussion with Godin that resulted in this column.

TALK BACK TO R&R!

Do you have questions, comments or feedback regarding this column or other issues?
Call me at (310) 788-1665
or e-mail:
archer@rronline.com

R&R NAC/Smooth Jazz Top 30

January 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (R)	WEEKS ON CHART	TOTAL STATIONS/ADDS
	1	DAVID BENOIT Miles After Dark (GRP/VMG)	863	+44	100760	11	42/1
	2	JOYCE COOLING Callie (Heads Up)	742	-67	84380	15	38/0
	3	KIM WATERS Secrets Told (Shanachie)	715	+112	69823	12	39/0
	4	RICHARD ELLIOT On The Fly (Blue Note)	671	+51	87606	9	42/0
	5	CHUCK LOEB High Five (Shanachie)	632	+17	62685	21	34/0
	6	BRIAN CULBERTSON Back In The Day (Atlantic)	606	-108	86747	17	37/0
	7	KENNY G Stranger On The Shore (Arista)	590	+65	78921	10	33/0
	8	KENNY GARRETT Simply Said (Warner Bros.)	556	+25	65419	11	38/0
	9	BONEY JAMES Boneyizm (Warner Bros.)	532	+44	84204	5	39/1
	10	BRIAN MCKNIGHT Back At One (Motown)	524	-21	60649	17	36/0
	11	GOTA Let's Get Started (Instinct)	459	-87	58432	20	29/0
	12	NORMAN BROWN Paradise (Warner Bros.)	444	+31	45954	5	36/1
	13	KIRK WHALUM That's The Way Love Goes (Warner Bros.)	420	-70	49413	15	34/1
Breaker	14	WALTER BEASLEY Nice And Easy (Shanachie)	415	+53	39740	6	32/0
	15	CHRIS BOTTI Why Not (GRP/VMG)	383	+33	61377	4	36/1
	16	SPECIAL EFX Bella (Shanachie)	370	-26	45395	12	30/0
	17	BOB JAMES What's Up (Warner Bros.)	357	-48	34984	17	30/0
	18	BRIAN CULBERTSON FLORI PERRY Get'n Over You (Atlantic)	345	+26	24295	8	25/1
Debut	19	STEELY DAN What A Shame About Me (Giant/Reprise)	342	+248	28625	1	30/6
	20	STEVE COLE It's Gonna Be Alright (Bluemoon/Atlantic)	335	+42	52258	5	30/1
	21	DAVE KOZ Together Again (Capitol)	302	-106	30030	20	25/0
	22	GROVER WASHINGTON JR. The Night Fantastic (Columbia)	290	+10	40717	7	23/0
	23	SPYRO GYRA Breezeway (Windham Hill Jazz)	245	+11	24880	8	20/0
Debut	24	LARRY CARLTON Fingerprints (Warner Bros.)	233	+201	32942	1	31/10
Debut	25	DAVE KOZ Surrender (Capitol)	221	+110	23011	1	31/7
	26	GERALD VEASLEY Valdez In The Country (Heads Up)	221	+21	28186	2	24/2
	27	LEO GANDELMAN Rise (Jazzica)	218	+28	22830	4	19/3
	28	ERIC CLAPTON Blue Eyes Blue (Columbia/Reprise)	212	-26	17636	19	17/0
	29	BRIAN HUGHES Shakin' Not Stirred (Higher Octave)	205	-33	15063	10	17/1
	30	JAZZMASTERS Nightcrawler (Hardcastle/Trippin 'N' Rhythm)	202	+14	17088	3	20/2

Most Added

ARTIST TITLE LABEL(S)	ADDS
LARRY CARLTON Fingerprints (Warner Bros.)	10
DAVE KOZ Surrender (Capitol)	7
PAUL TAYLOR Avenue (Peak/Unity/N-Coded)	7
AL JARREAU Just To Be Loved (GRP/VMG)	7
STEELY DAN What A Shame About Me (Giant/Reprise)	6
DWIGHT SILLS Desert Skies (Citylights)	6
MARC ANTOINE Palm Strings (GRP/VMG)	4
LEO GANDELMAN Rise (Jazzica)	3
GERALD VEASLEY Valdez In The Country (Heads Up)	2
JAZZMASTERS Nightcrawler (Hardcastle/Trippin 'N' Rhythm)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
STEELY DAN What A Shame About Me (Giant/Reprise)	+248
LARRY CARLTON Fingerprints (Warner Bros.)	+201
KIM WATERS Secrets Told (Shanachie)	+112
DAVE KOZ Surrender (Capitol)	+110
MARC ANTOINE Palm Strings (GRP/VMG)	+105
PAUL TAYLOR Avenue (Peak/Unity/N-Coded)	+68
KENNY G Stranger On The Shore (Arista)	+65
WALTER BEASLEY Nice And Easy (Shanachie)	+53
RICHARD ELLIOT On The Fly (Blue Note)	+51
VANN JOHNSON All The Above (1022)	+47

43 NAC/Smooth Jazz reporters. Songs ranked by total plays for the airplay week of Sunday 1/16-Saturday 1/22. 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 2000, The Arbitron Company). © 2000, R&R Inc.

Now & Active

PETER WHITE San Diego (Columbia)
Total Plays: 168, Total Stations: 15, Adds: 1

SANTANA El Farol (Arista)
Total Plays: 162, Total Stations: 17, Adds: 2

'N SYNC W/GLORIA ESTEFAN Music Of My Heart (Epic)
Total Plays: 152, Total Stations: 10, Adds: 1

EARL KLUGH F/ROBERTA FLACK Now And Again (Windham Hill Jazz)
Total Plays: 145, Total Stations: 12, Adds: 0

MARC ANTOINE Palm Strings (GRP/VMG)
Total Plays: 121, Total Stations: 16, Adds: 4

BONA FIDE The Avenue (N-Coded)
Total Plays: 120, Total Stations: 14, Adds: 1

GEORGE MICHAEL Roxanne (Aegean/Virgin)
Total Plays: 85, Total Stations: 8, Adds: 2

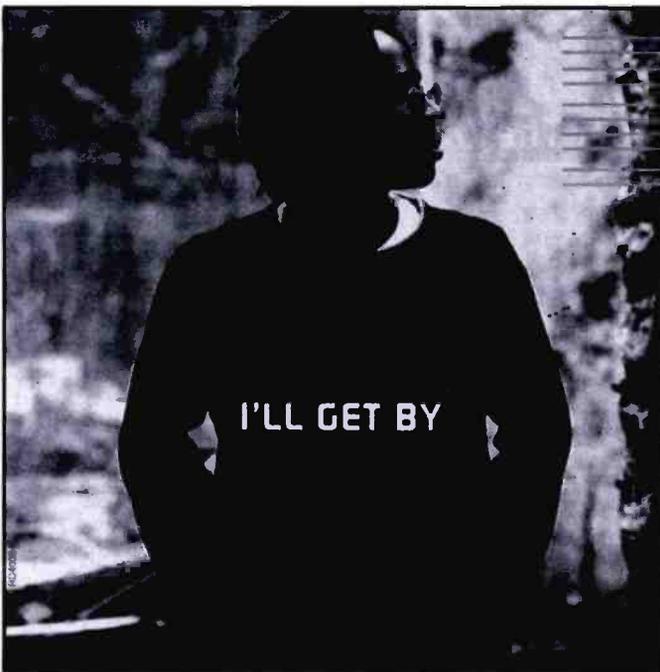
PAUL TAYLOR Avenue (Peak/Unity/N-Coded)
Total Plays: 84, Total Stations: 17, Adds: 7

Songs ranked by total plays

Breakers.

WALTER BEASLEY		CHART
Nice And Easy (Shanachie)		
TOTAL PLAY/INCREASE	TOTAL STATIONS/ADDS	
415/53	32/0	14

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.



OLIVER

I'LL GET BY

Add Date:
February 7th

National Promotion: Jack Ashton Image Consultants 323.658.6580
All That Jazz 310.395.6995
Kim Clark Promotion 856.401.9262



NAC notes

with Carol Archer

David Benoit's "Miles Ahead" (GRP/VMG) holds the top slot for another week, but at 3* with an increase of 112 plays. **Kim Waters' "Secrets Told"** (Shanachie) is likely to unseat him in the next week or two. Elsewhere in the top 10, **Boney James' "Boneyizm"** (Warner Bros.) catapults 12-9*.

Steely Dan's "What a Shame About Me" (Giant/Reprise) is not only the week's highest debut at 19*, it's by far the Most Increased at +248 plays — and it earned six new adds, including WJZF/Atlanta. Rotation increases continue to impress: WJZW/Washington a-18; KWJZ/Seattle a-15 and KMGQ/Santa Barbara a-24!

Larry Carlton's "Fingerprints" (Warner Bros.) follows closely as it debuts at 24*. It's second Most Increased with +201 and is top Most Added with 10 new adds, including WJCD/Nor-

folk and WLOQ/Orlando.

Dave Koz's "Surrender" (Capitol) is making noticeable gains, too. This track, an electrifying follow-up to Koz's recent No. 1 "Together Again," debuts at 25*, is third Most Increased at +110 and gets seven new adds, including KIFM/San Diego and WJCD.

Tied with Koz among the Most Added is **Paul Taylor's "Avenue"** (Peak/Unity/N-Coded). Seven new adds include KKSJ/San Francisco, KIFM, KHHH/Denver and WLOQ.

New and highly noteworthy: **Urban Knights'** stirring "Sweet Home Chicago" (Narada), a classic guaranteed to enliven the airwaves; **Brian Tarquin's "Tangled Web"** (Instinct), a fine tune featuring suave, melodic interplay between Tarquin's signature guitar and the trumpet figures of Damon Brown; **Jim Brickman's "Part of My Heart"** (Windham Hill Jazz), replete with discreet guitar and percussion embellishment and a running time of a mere 2:35, barely longer than your jingles; and "Pavane" (Astor Place), a modern interpretation of a melody by the late-19th-century composer Gabriel Faure, read here by **Marc Antoine** with exquisite tenderness.

Up

Chris Standring
Hip Sway
Instinct

Guitarist **Chris Standring's** *Hip Sway* balances a hint of soul-retro with a current, smooth sound. The moderate-tempo title track has a bright and articulate guitar sound grounded by **Richard Elliott's** earthy tenor sax, a combination that cuts through without requiring undue volume or high notes. The "way funky" breakdown halfway through keeps listeners on their toes before the track returns to a more familiar ensemble sound via discolike strings. While having enough deep tones and arrangement to help audiophiles redline the cabs, there's a refreshing openness that keeps the amiable, happy-go-lucky sound of "Hip Sway" light. "Glamour Girls" owes its satisfying vintage texture to the subdued rhythm organ and a sweet horn arrangement, and the good-humored "Pins and Needles" is like up-tempo **James Brown** for NAC. Chris' website is at www.chrisstandring.com.



When it comes to new music, two outspoken proponents are **KJZY/Santa Rosa, CA MD Rob Singleton** and **OpTimum VP Bob O'Connor**. Here's what appeals to each currently.

"I've been a big **Phoebe Snow** fan from the time of her first album, when I was jazz MD of **KRE/Berkeley**," Singleton begins. "I sure like her song 'Swept Away' on **Robert Lamm's** CD *In My Head* (Mystic Music). This song fits Smooth Jazz perfectly. During our morning show we have a feature called 'New on Tuesday,' where we test some new music on the audience. We give away prizes to encourage them to participate. Usually when we test vocals — which we do to test where the boundaries are for pop and jazz vocals — they always score about 50/50 positive to negative, but this one was completely positive except for one caller who didn't like any vocals. We don't announce the artist, so it was also encouraging to hear so many people say, 'Gosh, it's great to hear Phoebe Snow back on the radio.' The song uses her talents perfectly."

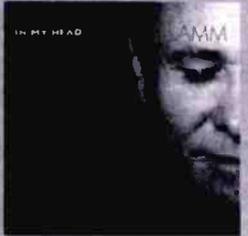
"Another one we tested that scored very well was **Diana Krall's "Popsicle Toes"** (GRP). I know it's one people either love or hate. Diana Krall's version is different enough from **Michael Franks'** original that even if you don't like the song, you'll probably like what she does with it. Plus, since Krall's up for a Grammy for Album of the Year, we thought it made sense to play it. It's got a great jazz feel to it, which is great for us, since we tend to lean more jazz on vocals, because we have an AC sister station. As a jazz programmer, I enjoy it so much more than playing the vocals you hear on all the other stations."

"I also love the **Larry Carlton**, which we went right on," Singleton concludes. "It's in the groove from the get-go, very good stuff. I want to hear more of the **Club 1600** CD (N-Coded) with **David Mann** on sax, because it looks like it's produced by **Rex Rideout**, whose work I've always loved, especially when he played keyboards with **Zachary Breaux**. I'm also happy to see so many people picking up on **Earl Klugh** and **Roberta Flack**. It sounds fresh and new with every listen. I love listening to our station. When the blend is just right, I'm in dreamland."

As always, O'Connor was at a fever pitch of excitement when I asked him for his thoughts on new releases. "There's so much! I love the **Marc Antoine, Fattburger** — what a clever title for their album, *Fattburger.com* — and **Steely Dan**. The vocal I'm crazy about is **Vann Johnson**, who sounds fabulous. Her voice reminds me of **Brenda Russell**. What I'd love to see is a little more real jazz in this format. Perhaps some of these **George Michael** covers of standards could accomplish that, like 'Brother, Can You Spare a Dime.' And has **Al Jarreau** done anything as wonderful in years as this new album? I like the **Paul Taylor** too. And you should hear the *Isn't She Great* soundtrack. There's a **Dionne Warwick** track on it that's just terrific. How am I ever going to add all this great new music?"

UNDER THE RADAR

R&R'S EXCLUSIVE BAROMETER FOR NEW MUSIC



The seductive follow-up to the #1 NAC/Smooth Jazz song **Together Again**. From his hit album **The Dance**.

DEBUT 25 #2 MOST ADDED!

New This Week

KIFM/San Diego	WJCD/Norfolk
WSJT/Tampa	WYJZ/Indianapolis
KBZN/Salt Lake City	WSMJ/Knoxville
KQJZ/San Luis Obispo	

Dave Koz Surrender

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Stations and their adds listed alphabetically by market

<p>WZMR/Albany, NY PD: Patrick Ryan STEVE COLE "Aright" STEELY DAN "Shame" BONA FIDE "Avenue"</p> <p>KNIK/Anchorage, AK OM/PD: Aaron Wallender MD: Jennifer Summers 1 ALEX BUGNON "Onward" 1 GEORGE MICHAEL "Rocaine" 1 HIROSHIMA "Pose" 1 MARC ANTOINE "Strings" 1 STEVE OLIVER "View"</p> <p>WJZF/Atlanta, GA PD/MD: Mark Edwards STEELY DAN "Shame"</p> <p>KSMJ/Bakersfield, CA PD/MD: Joel Widdows KIRK WHALUM "Love"</p> <p>WNUA/Chicago, IL PD: Bob Kaake APD/MD: Steve Stiles 11 URBAN KNIGHTS "Chicago" GERALD VEASLEY "Valdez"</p> <p>WNWV/Cleveland, OH PD/MD: Bernie Kimble 2 AL JARREAU "Just" 2 JAZZMASTERS "Night" 1 LEO GANDELMAN "Rise" 1 LEO GANDELMAN "Rise" SANTANA "Fard"</p> <p>WJZA/Columbus, OH PD/MD: Bill Harman No Adds</p>	<p>KOAI/Dallas-Ft. Worth, TX MD: Teresa Kincaid No Adds</p> <p>KHH/Denver-Boulder, CO PD: Becky Taylor APD/MD: Cheri Marquart BRIAN HUGHES "Shakin" AL JARREAU "Just" PAUL TAYLOR "Avenue"</p> <p>WVMV/Detroit, MI PD: Tom Sleaker MD: Sandy Kovach No Adds</p> <p>KEZL/Fresno, CA PD: J. Weidenheimer 1 JAZZMASTERS "Night" 1 LEO GANDELMAN "Rise" 1 MARC ANTOINE "Strings" 1 PAUL TAYLOR "Avenue"</p> <p>WYJZ/Indianapolis, IN PD/MD: Carl Frye DAVE KOZ "Surrender" LARRY CARLTON "Finger"</p> <p>WFSJ/Jacksonville, FL PD: Hank Dole AL JARREAU "Just" LARRY CARLTON "Finger"</p> <p>KCIY/Kansas City, MO PD: Steve Wiersman MD: Michelle Chase No Adds</p>	<p>WSMJ/Knoxville, TN PD/MD: Tom Miller 4 STEELY DAN "Shame" 4 N SYNC W/G ESTEFAN "Music" 3 LARRY CARLTON "Finger" 2 DAVE KOZ "Surrender"</p> <p>KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart No Adds</p> <p>WLVE/Miami, FL PD: Bret Michael No Adds</p> <p>WJZ/Milwaukee, WI PD: Chris Moreau MD: Debbie Young MARC ANTOINE "Strings"</p> <p>KSBR/Mission Viejo, CA OM/PD: Terry Wedel MD: Judy Davila 11 LARRY CARLTON "Finger" 7 STEELY DAN "Shame" DWAYNE SILLS "Desert" ALEX BUGNON "Onward" NORMAN BROWN "Paradise"</p> <p>KRVV/Modesto, CA PD: Jim Bryan MD: Doug Wolff PAT METHENY "Homecoming" DWAYNE SILLS "Desert" STEELY DAN "Shame" A-ONE "Breath"</p>	<p>WCCD/New York, NY PD: John Mullen MD: Rick Laboy No Adds</p> <p>WJCD/Norfolk, VA OM/PD: Maxine Todd MD: Larry Hollowell CULBERTSON & PERRY "Get'n" LARRY CARLTON "Finger" DAVE KOZ "Surrender"</p> <p>WLOQ/Orlando, FL MD: Patricia James 9 PATRICIA BARBER "Beal" PAUL TAYLOR "Avenue" JONATHAN BUTLER "Do" LARRY CARLTON "Finger" SHAKATAK "Day"</p> <p>WJPL/Peoria, IL PD: Rick Hirschmann LARRY CARLTON "Finger" PETER WHITE "Rainy" PAUL TAYLOR "Avenue" AL JARREAU "Just" OLU "Melody"</p> <p>WJZ/Philadelphia, PA PD: Anne Gress APD/MD: Michael Tozzi No Adds</p> <p>KYOT/Phoenix, AZ PD: Nick Francis APD/MD: Greg Morgan 9 DAVID BENOIT "Miles"</p>	<p>KKJZ/Portland, OR MD: Hal Murray No Adds</p> <p>WWND/Raleigh-Durham, NC PD/MD: Don Brookshire 7 AL JARREAU "Just" 7 LEO GANDELMAN "Rise"</p> <p>KBZN/Salt Lake City, UT PD/MD: Rob Riesen GEORGE MICHAEL "Rocaine" DAVE KOZ "Surrender"</p> <p>KIFM/San Diego, CA PD: Mike Vasquez APD/MD: Kelly Cole CHRIS BOTTI "Why" DAVE KOZ "Surrender" DWAYNE SILLS "Desert" PAUL TAYLOR "Avenue"</p> <p>KKSF/San Francisco, CA PD: Paul Goldstein APD/MD: Blake Lawrence AL JARREAU "Just" PAUL TAYLOR "Avenue"</p> <p>KQJZ/San Luis Obispo, CA OM: Dave Christopher MD: David Atwood DAVE KOZ "Surrender" LARRY CARLTON "Finger"</p> <p>KMGQ/Santa Barbara, CA OM/PD: Mark Elliott APD/MD: Steve Bauer FATBURGER "Tall" DWAYNE SILLS "Desert"</p>	<p>KJZY/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton GERALD MCCARLEY "Reckless" RICKY JONES "Lost"</p> <p>KWJZ/Seattle-Tacoma, WA PD: Carol Handley MD: Dianna Rose AL JARREAU "Just" GERALD VEASLEY "Valdez"</p> <p>WHCD/Syracuse, NY PD: Butch Charles APD/MD: Kenny Dees 4 AMEL LARREUX "Get" 1 SHAKATAK "Day" 1 PAUL TAYLOR "Avenue" 1 HIROSHIMA "Pose"</p> <p>WSJT/Tampa, FL PD: Ross Black MD: Kathy Curtis 16 STEELY DAN "Shame" DAVE KOZ "Surrender" LARRY CARLTON "Finger" BONEY JAMES "Boneyum"</p>	<p>KOAZ/Tucson, AZ PD/MD: Erik Foxx LARRY CARLTON "Finger"</p> <p>WJZW/Washington, DC PD: Kenny King SANTANA "Fard"</p> <p>KWSJ/Wichita, KS PD: Nancy Johnson MD: Dallas Scott DWAYNE SILLS "Desert" MARC ANTOINE "Strings"</p> <p>JRN/Jones NAC/National PD: Steve Hibbard MD: Laurie Cobb 10 EARL KLUUGH "Arlin" 10 PETER WHITE "Rainy" 10 3RD FORCE "Doser" 9 DWAYNE SILLS "Desert"</p>
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43 Total Reporters
43 Current Reporters
41 Current Playlists

Did Not Report, Playlist Frozen (2):
KCYV/Oklahoma City, OK
KSSJ/Sacramento, CA

Most Played Recurrents

- BRIAN TARQUIN Darlin Darlin Baby (Instinct)
- CRAIG CHAUQUICO Forbidden Love (Higher Octave)
- NORMAN BROWN Out'a Nowhere (Warner Bros.)
- DOWN TO THE BONE Long Way From Brooklyn (Internal Bass)
- NESTOR TORRES Velvet Nights (Shanachie)
- ROGER SMITH Off The Hook (Miramar)
- JAZZMASTERS Lost In Space (Hardcastle/Trippin 'N' Rhythm)
- CHRIS BOTTI Drive Time (GRP/VMG)
- PETER WHITE Autumn Day (Columbia)
- JANGO With Your Love (Samson)
- BONEY JAMES Body Language (Warner Bros.)
- RIPPINGTONS Summer Lovers (Peak/Windham Hill Jazz)
- RICHARD ELLIOT Chill Factor (Blue Note)
- NELSON RANGELL The Way To You (Shanachie)
- SPYRO GYRA Silk And Satin (Windham Hill Jazz)
- DAVID BENOIT ReJoyce (GRP/VMG)
- ERIC MARIENTHAL Mercy, Mercy, Mercy (I.E./Verve/VMG)
- 3RD FORCE F/TAYLOR & HUGHES Revelation Of The Heart (Higher Octave)
- WALTER BEASLEY If You Knew (Shanachie)

NAC/SMOOTH JAZZ Going For Adds

1/31/00

- JIM BRICKMAN Part of My Heart (Windham Hill)
- AL JARREAU Just To Be Loved (GRP/VMG)
- RONNIE JORDAN London Lowdown (Blue Note)
- URBAN KNIGHTS Sweet Home Chicago (Narada)

National Specialty Programming

JazzTrax

Art Goo
818-504-5787

- | | |
|------------------|--------------------|
| Simply Red | The Spirit of Life |
| Kilauea | Facing The Future |
| Alex Bugnon | Onward, Upward |
| Urban Knights | Sweet Home Chicago |
| Brian Hughes | Ready For Freddie |
| Above The Clouds | Close To You |

Soundscapes

PAUL HUNTER
707-527-7824

no adds

Netradio.com

Ros Moore
612-379-6253

- | | |
|----------------------------|----------------|
| Alex Bugnon | Onward, Upward |
| Dave Koz Radio Show | |

Renee DePuy
609-921-1188

- | | |
|----------------|----------------------|
| Gerald Veasley | Valdez In The County |
|----------------|----------------------|



CYNDEE MAXWELL
max@rronline.com

How To Market For An 'Accumulation' Of Radio Stations

□ Managing promotions for one of the largest broadcasters in the U.S.

What is it like to handle marketing for a conglomeration of radio stations in all formats? In addressing this question, I decided to focus on Cumulus, whose portfolio of owned-and-operated radio stations and pending acquisitions includes 310 stations (219 FM and 91 AM) clustered in 61 U.S. markets, as well as the Caribbean. Upon completion of the acquisitions, Cumulus will be the second-largest radio company in the U.S. based on number of stations, and the sixth-largest based on revenues.

Cumulus Corporate Director/Marketing Jennifer McKillop tells us what it's like to be in her shoes. Before joining Cumulus, McKillop was VP/Marketing at All-Inclusive Media Events, a company that supplied media sources with ideas and production for non-traditional media events. She had also consulted Cumulus for approximately seven months on nontraditional revenue events and concerts. McKillop's radio experience had been developed when she was Marketing Director for a then-Jacor cluster in Jacksonville.

As if her job alone weren't enough to keep her busy, McKillop is also on the national advisory board for Rock The Vote and the host committee of SchoolCity.com, is a member of AWRT and has spoken at RAB conventions.

The position of Corporate Director/Marketing was new when McKillop enlisted with Cumulus in July 1998. She describes her duties when the company was a little smaller: "My job was to get into the promotions departments and help implement systems and programs as a corporate initiative. I worked with colleges to develop internship programs, made sure the stations had vehicles and banners and organized the entire visual aspect of how we presented our radio stations and our different brands in all of our markets."

Cumulus Wants You

Finding promotions people was also part of her agenda. "I began a huge recruitment effort for all of our markets to help find and place promotions directors. That included recognizing talent who were already at stations who would be great promotions directors. That was a ball, and I absolutely loved it, because I really respected what each team of people had to do in their own markets. And I was still able to go out and watch bands and schlep sodas and go to remotes."

McKillop has had the pleasure of mentoring and watching the growth of quite a number of people, a part of her

job she thoroughly enjoys. "Over the years these people and their positions have evolved to where they don't need me to baby-sit every promotion and everything they do. They are a tremendous, enthusiastic team of people. Now when I touch base with them, they ask my opinion or for suggestions vs. my really having to manage them."



Jennifer McKillop

"The exciting thing is when we acquire new markets, I still get to go in and work with the existing promotions directors or recruit and promote from other markets. We are building a core group of people who are assistants who are or will be ready to move up and become promotions directors in their own markets."

Even interns have grown into full-time promotions directors, says McKillop. "Malcolm Innis in Tallahassee is a perfect example. He started out as an intern when he was a freshman in college. He made six bucks an hour and was in charge of the remotes. Every time I went to the market, he was everywhere. He was so good at mobilizing our stations and at visual presentation, and he had lots of great ideas. So we promoted him, and now he is the Promotions Director over all three of our Urban stations in that market. He is also going to school full-time for his master's degree in marketing. He is a total asset to our company."

Leverage The Premium

As Cumulus has grown, McKillop's job has evolved to include each new market. She works with the company's consultants as strategic plans are formalized for each station and helps implement those plans. "If we flip a format or when we acquire new properties, I'll help [Executive VP] John Dickey and his consultants to make sure that the logos look great, that everybody in the market understands what we're doing and to purchase premium items — which is another big part of my department. It takes a lot of time — but it's also a great part of

the job — to leverage the number of stations we have and get the best premium prices possible."

Not only are T-shirts, bumper stickers and all the other swag the company's stations give away under her aegis, so is station marketing, such as direct mail and TV production. "Anything we might do," she explains, "we try to purchase it as a group. We usually align ourselves with a partner, such as the \$2.95 Guys, a T-shirt company that makes all our T-shirts companywide. They have been a tremendous partner to us. We get great customer service from them, and they treat every one of our radio stations as individuals."

With a background in producing concerts, McKillop is a natural to work on station concerts, especially since she's a music fan. "One of the neat things we did when we launched WWWX in Appleton, WI was a free

"Everything we do is about the people that we serve. All of our goals and everything about our company are about those people."

concert with Candlebox. We gave away 7,044 tickets, and it was an awesome show. They were only supposed to perform for an hour and a half, but they played for almost three hours. Plus, they came in a day early and hung with everyone at the radio station and the listeners. They were just fantastic."

McKillop is a tremendous source of ideas, information and promotional suggestions. "I am a pack rat," she says. "I save books and reams of paper with different ideas in them. I'm not constantly trying to reinvent the wheel, so it's pretty easy to fax ideas.

Yes, Goo-ey Cheese

by Tracey Hoskin, Asst. Rock Editor

I have to admit I was a little freaked out at the thought of spending New Year's Eve in the Big Apple. But I could not pass up the invitation to spend the big night at the MTV 2 Large Party with a friend who works with The Goo Goo Dolls.

Flying from L.A. to New York, I didn't know what to expect, other than a lot of people and even more confetti. It turns out we had a bodyguard, police escorts to and from the Viacom building and an incredible view of Times Square and "the ball" from the 25th floor.

So, as the champagne flowed and Gwen Stefani (No Doubt), Gavin Rossdale (Bush) and Puff Daddy roamed the halls, The Goo Goo Dolls unloaded their arsenal of Silly String at midnight while I talked shop long enough to get this photo. Afterward — covered in Silly String — I reflected on the 20th century and thought, "Damn, I put a hole in my \$30 tights. Where's the champagne?" Happy 2000, and thanks, Andy!



Seen here (l-r) are Goo Goo Doll Robby Takac, R&R's Tracey Hoskin and Goo John Rzeznik.

Or if stations ask a question, I can usually e-mail them a one-sheet on a promotion or even just some thought-starters."

But she also provides in-depth help and creates various concepts for promotional ideas and formulates and organizes them before sending them to the stations. Each station can then review the plan and its cost and estimate its revenue. McKillop adds, "Each station makes its own decision if it's a promotion that suits their market and their needs."

McKillop also puts different stations together in networking scenarios. "The most tremendous asset I have when it comes to putting these promotions together is the ability to get people from different markets who may be working on the same thing in touch with each other. They can share ideas, copy rules and sales pieces from each other and so on."

Role Model

John Dickey has proven to be a mentor to McKillop, and she credits him with giving her a solid education in the business. "He is one of the most brilliant people I've ever been exposed to in my life," she enthuses. "This sounds silly, but I am a huge fan of his. He has taught me a lot about radio, research and how to implement strategy, and about communicating with all of the different markets."

One of McKillop's duties is to provide Dickey with weekly written summaries of the projects she's working on. "He's educated me enough that I know where he is trying to go with something. He gives me enough ad-

vance information that we are on the same page. The key to the whole manner in which we do our promotions or events is that we talk about them enough at the outset, when they are still in the concept stage, so we all have a really clear picture of what that vision is. Then we can charge and achieve the goal."

What is it about Cumulus that McKillop finds most attractive? "Our mission statement summarizes it best," she observes. "It says, 'Cumulus strives to create a 21st century radio broadcasting enterprise based on great people and technological excellence that will provide high-quality, local programming choices for our listeners; targeted audiences with disposable income and buying preferences for our advertisers; challenging career environments for our employees; and wealth-generation opportunities for our shareholders.'"

"It has a lot to do with people. I really feel that as an employee of this company I am respected and appreciated for my knowledge of marketing. And everything we do is about the people that we serve — whether it's our employees, our advertisers or our listeners — all of our goals and everything about our company are about those people."

"Customer service is a big topic when we get into meetings — our customer service strategies, employee service strategies and those types of things. We spend a lot of time on that. The people are my favorite part of the job, and that's our biggest success in our company. I think the people are what makes Cumulus so great."

January 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
	1	METALLICA No Leaf Clover (Elektra/EEG)	1508	+96	98170	8	69/1
	2	CREED Higher (Wind-up)	1331	-78	92896	20	66/1
	3	FILTER Take A Picture (Reprise)	1314	+16	76461	12	63/0
	4	FOO FIGHTERS Learn To Fly (Roswell/RCA)	1293	-90	77811	17	65/0
	5	SANTANA FEVERLAST Put Your Lights On (Arista)	993	+36	68555	16	53/0
	6	BUSH The Chemicals Between Us (Trauma)	944	-119	63118	18	48/0
	7	MEGADETH Breadline (Capitol)	843	0	56559	8	55/1
	8	CREED What If (Wind-up)	747	+86	46609	4	61/4
Breaker	9	KENNY WAYNE SHEPHERD BAND Was (Giant/Reprise)	698	+318	43791	2	58/4
	10	RED HOT CHILI PEPPERS Otherside (Warner Bros.)	687	+238	46852	2	63/12
	11	R.E.M. The Great Beyond (Warner Bros.)	672	+16	33111	9	41/0
	12	KENNY WAYNE SHEPHERD BAND In 2 Deep (Giant/Reprise)	666	-180	39185	16	47/0
	13	TOMC Knock Down Walls (Universal)	662	-76	42231	13	46/0
	14	STONE TEMPLE PILOTS Heaven And Hot Rods (Atlantic)	657	+64	43912	5	49/1
	15	GODSMACK Voodoo (Republic/Universal)	643	+18	33442	10	41/1
	16	LIVE The Dolphin's Cry (Radioactive/MCA)	639	-175	41912	21	49/0
	17	KID ROCK Only God Knows Why (Top Dog/Lava/Atlantic)	624	+97	35328	5	44/1
	18	LYNYRD SKYNYRD Preacher Man (CMC)	568	-54	30436	12	36/0
Breaker	19	DAYS OF THE NEW Weapon And The Wound (Outpost/Interscope)	519	+167	29728	2	49/8
	20	SHANNON CURFMAN True Friends (Arista)	508	-53	27272	14	36/0
	21	SMASHING PUMPKINS The Everlasting Gaze (Virgin)	477	+9	31742	4	43/0
Breaker	22	DEF LEPPARD Day After Day (Mercury/IDJMG)	468	+163	22575	3	38/2
Breaker	23	ZZ TOP 36-22-36 (RCA)	411	+77	19427	3	32/3
	24	LIMP BIZKIT Re-Arranged (Flip/Interscope)	387	+19	23664	14	25/0
	25	LITTLE STEVEN Salvation (Renegade Nation)	357	0	23210	6	30/0
	26	TRAIN I Am (Aware/Columbia)	344	-13	25839	11	28/1
	27	KORN Falling Away From Me (Immortal/Epic)	331	-32	19479	10	28/0
	28	COUNTING CROWS Hangin'around (DGC/Geffen)	319	-35	24082	15	20/0
	29	3 DOORS DOWN Kryptonite (Republic/Universal)	284	+154	17617	2	41/8
	30	GREAT WHITE Ain't No Shame (Portrait/Columbia)	269	-37	11113	9	21/0
	31	OFFSPRING She's Got Issues (Columbia)	267	-65	26743	13	19/0
	32	ALICE IN CHAINS Fear The Voices (Columbia)	252	-100	17258	13	19/0
	33	POWERMAN 5000 Nobody's Real (DreamWorks)	230	-1	10769	6	21/0
	34	BRAMHALL Snakecharmer (RCA)	212	-34	12642	7	26/1
	35	RAGE AGAINST THE MACHINE Guerrilla Radio (Epic)	199	-21	12992	12	17/0
	36	BUSH Letting The Cables Sleep (Trauma)	181	+36	9517	2	17/1
	37	STONE TEMPLE PILOTS Down (Atlantic)	165	-48	9068	17	23/0
Debut	38	LIVE Run To The Water (Radioactive/MCA)	163	+110	12899	1	39/34
	39	BEN HARPER Burn To Shine (Virgin)	157	-66	13143	15	14/0
	40	STATIC-X Push It (Warner Bros.)	150	-2	7191	14	15/0
	41	CHEVELLE Point #1 (Squint)	147	-4	5124	3	17/0
Debut	42	GOV'T MULE Bad Little Doggie (Capricorn)	142	+44	6162	1	18/5
Debut	43	WARREN ZEVON I Was In The House When... (Artemis)	141	+68	13199	1	13/1
Debut	44	OLEANDER Stupid (Republic/Universal)	127	+31	4605	1	12/0
Debut	45	STEELY DAN Cousin Dupree (Giant/Reprise)	123	+53	8824	1	12/3
Debut	46	INCUBUS Pardon Me (Immortal/Epic)	115	+13	7878	1	12/0
Debut	47	OUR LADY PEACE Is Anybody Home? (Columbia)	114	+67	6933	1	16/4
	48	SPLENDER Monotone (C2/Columbia)	113	-52	6005	5	13/0
	49	GUANO APES Open Your Eyes (Super Sonic/RCA)	105	-5	4534	4	13/1
Debut	50	SIMON SAYS Life Jacket (Hollywood)	104	+4	11993	1	12/1

Most Added

ARTIST TITLE LABEL(S)	ADDS
LIVE Run To The Water (Radioactive/MCA)	34
FOO FIGHTERS Stacked Actors (Roswell/RCA)	30
RED HOT CHILI PEPPERS Otherside (Warner Bros.)	12
BUCKCHERRY Check Your Head (DreamWorks)	10
NICKELBACK Leader Of Men (Roadrunner)	10
8STOP7 Satisfied (Reprise)	10
DAYS OF THE NEW Weapon And... (Outpost/Interscope)	8
3 DOORS DOWN Kryptonite (Republic/Universal)	8
A3 Woke Up This Morning (C2/Columbia)	7
SHADES APART Sputnik (Watching Over You) (Universal)	7

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KENNY WAYNE SHEPHERD BAND Was (Giant/Reprise)	+318
RED HOT CHILI PEPPERS Otherside (Warner Bros.)	+238
DAYS OF THE NEW Weapon And... (Outpost/Interscope)	+167
DEF LEPPARD Day After Day (Mercury/IDJMG)	+163
3 DOORS DOWN Kryptonite (Republic/Universal)	+154
LIVE Run To The Water (Radioactive/MCA)	+110
KID ROCK Only God Knows... (Top Dog/Lava/Atlantic)	+97
METALLICA No Leaf Clover (Elektra/EEG)	+96
CREED What If (Wind-up)	+86
ZZ TOP 36-22-36 (RCA)	+77

Breakers

KENNY WAYNE SHEPHERD BAND Was (Giant/Reprise)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
698/318	58/4	9
DAYS OF THE NEW Weapon And... (Outpost/Interscope)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
519/167	49/8	19
DEF LEPPARD Day After Day (Mercury/IDJMG)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
468/163	38/2	22
ZZ TOP 36-22-36 (RCA)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
411/77	32/3	23

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.

72 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 1/16-Saturday 1/22. 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 2000, The Arbitron Company). © 2000, R&R Inc.

OUR LADY PEACE
IS ANYBODY HOME?

ON OVER 60 ROCK STATIONS!

INCLUDING:

WXTM WXRK R&R ACTIVE
 WZTA WKLQ ROCK
 WMMR KQRC 24-33
 WJRR WLZR R&R ROCK
 KISS WXBE DEBUT 47

ADDS THIS WEEK INCLUDE:
 KUPD WCMF WPHD
 WXTB KLBK WPXC
 WDVE KLAQ WOTT
 WMFS KRQS

New & Active

UNION Do Your Own Thing (*Spitfire*)
Total Plays: 90, Total Stations: 13, Adds: 1

P.O.D. Southtown (*Atlantic*)
Total Plays: 83, Total Stations: 12, Adds: 2

ROLLINS BAND Illumination (*DreamWorks*)
Total Plays: 81, Total Stations: 9, Adds: 0

MARS ELECTRIC Someday (*Portrait/C2/Columbia*)
Total Plays: 80, Total Stations: 16, Adds: 5

PODUNK Wings (*Matchbox*)
Total Plays: 79, Total Stations: 12, Adds: 3

FOO FIGHTERS Stacked Actors (*Roswell/RCA*)
Total Plays: 73, Total Stations: 33, Adds: 30

STAINED Home (*Flip/Elektra/EEG*)
Total Plays: 67, Total Stations: 13, Adds: 5

MELISSA ETHERIDGE Enough Of Me (*Island/IDJMG*)
Total Plays: 58, Total Stations: 7, Adds: 1

OASIS Go Let It Out (*Epic*)
Total Plays: 41, Total Stations: 11, Adds: 5

COLLAPSES Automatic (*Cherry/Universal*)
Total Plays: 37, Total Stations: 7, Adds: 2

Songs ranked by total plays

Most Played

RED HOT CHILI PEPPERS Scar Tissue (*Warner Bros.*)

COLLECTIVE SOUL Heavy (*Atlantic*)

SANTANA F/ROB THOMAS Smooth (*Arista*)

GODSMACK Keep Away (*Republic/Universal*)

DAYS OF THE NEW Enemy (*Outpost/Interscope*)

LENNY KRAVITZ Fly Away (*Virgin*)

STAINED Mudshovel (*Flip/Elektra/EEG*)

BUCKCHERRY Lit Up (*DreamWorks*)

OLEANDER Why I'm Here (*Republic/Universal*)

GODSMACK Whatever (*Republic/Universal*)

OFFSPRING The Kids Aren't Alright (*Columbia*)

CREED One (*Wind-up*)

DEF LEPPARD Promises (*Mercury/IDJMG*)

EVERLAST What It's Like (*Tommy Boy*)

LENNY KRAVITZ American Woman (*Maverick/Virgin*)

LIT My Own Worst Enemy (*RCA*)

TOMC You Wanted More (*Universal*)

METALLICA Whiskey In The Jar (*Elektra/EEG*)

METALLICA Turn The Page (*Elektra/EEG*)

DEF LEPPARD Paper Sun (*Mercury/IDJMG*)

ROCK

Going For A

TOMMY CASTRO Right As Rain (*Blind Pig*)

BOB DYLAN Things Have Changed (*Columbia*)

BOBBY GAYLOR Suicide (*Atlantic*)

FRANKIE MACHINE Sell Me (*Mammoth*)

JACT Magic #3 (*Trauma*)

METHODS OF MAYHEM New Skin (*MCA*)

SEVENDUST Waffle (*TVT*)

TUNED-IN

R&R/MEDIABASE 24/7

ROCK

KSJO/San Francisco

3am

WHITE ZOMBIE Thunder Kiss '65
STAINED Home
GODSMACK Keep Away
U2 I Still Haven't Found What I'm Looking For
CREED What If
JIMI HENDRIX Hey Joe
ALICE IN CHAINS Got Born Again
PINK FLOYD Happiest Days/Another Brick... (Part 2)
COAL CHAMBER Tyler's Song
METALLICA The Unforgiven
LIVING COLOUR Cult Of Personality

11am

METALLICA No Leaf Clover
RUSH Subdivisions
SOUNDGARDEN Pretty Noose
TOOL H.
AEROSMITH Sweet Emotion
STAINED Mudshovel
ROLLING STONES Gimme Shelter
FOO FIGHTERS Everlong
JIMI HENDRIX Foxy Lady

LED ZEPPELIN Black Dog
CREED What If
AC/DC Highway To Hell
TOOL Sober
VAN HALEN Runnin' With The Devil
METALLICA No Leaf Clover
PINK FLOYD Time

LED ZEPPELIN Communication Breakdown
METALLICA No Leaf Clover
MEGADETH Trust
INCUBUS Pardon Me
CULT She Sells Sanctuary
GODSMACK Voodoo
RUSH Freewill
CREED One
OZZY OSBOURNE Road To Nowhere

KISW

KISW/Seattle

3am

BUSH Comedown
SCREAMING TREES Nearly Lost You
FOO FIGHTERS Stacked Actors
IRON MAIDEN Hallowed Be Thy Name
CREED Higher
BLACK SABBATH Paranoid
ROD DECK Only God Knows Why
VAN HALEN And The Cradle Will Rock
SLOWRUSH Junkie
SCORPIONS Hit Between The Eyes
QUEENSRÛCHE The Warning

11am

BAD COMPANY Bad Company
CHRIS CORNWELL Can't Change Me
SAMMY HAGAR I Can't Drive 55
LYNYRD SKYNYRD What's Your Name
OZZY OSBOURNE Rock And Roll Rebel
PEARL JAM Better Man
SCORPIONS No One Like You
FILTER Take A Picture
AC/DC Shoot To Thrill
LED ZEPPELIN Southbound Suez
BOSTON Peace Of Mind

PINK FLOYD Another Brick In The Wall (Part 2)
BUSH The Chemicals Between Us
BLACK SABBATH Iron Man
RUSH Fly By Night
AC/DC Who Made Who
ROD DECK Dragula
BILLY SOULER The Stroke
FOO FIGHTERS Stacked Actors
TED NUGENT Free For All
ZZ TOP La Grange
COLLECTIVE SOUL Where The River Flows

QUET RIOT Bang Your Head (Metal Health)
FILTER Take A Picture
BLUE OYSTER CULT Godzilla
COLLECTIVE SOUL Shine
IRON MAIDEN Run To The Hills
CREED Higher
OZZY OSBOURNE Shot In The Dark
DEF LEPPARD Day After Day
ALICE IN CHAINS Them Bones
JIMI HENDRIX Foxy Lady
PEARL JAM Given To Fly



Monitored airplay data supplied by Medabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Tuesday 1/18. © 2000, R&R Inc.

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Rock Playlists

FIND COMPLETE PLAYLISTS FOR ALL ROCK REPORTERS ON R&R ONLINE MUSIC TRACKING

MARKET #7
KLOS/Los Angeles
Clear Channel
(310) 840-4836
Wide/Visa/News
12x Cumc 928,788



PLAYS

LP	TR	ARTIST/TITLE	GT (888)
18	14	METALLICA/Load Cover	6042
13	12	CREDHigh	6539
12	12	MEGADETH/Smother	6539
17	10	STRANDBLONDE	6036
10	11	LITTLE STEVEN/Salvation	3018
2	6	SANTANA FEVER/Last Put Your Lights On	2515
3	4	SANTANA FEVER/Last Put Your Lights On	2012
2	4	KEANY WAYNE.../Jin 2 Deep	1508
1	3	OLIVER/What's My Name	1508
2	3	TRAIN/Free	1508
3	3	METALLICA/Turn The Page	1508
3	3	RED HOT CHILI.../Otherside	1508
2	2	BRUCE SPRINGSTEEN/Back In The Town	1006
2	2	COLLECTIVE SOUL/Heavy	1006
2	2	TOM PETTY & HEAVY/Don't Stop Believin'	1006
2	2	DEF LEPPARD/Promises	1006
2	2	FLY/Time A Picture	1006
12	2	TONY DANZA/You Got Me	1006
3	2	SMASHING PUMPKINS/The Everlasting Gaze	1006
1	1	TOM PETTY & HEAVY/The Kid	503
1	1	TOY PATROL/What's My Name	503
1	1	CHEMICAL BROTHERS/Lead Me On	503
1	1	TONY DANZA/You Got Me	503
1	1	GREAT WHITE/Back In The Town	503
1	1	LYNYRD SKYNYRD/Peaches n Cream	503
1	1	MELISSA THE BRIDGE/Angels Would Fall	503
1	1	CREDHigh	503
1	1	KEANY WAYNE.../Live On	503
1	1	CROSBY STILLS.../Somebody's Born	503

MARKET #4
KJZZ/San Francisco
Clear Channel
(415) 371-7511
Rich/Berl
12x Cumc 341,788



PLAYS

LP	TR	ARTIST/TITLE	GT (888)
31	33	GOODSAM/Keep Away	6999
26	26	METALLICA/No Life Cover	5746
26	23	OFFSPRING/She's Got Issues	5083
10	10	ROB ZOMBIE/Dead Gait	3878
14	17	SPRING MINK/You're Not Alone	3757
14	18	RAGE AGAINST.../Guerrilla Radio	3636
13	16	GOODSAM/Keep Away	3315
10	16	ROB ZOMBIE/Dead Gait	3315
13	15	LIMP BIZKIT/Re-Arranged	3315
3	15	LINE/The Dolphin's Cry	3315
10	16	MEGADETH/Smother	3315
13	15	STRANDBLONDE	3315
10	14	MEGADETH/Smother	3084
12	14	CREDHigh	3084
13	14	SANTANA FEVER/Last Put Your Lights On	3084
15	13	ALICE IN CHAINS/Fear The Voices	2873
12	13	GRANDSON/My Friends	2873
11	13	THIRD EYE BLOODHEADS/No Shame	2873
9	10	KORNFALL/You're Not Alone	2210
25	10	OFFSPRING/She's Got Issues	2210
26	10	CREDHigh	2210
19	17	ROB ZOMBIE/Dead Gait	1988
6	7	SMASHING PUMPKINS/The Everlasting Gaze	1547
6	7	SUPREMACY/What A Beautiful Day	1547
2	7	STANDBLONDE	1547
3	6	NINE INCH NAILS/Into The Void	1528
4	6	DAYS OF THE NEW/Weapon And The Wound	1528

MARKET #5
WMMR/Philadelphia
Clear Channel
(610) 371-9933
Rich/Zappa
12x Cumc 629,988



PLAYS

LP	TR	ARTIST/TITLE	GT (888)
31	32	TONY DANZA/You Got Me	6999
27	31	SANTANA FEVER/Last Put Your Lights On	6000
29	29	OFFSPRING/She's Got Issues	8700
31	29	BUSH/The Chemicals...	8700
31	29	FLY/Time A Picture	8700
17	10	LINE/Run To The Water	7560
19	24	CREDHigh	7200
12	22	KEANY WAYNE.../Jin 2 Deep	6000
18	20	BUCKLE UP/Up In The Air	6000
13	20	RED HOT CHILI.../Otherside	6000
14	20	STONE TEMPLE PILOTS/Heaven And Hot Roads	6000
21	19	FOO FIGHTERS/Leaving This Town	5700
15	19	RED HOT CHILI.../Scar Tissue	5400
14	18	FLY/Time A Picture	4200
11	18	METALLICA/No Life Cover	3000
12	11	TONY DANZA/You Got Me	3000
11	11	FOO FIGHTERS/Leaving This Town	3000
4	9	DAYS OF THE NEW/Weapon And The Wound	2700
4	9	BEANWARRIOR/Run To The Water	2400
4	9	OUR LADY PEACE/As Anybody Home?	2400
6	6	3 DOORS DOWN/Anybody's Home?	2400
7	7	SMOON SAYS/Be Jacket	2100
6	7	LENNY KRAMITZ/By Any Means	2100
6	7	ROB ZOMBIE/Dead Gait	2100
6	7	SMASHING PUMPKINS/The Everlasting Gaze	1800
5	6	SPLICE/What A Beautiful Day	1800
5	6	METALLICA/No Life Cover	1500
4	6	CREDHigh	1500
4	6	METALLICA/Turn The Page	1500

MARKET #6
KISW/Seattle-Tacoma
Entercom
(206) 285-7625
Ryan/Faustner
12x Cumc 286,188



PLAYS

LP	TR	ARTIST/TITLE	GT (888)
27	31	BUSH/The Chemicals...	4292
25	29	CREDHigh	4292
21	29	MEGADETH/Smother	4292
26	29	METALLICA/No Life Cover	4292
15	19	FLY/Time A Picture	2912
17	19	LINE/Run To The Water	2912
4	19	FOO FIGHTERS/Leaving This Town	2912
6	18	CHRIS CORNELL/Can't Change Me	2684
17	18	KEANY WAYNE.../Jin 2 Deep	2684
17	13	ZZ TOP/22-38	2684
13	13	KID ROCK/Only God Knows Why	1868
10	12	LENNY KRAMITZ/By Any Means	1868
10	12	KORNFALL/You're Not Alone	1778
13	12	SMASHING PUMPKINS/The Everlasting Gaze	1778
10	12	SLOW PUNCH/Ames	1778
5	11	BUCKLE UP/Up In The Air	1628
8	10	BUCKLE UP/Up In The Air	1480
10	10	STONE TEMPLE PILOTS/Heaven And Hot Roads	1480
8	10	CREDHigh	1480
8	10	MONSTER MASH/Run To The Water	1332
7	7	CHRIS CORNELL/Can't Change Me	1038
7	7	COLLECTIVE SOUL/Heavy	1038
4	6	ROB ZOMBIE/Dead Gait	800
4	6	QUEEN OF THE STAMPEDES	800
4	6	QUEEN OF THE STAMPEDES	592
4	6	GOODSAM/Keep Away	444
3	3	KID ROCK/Only God Knows Why	444
3	3	ALICE IN CHAINS/Fear The Voices	444

MARKET #16
KONK/Phoenix
Sandusky
(480) 897-8300
Bonadonna/Petersen
12x Cumc 170,188



PLAYS

LP	TR	ARTIST/TITLE	GT (888)
18	21	SANTANA FEVER/Last Put Your Lights On	1638
18	21	CHRIS CORNELL/Can't Change Me	1638
19	20	KID ROCK/Only God Knows Why	1560
18	20	COURTNEY CROWNS/Hangaround	1560
21	20	TONY DANZA/You Got Me	1560
17	19	TONY DANZA/You Got Me	1482
18	19	DAYS OF THE NEW/Weapon And The Wound	1482
17	19	FLY/Time A Picture	1206
17	19	FOO FIGHTERS/Leaving This Town	1206
18	14	SANTANA FEVER/Last Put Your Lights On	1052
10	13	DEF LEPPARD/Promises	1014
14	12	TRAIN/Free	906
12	12	JERRY LEE LEWIS/Don't Stop Believin'	906
13	12	SAMMY HAGAR/Sail Right	906
13	9	LENNY KRAMITZ/By Any Means	702
6	8	COLLECTIVE SOUL/Heavy	624
2	7	SHANNON CUFF/Run To The Water	546
6	8	TOM PETTY & HEAVY/Don't Stop Believin'	468
7	8	TOM PETTY & HEAVY/Don't Stop Believin'	390
-	-	RED HOT CHILI.../Otherside	0
-	-	CREDHigh	0

MARKET #12
WBAB/Wesaco-Berlin
Coz
(631) 587-1023
Wetman
12x Cumc 251,088



PLAYS

LP	TR	ARTIST/TITLE	GT (888)
33	32	SANTANA FEVER/Last Put Your Lights On	4808
24	28	RED HOT CHILI.../Scar Tissue	3600
22	26	SMASH MOUTH/74th Street	3000
16	22	FOO FIGHTERS/Leaving This Town	3112
12	16	LINE/The Dolphin's Cry	3312
22	22	CREDHigh	3312
17	18	DAYS OF THE NEW/Weapon And The Wound	2592
18	18	LITTLE STEVEN/Salvation	2592
23	17	COLLECTIVE SOUL/Heavy	2448
16	17	KID ROCK/Only God Knows Why	2448
12	17	LINE/The Dolphin's Cry	2448
17	17	COURTNEY CROWNS/Hangaround	2448
16	17	LYNYRD SKYNYRD/Peaches n Cream	2304
15	17	STILEY/Dave Coonan Duper	2304
14	17	FLY/Time A Picture	2160
11	16	METALLICA/No Life Cover	2160
14	16	SANTANA FEVER/Last Put Your Lights On	2016
15	14	BLINK-182/All The Small Things	2016
8	13	RED HOT CHILI.../Otherside	1872
8	13	KEANY WAYNE.../Jin 2 Deep	1872
4	12	GOV'T MULLER/Red Light Doggie	1728
10	10	TRAIN/Free	1440
11	8	TONY DANZA/You Got Me	1152
7	7	FRANKIE/Run To The Water	1008
7	7	LENNY KRAMITZ/By Any Means	1008
4	6	LENNY KRAMITZ/By Any Means	864
5	6	GOOD SAM/Keep Away	720
5	6	JOHNNY LANG/Sail Right	720
5	6	GOOD SAM/Keep Away	576
5	6	LENNY KRAMITZ/By Any Means	576

MARKET #22
WDVE/Pittsburgh
AMFM
(412) 937-1441
Hart/Pro
12x Cumc 698,888



PLAYS

LP	TR	ARTIST/TITLE	GT (888)
20	20	TRAIN/Free	5540
12	10	COURTNEY CROWNS/Hangaround	4986
14	10	WARREN ZEVON/My America	4986
16	17	SANTANA FEVER/Last Put Your Lights On	4708
19	17	CROSBY STILLS.../Somebody's Born	4708
15	17	FLY/Time A Picture	4408
18	16	LYNYRD SKYNYRD/Peaches n Cream	4155
19	16	FOO FIGHTERS/Leaving This Town	4155
15	16	BUCKLE UP/Up In The Air	4155
12	15	METALLICA/No Life Cover	4155
14	14	BEANWARRIOR/Run To The Water	3878
11	14	KEANY WAYNE.../Jin 2 Deep	3878
10	13	RED HOT CHILI.../Otherside	3601
11	13	CREDHigh	3601
12	13	MEGADETH/Smother	3601
12	12	R.E.M./The Great Beyond	3324
13	11	LITTLE STEVEN/Salvation	3047
16	11	BRANHAM/Run To The Water	3047
15	11	GARTH BROOK/Complicated	3047
8	10	STONE TEMPLE PILOTS/Heaven And Hot Roads	2770
10	10	SHANNON CUFF/Run To The Water	2493
-	-	DEF LEPPARD/Day After Day	2216
-	-	BUSH/The Chemicals...	2216
6	7	LENNY KRAMITZ/By Any Means	1385
3	6	GOOD SAM/Keep Away	1385
3	6	OLIVER/What's My Name	1108
2	4	JONN MELLENCAMP/You're In The Now	1108
8	4	CREDHigh	1108
1	3	TRAIN/Free	831

MARKET #20
WEDN/Cincinnati
Clear Channel
(513) 621-9326
Walker/Garrett
12x Cumc 332,588



PLAYS

LP	TR	ARTIST/TITLE	GT (888)
40	40	GOODSAM/Keep Away	6046
24	26	METALLICA/No Life Cover	5616
23	20	LIVE/The Dolphin's Cry	4320
17	20	CREDHigh	4320
17	19	BUSH/The Chemicals...	4104
18	19	DAYS OF THE NEW/Weapon And The Wound	4200
15	17	OFFSPRING/She's Got Issues	3672
10	17	RED HOT CHILI.../Otherside	3672
16	16	LIMP BIZKIT/Re-Arranged	3456
12	16	MEGADETH/Smother	3456
22	16	METALLICA/No Life Cover	3240
13	14	GOODSAM/Keep Away	3024
13	14	GOODSAM/Keep Away	3024
13	13	CREDHigh	3024
13	13	KEANY WAYNE.../Jin 2 Deep	2582
11	12	ROB ZOMBIE/Dead Gait	2376
7	11	KID ROCK/Only God Knows Why	2376
10	10	ALICE IN CHAINS/Fear The Voices	2160
6	9	BUCKLE UP/Up In The Air	1944
10	9	STONE TEMPLE PILOTS/Heaven And Hot Roads	1944
-	-	LINE/Run To The Water	1744
-	-	KID ROCK/Only God Knows Why	1744
6	7	RED HOT CHILI.../Around The World	1512
6	7	SMOON SAYS/Be Jacket	1512
6	7	DEF LEPPARD/Day After Day	1512
7	6	R.E.M./The Great Beyond	1512
17	6	KEANY WAYNE.../Jin 2 Deep	1296
2	4	3 DOORS DOWN/Anybody's Home?	864
2	4	SANTANA FEVER/Last Put Your Lights On	864

MARKET #28
KCAL/Riverside
Anahim
(909) 373-3554
Hoffman/Matthews
12x Cumc 130,888



PLAYS

LP	TR	ARTIST/TITLE	GT (888)
42	42	FOO FIGHTERS/Leaving This Town	3212
42	42	METALLICA/No Life Cover	3132
42	42	GREAT WHITE/Run To The Water	3096
42	42	CREDHigh	3096
42	42	OFFSPRING/She's Got Issues	2964
21	37	KID ROCK/Only God Knows Why	2701
20	36	ALICE IN CHAINS/Fear The Voices	1460
22	19	KORNFALL/You're Not Alone	1314
16	18	BUCKLE UP/Up In The Air	1314
1	18	STONE TEMPLE PILOTS/Heaven And Hot Roads	1092
5	14	ALICE IN CHAINS/We Die Young	1092
12	13	BLACK SABBATH/Peaches n Cream	948
12	12	COLLECTIVE SOUL/Heavy	876
12	12	BUCKLE UP/Up In The Air	876
13	12	SMASHING PUMPKINS/The Everlasting Gaze	876
11	10	LENNY KRAMITZ/By Any Means	720
14	10	ROB ZOMBIE/Dead Gait	720
12	10	NEW AMERICAN SHAME/Under The Sun	720
13	8	OLIVER/What's My Name	657
15	8	POWERMAN 5000/Nobody's Real	657
5	7	OFFSPRING/She's Got Issues	584
4	7	OZZY OSBOURNE/You're Looking At Me	511
4	7	RED HOT CHILI.../Scar Tissue	511
5	7	DEF LEPPARD/Day After Day	438
3	6	SMASHING PUMPKINS/The Everlasting Gaze	438
3	6	KID ROCK/Only God Knows Why	365
3	6	ROB ZOMBIE/Dead Gait	365

MARKET #32
WLUM/Wilmington
All Pro
(414) 771-1021
Harris
12x Cumc 158,088



PLAYS

LP	TR	ARTIST/TITLE	GT (888)
21	27	FOO FIGHTERS/Leaving This Town	1458
22	26	MEGADETH/Smother	1404
22	26	METALLICA/No Life Cover	1404
23	23	GOODSAM/Keep Away	1242
21	22	CREDHigh	1188
16	18	BUSH/The Chemicals...	810
6	16	R.E.M./The Great Beyond	810
10	16	RED HOT CHILI.../Otherside	756
15	14	CREDHigh	756
12	12	GOODSAM/Keep Away	648
3	11	DAYS OF THE NEW/Weapon And The Wound	594
11	11	BUSH/In The Great Beyond	594
9	10	SMOON SAYS/Be Jacket	540
9	10	STONE TEMPLE PILOTS/Heaven And Hot Roads	540
4	9	OUR LADY PEACE/As Anybody Home?	540
10	10	SMASHING PUMPKINS/The Everlasting Gaze	540

Stations and their adds listed alphabetically by market

Rock

WPKY/Albany, NY
 PD: John Cooper
 MELISSAETHERIDGE "Enough"
 STEELY DAN "Ducane"
 AS "Morning"
 LIVE "Water"

KZRR/Albuquerque, NM
 PD: Frank Jaxon
 PD: Phil Mahoney
 MD: Rob Swanson
 LIVE "Water"
 KENNY WAYNE "Was"
 DAYS OF THE NEW "Weapon"
 STOPS? "Sashed"
 LIVE "Water"

WZZD/Allentown, PA
 PD: Robin Lee
 MD: Keith Meyer
 1 OFF LEPPARD "Day"
 LIVE "Water"
 SHADES APART "Spunk"
 LIVE "Water"

KWHI/Anchorage, AK
 PD: Fitz Madson
 APDMD: Kathy Mitchell
 STONE TEMPLE PILOTS "Hot"
 CRED "Whir"
 FOO FIGHTERS "Stacked"

WAPL/Appleton, WI
 PD: Joe Calogero
 APD: Ross Maxwell
 MD: Roseanne Steele
 29 LIVE "Water"
 GOV'T MULE "Dogge"
 3 DOORS DOWN "Kryptonite"
 FOO FIGHTERS "Stacked"

WZLX/Atlantic City, NJ
 PD: Steve Raymond
 MD: Kathy Coro
 RED HOT CHILI "Overside"
 BUCKY "Thug"
 SHADES APART "Spunk"
 PODUNK "Wings"

KIOC/Beaumont, TX
 PD: Trey Poston
 MD: Mike Davis
 DAYS OF THE NEW "Weapon"
 RED HOT CHILI "Overside"

WKGB/Binghamton, NY
 PD: Jim Free
 MD: Tim Boland
 LIVE "Water"
 FOO FIGHTERS "Stacked"

WRQC/Canton, OH
 MD: Chuck Stevens
 Asst. MD: Todd Downard
 1 LIVE "Water"
 1 FOO FIGHTERS "Stacked"

WPXC/Cape Cod, MA
 MD: Steve McVie
 PD: Suzanne Tener
 APDMD: Brian Kelly
 FOO FIGHTERS "Stacked"
 METHODS OF MAYHEM "New"
 OUR LADY PEACE "Anybody"

KRNA/Cedar Rapids, IA
 MD: Joe Huser
 MD: Tommy Lang
 FOO FIGHTERS "Stacked"

WYBB/Charleston, SC
 Interim PD: Brian Foster
 14 RED HOT CHILI "Overside"
 13 OASIS "Lil"
 6 PODUNK "Wings"
 5 STEELY DAN "Ducane"
 5 GOV'T MULE "Dogge"

WKLC/Charleston, WV
 PD: Mike Peppasari
 6 LIVE "Water"

WEBN/Cincinnati, OH
 MD: Scott Reinhardt
 PD: Michael Walker
 MD: Bob Garret
 9 LIVE "Water"
 NICKELBACK "Leader"

WYRK/Columbus, GA
 OMPD: Brian Waters
 APDMD: Derek Myers
 LIVE "Water"
 FOO FIGHTERS "Stacked"

KNCN/Corpus Christi, TX
 PD: Paula Howell
 MD: Al Jones
 FOO FIGHTERS "Stacked"
 GOV'T MULE "Dogge"

WRKJ/Danbury, CT
 PD: Tom Bass
 MD: Mary Scanlon
 MICHAEL HUTCHENCE "Slide"
 OASIS "Lil"
 3 DOORS DOWN "Kryptonite"
 BEN HARPER "Gases"

WTUC/Dayton, OH
 PD: Mike Thomas
 APD: Steve Kramer
 MD: John Beaudin
 BUSH "Cables"
 DAYS OF THE NEW "Weapon"
 FOO FIGHTERS "Stacked"

KLAQ/E Paso, TX
 PD: "Blips" Mike Ramsey
 APD: Glenn Gurn
 1 STAND "Home"
 LIVE "Water"
 FOO FIGHTERS "Stacked"
 OUR LADY PEACE "Anybody"

WPHD/Elmira-Corning, NY
 PD: Stephen Steiner
 SHADES APART "Spunk"
 OUR LADY PEACE "Anybody"
 LIVE "Water"
 STOPS? "Sashed"
 NICKELBACK "Leader"
 MARS ELECTRIC "Someday"

WPKT/Erie, PA
 VP/Programming: Ron Kline
 MD: Sammy Stone
 STEELY DAN "Ducane"
 STOPS? "Sashed"
 BUCKY "Thug"
 BUSH "Cables"

WVNO/Gainesville-Ocala, FL
 PD: Trevor Scott
 MD: David Riley
 3 DOORS DOWN "Kryptonite"
 RED HOT CHILI "Overside"
 TRAIN "Am"

WXRA/Greensboro, NC
 PD/MD: Tim Satterfield
 APD: Mirale Gan
 2 RED HOT CHILI "Overside"

WQCM/Hagerstown, MD
 PD: Mike Holder
 MD: Will Kaufman
 LIVE "Water"
 RED HOT CHILI "Overside"
 COLLAPSE "Automatic"
 LIVE "Water"

WSTZ/Jackson, MS
 PD/MD: Kevin Keith
 1 FOO FIGHTERS "Stacked"
 1 NICKELBACK "Leader"
 STOPS? "Sashed"
 GOV'T MULE "Dogge"
 BUCKY "Thug"
 LIVE "Water"

WRZK/Johnson City, TN
 PD/MD: Mark E. McKinney
 STAND "Home"
 LIVE "Water"
 FOO FIGHTERS "Stacked"
 COLLAPSE "Automatic"
 LIVE "Water"

WRKR/Kalamazoo, MI
 MD: Chris Winters
 LIVE "Water"
 FOO FIGHTERS "Stacked"

KOMP/Las Vegas, NV
 PD: John Griffin
 MD: Big Mervy
 1 BUCKY "Thug"
 1 FOO FIGHTERS "Stacked"

WROD/Louisville-Fayette, KY
 PD/MD: Dennis Olson
 No Adds

KLOS/Los Angeles, CA
 PD: Rita Wills
 MD: Jim Villanueva
 3 DOORS DOWN "Kryptonite"

WTFX/Louisville, KY
 OMPD: Michael Lee
 MD: Keith O'Lone
 8 RED HOT CHILI "Overside"
 4 P.O.D. "Southtown"

WQSZ/Macon, GA
 PD: Chris Ryder
 MD: Sandra Scott
 ZZ TOP "36-22-36"
 LIVE "Water"
 FOO FIGHTERS "Stacked"
 RED HOT CHILI "Overside"

KFRQ/McAllen, TX
 PD/MD: Shilo Stevens
 AS "Morning"
 FOO FIGHTERS "Stacked"
 BUCKY "Thug"
 OASIS "Lil"
 SLOW RUSH "Junie"
 SHADES APART "Spunk"
 LIVE "Water"

WBBB/Raleigh-Durham, NC
 OMPD: Andy Meyer
 3 DOORS DOWN "Kryptonite"
 311 "Flowing"
 OASIS "Lil"

WRXL/Richmond, VA
 PD: Brian Wiles
 MD: Rick Maybee
 3 DOORS DOWN "Kryptonite"
 KENNY WAYNE "Was"

KCAL/Riverside, CA
 PD: Steve Hoffman
 MD: M.J. Matthews
 No Adds

WLUM/Milwaukee, WI
 PD/MD: Randy Henke
 BUCKY "Thug"
 LIVE "Water"
 NICKELBACK "Leader"
 FOO FIGHTERS "Stacked"

WCLG/Morgantown, WV
 PD: Jeff Miller
 APDMD: Chris Robbins
 DAYS OF THE NEW "Weapon"
 OASIS "Lil"

WDHA/Morrisstown, NJ
 PD/Host Prog: Lenny Black
 APDMD: Terry Carr
 LIVE "Water"
 AS "Morning"
 DAYS OF THE NEW "Weapon"
 COREY STEVENS "Pica"

WKLJ/RW Michigan
 PD: Terry Ray
 MD: Trisha Fry
 25 LIVE "Water"
 7 STR "New"
 5 THIRD EYE BLIND "New"
 AS "Morning"
 ZZ TOP "36-22-36"

WBAB/Rosauau-Suffolk, NY
 Op. Dir.: Eric Wolfman
 BUCKY "Thug"

WPLR/New Haven, CT
 PD: John Griffin
 MD: Pam Landry
 1 CRED "Whir"
 1 OFF LEPPARD "Day"
 RED HOT CHILI "Overside"
 AS "Morning"

KFZX/Odesa-Midland, TX
 PD: Steve Driscoll
 MD: Dru Dawson
 No Adds

KATT/Oklahoma City, OK
 OMPD: Chris Baker
 MD: Jake Daniels
 1 RED HOT CHILI "Overside"
 1 FOO FIGHTERS "Stacked"

WYWF/Sarasota, FL
 PD: Brian Middle
 MD: Cathy Taylor
 KENNY WAYNE "Was"
 LIVE "Water"

KSW/Seattle-Tacoma, WA
 VP/MD: Clark Ryan
 APDMD: Cathy Feulner
 1 DAYS OF THE NEW "Weapon"
 ROCKFORDS "Silver"

KXUS/Springfield, MO
 PD: Kevin Kline
 MD: Mark McClain
 MEGADETH "Breadline"
 DAYS OF THE NEW "Weapon"
 3 DOORS DOWN "Kryptonite"

WAQX/Syracuse, NY
 PD: Dave Frisina
 APD: Alanna
 1 AS "Morning"
 LIVE "Water"
 NICKELBACK "Leader"

WZZQ/Terre Haute, IN
 PD: Jeff Strang
 APDMD: Debbie Hunter
 LIVE "Water"
 STOPS? "Sashed"
 FOO FIGHTERS "Stacked"
 SHADES APART "Spunk"

WNOT/Toledo, OH
 PD: Dan Davis
 MD: WB Webster
 3 LIVE "Water"

KLPX/Tucson, AZ
 OMPD: Larry Mills
 2 WARREN ZEVON "Was"
 LIVE "Water"
 NO DOCK "Only"
 GARY HOEY "Bait"

KMOO/Tulsa, OK
 PD/MD: Rob Hunt
 3 DOORS DOWN "Kryptonite"

WRWZ/Wausau, WI
 PD/MD: Nick Summers
 SIMON SAYS "Lil"
 NICKELBACK "Leader"
 MARS ELECTRIC "Someday"
 LIVE "Water"
 FOO FIGHTERS "Stacked"

WRQR/Wilmington, NC
 PD/MD: Christine Martinez
 No Adds

KATS/Yakima, WA
 PD/MD: Ron Harris
 BUCKY "Thug"
 NICKELBACK "Leader"

WNCO/Yongam-Warren, OH
 PD: Chris Patrick
 MD: Don Harbottle
 STOPS? "Sashed"
 CRED "Whir"
 SHADES APART "Spunk"
 LIVE "Water"

*=Mediabase 24/7 monitored

72 Total Reporters
 72 Current Reporters
 72 Current Playlists

Active Rock

WQCK/Albany, NY
 MD: Chris Osborn
 FOO FIGHTERS "Stacked"
 BUCKY "Thug"
 RAGE AGAINST "Fire"
 NINE MICHIGANS "Vord"

KZRX/Amario, TX
 PD: Eric Snyder
 APDMD: Ronel Rush
 5 KOTIE "Brakes"
 FOO FIGHTERS "Stacked"
 LIVE "Water"

WQOB/Ann Arbor, MI
 MD: Mark Thompson
 APDMD: Ken Ward
 FOO FIGHTERS "Stacked"

WWWX-WXWX/Appleton-Green Bay, WI
 PD: Chris Alan
 LIVE "Water"
 FOO FIGHTERS "Stacked"

WCHZ/Augusta, GA
 PD/MD: Chuck Williams
 FOO FIGHTERS "Stacked"
 LIVE "Water"

KLBJ/Austin, TX
 MD: Jeff Corral
 MD: Lenka Lewis
 1 OUR LADY PEACE "Anybody"
 FOO FIGHTERS "Stacked"
 NICKELBACK "Leader"
 LIVE "Water"

KRAB/Bakersfield, CA
 OMPD: Chris Squires
 MD: Danny Sparaco
 14 NO DOUBT "Grifand"
 8 THIRD EYE BLIND "New"

WYYY/Baltimore, MD
 PD: Rick Strauss
 APDMD: Rob Heckman
 No Adds

WCPB/Bloom-Gulport, MS
 MD: Kenny Vest
 PD: Wayne Watkins
 APDMD: Scot Fox
 16 LIVE "Water"
 FOO FIGHTERS "Stacked"
 BUCKY "Thug"
 STOPS? "Sashed"
 NICKELBACK "Leader"
 DANZIG "Unspak"
 SLOW RUSH "Junie"
 SHADES APART "Spunk"

WRLR/Birmingham, AL
 PD/MD: Brady
 RED HOT CHILI "Overside"

WAAF/Boston, MA
 PD: Dave Douglas
 MD: John Castellano
 7 BUCKY "Thug"
 SLOW RUSH "Junie"

WRCR/Charlotte, NC
 PD/MD: Ron Brown
 1 DAYS OF THE NEW "Weapon"
 OASIS "Lil"
 KOTIE "Brakes"
 QUAND APES "Open"

KFMF/Chicago, CA
 PD: Harry Griffin
 MD: Tim Buc Store
 LIVE "Water"
 NICKELBACK "Leader"
 SLOW RUSH "Junie"
 METHODS OF MAYHEM "New"

KROR/Chicago, CA
 PD/MD: Dan Wilson
 15 KORN "Bud"
 14 BUSH "Cables"
 3 CRAZY TOWN "Toc"
 2 LIVE "Water"

KSL/Colorado Springs, CO
 MD: Greg/Dirk Rick Hess
 APDMD: Dan Johnston
 13 BLINK-182 "Adam"
 4 STONE TEMPLE PILOTS "Hot"
 1 FOO FIGHTERS "Stacked"

WAZU/Columbus, OH
 MD: Cheryl Latta
 APDMD: Joe Posternak
 SLIPNOT "Wah"
 BUSH "Cables"

WBZC/Columbus, OH
 PD: Hal Fish
 APDMD: Ronel Hunter
 FOO FIGHTERS "Stacked"
 3 DOORS DOWN "Kryptonite"

KEGL/Dallas-Ft. Worth, TX
 PD: Greg Stevens
 APD: Chris Ryan
 MD: Cindy Sull
 No Adds

WKFO/Daytona Beach, FL
 VP/Prog: Tai Moore
 PD: David Spear
 MD: Pat Largo
 1 NO DOCK "Only"

KBP/Denver-Boulder, CO
 PD: Bob Richards
 APDMD: Wile B.
 No Adds

KAZR/Des Moines, IA
 PD: Sean Elliott
 APDMD: Paul Oulund
 1 FOO FIGHTERS "Stacked"
 BUCKY "Thug"
 BUSH "Cables"
 ZZ TOP "36-22-36"
 NICKELBACK "Leader"
 LIVE "Water"

KFMX/Lubbock, TX
 OMPD: Wes Hessmann
 SLOW RUSH "Junie"
 BUSH "Cables"
 ZZ TOP "36-22-36"
 NICKELBACK "Leader"
 LIVE "Water"

WQCK/Albany, NY
 MD: Chris Osborn
 FOO FIGHTERS "Stacked"
 BUCKY "Thug"
 RAGE AGAINST "Fire"
 NINE MICHIGANS "Vord"

WGBF/Conoverville, IN
 MD: Mike Sanders
 APDMD: Turner Watson
 LIVE "Water"
 FOO FIGHTERS "Stacked"

WRPQ/Fayetteville, NC
 APDMD: Sydney Scott
 No Adds

WWBN/Flint, MI
 PD: Brian Backlund
 MD: Chh Walter
 LIVE "Water"
 3 DOORS DOWN "Kryptonite"
 DAYS OF THE NEW "Weapon"
 BUCKY "Thug"

KRZR/Fresno, CA
 MD: E. Curtis Johnson
 1 FOO FIGHTERS "Stacked"
 STOPS? "Sashed"
 NICKELBACK "Leader"

WBYR/Ft. Wayne, IN
 PD: Jim Fox
 MD: Matt Talluto
 2 BUCKY "Thug"
 STOPS? "Sashed"
 LIVE "Water"

WXKE/Ft. Wayne, IN
 PD: Dan Kennedy
 MD: Dave Sparto
 2 FOO FIGHTERS "Stacked"
 LIVE "Water"
 NICKELBACK "Leader"
 SLOW RUSH "Junie"

WRUF/Gainesville-Ocala, FL
 PD: Harry Guasco
 MD: Mike Kilbourn
 15 DAYS OF THE NEW "Weapon"
 2 STAND "Home"
 LIVE "Water"
 FOO FIGHTERS "Stacked"
 JIMMIE'S CHECKEL "Trash"
 UNION "Thug"

WKLG/Grand Rapids, MI
 OMPD: Mark Faurie
 MD: Mark Faurie
 RED HOT CHILI "Overside"
 NO DOCK "Wasting"

WTPG/Greenville, SC
 PD: Zack Tyler
 MD: Taylor
 1 STAND "Home"
 1 3 DOORS DOWN "Kryptonite"

WQXA/Harrisburg, PA
 PD: Claudia DeLorenzo
 MD: Nelson
 AS "Morning"

WCCC/Hartford, CT
 PD: Michael Piccolini
 APDMD: Mike Karoly
 FOO FIGHTERS "Stacked"
 LIVE "Water"
 BUCKY "Thug"
 STOPS? "Sashed"

WAMX/Huntington, WV
 PD/MD: Debbie White
 1 STR "New"
 BUCKY "Thug"

WQOK/Johnstown & WQWN/State College, PA
 PD/MD: Pat Utner
 FOO FIGHTERS "Stacked"
 OASIS "Lil"
 BUSH "Cables"
 BUCKY "Thug"
 NICKELBACK "Leader"

KQRC/Kansas City, MO
 PD: Vince Richards
 MD: Valerie Knight
 1 FOO FIGHTERS "Stacked"
 NICKELBACK "Leader"
 BUCKY "Thug"
 LIVE "Water"

KLFX/Knox-Temple, TX
 PD/MD: Bob Fonda
 DANZIG "Unspak"
 AS "Morning"
 OFF LEPPARD "Day"
 SLOW RUSH "Junie"
 311 "Flowing"

WDXQ/Lansing, MI
 PD: Bob Olson
 MD: Kevin Corrad
 14 LIVE "Water"
 3 STAND "Home"
 2 BUCKY "Thug"
 1 STOPS? "Sashed"

KBZL/Lehigh, NE
 PD: Tim Sheridan
 APDMD: Jon Terry
 10 DAYS OF THE NEW "Weapon"
 BUCKY "Thug"
 LIVE "Water"
 STOPS? "Sashed"
 COLLAPSE "Automatic"
 NICKELBACK "Leader"

WHEB/Portsmouth, NH
 PD: Todd Thomas
 MD: Kat Negatary
 29 BUSH "Cables"
 LIVE "Water"
 AS "Morning"
 RED HOT CHILI "Overside"

WBUZ/Toledo, OH
 PD/MD: Chris Amund
 KENNY WAYNE "Was"
 FOO FIGHTERS "Stacked"

WTKO/Toledo, OK
 PD: Chris Kelly
 APD: Kelly Garret
 DAYS OF THE NEW "Weapon"

WWDG/Washington, DC
 PD: Bob Neumann
 APDMD: Buddy Riser
 1 RED HOT CHILI "Overside"
 NO DOCK "Grifand"
 EELS "E"

KUPD/Phoenix, AZ
 PD: J.J. Jeffers
 MD: Bridget Ventura
 3 STAND "Home"
 3 OUR LADY PEACE "Anybody"
 2 FOO FIGHTERS "Stacked"

KUFO/Portland, OR
 MD: Dave Hummer
 APDMD: Al Best
 2 DOORS DOWN "Kryptonite"
 ROLLINS BAND "Turn"
 STOPS? "Sashed"

WKBW/Rochester, NY
 MD: Brian Anderson
 MD: Pat Testalini
 No Adds

KRQQ/Sacramento, CA
 MD: Curtis Johnson
 APD: Pat Martin
 MD: Kyle Braten
 7 3 DOORS DOWN "Kryptonite"
 5 GOOSMOK "Yocoo"
 2 STOPS? "Sashed"

WZBH/Salisbury, MD
 MD: Kline
 STOPS? "Sashed"
 FOO FIGHTERS "Stacked"
 SHADES APART "Spunk"

KSS/San Antonio, TX
 MD: Vinyl Thompson
 PD: Kevin Vargas
 MD: C.J. Crut
 STAND "Home"
 BUSH "Cables"

KOZZ/San Diego, CA
 MD: Billy May
 APDMD: Sharon Leder
 No Adds

WRBR/South Bend, IN
 PD/MD: Joe Turner
 LIVE "Water"
 CRAZY TOWN "Toc"
 STOPS? "Sashed"
 FOO FIGHTERS "Stacked"
 JIMMIE'S CHECKEL "Trash"

KHTQ/Spokane, WA
 PD/MD: Ken Richards
 4 RED HOT CHILI "Overside"
 3 FOO FIGHTERS "Stacked"
 STOPS? "Sashed"

WQLZ/Springfield, IL
 PD: Woody Carlson
 APD: John "Crash" Carroll
 MD: Rocky
 LIVE "Water"
 BUCKY "Thug"

KZRO/Springfield, MO
 PD: Ray Michaels
 MD: George Spantemer
 LIVE "Water"
 FOO FIGHTERS "Stacked"
 STOPS? "Sashed"
 BUCKY "Thug"

WXTM/St. Louis, MO
 PD: Tommy Matern
 APD: Eric Schmitt
 MD: Jeff "Woody" Fife
 1 FOO FIGHTERS "Stacked"
 3 DOORS DOWN "Kryptonite"

WXTB/Tampa, FL
 MD: Brad Harlin
 MD: Brian Miller
 OUR LADY PEACE "Anybody"
 BUSH "Cables"

WTKO/Tampa, FL
 PD: Paul Sampson
 APDMD: Mark "The Shark" Dyle
 14 LIVE "Water"
 1 FOO FIGHTERS "Stacked"
 DAYS OF THE NEW "Weapon"

WYSP/Philadelphia, PA
 MD: Tim Salomon
 PD: Neal Blumly
 MD: Nancy Palumbo
 1 KENNY WAYNE "Was"

WHEB/Portsmouth, NH
 PD: Todd Thomas
 MD: Kat Negatary
 29 BUSH "Cables"
 LIVE "Water"
 AS "Morning"
 RED HOT CHILI "Overside"

WKBW/Rochester, NY
 MD: Brian Anderson
 MD: Pat Testalini
 No Adds

KRQQ/Sacramento, CA
 MD: Curtis Johnson
 APD: Pat Martin
 MD: Kyle Braten
 7 3 DOORS DOWN "Kryptonite"
 5 GOOSMOK "Yocoo"
 2 STOPS? "Sashed"

WZBH/Salisbury, MD
 MD: Kline
 STOPS? "Sashed"
 FOO FIGHTERS "Stacked"
 SHADES APART "Spunk"

KSS/San Antonio, TX
 MD: Vinyl Thompson
 PD: Kevin Vargas
 MD: C.J. Crut
 STAND "Home"
 BUSH "Cables"

KOZZ/San Diego, CA
 MD: Billy May
 APDMD: Sharon Leder
 No Adds

WRBR/South Bend, IN
 PD/MD: Joe Turner
 LIVE "Water"
 CRAZY TOWN "Toc"
 STOPS? "Sashed"
 FOO FIGHTERS "Stacked"
 JIMMIE'S CHECKEL "Trash"

KHTQ/Spokane, WA
 PD/MD: Ken Richards
 4 RED HOT CHILI "Overside"
 3 FOO FIGHTERS "Stacked"
 STOPS? "Sashed"

WQLZ/Springfield, IL
 PD: Woody Carlson
 APD: John "Crash" Carroll
 MD: Rocky
 LIVE "Water"
 BUCKY "Thug"

KZRO/Springfield, MO
 PD: Ray Michaels
 MD: George Spantemer
 LIVE "Water"
 FOO FIGHTERS "Stacked"
 STOPS? "Sashed"
 BUCKY "Thug"

WXTM/St. Louis, MO
 PD: Tommy Matern
 APD: Eric Schmitt
 MD: Jeff "Woody" Fife
 1 FOO FIGHTERS "Stacked"
 3 DOORS DOWN "Kryptonite"

WXTB/Tampa, FL
 MD: Brad Harlin
 MD: Brian Miller
 OUR LADY PEACE "Anybody"
 BUSH "Cables"

WTKO/Tampa, FL
 PD: Paul Sampson
 APDMD: Mark "The Shark" Dyle
 14 LIVE "Water"
 1 FOO FIGHTERS "Stacked"
 DAYS OF THE NEW "Weapon"

WYSP/Philadelphia, PA
 MD: Tim Salomon
 PD: Neal Blumly
 MD: Nancy Palumbo
 1 KENNY WAYNE "Was"

WHEB/Portsmouth, NH
 PD: Todd Thomas
 MD: Kat Negatary
 29 BUSH "Cables"
 LIVE "Water"
 AS "Morning"
 RED HOT CHILI "Overside"

WKBW/Rochester, NY
 MD: Brian Anderson
 MD: Pat Testalini
 No Adds

KRQQ/Sacramento, CA
 MD: Curtis Johnson
 APD: Pat Martin
 MD: Kyle Braten
 7 3 DOORS DOWN "Kryptonite"
 5 GOOSMOK "Yocoo"
 2 STOPS? "Sashed"

WZBH/Salisbury, MD
 MD: Kline
 STOPS? "Sashed"
 FOO FIGHTERS "Stacked"
 SHADES APART "Spunk"

KSS/San Antonio, TX
 MD: Vinyl Thompson
 PD: Kevin Vargas
 MD: C.J. Crut
 STAND "Home"
 BUSH "Cables"

KOZZ/San Diego, CA
 MD: Billy May
 APDMD: Sharon Leder
 No Adds

WRBR/South Bend, IN
 PD/MD: Joe Turner
 LIVE "Water"
 CRAZY TOWN "Toc"
 STOPS? "Sashed"
 FOO FIGHTERS "Stacked"
 JIMMIE'S CHECKEL "Trash"

KHTQ/Spokane, WA
 PD/MD: Ken Richards
 4 RED HOT CHILI "Overside"
 3 FOO FIGHTERS "Stacked"
 STOPS? "Sashed"

WQLZ/Springfield, IL
 PD: Woody Carlson
 APD: John "Crash" Carroll
 MD: Rocky
 LIVE "Water"
 BUCKY "Thug"

KZRO/Springfield, MO
 PD: Ray Michaels
 MD: George Spantemer
 LIVE "Water"
 FOO FIGHTERS "Stacked"
 STOPS? "Sashed"
 BUCKY "Thug"

WXTM/St. Louis, MO
 PD: Tommy Matern
 APD: Eric Schmitt
 MD: Jeff "Woody" Fife
 1 FOO FIGHTERS "Stacked"
 3 DOORS DOWN "Kryptonite"

WXTB/Tampa, FL
 MD: Brad Harlin
 MD: Brian Miller
 OUR LADY PEACE "Anybody"
 BUSH "Cables"

WTKO/Tampa, FL
 PD: Paul Sampson
 APDMD: Mark "The Shark" Dyle
 14 LIVE "Water"
 1 FOO FIGHTERS "Stacked"
 DAYS OF THE NEW "Weapon"

WYSP/Philadelphia, PA
 MD: Tim Salomon
 PD: Neal Blumly
 MD: Nancy Palumbo
 1 KENNY WAYNE "Was"

WHEB/Portsmouth, NH
 PD: Todd Thomas
 MD: Kat Negatary
 29 BUSH "Cables"
 LIVE "Water"
 AS "Morning"
 RED HOT CHILI "Overside"

WKBW/Rochester, NY
 MD: Brian Anderson
 MD: Pat Testalini
 No Adds

KRQQ/Sacramento, CA
 MD: Curtis Johnson
 APD: Pat Martin
 MD: Kyle Braten
 7 3 DOORS DOWN "Kryptonite"
 5 GOOSMOK "Yocoo"
 2 STOPS? "Sashed"

WZBH/Salisbury, MD
 MD: Kline
 STOPS? "Sashed"
 FOO FIGHTERS "Stacked"
 SHADES APART "Spunk"

KSS/San Antonio, TX
 MD: Vinyl Thompson
 PD: Kevin Vargas
 MD: C.J. Crut
 STAND "Home"
 BUSH "Cables"

KOZZ/San Diego, CA
 MD: Billy May
 APDMD: Sharon Leder
 No Adds

WRBR/South Bend, IN
 PD/MD: Joe Turner
 LIVE "Water"
 CRAZY TOWN "Toc"
 STOPS? "Sashed"
 FOO FIGHTERS "Stacked"
 JIMMIE'S CHECKEL "Trash"

KHTQ/Spokane, WA
 PD/MD: Ken Richards
 4 RED HOT CHILI "Overside"
 3 FOO FIGHTERS "Stacked"
 STOPS? "Sashed"

WQLZ/Springfield, IL
 PD: Woody Carlson
 APD: John "Crash" Carroll
 MD: Rocky
 LIVE "Water"
 BUCKY "Thug"

KZRO/Springfield, MO
 PD: Ray Michaels
 MD: George Spantemer
 LIVE "Water"
 FOO FIGHTERS "Stacked"
 STOPS? "Sashed"
 BUCKY "Thug"

WXTM/St. Louis, MO
 PD: Tommy Matern
 APD: Eric Schmitt
 MD: Jeff "Woody" Fife
 1 FOO FIGHTERS "Stacked"
 3 DOORS DOWN "Kryptonite"

WXTB/Tampa, FL
 MD: Brad Harlin
 MD: Brian Miller
 OUR LADY PEACE "Anybody"
 BUSH "Cables"

WTKO/Tampa, FL
 PD: Paul Sampson
 APDMD: Mark "The Shark" Dyle
 14 LIVE "Water"
 1 FOO FIGHTERS "Stacked"
 DAYS OF THE NEW "Weapon"

WYSP/Philadelphia, PA
 MD: Tim Salomon
 PD: Neal Blumly
 MD: Nancy Palumbo
 1 KENNY WAYNE "Was"

WHEB/Portsmouth, NH
 PD: Todd Thomas
 MD: Kat Negatary
 29 BUSH "Cables"
 LIVE "Water"
 AS "Morning"
 RED HOT CHILI "Overside"

WKBW/Rochester, NY
 MD: Brian Anderson
 MD: Pat Testalini
 No Adds

KRQQ/Sacramento, CA
 MD: Curtis Johnson
 APD: Pat Martin
 MD: Kyle Braten
 7 3 DOORS DOWN "Kryptonite"
 5 GOOSMOK "Yocoo"
 2 STOPS? "Sashed"

WZBH/Salisbury, MD
 MD: Kline
 STOPS? "Sashed"
 FOO FIGHTERS "Stacked"
 SHADES APART "Spunk"

KSS/San Antonio, TX
 MD: Vinyl Thompson
 PD: Kevin Vargas
 MD: C.J. Crut
 STAND "Home"
 BUSH "Cables"

KOZZ/San Diego, CA
 MD: Billy May
 APDMD: Sharon Leder
 No Adds

WRBR/South Bend, IN
 PD/MD: Joe Turner
 LIVE "Water"
 CRAZY TOWN "Toc"
 STOPS? "Sashed"
 FOO FIGHTERS "Stacked"
 JIMMIE'S CHECKEL "Trash"

KHTQ/Spokane, WA
 PD/MD: Ken Richards
 4 RED HOT CHILI "Overside"
 3 FOO FIGHTERS "Stacked"
 STOPS? "Sashed"

WQLZ/Springfield, IL
 PD: Woody Carlson
 APD: John "Crash" Carroll
 MD: Rocky
 LIVE "Water"
 BUCKY "Thug"

KZRO/Springfield, MO
 PD: Ray Michaels
 MD: George Spantemer
 LIVE "Water"
 FOO FIGHTERS "Stacked"
 STOPS? "Sashed"
 BUCKY "Thug"

WXTM/St. Louis, MO
 PD: Tommy Matern
 APD: Eric Schmitt
 MD: Jeff "Woody" Fife
 1 FOO FIGHTERS "Stacked"
 3 DOORS DOWN "Kryptonite"

WXTB/Tampa, FL
 MD: Brad Harlin
 MD: Brian Miller
 OUR LADY PEACE "Anybody"
 BUSH "Cables"

WTKO/Tampa, FL
 PD: Paul Sampson
 APDMD: Mark "The Shark" Dyle
 14 LIVE "Water"
 1 FOO FIGHTERS "Stacked"
 DAYS OF THE NEW "Weapon"

WYSP/Philadelphia, PA
 MD: Tim Salomon
 PD: Neal Blumly
 MD: Nancy Palumbo
 1 KENNY WAYNE "Was"

WHEB/Portsmouth, NH
 PD: Todd Thomas
 MD: Kat Negatary
 29 BUSH "Cables"
 LIVE "Water"
 AS "Morning"
 RED HOT CHILI "Overside"

WKBW/Rochester, NY
 MD: Brian Anderson
 MD: Pat Testalini
 No Adds

KRQQ/Sacramento, CA
 MD: Curtis Johnson
 APD: Pat Martin
 MD: Kyle Braten
 7 3 DOORS DOWN "Kryptonite"
 5 GOOSMOK "Yocoo"
 2 STOPS? "Sashed"

WZBH/Salisbury, MD
 MD: Kline
 STOPS? "Sashed"
 FOO FIGHTERS "Stacked"
 SHADES APART "Spunk"

KSS/San Antonio, TX
 MD: Vinyl Thompson
 PD: Kevin Vargas
 MD: C.J. Crut
 STAND "Home"
 BUSH "Cables"

KOZZ/San Diego, CA

New & Active

LIVE Run To The Water (Radioactive/MCA)

Total Plays: 157, Total Stations: 28, Adds: 24

DEF LEPPARD Day After Day (Mercury/IDJMG)

Total Plays: 152, Total Stations: 14, Adds: 1

311 Flowing (Capricorn)

Total Plays: 137, Total Stations: 13, Adds: 2

CRAZY TOWN Toxic (Columbia)

Total Plays: 127, Total Stations: 17, Adds: 2

BUCKCHERRY Check Your Head (DreamWorks)

Total Plays: 121, Total Stations: 26, Adds: 16

DASIS Go Let It Out (Epic)

Total Plays: 102, Total Stations: 11, Adds: 2

METHODS OF MAYHEM New Skin (MCA)

Total Plays: 69, Total Stations: 9, Adds: 2

SLOW RUSH Junkie (Epic)

Total Plays: 61, Total Stations: 17, Adds: 11

JIMMIE'S CHICKEN SHACK Trash (Rocket/IDJMG)

Total Plays: 59, Total Stations: 9, Adds: 4

STOPS? Satisfied (Reprise)

Total Plays: 41, Total Stations: 20, Adds: 18

Songs ranked by total plays

Most Played Recurrents

LIVE The Dolphin's Cry (Radioactive/MCA)

GODSMACK Whatever (Republic/Universal)

BUCKCHERRY Lit Up (DreamWorks)

RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)

OLEANDER Why I'm Here (Republic/Universal)

SEVENDUST Denial (TVT)

KORN Freak On A Leash (Immortal/Epic)

OFFSPRING The Kids Aren't Alright (Columbia)

ROB ZOMBIE Living Dead Girl (Geffen)

POWERMAN 5000 When Worlds Collide (DreamWorks)

KID ROCK Bawitdaba (Top Dog/Lava/Atlantic)

COLLECTIVE SOUL Heavy (Atlantic)

LIMP BIZKIT Nookie (Flip/Interscope)

LIT My Own Worst Enemy (RCA)

ROB ZOMBIE Dragula (Geffen)

LENNY KRAVITZ Fly Away (Virgin)

CREED One (Wind-up)

KID ROCK Cowboy (Top Dog/Lava/Atlantic)

LENNY KRAVITZ American Woman (Maverick/Virgin)

DAYS OF THE NEW Enemy (Outpost/Interscope)

ACTIVE ROCK

TOMMY CASTRO Right As Rain (Blind Pig)

BOB DYLAN Things Have Changed (Columbia)

BOBBY GAYLOR Suicide (Atlantic)

FRANKIE MACHINE Sell Me (Mammoth)

JACT Magic #3 (Trauma)

METHODS OF MAYHEM New Skin (MCA)

SEVENDUST Waffle (TVT)

TUNED-IN ACTIVE ROCK

R&R/MEDIABASE 24/7

Rock! 98.1 **KQRC/Kansas City**

3am

LITA FORD & OZZY OSBOURNE Close My Eyes ...
GUNS N' ROSES Sympathy For The Devil
DRAIN STH Simon Says
METALLICA Ride The Lightning
EVERLAST What It's Like
DEF LEPPARD Let's Get Rocked
CORROSION OF CONFORMITY Clean My Wounds
SKID ROW Monkey Business
PRONG Snap Your Fingers
DREAM THEATER Pull Me Under
FASTER PUSSYCAT Poison Ivy
KID ROCK Only God Knows Why

11am

VAN HALEN When It's Love
SOUNDGARDEN Outshined
LED ZEPPELIN Black Dog
CREED Higher
WHITESNAKE Here I Go Again
FILTER Take A Picture
AEROSMITH Sweet Emotion
EVERCLEAR Santa Monica (Watch The World Die)
RATT Round And Round
DAYS OF THE NEW Touch, Peel & Stand
RED HOT CHILI PEPPERS Otherside

4pm

LYNCH MOB Wicked Sensation
PEARL JAM Alive
PINK FLOYD Hey You
CREED Higher
DEF LEPPARD Paper Sun
VAN HALEN Jamie's Cryin'
FILTER Take A Picture
GUNS N' ROSES Sweet Child O' Mine
OFFSPRING Gone Away
RUSH Spirit Of Radio

8pm

KROKUS Long Stick Goes Boom
WHITE LION Wait
SHOTGUN MESSIAH Heartbreak Blvd.
DREAM THEATER Pull Me Under
ACCEPT Balls To The Wall
PLANET P Why Me
DOKKEN Breaking The Chains
GREAT WHITE House Of Broken Love
CINDERELLA Gypsy Road
NIGHT RANGER (You Can Still) Rock In America
JACKYL I Stand Alone
FIREHOUSE Don't Treat Me Bad

Blitz **WBZX/Columbus**

3am

NIRVANA All Apologies
DAYS OF THE NEW Weapon And The Wound
STABBING WESTWARD Save Yourself
RAGE AGAINST THE MACHINE Guerrilla Radio
OZZY OSBOURNE Flying High Again
FILTER Take A Picture
SMASHING PUMPKINS Disarm
SANTANA (EVERLAST) Put Your Lights On
SOUNDGARDEN The Day I Tried To Live
PEARL JAM Better Man
KID ROCK Bawitdaba
GREEN DAY Longview

11am

KORN Falling Away From Me
ALICE IN CHAINS Them Bones
SMASHING PUMPKINS The Everlasting Gaze
SOUNDGARDEN Fell On Black Days
BUSH The Chemicals Between Us
LIVE Selling The Drama
FOO FIGHTERS Learn To Fly

4pm

KORN Freak On A Leash
DRAIN STH Simon Says
LENNY KRAVITZ Are You Gonna Go My Way
STANND Mudshovel
FAITH NO MORE Last Cup Of Sorrow
CREED What If
AC/DC Hell's Bells
SMASHING PUMPKINS The Everlasting Gaze
METALLICA Whiskey In The Jar
SANTANA (EVERLAST) Put Your Lights On

8pm

KID ROCK Bawitdaba
CRACKER Low
MEGADETH Breadline
LIVE Lightning Crashes
KORN Falling Away From Me
NIRVANA Heart Shaped Box
SLIPKNOT Wait And Bleed
SOUNDGARDEN Black Hole Sun
RAGE AGAINST THE MACHINE Guerrilla Radio
FOO FIGHTERS Everlong
SYSTEM OF A DOWN Sugar
SUBLIME Santeria
METALLICA No Leaf Clover



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Tuesday 1/18. © 2000, R&R Inc.



R&R Active Rock Top 50

January 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/-	GROSS IMPRESSIONS (M)	WEEKS ON CHART	TOTAL STATIONS/ADDS
	1	METALLICA No Leaf Clover (Elektra/EEG)	2231	+23	188293	8	73/0
3	2	KORN Falling Away From Me (Immortal/Epic)	1810	+48	141710	11	73/0
6	3	GODSMACK Voodoo (Republic/Universal)	1765	+85	136354	11	73/1
2	4	LIMP BIZKIT Re-Arranged (Flip/Interscope)	1726	-38	127305	17	69/0
4	5	FILTER Take A Picture (Reprise)	1610	-133	112626	12	66/0
5	6	CREED Higher (Wind-up)	1588	-119	132579	20	69/0
13	7	KID ROCK Only God Knows Why (Top Dog/Lava/Atlantic)	1477	+123	112168	6	64/1
11	8	CREED What If (Wind-up)	1451	+93	123945	5	73/0
7	9	BUSH The Chemicals Between Us (Trauma)	1389	-163	112954	18	66/1
9	10	MEGADETH Breadline (Capitol)	1361	-48	103321	9	72/0
12	11	SMASHING PUMPKINS The Everlasting Gaze (Virgin)	1327	-28	101622	5	69/0
8	12	FOO FIGHTERS Learn To Fly (Roswell/RCA)	1308	-138	92500	17	57/0
10	13	RAGE AGAINST THE MACHINE Guerrilla Radio (Epic)	1292	-114	111040	15	71/0
14	14	STAINED Mudshovel (Flip/Elektra/EEG)	1187	-123	110068	28	64/0
21	15	RED HOT CHILI PEPPERS Otherside (Warner Bros.)	1141	+306	88209	4	73/7
16	16	POWERMAN 5000 Nobody's Real (DreamWorks)	1118	+45	92235	8	70/0
15	17	GODSMACK Keep Away (Republic/Universal)	988	-93	111071	39	60/0
19	18	GUANO APES Open Your Eyes (Super Sonic/RCA)	939	+46	77398	14	63/1
17	19	INCUBUS Pardon Me (Immortal/Epic)	926	+3	69765	11	65/0
20	20	STONE TEMPLE PILOTS Heaven And Hot Rods (Atlantic)	890	+35	67497	5	59/2
18	21	SANTANA F/EVERLAST Put Your Lights On (Arista)	825	-83	63529	19	46/0
Breaker	22	DAYS OF THE NEW Weapon And The Wound (Outpost/Interscope)	739	+329	43022	2	53/6
24	23	SIMON SAYS Life Jacket (Hollywood)	724	+47	52563	9	58/0
23	24	NINE INCH NAILS Into The Void (Nothing/Interscope)	709	-3	61146	6	56/1
Breaker	25	3 DOORS DOWN Kryptonite (Republic/Universal)	607	+234	51986	4	47/8
25	26	STATIC-X Push It (Warner Bros.)	595	-68	56121	19	48/0
29	27	BUSH Letting The Cables Sleep (Trauma)	578	+103	48298	3	48/7
27	28	SLIPKNOT Wait And Bleed (Roadrunner)	562	-13	48715	9	53/1
26	29	STONE TEMPLE PILOTS Down (Atlantic)	501	-98	57734	17	40/0
28	30	SYSTEM OF A DOWN Sugar (American/Columbia)	435	-102	36510	22	45/0
30	31	CHEVELLE Point #1 (Squint)	427	-7	36419	5	42/0
35	32	P.O.D. Southtown (Atlantic)	421	+18	37537	7	39/0
44	33	OUR LADY PEACE Is Anybody Home? (Columbia)	385	+159	26551	2	34/4
Debut	34	STAINED Home (Flip/Elektra/EEG)	371	+228	30096	1	44/6
48	35	KENNY WAYNE SHEPHERD BAND Was (Giant/Reprise)	295	+104	13677	2	24/3
34	36	OFFSPRING She's Got Issues (Columbia)	291	-113	35896	15	24/0
33	37	RED HOT CHILI PEPPERS Around The World (Warner Bros.)	284	-123	31407	16	24/0
42	38	REVELLE The Phoenix (Elektra/EEG)	260	+1	27092	4	29/1
49	39	ROLLINS BAND Illumination (DreamWorks)	249	+66	25959	2	29/2
31	40	EARTH TO ANDY Still After You (Giant/Reprise)	245	-172	16145	12	28/0
Debut	41	FOO FIGHTERS Stacked Actors (Roswell/RCA)	242	+76	24787	1	47/33
41	42	R.E.M. The Great Beyond (Warner Bros.)	230	-43	19042	8	14/0
Debut	43	KITTIE Brackish (NG/Artemis)	226	+72	20006	1	26/4
37	44	PRIMUS Electric Uncle Sam (Prawn Song/Interscope)	225	-139	19817	9	27/0
40	45	FULL DEVIL JACKET Stain (Enclave/Mercury/IDJMG)	214	-98	20948	7	27/0
38	46	ALICE IN CHAINS Fear The Voices (Columbia)	214	-137	13042	13	17/0
46	47	NINE INCH NAILS We're In This Together (Nothing/Interscope)	205	-2	29725	19	12/0
45	48	OLEANDER Stupid (Republic/Universal)	203	-10	19386	3	19/0
Debut	49	COAL CHAMBER Tyler's Song (Roadrunner)	196	+77	13104	1	25/1
39	50	TOMC Knock Down Walls (Universal)	194	-122	13205	12	15/0

Most Added

ARTIST TITLE LABEL(S)	ADDS
FOO FIGHTERS Stacked Actors (Roswell/RCA)	33
LIVE Run To The Water (Radioactive/MCA)	24
8STOPS7 Satisfied (Reprise)	18
BUCKCHERRY Check Your Head (DreamWorks)	16
NICKELBACK Leader Of Men (Roadrunner)	12
SLOW RUSH Junkie (Epic)	11
3 DOORS DOWN Kryptonite (Republic/Universal)	8
RED HOT CHILI PEPPERS Otherside (Warner Bros.)	7
BUSH Letting The Cables Sleep (Trauma)	7
DAYS OF THE NEW Weapon... (Outpost/Interscope)	6
STAINED Home (Flip/Elektra/EEG)	6

STIR

"New Beginning"

February 7th



Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DAYS OF THE NEW Weapon... (Outpost/Interscope)	+329
RED HOT CHILI PEPPERS Otherside (Warner Bros.)	+306
3 DOORS DOWN Kryptonite (Republic/Universal)	+234
STAINED Home (Flip/Elektra/EEG)	+228
OUR LADY PEACE Is Anybody Home? (Columbia)	+159
KID ROCK Only God... (Top Dog/Lava/Atlantic)	+123
KENNY WAYNE SHEPHERD BAND Was (Giant/Reprise)	+104
BUSH Letting The Cables Sleep (Trauma)	+103
LIVE Run To The Water (Radioactive/MCA)	+101
CREED What If (Wind-up)	+93

Breakers.

DAYS OF THE NEW		
Weapon And The Wound (Outpost/Interscope)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
739/329	53/6	22
3 DOORS DOWN		
Kryptonite (Republic/Universal)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
607/234	47/8	25

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.

74 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 1/16-Saturday 1/22. 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 2000, The Arbitron Company). © 2000, R&R Inc.



CHEVELLE

"POINT #1"

R&R Active Rock **31**
 BB Monitor Active Rock **39*-37***

Mixed by Ben Grosse • Recorded by Steve Albini



www.squinterland.com
 (310) 545-4032

ALREADY GETTING THE POINT
 WAAF WNOR WLZR WRIF KQRC KEG
 KBPI WXTB KUFO KRXQ KIOZ WXRC
 and many more!

ON TOUR NOW WITH ANTHRAX
 ALL FEB: POWERMAN 5000 and STATIC X
 ALL MARCH: FILTER and OLEANDER

Catch Point #1 on
 Dawson's Creek next week

Nickelback

LEADER OF MEN

The first single from their debut album *The State*.

Produced by Dale Penner & Nickelback

Mixed by GGGarth Richardson

Management: Bryan Coleman for Union Entertainment Group



TOP 5 MOST ADDED ACTIVE ROCK
TOP 5 MOST ADDED ROCK

LEADERS AMONG MEN:

WXTM (14x)

KTEG (10x)

KFZX (16x)

KSJO

93X

WLZR

WLUM

KQRC

WEBN

WXBE

WKQZ

KRZR

WNFZ

WAQX

KLBJ

WSTZ

WQKK

KIBZ

WXKE

WCPR

WPHD

KATS

KFMF

WMZK

KZOZ

KFMX

KOZE

Active Rock Playlists

FIND COMPLETE PLAYLISTS FOR ALL ACTIVE ROCK REPORTERS ON R&R ONLINE MUSIC TRACKING

MARKET #1

WYSP/Philadelphia
Infinity
(215) 625-9460
Sabean/Milby/Palumbo
12c Cumc 692,000

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
32	32	32	GOODSAM/Keeper Away	18080
36	29	29	STONE TEMPLE PILOTS/Down	18080
29	29	29	ME TALL ICA/No Leaf Clover	16385
17	17	17	LIMP BIZKIT/Re-Arranged	15255
36	19	19	BUSH/Take A Picture	10735
17	18	18	OFFSPRING/She's Got Issues	10170
17	18	18	RED HOT CHILI.../Otherside	9805
15	17	17	KID ROCK/Only God Knows Why	9605
13	16	16	SMASHING PUMPKINS/The Everlasting Gaze	9040
13	16	16	FLY/In The Company Of	8475
13	16	16	CRED/What It	8215
12	14	14	SANTANA/EVERLAST/Put Your Lights On	7910
16	14	14	FOO FIGHTERS/Stacked Actors	7910
14	13	13	BUSH/What I See	7345
11	10	10	STONE TEMPLE PILOTS/Heaven And Hot Roads	6780
11	10	10	FLY/In The Company Of	6780
11	10	10	NINE INCH NAILS/Into The Void	6215
11	10	10	ROLLINS BAND/Lumination	6215
11	10	10	RAGE AGAINST.../Guerrilla Radio	6215
9	11	11	PRINCE'S New Power Generation	6215
8	8	8	COLLECTIVE SOUL/Heavy	4520
5	7	7	ROB ZOMBIE/Dracula	3955
7	7	7	GOODSAM/Keeper Away	3955
6	7	7	KID ROCK/Bawitaba	3955

MARKET #2

KEGL/Dallas-Ft. Worth
Clear Channel
(972) 448-1053
Stevens/Ryan/Scull
12c Cumc 632,300

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
35	31	31	FOO FIGHTERS/Learn To Fly	9655
30	27	27	GOODSAM/Keeper Away	8235
26	26	26	ME TALL ICA/No Leaf Clover	7900
13	23	23	LIVE/The Dolphins Cry	7015
20	20	20	KID ROCK/Only God Knows Why	6100
19	20	20	CRED/What It	6100
16	19	19	MEGAETH/Headline	5785
15	17	17	RED HOT CHILI.../Otherside	5185
11	16	16	GUANO APES/Open Your Eyes	4675
11	16	16	STONE TEMPLE PILOTS/Heaven And Hot Roads	4675
14	14	14	FLY/In The Company Of	4270
13	14	14	POWERMAN 5000/Nobody's Real	4270
14	14	14	FOO FIGHTERS/Stacked Actors	4270
13	13	13	BUSH/What I See	3885
13	13	13	SMASHING PUMPKINS/The Everlasting Gaze	3885
10	13	13	COLLECTIVE SOUL/Heavy	3550
12	12	12	BUSH/The Chemicals	3880
12	12	12	INCUBUS/Pardon Me	3880
15	11	11	RAGE AGAINST.../Guerrilla Radio	3505
7	10	10	ME TALL ICA/Whiskey In The Jar	3050
8	10	10	COLLECTIVE SOUL/Heavy	3050
8	10	10	SMASHING PUMPKINS/The Everlasting Gaze	3050
8	10	10	FLY/In The Company Of	3050
8	10	10	NINE INCH NAILS/Into The Void	3050
8	10	10	SIMON SAYS/Lt. Jacket	2745
13	8	8	CRED/Higher	2745
8	10	10	CHERRY/Point #1	2745
8	10	10	INCUBUS/Pardon Me	2745
8	10	10	FLY/In The Company Of	2440
8	10	10	FLY/In The Company Of	2440
8	10	10	CRED/One	2440
8	10	10	SANTANA/EVERLAST/Put Your Lights On	2440

MARKET #3

WRWF/Detroit
Greater Media
(248) 547-0101
Rosen/Smith
12c Cumc 653,700

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
19	24	24	DAVS OF THE NEW/Weapon And The Wound	8712
23	23	23	METALLICA/No Leaf Clover	8349
22	20	20	MEGAETH/Headline	7280
22	20	20	KEVIN WYATT.../In 2 Deep	7280
19	19	19	GOODSAM/Keeper Away	6897
19	19	19	LIVE/Run To The Water	6897
19	18	18	CRED/What It	6534
15	17	17	KID ROCK/Only God Knows Why	6171
19	17	17	FOO FIGHTERS/Learn To Fly	6171
19	17	17	OLANDER/Why I'm Here	5445
17	18	18	FLY/In The Company Of	5445
14	14	14	STONE TEMPLE PILOTS/Down	5082
12	12	12	STATIC X/Push It	4586
11	11	11	POWERMAN 5000/Nobody's Real	3883
11	11	11	DAVS OF THE NEW/Weapon And The Wound	3883
11	11	11	RAGE AGAINST.../Guerrilla Radio	3883
12	10	10	GOODSAM/Keeper Away	3630
7	10	10	RED HOT CHILI.../Otherside	3630
7	10	10	PO.D./Southtown	3630
7	10	10	KORNFALLING AWAY FROM ME	3630
12	10	10	SMASHING PUMPKINS/The Everlasting Gaze	3630
12	10	10	TOMMY/Noah Down Walls	3267
10	9	9	SEBASTIAN BACH/Rock 'n' Roll	3267
8	9	9	METHODS OF MAYHEM/New Stan	3267
12	8	8	STONE TEMPLE PILOTS/Heaven And Hot Roads	2904
7	8	8	RAGE AGAINST.../Guerrilla Radio	2541
7	8	8	FLY/In The Company Of	2541
7	8	8	ROLLINS BAND/Lumination	2541
5	8	8	LENNY KRAVITZ/American Woman	2178

MARKET #4

WMAF/Bozeman
Entercom
(406) 236-1073
Douglas/Smith
12c Cumc 644,800

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
16	16	16	GOODSAM/Keeper Away	12024
40	30	30	STAND/Another	12024
37	28	28	RAGE AGAINST.../Guerrilla Radio	12024
36	28	28	KORNFALLING AWAY FROM ME	12024
37	28	28	STATIC X/Push It	10888
36	28	28	GUANO APES/Open Your Eyes	10888
37	28	28	KID ROCK/Only God Knows Why	10888
37	28	28	BUSH/What I See	10888
20	20	20	ME TALL ICA/No Leaf Clover	10020
24	20	20	3 DOORS DOWN/Kryptonite	10020
24	20	20	SCULPIN/Run To The Water	8684
18	18	18	NINE INCH NAILS/Into The Void	8350
23	23	23	POWERMAN 5000/Nobody's Real	7882
23	23	23	SEVERUS/Daniel	7882
23	23	23	SLIPKNOT/All Star	7348
17	17	17	GOODSAM/Keeper Away	7014
27	20	20	SYSTEM OF A DOWN/Sugar	6830
17	19	19	GOODSAM/Keeper Away	6346
19	19	19	STAND/Another	6346
16	19	19	ANTHRAX/Of Course	6346
16	19	19	GOODSAM/Keeper Away	5878
14	17	17	PO.D./Southtown	5478
19	16	16	LIMP BIZKIT/Re-Arranged	5344
12	18	18	CHEVY/Point #1	5344
14	18	18	FULL DEVL JACKET/Stan	5010
13	14	14	INCUBUS/Pardon Me	4676
13	14	14	NINE INCH NAILS/Into The Void	4676
8	12	12	ROLLINS BAND/Lumination	4008
12	11	11	POWERMAN 5000/When Worlds Collide	3674
12	11	11	REVELLE/The Phoenix	3674

MARKET #5

WVVC/Washington, DC
AMF
(301) 587-7100
Neumann/Rizer
12c Cumc 643,400

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
48	48	48	VERTICAL HORZON/Everything You Want	11565
39	40	40	R.E.M./The Great Beyond	11020
38	40	40	THIRD EYE BLIND/Never Let You Go	10280
38	38	38	FLY/In The Company Of	10020
37	38	38	BUSH/What I See	10020
36	37	37	RED HOT CHILI.../Around The World	10020
37	36	36	TRAVY AM	9252
35	34	34	SANTANA/FROTH THOMAS Smooth	10054
34	32	32	CRED/Higher	8224
34	32	32	LIMP BIZKIT/Re-Arranged	6882
31	31	31	LIVE/Run To The Water	13307
16	21	21	OASIS/Get On Up	5197
15	20	20	JIMMIE'S CHORDEN.../Do Right	5400
20	20	20	FEEDER/Neon	5140
18	19	19	LIT/My Own Worst Enemy	4853
18	19	19	STONEMAN/Black	4853
18	19	19	KORNFALLING AWAY FROM ME	4826
18	19	19	ME TALL ICA/No Leaf Clover	4826
18	19	19	311/Come On	4369
17	17	17	SMASHING PUMPKINS/The Everlasting Gaze	4369
16	18	18	SPIN/Don't Stop Believin'	4112
16	18	18	POWERMAN 5000/When Worlds Collide	4112
16	18	18	LIVE/The Dolphins Cry	3850
14	16	16	CRED/What It	3590
14	16	16	GOOD SAM/DOLL/Black Balloon	3590
14	16	16	FADY/SLIPKNOT/All Star	3590
14	16	16	INCUBUS/Pardon Me	3590
14	16	16	CURE/Always Someday	3590
13	13	13	LENNY KRAVITZ/My Way	3341
13	13	13	OFFSPRING/She's Got Issues	3341

MARKET #6

WZTA/Miami
Clear Channel
(305) 654-9494
Steele/Strauber/Kimba
12c Cumc 322,100

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
27	24	24	KID ROCK/Only God Knows Why	6052
31	31	31	ME TALL ICA/No Leaf Clover	5518
24	24	24	RAGE AGAINST.../Guerrilla Radio	4470
23	25	25	STAND/Another	4470
23	24	24	KORNFALLING AWAY FROM ME	4252
23	24	24	RAGE AGAINST.../Guerrilla Radio	4252
22	22	22	GOODSAM/Keeper Away	3916
22	22	22	SMASHING PUMPKINS/The Everlasting Gaze	3760
20	21	21	GUANO APES/Open Your Eyes	3760
6	20	20	FOO FIGHTERS/Stacked Actors	3760
10	19	19	CRED/What It	3382
10	19	19	CRED/Higher	3382
10	19	19	NINE INCH NAILS/Into The Void	3204
10	19	19	POWERMAN 5000/Nobody's Real	3204
15	17	17	LIT/My Own Worst Enemy	3006
16	17	17	FLY/In The Company Of	2848
24	16	16	STONE TEMPLE PILOTS/Down	2848
19	16	16	LIMP BIZKIT/Re-Arranged	2670
12	16	16	BUSH/What I See	2478
14	16	16	HOLE/Be A Man	2492
13	13	13	RED HOT CHILI.../Around The World	2314
13	13	13	LIVE/The Dolphins Cry	2314
8	13	13	INCUBUS/Pardon Me	2316
12	12	12	SMASHING PUMPKINS/The Everlasting Gaze	2316
14	12	12	GOODSAM/Keeper Away	2138
6	12	12	RED HOT CHILI.../Otherside	2136
9	12	12	NINE INCH NAILS/Into The Void	2136
22	12	12	CRED/Higher	2136
3	12	12	OASIS/Get On Up	2136
11	11	11	GOODSAM/Keeper Away	1938

MARKET #7

KIOZ/San Diego
Clear Channel
(619) 565-6006
May/Leider
12c Cumc 268,400

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
25	27	27	GOODSAM/Keeper Away	4941
25	24	24	ROB ZOMBIE/Superbeast	4392
26	24	24	RAGE AGAINST.../Guerrilla Radio	4028
22	23	23	NINE INCH NAILS/Into The Void	4209
16	18	18	INCUBUS/Pardon Me	3477
19	18	18	LIMP BIZKIT/Re-Arranged	3294
15	18	18	FOO FIGHTERS/Stacked Actors	3294
17	18	18	GOODSAM/Keeper Away	3111
17	18	18	OLANDER/Why I'm Here	3111
16	17	17	GUANO APES/Open Your Eyes	3111
13	17	17	POWERMAN 5000/Nobody's Real	3111
17	17	17	MEGAETH/Headline	3111
18	17	17	CRED/What It	3111
9	14	14	BUSH/The Chemicals	2562
12	14	14	KORNFALLING AWAY FROM ME	2562
16	14	14	SMASHING PUMPKINS/The Everlasting Gaze	2562
9	12	12	OLANDER/Why I'm Here	2196
11	12	12	RAGE AGAINST.../Guerrilla Radio	2196
10	12	12	ME TALL ICA/No Leaf Clover	2138
10	11	11	FULL DEVL JACKET/Stan	2013
7	11	11	CHEVY/Point #1	2013
8	10	10	OFFSPRING/The Kids Aren't	1830
6	9	9	RED HOT CHILI.../Otherside	1647
6	9	9	GOODSAM/Keeper Away	1646
6	9	9	ROB ZOMBIE/Superbeast	1646
7	8	8	ME TALL ICA/No Leaf Clover	1464
7	8	8	STAND/Another	1464
8	8	8	RED HOT CHILI.../Around The World	1464
5	8	8	LIMP BIZKIT/Break Stuff	1464
6	8	8	SEVERUS/Daniel	1464

MARKET #8

KUPD/Phoenix
Sandusky
(480) 345-5921
Jeffries/Ventura
12c Cumc 213,800

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
39	37	37	FLY/In The Company Of	5254
32	35	35	METALLICA/No Leaf Clover	4970
36	34	34	KORNFALLING AWAY FROM ME	4616
33	32	32	STAND/Another	3834
17	21	21	SMASHING PUMPKINS/The Everlasting Gaze	2982
20	20	20	GOODSAM/Keeper Away	2840
4	20	20	IS/PT/Submitted	2840
17	19	19	POWERMAN 5000/Nobody's Real	2698
19	19	19	INCUBUS/Pardon Me	2698
15	18	18	SEVERUS/Daniel	2556
17	17	17	FULL DEVL JACKET/Stan	2414
12	17	17	MEGAETH/Headline	2414
17	18	18	RED HOT CHILI.../Otherside	2272
21	18	18	FOO FIGHTERS/Learn To Fly	2272
17	18	18	CRED/What It	2272
8	14	14	STATIC X/Push It	1988
15	14	14	SLIPKNOT/All Star	1988
14	14	14	KITTE/Bracken	1988
7	13	13	REVELLE/The Phoenix	1846
13	13	13	NINE INCH NAILS/Into The Void	1846
13	13	13	DAVS OF THE NEW/Weapon And The Wound	1846
14	13	13	ROLLINS BAND/Lumination	1846
13	13			

ACTIVE INSIGHT

By Tracey Hoskin
Asst. Rock Editor

Screaming, kicking, biting and scratching their way to the top. For three months **The Deadlights** have been doing just that by gaining momentum at specialty shows everywhere. I thought it was high time I made a stink about them; they've earned it. Rock specialty has embraced them, and jocks have been drooling over **The Deadlights** by rewarding them with a total of four songs in rotation. "Amplifier" and "Junk" are the two garnering the most attention. They're featured on the band's self-titled debut (**QED/Elektra/EEG**). Due out at the end of February, the full-length has already snaked its way onto the airwaves.

KISW/Seattle, WMFS/Memphis and KUPD/Phoenix have been spinning all the songs from the band's EP. *Afterbirth* (**QED/Elektra/EEG**), since fall, and recent adds include **WXTM/St. Louis** and **KXXR/Minneapolis**. **WMFS/Memphis**' Jose Mangin raves, "Get back, we got what we asked for, now we must play. The Deadlights have been in *Beyond the Pit*'s top cinco since the EP days. And now, with the release in sight, people are going nutty and phones are showing it. I totally predict this being huge for Elektra, because there's so much that Active/Specialty radio can do for it. Viva la heavy music!"

The Southern Cali-based quartet consists of

provocative, video-friendly lead singer Duke, drummer **Jim Falcone**, bassist **Jerry Montano** and guitarist **Billy Roan**. A buzz started about the band thanks to their dynamic live show. They recently toured with veterans **Megadeth** and have shared the stage with **Coal Chamber**, **System Of A Down** and **Type O-Negative**, to name a few. Collectively they cite **Kiss**, early **Metallica**, **The Dead Kennedys** and **Agnostic Front** as influences. **The Deadlights** have managed to combine those influences and create quite a collection. Showcasing vicious, crunchy guitar and bass, thrashing skins and deep, throaty vocals, **The Deadlights**' debut is powerful and has a couple of surprises. And it's not just for headbangers: "Falling Down" is an acoustic gem featuring a sitar! "Pox Eclipse" is a groovin', heavy tune, and "Sweet Oblivion" and "Foolish Pride" are not to be overlooked, providing a depth and balance to the CD, which you should have soon — promise.



The Deadlights

R&R Top 20 Specialty Artists

January 28, 2000

- KITTIE (Ng/Artemis)** Airplay Includes: KATT, KBER, WJXQ
- DEADLIGHTS (QED/Elektra/EEG)** Airplay Includes: KISW, KXXR, WTFX
- HEAVY METAL 2000 EP (Restless)** Airplay Includes: KUPD, WAVF, WKLO
- SLIPKNOT (Roadrunner)** Airplay Includes: KLFX, WKGB, WXTM
- SNAPCASE (Victory)** Airplay Includes: KATT, WGIR, WXBE
- ROLLINS BAND (DreamWorks)** Airplay Includes: KBER, KRAB, WTFX
- PRIMER 55 (Island/IDJMG)** Airplay Includes: KUPD, WTFX, WXTM
- CRO-MAGS (Cro-Mag)** Airplay Includes: WBAB, WJXQ, WYSP
- GARDENIAN (Nuclear Blast)** Airplay Includes: KBER, KRXQ, WXBE
- CHIMAIRA (East Coast Empire)** Airplay Includes: KATT, KXXR, WGIR
- 3 DOORS DOWN (Republic/Universal)** Airplay Includes: KISW, WWDC, WXR
- SEVENDUST (TVT)** Airplay Includes: WJXQ, WPXC, WTFX
- P.O.D. (Atlantic)** Airplay Includes: JRN, KATT, WYSP
- KORN (Immortal/Epic)** Airplay Includes: JRN, KXXR, WRXL
- MDFMK (Universal)** Airplay Includes: WBAB, WTFX, WXTM
- PRIMUS (Prawn Song/Interscope)** Airplay Includes: KISW, WKGB, WRXL
- POWERMAN 5000 (DreamWorks)** Airplay Includes: KLPX, WRXL, WXTM
- COAL CHAMBER (Roadrunner)** Airplay Includes: KXXR, WPXC, WTFX
- STATIC-X (Warner Bros.)** Airplay Includes: WGIR, WKLO, WXTM
- JUCIFER (Capricorn)** Airplay Includes: KLFX, WXBE, WXR

Ranked by total number of shows reporting artist.

Specialty Show Reporters

Shows and their Top 5 songs listed alphabetically by market

<p>Jones Radio Network (JRN) Hardrive Various Razy Myza/Lee Brooks Bigger Than You "Backslap" Primo "Sunset" Korn "Make Me Bad" Godsmack "Voodoo" Limp Bizkit "Re-Arranged"</p>	<p>WAVF/Charleston, SC The Heavy Show Sunday midnight-1:30am Danny Vito/Robbie/Robbie Heavy Metal 2000 EP "Inimicy" Kittie "Braceless" Alabama Thunderpussy "Ambition" High On Fire "Baghead" Fu Manchu "Hell On Wheels"</p>	<p>WQXA/Harrisburg, PA Beats On The X Sunday 1-2am Nitzer Aphrodite "Cool Flight" Proclay "One Man Army" Alan Gopher "Party People" Breakbeat Era "Bullproof" Soul Coasting "Rolling"</p>	<p>WBAB/Long Island, NY Fingers Metal Shop Sunday 10pm-1am Fingers Cro-Mags "Can You Feel" Supersuckers "Fuel Powers Of Re..." Union "Do Your Own Thing" Megadeth "Ecstasy" Snapcase "Bleeding Orange"</p>	<p>WMFS/Memphis Beyond The Pit Sunday midnight-2am Joe Raposo Deadlights "The Eclipse" Chimaira "The Present Darnes" Snapcase "Are You Tuned In?" Mogwai "Release The Cere" Heavy Metal 2000 EP "Green Iron Fist"</p>	<p>KUPD/Phoenix, AZ Red Radio Underground Sunday 7-9pm Larry Mac Kittie "Paperdoll" Bloodhound Gang "The Bad Touch" Fresh House "Subculture..." Frenets "Stella" Heavy Metal 2000 EP "Inimicy"</p>	<p>KISW/Seattle, WA Metal Shop Saturday midnight-2am Adam Carolla Heavy Metal 2000 EP "Storage" Deadlights "Junk" Machine Head "From This Day" S.O.D. "Seasoning" Kittie "Spit"</p>	<p>KLPX/Tucson, AZ Area 51 Friday 10pm-midnight Bob D'Amico Revolve "The Phoenix" Kittie "Braceless" Deadlights "Junk" Megadeth "Crush Em" Rollins Band "Illumination"</p>
<p>KRAB/Bakersfield, CA E-Factor Sunday 8-9pm Mike Bell On "Soluble Words" MDFMK "Public Rouser" Kittie "Spit" Rollins Band "Illumination" Beats "Shiny Shoes"</p>	<p>WQXA/Harrisburg, PA The Sunday News Saturday 10am-2am Blk Hosen 311 "Flowing" Joylink "Spiders" Radford "Don't Stop" Sunjak "Metaphysical" Rollins Band "Illumination"</p>	<p>WTFX/Louisville, KY The Altitude Network Saturday 10pm-2am Black Front Primer 55 "Dose" Korn "Wake Up" Snapcase "Bleeding Orange" Kittie "Choke" Deadlights "Amplifier"</p>	<p>WTFX/Louisville, KY Blower Sunday 8-10pm Chris Allman Rollins Band "Illumination" MDFMK "Rabble Rouser" Coal Chamber "Wishes" Snapcase "Bleeding Orange" Bloodhound Gang "The Bad Touch"</p>	<p>KATT/Oklahoma City, OK KATT's Big Metal Friday midnight-2am Eric G. Del Leopard "Day After Day" Limp "Do Your Own Thing" Great White "In The Tradition" Queensryche "Falling Down" Anthrax "Back To The Palace" Anthrax "Back To The Palace"</p>	<p>WRXL/Richmond, VA The Metal File Mon-Fri 2-3am Johnny Young Cannibal Corpse "Ecstasy In Decay" Primo "Am-Pop" Kittie "Spit" Rollins Band "Illumination" Korn "Trash"</p>	<p>WXTM/St. Louis, MO Stink Sunday 8pm-9pm Johnny Orr Buckcherry "Check Your Head" Sland "Spiders" Kittie "Braceless" Nickelback "Leader Of Men" Primo "Natural Joe"</p>	<p>WXBW/Wilkes Barre, PA Celtic Full Of Horse Sunday 8-10pm Mesa Gene Shooby Grove "Mad For It" Joydrop "Spiders" Primo "Sunset" Third Eye Blind "Anytime" Stroke 9 "Little Black Book"</p>
<p>WKGB/Binghamton, NY Incoming Monday 10pm-11:30pm Tim Boland Davis Wain "Senorita" Rage Against The Machine "Guerrilla Radio" Primo "Electric Uncle Sam" Slipknot "What And Bleed" Powerman 5000 "Nobody's Real"</p>	<p>WQXA/Harrisburg, PA The Sunday News Saturday 10am-2am Blk Hosen 311 "Flowing" Joylink "Spiders" Radford "Don't Stop" Sunjak "Metaphysical" Rollins Band "Illumination"</p>	<p>KLFX/Killeen, TX Kut Radio Saturday 10pm-midnight Bob Feds Crazy Town "Toxic" Kovenant "Human Abstract" Jucifer "Supernatural" Revolve "Butterfly" Slipknot "Me Inside"</p>	<p>WTFX/Louisville, KY Blower Sunday 8-10pm Chris Allman Rollins Band "Illumination" MDFMK "Rabble Rouser" Coal Chamber "Wishes" Snapcase "Bleeding Orange" Bloodhound Gang "The Bad Touch"</p>	<p>KATT/Oklahoma City, OK Loach Pad Thursday midnight-1am Lee Cago Kittie "Spit" Kittie "D'Amico" Kittie "Paperdoll" Kittie "Suck" Kittie "Do You Think I'm A..."</p>	<p>KRXQ/Sacramento, CA Ear Wacks Sunday 8-9:30pm Che Brooks, Paul Wilbur Snapcase "Typecast Moolator" Heavy Metal 2000 EP "Trite" Kittie "Spit" Gardenian "Deserted" Backyard Babies "Bombed Out Of My..."</p>	<p>WXTM/St. Louis, MO Monday Night Metal Mon-Fri 11pm-midnight Kane Slipknot "Sic" Full Devil Jacket "Stain" Revolve "Judas" Machine Head "From This Day" EDL "Let It Ride"</p>	<p>WXBW/Wilkes Barre, PA Freddie's Closet Saturday 11pm-1am Freddie Chimaira "This Present Darnes" Cosplay "Your Chief" Gardens "As A True King" Snapcase "Bleeding Orange"</p>
<p>WPXC/Cape Cod, MA To The Extreme Saturday 8:30-10:30pm Brian Kelly Sevendust "Waffle" Dope "Debonaire" System Of A Down "Spiders" Crazy Town "Toxic" Limp Bizkit "Crushed"</p>	<p>WQXA/Harrisburg, PA The Sunday News Saturday 10am-2am Blk Hosen 311 "Flowing" Joylink "Spiders" Radford "Don't Stop" Sunjak "Metaphysical" Rollins Band "Illumination"</p>	<p>WJXQ/Lansing, MI The PH Sunday midnight-2am Andy Arroy Kittie "Braceless" Anthrax "Bring The Noise" Slipknot "Surfacing" Machine Head "The Blood..." Sevendust "Crumbled"</p>	<p>WTFX/Louisville, KY Blower Sunday 8-10pm Chris Allman Rollins Band "Illumination" MDFMK "Rabble Rouser" Coal Chamber "Wishes" Snapcase "Bleeding Orange" Bloodhound Gang "The Bad Touch"</p>	<p>WYSP/Philadelphia, PA Reckers Friday midnight-2am Blk & Huggy Snapcase "Are You Tuned In?" P.O.D. "Southtown" Deadlights "Amplifier" Cro-Mags "Can You Feel" Chimaira "This Present Darnes"</p>	<p>KBER/Salt Lake City, UT Radio Kees Sunday 9-11pm Darby Snot "Stoopid" Cannibal Corpse "Dead Human Collecto" Deadlights "Sic" Sevendust "Waffle" Rollins Band "Illumination"</p>	<p>WXTM/St. Louis, MO Friday Friday 10pm-midnight Johnny Orr Overseer "Stompbox" Junie Bros "Freakin' You" Michael Moya "That Sound" Lethal "Africa Show" Jane's Addiction "So What (remix)"</p>	<p>35 Total Reporters from the Active Rock and Rock panels.</p>

From The Forthcoming Soundtrack, Movie, And Video Game **HEAVY METAL 2000**

FEATURING:
Queens Of The Stone Age
Full Devil Jacket
Coal Chamber

Rock Specialty Show Chart
Debut #3!

Airplay Includes:
WXRK WYSP KXXR KCXX KISW
WXTM KBPI WMRQ and more!



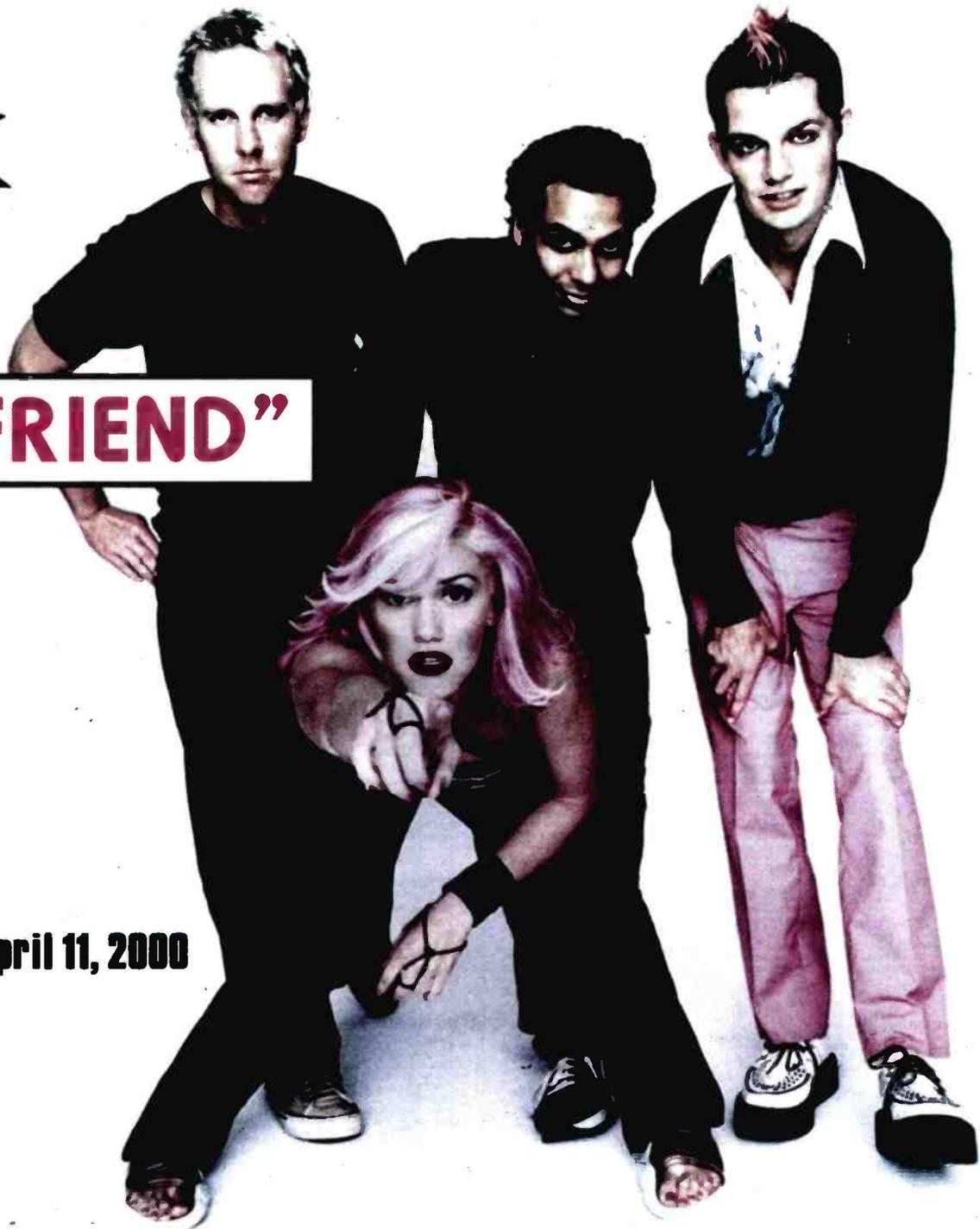
no doubt

#1
MOST
ADDED!

"EX-GIRLFRIEND"

THE FIRST TRACK FROM
THEIR NEW ALBUM
"RETURN OF SATURN"

The NEW Album in stores April 11, 2000



IMPACTING NOW!



MAKING THE VIDEO 2/7



TRL PREMIER 2/9



BEHIND THE MUSIC 4/16

www.nodoubt.com

www.interscope.com

Produced by Glen Balla
Recorded by Karl Derflinger
Mixed by Jack Joseph Puig
Management: Rebel Waltz, Inc.

TRAUMA
RECORDS

INTERSCOPE
RECORDS

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JIM KERR
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Guerrilla Radio

□ How Boston's WBCN is sticking it to Active Rock rival WAAF

We've all heard stories of the great competitive battles in radio — battles between stations that were legendary in their fierceness. While most of a station's attention is — and should be — focused on the traditional radio goals of improving its sales position and making its sound better than its rival's, a healthy dose of competition adds another element to the equation, an element that is more about morale than it is about nuts-and-bolts programming.

I am talking about just plain sticking it to the other guy, embarrassing the other station in such a way that it deflates its spirit while your own station can cry victory. Such a battle is currently occurring in Boston between Alternative WBCN and Active Rock WAAF, and for the past month WBCN has been sticking it to WAAF but good.



Steven Strick

Opie And Anthony

WBCN began its guerrilla assault on WAAF earlier this month, when former WAAF afternoon drive hosts Opie & Anthony were guests on WBCN afternoon drive jock Nik Carter's show. The duo, who are now employed by WBCN sister station WNEW/New York, proceeded to trash their former station at every opportunity. It was a brilliant stroke for WBCN, since Opie & Anthony were not only a high-profile show on WAAF, they were particularly harsh critics of WBCN at the time. Having them renounce their past viewpoint while trashing WAAF was a major coup.

As if that weren't bad enough, Opie & Anthony turned the screws even tighter on Thursday of last week (1/20), when they once again appeared on Carter's show. This time they didn't just badmouth WAAF, they

spent a considerable amount of time discussing how none of their former co-workers supported them, publicly or privately, when the duo was fired from WAAF for their April 1 false broadcast of the mayor's death.

For WAAF, which still has a large number of Opie & Anthony fans in its listenership, it was a disastrous broadcast. Many of Opie & Anthony's fans may have been angry at the duo's dismissal, but they didn't necessarily blame WAAF as much as the mayor and the rest of the media. With this latest shot, though, Opie & Anthony's fans were being told, "Yes, blame WAAF. Because they may have had to fire us, but they could have treated us with respect, rather than writing us off completely."

The Great WBCN Website Swindle

While the Opie & Anthony situation was bad enough for WAAF, WBCN didn't stop there. Last week, the station took another page out of the guerrilla marketing handbook and actually tricked WAAF into promoting WBCN's website. They did it using an old swindle that we don't see much anymore: A station clandestinely buying airtime on the competition to promote its own event or item.

WBCN APD Steven Strick tells the story: "Advertising on WAAF wasn't part of the original plan to market the website. It sort of came along in the process of developing the site with the new company we are moving to. While we were getting our web company the information they needed to get the content together, which would be under the domain name of wbcn.com, I started to think that the most popular part of our web page is our concert page. I thought, 'Why don't we create a brand just for the concert page?' With that in mind, I did a search for theconcertpage.com, and it was available.

"At this point I wasn't thinking about WAAF at all; I just liked the branding idea. I went ahead and registered it through our web company. I didn't do it on purpose, but the result was that WBCN didn't appear anywhere in connection with theconcertpage.com."

At this point Strick's considerations were solely with the long-term benefits of marketing a new brand for WBCN: the concert page. Strick continues: "The idea was that when someone typed in www.theconcertpage.com, it would take them directly to WBCN's concert page. I thought that would be a cool brand to have. Then, two or three weeks before the launch, it suddenly came to me that no one knew who theconcertpage.com was. I talked to our people here and asked them what they thought about advertising on the competition for the concert page. They loved the idea."

The Setup

"Of course, we couldn't place the ad, so we went to an agency outside the market, asked them if they would place the ads, and they did. We wrote the spot, sent it to the agency and requested that the WAAF afternoon guy voice the spot. Of course, they obliged."

This is one of the most nefarious aspects of Strick's plan: WBCN not only uses WAAF's airwaves to promote its website, but it does so with a testimonial read by one of WAAF's own higher-profile jocks. "I heard the ad on the air," says Strick, "and it was the afternoon guy, Rocco, touting how this was going to be the most comprehensive concert source that you could find anywhere. He was enthusiastically touting the whole thing."

One of the tricky things about running ads on your competition is that as soon as they sense something is up, they will pull the advertising. WBCN got around this by running the ads before the web page went up. Strick continues: "The ads started on

"I knew it would work, because it was so simple and so innocent-looking. Even if they went ahead and checked everything, there was nothing there that would give it away."

Wednesday (1/12), and the new website was debuting on Friday (1/14). So if you went to theconcertpage.com on Wednesday, it just had a page up saying, 'Coming soon: the most complete concert information.' You couldn't tell what was going on even after the ad started.

"When Friday night came along, our website went up, and the concertpage.com began sending people automatically to WBCN's concert page. At this point a bunch of ads had already run on WAAF. By Saturday afternoon, when they discovered it and pulled the ads, most of the 30 ads that we had bought had already run."

One of the great things about Strick's idea was that it was a simple process. With the station's tracks covered, all it took was writing the copy and buying the advertising. As Strick explains, "That's how I knew it would work, because it was so simple and so innocent-looking. Even if they went ahead and checked everything, there was nothing there that would give it away."

Gotcha!

In the long run, running 30 spots on WAAF for the web page probably won't have a huge impact on the site's popularity, but that isn't the point in marketing like this. It's

all about morale. As Strick bluntly states: "They're pretty pissed off, and that was the only reason I did it — to piss them off. It made my day. It's not really something I can play out on the air; it's just a morale thing. My airstaff is so psyched that we nailed them, and I am sure that over in the building across town they are fucking pissed."

The story is more troublesome for WAAF on the Opie & Anthony front. When your former flagship air talent comes on the air and talks in detail about how they were mistreated and abandoned, many of their former fans will listen. As a result, WAAF has gone so far as to react on-air, labeling Opie & Anthony as "sellouts" in production pieces. Time will tell if the Opie & Anthony appearances on WBCN will have any effect on WAAF's listenership.

In the end, great radio will always win out, but the things that make all great rivalries memorable are the little things that drive the competition nuts. In the future, no matter how we look back on the WBCN/WAAF rivalry, two of the things we will remember are the time WAAF promoted WBCN on the air and when WAAF's onetime star afternoon team disavowed their former station.

KOЯN

Make Me Bad

GOING FOR ADDS NOW!

Couldn't Wait:

WXRK KROQ LIVE105 WHFS
KNDD KXPX KFMA KTEG



R&R Alternative Top 50

January 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (M)	WEEKS ON CHART	TOTAL STATIONS/ADDS
	1	BLINK-182 All The Small Things (MCA)	2478	-158	219283	16	76/0
3	2	FILTER Take A Picture (Reprise)	2365	+52	209613	16	75/0
2	3	LIMP BIZKIT Re-Arranged (Flip/Interscope)	2251	-119	215773	17	74/0
9	4	STROKE9 Little Black Backpack (Cherry/Universal)	2037	+98	183988	20	67/2
6	5	SMASHING PUMPKINS The Everlasting Gaze (Virgin)	2007	-28	203417	5	77/0
13	6	RED HOT CHILI PEPPERS Otherside (Warner Bros.)	2001	+348	216774	4	79/1
7	7	KORN Falling Away From Me (Immortal/Epic)	1979	-40	195999	11	72/0
12	8	THIRD EYE BLIND Never Let You Go (Elektra/EEG)	1892	+208	170940	4	68/0
4	9	FOO FIGHTERS Learn To Fly (Roswell/RCA)	1857	-196	186644	17	71/0
8	10	RAGE AGAINST THE MACHINE Guerrilla Radio (Epic)	1843	-122	211807	15	72/0
5	11	BUSH The Chemicals Between Us (Trauma)	1803	-245	174508	18	72/0
11	12	NINE INCH NAILS Into The Void (Nothing/Interscope)	1722	-40	134949	9	78/0
10	13	CREED Higher (Wind-up)	1636	-170	169789	20	70/0
16	14	KID ROCK Only God Knows Why (Top Dog/Lava/Atlantic)	1551	+155	122254	6	62/1
15	15	VERTICAL HORIZON Everything You Want (RCA)	1520	+60	92421	11	61/2
17	16	LIT Miserable (RCA)	1507	+133	108005	7	69/0
18	17	INCUBUS Pardon Me (Immortal/Epic)	1460	+88	116664	12	73/0
14	18	R.E.M. The Great Beyond (Warner Bros.)	1427	-117	143016	10	66/2
22	19	BUSH Letting The Cables Sleep (Trauma)	1426	+265	150522	4	76/1
21	20	CREED What If (Wind-up)	1319	+135	118255	3	64/0
	21	OASIS Go Let It Out (Epic)	1179	+492	127946	2	66/7
24	22	POWERMAN 5000 Nobody's Real (DreamWorks)	1136	+62	127014	8	66/0
23	23	METALLICA No Leaf Clover (Elektra/EEG)	1113	+25	108591	7	44/0
30	24	APOLLO FOUR FORTY Stop The Rock (550 Music/Epic)	922	+101	81348	3	61/3
27	25	MOBY Natural Blues (V2)	899	+42	106102	4	55/1
29	26	SUICIDE MACHINES Sometimes I Don't Mind (Hollywood)	865	+32	61485	4	58/2
42	27	OUR LADY PEACE Is Anybody Home? (Columbia)	846	+324	55122	2	52/2
35	28	311 Flowing (Capricorn)	822	+177	49923	3	53/2
28	29	STONE TEMPLE PILOTS Heaven And Hot Rods (Atlantic)	808	-49	41653	5	50/0
31	30	LIMP BIZKIT Crushed (Geffen)	799	+34	92344	4	34/0
25	31	BEASTIE BOYS Alive (Grand Royal/Capitol)	784	-255	79779	13	47/0
26	32	COUNTING CROWS Hanginaround (DGC/Geffen)	766	-145	64283	15	33/0
38	33	OWSLEY I'm Alright (Giant/WB)	627	+33	43843	9	36/0
	34	CURE Maybe Someday (Fiction/Elektra/EEG)	601	+459	100423	1	72/62
33	35	SMASH MOUTH Then The Morning Comes (Interscope)	573	-129	36973	16	30/0
32	36	OFFSPRING She's Got Issues (Columbia)	568	-147	52167	15	34/0
37	37	SANTANA F/EVERLAST Put Your Lights On (Arista)	532	-63	56217	19	35/0
40	38	OLEANOER I Walk Alone (Republic/Universal)	506	-33	43001	18	26/0
39	39	SYSTEM OF A DOWN Sugar (American/Columbia)	502	-51	40275	12	39/0
43	40	GODSMACK Keep Away (Republic/Universal)	491	-28	61534	19	26/0
36	41	BECK Sexxlaws (DGC/Geffen)	480	-150	37117	14	33/0
	42	NO DOUBT Ex-Girlfriend (Interscope)	477	+448	81075	1	68/62
47	43	GODSMACK Voodoo (Republic/Universal)	427	+41	58327	2	22/5
44	44	STATIC-X Push It (Warner Bros.)	398	-35	29099	12	33/0
49	45	CHEVELLE Point #1 (Squint)	389	+15	16748	2	31/0
	46	MARCY PLAYGROUND Bye Bye (Capitol)	386	+97	17033	1	26/0
45	47	SLIPKNOT Wait And Bleed (Roadrunner)	385	-28	27766	4	36/2
41	48	FIONA APPLE Fast As You Can (Clean Slate/Epic)	375	-160	25276	14	24/0
46	49	SPLENDER Monotone (C2/Columbia)	346	-43	15086	6	27/0
	50	FOO FIGHTERS Stacked Actors (Roswell/RCA)	335	+166	30921	1	55/40

Most Added.

ARTIST	TITLE	LABEL(S)	ADDS
CURE	Maybe Someday	(Fiction/Elektra/EEG)	62
NO DOUBT	Ex-Girlfriend	(Interscope)	61
FOO FIGHTERS	Stacked Actors	(Roswell/RCA)	41
LIVE	Run To The Water	(Radioactive/MCA)	40
JIMMIE'S CHICKEN SHACK	Trash	(Rocket/IDJMG)	11
A3	Woke Up This Morning	(C2/Columbia)	11
BECK	Mixed Bizness	(DGC/Geffen)	11
SLOW RUSH	Junkie	(Epic)	11
VIOLENT FEMMES	Sleepwalkin'	(Beyond)	11
OASIS	Go Let It Out	(Epic)	11
NOOGIE	Meantime	(Trauma)	11

Jimmie's Chicken Shack

"Trash"
Top 5 Most Added
2nd Week

ROCKE (Keep talkin' trash) **ISLAND**

The Island Def Jam Music Group / A Universal Music Company

Most Increased Plays

ARTIST	TITLE	LABEL(S)	TOTAL PLAY INCREASE
OASIS	Go Let It Out	(Epic)	+49
CURE	Maybe Someday	(Fiction/Elektra/EEG)	+45
NO DOUBT	Ex-Girlfriend	(Interscope)	+44
RED HOT CHILI PEPPERS	Otherside	(Warner Bros.)	+34
OUR LADY PEACE	Is Anybody Home?	(Columbia)	+32
BUSH	Letting The Cables Sleep	(Trauma)	+26
THIRD EYE BLIND	Never Let You Go	(Elektra/EEG)	+20
311	Flowing	(Capricorn)	+17
JIMMIE'S CHICKEN SHACK	Trash	(Rocket/IDJMG)	+17
FOO FIGHTERS	Stacked Actors	(Roswell/RCA)	+16

Breakers.

OASIS
Go Let It Out (Epic)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1179/492	66/7	21



81 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 1/16-Saturday 1/22. 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 2000, The Arbitron Company). © 2000, R&R Inc.

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 increase in total plays. Weighted chart appears on R&R ONLINE MUSIC TRACKING.



Aimee Mann

It's not what you thought and
 It's not going to stop 'til you
"WISE UP"

ADD: KROQ

Oh and by the way...

137,000 Magnolia Soundtracks
 shipped in the last 10 days.



Modern Monitor:
30-28
717 spins
audience: 6.1 million

27 - 25

Alternative:

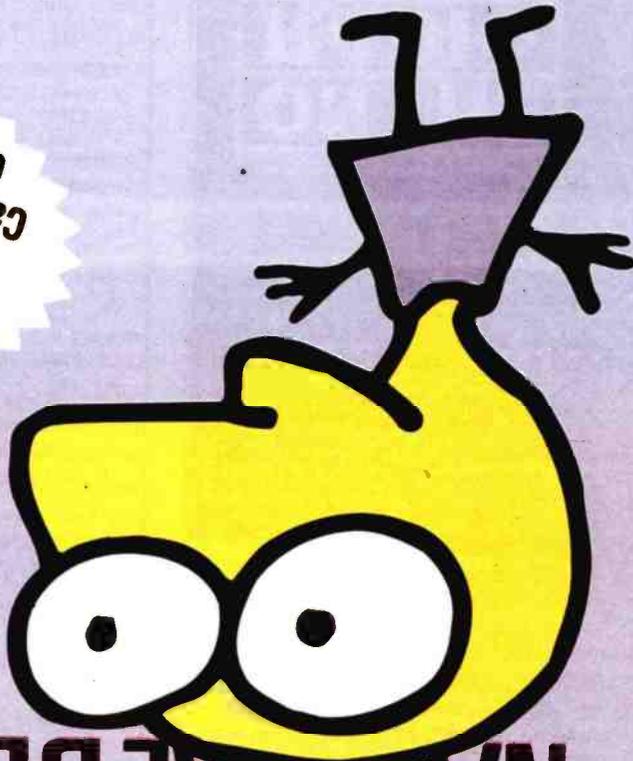
R&R

#86 rank	129 units	WWGD-24X
#86 rank	129 units	WZAZ-27X
#44 rank	452 units	KTCL-27X
#71 rank	204 units	KNRK-25X
#91 rank	402 units	WPLY-30X
#77 rank	1,475 units	WXRK-15X
#47 rank	821 units	LIVE 105-31X
#39 rank	493 units	KNDD-45X
#50 rank	1,151 units	Q101-30X
#42 rank	1,728 units	KNQD-25X

If You Spin It, They Will Buy It! ★



Just Confirmed
Campus Invasion Tour
Opening For Bush



Moby

NATURAL BLUES

BreakThrough

Artist

A3
 Track: "WOKE UP THIS MORNING"
 LP: THE SOPRANOS
 SOUNDTRACK
 Label: C2/COLUMBIA

By **Jeanette Grgurevic**
 Asst. Alternative Editor

essentials: First of all, why "A3"? Well, the band were originally called The Alabama 3, but when the band Alabama threatened to sue them if they used that name, they became simply A3. The story behind the band (Piers Marsh, engineering/programming; Simon Edwards, percussion; Rob Spragg, vocals/production; Jake Black, vocals; Orlando Harrison, keys; Rob Bailey, guitar; and Jonny Delafons, drums) begins at a party. In a large sweaty room in the summer of '88, Spragg was dancing around to the pulsating sounds of house music when out of nowhere Black emerged from the crowd, waving his hands in the air and singing Hank Williams' "Lost Highway" to the beat. It just happened to be one of Spragg's favorite songs. The two became friends overnight as

they sang other country, blues and classic songs together.

The next day in his studio Spragg began combining music from the beginning of recording history with the latest digital technology to create a fresh new sound that he describes as an eclectic blend of country, gospel and electronic.

In 1994, after Spragg met them at a drug rehabilitation unit, he and Black invited Marsh, Edwards and Bailey to begin working with them. The five later invited Harrison to play the keyboards and Delafons for live drums. As soon as the quintet became a septet, Rob Spragg renamed himself The Very Reverend Dr. D. Wayne Love and founded a church dedicated to Elvis called the First Presleyterian Church of Elvis the Divine (a joke?).

All jokes aside, at the end of 1997 A3 released their album *Exile on Coldharbour Lane*. And now, almost three years after its release and after becoming the theme song for the hit TV show *The Sopranos*, their song "Woke Up This Morning" seems to be getting its just desserts.

Artist POV: (Spragg on going to church) "I like to think of our shows as a type of revival meeting ... The word 'church' doesn't have to mean that there is a preacher or minister ... People coming together with a common purpose — that's the original meaning of the word."



Chris Ripley
ON THE RECORD

Chris Ripley, MD
 KXTE/Las Vegas, NV

Things that are making the phones mad here in Vegas are Kittie's "Brackish" (which we've been playing since the end of November), System Of A Down's "Sugar" (we just finally moved it up to a power), Godsmack's "Voodoo," Suicide Machines' "Sometimes, I Don't Mind" and Incubus' "Pardon Me" — and also the usual suspects, Korn, Limp Bizkit and Kid Rock. ■ We recently put Rage Against The Machine's "Sleep Now in the Fire" and Korn's "Make Me Bad" in rotation. And with only a few spins, we are starting to get a great phone response to both. ■ On a personal tip, I really like The Piffers' single, "Agua," on Mojo. Juicer has got my interest piqued, as well as SRC's "Vulcan," the new Rollins Band and U.S. Crush. ■ I'm really looking forward to the new album from Perfect Circle (Maynard of Tool's new band) and Limp Bizkit's theme song from the *Mission Impossible 2* soundtrack. The soundtrack contains a new Metallica track too.

ON THE RADIO
 by Jim Kerr

Last week I talked about how recent playlist choices seem to indicate that the format is making a tangible move toward balancing its harder sound with more pop friendly releases. That certainly wouldn't be the case if the pop-friendly releases weren't incredible songs in their own right, and this week is a perfect example of how the right song can bring a sound right back to the center of the format's consciousness. You need look no further than the top of the Most Added column to see this in action. **The Cure**, a band who have been a part of this format since before it was a format, have put together an album of songs that achieve the incredibly difficult feat of sounding true to their past while simultaneously sounding completely contemporary. Truly massive hit songs appeal to the entire range of your demographic target, and with 72 stations in, it appears that **The Cure** have done it with "Maybe Saturday." **No Doubt** knocked down as many walls as **The Cure** this past week and pulled in an identical 62 adds. While **The Cure** was facing a format jaded about its past, **No Doubt** faced a format that was being increasingly pegged as avoiding female artists, especially of the pop variety. Well, "Ex-Girlfriend" single-handedly opened previously closed doors and once again proved that if the song is right and the talent is there, the format will embrace it. "Ex-Girlfriend," too, has the potential to be a massive hit that will appeal to your entire demographic target, young and old, male and female. With all of the fireworks at the top, it is the perfect time for younger and older, mass-appeal acts to raise their hands and be heard too. And it certainly looks like that happened this week, as format pioneers **The Violent Femmes** hit the Most Added column, and artists like **Leona Naess** continue to make progress. Also, let's not forget about **Stroke 9** whose "Little Black Backpack" jumps into the top five. Of course, the superstars of the format continue to have their day in the sun, and **Live**, **Foo Fighters**, **Beck** and **311** all continue to do well as radio goes deeper into their albums. Finally, glad to see **A3** pick up a bunch of new stations and I really like **3 Doors Down**, **Apollonia 6**, **Four Forty** and **RECORD OF THE WEEK: Tammy's "Punctured Brain"**.

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Most Played Recurrents

- STAIN'D Mudshovel (Flip/Elektra/EEG)
- LIVE The Dolphin's Cry (Radioactive/MCA)
- RED HOT CHILI PEPPERS Around The World (Warner Bros.)
- LIT My Own Worst Enemy (RCA)
- BLINK-182 What's My Age Again? (MCA)
- RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)
- KID ROCK Cowboy (Top Dog/Lava/Atlantic)
- LO FIDELITY ALLSTARS Battle Flag (Skint/Sub Pop/Columbia)
- FUEL Sunburn (550 Music/Epic)
- SANTANA F/ROB THOMAS Smooth (Arista)
- OFFSPRING The Kids Aren't Alright (Columbia)
- FUEL Shimmer (550 Music/Epic)
- LIMP BIZKIT Nookie (Flip/Interscope)
- KORN Freak On A Leash (Immortal/Epic)
- LENNY KRAVITZ Fly Away (Virgin)
- JIMMIE'S CHICKEN SHACK Do Right (Rocket/IDJMG)
- COLLECTIVE SOUL Heavy (Atlantic)
- SMASH MOUTH All Star (Interscope)
- OLEANDER Why I'm Here (Republic/Universal)
- EVE 6 Inside Out (RCA)

ALTERNATIVE

Going For Adds 2/1/00

- AMERICAN GIRLS Heavy And Struck (Trauma)
- BEN HARPER Forgiven (Virgin)
- BLOODHOUND GANG Bad Touch (Republic/Geffen)
- BOBBY GAYLOR Suicide (Atlantic)
- EELS Mr. E's Beautiful Blues (DreamWorks)
- METHODS OF MAYHEM New Skin (MCA)
- SEVENDUST Waffle (TVT)

TUNED-IN ALTERNATIVE

R&R/MEDIABASE 24/7

KTEG/Albuquerque

11am

- INCUBUS Pardon Me
- GREEN DAY She
- FLYS Got You (Where I Want You)
- KORN Falling Away From Me
- 311 All Mixed Up
- COLLECTIVE SOUL Heavy
- NO DOUBT Spiderwebs
- CREED What If
- SMASHING PUMPKINS Tonight, Tonight
- BLINK-182 All The Small Things
- SANTANA I/EVERLAST Put Your Lights On
- KID ROCK Cowboy
- NIRVANA On A Plain

4pm

- BEASTIE BOYS Body Movin'
- GOOSMACK Whatever
- OFFSPRING Gotta Get Away
- KID ROCK Only God Knows Why
- RED HOT CHILI PEPPERS Suck My Kiss
- CREED Tom
- TRIPPING DAISY I Got A Girl
- SMASHING PUMPKINS The Everlasting Gaze
- BLINK-182 What's My Age Again
- NIRVANA Heart-Shaped Box
- NINE INCH NAILS Into The Void
- SOUNOGARDEN Spoonman

8pm

- SYSTEM OF A DOWN Sugar
- METALLICA No Leaf Clover
- BEASTIE BOYS Alive
- LIMP BIZKIT Crushed
- KID ROCK Only God Knows Why
- SLIPKNOT Wait And Bleed
- KORN Falling Away From Me
- SANTANA I/EVERLAST Put Your Lights On
- STONE TEMPLE PILOTS Sex Type Thing
- RAGE AGAINST THE MACHINE Guerrilla Radio
- NINE INCH NAILS Into The Void

WGRD WGRD/Grand Rapids 97.9

11am

- PAULA COLE Where Have All The Cowboys...
- SEVEN MARY THREE Cumbersome
- THIRD EYE BLIND Never Let You Go
- BUSH Little Things
- R.E.M. The Great Beyond
- SHERYL CROW A Change Would Do You Good
- LIT Miserable
- GOD GOO DOLLS Dizzy
- VERTICAL HORIZON Everything You Want
- JANE'S ADDICTION Been Caught Stealing
- JIMMIE'S CHICKEN SHACK Do Right
- CREED What's This Life For
- BILLY IDOL Cradle Of Love

4pm

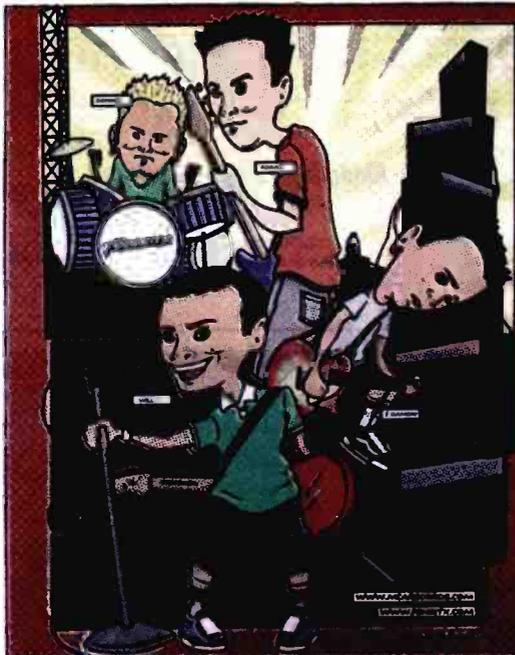
- ALANIS MORISSETTE Head Over Feet
- R.E.M. The Great Beyond
- RAMONES I Wanna Be Sedated
- DAVE MATTHEWS BAND Rapunzel
- FOO FIGHTERS Learn To Fly
- PEARL JAM Dissident
- TRAIN I Am
- ALICE IN CHAINS Man In The Box
- JIMMIE'S CHICKEN SHACK Do Right
- NIRVANA Come As You Are
- BODEANS Closer To Free

8pm

- CRANBERRIES Zombie
- SPLENOER Yeah, Whatever
- DAYS OF THE NEW Enemy
- SMASHING PUMPKINS 1979
- FOO FIGHTERS Learn To Fly
- SANTANA I/ROB THOMAS Smooth
- LOCAL H Bound For The Floor
- TRAIN I Am
- NEW RADICALS You Get What You Give
- COUNTING CROWS Hangin'around
- NINE INCH NAILS Into The Void
- CREED One



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Tuesday 1/18. © 2000, R&R Inc.



Fenix TX "ALL MY FAULT"

WFNX

97X

KRZQ

MANAGEMENT - RICK DEVOE
 PRODUCED BY JIM BARNES
 ADDITIONAL PRODUCTION BY JERRY FINN

NOW TOURING THE USA!



Stations and their adds listed alphabetically by market

New & Active

LIVE Run To The Water (Radioactive/MCA)
Total Plays: 314, Total Stations: 50, Adds: 40

BLINK-182 Adam's Song (MCA)
Total Plays: 279, Total Stations: 10, Adds: 2

STAIN'D Home (Flip/Elektra/EEG)
Total Plays: 273, Total Stations: 31, Adds: 6

P.O.D. Southtown (Atlantic)
Total Plays: 243, Total Stations: 23, Adds: 2

A3 Woke Up This Morning (C2/Columbia)
Total Plays: 225, Total Stations: 20, Adds: 8

JIMMIE'S CHICKEN SHACK Trash (Rocket/DJMG)
Total Plays: 221, Total Stations: 33, Adds: 10

MICHAEL HUTCHENCE F/BONO Slide Away (V2)
Total Plays: 214, Total Stations: 15, Adds: 2

ANGIE APARO Spaceship (Melisma/Arista)
Total Plays: 201, Total Stations: 20, Adds: 3

OLEANDER Stupid (Republic/Universal)
Total Plays: 183, Total Stations: 14, Adds: 0

CHRIS CORNELL Preaching The End Of The World (A&M)
Total Plays: 180, Total Stations: 16, Adds: 3

COLLAPSID Automatic (Cherry/Universal)
Total Plays: 165, Total Stations: 12, Adds: 2

CRAZY TOWN Toxic (Columbia)
Total Plays: 161, Total Stations: 13, Adds: 0

LONG BEACH DUB ALLSTARS My Own Life (DreamWorks)
Total Plays: 145, Total Stations: 22, Adds: 6

BECK Mixed Bizness (DGC/Geffen)
Total Plays: 126, Total Stations: 12, Adds: 8

Songs ranked by total plays

Reporters

WEQX/Albany, NY

PD: John Alters
29 CURE "Someday"
18 LIVE "Water"
1 NO DOUBT "Gefriend"
1 FOO FIGHTERS "Stacked"
1 MICHAEL HUTCHENCE "Slide"
1 LONG BEACH DUB "Dew"
1 G. LOVE & SPECIAL "Dreamin"
1 AD "Warning"

KTEG/Albuquerque, NM

PD: Scott Papp
14 NO DOUBT "Gefriend"
9 FOO FIGHTERS "Stacked"
3 CURE "Someday"

WNNX/Atlanta, GA

OM: Brian Phillips
PD: Leslie Fram
APD: Chris Williams
NO

WJSE/Atlanta City, NJ

PD: Diana Lovell
NO: Michele Amabile
1 NO DOUBT "Gefriend"
1 FOO FIGHTERS "Stacked"
1 CURE "Someday"
1 LIVE "Water"
1 VOLIET FEMMES "Sleep"
1 COLLAPSID "Automatic"
1 AMI APARO "Spaceship"
1 COLLAPSID "Automatic"

KROX/Austin, TX

PD: Alan Smith
NO: Brad "Whispering Boy" Hastings
20 DREAMTITE "Hole"
3 NO DOUBT "Gefriend"
1 CURE "Someday"
311 "Warning"

WCOW/Birmingham, NY

PD: Stephen Smith
1 SMILEY APART "Spaceship"
1 GODSMACK "Voodoo"
1 STAIN'D "Home"
1 GROOVE ARMADA "Baby"
1 FOO FIGHTERS "Stacked"
1 CHRIS CORNELL "Preaching"
1 NO DOUBT "Gefriend"

WRAX/Birmingham, AL

PD: Dave Rossi
APD: Hurricane Shane
NO: Sazy Bee
1 CURE "Someday"
1 NO DOUBT "Gefriend"
1 LIVE "Water"
1 OASIS "Lullaby"

KOXR/Boise, ID

PD: Jacob Jackson
NO: Pete Schickel
21 NO DOUBT "Gefriend"
1 LIVE "Water"
1 FRIENDS OF MAYHEM "New"
1 SLOW RUSH "Junior"
1 CURE "Someday"

WBCN/Boston, MA

VP/Programming: Oedipus
APD/NO: Steven Strick
20 CURE "Someday"
1 NO DOUBT "Gefriend"
1 KITE "Brackus"
1 SYSTEM OF A DOWN "Spaceship"
1 BLINK 182 "Adam's"
1 TARA MACKLE "Tat"

WFIX/Boston, MA

PD: Craze
NO: Laurie Galt
18 AD "Warning"
14 NO DOUBT "Gefriend"
1 LIVE "Water"
1 NO DOUBT "Gefriend"
1 COLLAPSID "Automatic"
1 COLLAPSID "Automatic"

WEDG/Buffalo, NY

PD/NO: Rich Wall
NO: Ron Bolton
1 STAIN'D "Home"
1 MEG ACHE "Tat"

WAVF/Charlotte, SC

PD: Greg Patrick
APD/NO: Danny Whitehead
3 CURE "Someday"
1 LIVE "Water"
1 FOO FIGHTERS "Stacked"
1 NO DOUBT "Gefriend"
1 SUPROD "Tat"

WEND/Charlotte, NC

PD: Jack Beaul
APD/NO: Brian Polton
No Adds

WRQX/Chicago, IL

PD: Dave Richard
APD/NO: Mary Greenman
1 APOLLO FOUR FORTY "Stop"
1 VOLIET FEMMES "Sleep"
1 FOO FIGHTERS "Stacked"
1 BECK "Mixed"
1 LUCKY BOYS CONFUSION "Dew"
1 APOCALYPSE HOBBLER "Foggy"

WOXY/Cincinnati, OH

PD: Kari Valmassai
NO: Mike Taylor
10 CURE "Someday"
3 EELS "T"
2 BREAKFAST ERA "Bungeo"
1 LAMB "Tat"
1 JOE STRUMER "Road"
1 KITE "Brackus"
1 MURKIN "Rage"
1 SID BY SEVEN "Candle"
1 LLAMA FARMERS "Tat"
1 BLACKHEAT "Song"
1 THE RAPPY "Jan"

WARD/Columbia, SC

APD/NO: Susan Groves
OM/NO: Lisa Belle
1 CURE "Someday"
1 FOO FIGHTERS "Stacked"
1 G. LOVE & SPECIAL "Dreamin"
1 LIVE "Water"

WWCO/Columbus, OH

PD: Andy Davis
NO: Jack DeVoss
14 VOLIET FEMMES "Sleep"
1 AD "Warning"
1 JIMMIE'S CHICKEN "Trash"
1 CURE "Someday"
1 FOO FIGHTERS "Stacked"
1 NO DOUBT "Gefriend"
1 MARY GRAY "Tat"
1 G. LOVE & SPECIAL "Dreamin"

WZAZ/Columbus, OH

PD: Matthew Harris
NO: Sterling Schaeffer
18 NO DOUBT "Gefriend"
18 CURE "Someday"
1 LIVE "Water"

KRAD/Corpus Christi, TX

PD/NO: Gary Smith
13 GODSMACK "Voodoo"
1 LIVE "Water"
1 FOO FIGHTERS "Stacked"
1 NO DOUBT "Gefriend"
1 CURE "Someday"
1 SLOW RUSH "Junior"
1 JIMMIE'S CHICKEN "Trash"

KDGE/Dallas-Ft. Worth, TX

PD: Duane Deberry
24 CURE "Someday"
1 NO DOUBT "Gefriend"

WXEG/Dayton, OH

PD: Mike Thomas
APD/NO: Alan Rozak
1 BUSH "Cable"
1 NO DOUBT "Gefriend"

KTCL/Denver-Boulder, CO

PD/NO: Mike O'Connor
34 BEN HARPER "Misses"
1 CURE "Someday"
1 NO DOUBT "Gefriend"
1 GROOVE ARMADA "Baby"

KXPK/Denver-Boulder, CO

PD: Mike Stern
NO: Bradley Lee
1 SYSTEM OF A DOWN "Spaceship"
1 3 DOORS DOWN "Kryponite"
1 KITE "Brackus"

CIMX/Detroit, MI

PD: Murray Brookshaw
APD: Vince Cannova
NO: Matt Franklin
15 NO DOUBT "Gefriend"
1 VERTICAL HORIZON "Everything"
1 NOOIE "Meathead"
1 COLLAPSID "Automatic"

KNRQ/Eugene-Springfield, OR

PD: Stu Allen
NO: Ca
1 SLOW RUSH "Junior"
1 NO DOUBT "Gefriend"
1 FOO FIGHTERS "Stacked"
1 LIVE "Water"
1 CURE "Someday"

KRRS/Fayetteville, AR

PD: Kyle Gibson
NO: Ashley Ross
1 NO DOUBT "Gefriend"
1 RZA "Bass"
1 FOO FIGHTERS "Stacked"
1 CURE "Someday"
1 SHAKES APART "Spaceship"

WJXX/Ft. Myers, FL

PD/NO: Leo Daniels
1 LIVE "Water"
1 NO DOUBT "Gefriend"
1 CURE "Someday"
1 FOO FIGHTERS "Stacked"

WEJE/Ft. Wayne, IN

PD: Kyle Gaudin
NO: Paul Gaudin
1 NO DOUBT "Gefriend"
1 LIVE "Water"
1 BECK "Mixed"
1 FOO FIGHTERS "Stacked"
1 CURE "Someday"

KFRR/Fresno, CA

PD: Bruce Wayne
NO: Mike Reed
11 NO DOUBT "Gefriend"
7 CURE "Someday"
1 FOO FIGHTERS "Stacked"

WGRO/Grand Rapids, MI

PD: Tony Williams
APD: Don Clark
NO: Tom Brunson
1 CURE "Someday"
1 FOO FIGHTERS "Stacked"
1 NO DOUBT "Gefriend"

WXNR/Greenville, NC

OM: Jim Sanders
1 CURE "Someday"
1 LIVE "Water"
1 FOO FIGHTERS "Stacked"

WEED/Hagerstown, MD

PD/NO: Austin Davis
1 NO DOUBT "Gefriend"
1 ANGIE APARO "Spaceship"
1 NOOIE "Meathead"

WMRO/Hartford, CT

PD: Dave Hill
NO: Chaz Kelly
4 CURE "Someday"
1 NO DOUBT "Gefriend"
1 G. LOVE & SPECIAL "Dreamin"
1 FOO FIGHTERS "Stacked"

KPOI/Honolulu, HI

PD/NO: Matt Basque
1 LIVE "Water"
1 NO DOUBT "Gefriend"
1 FOO FIGHTERS "Stacked"

KTBB/Houston-Galveston, TX

PD: Jim Trapp
APD: Steve Robinson
1 BUCKCHERRY "Head"
1 CURE "Someday"
1 NO DOUBT "Gefriend"

WRXZ/Indianapolis, IN

PD: Scott Jamerson
NO: Michael News
3 NO DOUBT "Gefriend"
1 BOBBY GAYLOR "Jack"

WPLA/Jacksonville, FL

PD: Rick Schmidt
NO: Crissy
27 OASIS "Lullaby"
17 PETER DINKLAUG "Losing"
6 CURE "Someday"
1 LIVE "Water"
1 NO DOUBT "Gefriend"
1 FOO FIGHTERS "Stacked"

WNFZ/Knoxville, TN

PD: Dan Bezyk
NO: Benar
1 FOO FIGHTERS "Stacked"
2 SLOW RUSH "Junior"
1 STAIN'D "Home"
1 RAGE AGAINST "Fet"
1 APOLLO FOUR FORTY "Stop"
1 WICKELBACK "Leader"

KFTL/Lafayette, LA

PD: Rob Summers
NO: Scott Ferris
1 LIVE "Water"
1 FOO FIGHTERS "Stacked"
1 NO DOUBT "Gefriend"
1 CURE "Someday"

WFDX/Lansing, MI

PD: Chris Brent
NO: Nicole Chimento
No Adds

KXTE/Las Vegas, NV

PD: Dave Whipple
APD/NO: Chris Reedy
1 RAGE AGAINST "Fet"
2 P.O.D. "Southtown"

WZZZ/Lexington-Fayette, KY

PD: Derek Madden
NO: B.J. Ward
25 LIVE "Water"
8 NO DOUBT "Gefriend"
6 CURE "Someday"
1 FOO FIGHTERS "Stacked"

KLEC/Little Rock, AR

PD: Corey Dells
NO: Peter Dunn
27 LIVE "Water"
13 FOO FIGHTERS "Stacked"
1 CURE "Someday"
1 AD "Warning"
1 NO DOUBT "Gefriend"
1 JIMMIE'S CHICKEN "Trash"

WLR/Long Island, NY

PD: Gary Cee
APD: Malibu Sue
NO: Amara Forte
25 CURE "Someday"
19 LEONA WESS "Clarity"
8 NO DOUBT "Gefriend"
1 OUR LADY PLACE "Dew"
1 GROOVE ARMADA "Baby"
1 OUR LADY PLACE "Anybody"
1 SUICIDE MACHINES "Someday"

KROQ/Los Angeles, CA

VP/Prog.: Kevin Weathersby
APD: Gene Sandstrom
NO: Lisa Werner
21 STROKES "Black"
12 LIVE "Water"
1 ANIME MAMA "Wax"
1 SUICIDE MACHINES "Someday"

WMAD/Madison, WI

PD: Pat Frawley
NO: Amy Hudson
1 SLOW RUSH "Junior"
1 NO DOUBT "Gefriend"
1 CURE "Someday"
1 OUR LADY PLACE "Anybody"
1 SUICIDE MACHINES "Someday"

WHTE/Monmouth-Ocean, NJ

PD: Mike Suter
16 CURE "Someday"
2 FOO FIGHTERS "Stacked"
2 NO DOUBT "Gefriend"
1 LIVE "Water"
1 SHAKES APART "Spaceship"

KMBY/Monterey-Salinas, CA

PD: Chris White
NO: Rich Berlin
1 NO DOUBT "Gefriend"
1 CURE "Someday"
1 FOO FIGHTERS "Stacked"
1 OASIS "Lullaby"
1 SLOW RUSH "Junior"
1 LIVE "Water"
1 SHAKES APART "Spaceship"

WZPC/Nashville, TN

VP/Programming: Brian Krycz
NO: Jim Patrick
NO: Jason Joseph
1 CURE "Someday"
1 CHRIS CORNELL "Preaching"
1 NO DOUBT "Gefriend"
1 FOO FIGHTERS "Stacked"
1 JIMMIE'S CHICKEN "Trash"

WRRY/Newburgh, NY

PD: Greg O'Brien
NO: Andrew Burt
14 NO DOUBT "Gefriend"
1 LEONA WESS "Clarity"
1 RED HOT CHILI "Otherside"
1 CURE "Someday"
1 STAIN'D "Home"
1 AMI APARO "Spaceship"

WZNY/New Orleans, LA

OM/NO: Dave Stewart
NO: Laura Jones
1 FOO FIGHTERS "Stacked"
1 LIVE "Water"
1 NO DOUBT "Gefriend"
1 CURE "Someday"

WCRK/New York, NY

PD: Steve Kingston
NO: Mike Parr
3 LIVE "Water"
3 CURE "Someday"
1 STAIN'D "Home"
1 FOO FIGHTERS "Stacked"

WROX/Norfolk, VA

PD/NO: Holly Williams
1 NO DOUBT "Gefriend"
1 CURE "Someday"
1 SYSTEM OF A DOWN "Dew"

KORX/Odesa, TX

GM/NO: Dave Corwell
NO: Gary Bradburn
1 MICHAEL HUTCHENCE "Slide"
1 FOO FIGHTERS "Stacked"
1 JIMMIE'S CHICKEN "Trash"
1 LIVE "Water"
1 VOLIET FEMMES "Sleep"
1 SLOW RUSH "Junior"
1 WICKELBACK "Leader"
1 GODSMACK "Voodoo"

WDRB/Oraon, IL

OM/NO: Russ Schuch
APD/NO: Matt Bohn
1 FOO FIGHTERS "Stacked"
1 CURE "Someday"
1 NO DOUBT "Gefriend"
1 JIMMIE'S CHICKEN "Trash"

WPLY/Philadelphia, PA

PD: Jim Madigan
NO: Ann Pata
No Adds

KEDJ/Phoenix, AZ

PD: Paul Krieger
APD/NO: Marty Whaley
14 NO DOUBT "Gefriend"
1 APOLLO FOUR FORTY "Stop"
1 CURE "Someday"
1 NOOIE "Meathead"

WXOZ/Pittsburgh, PA

PD: John Heschlin
APD: Brandon Davis
NO: Loney Diana
15 NO DOUBT "Gefriend"
1 CURE "Someday"
1 FOO FIGHTERS "Stacked"
1 VOLIET FEMMES "Sleep"

WCY/Portland, ME

PD: Herb Ivy
NO: Brian Jones
311 "Warning"
1 NO DOUBT "Gefriend"
1 LIVE "Water"
1 GODSMACK "Voodoo"
1 AD "Warning"

KNRK/Portland, OR

APD: Joss
NO: John Heschlin
13 SLOW RUSH "Junior"
1 LIVE "Water"
1 FOO FIGHTERS "Stacked"
1 VOLIET FEMMES "Sleep"

WDST/Poughkeepsie, NY

OM/NO: Ron Van Warner
NO: Roger Bessell
1 CURE "Someday"
1 NO DOUBT "Gefriend"
1 BECK "Mixed"
1 AD "Warning"
1 LIVE "Water"
1 G. LOVE & SPECIAL "Dreamin"
1 PETER SEARCH "Losing"
1 VOLIET FEMMES "Sleep"
1 FOO FIGHTERS "Stacked"

WBRU/Providence, RI

PD: Tim Schirvelly
NO: Betsy Potholli
4 LIVE "Water"
1 NO DOUBT "Gefriend"
1 FOO FIGHTERS "Stacked"
1 JIMMIE'S CHICKEN "Trash"
1 P.O.D. "Southtown"

KRZZ/Reno, NV

PD: Guy Dark
NO: Heather Parco
2 CURE "Someday"
1 FOO FIGHTERS "Stacked"
1 STAIN'D "Home"
1 LIVE "Water"

KCXJ/Riverside, CA

PD: Keith Cline
APD: John DeSantis
NO: Lisa Aze
16 NO DOUBT "Gefriend"
1 FOO FIGHTERS "Stacked"
1 LIVE "Water"
1 NO DOUBT "Gefriend"

WZZJ/Roanoke-Lynchburg, VA

PD: Bob Travis
NO: Greg Travis
1 NO DOUBT "Gefriend"
1 CURE "Someday"
1 NOOIE "Meathead"
1 GROOVE ARMADA "Baby"
1 No Adds

KWOD/Sacramento, CA

PD: Ross Barbo
APD: Ross Barbo
24 LIVE "Water"
18 NO DOUBT "Gefriend"
1 CURE "Someday"
1 BASEMENT JACO "Hemlock"
1 SLOW RUSH "Junior"
1 FOO FIGHTERS "Stacked"

WVVV/Savannah, GA

PD: Phil Conn
11 OASIS "Lullaby"
1 JIMMIE'S CHICKEN "Trash"
1 CURE "Someday"
1 NO DOUBT "Gefriend"

KPWT/Sr. Louis, MO

OM/NO: Alan Fox
APD: Marty Lusk
NO: Brad White
15 NO DOUBT "Gefriend"
3 NO DOUBT "Gefriend"
3 CURE "Someday"

KXRX/Salt Lake City, UT

VP/Ops & Prog.: Mike Sammers
APD/NO: Todd Naber
18 BECK "Mixed"
14 CURE "Someday"
13 NO DOUBT "Gefriend"

XTRA/San Diego, CA

NO: Bryan Schock
NO: Chris Mackley
15 CURE "Someday"
12 NO DOUBT "Gefriend"
11 OASIS "Lullaby"
1 ON "Soulmate"
3 R.E.M. "Guit"

KITS/San Francisco, CA

OM: Ron Meel
PD: Jay Taylor
NO: Aaron Auslan
1 VERTICAL HORIZON "Everything"
1 ON "Soulmate"

KJEE/Santa Barbara, CA

GM/NO: Eddie Gutierrez
APD: John Schreiner
31 CURE "Someday"
20 NO DOUBT "Gefriend"
19 FOO FIGHTERS "Stacked"
1 LONG BEACH DUB "Dew"
1 AD "Warning"

KNDD/Seattle-Tacoma, WA

NO: Kim Hwang
NO: Kim Hwang
3 LIVE "Water"
1 BECK "Mixed"

WHMP/Springfield, MA

PD: Adam Wright
1 CURE "Someday"
1 JIMMIE'S CHICKEN "Trash"
1 P.O.D. "Southtown"

WKRL/Syracuse, NY

NO: Steve Arnold
4 LIVE "Water"
1 NO DOUBT "Gefriend"
1 FOO FIGHTERS "Stacked"
1 JIMMIE'S CHICKEN "Trash"
1 CURE "Someday"

WXSX/Tallahassee, FL

NO: Kazzie
1 CURE "Someday"
1 FOO FIGHTERS "Stacked"
1 FOO FIGHTERS "Stacked"
1 LIVE "Water"

KFMA/Tucson, AZ

NO: John Michael
12 NO DOUBT "Gefriend"
9 CURE "Someday"
1 STAIN'D "Home"
1 MORY "Natural"

KMYZ/Tulsa, OK

PD: Lynn Barstow
NO: Ryan Soggers
1 NO DOUBT "Gefriend"
1 CURE "Someday"

WHFS/Washington, DC

PD: Robert Benjamin
APD: Bob Wozniak
NO: Pat Ferraro
8 NO DOUBT "Gefriend"
1 LIVE "Water"
1 RINô "12" "Adam's"

WPBZ/West Palm Beach, FL

OM: John O'Connell
APD/NO: Dan O'Brien
11 CURE "Someday"
1 GODSMACK "Voodoo"
1 LIVE "Water"
1 NO DOUBT "Gefriend"
1 OASIS "Lullaby"
1 STROKES "Black"

WSFM/Wilmington, NC

PD: Chris Schuch
NO: James Senter
1 ANGIE APARO "Spaceship"
1 CURE "Someday"
1 LIVE "Water"
1 G. LOVE & SPECIAL "Dreamin"
1 FOO FIGHTERS "Stacked"
1 BECK "Mixed"
1 SUPROD "Tat"

Alternative Playlists

FIND COMPLETE PLAYLISTS FOR ALL ALTERNATIVE REPORTERS ON R&R ONLINE MUSIC TRACKING

MARKET #1

WXXR/New York
Infinity
(212) 314-9230
Kingston/Peer
12x Cumulative 1,738,500



PLAYS

PLAYS	ARTIST/TITLE	GI (888)
32	RAGE AGAINST...Guerrilla Radio	40108
33	LIVE/The Dolphin's Cry	35772
32	CRED/D Higher	34688
32	FOO FIGHTERS/Learn To Fly	34688
29	RED HOT CHILI.../Otherside	31436
29	R.E.M./The Great Beyond	31436
24	SMASHING PUMPKINS/The Everlasting Gaze	30352
19	POWERMANN 5000/Nobody's Real	28184
26	BUSH/The Chemicals	28184
27	SANTANA/EVE/RE LAST/Put Your Lights On	27100
23	FILTER/Take A Picture	27100
26	CRED/D Higher	27100
22	BUSH/Letting The Cables...	26012
23	KORNFalling Away From Me	24932
22	GODSACK/Whatever	22848
22	SMASHING PUMPKINS/The Everlasting Gaze	22784
21	KID ROCK/Only God Knows Why	22764
21	METALLICA/No Leaf Clover	21680
19	LIMP BIZKIT/Re-Arranged	20596
18	NINE INCH NAILS/In This...	19512
18	KORNFalling Away From Me	19456
16	GODSACK/Whatever	17344
16	KID ROCK/Only God Knows Why	17344
13	KORNFalling Away From Me	16260
13	LENNY KRAMITZ/Bye Bye	15176
13	POWERMANN 5000/When Worlds Collide	15176
11	MOBY/Natural Blues	15176
11	BLINK-182/Adam's Song	15176
13	LIT/My Own Worst Enemy	14092

MARKET #2

KROQ/Los Angeles
Infinity
(818) 567-1067
Wentworth/Sandbrook/Worden
12x Cumulative 1,348,300



PLAYS

PLAYS	ARTIST/TITLE	GI (888)
39	RAGE AGAINST...Guerrilla Radio	23535
39	RED HOT CHILI.../Otherside	21111
24	BLINK-182/Adam's Song	19056
26	METALLICA/No Leaf Clover	18387
26	THIRD EYE BLIND/Never Let You Go	17706
35	SMASHING PUMPKINS/The Everlasting Gaze	17706
10	NO DOUBT/E-Girlfriend	17706
27	PENNYWISE/Alan	17025
30	KORNFalling Away From Me	15663
22	POWERMANN 5000/Nobody's Real	14887
27	R.E.M./The Great Beyond	14801
10	METALLICA/No Leaf Clover	14301
23	CRED/D Higher	13820
22	OFFSPRING/The Kids Aren't...	13820
27	LIVE/The Dolphin's Cry	12939
23	BUSH/The Chemicals	12939
19	LIMP BIZKIT/Re-Arranged	12939
17	MOBY/Natural Blues	12939
22	BLINK-182/What's My Age Again?	12258
33	BLINK-182/Adam's Song	11577
17	LENNY KRAMITZ/Bye Bye	11577
20	LIT/My Own Worst Enemy	10895
21	METALLICA/No Leaf Clover	10515
29	APOLLO FOUR FORTY/Stop The Rock	9534
23	OASIS/Go Let It Out	8853
17	VERTICAL HORIZON/Everything You Want	8853
16	SANTANA/EVE/RE LAST/Put Your Lights On	8853
20	CRED/D Higher	8172
16	BUSH/Letting The Cables...	8172

MARKET #3

WKQX/Chicago
Emmis
(312) 527-8348
Richards/Shumimas
12x Cumulative 958,300



PLAYS

PLAYS	ARTIST/TITLE	GI (888)
40	SMASHING PUMPKINS/The Everlasting Gaze	19603
40	BLINK-182/Adam's Song	19320
38	RED HOT CHILI.../Otherside	19320
44	FILTER/Take A Picture	19320
40	OASIS/Go Let It Out	19320
14	NO DOUBT/E-Girlfriend	18837
35	A3/Wake Up This Morning	17871
30	MOBY/Natural Blues	15929
25	KID ROCK/Only God Knows Why	11109
20	COURTNEY CRONIN/Hangaround	10226
22	BUSH/Letting The Cables...	10626
12	SUGAR RAY/Very Morning	10143
18	LIVE/Run To The Water	9660
23	LIMP BIZKIT/Re-Arranged	8694
18	KORNFalling Away From Me	8694
17	LIT/My Own Worst Enemy	8211
17	LONG BEACH/DUB.../Trator Ras	8211
13	FOO FIGHTERS/Learn To Fly	8211
17	METALLICA/No Leaf Clover	7245
15	LO HOLE/LIT ALL STARS/Battle Flag	6782
14	SMASHING PUMPKINS/The Everlasting Gaze	6782
13	METALLICA/No Leaf Clover	6782
17	OFFSPRING/The Kids Aren't...	6279
19	SMASHING PUMPKINS/The Everlasting Gaze	6279
5	A3/Wake Up This Morning	5975
20	CRED/D Higher	5796
17	R.E.M./The Great Beyond	5796
14	LIVE/The Dolphin's Cry	5313

MARKET #4

KITS/San Francisco
Infinity
(415) 512-1053
Taylor/Alexsen
12x Cumulative 555,600



PLAYS

PLAYS	ARTIST/TITLE	GI (888)
12	LIMP BIZKIT/Re-Arranged	8820
39	RAGE AGAINST...Guerrilla Radio	8820
31	THIRD EYE BLIND/Never Let You Go	8820
34	RED HOT CHILI.../Otherside	8568
23	CURE/Maybe Someday	8316
32	MOBY/Natural Blues	8064
21	BLINK-182/Adam's Song	7817
30	CRED/D Higher	7560
29	APOLLO FOUR FORTY/Stop The Rock	7056
24	FOO FIGHTERS/Learn To Fly	6552
25	SMASHING PUMPKINS/The Everlasting Gaze	5796
23	FILTER/Take A Picture	5796
20	BUSH/The Chemicals	5796
19	STROKES/In My Mind	5796
22	NINE INCH NAILS/Sin To The Void	5544
22	KORNFalling Away From Me	5544
27	OASIS/Go Let It Out	5040
19	OFFSPRING/The Kids Aren't...	4788
16	METALLICA/No Leaf Clover	4536
22	METALLICA/No Leaf Clover	4296
17	FOO FIGHTERS/Phony (Feat.)	4296
15	SMASHING PUMPKINS/The Everlasting Gaze	4296
5	LO HOLE/LIT ALL STARS/Battle Flag	4032
10	LENNY KRAMITZ/Bye Bye	4032
13	KORNFalling Away From Me	4032
19	LIT/My Own Worst Enemy	4032
16	RED HOT CHILI.../Scar Tissue	4032
24	RED HOT CHILI.../Scar Tissue	4032
22	LIVE/The Dolphin's Cry	4032

MARKET #5

WPLI/Philadelphia
Greater Media
(610) 365-8900
McGinnifen
12x Cumulative 821,100



PLAYS

PLAYS	ARTIST/TITLE	GI (888)
36	LIT/My Own Worst Enemy	11132
40	FOO FIGHTERS/Learn To Fly	10879
40	COURTNEY CRONIN/Hangaround	10879
47	CRED/D Higher	10373
42	BLINK-182/Adam's Song	8912
42	BLINK-182/Adam's Song	8912
37	SMASHING PUMPKINS/The Everlasting Gaze	8912
34	STROKES/In My Mind	8020
33	THIRD EYE BLIND/Never Let You Go	8349
32	VERTICAL HORIZON/Everything You Want	8096
30	LIMP BIZKIT/Re-Arranged	7843
31	LIT/My Own Worst Enemy	7843
31	RED HOT CHILI.../Otherside	7843
31	BECK/Seasides	7843
32	R.E.M./The Great Beyond	7990
34	MOBY/Natural Blues	7337
37	SMASHING PUMPKINS/The Everlasting Gaze	6831
37	BUSH/The Chemicals	6831
27	OASIS/Go Let It Out	6831
24	RED HOT CHILI.../Otherside	6072
24	NINE INCH NAILS/Sin To The Void	6072
29	BUSH/Letting The Cables...	6072
18	BECK/Seasides	4554
14	LIVE/Run To The Water	4554
16	OFFSPRING/The Kids Aren't...	4375
11	TRAVIS/Mezzanine	3791
17	LENNY KRAMITZ/Bye Bye	3209
18	LIT/My Own Worst Enemy	3209
13	CRED/D Higher	3289
16	KORNFalling Away From Me	3289

MARKET #6

KDGE/Dallas-Ft. Worth
AMFM
(972) 770-7777
Doherty
12x Cumulative 418,200



PLAYS

PLAYS	ARTIST/TITLE	GI (888)
50	LIMP BIZKIT/Re-Arranged	9660
60	RAGE AGAINST...Guerrilla Radio	9660
59	KORNFalling Away From Me	9660
62	STROKES/In My Mind	9338
49	CRED/D Higher	7889
59	BLINK-182/Adam's Song	6279
38	FILTER/Take A Picture	5152
31	LENNY KRAMITZ/Bye Bye	4951
26	THIRD EYE BLIND/Never Let You Go	4830
30	SMASHING PUMPKINS/The Everlasting Gaze	4830
14	RED HOT CHILI.../Otherside	4659
34	FOO FIGHTERS/Learn To Fly	4058
25	WE'RE HERE/We're Here	4058
24	GILBERT/We're Here	3864
24	POWERMANN 5000/Nobody's Real	3864
24	SPIN/End of the World	3864
11	CURE/Maybe Someday	3864
23	BUSH/Letting The Cables...	3703
21	SMASHING PUMPKINS/The Everlasting Gaze	3542
22	KID ROCK/Only God Knows Why	3542
11	BEASTIE BOYS/Alive	3542
19	OLIVIA/Why I'm Here	3381
22	BUSH/The Chemicals	3381
21	SMASHING PUMPKINS/The Everlasting Gaze	3270
20	SPIN/End of the World	3270
16	SUICIDE MACHINE'S/Sometimes I Don't...	3270
26	CRED/D Higher	3059
19	OLIVIA/Why I'm Here	2898
18	BLINK-182/What's My Age Again?	2898
19	BLINK-182/What's My Age Again?	2898

MARKET #7

CMX/Detroit
Chum Ltd.
(313) 961-6397
Brookshaw/Canova/Franklin
12x Cumulative 382,500



PLAYS

PLAYS	ARTIST/TITLE	GI (888)
37	KID ROCK/Only God Knows Why	5735
30	RED HOT CHILI.../Otherside	5480
30	RAGE AGAINST...Guerrilla Radio	5480
27	THIRD EYE BLIND/Never Let You Go	5270
34	LIMP BIZKIT/Re-Arranged	5270
33	JOYRIDE/Beautiful	5115
33	STAMBO/Whatever	5115
21	BLINK-182/Adam's Song	4850
33	BAR NAMED LADY'S Got In Line	4650
26	INCUBUS/Pardon Me	4185
27	STROKES/In My Mind	4030
30	KORNFalling Away From Me	3875
25	CURE/Maybe Someday	3875
24	OUR LADY PEACE/As Anybody Home?	3720
24	SUICIDE MACHINE'S/Sometimes I Don't...	3720
24	OASIS/Go Let It Out	3720
23	NINE INCH NAILS/Sin To The Void	3565
23	FOO FIGHTERS/Phony (Feat.)	3565
22	LIT/My Own Worst Enemy	3100
20	BUSH/Letting The Cables...	3100
20	FINGER LEV/N/Quasbar	3100
19	BLINK-182/Adam's Song	3100
18	BECK/Seasides	3100
20	GODSACK/Whatever	2945
18	SMASHING PUMPKINS/The Everlasting Gaze	2945
25	LIMP BIZKIT/Re-Arranged	2635
7	SEE SPOT RUN/Weightless	2480
16	R.E.M./The Great Beyond	2325
15	NO DOUBT/E-Girlfriend	2125
15	LIMP BIZKIT/Re-Arranged	2125

MARKET #8

WFBX/Boston
Infinity
(617) 266-1111
Oedipus/Trick
12x Cumulative 718,400



PLAYS

PLAYS	ARTIST/TITLE	GI (888)
40	STAMBO/Whatever	15609
45	RAGE AGAINST...Guerrilla Radio	15246
40	SMASHING PUMPKINS/The Everlasting Gaze	15246
43	KORNFalling Away From Me	14883
32	KID ROCK/Only God Knows Why	11616
17	INCUBUS/Pardon Me	10890
29	GODSACK/Whatever	10164
29	SMASHING PUMPKINS/The Everlasting Gaze	9075
20	POWERMANN 5000/Nobody's Real	8712
40	BEASTIE BOYS/Alive	7986
19	RED HOT CHILI.../Otherside	7623
20	CURE/Maybe Someday	7660
24	NINE INCH NAILS/Sin To The Void	6897
18	BUSH/Letting The Cables...	6534
17	OASIS/Go Let It Out	6534
13	LIT/My Own Worst Enemy	6171
15	FOO FIGHTERS/Phony (Feat.)	5482
16	STATIC-X/Push It	5082
14	SEVENDUST/Devil	5082
9	CRED/D Higher	4719
13	FILTER/Take A Picture	4719
10	SMASHING PUMPKINS/The Everlasting Gaze	3928
10	GODSACK/Whatever	3993
11	LIMP BIZKIT/Re-Arranged	3993
11	GODSACK/Whatever	3630
12	NINE INCH NAILS/Sin To The Void	3630
7	SUICIDE MACHINE'S/Sometimes I Don't...	3630

MARKET #9

WFBX/Boston
MCC
(781) 595-6200
Cruz/Gail
12x Cumulative 211,480



PLAYS

PLAYS	ARTIST/TITLE	GI (888)
37	KORNFalling Away From Me	2960
37	SMASHING PUMPKINS/The Everlasting Gaze	2960
35	NINE INCH NAILS/Sin To The Void	2800
33	THIRD EYE BLIND/Never Let You Go	2640
19	VERTICAL HORIZON/Everything You Want	2640
28	MOBY/Natural Blues	2400
18	BUSH/Letting The Cables...	2400
18	BLINK-182/Adam's Song	2400
32	BECK/Seasides	2080
10	CURE/Maybe Someday	1980
23	LIMP BIZKIT/Re-Arranged	1840
11	KID ROCK/Only God Knows Why	1840
24	CHILDRN/We're Here	1660
22	SHEILA DIVINE/Opportunity Moment	1660
13	ME THOSE OF MAYHEM/Now Sun	1660
15	BASHERNT JACQ/Render You	1600
17	INCUBUS/Pardon Me	1600
15	STROKES/In My Mind	1500
18	BEASTIE BOYS/Alive	1500
20	R.E.M./The Great Beyond	1500
16	FOO FIGHTERS/Learn To Fly	1440
10	OASIS/Go Let It Out	1440
6	A3/Wake Up This Morning	1440
18	BUSH/Letting The Cables...	1440
13	CLUSTER/Bare It All	1440
10	RAGE AGAINST...Guerrilla Radio	1440
17	311/Hollow	1440
16	OWS EYE/In My Mind	1360
17	LIT/My Own Worst Enemy	1360
12	FILTER/Take A Picture	1360

MARKET #10

WVFX/Washington, DC
Infinity
(301) 306-0991
Benjamin/Ferrise
12x Cumulative 697,100



PLAYS

PLAYS	ARTIST/TITLE	GI (888)
43	KORNFalling Away From Me	11000
41	BLINK-182/Adam's Song	10725
37	APOLLO FOUR FORTY/Stop The Rock	10175
36	LIMP BIZKIT/Re-Arranged	9900
33	THIRD EYE BLIND/Never Let You Go	9070
32	RED HOT CHILI.../Otherside	8800
31	FILTER/Take A Picture	7700
28	LIMP BIZKIT/Re-Arranged	6875
23	LIVE/The Dolphin's Cry	6875
29	BUSH/The Chemicals	6875
23	R.E.M./The Great Beyond	6875
25	SMASHING PUMPKINS/The Everlasting Gaze	6875
24	BEASTIE BOYS/Alive	6875
19	CRED/D Higher	6600
22	LIT/My Own Worst Enemy	6050
23	POWERMANN 5000/Nobody's Real	6050
22	OASIS/Go Let It Out	6050
21	CRED/D Higher	5775
20	FOO FIGHTERS/Learn To Fly	5500
20	OFFSPRING/The Kids Aren't...	5292
10	CURE/Maybe Someday	4925
16	BLINK-182/What's My Age Again?	4800
16	SUICIDE MACHINE'S/Sometimes I Don't...	4400
15	LIMP BIZKIT/Re-Arranged	4400
17	STAMBO/Whatever	4400
14	METALLICA/No Leaf Clover	4400
11	LO HOLE/LIT ALL STARS/Battle Flag	3850
14	FALBOY/Slimy Prase You	3850

MARKET #11

KTBB/Houston-Galveston
Clear Channel
(713) 968-1000
Travis/Brown
12x Cumulative 466,500



PLAYS

PLAYS	ARTIST/TITLE	GI (888)
42	FUEL/Sunburn	10458
40	STROKES/In My Mind	9960
40	BUSH/The Chemicals	

FIND COMPLETE PLAYLISTS FOR ALL ALTERNATIVE REPORTERS ON R&R ONLINE MUSIC TRACKING

MARKET #25
KMRK/Portland, OR
 Entercom
 (503) 223-1441
 Hamilton/Jayn
 12c Cumc 173,900



PLAYS	ARTIST/TITLE	GI (888)
45	STROK9/9 Mile Black	3670
45	LIMP BIZKIT/Re-Arranged	3505
45	BLINK-182/All The Small Things	3325
42	JAMIE'S CHICKEN...Do Right	3150
37	OFFSPRING/She's Got Issues	2925
39	BEASTIE BOYS/Alive	2925
38	ONCE UPON A TIME...Other Side	2925
26	RED HOT CHILI...Other Side	1800
24	COLLAPSE/Automatic	1800
24	MOBY/Natural Blues	1800
24	CURE/Maybe Someday	1800
23	VERTICAL HORIZON/Everything You Want	1725
23	LIT/Allezable	1725
22	CREED/What If	1650
22	THIRD EYE BLIND/Never Let You Go	1650
21	SUICIDE MACHINE/Sometimes I Don't	1575
21	SMASHING PUMPKINS/The Everlasting Gaze	1500
20	CANZ/You Turn The Screws	1500
20	BUSH/Letting The Cabes...	1425
19	FILTER/Take A Picture	1425
18	BUSH/The Chemicals...	1350
18	FOO FIGHTERS/Learn To Fly	1350
16	HAVE A DANCE/Raindrops	1200
16	OLDFATHER/Walk Alone	1200
16	BLINK-182/What's My Age Again?	1200
16	CHERRY PUPPET ON A STRING/Change Me	1200
16	NO DOUBT/In the End	1125
15	FATBOY SLIM/My Fault	1125
15	SOUL COUCHING/Circles	1125
15	CANZ/You Turn The Screws	1125

MARKET #26
WKYC/Cincinnati
 Balogh
 (513) 523-4114
 Valmasse/Taylor
 12c Cumc 24,000



PLAYS	ARTIST/TITLE	GI (888)
20	21 FENIX/Apple Jam	210
20	21 SPINACH/Down Charming Spill	210
20	20 LONGPUS/Blue Sides	200
20	20 JAMIE'S CHICKEN/What I'm...	200
20	20 STEREOPHONICS/Wouldn't Believe	200
20	20 G. LOVE & SPECIAL/Numbers	200
20	20 LIONA RUSSELL/Charm Attack	200
20	20 LUNA/Super Freaky	200
20	20 WHEAT/Don't Hold You	190
19	19 BE N HARPER/Forgiven	190
19	19 GOMEZ/We Haven't Turned...	190
19	19 BECK/Pressure	180
19	19 NO 2/CRITICAL MASS	180
19	19 PRIMAL SCREAM/Sensitized Eyes	180
19	19 311/Following	180
19	19 MOBY/Natural Blues	180
19	19 APOLLO FOUR FORTY/Stop The Rock	180
19	19 SUNSET HANGOVER/From	180
19	19 COBRA VERDE/Don't Burden Me	180
19	19 OASIS/Go Let It Out	180
19	19 CHARLIZ THERON/My Beautiful Friend	180
19	19 SUICIDE MACHINE/Sometimes I Don't	180
19	19 COUNTING CROWS/Four Days	170
19	19 DEATH IN VEGAS/Dirge	170
19	19 GET UP KIDS/Holiday	170
19	19 GROOVE ARMADA/See You Baby	170
19	19 SUICIDE MACHINE/Sometimes I Don't	170
19	19 SUICIDE MACHINE/Sometimes I Don't	170
19	19 TRAVIS/Driftwood	170
19	19 HOLE/Be A Man	160

MARKET #28
KCIV/Riverside
 All Pro
 (951) 384-1039
 Cluque/Aze
 12c Cumc 123,200



PLAYS	ARTIST/TITLE	GI (888)
36	40 INDIUS/Pardon Me	1800
36	40 FILTER/Take A Picture	1550
35	35 BLINK-182/All The Small Things	1645
31	31 OFFSPRING/She's Got Issues	1551
20	20 LIMP BIZKIT/Crushed	1551
8	8 CREED/What If	1504
8	8 STROK9/9 Mile Black	1504
28	28 KORN/Falling Away From Me	1316
29	29 LIT/Allezable	1222
11	11 KID ROCK/Only God Knows Why	1222
31	31 SMASHING PUMPKINS/The Everlasting Gaze	1222
9	9 RED HOT CHILI...Other Side	1178
21	21 SYSTEM OF A DOWNS/Sugar	1034
24	24 POWERMANN 5000/Nobody's Real	1034
21	21 LIVE/The Dolphin's Cry	987
22	22 SUICIDE MACHINE/Sometimes I Don't	853
18	18 HOLLYWOOD/Sun	845
17	17 SEVENDUST/Devil	759
16	16 FOO FIGHTERS/Learn To Fly	752
14	14 STONE TEMPLE PILOTS/Heaven And Hot Rods	705
18	18 RAGE AGAINST...Guerrilla Radio	705
17	17 BUSH/Letting The Cabes...	705
37	37 FOO FIGHTERS/Learn To Fly	658
14	14 CURE/Maybe Someday	658
13	13 OLDFATHER/What I'm Here	611
15	15 GRAY/Blue Monday	611
17	17 LIT/Allezable	611
36	36 BUSH/The Chemicals...	611
16	16 APOLLO FOUR FORTY/Stop The Rock	611
16	16 STATIC-X/Push It	564

MARKET #29
KWOD/Sacramento
 Royce
 (916) 448-5000
 Bunce
 12c Cumc 246,200



PLAYS	ARTIST/TITLE	GI (888)
53	82 THIRD EYE BLIND/Never Let You Go	4786
48	81 RED HOT CHILI...Other Side	4600
48	50 STAINED MACHINES	4600
48	48 LIMP BIZKIT/Re-Arranged	4416
48	48 BLINK-182/All The Small Things	4416
48	48 RAGE AGAINST...Guerrilla Radio	4416
48	48 BLINK-182/All The Small Things	4416
48	48 KORN/Falling Away From Me	3404
28	31 STROK9/9 Mile Black	2852
28	31 CREED/What If	2852
34	34 LIT/Allezable	2760
34	34 BUSH/Letting The Cabes...	2760
22	27 FILTER/Take A Picture	2454
48	27 CREED/What If	2454
23	23 BLINK-182/Adam's Song	2392
30	30 MANNY PLAYGROUND/It's Saturday	2392
18	18 LIMP BIZKIT/Crushed	2208
18	18 FUEL/Sunburn	2208
51	24 LIVE/The Dolphin's Cry	2208
19	19 LIVE/Run To The Water	2208
22	22 INDIUS/Pardon Me	2116
22	22 BEASTIE BOYS/Alive	2116
21	21 OASIS/Go Let It Out	2116
28	28 SMASHING PUMPKINS/The Everlasting Gaze	1840
20	20 VERTICAL HORIZON/Everything You Want	1748
16	16 RED HOT CHILI...Around The World	1748
16	16 FOO FIGHTERS/Learn To Fly	1748
18	18 DAVE MATTHEWS BAND/Crush	1656
18	18 OFFSPRING/The Kids Aren't	1656
18	18 OLDFATHER/What I'm Here	1656

Look who's back to the "Little Black Backpack"

Stroke 9 - 4

Re-Add: KROQ WPBZ



MARKET #34
WVCD/Columbus, OH
 Ingleide
 (614) 221-9923
 Davis/DeVoss
 12c Cumc 108,400



PLAYS	ARTIST/TITLE	GI (888)
24	24 ASH/Jesus Says	1000
24	24 FROM APPLES Fast As You Can	800
22	22 LIT/Allezable	800
22	22 MOBY/Natural Blues	800
23	23 FILTER/Take A Picture	800
21	21 APOLLO FOUR FORTY/Stop The Rock	800
9	9 VERTICAL HORIZON/Everything You Want	800
10	10 RED HOT CHILI...Other Side	800
19	19 OASIS/Go Let It Out	800
19	19 SMASHING PUMPKINS/The Everlasting Gaze	800
16	16 LENNY KRAMITZ/Alive	760
16	16 BECK/Seasides	760
26	26 R.E.M./The Great Beyond	760
16	16 ONSLEY/N Airgrat	720
16	16 GAY DADDY	720
16	16 FROM APPLES Fast As You Can	720
17	17 CHRIS CORNELL/Can't Change Me	720
9	9 SUICIDE MACHINE/Sometimes I Don't	680
16	16 BEASTIE BOYS/Alive	680
16	16 BLINK-182/All The Small Things	600
16	16 BUSH/Letting The Cabes...	600
16	16 SLAPDASH/Might On The Town	600
16	16 STROK9/9 Mile Black	560
14	14 NINE INCH NAILS/Into The Void	560
14	14 311/Flowing	560
14	14 NINE INCH NAILS/Into The Void	560
14	14 NINE INCH NAILS/Into The Void	560
14	14 ARTIST/Have You?	560
9	9 A VIOLENT FEMME'S Sleepwalkin'	560

MARKET #34
WVAZ/Columbus, OH
 Clear Channel
 (614) 848-7625
 Harris/Schlesier
 12c Cumc 118,700



PLAYS	ARTIST/TITLE	GI (888)
40	42 SMASHING PUMPKINS/The Everlasting Gaze	1344
36	36 LIMP BIZKIT/Re-Arranged	1280
36	36 RED HOT CHILI...Other Side	1280
36	36 INDIUS/Pardon Me	1280
36	36 BUSH/The Chemicals...	1280
40	36 VERTICAL HORIZON/Everything You Want	1216
36	36 THIRD EYE BLIND/Never Let You Go	1184
40	37 KID ROCK/Only God Knows Why	1184
40	37 SMASH MOUTH/Then The Morning	1184
40	37 OASIS/Go Let It Out	1184
40	37 RED HOT CHILI...Around The World	1024
28	28 BLINK-182/All The Small Things	960
28	28 STROK9/9 Mile Black	920
28	28 BECK/Seasides	920
29	29 APOLLO FOUR FORTY/Stop The Rock	920
29	29 MOBY/Natural Blues	880
29	29 ADAMTS/Down Hangaround	880
28	28 R.E.M./The Great Beyond	880
29	29 SUICIDE MACHINE/Sometimes I Don't	880
29	29 BEASTIE BOYS/Alive	864
27	27 NINE INCH NAILS/Into The Void	864
37	37 FROM APPLES Fast As You Can	864
27	27 FENIX/Apple Jam	864
27	27 SPINACH/Down Charming Spill	864
27	27 JAMIE'S CHICKEN/What I'm...	864
27	27 STEREOPHONICS/Wouldn't Believe	864
27	27 G. LOVE & SPECIAL/Numbers	864
27	27 LIONA RUSSELL/Charm Attack	864
27	27 LUNA/Super Freaky	864
27	27 WHEAT/Don't Hold You	864
27	27 BE N HARPER/Forgiven	864
27	27 GOMEZ/We Haven't Turned...	864
27	27 BECK/Pressure	864
27	27 NO 2/CRITICAL MASS	864
27	27 PRIMAL SCREAM/Sensitized Eyes	864
27	27 311/Following	864
27	27 MOBY/Natural Blues	864
27	27 APOLLO FOUR FORTY/Stop The Rock	864
27	27 SUNSET HANGOVER/From	864
27	27 COBRA VERDE/Don't Burden Me	864
27	27 OASIS/Go Let It Out	864
27	27 CHARLIZ THERON/My Beautiful Friend	864
27	27 SUICIDE MACHINE/Sometimes I Don't	864
27	27 COUNTING CROWS/Four Days	864
27	27 DEATH IN VEGAS/Dirge	864
27	27 GET UP KIDS/Holiday	864
27	27 GROOVE ARMADA/See You Baby	864
27	27 SUICIDE MACHINE/Sometimes I Don't	864
27	27 SUICIDE MACHINE/Sometimes I Don't	864
27	27 TRAVIS/Driftwood	864
27	27 HOLE/Be A Man	864

MARKET #35
KCIV/Riverside
 Simmons
 (951) 521-9696
 Summers/Woker
 12c Cumc 174,400



PLAYS	ARTIST/TITLE	GI (888)
33	34 FILTER/Take A Picture	2754
33	34 NINE INCH NAILS/Into The Void	2673
30	31 VERTICAL HORIZON/Everything You Want	2511
33	31 BLINK-182/All The Small Things	2511
30	30 LIMP BIZKIT/Re-Arranged	2430
28	28 RED HOT CHILI...Other Side	2430
30	30 THIRD EYE BLIND/Never Let You Go	2368
17	17 INDIUS/Pardon Me	2268
16	16 OASIS/Go Let It Out	2025
29	29 ADAMTS/Down Hangaround	1944
18	18 311/Following	1863
22	22 LIT/Allezable	1820
21	21 RAGE AGAINST...Guerrilla Radio	1539
18	18 BECK/Seasides	1458
11	16 SMASH MOUTH/Van Star	1296
30	30 R.E.M./The Great Beyond	1215
7	7 FUEL/Sunburn	1134
17	17 CREED/What If	1134
16	16 FOO FIGHTERS/Learn To Fly	1134
14	14 APOLLO FOUR FORTY/Stop The Rock	1134
14	14 CURE/Maybe Someday	1134
14	14 CANZ/You Turn The Screws	1134
14	14 SUGAR RAY/Falls Apart (Part 1)	1134
9	9 RED HOT CHILI...Scar Tissue	1053
17	17 KORN/Falling Away From Me	1053
13	13 NO DOUBT/In the End	1053
6	6 LIVE/Run To The Water	972
5	5 GOOD DOLLS/Broadway	972
9	9 SOUL COUCHING/Circles	891
9	9 FATBOY SLIM/My Fault	891

MARKET #37
WVOD/Charlotte
 Dalton
 (704) 368-9600
 Daniel/Pettus
 12c Cumc 108,000



PLAYS	ARTIST/TITLE	GI (888)
43	46 BUSH/The Chemicals...	3542
43	46 BUSH/The Chemicals...	3386
43	46 SANTANA/FEVERLAST/Put Your Lights On	3386
44	44 CREED/What If	3386
21	41 KID ROCK/Only God Knows Why	3157
19	30 CANZ/You Turn The Screws	3003
19	30 FILTER/Take A Picture	2925
17	20 OASIS/Go Let It Out	2156
23	23 STROK9/9 Mile Black	2002
13	24 OUR LADY PEACE/Is Anybody Home?	1848
22	22 OUR LADY PEACE/Is Anybody Home?	1771
14	21 ANGE ANTHONY/See You	1683
14	21 VERTICAL HORIZON/Everything You Want	1540
19	20 MANNY PLAYGROUND/It's Bye	1540
19	20 JACI/Run's Gone	1540
10	18 LENNY KRAMITZ/Alive	1483
10	18 BECK/Seasides	1483
10	18 R.E.M./The Great Beyond	1386
10	18 POWERMANN 5000/Nobody's Real	1309
47	17 LIVE/The Dolphin's Cry	1309
16	16 STROK9/9 Mile Black	1309
16	16 RAGE AGAINST...Guerrilla Radio	1232
16	16 311/Following	1232
17	16 FIDELITY/ALL STARS/Scar Tissue	1232
16	16 METALLICA/No Leaf Clover	1232
16	16 FUEL/Sunburn	1154
16	16 KORN/Falling Away From Me	1154
16	16 MURRAY CLOSE/See You	1078
16	16 SMASHING PUMPKINS/The Everlasting Gaze	1078
16	16 INDIUS/Pardon Me	1001

MARKET #38
WVIZ/Indianapolis
 AMFM
 (317) 257-7555
 Jameson/Young
 12c Cumc 172,700



PLAYS	ARTIST/TITLE	GI (888)
37	30 STAINED MACHINES	4028
37	30 BLINK-182/All The Small Things	3960
37	30 FILTER/Take A Picture	3922
37	30 GOOSMACK/Keep Away	3922
37	30 KORN/Falling Away From Me	3604
37	30 LIMP BIZKIT/Re-Arranged	3496
37	30 KID ROCK/Only God Knows Why	3392
37	30 NINE INCH NAILS/Into The Void	3180
25	27 RAGE AGAINST...Guerrilla Radio	2852
14	26 OUR LADY PEACE/Is Anybody Home?	2756
25	25 STROK9/9 Mile Black	2640
25	25 OLDFATHER/What I'm Here	2544
14	24 RED HOT CHILI...Other Side	2544
21	23 SMASHING PUMPKINS/The Everlasting Gaze	2438
22	22 THIRD EYE BLIND/Never Let You Go	2332
36	31 RED HOT CHILI...Around The World	2276
20	20 BUSH/The Chemicals...	2226
20	20 LIT/Allezable	2120
20	20 METALLICA/No Leaf Clover	2120
20	20 POWERMANN 5000/Nobody's Real	2014
14	17 STROK9/9 Mile Black	1802
14	17 POWERMANN 5000/Nobody's Real	1802
14	17 RAGE AGAINST...Guerrilla Radio	1802
16	16 311/Following	1732
16	16 LO FIDELITY/ALL STARS/Scar Tissue	1696
13	13 KORN/Falling Away From Me	1590
13	13 FUEL/Sunburn	1514
13	13 POWERMANN 5000/Nobody's Real	1484
13	13 LIMP BIZKIT/Re-Arranged	1484
13	13 KID ROCK/Noway	1484

MARK

New Music Specialty Shows

R&R's Exclusive Look At The Cutting Edge Of Alternative

Too Much Good Stuff

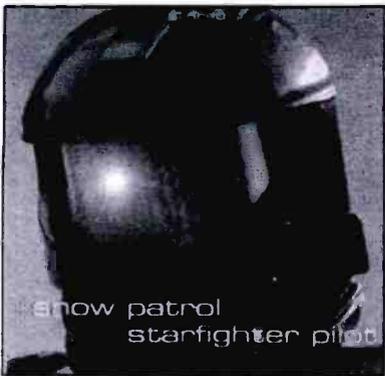
By Jeanette Grgurevic
Asst. Alternative Editor

KMFDM backwards or MDFMK (I'll never remember that) debut at No. 1 this week. You can't beat that! And Snow Patrol didn't do so badly, either. They, too, make a strong debut, at No. 2 — all the way from Glasgow. It just gives me the chills to see stations like KNRK/Portland, WBCN/Boston and WPLY/Philadelphia play them. Kittie drop a couple of spots from last week, but, hey, they got the add at MTV. It's really funny to see A3 (in at No. 13) back on the specialty chart after almost three years, but that *Sopranos* show is driving everyone mad.

Remember last week I said I was feeling a little overwhelmed with all the new stuff that's out? Well, I think I'm on top of things now. I hope you are, too. I actually found some really cool stuff that I haven't been able to pull out of power rotation in my CD player. The *Puffers* are definitely a *must* listen-to. Not just the single, "Aqua," but the entire record. I especially love "Climbing." Another thing that I just can't stop listening to is *Oaker* on *Epitaph*. Oh, and I can't forget to mention: One of the best soundtracks that I've heard in a long time is on *London Records, The Beach*. It's loaded with new stuff from *New Order*, *Orbital* and *Faithless*, as well as some oldies but goodies.

I also had a lot of help from *Seanboy* this week, who turned me on to some bichin' punk rock. He used to be at KXRRK/Salt Lake City and is now the promo guy at *Nitro Records* (Dexter of *Offspring's* label). They have some great bands like *AFI* and *Jughead's Revenge*, and a mind-boggling punk rock compilation. You have to get your hands on this stuff. You can harass Seanboy at (714) 842-8897 or seanboy@nitrorecords.com.

I've gotta run — I'm going to see Pennywise, the Vandals, All, TSOL and Long Beach Dub Allstars right now. I'll tell you all about it! *Records Of The Week: Lords Of Acid, The Cure, Haywood*



R&R Top 20 Artists

January 28, 2000

- 1 **MDFMK (Republic/Universal)** Airplay Includes: KFMA, KWOD, WBCN
- 2 **SNOW PATROL (Jeepster)** Airplay Includes: KNRK, WLIR, WDSI
- 3 **GUIDED BY VOICES (TVT)** Airplay Includes: KDGE, WARQ, WFNX
- 4 **KITTIE (Ng/Artemis)** Airplay Includes: KCIX, KXTE, WJBX
- 5 **BEATSTEAKS (Epitaph)** Airplay Includes: KNRK, KJEE, WXDX
- 6 **LONG BEACH DUB... (DreamWorks)** Airplay Includes: KPNT, WXEG, WFSM
- 7 **BLOODHOUND GANG (Republic/Geffen)** Airplay Includes: KFMA, KNDD, WARQ
- 8 **ON (Epic)** Airplay Includes: KITS, WBRU, WXDX
- 9 **3 DOORS DOWN (Republic/Universal)** Airplay Includes: KRAD, WEEQ, WEOX
- 10 **BABY NAMBOOS (Palm Pictures)** Airplay Includes: KTCL, WEOX, WFSM
- 11 **GOMEZ (Virgin)** Airplay Includes: KJEE, WZBRU, WOXY
- 12 **VIOLENT FEMMES (Beyond)** Airplay Includes: KFMA, WEEQ, WXEG
- 13 **A3 (C2/Columbia)** Airplay Includes: KJEE, KPNT, WOXY
- 14 **OASIS (Epic)** Airplay Includes: KNRK, WHTG, WXEG
- 15 **FLAMING LIPS (Wamer Bros.)** Airplay Includes: KFMA, WBCN, WEOX
- 16 **MICHAEL HUTCHENCE (V2)** Airplay Includes: KWOD, WEOX, WPLY
- 17 **GROOVE ARMADA (Jive Electro)** Airplay Includes: KJEE, WZZI, XTRA
- 18 **ROLLINS BAND (DreamWorks)** Airplay Includes: KTCL, KPNT, WBCN
- 19 **TAMI (Roadrunner)** Airplay Includes: KNDD, KRAD, WEOX
- 20 **GOLDFINGER (Mojo/Universal)** Airplay Includes: KJEE, KPNT, WXDX

Ranked by total number of shows reporting artist.

Specialty Show Reporters

Shows and their Top 5 songs listed alphabetically by market

<p>WEQX/Albany, NY Download Sunday 7-10pm Jeff Wade Groove Armada "I See You Baby" Mint Royale "Shake Me" Violent Femmes "Steepwood" Bloodhound Gang "The Bad Touch" Tugboat Anne "Washing Song"</p>	<p>WXEG/Dayton, OH The X Spin Cycle Sunday 9-10:30pm Allen Rantz Oasis "Go Let It Out" Collaps "Automatic" Long Beach Dub "My Own Life" Live "Run to the Water" Tugboat Anne "Washing Song" Moby "Natural Blues"</p>	<p>WXDX/Pittsburgh, PA Edge Of The X Sunday 9-11pm Lenny Olson Sevendust "Waffle" Filter "The Best Things" Shawn Smith "Suffering" Live "Run to the Water" Too Rude "Too Rude"</p>	<p>KITS/San Francisco, CA Soundcheck Sunday 9pm-10pm Aaron Anaton On "Soluble Words" Neri Herder "Courtney Love" Frankie Machine "Set Me" Magnified "Downtown Dream" Junke X "Legion"</p>
<p>WRAX/Birmingham, AL Reg's Collaborations Sunday 10pm-1pm Scott Hargrave Cherryholmes "Solitary Swedish" Blue Mountain "The One That Got..." Peter Seery "Invert" Snow Patrol "Fifteen Minutes Old" Tracy Chapman "Talking Stories"</p>	<p>KTCL/Deer, CO Adventure University Sunday 7:30-8:30pm Professor Red Baby Reservoir "Get Your Head Down" Snow Patrol "Starfighter Pilot" Flaming Lips "Washin' For A..." Joe Strummer "Foxy Adams" Long Beach Dub "My Own Life"</p>	<p>KNRK/Portland, OR Something Cool Sunday midnight-1am Juliana Escobedo Baby Reservoir "Get Your Head Down" Beatsteaks "Shiny Shoes" Gas Grants "Duller" Oasis "Go Let It Out" Snow Patrol "Starfighter Pilot"</p>	<p>KJEE/Santa Barbara, CA Shannon Tomblin Sunday 11:00pm-1am John Schneider Groove Armada "I See You Baby" Eels "It's Beautiful" System Of A Down "Spiders" A3 "Wake Up This Morning" MDFMK "Rabble Rouser"</p>
<p>WBCN/Boston, MA Restored Emotions Sunday 8-10pm Outlawz/Allstar 0 Gomez "We Haven't Turned..." No Doubt "X Girlfriend" Sevendust "Waffle" MDFMK "Rabble Rouser" Rollins Band "Illumination"</p>	<p>WEEQ/Hagerstown, PA How Near This Thursday 10pm-midnight Austin Davis Savio Machines "Sometimes I Don't..." Alanis Morissette "King Of Pain" Beck "Mixed Business" Blink 182 "Adam's Song" Apollo Four Forty "Stop The Rock"</p>	<p>WCCY/Portland, ME Spinout Thursday 7-9pm Shawn Jeffrey Guided By Voices "Hold On Hope" H2O "One Life..." MDFMK "Rabble Rouser" Bachus "A God In The Alcove" Soukris "Too Many DJs"</p>	<p>KNDD/Seattle, WA Loudspeaker Sunday 11:00pm-Midnight Bill Reid Bloodhound Gang "The Bad Touch" Beatsteaks "Shiny Shoes" Yellow Second "Mirror Dims" Chappaquidict "Everyone Else Is..." Feeder "Yesterday..."</p>
<p>WFNX/Boston, MA The First Contact Friday midnight-2am Charlie Guided By Voices "Hold On Hope" Single "Mistherm" American Girls "Heavy and Struck" Cure "Maybe Someday" Krust "Coded Language"</p>	<p>KXTE/Las Vegas, NV It Hurts When I Pee Sunday 10pm-midnight Tami & Young Marc 311 "Flowing" Incubus "Privilege" Puya "Sal Pi Fuera" Murder 1 "No Woman No Cry" PO D "Southdown"</p>	<p>WDST/Poughkeepsie, NY Isaac Fiaz Thursday 10:30-11:30pm Juliana Escobedo Snow Patrol "Get Back Again" Iggy Pop "Avenue B" Murder 1 "No Woman No Cry" Long Beach Dub "My Own Life" PO D "Southdown"</p>	<p>KPNT/SI. Louis, MO New Music Sunday Sunday 7-8:30pm Les Aaron Oasis "Go Let It Out" MDFMK "Rabble Rouser" My Vinyl "Always Your Way" A3 "Wake Up This Morning" Supergass "Moving"</p>
<p>WOXY/Cincinnati, OH 11 O'Clock News Tuesday 11pm-midnight Nitin Taylor Poco Factory "Cherryling Rings" Bloodhound Gang "The Bad Touch" Therapy? "Jam Jar Jam" BTGJ Rap "TH Go Dreaming" Baby Reservoir "Last Night Antics"</p>	<p>WLIR/Long Island, NY Lull Of Center Sunday 9-10:30pm Jony Robinson Lovecraft "Tomorrow Tonight" Angie Aparo "SpaceShip" Cure "There Is No It" Outlawz "Laminated" Spearhead "We're Going Out"</p>	<p>WRUR/Providence, RI Breathing And Eating Wednesday midnight-2am Dusty Potholter Angie Aparo "SpaceShip" Bloodhound Gang "The Bad Touch" Supreme Beings "Strangest" Moby "Natural Blues" Sir "New Beginning"</p>	<p>KMYZ/Resto, OK News From The Edge Sunday 9:30-11pm Rapping Kittie "Bracelet" Collaps "Automatic" Crazy Town "Toxic" 311 "Flowing" Creed "What If"</p>
<p>WARQ/Columbia, SC 7200 Seconds Sunday 8-10 Trenton Public Enemy "Shut 'Em Down" Hollywood Boy "Rock In Hell" System Of A Down "Stragap" Full Devil Jacket "Shin" Lords Of Acid "Lover"</p>	<p>KROQ/Los Angeles, CA Reddy On The Road Sunday midnight-2am Reddy Maganabaker No Doubt "Ex-Girlfriend" Sevendusts "Hurry Up And Wait" Snow Patrol "Sung For..." Beatsteaks "Shiny Shoes" Consumed "Hi For..."</p>	<p>KRZQ/Reno, NV Wake The Neighbors Saturday 10-midnight Blat and Hattie No Use For A Name "More" Grain "Under The Radar" Snow Patrol "Sung For..." Beatsteaks "Shiny Shoes" Consumed "Hi For..."</p>	<p>WHFS/Washington, DC How Near This Sunday 8:00pm-10:30pm Dave Marsh Beatsteaks "Shiny Shoes" Sevendust "Too Many DJs" Snow Patrol "Starfighter Pilot" Long Beach Dub "My Own Life" Sunset Valley "I Got Far"</p>
<p>KRAD/Corpus Christi, TX Red Radio Sunday 9pm-7pm J.J. Thomas Nitin Taylor MDFMK "Rabble Rouser" Spearhead "Telling" 3 Doors Down "Kryptonite" Poco "What's It Like To..."</p>	<p>WHTG/Monmouth, NJ The Underground Sunday 11pm-midnight Bill Rapp Moby "Natural Blues" Filter "Clanetta" Puffin "Climbing" Whitlakers "Confessions Of A..." Spearhead "The Archer" Stack "Rabbit's Party"</p>	<p>WZZL/Reno, VA Global Warning Sunday 7pm-9pm Bill Rapp Kittie "Bracelet" Michael Hutchence "Year" Groove Armada "I See You Baby" Karynne "Power To Meek" Deodar "What Reason"</p>	<p>WFSM/Wilmington, NC Final Hour Wednesday 11pm-midnight Jonas A. Boller Bloodhound Gang "The Bad Touch" Goldmask "Why" Kittie "Bracelet" SBC "Nicks" System "Too Many DJs"</p>
<p>KDGE/Dallas, TX Adventure Club Sunday 8-9pm Josh Weasbie Jon Brown "Dolphin Wave" Unwritten Law "C.P.K." Cherryholmes "Coverage Up" Columbus "Whiter & Scooty" Poco "Cigalic"</p>	<p>WPLY/Philadelphia, PA Y-Hit Sunday 9pm-10:30pm Ben Folds Beck "Debra" Beatsteaks "Decapton" Foxy Apple "Long" Columbus "Whiter & Scooty" Snow Patrol "Starfighter Pilot" Shan "Losing California"</p>	<p>KCIX/San Bernardino, CA Shawn X Sunday 9pm-2am Dave Casey/Bury James Moby "Natural Blues" Full Devil Jacket "Shin" Goldmask "Whiter" Kittie "Bracelet" Revelles "The Phoenix"</p>	<p>31 Total Reporters</p>

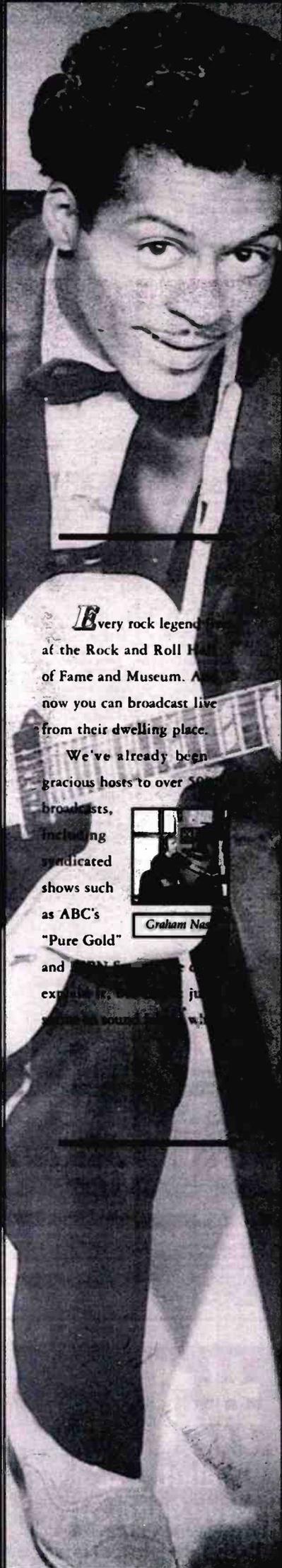
m d f m k

#1

"rabble rouser"

Debut
Alternative Specialty
Show Chart

Airplay at: WBCN WFNX WHFS WXDX KXTE WOXY and more!



YOU'VE PLAYED THEIR MUSIC
AND SEEN THEIR FACES,
BUT YOU'VE NEVER
BEEN TO THEIR HOME.

WHAT'S GOIN' ON:

Roots, Rhymes, and Rage: The Hip-Hop Story™ - the new exhibit that engages visitors in the music, language, and lifestyle of the hip-hop culture. Major exhibit open November, 1999. Perfect for Hip-hop, R&B, U.C., issue-oriented talk stations.

Contemporary Artists Corner - Teen Pop Exhibit™ - A changing exhibit space devoted to today's hottest rock artists. Our first exhibit will feature teen pop artists such as N'Sync, 98 Degrees, Britney Spears, Monica, and the Backstreet Boys. Exhibit to open January, 2000. Attention all CHR's! Attention all CHR's!

Rock and Roll Fashions™ - exhibit in conjunction with Metropolitan Museum of Art in New York and the Barbican Art Centre in London, England. This exhibit focuses on the fashions that have made rock and roll the trend-setter for youth and culture. Opening May, 2000. All formats should cover.

Every rock legend at the Rock and Roll Hall of Fame and Museum. And now you can broadcast live from their dwelling place.

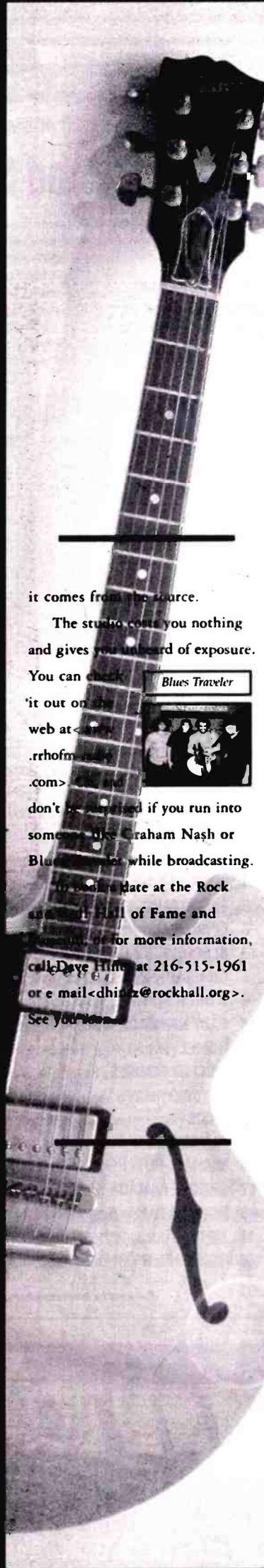
We've already been gracious hosts to over 500 broadcasts, including syndicated shows such as ABC's "Pure Gold" and many more. It's just what you need to make your show a sound success.



What a beautiful facility you have - we sounded like we were right in our own studios! You'll be glad to know we came home to nothing but rave reviews! - Tom Holiday, Operations Manager, "Good Time Oldies" - Jones Radio Network, Denver, CO

The Rock and Roll Hall of Fame and Museum provides a great home for OUR music. It's why all of us got into the business. This "house rocks!" - Diane Morales, Promotions Director, K Earth 101, Los Angeles, CA

"ABSOLUTELY" no glitches at all - and with live broadcasts that is sometimes a rarity! - Kimberly Gerlach, Promotions Director, X100, Topeka, KS



it comes from the source.
The studio costs you nothing and gives you an unheard of exposure. You can check it out on the web at www.rrhofm.com or call Dave Hines at 216-515-1961 or e-mail dhines@rockhall.org. See you soon!



January 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS ADDS
1	1	R.E.M. The Great Beyond (Warner Bros.)	623	-4	46470	10	28/0
2	2	COUNTING CROWS Hangin'around (DGC/Geffen)	504	-32	37678	15	26/0
4	3	TRACY CHAPMAN Telling Stories (Elektra/EEG)	468	+55	36541	4	26/0
6	4	STEELY DAN Cousin Dupree (Giant/Reprise)	426	+55	33074	3	24/0
5	5	FILTER Take A Picture (Reprise)	405	+29	30836	9	20/0
7	6	VERTICAL HORIZON Everything You Want (RCA)	398	+35	23302	10	16/0
3	7	STING Brand New Day (A&M)	389	-60	31264	17	22/0
8	8	FOO FIGHTERS Learn To Fly (Roswell/RCA)	347	-14	25871	14	17/0
11	9	MOBY Porcelain (V2)	334	+21	22881	9	21/0
10	10	SANTANA F/EVERLAST Put Your Lights On (Arista)	316	-30	28980	13	19/0
9	11	FIONA APPLE Fast As You Can (Clean Slate/Epic)	313	-40	18285	12	23/0
12	12	KENNY WAYNE SHEPHERD BAND Last Goodbye (Giant/Reprise)	300	+41	24182	6	20/0
13	13	SMASH MOUTH Then The Morning Comes (Interscope)	244	+5	19849	9	11/1
17	14	THIRD EYE BLIND Never Let You Go (Elektra/EEG)	222	+37	16290	2	15/0
25	15	TRAIN I Am (Aware/Columbia)	201	+44	9434	2	14/0
16	16	BURLAP TO CASHMERE Eileen's Song (A&M)	196	+5	9279	8	14/0
27	17	WARREN ZEVON I Was In The House When... (Artemis)	188	+38	10669	2	17/0
18	18	ERIC CLAPTON (I) Get Lost (Reprise)	183	+1	10285	4	13/0
29	19	TORI AMOS Concertina (Atlantic)	181	+43	12273	2	14/0
Debut	20	BEN HARPER Steal My Kisses (Virgin)	180	+64	11484	1	20/2
Debut	21	BRUCE COCKBURN When You Give It Away (Rykodisc)	178	+55	9427	1	18/2
Debut	22	COLLECTIVE SOUL Needs (Atlantic)	175	+40	11160	1	14/0
14	23	GUSTER Barrel Of A Gun (4,3,2,1) (Hybrid/Sire)	174	-34	11156	13	15/0
30	24	STING Desert Rose (A&M)	170	+34	10923	2	18/1
Debut	25	RED HOT CHILI PEPPERS Otherside (Warner Bros.)	170	+37	12801	1	10/0
Debut	26	MICHAEL HUTCHENCE F/BONO Slide Away (V2)	169	+36	11508	1	13/1
-	27	FOLK IMPLOSION Free To Go (Interscope)	162	+26	11575	2	17/0
15	28	WOOD Stay You (Columbia)	150	-42	11883	19	14/0
22	29	GENESIS The Carpet Crawlers 1999 (Atlantic)	146	-15	12808	9	13/0
19	30	INDIGO GIRLS Peace Tonight (Epic)	140	-31	11595	17	15/0

Most Added

ARTIST TITLE LABEL(S)	ADDS
CURE Maybe Someday (Fiction/Elektra/EEG)	11
TARA MACLEAN If I Fall (Netwerk/Capitol)	7
BOB DYLAN Things Have Changed (Columbia)	6
MELISSA ETHERIDGE Enough Of Me (Island/IDJMG)	5
DAVID MEAD Robert Bradley's Postcard (RCA)	5
LEONA NAESS Charm Attack (Outpost/MCA)	4
OASIS Go Let It Out (Epic)	4
GOMEZ We Haven't Turned Around (Hut/Virgin)	4
A3 Woke Up This Morning (C2/Columbia)	3
JEREMY TOBACK Perfect From The Start (RCA)	3
GUIDED BY VOICES Hold On Hope (TVT)	3
SHELBY LYNNE Life Is Bad (Mercury/IDJMG)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
OASIS Go Let It Out (Epic)	+86
A3 Woke Up This Morning (C2/Columbia)	+77
BEN HARPER Steal My Kisses (Virgin)	+64
MELISSA ETHERIDGE Enough Of Me (Island/IDJMG)	+56
TRACY CHAPMAN Telling Stories (Elektra/EEG)	+55
STEELY DAN Cousin Dupree (Giant/Reprise)	+55
BRUCE COCKBURN When You Give It Away (Rykodisc)	+55
CURE Maybe Someday (Fiction/Elektra/EEG)	+50
TRAIN I Am (Aware/Columbia)	+44
TORI AMOS Concertina (Atlantic)	+43

30 Adult 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 1/16-Saturday 1/22. 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 2000, The Arbitron Company). © 2000, R&R Inc.

New & Active

A3 Woke Up This Morning (C2/Columbia)
Total Plays: 140, Total Stations: 13, Adds: 3

MELISSA ETHERIDGE Enough Of Me (Island/IDJMG)
Total Plays: 133, Total Stations: 16, Adds: 5

SUGAR RAY Falls Apart (Run Away) (Lava/Atlantic)
Total Plays: 128, Total Stations: 6, Adds: 0

BECK Sexxlaws (DGC/Geffen)
Total Plays: 123, Total Stations: 9, Adds: 0

MACY GRAY I Try (Epic)
Total Plays: 119, Total Stations: 9, Adds: 1

OASIS Go Let It Out (Epic)
Total Plays: 116, Total Stations: 9, Adds: 4

JOE STRUMMER Tony Adams (Hellcat/Epitaph)
Total Plays: 112, Total Stations: 10, Adds: 0

COUNTING CROWS Four Days (DGC/Geffen)
Total Plays: 94, Total Stations: 4, Adds: 0

CHRIS CORNELL Preaching The End Of The World (A&M)
Total Plays: 75, Total Stations: 8, Adds: 0

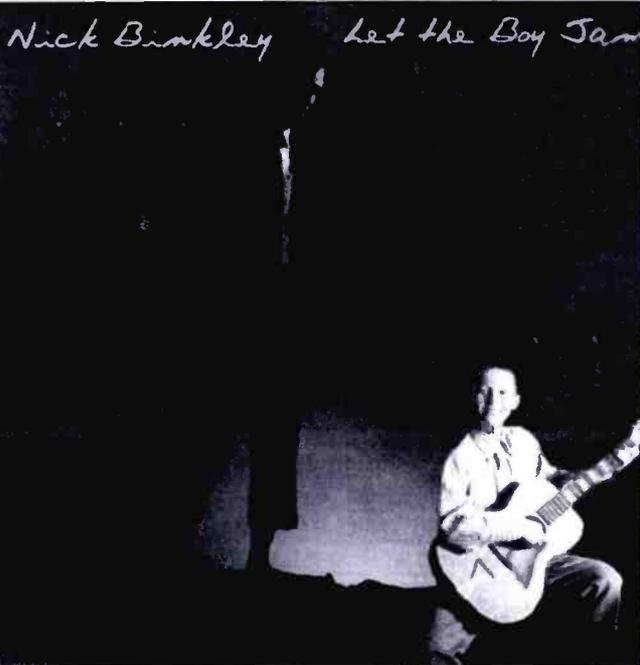
MIKE YOUNGER If By Chance We... (Beyond)
Total Plays: 74, Total Stations: 10, Adds: 1

Songs ranked by total plays

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.



Nick Binkley

The new CD "Let The Boy Jam"

Adult Alternative
Add Date January 31

Focus Tracks:

- "A Well Respected Man"
- "New Shoes"
- "Wooden Indians"

Contact Bryan Farris Radio Promotion (800)647-1315



Adult Alternative Playlists

FIND COMPLETE PLAYLISTS FOR ALL ADULT ALTERNATIVE REPORTERS ON R&R ONLINE MUSIC TRACKING

MARKET #7

KACD/Los Angeles
Clear Channel
(310) 451-1031
Cunningham/Sandler
12+ Cum 234,200

PLAYS

LP	WT	ARTIST/TITLE	GI (889)
9	23	R.E.M./The Great Beyond	2484
7	22	STING/Brand New Day	2376
9	21	SANTANA F/ROB THOMAS/Smooth	2268
10	21	MOBY/Porcelain	2268
8	21	COUNTING CROWS/Hangarround	2268
6	19	KENNY WAYNE...Last Goodbye	2052
6	19	STEELY DAN/Cousin Dupre	1728
5	16	GOO GOO DOLLS/Black Balloon	1620
7	14	DAVE MATTHEWS BAND/Stay (Wasting Time)	1512
6	14	NATALIE MERCHANT/Life Is Bad	1512
7	14	LUCINDA WILLIAMS/Can't Let Go	1512
6	14	BRUCE COCKBURN/Last Night Of	1512
5	14	JOE SONDRON	1512
4	14	EUPHORIA/Delirium	1512
6	13	TRAVIS/Meet Virginia	1404
6	13	VAN MORRISON/Precious Time	1404
6	13	BEN HARPER/Steal My Kisses	1404
6	13	TORI AMOS/Concetta	1404
7	13	LOAD THE WEAPON	1404
6	13	TRACY CHAPMAN/Telling Stories	1404
6	13	SHAWN MULLINS/Shimmer	1296
6	12	COLLECTIVE SOUL/No More...No Less	1296
5	12	LOS LOBOS/This Time	1296
6	12	GENESIS/The Carpet	1296
6	11	COLLECTIVE SOUL/Run	1176
6	11	SANTANA F/ROB THOMAS/Smooth	1176
6	11	TRACY CHAPMAN/Telling Stories	1176
6	11	LENNY KRAMTZ/Ry Away	1176
6	11	FOIA APPLE/Just As You Can	1176
6	11	ANDY RANCO/Just As You Can	1176
6	10	GUSTAR/Barrel Of A Gun	1080

MARKET #8

WYMT/Chicago
Infinity
(773) 777-1700
Winer/Martin
12+ Cum 591,200

PLAYS

LP	WT	ARTIST/TITLE	GI (889)
13	26	ERIC CLAPTON/Get Lost	6420
10	19	AD/We Are This Morning	6090
17	19	R.E.M./The Great Beyond	4815
13	17	RED HOT CHILI...Otherside	4694
6	14	OASIS/Get On Up	4484
13	13	FRY/Take A Picture	4173
14	13	SMASH MOUTH/Then The Morning...	4173
11	13	MATTHEW SMEE/What Matters	4173
12	13	BECK/Sabotage	4173
13	13	TRACY CHAPMAN/Telling Stories	4173
11	12	SMITH REINER/She's Got A Way	3852
11	11	MOBY/Porcelain	3631
11	11	FOIA APPLE/Just As You Can	3531
10	11	ANDY RANCO/Just As You Can	3531
15	11	STEELY DAN/Cousin Dupre	3531
10	10	BRUCE COCKBURN/Last Night Of	3210
13	10	BARENAKED LADIES/It's All Been Done	3210
8	9	ZIGGY MARLEY/All Day All Night	2889
8	9	WARREN ZEVON/In The Mood	2689
10	8	SHAWN MULLINS/Shimmer	2689
8	8	PRETENDERS/Poster	2689
4	8	MELISSA ETHERIDGE/Enough Of Me	2568
4	8	GUSTAR/Barrel Of A Gun	2568
6	8	FOO FIGHTERS/Learn To Fly	2568
6	8	FOLK IMPLOSION/Free To Go	2568
6	8	SHAWN MULLINS/Shimmer	2568
9	8	COUNTING CROWS/Mrs. Potter's	2568
7	8	JOE STRUMMER/Tony Adams	2568
8	8	SMASH MOUTH/Then The Morning...	2568
12	7	WILCO/Nothing Ever	2247

MARKET #9

KFOG/San Francisco
Savannah
(415) 543-1045
Wanzel/Evans
12+ Cum 689,800

PLAYS

LP	WT	ARTIST/TITLE	GI (889)
19	26	TRACY CHAPMAN/Telling Stories	5448
23	23	PRETENDERS/Poster	5221
22	23	GENESIS/The Carpet	5221
22	21	R.E.M./The Great Beyond	4787
21	21	STEELY DAN/Cousin Dupre	4787
21	20	KENNY WAYNE...Last Goodbye	4540
13	19	NATALIE MERCHANT/Concetta	4313
10	19	AD/We Are This Morning	3405
11	18	WILLY PORTER/Robert	3178
13	18	TRACY CHAPMAN/Telling Stories	2851
14	18	STING/Brand New Day	2851
10	18	STONE TEMPLE PILOTS/Get On Up	2851
10	18	FOIA APPLE/Just As You Can	2497
8	11	TORI AMOS/Concetta	2497
15	11	ERIC CLAPTON/Get Lost	2497
12	10	TRAVIS/Meet Virginia	2270
9	10	WOOD/Stay You	2270
11	10	FOO FIGHTERS/Learn To Fly	2270
10	10	FOIA APPLE/Just As You Can	2270
10	10	STING/Brand New Day	2270
12	10	COUNTING CROWS/Four Days	2270
9	9	SUGAR RAY/Every Morning	2043
9	9	BEN HARPER/Steal My Kisses	2043
8	8	CHRIS CORNELL/Can't Change Me	1816
11	8	FOLK IMPLOSION/Free To Go	1816
4	8	LYLE LOVETT/Bears	1382
3	4	JOHN MELLENCAMP/Under The Boardwalk	908
3	4	FASTBALL/You	908
3	4	GOO GOO DOLLS/Slide	908
4	4	SHAWN MULLINS/Shimmer	908

Reporters
Stations and their cities listed alphabetically by market

KSSA/Austin, TX
PD: Judy Deary
MO: Susan Castle
No Adds

WFOR/Baltimore, MD
PD: Dorian Einstein
5 GOREZ "Turned"
5 HOBX "Wizards"
5 TARA MACLEAN "Fair"
GUIDED BY VOICES "Hood"
A3 "Morning"

KFX/Dallas, ID
PD: Colter Logan
MO: Carl Scholer
4 COUNTING CROWS "Robinson"
GOREZ "Turned"
WILLY PORTER "Rope"
MELISSA ETHERIDGE "Enough"
MICHAEL HUTCHENCE "Slide"
MIKE YOUNGER "Chance"
CURE "Someday"

WBOS/Boston, MA
MO: Amy Brooks
No Adds

WXPV/Boston, MA
PD: Jesse Doody
MO: Johnny Mason
6 A3 "Morning"
1 BRUCE COCKBURN "Gwe"
1 OASIS "Let"
1 SHELBY LYBNE "Why"
WILLY PORTER "Rope"
BUSH "Cables"
TARA MACLEAN "Fair"
DAVID MEAD "Robert"

KVIC/Monterey, CA
PD/MO: Laura Hopper
1 NINA STORY "Walk"
1 CHUCK PROFF "Rose"

WRLT/Nashville, TN
PD/MO: Keith Cox
8 CURE "Someday"
4 DAVID MEAD "Robert"
2 LEONA NASS "Charm"
EURYTHMICS "Power"
GUIDED BY VOICES "Hood"
LYLE "Wast"
SHELBY LYBNE "Lily"
JEREMY TOBACK "Perfect"
PETER SEARCY "Losing"
EELS "EV"

CKEY/Suffolk, NY
PD: Ryan Patrick
MELISSA ETHERIDGE "Enough"
LYLE "Wast"

WVNY/Cape Cod, MA
PD/MO: Barbara Deacy
1 JEREMY TOBACK "Perfect"
1 GOREZ "Turned"
1 LEONA NASS "Charm"

WDDO/Chattanooga, TN
MO: Danny Howard
PD/MO: Jeff Martin
FOO FIGHTERS "Stacked"
NO DOUBT "Grins"
KENNY WAYNE... "Wast"
BECK "Wasted"
COUNTING CROWS "Robinson"

WVMT/Chicago, IL
VP/Programming: Norm Winer
MO: Patsy Martin
20 CURE "Someday"
14 OASIS "Let"
6 MELISSA ETHERIDGE "Enough"

KKMR/Dallas, TX
PD: Scott Strong
MO: Jeff K.
28 CURE "Someday"
17 OASIS "Let"

KBCO/Denver, CO
PD: Dave Berson
MO: Scott Arbough
No Adds

KTYO/Reno, NV
PD: Bruce Van Dyke
MO: Harry Reynolds
BOB DYLAN "Things"
OASIS "Let"
LEONA NASS "Charm"
CURE "Someday"

KENZ/San Jose City, UT
PD: Bruce Jones
14 OASIS "Let"
14 ANGIE APARDO "Saposhnik"
7 CURE "Someday"
1 NO DOUBT "Grins"

KXST/San Diego, CA
PD: Dona Shaale
CURE "Someday"
BRUCE COCKBURN "Gwe"

KFOG/San Francisco, CA
PD: Paul Marzocchi
APD/MO: Bill Evans
No Adds

KOTR/San Luis Obispo, CA
PD: Drew Ross
MO: Dean Katarzi
1 ROBBEN FORD "Ean"
4 MIKE MANN "Save"
4 NATALIE MACMASTER "Hands"

KRSB/Santa Rosa, CA
PD: Brent McPhail
1 CURE "Someday"
STING "Desert"
LEONA NASS "Charm"
DAVID MEAD "Robert"
TARA MACLEAN "Fair"
SHELBY LYBNE "Lily"

KINTT/Seattle, WA
GM/VP: Chris Mays
MO: Dean Carlson
4 BOB DYLAN "Things"
2 AB "Morning"

KAEP/Spokane, WA
PD: Don Cassel
MO: Karl Bushman
2 CURE "Someday"
ANGIE APARDO "Saposhnik"
GUIDED BY VOICES "Hood"

WRNX/Springfield, MA
GM/VP: Tom Davis
MO: Tom Davis
7 NINA STORY "Walk"
6 DAVID MEAD "Robert"
6 SHELBY LYBNE "Lily"
6 G. LOVE & SPECIAL "Dreamin'"

KIN/Portland, OR
PD: Dennis Castaneta
MO: Kevin Welch
1 EUPHORIA "Delirium"
3 BOB DYLAN "Things"
JEREMY TOBACK "Perfect"

30 Total Reporters
30 Current Reporters
30 Current Playlists

MARKET #5

WXPV/Philadelphia
Univ./Pennsylvania
(215) 898-6677
Warren/Stewart
12+ Cum 231,100

PLAYS

LP	WT	ARTIST/TITLE	GI (889)
19	18	STEELY DAN/Cousin Dupre	2240
10	18	SHELBY LYBNE/Life Is Bad	2240
4	10	MATT FORD/Measure Of	1400
15	10	WOOD/Stay You	1400
7	9	MONSIEUR HARRIS/For A Dance	1260
11	9	SHARON CURRYMAN/True Friends	1120
7	9	MERY/Porcelain	1120
6	7	STING/Brand New Day	980
16	7	KIM RICHEY/The Way It Never Was	980
7	7	EUPHORIA/Delirium	980
7	7	WARREN ZEVON/In The Mood	980
7	7	MIKE MANN/Moment	980
4	6	TRAVIS/Meet Virginia	840
6	6	WILLY PORTER/Cut The Rope	840
7	6	BRUCE COCKBURN/When You Give	840
7	6	SLAD/CLASH/Whatever It Takes	840
6	6	KENNY WAYNE...Last Goodbye	840
6	6	HOBX/Wizards	840
6	6	A3/We Are This Morning	840
6	6	RICHARD SHIMMEL/Confessions	840
6	6	CHUCK PROFF/Whatever It Takes	700
6	6	BEN HARPER/Steal My Kisses	700
5	6	MICHAEL HUTCHENCE/Slide Away	700
4	6	NICK DRAKE/Pink Moon	700
4	6	TRACY CHAPMAN/Telling Stories	700
6	6	STEVE FORBER/When You Come Back	700
6	6	COLD 97/Sage	700
6	6	R.E.M./The Great Beyond	700
6	6	JOE STRUMMER/Tony Adams	700
6	6	SANTANA F/ROB THOMAS/Smooth	700

MARKET #6

KKMR/Dallas-Ft. Worth
Susquehanna
(214) 526-2400
Strop/K
12+ Cum 282,100

PLAYS

LP	WT	ARTIST/TITLE	GI (889)
11	27	R.E.M./The Great Beyond	4652
35	41	SPENCER/Whiskey	4551
41	40	VERTICAL HORIZON/Everything You Want	4440
42	40	FRY/Take A Picture	4440
39	40	FOO FIGHTERS/Learn To Fly	4440
13	37	TRACY CHAPMAN/Telling Stories	4440
30	32	SMASH MOUTH/Then The Morning...	3552
37	31	THE CHEMICALS	3441
31	30	COUNTING CROWS/Hangarround	3330
31	29	SUGAR RAY/Every Morning	3219
29	29	MOBY/Porcelain	3219
10	28	ERIC CLAPTON/Get Lost	3108
28	27	THIRD EYE BLIND/Never Let You Go	2987
28	26	BECK/Sabotage	2886
25	24	RED HOT CHILI...Otherside	2664
23	18	LYLE LOVETT/Bears	2109
19	18	COLLECTIVE SOUL/Needs	1998
16	17	OASIS/Get On Up	1887
24	16	OLIVIA/Whatever It Takes	1776
25	16	CHRIS CORNELL/Can't Change Me	1776
14	16	BEN HARPER/Steal My Kisses	1776
15	15	A3/We Are This Morning	1776
11	15	OLD 97'S/Murder (Oh A...)	1665
12	14	LENNY KRAMTZ/Ry Away	1554
13	14	GITZ/REBEL/Best Days	1554
9	13	GENESIS/The Carpet	1443
12	13	SANTANA F/ROB THOMAS/Smooth	1443
9	12	LITTLE BOY ON A Swing Set	1332
13	12	TAL BACHMAN/She's So Horny	1332

MARKET #1

CIOR/Detroit
Chum Ltd.
(313) 961-6397
Duff/Griffin
12+ Cum 224,800

PLAYS

LP	WT	ARTIST/TITLE	GI (889)
22	27	STING/Brand New Day	1512
23	24	R.E.M./The Great Beyond	1512
17	23	FRY/Take A Picture	1449
24	23	FOO FIGHTERS/Learn To Fly	1449
24	23	COUNTING CROWS/Hangarround	1449
27	23	BARENAKED LADIES/It's All Been Done	1449
12	19	TRACY CHAPMAN/Telling Stories	1197
23	19	CHRIS CORNELL/Can't Change Me	1197
14	18	FOIA APPLE/Just As You Can	882
14	18	PAUL A. COLE/Baritone	819
13	18	VERTICAL HORIZON/Everything You Want	819
13	18	BEN HARPER/Steal My Kisses	819
6	8	MOBY/Porcelain	504
7	8	THIRD EYE BLIND/Never Let You Go	504
5	8	STEELY DAN/Cousin Dupre	504
14	7	SANTANA F/ROB THOMAS/Smooth	441
9	7	QUINCY JONES/Just As You Can	441
8	7	SLOAN/Long California	441
8	7	GOO GOO DOLLS/Black Balloon	378
3	8	SANTANA F/ROB THOMAS/Smooth	378
3	8	MELISSA ETHERIDGE/Enough Of Me	378
3	8	CHARLIE CRUZ/Man In The Hat	378
5	8	U2/Sweetest Thing	315
5	8	STEWART FRANK/For Wast Of A Nail	315
4	8	CHRIS ISAK/Baby Did A Bad...	315
4	8	NATALIE MERCHANT/Concetta	315
4	8	TRAVIS/Meet Virginia	315
4	8	NATALIE MERCHANT/Concetta	315
4	8	LENNY KRAMTZ/Ry Away	315

MARKET #3

WBOS/Boston
Greater Media
(617) 822-9600
Brooks
12+ Cum 358,600

PLAYS

LP	WT	ARTIST/TITLE	GI (889)
32	32	SMASH MOUTH/Then The Morning...	5312
32	32	STING/Brand New Day	5312
31	32	COUNTING CROWS/Hangarround	4960
21	30	TRAVIS/Meet Virginia	4660
25	29	TRACY CHAPMAN/Telling Stories	4652
25	29	SANTANA F/ROB THOMAS/Smooth	3320
33	29	R.E.M./The Great Beyond	3320
15	28	RED HOT CHILI...Scar Tissue	3154
16	28	MELISSA ETHERIDGE/Enough Of Me	3154
15	28	SUGAR RAY/Every Morning	2988
11	27	SMASH MOUTH/Scar Tissue	2822
17	27	GOO GOO DOLLS/Black Balloon	2656
13	27	COLLECTIVE SOUL/Run	2524
18	27	VERTICAL HORIZON/Everything You Want	2524
13	27	COLLECTIVE SOUL/Run	2158
13	27	SOPHIE...There She Goes	2158
10	27	FOO FIGHTERS/Learn To Fly	2158
10	27	SUSAN TEDSCH/You Need To Be...	1992
12	27	SHAWN MULLINS/Lullaby	1992
13	27	SINEAD LOHAN/Whatever It Takes	1992
13	27	FRY/Take A Picture	1992
30	27	BETH HART/L.A. Song	1922
9	27	U2/Sweetest Thing	1826
7	27	LENNY KRAMTZ/Ry Away	1826
7	27	GOO GOO DOLLS/Slide	1826
11	27	SUGAR RAY/Every Morning	1660
8	27	BRUCE COCKBURN/When You Give...	1660
10	27	FOIA APPLE/Just As You Can	1660
10	27	KENNY WAYNE...Last Goodbye	1660
10	27	WARREN ZEVON/In The Mood	1660
9	27	SOPHIE...Kiss Me	1494

MARKET #4

WXPV/Boston
Northeast
(978) 374-4733
Doody/Mason
12+ Cum 173,800

PLAYS

LP	WT	ARTIST/TITLE	GI (889)
20	22	VERTICAL HORIZON/Everything You Want	1955
20	22	MACY GRAY/By	1870
21	22	TRACY CHAPMAN/Telling Stories	1820
16	21	SANTANA F/ROB THOMAS/Smooth	1530
16	21	SANTANA F/ROB THOMAS/Smooth	1530
16	21	FOIA APPLE/Just As You Can	1530
19	21	STEELY DAN/Cousin Dupre	1445
17	21	BEN HARPER/Steal My Kisses	1360
18	21	R.E.M./The Great Beyond	1360
18	21	R.E.M./The Great Beyond	1360
14	21	ERIC CLAPTON/Get Lost	1275
14	21	COUNTING CROWS/Hangarround	1275
15	21	PAUL A. COLE/Baritone	1275
15	21	EURYTHMICS/Power To The Meek	1275
14	21	MOBY/Porcelain	1190
11	21	BURLAP TO CASHMERE/Eileen's Song	1190
7	21	WARREN ZEVON/In The Mood	1190
14	21	NATALIE MERCHANT/Concetta	1190
12	21	CHRIS CORNELL/Can't Change Me	1105
12	21	FOLK IMPLOSION/Free To Go	1105
12	21	JOE STRUMMER/Tony Adams	

OPENINGS

NATIONAL

OLDIES PROGRAM DIRECTOR & MORNING TALENT NEEDED

We are looking for a Program Director/Brand Manager and morning talent for new Oldies station. PDs: Successful candidate has excellent brand management skills, and understands how to make an Oldies station sizzle between the records with strong imaging, fun promotions and talent. AIRTALENT: If you can make the station sound so exciting that it jumps off the dial, then we need to talk. All replies confidential. Rush tape and resume to: Radio & Records, 10100 Santa Monica Blvd., #851, 5th Floor, Los Angeles, CA 90067. EOE



Our radio department is expanding and has multiple full-time opportunities for RADIO BROADCASTERS. These positions provide customer driven, value-added weather information and audio products to customers of the Radio/Audio department. Strong broadcast skills are required. Candidates must be flexible and able to work various shifts to support our 24-hr./7-day operation. Meteorology and computer skills preferred. Please submit standard audio cassette aircheck and resume to: The Weather Channel, Attn: HR, 300 Interstate North Parkway, Atlanta, GA 30339, jobs@weather.com. Or fax to: 770-226-2959 and reference "Radio Met BC" in the subject of response. Visit our website at: <http://www.weather.com> for more information. EOE

WEB SAVVY? Progressive Internet Radio Group is ready to add another National Sales Rep. Take our Arbitron numbers to your buyers. Radio & Records, 10100 Santa Monica Blvd., #848, 5th Floor, Los Angeles, CA 90067. EOE

EAST

RADIO NEWS DIRECTOR — Powerful Central NY leader 75 years. News hound who eats, sleeps and breathes news. Good air voice and 5 years experience a must. Call Ken Cowan, GM (607) 257-6400. EOE

Long Island's KJOY 98.3 wants the best morning show co-host in America! If you're a mature communicator, love to have fun, work hard, have great phone and production skills and want to help build the best morning show in the New York Metropolitan area, we want your T&R now! T&R: Charley Connolly, KJOY, 1055 Franklin Avenue, Garden City, NY 11530. Females and minorities encouraged! EOE.

OPENINGS

EXPANSION CREATES OPPORTUNITY LIVE · WORK · PLAY IN NEW ENGLAND

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Air Talent	— Vermont/New Hampshire
Chief Engineer	— Vermont
Director of Internet Dev.	— The World
Group Promotion Mgr.	— New England

Fax your resume to: Northeast Broadcasting Corp. (603) 868-6470. EOE



MORNING CO-HOST — 50kw heritage rock needs team player to join top-rated morning show. 2-3 years experience preferred. Excellent compensation package! Work for a winner! Live at the beach! Know who your owner is! Become a household word! Consulted by McVay Media. Send your best stuff to: PD Steve Raymond, WZXL-FM, Bayport One, Suite 100, West Atlantic City, NJ 08232. WZXL is an EOE.

Major-market morning show host. Constantine Consulting is seeking morning show host for a major-market station. Excellent knowledge of Adult Alternative format and artists; extensive experience; intelligent presence; comfortable interviewing musicians, authors, cultural newsmakers and others. Send tape and resume to: Constantine Consulting, 2019 Langley Court, Portland, OR 97229. EEO/AA.

SOUTH

NAPLES FLORIDA MANAGER

If you're a manager who personally loves to sell everyday and can lead people to new heights of performance, we want to talk to you! Fax resume to: Rob Adair, Group Manager at 405-516-2223 or call 405-516-2222. Renda Broadcasting is an EOE.

Listen! This is the sound of career opportunity knocking! Immediate afternoon drive position available on a station destined for the top of the ratings. You may be the missing part of the formula to put this country powerhouse over the top. Looking for someone who can put together a show with personality and do it within format guidelines. Team player a must along with the desire to make history in a wonderful top-60 city. Please send your package to: Phil Hunt, Rusty Walker Programming Consultant, Inc., P.O. Box 417, Iuka, MS 38852. All responses held in strictest confidence. EOE/MF.

OPENINGS



Two of America's highest-rated radio stations are accepting tapes and resumes for mornings on the CMA-nominated small market country station of the year, WBKR-FM, and Program Director/midday for CHR/Top-40 WSTO-FM (Evansville/Owensboro). Prior mornings and programming experience is a must for these two heritage 100,000 watt stations. Benefits including 401k, great pay and facilities in our corporate headquarters round out two of the best jobs in America. Send T&R to: Sky Phillips, 3301 Frederica Street, Owensboro, KY 42302. EOE/Affirmative Action Employer.

Smooth Jazz 103.1 WLOQ in Orlando seeks a Program Director. Family owned and operated for the past twenty-two years, 103.1 WLOQ is considered to be one of the originators of the Smooth Jazz format. 1995 Gavin Station of the Year. 1997 NAB Marconi award winner. Great staff. Excellent culture. Fully armed. Solid pay and benefits. Qualifications: Past PD experience preferred. Smooth Jazz experience a positive. Would consider Music Directors already in format looking for advancement. Team oriented. Principle centered. Strong leadership and mentoring skills. Creativity and the desire to innovate a must. Send resumes to: Ms. Sabrina Riggs, Smooth Jazz 103.1 WLOQ, 170 West Fairbanks Avenue, Suite 200, Winter Park, FL 32789. sriggs@wloq.com. We are an Equal Opportunity Employer.



America's leading news radio station is growing again. With the expansion of our newscasts comes the need for more seasoned reporters and editors. If breaking news is your passion, you belong on our team. Great station, great pay, great opportunities. Hiring bonus for qualified candidates. Tape and resume to: ND, KTRH NewsRadio, P.O. Box 1520, Houston, TX 77251. EOE

MORNING DRIVE PRODUCER
Aggressive, self-starter needed to produce Bob and Sheri on WLNK (Hot AC)/Charlotte, NC. Syndicated to over 40 stations. We need your creative brain, rolodex for booking guests, production ability and on-air presence. If you can work behind the scenes to make 'em sound great AND join 'em on the front lines on the air, rush T&R to: Tom Jackson, OM, WLNK, One Julian Price Place, Charlotte, NC 28208. No Calls. EOE

OPENINGS

Morning show producer. NewsRadio 970 WFLA/Tampa is accepting resumes for the next executive producer of our top-rated morning news magazine. Great pay, great benefits, great station! Send your cover letter and resume to: WFLA Radio, Attn: Sue Treccase, 4002 Gandy Blvd., Tampa, FL 33611 or email: suetreccase@clearchannel.com. EOE

MIDWEST

KOLT Country seeks a morning show. Corn, The Huskers and a great place to raise a family. T&R: Ops. Manager, Tracy Broadcasting, 2002 Char Ave., Scottsbluff, NE 68961. EOE (01/28)

LOOK! MORNING SHOW OPPORTUNITY!

Are you tired of the radio rat race? Are you ready to settle down and become THE star in a medium size market? 1480 WHBC AM/Canton, Ohio's dominant station, is looking for a morning person to reflect our community on and off the air. If you want big city action without the big city hassle, we're a short drive to Cleveland, Pittsburgh and Columbus. Send tape and resume to: Ray Hexamer, President/General Manager, WHBC, 550 Market Ave., S. Canton, OH 44702. (330) 456-7166. P.S. Winning candidate gets unlimited tours of the Pro Football Hall of Fame. EOE

Midwest Rocker with good numbers, but we've lost the killer instinct. Looking for the "Stone Cold Steve Austin" of Rock PDs. Aggressive, creative people and time management skills, good airwork and production. E-mail your resume and programming philosophy to: RADIOGIG@HOTMAIL.COM Interesting candidates will be contacted later this month. EOE

WEST

Morning co-host wanted: Join Northern California's hottest new CHR, SEXY 95.5. Must get through to 18-34 women. T&R: Dave Roble, PD, 3565 Standish Ave., Santa Rosa, CA 95407. EOE (01/28)

Weekend Oldies jock needed. Local only. T&R: KOLA, 1940 Orange Tree Lane, Suite 200, Redlands, CA 92374. EOE (01/28)

Seeking morning pro with humor. Come live in the Rockies. Send T&R: KSKI, Box 2936, Sun Valley, ID 83340. EOE (01/28)

KCMG/MEGA 100FM Los Angeles Engineering Assistant

Looking for a part-time assistant to the engineering department. Primary responsibilities will be regular studio maintenance and remote broadcast planning and setup. SBE Broadcast Technology (CBT) certification a plus. Fax resume to: Barry Thomas, Technical Director, (323) 651-1448. AMFM is an Equal Opportunity Employer.

Operations/Program Mgr. needed for 4-station Colorado cluster. FM's: AC & Country. AM's: Country and Adult Standards. Airshift/production, computer literate pro needed. T&R to: Broadcast Opportunity — Commonwealth Communications, 2550 Fifth Ave., #723, San Diego, CA 92103. email: califcom@pacbell.net EOE

OPENINGS

THE BEST LOCAL SALES MANAGER'S JOB IN AMERICA!

Can you identify and manage outstanding sales talent? Do you have the creativity to lead local sales into uncharted territory? Are you the person who gets satisfaction in helping other people enhance their skills? Are you someone who makes things happen? Do you tailor your management approach to each individual on your staff? Are you driven to be the very best?

If so, your best career move may be with us right now! K-101/KABL, San Francisco has an immediate opening for a Local Sales Manager who has a proven track record of success. This position will assist our Account Executives in cultivating long lasting, customer focused relationships. Potential candidates must possess creative and conceptual talent to develop new sales opportunities, as well as know their way around an advertising agency and their customers' businesses. This individual will be organized, demonstrate attention to detail and have the ability to develop strategies to continue our growth.

At K-101 and KABL, we offer an environment focused on excellence and an opportunity to join a company with a strong sense of customer mission. Excellent compensation, great benefits, continued training and all the necessary tools to get the job done is our pledge to you. If this describes you, please contact: Bill Shadorf, General Sales Manager K-101/KABL, Telephone: 415-538-5141, FAX: 415-538-5116. E-mail: bshadorf@k101radio.com AMFM is an Equal Opportunity Employer.

OPPORTUNITY KNOCKS
in the pages of
R&R every Friday
CALL 310 553-4330

OPENINGS

L.A. ACCOUNT MANAGER

L.A.'s fastest growing radio station, KCMG-FM (MEGA 100FM), is looking for a confident and self-motivated individual to contribute to the success of our sales team. Radio experience with retail/developmental sales skills necessary. Competitive compensation plan and benefits available. A team player is mandatory. Please fax resume to: Brian Reed, Local Sales Manager, (323) 866-1261. AMFM is an Equal Opportunity Employer.



MORNINGS IN SAN DIEGO

Clear Channel's New Mix 95.7 is searching for a co-host for our morning show. If you have 3-5 years morning show experience, and you want to live and work in America's finest city for America's greatest radio company, then rush your tape, resume, recent photo, ratings history and morning show philosophy to: KMSX-FM, Attn: Mike O'Brien, 4891 Pacific Highway, San Diego, CA 92110.

Clear Channel Communications is an Equal Opportunity Employer. Females and minorities are encouraged to apply. No Calls Please!

OPENINGS

GENERAL MANAGER Palm Springs, CA

Palm Springs' No. 1 radio group seeks aggressive, sales oriented leader to manage and build our seven-station group. If you have a track record of success and want to work for a well capitalized, growing, privately owned multimedia company in one of America's best places to live, we want to talk to you. Send your resume (no phone calls please) to: Bruce Johnson, Morris Communications Corporation — Radio Division, P.O. Box 1626, Palm Springs, CA 92263. EOE

KINS/Eureka, CA News/Talk has a fulltime news position open. Gather/write/present. Resume to: Hugo Papstein, 110 Marsh Rd., Eureka, CA 95501. EOE

Payable In Advance

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310-203-8727) or mail. Visa, MC, AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PDT)** eight days prior to issue date. Address all ads to: R&R Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

POSITIONS SOUGHT

POSITIONS SOUGHT

Military discipline (and a sick sense of humor). Morning/PD/MD experience. Awesome ratings. or I'll do 100 push-ups. ERIC: (703) 325-5537. (01/28)

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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.

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.

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10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable sales tax) in the United States or \$695.00 overnight delivery (U.S. funds only), \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two R&R Directories issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher.

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POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067.

Marketplace

AIRCHECKS

AUDIO & VIDEO AIRCHECKS

- CURRENT #232, 2100/Cubby, KCMG/John London, WBBM-FM/Eddie & Jo Bo, WNOV/Drew, KSCS/Bill Kinder, WBIG/Cathy Whiteside, KDND/Tim Anthony, \$7.50
 - CURRENT #236, WMOX/Jack Armstrong, WYXR/Big Ron O'Brien, WOO/Chio, WQBS-FM/Dan Taylor, WJMN/Parrino, KYSA/Jame & Danny, WXYV/Fast Jenny, WGRA/Linda Energy, \$7.50
 - PERSONALITY PLUS #PP-145, KIIS/Rick Dees, KMJL/Ben & Brian, WRQX/Jack diamond & Bert Weiss, Z100/Enis Duran, Cassette \$7.50
 - PERSONALITY PLUS #PP-144, WPLJ/Scott & Todd, WKZL/Jack Murphy, KGB/Dave, Shelly & Charmsaw, WCKG/Steve Dahl, Cassette \$7.50
 - PERSONALITY PLUS #PP-143, KFMB-FM/Jeff & Jer, WBBQ/John Lander, WMOX/Mancow, WROR/Loren & Wally, Cassette \$7.50
 - ALL COUNTRY #CY-92, WXTU, KMPS, WHSL, WKYI, WSOX, WQDR, \$7.50
 - ALL AC #AC-70, WBBB, WRAL, WRSA, WBNX, WLNK, \$7.50
 - ALL CHR #CHR-62, KHKS, KRBY, KOND, WDCG, KZQZ, Z100, \$7.50
 - PROFILE #S-406, NEW YORK! AC WLTW, WPLJ, CHRZ100, WXTU, WQHT, WU-WBLS, WRKS, Gold WQBS, WTJM, AOR-WXKR, WAXQ, \$7.50
 - PROFILE #S-407, WINSTON-SALEM! AC WMAQ, WKSI, CHR-WJMH, WKZL, UC WQMG, City WTOR, WHSL, AOR-WXRA, WEND, Gold WMOX, \$7.50
 - PROMO VAULT #PP-39, promo samples - all formats, all market sizes, Cassette, \$10
 - SWEETPEA VAULT #SVE-26, Sweeper & Legal ID samples, all formats, Cassette, \$10
 - #0-21 (OLDIES), #F-26 (ALL FEMALE), #UG-21 (URBAN), #CHN-26 (CHR NIGHTS), #AOR-16 (ALL AOR), #T-R (TALK), #MR-8 (ALT. ROCK), #S-804 (WASHINGTON) at \$7.50 each
 - CLASSIC #C-230, KRCH/Harry Nelson-1984, KMMJ/Mike Butts-1975, B100E/Ben K-1988, KGB/Bobby Ocean-1968, KOFM/Mike Miller-1979, & more, \$11
 - VIDEO #80, NY's WKTU/Bill Lee, WTJM/Famous Amos-Beth Bezahl, DC's WRQX/Jack & Bert, Memphis' WEGR/Tim, Bev & Maddog, Boston's WJMN/Batzzar & Pebbles, 2 hrs., VHS, \$25!
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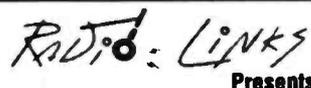
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R&R The Back Pages.

National Airplay Overview January 28, 2000

CHR/POP

LW	TW	ARTIST	SON	Label
1	1	SAVAGE GARDEN	I Knew I Loved You	(Columbia)
2	2	CHRISTINA AGUILERA	What A Girl Wants	(RCA)
3	3	EIFFEL 65	Blue (Da Ba Dee)	(Republic/Universal)
6	4	SMASH MOUTH	Then The Morning Comes	(Interscope)
4	5	SANTANA F/ROB THOMAS	Smooth	(Arista)
5	6	BRIAN MCKNIGHT	Back At One	(Motown/Universal)
9	7	BACKSTREET BOYS	Show Me The Meaning Of...	(Jive)
8	8	BLAQUE	Bring It All To Me	(Track Masters/Columbia)
7	9	MARC ANTHONY	I Need To Know	(Columbia)
10	10	CELINE DION	That's The Way It Is	(550 Music/Epic)
11	11	WHITNEY HOUSTON	My Love Is Your Love	(Arista)
14	12	JESSICA SIMPSON	I Wanna Love You Forever	(Columbia)
16	13	SUGAR RAY	Falls Apart (Run Away)	(Lava/Atlantic)
13	14	TRAIN	Meet Virginia	(Aware/Columbia)
12	15	JENNIFER LOPEZ	Waiting For Tonight	(Work/Epic)
15	16	ENRIQUE IGLESIAS	The Rhythm Divine	(Interscope)
35	17	'N SYNC	Bye Bye Bye	(Jive)
18	18	BLINK-182	All The Small Things	(MCA)
19	19	FILTER	Take A Picture	(Reprise)
22	20	BRITNEY SPEARS	From The Bottom Of My...	(Jive)
25	21	THIRD EYE BLIND	Never Let You Go	(Elektra/EEG)
21	22	FOO FIGHTERS	Learn To Fly	(Roswell/RCA)
20	23	COUNTING CROWS	Hanging Around	(DGC/Geffen)
23	24	LOU BEGA	Tricky, Tricky	(RCA)
26	25	VERTICAL HORIZON	Everything You Want	(RCA)
30	26	TLC	Dear Lie	(LaFace/Arista)
40	27	SONIQUE	It Feels So Good	(Republic/Universal)
27	28	LFO	Girl On TV	(Arista)
32	29	LONESTAR	Amazed	(BNA)
24	30	RICKY MARTIN	Shake Your Bon-Bon	(C2/Columbia)

#1 MOST ADDED

KID ROCK Only God Knows Why (Top Dog/Lava/Atlantic)

#1 MOST INCREASED PLAYS

'N SYNC Bye Bye Bye (Jive)

CHR begins on Page 43.

CHR/RHYTHMIC

LW	TW	ARTIST	SON	Label
2	1	DESTINY'S CHILD	Say My Name	(Columbia)
1	2	CHRISTINA AGUILERA	What A Girl Wants	(RCA)
3	3	BLAQUE	Bring It All To Me	(Track Masters/Columbia)
7	4	EIFFEL 65	Blue (Da Ba Dee)	(Republic/Universal)
6	5	MONTELL JORDAN	Get It On...Tonight	(Def Soul/IDJMG)
5	6	OL' DIRTY BASTARD	Got Your Money	(Elektra/EEG)
4	7	JUVENILE	Back That Thang Up	(Cash Money/Universal)
8	8	PUFF DADDY F/R. KELLY	Satisfy You	(Bad Boy/Arista)
11	9	MARIAH CAREY/JOE & 98 DEGREES	Thank God...	(Columbia)
14	10	MISSY "MISDEMEANOR" ELLIOTT	Hot Boyz	(EastWest/EEG)
9	11	BRIAN MCKNIGHT	Back At One	(Motown)
10	12	SANTANA F/PRODUCT G&B	Maria Maria	(Arista)
18	13	DR. DRE F/FEMINEM	Forgot...	(Aftermath/Interscope)
12	14	SISQO	Got To Get It	(Dragon/Def Soul/IDJMG)
15	15	IMX	Stay The Night	(MCA)
16	16	BOB MARLEY F/LAURYN HILL	Turn Your...	(Columbia/IDJMG)
19	17	EVE	Love Is Blind	(Ruff Ryders/Interscope)
21	18	SAVAGE GARDEN	I Knew I Loved You	(Columbia)
17	19	DONELL JONES	U Know...	(Untouchables/LaFace/Arista)
13	20	LIMP BIZKIT	N 2 Gether Now	(Flip/Interscope)
50	21	'N SYNC	Bye Bye Bye	(Jive)
24	22	BACKSTREET BOYS	Show Me The Meaning Of...	(Jive)
23	23	TLC	Dear Lie	(LaFace/Arista)
20	24	JENNIFER LOPEZ	Waiting For Tonight	(Work/Epic)
22	25	GINUWINE	None Of Ur Friends Business	(550 Music/Epic)
34	26	SONIQUE	It Feels So Good	(Republic/Universal)
26	27	DMX	What's My Name	(Def Jam/IDJMG)
32	28	ZPAC F/OUTLAWZ	Baby... (Keep Ya...)	(Amaru/Death Row/Interscope)
36	29	KUMBIA KINGS	U Don't Love Me	(EMI Latin/Capitol)
31	30	DR. DRE	Still D-R-E	(Aftermath/Interscope)

#1 MOST ADDED

JENNIFER LOPEZ Feelin' So Good (Work/Epic)

#1 MOST INCREASED PLAYS

'N SYNC Bye Bye Bye (Jive)

CHR begins on Page 43.

URBAN

LW	TW	ARTIST	SON	Label
7	1	DESTINY'S CHILD	Say My Name	(Columbia)
1	2	MISSY "MISDEMEANOR" ELLIOTT	Hot Boyz	(EastWest/EEG)
3	3	GINUWINE	None Of Ur Friends Business	(550 Music/Epic)
11	4	JOE I	Wanna Know	(Jive)
2	5	MONTELL JORDAN	Get It On...Tonight	(Def Soul/IDJMG)
6	6	BLAQUE	Bring It All To Me	(Track Masters/Columbia)
16	7	D'ANGELO	Untitled... (How Does It Feel)	(Cheeba Sound/Virgin)
10	8	MARIAH CAREY/JOE & 98 DEGREES	Thank God...	(Columbia)
9	9	JAGGED EDGE	He Can't Love U	(So So Def/Columbia)
5	10	SISQO	Got To Get It	(Dragon/Def Soul/IDJMG)
12	11	J-SHIN	One Night Stand	(Slip 'N Slide/Atlantic)
8	12	DONELL JONES	U Know...	(Untouchables/LaFace/Arista)
13	13	EVE	Love Is Blind	(Ruff Ryders/Interscope)
4	14	MARY J. BLIGE	Deep Inside	(MCA)
15	15	GINUWINE, R.L., TYRESE, CASE	The Best Man...	(Columbia)
14	16	LIL' WAYNE	Tha Block Is Hot	(Cash Money/Universal)
20	17	GUY	Dancin'	(MCA)
17	18	ANGIE STONE	No More Rain (In This Cloud)	(Arista)
19	19	JUVENILE	U Understand	(Cash Money/Universal)
18	20	GUY	Dancin'	(MCA)
23	21	JAY-Z	Do It Again	(Roc-A-Fella/IDJMG)
21	22	TRACIE SPENCER	Still In My Heart	(Capitol)
24	23	DMX	What's My Name	(Def Jam/IDJMG)
25	24	IDEAL	Creep Inn	(Noontime/Virgin)
28	25	DAVE HOLLISTER	Can't Stay	(Def Squad/DreamWorks)
22	26	KEVIN EDMONDS	24/7	(RCA)
29	27	WHITNEY HOUSTON	I Learned From The Best	(Arista)
33	28	DR. DRE F/FEMINEM	Forgot...	(Aftermath/Interscope)
30	29	SANMIE	I Like It	(Freeworld/Capitol)
27	30	SILK	Let's Make Love	(Elektra/EEG)

#1 MOST ADDED

HOT BOYS I Need A Hot Girl (Cash Money/Universal)

#1 MOST INCREASED PLAYS

D'ANGELO Untitled... (How Does It Feel) (Cheeba Sound/Virgin)

URBAN begins on Page 59.

AC

LW	TW	ARTIST	SON	Label
1	1	SAVAGE GARDEN	I Knew I Loved You	(Columbia)
2	2	CELINE DION	That's The Way It Is	(550 Music/Epic)
4	3	LONESTAR	Amazed	(BNA)
3	4	98 DEGREES	I Do (Cherish You)	(Universal)
6	5	BACKSTREET BOYS	I Want It That Way	(Jive)
5	6	'N SYNC W/GLORIA ESTEFAN	Music Of My Heart	(Epic)
7	7	EDWIN MCCAIN	I Could Not Ask For More	(Lava/Atlantic)
9	8	PHIL COLLINS	Strangers Like Me	(Hollywood)
8	9	PHIL COLLINS	You'll Be In My Heart	(Hollywood)
10	10	RICKY MARTIN	She's All I Ever Had	(C2/Columbia)
11	11	ROBBIE WILLIAMS	Angels	(Capitol)
13	12	BRIAN MCKNIGHT	Back At One	(Motown/Universal)
12	13	SARAH MCLACHLAN	I Will Remember You	(Arista)
14	14	98 DEGREES	The Hardest Thing	(Universal)
18	15	'N SYNC	(God...) A Little More Time...	(RCA)
20	16	WHITNEY HOUSTON	I Learned From The Best	(Arista)
17	17	SIXPENCE NONE THE RICHER	There...	(Squint/Elektra/EEG)
16	18	SIXPENCE NONE THE RICHER	Kiss Me	(Squint/Columbia)
15	19	SANTANA F/ROB THOMAS	Smooth	(Arista)
19	20	CHER	Believe	(Warner Bros.)
21	21	JIM BRICKMAN F/MICHELLE WRIGHT	Your...	(Windham Hill)
22	22	MARC ANTHONY	I Need To Know	(Columbia)
25	23	JESSICA SIMPSON	I Wanna Love You Forever	(Columbia)
24	24	MICHAEL BOLTON	Sexual Healing	(Columbia)
23	25	SHAMIA TWAIN	Man! I Feel Like A Woman!	(Mercury)
26	26	TINA TURNER	When The Heartache Is Over	(Virgin)
29	27	FAITH HILL	Breathe	(Warner Bros.)
—	28	BACKSTREET BOYS	Show Me The Meaning Of...	(Jive)
27	29	DAVE KOZ	Together Again	(Capitol)
28	30	ALISON KRAUSS	Stay	(Rounder)

#1 MOST ADDED

BACKSTREET BOYS Show Me The Meaning Of... (Jive)

#1 MOST INCREASED PLAYS

FAITH HILL Breathe (Warner Bros.)

AC begins on Page 85.

HOT AC

LW	TW	ARTIST	SON	Label
1	1	SANTANA F/ROB THOMAS	Smooth	(Arista)
2	2	SMASH MOUTH	Then The Morning Comes	(Interscope)
3	3	TRAIN	Meet Virginia	(Aware/Columbia)
4	4	SAVAGE GARDEN	I Knew I Loved You	(Columbia)
5	5	GOD GOD DOLLS	Black Balloon	(Warner Bros.)
6	6	COUNTING CROWS	Hanging Around	(DGC/Geffen)
10	7	MARC ANTHONY	I Need To Know	(Columbia)
9	8	STING	Brand New Day	(A&M)
7	9	SUGAR RAY	Someday	(Lava/Atlantic)
14	10	CELINE DION	That's The Way It Is	(550 Music/Epic)
8	11	BETH HART	L.A. Song	(143/Lava/Atlantic)
11	12	TAL BACHMAN	She's So High	(Columbia)
12	13	FASTBALL	Out Of My Head	(Hollywood)
15	14	R.E.M.	The Great Beyond	(Warner Bros.)
13	15	LEN	Steal My Sunshine	(Work/Epic)
16	16	FOO FIGHTERS	Learn To Fly	(Roswell/RCA)
17	17	FILTER	Take A Picture	(Reprise)
20	18	VERTICAL HORIZON	Everything You Want	(RCA)
19	19	SIXPENCE NONE THE RICHER	There...	(Squint/Elektra/EEG)
18	20	SMASH MOUTH	All Star	(Interscope)
24	21	THIRD EYE BLIND	Never Let You Go	(Elektra/EEG)
23	22	SUGAR RAY	Falls Apart (Run Away)	(Lava/Atlantic)
22	23	ROBBIE WILLIAMS	Angels	(Capitol)
26	24	ALANIS MORISSETTE	That I Would...	(Maverick/Reprise)
25	25	SARAH MCLACHLAN	Ice Cream	(Arista)
27	26	TONIC	You Wanted More	(Universal)
—	27	EIFFEL 65	Blue (Da Ba Dee)	(Republic/Universal)
—	28	LONESTAR	Amazed	(BNA)
—	29	MACY GRAY	I Try	(Epic)
—	30	BRIAN MCKNIGHT	Back At One	(Motown/Universal)

#1 MOST ADDED

FAITH HILL Breathe (Warner Bros.)

#1 MOST INCREASED PLAYS

THIRD EYE BLIND Never Let You Go (Elektra/EEG)

AC begins on Page 85.

ROCK

LW	TW	ARTIST	SON	Label
1	1	METALLICA	No Leaf Clover	(Elektra/EEG)
2	2	CREED	Higher (Wind-up)	
4	3	FILTER	Take A Picture	(Reprise)
3	4	FOO FIGHTERS	Learn To Fly	(Roswell/RCA)
6	5	SANTANA F/EVERLAST	Put Your Lights On	(Arista)
5	6	BUSH	The Chemicals Between Us	(Trauma)
8	7	MEGADETH	Breadline	(Capitol)
11	8	CREED	What If (Wind-up)	
20	9	KENNY WAYNE SHEPHERD BAND	Was	(Giant/Reprise)
19	10	RED HOT CHILI PEPPERS	Otherside	(Warner Bros.)
12	11	R.E.M.	The Great Beyond	(Warner Bros.)
7	12	KENNY WAYNE SHEPHERD BAND	In 2 Deep	(Giant/Reprise)
10	13	TONIC	Knock Down Walls	(Universal)
15	14	STONE TEMPLE PILOTS	Heaven And Hot Rods	(Atlantic)
13	15	GODSMACK	Voodoo	(Republic/Universal)
9	16	LIVE	The Dolphin's Cry	(Radioactive/MCA)
17	17	KID ROCK	Only God Knows Why	(Top Dog/Lava/Atlantic)
14	18	LYNYRD SKYNYRD	Preacher Man	(CMC)
26	19	DAYS OF THE NEW	Weapon And...	(Outpost/Interscope)
16	20	SHANNON CURFMAN	True Friends	(Arista)
18	21	SMASHING PUMPKINS	The Everlasting Gaze	(Virgin)
31	22	DEF LEPPARD	Day After Day	(Mercury/IDJMG)
28	23	ZZ TOP	36-22-36	(RCA)
21	24	LIMP BIZKIT	Re-Arranged	(Flip/Interscope)
23	25	LITTLE STEVEN	Salvation	(Renegade Nation)
24	26	TRAIN	I Am	(Aware/Columbia)
22	27	KORN	Falling Away From Me	(Immortal/Epic)
25	28	COUNTING CROWS	Hanging Around	(DGC/Geffen)
44	29	3 DOORS DOWN	Kryptonite	(Republic/Universal)
30	30	GREAT WHITE	Ain't No Shame	(Portrait/Columbia)

#1 MOST ADDED

LIVE Run To The Water (Radioactive/MCA)

#1 MOST INCREASED PLAYS

KENNY WAYNE SHEPHERD BAND Was (Giant/Reprise)

ROCK begins on Page 108.

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#1 MOST ADDED ROCK
#2 MOST ADDED ACTIVE ROCK
#2 MOST ADDED ALTERNATIVE

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National Airplay Overview January 28, 2000

URBAN AC

LW	TW	ARTIST	SON	Label
1	1	ANGIE STONE	No More Rain (In This Cloud)	(Arista)
2	2	KEVON EDMONDS	24/7	(RCA)
3	3	MINT CONDITION	If You Love Me	(Elektra/EEG)
5	4	DONELL JONES	U Know...	(Untouchables/LaFace/Arista)
4	5	BRIAN MCKNIGHT	Back At One	(Motown)
6	6	JOE	I Wanna Know	(Jive)
7	7	WHITNEY HOUSTON	I Learned From The Best	(Arista)
10	8	D'ANGELO	Unstilled...(How Does It Feel)	(Cheeba Sound/Virgin)
8	9	ERIC BENET	Spend My Life With You	(Warner Bros.)
9	10	TRACIE SPENCER	Still In My Heart	(Capitol)
13	11	DAVE HOLLISTER	Can't Stay	(Def Squad/DreamWorks)
16	12	AMEL LARRIEUX	Get Up	(550 Music/Epic)
11	13	ARTIST	The Greatest Romance Ever Sold	(NPG/Arista)
14	14	BARRY WHITE	The Longer We...	(Private Music/Windham Hill)
15	15	MAXWELL	Fortunate	(Rock Land/Interscope/Columbia)
12	16	GUY	Dancin'	(MCA)
18	17	DEBORAH COX	We Can't Be Friends	(Arista)
19	18	GINUWINE, R.L., TYREBE, CASE	The Best Man...	(Columbia)
20	19	GLENN JONES	Secrets	(SAR/WB)
17	20	TERRY DEXTER	Strayed Away	(University/WB)
23	21	MARY J. BLIGE	Deep Inside	(MCA)
—	22	GERALD LEVERT	Mr. Too Damn Good	(EastWest/EEG)
21	23	MONTTELL JORDAN	Get It On...Tonight	(Def Soul/IDJMG)
24	24	BEVERLY	You Came Along	(Yab Yum/Elektra/EEG)
25	25	MARIAH CAREY/JOE & 98 DEGREES	Thank God...	(Columbia)
22	26	PEABO BRYSON	Somebody In...	(Private Music/Windham Hill)
—	27	JEFFREY OSBORNE	That's For...	(Private Music/Windham Hill)
27	28	MONICA	F/12 Right Here Waiting	(Arista)
29	29	PROFYLE	Whispers In The Dark	(Motown)
26	30	RAHSAAN PATTERSON	Treat You Like A Queen	(MCA)

#1 MOST ADDED

ERIC BENET When You Think Of Me (Warner Bros.)

#1 MOST INCREASED PLAYS

JOE I Wanna Know (Jive)

URBAN begins on Page 58.

ACTIVE ROCK

LW	TW	ARTIST	SON	Label
1	1	METALLICA	No Leaf Clover	(Elektra/EEG)
3	2	KORN	Falling Away From Me	(Immortal/Epic)
6	3	GODSMACK	Voodoo	(Republic/Universal)
2	4	LIMP BIZKIT	Re-Arranged	(Flip/Interscope)
4	5	FILTER	Take A Picture	(Reprise)
5	6	CREED	Higher	(Wind-up)
13	7	KID ROCK	Only God Knows Why	(Top Dog/Lava/Atlantic)
11	8	CREED	What If	(Wind-up)
7	9	BUSH	The Chemicals Between Us	(Trauma)
9	10	MEGADETH	Breadline	(Capitol)
12	11	SMASHING PUMPKINS	The Everlasting Gaze	(Virgin)
8	12	FOO FIGHTERS	Learn To Fly	(Roswell/RCA)
10	13	RAGE AGAINST THE MACHINE	Guerrilla Radio	(Epic)
14	14	STAINED MUDSHOVEL	(Flip/Elektra/EEG)	
21	15	RED HOT CHILI PEPPERS	Otherside	(Warner Bros.)
16	16	POWERMAN 5000	Nobody's Real	(DreamWorks)
15	17	GODSMACK	Keep Away	(Republic/Universal)
19	18	GUANO APES	Open Your Eyes	(Super Sonic/RCA)
17	19	INCUBUS	Pardon Me	(Immortal/Epic)
20	20	STONE TEMPLE PILOTS	Heaven And Hot Rods	(Atlantic)
18	21	SANTANA	F/EVERLAST Put Your Lights On	(Arista)
32	22	DAYS OF THE NEW	Weapon And...	(Outpost/Interscope)
24	23	SIMON SAYS	Life Jacket	(Hollywood)
23	24	NINE INCH NAILS	Into The Void	(Nothing/Interscope)
36	25	3 DOORS DOWN	Kryptonite	(Republic/Universal)
25	26	STATIC-X	Push It	(Warner Bros.)
29	27	BUSH	Letting The Cables Sleep	(Trauma)
27	28	SLIPKNOT	Wait And Bleed	(Roadrunner)
26	29	STONE TEMPLE PILOTS	Down	(Atlantic)
28	30	SYSTEM OF A DOWN	Sugar	(American/Columbia)

#1 MOST ADDED

FOO FIGHTERS Stacked Actors (Roswell/RCA)

#1 MOST INCREASED PLAYS

DAYS OF THE NEW Weapon And The Wound (Outpost/Interscope)

ROCK begins on Page 100.

COUNTRY

LW	TW	ARTIST	SON	Label
2	1	DIXIE CHICKS	Cowboy Take Me Away	(Monument)
1	2	FAITH HILL	Breathe	(Warner Bros.)
3	3	TIM MCGRAW	My Best Friend	(Curb)
4	4	REBA MCGENTIRE	What Do You Say	(MCA)
6	5	LONESTAR	Smile	(BNA)
5	6	LEANN RIMES	Big Deal	(Curb)
8	7	MARK WILLIS	Back At One	(Mercury)
7	8	ALAN JACKSON	Pop A Top	(Arista)
16	9	GEORGE STRAIT	The Best Day	(MCA)
13	10	TOBY KEITH	How Do You Like Me Now?	(DreamWorks)
9	11	GARY ALLAN	Smoke Rings In The Dark	(MCA)
11	12	SHEDAISSY	This Woman Needs	(Lyric Street)
15	13	JO DEE MESSINA	Because You Love Me	(Curb)
12	14	TRACY LAWRENCE	Lessons Learned	(Atlantic)
10	15	TRACY BYRD	Put Your Hand In Mine	(RCA)
17	16	MARTINA MCBRIDE	Love's The Only House	(RCA)
18	17	KEITH URBAN	It's A Love Thing	(Capitol)
19	18	BROOKS & DUNN	Beer Thirty	(Arista)
20	19	JOE DIFFIE	The Quittin' Kind	(Epic)
14	20	CLAY WALKER	Live, Laugh, Love	(Giant)
21	21	ALABAMA	Small Stuff	(RCA)
22	22	CHELY WRIGHT	It Was	(MCA)
24	23	PHIL VASSAR	Carlene	(Arista)
27	24	GARTH BROOKS	Do What You Gotta Do	(Capitol)
23	25	MONTGOMERY GENTRY	Daddy Won't Sell...	(Columbia)
25	26	STEVE HOLY	Don't Make Me Beg	(Curb)
28	27	KENNY ROGERS	Buy Me A Rose	(Dreamcatcher)
29	28	WYNONNA	Can't Nobody Love You...	(Curb/Mercury)
33	29	SHANNA TWAIN	Rock This Country!	(Mercury)
30	30	JESSICA ANDREWS	Unbreakable Heart	(DreamWorks)

#1 MOST ADDED

CLINT BLACK W/STEVE WARNER Been There (RCA)

#1 MOST INCREASED PLAYS

GARTH BROOKS Do What You Gotta Do (Capitol)

COUNTRY begins on Page 72.

ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	BLINK-182	All The Small Things	(MCA)
3	2	FILTER	Take A Picture	(Reprise)
2	3	LIMP BIZKIT	Re-Arranged	(Flip/Interscope)
9	4	STROKES	Little Black Backpack	(Cherry/Universal)
6	5	SMASHING PUMPKINS	The Everlasting Gaze	(Virgin)
13	6	RED HOT CHILI PEPPERS	Otherside	(Warner Bros.)
7	7	KORN	Falling Away From Me	(Immortal/Epic)
12	8	THIRD EYE BLIND	Never Let You Go	(Elektra/EEG)
4	9	FOO FIGHTERS	Learn To Fly	(Roswell/RCA)
8	10	RAGE AGAINST THE MACHINE	Guerrilla Radio	(Epic)
5	11	BUSH	The Chemicals Between Us	(Trauma)
11	12	NINE INCH NAILS	Into The Void	(Nothing/Interscope)
10	13	CREED	Higher	(Wind-up)
16	14	KID ROCK	Only God Knows Why	(Top Dog/Lava/Atlantic)
15	15	VERTICAL HORIZON	Everything You Want	(RCA)
17	16	LIT	Miserable	(RCA)
18	17	INCUBUS	Pardon Me	(Immortal/Epic)
14	18	R.E.M.	The Great Beyond	(Warner Bros.)
22	19	BUSH	Letting The Cables Sleep	(Trauma)
21	20	CREED	What If	(Wind-up)
34	21	OASIS	Go Let It Out	(Epic)
24	22	POWERMAN 5000	Nobody's Real	(DreamWorks)
23	23	METALLICA	No Leaf Clover	(Elektra/EEG)
30	24	APOLLO FOUR FORTY	Stop The Rock	(550 Music/Epic)
27	25	MOBY	Natural Blues	(V2)
29	26	SUICIDE MACHINES	Sometimes I Don't Mind	(Hollywood)
42	27	OUR LAZY PEACE	Is Anybody Home?	(Columbia)
35	28	311	Flowing	(Capricorn)
28	29	STONE TEMPLE PILOTS	Heaven And Hot Rods	(Atlantic)
31	30	LIMP BIZKIT	Crushed	(Geffen)

#1 MOST ADDED

CURE Maybe Someday (Fiction/Elektra/EEG)

#1 MOST INCREASED PLAYS

OASIS Go Let It Out (Epic)

ALTERNATIVE begins on Page 111.

NAC/SMOOTH JAZZ

LW	TW	ARTIST	SON	Label
1	1	DAVID BENOIT	Miles After Dark	(GRP/VMG)
2	2	JOYCE COOLING	Callie	(Heads Up)
6	3	KIM WATERS	Secrets Told	(Shanachie)
4	4	RICHARD ELLIOT	On The Fly	(Blue Note)
5	5	CHUCK LOEB	High Five	(Shanachie)
3	6	BRIAN CULBERTSON	Back In The Day	(Atlantic)
10	7	KENNY G	Stranger On The Shore	(Arista)
9	8	KENNY GARRETT	Simply Said	(Warner Bros.)
12	9	BONEY JAMES	Boneyizm	(Warner Bros.)
8	10	BRIAN MCKNIGHT	Back At One	(Motown)
7	11	GOTA	Let's Get Started	(Instinct)
13	12	NORMAN BROWN	Paradise	(Warner Bros.)
11	13	KIRK WHALUM	That's The Way Love Goes	(Warner Bros.)
17	14	WALTER BEASLEY	Nice And Easy	(Shanachie)
18	15	CHRIS BOTTI	Why Not	(GRP/VMG)
16	16	SPECIAL EFX	Bella	(Shanachie)
15	17	BOB JAMES	What's Up	(Warner Bros.)
19	18	BRIAN CULBERTSON	F/LORI PERRY Get'n Over You	(Atlantic)
—	19	STEELY DAN	What A Shame About Me	(Giant/Reprise)
20	20	STEVE COLE	It's Gonna Be Alright	(Bluemoon/Atlantic)
14	21	DAVE KOZ	Together Again	(Capitol)
21	22	GROVER WASHINGTON JR.	The Night Fantastic	(Columbia)
25	23	SPYRO GYRA	Breezeway	(Windham Hill Jazz)
—	24	LARRY CARLTON	Fingerprints	(Warner Bros.)
—	25	DAVE KOZ	Surrender	(Capitol)
26	26	GERALD VEASLEY	Valdez In The Country	(Heads Up)
27	27	LEO GANDELMAN	Rise	(Jazzica)
23	28	ERIC CLAPTON	Blue Eyes Blue	(Columbia/Reprise)
24	29	BRIAN HUGHES	Shakin' Not Stirred	(Higher Octave)
28	30	JAZZMASTERS	Nightcrawler	(Hardcastle/Trippin' N' Rhythm)

#1 MOST ADDED

LARRY CARLTON Fingerprints (Warner Bros.)

#1 MOST INCREASED PLAYS

STEELY DAN What A Shame About Me (Giant/Reprise)

NAC begins on Page 95.

ADULT ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	R.E.M.	The Great Beyond	(Warner Bros.)
2	2	COUNTING CROWS	Hanging Around	(DGC/Geffen)
4	3	TRACY CHAPMAN	Telling Stories	(Elektra/EEG)
6	4	STEELY DAN	Cousin Dupree	(Giant/Reprise)
5	5	FILTER	Take A Picture	(Reprise)
7	6	VERTICAL HORIZON	Everything You Want	(RCA)
3	7	STING	Brand New Day	(A&M)
8	8	FOO FIGHTERS	Learn To Fly	(Roswell/RCA)
11	9	MOBY	Porcelain	(V2)
10	10	SANTANA	F/EVERLAST Put Your Lights On	(Arista)
9	11	FIONA APPLE	Fast As You Can	(Clean Slate/Epic)
12	12	KENNY WAYNE SHEPHERD BAND	Last...	(Giant/Reprise)
13	13	SMASH MOUTH	Then The Morning Comes	(Interscope)
17	14	THIRD EYE BLIND	Never Let You Go	(Elektra/EEG)
25	15	TRAIN	I Am	(Aware/Columbia)
16	16	BURLAP TO CASHMERE	Eileen's Song	(A&M)
27	17	WARREN ZEVON	I Was In The House When...	(Artemis)
18	18	ERIC CLAPTON	(I) Get Lost	(Reprise)
29	19	TORI AMOS	Concertina	(Atlantic)
—	20	BEN HARPER	Steal My Kisses	(Virgin)
—	21	BRUCE COCKBURN	When You Give It Away	(Rykodisc)
—	22	COLLECTIVE SOUL	Needs	(Atlantic)
14	23	GUSTER	Barrel Of A Gun (4,3,2,1)	(Hybrid/Sire)
30	24	STING	Desert Rose	(A&M)
—	25	RED HOT CHILI PEPPERS	Otherside	(Warner Bros.)
—	26	MICHAEL HUTCHENCE	F/BONO Slide Away	(V2)
—	27	FOLK IMPLOSION	Free To Go	(Interscope)
15	28	WOOD	Stay You	(Columbia)
22	29	GENESIS	The Carpet Crawlers 1999	(Atlantic)
19	30	INOIGO GIRLS	Peace Tonight	(Epic)

#1 MOST ADDED

CURE Maybe Someday (Fiction/Elektra/EEG)

#1 MOST INCREASED PLAYS

OASIS Go Let It Out (Epic)

ADULT ALTERNATIVE begins on Page 120.

"Charm Attack"

The Debut from **Leona Naess**

"WHATEVER IT TAKES"

Already On:

KROQ
KTCZ

WXRT
WDST

WLIR
WRLT

WXPB
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WOXY
KFXJ

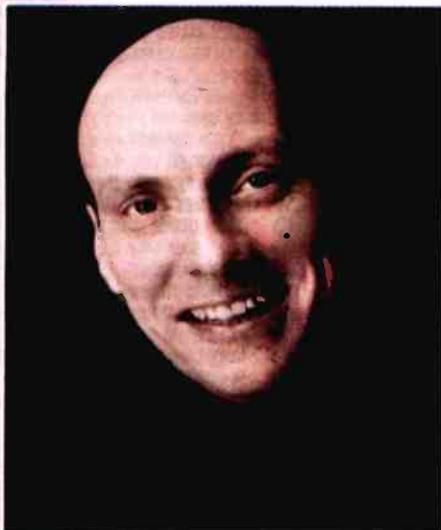
WXRV
KTHX

WRRV
WMVY

The Album In Stores M... MCA

Publisher's Profile

By Erica Farber



GLYNN BRAILSFORD

President & CEO, PROMAX and BDA

how you are going to shape yourself to do that, how you are going to find the creative talent to do that and how you are going to fight the battle to get the money to do the creative to do that, those problems are universal."

The role of promotion and marketing in radio today: "It's incredibly vital, across media. Given the proliferation of media we have, it's growing exponentially. Stations have to make themselves stand out, and it cannot be done on content alone. Someone has to sell that content, be it through direct promotion or integrated marketing and promotion, initiatives to get out there with commercial partners and make things work. We're the guys who beat the drum and get people filing into your shop."

The difference between promotion and marketing: "In some ways, the two disciplines get ever nearer day to day, because we can no longer just go, 'Oh, it's a great spot.' It has to produce results. Everybody's under that pressure. It's the guys who come in from the more traditional marketing end of things who have brought in some really good discipline. Sometimes, if you're creative, it's hard to swallow some of the things they're saying, but at the end of the day you know it makes sense. Restrictions actually bring out better creativity in you. You're a more disciplined animal, and you get to really think why you are doing this thing, what you are trying to achieve and what the end result will be, rather than, 'It's a cool idea.'"

Motivating listeners: "It's often the expression of the emotional connection. Ultimately, what we do comes down to you and a pencil and an idea and moving somebody — moving them to flick on to your channel, be it radio or TV or the Internet. It all starts there, with a pencil and paper. I preach that."

Biggest challenges facing radio: "The e-world presents universal challenges, but they're all slightly different. The e-world and the Internet offer radio so many opportunities, but which opportunities do you seize, how does it change the shape of radio, and how does it change the fundamental radio experience for the listener? All of the sudden radio plus Internet and video streaming becomes TV in a bizarre way. A radio channel is also a TV channel."

"It would be really easy to seize that and run with it and perhaps lose sight of one of the brilliant core things about radio: freedom of movement. You're not locked into sitting in a chair with your vision focused in on one direction. You can be mobile with radio. As tempting and natural as it is to seize all the developments that come along, I hope people don't lose sight of what makes radio so special in the first place. Also, it's taking away the role imagination plays in the listener's mind in radio. The interaction becomes more explicit when text backup and picture backup are concerned. It's also a restraint in the sense that someone has to go to a PC and input what they want to get."

The relationship between radio and the Internet: "I might be contradicting myself, but at the end of the day I think we can overfocus on the means of delivery and worry about what difference this makes and ultimately forget that it all boils down to one thing: content, and how that content is sold. Our skills are still going to be needed however the signal ends up wherever it ends up. If it's on a wristwatch, a Palm Pilot, a PC screen or enhanced radio, the expertise and discipline we have are core to any success. Nothing illustrates this more than AOL and Time Warner. That's exactly where they're coming from. It's all about the end of it, not the pipeline."

His message to management: "Promotion and marketing are vital. It's easy to think we're not essential,

because it would appear that we don't cut directly to the bottom line, but the truth is, we absolutely deliver to the bottom line, because we sell the content that drives the whole thing in the first place!"

Something about PROMAX that might surprise our readers: "We look at the big picture of broadcast, narrowcast, broadband — whatever you want to call it — but we really care about all electronic media, including radio. What I want to do is ensure that all our education is geared to giving people from all walks of our profession something they can take away and use. TV people can learn from radio people, radio people can learn from Internet people, designers can learn from producers. It sounds ridiculously obvious to say it, but it doesn't always happen. Our association may be a broad church, but there are very specific things and specific results you can get out of it by attending our convention or by being a member."

Career highlight: "I'm proud of what we achieved at Channel Five, because we went from ground zero with very little money. We won a ton of awards and built a really cool team. On a personal level, one of the things I did was write a launch song for The Spice Girls for the channel. The timing was serendipity. We started negotiating with them when they had one hit record and people thought they were going to be a one-hit wonder. By the time we recorded our song, they'd had two No. 1's. On the day we did the video shoot, they simultaneously went to No. 1 in the U.K. and the U.S. There's perhaps one moment in time when you think, 'God, we really hit the button at the right time' and that felt like it."

Career disappointment: "I try not to dwell on the negative. I just go home and play a Smiths records and get over it."

Favorite radio format: "I listen to KCRW/Los Angeles, public broadcasting, and I'm also listening to 'Jamm'n' Oldies.'"

Favorite television show: "Frasier, NYPD Blue and The Sopranos."

Favorite song: "None. My favorite album is *Songs in the Key of Life* by Stevie Wonder. He was going through a fantastic period of genius. Just amazing."

Favorite book: *A play, Hamlet*. The richness of the language, the drama of the whole thing, the eternal teen angst — it's a very rock 'n' roll book."

Favorite movie: "Manhattan by Woody Allen. It was one of the few films that made me actually do something with my life. Other than that, *Field of Dreams* and, this year, *American Beauty*."

Favorite restaurant: "A tiny restaurant called The Taj, a little Indian restaurant in my old neighborhood, Chiswick. Whenever I'm off the plane, it's the first place I go."

Beverage of choice: "Pinot grigio."

Hobbies: "CDs. I've got a massive CD habit. I need treatment for it. I'm the same with magazines."

Favorite website: "It's one called football365, a soccer website."

E-mail address: "Glynn@promax.org."

What he's most looking forward to in the new millennium: "Meeting all the challenges this job's thrown at me. It's an incredibly challenging time. We're at a pivotal time in history. There's been a paradigm shift between the old and the new, not just in terms of the centuries and millennia, but also our industry. The AOL/Time Warner merger was quite rightly called the first deal of the Internet Century. I hope and aim to ensure we're players in that field, and that we not only maintain relevance to our current membership, but enhance and embrace it so we're just a better organization all around."

As our editors this week focus their attention on the business of promotion and marketing, there is one organization whose sole mission is dedicated to advancing the role and increasing the effectiveness of these two important areas, PROMAX. Glynn Brailsford is the recently appointed head of this organization, and he has literally made the move from another country, the U.K. Prior to joining PROMAX, Brailsford headed the U.K.-based company promosapiens, advising television broadcasters on the implementation and development of promotions and their on- and off-screen identities. The former journalist has led promotion teams at both network and cable channels.

As a former member of the PROMAX international board, Brailsford had firsthand knowledge of the tremendous work being done by the organization.

Getting into the business: "Initially, I was a print journalist in newspapers in England. I then moved to BBC Radio as a news producer. That was my first time in broadcast. I really enjoyed being in radio, but it was narrowcasting at that stage, because there wasn't a huge radio network in the U.K., so I went into TV. I was a news editor in TV for a company called Yorkshire Television, one of the biggest independent companies in the U.K. I also started producing political and sports programs, and then I moved into general entertainment stuff as well."

"I found that, all of the sudden, I'd fallen out of love with news and fallen in love with making TV. This was 10 years ago. I was a producer, and I wanted to produce and direct. The problem was union restrictions. You had to be in a certain union to have a director's ticket in the U.K. Promo jobs had a director's ticket. A job came up in promos, so I took a big pay cut, left news and went into promos with the cynical idea that I'd do it for three months then walk away and be a producer/director on these little programs I wanted to make for the rest of my life."

Differences between broadcasting in the U.K. and the U.S.: "They're getting closer all the time. What happens here also happens in microcosm in the U.K. Often the scale is smaller, but the problems are exactly the same. The impact that the cable guys had on networks here happened just the same way in the U.K. One of the big differences is British conceit. When we had four terrestrial channels, people were going, 'Why do we need a fifth? We have the best TV in the world.' It's that sort of conceited English view. But the daily problems of how you are going to meet your target demo,

Quincy Jones

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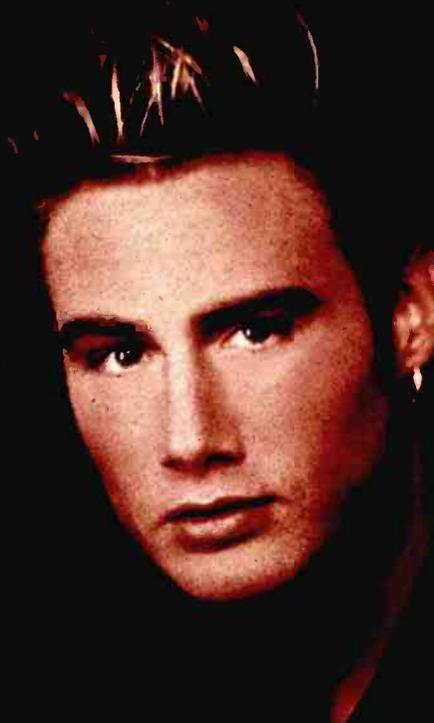
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