

NEWSSTAND PRICE \$6.50

Blink-182 Get 67 On-Board

The MCA trio doesn't disappoint Alternative programmers, as 67 stations add "Man Overboard," making it No. 1 Most Added this week. Check out Jim Kerr's Alternative Action for more details (Page 174).



R&R

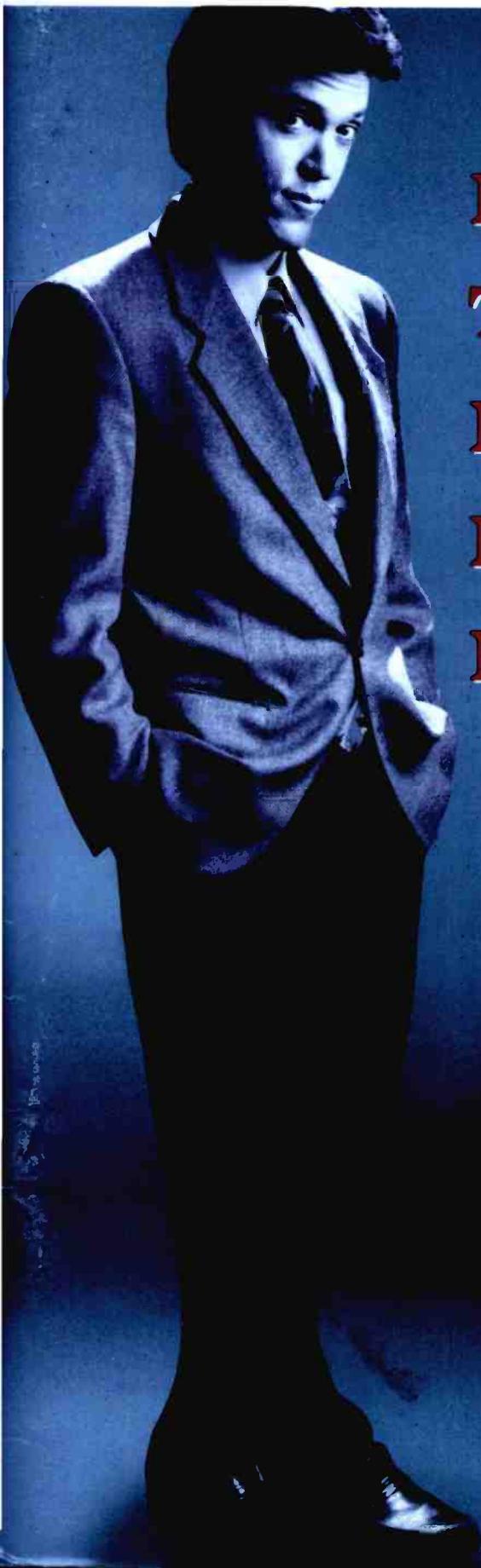
THE INDUSTRY'S NEWSPAPER

www.rronline.com

SEPTEMBER 22, 2000

Salary Survey Issue!

It's one of R&R's most-requested features: our annual survey of radio industry compensation, conducted in conjunction with the accounting firm of Miller, Kaplan, Arase & Co. It's all here, on a position-by-position and market-by-market basis ... see how the size of yours compares to *everyone else's* (Pages 1, 52-56).



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In conjunction with this week's NAB Radio Show in San Francisco, Sales & Marketing Editor Pam Baker has assembled a blockbuster Management, Marketing & Sales section — a full 10 pages! It all starts off with candid conversations with seven prominent media buyers from around the country, who share their thoughts about station AEs, consolidation and nonspot packages. Also in this week's MMS section:

- The RAB's **Lindsay Wood Davis** concludes his series on cluster management with a review of the "seven fatal failures."
- Consultant **John Lund** has a 10-point checklist for the fall Arbitron and a piece on radio's "est" factor.
- Columnist **Dick Kazan** discusses culture clashes and cost-cutting in this era of consolidation.
- **Rick DePaoli** offers strategies for placing TV commercials for your station during the fall sweeps.
- Research guru **Roger Wimmer** presents an essay that calls for the raising of standards in radio research.

Pages 14-33

BAY AREA TALK TOPICS

If you're in San Francisco for the NAB, you're in the capital of Talk radio! News/Talk Editor **Al Peterson** spent some time with each of San Francisco's News/Talk/Sports programmers, and he profiles all of the stations.

Pages 62-70

IN THE NEWS

- **Bill Kennard** lobbies NABOB members for market redefinition

Page 3

THIS #1 WEEK

- CHR/POP**
 - **3 DOORS DOWN** Kryptonite (Republic/Universal)
- CHR/RHYTHMIC**
 - **NELLY** Country Grammar (Fo' Reel/Universal)
- URBAN**
 - **MYSTIKAL** Shake Ya Ass (Jive)
- URBAN AC**
 - **TONI BRAXTON** Just Be A Man About It (LaFace/Arista)
- COUNTRY**
 - **JO DEE MESSINA** That's The Way (Curb)
- AC**
 - **DON HENLEY** Taking You Home (Warner Bros.)
- HOT AC**
 - **MATCHBOX TWENTY** Bent (Lava/Atlantic)
- MAC/SMOOTH JAZZ**
 - **JEFF GOLUB/PETER WHITE** No Two Ways ... (GRP/VAG)
- ROCK**
 - **3 DOORS DOWN** Loser (Republic/Universal)
- ACTIVE ROCK**
 - **3 DOORS DOWN** Loser (Republic/Universal)
- ALTERNATIVE**
 - **GREEN DAY** Minority (Reprise)
- ADULT ALTERNATIVE**
 - **BARENKOE LADIES** Pinch Me (Reprise)

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Management, Sales Profit From Radio's Recent Success

■ Annual Salary Survey: Compensation soars, especially for front-office, on-air workers

BY RON RODRIGUES
R&R EDITOR-IN-CHIEF
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As the radio industry flourishes, so do the paychecks of those who make things happen. According to the R&R/Miller, Kaplan, Arase & Co. ninth annual sales and compensation survey, the typical general manager in a top-15 market made \$347,240 last year, 90% more than in 1991, the first year R&R gathered figures. More dramatically, the compensation is 23% more than just last year.

Of course, with the changes that have occurred in the radio industry, today's general managers oversee a lot more people, stations and problems than they did in 1991 ... and there are a lot

fewer of them today as well. For other positions that are focused on one or a few stations in a cluster, salary increases were more modest. Major-market GSMs, for example, earned an average of \$201,570 in 1999. That's a 67% increase from 1991 and a 12% gain over last year.

PDs in the biggest markets earned nearly \$153,000 last year, a 62% increase over 1991 and 13% over last year.

Salaries for positions that involved only one station, such as an air talent, grew the least over the last decade. Compensation for morning show hosts grew 31% over the last nine

The R&R Sales & Compensation Survey begins on Page 52.

SURVEY/See Page 44

De Castro Becomes Ultimate Inc. CEO

Former AMFM Vice Chairman **Jim de Castro** has been appointed CEO of Ultimate Inc., an event marketing company that bills itself as "the worldwide marketplace for experiences." De Castro will also become a major shareholder in the privately held company.

"Jimmy is an experienced leader who has had incredible success in his career and is respected by leaders on Wall Street and in the media entertainment industry," remarked Ultimate Chairman Jody Gessow. "His appointment as CEO is a monumental leap forward for our company."

De Castro said, "To join a cultivated company that has such a distinctive blend of partnerships



de Castro

DE CASTRO/See Page 48

Classic Rock Turns 15

■ A chat with format pioneer Fred Jacobs

BY ANTHONY ACAMPORA
R&R STAFF WRITER
anthony@rronline.com

It's the beginning of the 21st century, and Led Zeppelin, The Rolling Stones and Heart are still going strong. In cities throughout the U.S. males 35-49 are still being served a steady diet of Classic Rock, a format that many radio pundits said would be strictly a flash in the pan when it first launched 15 years ago.

Times have changed, but the music really hasn't, as the original 1968-77 body of music has stood up year after year in auditorium tests from Boston to San Diego. R&R acknowledges the anniversary of the format by turning our attention to its creator and most ardent supporter, Jacobs Media President Fred



Jacobs

Jacobs, who recently answered a few questions for us.

R&R: How did the concept of Classic Rock come about?

FJ: I was programming WRIF/Detroit in the early '80s and started to see a division within the core audience. The younger guys loved our new music, but the 25-34s were more enamored of The Beatles, The Stones — all the stuff they first heard on the station. I couldn't do anything about it at the time because WRIF was a highly successful station, but I saw continued evidence in our music research and our focus groups that the traditional AOR format could be successfully fragmented with a niche concept that focused on older rock.

See Page 76

Jackson Could Take Action Over 'Black Hoe' Promotion

BY WALT STARLING
R&R WASHINGTON BUREAU
wstarling@rronline.com

Civil rights leader **Jesse Jackson** has stepped into the KLOS/Los Angeles "Black Hoe" controversy. Jackson told R&R at last week's NABOB conference that his Rainbow/PUSH Coalition is meeting now over whether take action against the Walt Disney Co. for Mark &

Brian's on-air promotion at the ABC station.

"The offense went on way too long," Jackson said. "It was a targeted device by station management. The FCC has an obligation to deter this kind of behavior."

Over the course of the last two years Disney has been targeted

KLOS/See Page 48

A Conversation With Hilary Rosen

■ The RIAA President/CEO on webcasters, arbitration and the Napster suit

BY KURT HANSON
RAIN: RADIO AND
INTERNET NEWSLETTER
kurt@kurthanson.com

I spoke to RIAA President/CEO **Hilary Rosen** last week at the Digital-Coast2000 conference in Los Angeles, where she shared new insights regarding webcast music licensing and the RIAA lawsuit against the file-sharing service Napster.

Among the highlights of our conversation: Rosen doesn't believe that the arbitrated rates for webcasters' music licenses will be decided on this year, and she reveals that her organization has made more deals with webcasters than have been publicly announced — and



Rosen

that such deals may set the starting point for arbitration of statutory rates. It also seems that there may be a technical misunderstanding of such peer-to-peer file-sharing services as Gnutella somewhere within the RIAA, and that the organization's strategy may be based on that misunderstanding (see related story, page 36).

We also discussed the Digital Millennium Copyright Act, which, among other things, grants record labels the right to charge webcasters a license fee for the use of their products (traditional

See Page 34

CRG Ups Leipsner To SVP/Pop-Adult

BY STEVE WONSIEWICZ
R&R MUSIC EDITOR
swoniz@rronline.com

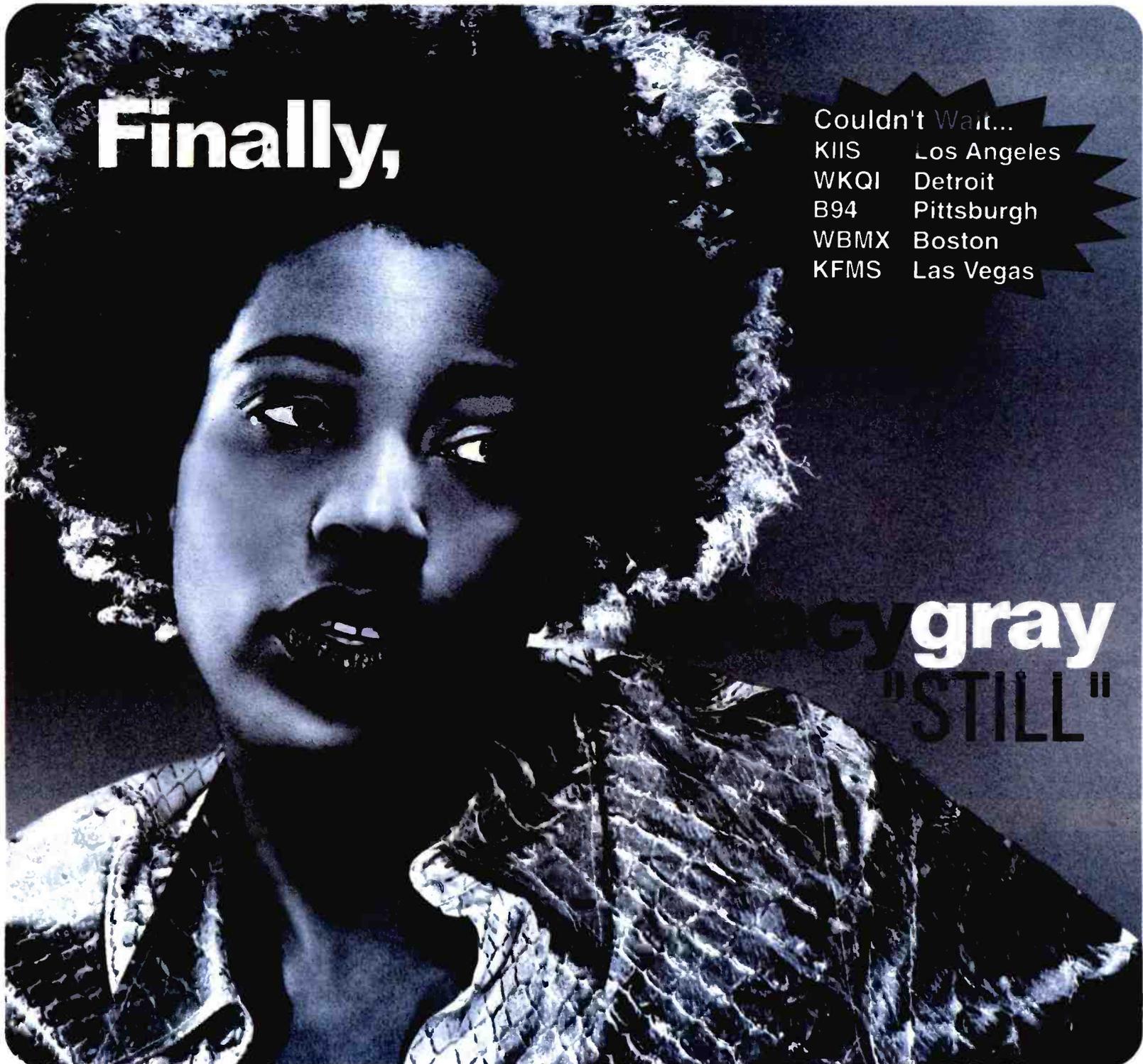
Columbia Records Group has elevated **Lee Leipsner** to Sr. VP/Pop-Adult Promotion. Based in New York, he reports to CRG Exec. VP/Promotion **Charlie Walk** and will direct all aspects of CHR and adult radio promotion for CRG.



Leipsner

"I've been working with Lee for six years, and he continues to impress me," Walk said. "Lee truly brings a passionate intensity to everything he does. I find his deep love for music to be a source of daily inspiration and his tireless 24-7 commitment to our artists nothing short of amazing. Columbia Records and its roster of incredible artists are very lucky to have Lee on our

LEIPSNER/See Page 48



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Renda/Pittsburgh Taps Sherry As GM

Michael Sherry has been appointed GM of Renda Broadcasting's Pittsburgh cluster of Adult Standards WJAS, Talk WPTT and AC WSHH. The position had been vacant since Tex Meyer exited in January 1998.

"Michael Sherry grew up in the broadcasting business and has a very sales-oriented background," Renda VP/Corporate Operations Alan Serena told R&R. "Our concern was finding a sales-oriented GM, and we feel Mike has all the qualifications that we were looking for."

This will be Sherry's first GM opportunity. He joins Renda after a stint with AMFM (now Clear Channel) as Director/National Sales for crosstown Oldies WWSW-AM & FM, Rock WDVJ, Oldies WJJI, Hot AC WPHH and Alternative WXDX. Prior to that he held sales and sales management positions in the same market at Country WDSY and WWSW-AM & FM.

Gillyard Joins J As Sr. VP/Black Music

J Records has tapped Ron Gillyard as Sr. VP/Black Music. Based in New York, he will direct the company's urban division marketing and promotion efforts.

Gillyard was most recently VP of Bad Boy Entertainment, where he oversaw the marketing, promotion, publicity, artist development and technology departments. He has also worked in artist management and was VP at Motown Records and VP/GM at Harrell Entertainment.

"Ron Gillyard has had terrific preparation from [Bad Boy's] Sean 'Puffy' Combs and [Harrell Entertainment's] Andre Harrell and is now ready to lead our black music division," J Records founder Clive Davis said. "He will play a major role for us in taking black music to new frontiers in the years ahead."

Gillyard noted, "It is another blessing in what has been a blessed career to work beside another one of my heroes, Clive Davis. J Records is already a haven for the best new music in the world, and it is a history-making endeavor that I'm proud to be a part of. My past experience with influential urban music executives, most notably Andre Harrell and Sean 'Puffy' Combs, has prepared me for this challenge, and I look forward to building a team of executives with whom we'll launch tomorrow's superstars."

They All Feel Good!



Arista newcomer Joy Enriquez made one of her first public appearances at the recent Latin Grammys. Her debut album, which features the single "Tell Me How You Feel," will hit the stores in February 2001. Pictured (l-r) are Arista President/CEO Antonio "L.A." Reid, Enriquez, Bad Boy Entertainment CEO Sean "Puffy" Combs and recording artists Jennifer Lopez and Carlos Santana.

NABOB Conference Stresses Diversity

■ Kennard urges support for market redefinition

The National Association of Black Owned Broadcasters held its 24th Annual Fall Broadcast Management Conference in Washington, DC last week. FCC Chairman Bill Kennard was on hand for the meeting, where he took time to thank NABOB members for their support during his career and to urge them to work with him on low-power FM.



Kennard

Kennard also lobbied for a redefi-

inition of markets. "We have seen transactions in which a single company proposes to acquire 70% or 80% of the radio revenues in a marketplace," he said. "That is not what Congress intended in the '96 Telecommunications Act. I hope I'll have your support in urging my colleagues at the FCC to adopt new rules to close this loophole."

NABOB/See Page 46

Radio One/Cleveland Names Weber VP/GM

■ WENZ PD Panton adds WZAK programming duties

Radio One has made some management changes in Cleveland: Owen Weber has been named VP/GM for the Cleveland cluster — which consists of WERE, WJMO, WENZ & WZAK — while WENZ PD Lance Panton has added programming duties at WZAK.



Weber

Weber had been VP/GM at Infinity's KIKK & KILT/Houston since April 1995, but left the Country combo last month. His resume also includes stints as President of HMW Communications and Exec. VP/Radio for Summit Communications. He also held GSM posts for WTOP, WPGC-AM & FM, WAVA & WGAY/Washington and WCBM/Baltimore.

"Owen is the epitome of a successful radio veteran," commented Radio One President/CEO Alfred Liggins. "He is an aggressive, business-savvy manager who has con-

sistently and successfully grown the business units under his management. We're delighted to have him continue his 30-year career in broadcasting with our company."

Panton, meanwhile, takes on the vacant PD post at WZAK. "Lance has an ear for music, an eye for talent, a very creative mind and a solid urban background," said Radio One COO Mary Catherine Sneed. "Therefore, considering the great job he's doing with WENZ, it just made sense for him to oversee the programming for WZAK."

Panton joined Radio One in 1998 as MD for WDTJ/Detroit and local morning show producer for the syndicated *Russ Parr Morning Show*. The following July he was promoted to Asst. PD at WDTJ. Last March he became WENZ's PD.

SEPTEMBER 22, 2000

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Marks Now Metro/Shadow SVP/Info Svcs.

■ Candullo, Epstein promoted to regional SVPs

Metro Networks/Shadow Broadcast Services has promoted Metro/Shadow Sr. VP and Shadow co-founder Richard Marks to Sr. VP/Information Services. At the same time Steve Candullo and Ian Epstein have been elevated to Sr. VPs of the Eastern and Western regions, respectively.

Marks will be responsible for further developing Metro/Shadow's content business into a separate division. "Richard brings to this important division a background in traffic reporting services and infor-

mation that would be difficult to duplicate," said Metro/Shadow President/COO Chuck Bortnick. "The company will greatly benefit from his depth of experience in growing our nonbroadcast business."

A 29-year broadcasting veteran, Marks has spent 16 years with Shadow. He served as COO and President before the company merged with Metro. Marks began his career with Metromedia as an

METRO/SHADOW/See Page 48

Baranski Becomes KKDZ/Seattle GM

Janell Baranski has been tapped as GM for KKDZ/Seattle. She joins the Radio Disney outlet from 417 magazine, where she was GM/GSM.

"Janell has a strong media background, including sponsorships, event planning, promotions and incentives in the radio broadcast industry," said ABC Radio Station Group President Mitch Dolan, to whom Baranski will report. "We

are thrilled to welcome an executive with this extensive level of experience to the Radio Disney team."

Baranski began working at 417 in Springfield, MO in 1999. Her efforts included managing the sales staff and integrating cross-promotional opportunities with the company's two on-site radio stations.

BARANSKI/See Page 46

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Sirius Listens To The Future

XM unveils programming, receiver deals

By JEFFREY YORKE
R&R WASHINGTON BUREAU CHIEF
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"Sirius is the pipe into the car." That's what Sirius Chairman/CEO David Margolese told stockholders at the Sirius shareholders meeting in New York on Tuesday (9/19). When asked about portable radios and competition from the Internet, Margolese said, "The killer application remains the car." He added that Sirius would pursue market expansion into boom boxes and home units in the future. "You'll see us there when it makes sense, but they are not the primary revenue stream for us. Our premise has been, and remains, a single service at a single price to a single market [the car]," Margolese added. "We have moved from a conceptual phase to an execution stage."

Margolese also reported that the company has raised \$1.45 billion, including a \$120 million investment from auto manufacturers. Daimler-Chrysler, Ford Motor Company and BMW are already on-board to install

Sirius receivers as original equipment. Company leaders reiterated that automaker partnerships are the key to success.

As expected, Sirius shareholders re-elected the proposed slate of board

members. That slate includes Margolese, one of the satellite broadcaster's co-founders nearly 11 years ago; co-founder/Exec. VP Bob Briskman; Lawrence Gilbert; Joseph Vittoria; and Ralph Whitworth. Shareholders also voted to ratify Arthur Andersen as independent accountants for 2000. PriceWaterhouseCoopers was released by Sirius last year. Margolese also gave a detailed presentation on the state of satellite service, including an update on the launch of satellite Sirius-3, scheduled for November.

Sirius opened the meeting with a video showing the recent launch of Sirius-2 on Sept. 5. Company

SIRIUS/See Page 10

XM Celebrates New DC Headquarters

Aretha wows 1,000 at Union Station

By MARTHA DAVIS
R&R WASHINGTON BUREAU
mailroom@rronline.com

XM Satellite Radio's billion-dollar man, Hugh Panero, never dreamed as a kid in New York that he'd be sharing the spotlight with what he called "the four most important women" in his life: his mother, his wife, his daughter — and Aretha Franklin. But there he was on the evening of Sept. 13 at XM's launch party, held in the Grand Hall of Washington, DC's spectacular, stately Union Station.

DC Mayor Anthony Williams, in his trademark bow tie, sat with Panero and his family. The mayor and Panero smiled, swayed and sang along with the Queen of Soul.

XM carefully orchestrated the day, beginning with media tours of its new, \$65 million building. XM is constructing the largest digital broadcast center in the U.S., in a blocklong building nine blocks from Capitol Hill. The location offers 150,000 square feet of space and includes a 2,300-square-foot live-performance studio; 82 digital, fiber-optically connected studios; mainframes for 21 terabytes of audio and data storage; a CD library of 2.5 million titles; and room for 350 employees.

XM/See Page 10

Ira Bahr Exits Sirius Satellite Radio

As Sirius Satellite Radio and XM Satellite Radio arched up their public visibility, each company has been assembling a "dream team" of terrestrial broadcasters. Sirius Chairman/CEO David Margolese took particular pride in the array of talent he culled from specialized fields, and he himself hired Ira Bahr as Sr. VP/Marketing. At the time Margolese described Bahr as "the man who made FedEx a household name." Bahr had worked on the Federal Express account through most of the '90s for ad agency BBDO.

Sirius has rewarded Bahr handsomely. In the stock proxy mailed to shareholders for this week's annual meeting, Sirius noted that Bahr's base salary for 1999 had been raised from \$225,000 to \$280,000. In March 1999 the company awarded Bahr 100,000 stock options, followed by an additional 50,000 options in June 1999. In February of this year Sirius paid him a bonus of \$280,000 "in recognition of [his] efforts in securing alliances with Daimler-Chrysler and BMW." Other executives received similar bonuses, and Margolese received \$500,000.

But five months later Bahr is out. The stockholders' notice offers only a one-line explanation: "Mr. Bahr

BAHR/See Page 10

Bloomberg

BUSINESS BRIEFS

Klein Steps Down At DOJ

Department of Justice Asst. Attorney General/Antitrust Division Joel Klein has stepped down. Klein says he will take some time off to rest and then explore private-sector opportunities. Observers believe Klein will have plenty of options when he chooses to return to work. Bipartisan kudoes came from Republican Mike DeWine and Democrat Herb Kohl, who said in a joint statement, "Joel has been a terrific head of the antitrust division. He has made a lot of difficult calls and, in our opinion, has made most of them correctly." Klein oversaw the radio industry consolidation process and the DOJ's antitrust case against Microsoft.

Top Mexican Groups To Merge

The two largest radio groups in Mexico have agreed to a merger. Grupo Televisa will buy a 27.8% stake in Grupo Acir for \$101 million and merge it with Televisa's Radiopolis unit. The merged company will be called Grupo Acir-Radiopolis and will own 116 stations. Clear Channel, a shareholder in Acir, will own about 25% of the new entity. Acir will own about 25% and Televisa slightly more than 50%. Acir-Radiopolis plans to expand in the United States, and, says Acir Chairman Francisco Ibarra Lopez, Clear Channel will assist in that expansion. Lopez will serve as Chairman of the merged company, and his son, Antonio Ibarra, will be chief executive.

Viacom To Use Infinity Cash For Stock Buyback

Viacom plans to make use of Infinity's cash flow for an upcoming stock buyback. Viacom Chairman Sumner Redstone called Infinity "an enormous cash generator" that will grow another 20% this year. Viacom expects to extract some \$1.2 billion in cash from Infinity once it owns 100% of the group. This buyback will be on top of a \$1 billion stock repurchase Viacom announced earlier this year (R&R 6/16).

Kennard Cleared To Review Personal Attack Rules

FCC Chairman Bill Kennard had recused himself from discussions about the FCC's personal attack rules, but the FCC's ethics officials have now cleared the way for him to participate. Kennard said he believes that any reasonable person would not question his impartiality on the subject because it has been years since he argued against the rules when he worked for the NAB, and he has no personal financial stake in the matter.

Continued on Page 10

R&R Stock Index

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

	Change Since				
	9/15/99	9/2/00	9/15/00	9/15/99	9/15/00-9/15/00
Radio Index	328.13	295.54	294.46	-10.3%	0%
Dow Industrials	10,801.42	11,220.65	10,927.00	+1.2%	-2.6%
S&P 500	1,317.97	1,494.50	1,465.81	+11.2%	-1.9%



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DEAL OF THE WEEK

• **KALC-FM/Denver \$98.8 million**

2000 DEALS TO DATE

Dollars To Date: \$7,766,387,226
(Last Year: \$3,149,236,500.36)

Dollars This Week: \$123,230,000
(Last Year: \$29,196,501)

Stations Traded This Year: 876
(Last Year: 935)

Stations Traded This Week: 20
(Last Year: 19)

TRANSACTIONS AT A GLANCE

- WTVY-FM/Dothan, AL \$1.3 million
- KZXX-AM/Kenal, AK \$150,000
- WVMG-AM & FM/Cochran, WIBB-FM & WQBZ-FM/Fl. Valley (Macon), WRNC-FM/Gray, WLCG-AM/Macon and WRNC-AM, WLCG-FM & WRBV-FM/Warner Robbins (Macon), GA \$17 million
- WKTF-AM/Vienna, GA \$125,000
- WZRK-FM/Kentland, IN \$200,000
- KSFS-AM/Sioux Falls, SD \$155,000
- KSAM-AM & FM/Huntsville, TX \$1.9 million
- WKDW-AM & WSVO-FM/Staunton, VA \$3 million
- WMON-AM & WZKM-FM/Montgomery, WV \$600,000

Emmis Picks Up Salem's Alice In Denver

□ **Clear Channel acquires Macon, GA cluster**

Deal Of The Week

KALC-FM/Denver

PRICE: \$98.8 million
TERMS: Asset sale for cash
BUYER: Emmis Communications, headed by Chairman/CEO Jeff Smulyan. Phone: 317-266-0100
SELLER: Salem Communications, headed by President/CEO Edward Atsinger. Phone: 805-987-0400

FREQUENCY: 105.9 MHz
POWER: 100kw at 1,169 feet
FORMAT: Hot AC

Alabama

WTVY-FM/Dothan

PRICE: \$1.3 million
TERMS: Asset sale for cash
BUYER: Jimmy Jarrell. Phone: 334-821-0744
SELLER: Woods Communica-

tions Group Inc., headed by President Charles Wood. Phone: 334-792-0047

FREQUENCY: 95.5 MHz
POWER: 100kw at 1,059 feet
FORMAT: Country

Alaska

KZXX-AM/Kenal

PRICE: \$150,000
TERMS: Asset sale for cash

BUYER: Peninsula Communications Inc. Phone: 907-235-6000

SELLER: JDDJ Broadcasting, Inc. Phone: 907-283-3051
FREQUENCY: 980 kHz
POWER: 1kw
FORMAT: Classic Rock

Georgia

WVMG-AM & FM/Cochran, WIBB-FM & WQBZ-FM/Fl. Valley (Macon), WRNC-FM/Gray, WLCG-AM/Macon and WRNC-AM, WLCG-FM & WRBV-FM/Warner Robbins (Macon)

PRICE: \$17 million
BUYER: Clear Channel Communications, headed by Chairman/CEO Lowry Mays. Phone: 606-655-2267

SELLER: Taylor Broadcasting, headed by Steven Taylor. Phone: 770-421-1165

FREQUENCY: 1440 kHz; 96.7 MHz; 97.9 MHz; 106.3 MHz; 96.5 MHz; 1280 kHz; 1670 kHz; 102.5 MHz; 101.7 MHz

POWER: 1kw day/90 watts night; 6kw at 321 feet; 10.5kw at 499 feet; 48.3kw at 492 feet; 7.6kw at 587 feet; 5kw day/99 watts night; 10kw day/1kw night; 4kw at 328 feet; 4.9kw at 354 feet

FORMAT: Talk; Country; Urban; Rock; Country; Gospel; Country; Gospel; Urban AC

BROKER: Scott Knoblauch and George Reed

WKTF-AM/Vienna

PRICE: \$125,000

TERMS: Asset sale for cash

BUYER: DANA Communications Inc. Phone: 978-281-5137

SELLER: Sundance Communications Inc. Phone: 912-268-1550

FREQUENCY: 1550 kHz

POWER: 1kw day/23 watts night

FORMAT: Misc.

Indiana

WZRK-FM/Kentland

PRICE: \$200,000

TERMS: Asset sale for cash

BUYER: Milner Broadcasting Co. Phone: 815-933-9287

SELLER: Lyle Evans. No phone listed.

FREQUENCY: 101.7 MHz

POWER: 6kw at 328 feet

FORMAT: This station represents a construction permit.

South Dakota

KSFS-AM/Sioux Falls

PRICE: \$155,000

TERMS: Asset sale for cash

BUYER: L A Skywave Inc. Phone: 605-335-6896

SELLER: CGN Corporation. Phone: 320-859-3000

FREQUENCY: 1320 kHz

POWER: 5kw

FORMAT: Sports

Texas

KSAM-AM & FM/Huntsville

PRICE: \$1.9 million

TERMS: Asset sale for cash

BUYER: HEH Communications. No phone listed.

SELLER: Walker County Communications. No phone listed.

FREQUENCY: 1490 kHz, 101.7 MHz

FORMAT: Country Oldies; Country

POWER: 1kw; 3,700 watts at 430 feet

BROKER: Bill Whitley of Media Services Group

Virginia

WKDW-AM & WSVO-FM/Staunton

PRICE: \$3 million

TERMS: Asset sale for cash

BUYER: Clear Channel Communications, headed by Chairman/CEO Lowry Mays. Phone: 606-655-2267

SELLER: Douglass Communications, headed by Michael Douglass. Phone: 540-886-2376

FREQUENCY: 900 kHz; 93.1 MHz

POWER: 2.5kw day/127 watts night; 2.8kw at 338 feet

FORMAT: Country Oldies; Oldies

Continued on Page 18

More Service. More Delivery.



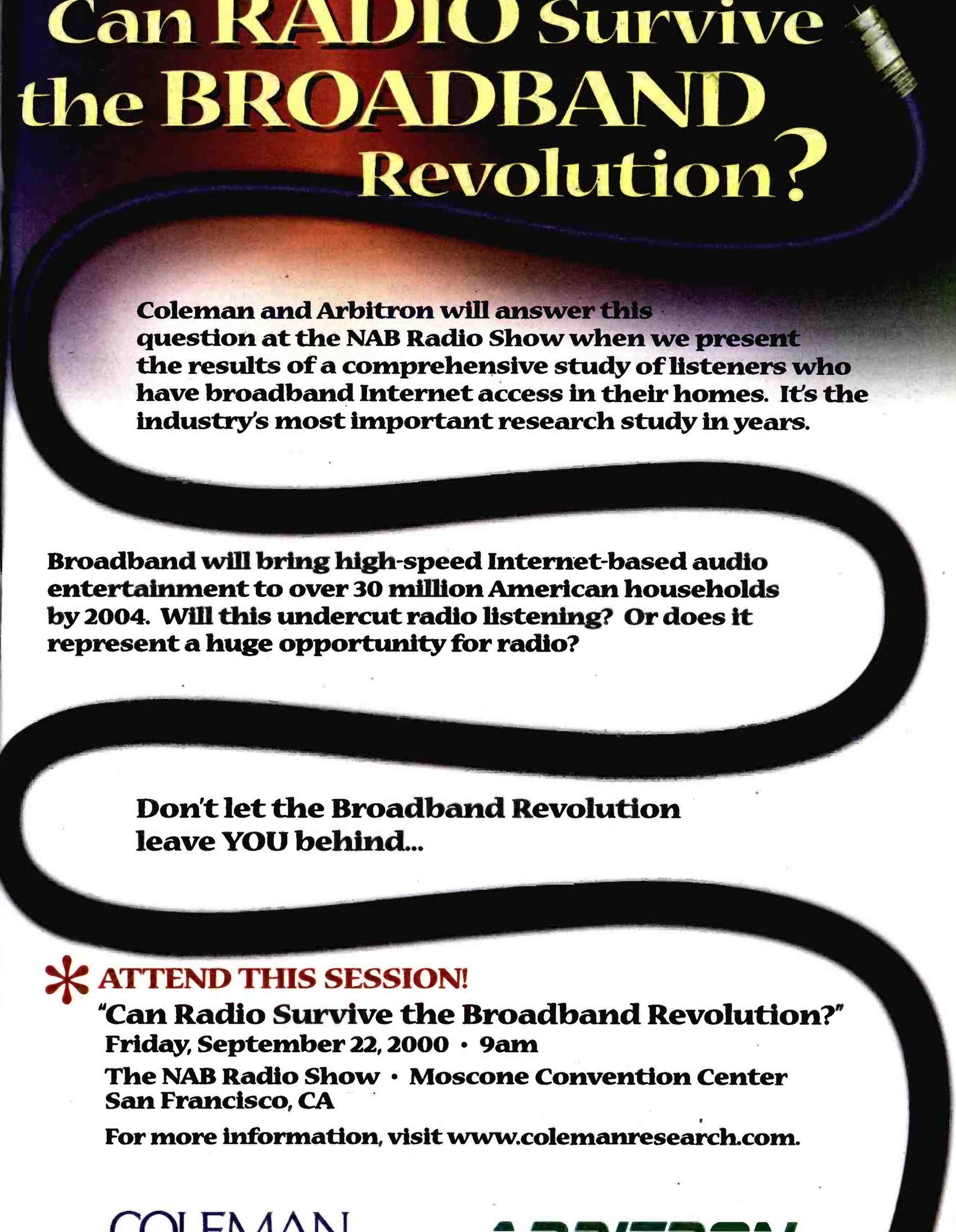
CIT Communications and Media Finance announces the consolidation of its Media and Communications business unit with the former Newcourt Credit Communications and Media business unit into one service group headquartered in Morristown, New Jersey.

The new unit delivers a broad range of structured financing products, including senior and subordinated debt as well as equity investments to communication service providers, radio, television and other media delivery companies from the main office and other locations in North America and Western Europe.

For further product and service information, contact us at 770-551-7870 or visit our web site, www.cit.com.

We invite you to meet Charles Brown, Managing Director, and other representatives, during the NAB Convention at the Westin St. Francis, Suite 3198, 415-397-7000. Please call to setup an appointment.

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Broadband will bring high-speed Internet-based audio entertainment to over 30 million American households by 2004. Will this undercut radio listening? Or does it represent a huge opportunity for radio?

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AFTRA/SAG Commercial Strike Enters Fifth Month

By WALT STARLING
R&R WASHINGTON BUREAU
wstarling@rronline.com

The advertising industry is counting the year 2000 as the best ever in the history of American advertising, with growth of over 1999. But for the performers who voice and act in commercials, it is the worst year, due to the longest strike ever, over commercials that appear on nationwide radio and television.

Los Angeles-based Greg Krizman of the Screen Actors Guild is the spokesman for the joint negotiating committee of AFTRA/SAG. The combined unions are striking against the two leading industry associations, the American Association of Advertising Agencies and the Association of National Advertisers. Washington, DC attorney John McGuinn of Schmeltzer, Aptaker & Shepard is the

lead negotiator for the team that represents the two trade groups. McGuinn declined to comment to R&R because John Muir of the Federal Mediation & Conciliation Service has issued a gag order on all parties.

Meetings Continue

Both parties have reconvened in New York with full negotiating teams. At issue are what categories of com-

mercial will be addressed in a new contract and the amount of compensation for union performers.

AFTRA/SAG want to increase compensation to members, particularly for commercials appearing on cable television. Krizman said, "AFTRA and SAG want to share the industry growth of 22% this year with the performers. AFTRA/SAG are not asking for any unreasonable or disproportionate increase relative to industry growth. Only 1.4% of any radio or television campaign is talent cost."

The unions say the industry posi-

AFTRA/See Page 10

Senate LPFM Bill Gains Support

Senators Chuck Robb and Rick Santorum have signed on to Senator Rod Grams' "Radio Broadcasting Preservation Act of 2000," a companion piece to the House-passed LPFM bill that permits low-power rollout while protecting third-adjacent channels. Grams' staff and opponents to the FCC's LPFM plan are lobbying intensely this week in support of the legislation, hoping to get it passed into law before Congress adjourns. On Sept. 15 three more senators — Mike Crapo, Jim Bunning and Craig Thomas — signed on, bringing the total number of Senate supporters to 11.

Opponents of low-power FM have argued that the service will add interference to the band and degrade existing service to communities. Proponents want LPFM to fill the void

left by deregulation and consolidation of ownership.

Meanwhile, the FCC's second LPFM license-application window, which closed Sept. 1, attracted 473

applicants. Michigan led the way with 87, while Illinois had 84; Minnesota, 63; Virginia, 58; Connecticut, 38; Kansas, 36; New Hampshire, 28; Nevada, 23; Mississippi, 22; and Wyoming, 14. The first LPFM filing window netted more than 700 applications and included such highly populated states as California, Maryland and Rhode Island, as well as the District of Columbia. No licenses will be awarded until all states have completed the lottery process, the FCC told R&R. The next LPFM window is expected in November.

—Jeffrey Yorke

Radio One Shareholders OK Stock Conversion

□ Liggins addresses shareholder concerns

Radio One first asked shareholders to convert Class A shares to nonvoting Class D shares earlier this year. The proposal was rejected at the time, but it was approved at the company's first annual shareholders meeting on Sept. 15. Radio One President/CEO Alfred Liggins and CFO/EVP Scott Royster convinced shareholders that the creation of a larger pool of D shares would make the issue more appealing to institutional investors looking to buy shares in bulk but would preserve the company's minority control. Liggins and his mother, Radio One founder/Chairwoman Cathy Hughes, will continue to own 55% of the company.

During the 110-minute meeting several shareholders pressed Liggins about Radio One's sagging share value since June 2, when the D shares began trading. "The entire stock market hasn't gone anywhere except down," Liggins said. "Particularly the radio sector. It's not just Radio One that is off. This is a great business. It is solid."

Liggins assured shareholders that the company is positioned for

growth and said its acquisitions of 12 Clear Channel stations in seven markets, particularly KKBK/Los Angeles, have helped shares retain value. "Otherwise, your share price would be back to the IPO price." Royster pointed out that Hispanic Broadcasting has dipped nearly 70% in recent months, while other issues, such as Citadel, Entercom and Clear Channel, have also fallen hard. Despite that, Radio One will continue

to hunt for acquisitions. Liggins said, but they will probably be "onesies or twosies, and you might see us use stock instead of using our cash."

Asked if Radio One, which describes itself as "the Urban Specialist," would expand into other formats, Liggins acknowledged that the group had been approached about buying Spanish-language stations. But he felt that because "we don't understand the language," it would not be in the company's best interest.

Radio One isn't the only radio group struggling on Wall Street. Last week First Union Securities' James Boyle cut Citadel from "strong buy" to "buy," with a target price of \$44 per share. Saga was lowered from "buy" to "hold," with a \$23 target.

—Walter Starling

AAMI Incubator Spawns Talent

■ Nonprofit school seeks new funding

Pearl Murphy, Exec. Director of the African American Media Incubator, describes the school as America's first total-immersion, hands-on broadcasting course for minorities. The Washington, DC-area school, located in upper Georgetown, was founded in 1994 after Murphy's husband, Ed Murphy, formed a coalition of black businessmen to petition the FCC to deny Infinity's \$60 million bid to purchase WPGC-FM, Washington's No. 1-rated radio station. As part of the deal to drop the challenge, which was sparked by the group's objections to Infinity's Howard Stern, Infinity agreed



AAMI Broadcast Training Center Exec. Dir. Pearl Murphy welcomes FCC Chairman Bill Kennard to the innovative facility.

to a five-year, \$100,000-a-year contract to fund a radio broadcasting school for minorities. Pearl Murphy was then named Exec. Director.

The nonprofit school was supported by Infinity during a five-year "incubation" period, and Murphy is now looking for other radio corporations to help pay for what is universally regarded as a worthwhile project. "They've not been successful in getting other companies involved," commented WPGC GM Ben Hill. WPGC has employed many AAMI interns who, in some cases, have ended up being full-time employees.

Dreams Fulfilled

AAMI graduate John Deadwyler interned at WPGC-AM and is now working full-time as the station's Promotions Director. Another graduate, Kelli



AAMI Broadcast Training Center Exec. Dir. Pearl Murphy congratulates Kelli McCoy-Edwards on completing the AAMI's nine-month training course.

McCoy-Edwards, is now working in sales at WPGC. and Leticia Valentine is an on-air producer at Radio One's WYCB. "Eighty percent of our 66 graduates are working in the business," said Murphy. "It's a good deal for the radio stations because they get interns trained in everything from traffic to engineering."

"We've hired in excess of 15 graduates," remarked Hill. "It's a good idea. With the new FCC EEO rules, broadcasters are obligated to seek out minorities." Hill added that he'd hate to see the school fold. "We rely on it heavily to fill entry-level positions."

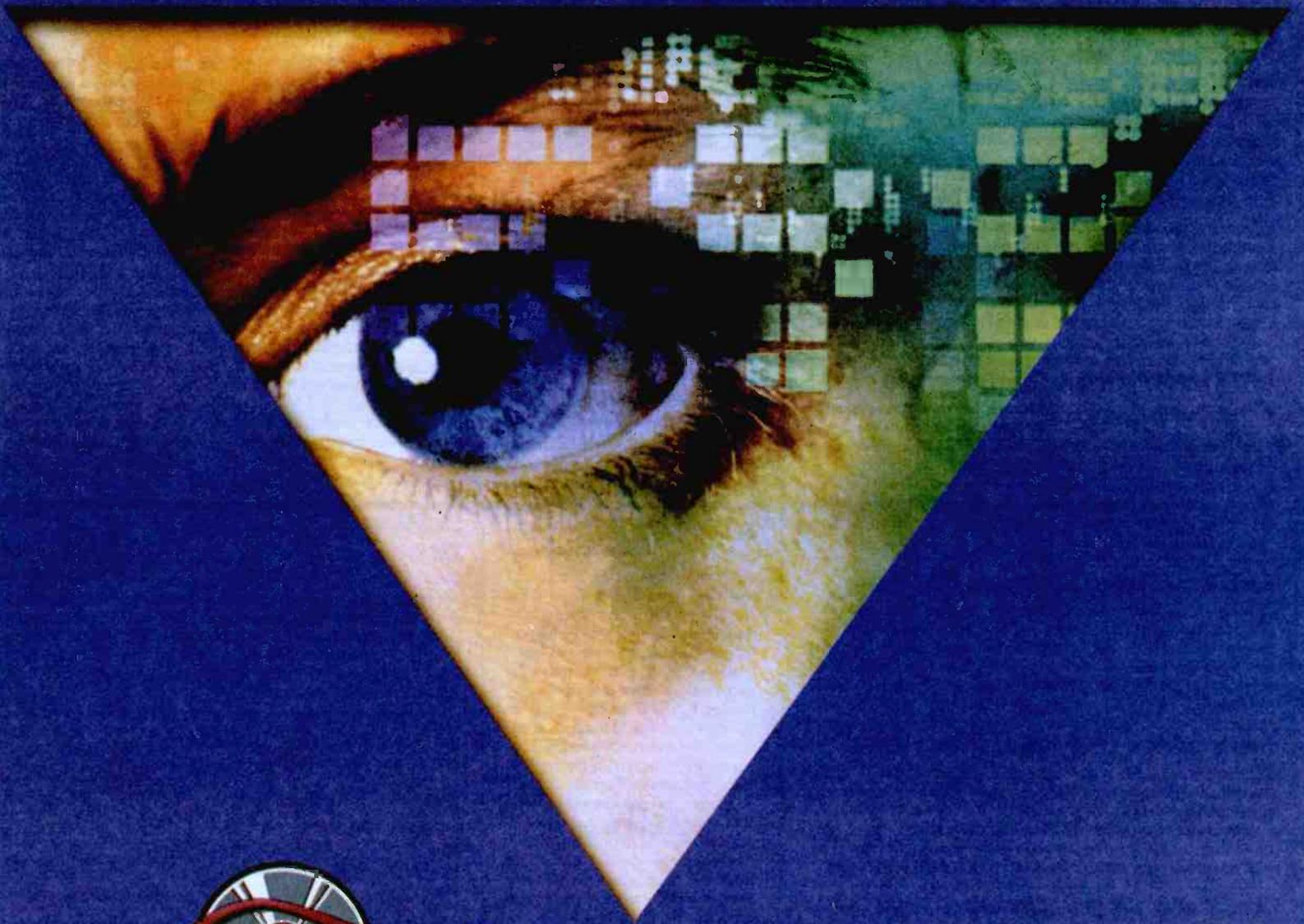
Infinity spokesman Dana McClintock said, "We admire what Pearl is doing." He noted that Infinity has given the

school close to a million dollars. But now Pearl Murphy is pounding the pavement trying to raise corporate dollars to fuel her dream of expanding into television and becoming a full-service broadcast training ground.

—Martha Davis

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Bloomberg

Continued from Page 4

An appeals court gave the FCC until Sept. 29 to justify the personal attack and political editorial rules, but the commission's discussions have been deadlocked. Most industry observers believe that Kennard will lobby to keep the rules, though the NAB and RTNDA have argued against them.

Emmis Buys KALC/Denver For \$98.8 Million

Emmis has purchased KALC (Alice 106)/Denver from Salem Broadcasting, which acquired the station as part of the Clear Channel spinoffs. Emmis Chairman/CEO Jeff Smulyan said that the station "fits well" with one of its own Clear Channel acquisitions, KXPK/Denver. Emmis will begin operating KALC within the next 30 days under an LMA, and KXPK VP/GM Joe Schwartz will add similar duties at Alice. Emmis expects the deal to close in January 2001.

KFYI & KGME/Phoenix To Swap Frequencies

Clear Channel's all-News KFYI/Phoenix will swap frequencies with Crosstown Sports/Talk sister KGME and become known as "NewsRadio 550 KFYI." KFYI PD Laurie Cantillo says that the move sets up the station for a head-to-head battle with KTAR for Phoenix's news crown. "We're not waving any white flags," said Cantillo. "We're making a major commitment to news in this market." KGME will retain its call letters, lineup and FOX Sports Radio affiliation but will use XTRA Sports 910 as its on-air identity.

Radio Unica Permitted To Upgrade KAHZ Signal

The FCC has approved a daytime power increase for Radio Unica's KAHZ/Dallas from 5kw to 50kw and a relocation of its transmitter site to cover Dallas and Ft. Worth. The changes, which are expected to be completed within a year, are similar to Radio Unica's upgrades of WNMA/Miami, KCUV/Denver, WWRU/New York, KIQI/San Francisco and KATD/Sacramento.

Emmis To Unveil 'Local Media Internet Venture'

Emmis has unveiled its plans for what it calls a "Local Media Internet Venture," a consortium of radio groups it has been assembling since last year. Touted as "the radio industry solution to the Internet," LMIV will be an industry-owned network that will provide technology, content and marketing for local-station websites. The first formal presentation of the initiative was expected to take place at this week's NAB Radio Show in San Francisco.

Scott Studios, Computer Concepts To Merge

Computer companies Scott Studios and Computer Concepts have announced plans to merge. Both companies produce computer touchscreen audio recorders for radio studio applications. Their combined customer base will total 10,000 digital work stations for 3,500 radio stations in the U.S. Both company names will be retained for marketing purposes, but administration and production will be consolidated at Scott's Dallas headquarters, and software, R&D and sales will be based at Computer Concepts in Lenexa, KS. The merger was a stock-for-stock transaction.

Triad Completes \$25 Million Adventure Deal

Triad closed on its acquisition of 15 middle-market stations in Georgia, South Carolina and West Virginia from Adventure Broadcasting. The deal ups Triad's station count to 42.

Transactions

Continued from Page 6

BROKER: George Reed of Media Services Group

West Virginia

WMON-AM & WZKM-FM/Montgomery

PRICE: \$600,000
TERMS: Asset sale for cash
BUYER: Mortenson Broadcasting Co. Phone: 606-245-1000
SELLER: Hanson Broadcasting Co. Phone: 606-442-5200
FREQUENCY: 1340 kHz; 93.3 MHz
POWER: 1kw; 4kw at 398 feet
FORMAT: Country; Gospel

AFTRA

Continued from Page 8

tion will cut performer pay from current levels. Regarding Internet-only spots, Krizman told R&R, "The advertising agencies do not want to grant AFTRA/SAG jurisdiction over Internet-only spots. Commercials that are produced originally for broadcast and then repurposed for Internet use are already covered." Virtually all broadcasters are creating, producing and promoting websites as advertising platforms, either in conjunction with existing traditional programs or as separate revenue streams allied with or cross-promoting other programs.

Celebrity Support And Setbacks

Several high-profile film actors have made substantial contributions to the Strike Relief Fund.

Harrison Ford and Kevin Spacey have each donated \$100,000 for striking workers, and donations have also come from Jay Leno, George Clooney, Britney Spears and 'N Sync. Celebrities have also attended union support rallies and assisted with informational picketing. But some celebrities have crossed the picket lines.

Krizman acknowledged that the unions have suffered "a few defections — mostly athletes." Pro football quarterback Kurt Warner and running back Terrell Davis have filmed commercials in Los Angeles. The NFL Players Association reports that the matter is an individual player's decision, and no adverse action will be taken by the players' union against its members.

The biggest star to cross the picket line was golf superstar Tiger Woods, currently the highest-paid commercial spokesman in the United States.

Woods crossed the picket line to film a General Motors Buick TV commercial in Canada for broadcast during the Olympics. General Colin Powell also crossed the picket line to film a commercial for his private foundation.

Advertisers have moved production of many commercials to Canada. On June 14 Canadian arbitrator Paula Knoph issued a decision that SAG/AFTRA interim agreements that allow commercials to be filmed during the strike are not applicable to either Canadian or American unionized actors working in Canada under the Association of Canadian Television and Radio Artists' national contract with the Canadian Advertising Industry. This decision applies to commercials made in Canada to be aired exclusively in the United States.

Negotiations continue in New York.

SIRIUS

Continued from Page 4

engineers provided an operational and testing overview of Sirius-1 and -2. Sirius-1 continues to perform to specifications, and Sirius-2 is performing as expected during its initial testing phase. Satellite operators expect to complete in-orbit testing by the first half of October.

Sirius is scheduled to begin broadcasting in January 2001 and will begin testing receivers in the marketplace immediately thereafter. A limited number of receivers will be available in the first quarter, and the number will increase throughout 2001.

A company spokeswoman told R&R that there is no news on when Sirius-4 will be remanufactured and delivered. The fourth bird, which cost about \$200 million, was dropped by maker Loral during construction in July and heavily damaged. Loral and Sirius engineers are still inspecting the damage.

The opening presentation also noted that FCC-mandated interoperable receivers are under development to allow consumers to choose their satellite service providers.

XM Unveils Programming, Receiver Deals

At a launch party held Sept. 13 to show off its new studio complex in Washington, DC (see story, Page 4), XM Satellite Radio announced that it had signed on AP All News Radio, Sesame Workshop (from the producers of *Sesame Street*) and two new channels from Black Entertainment Television as programming partners. That's in addition to the four channels BET will already program on XM in association with Radio One. XM also has new manufacturing deals with suppliers to Hyundai, Kia, Toyota and Volkswagen vehicles.

XM

Continued from Page 4

Washington, DC is also home to studios and uplink facilities for XM programming partners AP All News Radio, CNBC, Black Entertainment Television, BBC World Service, USA Today, Radio One, CNN/SI, CNN Financial, C-SPAN Radio and Salem Christian Networks. Also in DC are National Public Radio, NBC, MSNBC, ABC Radio & Television, CBS Radio & Television and FOX Television.



Washington, DC Mayor Anthony Williams (left) and XM Satellite Radio CEO Hugh Panero in the spotlight at XM's Launch Party, held last week at DC's Union Station.

Bahr

Continued from Page 4

became an executive officer in October 1998. His employment with us ended on July 18, 2000.

What happened in between?

When word first seeped out of Rockefeller Center that Bahr had exited, R&R called both parties for this story, and both declined to comment. But R&R has learned that Bahr was apparently forced out for a divergent view of how to market the company to the public.

So why the secrecy? Industry observers point out that Sirius had used Bahr's reputation as a sales tool for Wall Street and so would naturally downplay his departure. According to SEC filings, Bahr exercised his available stock options (and left behind \$6 million that were unexercisable) as he exited the company. Bahr and his family are vacationing and unavailable for comment.

—Walter Starling

WKJL WJZZ WKIX WLZR CIMX WKLX WLZR WMZQ WPGC WRUF WRVA WWDB WWWB WWM CHOM KNIX WCSX WGST WHCN WTPA KTFM KBOS WSSL KSFO WISH KKLK CIMX KLTU WDVE KZLA WZTR KWJJ KWNZ WJZZ

WKJL WJZZ WKIX WLZR CIMX

WKLX WLZR WMZQ WPGC WRUF WRVA

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WESTWOOD ONE



- Citadel's Andrea Scott in the GM Spotlight, Page 16
- Motivating your sales force for greater success, Page 20
- Roger Wimmer's research basics, Page 26



management marketing sales

"There is no such thing as soft sell and hard sell.
There is only smart sell and stupid sell."
— Charles Browder

SALES & MANAGEMENT

MEDIA BUYERS TELL IT LIKE IT IS

■ *Insight on what they want — and don't want — from AEs*

By Pam Baker

Sales & Marketing Editor
pambaker@ronline.com



PAM
BAKER

It's a tough world out there. The sales world, I mean. Most people don't give account executives enough credit for their hard work and efforts. After all, it looks so easy. You schmooze, take a few orders, drive a fancy car — but if it were that easy, I'd be in sales!

I've been fortunate enough to have worked with some of the most creative and innovative AEs in the country, and through the years I've met many respected (and feared) media buyers. When

I was a Marketing Director, I went to several appointments each week with media buyers, clients and agency executives.

With so many similarly formatted stations all aiming for that "client-friendly" demographic of adults 25-54, it takes more than just a warm body to book advertising business. Developing relationships is the key. I've asked several advertising agency executives to share their insight on what makes a good AE, what can jeopardize a buy and how consolidation fits into the picture. I hope you understand what they have to say and ask yourself, "Is there anything I can do to improve my relationships with my media buyers?"

Leslie Mull

**VP/Dir. Of Broadcast Buying
MediaCom Los Angeles**

R&R: *In your opinion, what makes a great radio station account executive?*

LM: Someone with a can-do attitude who makes things happen so it's a win-win for the client and the station. This creative person works hard for the business and delivers on the promise.

R&R: *What is the worst thing an AE can do — or not do? What will prevent their getting a buy?*

LM: The worst thing an account executive can do is to misjudge the marketplace competitively and outprice themselves. That will prevent their getting a buy.

R&R: *From an advertiser's perspective, what are the pros and cons of radio consolidation?*

LM: One of the pros of consolidation is having a point person for many stations who can offer a group deal that includes better efficiencies and greater promotional opportunities. The con of radio consolidation has been the collusion factor. It's widely known that GSMs discuss all pending business weekly, and they collaborate on their approach to best benefit their group. Their collective decisions can range from deciding whether to let an advertiser out of a commitment to how to price.

R&R: *Do you consider nonspot revenue packages for your clients? What elements help sell you into a nontraditional program?*

LM: The great thing about our media staff at MediaCom Los Angeles is that we have an open-door policy for all of our media partners or vendors. We



consider all opportunities, spot and nonspot, for all of our clients. We have a dedicated staff who analyze all opportunities that are presented. And the elements that have "sold" us on nontraditional programs always start with whether or not they meet our client's objectives. If our client needs a suite for a sporting event to entertain customers, that objective becomes a factor in our decision. If our client wants more exposure via off-site events, then that becomes the element that sells us.

Debbi Mizel

**Sr. Media Buyer
GSD&M Advertising/Austin**

R&R: *In your opinion, what makes a great radio station account executive?*

DM: I like the AEs who service my accounts to be accessible and visible. I also like to feel that my account executives are in a partnership with me, that they understand my clients and their needs. A good AE should be able to make decisions and be tenacious. I absolutely love when my salesperson not only comes to me with a problem, but has the solution already mapped out. Also, I need someone who cares about the details of the paperwork and who will follow up after the order is given.

R&R: *What is the worst thing an AE can do — or not do? What will prevent their getting a buy?*

DM: I really hate to be lied to. If I find out that I have not been given accurate information, and my integrity is on the line, I can no longer do business with that person or station.

R&R: *From an advertiser's perspective, what are the pros and cons of radio consolidation?*

DM: One factor that I always keep in mind (even in times of consolidation) is that each station on its own must make its own budget. At the beginning of an avail the groups share information, but as the negotiations get under way, the stations seem to share less and less.

On the positive side of consolidation, the stations come in with some great packages to get greater percentages. With so much consolidation these days, I find that each market handles the way it does business differently. Some show a united front and would rather lose a piece of business than lower their costs. Others will go for it and forget all their friends.

R&R: *Do you consider nonspot revenue packages for your clients? What elements help sell you into a nontraditional program?*

DM: I try to look at the nonspot packages and see not only the media value, but also how they can be used to move product. If I see a lot of added value and exposure that the client would not get with traditional spots, then by all means I would endorse it to my client.

Karen Valenzuela

**Sr. Media Planner/Buyer
Media Impressions/Phoenix**

R&R: *In your opinion, what makes a great radio station account executive?*

KV: The most important thing to me is not to waste my time. That falls under the blanket of understanding



the client and agency, as well as being aggressive with rates the first time out.

R&R: *What is the worst thing an AE can do — or not do? What will prevent their getting a buy?*

KV: Change the demo that the buyer gave the AE with the package to the demo that works best on their particular station. All that does is point out how inefficient and ineffective the station will be in my demo (which goes back to wasting my time).

R&R: *From an advertiser's perspective, what are the pros and cons of radio consolidation?*

KV: I'm not sure there are any pros. At least I haven't seen any. I think the cons are that groups will share confidential information with other stations that may not be appropriate for a particular buy but will still expect to submit rates. Also, being forced to buy groups of stations, regardless of what they are, makes no sense. That has not happened in Phoenix yet, however.

R&R: *Do you consider nonspot revenue packages for your clients? What elements help sell you into a non-traditional program?*

KV: We have never purchased, to my knowledge, a nonspot package. Spots are what the client wants. Spots are what help sell NTR packages to our clients. In addition, they desire turnkey opportunities.

Bob Gavin

**CEO, Gavin & Gavin
Advertising/San Diego**

R&R: *In your opinion, what makes a great radio station account executive?*

BG: Good radio station AEs are proactive, not reactive. They understand that service after the sale is far more important than getting the sale. They understand the value of client care and feeding in terms of promotion and merchandising. Rather than bumping our spots, they bonus our spots. They marry clients of like demos, and they provide leads to agencies on clients that need help.

R&R: *What is the worst thing an AE can do — or not do? What will prevent their getting a buy?*

BG: AEs who go around the agency and talk directly to clients to explain stations' positions can be victims of their own actions. Even if their ads are bought, they can't be trusted.

At our agency buys are based more on both qualitative and quantitative, rather than just quantitative. We think AEs are salespeople, and agencies are orchestrators. Our job is based on strategy, and their job is based on tactics. We appreciate professionalism when radio station reps quietly accept that they didn't get bought without coming back to us with another rationale.

R&R: *From an advertiser's perspective, what are the pros and cons of radio consolidation?*

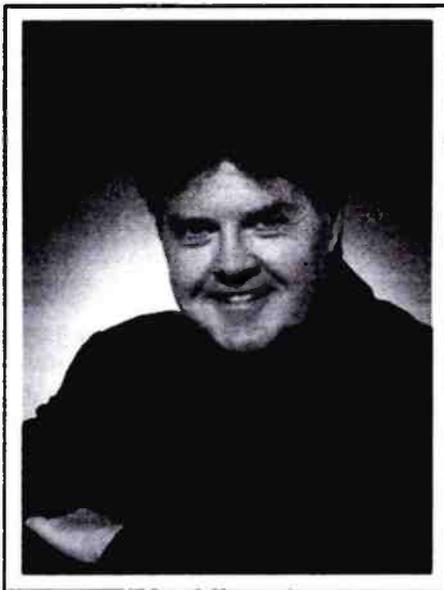
BG: From the positive side, we have been able to marry consolidated stations to work on one giant promotion rather than on many smaller ones. From the negative side, the stations themselves are still trying to figure out how to use all the companies and tools they have. In other words, we've yet to see Clear Channel pitching radio, outdoor, concert promotion and jingle and spot production as a unified option to take all of a client's budget.

R&R: *Do you consider nonspot revenue packages for your clients? What elements help sell you into a non-traditional program?*

BG: We've used NTR packages as a way of playing

Continued on Page 18

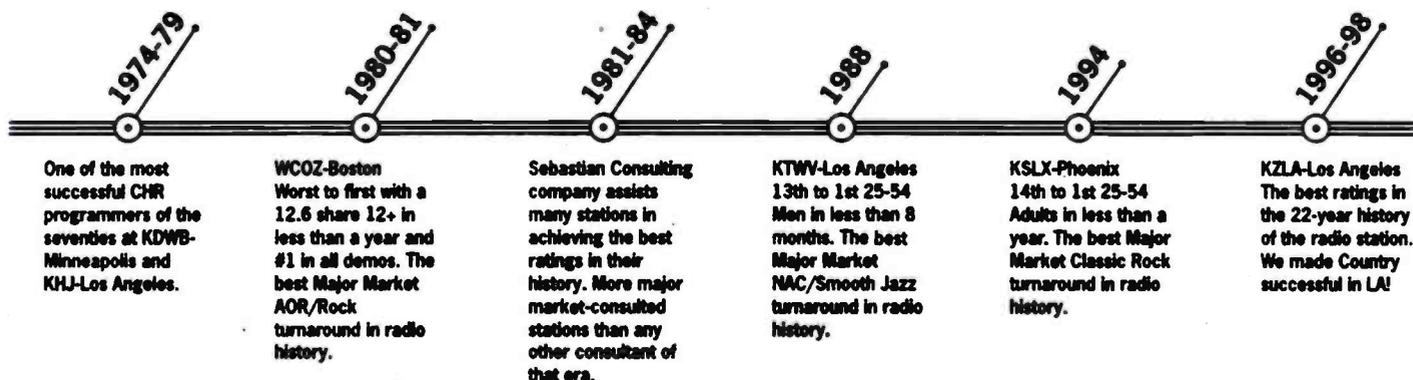
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R&R GM spotlight

ANDREA SCOTT
 VP/Market Manager of Citadel Broadcasting's
 WSKG-AM, WPRO-AM & FM, WWLI-FM, WZRA-FM & WZRI-FM/
 Providence and Citadel Internet Group.



■ Balancing family and career with great success

This week's GM Spotlight honors Citadel Broadcasting/Providence's Andrea Scott. "She is a tremendous leader, a rare combination of great business savvy and people skills," comments a colleague. Another R&R reader adds, "Andrea inspires me to keep on selling and to develop strong relationships with my clients." Congratulations!



able to focus and do a much better job as team members at Citadel. They feel more settled and sure of being able to give all they have when they know they have the freedom to do whatever it takes to care for their families first."

The best words of advice I've ever received were:

"Be someone who is always challenging what you believe to be true. That keeps you excited and always listening to people. Your mind stays open, seeking new information. To stop learning is to stop growing, and if you are not growing, you are stagnant. Life is change, and if you don't accept that, life will be a constant struggle."

You'd be surprised to know that....

"I love getting home at night, throwing on my sweats and walking slowly in my bare feet. (The office joke is that I am always walking fast around the building.)"

I decided to enter the world of broadcasting because:

"I had an extensive sales and training background in real estate and fund-raising and wanted to get into a new industry. A family friend owned some radio stations, and he got me in front of a GM in Seattle. In the interview I told him I loved to sell, I loved change, and I loved music. He hired me to sell, and I never looked back."

First job in broadcasting:

"As an AE for KVI-AM & KPLZ-FM/Seattle."

Career highlights:

"The great people who have mentored me along the way: Fred Schumacher, Alan Box, Dave Pearl-



man and Stu Stanek, just to name a few. And the great people I have had the honor of working with: Keith Clark, Ann Marie Bobin, Phillip Norton, Donna Callahan, Ron St. Pierre — again, just to name a few."

The most challenging aspect of being a GM:

"Holding steady to my belief that my first priority is to make sure the people I work with have an atmosphere they can thrive in and that allows them to have a balanced life. I know that if I hold to that we can deliver the healthiest bottom line to the company."

My most unforgettable moments at a radio station:

"Seeing the pride on someone's face when they have a huge win."

I'm most proud of:

"Being a role model for the idea that doing what you need to do to raise healthy children and taking care of your family come first in the big picture of life. I believe that if people truly feel they are allowed to take care of their families first, they are



The GM Spotlight is selected by your nominations. Acknowledge the GM who made a difference in your career! E-mail nominations to pambaker@rronline.com.



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

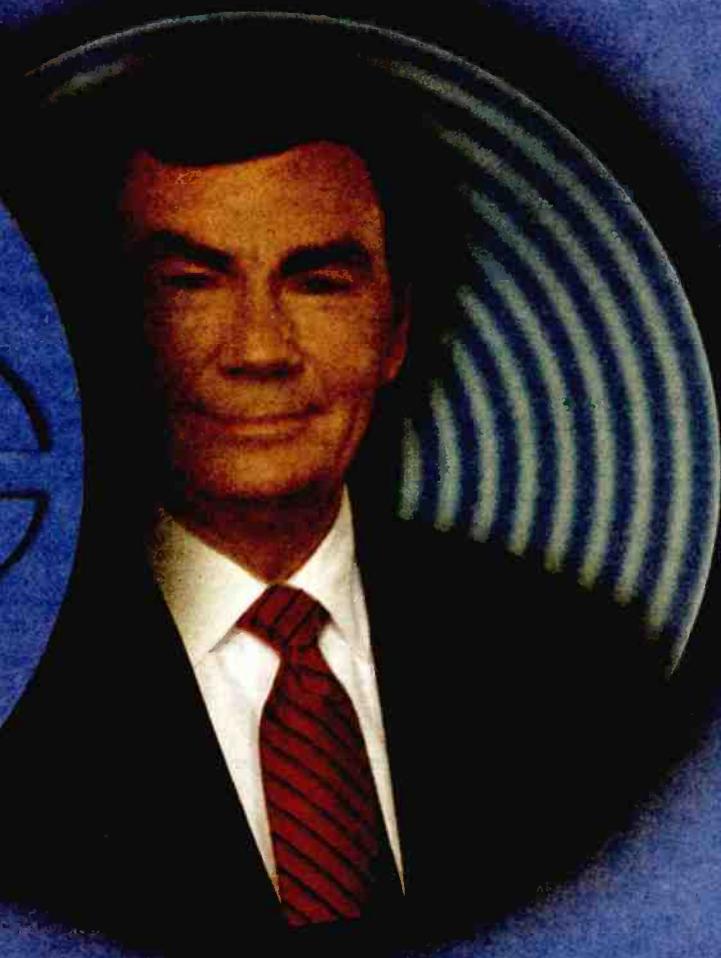
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management marketing sales

SALES & MANAGEMENT

MEDIA BUYERS TELL IT LIKE IT IS

Continued from Page 14

clients' products via off-site events. Primarily, the value of the entertainment property is weighed against the cost vs. our exposure. If we have a client who has strong media funding, we consider NTR. We don't use NTR if we don't have good reach and frequency to start.

Jody Humfreville
VP/Mgr. Of Local Broadcast
Dailey & Associates/West
Hollywood, CA



R&R: In your opinion, what makes a great radio station account executive?

JH: A great AE not only creates a schedule that meets the client's scheduling parameters, but brings value-added and promotions to the buyer within the buyer's deadlines. Follow-through is a major part of a good AE, including posting schedules, making sure the spots air as ordered or upgrading them and staying on top of value-added promotions.

R&R: What is the worst thing an AE can do — or not do? What will prevent their getting a buy?

JH: AEs lose out on buys when they don't follow the client's guidelines for scheduling and costing and miss the buyer's deadlines. An AE's nonperformance history with a buyer can also prevent a buyer from placing more business on that station.

R&R: From an advertiser's perspective, what are the pros and cons of radio consolidation?

JH: So far I have not seen any pros to consolidation. From my perspective, the sharing of information from station to station within a group has taken away a buyer's ability to negotiate.

R&R: Do you consider nonspot revenue packages for your clients? What elements help sell you into a non-traditional program?

JH: Nontraditional radio packages are always considered. We look for ways our clients can receive

more on-air value than the purchase price of a package. This value is based on an agency-generated value, not a station-supplied value that is much more aggressive in pricing promotional mentions.

Randee deMar
Radio Supervisor/Sr. Media
Buyer
Palisades Media/Santa
Monica, CA



R&R: In your opinion, what makes a great radio station account executive?

RD: One who truly seems to enjoy the job and believes in the product. Someone who is friendly and easy to convey information to — who listens. One who is caring of my clients' needs and not just their own commission.

R&R: What is the worst thing an AE can do — or not do? What will prevent their getting a buy?

RD: Laziness. Being passive and avoiding follow-through is annoying. Being too persistent is just as annoying. I guess there is a fine line there.

R&R: From an advertiser's perspective, what are the pros and cons of radio consolidation?

RD: Radio consolidation, fortunately, has not been a huge factor in what I do. Since I mostly work with movie accounts, I am usually buying based on format and playlist. Therefore, I do not look at combos or two-, three- or four-station proposals from one executive.

The biggest con is trying to find which rep firm currently reps a particular station. They seem to change hands so quickly. It is also unfortunate that we are seeing fewer and fewer little guys, family-owned stations. As far as pros, much more money is being pumped into radio. Promotional dollars seemed to have increased.

R&R: Do you consider nonspot revenue packages for your clients? What elements help sell you into a non-traditional program?

RD: I would definitely consider nonspot packages and nontraditional programs. Always looking for new ideas to make our clients stand out. A good AE will keep me informed on movie-related programs, concert tie-ins, ticket giveaways — as long as it makes sense for a particular release.

Risa Buchanan
Sr. Media Buyer/Sports
Specialist
Pro Media/Natick, MA



R&R: In your opinion, what makes a great radio station account executive?

RB: I think the most important trait an AE can have is being a good listener. Also, it is good to have the feeling that an AE will go to bat for you with management to get you what you need, so that you get the feeling that they not only work for the station, but they truly want to see you achieve results for your clients.

R&R: What is the worst thing that an AE can do — or not do? What will prevent their getting a buy?

RB: Not read an avail request, not listen and not follow directions. If you request a promotion or remote with a submission, and you don't get it, they are either not reading what you sent to them or they just don't care enough to do the job completely the first time. If you request billboards, and they don't include them. When an AE doesn't listen, it not only makes more work for me, but for the AE as well.

R&R: From an advertiser's perspective, what are the pros and cons of radio consolidation?

RB: I don't like forced combos, and I feel with consolidation there is more of that than ever. Not so much on a local market level, but definitely on a national basis. It makes collusion legal.

R&R: Do you consider nonspot revenue packages for your clients? What elements help sell you into a non-traditional program?

RB: I do consider them and evaluate each on a client-by-client basis. It really depends on what a client's needs are.

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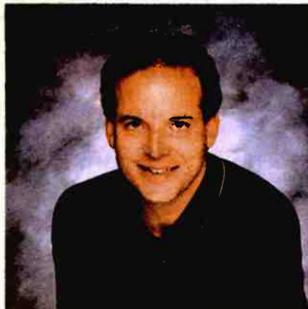
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"I'm glad Paragon is on our team."

David Benjamin, President/CEO Triad Broadcasting

One of the most positive outgrowths from consolidation is a healthier breed of medium and small market station owners. Medium and small market radio is now highly competitive, pitting mega-groups in one corner against smaller operators in the other corner. However, the new breed of surviving local operators are applying the same type of intelligence and fire power that has proved so successful in major markets. By providing research, consulting, marketing and top-flight personnel to their multi-station market clusters, these operators are staking claim to more than their fair share of the local market revenue.

One such group is Triad Broadcasting Company. Triad is operated by radio veteran David Benjamin, who previously headed Community Pacific Broadcasting. David reinvested his gains from consolidation into Triad, and he has acquired or assimilated market clusters in Biloxi, Lincoln, Fargo, Rapid City, and subject to FCC approval, Tallahassee, Savannah and Bluefield, West Virginia. In the past year, Triad has attained ownership of 42 stations, and now ranks as the 14th largest radio group in America in terms of number of stations.



As we have seen in radio very recently, it is not hard to buy stations, but it is a greater challenge to operate them successfully. Triad uses research as a strategic tool in two ways:

- ◆ Paragon conducts market research on the prospective cluster of stations before the purchase is made. This allows Triad to understand the true potential for each station and the steps required to maximize each station's position in the marketplace. In some cases, after the research is in, Triad has walked from purchases in better judgement. In most cases, Triad enters a new market with a game plan and with confidence in their ability to provide a substantial return on investment.
- ◆ Market studies, lifegroup studies and music research are applied to Triad stations to identify the most lucrative combination of formats, and to maximize ratings and revenue market-wide. With this intelligence in hand, and typically consulting and marketing to back it up, Triad stations are quickly entrenching into the radio marketplace for the long haul.

In Biloxi, Triad improved on a five-station cluster that already dominated males in the market. Classic Rocker WXRG gained over one full share point 12+. After reviewing Paragon's research, Regional Manager Steve Fehder, Operations Director Kenny Vest, Program Director Wayne Watkins and DeMers Programming flipped an under-performing AC to a jammin' Oldies format. The format switch nearly tripled the station's ratings. AOR WCPR and CHR The Monkey maintained their forward momentum as well.

David Benjamin adds, "Paragon has proven to be a vital component of our strategic blueprint for Triad. The research they provide, along with the strategic direction they develop for each station and market cluster, has paid early dividends for Triad. I'm glad Paragon is on our team."

If you would like to consider Paragon for your team, please contact me or Paragon's Vice President/Radio, Michael Henderson. Both of us can be reached at the number below or via email. We look forward to hearing from you!

Mike Henderson, Larry Johnson, and I will be in San Francisco for the NAB Radio Show and the Gavin Convention. If you'd like to discuss how Paragon can help you refine your strategic and tactical plans, please give us a call to schedule a confidential meeting.

Sincerely,

Mike Henry
Managing Partner



Michael Henderson
Vice President/Radio
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SALES

MOTIVATING YOUR SALES FORCE FOR GREATER SUCCESS

By Linda Madonna As a sales professional, you already know that motivation is one of the most crucial characteristics of a successful salesperson. In fact, it is the one constant for success that transcends all other areas. Everyone who ever achieves a goal — whether it's meeting a business objective or overcoming a personal hurdle — first begins with a vision that motivates them to succeed.

If you are a sales manager, one of your primary roles is motivating your sales team and helping them develop that vision. When speaking to your sellers, keep in mind that true motivation is driven by a specific passion, purpose or desired accomplishment. Achieving a given salary or lifestyle is merely the result of that accomplishment and is not, for most people, a sufficient catalyst for long-term motivation.

With this in mind, the following suggestions should help build true motivation among your sales team.

Set mutually agreeable goals. As a manager, you should help develop specific goals for your individual sellers that are challenging but achievable. Overly ambitious or unrealistic goals only serve to demoralize sellers. While you may have mandated objectives for your staff that are quite aggressive, from a motivational standpoint it is better to tackle those objectives in steps. You can, and should, always adjust a seller's goals as he or she progresses. That will encourage individual growth.

In addition, it is important to check in with your sellers at predetermined intervals to review their progress toward their goals. It's often a motivational boost for a seller to see just how much he or she accomplished from one period to the next.

Encourage empowerment. While "empowerment" may be an overused term, the concept behind it is as important as ever. Shifting from a controlling leadership style to a motivating leadership style encourages sellers to take responsibility and exercise leadership.

Management style is often dependent upon a company's overall culture as demonstrated in its

policies, practices and priorities. If a company guides rather than controls its employees toward their goals, offers the opportunity for continuing growth and fosters

the desire to learn, the result will be a self-motivated team who assume responsibility for their tasks without supervision. In these companies, employees trust management and management trusts employees.

Provide learning opportunities. There need to be opportunities for growth, or motivation dies. Few sellers will retain long-term motivation if they feel their opportunities to learn and grow have been exhausted. For this reason, an ongoing training program is vital to maintaining motivation. Since a company's greatest asset is its people, training should be considered a necessary investment, not an optional cost.

Be a positive role model. Negativity is poison to motivation. As your team's leader, the positive attitude starts with you. A salesperson can't afford to give negative signs to clients or buyers, and you can't afford to give negative signs to your sales staff. Remember that such negative emotions as anger, fear and pessimism come out in a variety of ways — sharp responses, voice inflections, a scowl, gritted teeth, negative body language or passive-aggressive behavior. When speaking with your staff, be aware of any signals you may be inadvertently sending.

So how do you keep positive and motivated as a manager? Occasional bouts of negative emotions when faced with the demands of a highly stressful position are perfectly natural. To get back on track, experts suggest that you read positive books, associate with people who give you energy, exercise, say a daily affirmation and give away your positive energy freely — the more you give, the more you get.

Finally, as always, should you need additional help in motivating your employees or additional help handling your own struggles with motivation, contact your employee assistance program or another professional counselor.

Linda Madonna, CSW is director of Corporate Family Network, a New York-based independent Employee Assistance Provider specializing in the media and advertising industries. She can be reached at 212-309-9361.

\$SALES TIP of the WEEK

Ric Flores
VP/Sales
Hiwire/Los Angeles



One chance. All sellers know that they will rarely get more than one chance to convince a client of their product's benefits and the need to buy it from them. If the seller has an unconvincing pitch, either on the phone or in person, subsequent attempts will be even more difficult as the client's perception — "I don't need the product" — becomes reality.

Likewise, when existing relationships become strong (a problem every seller craves), it often becomes more difficult to sell. It is easier to rely on the relationship and forget the basics of selling, such as positioning your product and educating the client on the market.

Transitioning from traditional radio sales to Internet radio sales with Hiwire has been a refreshing reminder of the need to focus on the basics. In a new medium, where both excitement and client skepticism exist, proper preparation and solid presentations are paramount.

It begins on the phone. An introductory call is successful when you are granted the opportunity to make a presentation to the clients who can make a decision and move the selling process forward. To that end, sellers should be able to state their products' benefits and values in two to three sentences and no more than 45 seconds. If your statement is longer than that, you risk confusing, boring or irritating the client.

Also, make sure your information points are clear and concise: who you are, who you represent and what value you can deliver for the client. Once again, your value proposition and positioning statement, while brief, are critical to success. Naturally, the ability to extract information regarding a client's needs and objectives will enhance future meetings. But without superior value statements, those meetings may never happen.

In the area of streaming media, for example, planners and account executives are eager to learn about the ways technology can help their clients maximize marketing dollars. When an advertiser can be certain that 100% of its ad budget is being spent on reaching its target audience and that it will pay only for commercials that are successfully delivered — that's an opportunity every ad executive wants to hear about.

Clearly define the value you bring to advertisers, and you will have better luck in getting to meet with people who are more concerned with results than with costs per point.

Contact Ric Flores at rflores@hiwire.com.

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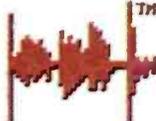
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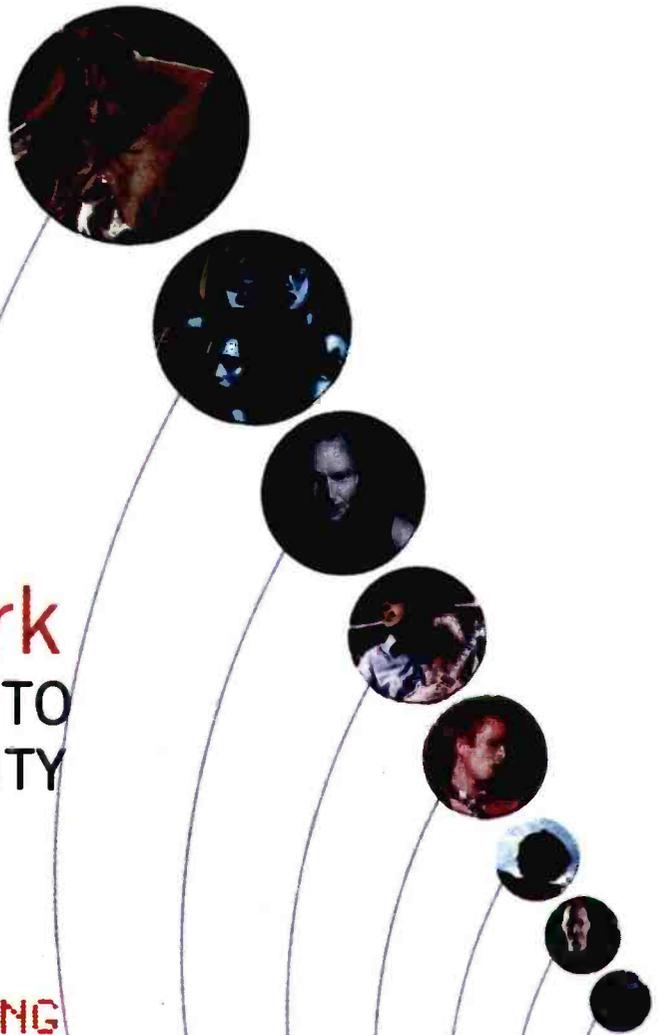
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SALES

CULTURE CLASHES AND COST-CUTTING: THE PERILS OF ACQUISITIONS

By Dick Kazan

Are you part of a business that's being expanded by acquisition? Acquisitions are red-hot, especially in radio, and the acquiring company often declares the deal a great benefit to everyone involved. But is it? A study conducted by consulting group KPMG of the 700 largest corporate mergers concluded between 1996 and 1998 showed that within a year only 17% of those mergers had increased the buyers' shareholder value.

So what goes wrong? Overpayment for the acquired property, clashing corporate cultures, ill-defined responsibilities and ego battles are common culprits. To justify the purchase price, the buyer often slashes costs by firing "redundant" workers, claiming that will build profits. Of course, the remaining employees realize they're also expendable, so morale plummets, resumes circulate, and customers are poorly served.

To learn from someone who has conducted a number of successful corporate acquisitions, I spoke with Jim Swartwout, who is Chairman, President & CEO of Summa Industries, a publicly held plastics company. Started virtually from scratch seven years ago, Summa has bought nine companies and now employs over 1,000 people. It has 11 plants across the country and generates \$120 million in annual sales and \$7 million in profits.

What does Swartwout advise when it comes time to think about acquiring another company? "Have a clearly defined reason for the acquisition. Then, as you get involved, be sure the acquisition will accomplish what you need it to. If it won't, politely withdraw. We look for successful companies to acquire, and we don't tear them apart. We preserve their cultures, and they remain substantially as they were — which is what made them successful in the first place.

"Before the acquisition we talk through all the details and get to know the people. We ask them, 'How can we help you continue to succeed?' We're

very sensitive to the impact of change on people so we make as few changes as possible. For the changes that we do make, we candidly communicate the reasons. We don't slash employees, cut compensation or close plants. We never take anything away from employees. We always give them something extra, such as more benefits or liquidity for their stock or a profit-sharing program."

So what does Swartwout himself do during an acquisition? "I take a leadership role in the negotiation, in building the relationship with the seller and in arranging the financing. Then we have a welcome meeting in which I and others from my company sit with the people at the new company and answer their questions while laying out how we see the future. Listening is three-quarters of effective communication. A handful of managers can't issue a series of edicts. You really have to involve everyone and include their ideas on what needs to be done.

"We also meet with customers to discuss the pending transaction and assure them of our commitment to support them. In general, customers are happy that their vendor is becoming part of a larger organization because there will be more resources to serve them."

Swartwout also has a cautionary tip. "A mistake people often make is allowing the acquiring company to take on an air of superiority, almost creating a class system. You must prevent that from happening. The instant you do a deal, the people in the acquired company have to be treated exactly the same as the employees you already have. The value of a company is substantially the value of its employees. If you pay for it, you better darn well keep it."

Dick Kazan is an entrepreneur who founded one of the largest computer leasing corporations in the United States and is a successful real estate investor. E-mail your comments or questions to him at rkazan@ix.netcom.com.



RADIO GETS RESULTS

SUCCESS STORIES FROM THE RAB

LOSING WEIGHT, GAINING PROFITS

The following Radio Gets Results success story is an excerpt from a case history presented in the RAB October 2000 Monthly Sales and Marketing Kit, exclusively for RAB members. For more information or to receive a full copy of the story, contact the RAB at 800-232-3131, or e-mail jdavis@rab.com.

Category: Diet and Weight Loss

Market: National

Submitted By: California Creative Enterprises

Client: Metabolife 356

Situation: Amid the vast sea of weight-loss products, with their tarnished credibility among consumers, a company deciding to market yet another one might seem a little crazy. Then again, not all products are Metabolife 356, not all marketers are California Creative Enterprises, and not all media are like radio. With a product that actually works and a creative radio strategy, Metabolife has answered any questions about its sanity and become one of radio's biggest success stories.

Objective: Metabolife 356 needed to overcome major misconceptions about weight-loss products.

Campaign: Few advertisers have capitalized on radio's strength — its unique relationship to the consumer — as fully as Metabolife and its agency, California Creative Enterprises. With guidance from California Creative President/CEO Stephen Horn, Metabolife started its campaign with the people listeners most know and trust, the air personalities. Horn explains, "It was imperative that the air personality be behind the product 100% before he or she ever hit the air. We developed a personal relationship with every jock at every station and integrated our system one station at a time." The California Creative team works with each station on an ongoing basis to maximize results. The commercials were initially oriented toward direct response, but as Metabolife grew, independent distributors opened retail outlets all over the country.

Results: Anyone who has been to a mall recently can tell you they've seen a Metabolife 356 kiosk. Once a small, obscure company, Metabolife has increased its sales by 3,000% in just four years. As Horn says, "Metabolife 356 is No. 1 in the world because it is a phenomenal product and because there are a heck of a lot of talented jocks on the air. We simply put the two together on an unprecedented scale. We still spend as much time working with air talent as we do buying schedules."

Instant Background — Dieting: Forty percent of respondents to an early-2000 Maritz Poll said that they had tried to lose weight during the previous year, including 47% of women and 33% of men. Sixty-nine percent of those who tried to lose weight did so by eating right, watching calories or watching fat. (Maritz Research, 2000)

A 2000 study by Marketdata Enterprises determined that about 51 million Americans actively dieted in 1999, up from 45 million in 1996-98. (Marketdata Enterprises, 2000)

BACKLOADING IS BEAUTIFUL

Strategically placing your TV buys this fall

By Rick DePaoli

The television shows airing between the Nov. 7 presidential election and Dec. 13 could be the most-watched television of the regular fall season.

When Nielsen announced that its fall TV ratings would not begin until after the Olympics on NBC are over, the networks started shifting their premieres. Some new shows will be popping up in September, but October will hold the most season premieres for the Big Four networks.

The late start on the TV season is good news for radio stations whose budgets hadn't been approved before September. The prime-time interruptions on NBC and FOX after TV ratings begin will be mostly inconsequential. ABC and CBS have ample network

programming to provide large reach with regular prime-time entertainment. Plus, NBC will keep baseball out of its sacred Thursday lineup. For frequency, the daily shows — news, early morning and fringe — will remain intact on most days during the September-October sports window. The war for top-of-mind-awareness is won in these high-frequency areas.

Of course, some radio stations see the strategic value of building reach and frequency inside the Olympics and baseball. It's not a bad idea if your listeners can be found there — and if you can afford it.

If you visit www.bmg-media.com and click on "TV Specials for Radio," you'll see the string of special events that affect this fall's regular TV season. This information can guide you to a more effective fall 2000 backload.

Below are some of the key events.

Olympics	NBC	Sept. 15-Oct. 1
American League Series	NBC	Oct. 2-18
National League Series	FOX	Oct. 4-19
World Series	FOX	Oct. 21-29 (7 games)
Week Prior to Elections	All	Oct. 30-Nov. 5 (Hiatus)
Election Day	All	Nov. 7

Normally, in a nonelection year, the week of Oct. 30 would be a great place to begin backloading. But when it's the week before elections, it should be a hiatus week. Let the politicians go at it. Anything you place there is in danger of pre-emption. A losing candidate will pay the price to take your key spot away from you, thereby deflating the effect on diarykeepers that week.

There are three major reasons why the last six weeks of the Arbitron are cleared for promoting on TV. First, with the Olympics, baseball and election events out of the way, all the networks will regain their rhythm of weekly prime-time entertainment. Second, November sweeps means fresh prime-time entertainment. And third, fresh prime-time entertainment means more diarykeepers are watching TV.

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■ Powerful commercial messages deliver payoffs for you and your client

By Dan O'Day You've all been there. Your client is complaining because he's not getting any response from his advertising. Help! One of the problems may be the commercial copy. So what's an AE to do? Of course, the first thing to do is discuss the problem with your manager. But learning how to create better, more effective commercial copy will make you stand out from other AEs, and, ultimately, it will help your clients get better results. Remember: The better the response rate, the better the chance of keeping your client happy — and consistently spending money on your radio station!

Each month R&R features Dan O'Day's Commercial Copy Makeover. I encourage you to make copies of these makeovers for your entire sales and production teams. If you'd like Dan to make over one of your clients' ads, go to his website at www.danoday.com.

DAN O'DAY'S MAKEOVER

Mike Cook of Cook Creative Copywriting in Eau Claire, WI sent me this 60-second commercial for London Appliances to critique. I have numbered each voice's lines to assist in analysis.

A: Announcer
 H: Holmes (British accent)
 W: Watson (British accent)
Very dramatic read (as if it were a play).
 Music: A plaintive violin theme (something Holmes would play).
 1A: Holmes and Watson for London Appliances in Atwater.
 1W: It was a rainy summer morning when I was awakened by a tugging at my shoulder. It was Holmes.
 1H: Quick, Watson, the grill is still warm!
 2W: Ten minutes later we found ourselves in the kitchen of Professor Gourmet, the famous French cooking instructor.
 2H: Look on the table, Watson! What do you see?
 3W: Well, it appears there's been a cookout. I see the remains of hamburgers, ribs, steaks ... Nothing out of the ordinary, Holmes.
 3H: Think, Watson, think! It's been raining for days! How could Professor Gourmet have a cookout in this weather?
 4W: Well, Holmes, perhaps he had a cook-in.
 4H: Precisely, Watson! And here's the culprit: a Maytag Styleline Grill range!
 5W: Good heavens!
 5H: Yes, the Maytag Styleline Grill range ... one of the best-designed, best-looking ranges ever made by Maytag ... offering all of the flavor of outdoor cooking without

leaving the comfort of your kitchen!

6W: And look at these features, Holmes! An electric clock with timer ... a self-cleaning, radiant-heat oven with light ... and a variety of optional cook top accessories to offer more versatility and convenience!

6H: The mystery is solved!

2A: Maytag Styleline Grill ranges from London Appliances ... on London Road, next to the Grocery Outlet in Atwater.

DAN'S NOTES

At 220 words, this script is too wordy to deliver in the required "very dramatic read." I timed it at 70 seconds without pausing for maximum effectiveness. Remember, the rule of thumb is three words per second for a conversational delivery.

Here's my line-by-line analysis.

Line 1A: Delete "in Atwater." You'll still be able to end the commercial with the retail location while beginning and ending it with the store name.

1W: Sorry, no time for this. Luckily, this intro is easy to cut; it's completely irrelevant to the story line. In a "story" commercial you begin with the story itself — you can't spend nine seconds establishing a milieu. Line 1A instantly tells the listener what is being parodied.

W2: It doesn't matter that we're in "Professor Gourmet's" kitchen, so jettison this line and the other reference to the professor and save another five seconds.

1H: With this line the writer is paying tribute to the customary "Quick, Watson! The game is afoot!" We don't have time for a literary allusion, but we can rewrite this line to begin the scene. Or if we begin with 1A and jump to 2H, we quickly indicate the Holmes-Watson sendup, then jump to the scene of the crime.

5H: By removing "by Maytag" we simultaneously save a second and strengthen the praise of the range by comparing it not just to other Maytag models, but to the models of all other manufacturers. Because the terms of the praise are totally subjective (best-designed, best-looking), it's safe, at least in the U.S., to use these comparisons to other brands without hard proof. I'm also deleting a single word to smooth out the delivery.

6W: I'm adding a single word, "even," to strengthen the impact of the features.

DAN'S REVISED COPY

A: London Appliances presents Holmes and Watson in The Case of the Rainy-Day Cookout.

H: You will note, Watson, that the grill is still warm!

W: Is that so unusual?

H: Look on the table, Watson! What do you see?

W: Well, it appears there's been a cookout. I see the remains of hamburgers, ribs, steaks ... Nothing out of the ordinary,

Holmes.

H: Think, Watson, think! It's been raining for days! How could he have a cookout in this weather?

W: Well, Holmes, perhaps he had a cook-in.

H: Precisely, Watson! And here's the culprit: a Maytag Styleline Grill range!

W: Good heavens!

H: Yes, the Maytag Styleline Grill range ... one of the best-designed, best-looking ranges ever made ... offering all the flavor of outdoor cooking without leaving the comfort of your kitchen!

W: And look at these features, Holmes! An electric clock with timer ... a self-cleaning, radiant-heat oven with light ... and a variety of optional cook-top accessories to offer even more versatility and convenience!

H: The mystery is solved!

A: Maytag Styleline Grill ranges from London Appliances ... on London Road, next to the Grocery Outlet in Atwater.

Word count: 180

Not a bad commercial. Although Holmes and Watson have absolutely nothing to do with an indoor grill, the connection to London in the store's name provides a slim excuse. In my revision I tried to jump right into the "mystery" without wasting time on the setup.

I'll bet the client liked the Holmes and Watson spot, which is part of the problem. Because this client calls out not for parody, but for a straight-ahead delivery of a unique selling proposition. The client has a sales message that's easy to understand. Why not just tell it?

Announcer: Let's face it. Food tastes better when it's cooked over a grill. Of course, this time of year in Wisconsin the weather doesn't exactly lend itself to cookouts. But London Appliances in Atwater has the solution: The Maytag Styleline Grill range. It's one of the best-designed, best-looking ranges ever made. And it gives you all the flavor of outdoor cooking without your having to leave the comfort of your kitchen. It's even self-cleaning. Stop by London Appliances in Atwater today and see for yourself. And the next time it rains, you can have an indoor cookout!

The above reads comfortably at 30 seconds. Yes, I realize that someone will read it and object to my saying "in Wisconsin." Yes, the listeners know where they are. But that statement is designed to establish credibility, as well as to "pace and lead" (as I discuss in my Hypnotic Radio Advertising seminar).

This column is excerpted from The Dan O'Day Radio Advertising Letter. For your free e-mail subscription, send your request to danoday@danoday.com with "R&R; Ad Request" in the subject line of your e-mail. Or subscribe online at www.danoday.com.



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WHAT DO YOU REALLY KNOW ABOUT RESEARCH?

■ *A research expert explains the basics*

By Roger Wimmer Most of the radio people who ask me questions about research fall into one of three basic groups.



ROGER WIMMER

1. Those who know nothing about research, admit it and are willing to learn.

2. Those who think they know a lot about research but don't. Most of their information is based on myths, inaccuracies and urban legends.

3. Those who know a fair amount about research.

My guess is that there are probably an equal number of people in each category. However, what

I find is that the people in the second group are the most argumentative and the least likely to accept the realities of research.

OPINIONS MEAN NOTHING

However, it's the people in the second group who are most often responsible for creating problems with both research design and research use. When asked their opinion about research, these people usually begin their reply with, "Well, it seems like...." That "it seems like" is the problem because it means that person's comment will be based on opinion, not fact. And opinions mean nothing when it comes to research.

The people in the second group have all the answers about every element of research — its uses, the advantages and disadvantages of research methodologies, sampling procedures, screener and questionnaire design, data analysis, univariate and multivariate statistics and interpretation of results. But I have found that most of the answers from these people are wrong.

RELIABILITY AND VALIDITY

When people talk about research, they usually use two terms: reliability and validity. These terms are often thrown around loosely, and most people don't really know what they mean.

Reliability in research refers to whether a research study or methodology produces consistent results (not the same, but consistent). For example, if you conduct music tests with your listeners using a one-seven ratings scale, and the tests consistently tell you which songs the respondents like and which they don't, then your method is reliable. If you get results that bounce all over the place from one study to the next, your method may be unreliable. (Although there may be other causes for differences in song scores.)

There are two types of research validity — internal and external. *Internal validity* refers to whether you are measuring what you think you are measuring. For example, if you conduct a music test to gather respondents' ratings of songs you play for them, but after further investigation you find that the test actually collects respondents' ratings of music tempo, then your method is invalid.

External validity refers to whether your research results can be generalized to respondents outside your sample. If you conduct a research study and find that your results relate only to your sample and to no one else, then you have a problem with external validity. The goal of most research is to select a sample of people from a population, conduct a research study, then generalize the results to the population. If you can't do that, your research will have limited usefulness.

I realize that there are many new and perhaps strange-sounding terms in this discussion, but you need to learn these things to get a better understanding of research. Learning the language of research is a significant step toward understanding what research can and cannot do.

The information in this article draws heavily on *Mass Media Research: An Introduction*, Sixth Edition (Wadsworth Publishing Company, 2000), a college textbook I wrote with Joe Dominick.

INTERNAL VALIDITY

Conducting research involves control over the situation. If researchers don't control the entire process, there is no way to know if the results are real or have been affected by unknown factors. The example I used earlier about music tests relates here. You must be sure that your music test actually collects respondents' perceptions of songs they hear — and nothing else.

The variables that create possible, plausible, but incorrect explanations are called *artifacts*, also known as *extraneous variables* or *confounding variables*. The presence of one or more artifacts in a research study indicates a lack of internal validity. That is, the study failed to investigate what it was supposed to investigate.

Artifacts in research can arise in many ways. Some of the artifacts that can affect a study include:

1. *History*. Events that happen during a study may affect respondents' attitudes, opinions and behavior. For example, let's assume you conduct callout research for your currents, and it takes two weeks to collect the data. Many things can happen between the first day of callout and the last that may affect your scores. For example, an artist may be featured on TV — or arrested for drug possession. When a respondent listens to and rates your hooks may affect that person's ratings.

When people talk about research, they usually use two terms: reliability and validity. These terms are often thrown around loosely, and most people don't really know what they mean.

History can affect telephone perceptual studies in the same way. That's why it's important to collect responses as quickly as possible. If the data-collection process takes a long time — longer than two weeks — then the re-

spondents should be coded in reference to when they participated in the survey. Column headings in tables can be used to separate the respondents according to when they participated. The point to keep in mind is that the potential to confound a study increases as the time increases between when the first and that last respondents are tested.

2. *Maturation*. A respondent's biological and psychological characteristics change during the course of a study. Even getting tired or hungry may influence how a person responds in a research study. A good example is when a research company tests 600

But a sampling problem I see frequently in both radio and non-radio research is with clients that demand unrealistic samples. That is, their screening requirements make it almost impossible to find qualified respondents.

or more songs in a single session. It's often easy to spot respondents who have become bored with the testing process, which may affect their scores.

Maturation is also a factor in focus groups. If the moderator does not conduct the group properly, respondents will often display signs of boredom or anxiety. In those cases their responses may not be legitimate.

3. *Testing*. Testing itself may be an artifact. Although not used frequently in radio, research using pretests and post-tests can cause problems. A pretest may sensitize subjects to the material and improve their post-test scores.

For example, suppose you select a sample of your listeners and give them a test that asks them questions about your radio station. You then show the respondents a few TV spots to find out if the spots are effective in communicating information about your radio station. After they've viewed the TV spots, you give the respondents the same test they took before seeing the spots.

Let's say that the test results show that the TV spots do increase your listeners' knowledge of your radio station. But that may not be the case. It may be that the respondents learned how to answer the questions when they first took the test, and the TV spots had nothing to do with the increase in understanding of your radio station.

4. *Instrumentation*. This is also known as *instrument decay*, and it refers to the deterioration of research instruments or methods during a study. Equipment may wear out, hooks may be prepared differently at the

Continued on Page 28



An Argument Against Simplicity.

The web-based RFP. Buying and selling media is not a simple process. It is full of nuance, improvisation and change. To be the market leader in developing a truly functional media e-marketplace, we had to understand the need for complexity. So when we created a web-based Request For Proposal, we resisted technology's urge to oversimplify. We preserved the inherent richness and depth of the process. All with real technology, no vaporware. In fact, we're the only site today where you can buy media, from the RFP through negotiation to the invoice, without ever leaving the Internet. It's exactly how you buy and sell media now. Only better.



The media e-marketplace that works today.
www.onemediaplace.com

www.americanradiohistory.com

WHAT DO YOU REALLY KNOW ABOUT RESEARCH?

Continued from Page 26

beginning and the end of a test, and respondents may become more casual about recording their responses.

Another example of instrument decay is in perceptual studies, whether conducted by phone, on the Internet or in other ways. To be most useful, a questionnaire must be uniform in its approach. You can encounter instrument decay in perceptual research if your questionnaire uses a variety of ratings scales, if it includes ambiguous, misleading or double-barreled questions or for many other reasons. The design of a questionnaire is important, and it's not as easy as many people think.

5. *Statistical regression.* This artifact may be present in a variety of ways. It refers to the fact that items, concepts or anything else that is rated either very highly or very low tends to go toward the mean, or average, of the group of items when the test or measurement is conducted again. This is evident in music tests, where a high-scoring song in one test may be rated lower (closer to the mean) in another test. This "regression toward the mean" phenomenon has recently been introduced into the analysis of stocks. It is now common to hear stock market analysts discuss the idea that leading stocks tend to fall toward the mean while underperforming stocks tend to rise — unless there are other circumstances affecting those stocks.

Some respondents don't want to appear uninformed or "dumb," so they provide answers they think the researcher wants.

6. *Experimental mortality.* While any research project faces the possibility that subjects will drop out for one reason or another, the problem is compounded in long-term (that is, longitudinal, panel or tracking) studies. This artifact will become more important in radio research as more radio stations use tracking studies and panel studies on their websites.

If you plan to follow the same respondents for any length of time, you must consider that some people will drop out of your study. If you want to track 100 listeners, you'll have to recruit 120 or more at the start of the study.

7. *Sample selection.* The type of people included in a research project is, obviously, very important. In most cases it is necessary to ensure that the respondents are homogenous, or similar, in many respects. For example, it wouldn't be very wise to include people who prefer hard rock music in a music test for a soft AC radio station — unless there was a specific reason you wanted their responses. Screeners for music tests and focus groups and screener questions for telephone studies are usually designed to ensure that the sample is somewhat homogeneous.

But a sampling problem I see frequently in both radio and nonradio research is with clients that de-

mand unrealistic samples. That is, their screening requirements make it almost impossible to find qualified respondents. For example, a PD or consultant asks for females 25-29 who are P1s to WKRP, listen to WKRP's morning show, come WXYZ's morning show, select a specific music montage, participate in contests and listen to the radio at least four hours a day. And so on. These multilevel screeners define very small populations. Then the clients get upset when the research company can't find qualified respondents.

Remember, you limit your potential sample with every requirement you include in your screener or questionnaire. What you don't want to do is screen yourself out of an audience. If you make changes in your radio station based on the results of unrealistic samples, you'll surely fade away in the ratings. Radio is a *mass* medium, not a medium designed to entertain a handful of people.

8. *Demand characteristics.* This term relates to a respondent's reactions to a testing or data-collection situation; it's also referred to as *prestige bias*. A respondent's awareness of the testing or data-collection procedure may influence how that person responds to questions. For example, it is known that some respondents who recognize the purpose of a study will produce only "good" data for the researchers. Some respondents don't want to appear uninformed or "dumb," so they provide answers they think the researcher wants. The research situation "demands" answers, and the respondents provide them.

9. *Experimenter bias.* Researchers can, knowingly or unknowingly, influence the results of a project with mistakes in observation, data recording, math computations and interpretation. Focus group moderators are particularly apt to influence the responses of the people in the group. One way to identify a good moderator is to see how the person reacts to respondents' comments. Good moderators are always neutral in their reactions — nothing affects them.

Bias can also enter into a research project if the researcher is influenced by a client who wants the study to produce particular results. This does happen. The best thing a researcher can do is ask the client not to discuss the intent of a research project beyond the information needed to design the study and collect the data.

10. *Evaluation apprehension.* This term refers to the fact that respondents are usually afraid or hesitant about being measured or tested. It is important for a researcher to do everything possible to ensure that respondents are comfortable with the situation and are not afraid to answer truthfully. Sometimes this isn't easy to do.

11. *Causal time order.* The organization of a research project may affect respondents' answers and interpretation of the data. For example, in a focus group to test various types of direct mail, the respondents' answers may be different if they are first shown several direct-mail pieces and asked to rate them than if they discuss the good and bad points about direct mail before they rate sample pieces.

12. *Diffusion or imitation of treatments.* In situations where respondents participate at different times during one day or over several days or where groups of respondents are studied one after another, respondents may have the opportunity to discuss the project with someone else and contaminate the research project. This is a

special problem with focus groups when one group leaves the focus room at the same time a new group is entering.

These are some of the main factors that affect internal validity. As you can see, designing and conducting a research project isn't as simple as asking a few people some questions and then trying to figure out what they said.

Keep in mind that all scientific research is subject to error. It is better to know this and attempt to reduce error than to be ignorant or conceal the errors.

EXTERNAL VALIDITY

External validity refers to how well the results of a study can be generalized to the population from which the sample was selected. In other words, a study that lacks external validity cannot be projected to other situations; it is valid only for the sample tested. Results from a music test with 100 respondents wouldn't be very useful if the results couldn't be generalized to other listeners.

Conducting research involves control over the situation. If researchers don't control the entire process, there is no way to know if the results are real or have been affected by unknown factors.

There are three primary ways to help ensure external validity:

- Use random samples.
- Use heterogeneous samples.
- Select a sample that is representative of the group to which the results will be generalized.
- Repeat the study several times.

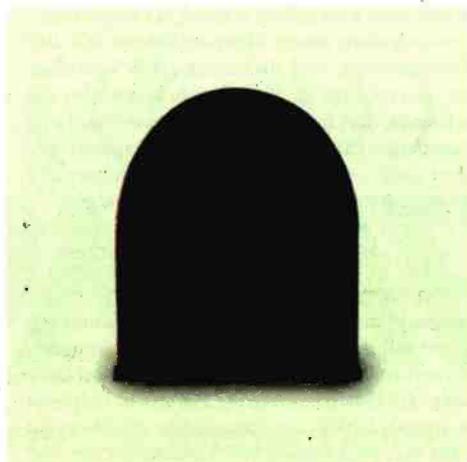
You should consider external validity in every phase of your research project, from the initial discussions to the presentation of the results. Always ask yourself something like, "Can I generalize these results beyond the sample?" If your answer is no, then you need to redesign the project.

SUMMARY

As I mentioned at the beginning of this article, research involves the understanding of many things in order to ensure that studies are valid and reliable. There are many items to consider in project design, screener and questionnaire development, sampling, data collection and data analysis. If you don't understand something about research ask. Don't just rely on someone who says, "It seems like...." Ask for facts, not opinions.

Roger Wimmer is co-founder and President/CEO of Wimmer-Hudson Research & Development LLC in Denver, a full-service research company specializing in audience and programming research for the mass media, as well as Internet-related research. He can be reached at 303-914-9623 or via the Wimmer-Hudson website at www.wimmer-hudson.com.

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TOP 10 PROGRAMMING PRIORITIES FOR THE FALL ARBITRON

By John Lund There was little time to vacation this summer. With the release of the spring Arbitron in July and August, stations are evaluating and planning for the fall. John Lund provides the following system of analysis to help you stimulate station growth this fall and throughout next year.

1. KNOW WHERE YOU ARE

Scrutinize the marketing and programming specifics of your station and its competitors. To plan for fall, analyze what really happened in the spring. Evaluate the past Arbitron with software or from the book itself. Compare trends, and gauge the effectiveness of external marketing on your cume growth. Do research to discover what listeners really want from the station, and stay in touch with listener needs and perceptions.

2. SET GOALS

Attain a large cume who listen a lot. Prepare for fall. Get input from staff and management. Surround yourself with a team of people who are creative, positive, full of energy, dedicated to working for a winner and not satisfied to be in second place. Set goals like these, then go for it.

3. RALLY THE STAFF

Get consensus and commitment on the station's goals. Discuss the mission and tactics, and involve each staff member in carrying out the battle plan. Focus everyone's energy on owning the market.

4. NARROWCAST

Concentrate on those most passionate about the station, and superserve that P1 core. Use database and e-mail marketing to research your P1s' needs and increase their TSL. P1s provide the bulk of any station's AQH, so serve those loyal listeners well. Being the sole provider of the "—est" format (see Page 33) results in passionate ownership. A station with a loyal core can rack up long TSL and win big quarter-hour shares, even with a smaller cume.

5. THE MUSIC

Make the music familiar for the target audience, and own the music position with core listeners. Carefully hone the music software and rotations. Hand-edit the music logs daily. Play the best current songs each week, and avoid too many unknown singers. Program brand-name artists within rotation rules, and make artist familiarity a criteria for selecting music and adjusting categories. Remember, music is the reason listeners come to FM. Also, the air talent need to sound credible by talking about the artists and illustrating a shared passion for the music.

6. THE MORNING SHOW

Make the morning show the talk of the town, and be sure it's user-friendly. Devise morning benchmarks that become time markers listeners can use to measure their morning routines. They should be able to know that the birthdays will begin when they step out of the shower and that they'll pass a certain corner as the news begins. Recurring elements, like a major contest or benchmark bit, should occur at a set time — minor bits and one-time events can float during the show. Give reasons for listeners to smile and

have fun, with compelling content in every break.

Morning show stunts stimulate listener talk and P1 endorsement, and they force daily listening. When the core love the high-profile talent, they tell their friends, and that can become as powerful as a TV campaign. Challenge the talent to list their five greatest skills — for example, listener phone calls, interviews, comedy or on-location showmanship — then create 20 ways to develop those strengths into benchmark bits, elements, schtick and routines.

7. MARKETING

Differentiate the program product from competitors, and sell the things that differentiate it aggressively and consistently. You can use the Lund Consultants' 4th Quarter Marketing Planner to help you set a course. Unless the competitive environment dictates that your station be all-music, get out and touch the listeners. Be in their faces, and become the most promotionally active station in the area. Find out what gets attention, like morning show stunts, community service, individual involvement, club nights or retail sales promotions. Then reach out and yank the listeners' chains.

FORMATIC PERFECTION

Maintain the contemporary basics. Build your station on a strong foundation with frequent name mentions, sound formatics, positioning, presentation, promoting ahead and recycling. Establish stationality as a long-term goal. Every staff member should work on the same image-building, the same listener approach and the same market involvement. Be personable, real, fun, relatable and an integral part of listeners' lives. Focus listeners and staff alike on the superstars of the format and the benefits of listening.

9. MAKE IT MEANINGFUL

Increase your station's value to listeners and clients alike. Improve tangibility and perceived value, which contributes to higher rates, decreased clutter and more client benefit. Polish the areas that stations fall down in: You should have remotes with tightly executed cutaways, sharp commercial production, sizzling contests, produced liners that are the best in the market, enticing promos, perfect audio processing and weekend programming that is as good as Monday through Friday.

10. WINNING IS EVERYTHING

Be the best-programmed and most-focused station, with high visibility, aggressive marketing to at-work and database listeners and a unique programming niche. Throw every effort, whether traditional or extraordinary, at the winning process. People recall the unusual more easily than the routine. The exceptional morning show or bigger-than-life contest garners word-of-mouth and stimulates tune-in. Observe how other businesses get the word out about their services and products, and adapt the tactics they use to promote your station.

John Lund is President of The Lund Consultants to Broadcast Management and Lund Media Research, a full-service radio consulting and research firm with offices in San Francisco and St. Petersburg, FL. He may be reached at 650-692-7777 or by e-mail at lundradio@aol.com. Visit the Lund Consultants' website at www.lundradio.com.

SEVEN FATAL FAILURES IN CLUSTER MANAGEMENT

Lessons for today's market managers

For the past seven weeks R&R has featured Seven Fatal Failures in Cluster Management by Radio Advertising Bureau Sr. VP/Meetings Lindsay Wood Davis.

Davis will be presenting a special seminar on the Seven Fatal Failures at this year's NAB Convention. The seminar will be held Friday, Sept. 22 at 11:15am at the Moscone Convention Center, Room 250-262.

What can we learn from Davis' advice? "My research shows that many cluster organizations were having great difficulty, and what they had in common was not so much the things they were doing, but the things that they were not doing or failing to do," Davis replies. "Thus the 'Fatal Failures' name. Most of these suggestions are about getting people and organizations to work together. Every cluster and every company that owns a cluster wants everyone to work together as a team, but they are all focused on structure when it is the systems that allow cooperation and the teamwork that are far, far more critical."

One idea Davis thoroughly supports is writer Tom Peters' "Paradox of Modern Management," which states, "Perform as an independent unit, or else" and "Power stems from constant cooperation among units."

Below is a recap of the Seven Fatal Failures in Cluster Management. For the complete articles, visit R&R ONLINE at www.ronline.com, go to the MMS Format Room, and click on "News."

SEVEN FATAL FAILURES

1. Failure to operate the cluster as a single business made up of individual stations.

Cluster management is tough, and it's tougher when managers don't understand what needs to be accomplished. By accepting that success comes from focusing both on individual stations and on cluster performance, cluster managers will be able to begin the process of making better calls in the hard decisions they're asked to make every day.

2. Failing to operate with a single market manager

Having a single market manager is absolutely necessary. It's essential to have one person whose thinking is always focused on the good of the whole rather than on that of the individual parts. Without a manager to focus clearly on the whole, it is folly even to discuss synergy. Managers of individual stations will always focus on what is good for their stations rather than on what's good for the cluster. They should; that's their job. But a strong, powerful, single leader will make the swift, thoughtful decisions that are best for the cluster as a whole.

3. Failing to operate the cluster from a single location

Unless your ownership is in the real estate business, there is no upside to being in multiple locations in the same market. Multiple locations mean that units operate independently; there is no hope for teamwork because the teams are separated. Unscheduled cross-departmental meetings — a hallmark of successful cluster operations — become next to impossible. Without teamwork and the meetings that facilitate it, mutual adjustments won't happen. And if they don't your cluster will fail.

4. Failing to provide leadership.

You, as the cluster's leader, must monitor your staff constantly, helping them avoid confusion about roles,



LINDSAY WOOD DAVIS

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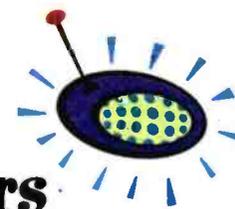
- Custom Radio User Interface
- 24/7 End-user Live Support
- Arbitron Integration Engine
- Powering radio at over 70,000 sites
- Current Network audience of over 5,000,000 listeners



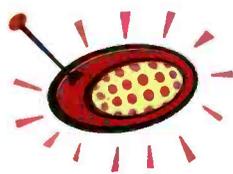
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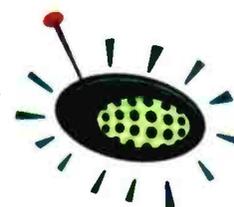
- Send HTML or Text Email Messages
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THE '—EST' FACTOR: THE KEY TO BUILDING A BRAND

By John Lund The importance of first-preference listeners, or P1s, cannot be overestimated. Perceptual research helps target these core listeners and find out what they want and expect from a station.

With that ammunition, winning the battle for listening becomes easier as weekly listening increases. The "20/80" formula — about 20% of the audience provides about 80% of the quarter-hour listening — has a profound effect on radio ratings. So find out what the core want, and give it to them!

WHAT IS '—EST'?

So what is "—est"? It's the major benefit that the P1 listeners derive from the station. It's what the station means to them, what they expect and the key reason they listen. Find out what your station's uniquely valuable qualities are and promote them. Differentiation is one of the keys to success — especially now, when thousands of Internet stations are popping up. Differentiation is the first step in building a brand.

WHAT MAKES LISTENERS PASSIONATE?

The station that dominates and supervises its P1 audience wins ratings with TSL. Make it easy for core listeners to understand what they'll get when they tune in. Beyond positioning, becoming a destination requires having an "est" at the end of the format in the listeners' minds. Your station can be the:

Softest	Hardest
Newest	Oldest ('60s-based Oldies)
Hottest	Youngest
Danciest	Fastest (upbeat music and news delivery)
Hippiest	Funniest, craziest or lowdest (morning show)

The "—est" factor drives passion, showcases differences, builds core understanding and gets those who are loyal to the station to commit to longer listening. This keys into the emotion that goes with a format and station brand. By targeting to the extreme, a station can own a clear-cut and unchallenged format position.

LOSING SOLE OWNERSHIP

The "—est" factor means concentrating on the narrow core who best represent the format niche. All-Sports or all-News stations have this advantage. Oldies, Classic Rock and many CHR and Urban stations are also high on the "—est" scale. Country and Rock enjoyed sole ownership until some big acts began crossing to other formats. Five years ago, when you wanted to hear a country song, you had to turn to a Country station. Now it's not unusual to see three of AC's top six hits being performed by country artists, so in many markets Country radio has lost the "—est" advantage. The passion level in all formats is driven by the big stars, and now Country's biggest icons are being played on other outlets.

Similarly, Active Rock has lost its "—est" uniqueness, with rock bands crossing over to Alternative, CHR and even Hot AC. In the 1960s it was far easier for a radio station to be distinctive — just two formats, MOR and Top 40, dominated the radio dial. In the '70s more formats meant more competition for

those outside the mainstream.

So how does one save a format with too few big stars of its own in this age of mass-appeal formats competing with specialized niche formats? One answer may be to play the older, better-established icons in your format. Many Rock and Country stations are cutting their current playlists in favor of blending in established hits from years past. Familiarity breeds contentment.

NEW RULES, NEW CHALLENGES

Radio stations today compete under a different set of rules to win ratings. In fact, a radical new future is unfolding, with thousands of potential choices on the Internet. Listeners are no longer on-off switches, they are volume dials. They turn the "volume" up and down, varying the amount of time they spend listening to the various radio stations they use from day to day and from month to month.

The mass media has become passe, and listening habits and ratings methodology are presenting new challenges. The Internet chews up more of listeners' time, which can cause radio to lose TSL. Targeting nonlisteners with TV ads may be a waste of money (except for a station rollout, a format change or a major contest). Winning higher AQH shares by increasing TSL among the P1s who already love the station is cheaper and easier.

GAINING LOYAL LISTENERS

To get higher ratings, find out why your core listeners are passionate about your station. What turns them on or off? Research your market and pinpoint the core's needs. Make adjustments that reflect their programming needs, and promote that difference. Core listeners will then stay longer. In fact, getting a 30-hour-a-week listener to listen another 10 hours is far easier than getting 10 hours from a P3 or P4.

The secret to higher ratings is not getting more listeners; it is getting more qualified heavy users. Go for those who are most passionate about the station. Targeting the P1, mega-TSL core requires narrowcasting, as opposed to broadcasting. Target those who already listen long periods of time. Cater to those heavy users to stimulate even more listening.

THE PASSIONATE CORE

Many businesses profit from frequent-user programs — hotels, airlines, car rental agencies, websites and credit cards, for example, and database marketing has become far easier with e-mail. Once listeners are in the database, the station can ask if they would like to receive offers for freebies, contest entries or programming updates. This "permission marketing" can target a station's most-valued listeners, the P1 diarykeepers.

IN SUMMARY

Pinpoint your station's heavy users. Research what they like most and expect from your station. Find the "—est" qualities that differentiate your station from competitors. Promote those benefits, and showcase your programming uniqueness.

The station that has an exclusive format and a loyal, passionate core can rack up long TSL and win big quarter-hour shares, even with a restricted cume. Differentiation is the "—est" share in building your brand.

SEVEN FATAL FAILURES IN CLUSTER MANAGEMENT

Continued from Page 30

both their own and others'. Lack of clarity is a huge source of interpersonal, interdepartmental and intracompany conflict. Cluster leadership demands that your staff, particularly your managers, are regularly updated, reminded and reaffirmed about the who, what, when, why and how of their roles. Providing job clarity is a must for every manager in a cluster, but it is something that must start from the top. Be clear on that, or one key staffer will be far less than satisfied: you.

5. Failure to delegate.

The failure of market managers to focus effectively is a function of failing, or refusing, to delegate — and that failure to delegate is almost always a function of failing to adequately trust those they've hired. By meddling in the minutiae of each department's complex operations rather than allowing department heads to do their jobs, market managers help to ensure the failure of the departments individually and the cluster as a whole.

6. Failure to establish formal systems

Far too many market managers and directors of sales think they can manage informally, using experience and hunches as their primary tools. Without measurement, without knowing exactly what went into an effort, there is no way of knowing why a particular outcome occurred. And without knowing why something happened, how can you reliably repeat successes or keep failures from happening again? Formal procedures give you the clues that help solve the mysteries of cluster management. Does that mean less formal systems are wrong? No — they're "corporate shorthand" that help us get through routine work faster. But for informal systems to work, they *must* support the work of formal systems. The development and honing of appropriate systems must be an ongoing focus for cluster managers.

7. Failure to have a plan

Cluster managers must learn to develop and share detailed *written* plans for their clusters' success. These plans can be a type of map to follow as you navigate the seemingly uncharted waters of cluster management.

One valuable tool that can be used in developing these plans comes from the Star Performance unit of the old Capstar group (now part of Clear Channel). Their Job Expectation Setting Tool can be used top-to-bottom in any organization, be it a station, cluster, region or group.

Draw four columns. Head the first column "Tasks." List about 10 tasks you feel are critical to your cluster's success. Then prioritize those tasks.

The next column is "Measure of Success." This is no place for shades of gray. You're looking for a well-defined measure of success for each task.

Head the third column "Support Needed." Every task needs support from someone or something. Define it now for each task.

The final column is "Possible Roadblocks." Discussing what could get in the way of success often clarifies the task, the support needed or even how success will be measured.

Your Job Expectation Setting Tool should become the framework for all formal (and many of the informal) discussions with your department heads. It will help them develop strategies for their own projects and align their needs with yours. That's powerful.

Lindsay Wood Davis encourages all radio executives to make plans to attend the RAB 2001: Bigger, Better, Faster, Stronger — The Sales, Management and Leadership Conference for Radio. The conference will be held Feb. 1-4, 2001 at the Adams Mark Hotel & Convention Center in Dallas. Call 800-917-4269 for registration information, or visit the RAB website at www.rab.com.

A Conversation With Hilary Rosen

Continued from Page 1

broadcasters pay a license fee to songwriters, but not to performers or labels) and names the RIAA the representative of the labels.

R&R: *There is currently arbitration under way, as mandated by the Digital Millennium Copyright Act, to determine the license fees that webcasters are going to have to pay record companies for performance rights. How soon do you see that being resolved?*



KURT
HANSON

HR: (Chuckling) When the cows come home.

R&R: *Theoretically, it should be this fall.*

HR: No, actually, I don't think it will be resolved this fall. It will be resolved within the next few

weeks, hopefully, that Internet broadcasters of terrestrial radio stations are subject to the same rules of compensation for creative work that webcasters are responsible for.

R&R: *Based on the number of listeners they have to their webcasts.*

HR: But the actual rates won't be resolved.

R&R: *What is your preference or the labels' preference? Would the ideal be for everyone to wait for arbitration, or do you like the idea of people coming to you? I know deals have been done with WWW.Com and SoundBreak radio.*

"I think the point of an injunction against Napster is not to clamp down or shut everything down on the Internet overnight. I think the point is to set some guidelines about how businesses ought to operate."

HR: And Yahoo.

R&R: *And Yahoo. Is the RIAA encouraging that?*

HR: Yes, we are. There's no question that webcasting is a new frontier and that there is a huge opportunity for everybody. We have said from the very start, from the time that the DMCA was enacted, that the marketplace had the best opportunity to resolve these issues. So we have a lot of deals — the companies you mentioned aren't the only deals there are — where companies have come and said, "We'd like some business certainty. We'd like to get some working relationships with the record industry and have the benefit of label promotions and other things that licensing can help facilitate." So there are marketplace deals. I think those deals will become the starting point where the arbitrators will go looking for their rates, so the marketplace deals are really important.

R&R: *Are those people taking a risk? If the arbitrated deals turn out to be better than their deals, there's a bit of a risk involved. On the other hand, I'm not saying it's bad to take a risk.*

HR: I would put my money on the numbers going the other way — that the people who sign deals are not going to do worse than the people who wait for arbitration.

R&R: *Are these "interactive deals," or are they all without interactive features?*

HR: Well, the only deals they're allowed to do collectively are for what's called "statutory performances." So they fit into this — albeit complex — series of rules that constitute a "performance complement," the amount of music you can play at the same time and all that.

R&R: *That's the "four plays of an artist in three hours" rule and things like that.*

HR: That's right. But what has happened is that, as companies have sought these licenses, they have started to layer additional licensing on top of that for interactivity for their users, which is really important.

R&R: *There are some unresolved issues though. For example, the DMCA says you can't give information on what's coming up next, but a lot of webcasters are, in fact, telling what artist is next. Is that under debate, or is everyone agreeing that the artist is OK, but giving the title is a problem?*

HR: No, no. It's that you can't *publish* playlists in advance. So, of course, you can show upcoming artists.

R&R: *How about a "skip button"? A lot of Internet players that are automated, jukebox-y things have a skip button. Are you considering that to be legal? Do you know if that's being resolved?*

HR: You know, that's one of the problems with having Congress trying to write statutes that deal with this technology-driven marketplace. I think that what's happened on skip buttons and other things that create more user personalization is that each one has to be configured into the licensing agreement in its own unique way. If it goes too much toward allowing consumers personalization of an artist they want...

R&R: *Or a specific song they want...*

HR: Or the songs they want, then it's going to be heading into a more interactive environment.

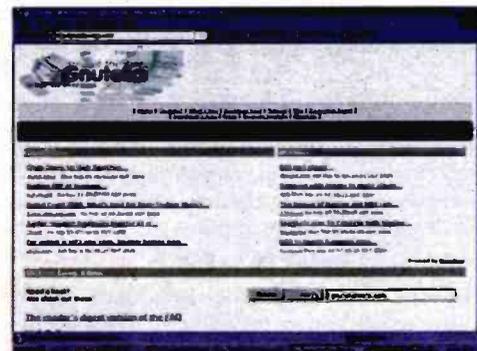
R&R: *A simple skip button that would still keep the radio station within the rules of the DMCA — where you couldn't control the artist coming up next, but you had no idea what titles were coming up, and you stayed within the "four plays in three hours" rule — do you think that would be considered cool and still statutory?*

HR: That's a trick question! Because I'm not a lawyer, I don't know the answer. Intuitively, it doesn't sound like there's anything wrong with that, but there are probably 15 things I haven't thought of.

R&R: *I'm interpreting, and a lot of people I know are interpreting, "interactive" as meaning "I want to*

Does The RIAA Understand Its Adversaries?

There has been a lot of speculation recently about how well the RIAA truly understands its enemies, and comments from RIAA President/CEO Hilary Rosen seem to confirm that the organization's information may be a little sketchy. In her recent conversation with Kurt Hanson (Page 1), Rosen remarks that Gnutella doesn't represent a threat because it has "capacity restrictions" and that



"the system can only hold so many users simultaneously, unlike Napster." That should make people who are concerned with the debate pay attention.

Gnutella is a peer-to-peer file-sharing utility, as opposed to Napster's centralized server system. What that means is that, with Gnutella, one user is connected to another user who is connected to yet another user and so on, ad infinitum. It's not clear what Rosen means when



she refers to "the system." The capacity of Gnutella is, in fact, little less than the capacity of the Internet itself — and that's far greater than the capacity of Napster's servers.

It is true that Gnutella networks can "naturally" be divided into segments that max out at around 10,000 users, but that is hardly the kind of capacity limitation Rosen seems to have in mind, since even 500 users typically share tens of terabytes of information.

Rosen also remarks that, "The thing that creates a good user experience is commercial intervention." This is



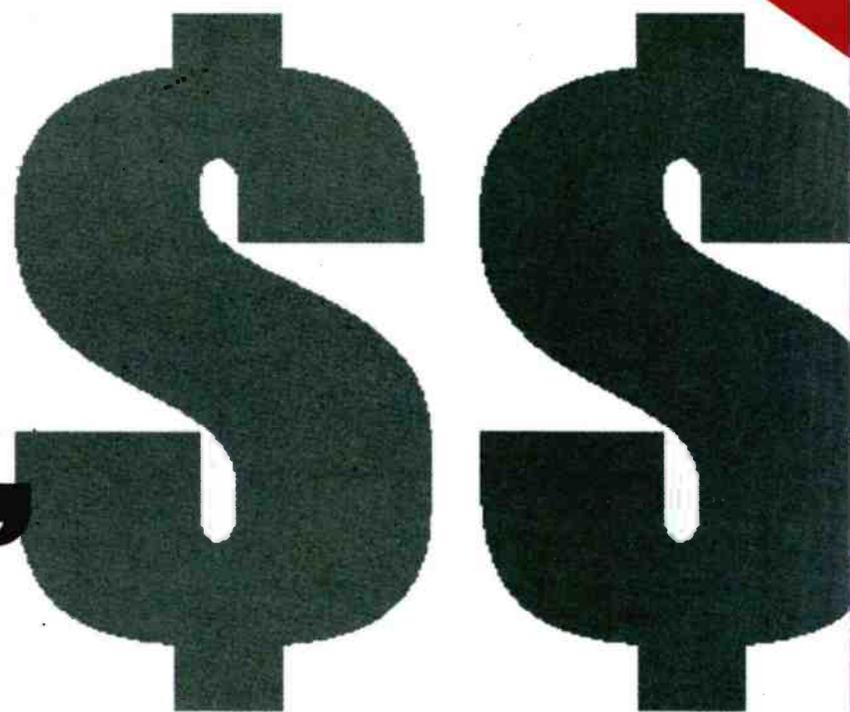
an arguable point. Napster has had venture capital for some time, but the application itself — and the "user experience" — isn't radically different from when Shawn Fanning first developed Napster as a freshman at Northeastern University in January 1999.

It is true that Napster is easier to use than Gnutella, and at the moment there are likely more people using Napster. Also, Gnutella doesn't work well for those who don't have broadband connections. But users' connections are getting faster, and sooner or later — probably sooner — someone will come out with a Gnutella-style program that's as easy to use as Napster, and that is certain to come as a shock to those who would dismiss pure peer-to-peer programs.

Continued on Page 36

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Rosen
Continued from Page 34

hear this song right now." There are companies that are doing that, such as *ifItRocks.com* and *HitMusic.com*. Is that another kind of deal you've negotiated?

HR: Those don't sound familiar.

R&R: Well, in any case, the obvious question is there.

HR: Let me just say about the guidelines overall: Webcasting is a nascent business, and there are a lot of things about wanting to make this easier for the licensees — for the webcasters themselves — that have created some of the difficulty in these rules. When we went to Congress with the webcasters a couple of years ago and said, "This business will never happen if webcasters have to go and ask record companies on a

"Webcasting is a nascent business, and there are a lot of things about wanting to make this easier for the licensees — for the webcasters themselves — that have created some of the difficulty in the rules."

song-by-song basis for the right to create a radio playlist," what we got was a sort of very limited antitrust exemption to work in a specific area to help us start that business.

That allowed us to have some negotiations about the parameters, and it also created the need to set some boundaries about what will be allowed to be collectively negotiated — because Congress is very stingy with its antitrust exemptions — and what will have to be done by individual copyright owners pricing their own uses and their own activities with the licensees.

We ended up with a very complicated set of rules, but I would say that, generally, we have tried to do every-

thing we can over the last year to work with individual webcasters who want to get licensed to simplify the process, and the marketplace gives us some flexibility to do that.

I'm a little worried that the arbitrators are going to come up with a "one size fits all" solution that might not be the best thing for some webcasters. But we'll see how that goes. We have endeavored to make this as easy as we can, but I understand that people struggle with it.

R&R: Generally speaking, if someone wants to settle now, do they have to propose something to you? And do you have any guidelines, like percentages of revenues or an amount of money per song played? Do you have a way you would like people to come to you?

HR: What people need to do is call Stephen Marx at the RIAA, or visit our website at www.riaa.com and go to the webcasting section.

R&R: I've been there, and I don't think it says exactly the form in which you would like a proposal.

HR: It doesn't. What it says is to contact us and we'll work it through, because we can help with model license agreements. We don't have a model agreement published on the site because there is no "one size fits all" for the kinds of businesses that come to us.

For instance, some people start their business with a higher cash outflow, so they want to figure out a way where they can have a licence scenario upfront, and the ongoing payment structure has to be different. Some people don't have any cash, but they're expecting revenues from their site on an ongoing basis, so they'd rather pay percentages over the course of plays. We've tried to work out flexible models.

R&R: When arbitration is done and the compulsory fees are set, that will be retroactive all the way back to the date of the DMCA?

HR: Yes.

R&R: So people had better be keeping track of how much money they've brought in and how many times they've played each song.

HR: Yes. The webcasters are actually incurring obligations right now.

Continued on Page 38


ANetStation.com: Webcasting From Way Down Under

Things are mighty interesting at the South Pole. The sun doesn't often rise or set, it just goes around in a circle. And, of course, when you're right at the Pole, every direction is north. And you don't even want to know about the weather. But some industrious research folks down there (I'm assuming they're researchers; I can't imagine they're running a resort) have put together a nice site with interesting music and some gorgeous images.



First, the music: The programming mission of ANetStation.com (www.anetstation.com) is to provide a venue for independent artists — those who own, publish and distribute their own music. Most of the music is acoustic-based singer-songwriter material. The site includes a page with a few artists' CD cover art and RealAudio music samples. Independent musicians are invited to submit their music, and the designers even offer to build sites for the artists they play. "We play what we like, everybody benefits, and we create websites we feel good about," says site designer and music programmer George Maat. Given ANetStation's independent emphasis, it's not surprising that the site acknowledges, and even links to, Napster.

The links and images on the site are really a treat. If you think of Antarctica as a hell on earth, take a look at some of these pictures. There are lots of links to webcams, photos and "photoanimations" that give

Continued on Page 38

BE UNAFRAID.

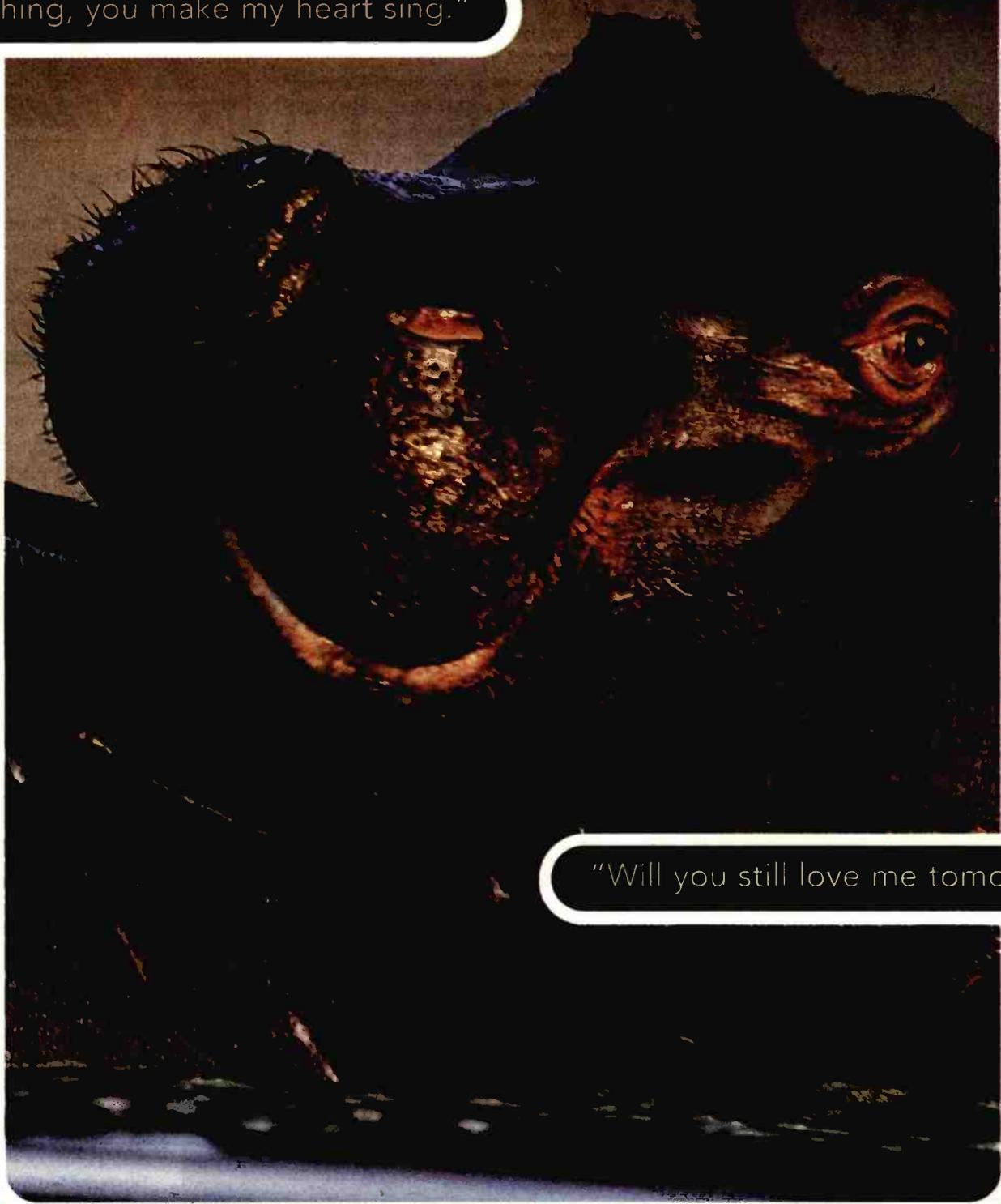
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Rosen

Continued from Page 36

R&R: You must have gotten this question a hundred times....

HR: But you're going to ask it anyway.

R&R: If you don't mind. The week the Napster ruling was stayed, my fear — as it was for many recording artists and people in the recording industry — was that Gnutella was going to go crazy, that it was going to have its biggest weekend ever, so many people who like the record industry were glad that the order got stayed. Do you think that was a real risk? That it would have been the biggest Gnutella weekend ever?

HR: Well, it might have been, but Gnutella at the time had, and still has, some capacity restrictions. There have been a lot of articles recently about security lapses that people who have used Gnutella have experienced, and its system can only hold so many users simultaneously, unlike Napster, which is able to keep adding servers because it's a more controlled environment. So I think that Gnutella is probably not the biggest risk in an environment of an injunction against Napster.

R&R: You mean pure peer-to-peer sharing in general is not the biggest risk?

HR: In a more general way, the Napster-like "clones" are probably a bigger issue. The truth is, it does require some management of the traffic and some user intervention on a regular basis to make a good user experience, and that's what Napster has done from the start. That's where the more successful clones would end up going.

But I think the point of an injunction against Napster is not to clamp down or shut everything down on the Internet overnight. I think the point is to set some guidelines about how businesses ought to operate. In that regard, it's going to be a transition when Napster shuts down. I expect it to be a transition. I don't expect it to be an overnight drama.

R&R: But you think that peer-to-peer won't work because it's too disorganized.

HR: Yes, the thing that creates a good user experience is commercial intervention, and what I think we expect from a favorable Napster decision is that commercial intervention is going to have to come with some recognition of copyright owners' interests.

CYBERSPACE

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

'Net Chats

- They're called **No Authority**, but these popsters would rather sing than fight. Chat with the lads on Saturday (9/23) at 4pm ET, 1pm PT (chat.yahoo.com).
- **Lil' Fame** and **Billy Danzini** of **M.O.P.** patrol N.Y.C. and the boroughs and give you the rap report on their latest, **Warriorz**. Talk to the guys on Tuesday (9/26) at 9pm ET, 6pm PT (www.vibe.com).
- **The Kinleys**, Jennifer and Heather, had the

highest-charting debut by a female duo in country music history. You can speak with the talented twins on Wednesday (9/27) at 8pm ET, 5pm PT (www.twec.com).

• Maryland's own punk quintet, **Good Charlotte**, is available for chatting on Monday (9/25) at 10pm ET, 7pm PT (www.lycos.com).

On The Web

• Ah, amore! Catch the Dylanesque alt-country **Vigilantes of Love** on Monday (9/25) at 4pm ET, 1pm PT (www.twec.com).

• They've still got the beat — watch **The Go-Go's** in performance on Saturday (9/23) at 9pm ET, 6pm PT (www.sonicnet.com).

—Michael Anderson

site of the week

Continued from Page 36

visitors a glimpse of the natural splendor of the region. You can click on a link to visit scientific and research sites, too, like the very interesting Virtual Antarctica (www.terraquest.com/va/bridge/bridge.html). There are also links to a South Pole observatory site, an



"Adventure Site" for kids and a Russian shortwave station.

ANetStation.com team members no doubt have a vested interest in the environmental and ecological issues in the Antarctic region since they see and feel firsthand the effects of pollution and illegal hunting. On the site is a link to a bio of Captain Paul Watson, founder of the Sea Shepherd organization, a nonprofit group that investigates and documents violations of laws protecting marine wildlife. Plenty of other links to environmental and other progressive causes are available in the "Quality of Life" section on the links page.

ANetStation.com is worth a visit not only for the music, but for a glimpse of life in the sub-Antarctic through the photos and links on the site.

—Paul Maloney

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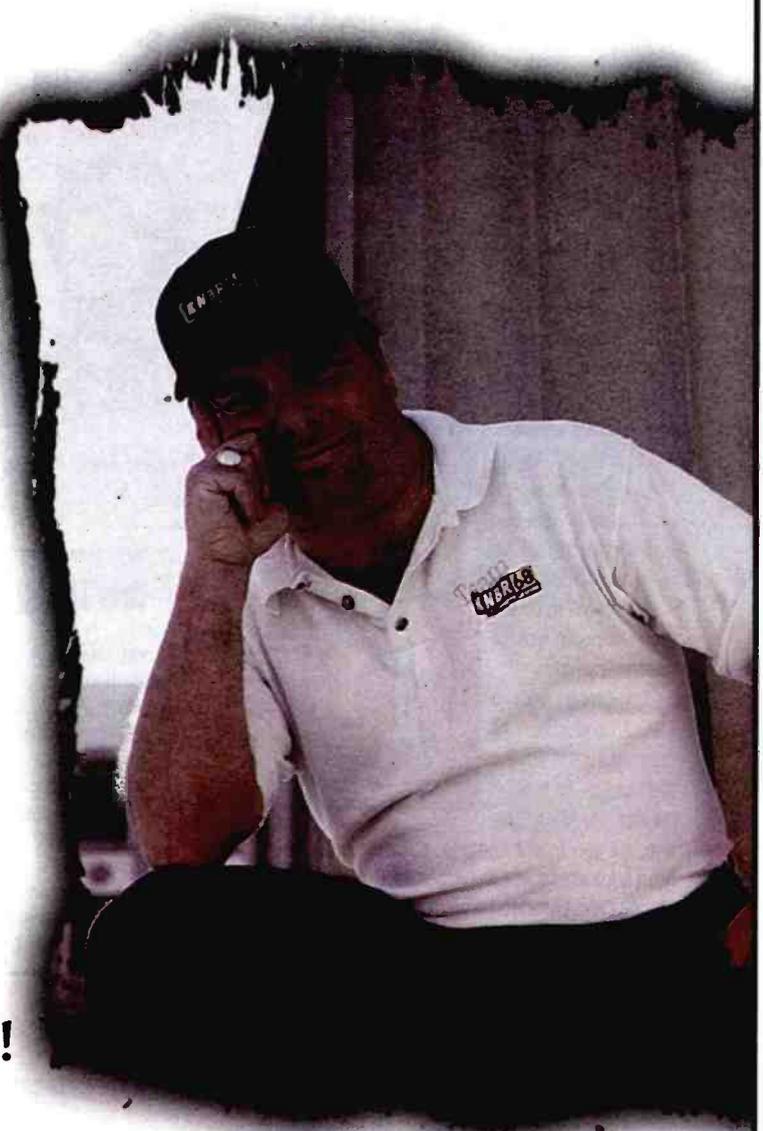
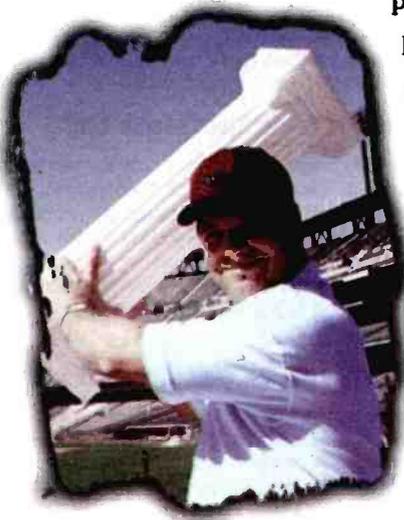
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panic." Hired as the Program Director to implement the transition, Bob is now KNBR's Operations Manager. In Bob's words, "When you work for Susquehanna Radio, you can make a difference and you can grow. You not only have opportunities to succeed, but you can create opportunities as well."



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RAIN Interns Prepare A Playlist

RAIN's crack team of summer interns are currently in the process of building their own Internet-only radio station. We'll continue to share the fruits of what they're learning over the next few weeks here in Internet News & Views.

As you may recall, the interns decided (with hardly any encouragement from top RAIN management) that a format of contemporary versions of pop standards seemed to make sense because, first, it's not available on the FM band in any major market. Second, it's not available on any stand-alone Internet station that we're aware of. It also seems like an appropriate format for at-work listening, which seems to be the most popular use of Internet radio.

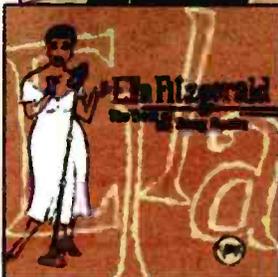
Beginning with a 20-CD collection of appropriate music, the staff began to build a playlist for their station. As you might imagine, not many of the selections from such artists as Ella Fitzgerald, Chet Baker, Rosemary Clooney and Lena Horne were immediately familiar to this group of twentysomethings, but that isn't necessarily a bad thing.



LENA HORNE:
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a musical comedy by...



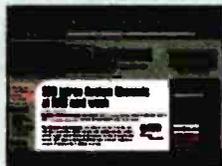
Which is certainly not to suggest that the best radio programmers know nothing about the music they play. But by not being intimately familiar with deep tracks from a variety of the format's artists, the interns could be sure that they playlist they created — using only songs they recognized — would feature only the biggest hits and most popular music.

Of course, top RAIN management had a few favorite tracks to add to the mix, but not enough to dilute the overall familiarity factor of the station. The point was to avoid a playlist that was too hip for all but aficionados — or as hip as a pop standards station can be.

Next week: Ripping and encoding music.

Your Thoughts Welcome At RAIN

You most likely have your own thoughts about and reactions to RAIN's interview with the RIAA's Hilary Rosen and the results of Arbitron's July webcast ratings. We'd like to provide a forum for your opinions. Please let us know what's on your mind by using the feedback box on the RAIN website at www.kurthanson.com, or send an e-mail to kurt@kurthanson.com.



DIGITAL BITS

McCord, Rosin To Advise SurferNETWORK.com

Gratum Communications founder/President Herb McCord and Edison Media Research founder/President Larry Rosin have joined radio executive Jerry LeBow on the advisory board of SurferNETWORK.com. SurferNETWORK, which allows webcasters to selectively offer advertisements based on listener profile and preference data, launched last week.

Brian Parsons Named nTunes President

Brian Parsons has been named President of nTunes.com. Parsons helped build the technology behind Jacor's Internet initiative then became Clear Channel Director/Internet Technology when Jacor was acquired by Clear Channel. nTunes.com creates and syndicates customized CD and DVD movie stores to be integrated into radio station websites.

Coolink Taps Leo Hindery As Chairman

Internet broadcast solutions provider Coolink Broadcast Network has appointed Leo Hindery Chairman. Hindery was most recently CEO of Global Crossing and is also a former CEO of AT&T Broadband & Internet Services.

Fleischer Named iCAST Music CEO

Joe Fleischer has been named CEO/Music for Internet-only broadcaster iCAST. He was most recently Corporate VP at MP3.com.

MeasureCast Signs GlobalMedia.com

MeasureCast has agreed to provide audience-measurement data for many of GlobalMedia.com's Internet radio stations. GlobalMedia recently purchased certain assets of Magnitude Networks, as well as 212 contractual agreements from OnRadio.com. MeasureCast, which launched last month, said it now reports on 1,000 of the reported 4,000 Internet radio broadcasters.

Salem Online Teams With Crosswalk.com

Crosswalk.com has agreed to webcast The Salem Web Network, a new division of OnePlace.com, Salem Communications' online division. The programming will consist of Salem's radio shows and ministry programs.

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Heck, visit our entire operation.

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www.spottraffic.com

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Paul Revere in a boat.

Paul Revere on a horse.

Paul Revere on a horse.

*Paul Revere and
his sore butt on a horse.*

*Paul Revere and his horse
captured by the bloody Brits.*

Paul Revere on foot.

*The lantern guy in
the Old North Church.*



Patriot militia in Concord.

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Fear Of Birds And The 'Net

On the eve of the NAB convention, now in full swing in San Francisco, Frank Ahrens, the insightful radio-beat writer for the *Washington Post*, weighed in on one advantage he sees both the Internet and digital audio radio satellites having over traditional terrestrial broadcast radio. He wrote that "a growing minority of radio listeners are increasingly weary of the commercial-rich, repetitive playlists offered up on their car and home radios."



David Lawrence

At least he quotes the common wisdom accurately: The operative word here is "minority." Do people really think commercial radio programmers are stupid? Commercial radio is a logical game. As long as the goal is to maximize ratings, radio programmers will do whatever they have to do to get the numbers they need. If it means something "stupid" like actually watching how people use their radios and then programming their stations to capitalize on that behavior, that's what those stupid programmers will do. If it means something stupid like reading the Arbitron rules, noting that a listener's entry of two minutes in any quarter-hour means credit for that entire quarter-hour, and programming their stations for sweeps at the quarter hours, they're simply playing the hand they've been dealt. The appropriate tightening of playlists to capture more listeners works.

And here's the most powerful argument of all: If diversity is important, why doesn't it work? Noble experiments in programming diversity fail on a large scale because of the rest of what defines our lives: TV, print, film, school, work and so on. Critical mass is achieved when someone becomes well-known. Add cool-but-lesser-known artists to a large mass of people, and you face the danger that they will become mainstream superstars. Diverse programming, by definition, has no room for gluttonous, air-hogging superstars. The 'Net hasn't been an utopia, either: There isn't one eclectic station that outranks the tried-and-true hits. Satellite radio will be no different.

Remember that the programmers at Sirius brought you tighter playlists, liner cards and "two-fer Tuesdays" and the programmers at XM brought you "Jammin' Oldies." The Superstars and Superstars II. If you think they are going to throw out all the rules because they have more channels to work with, think again. They know what wins, the yammering of pundits notwithstanding.

XM and Sirius are both prepared for some stations to be massively successful and some to barely eke along — to be replaced by something more popular, no doubt, over the life of the service. For exactly the same reasons Internet broadcasting won't kill radio, satellite radio has every chance of success.

Questions? Comments? Send them to david@netmusiccountdown.com, or post to the Internet folder on the rronline.com message board.

David Lawrence is heard on WGN/Chicago; is the host of *Online Today* and *Online Tonight*, syndicated high-tech/pop culture radio talk shows from Dame-Gallagher, and is the host of the *Net Music Countdown* radio shows from United Stations. A 25-year radio veteran, Lawrence was a founder of the American Comedy Network, is the voice of America Online, and is a leading expert on Internet entertainment.

e-charts

JOIN US AT THE NAB

The April correction to the stock market, the summer drought of IPOs and the slew of court cases against 'Net companies, especially involving digital music sites, have prompted sales managers to cast a wary eye on the dot-com advertiser. Questions that would never have entered a sales manager's mind over billing, credit and the longevity of the site are now daily thoughts. Join me for the "Dateline 9/22/2001.com" panel today (9/22) at 10am in Moscone Room 103 for a discussion of what things just might look like for you next year at this time and what kind of ad mix you might plan and budget for over the next 12 months. In other news, I was on the phone with Pete Deemer at ZDNet,

our web partner for the *Net Music Countdown*, when my call-waiting beeped. I clicked over and found myself talking with embattled Napster honcho Hank Barry. I've been on a crusade to get Barry to talk to me on *Online Tonight*, and this past Wednesday he agreed to do just that, live in the CNET studios. It was my birthday, and I kind of expected a Napster T-shirt as a gift. Neither of us changed our positions on Napster, but I've rarely had as much fun with someone with whom I totally disagree. To his credit, he has a sense of humor; he didn't even take the "beady-eyed weasel lawyer" comments too seriously.

— David Lawrence

CHR/Pop

LW	TW	ARTIST	CD/Title
1	1	BRITNEY SPEARS	<i>Oops!...I Did It Again</i> /"Lucky"
8	2	MADONNA	<i>Music</i> /"Music"
5	3	3 DOORS DOWN	<i>The Better Life</i> /"Kryptonite"
4	4	CREED	<i>Human Clay</i> /"Higher"
3	5	MATCHBOX TWENTY	<i>Mad Season</i> /"Bent"
7	6	STING	<i>Brand New Day</i> /"Desert"
2	7	'N SYNC	<i>No Strings Attached</i> /"Gonna"
15	8	EVERCLEAR	<i>Songs From An American Movie Pt. 1</i> /"Wonderful"
10	9	DESTINY'S CHILD	<i>Writing's On The Wall</i> /"Jumpin'"
9	10	MACY GRAY	<i>On How Life Is</i> /"Call"
6	11	JANET	<i>Nutty Professor II Soundtrack</i> /"Matter"
—	12	CHRISTINA AGUILERA	<i>Christina Aguilera</i> /"Over"
20	13	VERTICAL HORIZON	<i>Everything You Want</i> /"Everything"
11	14	BON JOVI	<i>Crush</i> /"Life"
14	15	EMINEM	<i>Marshall Mathers LP</i> /"Slim"
12	16	NINE DAYS	<i>The Maddening Crowd</i> /"Absolutely"
13	17	JOE	<i>My Name Is Joe</i> /"Know"
16	18	JESSICA SIMPSON	<i>Sweet Kisses</i> /"Love"
17	19	TONI BRAXTON	<i>The Heat</i> /"Wasn't"
—	20	NELLY	<i>Country Grammar</i> /"Grammar"

Country

LW	TW	ARTIST	CD/Title
2	1	FAITH HILL	<i>Breathe</i> /"Love"
3	2	JO DEE MESSINA	<i>Burn</i> /"Way"
7	3	LEANN RIMES	<i>Jesus TV Soundtrack</i> /"Need"
1	4	DIXIE CHICKS	<i>Fly</i> /"Without..." "Judy"
5	5	LONESTAR	<i>Lonely Grill</i> /"Now"
6	6	BROOKS & DUNN	<i>Tight Rope</i> /"Loved"
8	7	SHEDAISY	<i>The Whole Shebang</i> /"Will"
11	8	ALAN JACKSON	<i>Under The Influence</i> /"Love"
9	9	RASCAL FLATTS	<i>Rascal Flatts</i> /"Daylight"
10	10	KEITH URBAN	<i>Keith Urban</i> /"Everything"
20	11	TRAVIS TRITT	<i>Best Of Intentions</i> /"Intentions"
—	12	MARTINA MCBRIDE	<i>Emotion</i> /"There"
18	13	PHIL VASSAR	<i>Phil Vassar</i> /"Paradise"
—	14	GEORGE STRAIT	<i>Go On</i> /"Go"
12	15	COLLIN RAYE	<i>Tracks</i> /"Loving"
4	16	LEE ANN WOMACK	<i>I Hope You Dance</i> /"Hope"
15	17	JOE DIFFIE	<i>Night To Remember</i> /"Somethin'"
16	18	BILLY GILMAN	<i>One Voice</i> /"Voice"
—	19	AARON TIPPIN	<i>People Like Us</i> /"Kiss"
—	20	STEVE HOLY	<i>Blue Moon</i> /"Moon"

Hot AC

LW	TW	ARTIST	CD/Title
1	1	STING	<i>Brand New Day</i> /"Desert"
2	2	MATCHBOX TWENTY	<i>Mad Season</i> /"Bent"
5	3	EVERCLEAR	<i>Songs From An American Movie Pt. 1</i> /"Wonderful"
3	4	CREED	<i>Human Clay</i> /"Higher"
4	5	VERTICAL HORIZON	<i>Everything You Want</i> /"Everything"
6	6	MACY GRAY	<i>On How Life Is</i> /"Try"
7	7	3 DOORS DOWN	<i>Better Life</i> /"Kryptonite"
8	8	SANTANA	<i>Supernatural</i> /"Smooth"
9	9	NINE DAYS	<i>The Maddening Crowd</i> /"Absolutely"
13	10	DIDD	<i>No Angel</i> /"Here"
—	11	MADONNA	<i>Music</i> /"Music"
10	12	'N SYNC	<i>No Strings Attached</i> /"Gonna"
14	13	MOBY	<i>Play</i> /"Porcelain"
15	14	BON JOVI	<i>Crush</i> /"Life"
11	15	DON HENLEY	<i>Inside Job</i> /"Home"
16	16	NO DOUBT	<i>Return Of Saturn</i> /"Simple"
18	17	NINA GORDON	<i>Tonight And The Rest Of My Life</i> /"Tonight"
12	18	SISTER HAZEL	<i>Fortress</i> /"Change"
—	19	FAITH HILL	<i>Breathe</i> /"Breathe"
17	20	THIRD EYE BLIND	<i>Blue</i> /"Never"

Urban

LW	TW	ARTIST	CD/Title
4	1	SISOO	<i>Unleash The Dragon</i> /"Incomplete"
1	2	NELLY	<i>Country Grammar</i> /"Grammar"
2	3	TONI BRAXTON	<i>The Heat</i> /"Man"
9	4	JOE	<i>My Name Is Joe</i> /"Lady"
3	5	EMINEM	<i>Marshall Mathers LP</i> /"Way"
7	6	AVANT	<i>My Thoughts</i> /"Separated"
6	7	DONELL JONES	<i>Where I Wanna Be</i> /"Wanna"
13	8	JILL SCOTT	<i>Who Is Jill Scott?</i> /"Gettin'"
18	9	YOLANDA ADAMS	<i>Mountain High Valley Low</i> /"Heart"
5	10	JANET	<i>Nutty Professor II Soundtrack</i> /"Matter"
—	11	COMMON	<i>Like Water For Chocolate</i> /"Light"
11	12	KELLY PRICE	<i>Mirror Mirror</i> /"Lay"
19	13	DESTINY'S CHILD	<i>Writing's On The Wall</i> /"Jumpin'"
16	14	LUCY PEARL	<i>Lucy Pearl</i> /"Dance"
10	15	CARL THOMAS	<i>Emotional</i> /"Summer"
8	16	JAGGED EDGE	<i>JE Heartbreak</i> /"Married"
20	17	LIL' KIM	<i>Notorious K.I.M.</i> /"Matter"
12	18	DE LA SOUL	<i>Art Official Intelligence...</i> /"Oooh"
—	19	NEXT	<i>Welcome II Nextacy</i> /"Witey"
—	20	MYA	<i>Fear Of Flying</i> /"Ex"

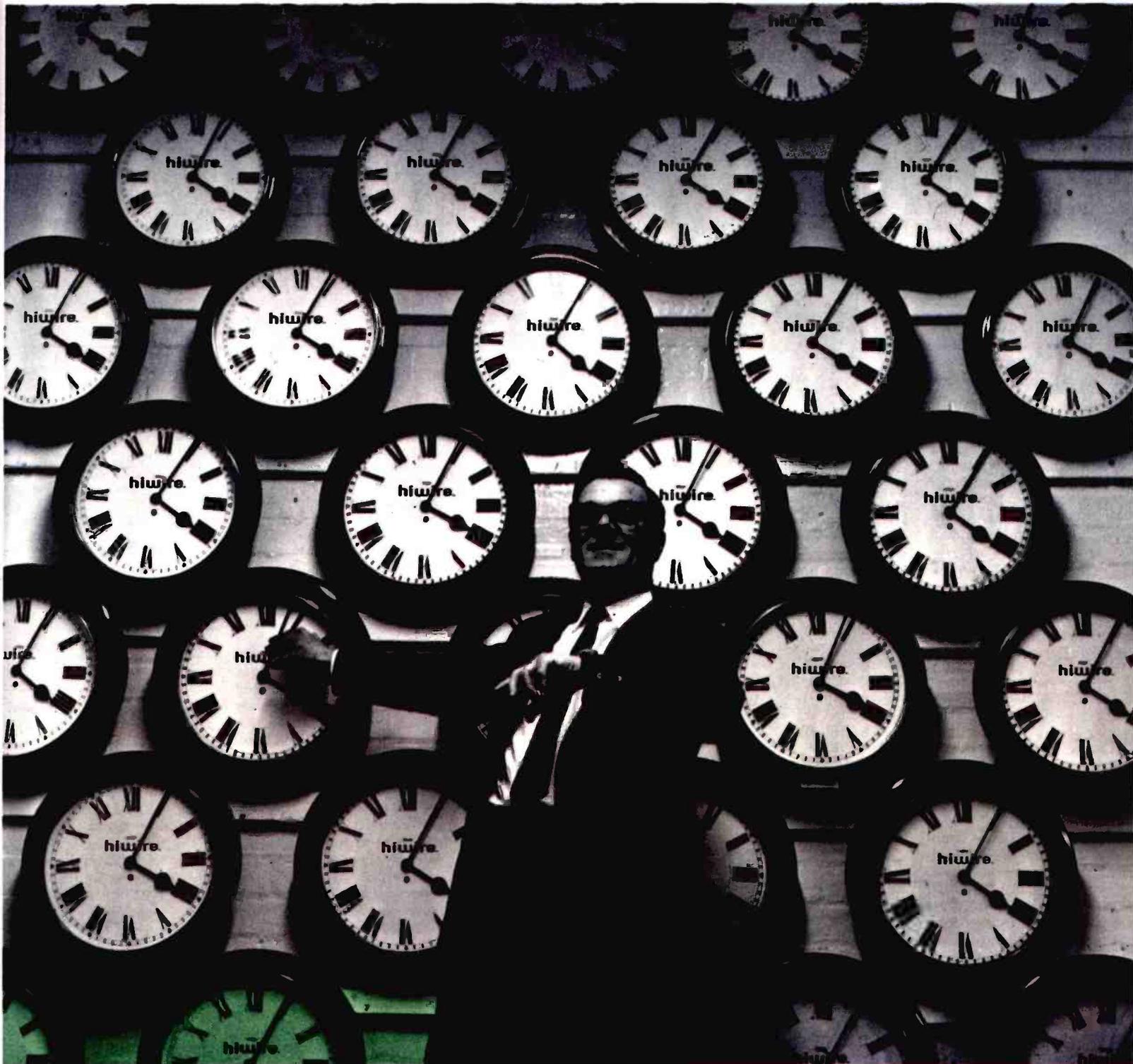
NAC/Smooth Jazz

LW	TW	ARTIST	CD/Title
1	1	B.B. KING/ERIC CLAPTON	<i>Riding With The King</i> /"Rain"
2	2	NORMAN BROWN	<i>Celebration</i> /"Celebration..." "Paradise"
3	3	BONEY JAMES & RICK BRAUN	<i>Shake It Up</i> /"Grazin'"
6	4	BONEY JAMES	<i>Body Language</i> /"Night"
5	5	GEORGE BENSON	<i>Absolute Benson</i> /"Deeper"
4	6	DAVID BENNETT	<i>Professional Dreamer</i> /"Miles"
8	7	PETER WHITE	<i>Perfect Moment</i> /"San Diego"
9	8	KIRK WHALUM	<i>For You</i> /"Goes"
11	9	KIM WATERS	<i>One Special Moment</i> /"Secrets"
14	10	CHIELI MINUCCI	<i>Sweet On You</i> /"Sunday"
—	11	EUGE GROOVE	<i>Euge Groove</i> /"Viny"
13	12	WARREN HILL	<i>Life Thru Rose Colored Glasses</i> /"Take"
7	13	TOM SCOTT	<i>Smokin'</i> /"Section" "Smokin'"
15	14	SAMANTHA SIVA	<i>Identity</i> /"Alone"
19	15	WALTER BEASLEY	<i>Won't You Let Me Love You</i> /"Comin'"
17	16	WALTER BEASLEY	<i>For Your Pleasure</i> /"Nice"
—	17	RICHARD ELLIOTT	<i>Chill Factor</i> /"Moomba"
—	18	FOURPLAY	<i>Yes Please</i> /"Robo"
20	19	GERALD VEASLEY	<i>Love Letters</i> /"Valdez"
12	20	JEFF GOLUB	<i>Dangerous Curves</i> /"Two"

Alternative

LW	TW	ARTIST	CD/Title
1	1	RED HOT CHILI PEPPERS	<i>Californication</i> /"Californication"
2	2	3 DOORS DOWN	<i>Better Life</i> /"Loser"
4	3	PAPA ROACH	<i>Infest</i> /"Last"
3	4	CREED	<i>Human Clay</i> /"Arms"
6	5	EVERCLEAR	<i>Songs From An American Movie Pt. 1</i> /"Wonderful"
8	6	SR-71	<i>Now You See Inside</i> /"Right"
5	7	DEFTONES	<i>White Pony</i> /"Change"
12	8	VERTICAL HORIZON	<i>Everything You Want</i> /"God"
9	9	A PERFECT CIRCLE	<i>Mer De Homs</i> /"Judith"
15	10	INCUBUS	<i>Make Yourself</i> /"Stellar"
7	11	EVE 6	<i>HorrorScope</i> /"Promise"
17	12	WHEATUS	<i>Wheatus</i> /"Teenage"
14	13	MATCHBOX TWENTY	<i>Mad Season</i> /"Bent"
11	14	STONE TEMPLE PILOTS	<i>No. 4</i> /"Sour"
16	15	BT	<i>Movement In Still Life</i> /"Never"
18	16	DISTURBED	<i>Sickness</i> /"Stupify"
—	17	OPM	<i>Menace To Sobriety</i> /"Halfpipe"
—	18	RAGE AGAINST THE MACHINE	<i>Battle Of Los Angeles</i> /"Testify"
20	19	METALLICA	<i>Mission: Impossible 2 Soundtrack</i> /"Disappear"
—	20	DANDY WARHOLS	<i>Thirteen Tales From...</i> /"Bohemian"

E-charts are based on weekly rankings of CD sales, downloads and streams of artists online compiled and tabulated directly from the logfiles of reporting websites. Reporters include Amazon.com, BarnesandNoble.com, CDNOW.com, CheckOut.com, ChoiceRadio.com, City Internet Radio, DiscJockey.com, The Everstream Network, GoGaGa.com, KISfm.com, Launch.com, Lycos Radio, NetRadio.com, NYLNetRadio.com, PhoenixRadio.com, PhoenixRadio.net, Radio Free Virgin, and Spinner.com. Data is weighted based on traffic reports by web traffic monitor MediaMatrix. Charts are ranked with a 50/50 methodology of sales data and streaming/airplay data for the six reporting formats. © 2000 R&R Inc. © 2000 Online Today, Net Music Countdown.



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RCA Ups Morrison To Sr. Nat'l Dir./ Modern Rock Promo

RCA Records has upped Rick Morrison to Sr. National Director/ Modern Rock Promotion. Based in Los Angeles, he reports to VP/ Modern Rock-Rock Promotion Ron Poore.



Morrison

"I feel very fortunate to have Rick by my side ... I'd hate to be working against him," Poore said.

"Rick will do almost anything to get the add, including jumping into the swimming pool at Skybar. He's a valuable part of this team, and we couldn't do it without him."

Morrison, who was previously National Director/Modern Rock Promotion, joined RCA four years ago from Elektra Entertainment Group, where he was the label's Detroit local promotion representative. Prior to that he was the local promotion representative for Imago Records in Detroit.

Hirsch Now Regent/Albany Station Mgr.

John Hirsch has been named Station Manager for Regent Broadcasting's six stations in Albany, NY: WGNA-AM & FM, WABT, WQBJ, WQBK and WTMM. He was most recently Director/Sales for the cluster, which was acquired by Regent in the Clear Channel spinoff.

Bob Ausfeld, who last week was named Regional VP for Regent, called Hirsch "one of the finest and most dedicated broadcast profes-

Warner Bros. President Sees A Ghost



Amanda Ghost recently completed a whirlwind promotional and performance tour in the U.S. to support her debut Warner Bros. Records CD, Ghost Stories. Set for release Sept. 12, it features the singles "Idol" and "Filthy Mind." Pictured at an L.A. club are Ghost and Warner Bros. President Phil Quartararo.

James To Program Blue Chip/Dayton

Randy James has been named Director/Operations & Programming for Blue Chip's four Dayton radio stations: Sports-Classic Rock combo WING-AM & FM, CHR WGTZ and Country WKSX. James replaces Michael Luczak, who recently accepted a programming position with Infinity's WZJM/Cleveland (R&R 8/25).



James

James has served as Director/Programming for Clear Channel's "Mix" and contemporary-formatted

stations and has programmed WRQX/Washington, WMXV/Cleveland, KDMX/Dallas, KHMV/Houston and WMMX (Mix 107.7) Dayton.

"We are extremely pleased to be able to bring Randy back to Dayton," said Blue Chip/Dayton VP/GM Don Griffin. "He created 'Mix 107.7 in 1991 and molded it into a great success story for American Radio Systems. We know he will be a powerful programming force for our group of stations."

sionals I have had the pleasure of working with in all of my years in radio."

Hirsch has worked in Albany radio sales since 1993. Before that he was Director/National Sales for the

CBS O&O TV stations. "I'm very excited about my increased responsibilities with our new owner, Regent," he said. "This is a great group of stations serving a great community."

EXECUTIVE ACTION

Clear Channel/Monterey Widens Mikhals' OM Scope

Clear Channel has expanded Cory Mikhals' OM responsibilities at its Monterey-Salinas cluster. Mikhals had been OM for Sports KTXX and Country duo KTOM-AM & FM since last January, and he now adds similar duties for CHR/Rhythmic KDON and Oldies KOCN.

Mikhals told R&R, "I'm thrilled to be able to expand my role with such a great company and such a great group of stations."

Mikhals was KTOM-FM's morning personality when he was promoted to the station's PD in August 1999. He will continue to program KTOM-FM, but he will be giving up his morning show.

Survey

Continued from Page 1

years. Afternoon drive talent saw their salaries increase only 21% since 1991. The story for air talent is even more bleak when you factor in smaller markets. According to the survey, pay for on-air talent in markets below the top 30 increased very modestly or stayed flat over the last nine years.

The only position that saw a decline in compensation since last year was morning drive producer, which went down 8%. Some other positions saw no decline but no increase either, including national sales manager, programming assistant, new business development/co-op, promotion assistant and webmaster.

Editor's note: The R&R/Miller, Kaplan, Arase & Co. annual compensation survey was conducted over the spring and summer. Radio station general managers were asked to report the salaries, bonuses and incentives and any other compensation paid out to their employees in 1999 and reported on their W2 forms.

The averages reported in this survey are median averages as opposed to mean averages. Median averages are arrived at by selecting the one salary that falls in the middle of the range of reported salaries. Mean averages, on the

Salary Sampling

Position	'91	'98	'99
GM	\$118	\$171	\$209
GSM	\$ 81	\$120	\$135
PD	\$ 59	\$ 70	\$ 79
LSM	\$ 70	\$104	\$120
AM Drive	\$ 78	\$ 65	\$ 66
Promo Dir.	\$ 29	\$ 36	\$ 39

Figures in thousands. Average compensation for markets 1-175. Source: R&R/Miller, Kaplan, Arase & Co. annual salary and compensation survey

other hand, are arrived at by totaling the salaries for a particular position and dividing that figure by the number of reported responses. The R&R/Miller, Kaplan, Arase & Co. survey uses median averages to negate the effect of one or two extreme salary figures.

On the charts on Pages 52-56 Miller, Kaplan did not report a figure if the sample for a position fell below reliable thresholds, thus some compensation information may be missing from certain positions or entire columns. Readers are still reminded to approach these statistics with caution because some of this information, particularly for smaller formats, approaches the threshold of statistical reliability.

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- ★ Yes, the Steve Rossi who appeared on *The Ed Sullivan Show* with the Beatles
- ★ Yes, the Steve Rossi who sang "More" as the theme song for the forgettable movie "Mondo Cane"

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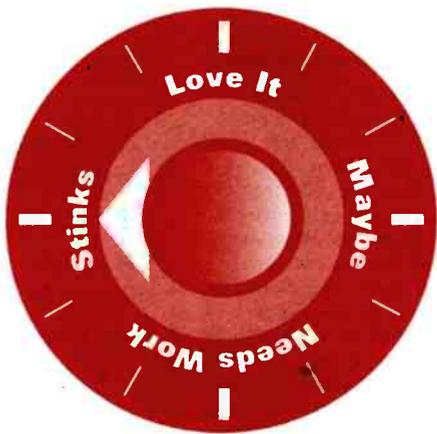
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Kenny Rogers Goes Platinum Again



The RIAA surprised Kenny Rogers onstage during a performance in Vienna, VA by awarding him a plaque commemorating the platinum certification of his album *She Rides Wild Horses*. This is Rogers' 19th platinum album. Pictured (l-r) are Dreamcatcher Records VP/Promotion Gator Michaels, RIAA Dir./Gold & Platinum Awards Program John Henkel, Rogers, Wanda Rogers and Dreamcatcher President/CEO Jim Mazza.

NABOB

Continued from Page 3

R&R asked Kennard about reports published in New York that he was about to resign. Kennard acknowledged that the incoming president has the privilege of choosing a new chairman but said he intended to finish his term as a regular commissioner through next summer.

One politico encouraged Urban stations to reach out to black voters. "As a black radio station owner, you have an obligation to encourage young blacks to vote," Billy D. Williams told NABOB members during a Wednesday-morning session titled "Can Radio Really Influence the 2000 Election?"

Williams, a city councilman in Florence, SC, added that if stations are "going to push hip-hop and rap, then they ought to push political involvement too." Williams is African American, and represents a district

that is about 70% white. He told R&R that he won his first election by only one vote. Since then he has appeared regularly on Cumulus-owned Urban WYNN-AM and News/Talk WJMX-AM. "When issues come up, I go on the air," he said.

University of Maryland African-American Studies Professor Ron Walters stressed the importance of black-owned stations maintaining credibility and pursuing community involvement in order to capture ad dollars from the federal campaign to get out the vote. "They will not give [the ad contracts] just because you are black. They will give them to you because you can state your case. You must convince advertisers that the station can reach the targeted audience. It's a case of 'Big T' — trust, the reason that black media works."

Rev. Jesse Jackson closed out the conference with regrets about what he called radio's "music and entertainment syndrome. It keeps people

less informed. There must be some balance of information, inspiration and direction." Jackson told R&R that he believes current group owners "are driven by greed. We need a democratization of the airwaves. Too few people own too much media, leaving too many people out."

Jackson wants Congress to create incentives "to get more media back to more people" and urged NABOB members to use their power as broadcasters to inform and drive communities. "You are our primary access to the world. You are our window. We must be the motivators. We must turn our community on."

Baranski

Continued from Page 3

Between 1997-99 she was Sales & Marketing Manager for KCME/Colorado Springs. Before that she was Director/Incentive Marketing for World Class Incentives in Boston. Baranski began her career as an AE with KSMG/San Antonio.

Arbitron Skips Ahead To July Web Numbers

Arbitron has released its webcast ratings for the month of July. The last webcast ratings reflected the month of February, but Arbitron said it has so improved its systems that it was able to skip four months. The numbers from the intervening months will eventually be released.

And the results: Virgin Radio again came in first with an Aggregate Tuning Hours figure of 236,100. Here are the top 25, followed by their ATH for the month of July:

Rank Channel	URL	ATH
1 Virgin Radio	www.virginradio.co.uk	236,100
2 NetRadio — '80s Hits	www.netradio.com	201,000
3 KNAC.com Pure Rock	www.knac.com	148,600
4 NetRadio — Hits	www.netradio.com	146,900
5 NetRadio — Vintage Rock	www.netradio.com	143,300
6 NetRadio — The X	www.netradio.com	133,600
7 NetRadio — Smooth Jazz	www.netradio.com	131,000
8 WABC-AM	www.wabcradio.com	119,500
9 CFNY-FM	www.edge102.com	115,000
10 KPIG-FM	www.kpig.com	111,700
11 KLTY-FM	www.klty.com	105,200
12 NetRadio — Lite Hits	www.netradio.com	102,400
13 NetRadio — Quiet Classics	www.netradio.com	100,700
14 KPLU-FM	www.kplu.com	94,600
15 WPLJ-FM	www.wplj.com	92,100
16 KQRS-FM	www.92kqrs.com	91,300
17 WJZW-FM	www.smoothjazz1059.com	86,600
18 NetRadio — New Age	www.netradio.com	84,900
19 Groove Radio	www.grooveradio.com	83,500
20 WGMS-FM	www.wgms.com	83,000
21 KPLZ-FM	www.kplz.com	79,400
22 NetRadio — Route 1 Country	www.netradio.com	76,900
23 NetRadio — 60s Country	www.netradio.com	74,600
24 NetRadio — Groovin 70s	www.netradio.com	72,500
25 NetRadio — Cafe Jazz	www.netradio.com	71,500

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RED Celebrates Prosperity At Convention



The RED Distribution Convention 2000 featured presentations and showcases from the diverse roster of labels that fueled RED's most prosperous year to date. Pictured (l-r) are Antra CEO Joe Marone, Artemis President Daniel Glass, RED President Ken Antonelli, Artemis Exec. VP Michael Krumper, JRB Sales President Jeff Brody and RED's VP/Field Sales Lou Tatulli, Sr. VP/Product Development Alan Becker and VP/Sales Dean Tabac.

Metro/Shadow

Continued from Page 3

AE at WIP-AM/Philadelphia and rose to GM and GSM positions at WMMR/Philly and at Infinity's KXYZ-AM/Houston and WYSP/Philly.

Candullo and Epstein previously served as Regional VPs, with Candullo responsible for the Northeast and Mid-Atlantic regions and Epstein overseeing the Northwest. Before joining Metro in 1996 as

VP/GM, Candullo worked as President/GM of WYNY/New York and WKQI/Detroit. Epstein has been with Metro for 10 years and was VP/GM of KJAZ/San Francisco before that.

"These two outstanding managers have made critical and important contributions to the company during their combined 15-year tenure," Bortnick commented. "The company is extremely pleased to promote them to these new levels of responsibility."

de Castro

Continued from Page 1

with IMG, SFX, eBay, leading national charities, universities and sports teams and a management team that has strengths in many fields is truly exciting. I look forward to building Ultimate Inc. into the leading marketplace for diverse and exclusive content appealing to a wide variety of corporate customers and consumers."

As de Castro noted, IMG and SFX are partners and shareholders in UltimateBid, which is Ultimate's

online arm that auctions sporting and concert tickets through eBay. UltimateBid also offers such high-end "experiences" as a round of golf with Tiger Woods or the opportunity to join Christina Aguilera onstage.

De Castro was a top executive at AMFM and its ancestral companies (Chancellor Media, Evergreen Media) until earlier this year, after the company announced its merger with Clear Channel Communications. He was also Chairman/CEO of AMFMi, the company's Internet subsidiary.

KLOS

Continued from Page 1

by civil rights groups, including the Congress for Racial Equality, the Nation of Islam, the Brotherhood Crusade, the National Political Congress of Black Women and Rainbow/PUSH. The civil rights groups have called for a national boycott of Disney and license action by the FCC.

Lawsuits against KLOS and Disney continue to wind through the crowded Los Angeles court system since three African-American women employed in KLOS' sales and administration offices filed suit over the promotion.

Although Disney recently reached a \$2 million settlement with former KLOS employee Judy Goodwin (R&R 8/25), both sides tell R&R that the agreement has yet to be signed by either party. Goodwin's attorney, James DeBose, told R&R that Goodwin was excluded from department head

staff meetings for nine months while the promotion was being planned. According to court papers filed by DeBose, when Goodwin heard the giveaway for the first time on the air, she went to station GM Bill Sommers, who denied knowing about the promotion.

Another of the plaintiffs is former KLOS AE Leslie Childs, who has since left the Los Angeles market. "This has had a devastating effect on her," her attorney, Dwight Bolden, told R&R. "It has changed her entire life. Her life will never be the same since her experience at Disney. She hopes [Disney and KLOS] will accept full and complete responsibility for their conduct."

An ABC spokeswoman in New York told R&R on Tuesday (9/19) that the company had no comment on the matter.

Mark & Brian have less than one year left on a short contract extension through August 2001. KLOS bills more than \$30 million annually.

Leipsner

Continued from Page 1

team. I sense great things in the future of this department and am very excited about Lee's well-deserved promotion."

Leipsner noted, "I'm very proud to be part of such an incredible team, which I believe is the most dedicated in the business. To work at a label with such diverse talent and an unparalleled tradition of artistry is a pleasure and inspires me every day. It has been a privilege to grow in such a dynamic environment while working with such talented people. I am excited to have the opportunity to contribute to the history and success of the Columbia Records Group."

Leipsner began his career in the music business in 1984, working as a retail clerk at Waxie Maxie in Maryland. In 1985 he took an internship at Capitol/EMI in Washington and two years later joined CEMA Distribution's Mid-Atlantic branch.

In 1988 he became the Mid-Atlantic Promotion Manager for Mercury Records, then joined Columbia Records in 1993 as Local Promotion Manager in Washington. In April 1994 he became Associate Director/Top 40 Promotion, and one year later he was upped to Director/Top 40 Promotion. In April 1996 Leipsner rose to Sr. Director/Promotion and in February 1998 was named VP/Top 40 Promotion. He was elevated to Sr. VP/Top 40 Promotion in April 1999.



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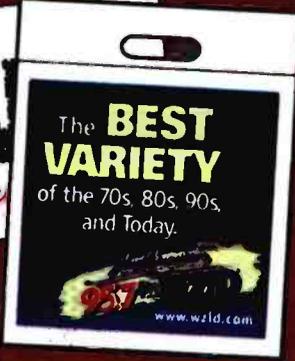
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• **TALKAMERICA** agrees to syndicate Roger Media's open-line talk show *Rhona at Night*. For more information, contact Paul Durante at 604-877-6313.

Records

• **ANDY OLYPHANT** joins Giant Records as an A&R executive. He was most recently an A&R exec at Almo Sounds.



Olyphant

• **LEE STIMMEL** is upped to VP/ Marketing & Development for Atlantic Records. He rises from VP/Marketing.

Industry

• **JAMES MILLER** is now President/ COO of Valley Media. He was previously the company's CFO.

Products & Services

• **MANHATTAN PRODUCTION MUSIC** introduces Sound-Alike Database, a service that allows users to locate music from the company's BRG, MPM and Apple Trax libraries in the style of any artist. For more information, contact Ron Goldberg at 800-227-1954.

Changes

AC: Denis Prior joins KSRZ/ Omaha for mornings ... KOST/Los Angeles adds Julio Flores for weekends.

CHR: WLLD/Tampa midday host Scantman adds APD duties ... WQEN/Birmingham APD Scott Bohannon exits ... WHOT/ Youngstown night host Jay Klein is appointed APD and segues to afternoons ... Tommy Chuck joins WVSR/Charleston, WV as APD/ MD ... Dallas Scott joins KNJK/ Anchorage, AK as MD ... WMJK/ Atlanta flips calls to WDLA (Wild 96.7) ... WOST (Star 100)/Ft.

Myers changes its moniker to "100.1 KISS FM."

Country: WQMX/Akron ups part-timer John Boy to full-time overnights.

News/Talk: KTRS/St. Louis adds Darrell Ankarlo for mornings, Larry Cotler for weeknights and George Noory for overnights and debuts a nightly sports/talk show hosted by Howard Balzar. John Hadley and Scott Warman, with St. Louis Blues play-by-play commentators Chris Kerber and Kelly Chase joining them on Fridays ... WCBS/New York adds "The Kim Komando Computer Minute" ... Chris Morales joins KABC/Los

Angeles as Production Coordinator/ Board Op.

Records: Holly Hutchison is promoted to Dir./A&R and Research for Capitol Records ... Bob Garbarini is named VP/Sales & Team Liaison for BMG Distribution ... Caryn Conklin is promoted to VP/Int'l MIS, and Ken Citron is made VP/U.S. Information Systems, for Sony Music Entertainment ... Gizelle Galang is named Dir./ Business & Legal Affairs for Island Def Jam Music Group ... Adrian Harewood is now Sr. Dir./Ops for Rhino Entertainment.

Industry: Steve Clark is named Mgr./Advertising Services for Music-Match.com.

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SAVAGE GARDEN Affirmation

Mainstream AC
SAVAGE GARDEN Affirmation
WALLFLOWERS Sleepwalker

Lite AC
JOE COCKER She Believes In Me

MAC
BRIAN BROMBERG Relentless
RONNY JORDAN LROY AYERS Mystic Voyage

UC
ABSOLUTE Is It Really Like That
BEENE MAN Girls Dem Sugar
JA RULE I.C. MILIAN Between Me And You
MARY MARY I/B.B. JAY I Sings
SLW No More (Baby I'ma Do Right)

JONES BROADCAST PROGRAMMING
Ken Meutrie • (800) 426-9082

Alternative
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CREED Are You Ready
GOOD CHARLOTTE Little Things
LIMP BIZKIT Rollin'

Hot AC
Josh Hosler
No Adds

CHR
Josh Hosler
RICKY MARTIN She Bangs
WALLFLOWERS Sleepwalker

Rhythmic CHR
Josh Hosler
JA RULE I.C. MILIAN Between Me And You
RICKY MARTIN She Bangs
SAMANTHA MUMBA Gotta Tell You
SLW No More (Baby I'ma Do Right)

Soft AC
Mike Bettelli
FAITH HILL The Way You Love Me

Mainstream AC
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Delliah
Mike Bettelli
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JIM BRICKMAN The Love I Found In You

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U2 Beautiful Day

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Steve Leigh
GREEN DAY Minority

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Bob Blackburn

Adult Rock & Roll
Jeff Gonzer
No Adds

Soft AC
Andy Fuller
MARC ANTHONY My Baby You
JIM BRICKMAN The Love I Found In You
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Jim Hays
CREED With Arms Wide Open
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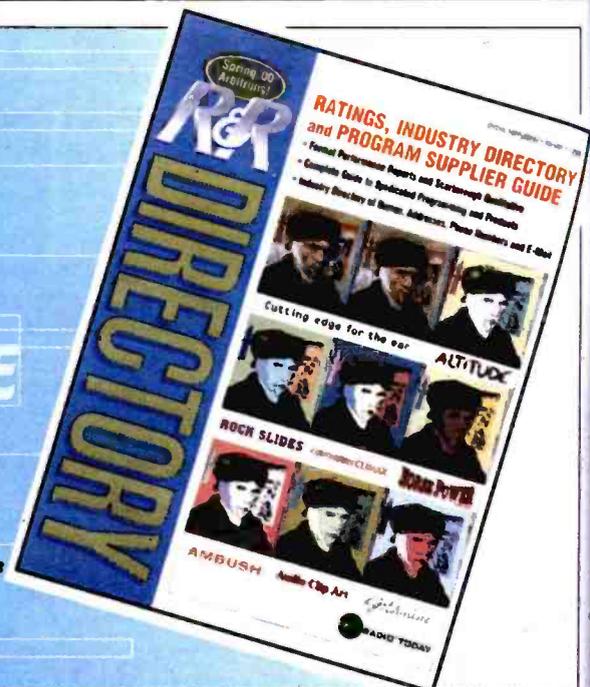
1plus1 Shines At Elektra Gathering



Newly signed Elektra recording artists 1plus1 recently showcased their vocal talent at New York's Club Shine, where Elektra brass held a congratulatory pre-show gathering for the band. 1plus1's self-titled album will be released Nov. 14. Pictured (l-r) are Elektra Exec. VP/GM Greg Thompson and VP/Promotion Bill Plordresher; 1plus1's spider, manager Mike Rich, Juliet, e and markie; and Elektra Sr. VP/Promotions Dennis Reese and VP/Sales Jay Perloff.

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HOW'S YOUR IMAGE?

R&R 2000 Radio Industry Salary Survey

September 22, 2000

By Market Size

	1-15	16-30	31-50	51-75	76-100	101-175	All	%Chg. '98-'99	
MGT.	General Manager	\$347,240	\$223,799	\$208,000	\$195,000	\$195,000	\$103,500	\$289,429	23%
	General Sales Manager	201,570	158,901	126,814	88,750	122,864	80,500	135,207	12%
	Program Director	152,885	95,880	85,000	51,750	49,573	45,000	79,299	13%
	Promotion Director	57,907	37,750	38,000	30,000	34,833	22,000	39,025	8%
PROG.	News Director	56,029	50,000	38,500	28,000	36,449	33,335	42,884	12%
	Research Director	55,232	37,000	—	—	—	—	38,000	6%
	Production Director	53,739	44,225	40,197	30,000	29,500	26,930	40,416	1%
	Music Director/Asst. PD	62,000	40,371	37,000	24,792	—	36,000	45,000	8%
	Programming Asst.	30,000	28,180	27,911	27,000	—	—	28,617	0%
	Morning Drive Producer	35,372	28,534	25,000	20,000	23,079	18,192	25,953	-8%
ON AIR	Morning Drive Talent	131,398	80,967	72,000	47,489	36,000	36,000	66,000	2%
	Midday Talent	74,280	42,677	36,984	27,000	29,600	26,630	38,000	9%
	Afternoon Drive Talent	85,722	54,643	40,900	30,000	29,038	33,000	44,846	8%
	Evening Talent	56,500	35,000	28,700	21,000	25,000	20,000	30,316	8%
	Late-Night Talent	38,400	25,196	20,000	16,000	18,850	—	24,581	7%
	News Reporter	65,769	33,500	35,000	25,000	—	24,000	32,000	12%
	Sports Director/Announcer	72,881	42,900	37,000	34,675	—	—	41,000	17%
SALES	Local Sales Manager	169,400	121,388	97,500	78,000	120,091	55,293	120,100	15%
	National Sales Manager	156,110	106,955	112,500	76,718	90,000	—	120,872	9%
	New Bus./Retail/Co-Op	120,000	72,202	79,750	40,000	—	—	84,500	0%
	AE — Highest	178,418	124,015	98,354	66,171	103,204	69,665	107,650	20%
	AE — 2nd Highest	146,883	103,000	84,889	55,000	85,000	52,087	90,000	22%
	AE — Avg./Others	83,998	62,438	50,000	35,000	39,000	33,520	54,000	21%
OPS / SUPPORT	Promotion Assistant	30,000	24,000	24,300	19,200	21,273	16,560	24,000	0%
	Traffic Director	45,500	32,892	31,300	27,000	30,000	24,000	32,320	3%
	Continuity Director	35,000	27,390	27,526	27,350	—	25,166	28,967	3%
	Chief Engineer	83,350	65,000	52,000	50,000	54,000	35,000	60,000	7%
	Asst. Engineer	50,839	42,195	36,500	24,000	38,550	—	40,000	5%
	IT Network Administrator	45,726	54,785	42,500	27,800	—	—	42,082	5%
	Webmaster	32,750	37,500	32,000	—	—	—	32,000	0%
	Business Manager/Controller	70,915	56,500	51,362	47,071	35,000	38,000	54,614	14%
	Asst. Business Manager	38,500	33,500	30,900	28,000	—	—	32,000	0%
	Executive Assistant	37,250	33,528	32,800	26,000	30,750	—	32,900	0%
	Sales Assistant	28,351	25,406	23,000	22,000	24,992	20,466	25,000	1%
	Receptionist	22,700	21,900	19,200	17,600	21,400	15,700	20,000	0%

Data gathered for R&R by Miller, Kaplan, Araso & Co.

Compensation figures are for calendar year 1999 and include salary plus bonuses and incentives. Many responses include personnel with multiple duties, and many positions cover more than one commonly owned station. Please note that salaries for some positions in certain formats approach statistically reliable thresholds. Please exercise caution when interpreting this information.

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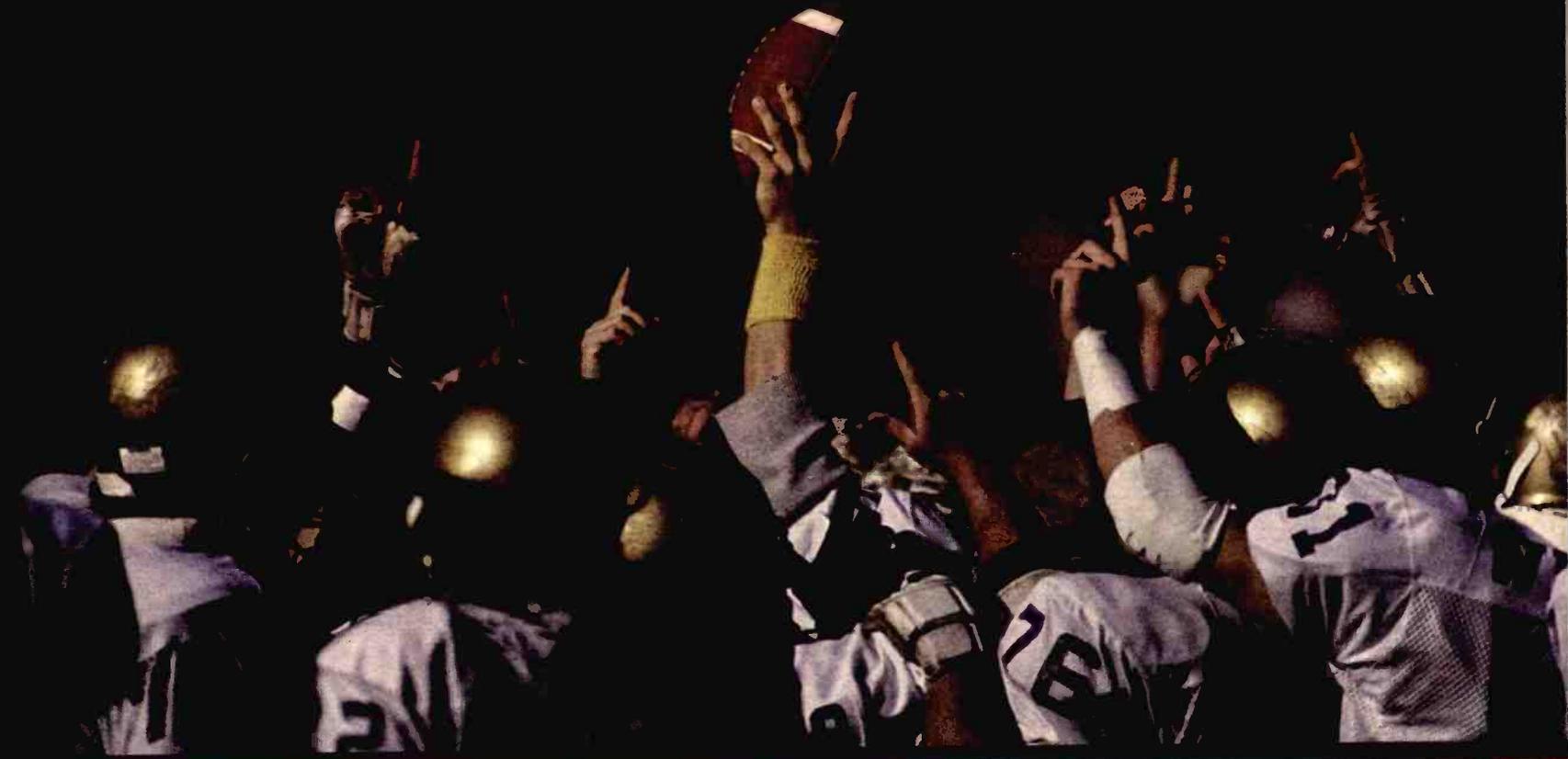
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R&R 2000 Radio Industry Salary Survey

September 22, 2000

By Format AND Market Size

	Position	AC		Alternative		CNR		Country	
		1-30	31-100	1-30	31-100	1-30	31-100	1-30	31-100
MGT.	General Manager	\$388,888	\$163,888	\$321,423	—	\$339,288	\$167,888	\$241,224	\$132,500
	General Sales Manager	194,950	125,000	179,751	\$90,000	190,000	104,000	150,000	100,000
	Program Director	129,587	58,888	97,588	48,888	144,888	78,276	95,888	75,888
	Promotion Director	59,000	35,562	36,000	30,500	58,000	29,101	37,500	36,000
PROGRAMMING	News Director	55,353	29,288	38,888	—	—	—	58,828	29,198
	Research Director	32,524	—	37,000	—	—	—	—	—
	Production Director	48,788	36,888	43,887	32,888	58,888	38,888	38,518	31,588
	Music Director/Asst. PD	47,500	27,396	53,854	—	50,000	32,000	47,929	—
	Programming Asst.	33,978	28,140	28,888	—	28,881	—	23,888	32,968
	Morning Drive Producer	42,610	23,406	29,979	—	31,750	24,000	23,611	21,500
ON AIR	Morning Drive Talent	100,000	56,250	96,138	39,415	125,215	67,383	90,888	60,000
	Midday Talent	48,116	30,188	50,888	26,888	58,888	30,000	42,677	31,688
	Afternoon Drive Talent	58,888	28,888	75,388	37,128	82,888	28,888	61,888	36,258
	Evening Talent	38,834	21,488	38,587	22,888	45,888	23,597	35,799	21,888
	Late-Night Talent	38,157	18,888	27,588	—	28,888	16,888	29,995	22,888
	News Reporter	—	—	—	—	—	—	—	26,818
	Sports Director/Announcer	—	—	—	—	—	—	—	33,358
SALES	Local Sales Manager	158,315	78,888	131,793	82,488	183,776	71,888	145,844	91,888
	National Sales Manager	138,820	83,888	133,322	—	167,879	100,833	99,788	75,895
	News Bus./Retail/Co-Op	88,587	82,888	—	—	88,148	—	78,888	33,195
	AE — Highest	156,682	101,888	132,885	70,888	149,448	78,888	128,296	73,965
	AE — 2nd Highest	138,482	86,759	185,815	82,888	128,888	58,171	188,672	88,888
	AE — Avg./Others	79,860	51,313	88,782	35,888	73,738	38,288	74,850	43,450
OPS / SUPPORT	Promotion Assistant	24,478	23,888	24,888	27,575	29,731	—	28,888	26,888
	Traffic Director	34,888	29,288	33,792	38,888	40,888	31,588	34,588	26,588
	Continuity Director	33,588	28,888	28,888	38,888	28,888	27,888	27,528	—
	Chief Engineer	65,815	52,888	86,588	35,888	76,659	52,888	59,782	47,378
	Asst. Engineer	48,888	38,452	48,571	—	47,888	—	36,888	34,288
	Business Manager/Controller	66,710	45,888	58,843	34,468	65,888	54,619	54,888	44,258
	Asst. Business Manager	38,588	31,759	48,588	—	32,888	29,776	38,945	28,112
	Executive Assistant	35,984	29,250	—	—	40,750	25,888	33,528	26,416
	Sales Assistant	29,584	21,888	28,935	23,888	29,888	22,787	28,588	22,888
Receptionist	22,219	18,250	22,198	—	22,888	17,450	22,888	18,350	

Data gathered for R&R by MMWR, Kaplan, Arnes & Co.

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R&R 2000 Radio Industry Salary Survey

September 22, 2000

By Format And Market Size

	Position	News/Talk		Oldies		Rock		Spanish-Language		Urban	
		1-30	31-100	1-30	31-100	1-30	31-100	1-30	31-100	1-30	31-100
MGT.	General Manager	\$289,409	—	\$290,657	\$138,500	\$275,885	\$174,800	\$300,000	—	\$202,276	\$186,375
	General Sales Manager	172,440	\$99,000	157,705	84,400	184,225	95,500	250,000	—	145,773	—
	Program Director	182,050	49,000	99,000	57,000	138,170	67,935	85,000	—	72,000	48,878
	Promotion Director	60,000	—	37,368	38,000	42,682	33,000	47,500	—	45,268	33,500
PROGRAMMING	News Director	78,467	—	34,000	31,500	—	—	—	—	29,000	—
	Research Director	—	—	—	40,000	—	—	—	—	—	—
	Production Director	83,000	—	50,000	35,000	45,000	30,300	37,500	—	49,500	40,000
	Music Director/Asst. PD	—	47,500	—	52,250	—	80,000	—	61,000	—	—
	Programming Asst.	39,950	—	40,000	—	32,470	—	24,000	—	25,000	—
	Morning Drive Producer	35,372	17,700	31,809	20,000	25,626	21,800	—	—	23,000	—
ON AIR	Morning Drive Talent	129,580	79,267	73,576	45,541	163,785	119,000	85,097	—	60,000	40,000
	Midday Talent	103,761	63,500	44,116	33,000	62,623	28,000	45,549	—	44,302	25,000
	Afternoon Drive Talent	99,495	—	48,006	40,000	51,393	30,776	53,500	—	45,000	31,000
	Evening Talent	84,919	—	35,498	20,500	33,950	23,000	30,000	—	50,000	22,000
	Late-Night Talent	77,100	—	33,012	29,305	18,000	30,000	—	31,000	16,000	—
	News Reporter	49,301	20,000	—	—	—	—	—	—	—	—
	Sports Director/Announcer	74,829	37,000	—	—	—	—	—	—	—	—
SALES	Local Sales Manager	146,737	—	106,767	78,064	128,934	115,000	183,750	—	101,976	90,000
	National Sales Manager	145,668	—	160,000	—	123,967	75,000	125,652	—	153,140	—
	New Bus./Retail/Co-Op	135,000	—	—	—	150,300	51,200	—	—	52,444	—
	AE — Highest	172,949	76,600	95,711	67,000	191,154	88,150	195,869	—	120,000	80,000
	AE — 2nd Highest	153,589	68,900	88,792	60,000	125,680	60,000	170,000	—	75,888	54,300
	AE — Avg./Others	78,255	38,000	72,349	38,000	87,500	41,900	71,339	—	45,000	28,000
OPS / SUPPORT	Promotion Assistant	26,000	22,175	26,066	20,500	24,327	21,607	28,800	—	22,716	18,000
	Traffic Director	46,100	28,814	40,000	25,900	32,500	34,613	47,000	—	29,990	28,000
	Continuity Director	40,470	—	31,618	—	33,800	30,800	—	24,000	—	—
	Chief Engineer	101,226	—	65,000	—	90,000	51,200	82,500	—	70,500	55,000
	Asst. Engineer	65,382	—	45,000	—	42,000	23,000	40,000	—	—	—
	Business Manager/Controller	79,914	—	60,000	42,000	71,677	52,000	72,140	—	52,500	47,750
	Asst. Business Manager	38,580	—	37,066	—	37,442	28,000	33,106	—	31,500	32,181
	Executive Assistant	43,761	—	34,750	—	35,237	—	35,000	—	27,280	23,567
	Sales Assistant	26,000	28,900	28,777	24,000	25,968	24,000	30,000	—	22,447	20,200
Receptionist	23,250	—	19,950	—	22,880	17,600	19,000	—	21,500	18,200	

Data gathered for R&R by Miller, Kaplan, Arace & Co.



Clark Beats Laura!

A 25-54 Clark **10.0** WSB Laura 5.2 WGST AF
 A 35-54 Clark **11.6** WSB Laura 5.2 WGST AF

BOORTZ

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 A 35-54 Boortz **10.4** WSB Rush 5.9 WGST AF

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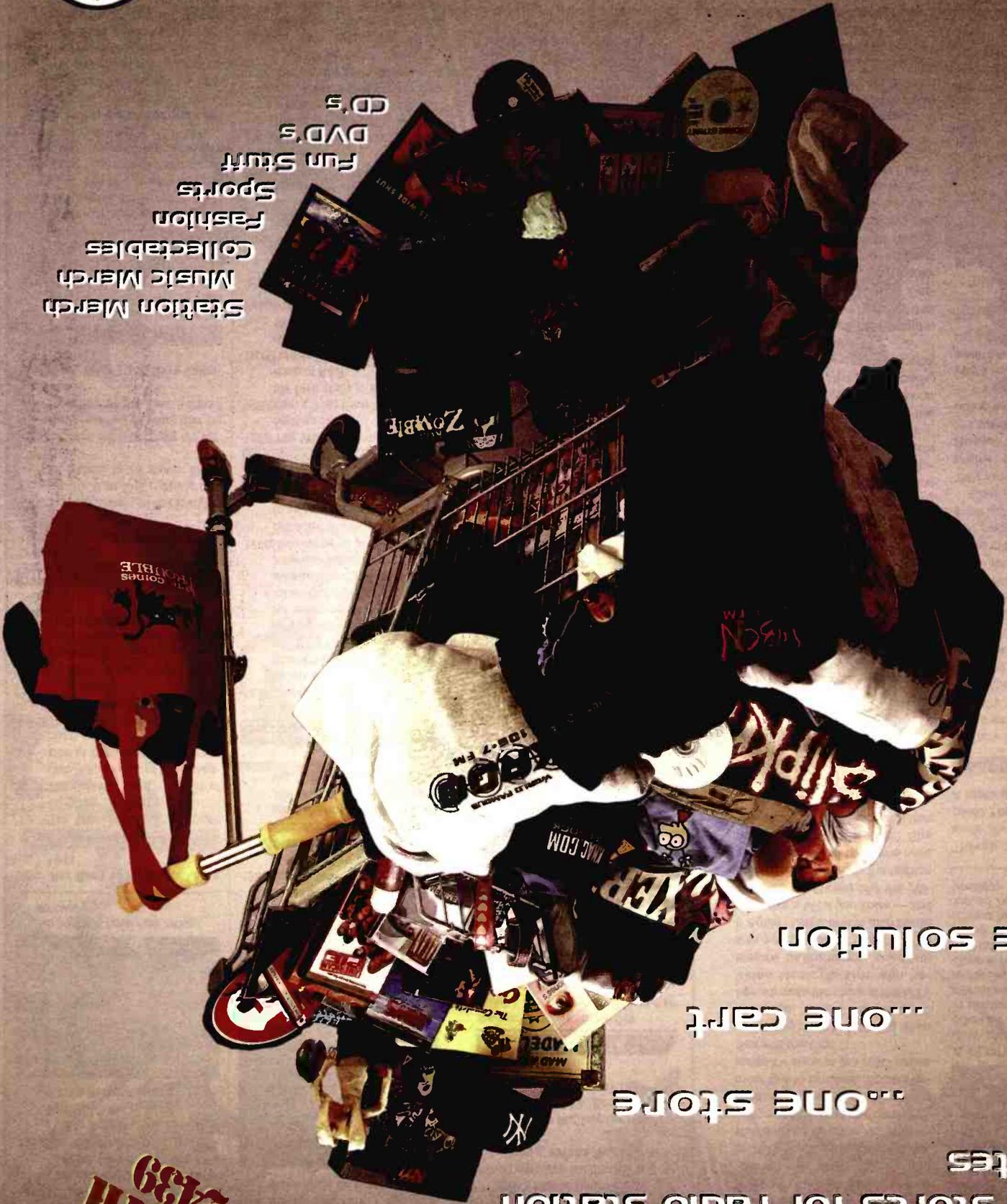


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DATEBOOK

MONDAY, OCTOBER 2

Name Your Car Day

1937/Ronald Reagan makes his acting debut, at age 26, in the Warner Bros. movie *Love Is in the Air*.

1950/The comic strip *Peanuts* debuts. Charles Schulz's wildly successful comic runs for 50 years.

1959/*The Twilight Zone* bows on CBS-TV. The program, hosted by Rod Serling, features surreal plots, often with moral lessons.



Serling: You have now crossed over.

Born: Rex Reed 1938, Donna Karan 1948

In Music History

1965/The Who make their American TV debut, on *Shindig*.

1967/The Grateful Dead — all six of them — are arrested for possession of marijuana in San Francisco.

1977/The bodies of Elvis Presley and his mother, Gladys, are reinterred at Graceland.

Born: Don McLean 1945, Mike Rutherford (ex-Genesis, Mike + The Mechanics) 1950, Sting 1951, Tiffany 1971

TUESDAY, OCTOBER 3

Child Health Day

1961/*The Dick Van Dyke Show* debuts on CBS-TV.

1986/Burt Lancaster and Kirk Douglas join for their first comedic collaboration, in the movie *Tough Guys*.

1990/East and West Germany are formally reunified, 41 years after the founding of the East German state.

Born: Gore Vidal 1925, Neve Campbell 1973

In Music History

1965/Manfred Mann and his band become the first American rock band to play in the Soviet Union.

1990/A Florida store owner is found guilty of distributing obscene material for selling 2 Live Crew's *Nasty as They Wanna Be*.

1994/The Eagles are forced to postpone their Hell Freezes Over reunion tour when guitarist-singer Glenn Frey undergoes surgery for diverticulitis.

1996/A miffed David Lee Roth announces to the media that his reunion with Van Halen had all been a publicity stunt and the band had never intended to keep him.

Born: Lindsey Buckingham (ex-Fleetwood Mac) 1947, Stevie Ray Vaughan 1954-1990, Tommy Lee (Methods Of Mayhem) 1962

WEDNESDAY, OCTOBER 4

National Taco Day

1954/*Leave It to Beaver* premieres on ABC-TV.

1976/Barbara Walters becomes the first woman to anchor a network evening newscast, joining Harry

Reasoner on the *ABC Evening News*.

1989/Dan Rather is mugged by two men in New York City who repeatedly ask him, "What's the frequency, Kenneth?" R.E.M. later memorialize the event in song.



Rather: So what is the frequency?

Born: Anne Rice 1941, Susan Sarandon 1946

In Music History

1970/Janis Joplin, 27, dies of a heroin overdose in Los Angeles.

1982/English New Wavers Squeeze announce their breakup.

1992/Sinead O'Connor outrages a *Saturday Night Live* audience when she rips a picture of Pope John Paul II on the show, saying, "Fight the real enemy."

THURSDAY, OCTOBER 5

Sea Serpent Day

1969/Monty Python's *Flying Circus* debuts on BBC. The satirical hit program later comes to the U.S. on PBS-TV and becomes a cult favorite. Also ... A Cuban defector lands a MiG-17 at Homestead Air Force Base in Florida without being detected by American authorities.

1989/Televangelist Jim Bakker is convicted of using his TV show to defraud viewers.

Born: Karen Allen 1951, Kate Winslet 1975

In Music History

1969/The Who perform on *The Ed Sullivan Show*.

1973/Cher's "Half Breed" is No. 1 on the CHR chart in the very first issue of R&R.

1992/Former Temptation Eddie Kendrick dies of lung cancer at age 52.

Released: Cream's "White Room" and Steppenwolf's "Magic Carpet Ride" 1968, Harry Chapin's "Cat's in the Hat" 1975

Born: Steve Miller 1943, Bob Geldof 1954

FRIDAY, OCTOBER 6

National Noodle Day

1962/Robert Goulet steps out of the role of Sir Lancelot in *Camelot* after a two-year run on Broadway. Richard Burton plays King Arthur, and Julie Andrews is Lady Guenevere in the play.

1991/Elizabeth Taylor marries for the eighth time, this time to Larry Fortensky, on Michael Jackson's California estate.

1992/Ross Perot appears in his first paid advertisement as a presidential candidate.

Born: Britt Ekland 1942, Elisabeth Shue 1963

In Music History

1976/Rick Dees' "Disco Duck" goes gold.

1978/Mick Jagger apologizes for the lyrics of "Some Girls," which

many found to be racist. He refuses, however, to change the words.

1980/Ex-Sex Pistol John Lydon, a.k.a. Johnny Rotten, is arrested in Dublin for assaulting a barman. He's later acquitted.

1985/Legendary bandleader and arranger Nelson Riddle dies at 64.

Born: Thomas McClary (ex-Commodores) 1949, Kevin Cronin (REO Speedwagon) 1951

SATURDAY, OCTOBER 7

National Brussels Sprout Day

1956/A U.S. House subcommittee begins investigations of allegedly rigged TV quiz shows.

1969/The Motion Picture Association of America adopts the G-through-X rating system.

1982/The Andrew Lloyd Webber musical *Cats* premieres on Broadway.

Born: Oliver North 1943, Yo-Yo Ma 1955

In Music History

1986/The ever-controversial Ozzy Osbourne is forced to cancel a show at the Oil Palace in Tyler, TX after arson and bomb threats.

1994/Metallica drummer Lars Ulrich explains why the band is suing label Elektra over a contract dispute: so the label won't give Metallica masters "to a soup company or something."



Ulrich: Some things never change.

1998/Elton John, Meat Loaf, Ween and others play on the "Chef Aid" episode of *South Park*.

SUNDAY, OCTOBER 8

National Fluffnutter Day

1966/The U.S. Government makes LSD illegal.

1970/Alexander Solzhenitsyn wins the Nobel Prize for literature. His books detail oppression in the former Soviet Union.

1974/Evel Knievel attempts to jump the Snake River Canyon in Idaho with a rocket-powered motorcycle. One of his parachutes deploys on takeoff, and he lands in the river.

Born: Stephanie Zimbalist 1956, Matt Damon 1970

In Music History

1980/Bob Marley collapses during a New York show and is hospitalized.

1987/Chuck Berry receives a star on the Hollywood Walk of Fame.

1990/George Strait picks up his second consecutive CMA Entertainer of the Year Award.

1997/Gang Related, starring Tupac Shakur in his last role, opens nationally.

Born: John Mellencamp 1951

— Michael Anderson & Brida Connolly

'zinescene

Britney: Bustin' Loose!

She hitches a ride on cover girl Britney Spears' tour bus and chats with the teen queen. Spears tells the 'zine she is not engaged to 'N Sync's Justin Timberlake, she doesn't lip sync during her performances, and she considers Madonna the artist she would most like to emulate. Spears' favorite TV show is the HBO series *Sex and the City*.

Proving she's not kidding when she sings, "I'm not that innocent," Spears stole the show at the MTV Video Music Awards with her steamy performance, complete with a striptease, of "Oops! ... I Did It Again." Other artists also bared all — this is MTV, you know — and *US Weekly*, *People* and the *National Enquirer* include the fashion show. What would Madonna have worn if she had attended? She tells *People*, "A G-string, a feather boa and the diamond ring my boyfriend, Guy Ritchie, gave me."

But Madonna did attend ... or did she? So did Elton John, Will Smith, Prince and Michael Jackson ... or did they? Nope. They were just figurines, lent to MTV by London's famed Madame Tussaud's Wax Museum and stationed in the Radio City Music Hall lobby to greet attendees as they strolled in on the red carpet. (*New York*)

Let's Get Physical

Olivia Newton-John updates *People* and *US Weekly* about her life since her early '80s smash hit "Physical." The Australia-born singer — who sang her new single, "Dare to Dream," with fellow Australian John Farnham during the Summer Olympics' opening ceremonies — tells the 'zines she suffered a succession of blows during the past decade, but she's emerged optimistic and happier than ever.

What's one way Sting gets physical? Brazilian dancing! His dance instructor, Leandro Carvalho, tells the *Star* he recently visited Sting's Malibu home to give a dance lesson to Sting's daughter Mickey and a few friends. The friends turned out to be Tom Hanks; Hanks' wife, Rita Wilson; and tennis legend John McEnroe. Carvalho led them all in a hip-shaking conga line.

Here's a shocker for fans of that achy-breaky heartthrob Billy Ray Cyrus: He can't dance! So who inspired Cyrus to come up with that hip-swaying line dance? Muhammad Ali. (*Star*)

Does LL Cool J fancy himself the Muhammad Ali of the rap world? He tells *Vibe* he's "the greatest" rapper.

Elton John tells the *Globe* he feels a lot better since being fitted with a pacemaker. "I feel like the Energizer bunny — my heart just keeps going and going and going.



A CLOTHES CALL — Jon Bon Jovi split his leather pants right down the middle during a rehearsal in London, and he needed a new pair immediately for his appearance at the Sept. 14 all-star benefit for Al Gore at New York's Radio City Music Hall. Designer Tommy Hilfiger came to Bon Jovi's rescue and rushed him a new pair, with a reinforced butt — just in case. (*US Weekly*)

There's only one problem: I can't walk through airport security gates. I have to be frisked instead. A really good frisk!

Where Are They Now?

Early '80s teen queen and current soccer mom Tiffany is about to make a comeback. Her new album, *The Color of Silence*, will be released Oct. 29. (*People*)

Paula Abdul hopes to make a comeback, too, with a Las Vegas stage show — a la Cher — in which she'll sing, dance and tell jokes. She's taking lessons to improve her comic timing, and she's hiring the best writers and production people to create a dazzling show. (*Star*)

Cher may be starring in ABC-TV's remake of *Mame*, in the role made famous by Rosalind Russell and Lucille Ball. (*Star*)

LeAnn Rimes has been diagnosed with Epstein-Barr Syndrome — the same virus Cher fought for years — after suffering from such severe fatigue that she had to cancel a nationwide tour. (*Star*)

Bonds 'n' Babies

Tori Amos and her husband, Mark Hawley, welcomed daughter Natasha Lorian into the world Sept. 5. (*People*, *US Weekly*)

Noel Gallagher is separating from his wife, Meg Mathews. (*People*, *Entertainment Weekly*)

Is Kate Hudson going to wed Black Crowes frontman Chris Robinson? *The Stars* says Hudson's mother, Goldie Hawn, is dead-set against the coupling because Robinson is an admitted drug user. However, *US Weekly* reports that Hawn "loved that they were dating."

The marriage between Scary Spice (a.k.a. Melanie Brown) and Jimmy Gulzar turned sour because she betrayed him by getting breast-implant surgery against his wishes. The surgery left her unable to breast-feed their daughter. (*Globe*)

— Deborah Overman

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.

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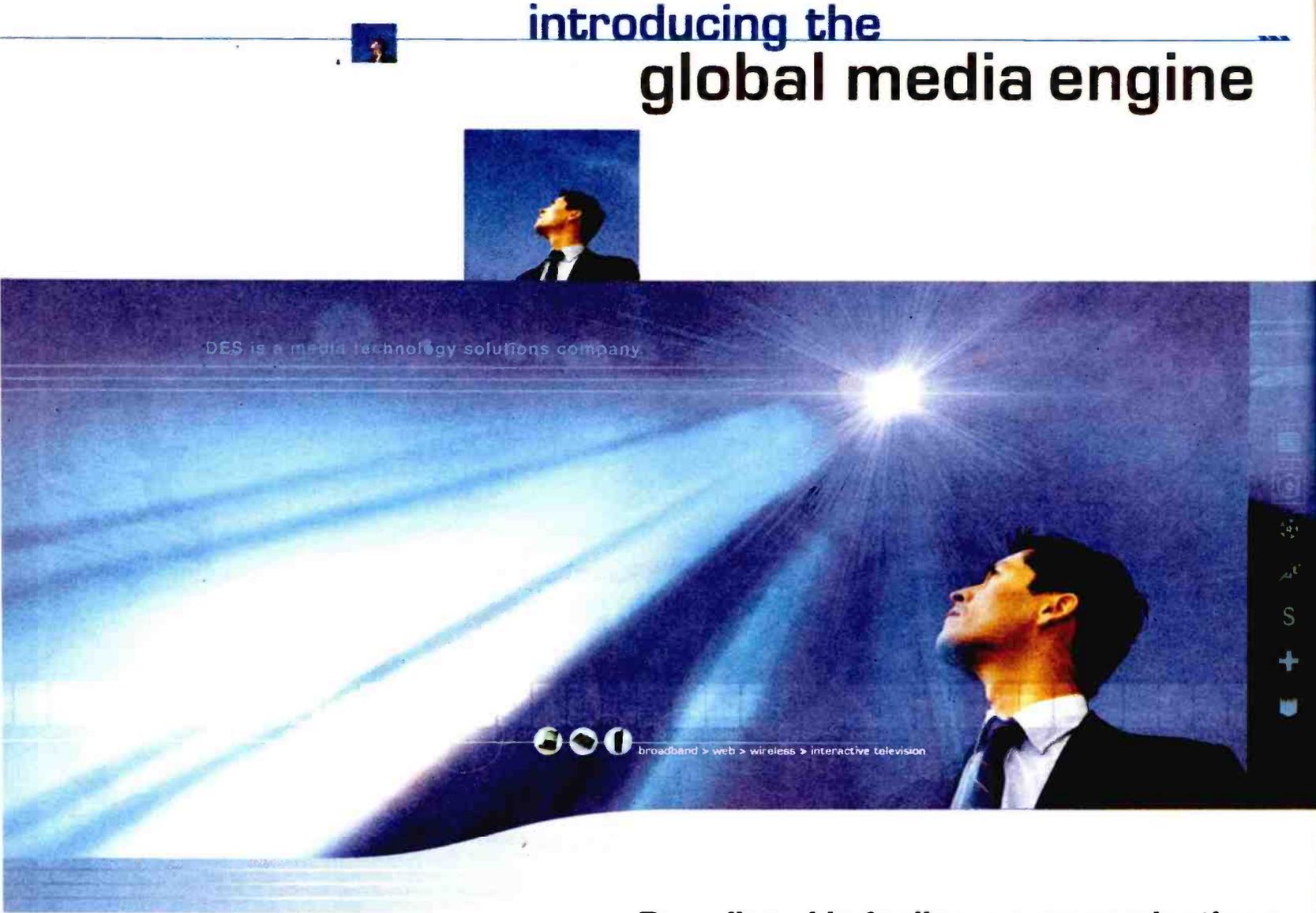
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72 million households

Artist	Album	Chart Position
EMINEM	The Way I Am	18
NELLY	Country Grammar	16
BRITNEY SPEARS	Lucky	16
PAPA ROACH	Broken Home	16
P.O.D.	Rock The Party (Off The Hook)	15
CHRISTINA AGUILERA	Come On Over Baby (All I...)	15
DMX	SISQO What You Want	15
DRYG	Fiction (Dreams In Digital)	14
RED HOT CHILI PEPPERS	Californication	13
LIL' BOW WOW	Bounce With Me	13
INCUBUS	Stellar	12
MADONNA	Music	12
MYSTIKAL	Shake Ya Ass	12
JANET	Doesn't Really Matter	11
RAGE AGAINST THE MACHINE	Testify	11
REFTONES	Change (In The House Of Flies)	11
RUEL	Hemorrhage (In My Hands)	11
SR-71	Right Now	11
NO DEGREES	Give Me Just One Night (Una Noche)	9
DISTURBED	Stupify	9
BIG TYMERS #1	Stunna	9
EVE	6 Promise	9
LENNY KRAVITZ	Again	9
TRINA	Pull Over	9
CREED	With Arms Wide Open	8
PINK	Most Girls	8
FOO FIGHTERS	Next Year	7
COMMON	The Light	7
DESTINY'S CHILD	Jumpin' Jumpin'	7
TOGETHER	The Hardest Part Of Breaking Up...	6
DE LA SOUL	Oooh	6
RUFFENOZ	No More	6
THIRD EYE BLIND	Deep Inside Of You	6
MATCHBOX TWENTY	If You're Gone	6
(RED) PLANET EARTH	Bartender	6
GREEN DAY	Minority	6
LIL' ZANE	I 112 Callin' Me	6
BUSTA RHYMES	Fire	5
MYA	Case Of The Ex (Whatcha...)	5
BAHA MEN	Who Let The Dogs Out	5
SISQO	Thong Song	5
NICKELBACK	Leader Of Men	5
MAST	Free	5
3 DOORS DOWN	Loser	5
USOON UNDERGROUND	Turn Me On "Mr. Deadman"	5
COLD	Just Got Wicked	4
GOOD CHARLOTTE	Little Things	4
WYCLEF JEAN	I/THE ROCK It Doesn't Matter	4
LIMP BIZKIT	My Generation	4
LIMP BIZKIT	Rollin'	4
WALLFLOWERS	Sleepwalker	4
KORN	Somebody, Someone	3
SAMANTHA LUMBA	Gotta Tell You	3
WHEATUS	Teenage Dirtbag	3
JAY-Z	MEMPHIS BLEEK... Hey Papi	3
LIL' KIM	No Matter What They Say	3
MOBY	Porcelain	3
HACY GRAY	Why Didn't You Call Me?	2
OPM	Heaven Is A Halfpipe	2
PAPA ROACH	Last Roach	2
HANSON	It Only	1
U2	Beautiful Day	1
RANDY	Don't Think I'm Not	1
NEXT	Wiley	1
SLIM	41 Makes No Difference	1

Video playlist for the week ending September 17.



78 million households

Paul Marszalek
VP/Music Programming

ADDS

ERYKAH BADU Bag Lady
EVAN AND JARON Crazy For This Girl
HUEY LEWIS & GWYNETH PALTROW Crusin'
RICKY MARTIN She Bangs
NO DOUBT Bathwater
JILL SCOTT Gettin' In The Way

INSIDE TRACKS

DIDD Here With Me
VERTICAL HORIZON You're A God
EVAN AND JARON Crazy For This Girl

XL

3 DOORS DOWN Kryptonite
CREED With Arms Wide Open
FAITH HILL The Way You Love Me
JANET Doesn't Really Matter
MADONNA Music

NEW

LENNY KRAVITZ Again
RICKY MARTIN She Bangs
MATCHBOX TWENTY If You're Gone
U2 Beautiful Day
WALLFLOWERS Sleepwalker

LARGE

BARENAKED LADIES Pinch Me
BOB JOVI My Life
TONI BRAXTON He Wasn't Man Enough
DESTINY'S CHILD Jumpin' Jumpin'
DE LA SOUL Oooh
RUFFENOZ No More
ELTON JOHN Friends Never Say Goodbye
MATCHBOX TWENTY Bent
RED HOT CHILI PEPPERS Californication
STING Desert Rose
VERTICAL HORIZON You're A God

MEDIUM

CHRISTINA AGUILERA Come On Over Baby (All...)
BOYZ II MEN Pass You By
BRIAN SETZER ORCHESTRA Gettin' In The Mood
CORRS Breathless
EVAN AND JARON Crazy For This Girl
FASTBALL You're An Ocean
FOO FIGHTERS Next Year
NINA GORDON Tonight And The Rest Of My Life
NO DOUBT Bathwater
THIRD EYE BLIND Deep Inside Of You

CUSTOM

AC/DC Satellite Blues
ERYKAH BADU Bag Lady
BAHA MEN Who Let The Dogs Out
TONI BRAXTON Just Be A Man About It
ALICE COOPER Gimme
FUEL Hemorrhage (In My Hands)
DAVID GRAY Babylon
GREEN DAY Minority
IRON MAIDEN The Wicker Man
JAGGED EDGE Let's Get Married
B.B. KING/ERIC CLAPTON Riding With The King
HUEY LEWIS & GWYNETH PALTROW Crusin'
LUCY PEARL Don't Mess With My Man
SHELBY LYNNE Gotta Get Back
MOBY Porcelain
MORICHEEBA Rome Wasn't Built In A Day
SINEAD O'CONNOR Jealous
JILL SCOTT Gettin' In The Way
BRITNEY SPEARS Lucky
CARL THOMAS Summer Rain

Video airplay from September 25-October 1.



55 million households

Peter Cohen,
VP/Programming

National Top 20

SLIM No More (Baby, I'ma Do Right)
R. KELLY I Wish
JA RULE UC. MILLIAN Between Me And You
SISQO Incomplete
CHRISTINA AGUILERA Come On Over Baby (All I...)
BAHA MEN Who Let The Dogs Out
TRINA Pull Over
EMINEM The Way I Am
WHEATUS Teenage Dirtbag
MYSTIKAL Shake Ya Ass
BIG TYMERS #1 Stunna
BLAQUE AS II
CASH MONEY... Bailer Blockin'
NELLY Country Grammar
HNOSENE Say No More
JAGGED EDGE Let's Get Married
DRYG Fiction (Dreams In Digital)
MYA Case Of The Ex (Whatcha...)
YOUTH ASYLUM Jasmin
BRITNEY SPEARS Lucky

Video playlist for the week ending September 17.



36 million households

Cindy Mahmood
VP/Music Programming & Entertainment

VIDEO PLAYLIST

JAY-Z MEMPHIS BLEEK... Hey Papi
MYA Case Of The Ex (Whatcha...)
JOE Treat Her Like A Lady
RUFFENOZ No More
DMX I/SISQO What You Want
SISQO Incomplete
MYSTIKAL Shake Ya Ass
NEXT Wiley
BIG TYMERS #1 Stunna
NELLY Country Grammar

RAP CITY

LIL' BOW WOW Bounce With Me
SHYME I/BARRINGTON LEVY Bad Boyz
BIG TYMERS Get Your Roll On
NELLY Country Grammar
C-MURDER I/SNOOP DOGG Down For My N's
504 BOYZ Whod
MYSTIKAL Shake Ya Ass
COMMON The Light
DMX I/SISQO What You Want
JAY-Z MEMPHIS BLEEK... Hey Papi

Video playlist for the week ending September 17.

TELEVISION

TOP TEN SHOWS SEPT. 11-17

Total Audience
(95.9 million households)

- 1 Summer Olympics Opening Ceremonies
- 2 Summer Olympics (Sunday)
- 3 Who Wants To Be A Millionaire (Tuesday)
- 4 Summer Olympics (Saturday)
- 5 Who Wants To Be A Millionaire (Thursday)
- 6 NFL Monday Night Football (New England At New York Jets)
- 7 Who Wants To Be A Millionaire (Sunday)

- 8 NFL Monday Showcase
- 9 Law And Order
- 10 Big Brother (Wednesday)

Persons 12-17

- 1 Malcolm In The Middle
- 2 Simpsons
- 3 WWF Smackdown!
- 4 Summer Olympics (Sunday)
- 5 Summer Olympics (Saturday)
- 6 The Hughleys
- 7 That '70s Show Special
- 8 Summer Olympics Opening Ceremonies
- 9 Family Guy Special (tie) Girlfriends

Source: Nielsen Media Research

COMING NEXT WEEK

Friday, 9/22

• Bon Jovi perform and discuss their hits on a special 90-minute live edition of VH1's *Storytellers* (10pm).

Saturday, 9/23

• Trisha Yearwood and Alison Krauss & Union Station perform on PBS' *Austin City Limits* (check local listings for time).



• Duran Duran perform and talk about the inspiration for their songs on VH1's *Storytellers*, which was taped in England in June (11pm).

Sunday, 9/24

• Sophie B. Hawkins is inter-

viewed in the documentary *The Cream Will Rise* (Sundance, check local listings for time).

• VH1's *Behind the Music* celebrates its fourth anniversary with a special 90-minute edition (9pm).

Monday, 9/25

• Boyz II Men guest star on four UPN programs tonight: *Moesha*, *The Parkers*, *The Hughleys* and *Girlfriends* (8pm).

Tuesday, 9/26

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

Wednesday, 9/27

• Mark Knopfler, *David Letterman*.
• Scorpions, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).

Thursday, 9/28

• L.L. Cool J, *David Letterman*.

— Julie Gidlow

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.



2

RAGE AGAINST THE MACHINE Testify
MOBY Porcelain
DAVID GRAY Babylon
QUEENS OF THE STONE AGE The Lost Art Of Keeping...
OPM Heaven Is A Halfpipe
JURASSIC S Quality Control
ROBBIE WILLIAMS Rock DJ
BT Never Gonna Come Back Down
INCUBUS Stellar
FOO FIGHTERS Next Year
MORICHEEBA Rome Wasn't Built In A Day
MADONNA Music
SR-71 Right Now
VAST Free
COMMON The Light
EMINEM The Way I Am
FUEL Hemorrhage (In My Hands)
RICHARD ASHCROFT Money To Burn
WALLFLOWERS Sleepwalker
PAPA ROACH Broken Home
P.O.D. Rock The Party
EVE 6 Promise
6STOP7 Question Everything

NICKELBACK Leader Of Men
GOOD CHARLOTTE Little Things
SLUM VILLAGE Gimx
SUNNA Power Struggle
DANDY WARHOLS Bohemian Like You
DIDD Here With Me
EMINEM The Way I Am
BARENAKED LADIES Pinch Me
LIL' BOW WOW Bounce With Me
STEPHEN SIMMONDS I Can't Do That
ELECTRASY Morning Afterglow

Video playlist for the week September 11-17.

FILMS

BOX OFFICE TOTALS Sept. 15-17

Title	Distributor	Weekend (\$ To Date)
1 <i>The Watcher</i>	Universal	\$5.80 (\$17.37)
2 <i>Bait</i>	WB*	\$5.48 (\$5.48)
3 <i>Bring It On</i>	Universal	\$5.08 (\$50.93)
4 <i>Nurse Betty</i>	USA	\$4.65 (\$13.55)
5 <i>Space Cowboys</i>	WB	\$2.51 (\$82.20)
6 <i>The Cell</i>	New Line	\$2.44 (\$54.98)
7 <i>What Lies Beneath</i>	DreamWorks	\$2.40 (\$145.57)
8 <i>Almost Famous</i>	DreamWorks*	\$2.31 (\$2.37)
9 <i>Scary Movie</i>	Miramax	\$2.03 (\$151.77)
10 <i>Duets</i>	Buena Vista*	\$2.00 (\$2.00)

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

COMING ATTRACTIONS:

This week's openers include *Under Suspicion*, starring Gene Hackman and Morgan Freeman. The film's EMI Latin soundtrack contains Vico C's "Bajando," Carlos Ponce's "Amelia," Limite 21's "Suerte," Millie's "No Quiero Llorar," Michael Stuart's "Algo en Ella" and Ednita Nazario's "Tres Deseos," among others.

Also opening this week is *Woman on Top*, starring Penelope Cruz. The film's Sony Classics soundtrack showcases music by Paulinho Moska, Lenine, Maria Creusa, Geraldo Azevedo, Dori Caymmi, Moraes Moreira, Baden Powell and Cyl Farney & Norma Bengell. The ST also features "Brazil (Aquarela Do Brazil)" by Brazier Cugat & His Orchestra.

Currently in theaters is *Bait*, starring Jamie Foxx. He contributes "Bed Springs" to the film's Warner Bros. soundtrack, which also includes Mya's "Free," Neely f/The St. Lunatics "Icy," Donell Jones' "Take It There," Scarface f/Dangerous' "Took the Bait," The Roots w/Alechia James' "Work," Total f/Missy Elliott's "Quick Rush," Liz Lothe's "L.I.Z.," No Question f/Bianca's "You Can Get That," Major Figgas' "I Love Being a Gangsta," Bernie Sigel & Memphis Bleek f/Rell's "There's Nothing Better," Ram Squad's "Sex, Sex, Money, Money, Jahel m f/Terry Dexter's "Remarkable," Trick Daddy f/The Lost Tribe & J.V.'s "Can't F**k With Me," Majustus' "Where Is the Love?" and Cuban Link & Fat Joe's "Why Me?"

— Julie Gidlow



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The Talk Of San Francisco

Golden Gate City offers Talk radio fans a wide variety of listening choices

Welcome to San Francisco, home of the world's most famous bridge and more great restaurants per square mile than any ten cities combined. It's the place where "little cable cars climb halfway to the stars" and where Tony Bennett's heart was forever lost in song.

San Francisco is also home to some of the most successful Talk radio stations in America. In fact, according to the spring 2000 Arbitron, no less than four of the market's top 10 stations program some form of Talk, and, combined, those stations command nearly 20% of the Bay Area's total 12+ listening. So if you're a broadcaster visiting town for the NAB Radio Show this week, and you prefer your radio sans music, one quick sweep around the dial will convince you that you've come to the right place.

Check out ABC Radio's News/Talker KGO (860 AM) and hear why this legendary station has dominated the San Francisco radio dial for decades. For more provocative talk, spend a few minutes with co-owned upstart conservative Talker KSFO (560 AM). Are you looking for all news, all the time? Then Infinity's consistently successful all-News giant, KCBS (740 AM), is your radio station in town.

Sports fans can get their fix 24 hours a day from Susquehanna-owned Sports/Talker KNBR (680

AM) along with its co-owned all-Sports sister station, KTCT "The Ticket" (1050 AM). You'll hear for yourself why so many in our business call San Francisco one of the best-sounding Talk radio markets in America.



Jack Swanson

Perhaps no Talk station in town has a better story to tell these days than KSFO. Once a poorly rated also-ran that didn't even crack the market's top 30, today the ABC Radio-owned AM Talker is enjoying significant ratings built on a lineup of in-your-face hosts and a reputation for offering conservative talk in a pretty liberal town.

At the helm of KSFO's programming is Jack Swanson. With 17 years to his credit with ABC in San Francisco, Swanson is OM for both KGO and KSFO and has primary responsibility for KSFO's programming. In a recent conversation the always-entertaining Talk radio veteran sounded enthused and downright proud of KSFO, which he lovingly refers to as "the little station that could."

R&R: What was the original strategy behind the launch of KSFO?

JS: Our goal was to be able to take a small amount of KGO's cume — those people with differing lifestyles and political viewpoints — and move them to another radio station where their Time Spent Listening would expand enormously because they could hear the kind of talk programs that they really enjoyed all the time. We felt that if we could do that, KSFO would succeed.

R&R: How do you define "Hot Talk" as it relates to KSFO?

JS: When we established KSFO in 1995, we felt that Hot Talk was a branding that the station needed in order to differentiate it from what the audience had heard on the station before. And while Hot Talk has been used by a number of stations to mean different things, in the case of KSFO it really means "conservative talk." We felt that was a unique brand and a unique position for a Talk radio station in America's most liberal city.

R&R: I take it that you didn't see KSFO's role as simply being a protective blocker for KGO?

JS: That was never, for one single moment, the plan for this ra-

Welcome To San Francisco!

KG0 PD Ken Berry offers tips to make the most of your visit

Welcome to San Francisco, the city where anything is possible — except finding a parking place near Moscone Center!

It's easy to fill up your days and nights with business at the NAB, but try to find time to enjoy our city. Walk across the Golden Gate Bridge; take a ride on a cable car; see Barry Bonds up close from the free viewing area outside the right-field fence at PacBell Park; check out the rare CDs and vinyl at Amoeba Records on Haight Street (tip: the people on the corner shouting, "Buds here!" are *not* selling beer); walk through Chinatown; or visit the Castro district to see where the modern gay rights movement began.

The city's real landmarks, however, are its restaurants. KGO's Gene Burns says that other cities have great restaurants, but San Francisco has great chefs, producers and wineries. He singles out Masais, Aqua, Gary Danko, Postrio, 5th Floor, Fleur De Lys, Farallon, Elisabeth Daniel, Hawthorn Lane and the Ritz Carlton as truly transcendental experiences. If you don't have reservations already, you'll need a killer concierge to book a table at any of these restaurants.

Looking for trendy? Try Foreign Cinema (French food in a Hispanic neighborhood served at communal tables with subtitled films projected against an adjoining building), Asia SF (Chinese food served by transgender waitresses who lip-synch elaborate musical numbers on top of the bar) or Ana Mandara (chic Vietnamese food in the heart of Fisherman's Wharf, owned by Don Johnson).

For the ultimate San Francisco thrill ride, guaranteed to make you shudder in terror, stick around until Sunday. Sleep late after the Marconis, head down to the hotel coffee shop, buy the Sunday *San Francisco Examiner*, and open it to the real estate pages. Turn to the "open house" section and pick any house in the "middle range" — around a million dollars or so — and visit it. You will then truly understand the cost of living in paradise.



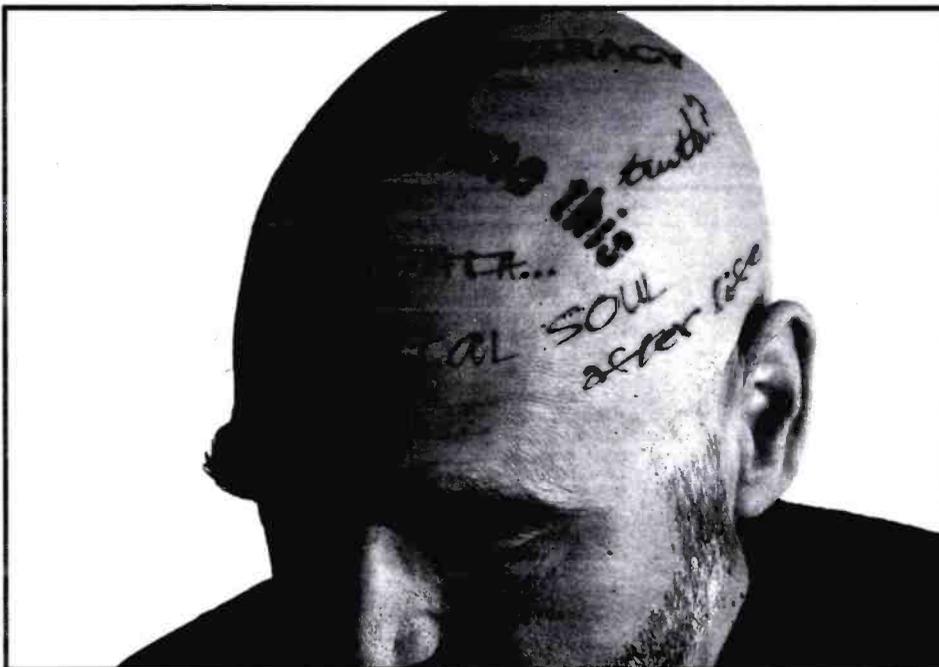
Ken Berry

dio station. You can see and smell a station that is being used simply as a blocker a million miles away, and none of us ever saw KSFO in that role. [KGO/KSFO President and GM] Mickey Luckoff was the visionary who originally kept saying that someday KGO would get a serious competitor and that if that was to be the case, he wanted it to be us.

In the early days of discussing what we would do with KSFO it became very apparent that if we

didn't go full-force with it, other broadcasters would ignore it and compete against us anyhow. So we consciously designed the station to be big and successful on its own, not as a blocker to protect the mothership. Having said that, could another station come along and compete against the combination of KGO and KSFO today? Probably, but it would be tough.

Continued on Page 64



What's on his mind.

Life death and afterlife. Inner peace and outer limits. Peter Weissbach has lots on his mind as he takes listeners on the *Quest* for the unknown and unknowable. Monday to Friday, 6p-mid PT (9p-3a ET). Satcom C5, TR 23, Sedat 31.

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The Talk Of San Francisco

Continued from Page 62

R&R: What role do you see KSFO having in San Francisco's Talk radio scene?

JS: I see its role as being bigger than just how it fits into the Talk radio scene. I see KSFO as a major player in San Francisco's overall radio marketplace. This past July both KGO and KSFO went through some significant changes, with Dr. Laura moving from KGO to KSFO and Rush Limbaugh coming over to the station following a lot of years on KNBR. This is what I like to call the second stage of this station's development, the one that I believe will get KSFO to the promised land. I now believe that KGO and KSFO are poised to become the No. 1 and No. 2 stations in this market.

R&R: Was it tough as a PD to have that full-throttle mind-set with regard to KSFO while realizing that you also didn't want to hurt KGO?

JS: Knowing on the one hand that we wanted KSFO to be a big success, but on the other that we had to exercise some control over its impact on KGO is probably the

most interesting dynamic I've ever worked in. Obviously, none of the other stations in San Francisco had any concern about hurting KGO, but KSFO had to. Still, I do not believe that taking that position has ever been detrimental to the ultimate success of KSFO.

We do not mingle any of our programming. You'll never hear the call letters of one of our stations on the other one. The performers don't cross over, the newscpeople don't cross over, and we don't cross-promote one station on the other one. They are stand-alone entities. There was no room for what I would characterize as "KGO Two." There was only room for a balls-out competitor with people behind it who said, "We're going right to the top," and believed it. And, as crazy as it sounds, it's one of the things that I believe has made KSFO so successful.

R&R: How tough has it been for you personally to straddle that fence between working to keep KGO successful while also working to establish KSFO as a serious competitor?

JS: The only way that I can resolve it in my own mind is to see them both as my kids and to remind

them that I love them both. If you ask a parent which kid they love better, how can anyone answer that question? I can tell you that there are certainly many days when one side or the other thinks that I don't love them enough, but I always return to that "dad" analogy and try to make the staff of both stations realize that I have two kids that I love equally. Sometimes I have to make a decision that one or the other doesn't like, but ultimately I know in my heart that I have to make decisions based on what is best for them both.

R&R: What makes KSFO unique?

JS: As I have often said, conservatives were the last people to come out of the closet in this market. It was always OK to be anything you wanted to here because San Francisco has long been a place where you can be anything you want to be so long as you aren't hurting anyone else. But the one thing you couldn't be was a political conservative. KSFO has made it OK to be a conservative in this town. It's the radio station that gave that whole constituency a station to listen to and a voice in the community. I'd

"I think that the biggest secret to KSFO's success is that Mickey Luckoff and ABC let this station bake. They believed in a vision and gave it the time to work."

say that is certainly something that makes it unique.

R&R: Give us the recently revised lineup now in place at KSFO.

JS: Mornings are hosted by Lee Rogers and Melanie Morgan, who talk primarily conservative politics — local and national — all morning long. Middays are now covered by Rush and Dr. Laura, followed by consumer advocate Clark Howard from 3-4pm. Afternoons are hosted by Michael Savage, who has been very successful in that time slot, followed by Brian Wilson in evenings.

Late-nights are covered by Mike Siegel and *Coast-to-Coast AM*, and overnights we carry Michael Reagan. Whenever you turn on KSFO, you are going to hear conservative talk. That's true even with some of the lineup changes we've made recently. Dr. Laura is conservative on social issues, and even Clark Howard is conservative when it comes to fiscal issues. The audience knows what they are going to get here — we are very consistent with KSFO's product.

R&R: Can you sum up KSFO's mission statement for us?

JS: Yes, and it hasn't changed in five years: Our mission is to be the conservative voice in the Bay Area for those who believe they have no voice in the mainstream media, to do so in a way that makes listeners feel involved and empowered and to broadcast in a responsible manner that is consistent with the standards of our company. That's it, plain and simple.

R&R: You say that statement hasn't changed in five years. That's an unusually long commitment to developing a station in today's radio world, isn't it?

JS: Absolutely. A lot of Talk PDs will tell you that it takes about five years for this format to become established, and you know what? It does. But very few PDs get five years to make it work. We could never have done this if we didn't have a guy like Mickey Luckoff in our corner, a station like KGO to help keep us afloat while KSFO has been building and the continued support of the people at ABC Radio.

If you have a mission statement that you and your company believe in, and you've assembled what you believe to be the right team and the right talent, you have to put the pieces in place and just let it bake. It can take a few years, but I think that is the biggest secret to KSFO's success: Mickey Luckoff and ABC let this station bake. They believed in a vision and then gave it the time to work.

R&R: What do you see as some of the big challenges ahead for KSFO?

JS: To coast into the No. 2 overall position in the market. We now can see that our dreams of being the No. 2 station behind KGO are not impossible. I think that the next two years will be KSFO's most critical in terms of growth, now that we have added the significant power of Rush and Dr. Laura to our already successful lineup of talent.

And although I know there are those who would say that continuing to focus on politics will be a challenge in the years ahead, I don't believe that. I believe that people have been talking about politics since the beginning of time, and certainly talking politics has long been a part of American culture. Yes, interest in politics goes through ebbs and flows, but we won't chase those. We look at it like you would a long-term stock investment, and fortunately we have the support of a company that lets us do that.

R&R: Finally, as someone who has spent much of his career in San Francisco, what do you think makes this city such a great Talk radio market?

JS: I know a lot of people say that it's the terrain here that makes AM radio more viable, but there are a lot of terrain-challenged markets that don't have nearly the kind of success with Talk radio that San Francisco has had. I hate to sound prejudiced about my own market, but, frankly, I think there really are a lot of smart people here. I can't prove that scientifically in any way, but I believe it's true. You can actually hear it in the quality of the callers to talk shows.

I also think that a lot of it has to do with the fact that this market — and especially KGO — has always treated Talk radio pretty intelligently. I guess I don't really know why Talk has always been so successful here, but I can tell you this: I'm certainly grateful for it.



Dr. Joy Browne
Relationship Doc



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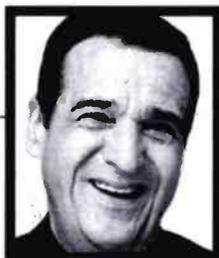
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ON THE HOUSE



THE JULIE SHOW

Sunday 10p-12a ET/7p-9p PT

Hot & cool, with sassy looks and a saucy attitude, "Downtown" Julie Brown has been on the entertainment scene for over 10 years and is best known as MTV's hottest VJ. Highly identifiable on-air, Julie delivers hot gossip, topical interviews, celebrities and breaking news while interacting with listeners in an entertaining & lively fashion. Julie's style is fun and fresh while her energy will create a buzz in your market, increase TSL and boost revenues!



THE JULIE SHOW

ON THE JOB

Sunday 12p-1p ET/
9a-10a PT or CD

Finally, a comprehensive radio show relevant to virtually anyone who works or is seeking work. ON THE JOB focuses on items mattering most within all aspects of the workplace. Host, Steve Viscusi can be seen as the 'Career Guru' on ABC's "Good Morning America" as well as CNN/CNBC. He's the President of a Top-10 US Executive Recruiting Firm and a best selling author. Caller interactive & fast-paced, ON THE JOB provides insight and advice along with real life situations, inside scoop and entertaining stories. Ideal for attracting non-traditional advertisers, this show will boost TSL. Listeners already search Sunday Classifieds or surf job sites online and ON THE JOB is the perfect complement. Also try the :60 sec M-F "On the Job Minutes" daily feature.

ON THE JOB

with Steve Viscusi



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KNBR: San Francisco's Sports Leader

□ Susquehanna's Bay Area Sports/Talker scores with fans

As we continue our tour of San Francisco's Talk radio winners, we move on over to 680 AM, where you'll find 50,000-watt KNBR, the Bay Area's Sports/Talk leader. With its recently added teammate, co-owned KTCT-AM (The Ticket), Susquehanna Radio has firmly staked out its turf as the undisputed leader for Sports radio programming in town.

KNBR's "coach" is Program Director **Bob Agnew**. Agnew is a veteran Talk radio programmer, and his early resume includes a 10-year stint at crosstown KCBS and a nearly five-year run at WCAU-AM/Philadelphia. Eleven years ago he returned to San Francisco to become OM/PM at KNBR, a position he continues to hold today. Recently I chatted with Agnew about both the city he loves and the station he has skillfully guided through a steady evolution to all Sports for more than a decade.



Bob Agnew

Although we don't carry the '49ers [Ed. note: Radio broadcast rights to the NFL team belong to crosstown KGO], because of our format we really are the voice of '49er fans. We are the voice of hard-core major league sports fans. If there is major news happening in sports, this is definitely the station in town where fans will tune to find out what's happening.

R&R: Aside from being the market's only all-Sports station, what sets KNBR apart from the pack?

BA: KNBR is unique because of its personalities and their passion for what we do. We have some very, very high-profile and dynamic personalities who inspire a real "love-hate but listen" relationship between the station and its fans. Our personalities all really fit the dayparts they're in, and that is by design, not by default.

A lot of stations that tried all Sports simply plopped people on the air and called themselves Sports/Talk stations

without understanding that every daypart is unique. You have to know and have a feel for what the audience's expectations are in each of them.

When we put KNBR on the air 11 years ago, we didn't change it all in one fell swoop. We gradually built it into the 24/7 all-Sports operation that it has become today by putting the right people in the right time slots and taking the time to really groom people for specific dayparts.

R&R: Give us a rundown of the current KNBR lineup.

BA: Mornings are hosted by Gary Radnich, who is also the sports anchor on KRON-TV, the local NBC television affiliate. We describe the show as nonstop sports for the real sports fan. As you reported, we recently made a change in middays, replacing our last nonsports talk show, Rush Limbaugh, with Dan Patrick. We feel that move will be a great shot in the arm for KNBR, as Dan is probably the biggest and most well-known national sports host out there today.

Up next are the ebony and ivory of our station, Bob Fitzgerald and Rod Brooks, who have incredible chemistry

"We are the voice of hard-core major league sports fans. If there is major news happening in sports, this is definitely the station in town where fans will tune to find out what's happening."

and offer an always entertaining and spirited give-and-take. Afternoon drive is our most successful show to date, which is hosted by The Razor and Mr. T. — Ralph Barbieri and Tom Tolbert. These two guys have really taken this market by storm. Evenings are covered by Larry Kreuger, who does a very interactive show with lots of listener participation.

R&R: When one thinks of great sports towns across America, San Francisco probably isn't the first one that comes to mind. Does that pose a challenge for a station like KNBR?

BA: Look, cards on the table, this really isn't a great sports town as much as it is a "bandwagon" town. And, frankly, we exploit that.

R&R: How critical is Giants play-by-play to the success of KNBR?

BA: In this market the Giants are, plain and simple, the best sports programming available. Baseball is perhaps the best magnet for radio to attract a wide and diverse group of listeners to the station. The Giants own this town, and they've been on KNBR for more than two decades. There's a history here of people listening to baseball on the radio, and there's a passion for it, and that's been a real benefit to KNBR.

R&R: How does your sister station, The Ticket, fit into the overall Sports radio picture?

BA: The acquisition of The Ticket, programmed by Lee Hammer, has allowed us to really sew up the Sports radio franchise in this market. If it's sports and it's not on one of our stations, it's because it doesn't work.

R&R: How would you describe the mission statement of KNBR?

BA: To be the most credible, entertaining, informative and compelling male radio station in the market with an emphasis on sports.

R&R: Finally, can you define why San Francisco is such a great Talk radio market?

BA: Signal and heritage have something to do with it, for sure. There are a number of classic Talk stations here — KNBR, KCBS, KGO and KSFO — that have successfully programmed Talk in this city for a lot of years. I also think it's because this is such a diverse, multicultural city. That mix means that there are a lot of issues on the table that people are interested in talking about. Without a doubt, San Francisco is the greatest city in the world to live and work in.

KCBS: All News

Continued from Page 68

Success From Tradition

So what is Cavagnaro's take on why the San Francisco Bay Area is such a great Talk radio market? "Certainly a lot of people suggest right away that it's all about geography,

and that is true to some extent," he says. "Unlike the AMs here — which you can hear most anywhere you want to listen — there are very few FM stations that you can hear well in all nine counties of the Bay Area metro.

"But I also think a lot of the reason that this is such a great News and Talk market is tradition. News and

Talk stations here have traditionally attracted large audiences and done very well. There's also a lot of fan interest in sports, not only because of the great professional teams that play here, but also because of a number of very successful college teams in the area.

"It's a highly educated and diverse population that is always interested

in the issues and politics that affect their lives, and they have traditionally been interested in keeping up. And News and Talk radio stations in San Francisco have consistently been there for them year after year."

Finally, like every good programmer, Cavagnaro has a mission statement that he believes sums up what KCBS is all about. "KCBS is very

clearly an all-News radio station," he says. "Our mission is to provide total news and information to Bay Area listeners in a straightforward and professional manner, delivered in a warm and friendly style. In terms of this format, I'd say that KCBS is as dependable as any radio station can be for its listeners 24 hours a day, every day."

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20th Century Music In The 21st Century

□ Elliott and Allan preview what's in store at the NAB's Oldies panel

As baby boomers begin to cross into the 55+ demo, their future poster child may be Rudy Boesch, the 72-year-old retired Navy SEAL who kicked some backside and took names when pitted against younger contestants on the *Survivor* TV series this summer.

"Here's a guy who's over 70 who's vibrant. He's got an attitude, he's in great physical shape, and he almost won a million bucks," notes Oldies consultant **Chris Elliott**. "He's having adventures at this point in his life."

The aging of the baby boomers is just one of several topics Elliott plans to cover when he moderates the NAB Radio Show's Oldies panel, "20th Century Hits in the 21st Century." Joining Elliott for Saturday's (Sept. 23) session are WBIG/Washington PD **Steve Allan**, WBSG/Seattle PD **Jay Kelly** and former KLOU/St. Louis PD **Dave Michaels**, who recently joined ABC as an Oldies programmer. Interep's **Michelle Skettino** will be opening the session with a presentation of the company's recent



Steve Allan

report "Boomers Break the 55 Limit," which addresses the issues surrounding the first baby boomers, who are about to slide into the 55+ demo.

There's little danger of providing too much advance information on a radio-related panel, since the most emotional discussions often stem from questions asked by audience members. So, in advance of the NAB session, **R&R** caught up with Elliott and Allan for a brief preview of what you can expect.

Crossing A Threshold

Boesch, the guy from *Survivor*, could be the perfect example of how those about to turn 55 hope to see themselves in another 15 years. Elliott says, "Right now we're at a point where the baby boom is going to get a lot of attention again because they're crossing another one of those thresholds — probably an artificial threshold — where they start moving out of the 35-54 demo next year. Every time they hit another life stage, they have a dramatic impact on the United States because of their sheer numbers.

"The media puts a lot of attention on them. You see already that there's new focus on them from advertisers and manufacturers in things like the new PT Cruiser, which has been an enormous success, or the new Thunderbird that's coming out. Those are clearly targeted right at baby boomers as they move into this new phase of their lives when many more of them are empty nesters."

Allan adds, "Certainly the Volkswagen Beetle is another great example. And listen to the music they often use to sell iMac computers. And that whole Gap campaign was '60s pop. Donovan and people like that." He jokes, "Hip-hugger jeans are back. What more do you need to know?"

At Saturday's session, Elliott says, "I'm hoping to get some input on how stations are handling the aging audience. Are there things they're doing — or not doing — in music and promotion with the personalities, with the news and information package, with the kind of marketing they do? Or is it a nonevent? Is it the Y2K of the Oldies format? Is it the kind of event that we fear and that we're trying to do our best to get ready for, or will it ultimately pass, and everything will be the same afterward?"

"Y2K could have been a problem if they hadn't figured out that computers had to be patched and all the programs had to be fixed. I think it's probably the same with Oldies."

Chris Elliott

"Y2K could have been a problem if they hadn't figured out that computers had to be patched and all the programs had to be fixed. I think it's probably the same with Oldies. This could be a problem for us if we react the wrong way and don't take positive steps inside the radio station to be sure that the sales department is ready for it and the programming department is ready for it."

"I don't think people are going to change that much when they go from being 54 to 55, but I think there may be a psychological and emotional impact on radio stations. There are things we need to be prepared for in the ad community. If we're not ready for them, they could be a problem for radio stations."

Follow The Bulge

Allan asks — and answers — some rhetorical questions: "Is Oldies solidly a 45-54 format? Yes, absolutely. And your point would be? There's how many millions of Americans in that demo who have an incredible amount of spending power?"

As advertisers and programmers wonder what the aging demo will mean, Allan says, "The problem is that the question is asked in a negative context. It's not a question; it's a fact. The audience is getting older. America is getting older, and the Oldies format is following the bulge in the population."

Allan points to U.S. Census Bureau statistics that project that

within the next five to 10 years the largest-growing population segment is 45+. "The largest-declining segment, based on their calculations, is 35-44," he says.

Both Allan and Elliott agree that the 55+ demo still carries a stigma among advertisers. Allan says, "The argument is not so much the 55+ demo, because we're still a couple of years away from that, but that the format is a solidly 45-54 format. Market by market, if you look at the 35-64 numbers, it's a dominant format. Unfortunately, in our business, everyone is wrapped up in 25-54 or 18-49."

There are ways to combat that prejudice, Elliott says. "A lot of it has to do with education. As I consult radio stations, I know that a large part of the concern is that advertisers and buyers are going to use every tactic they can to get their rates as low as possible. Sales executives who are well-schooled in the knowledge that out there — the impact of boomers, their spending habits, the amount of money they control — are going to have an easier time dealing with this than anybody else. Just as they have throughout history, I think advertisers will follow the baby boom as long as it keeps spending a lot of money."

"These people have a lot of money, and as they become empty-nesters, they don't have a lot to spend it on other than themselves."

Continued on Page 74

TALK BACK TO R&R!

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20th Century Music

Continued from Page 72

So we see all the statistics that say that they're going to be leading virtually every category. They're going to be leading consumers in buying cars; going to restaurants; traveling; and purchasing home furnishings, homes and baby products. Who are you going to spend your money on if you're a grandparent with lots of money?"

"With the exception of the odd dot-com millionaire, your average 25-year-old is not going out there to buy a Lexus," Allan adds.

Time To Experiment

Oldies stations' use of the Internet is another topic Elliott plans to discuss at the NAB session. Although more websites are being launched, he says, "I don't know if radio stations are taking as much advantage as they should. But we're all learning. We're all at a point where we're trying things and trying to figure how things interact and integrate with the product we put on the air.

"Everyone's efforts are terrific, but we've got to be looking for new ways to bring these Oldies stations online. We've got a lot of people out there who are using the Internet and Internet radio sites. It's just the beginning. It's a good time to be experimenting, and it's also a good time to be challenging ourselves in trying to find new ways to do it."

Allan says, "I'm fortunate, in Washington, DC, to be in the No. 1 or No. 2 Internet-connected market in the nation. At WBIG we have our own content manager. We're trying to build our website into something bigger and better. We have a very active website. We have a lot of people who hit it on a regular basis. I'm not sure that every market has that." Yet when asked if the station has found ways to increase its revenue through the website, Allan

says, "Not in any dramatic kind of fashion."

Targeting A Niche Market

Just as Top 40 radio fragmented in the '70s, Oldies radio is now targeting specific niches. Allan and Elliott agree that there's potential in formats that lean toward the '70s and '80s, although the exact program remains a difficult puzzle to solve. Elliott says, "The thing to remember about traditional Oldies vs. 'Jammin' Oldies' or an '80s Oldies or a '70s Oldies is that there was a point in America when all this music resided largely on one radio station in the 1960s.

"Once fragmentation hit, it made it difficult for us to go back and build a huge coalition the way that a '60s Oldies station can. I don't think the listeners would be comfortable getting the Carpenters side by side with Led Zeppelin. Yet on a '60s Oldies we do play Neil Sedaka and The Doors on the same radio station, and we do it well."

Allan doesn't think that Classic Rock or "Jammin' Oldies" will provide the greatest competition to traditional '60s-based stations. "I see Oldies stations usually having more problems with Soft ACs because it becomes a usage issue within your demo," he says.

Regarding Oldies formats that focus beyond 1969, Allan notes, "So far, nobody has found a magic elixir for a '70s-based radio station. There were some very good attempts, but nobody has been able to unlock the code on the '70s yet. I wouldn't be surprised to see an '80s-based AC. The '80s were a great musical decade. It's now 20 years ago, so I wouldn't be surprised to see that pop in at some point.

"Part of the magic of '60s Oldies is that it was an innocent time. It was a time when everybody listened to the same radio station. Everybody was kind of bound together

by a common thread. Times have fragmented things more. You don't see large chunks of a population with that kind of focus.

"Looking at the '70s, what if you don't like Lynyrd Skynyrd? Do you play Lynyrd Skynyrd, or do you not play Lynyrd Skynyrd? Do you play the Carpenters, or do you not play the Carpenters? Do you play disco, or do you not play disco? Those are three totally different things, and people didn't share those experiences as much."

The Future

Elliott is hoping that Allan, Kelly and Michaels bring along their crystal balls to gaze into the future of Oldies radio. Allan says, "If I could predict this stuff, I'd be retiring tomorrow on my lottery winnings. We're 45-54. It's the largest segment of the population. We're going to last another 25 or 30 years. This music will always be viable because of the size of the population that grew up with it and that calls it their own.

"As time goes forward, maybe 25 years from now, this kind of format will have a place as a nostalgia format because the music is relatable even to a younger generation. You go to a Beach Boys concert, and you see kids singing 'California Girls.' We just had Peter Noone in for a show here, and the kids were singing 'Henry the Eighth.'

"They may not have the same emotional bond to the music that their parents had, but they're familiar enough with it. And they think, 'Hey, it's got a good beat, and we can dance to it.' They will listen to it. It may not be their No. 1 choice, but there's always going to be a place for it. Songs like 'My Girl' or 'Respect' are a part of American culture."

Again emphasizing the strength of the Oldies demo, Allan mentions WBIG GM Catherine Melloy, who also oversees several other stations.

"With the exception of the odd dot-com millionaire, your average 25-year-old is not going out there to buy a Lexus."

Steve Allan

"Her message has always been, 'You are what you are,'" he says. "She had tremendous success building WGMS into the biggest-billing Classical station in the nation. There's a station that really is 55+, and it makes a ton of money.

"You can sell against any format. Every format has a hole in it. There is no format that is exactly 25-54. Everybody specializes in a smaller demo. It's just that when we sit down with the advertising community, we have this broad page we have to deal with. Trying to convince everybody that 45 isn't bad is not the point. It's more about telling them what we are: 'We're a 35-54 radio station. Our qualitative profile is X. Oh, by the way, we're top five, 25-54. What more would you like to know? You're selling cars, and you want to reach adults.'

"If you're a radio station, and you're generating the kind of Arbitron numbers you can and should be generating, the sales process follows right behind you. If you're a two-share radio station, you're a two-share radio station. If you're a five-share radio station, you're a five-share radio station. You get the dollars accordingly, so much of it depends on how you perform as a radio station."

R-E-S-P-E-C-T

Allan continues, "One of the biggest challenges the format faces is one of respect. It's more of an in-

dustry thing. It plays more on the sales side, but it plays a lot on the industry side. I don't want to take credit for this, because it was passed along to me, but the only people who finds the Oldies format hip are the audience.

"You never read in R&R somebody saying, 'We just flipped to Oldies, and we're just psyched about it.' Oldies stations reach millions of people on a daily basis, and they bill millions and millions of dollars. It's a very viable business opportunity for every major group."

Even radio veterans sometimes fall prey to misconceptions about Oldies. Allan says, "When I'm trying to steal a morning show from a different format, it's sometimes a sales job on these guys to say, 'No, this is not the end of your radio career if you come to Oldies. You can talk to adults and still be very strong and popular while you're playing The Beatles, The Beach Boys and Motown stuff.' Sometimes it can be a hard sell.

"Oldies radio is essentially Top 40 with a frozen list. A great personality can thrive and succeed in this format because of the passion level that comes with the music. You have to find talent that understands this. Oldies has got a lot of opportunities that other formats don't have because of that passion factor."

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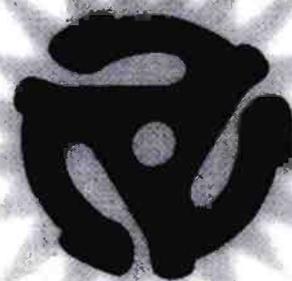
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Classic Rock Turns 15

Continued from Page 1

Tom Bender and I discussed this idea extensively. When he found himself shepherding a damaged News/Talk station in Dallas (WFAA), the company gave us the green light to try it. KRQX was born in '83 and did extremely well, given the shackles of being an AM music station.

The format was called "Good Time Rock 'N' Roll," but a focus group session conducted not long after the station signed on indicated that the name wasn't catching on. The listeners referred to the music as "classic" and talked about it as the music they grew up with. From there, the positioning pretty much came from the core audience. We switched it to Classic Rock. When Coca-Cola ran into trouble with New Coke, they bailed out and redubbed the original Coke Classic. I knew then that we were home free and had a great brand in the making.

My one-man mission was to spread the word and get the format on to the FM band. It wasn't easy, and I didn't succeed until the spring of '85, when I signed on WMMQ in Lansing, MI.

The station's programmer, Jeff Crowe, had heard me speak about the format at a convention, and the owner, Bob Ottaway, was convinced enough to take a flier. The station exploded out-of-the-box, and soon after, I signed on Classic Rockers in Kansas City, Washington, Los Angeles, Philadelphia and Detroit.

The Classic Rock explosion also came at roughly the same time as the birth of the compact disc. The format exposed this music in great quantity, and listeners felt compelled to replace their aging vinyl collections with pristine CDs. The growth of the boxed set as a marketing force, the huge sales of catalog product and the revival of many older rockers' careers are directly attributable to the success of the Classic Rock format.

R&R: *Over the years we've seen different hybrids of Classic Rock develop, such as "Arrow," Classic Hits and, more recently, "Classic Rock That Really Rocks." How are these different from what you originally envisioned, and how do you feel they fit the landscape today?*

FJ: When you think back to the

mid-'80s, Classic Rock was the first format that successfully fragmented what was then AOR. Up until that time two, or even three, AORs in most markets sounded pretty much the same. Then, in the early '90s, Classic Rock got big enough for others to fragment it. These offshoots showed that Classic Rock is more than a niche; it's mainstream music, and it has its own fragments. Some have been better than others. The "'70s" concept didn't last very long, and most of the Arrow stations ended up evolving into Classic Rock.

I've found there's no right or wrong way to do Classic Rock. In some markets the big winner is a straight-ahead Classic Rocker. In others it's Classic Hits. And in the last couple of years "Classic Rock That Really Rocks" has had an incredible impact. Things get sticky when there are two Classic Rock-like stations in a market. While both can survive, it's much like two Jazz or Oldies or Country stations: One can serve a market well.

R&R: *How is the library different today from its birth in 1985?*

"Classic Rock is a 'generational' format and has already grown older with the original audience. Back in the mid-'80s the strength was 25-34. Today it's solidly 35-44 and is edging into the late 40s."

FJ: The '60s are less of a factor. In fact, many original Classic Rockers played Motown and had "soul" features. People forget that FM Oldies stations weren't as common in the mid-'80s. Many Classic Rockers were able to straddle both positions and win big. Over time FM Oldies stations asserted themselves, and in music testing the '60s lost some of their punch. Today the '80s is a more viable part of the mix, but the '70s is still the epicenter of the format.

R&R: *Will Classic Rock age with its audience and stick with the core era (1968-1980), or should it include more current music from the '80s and '90s? Should it include currents by Classic Rock artists?*

FJ: Classic Rock is a "generational" format and has already grown older with the original audience. Back in the mid-'80s the strength was 25-34. Today it's solidly 35-44 and is

edging into the late 40s. This trend will continue as the audience ages. Interestingly, there's always been a core of 18-24 men who worship Hendrix, Zeppelin and the '60s, and they've been at the party since the beginning.

There's a danger of swinging the music too far into the '80s or '90s because of the power of the Classic Rock brand. When you say that phrase, people have strong expectations about what they're supposed to hear. Programmers have to be true to the format or risk being attacked by a Classic Rock specialist.

New music on a Classic Rock station is spice; it's not an integral part of the format. It's not why listeners come to these stations in the first place. The audience has an interest in hearing new music from Classic Rock artists, but a little can go a long way.

Continued on Page 78

Yesterday And Today

TOP 100 LISTS HIGHLIGHT CHANGES AT THE FORMAT

These lists, provided by Fred Jacobs and Mediabase's Rich Meyer, offer an interesting look at how the Classic Rock format has evolved in the 15 years since its birth.

"Fred's Original 100" are the 100 power gold titles Jacobs Media recommended to its first Classic Rock clients. This "classic" safelist was the initial musical blueprint for stations flipping to the format. "Rich's Current 100" represents the current year-to-date most-played Classic Rock titles from a panel of 86 leading stations as monitored by Mediabase Research.

Perhaps a surprise for many is that there are no Beatles titles on the current top 100 list. Other songs absent include '60s tracks by The Doors, The Rascals and Jefferson Airplane and softer songs by Bob Dylan, America, Blues Image and Neil Young, both solo and as a member of Crosby, Stills, Nash & Young.

The format has added '80s tracks by John Cougar, Dire Straits, Tom Petty and ZZ Top and stepped up the rotation on guitar-driven songs by Boston and AC/DC. On the other hand, it has remained loyal to its mid-'70s core, with the cut-off being the early to mid-'80s for most Classic Rock outlets. One surprising omission from the top 100 of 2000 are Van Halen.

R&R salutes Classic Rock's 15-year anniversary and the many contributions it has made to the radio industry. Many thanks to Jacobs Media President Fred Jacobs and Mediabase Research President Rich Meyer. An asterisk denotes songs on the current list that did not appear on the original list.

Fred's Original 100

- AEROSMITH Dream On
- AEROSMITH Sweet Emotion
- AEROSMITH Walk This Way
- AMERICA A Horse With No Name
- ANIMALS House Of The Rising Sun
- ARGENT Hold Your Head Up
- BAD COMPANY Bad Company
- BAD COMPANY Can't Get Enough
- BEATLES A Hard Days Night



Fred Jacobs

- BEATLES Let It Be
- BEATLES Revolution
- BEATLES Sgt. Peppers...With A Little Help...
- BEATLES Twist And Shout
- BLUE OYSTER CULT (Don't Fear) The Reaper
- BLUES IMAGE Ride Captain Ride
- BOSTON More Than A Feeling
- DAVID BOWIE Changes
- DAVID BOWIE Space Oddity
- BUFFALO SPRINGFIELD For What It's Worth
- CHICAGO 25 Or 6 To 4
- ERIC CLAPTON Cocaine
- ERIC CLAPTON Let It Rain
- ALICE COOPER Eighteen
- CREAM Sunshine Of Your Love
- CREEDENCE CLEARWATER REVIVAL Bad Moon Rising
- CREEDENCE CLEARWATER REVIVAL Down On...
- CREEDENCE CLEARWATER REVIVAL Fortunate Sun
- CROSBY, STILLS & NASH Suite: Judy Blue Eyes
- CROSBY, STILLS, NASH & YOUNG Woodstock
- CROSBY, STILLS, NASH & YOUNG Carry On
- SPENCER DAVIS GROUP Gimme Some Lovin'
- DEEP PURPLE Hush
- DOOBIE BROTHERS Black Water
- DOOBIE BROTHERS China Grove
- DOOBIE BROTHERS Listen To The Music
- DOORS Hello, I Love You
- DOORS Light My Fire
- DOORS Riders On The Storm
- BOB DYLAN Like A Rolling Stone
- EAGLES Hotel California
- EAGLES Life In The Fast Lane
- EAGLES Take It Easy
- EMERSON, LAKE & PALMER Lucky Man
- FLEETWOOD MAC Don't Stop
- FLEETWOOD MAC Rhiannon
- FOREIGNER Feels Like The First Time

- PETER FRAMPTON Show Me The Way
- NORMAN GREENBAUM Spirit In The Sky
- GUESS WHO American Woman
- GEORGE HARRISON My Sweet Lord
- HEART Barracuda
- HEART Magic Man
- HOLLIES Long Cool Woman (In A Black Dress)
- JEFFERSON AIRPLANE Somebody To Love
- JEFFERSON AIRPLANE White Rabbit
- ELTON JOHN Bennie & The Jets
- ELTON JOHN Honky Cat
- JANIS JOPLIN Piece Of My Heart
- KANSAS Carry On Wayward Son
- KINKS Lola
- LED ZEPPELIN Black Dog
- LED ZEPPELIN D'yer Maker
- LED ZEPPELIN Stairway To Heaven
- LED ZEPPELIN Whole Lotta Love
- JOHN LENNON Imagine
- LYNYRD SKYNYRD Free Bird
- LYNYRD SKYNYRD Sweet Home Alabama
- PAUL McCARTNEY & WINGS Band On The Run
- STEVE MILLER BAND Fly Like An Eagle
- STEVE MILLER BAND Jet Airliner
- STEVE MILLER BAND The Joker
- MOODY BLUES Tuesday Afternoon
- VAN MORRISON Brown Eyed Girl
- NAZARETH Love Hurts
- RASCALS Good Lovin'
- ROLLING STONES Brown Sugar
- ROLLING STONES (I Can't Get No) Satisfaction
- ROLLING STONES Let's Spend The Night Together
- ROLLING STONES Start Me Up
- ROLLING STONES You Can't Always Get What You Want
- SANTANA Evil Ways
- SANTANA Black Magic Woman/Gypsy Queen

Continued on Page 78



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Classic Rock Turns 15

Continued from Page 76

Unlike an Active Rock station with a set rotation for currents, new music on a Classic Rocker should be approached with caution and reserved for only really great stuff. Some Classic Rock stations have opted against playing new music, and it doesn't seem to have hurt them.

R&R: Your original format included artists such as Simon & Garfunkel and James Taylor. Can they be considered rock today, and do they still fit?

FJ: Format compatibility studies showed that the softer end of the format had problems in some markets. Like the harder '80s music, it was found to be more fringe than core. Most stations have wisely proceeded carefully with those artists, but Classic Hits stations, in particular, have been successful in integrating them. They are secondary artists but make sense in certain situations where the emphasis is on Classic Hits.

R&R: How important is talent? Do you find that the audience wants the stations to be music-intensive, or

is a morning show a key element? Can jocks in the format be under 40?

FJ: Talent is everything. All you need to do is listen to a Classic Rock station with automatons and another that has real people who know the music and are living in the 21st century to hear the difference. Older jocks have to be careful that they don't get too nostalgic about the music. They also need to sound like contemporary people. The stations that have attempted to re-create Top 40 radio from the '60s end up sounding jive and dated.

There are very few Classic Rock stations with music-intensive morning shows that are winning. Like just about every other format, Classic Rock stations need come-urgent morning shows that are habit-forming. Even from the format's beginnings, that was the case.

R&R: What is your feeling on deep cuts? Has it changed in 15 years?

FJ: Deep cuts are a trick bag. Everyone says they want them, but no one can agree on which ones they love. If an album or CD was big in your college dorm, you know all the cuts. If not, you're lost and punching

out. Classic Rock isn't going to start successfully breaking '70s deep cuts into hits in 2000.

Format stunting, like A-to-Z, can be great for image and relief from the everyday format, but most well-programmed Classic Rockers don't have repetition problems. As cliched as it sounds, listeners want to hear the hits. The farther you get away from that tenet, the lower your TSL will be.

R&R: Some of the original Classic Rock stations are now long gone, such as KLSX/Los Angeles and WCXR/Washington. What caused the demise of those stations, considering that the format still exists in those markets?

FJ: Former Classic Rock stations bowed out for a variety of reasons, from ownership changes to lack of belief in the format. History has shown that there's a huge opportunity for Classic Rock in every market in the country. Unlike many two-year formats that have come and gone, the Classic Rock format has stood the test of time.

Many predicted its demise, but it's bigger than ever. In 1999 the format was No. 1 in sales power ratios. If that doesn't tell you something about lon-

gevity and acceptance, nothing will. It's also noteworthy that Classic Rockers that have stuck it out — WKLH/Milwaukee, KZPS/Dallas, WZLX/Boston and WCSX/Detroit, to name a few — have thrived and are market leaders.

R&R: Thinking ahead, we've started to see the development of Classic Alternative in markets such as Denver, Minneapolis and, for a brief time, Detroit. Is this Classic Rock for the next generation, and will it have a life in the new millennium? Can it work in a lot of places, or would it have to be in cities like Los Angeles, San Diego and Boston, where Alternative has heritage?

FJ: The thing I've learned about nostalgia from Classic Rock is that every generation thinks the music that it grew up with is the greatest music in the world. Therefore, you can make the leap that the roots of Alternative could be the foundation of a 25-34 format. But the caution is that this music wasn't exposed everywhere (like classic rock or oldies). In those cases it's going to be difficult to launch a successful format with older music that never achieved hit status in a market.

The other issue is branding. The Classic Rock brand is powerful and ubiquitous. Everywhere you go now, companies use "classic" to connote quality and longevity. When our company moved into Alternative, we coined "The Edge" and it became synonymous with the format. Among other things, new formats benefit greatly from a great brand name.

R&R: What about imaging and on-air marketing? Do sound bites from the '60s and '70s still complement the music?

FJ: That stuff takes you back and has that Nick At Nite effect, but at the end of the day Classic Rock stations need to sound like they're here now. I get uncomfortable when I hear too many mentions for bandmembers celebrating their 58th birthdays or that it's been 32 years since the release of an album. Boomers are going to fight the aging process as they move into the AARP demographic. Classic Rock is going to have to continue to meld the music boomers grew up with with strong, contemporary-sounding personalities, contests and promotion. In many ways, it's an easy format to market.

Continued from Page 76

BOB SEGER Turn The Page

BOB SEGER Night Moves

BRUCE SPRINGSTEEN Born To Run

STEELY DAN Do It Again

STEELY DAN Reeling In The Years

STAPPENWOLF Magic Carpet Ride

STAPPENWOLF Born To Be Wild

ROD STEWART Maggie May

STYX Come Sail Away

WHO Won't Get Fooled Again

WHO My Generation

WHO Baba O'Reilly

WHO Behind Blue Eyes

EDGAR WINTER GROUP Free Ride

YES Roundabout

NEIL YOUNG Southern Man

NEIL YOUNG Heart Of Gold

ZOMBIES Time Of The Season

Rich's Current 100

AC/DC You Shook Me All...

AEROSMITH Dream On

AEROSMITH Sweet Emotion

AEROSMITH Walk This Way

ALLMAN BROTHERS BAND Ramblin' Man

BACHMAN-TURNER OVERDRIVE Let It Ride

BACHMAN-TURNER OVERDRIVE Takin' Care Of...

BACHMAN-TURNER OVERDRIVE You Ain't Seen...

BAD COMPANY Bad Company

BAD COMPANY Feel Like Makin' Love

BAD COMPANY Rock & Roll Fantasy

BLUE OYSTER CULT (Don't Fear) The Reaper

BOSTON Don't Look Back

BOSTON Foreplay/Long Time

BOSTON More Than A Feeling

BOSTON Peace Of Mind

CARS Just What I Needed

ERIC CLAPTON After Midnight

ERIC CLAPTON Cocaine

PHIL COLLINS In The Air Tonight



Rich Meyer

JOHN COUGAR Jack And Diane

CREAM White Room

DEEP PURPLE Smoke On The Water*

DEREK & THE DOMINOS Layla

DIRE STRAITS Money For Nothing*

DIRE STRAITS Sultans Of Swing

DOOBIE BROTHERS Black Water

DOOBIE BROTHERS China Grove

DOOBIE BROTHERS Listen To The Music

DOOBIE BROTHERS Long Train Runnin'

EAGLES Already Gone

EAGLES Hotel California

EAGLES Life In The Fast Lane

EAGLES Take It Easy

FLEETWOOD MAC The Chain*

FLEETWOOD MAC Go Your Own Way*

FOREIGNER Cold As Ice*

FOREIGNER Feels Like The First Time

FREE All Right Now*

GOLDEN EARRING Twilight Zone*

GUESS WHO American Woman

GRAND FUNK We're An American Band*

HEART Barracuda

HEART Crazy On You*

HEART Magic Man

HOLLIES Long Cool Woman (In A Black Dress)

KANSAS Carry On Wayward Son

LED ZEPPELIN Black Dog

LED ZEPPELIN Stairway To Heaven

LYNYRD SKYNYRD Gimme Three Steps*

LYNYRD SKYNYRD Sweet Home Alabama

LYNYRD SKYNYRD What's Your Name*

MANFRED MANN'S EARTH BAND Blinded By The...*

JOHN COUGAR MELLENCAMP Small Town

STEVE MILLER BAND Fly Like An Eagle

STEVE MILLER BAND Jet Airliner

STEVE MILLER BAND The Joker

STEVE MILLER BAND Rock 'N' Me*

STEVE MILLER BAND Take The Money And Run

VAN MORRISON Brown Eyed Girl

ROBERT PALMER Bad Case Of Loving You (Doctor...)*

TOM PETTY Free Fallin'*

TOM PETTY & THE HEARTBREAKERS Don't Do Me...*

TOM PETTY & THE HEARTBREAKERS Refugee*

PINK FLOYD Money*

QUEEN Another One Bites The Dust*

QUEEN Bohemian Rhapsody*

QUEEN Killer Queen

QUEEN We Will Rock You/We Are The Champions*

ROLLING STONES Beast Of Burden*

ROLLING STONES Honky Tonk Women

ROLLING STONES (I Can't Get No) Satisfaction

ROLLING STONES It's Only Rock & Roll (But I Like It)*

ROLLING STONES Jumpin' Jack Flash*

ROLLING STONES Miss You*

ROLLING STONES Start Me Up

SANTANA Black Magic Woman/Gypsy Queen

SANTANA Evil Ways

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BOB SEGER Old Time Rock & Roll*

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STEELY DAN Reeling In The Years

STAPPENWOLF Born To Be Wild

STAPPENWOLF Magic Carpet Ride

STYX Renegade*

SUPERTRAMP The Logical Song*

THIN LIZZY The Boys Are Back In Town*

G. THOROGOOD & THE DESTROYERS Bad To The...*

JOE WALSH Rocky Mountain Way*

WHO Behind Blue Eyes

WHO Who Are You*

EDGAR WINTER GROUP Frankenstein*

EDGAR WINTER GROUP Free Ride

YES I've Seen All Good People

ZZ TOP Gimme All Your Lovin'*

ZZ TOP La Grange*

ZZ TOP Legs

ZZ TOP Sharp Dressed Man*

ZZ TOP Tush*

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Boomer Marketing Set To Boom

■ Interep study shows growing desirability of elder Americans for radio

By Adam Jacobson
R&R Radio Editor

By now most people are aware of the growing desire among marketers to target baby boomers. Many will soon be reaching retirement age, and this segment of the overall population represents a significant demographic into which businesses can pour their resources.

Next year the first of the baby boomers will cross the 55+ threshold, traditionally seen as the advertisers' netherworld. How many advertising campaigns have you seen lately that have prominently featured elder Americans? Aside from Depends, *Modern Maturity* and Levitt-Weinstein Funeral Homes, not too many. Perhaps that's about to change.

A study recently compiled by Interep further illustrates many

Redefined Market Focus

Skettino continues her thoughts in the written report: "While baby boomers were still children, the World War II generation was prospering from the economic strength of the post-war 1950s and 1960s. Salaries were higher in relation to real buying power. Many entered the real estate arena before prices skyrocketed, and they saw the value of their properties surge. Then, in the economically strong 1980s and late 1990s, this generation, invested solidly in the stock market, again reaping financial rewards."

Here are some fast facts about today's elder Americans:

- Approximately 53 million Americans are now 55 years of age or older.

- This number represents about 22% of the total population and 28% of the adult population.

- Those 55 and older are technically part of two different generations. The older portion consists of those born before 1935 and is termed the "GI Generation." The younger portion was born between 1936 and 1945.

Today the dominant age cell represents those 35-44 years of age; 16.3% of the total population lies within this mini-demographic. In second place are those 14-24 years old (15.3%), followed by the 45-54 cell (13.4%) and children 5-13 (13%). In fact, of all age breakouts, the 55-64 cell consists of just 8.7% of the total population. That figure is set to change dramatically in the next 20 years.

"Currently, there are approximately 24 million Americans in the 55-64 age group, and 35 million aged 65 and over," Skettino writes. "However, in the coming years these numbers, as well as the corresponding percentage of the population, will rise significantly. As the large baby-boom generation ages, 55-plus consumers will become an increasingly important segment of the population. By 2020 the percentage of the population over 55 years old swells to more than 30%."

In fact, those over the age of 65 will far exceed any other age cell. Those in the 14-24 age range will still hold high desirability for marketing firms, since they'll make up a healthy 14.2% of the total popu-

lation. Those 25-34 will make up 13.1%, and persons 55-64 will make up 12.9% of the total populace.

Retiree Residential Hot Spots

"As the 55-plus demographic grows, so will the percentage of retirees," Skettino writes. "Migration trends could dramatically affect a number of states, including current retirement meccas such as Florida, Arizona, the Carolinas and Nevada."

According to U.S. Census data from 1997, the latest available estimates, California and Florida will continue to house the largest population of elder Americans for the next several decades. Texas will move into third place by 2025. To best picture just how significant the growth in the elderly population will be, remember that only

"By far, adults 55 and over have more financial assets than those in any other age range. This is said to be the most affluent older generation in history."

five states had at least 15% of their population over 65 in 1995. By 2025, Skettino says, the number of states in this category is expected to surge to 48.

In terms of "mature" metropolitan areas, in which the 55-plus population is most significant, six Florida Arbitron markets dominate. That's far from surprising, considering the plentitude of retirement communities in Southwest and South Florida. Sarasota-Bradenton is tops: Forty-eight percent of the market is over the age of 55. That's followed by Ft. Myers-Naples-Marco Island (42%), West Palm Beach (40%), Daytona Beach (40%), Tampa-St. Petersburg (37%) and Lakeland-Winter Haven (34%).

When glancing at market per-



SWINGING AT SEA

KPOP/San Diego recently held a live remote aboard the Berkeley ferry boat, part of San Diego's Maritime Museum. The promotion was for an upcoming dance to benefit the Maritime Heritage Organization. Seen here are (l-r) KPOP morning man Ernie Meyers and Andi, who hosts a Saturday-night show called *Jumpin' Like Mad*.

formance for Adult Standards in those six cities, an interesting landscape unfolds. In Sarasota WDVV dominates the ratings with its Beautiful Music format. Meanwhile, three Adult Standards stations combine for a 4.6 rating 12+ in the spring 2000 ratings. In Ft. Myers Adult Standards attracts a 5.7 12+ between two stations, and Beautiful Music WAVV dominates the 12+ ratings with an 11.1.

In West Palm Beach three Adult Standards stations team up for an 11.4 share, with WJBW attracting a 7.8 on its own. Daytona Beach's two Adult Standards stations attract a combined 8.3 share. In Tampa WDUV is far ahead in the top spot with a 10.2 12+, while WGUL-AM & FM attracted a 4.4 despite a signal change. WDUV also scores high in Lakeland, while WNN-AM earned a 3.1 12+ with its Adult Standards format.

Yet billing for Adult Standards is far below that of any other format in West Palm Beach, despite its overall ratings. According to BIA, WJBW increased its billing to \$1.2 million in 1999. That's compared to \$10.4 million for market-leading AC WEAT. In Daytona Beach WROD billed \$575,000, while WSBB took in a paltry \$150,000 in '99.

Tampa tells perhaps the best reality tale: WDUV billed \$3.7 million in 1999 as the 21st-ranked market's top radio station. WGUL attracted \$1.5 million in '99 revenue. WDUV's power ratio is 0.31, while WGUL's is 0.40. CHR/Pop WFLZ attracted \$13 million in revenues, while Country WQYK earned slightly more at \$13.2 million. However, Adult Standards and B/EZ still took in more than Oldies WSNW and Rhythmic Oldies WFJO. WHPT and WTBT, two Classic Rock stations, each brought in \$4.1 million and \$4.4 million.

Net Worth Increases With Age

How can stations such as WDUV increase their power ratio

and overcome a more than \$9 million revenue differential between the No. 1 station and those ranked second and third? Here are some fast facts: Most elder Americans are Anglo and are not employed (in other words, they are retired). Because of retirement or reduced work schedules, elder Americans do have lower household incomes than those in the peak earning years, Skettino writes, but that statistic can be misleading.

"Since older adults have fewer debts and paid mortgages, the discretionary income levels in these households often surpass those in younger households," Skettino says. "Also, net worth increases with age — a statistic not necessarily reflected in yearly income estimates. By far, adults 55 and over have more financial assets than those in any other age range. This is said to be the most affluent older generation in history. Median net worth for those between 55 and 74 is upward of \$90,000!"

Asset distribution is heavily based on home ownership. Of those 55 and older, 42.4% own a home. A bit more than 13% have interest-earning assets at financial institutions. A significant portion of elder Americans also own stocks and mutual funds, along with IRA and Keough accounts.

Where are the major expenditures? Health care accounts for 45% of all spending, household supplies take 36%, and personal care attracts 30%. Perhaps radio sales departments can further tap into these areas to bring billing up to mainstream levels.

Share Your Thoughts

Would you like to share your comments or concerns about this column? Do you have an idea for a future column? We always welcome your thoughts and invite you to send them to R&R Radio Editor Adam Jacobson at jacobson@rronline.com; phone 310-788-1661.

facts that may seem to hold little surprise for marketing and promotion executives — as well as programmers — in the Adult Standards format. However, selling Adult Standards continues to be a struggle. The report, "55-plus Consumers: Ready for Prime Time," focuses on the 53 million consumers aged 55 and up.

Michele Skettino, who prepared the report for Interep, summarized it in three succinct sentences: "The current generation of 55+ consumers has forced marketers to re-evaluate their approach to this important market segment. They are healthier, more active and wealthier than any previous generation. Moreover, the prominence of this age group will continue to grow as baby boomers begin to cross the 55-year mark next year."

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Arbitron Adds Five Markets For Fall 2000

Arbitron has added five new markets for the fall 2000 survey. Two are in the top 100: Middlesex-Somerset-Union, NJ is added as market No. 33, and Westchester, NY enters at No. 59. Both continuously measured markets are embedded in the New York metro, so they'll continue to be included in the New York book. (Nassau-Suffolk, Monmouth-Ocean, Morristown and Stamford-Norwalk, CT are other New York-embedded markets.)

Other markets added to the survey are Flagstaff-Prescott, AZ (No. 158), Clarksville-Hopkinsville, TN-KY (No. 199) and St. George-Cedar City, UT (No.

248); these three markets will be measured in the fall and spring only. The additions bring the total of Arbitron-measured markets to 283.

"Since the Telecommunications Act of 1996 began the era of radio consolidation, Arbitron has added nearly two dozen new radio markets to our survey roster," noted Arbitron Exec. VP/Radio & Internet Pierre Bouvard. "As radio continues to grow at a record pace, Arbitron keeps expanding its core service to meet the needs of the industry."

Here are the new market rankings, which will go into effect with the fall 2000 survey. Ties are noted (t) when they occur.

Market	Spring '00 Rank	Fall '00 Rank	Fall '00 Population
New York	1	1	14,487,900
Los Angeles	2	2	10,489,800
Chicago	3	3	7,191,300
San Francisco	4	4	5,821,700
Philadelphia	5	5	4,081,300
Dallas-Ft. Worth	6	6	4,005,300
Detroit	7	7	3,836,600
Boston	8	8	3,741,200
Washington, DC	9	9	3,728,800
Houston-Galveston	10	10	3,676,600
Atlanta	11	11	3,297,200
Miami-Ft. Lauderdale	12	12	3,200,700
Puerto Rico	13	13	3,172,400
Seattle-Tacoma	14	14	2,925,300
Phoenix	16	15	2,480,500
San Diego	15	16	2,425,600
Minneapolis-St. Paul	17	17	2,355,000
Nassau-Suffolk	18	18	2,306,700
St. Louis	19	19	2,122,000
Baltimore	20	20	2,097,100
Tampa-St. Petersburg	21	21	2,026,700
Pittsburgh	22	22	1,974,500
Denver-Boulder	23	23	1,927,500
Cleveland	24	24	1,760,100
Portland, OR	25	25	1,754,700
Cincinnati	26	26	1,618,100
Sacramento	29	27	1,460,500
San Jose	27	28	1,455,800
Riverside-San Bernardino	28	29	1,453,000
Kansas City	30	30	1,445,000
Milwaukee-Racine	31	31	1,396,200
San Antonio	32	32	1,367,500
Middlesex-Somerset, NJ	-	33	1,299,400
Columbus, OH	34	34	1,287,600
Providence	33	35	1,281,700
Salt Lake City-Ogden	35	36	1,269,200
Charlotte-Gastonia	37	37	1,221,100
Norfolk-Virginia Beach	36	38	1,215,200
Las Vegas	40	39	1,176,700
Indianapolis	38	40	1,173,300
Orlando	39	41	1,163,700
New Orleans	41	42	1,022,700
Greensboro-Winston Salem	42	43	1,018,200
Nashville	43	44	990,300
Memphis	46	45	975,700
Hartford-New Britain	44	46	966,300
Austin	49	47	964,900
Raleigh-Durham	48	48	963,500
Monmouth-Ocean	47	49	957,300
Buffalo-Niagara Falls	45	50	951,800
West Palm Beach	50	51	928,600
Jacksonville	51	52	914,900
Rochester	52	53	892,400
Louisville	53	54	875,800
Oklahoma City	54	55	869,500
Dayton	56	56	830,300
Birmingham	55	57	827,900
Richmond	57	58	820,800
Westchester	-	59	781,100
Greenville-Spartanburg	58	60	753,100
Albany-Schenectady	59	61	733,200

Market	Spring '00 Rank	Fall '00 Rank	Fall '00 Population
Tucson	61	62	717,900
Honolulu	60	63	708,500
Tulsa	62	64	687,800
McAllen-Brownsville	63	65	681,300
Grand Rapids	66	66	636,600
Fresno	65	67	632,900
Wilkes Barre-Scranton	64	68	628,800
Allentown-Bethlehem	67	69	612,200
Knoxville	69	70	579,100
Akron	68	71	579,000
Ft. Myers-Naples	71	72	569,600
El Paso	70	73	557,000
Albuquerque	72	74	552,400
Omaha-Council Bluffs	73	75	551,700
Wilmington, DE	76	76	536,600
Monterey-Salinas	74	77	536,200
Syracuse	75	78	536,000
Harrisburg-Lebanon	77	79	522,800
Sarasota-Bradenton	78	80	516,700
Toledo	79	81	500,400
Springfield, MA	80	82	493,000
Greenville-New Bern	81	83	476,600
Baton Rouge	82	84	473,500
Little Rock	83	85	468,300
Charleston, SC	87	86	457,600
Stockton	85	87	454,000
Wichita	84	88	449,800
Gainesville-Ocala	90	89	443,200
Mobile	88	90	442,500
Bakersfield	86	91	439,000
Des Moines	92	92	437,400
Columbia, SC	89	93	437,300
Spokane	91	94	435,400
Daytona Beach	93	95	418,600
Colorado Springs	94	96	417,400
Melbourne-Ashland	95	97	410,800
Lakeland-Winter Haven	98	98	404,400
Johnson City-Kingsport	96	99	402,600
Morristown	99	100	400,900
New Haven, CT	102	101	400,800
Lafayette, LA	100	102	399,100
Ft. Wayne, IN	101	103	396,800
Youngstown-Warren, OH	97	104	395,900
York, PA	103	105	395,200
Lexington-Fayette, KY	106	106	394,400
Chattanooga, TN	104	107	393,100
Visalia-Tulare	106	108	392,500
Roanoke-Lynchburg, VA	105	109	389,500
Oxnard-Ventura, CA	108	110	388,300
Worcester, MA	110	111	385,800
Huntsville, AL	109	112	383,000
Lancaster, PA	111	113	381,300
Santa Rosa, CA	113	114	378,000
Bridgeport, CT	112	115	376,500
Augusta, GA	114	116	376,300
Lansing-East Lansing, MI	115	117	372,500
Ft. Pierce-Stuart, FL	116	118	367,100
Portsmouth-Dover, NH	117	119	362,300
Flint, MI	119	120	358,700
Jackson, MS	118	121	357,500
Madison, WI	120	122	353,700

Market	Spring '00 Rank	Fall '00 Rank	Fall '00 Population
Modesto, CA	122	123	351,500
Pensacola, FL	121	124	347,700
Boise, ID	124	125	343,100
Canton, OH	123	126	336,500
Saginaw-Bay City, MI	125	127	328,000
Reno, NV	128	128	324,800
Fayetteville, NC	126	129	324,200
Beaumont-Port Arthur, TX	127	130	312,200
Ft. Collins-Greeley, CO	132	131	308,400
Corpus Christi, TX	129	132	306,400
Reading, PA	131	133	306,000
Shreveport, LA	130	134	305,000
Quad Cities, IA-IL	133	135	296,900
Appleton-Oshkosh, WI	134	136	293,500
Biloxi-Gulfport, MS	136	137	292,200
Stamford-Norwalk, CT	139	138	289,200
Trenton, NJ	138	139	288,500
Atlantic City-Cape May, NJ	137	140	288,000
Peoria, IL	135	141	286,700
Newburgh-Middletown, NY	141	142	276,100
Tyler-Longview, TX	140	143	273,700
Eugene-Springfield, OR	143	144	267,100
Montgomery, AL	142	145	265,600
Ann Arbor, MI	145	146	265,400
Springfield, MO	146	147	263,800
Huntington-Ashland, WV-KY	144	148	262,900
Macon, GA	147	149	258,200
Rockford, IL	148	150	255,000
Killeen-Temple, TX	149	151	247,000
Salisbury-Ocean City, MD	150	152	247,100
Palm Springs, CA	153	153	246,500
Utica-Rome, NY	151	154	244,000
Fayetteville, AR	155	155	242,400
Evansville, IL	152	156	242,200
Savannah, GA	154	157	239,300
Flagstaff-Prescott, AZ	-	158	237,000
Poughkeepsie, NY	157	159	229,700
Erie, PA	156	160	227,900
Wausau-Stevens Pt. WI	158	161	224,500
Tallahassee, FL	159	162	221,100
Portland, ME	160	163	219,600
Hagerstown, MD	161	164	217,400
South Bend, IN	163	165	215,000
Charleston, WV	162	166	213,300
New Bedford, MA	164	167	210,100
Anchorage, AK	168	168	209,400
San Luis Obispo, CA	165	169	208,500
Binghamton, NY	166	170	206,700
New London, CT	167	171	205,400
Ft. Smith, AR	171	172	210,600
Lincoln, NB	172	173	200,400
Columbus, GA	169	174	199,900
Myrtle Beach, SC	173	175	199,700
Johnstown, PA	170	176	196,900
Wilmington, NC	175	177	193,800
Kalamazoo, MI	176	178	193,300
Odessa-Midland, TX	174	179	192,700
Lubbock, TX	177	180	191,300
Tupelo, MS	178	181	188,300
Asheville, NC	179	182	186,500
Cape Cod, MA	181	183	186,000
Topoka, KS	180	184	185,600
Green Bay, WI	182	185	184,000
Dothan, AL	183	186	180,400
Manchester, NH	185	187	176,500
Santa Barbara, CA	184	188	175,100
Amarillo, TX	187	189	175,000
Merced, CA	189	190	174,900
Danbury, CT	188	191	174,400
Morgantown-Clarksburg, WV	186	192	173,800
Terre Haute, IN	191	193	172,600
Yakima, WA	193	194	171,900
Chico, CA	190	195 (t)	170,900
Santa Maria-Lompoc, CA	194	195 (t)	170,900
Waco, TX	192	197	170,300
Traverse City-Petoskey, MI	195	198	169,700
Clarksville-Hopkinsville, TN-KY	-	199	169,200
Springfield, IL	196	200	168,800
Frederick, MD	199	201	159,900
Laredo, NV	202	202	159,800

Market	Spring '00 Rank	Fall '00 Rank	Fall '00 Population
Florence, SC	197	203	158,600
Elmira-Corning, NY	198	204	156,700
Cedar Rapids, IA	200	205	156,100
Bowling Green, KY	201	206	153,400
Alexandria, LA	203	207	152,100
Ft. Walton Beach, FL	204	208	150,200
Medford-Ashland, OR	207	209	149,600
Tri-Cities, WA	206	210	148,800
Sioux Falls, SD	210	211	146,900
Laurel-Hattiesburg, MS	208	212	146,500
Lake Charles, LA	205	213	146,300
Fargo-Moorhead, ND-MN	211	214	143,500
Champaign, IL	209	215	143,300
Blacksburg, VA	214	216	140,000
St. Cloud, MN	212	217	139,400
Tuscaloosa, AL	216	218	138,400
Marion-Carbondale, IL	213	219	138,000
Muskegon, MI	217	220	137,900
Redding, CA	215	221	136,900
Duluth-Superior, MN-WI	219	222	135,700
Winchester, VA	218	223	134,900
Charlottesville, VA	222	224	132,800
Dubuque, IA	220	225	131,700
Wheeling, WV	223	226	130,500
Abilene, TX	221	227	130,300
Rochester, MN	229	228	129,000
Burlington, VT	225	229	127,400
Joplin, MO	227	230	126,300
Panama City, FL	226	231	126,000
Lima, OH	228	232	125,600
Parkersburg, WV-OH	224	233	125,100
Bloomington, IL	230	234	124,600
Bryan-College Station, TX	232	235	123,100
Eau Claire, WI	231	236	122,100
Lafayette, IN	236	237	121,700
Monroe, LA	234	238	119,700
Santa Fe, NM	235	239	119,600
Sussex, NJ	239	240	119,400
Waterloo-Cedar Falls, IA	233	241	119,300
Battle Creek, MI	238	242	118,100
Pueblo, CO	242	243	116,700
Elizabeth City, NC	241	244	116,100
State College, PA	237	245	115,800
Florence-Muscle Shoals, AL	240	246	115,600
Wichita Falls, TX	243	247	114,000
St. George-Cedar City, UT	-	248	111,200
Columbia, MO	244	249	109,700
Altoona, PA	245	250	108,800
Billings, MT	246	251	105,100
Texarkana, TX-AR	247	252	100,400
Columbus-Starkville, MS	248	253	99,000
Sioux City, IA	250	254	97,600
Grand Junction, CO	252	255	97,400
Williamsport, PA	249	256	96,800
Augusta-Waterbury, ME	251	257	96,700
Albany, GA	253	258	93,900
Decatur, IL	255	259	93,700
Bluefield, WV	254	260 (t)	93,200
Mankato-New Ulm, MN	256	260 (t)	93,200
Watertown, NY	257	262	88,600
Harrisonburg, VA	261	263 (t)	87,200
Rapid City, SD	259	263 (t)	87,200
San Angelo, TX	260	265	86,100
Lawton, OK	258	266	85,100
Lewiston-Auburn, ME	262	267	84,600
Ithaca, NY	263	268	82,300
Cookeville, TN	265	269	77,600
Bismarck, ND	266	270	75,300
Grand Forks, ND	264	271	75,100
Owensboro, KY	267	272	75,000

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Street Talk

R&R's O'Brien Hangs 'Em Up

R&R 20-year sales veteran **Barry O'Brien** has decided it's time to retire his ACT database, telephone headset and call sheets. Barry tolerated three publishers and three ownerships at R&R, but he now wants to explore other opportunities and spend more time with his new wife, Nancy Ryan. We R&R survivors have little doubt that he'll soon be announcing his new plans. Barry has played an important role in every phase of R&R's success, and, needless to say, he will be sorely missed. We will also miss his wit, his good humor and, of course, his good looks. You can reach Barry at 617-912-1046.



O'Brien

contract with Infinity, and he tells *Chicago Sun-Times* columnist Robert Feder that he does not plan on continuing his Los Angeles-Chicago simulcast. Brandmeier says he will consider all options, with the exception of moving to New York. "That I have ruled out," he said.

As expected, WOR/New York signs **Ed Walsh** for mornings to replace John Gambling, who exited the Buckley station last week after his contract was not renewed. Walsh was WOR's VP/Programming & News before joining KFYI/Phoenix as Director/News & Programming in 1995.

Fans of CBS-TV's *Survivor* will love what KDWB/Minneapolis morning host **Dave Ryan** is auctioning off on eBay: Rudy's Reeboks! *Survivor* contestant **Rudy Boesch** recently visited Ryan in the studio and gave Ryan the shoes that he wore during his stay on the island. It

A couple of dot-com companies that are more radio-oriented have shuttered. **Pseudo Programs**, which broadcasted interactive audio and video programming 10 hours a day, laid off its 175 staffers on Monday (9/18). A day later **Xenote** said it will shut down and furlough its 24 employees. Xenote distributed key-chain attachments that allowed radio listeners to "bookmark" programming (such as songs or commercials) for later reference. The device had been in use at KKSF/San Francisco and KRBE/Houston. Sony Corp. recently unveiled a similar product.

The changes keep comin' at market-leading CHR/Pop KHKS/Dallas. On the heels of PD **Ed Lambert's** recent exit, OM **John Cook** has tendered his resignation. Both Cook and Lambert are in the process of working on their exit packages with Clear Channel, and you can look for Dallas-based Clear Channel programming exec **Todd Shannon** to oversee KHKS.

Jefferson-Pilot/Denver OM and Country **KYGO** PD **John St. John** is "phasing out" of his current responsibilities to become more involved with the company's new NAC/Smooth Jazz station in the Mile High City. St. John, who's been with KYGO 11 1/2 years, is the new "launch coordinator" for KCKK-FM, which changed to NAC/SJ on 9/1 and will soon change call letters.

Jonathon Brandmeier is just four months away from the expiration of his \$2 million-a-year



Rudy Boesch

then occurred to Ryan to place the stinky sneakers on the online auction site. Proceeds from the shoes' sale are going to the KDWB Family Center. The winning bid was supposedly \$13,500, but that bidder had an eBay rating of 0.

Continued on Page 85

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Interview* in person with **Dick Robinson**, Founder, & Vice President **Jim Robinson**, at the Robinson Media Sales Site, **Robinson Media**, during the **HAB Radio Show**. Applicants must have knowledge of **radio, TV, multi-media, and webstation profit sharing**. EOE.

*For an appointment, call Joanne Lincoln at 1-800-TV-RADIO (1-800-887-7262), ext. 1141, e-mail (jarmcb@nac.net), or send your resume/qualifications to Robinson Media, Media Park, Farmington, CT 06032

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- Dave Rossi, PD - WRAX

"Huge Phones!"

- Rick Schmidt, PD - WPLA

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Street Talk®

Continued from Page 84

Is KBBF/Dallas about to get the switch from Radio One? The station is still playing the Soft AC format from its AMFM days, but it is also running commercials promoting rival AC KVIL, so a switch seems inevitable.

Veteran GM Dick Carlson suddenly exited Entercom's No.1-rated Emerald City News/Talker KIRO-AM on Monday (9/18). ST tried to reach Entercom/Seattle Market Manager Steve Ocean for comment, but he had not returned our call by press time.

▶ **'Kool' Reversal For WWKL!** ◀

Clear Channel's "Kiss FM" steamroller has been traveling all over the U.S. in recent months, and the latest market it was set to visit was Harrisburg, where Oldies WWKL-AM & FM suddenly dropped its FM component last week and began airing a continuous loop of R.E.M.'s "It's the End of the World as We Know It" along with a statement telling listeners to turn to 1460 kHz. Hours later, however, Oldies inexplicably returned. Is WWKL-FM still set to flip, or is it committing to its format?

Rumbles

- KIZS/Tulsa MD Scott Smith exits: PD Dave Dallow adds MD stripes.
- WWHT/Syracuse APD/MD Jason Kidd adds PD stripes.
- Citadel pins OM stripes on WSSX/Charleston, SC PD Mike Edwards, who will now oversee WSSX and sister WSUY.
- Carl Anderson becomes APD/MD of WNUA/Chicago. He was PD of WJZZ/Pittsburgh.
- Teresa Kinkaid resigns as MD/afternoons of KOA/Dallas.
- WRSR/Flint, MI flips from Soft AC to Classic Rock. Jeff Wade takes PD/morning host duties.
- Veteran CHR air talent George McFly joins KTBB/Minneapolis for mornings.
- Same format, different animal: WNPL/Nashville has changed its moniker from "Beaver 106" to "Rooster 106." Why the moniker change? It seems Western Kentucky Radio operates a chain of stations in the vicinity of Nashville that already uses a similar name. WNPL remains Active Rock.
- Cumulus KQZ/Amarillo, TX, which dropped CHR/Pop for CHR/Rhythmic, appoints Oldies sister KPUR PD/morning driver Jamey Karr OM and KQZ middayer Deana McGuire MD. Other programming and airstaffers exit, including PD Justin Brown.
- WUJM/Bixby, MS flips from Oldies to Hot AC.
- Cumulus flips WWRO/Pensacola, FL to CHR and changes its call letters to WJLQ. Cumulus KQXC/Wichita Falls, TX flips frequencies from 102.5 to 103.9 and drops Hot AC in favor of CHR/Pop. OM Brent Warner will oversee the project. Reach him at 940-691-2311.
- KTRS/St. Louis unveils its new fall lineup, which includes Darrell Ankarlo (from WWTN-FM/Nashville) in mornings and Larry Cotler (from One-On-One Sports) in evenings. The station has just begun broadcasting Blues NHL contests.
- WCCL/Ft. Myers drops Classical in favor of an '80s-intensive format and becomes "The Point."
- Mark Thompson departs as OM of Active Rock WIQB/Ann Arbor, MI.
- KHYS/Abilene, TX PD Sam Stevens joins KCLD/St. Cloud, MN for PD/mornings, replacing Steve Hunter, who exits.
- WQLZ/Springfield, IL's John "Crash" Carroll steps down as APD to concentrate on his airshift and his new business venture, *bakedgoods online.com*.

Records

- Look for an official announcement soon on former Columbia Black Music vet Demmette Guldry's appointment as Sr. VP/Marketing, Black Music at WB.
- Ex-Trauma National Director/Alternative Promo Ted Taylor joins 3:33 Music Group as Head/Promo.
 - Arista taps Jeff Sodikoff as Sr. Director/Rock & Alternative Promo.
 - Interscope-Geffen-A&M ups Los Angeles promo assistant Chris Moradi to Kansas City local rep, succeeding Don Pratt, who segues to Houston.
 - Elektra ups New York local Cord Himmelstein to Director/Crossover Promo. Are more promotions in the works at the label?
 - Clive Davis' J Records inks a joint venture with Fugees co-founder Wyclef Jean.

Hispanic Broadcasting issued a press release officially announcing Harold Austin's arrival as OM of the company's Los Angeles stations. Austin has actually been at the stations for several months now. The company did reveal that former KLVE/Los Angeles PD Pio Ferro will assume some consulting duties with KLVE, but Ferro will retain his current duties as WRTO/Miami PD as well.

Infinity/Houston signs a 10-year broadcasting agreement with the city's new NFL franchise, the Houston Texans. The games will air on both Sports KILT-AM and Country KILT-FM, along with six hours of pre- and postgame programming.

Continued on Page 85



We received a bottle of "Footy's Wing Ding" hot sauce from WHYI (Y-100)/Miami. The condiment will apparently be poured liberally on the cuisine served up at the station's benefit for the Here's Help organization. Young Circle Park in Hollywood, FL, is the place to be Nov. 6-7 for this spicy event, which features an appearance by legendary Miami Dolphin quarterback Dan Marino.

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Street Talk®

Continued from Page 86

WHTZ/New York morning zookeeper **Elvis Duran** has been chosen to participate in the *People* magazine/AOL "Digital Heroes e-Mentoring Campaign," which begins Sept. 27. The program gives 100 at-risk children the opportunity to match up with a celebrity counselor as a cyber pen pal.

The 2000-2001 Fall-Winter edition of the *WJR Michigan RadioGuide* is now available at all statewide Big Boy restaurants and is free while supplies last. RadioGuide President **Art Vuolo** tells *ST* that this year's edition has more than 135 changes in addition to a University of Michigan football schedule. If you'd like one and won't be in Michigan, send \$1 for postage and handling to *WJR Michigan RadioGuide*, Box 880, Novi, MI 48376.

Rumbles, Part 2

- Former KROQ/Los Angeles and WBCN/Boston air talent **Don Harrison** becomes PD of Amataro's Rock KXFX/Santa Rosa, CA, effective Oct. 4.

- WRTI/Milwaukee morning co-host **Diana Douglas** segues to WSTO/Evansville, IN for similar duties.

- Former WHTF/Tallahassee, FL PD **Jason Burns**, a.k.a. **Buzz Craven**, joins WZPL-FM/Indianapolis for nights. The new WZPL lineup is: 5-9am, Julie Patterson & Steve King; 9am-noon, Greg Browning; noon-3pm, Dave Decker (Music Director); 3-7pm, Kelly McKay; 7pm-midnight, Jason Burns/Buzz Craven; midnight-5am John Mills (new from WHHH-FM).

- WXTB/Tampa afternoon **Driver Maxwell** joins WKRQ/Cincinnati for afternoons effective Monday (9/25). Is Q102 also close to inking a high-profile cross-town personality?

- WXYK/Biloxi PD/afternoon driver **Scotty Valentine** moves to mornings with MJ and Dangerboy. Their new name is *Madhouse in the Mornings*. "The Reverend" moves from mornings to afternoons.

- WRHT/WCBZ/Greenville-New Bern, NC appoints **Chris Kellog** morning driver from WSTO/Evansville, IN.

- Former WZAT/Savannah, GA PD **Brad Kelly** becomes PD at WNOK/Columbia, SC.

- WOST/Ft. Myers-Naples to flips call letters to WKFF "100.1 KISS FM, The Hit Music Channel." WSTO/Evansville nighttimer **Cat Michaels** is now MD.

- **Mike Peterson** joins Infinity Country KSKS/Fresno as PD.

- WRBT/Harrisburg, PA MD/middayer **Shelly Easton** is upped to PD of the Clear Channel Country station.

- Former KFGE/Lincoln, NE PD **Dave Shepel** is the new PD of WFMB-FM/Springfield, IL.

- KTTS/Springfield, MO OM **Jay Phillips** is now programming the station following the recent departure of Don Paul, who left because the PD position was eliminated.

- WLAN/Lancaster, PA nighttimer **Pat Kain** adds APD stripes and segues to afternoons, replacing Toby Knapp.

- WGIR/Manchester, NH names **Meegan Collier** MD.

- WKQZ/Saginaw, MI ups night slammer **Rebel Scott James** to the MD post.

- KKEG/Fayetteville, AR's new GM is **Dennis Jones**. He replaces Mark Levy.

RADIO RECORDS



1

- **Steven Dietz** and **Carl Hirsch** join forces to start NextMedia.
- **Tony Masiello** appointed VP/Broadcasting Ops. for XM Satellite Radio.
- **Steve Carver** elevated to VP/Tribune Radio.
- **Tom Gjerdrum** named PD for WLOL-FM/Minneapolis.
- **Jay Kelly** returns to KBSG-AM & FM/Seattle as PD.

5

- **Rick Mack** selected as VP/GM of WBIG/Washington.
- **Steve Brill** tapped as PD of KSD/St. Louis.
- **Brian Kelly** becomes PD of WMYX/Milwaukee.
- WHJY-FM/Providence PD **Bill Weston** adds duties at sister WSNE-FM.
- **EFM Media** issues memo that forbids affiliates from broadcasting Rush Limbaugh online.
- **Jeff Gelb** advances to Director/Sales & Marketing for R&R's Information Services Department.

10

- **Larry Stessel** upped to Sr. VP/Marketing at Epic Records.
- **James Alexander** appointed PD of WGCI-FM/Chicago.
- **David Fleischer** recruited by MCA to be VP/AOR.
- **Jay Miller** promoted to GM of WQYK-AM & FM/Tampa.
- **Lin Brehmer** hired as PD of KTCZ/Minneapolis.

15

- **Pat Norman** transfers to KRTH/Los Angeles as VP/GM.
- **Charlie Ochs** tapped as GM of KCQB-AM & FM/San Diego.
- **Dave Mason** appointed Station Manager of WTAE & WHTX/Pittsburgh.
- **Trip Reeb** set as PD of KISS/San Antonio.

20

- Group W appoints **Tony Hirsh** VP/GM of WINS/New York and **Jonathan Klein** VP/GM of KDKA/Pittsburgh.
- WFYR/Chicago PD **Dave Martin** crosses street to rival WCFL.
- **Redbeard** boosted to PD of WZXR/Memphis.
- **Don Geronimo** upped to APD/MD of WPGC/Washington.
- **Bobby Ocean** joins KWST/Los Angeles' airstaff for weekends.

25

- **Don Benson** promoted to OM of WQXI/Atlanta.
- WCOZ/Boston goes AOR with **Chuck Smidt** as PD.
- **Bob Marshall** named PD of WGNG/Providence.

So how does your compensation package stack up against the industry standard? See for yourself in *R&R's* annual Salary Survey, beginning on Page 52.

Consultant **Steve Young** will join Jones Broadcast Programming as a consultant and programmer Oct. 1. Young will specialize in the pop and Rock formats.

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Déjà Vu All Over Again

■ The FTC goes after the entertainment biz over marketing violent products to kids

Get ready for a new set of parental advisory guidelines when it comes to recorded music. That's the consensus of opinion quietly surfacing among music execs amid of the Senate hearings on the marketing of violent entertainment to children, which were prompted by the 9/11 release of a 100-plus page report by the Federal Trade Commission.

Why the expectations? For one, the issue is being taken up by politicians and individuals very close to or in the media spotlight, including Democratic vice-presidential hopeful Joe Lieberman and Lynne Cheney, the wife of aspiring Republican veep Dick Cheney. Lieberman has practically made it part of his platform. Cheney, the former National Endowment for the Humanities chairman, has used the issue to barb Lieberman and Vice President Al Gore over their cozy ties (read campaign contributions) with the Hollywood elite.

The topic is also being embraced by many Capitol Hill heavyweights. The support cuts across party lines, which wasn't the case in more recent attempts to legislate entertainment and recorded music. The heavily publicized hearings on 9/13 looked like a who's who on the Hill, with politicians looking for every opportunity to mug for the cameras and show their respective constituencies how indignant they were about the current state of entertainment products.

As one insider says, "This is the stuff that gets these guys a lot of votes, regardless of what party they belong to. I mean, who wants to stand against family values?" Translation: It makes for good headlines and sound bites in an election year, so don't expect it to go away anytime soon, regardless of who wins the presidential election.

If that wasn't enough, the rhetoric this time around is stronger. FTC Chairman Robert Pitofsky set the stage with his opening statement on 9/11, saying, "Target-marketing to children of entertainment products with violent content is pervasive and aggressive" and that the entertainment companies "routinely end run" guidelines.

Those who say they support self-policing used similarly strong language. Lieberman called some entertainment marketing practices "outrageous" and "deceptive" and said that it has to stop. Rep. Edward Markey said legislation such as the Children's Television Act of 1990, which set advertising limits during children's programming, could be enacted if marketing practices aren't



Danny Goldberg



Strauss Zelnick

modified.

Another big reason to expect change: This time a big-time government agency is involved. More importantly, the staffers did a little research before calling for action. As another insider observes, "As much as I hate to say it, they did their homework."

Add it all up, and it's one big public relations nightmare. But it's one the record industry must take on head-on, says one pro, due to one very material factor that has yet to be discussed on the record: If the guidelines set by the government are prohibitively restrictive and the kids can't buy the music, then the repertoire will inevitably surface on the Internet, courtesy of song-duplicating software. That means decreased sales and profits, because teens have made a healthy chunk of recorded music purchases over the past few years.

Fallout from Columbine

The cause of all the commotion is the FTC report released on 9/11 titled "Marketing Violent Entertainment to Children: A Review of Self-Regulation and Industry Practices in the Motion Picture, Music Recording & Electronic Game Industries." The study was undertaken at the request of President Bill Clinton on June 1, 1999, in the wake of the Columbine High School tragedy.

In its analysis of the music industry, the commission took issue with the "parental advisory" labels, saying groups like the American Academy of Pediatrics and the National Parent Teacher Association found fault with "one size fits all" stickering. Unlike what's found in the movie and TV industries, the FTC said the music biz program doesn't provide clear

reasons for the advisory label or specify the nature of explicit content (violence, sex, strong language and so on).

Nevertheless, the commission contradicted itself by saying in the report that 74% of parents reported being "very satisfied" or "somewhat satisfied" with the parental advisory labels. The FTC countered, however, with a June 1999 Gallup poll that found that 74% of respondents thought "music producers did not provide enough information about the violent content in lyrics of popular music for adults to make decisions about what is appropriate for children."

The FTC also criticized the record industry's print advertising efforts, noting that only 18 of 234 ads (8%) showed the parental advisory sticker. It also cited record company marketing documents that specifically referred to targeting teens. Its survey found 15 of 55 marketing plans "expressly identified teenagers as part of" the demo and that documents for the remaining 40, while not overtly discussing kids 17 years and younger, "detailed the same methods of marketing plans as the plans that specifically identified teens as part of the target audience."

The commission raised the issue of promotional efforts to get video play on MTV, BET and The Box, which all have a healthy 12-34 viewership, and airplay on stations targeted to the 12-24 demo. A red flag was even raised over label street teams, which the commission found relied on marketing material distributed at "non-traditional venues such as concerts, sporting goods stores, street fairs and trendy clothes stores" that are frequented by the under-17 audience.

Changes Already Afoot

That's the bad news. The good news is that the FTC readily admitted in its report that many marketing plans could change because of new guidelines drawn up by the RIAA — which address many of the issues highlighted in the report — that go into effect on Oct. 1. The new guidelines, for instance, call for record companies not to advertise stickered albums in com-

"I do not believe either the government or any entertainment industry committee has any business in telling me and my wife what entertainment our children should be exposed to."

Danny Goldberg

mercial outlets in which over 50% of the demographic is 16 years old or younger. In fact, in its report the FTC calls the RIAA's efforts "constructive changes."

Another positive is the willingness of politicians and the FTC to allow the entertainment industry to police itself before it calls for regulatory action. In his opening statement Pitofsky said the report and proposals "are not designed to regulate or even influence the content of movies, music lyrics or electronic games ... rather, the idea here is to encourage the industries, through self-regulatory initiatives, to help parents choose entertainment they deem appropriate for their children."

Those issues aside, the music industry should feel upbeat about its prospects based on the initial Senate hearings. Why? Top business leaders showed up — and held their own — on the Hill to respond to the committee's questions. Computer games execs were there, too, but no studio or TV leaders were willing to be in the hot seat in the early rounds, a fact not lost on the politicians.

In retrospect, the music industry couldn't have asked for better representation than Artemis CEO/co-owner Danny Goldberg, an extremely vocal ACLU supporter, and BMG Entertainment President/CEO Strauss Zelnick, whose resume includes stints as a top executive at movie, TV and video game companies.

The music business can also feel a little more comfortable about the future, because most of the politicians' time was spent rehashing their indignation about specific lyrical content. Panelists, prompted by Lynne Cheney, chose rapper Eminem as this year's whipping boy.

In the question-and-answer session on 9/13 Zelnick allowed that the music industry should improve its labeling of repertoire. "In my testimony I acknowledged that perhaps we need to do more in our system," said Zelnick, even though "in the six years I've been CEO of the company we've not received one complaint from parents on something that was inappropriately labeled. That doesn't mean the system is perfect. We have an open mind ... There's nothing wrong with considering or perhaps adopting a more robust system."

In his prepared testimony Goldberg drew a line in the sand when it comes to setting lyrical guidelines. "I do not believe either the government

or any entertainment industry committee has any business in telling me and my wife what entertainment our children should be exposed to."

Goldberg cautioned against implementing guidelines that would run counter to First Amendment rights. Responding to criticisms about Eminem's music, Goldberg noted, "I realize people here don't like reading isolated lyrics, disconnected from music and context. You might hate hearing the whole album and meeting the artist, but millions of people like it. And in a free society, what can you do but express your opinion and allow for the clash of ideas in the marketplace?"

"You also have to recognize that young people have a different language. They use different symbols and have a different feeling about all of this. Most young people I know think [the Eminem] record is a humorous one, not a violent one. You may disagree, but it may be good to hear their point of view, the actual fans of the music."

Zelnick told committee members that a small percentage of marketing and promotion outlays reach the general public. "Less than 10% of the marketing expenditures in the record business actually go toward consumer marketing. We don't market the same way the movie business does ... or the video business. One size does not fit all."

"Of the 10% of expenditures that go into consumer marketing, virtually none of it goes to traditional TV and print media, with the very rare exception of straight-ahead family programming. Why is that? Not only would it be inappropriate to market explicit material to children, but also because the economics of our business allow only for that type of consumer marketing for music for which there is a very broad audience."

Zelnick noted later in the Q&A that "if you look at what we hear this morning, a great deal of time has been spent on people, on criticism of what we do. That is what Danny and I specifically reject. We take responsibility for the content we produce. We don't choose market explicit material to minors. Where I think you lose this constituency is when you venture opinion about specific material and deem it as shameful and not artistic. That is not the purview of the legislature in this country."

Webcasting: Radio's Friend or Foe?

*Two New Studies Examine How Radio Can Profit
from Webcasting's Next Revolution*

Radio's competitive landscape is changing quickly. And Arbitron has been at the forefront of those changes, providing information and insights to help radio leverage the shifting trends and grow. To stay ahead of the next cycle of changes, come see the premiere of the two latest studies from Arbitron at the NAB show:

**"Internet Study V: 20 Startling New Insights
About the Internet & Streaming"**

Presented by Arbitron and Edison Media Research

September 21, 2000, 10:30AM-11:45AM

Moscone Convention Center, Room 103

"Can Radio Survive the Broadband Revolution?"

Presented by Arbitron and Coleman Research

September 22, 2000, 9:00AM-10:00AM

Moscone Convention Center, Esplanade Ballroom

For more information, stop by the Arbitron booth at the NAB or visit the Arbitron Web site. Following the presentations, the studies will be available as free downloadable PDF files at <http://internet.arbitron.com>.

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R&R LAUNCHING PAD

Dust For Life Step Into The Light

Elvis Presley must be smiling up above now that Memphis has begun to garner more attention in rock A&R circles. The latest River City rock band to gain national attention is the Wind-up/Bombtrax Records quartet **Dust For Life**, whose debut single, "Step Into the Light," is making impressive inroads at Active Rock and Alternative.



Dust For Life

Among the stations playing the track are Alternatives KROQ/Los Angeles, WXRK/New York, WBCN/Boston, WPLA/Jacksonville, WLRS/Louisville, WNFZ/Knoxville, KWOD/Sacramento and WAVF/Charleston, SC. Active Rock supporters include WZTA/Miami, WXTB/Tampa, WJRR/Orlando, WMFS/Memphis, WNOR/Norfolk, WRAT/Monmouth-Ocean City, WLZR/Milwaukee, WRUF/Gainesville and KIL0/Colorado Springs, among others. A handful of Rock outlets have also added the single, including WAQX/Syracuse; KTUX/Shreveport, LA; KLAQ/El Paso; and WRXR/Chattanooga, TN.

Dust For Life — now composed of founding member-songwriter-guitarist **Jason Hughes**, vocalist-guitarist-songwriter **Chris Gavin**, drummer **Rick Shelton** and bassist **Dave Rhea** — can thank hometown outlet WMFS for kick-starting their career. The station began spinning one of the tracks from the group's self-produced, self-released debut album in 1998. Hughes remembers, "We sold about 2,500 copies through our regional distributor, and we had some major-label interest, but somehow we just couldn't get over the hump."

Soon after, Hughes and his bandmates split up. "They wanted to go in a harder direction, and I wanted to go in a different direction," Hughes continues. "After doing a lot of soul-searching, I ended up getting in touch with Chris, who's a great songwriter who felt, as I did, that we were really close to writing great songs but just weren't there for whatever reason. We put our talents together, and everything clicked. Then Rick and Dave, who have both been in bands signed to major labels, came aboard, and everything came together."

In early 2000 the group began making demos at Ardent Studios, recording 10 songs in four days. Among those receiving a four-song demo was **Jeff Hanson**, who owns the Orlando-based artist-management firm Jeff Hanson Management & Promotion (Creed, Caviar, Full Devil Jacket). Hanson, who had heard Dust For Life's first recording, was immediately struck by the new material.

Hanson recalls, "When I spoke with Jason the first time, I was straight-up with him about the band's music and where it needed improvement, and he really took those words to heart. He aligned himself with better musicians and a better songwriting partner, and it elevated their music to another level. When I heard the new music, I was flabbergasted. I hadn't heard anything that compelling from a new band in two or three years."

Hanson eventually signed the group to his nascent record company, Bombtrax, and took the band to Wind-up. Hanson then began sending out the band's demo and other music from his growing stable of rock-based acts. "At the time I was shopping another band," he says, "so I was sending a lot of music to people whose opinions I really trust, people who are straight shooters when it comes to whether they believe music has potential. The feedback I was getting from people like [WXRK MD] Mike Peer, [WJRR PD] Dick Sheetz and [WPLA PD] **Rick Schmidt** was unbelievable. There were more than a couple of times that I was thinking, 'This is just like Creed all over again.'"

Meantime, Dust For Life began recording their Wind-up/Bombtrax debut album with co-producer **Pete Mathews** at Ardent. While in the studio the band made two key decisions: to stay true to the sound on the four-song demo and to borrow heavily from the recording techniques used by **Led Zeppelin** when they recorded *Led Zeppelin III* at Ardent. "Ardent had all the information on file, and we used a lot of those same techniques, all the way from vocal mikes to the exact same setup Jimmy Page used for some of his solos," Hughes says. "We wanted everything organic, and we wanted to record a pure rock album with a lot of acoustic guitars as well. Everyone worked hard to make sure our sound grew and matured on the album."

On the setup side, Wind-up was already beginning to hear from programmers about the band. Sr. VP/Promotion **Shanna Fischer** notes, "There was definitely a buzz as early as June. We even had people like **Rick Schmidt** e-mailing MP3s of the band to programmers in the chain."

By mid-June it was heating up even more. At R&R Convention 2000 Wind-up played "Step Into the Light" at a meeting of Infinity programmers, who gave the track a big thumbs-up. Soon thereafter Wind-up's field staff began actively working the record to radio.

When it was time to choose formats, Wind-up elected to go to Active Rock and Alternative simultaneously. It also worked night jocks at each format. Fischer comments, "We were going into the fourth quarter with a brand-new band, and we wanted to do as much as possible to increase the visibility of the band. We also realized that most of our plays at the beginning would be at night, so we made a special effort to get the night jocks involved and send them music and information about the band. That way when they talked about Dust For Life on the air, they were familiar with them and their history."

Another key tactic was landing an opening slot on the Creed tour and using the websites of each band for cross-promotion. "We were able to take advantage of the huge number of visitors to the Creed site to help build the buzz and introduce fans to Dust For Life," Fischer says. "We also offered an MP3 of the song. We had something like 300,000 unique visitors the first week we did it."

As for radio, WPLA's Schmidt gives "Step Into the Light" high marks. "These guys are the real deal live, and their music works on a couple of different levels. It rocks hard enough for the guys, and it's accessible enough for the mainstream folks. The melodies and hooks are great, and lyrically the songs are really strong."

Going forward, Dust For Life will support 3 Doors Down beginning Oct. 4. They then join the Creed tour later this year. The band's self-titled debut album hits retail Oct. 10.

Ready For Takeoff will return next week.

MUSIC NEWS & VIEWS

Offspring: MP3 CD Giveaway Good

Those wacky guys in the punk-pop outfit **The Offspring** are at it again. The pro-Napster band plans to offer its entire new **Columbia Records** album, *Conspiracy of One*, to MP3 fans for free one month before the in-store date of Nov. 14. The campaign, which isn't fully supported by the label, kicks off Sept. 29, when the group begins offering for download the first single, "Original Frankster," at its website (www.offspring.com) and a myriad of other sites (such as MTV's and local radio and retail sites). Along with the full-album offer, more giveaways are planned. Also, each person who participates is eligible to enter a drawing to win a \$1 million jackpot from the band — no sponsor or label money is being used — with the winner to be announced live on MTV the day the album hits retail. Offspring singer **Dexter Holland** says, "This money came directly to us from our fans. We feel it would be cool to redirect it back to them. We are trying to launch our album with promotions that are fan-supportive rather than fan-exploitative. We feel that giving them our music and letting them have some of their money back is a great way to show how much they mean to us."

Not surprisingly, label execs are balking at the plan. In a written statement in a *Los Angeles Times* story, Sony officials said, "While the band has come up with a million-dollar idea for their fans, and we're excited about the contest, we have very real concerns when it comes to unsecured downloading of music and piracy on the Internet. We're hopeful that we can arrive at a method that will protect everyone's rights and still maintain the integrity of the band's idea."

According to *Wired* magazine, The Offspring's song "Pretty Fly (For a White Guy)" was downloaded more than 22 million times in 10 weeks and was the No. 1 downloaded song on the web. The group's previous album, *American*, sold 10.5 million copies worldwide.

This 'n' that: A couple of high-profile rap and hip-hop release dates have been finalized. Multiplatinum group **Outkast's** Arista/LaFace Records disc *Stankonia* hits retail Oct. 31, the same day **Snoop Dogg's** *Dead Man Walkin'* album is released by **Death Row/D3** Entertainment. Also, look for **Memphis Bleek's** disc *The Understanding* to be in stores Nov. 21 ... Retailer **Sam Goody's** 1999 Bandemonium contest winner **Darwin's Waiting Room** has inked a deal with **MCA Records** ... **Capitol Records** has signed rapper **Supervision** ... **Maverick** will rerelease **The Deftones'** album *White Pony* Oct. 3 in order to include the current single, "Back to School (Mini-Maggit)."

Tour update: **The Stone Temple Pilots** bow their eagerly anticipated Return of the Rock tour Oct. 20 in Pittsburgh. Supporting are **Godsmack** and **Disturbed** ... **Bon Jovi** embark on their first major U.S. tour in five years Nov. 3 in Charlotte.



The Offspring

CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)	Among this week's new tours
1	DAVE MATTHEWS BAND	\$3,118.5	
2	METALLICA	\$2,669.0	
3	'N SYNC	\$1,277.0	
4	TINA TURNER	\$961.8	ACID KING
5	RICKY MARTIN	\$950.8	DEFTONES
6	TIM MCGRAW/FAITH HILL	\$750.9	FENIX TX
7	OZZFEST 2000	\$727.3	ORGY
8	SANTANA	\$698.4	PANTERA
9	BRITNEY SPEARS	\$697.4	WALLFLOWERS
12	STING	\$578.9	
13	DIXIE CHICKS	\$555.9	
13	UP IN SMOKE TOUR	\$551.1	
11	KISS	\$540.4	
15	ROGER WATERS	\$496.3	
15	RED HOT CHILI PEPPERS	\$487.6	

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

Stations and their ads listed alphabetically by market

WFLA/Tampa, FL PD: Michael Morgan AD: Rob O'Connell 1. BOB DYLAN 2. JAY-Z 3. JESSICA RIDDLE 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	WKZE/Cape Cod, MA PD: Mike O'Donnell AD: Kevin Matthews 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	WROX/Detroit, MI PD: Tim Richards AD: J. Lee 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	KZRR/Huntsville, HI PD: Jacques Gonzalez AD: Justin Cox 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	KLAL/Little Rock, AR PD: Ed Johnson AD: Sydney Taylor 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	WTVW/Nashville, TN PD: Jimmy Steele AD: Tom Paus 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	WPRO/Providence, RI PD: Tony Bristol AD: Davey Davis 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	KZDZ/San Francisco, CA PD: Casey Keating AD: L.A. Reid 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	KZBZ/Inns, OK PD: Dave Deller AD: [unclear] 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	
WVBC/Washington, DC PD: Mike Edwards AD: Sean Sellers 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	WVBT/Wilmington, DE PD: John Wilson AD: Mike Rossi 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	WVBT/Wilmington, DE PD: John Wilson AD: Mike Rossi 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	WVBT/Wilmington, DE PD: John Wilson AD: Mike Rossi 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	WVBT/Wilmington, DE PD: John Wilson AD: Mike Rossi 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	WVBT/Wilmington, DE PD: John Wilson AD: Mike Rossi 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	WVBT/Wilmington, DE PD: John Wilson AD: Mike Rossi 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	WVBT/Wilmington, DE PD: John Wilson AD: Mike Rossi 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	WVBT/Wilmington, DE PD: John Wilson AD: Mike Rossi 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN	WVBT/Wilmington, DE PD: John Wilson AD: Mike Rossi 1. BOB DYLAN 2. BOB DYLAN 3. BOB DYLAN 4. BOB DYLAN 5. BOB DYLAN 6. BOB DYLAN
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* = Mediabase 24/7 monitored

171 Total Reporters
171 Current Reporters
171 Current Playlists

No Longer A Reporter (1):
KOIZ/Amarillo, TX



TONY NOVIA

tnovia@rronline.com

PART ONE OF A TWO-PART SERIES

A Blueprint For Ratings & Revenue Success

■ A veteran manager and owner offers eight rules for rebuilding, refocusing and winning

Back in the early '80s I flew to New York City to interview for the position of Promotion Director at a new station called WHTZ (Z100) with a guy named Scott Shannon and his GM, Gary Fisher. I didn't end up taking the job because of some girl named Maty, who turned out to be my future wife and who also had a growing television career that was based in Miami.

While I didn't take the job, that trip to New York and the sheer excitement of walking into the incredible vibe and energy of the new Z100 will stay with me the rest of my life. I owe that memory to Shannon and Fisher, who recently reminded me about it. During the '80s and '90s Fisher spent over 15 years managing some of the biggest heritage CHRs and ACs in America, including WABC/New York, Z100 and WNIC/Detroit.

Like many of us who one day dream of owning a radio station, Fisher embarked on a path to bring his dream of owning and operating small-market radio stations to fruition. In 1995 he did just that when he formed Equity Communications L.P. His mission statement was to consolidate the struggling stations that the larger companies had bypassed, either because of the markets they were in or — it seems unthinkable now — because of the lack of available cash flow and financing for smaller-market turnarounds.

Today Equity owns three radio stations: WAYV-FM, WZXL-FM and WCMC-AM/Atlantic City, NJ. Under Fisher's guidance, the company's revenues have increased six-fold over the past five years. For example, when Equity purchased WAYV in 1995, it had a 3.7 share, it was ranked 8th, and it had \$900,000 in revenue. In the spring 2000 book, the station is No. 112+ with an 8.8, and it has revenues exceeding \$4,000,000.

Fisher points out that as each wave of merger mania creates new levels of supergroups like Clear Channel, CBS/Infinity and Citadel, the pressures of deregulation have squeezed the small-market entrepreneur out of business. When an owner-operator does survive, appearing as a stand-alone speck against a consolidated landscape, the pressures to perform



Gary Fisher

are every bit as intense as they are with these new mega-media companies. The audience fragmentation is every bit as painful, and the satisfaction of gaining and winning back the audience is every bit as exciting.

Fisher has been fortunate enough to experience that roller-coaster ride with his first acquisition, heritage CHR WAYV, which is back on top in the ratings — moving 5.5-7.9-8.8 in the spring book. That triumph speaks volumes for the small operator in general and Fisher in particular. He's earned his medal in the ratings wars. In this two-part series, Fisher shares with us his eight rules to help refocus, rebuild and win.

You Gotta Believe

Rule No. 1: Believe the bad books as much as you believe the good ones. According to Fisher, "Every radio station — even the great ones — go through peaks and valleys. Stations throughout history have faced their best book ever and their worst book ever, usually for good reasons. Good radio almost always ends up getting good ratings, and the same is true for bad radio."

It's important to study the ugly books as thoroughly as the good ones. "Whatever the audience thinks, they are right," says Fisher. "Since they have all of the answers, they can tell you what to do. Simply watch what they do."

Fisher knew going into the Atlantic City/Cape May Arbitron metro that he could take advantage of the per-person diary values. "This metro is well-measured by Arbitron, with 1,500 diaries posted for a population of 300,000, as opposed to large markets where 8,000 diaries measure 10 million people. Going into a smaller market after years in the majors, I knew I'd be able to use the ratings — both good and bad — as a diagnostic

because the per-person diary values are so much lower here, which is good.

"Ninety-six percent of every market's population listens to radio, and the heavy listeners in the smaller markets spend an average of 15-25 hours a week listening. That's anywhere from 60 to 100 quarter-hours per week to spread around three to four stations. There is a tremendous amount of audience ebb and flow and tune-in and tune-out in each market to participate in."

When Fisher worked with Shannon at Z100, Shannon would say at book time. "There are only four possible responses to a bad book: You can ignore it, blame it, fight it or fix it. To purge a truly bad book, you first have to own it. You have to feel the pain and slam the water cooler. If you really care passionately about your station and ratings, prepare to privately be miserable most of the time until it is fixed."

Time, Patience and Focus

Rule No. 2: Give the project time. Time, patience and focus are vital elements to a turnaround. No one comes back from books from hell in one book, advises Fisher. "Audiences bolt much quicker than they return, even after the station is fixed. Listeners consume radio a lot slower than we make it. You can generally research and fix your product in a few weeks, but it takes months and months to change listener behavior and usage patterns." Fisher also points out that if you lost listeners, they may be happy with their new alternatives. "Generally, you need to be better twice as long as you were bad before you see the first signs of a turnaround."

When it comes to Arbitron and the diaries, throughout his experience

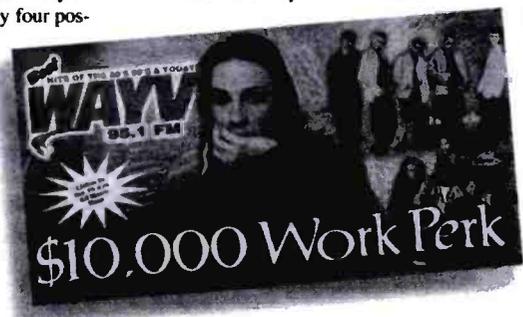
"Audiences bolt much quicker than they return, even after the station is fixed. Listeners consume radio a lot slower than we make it."

Fisher notes there is a built-in lag time with ratings. "When a bad book comes out, the reality is that things may still be deteriorating from that point. Often the ratings have to finish reporting on the people leaving before you can start to see them returning."

Digging WAYV out of its ratings slump, which began in 1998, was a very slow, character-building process for the staff, Fisher says. "We gave it a full year of daily root-canal on music, marketing, our morning show and our entire style of programming and operating. It was a challenging period for me personally and a period of great learning and growth for the entire staff."

Bite The Bullet

Rule No. 3: Have the courage to bite bullets. While Fisher was on top with WAYV from '96-'98, he remembered a quote from Dave Robbins when he worked at WNCI: "Change absolutely nothing as long as changing nothing keeps working." Fisher followed that theory. However, in



1999, he learned the opposite was also true, and he changed his theory accordingly to this: "Change just about everything once everything stops working."

Fisher says observers who heard WAYV during 1996-'98 scratched their heads in surprise to hear the heritage CHR winning with an eclectic mix of Hot AC currents, classic hits and '80s rock oldies. "The market back then was conservative and laid-back, and there was some obvious underperformance around us, so we took all the room the market gave us.

"For a while we occupied multiple open positions in the market, took a broad musical stance and enjoyed broad success. We were sort of a hybrid Classic Hits/Pop Alternative/Hot AC/CHR with lots of '80s rock and gold, and everyone seemed to love it. But it proved unsustainable when the competitive landscape

changed."

What changed that landscape was consolidation. Suddenly Fisher found himself getting squeezed from all ends. "By the end of 1998 the Atlantic City market became more crowded, with heritage light AC WFPG, Classic Hits WMGM and heritage Rock WZXL — all more focused and successful. In addition, the emergence of niche formats like Pop Alternative, Dance CHR and Smooth Jazz/NAC heightened the competitive pressures on WAYV.

"We might have caught the market napping a little during our first two years, but in 1999 it seemed like everyone was taking us on. All of a sudden every part of our huge audience base was faced with niche-picked competition, and the competition was good. We had the most to lose, and we lost it."

It didn't take Fisher long to realize he had to develop a plan of action and plummeting from a 7.4-5.2 in the book sent an even clearer message. "After getting two share points shaved off, we realized we needed to zero-base the station and totally flush the system. We basically emptied out Selecta, stripped the station clean and started from square one. We tried to pretend we were signing WAYV on as a new station.

"As a result, a lot of sacred cows got ground up into hamburger. Our morning show was

through an overhaul, as several popular hosts with 16 years of heritage on WAYV were released. A new, more contemporary morning team of Mitchell (a.k.a. Brady Richman) and Diane (Mitchell) were imported from a low-power station in nearby Monmouth Ocean, NJ and upgraded to WAYV's huge 50,000-watt Atlantic City stage."

In next week's CHR column Fisher reveals the remainder of his eight rules. These rules include the importance of being live in the morning and owning the mornings/music/marketing monastery; having the courage to invest in product, promotion, research and consultants; fortifying and strengthening sales to have the time and money you need to fix the station, resisting the lure of the Internet, and getting your bigness from your smallness.

Check out WAYV/Atlantic City, NJ at www.951wayv.com.



dear god,

My name is billie and i am nearly ten,
i have a friend who says your name is Allah,
another who says she's wrong, your name is
Jehovah,

another who says he prays to buddah,
my bestest friend in the world is a muslim,
i love them all BUT

the boy next door scares me. he says really bad
things and tries to hit me and my friends..he
says none of us will get to heaven....

I'm worried and i need to ask you something
if I get your name wrong (even if I'm good)
will you turn me away?
and should i call you Jesus,,,?

BILLIE MYERS

SHOULD I CALL YOU JESUS?

UNIVERSAL
RECORDS

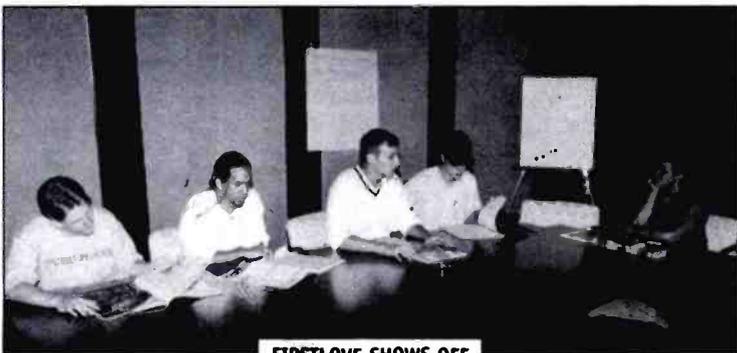
Most Played Recurrents

- 'N SYNC It's Gonna Be Me (*Jive*)
- AALIYAH Try Again (*BlackGround/Virgin*)
- CREED Higher (*Wind-up*)
- PINK There You Go (*LaFace/Arista*)
- VERTICAL HORIZON Everything You Want (*RCA*)
- SONIQUE It Feels So Good (*Farmclub/Republic/Universal*)
- 'N SYNC Bye Bye Bye (*Jive*)
- MACY GRAY I Try (*Epic*)
- SANTANA F/ROB THOMAS Smooth (*Arista*)
- DESTINY'S CHILD Say My Name (*Columbia*)
- ENRIQUE IGLESIAS Be With You (*Interscope*)
- SISQO Thong Song (*Dragon/Def Soul/IDJMG*)
- BLAQUE Bring It All To Me (*Track Masters/Columbia*)
- ALICE DEEJAY Better Off Alone (*Republic/Universal*)
- MARC ANTHONY I Need To Know (*Columbia*)
- CHRISTINA AGUILERA What A Girl Wants (*RCA*)
- BRITNEY SPEARS Oops!...I Did It Again (*Jive*)
- GOO GOO DOLLS Slide (*Warner Bros.*)
- SMASH MOUTH All Star (*Interscope*)
- TRAIN Meet Virginia (*Aware/Columbia*)

CHR/POP

Going For Adds 9/22/00

- NELLY FURTADO I'm Like A Bird (*DreamWorks*)
- MACY GRAY Still (*Epic*)
- RICKY MARTIN She Bangs (*C2/Columbia*)
- BILLIE MYERS Should I Call You Jesus? (*Universal*)
- SOCA BOYS Follow The Leader (*Universal*)
- TRINA Pull Over (*Slip 'N Slide/Atlantic*)



FIRSTLOVE SHOWS OFF

JWP/U.S.A. recording group FirstLove stopped by R&R to sign some autographs and meet the staff. Here are the guys in the conference room trying to enjoy their free copies of the newspaper, which CHR Asst. Editor Renee Bell already tried to sell at \$6.50 each.

TUNED-IN

CHR/POP

R&R/MEDIABASE 24/7

KKXX KKXX/Bakersfield

3am

- 'N SYNC This I Promise You
- MADONNA Music
- MARC ANTHONY I Need You
- SUGAR RAY Someday
- PINK There You Go
- TRAIN Meet Virginia
- DEBELAH MORGAN Dance With Me
- BAHA MEN Who Let Dogs Out
- CHRISTINA AGUILERA Come On Over Baby (All I Want...)
- WILL SMITH Gettin' Jiggy Wit It
- 'N SYNC This I Promise You
- AALIYAH Try Again
- TAL BACHMAN She's So High
- ENRIQUE IGLESIAS Be With You
- MATCHBOX TWENTY Bent
- DESTINY'S CHILD Jumpin' Jumpin'

11am

- MARIAH CAREY Always Be My Baby
- JANET Doesn't Really Matter
- SMASH MOUTH Walkin' On The Sun
- BACKSTREET THE ONE
- JESSICA SIMPSON I Think I'm In Love With You
- DESTINY'S CHILD Say My Name
- PINK Most Girls
- MATCHBOX TWENTY Bent
- ALICE DEEJAY Better Off Alone
- 'N SYNC This I Promise You
- AALIYAH Try Again
- ENRIQUE IGLESIAS Be With You
- BACKSTREET BOYS Show Me The Meaning Of Being...
- JOE I Wanna Know
- PINK There You Go

4pm

- MATCHBOX TWENTY Bent
- SONIQUE It Feels So Good
- DESTINY'S CHILD Jumpin' Jumpin'
- SUGAR RAY Falls Apart
- TRAIN Meet Virginia
- PINK Most Girls
- NINE DAYS Absolutely (Story Of A Girl)
- JANET Doesn't Really Matter
- 'N SYNC This I Promise You
- AALIYAH Try Again
- TAL BACHMAN She's So High
- MACY GRAY I Try
- VERTICAL HORIZON You're A God
- JOE I Wanna Know

8pm

- BON JOVI It's My Life
- MADONNA Music
- MARC ANTHONY I Need To Know
- BLOODHOUND GANG Bad Touch
- TLC Unpretty
- SISQO Thong Song
- DEBELAH MORGAN Dance With Me
- BBMAK Back Here
- PINK There You Go
- OMC How Bizarre
- SAMANTHA MUMBA Gotta Tell You
- NELLY Country Grammar
- VERTICAL HORIZON Everything You Want
- JANET Doesn't Really Matter
- MATCHBOX TWENTY Bent

WYOY/Jackson

3am

- BAHA MEN Who Let The Dogs Out
- 98 DEGREES Give Me Just One Night (Una Noche)
- TLC No Scrubs
- SAVAGE GARDEN Affirmation
- BRITNEY SPEARS Lucky
- JEWEL You Weren't Meant For Me
- ALICE DEEJAY Better Off Alone
- NELLY Country Grammar
- EVE 6 Promise
- JENNIFER LOPEZ If You Had My Love
- WESTLIFE Swear It Again
- NINE DAYS Absolutely (Story Of A Girl)
- EVAN & JARON Crazy For This Girl
- JANET Doesn't Really Matter

11am

- CREED Higher
- JANET Doesn't Really Matter
- BAHA MEN Who Let The Dogs Out
- ENRIQUE IGLESIAS Sad Eyes
- EVERCLEAR Wonderful
- 98 DEGREES Give Me Just One Night (Una Noche)
- THIRD EYE BLIND Never Let You Go
- PINK Most Girls
- 3 DOORS DOWN Kryptonite
- JENNIFER LOPEZ If You Had My Love
- SAVAGE GARDEN Affirmation
- FOO FIGHTERS Learn To Fly

4pm

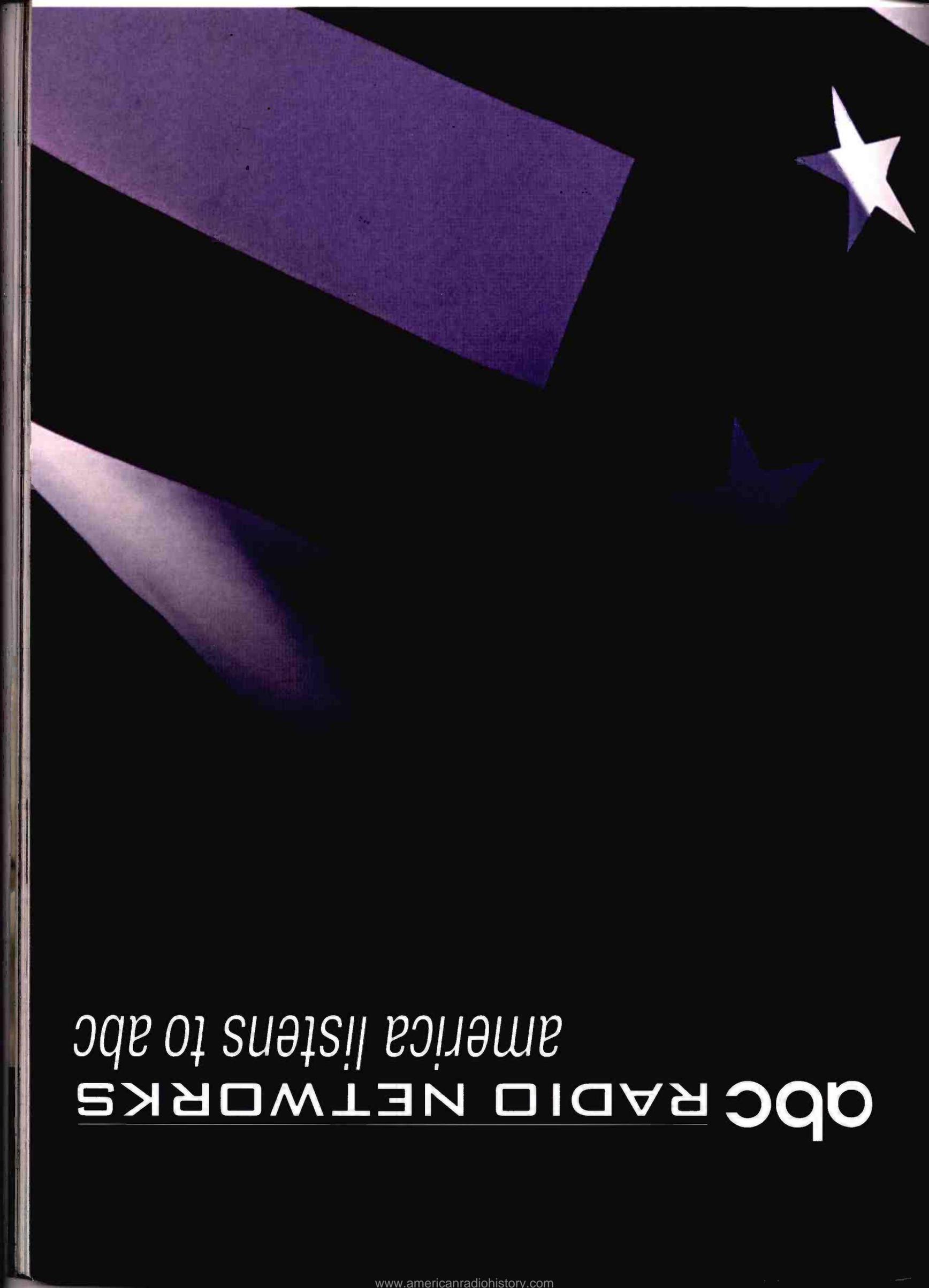
- CREED With Arms Wide Open
- WHITNEY HOUSTON My Love Is Your Love
- BAHA MEN Who Let The Dogs Out
- MATCHBOX TWENTY Bent
- JESSICA SIMPSON I Think I'm In Love With You
- NINE DAYS Absolutely (Story Of A Girl)
- SOULDECISION Faded
- CORRS Breathless
- SMASH MOUTH Then The Morning Comes
- DEBELAH MORGAN Dance With Me
- WHEATUS Teenage Dirtbag
- 'N SYNC Bye Bye Bye
- YOUNG MC Bust A Move
- RED HOT CHILI PEPPERS Otherside

8pm

- 98 DEGREES Give Me Just One Night (Una Noche)
- THIRD EYE BLIND Deep Inside Your Love
- SAMANTHA MUMBA Gotta Tell You
- KID ROCK Cowboy
- DESTINY'S CHILD Jumpin' Jumpin'
- EVE 6 Promise
- BRITNEY SPEARS Lucky
- TRAIN Meet Virginia
- NO AUTHORITY Can I Get Your Number
- MADONNA Music
- NINE DAYS Absolutely (Story Of A Girl)
- NOTORIOUS B.I.G. Mo' Money Mo' Problems
- ALICE DEEJAY Better Off Alone
- RED HOT CHILI PEPPERS Otherside
- AMBER Sexual (La Da Di)



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 9/11. © 2000, R&R Inc.



america listens to abc

abc RADIO NETWORKS



A Special Congratulations To These Nominated for a 200

WBHJ-FM
WBHK-FM
KUZZ-AM/FM
KBHR-FM
KNX-AM
KGO-AM
KSFO-AM
KEZW-AM
WILM-AM
WMMB-AM

BIRMINGHAM, AL
BIRMINGHAM, AL
BAKERSFIELD, CA
BIG BEAR CITY, CA
LOS ANGELES, CA
SAN FRANCISCO, CA
SAN FRANCISCO, CA
DENVER, CO
WILMINGTON, DE
MELBOURNE, FL

WBBM-FM
WGIL-AM
WROR-FM
WOMC-FM
WOOD-AM
WSGW-AM
KQRS-FM
KSTP-FM
KCMO-FM
WPEG-FM

CHICAGO, IL
GALESBURG, IL
BOSTON, MA
DETROIT, MI
GRAND RAPIDS, MI
SAGINAW, MI
MINNEAPOLIS, MN
MINNEAPOLIS, MN
KANSAS CITY, MO
CHARLOTTE, NC

WPST-FM
WCIZ-FM
WZAK-FM
WUSL-FM
WTCB-FM
WIVK-FM
KTCK-AM
KLAQ-FM
KILT-FM
WAXX-FM
WTMJ-AM

ABC Radio Networks Welcomes Our Affiliates to The City by the Bay

**Please Visit Us at The Hilton San Francisco,
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The logo features the lowercase letters "abc" in white, centered within a solid black circle.

RADIO NETWORKS

What listens to abc

ABC Affiliates and Their Personalities and NAB Marconi Award

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EL PASO, TX
HOUSTON, TX
EAU CLAIRE, WI
MILWAUKEE, WI

TOM JOYNER
JIM DUNBAR & TED WYGANT
MIKE FRANCESCA & CHRIS RUSSO
DAVID LAWRENCE
JOE SOUCHERAY
BRENT JOHNSON
VALLERI ST. JOHN
DAVE WILSON
JIM KRAMER
TIM WILSON

KGO-AM
WFAN-AM
WDAF-AM
KSTP-AM
WTCB-FM
WWGR-FM
WIBC-AM
WKCQ-FM
WAXX-FM

ABC RADIO NETWORKS
SAN FRANCISCO, CA
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EAU CLAIRE, WI

abc NEWS RADIO

One Clear Voice, One Clear Leader

One Clear Choice



VOTE

EAST: 212-735-1700

WEST: 972-991-9200

New & Active

FRAGMA Toca's Miracle (*Groovilicious/Atlantic*)
Total Plays: 719, Total Stations: 28, Adds: 1

WHEATUS Teenage Dirtbag (*Columbia*)
Total Plays: 676, Total Stations: 42, Adds: 2

ROBBIE WILLIAMS Rock DJ (*Capitol*)
Total Plays: 665, Total Stations: 57, Adds: 2

SISQO Incomplete (*Dragon/Def Soul/IDJMG*)
Total Plays: 652, Total Stations: 54, Adds: 4

DEXTER FREEBISH Leaving Town (*Capitol*)
Total Plays: 542, Total Stations: 42, Adds: 3

RED HOT CHILI PEPPERS Californication (*Warner Bros.*)
Total Plays: 532, Total Stations: 65, Adds: 21

DESTINY'S CHILD Independent... (*Columbia*)
Total Plays: 479, Total Stations: 47, Adds: 26

MEST What's The Dillio (*Maverick*)
Total Plays: 444, Total Stations: 44, Adds: 5

BOYZ II MEN Pass You By (*Universal*)
Total Plays: 384, Total Stations: 75, Adds: 26

BILLY GILMAN One Voice (*550 Music/Epic*)
Total Plays: 334, Total Stations: 30, Adds: 1

LEANN RIMES Can't Fight The Moonlight (*Curb*)
Total Plays: 333, Total Stations: 42, Adds: 4

MARY GRIFFIN Perfect Moment (*Curb*)
Total Plays: 283, Total Stations: 26, Adds: 1

MATCHBOX TWENTY If You're Gone (*Lava/Atlantic*)
Total Plays: 228, Total Stations: 110, Adds: 108

MYSTIKAL Shake Ya Ass (*Jive*)
Total Plays: 196, Total Stations: 17, Adds: 5

ANGELA VIA I Don't Care (*Atlantic*)
Total Plays: 123, Total Stations: 18, Adds: 6

NINE DAYS If I Am (*550 Music*)
Total Plays: 119, Total Stations: 59, Adds: 55

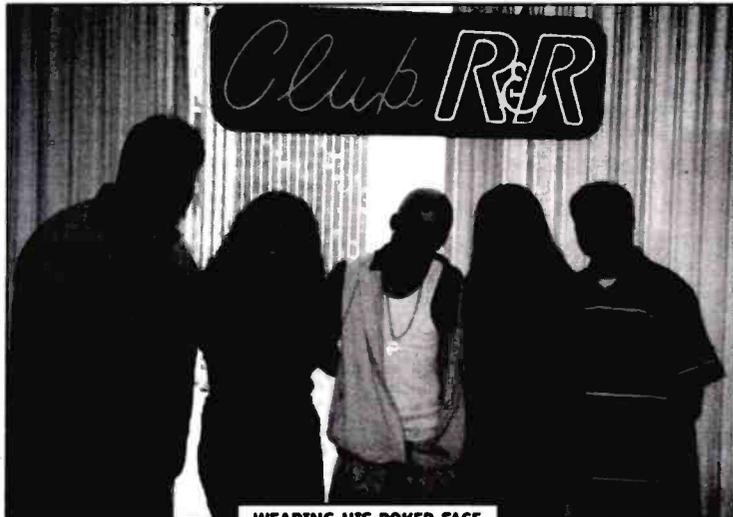
LENNY KRAVITZ Again (*Virgin*)
Total Plays: 94, Total Stations: 30, Adds: 26

JOY ENRIQUEZ Tell Me How You Feel (*LaFace/Arista*)
Total Plays: 23, Total Stations: 19, Adds: 19

1 PLUS 1 Cherry Bomb (*Elektra/EEG*)
Total Plays: 21, Total Stations: 17, Adds: 17

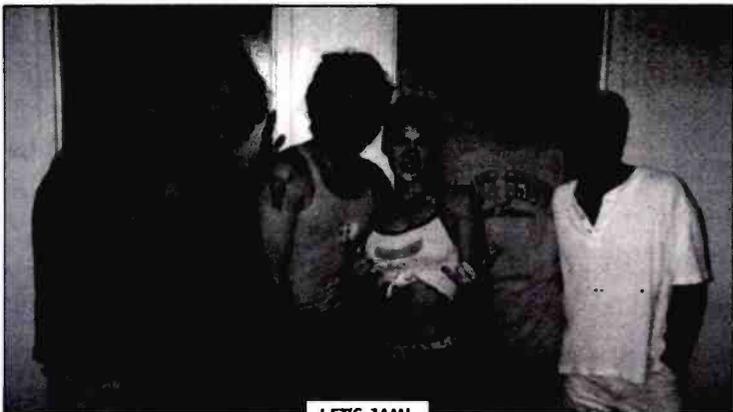
JESSICA RIDDLE Symphony (*Hollywood*)
Total Plays: 11, Total Stations: 20, Adds: 20

Songs ranked by total plays



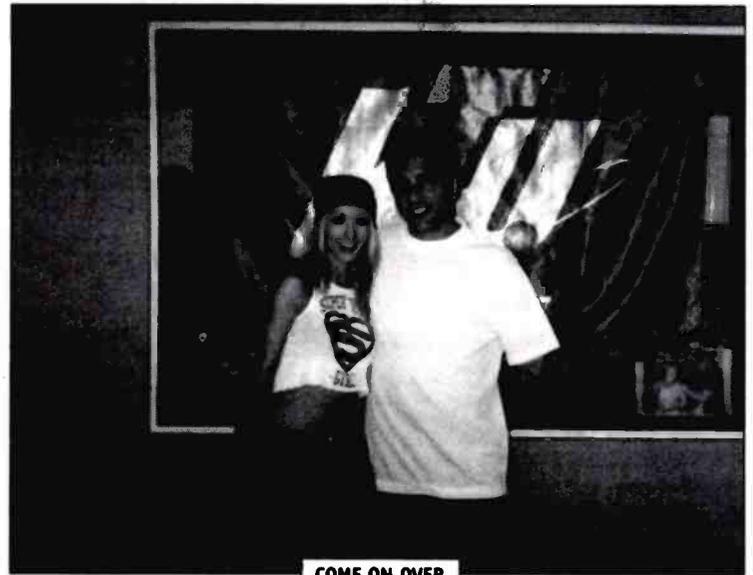
WEARING HIS POKER FACE

Universal recording artist Nelly recently visited R&R and posed for this pic with (l-r): Universal rep. Big Paul, Urban Asst. Editor Tanya O'Quinn, CHR Asst. Editor Renee Bell and AC/HAC Asst. Editor Mike Davis. While at the office, Nelly took advantage of spacious Club R&R and held auditions for dancers. Though all look confident, only two became St. Lunatic dancers: Big Paul and Davis. I guess Nelly didn't like Bell's breakdancing routine or O'Quinn's ode to the pop-lock.



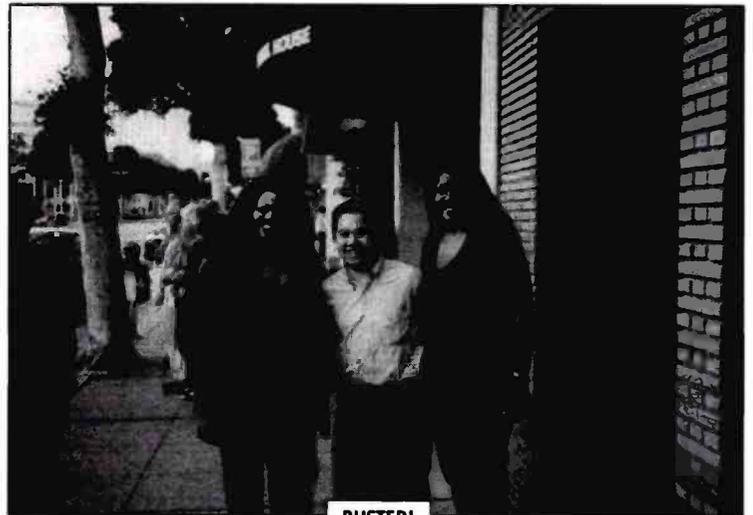
LET'S JAM!

Pop, rock and hip-hop stars jam together during KMXV/Kansas City's 5th Annual "Red White And Boom" concert at the Sandstone Amphitheater. The sold-out show featured an all-star lineup that included Third Eye Blind, BBMak, Westlife, Vertical Horizon and Enrique Iglesias. Pictured are: LaFace/Arista recording artist Pink (third from r) with Island/IDJMG recording artist Bon Jovi (third from l) and his bandmates.



COME ON OVER

WKTU VP/Operations & Programming Frankie Blue invited RCA recording artist Christina Aguilera to "come on over," which she did, spending the day at the 'KTU studios before her appearance at the MTV Video Music Awards.



BUSTED!

R&R Asst. Editors Tanya O'Quinn and Renee Bell stole the company van and went for a two-hour-long joyride, terrorizing the town. The two were busted by Motown rep Philip "Westside" Embuido while trying to skip out on the bill for a dinner they had in a Beverly Hills restaurant.



ENRIQUE FLIES MAGIC CARPET TO VEGAS

Interscope recording artist Enrique Iglesias stopped by KFMS in Las Vegas while he was in town to open the newly remodeled Aladdin Theater. Pictured are (l-r): Interscope's Tom Starr, KISS-FM's Todd Michaels and Nikki, and Iglesias.

R&R Callout America®

EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES September 22, 2000

CALLOUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of August 27-September 2.

CALLOUT AMERICA® Hot Scores

By ANTHONY ACAMPORA

It's only rock 'n' roll, but they like it. Three songs by artists who crossed from the rock side hold down the top three positions.

"Last Resort" by Papa Roach (DreamWorks) returns to the top spot with a 3.98 total favorability score. "Resort" ranks first with teens and second 18-24.

Creed follow their multiformat hit "Higher" with the power ballad "With Arms Wide Open" (Wind-up). "Arms" is embraced by all demos, debuting in an impressive second place overall, ranking ninth with teens and topping both the 18-24 and 25-34 cells.

3 Doors Down rank third with the chart-topping "Kryptonite" (Republic/Universal). The debut effort from the Biloxi, MS band has now topped four R&R charts (plus Callout America), scoring a 3.91 total favorability score this week. The track is third with teens and 18-24s and ranks second 25-34.

Veteran rockers Bon Jovi continue their move up the survey as "It's My Life" (Island/IDJMG) climbs to ninth overall. "Life" ranks ninth 18-24 and fifth 25-34.

Two songs that continue to post strong upper-demo scores are "Desert Rose" by Sting (A&M/Interscope) and "Music" by Madonna (Maverick/WB). "Desert" is 10th 18-24 and fourth 25-34 while "Music" comes in eighth 18-24 and 11th 25-34.

An infusion of new artists is something we always like to see, and the plethora of new artists in the Callout America survey is very exciting. Papa Roach, Nelly, 3 Doors Down and Pink — all acts with their debut albums — hold down four of the top five spots. Meanwhile, Creed are breaking through to the pop format on just their second album.

ARTIST TITLE LABEL(S)	CHR/POP				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS			
	TOTAL AVERAGE FAVORABILITY ESTIMATE 1-5						WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
	TW	LW	2W	3W									
HP PAPA ROACH Last Resort (DreamWorks)	3.98	3.93	3.84	3.90	59.9	8.4	4.24	3.99	3.35	3.94	3.92	4.05	4.03
CREED With Arms Wide Open (Wind-up)	3.95	—	—	—	70.4	15.6	3.84	4.05	4.00	3.92	4.04	4.05	3.75
3 DOORS DOWN Kryptonite (Republic/Universal)	3.91	3.96	4.03	4.01	75.7	15.4	3.98	3.79	3.94	3.97	3.96	3.77	3.95
PINK Most Girls (LaFace/Arista)	3.72	3.75	—	—	64.9	12.5	3.98	3.63	3.32	3.79	3.63	3.62	3.86
NELLY Country Grammar (Fo' Reel/Universal)	3.70	3.78	3.84	3.90	77.8	24.0	4.05	3.52	3.25	3.91	3.71	3.70	3.49
'N SYNC It's Gonna Be Me (Jive)	3.67	3.70	3.65	3.66	90.9	31.3	3.97	3.44	3.51	3.87	3.59	3.47	3.78
EVERCLEAN Wonderful (Capitol)	3.66	3.61	3.67	3.62	61.3	12.0	3.65	3.79	3.52	3.57	3.66	3.63	3.79
DESTINY'S CHILD Jumpin' Jumpin' (Columbia)	3.65	3.67	3.61	3.74	84.4	38.5	3.72	3.63	3.57	3.75	3.53	3.47	3.90
BON JOVI It's My Life (Island/IDJMG)	3.63	3.58	3.53	3.57	59.6	15.1	3.63	3.57	3.68	3.64	3.54	3.69	3.62
HP SISQO Incomplete (Dragon/Def Soul/IDJMG)	3.61	3.66	—	—	48.3	9.4	3.67	3.39	3.32	3.85	3.50	3.53	3.57
MATCHBOX TWENTY Bent (Lava/Atlantic)	3.60	3.48	3.52	3.59	79.8	38.5	3.35	3.71	3.78	3.66	3.62	3.51	3.64
CHRISTINA AGUILERA Come On Over Baby... (RCA)	3.56	3.60	3.39	3.43	77.2	23.6	3.90	3.28	3.27	3.66	3.44	3.46	3.68
BOMAK Back Here (Hollywood)	3.54	3.47	3.54	3.49	81.7	23.1	3.57	3.51	3.53	3.51	3.66	3.29	3.74
NINE DAYS Absolutely (Story Of A Girl) (550 Music)	3.53	3.61	3.59	3.56	87.5	29.6	3.60	3.49	3.48	3.60	3.71	3.25	3.58
HP MYA Case Of The Ex (Whatcha Gonna Do) (University/Interscope)	3.52	3.69	3.61	—	59.9	14.2	3.79	3.43	3.22	3.82	3.51	3.46	3.32
SOULDECISION Faded (MCA)	3.47	—	3.23	3.43	44.0	8.7	3.36	3.51	3.67	3.54	3.37	3.52	3.44
TONI BRAXTON He Wasn't Man Enough (LaFace/Arista)	3.42	3.45	3.48	3.49	77.4	24.8	3.59	3.29	3.43	3.53	3.19	3.32	3.68
VERTICAL HORIZON You're A God (RCA)	3.42	3.71	—	3.61	58.4	13.2	3.46	3.42	3.34	3.42	3.69	3.18	3.40
BOE I Wanna Know (Jive)	3.41	3.41	3.45	3.49	77.2	30.3	3.45	3.48	3.38	3.43	3.63	3.41	3.61
BAHA MEN Who Let The Dogs Out (Artemis)	3.40	—	3.31	—	77.9	21.9	3.54	3.29	3.31	3.64	3.26	3.49	3.19
JESSICA SIMPSON I Think I'm In Love With You (Columbia)	3.38	3.58	3.47	3.53	78.1	22.1	3.69	3.63	3.31	3.38	3.45	3.19	3.53
98 DEGREES Give Me Just One Night (Una Noche) (Universal)	3.37	3.38	3.38	3.36	71.9	20.7	3.53	3.26	3.22	3.74	3.48	3.07	3.13
BRITNEY SPEARS Lucky (Jive)	3.37	3.51	3.45	3.50	80.5	28.6	3.71	3.04	3.29	3.44	3.32	3.23	3.51
JANET Doesn't Really Matter (Def Soul/IDJMG)	3.36	3.47	3.52	3.47	79.3	29.6	3.41	3.55	3.06	3.34	3.32	3.23	3.54
STING Desert Rose (A&M/Interscope)	3.36	—	3.29	3.39	69.8	26.4	2.83	3.56	3.73	3.48	3.49	3.10	3.44
AALIYAH Try Again (BlackGround/Virgin)	3.34	3.32	3.37	3.37	82.2	36.5	3.24	3.48	3.34	3.46	3.23	3.10	3.58
MADONNA Music (Maverick/WB)	3.13	3.19	3.27	3.19	78.4	25.5	2.99	3.62	3.43	3.11	3.47	3.94	2.98

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. **HP 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.

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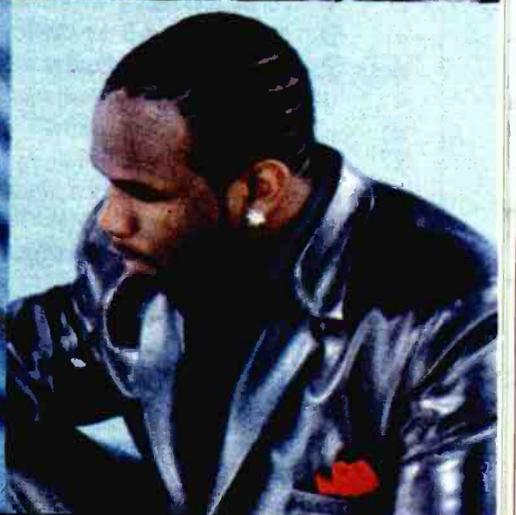
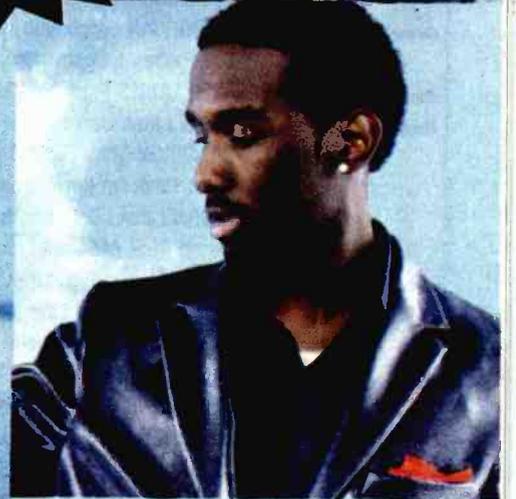
KZQZ
KHFI
KOKO
WBBX
WZNY
WJBO
KLRC

KSLZ
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WWHT
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IN STORES: NOW

R&R CHR/Pop Top 50

September 22, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE (LABEL/S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS ADDED
2	1	3 DOORS DOWN Kryptonite (Republic/Universal)	9430	+343	908846	14	166/2
1	2	DESTINY'S CHILD Jumpin' Jumpin' (Columbia)	9101	-222	1031416	16	158/1
3	3	MADONNA Music (Maverick/WB)	8761	+255	883606	8	170/0
4	4	JANET Doesn't Really Matter (Def Soul/IDJMG)	8263	-196	902977	15	167/1
6	5	CHRISTINA AGUILERA Come On Over (All I Want...) (RCA)	7946	+195	791395	10	168/0
5	6	MATCHBOX TWENTY Bent (Lava/Atlantic)	7244	-589	783086	23	160/1
9	7	98 DEGREES Give Me Just One Night... (Universal)	6710	+301	691554	7	168/0
13	8	CREED With Arms Wide Open (Wind-up)	6616	+1092	679348	6	158/4
7	9	TONI BRAXTON He Wasn't Man Enough (LaFace/Arista)	6432	-284	652066	21	144/0
11	10	SOULDECISION Faded (MCA)	6383	+374	596355	15	163/1
14	11	PINK Most Girls (LaFace/Arista)	6238	+828	643491	8	152/4
12	12	EVERCLEAR Wonderful (Capitol)	5703	+32	530296	12	157/1
8	13	BRITNEY SPEARS Lucky (Jive)	5557	-899	513385	9	166/0
10	14	NINE DAYS Absolutely (Story Of A Girl) (550 Music)	5441	-719	557201	21	158/0
16	15	NELLY Country Grammar (Fo' Reel/Universal)	5289	+292	634310	9	149/3
20	16	VERTICAL HORIZON You're A God (RCA)	4684	+185	457942	9	150/4
21	17	BON JOVI It's My Life (Island/IDJMG)	4654	+166	531494	18	144/3
15	18	BBMAK Back Here (Hollywood)	4447	-669	505169	24	154/0
22	19	BAHA MEN Who Let The Dogs Out (Artemis)	4321	+170	438671	10	151/1
18	20	JOE I Wanna Know (Jive)	4260	-466	563199	22	132/0
17	21	JESSICA SIMPSON I Think I'm In Love With You (Columbia)	4119	-844	361379	17	153/1
24	22	SAMANTHA MUMBA Gotta Tell You (Wildcard/Polydor/Interscope)	3678	+523	373774	7	156/5
23	23	THIRD EYE BLIND Deep Inside Of You (Elektra/EEG)	3228	+21	313993	10	137/0
Breaker	24	DEBELAH MORGAN Dance With Me (DAS/Atlantic)	2921	+468	314995	11	131/10
25	25	FASTBALL You're An Ocean (Hollywood)	2856	+126	234785	7	136/2
Breaker	26	BARENAKED LADIES Pinch Me (Reprise)	2794	+347	241943	6	125/5
Breaker	27	'N SYNC This I Promise You (Jive)	2501	+995	277898	3	153/56
30	28	EVAN AND JARON Crazy For This Girl (Columbia)	2238	+179	190377	7	119/5
31	29	KANDI Don't Think I'm Not (So So Def/Columbia)	2180	+397	255776	5	101/14
29	30	NO AUTHORITY Can I Get Your Number (Maverick)	2127	+31	174024	11	116/0
26	31	STING Desert Rose (A&M/Interscope)	1939	-558	249318	19	113/0
36	32	RUFF ENDZ No More (Epic)	1732	+372	223613	3	103/15
34	33	FAITH HILL The Way You Love Me (Warner Bros.)	1659	+173	130623	4	95/4
37	34	ENRIQUE IGLESIAS Sad Eyes (Interscope)	1657	+320	153215	2	106/2
32	35	JAY-Z Big Pimpin' (Roc-A-Fella/IDJMG)	1400	-232	169566	14	63/0
35	36	EVE 6 Promise (RCA)	1370	+4	114408	4	90/5
41	37	SAVAGE GARDEN Affirmation (Columbia)	1252	+182	103265	2	79/3
42	38	MARC ANTHONY My Baby You (Columbia)	1177	+136	186069	3	80/1
40	39	CORRS Breathless (143/Lava/Atlantic)	1161	-1	80051	5	83/2
45	40	DREAM He Loves U Not (Bad Boy/Arista)	1160	+251	131028	2	80/7
Debut	41	WALLFLOWERS Sleepwalker (Interscope)	1122	+859	81269	1	95/6
39	42	DMX Party Up (Up In Here) (Ruff Ryders/IDJMG)	1093	-92	135517	19	56/0
38	43	15 Distracted (Giant/Reprise)	986	-239	77965	7	68/0
48	44	DIDO Here With Me (Arista)	968	+120	131354	3	80/3
49	45	PAPA ROACH Last Resort (DreamWorks)	923	+83	88223	3	59/5
43	46	NEXT Witey (Arista)	860	-162	100907	9	42/0
Debut	47	MYA Case Of The Ex (Whatcha...) (University/Interscope)	852	+254	134464	1	66/32
Debut	48	SR-71 Right Now (RCA)	835	+166	70834	1	75/10
44	49	SISTER HAZEL Change Your Mind (Universal)	834	-142	109302	18	48/0
-	50	BLAQUE 808 (Track Masters/Columbia)	804	+45	60419	17	9/0

Most Added.

ARTIST TITLE (LABEL/S)	ADDS
MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	108
'N SYNC This I Promise You (Jive)	56
NINE DAYS If I Am (550 Music)	55
MYA Case Of The Ex (Whatcha...) (University/Interscope)	32
BOYZ II MEN Pass You By (Universal)	26
DESTINY'S CHILD Independent Women Pt. 1 (Columbia)	26
LENNY KRAVITZ Again (Virgin)	26
RED HOT CHILI PEPPERS Californication (Warner Bros.)	21
JESSICA RIDDLE Symphony (Hollywood)	20
JOY ENRIQUEZ Tell Me How You Feel (LaFace/Arista)	19

Most Increased Plays

ARTIST TITLE (LABEL/S)	TOTAL PLAY INCREASE
CREED With Arms Wide Open (Wind-up)	+1092
'N SYNC This I Promise You (Jive)	+995
WALLFLOWERS Sleepwalker (Interscope)	+859
PINK Most Girls (LaFace/Arista)	+828
SAMANTHA MUMBA Gotta Tell... (Wildcard/Polydor/Interscope)	+523
DEBELAH MORGAN Dance With Me (DAS/Atlantic)	+468
RED HOT CHILI PEPPERS Californication (Warner Bros.)	+432
KANDI Don't Think I'm Not (So So Def/Columbia)	+397
SOULDECISION Faded (MCA)	+374
RUFF ENDZ No More (Epic)	+372

Breakers.

DEBELAH MORGAN Dance With Me (DAS/Atlantic)		CHART
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	
2921/468	131/10	23
BARENAKED LADIES Pinch Me (Reprise)		CHART
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	
2794/347	125/5	26
'N SYNC This I Promise You (Jive)		CHART
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	
2501/995	153/56	27

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.



171 CHR/Pop reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 9/10-Saturday 9/16. 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.



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CHR/Pop Playlists

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

MARKET #1

WHTZ/New York
Clear Channel
(212) 239-2300
Polemara/Kelly/Bryant
12+ Cumc 3,239,688



PLAYS

LTW	ARTIST/TITLE	GI (888)
67	SON BY FOUR/Purest Of Pain	121737
72	DESTINY'S CHILD/Jumpin' Jumpin'	113632
71	JANE I/Doesn't Really	112251
47	NELLY/Country Grammar	112251
71	BON JOVY/My Life	112251
72	SON BY FOUR/Purest Of Pain	63780
61	MARC ANTHONY/My Baby You	90631
80	JOE I/Wanna Know	79050
38	98 DE GREES/Give Me Just One...	77469
47	MATCHBOX TWENTY/Bent	74307
48	CREED/Higher	63240
38	CREED/With Arms Wide Open	61529
33	3 DOORS DOWN/Kryptonite	56916
32	TONI BRAXTON/He Wasn't Man...	55355
32	TONI BRAXTON/He Wasn't Man...	55592
23	BBMAK/Back Here	47430
28	N SYNC/It's Gonna Be Me	45849
36	BRITNEY SPEARS/Lucky	45849
28	SAMANTHA AGUILEIRA/Come On Over...	44268
27	SON BY FOUR/Purest Of Pain	44268
37	AAJ/You're My Angel	42671
20	PINK/Most Girls	39625
20	HOUSTON & IGL/ESAS/Could I Have This...	37944
24	EVERCLEAR/Wonderful	37849
22	MADONNA/Music	34782
7	BAHA MEN/Who Let The Dogs Out	33201
19	VERTICAL HORIZON/You're A God	31620
51	MANDY MOORE/It's A Beautiful Day	28458
19	EVERCLEAR/Wonderful	26079
15	GOO DOLLS/Smile	26079
14	DIDO/Here We Are	25296
13	DR. DRE/F.R.I.E.N.D.S. (The Real Slim Shady)	25296
11	MYA/Case Of The Ex.	25296
10	RUFF ENDF/No More	22134
15	ALICE DEE/JAY/Better Off Alone	22134
14	DEBILAH MORGAN/Dance With Me	22134
15	SOUND/Thong Song	20553
13	RAZOR & GUANO/Do It Again	20553
12	BLINK-182/All The Small Things	18972

MARKET #2

KRAB/Los Angeles
Clear Channel
(818) 845-1027
Kiss/Steale
12+ Cumc 2,859,688



PLAYS

LTW	ARTIST/TITLE	GI (888)
84	DESTINY'S CHILD/Jumpin' Jumpin'	78064
72	DESTINY'S CHILD/Jumpin' Jumpin'	75208
75	AL P/You're My Angel	72352
75	JANE I/Doesn't Really	71400
64	JOE I/Wanna Know	54264
26	CHRISTINA AGUILEIRA/Come On Over...	48552
41	ALICE DEE/JAY/Better Off Alone	44744
46	BBMAK/Back Here	44744
45	NINE DAYS/Absolutely...	43782
46	98 DE GREES/Give Me Just One...	40936
38	N SYNC/It's Gonna Be Me	39032
31	MADONNA/Music	31146
31	3 DOORS DOWN/Kryptonite	28560
30	TONI BRAXTON/He Wasn't Man...	28560
30	EVERCLEAR/Wonderful	28560
22	ENRIQUE IGLESAS/Sad Eyes	27608
26	NO DOUBT/Simple Kind Of Life	27608
27	FRAGMA/Local Miracle	27608
30	SON BY FOUR/Purest Of Pain	27608
28	VERTICAL HORIZON/You're A God	26564
29	MANDY MOORE/It's A Beautiful Day	26564
26	DRE/Here We Are	24752
22	SYNTHIA KARR/Don't Let Me Be Misunderstood	24752
31	SOUND/Thong Song	20944
25	VERTICAL HORIZON/You're A God	20944
21	MEST/Where's My Love	19040
20	THIRD EYE BLIND/Deep Inside Of You	18040
17	BAHA MEN/Who Let The Dogs Out	16184
16	SAMANTHA AGUILEIRA/Come On Over...	15232
17	RUFF ENDF/No More	15232
14	VERTICAL HORIZON/You're A God	14280
18	CANM/Temptation	14280
16	N SYNC/It's Gonna Be Me	14280
7	ROBIE WILLIAMS/Don't Let Me Be Misunderstood	13528
16	SONIQUE/It's Feels So Good	12376
14	MATCHBOX TWENTY/Bent	12376
12	PAPA ROACH/Last Resort	12376
12	STING/Desert Rose	12376

MARKET #3

WIDE/Chicago
City
(312) 573-9400
Singer/Legg
12+ Cumc 643,488



PLAYS

LTW	ARTIST/TITLE	GI (888)
70	3 DOORS DOWN/Kryptonite	12489
67	EVERCLEAR/Wonderful	12127
61	DESTINY'S CHILD/Jumpin' Jumpin'	11946
68	BRITNEY SPEARS/Lucky	11946
62	N SYNC/It's Gonna Be Me	11403
65	MATCHBOX TWENTY/Bent	11222
47	CHRISTINA AGUILEIRA/Come On Over...	8869
46	MADONNA/Music	8869
46	BON JOVY/My Life	8869
43	TONI BRAXTON/He Wasn't Man...	8145
44	THIRD EYE BLIND/Deep Inside Of You	7858
43	JANE I/Doesn't Really	7783
51	98 DE GREES/Give Me Just One...	7602
39	3 DOORS DOWN/Kryptonite	7421
38	CREED/With Arms Wide Open	6878
38	FRAGMA/Local Miracle	6878
28	SAVAGE GARDEN/When Love Takes Over	6428
37	VERTICAL HORIZON/You're A God	6335
30	SOUND/Thong Song	6335
30	BAHA MEN/Who Let The Dogs Out	6154
34	FRAGMA/Local Miracle	5130
32	DIDO/Here We Are	5068
32	PAPA ROACH/Last Resort	5068
45	MANDY MOORE/It's A Beautiful Day	5068
27	NINE DAYS/Am	4807
27	FRAGMA/Local Miracle	4807
23	EVAN AND JARON/Gravy For This Girl	4785
43	JESSICA SIMPSON/I Think I'm In...	4344
42	BBMAK/Back Here	4163
21	NO AUTHORITY/Can I Get You...	4163
22	FRAGMA/Local Miracle	3982
22	MEST/Where's My Love	3982
13	CORDS/Smiling Days	3439
10	KID ROCK/When Love Takes Over	3439
19	RED HOT CHILI/California	3439
19	RUFF ENDF/No More	3439
34	N SYNC/It's Gonna Be Me	2886
16	SANTANA/ROB THOMAS/Smooth	2886
21	PHISH/Heavy	2886
17	MARC ANTHONY/My Baby You	2715
17	BLINK-182/All The Small Things	2715

MARKET #4

KZQZ/San Francisco
Clear Channel
(415) 567-0857
Kising/Ray
12+ Cumc 884,888



PLAYS

LTW	ARTIST/TITLE	GI (888)
57	KANDI/DON'T Think I'm Not	21279
62	SON BY FOUR/Purest Of Pain	18538
61	MANDY MOORE/It's A Beautiful Day	18239
39	MATCHBOX TWENTY/Bent	16146
63	MYA/Case Of The Ex.	15847
37	N SYNC/It's Gonna Be Me	15548
45	PINK/You're My Angel	15249
44	DESTINY'S CHILD/Jumpin' Jumpin'	14352
41	SAMANTHA AGUILEIRA/Come On Over...	12558
40	NELLY/Country Grammar	11950
53	AAJ/You're My Angel	11950
43	IDEAL/Wanna Know	11663
40	98 DE GREES/Give Me Just One...	11061
35	SAMANTHA AGUILEIRA/Come On Over...	10764
36	FRAGMA/Local Miracle	10156
28	AAJ/You're My Angel	9867
26	NELLY/Country Grammar	9867
32	THIRD EYE BLIND/Deep Inside Of You	9668
32	HOUSTON & IGL/ESAS/Could I Have This...	9668
42	SONIQUE/It's Feels So Good	9668
45	CHRISTINA AGUILEIRA/Come On Over...	9668
56	JANE I/Doesn't Really	8970
26	ADRIAN PAUL/It's A Beautiful Day	8671
35	ALICE DEE/JAY/Better Off Alone	8572
24	FRAGMA/Local Miracle	7176
44	MADONNA/Music	8073
25	SONIQUE/It's Feels So Good	8073
29	SAVAGE GARDEN/When Love Takes Over	7774
26	SONIQUE/It's Feels So Good	7475
26	SONIQUE/It's Feels So Good	7475
22	3 DOORS DOWN/Kryptonite	6817
12	LOVE BITE/Say Your Name	6817
18	KID ROCK/When Love Takes Over	6817
28	STING/Desert Rose	6817
68	BON JOVY/My Life	6578
19	ENRIQUE IGLESAS/Sad Eyes	6279
13	DI/You're My Angel	6279
1	NINE DAYS/Am	5880
8	DIDO/Here We Are	5681
23	BLINK-182/All The Small Things	5681

MARKET #5

WQOW/Philadelphia
Clear Channel
(610) 667-8100
Bridgman/Morris/Newsome
12+ Cumc 825,888



PLAYS

LTW	ARTIST/TITLE	GI (888)
73	CREED/With Arms Wide Open	30022
74	PINK/You're My Angel	31200
74	JANE I/Doesn't Really	30784
73	DESTINY'S CHILD/Jumpin' Jumpin'	29536
58	NELLY/Country Grammar	24850
58	TONI BRAXTON/He Wasn't Man...	22048
39	CHRISTINA AGUILEIRA/Come On Over...	17889
43	3 DOORS DOWN/Kryptonite	17889
41	N SYNC/It's Gonna Be Me	15224
33	JOE I/Wanna Know	15008
41	KANDI/DON'T Think I'm Not	15008
34	PINK/You're My Angel	15392
37	BAHA MEN/Who Let The Dogs Out	15392
37	JANE I/Doesn't Really	15392
35	MATCHBOX TWENTY/Bent	14578
35	AAJ/You're My Angel	14144
26	MADONNA/Music	11648
32	JAY-Z/Pimp My Ride	11648
30	STING/Desert Rose	11648
34	98 DE GREES/Give Me Just One...	9984
25	SOUND/Thong Song	9984
21	MYA/Case Of The Ex.	9668
22	EVERCLEAR/Wonderful	9152
24	SAMANTHA AGUILEIRA/Come On Over...	9152
24	BON JOVY/My Life	8736
20	SONIQUE/It's Feels So Good	8736
23	CREED/Higher	8320
12	ZOMBIE NATION/Kerrazat 400	7904
12	NELLY/Country Grammar	7904
16	VERTICAL HORIZON/You're A God	7488
17	AMBER/101 (L.A. Div.)	7072
12	DEBILAH MORGAN/Dance With Me	7072
17	VERTICAL HORIZON/You're A God	7072
12	RUFF ENDF/No More	6556
16	RUFF ENDF/No More	6556
15	DAN/Party Up (Up In...)	6240
15	NINE DAYS/Am	6240
16	SISQO/Thong Song	6240
14	102/Where My Girls At?	5972

MARKET #6

KRIS/Dallas-Ft. Worth
Clear Channel
(214) 891-3400
Shannon
12+ Cumc 829,888



PLAYS

LTW	ARTIST/TITLE	GI (888)
65	DESTINY'S CHILD/Jumpin' Jumpin'	31524
73	JESSICA SIMPSON/I Think I'm In...	31098
68	N SYNC/It's Gonna Be Me	29868
67	NINE DAYS/Absolutely...	28542
53	NELLY/Country Grammar	22578
48	AAJ/You're My Angel	20448
48	JANE I/Doesn't Really	20448
48	DEBILAH MORGAN/Dance With Me	20448
47	BBMAK/Back Here	20022
47	DREAM/Here We Are	20022
47	FRAGMA/Local Miracle	19526
45	VERTICAL HORIZON/You're A God	19170
44	CHRISTINA AGUILEIRA/Come On Over...	18744
43	MADONNA/Music	18138
41	MANDY MOORE/It's A Beautiful Day	17446
41	98 DE GREES/Give Me Just One...	17446
40	WEST LIFESWIMMER/Again	17060
43	PINK/You're My Angel	15336
37	SISQO/Thong Song	14058
35	MADONNA/Music	13206
31	PINK/You're My Angel	12354
26	JAY-Z/Pimp My Ride	12354
23	BRITNEY SPEARS/Lucky	8946
20	SOUND/Thong Song	8570
18	DAN/Party Up (Up In...)	7668
18	FRAGMA/Local Miracle	7354
16	BON JOVY/My Life	5816
14	KANDI/DON'T Think I'm Not	5964
14	BAHA MEN/Who Let The Dogs Out	5964
13	MCWELL/JORDAN/Kerrazat 400	5538
12	MCWELL/JORDAN/Kerrazat 400	5112
12	BLAQUE/Bring It All To Me	5112
12	JENNIFER LOPEZ/If You Had My Love	4686
11	ILCA/Scenes	4686
11	PAST/Back In Time	4686
12	JARON/Gravy For This Girl	4276
12	RICKY MARTIN/In The Name Of Love	4276
8	PRAS MICHAEL/Chocolate Supaz	4260
9	BACKSTREET BOYS/Larger Than Life	3834
5	BRANDY & MONICA/The Boy Is Mine	3834

MARKET #7

WORD/Detroit
ABC
(248) 359-3750
Tear/Towers/Curry
12+ Cumc 837,888



PLAYS

LTW	ARTIST/TITLE	GI (888)
89	DESTINY'S CHILD/Jumpin' Jumpin'	73662
89	MADONNA/Music	23120
85	N SYNC/It's Gonna Be Me	22032
81	PINK/You're My Angel	22032
73	CREED/With Arms Wide Open	18274
63	MATCHBOX TWENTY/Bent	12240
47	98 DE GREES/Give Me Just One...	12240
36	NELLY/Country Grammar	10680
48	AAJ/You're My Angel	10680
39	TONI BRAXTON/He Wasn't Man...	10336
38	DESTINY'S CHILD/Jumpin' Jumpin'	10336
41	JANE I/Doesn't Really	9948
37	JOE I/Wanna Know	9792
34	BON JOVY/My Life	9248
42	CHRISTINA AGUILEIRA/Come On Over...	9248
36	JANE I/Doesn't Really	9248
34	BBMAK/Back Here	9248
30	SAMANTHA AGUILEIRA/Come On Over...	8432
41	MANDY MOORE/It's A Beautiful Day	8160
37	SISQO/Thong Song	8160
28	PINK/You're My Angel	7744
34	DEBILAH MORGAN/Dance With Me	7402
26	SOUND/Thong Song	7072
32	JOE I/Wanna Know	7072
36	NINE DAYS/Absolutely...	7072
18	AMBER/101 (L.A. Div.)	6528
18	N SYNC/It's Gonna Be Me	6528
20	MARC ANTHONY/Need To Know	5168
15	BAHA MEN/Who Let The Dogs Out	4896
17	JAY-Z/Pimp My Ride	4896
18	SONIQUE/It's Feels So Good	4896
10	T.C. ONYX/Bring It All To Me	4896
14	ALICE DEE/JAY/Better Off Alone	4896
22	SANTANA/ROB THOMAS/Smooth	4896
4	MYSTIKAL/Shake Ya Ass	4276
10	702/Where My Girls At?	4352
18	N SYNC/It's Gonna Be Me	4352
14	JESSICA SIMPSON/I Think I'm In...	4352
36	CREED/Higher	4352
14	STING/Desert Rose	4352
14	DESTINY'S CHILD/Say My Name	4080

MARKET #8

WDRB/Detroit
Clear Channel
(248) 967-3750
Richards/Love
12+ Cumc 851,888



PLAYS

LTW	ARTIST/TITLE	GI (888)
61	CREED/Higher	11100
60	MATCHBOX TWENTY/Bent	10915
43	CREED/With Arms Wide Open	10545
35	3 DOORS DOWN/Kryptonite	10545
57	SPIN/ROCK Your World	9970
46	98 DE GREES/Give Me Just One...	9970
42	MADONNA/Music	7700
33	SOUND/Thong Song	7030
44	TONI BRAXTON/He Wasn't Man...	7030
37	DESTINY'S CHILD/Jumpin' Jumpin'	7030
41	JANE I/Doesn't Really	7030
41	JOE I/Wanna Know	6845
34	BON JOVY/My Life	6660
32	BARENAKED LADIES/Pinch Me	6660
40	PINK/You're My Angel	6495
43	CREED/With Arms Wide Open	6105
13	N SYNC/It's Gonna Be Me	4210
27	STING/Desert Rose	4856
26	BAHA MEN/Who Let The Dogs Out	4075
21	MARC ANTHONY/Need To Know	3885
22	PINK/You're My Angel	3885
18	ELWOOD/Sundown	3700
20	EVAN AND JARON/Gravy For This Girl	3700
60	N SYNC/It's Gonna Be Me	3077
21	FRAGMA/Local Miracle	3077
42	AAJ/You're My Angel	3150
18	CHRISTINA AGUILEIRA/Come On Over...	3310
19	KID ROCK/When Love Takes Over	3310
19	BON JOVY/My Life	3310
17	GOOD	

Avoid That Ratings Slump

If the only ratings data you pay attention to is the ranker, you're not doing enough to get your station on top. Designed specifically for PDs, PD AdvantageSM digs deep into your numbers to produce detailed reports on key performance issues like preference listening shifts, audience age range and Ultra Core listening to help you get an edge on your competition.

Vital Signs: All the Essential Stats, All in One Report

Use the Vital Signs report in the new PD Advantage (version 2.5) to get a comprehensive overview of your station's health. Vital Signs puts crucial information like AQH, P1 TSL and age cell composition all into one easy-to-use report. The new Vital Signs can even do side-by-side comparisons of stations

in individual markets as well as across markets, to help you pinpoint where you're strong—and identify where you need some work.

Exclusive: Review Diary Comments on Your Computer!

You can also use PD Advantage to see diary comments without ever leaving your office! PD Advantage is the only way to see your market's listener comments without making a costly trip to Arbitron's diary review office in Columbia, MD—a feature worth the price of the service alone!

For more information, log onto www.arbitron.com/pdadvantage or contact your Arbitron representative.

Radio News

WPPP Wins Spring Ratings Series with Pinpoint Programming

Manager credits PD Advantage for rise in standings

From Associated United Press Syndicate

Staff at local station WPPP celebrated their Cinderella-story finish in the Spring Arbitron survey with a champagne toast at an all-staff meeting following the release of the Spring book. The station surprised many local radio watchers with a come-from-behind victory in the Spring ratings race, finishing with a 7.2% share and a 43,500 AQH.

The Spring results were all the more impressive given the decline the station endured in

RADIO STATION STANDINGS				
FM BAND	SHARE	AQH	CUME	TSL
WPPP-FM	7.2%	43,500	561,100	9:45
WSSS-FM	5.4%	32,500	565,000	7:15
WCCC-FM	2.8%	17,100	494,300	4:15
WXXX-FM	2.2%	13,100	380,300	4:15
WHHH-FM	0.2%	1,100	26,700	5:15
AM BAND	SHARE	AQH	CUME	TSL
WRRR-AM	5.5%	33,400	642,200	6:30
WTTT-AM	3.5%	21,200	321,800	8:15
WDDD-AM	2.5%	14,900	311,300	6:00
WMMM-AM	1.6%	9,800	186,600	6:30

SAME TIME LAST YEAR		
SHARE	STANDINGS	SHARE BEHIND/SHARES AHEAD
2.8%	3 RD	-4.4%

the Winter book and increased competition from crosstown rival WSSS. Program director Jamie Jackson attributed the win to the station's steady focus on giving listeners what they want: "Our whole on-air staff has been focused like a laser beam on be-

ing this market's at-work station—which is essential to reach the upscale demb we've been targeting."

Interestingly, Jackson says the new PD AdvantageSM (version 2.5) software service from Arbitron also played a big role

in helping the station reach its target listeners. "Because of the Workplace Zip report in PD Advantage, I decided to move more of our remote broadcasts and billboard buys to the west side of town, where the report said more of our target listeners are working. This kind of surprised me, since conventional wisdom says you need the downtown zips to reach these guys...but why argue with success, you know?" added Jackson.

DAYPART SCORES	
WPPP 185, WSSS 85	
WPPP	AQH Share
M-F 6A-10A	12.6%
M-F 10A-3P	12.6%
M-F 3P-7P	11.2%
M-F 7P-MID	8.7%
WKND 6A-MID	8.5%
WSSS	AQH Share
M-F 6A-10A	7.6%
M-F 10A-3P	4.2%
M-F 3P-7P	4.6%
M-F 7P-MID	4.8%
WKND 6A-MID	4.1%

PD Advantage: When You Know More, You Program Better

CHR/Pop Playlists

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

MARKET #15

KHTS/San Diego
Clear Channel
(619) 291-9191
Laird/Hayes
12x Cume 417,000



PLAYS

LW	TW	ARTIST/TITLE	GI (000)
85	15	NE'LY/Country Grammar	15045
84	14	KANYE/Don't Think I'm Hot	14866
83	13	PRNK/Most Girls	14608
82	12	JANET/Doesn't Really...	13629
81	11	NEXT/Way	10029
80	10	JAY-Z/Big Pimpin'	9087
79	9	MADONNA/Music	8319
78	8	BRITNEY SPEARS/Lucky	7080
77	7	RUFF ENOZ/No More	6549
76	6	98 DE GREES/Give Me Just One	6372
75	5	BAHA MEN/Who Let The Dogs Out	6372
74	4	N SYNC's/Gonna Be Me	6372
73	3	DR. DRE/Tha Next Episode	6195
72	2	DESTINY'S CHILD/Independent Women...	6195
71	1	MANDY MOORE/Wanna Be With You	5487
70	1	ROBBIE WILLIAMS/Rock DJ	5487
69	1	CHRISTINA AGUILERA/Come On Over...	5487
68	1	WHEATLES/Teenage Dribag	4779
67	1	BRITNEY SPEARS/Lucky	4779
66	1	CRANK/Back Here	4779
65	1	MARY MARY/Shackles...	4602
64	1	DESTINY'S CHILD/Jumpin' Jumpin'	4602
63	1	ASIO/Incomplete	4248
62	1	NINE DAYS/Absolutely...	4248
61	1	ALY/You're Gonna Be Me	4248
60	1	BRITNEY SPEARS/Lucky	4071
59	1	TONI BRAXTON/He Wasn't Man...	4071
58	1	EVAN AND JARON/Crazy For This Girl	4071
57	1	JAY-Z/Wanna Know	4071
56	1	BRIAN MCKNIGHT/It's About Time	4071
55	1	DA BRAT F/TYRESE/What Chu Like	4071
54	1	CLEOPATRA/Fut Gt It	3363
53	1	MYA/Case Of The Ex...	3363
52	1	THIRD EYE BLIND/Deep Inside Of You	3363
51	1	D-CHILL/We're Waiting	3363
50	1	JANE I/Doesn't Really...	3186
49	1	DR. DRE/Tha Next Episode	3009
48	1	MISSY/Let's Not Start Again	3009
47	1	EMINEM/The Real Slim Shady	3009
46	1	PRNK/Doesn't Think I'm Not	2632
45	1	3 DOORS DOWN/Kryptonite	2632
44	1	WHEATLES/Teenage Dribag	2632

MARKET #16

KZZP/Phoenix
Clear Channel
(602) 279-5577
Summers/Rite
12x Cume 384,100



PLAYS

LW	TW	ARTIST/TITLE	GI (000)
70	1	DESTINY'S CHILD/Jumpin' Jumpin'	10863
69	1	3 DOORS DOWN/Kryptonite	9792
68	1	PRNK/Most Girls	8639
67	1	DE LAH MORGAN/Dance With Me	8333
66	1	JANET/Doesn't Really...	7150
65	1	CHRISTINA AGUILERA/Come On Over...	7691
64	1	MADONNA/Music	7038
63	1	EVERCLEAR/Wonderful	6885
62	1	TONI BRAXTON/He Wasn't Man...	6579
61	1	JOE I/Wanna Know	6273
60	1	VERTICAL HORIZON/You're A God	6120
59	1	N SYNC's/Gonna Be Me	5708
58	1	98 DE GREES/Give Me Just One	4743
57	1	CRANK/Back Here	4743
56	1	BRITNEY SPEARS/Lucky	4743
55	1	NE'LY/Country Grammar	4580
54	1	WHEATLES/Teenage Dribag	4437
53	1	KANYE/Don't Think I'm Not	4437
52	1	CRANK/Back Here	4437
51	1	ALICE DEE/Jay Better Off Alone	4284
50	1	EVE 6/Promise	4121
49	1	NINE DAYS/Absolutely...	3978
48	1	SAMANTHA MUMBA/Gotta Tell You	3978
47	1	TONI BRAXTON/He Wasn't Man...	3825
46	1	CREED WITH ARMS/Wide Open	3825
45	1	BAHA MEN/Who Let The Dogs Out	3672
44	1	JESSICA SIMPSON/I Think I'm In...	3672
43	1	BLINK-182/All The Small Things	3672
42	1	THIRD EYE BLIND/Deep Inside Of You	3363
41	1	SANTANA/FROB THOMAS/Smooth	3363
40	1	MYA/Case Of The Ex...	3363
39	1	RUFF ENOZ/No More	3113
38	1	MATCHBOX TWENTY/Bent	3113
37	1	BRIAN MCKNIGHT/It's About Time	3113
36	1	SAMANTHA MUMBA/Gotta Tell You	2987
35	1	CRANK/Back Here	2987
34	1	BOB JOHNS/My Life	2987
33	1	DR. DRE/Tha Next Episode	2632
32	1	FAITH HILL/The Way You Love Me	2632

MARKET #17

KDWB/Indianapolis
Clear Channel
(612) 340-9000
Morris/Moran
12x Cume 575,600



PLAYS

LW	TW	ARTIST/TITLE	GI (000)
70	1	3 DOORS DOWN/Kryptonite	23256
69	1	NE'LY/Country Grammar	22950
68	1	JOE I/Wanna Know	22338
67	1	DR. DRE/Tha Next Episode	20808
66	1	JANET/Doesn't Really...	17136
65	1	DA BRAT F/TYRESE/What Chu Like	16218
64	1	CHRISTINA AGUILERA/Come On Over...	15912
63	1	KANYE/Don't Think I'm Not	15912
62	1	TONI BRAXTON/He Wasn't Man...	14594
61	1	CREED WITH ARMS/Wide Open	14382
60	1	DA BRAT F/TYRESE/What Chu Like	13770
59	1	MYA/Case Of The Ex...	13770
58	1	ALY/You're Gonna Be Me	10098
57	1	SOUL DECISION/Faded	9092
56	1	RUFF ENOZ/No More	9092
55	1	PRNK/Most Girls	9180
54	1	98 DE GREES/Give Me Just One	9180
53	1	JAY-Z/Big Pimpin'	8180
52	1	BRIAN MCKNIGHT/It's About Time	8174
51	1	BAHA MEN/Who Let The Dogs Out	8174
50	1	NEXT/Way	8174
49	1	BRITNEY SPEARS/Lucky	8578
48	1	CRANK/Back Here	8578
47	1	TONI BRAXTON/He Wasn't Man...	8578
46	1	DESTINY'S CHILD/Independent Women...	7344
45	1	DESTINY'S CHILD/Jumpin' Jumpin'	7344
44	1	N SYNC's/Gonna Be Me	6120
43	1	N SYNC's/Gonna Be Me	6120
42	1	JAY-Z/Big Pimpin'	5814
41	1	BACKSTREET BOYS/Show Me	5508
40	1	MATCHBOX TWENTY/Bent	5508
39	1	CHRISTINA AGUILERA/What A Girl Wants	4596
38	1	PRNK/Doesn't Think I'm Not	4596
37	1	THIRD EYE BLIND/Deep Inside Of You	4596
36	1	VERTICAL HORIZON/Everything You Want	4596
35	1	BLINK-182/All The Small Things	4284
34	1	SANTANA/FROB THOMAS/Smooth	4284
33	1	ASIO/Incomplete	4284
32	1	MANDY MOORE/Wanna Be With You	2907
31	1	BOB JOHNS/My Life	2754
30	1	SAMANTHA MUMBA/Gotta Tell You	3978

MARKET #18

WBLI/Nassau-Suffolk
Clear Channel
(516) 669-9254
Kapou/Weich
12x Cume 809,600



PLAYS

LW	TW	ARTIST/TITLE	GI (000)
91	1	JANET/Doesn't Really...	37980
90	1	DESTINY'S CHILD/Jumpin' Jumpin'	37558
89	1	3 DOORS DOWN/Kryptonite	37558
88	1	EVERCLEAR/Wonderful	37558
87	1	ENRIQUE IGLESIAS/Save Tonight	31228
86	1	3 DOORS DOWN/Kryptonite	25320
85	1	CREED WITH ARMS/Wide Open	21100
84	1	DE LAH MORGAN/Dance With Me	19412
83	1	CREED HIGHER	18146
82	1	ENRIQUE IGLESIAS/Save Tonight	18146
81	1	ZOMBE NATION/Think I'm Not	16458
80	1	KANYE/Don't Think I'm Not	15614
79	1	JOE I/Wanna Know	15192
78	1	NE'LY/Country Grammar	14770
77	1	MADONNA/Music	13206
76	1	BRITNEY SPEARS/Lucky	13504
75	1	TONI BRAXTON/He Wasn't Man...	12660
74	1	CHRISTINA AGUILERA/Come On Over...	11394
73	1	BRITNEY SPEARS/Lucky	11394
72	1	BRITNEY SPEARS/Lucky	11394
71	1	SISTER HAZEL/Change Your Mind	11394
70	1	MARC ANTHONY/Need To Know	9706
69	1	MADISON AVENUE/Don't Call Me Baby	9284
68	1	NINE DAYS/Absolutely...	9284
67	1	SAMANTHA MUMBA/Gotta Tell You	8862
66	1	SOUL DECISION/Faded	8862
65	1	VERTICAL HORIZON/You're A God	8862
64	1	ALY/You're Gonna Be Me	8862
63	1	ALICE DEE/Jay Better Off Alone	8862
62	1	BOB JOHNS/My Life	8440
61	1	SISTER HAZEL/Change Your Mind	8440
60	1	MARC ANTHONY/Need To Know	8440
59	1	PRNK/Doesn't Think I'm Not	8440
58	1	SANTANA/FROB THOMAS/Smooth	8440
57	1	WHITNEY HOUSTON/What's Not Right...	8018
56	1	VERTICAL HORIZON/Everything You Want	8018
55	1	RAZOR & GUANO/It Aged	7596
54	1	DESTINY'S CHILD/Independent Women...	7596
53	1	RICKY MARTIN/She's All I Ever Had	7596
52	1	SANTANA/FROB THOMAS/Smooth	7174
51	1	BOB JOHNS/My Life	6976
50	1	MARC ANTHONY/Need To Know	5908

MARKET #19

KSLZ/Louis
Clear Channel
(314) 692-5100
Kapou/Weich
12x Cume 351,800



PLAYS

LW	TW	ARTIST/TITLE	GI (000)
72	1	PRNK/Doesn't Think I'm Not	13398
71	1	SAMANTHA MUMBA/Gotta Tell You	13398
70	1	DESTINY'S CHILD/Jumpin' Jumpin'	13244
69	1	NE'LY/Country Grammar	13206
68	1	SOUL DECISION/Faded	13090
67	1	3 DOORS DOWN/Kryptonite	12628
66	1	MADONNA/Music	8556
65	1	CHRISTINA AGUILERA/Come On Over...	8516
64	1	ENRIQUE IGLESIAS/Save Tonight	7238
63	1	ALY/You're Gonna Be Me	7084
62	1	RUFF ENOZ/No More	6930
61	1	N SYNC's/Tha Promise You	6460
60	1	TONI BRAXTON/He Wasn't Man...	6314
59	1	98 DE GREES/Give Me Just One	6314
58	1	CREED WITH ARMS/Wide Open	6006
57	1	JANET/Doesn't Really...	6006
56	1	PRNK/Doesn't Think I'm Not	5852
55	1	NE'LY/Country Grammar	5852
54	1	NE'LY/Country Grammar	5852
53	1	BRITNEY SPEARS/Lucky	4674
52	1	BOB JOHNS/My Life	4674
51	1	ALICE DEE/Jay Better Off Alone	4666
50	1	EVE 6/Promise	4094
49	1	JAY-Z/Big Pimpin'	4094
48	1	KANYE/Don't Think I'm Not	2772
47	1	DESTINY'S CHILD/Independent Women...	2464
46	1	MARC ANTHONY/Need To Know	2310
45	1	JESSICA SIMPSON/I Think I'm In...	2310
44	1	FRAGMATA/Tootsie	2156
43	1	DESTINY'S CHILD/Independent Women...	2156
42	1	FRAGMATA/Tootsie	2156
41	1	PAPA ROACH/Last Resort	2002
40	1	FASTBALL/You're In A Good...	2002
39	1	BACKSTREET BOYS/Show Me	1848
38	1	NO AUTHORITY/Can I Get Your...	1848

MARKET #20

WXYV/Baltimore
Infinity
(410) 628-7722
Patricia/McIntyre/Thorb
12x Cume 424,500



PLAYS

LW	TW	ARTIST/TITLE	GI (000)
73	1	DESTINY'S CHILD/Jumpin' Jumpin'	10385
72	1	PRNK/Doesn't Think I'm Not	10085
71	1	MADONNA/Music	8525
70	1	CREED WITH ARMS/Wide Open	8070
69	1	BAHA MEN/Who Let The Dogs Out	8069
68	1	NE'LY/Country Grammar	7975
67	1	ALY/You're Gonna Be Me	6820
66	1	NINE DAYS/Absolutely...	6820
65	1	BRITNEY SPEARS/Lucky	6820
64	1	TONI BRAXTON/He Wasn't Man...	5425
63	1	MATCHBOX TWENTY/Bent	5425
62	1	VERONICA CLARKE/Princess	5270
61	1	VERTICAL HORIZON/Everything You Want	5270
60	1	3 DOORS DOWN/Kryptonite	5115
59	1	98 DE GREES/Give Me Just One	5115
58	1	RUFF ENOZ/No More	4340
57	1	SANTANA/FROB THOMAS/Smooth	4340
56	1	CHRISTINA AGUILERA/Come On Over...	4185
55	1	DR. DRE/Tha Next Episode	4185
54	1	DE LAH MORGAN/Dance With Me	4185
53	1	MACY GRAY/Try	4030
52	1	BRITNEY SPEARS/Doesn't Think I'm Not	3875
51	1	STING/Desert Rose	3875
50	1	DESTINY'S CHILD/Jumpin' Jumpin'	3720
49	1	CHRISTINA AGUILERA/What A Girl Wants	3720
48	1	N SYNC's/Gonna Be Me	3665
47	1	SAMANTHA MUMBA/Gotta Tell You	3410
46	1	WHITNEY HOUSTON/What's Not Right...	3250
45	1	ENRIQUE IGLESIAS/Save Tonight	3250
44	1	MARC ANTHONY/Need To Know	2945
43	1	PRNK/Doesn't Think I'm Not	2945
42	1	NO AUTHORITY/Can I Get Your...	2945
41	1	EMINEM/The Real Slim Shady	2790
40	1	LAURYN HILL/Doo Wop (That Thing)	2790
39	1	MACY GRAY/Try	2790
38	1	NO AUTHORITY/Can I Get Your...	2480
37	1	SHAGGY/JANET/Doesn't Really...	2480
36	1	CHRISTINA AGUILERA/Genie In A Bottle	2480
35	1	DMX/Party Up (Up In...)	2170
34	1	FAITH HILL/Breathin'	2170

MARKET #21

WFLZ/Tampa
Clear Channel
(813) 839-9353
Tommy/Sparks/Priest
12x Cume 687,700



PLAYS

LW	TW	ARTIST/TITLE	GI (000)
61	1	DESTINY'S CHILD/Jumpin' Jumpin'	22415
60	1	PRNK/Doesn't Think I'm Not	22415
59	1	PRNK/Doesn't Think I'm Not	21775
58	1	3 DOORS DOWN/Kryptonite	21105
57	1	ALY/You're Gonna Be Me	16750
56	1	SCENES: Misadventure	16750
55	1	98 DE GREES/Give Me Just One	15745
54	1	TONI BRAXTON/He Wasn't Man...	14740
53	1	MATCHBOX TWENTY/Bent	14740
52	1	CHRISTINA AGUILERA/Come On Over...	14405
51	1	NE'LY/Country Grammar	14070
50	1	DE LAH MORGAN/Dance With Me	14070
49	1	JESSICA SIMPSON/I Think I'm In...	13065
48	1	KANYE/Don't Think I'm Not	12730
47	1	TONI BRAXTON/He Wasn't Man...	12995
46	1	BAHA MEN/Who Let The Dogs Out	7060
45	1	JANE I/Doesn't Really...	7125
44	1	FRAGMATA/Tootsie	6340
43	1	CREED HIGHER	11095
42	1	FRAGMATA/Tootsie	11095
41	1	FRAGMATA/Tootsie	11095
40	1	FREESTYLE/Don't Call Me Baby	10050
39	1	JOE I/Wanna Know	10050
38	1	MANDY MOORE/Wanna Be With You	9715
37	1	BRITNEY SPEARS/Lucky	9715
36	1	RUFF ENOZ/No More	9715
35	1	VERTICAL HORIZON/Everything You Want	9045
34			

CHR/Pop Playlists

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

MARKET #30
KDVI/Kansas City
Infinity
(816) 756-5698
Zelner/Dylan
12x Cumc 334,900



PLAYS

LTW	ARTIST/TITLE	GI (888)
60	3 DOORS DOWN/Kryptonite	11100
61	DESTRY'S CHILD/Jumpin' Jumpin'	10800
62	CREED/With Arms Wide Open	10800
63	MATCHBOX TWENTY/Bent	9150
64	SOUL DECISION/Loaded	8700
65	CHRISTINA AGUILERA/Come On Over...	8550
66	TOMI BRAXTON/He Wasn't Man...	8250
67	JANE I/Doesn't Really...	8250
68	BON JOVI's My Life	8100
69	EVERCLEAR/Wonderful	7950
70	PINK/Most Girls	7200
71	BAHA MEN/Who Let The Dogs Out	7050
72	CREED/Higher	7050
73	PINK/There You Go	6900
74	98 DEGREES/Give Me Just One...	6300
75	NELLY/Country Grammar	6000
76	SISTER HAZEL/Change Your Mind	5700
77	NINE DAYS/Absolutely...	5250
78	MADONNA/Music	4950
79	VERTICAL HORIZON/You're A God	4800
80	BARBARA LADIES/Pinch Me	4350
81	AAI/You're A God	4050
82	NELLY/Country Grammar	3900
83	DESTRY'S CHILD/Jumpin' Jumpin'	3750
84	SAMANTHA MUMBA/Gotta Tell You	3750
85	JOE J/You're A God	3600
86	JESSICA SIMPSON/I Think I'm In...	3600
87	SONWUKE/Feels So Good	3300
88	KANDI/DON'T Think I'm Not	3300
89	FAITH HILL/You're A God	2850
90	SANTANA/FROB THOMAS/Smooth	2700
91	JAY-Z/Big Pimpin'	2550
92	KID ROCK/You're A God	2550
93	EVERCLEAR/Wonderful	2550
94	NO AUTHORITY/Can't Get You...	2100
95	DESTRY'S CHILD/Say My Name	1950
96	TRAVIS/West Virginia	1950
97	DMX/Party Up (Up In...)	1800
98	FABULOUS/You're An Ocean	1500

MARKET #31
WKSS/Milwaukee
Entercom
(414) 529-1250
Kelly/Marinez
12x Cumc 291,400



PLAYS

LTW	ARTIST/TITLE	GI (888)		
33	66	DA BRAT/FYRESE/What Chu Like	12210	
34	66	64	CREED/With Arms Wide Open	11840
35	64	DR. DRE/The Next Episode	11840	
36	44	44	SAMMIE/Like It	11840
37	44	44	EVERCLEAR/Wonderful	11840
38	44	44	EVERCLEAR/Wonderful	11840
39	44	44	JANE I/Doesn't Really...	8140
40	44	44	CHRISTINA AGUILERA/Come On Over...	7950
41	44	44	3 DOORS DOWN/Kryptonite	7770
42	42	42	IDEAL/Whatever	7770
43	42	42	DEBELAH MORGAN/Dance With Me	7770
44	42	42	SOUL DECISION/Loaded	7770
45	42	42	BBMAK/Back Here	7585
46	42	42	RUFF ENOZ/No More	6690
47	33	34	KANDI/DON'T Think I'm Not	6250
48	33	33	98 DEGREES/Give Me Just One...	6105
49	33	33	BAHA MEN/Who Let The Dogs Out	5180
50	33	33	FASTBALL/You're An Ocean	5180
51	33	33	JESSICA SIMPSON/I Think I'm In...	5920
52	33	33	THIRD EYE BLIND/Deep Inside Of You	5920
53	10	11	CLEOPATRA/Got It	5735
54	31	31	VERTICAL HORIZON/You're A God	5735
55	26	28	MADONNA/Music	5180
56	28	28	DESTRY'S CHILD/Jumpin' Jumpin'	4843
57	24	24	DMX/Party Up (Up In...)	4843
58	24	24	NINE DAYS/Absolutely...	4440
59	24	24	SAMMIE/Crazy Things I Do	4440
60	24	24	DESTRY'S CHILD/Say My Name	4255
61	24	24	JAY-Z/Big Pimpin'	4255
62	23	23	BRITNEY SPEARS/Lucky	3885
63	23	23	MYA/Case Of The Ex...	3700
64	18	20	SR-71/Fight Now	3700
65	18	20	VERTICAL HORIZON/Everything You Want	3700
66	18	20	FASTBALL/You're An Ocean	2550
67	18	20	DESTRY'S CHILD/Independent Women...	3330
68	18	20	PAPA ROACH/Last Resort	3330
69	18	20	NELLY/Country Grammar	3330
70	18	20	EVAN AND JARON/Crazy For This Girl	3145
71	18	20	EMINEM/You're A God	2850

MARKET #32
KXON/San Antonio
Clear Channel
(210) 736-9700
Kelly/Marinez
12x Cumc 318,300



PLAYS

LTW	ARTIST/TITLE	GI (888)		
70	83	MADONNA/Music	15664	
71	82	JANE I/Doesn't Really...	15197	
72	81	3 DOORS DOWN/Kryptonite	15197	
73	80	CREED/With Arms Wide Open	15197	
74	80	EVERCLEAR/Wonderful	15050	
75	80	TOMI BRAXTON/He Wasn't Man...	10835	
76	55	62	PAPA ROACH/Last Resort	10354
77	55	62	CHRISTINA AGUILERA/Come On Over...	8851
78	55	62	VERTICAL HORIZON/You're A God	8851
79	51	52	98 DEGREES/Give Me Just One...	8684
80	46	51	THIRD EYE BLIND/Deep Inside Of You	8517
81	45	51	PINK/Most Girls	8163
82	45	51	MANDY MOORE/Wanna Be With You	8163
83	45	51	NINE DAYS/Absolutely...	5680
84	37	59	MATCHBOX TWENTY/Bent	6513
85	37	59	PINK/There You Go	6140
86	37	59	THIRD EYE BLIND/Deep Inside Of You	6179
87	37	59	BLISSIO UNION...That's The Girl	6179
88	37	59	VERTICAL HORIZON/Everything You Want	6179
89	37	59	NINE DAYS/Absolutely...	6012
90	37	59	TOINIC/You Wanted More	5045
91	28	60	EVE 6/Promise	5630
92	28	60	JOE J/Wanna Know	5010
93	28	60	CREED/Higher	4843
94	28	60	EVAN AND JARON/Crazy For This Girl	4843
95	28	60	LENNY KRAWITZ/Agan	4843
96	28	60	STING/Desert Rose	4843
97	28	60	STONE TEMPLE PILOTS/Sour Girl	4843
98	28	60	BON JOVI's My Life	4509
99	28	60	BARBARA LADIES/Pinch Me	4342
100	28	60	SOUL DECISION/Loaded	4342
101	28	60	WHEATLES/Tease/Dirtbag	3841
102	23	62	DMX/Party Up (Up In...)	3674
103	23	62	NELLY/Country Grammar	3507
104	23	62	NINE DAYS/Absolutely...	2500
105	23	62	REX HOTT/Oh...Calmation	2500
106	23	62	FASTBALL/You're An Ocean	2672
107	16	11	KID ROCK/Wasting Time	2171
108	16	11	GOOD GOD/Dolls/Slide	1837
109	16	11	NELLY/Country Grammar	1603
110	16	11	ANITA/You're A God	1570

MARKET #33
WPRO/Providence
Citadel
(401) 433-4200
Bristow/Morris
12x Cumc 372,800



PLAYS

LTW	ARTIST/TITLE	GI (888)		
60	85	MADONNA/Music	12415	
61	84	3 DOORS DOWN/Kryptonite	11842	
62	80	JOE J/Wanna Know	11493	
63	80	BON JOVI's My Life	11460	
64	60	MATCHBOX TWENTY/Bent	11078	
65	58	STING/Desert Rose	11078	
66	57	SPLINDEAR/Think God Can...	7068	
67	38	98 DEGREES/Give Me Just One...	7067	
68	37	JANE I/Doesn't Really...	7067	
69	47	37	SOUL DECISION/Loaded	6876
70	37	37	CHRISTINA AGUILERA/Come On Over...	6876
71	35	36	BARBARA LADIES/Pinch Me	6876
72	30	36	VERTICAL HORIZON/You're A God	6876
73	30	36	DEBELAH MORGAN/Dance With Me	6876
74	30	36	DIDO/Here We Are	6247
75	29	36	EVERCLEAR/Wonderful	5539
76	29	36	THIRD EYE BLIND/Deep Inside Of You	5159
77	29	36	CREED/With Arms Wide Open	5159
78	29	36	KANDI/DON'T Think I'm Not	4950
79	29	36	BILLY GILMAN/You're A God	4950
80	29	36	MARC ANTHONY/You Sang To Me	3820
81	29	36	SAMANTHA MUMBA/Gotta Tell You	3820
82	29	36	EVAN AND JARON/Crazy For This Girl	3820
83	29	36	PINK/Most Girls	2993
84	29	36	FASTBALL/You're An Ocean	3478
85	29	36	FAITH HILL/You're A God	3478
86	29	36	SAVAGE GARDEN/Affirmation	3478
87	29	36	2GETHER/That's The Hardest Part	3242
88	29	36	ENRIQUE IGLESAS/Be With You	3247
89	29	36	DEBELAH MORGAN/Dance With Me	3247
90	29	36	NO AUTHORITY/Can't Get You...	3020
91	29	36	EVE 6/Promise	3056
92	29	36	PHISH/My Things	3056
93	29	36	MESI/What's The Deal	2992
94	29	36	BACKSTREET BOYS/All I Have To Give	2992
95	29	36	MARC ANTHONY/You Sang To Me	2885
96	29	36	TOMI BRAXTON/He Wasn't Man...	1910
97	29	36	GOOD GOD/Dolls/Slide	1837
98	29	36	BRITNEY SPEARS/Oops!...I Did It	1910
99	29	36	DESTRY'S CHILD/Say My Name	1910

MARKET #34
WNCI/Columbus, OH
Clear Channel
(614) 430-9624
Kelly
12x Cumc 291,700



PLAYS

LTW	ARTIST/TITLE	GI (888)		
61	74	JANE I/Doesn't Really...	11100	
62	70	AAI/You're A God	10800	
63	72	MATCHBOX TWENTY/Bent	10800	
64	71	DESTRY'S CHILD/Jumpin' Jumpin'	10250	
65	69	3 DOORS DOWN/Kryptonite	8850	
66	68	CREED/With Arms Wide Open	8850	
67	62	NELLY/Country Grammar	7800	
68	69	CREED/Higher	6750	
69	44	EVERCLEAR/Wonderful	6000	
70	44	EVERCLEAR/Wonderful	6000	
71	44	TOMI BRAXTON/He Wasn't Man...	6300	
72	42	MADONNA/Music	6300	
73	42	SOUL DECISION/Loaded	6300	
74	39	JANE I/Doesn't Really...	6000	
75	39	VERTICAL HORIZON/You're A God	5700	
76	39	CHRISTINA AGUILERA/Come On Over...	5550	
77	37	37	PINK/There You Go	5250
78	34	JOE J/Wanna Know	5100	
79	26	33	VERTICAL HORIZON/You're A God	4950
80	27	31	SPLINDEAR/Think God Can...	4650
81	27	31	DESTRY'S CHILD/Say My Name	4650
82	27	31	MACY GRAY/If I Ever	3750
83	25	31	NELLY/Country Grammar	3750
84	25	31	DEBELAH MORGAN/Dance With Me	3150
85	25	31	BBMAK/Back Here	3000
86	25	31	NINE DAYS/Absolutely...	2850
87	25	31	BARBARA LADIES/Pinch Me	2700
88	25	31	BRITNEY SPEARS/Lucky	2700
89	25	31	PINK/Most Girls	2550
90	25	31	VERTICAL HORIZON/Deep Inside Of You	2550
91	25	31	JANE I/Doesn't Really...	2550
92	25	31	FASTBALL/You're An Ocean	2550
93	25	31	LONG STAR/Agan	2550
94	25	31	NO AUTHORITY/Can't Get You...	1900
95	25	31	SAMANTHA MUMBA/Gotta Tell You	1800
96	25	31	RUFF ENOZ/No More	1800
97	25	31	BAHA MEN/Who Let The Dogs Out	1500

MARKET #35
KZL/Salt Lake City
Clear Channel
(801) 906-1300
McCartney/McCarthy
12x Cumc 240,500



PLAYS

LTW	ARTIST/TITLE	GI (888)	
62	72	CREED/With Arms Wide Open	6912
63	69	CHRISTINA AGUILERA/Come On Over...	5204
64	69	TOMI BRAXTON/He Wasn't Man...	6624
65	69	DESTRY'S CHILD/Jumpin' Jumpin'	6048
66	54	3 DOORS DOWN/Kryptonite	5568
67	48	BRITNEY SPEARS/Lucky	4608
68	47	BON JOVI's My Life	4512
69	47	MATCHBOX TWENTY/Bent	4512
70	46	VERTICAL HORIZON/You're A God	4416
71	42	AAI/You're A God	4032
72	40	EVAN AND JARON/Crazy For This Girl	3840
73	40	PINK/Most Girls	3648
74	38	98 DEGREES/Give Me Just One...	3456
75	34	BAHA MEN/Who Let The Dogs Out	3264
76	32	JANE I/Doesn't Really...	3072
77	31	SAMANTHA MUMBA/Gotta Tell You	2784
78	31	DEBELAH MORGAN/Dance With Me	2688
79	27	WHEATLES/Tease/Dirtbag	2592
80	27	SAVAGE GARDEN/Affirmation	2400
81	27	THIRD EYE BLIND/Deep Inside Of You	2400
82	26	MADONNA/Music	2400
83	26	ENRIQUE IGLESAS/Be With You	2400
84	26	VERTICAL HORIZON/Everything You Want	2112
85	26	MVA/Organ/Tonight And	2016
86	26	BRITNEY SPEARS/Lucky	2016
87	26	BAHA MEN/Who Let The Dogs Out	1920
88	26	SPLINDEAR/Think God Can...	1920
89	26	THIRD EYE BLIND/Deep Inside Of You	1920
90	26	CREED/Higher	1920
91	26	DIDO/Here We Are	1920
92	26	EVERCLEAR/Wonderful	1920
93	26	RUFF ENOZ/No More	1824
94	26	SANTANA/FROB THOMAS/Smooth	1824
95	26	NELLY/Country Grammar	1728
96	26	702/Where My Girls At	1728
97	26	GOOD GOD/Dolls/Slide	1632
98	26	NELLY/Country Grammar	1632
99	26	BBMAK/Back Here	1632
100	26	SONWUKE/Feels So Good	1632
101	26	SAVAGE GARDEN/Crash And Burn	1536
102	26	WESTLIFE/Swear It Again	1536

MARKET #37
WNKS/Charlotte
Infinity
(704) 331-9510
Reynolds/McGormick
12x Cumc 392,800



PLAYS

LTW	ARTIST/TITLE	GI (888)	
64	59	MATCHBOX TWENTY/Bent	10148
65	57	CREED/Higher	10148
66	57	EVERCLEAR/Wonderful	9424
67	55	PINK/There You Go	9400
68	54	DESTRY'S CHILD/Jumpin' Jumpin'	9008
69	51	3 DOORS DOWN/Kryptonite	8712
70	47	BON JOVI's My Life	8084
71	46	JOE J/Wanna Know	7912
72	41	JESSICA SIMPSON/I Think I'm In...	7396
73	42	JANE I/Doesn't Really...	7224
74	41	NELLY/Country Grammar	7024
75	41	NINE DAYS/Absolutely...	7024
76	41	THIRD EYE BLIND/Deep Inside Of You	6880
77	40	CHRISTINA AGUILERA/Come On Over...	6708
78	40	SISTER HAZEL/Change Your Mind	6708
79	40	VERTICAL HORIZON/You're A God	6536
80	40	TOMI BRAXTON/He Wasn't Man...	6364
81	40	THIRD EYE BLIND/Deep Inside Of You	6200
82	40	FAITH HILL/You're A God	5832
83	40	EVAN AND JARON/Crazy For This Girl	5832
84	40	FASTBALL/You're An Ocean	5416
85	40	NELLY/Country Grammar	4444
86	40	DEBELAH MORGAN/Dance With Me	4444
87			

R&R CHR/Rhythmic Top 50

September 22, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (B)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	NELLY Country Grammar (Fo' Reel/Universal)	3348	-39	511876	25	59/0
2	2	PINK Most Girls (LaFace/Arista)	2724	-46	344327	15	51/0
3	3	MYA Case Of The Ex*(Whatcha...) (University/Interscope)	2647	+177	400415	9	58/0
4	4	RUFF ENDZ No More (Epic)	2383	-62	283415	14	57/0
9	5	MYSTIKAL Shake Ya Ass (Jive)	2235	+266	388848	6	64/2
7	6	KANDI Don't Think I'm Not (So So Def/Columbia)	2227	+109	281495	13	47/0
8	7	EMINEM The Way I Am (Aftermath/Interscope)	2150	+167	349551	7	60/1
5	8	JANET Doesn't Really Matter (Def Soul/IDJMG)	2104	-223	274272	17	57/0
6	9	DR. DRE The Next Episode (Aftermath/Interscope)	1945	-178	335563	21	53/0
10	10	MADONNA Music (Maverick/WB)	1850	+87	206840	7	40/0
12	11	SISQO Incomplete (Dragon/Def Soul/IDJMG)	1772	+122	274564	14	59/0
14	12	CHRISTINA AGUILERA Come On Over (All I Want...) (RCA)	1738	+53	178440	10	41/0
11	13	DESTINY'S CHILD Jumpin' Jumpin' (Columbia)	1713	-28	302318	28	54/0
13	14	JAY-Z Big Pimpin' (Roc-A-Fella/IDJMG)	1577	-107	200879	24	56/0
16	15	DA BRAT F/TYRESE What'chu Like (So So Def/Columbia)	1506	-108	222820	20	46/0
15	16	NEXT Wifey (Arista)	1483	-164	198610	19	51/0
17	17	COMMON The Light (MCA)	1454	-42	224511	13	43/0
19	18	LIL BOW WOW Bounce With Me (So So Def/Columbia)	1450	+148	250678	7	45/1
18	19	JOE I Wanna Know (Jive)	1387	-7	232651	36	54/0
Breaker	20	DESTINY'S CHILD Independent Women Pt. 1 (Columbia)	1343	+373	204740	3	54/5
23	21	DMX F/SISQO What You Want (Ruff Ryders/IDJMG)	1200	+57	255238	10	39/1
Breaker	22	JA RULE F/C. MILIAN Between Me... (Murder Inc./Def Jam/IDJMG)	1199	+335	254240	3	51/13
24	23	98 DEGREES Give Me Just One Night... (Universal)	1150	+48	156553	7	37/0
Breaker	24	CHANGING FACES That Other Woman (Atlantic)	1094	+249	136645	3	52/4
Breaker	25	NELLY E.I. (Fo' Reel/Universal)	1059	+371	175349	3	38/14
30	26	LUDACRIS What's Your Fantasy (Def Jam South/IDJMG)	985	+108	124418	4	34/2
35	27	BAHA MEN Who Let The Dogs Out (Artemis)	924	+103	106624	8	29/1
27	28	DEBELAH MORGAN Dance With Me (DAS/Atlantic)	915	-25	95801	10	35/0
34	29	ERYKAH BADU Bag Lady (Motown/Universal)	914	+85	169782	6	44/4
29	30	TRINA Pull Over (Slip 'N Slide/Atlantic)	908	+1	95698	9	34/0
38	31	LIL' KIM How Many Licks (Queen Bee/Undeas/Atlantic)	897	+178	133692	5	35/8
22	32	BRITNEY SPEARS Lucky (Jive)	878	-299	93518	9	27/0
28	33	LIL' ZANE F/112 Callin' Me (Worldwide/Priority)	868	-63	151829	9	41/0
26	34	'N SYNC It's Gonna Be Me (Jive)	830	-113	91139	19	27/0
31	35	AVANT Separated (Magic Johnson/MCA)	741	-127	117001	17	28/0
49	36	'N SYNC This I Promise You (Jive)	702	+239	84251	3	28/10
37	37	TONI BRAXTON Just Be A Man About It (LaFace/Arista)	699	-20	107748	7	33/0
36	38	SOUTH PARK MEXICAN You Know My Name (Dopehouse/Universal)	686	-89	46300	7	29/0
40	39	JAY-Z F/MEMPHIS BLEEK & AMIL Hey Papi (Def Soul/IDJMG)	662	-6	193409	4	29/1
45	40	3LW No More (Baby I'ma Do Right) (Epic)	643	+92	52319	3	39/1
41	41	SON BY FOUR Purest Of Pain (A Puro Dolor) (Sony Discos/Columbia)	630	-37	140728	15	23/0
44	42	BEENIE MAN Girls Dem Sugar (Virgin)	601	+41	168018	3	27/3
42	43	IDEAL Whatever (Noontime/Virgin)	578	-8	71837	17	30/0
47	44	BIG TYMERS #1 Stunna (Cash Money/Universal)	576	+77	106767	3	23/2
46	45	SAMANTHA MUMBA Gotta Tell You (Wildcard/Polydor/Interscope)	543	+9	37171	5	29/3
48	46	BLACK EYED PEAS Weekends (Interscope)	528	+39	61390	2	33/0
Debut	47	DREAM He Loves U Not (Bad Boy/Arista)	518	+207	33580	1	24/3
50	48	EMINEM Stan (Aftermath/Interscope)	470	+29	133080	13	7/0
43	49	MADISON AVENUE Don't Call Me Baby (C2/Columbia)	442	-121	78298	14	17/0
Debut	50	SHADE SHEIST Where I Wanna Be (Baby Reel/London/Sire)	387	+94	97125	1	33/25

Most Added.

ARTIST TITLE LABEL(S)	ADDS
MACK 10 Tight Ta Def (Hoo Bangin'/Priority)	32
SHADE SHEIST Where I... (Baby Reel/London/Sire)	25
JOY ENRIQUEZ Tell Me How You Feel (LaFace/Arista)	20
NELLY E.I. (Fo' Reel/Universal)	14
R. KELLY I Wish (Jive)	14
JA RULE F/C. MILIAN Between... (M/Def Jam/IDJMG)	13
'N SYNC This I Promise You (Jive)	10
SLIMM CUTTA-CALHOUN It's OK (Aquemini/EastWest/EEG)	10
LIL' KIM How Many Licks (Queen Bee/Undeas/Atlantic)	8
SHAGGY It Wasn't Me (MCA)	8

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DESTINY'S CHILD Independent Women Pt. 1 (Columbia)	+373
NELLY E.I. (Fo' Reel/Universal)	+371
JA RULE F/C. MILIAN Between... (M/Def Jam/IDJMG)	+335
MYSTIKAL Shake Ya Ass (Jive)	+266
CHANGING FACES That Other Woman (Atlantic)	+249
'N SYNC This I Promise You (Jive)	+239
DREAM He Loves U Not (Bad Boy/Arista)	+207
R. KELLY I Wish (Jive)	+197
LIL' KIM How Many Licks (Queen Bee/Undeas/Atlantic)	+178
MYA Case Of The Ex... (University/Interscope)	+177

Breakers.

DESTINY'S CHILD		
Independent Women Pt. 1 (Columbia)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1343/373	54/5	20
JA RULE F/CHRISTINA MILIAN		
Between Me And You (Murder Inc./Def Jam/IDJMG)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1199/335	51/13	22
CHANGING FACES		
That Other Woman (Atlantic)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1094/249	52/4	24
NELLY		
E.I. (Fo' Reel/Universal)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1059/371	38/14	26

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.



65 CHR/Rhythmic reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 9/10-Saturday 9/16. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played 21 on more stations is placed first. Breaker status is assigned to songs reaching 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.



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R&R Mix Show Top 30

September 22, 2000

- 1 MYA /TYRESE Case Of The Ex... (University/Interscope)
- 2 DR. DRE The Next Episode (Aftermath/Interscope)
- 3 MYSTIKAL Shake Ya Ass (Jive)
- 4 NELLY Country Grammar (Fo' Reel/Universal)
- 5 JA RULE /C. MILIAN Between Me And You (Murder Inc./Def Jam/IDJMG)
- 6 DA BRAT What'chu Like (So So Def/Columbia)
- 7 RUFF ENDZ No More (Epic)
- 8 PINK Most Girls (LaFace/Arista)
- 9 EMINEM The Way I Am (Aftermath/Interscope)
- 10 COMMON The Light (MCA)
- 11 DMX Party Up (Up In Here) (Ruff Ryders/IDJMG)
- 12 JAY-Z Big Pimpin' (Roc-A-Fella/IDJMG)
- 13 LIL BOW WOW Bounce With Me (So So Def/Columbia)
- 14 KANDI Don't Think I'm Not (So So Def/Columbia)
- 15 DE LA SOUL Oooh (Tommy Boy)
- 16 NELLY E.I. (Fo' Reel/Universal)
- 17 DMX /SISQO What You Want (Ruff Ryders/IDJMG)
- 18 JAGGED EDGE Let's Get Married (So So Def/Columbia)
- 19 JUVENILE Back That Thang Up (Cash Money/Universal)
- 20 NEXT Wifey (Arista)
- 21 JANET Doesn't Really Matter (Def Sou/IDJMG)
- 22 BEENIE MAN Girls Dem Sugar (Virgin)
- 23 LIL' KIM How Many Licks (Queen Bee/Undeas/Atlantic)
- 24 MADONNA Music (Maverick/WB)
- 25 JAY-Z F/MEMPHIS BLEEK Hey Papi (Def Sou/IDJMG)
- 26 MADISON AVENUE Don't Call Me Baby (C2/Columbia)
- 27 DESTINY'S CHILD Jumpin' Jumpin' (Columbia)
- 28 DR. DRE Xplosive (Aftermath/Interscope)
- 29 LIL' ZANE I/112 Callin' Me (World Wide/Priority)
- 30 SHADE SHIEST Where I Wanna Be (London/Sire)



37 CHR/Rhythmic Mix Show Reporters

Contributing Stations

KKSS/Albuquerque, NM	WJFX/Ft. Wayne, IN	KDON/Monterey-Salinas, CA	KBMB/Sacramento, CA
KQBT/Austin, TX	KBOS/Fresno, CA	WQHT/New York, NY	KSFM/Sacramento, CA
KISV/Bakersfield, CA	KSEQ/Fresno, CA	WNVZ/Norfolk, VA	KTFM/San Antonio, TX
WBHJ/Birmingham, AL	KIKI/Honolulu, HI	KQCH/Omaha, NE	XHTZ/San Diego, CA
WJMN/Boston, MA	KBXX/Houston-Galveston, TX	WPYD/Orlando, FL	KMEL/San Francisco, CA
WBBM/Chicago, IL	KLUC/Las Vegas, NV	KCAQ/Oxnard-Ventura, CA	KYLD/San Francisco, CA
KZFM/Corpus Christi, TX	KPWR/Los Angeles, CA	KKFR/Phoenix, AZ	KUBE/Seattle-Tacoma, WA
KRBV/Dallas-Ft Worth, TX	KXHT/Memphis, TN	KXJM/Portland, OR	WLLD/Tampa, FL
KPRR/El Paso, TX	WPOW/Miami, FL	WWWX/Providence, RI	KOHT/Tucson, AZ
			WPGC/Washington, DC

ARTIST BREAKDOWN

ERYKAH BADU

Track: "Bag Lady"
Label: Motown/Universal



She has a style that is truly unique, a soothing and soulful voice that sings about life and love. Erykah Badu returns to teach her fans a new lesson about life. Badu's current single, "Bag Lady," is growing more and more popular, and I think it's because people are actually listening past Dr. Dre's "Xplosive" beat and getting the message. I, too, had to bypass it to get to the real meaning of the song. ● "Bag lady, you gon' hurt your back/Dragging all them bags like that/I guess nobody ever told you/All you must hold onto is you," sings Badu. Those bags she sings of are the issues we seem to carry with us everywhere we go, even bringing them into new friendships and partnerships with loved ones. Get rid of them. They will only crowd your space and make it harder for people who want to help you to get close to you. ● "One day all them bags/Gon' get in your way." The lady she sings about is all too familiar. She is guilty of carrying the bags of horrid past relationships that are too many to hold, but still hard to put down. She carries the paper sack, backpack and plastic bag that hold her abusive ex-boyfriend, the fallout between her best friend and herself, and the father she'll never know. Her mind is so cluttered that she can't think, and her heart hurts so that she can't love. ● "One day he gon' say/You crowdin' my space." You might make a new friend today if you wipe that frown off your face. That new boyfriend of yours would be there for you and love you if the bag of your ex didn't come between you. ● The lady will learn that life is too short to worry about yesterday. This is today, a new day, a new beginning. Every day starts like this: The sun comes up, you get out of bed and look forward to all of the wonderful surprises that await you. ● Oh, my sista, I hope you learn before it's too late. When you awake tomorrow, before you start your journey, remember that you don't need everything. Too many bags will only slow you down. You'll feel so much better if you just let it go. So pack light. *This one's for me.*

— Renee Bell
CHR Asst. Editor

INDUSTRY PROFILE

Doughboy, MD
KFAT/Anchorage

As the temperature starts to dip below freezing in the big Alaskan Yukon, there's one joint I'm bumping in the truck. I listen to it on repeat. That's the new Ja Rule f/Christina Milian. In recent years there's been some huge success with these "thug love" kinds of records, and this one is it. It's got infectious strings, and you can't stop humming way after the song is over. Also, Christina's melody just gets into your brain and won't go away. Crossover and rhythm radio should see major success with it. While the snow piles up here in Alaska, I'll be hibernating with this track for weeks to come. Big ups to Ja Rule on that record. It's the shiznit!



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Most Played Recurrents

- AALIYAH Try Again (BlackGround/Virgin)
- SISQO Thong Song (Dragon/Def Soul/IDJMG)
- DMX Party Up (Up In Here) (Ruff Ryders/IDJMG)
- PINK There You Go (LaFace/Arista)
- TONI BRAXTON He Wasn't Man Enough (LaFace/Arista)
- DESTINY'S CHILD Say My Name (Columbia)
- JUVENILE Back That Thang Up (Cash Money/Universal)
- MONTELL JORDAN Get It On...Tonight (Def Soul/IDJMG)
- EMINEM The Real Slim Shady (Aftermath/Interscope)
- BLAQUE Bring It All To Me (Track Masters/Columbia)
- DR. DRE F/EMINEM Forgot About Dre (Aftermath/Interscope)
- BLAQUE 808 (Track Masters/Columbia)
- 702 Where My Girls At? (Motown/Universal)
- 112 Anywhere (Bad Boy/Arista)
- OL' DIRTY BASTARD Got Your Money (Elektra/EEG)
- MISSY "MISDEMEANOR" ELLIOTT Hot Boyz (EastWest/EEG)
- ALICE DEEJAY Better Off Alone (Republic/Universal)
- JAY-Z F/AMIL AND JA Can I Get A... (Def Jam/IDJMG)
- SANTANA F/PRODUCT G&B Maria Maria (Arista)
- 'N SYNC Bye Bye Bye (Jive)

TUNED-IN CHR/RHYTHMIC

R&R/MEDIABASE 24/7



KKFR/Phoenix

3am

N. W. A. Chin Check
UNCLE SAM I Don't Ever Want To...
DA BRAT What'chu Like
IMX Stay The Night
DR. DRE The Next Episode
JA RULE I/C. MILIAN Between Me & You
BLAQUE Bring It All To Me
DE LA SOUL Oooh
EMINEM The Way I Am
SISQO Thong Song
DR. DRE I/SNOOP DOGG... Xplosive
SHADE SHIEST Where I Wanna Be
EMINEM Bitch Please Pt. 2

11am

NELLY Country Grammar
112 Anywhere
OL' DIRTY BASTARD Got Your Money
N. W. A. Chin Check
AVANT Separated
NOTORIOUS B.I.G. Hypnotize
DR. DRE The Next Episode
MYA Case Of The Ex (Whatcha...)
JAY-Z I/EMPHIS BLEEK... Hey Papi
EMINEM The Way I Am
SILK Freak Me
DA BRAT What'chu Like

4pm

DE LA SOUL Oooh
BOYZ II MEN Pass You By
EMINEM The Way I Am
MYSTIKAL Shake Ya Ass
DR. DRE I/SNOOP DOGG... Xplosive
JAY-Z Big Pimpin'
RUFF ENDZ No More
NOTORIOUS B.I.G. Mo' Money Mo' Problems
DA BRAT What'chu Like
NELLY Country Grammar
MYA I/JADAKISS Best Of Me
EMINEM Bitch Please Pt. 2

8pm

DE LA SOUL Oooh
JAGGED EDGE Let's Get Married
EMINEM Bitch Please Pt. 2
BIG TYMERS #1 Stunna
BOYZ II MEN Pass You By
DA BRAT What'chu Like
EMINEM The Way I Am
MYSTIKAL Shake Ya Ass
DR. DRE I/SNOOP DOGG... Xplosive
AVANT Separated
DJ CLUE I/DMX It's On



KXHT/Memphis

3am

LIL' KIM How Many Licks
JON B. They Don't Know
BIG TYMERS #1 Stunna
JAGGED EDGE Let's Get Married
NELLY E.I.
ERYKAH BADU Bag Lady
TONI BRAXTON Just Be A Man About It
DMX I/SISQO What You Want
MYSTIKAL Shake Ya Ass
DONNELL JONES Where I Wanna Be
MACK 10 From The Streets
LIL' JON I/EASTSIDEBOYS Just A B****

11am

ERYKAH BADU Bag Lady
MYSTIKAL Shake Ya Ass
LIL' JON I/EASTSIDEBOYS Just A B****
GINUWINE So Anxious
LIL' KIM How Many Licks
LIL' BOW WOW Bounce With Me
TYRESE Sweet Lady
B. G. Bling Bling
TONI BRAXTON Just Be A Man About It
YING YANG TWINS Whistle While You Twerk
JESSE POWELL You

4pm

C-MURDER Down 4 My N****s
DESTINY'S CHILD Jumpin' Jumpin'
HOT BOYS I Need A Hot Girl
LUDACRIS What's Fantasy
PROFYLE Liar
BIG TYMERS #1 Stunna
NICOLE Make It Hot
SISQO Incomplete
DMX Party Up (Up In Here)
LIL' JON I/EASTSIDEBOYS Just A B****

8pm

DMX One More Road To Cross
MYSTIKAL Shake Ya Ass
TONI BRAXTON Just Be A Man About It
DRAMA Double Time
OUTKAST B.O.B.
SISQO Incomplete
MISSY ELLIOTT Hot Boyz
LUDACRIS What's Your Fantasy
AVANT Separated
LIL' JON I/EASTSIDEBOYS Just A B****
THREE 6 MAFIA Who Run It
PROFYLE Liar
LIL' BOW WOW Bounce With Me

CHR/RHYTHMIC Going For Adds

- ERYKAH BADU Bag Lady (Motown/Universal)
- WHITNEY HOUSTON Fine (Arista)
- SOCA BOYS Follow The Leader (Universal)
- KEITH SWEAT I/LIL' MO I'll Trade (A Million Dollars) (Elektra/EEG)



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 9/11. ©2000, R&R Inc.

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

Urban Playlists

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

MARKET #1
WLS/Chicago
Clear Channel
(312) 447-1000
Brown/Womack
12+ Cum 1,859,369

PLAYS

PL	ARTIST/TITLE	01 (889)
48	TONI BRAXTON/Just Be A Man...	5370
49	BOYZ II ME/Pass You By	46752
47	JANEZ/Doesn't Really	45778
46	SISSO/Incomplete	45778
45	RUFF ENOZ/No More	44804
44	JAY-Z/Meant To Be	43830
43	DORELL JONES/Where I Wanna Be	43830
42	YOLANDA ADAMS/Open My Heart	40908
41	CARL THOMAS/Summer Rain	34090
40	NEXT/Any	34090
39	CHANGING FACES/That Other Woman	33116
38	IDEAL/Whatever	30399
37	KELLY PRICE/As We Lay	32142
36	KELLY PRICE/You Should've...	32142
35	ERIKAH BAUDOU/Bag Lady	30194
34	JAGGED EDGE/Let's Get Married	29220
33	JOE/Just Her Life	29220
32	AWANT/Any First Love	27272
31	R. KELLY/Wha	27272
30	JAGGED EDGE/Let's Get Married	24350
29	PROFYLEAR/Just Be A Man	22202
28	JILL SCOTT/Gettin' In The Way	22402
27	LUCY PEARL/Don't Mess With Me	22402
26	MUSIQ/Just Friends	22402
25	AAL/Why Agin	21428
24	WYCLEF JEAN/911	20454
23	AAL/Why I Don't Wanna	18506
22	DORELL JONES/That Love	18506
21	MARY MARY F.B.B./JAY's Songs	18506

MARKET #2
KOOL/Los Angeles
Radio One
(323) 634-1800
Fuller
12+ Cum 1,800,300

PLAYS

PL	ARTIST/TITLE	01 (889)
48	MYSTIKAL/Shahe Ya Ass	28105
47	DR. DRE/The Next Episode	27083
46	TONI BRAXTON/Just Be A Man...	27083
45	JAGGED EDGE/Let's Get Married	26061
44	COMMON/The Light	25306
43	DORELL JONES/Where I Wanna Be	25306
42	SHADE SHEIST/Where I Wanna Be	20951
41	DA BRAT FTYRESE/What chu Lie	19418
40	EMINEM/Without Me	19418
39	ERIKAH BAUDOU/Bag Lady	18907
38	DR. DRE/The Next Episode	18907
37	YOLANDA ADAMS/Open My Heart	17885
36	DE LA SOUL/Ooh	17885
35	NELLY/Country Grammar	17374
34	NEXT/Any	15320
33	DORELL JONES/Where I Wanna Be	14819
32	LUCY PEARL/Don't Mess With Me	13298
31	JARULE F.C. MIL/IAN/Between Me And You	12264
30	JAY-Z/FEMMES.../Hey Papi	11753
29	RUFF ENOZ/No More	11242
28	DR. DRE/The Next Episode	11242
27	LUCY PEARL/Don't Mess With Me	10731
26	AWANT/Any First Love	9198
25	PROFYLEAR/Just Be A Man	8687
24	SHYNE F.B. LEVY/Bad Boyz	8176
23	LI L. BOB WOV/Bounce With Me	7154
22	DORELL JONES/Where I Wanna Be	7154
21	DESTINY'S CHILD/Jumpin' Jumpin'	6143
20	RUFF ENOZ/No More	6143
19	KELLY PRICE/You Should've...	6643

MARKET #3
WGCI/Chicago
Clear Channel
(312) 986-6900
Smith/Am
12+ Cum 911,368

PLAYS

PL	ARTIST/TITLE	01 (889)
48	PROFYLEAR/Just Be A Man...	34980
47	DR. DRE/The Next Episode	32950
46	ERIKAH BAUDOU/Bag Lady	31800
45	JAGGED EDGE/Let's Get Married	26061
44	SISSO/Incomplete	26061
43	RUFF ENOZ/No More	26220
42	WYCLEF JEAN/911	27825
41	M.R. C THE SLIDE MAN/Cha-Cha Slide	27340
40	R. KELLY/Wha	20400
39	TONI BRAXTON/Just Be A Man...	25440
38	JAGGED EDGE/Let's Get Married	24654
37	COMMON/The Light	23850
36	DA BRAT FTYRESE/What chu Lie	23065
35	LUCY PEARL/Don't Mess With Me	20055
34	CARL THOMAS/Summer Rain	22202
33	JILL SCOTT/Gettin' In The Way	20070
32	AWANT/Any First Love	19080
31	JANEZ/Doesn't Really	17490
30	KELLY PRICE/You Should've...	17490
29	LUCY PEARL/Don't Mess With Me	15900
28	LI L. BOB WOV/Bounce With Me	14514
27	WHITNEY HOUSTON/Just Be A Man...	13515
26	MYSTIKAL/Shahe Ya Ass	12515
25	JOE/Just Her Life	13720
24	CARL THOMAS/Summer Rain	11925
23	BEENIE MAN/Girls Dem Sugar	11925
22	LI L. BOB WOV/Bounce With Me	11925
21	DAVE HOLLISTER/One Woman Man	11130
20	TONY TOUCH/Wonder Why...	11130
19	SPARKLE/It's A Fact	10035

MARKET #4
WPHI/Philadelphia
Radio One
(215) 884-9000
Davis/Williams/George
12+ Cum 498,888

PLAYS

PL	ARTIST/TITLE	01 (889)
55	MYSTIKAL/Shahe Ya Ass	10574
54	BEENIE MAN/Girls Dem Sugar	10780
53	JARULE F.C. MIL/IAN/Between Me And You	10230
52	DORELL JONES/Where I Wanna Be	10044
51	TONI BRAXTON/Just Be A Man...	10044
50	DAVE HOLLISTER/One Woman Man	8556
49	LI L. BOB WOV/Bounce With Me	8556
48	JAGGED EDGE/Let's Get Married	7460
47	LI L. BOB WOV/Bounce With Me	7460
46	DESTINY'S CHILD/Jumpin' Jumpin'	7040
45	JAY-Z/FEMMES.../Hey Papi	6324
44	BEENIE MAN/Girls Dem Sugar	6324
43	MYA/Case Of The Ex.	6082
42	SISSO/Incomplete	5580
41	EVE/F.U.A.D.M.S.S./Get It All	5580
40	AWANT/Any First Love	5394
39	AWANT/Any First Love	5394
38	LI L. BOB WOV/Bounce With Me	5394
37	DESTINY'S CHILD/Independent Women...	5202
36	LI L. BOB WOV/Bounce With Me	5202
35	NEVILLE/	5008
34	MAJOR FIGGAS/Yeah That's Us	4464
33	JAY-Z/FEMMES.../Hey Papi	4370
32	COMMON/The Light	3782
31	MYA/ADAMS/Best Of Me	3740
30	WYCLEF JEAN/911	3320
29	LI L. BOB WOV/Bounce With Me	3162
28	LUDACRIS/What's Your Fantasy	2916
27	R. KELLY/Wha	2916
26	Q-TIP/Vicent Thing	2182
25	BEENIE MAN/Girls Dem Sugar	2780
24	PHILLY'S MOST WANTED/Cross The Border	2780
23	ABSOLUTELY/It's Really	2604

MARKET #5
WUSL/Philadelphia
Clear Channel
(215) 483-8900
Little/Cooper
12+ Cum 768,600

PLAYS

PL	ARTIST/TITLE	01 (889)
42	MYSTIKAL/Shahe Ya Ass	21952
41	BEENIE MAN/Girls Dem Sugar	20160
40	JARULE F.C. MIL/IAN/Between Me And You	18816
39	DORELL JONES/Where I Wanna Be	17920
38	DAVE HOLLISTER/One Woman Man	17920
37	YOLANDA ADAMS/Open My Heart	17472
36	JAGGED EDGE/Let's Get Married	15232
35	R. KELLY/Wha	15232
34	LI L. BOB WOV/Bounce With Me	12544
33	CARL THOMAS/Summer Rain	11648
32	LI L. BOB WOV/Bounce With Me	11648
31	JAY-Z/FEMMES.../Hey Papi	11200
30	TONI BRAXTON/Just Be A Man...	10004
29	AWANT/Any First Love	10004
28	JOE/Just Her Life	10004
27	DORELL JONES/Where I Wanna Be	10004
26	MAJOR FIGGAS/Yeah That's Us	8960
25	MUSIQ/Just Friends	8960
24	KELLY PRICE/You Should've...	8512
23	COMMON/The Light	8064
22	DESTINY'S CHILD/Jumpin' Jumpin'	7744
21	MOBB DEEP/Out Storm	6272
20	LI L. BOB WOV/Bounce With Me	5376
19	JILL SCOTT/Gettin' In The Way	5376
18	NELLY/	4928
17	MARY J. BLIGE/When Love Takes Over	4480
16	TAMARA/Can't Go For That	4480
15	MYA/ADAMS/Best Of Me	4480
14	DAVE HOLLISTER/One Woman Man	4032
13	EVE/F.U.A.D.M.S.S./Get It All	4032

MARKET #6
WDAF/Dallas-Ft. Worth
Service
(972) 262-9011
Desham
12+ Cum 634,360

PLAYS

PL	ARTIST/TITLE	01 (889)
48	MYSTIKAL/Shahe Ya Ass	23700
47	ERIKAH BAUDOU/Bag Lady	22810
46	BEENIE MAN/Girls Dem Sugar	21726
45	BIG TYMERS/911 Shunna	20835
44	SISSO/Incomplete	19760
43	RUFF ENOZ/No More	18068
42	DESTINY'S CHILD/Independent Women...	18068
41	DAVE HOLLISTER/One Woman Man	18068
40	JAGGED EDGE/Let's Get Married	18068
39	LI L. BOB WOV/Bounce With Me	18068
38	JARULE F.C. MIL/IAN/Between Me And You	17775
37	TONI BRAXTON/Just Be A Man...	17380
36	LI L. BOB WOV/Bounce With Me	17380
35	MYA/Case Of The Ex.	17380
34	NEXT/Any	17380
33	NELLY/Country Grammar	17380
32	DESTINY'S CHILD/Jumpin' Jumpin'	16815
31	PROFYLEAR/Just Be A Man...	14220
30	AWANT/Any First Love	12640
29	NEVILLE/	12245
28	SHYNE F.B. LEVY/Bad Boyz	12245
27	LUDACRIS/What's Your Fantasy	12245
26	COMMON/The Light	11850
25	ERIKAH BAUDOU/Bag Lady	10865
24	JAY-Z/FEMMES.../Hey Papi	10270
23	KELLY PRICE/You Should've...	9075
22	JOE/Just Her Life	9075
21	LI L. BOB WOV/Bounce With Me	9480
20	AWANT/Any First Love	9085
19	BEENIE MAN/Girls Dem Sugar	9085

MARKET #7
WDTJ/Detroit
Radio One
(313) 259-2000
Ball/Moham
12+ Cum 638,488

PLAYS

PL	ARTIST/TITLE	01 (889)
48	MYSTIKAL/Shahe Ya Ass	12328
47	TONI BRAXTON/Just Be A Man...	11940
46	JAGGED EDGE/Let's Get Married	10746
45	LI L. BOB WOV/Bounce With Me	10746
44	ERIKAH BAUDOU/Bag Lady	10746
43	LI L. BOB WOV/Bounce With Me	10746
42	DESTINY'S CHILD/Jumpin' Jumpin'	10148
41	DA BRAT FTYRESE/What chu Lie	7781
40	LUDACRIS/What's Your Fantasy	7781
39	NELLY/Country Grammar	7781
38	DR. DRE/The Next Episode	6857
37	AAL/Why I Don't Wanna	6857
36	BIG TYMERS/911 Shunna	6788
35	NEXT/Any	6788
34	RUFF ENOZ/No More	6788
33	DR. DRE/The Next Episode	6527
32	AAL/Why I Don't Wanna	6527
31	BIG TYMERS/911 Shunna	6180
30	NEXT/Any	6180
29	SHYNE F.B. LEVY/Bad Boyz	5771
28	LI L. BOB WOV/Bounce With Me	5617
27	ERIKAH BAUDOU/Bag Lady	4975
26	AAL/Why I Don't Wanna	4577
25	KELLY PRICE/You Should've...	4378
24	SOB BOW/Whatta, Whatta	3980
23	BEENIE MAN/Girls Dem Sugar	3980
22	JOE/Just Her Life	3980
21	ERIKAH BAUDOU/Bag Lady	3781
20	BLACK ROY/What	3582
19	SISSO/Incomplete	3582

MARKET #8
WJLB/Detroit
Clear Channel
(313) 965-2000
Saunders/Kelly
12+ Cum 681,360

PLAYS

PL	ARTIST/TITLE	01 (889)
48	ERIKAH BAUDOU/Bag Lady	21760
47	MYSTIKAL/Shahe Ya Ass	20740
46	TONI BRAXTON/Just Be A Man...	20880
45	JOE/Just Her Life	19720
44	DAVE HOLLISTER/One Woman Man	18380
43	DR. DRE/The Next Episode	18380
42	BIG TYMERS/911 Shunna	18080
41	DA BRAT FTYRESE/What chu Lie	15400
40	LI L. BOB WOV/Bounce With Me	15400
39	JAY-Z/FEMMES.../Hey Papi	14280
38	DR. DRE/The Next Episode	11900
37	CARL THOMAS/Summer Rain	11580
36	BEENIE MAN/Girls Dem Sugar	10540
35	MUSIQ/Just Friends	10200
34	NEXT/Any	10200
33	AWANT/Any First Love	9880
32	SHYNE F.B. LEVY/Bad Boyz	9880
31	LUDACRIS/What's Your Fantasy	9180
30	BIG TYMERS/911 Shunna	9180
29	JAY-Z/Big Pimpin'	9180
28	SISSO/Incomplete	8180
27	LI L. BOB WOV/Bounce With Me	8180
26	BEENIE MAN/Girls Dem Sugar	8180
25	BOYZ II ME/Pass You By	8180
24	AAL/Why I Don't Wanna	80
23	BLACK ROY/What	7140
22	CHANGING FACES/That Other Woman	6480

MARKET #9
WDET/Detroit
Radio One
(313) 427-2222
Calabrese/Martinez
12+ Cum 18,588

PLAYS

PL	ARTIST/TITLE	01 (889)
48	TONI BRAXTON/Just Be A Man...	226
47	MYA/Case Of The Ex.	226
46	EVE/F.U.A.D.M.S.S./Get It All	224
45	MYA/ADAMS/Best Of Me	224
44	BIG TYMERS/911 Shunna	218
43	JAY-Z/FEMMES.../Hey Papi	218
42	COMMON/The Light	218
41	MYSTIKAL/Shahe Ya Ass	172
40	JARULE F.C. MIL/IAN/Between Me And You	172
39	COMMON/The Light	168
38	DA BRAT FTYRESE/What chu Lie	138
37	LI L. BOB WOV/Bounce With Me	138
36	AAL/Why I Don't Wanna	132
35	NEXT/Any	132
34	AWANT/Any First Love	124
33	DESTINY'S CHILD/Jumpin' Jumpin'	124
32	RUFF ENOZ/No More	124
31	JAGGED EDGE/Let's Get Married	124
30	DORELL JONES/Where I Wanna Be	116
29	LI L. BOB WOV/Bounce With Me	116
28	PHILLY'S MOST WANTED/Cross The Border	116
27	YOLANDA ADAMS/Open My Heart	112
26	LI L. BOB WOV/Bounce With Me	104
25	NEXT/Any	104
24	RUFF ENOZ/No More	104
23	BEENIE MAN/Girls Dem Sugar	104
22	BOYZ II ME/Pass You By	104
21	AAL/Why I Don't Wanna	80
20	LI L. BOB WOV/Bounce With Me	80
19	DESTINY'S CHILD/Independent Women...	72

MARKET #10
WYVE/Washington, DC
Radio One
(301) 305-1111
Huckaby/Lisa
12+ Cum 648,888

PLAYS

PL	ARTIST/TITLE	01 (889)
47	MYSTIKAL/Shahe Ya Ass	1714
46	DESTINY'S CHILD/Jumpin' Jumpin'	1652
45	DA BRAT FTYRESE/What chu Lie	1624
44	TONI BRAXTON/Just Be A Man...	15548
43	JOE/Just Her Life	15210
42	YOLANDA ADAMS/Open My Heart	15210
41	COMMON/The Light	12506
40	DAVE HOLLISTER/One Woman Man	10816
39	JARULE F.C. MIL/IAN/Between Me And You	9802
38	ERIKAH BAUDOU/Bag Lady	9844
37	WYCLEF JEAN/911	774
36	NEXT/Any	878
35	LI L. BOB WOV/Bounce With Me	812
34	LI L. BOB WOV/Bounce With Me	812
33	MYA/Case Of The Ex.	812
32	RUFF ENOZ/No More	774
31	KELLY PRICE/You Should've...	746
30	JAY-Z/FEMMES.../Hey Papi	746
29	LI L. BOB WOV/Bounce With Me	708
28	BEENIE MAN/Girls Dem Sugar	6750
27	AWANT/Any First Love	6422
26	LUCY PEARL/Don't Mess With Me	6204
25	MOBB DEEP/Out Storm	5746
24	LI L. BOB WOV/Bounce With Me	5746
23	AAL/Why I Don't Wanna	5408
22	AWANT/Any First Love	5408
21	SHYNE F.B. LEVY/Bad Boyz	5408
20	JAY-Z/FEMMES.../Hey Papi	5408
19	WHITNEY HOUSTON/Just Be A Man...	5070

MARKET #11
WTTA/Atlanta
Radio One
(404) 765-9750
Johnson/Cameron/Debraux
12+ Cum 354,888

PLAYS

PL	ARTIST/TITLE	01 (889)
48	MYSTIKAL/Shahe Ya Ass	9900
47	DAVE HOLLISTER/One Woman Man	9900
46	CARURDEN/Down For My R's	9702
45	BIG TYMERS/911 Shunna	9702
44	AWANT/Any First Love	9306
43	JAY-Z/FEMMES.../Hey Papi	8712
42	LI L. BOB WOV/Bounce With Me	8514
41	SHYNE F.B. LEVY/Bad Boyz	8514
40	SISSO/Incomplete	8514
39	MUSIQ/Just Friends	8316
38	COMMON/The Light	8118
37	LI L	



WALT LOVE
babylove@rronline.com

Gettin' It Done

More with WDAS' Joe 'Butterball' Tamburro

This week we complete our interview with WDAS-AM & FM/Philadelphia Station Manager Joe "Butterball" Tamburro. Last week Tamburro spoke about his duties as Station Manager and how 36 years of service at the station have prepared him for this position. Now the conversation moves to his continued passion for programming a successful Urban radio station.

The station is the product that Tamburro is responsible for, and as we all know, if there's no product, there's nothing to sell. "Our music, our personalities, our promotions, our involvement in the community with the people and our overall presentation are key," Tamburro said. "As long as we have that correct, we can go from there, and the salespeople can take it as they've always done. I have to say how blessed I am, because GMs have to deal with sales, but in this position, that's already taken care of for me.

"Yes, I have to understand what's happening in that area, and I have to be supportive of all sales efforts, but I don't have to concentrate on every aspect of it. My duties aren't really that different from before, other than that there are a lot more people coming at me who've never came at me before, all wanting answers. But I've had a lot of time over the last 36 years to rehearse those answers.

"I have to tell you that I've had the same answers thrown at me over the years, but I'm always respectful of each individual I have to interact with. I have a job that I have to do, I'm doing it the best that I can, and they have to understand that, as I've had to understand it about others throughout my career."

Celebrating The Big Five-Oh

Here the conversation switched to Unity Day and the upcoming 50th-anniversary celebration of WDAS. "We had a great Unity Day, and we're about to begin our 50th year serving the African-American community of Philadelphia," Tamburro said. "We've been serving that community in every way. Our big celebration kicked off Saturday, Sept. 9.

"Our Unity Day was the biggest we've ever had. God was definitely shining on us, and he blessed us that weekend in a fantastic way. It was magnificent, the largest crowd I've ever seen turn out for us. It swelled beyond the six or seven blocks that we normally encompass. If you look at the pictures, you know how long the event area is. Well, this year it just got wider in size because of the number of people who came out to enjoy the music, the food, the cultural exhibits and all of the different activities.

"One of the highlights of this year's Unity Day was Patti LaBelle. She hit the stage at 6:30pm and didn't come off until 8:20pm. She gave this city an incredible show, and she left the city on a very high spiritual note by singing three gospel songs that touched everybody's hearts, which is why we're out there every year doing this event. We want to touch the hearts of

the people of this community — everybody: blacks, whites, Latinos, Asians, Native Americans and others. Patti did it, and she left them giving each other high fives and shouting God's praises."

I asked Tamburro what the three songs were. "Who's on the Lord's Side" came first, and then she went into "You Are My Friend" and finished with "What a Friend We Have in Jesus," he replied. "It was off the hook. People in this city are still buzzing about her performance and her choice of songs. She's not a gospel artist, but she has sung gospel all of her life. I had chills after that performance. She left the people the right way. They needed to go home after that. In the middle of her show she brought Teena Marie out, and they sang together. People loved it."

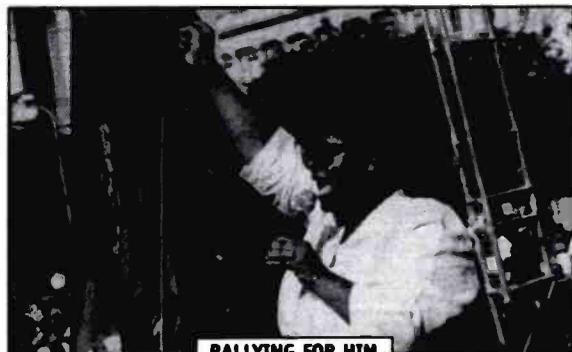
A Successful Day Of Unity

"All that took place at what we called the main stage," Tamburro continued. "Over at the gospel stage we had Kirk Franklin with his contemporary style of gospel, and he did a good job. BET Gospel was also present at the event. Everything was first-class as always, and this was truly one of the best days I've ever been a part of. I have never seen anything better than what I saw a couple of Sundays ago. People left with a commitment to unity, which is what the day is all about. I also have to commend Marie Tolson, who is the Executive Producer of Unity Day, but, on a daily basis, is our Director of Marketing and Promotions."

When asked about the station's 50th anniversary, Tamburro told me, "We're rolling right into that promotion by doing our big voter registration push, which is really ongoing all year. We want to get as many people registered to vote as we possibly can. Our 50th-anniversary kickoff concert will feature Luther Vandross and Boyz II Men.

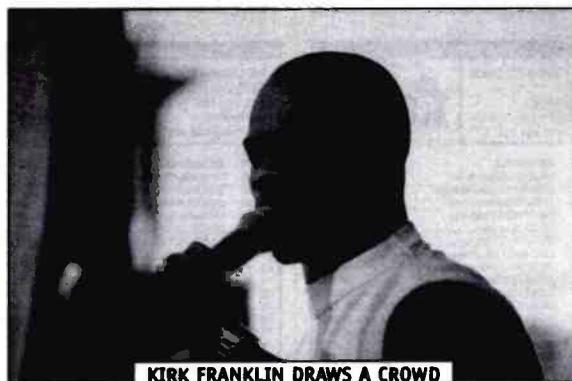
"Somebody asked me if I was going to take a vacation before we start doing all of this, and I said to them, 'Why? This thing is fantastic. I'm just having too much fun with the stations, and I don't want nothin' to break my stride!' To answer your earlier question about what I am responsible for, well, I'm not responsible for the top line, but I am responsible for the bottom line."

What can I say, it's classic Joe "Butterball" Tamburro. Now, check out the Unity Day celebration photos on this page.



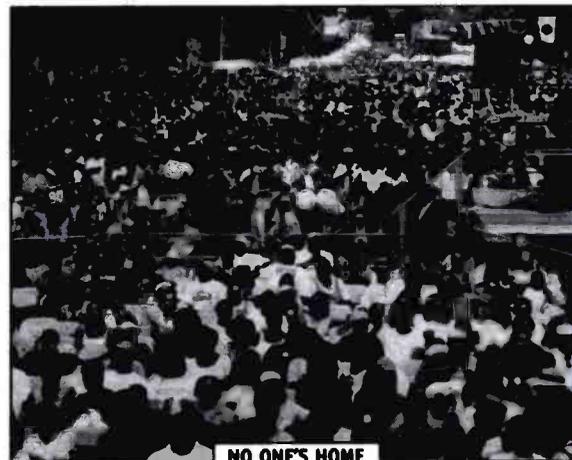
RALLYING FOR HIM

On the gospel stage, recording artist Kim Burrell gave an exhilarating performance.



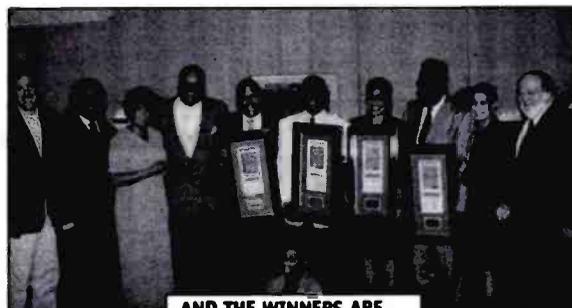
KIRK FRANKLIN DRAWS A CROWD

As he and The One Nation Crew praised God, so did hundreds of thousands of others.



NO ONE'S HOME

This year's Unity Day celebration attracted more people than ever. People came from near and far to merge as one.



AND THE WINNERS ARE...

Some of Philly's elite were among the attendees at the mayoral proclamation and awards presentation at the Wyndham Franklin Plaza Hotel. Pictured here (l-r) are Clear Channel executive Rob Williams; WDAS afternoon host Gary Shepherd; news anchor Fatimah Ali; News & Public Affairs Director Tamlin Henry; award recipients Doug Henderson Jr. (accepting for his late father, Jocko Henderson), Sonny Hill of Sonny Hill League, Christine James Brown of United Way and songwriter/producer/label executive Kenny Gamble; State Rep. and WDAS-AM morning show personality Louise Williams Bishop; and 'DAS Station Manager Joe "Butterball" Tamburro. Pictured in the front is Zachary Tamburro.

URBAN FACT



Since 1993 the amount of money black families spent on computers has doubled each year.

Source: Target Market News, Vanderbilt University, Arbitron, Harris Poll

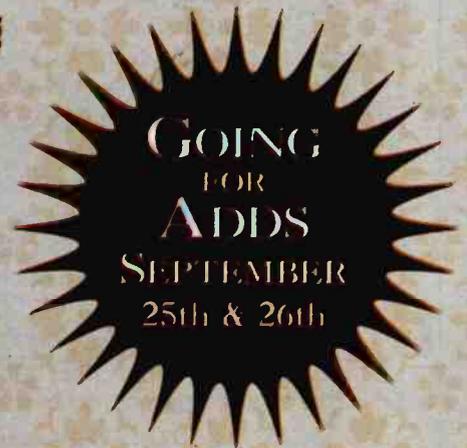
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Katz Urban Dimensions
(212) 424-6496

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Gerald Levert appears courtesy of Elektra Entertainment



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www.bamboozledmusic.com

R&R Urban Top 50

September 22, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (B)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	MYSTIKAL Shake Ya Ass (Jive)	3226	+106	417720	8	79/0
3	2	ERYKAH BADU Bag Lady (Motown)	3026	+117	362512	9	79/0
2	3	TONI BRAXTON Just Be A Man About It (LaFace/Arista)	2702	-335	388201	13	78/0
5	4	LIL BOW WOW Bounce With Me (So So Def/Columbia)	2325	+36	271071	12	74/0
10	5	CHANGING FACES That Other Woman (Atlantic)	2240	+284	224493	6	76/0
7	6	MYA Case Of The Ex (Whatcha...) (University/Interscope)	2240	+23	200166	10	69/0
4	7	COMMON The Light (MCA)	2196	-158	266056	13	75/0
6	8	SISQO Incomplete (Dragon/Def Soul/IDJMG)	2071	-187	314451	17	73/0
8	9	YOLANDA ADAMS Open My Heart (Elektra/EEG)	1929	-83	244217	16	70/4
12	10	CARL THOMAS Summer Rain (Bad Boy/Arista)	1831	+27	207686	9	61/0
11	11	DMX F/SISQO What You Want (Ruff Ryders/IDJMG)	1806	-111	240989	13	64/0
19	12	PROFYLE Liar (Motown)	1764	+237	224670	5	69/1
14	13	BIG TYMERS #1 Stunna (Cash Money/Universal)	1671	-19	179884	8	63/1
9	14	RUFF ENDZ No More (Epic)	1621	-352	237683	16	72/0
18	15	TRINA Pull Over (Slip 'N Slide/Atlantic)	1548	+19	112130	9	59/1
13	16	JOE Treat Her Like A Lady (Jive)	1503	-277	252045	18	69/1
17	17	LIL' ZANE F/112 Callin' Me (Worldwide/Priority)	1497	-54	132250	10	69/1
23	18	JAY-Z F/MEMPHIS BLEEK & AMIL Hey Papi (Def Soul/IDJMG)	1441	+79	172165	6	68/0
22	19	NO QUESTION I Don't Care (Ruffnation/WB)	1433	+49	113262	11	65/3
15	20	BOYZ II MEN Pass You By (Universal)	1403	-198	151961	10	62/0
24	21	LUDACRIS What's Your Fantasy (Def Jam South/IDJMG)	1400	+94	141571	6	58/3
25	22	KELLY PRICE You Should've Told Me (T-Neck/Def Soul/IDJMG)	1373	+98	173959	4	72/0
16	23	KANDI Don't Think I'm Not (So So Def/Columbia)	1366	-218	91580	10	58/0
20	24	DESTINY'S CHILD Jumpin' Jumpin' (Columbia)	1357	-138	191310	16	57/0
33	25	DESTINY'S CHILD Independent Women Pt. 1 (Columbia)	1293	+260	116036	2	70/3
28	26	SHYNE F/BARRINGTON LEVY Bad Boyz (Bad Boy/Arista)	1289	+118	165169	5	61/5
29	27	BEENIE MAN Girls Dem Sugar (Virgin)	1284	+149	144249	5	60/0
21	28	NEXT Wifey (Arista)	1266	-157	219663	20	60/0
Breaker	29	WYCLEF JEAN 911 (Ruffhouse/Columbia)	1254	+441	174714	2	69/4
27	30	LUCY PEARL Don't Mess With My Man (Overbrook/Pookie/Beyond)	1241	+8	147042	5	65/1
Breaker	31	R. KELLY I Wish (Jive)	1237	+903	200575	1	74/74
31	32	JILL SCOTT Gettin' In The Way (Hidden Beach/Epic)	1209	+128	142872	7	63/0
Breaker	33	JA RULE F.C. MILIAN Between Me... (Murder Inc./Def Jam/IDJMG)	1204	+307	151344	2	61/6
32	34	C-MURDER Down For My N's (Tru/No Limit/Priority)	1098	+46	134307	4	47/3
30	35	TAMIA Can't Go For That (Elektra/EEG)	1051	-47	79557	6	61/1
Breaker	36	ABSOLUTE Is It Really Like That (Noontime/Atlantic)	1026	+75	55731	4	55/0
Breaker	37	AVANT My First Love (Magic Johnson/MCA)	1007	+417	151309	1	65/2
39	38	LIBERTY CITY FLA. Who's She Lovin' Now? (Harrell/Jive)	882	+81	72623	3	59/0
44	39	3LW No More (Baby I'ma Do Right) (Epic)	814	+74	62518	2	52/4
35	40	IDEAL Whatever (Noontime/Virgin)	774	-206	114095	19	55/0
41	41	DE LA SOUL Oooh (Tommy Boy)	754	-31	93059	5	50/1
45	42	CAM'RON What Means The World To You (Epic)	748	+12	75776	4	52/4
48	43	CO-ED Roll Wit Me (Universal)	725	+35	53700	3	42/0
40	44	DA BRAT F/TYRESE What'chu Like (So So Def/Columbia)	724	-63	146927	20	46/0
Debut	45	MUSIQ Just Friends (Def Soul/IDJMG)	716	+307	114396	1	62/12
34	46	EMINEM The Way I Am (Aftermath/Interscope)	709	-307	74589	5	47/1
46	47	MARY MARY F/B.B. JAY I Sing (C2/Columbia)	699	-36	59856	4	46/0
26	48	SAMME Crazy Things I Do (Freeworld/Capitol)	696	-542	67680	19	46/0
Debut	49	CHANTE' MOORE Straight Up (Silas/MCA)	598	+342	43838	1	54/4
47	50	LIL' KIM No Matter What They Say (Queen Bee/Undeas/Atlantic)	592	-100	85002	16	53/0

Most Added.

ARTIST TITLE LABEL(S)	ADDS
R. KELLY I Wish (Jive)	74
WHITNEY HOUSTON Fine (Arista)	52
METHRONE Your Body (Clatown/Capitol)	44
LIL' KIM How Many Licks (Queen Bee/Undeas/Atlantic)	42
TANK Freaky (BlackGround/Virgin)	14
MAU MAUS Blak Iz Blak (Motown)	14
MUSIQ Just Friends (Def Soul/IDJMG)	12
NEXT Beauty Queen (Arista)	9
SPARKLE It's A Fact (Motown)	8
JA RULE F.C. MILIAN Between Me... (Murder Inc./Def Jam/IDJMG)	6
LADE BAG One On One (Clatown)	6

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
R. KELLY I Wish (Jive)	+903
WYCLEF JEAN 911 (Ruffhouse/Columbia)	+441
AVANT My First Love (Magic Johnson/MCA)	+417
CHANTE' MOORE Straight Up (Silas/MCA)	+342
MUSIQ Just Friends (Def Soul/IDJMG)	+307
JA RULE F.C. MILIAN Between Me... (Murder Inc./Def Jam/IDJMG)	+307
CHANGING FACES That Other Woman (Atlantic)	+284
SCARFACE It Ain't (Part II) (Rap-A-Lot)	+277
SPARKLE It's A Fact (Motown)	+261
DESTINY'S CHILD Independent Women Pt. 1 (Columbia)	+260

Breakers.

WYCLEF JEAN		
911 (Ruffhouse/Columbia)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1254/441	69/4	29
R. KELLY		
I Wish (Jive)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1237/903	74/74	31
JA RULE F/CHRISTINA MILIAN		
Between Me And You (Murder Inc./Def Jam/IDJMG)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1204/307	61/6	33
ABSOLUTE		
Is It Really Like That (Noontime/Atlantic)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1026/75	55/0	35
AVANT		
My First Love (Magic Johnson/MCA)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1007/417	65/2	3

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



81 Urban reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 9/10-Saturday 9/16. 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.

SCARFACE

"It Ain't (Part II)"

Already on 50 stations

WHTA 14x WEUP 22x WNEZ 18x WJMI 12x WHRK 10x
 KTCX 10x WBLO 29x KMJJ 20x WTMG 11x WJZD 15x
 KRRQ 10x WZHT 13x and many more...

Added This Week @

WTMP WAMO
 WKKV WBLX



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KEITH SWEAT

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I'LL TRADE (A MILLION BUCKS)
with **Lil Mo**

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Executive Producer: Barry Baker for Elektra Records Production
Produced By: Jules Bar The...
Management: Greg Lowley & Andre Thorpe

ALBUM IN STORES

NOVEMBER

www.elektra.com

14

from the upcoming album **DIDN'T SEE ME COMING**

ARTIST BREAKDOWN

ARTIST: **MYSTIKAL**
SONG: **"SHAKE YA ASS"**
LABEL: **JIVE**

Though I was all prepared to break down another artist, this week's subject kind of forced his way to the forefront. While in New York a few weeks ago, I visited a few labels. At one particular label (and it wasn't Jive), I was watching videos with the label rep, and he told me, "That's my jam!" when this particular artist's video came on. A few days later I was at a party. Miller London was anxiously waiting for the DJ to play *his* song, which just happened to be the same song the label rep had claimed a few days earlier.

Now I can't go anywhere without hearing this song on the radio, in nearby cars while stuck in traffic or in clubs (not that I go to clubs very often). What is the phenomenon behind the rapper with the raspy voice and the impassioned request for a particular female to shake her, um... arse? I delve further.

"Shake ya ass, watch ya self/Shake ya ass, show me what you're working with!" yells this lyricist with the distinctive rapping style. Mystikal isn't directing profound statements to a wayward society, nor is he summing up his life's disappointments to either explain his present mental state or magnify the world's own flaws. He's not rapping about drugs, violence or gangs. What this "braided-up pimp" is talking about is the intricate and vigorous manner



in which he will choose which female to exit the club with tonight.

"I came here with the mic in my hand/Don't make me leave here with my foot in your, be cool/And don't worry 'bout how I'm rippin this s**t/This is what I'm flippin when I'm flippin 'cause this just what I do," proclaims Mystikal. With conviction and tenacity in his voice, the lyrical bandit sets the terms from the beginning of the song. Don't question or even attempt to analyze his system. There is a method to his madness.

"You think I'm trickin'? Well I ain't trippin' / I'm buyin' if you got nice curves for your ice berg," proclaims the chocolate, bowlegged one. "Break on here like you're gon' do somethin' to me/I hope this indecent proposal make you do somethin' with me." Mystikal is on the prowl, and if the down-to-earth and funny lyrics don't seize your attention, the hypnotic beat will.

"Do your thang, don't be scurred / Cause you gon' get served / I'ma get mine, and you gon' get yours," raps the lyricist, displaying his encouraging and selfless qualities. And for those females who have come to the club with their man, Mystikal has a little advice: "Break them handcuffs forget your man, move sumthin' / And if he ask you what 'cha doin' say, 'Ooh nuthin.'"

This tune seems to be dedicated to those females who go to clubs and have no shame in their game. Just celebrating and honoring their femininity, my fellow sistas get on the dance floor and let loose. Meanwhile, back at the ranch, dudes are watching, fantasizing and hoping for the chance to scoop up one of the hon-eyes.

Mystikal's "Shake Ya Ass" popularizes perhaps his and other's "survival of the fittest" techniques when it comes to "Who shall it be tonight?" This is a great song (obviously, since it was No. 1 after only seven weeks on the chart — R&R 9/15), which many are able to relate to and vibe with. So I guess I just figured out the magnetism of this song: Just like Next's "Too Close," "Shake Ya Ass" is art imitating life. Peace.

—Tanya O'Quinn
Asst. Urban Editor

IN MY OPINION

with **Blair Braxton**

Lil' D
"2,4,6,8"
(Come Clean Entertainment)

PD — WKGN/Knoxville, TN

This amazing 13-year-old can quite possibly be the next Usher or even the next Michael Jackson. The teen from Chattanooga, TN performed at our eighth annual listener appreciation day, Jammin' in the Park, and impressed me so much that I drove to Chattanooga to see him perform at WJTT (Power 94)/Chattanooga's event! I had never met this young man, let alone heard of him, until he came to our concert. But when I saw him perform, he was off the chain! All the little kids went running to the front to get close to the stage. I haven't seen anyone dance like that since Michael Jackson. This kid performs like he's been doing this forever. He signed more autographs than all of the other artists combined.

"2,4,6,8," Lil' D's debut single from his forthcoming album, *I'm the Answer to the Millennium*, is a good, clean song that programmers can play at any time. But the song that I feel will catapult him to superstardom is "Dream Girl." This song is bigger than he is.

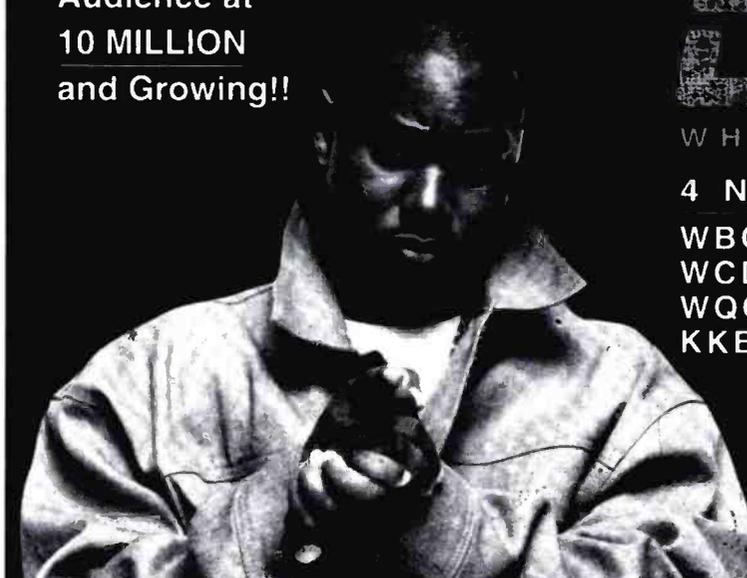
I think radio programmers should not let their opinion stand in the way of deciding which artists to play on their station. Everybody is not going to like every song; every song liked is not going to be a hit. Also, just because an artist isn't signed to a major label doesn't mean his project is whack. Lil' D is a polite and well-versed young man who is on his way to being a superstar. He's got skills to pay the bills.

ADVANCE NOTICE

Giving you fair warning. These are the singles that are going for adds on Tuesday (9/26)

- BOYZ II MEN Thank You In Advance (Universal)
- JOY ENRIQUEZ Tell Me How You Feel (LaFace/Arista)
- GERALD LEVERT Dream With Na Love (Motown)
- PHAT CAT PLAYERS f/SLATER THORPE Those Days (Parlane)
- PRU Candles (Capitol)
- RUFF ENDZ Where Does Love Go From Here (Epic)
- SILKK THE SHOCKER He Did That (No Limit/Priority)
- KEITH SWEAT f/LIL' MO I'll Trade (A Million Bucks) (Elektra/EEG)
- SYGNATURE Rain (Columbia)

Audience at
10 MILLION
and Growing!!



MONITOR RAP CHART 22*

WHAT MEANS THE WORLD TO YOU

4 NEW ADDS!!

- | | | |
|------|----------------|---------------------------|
| WBOT | Boston | ON 66%
OF THE
PANEL |
| WCDX | Richmond | |
| WQOK | Raleigh Durham | |
| KKBT | Los Angeles | |

MONITOR RAP CHART 22*
R&R URBAN 42

ADDED ON MEDIUM ROTATION

Now & Active

SOMETHIN' FOR THE PEOPLE... Ooh Wee (Warner Bros.)
Total Plays: 529, Total Stations: 41, Adds: 2

DONELL JONES This Luv (Untouchables/LaFace/Arista)
Total Plays: 525, Total Stations: 46, Adds: 2

GURU W/ANGIE STONE Keep Your Worries (Virgin)
Total Plays: 468, Total Stations: 44, Adds: 2

BEBE WINANS F/ACKONIGHT & JOE Coming... (Motown)
Total Plays: 462, Total Stations: 34, Adds: 0

SPARKLE It's A Fact (Motown)
Total Plays: 414, Total Stations: 8, Adds: 0

NELLY E.I. (Fo' Reel/Universal)
Total Plays: 414, Total Stations: 8, Adds: 4

RELD MOB Project Dreamz (MCA)
Total Plays: 412, Total Stations: 31, Adds: 1

SCARFACE It Ain't (Part II) (Rap-A-Lot)
Total Plays: 385, Total Stations: 49, Adds: 4

TBA T.E.L.A. (Rap-A-Lot)
Total Plays: 385, Total Stations: 31, Adds: 3

BLACK EYED PEAS Weekends (Interscope)
Total Plays: 377, Total Stations: 35, Adds: 0

F-0 F/MATE DOGG Nah, Nah... (Sick Wid' It/Alive)
Total Plays: 357, Total Stations: 37, Adds: 0

WHITNEY HOUSTON Fine (Arista)
Total Plays: 313, Total Stations: 53, Adds: 52

OUTKAST B.O.B. (LaFace/Arista)
Total Plays: 302, Total Stations: 26, Adds: 1

NEXT Beauty Queen (Arista)
Total Plays: 299, Total Stations: 46, Adds: 9

MONIFAH I Can Tell (Universal)
Total Plays: 238, Total Stations: 30, Adds: 1

RAM-Z F/DRAG-ON Let Me Be The One (TVT)
Total Plays: 231, Total Stations: 27, Adds: 5

SLIM CUTTA-CALHOUN It's OK (Aquemini/EastWest/EEG)
Total Plays: 224, Total Stations: 18, Adds: 2

LIL' KIM How Many Licks (Queen Bee/Undeas/Atlantic)
Total Plays: 221, Total Stations: 44, Adds: 42

BLAQUE As If (Play-Tone/Epic)
Total Plays: 201, Total Stations: 20, Adds: 3

COLE F/QUEEN LATIFAH I Can Do Too (Capitol)
Total Plays: 199, Total Stations: 23, Adds: 3

DEAD PREZ Mind Sex (Loud)
Total Plays: 193, Total Stations: 23, Adds: 2

Songs ranked by total plays

Most Played Recurrents

JAGGED EDGE Let's Get Married (So So Def/Columbia)

AVANT Separated (Magic Johnson/MCA)

NELLY Country Grammar (Fo' Reel/Universal)

DONELL JONES Where I Wanna Be (Untouchables/LaFace/Arista)

LUCY PEARL Dance Tonight (Overbrook/Pookie/Beyond)

CARL THOMAS I Wish (Bad Boy/Arista)

JOE I Wanna Know (Jive)

AALIYAH Try Again (BlackGround/Virgin)

MARY J. BLIGE Your Child (MCA)

TONI BRAXTON He Wasn't Man Enough (LaFace/Arista)

DMX Party Up (Up In Here) (Ruff Ryders/IDJMG)

SISQO Thong Song (Dragon/Def Soul/IDJMG)

AALIYAH I Don't Wanna (BlackGround/Priority)

DONELL JONES U Know What's Up (Untouchables/LaFace/Arista)

MISSY "MISDEMEANOR" ELLIOTT Hot Boyz (EastWest/EEG)

DESTINY'S CHILD Say My Name (Columbia)

JUVENILE Back That Thang Up (Cash Money/Universal)

MONTELL JORDAN Get It On... Tonite (Def Soul/IDJMG)

JAGGED EDGE He Can't Love U (So So Def/Columbia)

Q-TIP Vivrant Thing (Def Jam/IDJMG)

TUNED-IN

URBAN

R&R/MEDIABASE 24/7

WBLO/Louisville
3am

TIMBALAND & MAGOO We At It Again
TRICK DADDY Walkin' Like A Hoe
SNOOP DOGG VEASTSIDAZ Got Beef
SOLE /SHINUWINE It Wasn't Me
NAUGHTY BY NATURE Jamboree
LIL' ZANE /Y12 Callin' Me
JERMAINE DUPRI UNAS... I've Got To Have It
LIL' TROY Wanna Be A Baller
OUTKAST GR Up, Git Out
JUVENILE /MANNY FRESH I Got That Fire
JAY-Z Jigga My N***a
FOXY BROWN Hot Spot
BONE THUGS-N-HARMONY Can't Give It Up
RAM SQUAD Ballers (Up In Here)

11am

504 BOYZ Whodi
YOUNGBLOODZ 85
JT MONEY Who Dat
BLACK ROB /LIL' KIM... Espacio
PASTOR TROY No Mo' Play In G.A.
LOST BOYZ Renee
THREE 6 MAFIA Who Run It
LIL' JON /THE EASTSIDE BOYS I Like Dem
MASTER P How Ya Do Oat
EVE /DRAG-ON Let's Talk About...
DRAMA Double Time...

4pm

YING YANG TWINS Whistle While You Twerk
PUFF DADDY & THE FAMILY All About The Benjamins
YOUNGBLOODZ 85
OL' DIRTY BASTARD Got Your Money
MIRACLE /PASTOR TROY Bounce
PASTOR TROY No Mo' Play In G.A.
GODDIE MOB Cell Therapy
DRAMA Left, Right, Left
LIL' JON /THE EASTSIDE BOYS I Like Dem
JUNIOR MAFIA Player's Anthem
TONY TOUCH The Diaz Bros.
L.O.X. Recognize

8pm

DRAMA Left, Right, Left
DJ CLUE /DMX It's On
L.L. COOL J Imagine That
MASTER P Hot Boyz And Girls
DR. DRE /SNOOP DOGG... Xplosive
METHOD MAN & REDMAN Da Rockwilder
RODNEY-O & JOE COOLEY Everlasting Bass
TRICK DADDY Walkin' Like A Hoe
TRINA Pull Over
JAY-Z Who You Wit
CAM'RON What Means The World To You
YOUNGBLOODZ 85

WBLK/Buffalo
3am

R. KELLY I Wish
WYCLEF JEAN /MARY J. BLIGE 911
GERALD LEVERT Baby U Are
RAM-Z Let Me Be The One
DESTINY'S CHILD Independent Women
MYSTICAL Shake Ya Ass
TRINA Pull Over
AALIYAH Back & Forth
JANET Doesn't Really Matter
KANDI Don't Think I'm Hot
SOMETHIN' FOR THE PEOPLE... Ooh Wee
GURU /ANGIE STONE Keep Ya Worries
DE LA SOUL Oooh

11am

JANET Doesn't Really Matter
CON FUNK SHUN Love's Train
MARY J. BLIGE Your Child
LAURYN HILL Doo Wop (That Thing)
AVANT Separated
IDEAL Whatever
NICOLE Make It Hot
JOE Treat Her Like A Lady
SISQO Thong Song
MARY J. BLIGE Deep Inside
BOYZ II MEN Pass You By

4pm

DMX /SISQO What They Want
TONI BRAXTON Just Be A Man About It
COMMON The Light
MISSY ELLIOTT Hot Boyz
CARL THOMAS I Wish
LUCY PEARL Don't Mess With My Man
KELLY PRICE Friend Of Mine
SHYNE /BARRINGTON LEVY Bad Boy Anthem
YOLANDA ADAMS Open My Heart
DESTINY'S CHILD Say My Name

8pm

COMMON The Light
NEXT Too Close
BIG PUNISHER 100%
KELLY PRICE You Should've Told Me
IDEAL Whatever
JAY-Z /MEMPHIS BLEEK... Hey Papa
OUTKAST B.O.B.
DMX /SISQO What They Want
NAS Street Dreams



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 9/11. © 2000, R&R Inc.

GURU FEATURING ANGIE STONE

"Keep Your Worries"

THE FIRST SONG FROM THE ALBUM

GURU'S JAZZMATAZZ
STREETSOUL

FEATURING GUEST ARTISTS BILAL, CRAIG DAVID, MACY GRAY, HERBIE HANCOCK, ISAAC HAYES, DONELL JONES, KELIS, AMEL LARRIEUX, LES NUBIANS, THE ROOTS, ANGIE STONE AND MORE

Executive Producers: Steve Kopp, Greg Giddens, Inc. Co-executive Producers: Patrick Brown and Andre Harrell. Management: Jorge Soto and Bob L. Garcia for Prostate / Artist Management.
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Stations and their adds listed alphabetically by market

Urban

WAJZ/Albany, NY *
PD: Mike Morgan
MD: Ron Williams
 17 CARLDER Down
 14 R KELLY "Wah"
 4 LIL'KIM "Lids"
 WHITNEY HOUSTON "Fire"

WBLK/Buffalo, NY *
PD/MD: Skip O'Neil
 No Adds

WVTV/Charleston, SC *
PD: Tony Doss
MD: Ron Williams
 25 R KELLY "Wah"
 5 WHITNEY HOUSTON "Fire"
 1 LIL'KIM "Lids"
 MAUMAUUS "Bak"
 METHERONE "Body"

WKDA/Dallas-Ft. Worth, TX *
PD/MD: Skip O'Neil
 23 R KELLY "Wah"
 1 MUSAO "Friends"
 NEXT "Beats"
 CHARITE MOORE "Straight"

WHEZ/Hartford, CT *
PD/MD: Ricky Ricardo
APD: J.J. Facci
 26 R KELLY "Wah"
 4 MAUMAUUS "Bak"
 1 METHERONE "Body"
 WHITNEY HOUSTON "Fire"
 "Lil' Kim 'Lids"
 YOUNG BUCK "Bak"

WQHN/Lansing, MI
PD/MD: Brent Johnson
 10 WHITNEY HOUSTON "Fire"
 10 R KELLY "Wah"
 7 METHERONE "Body"
 SYGNATURE "Rat"
 MAUMAUUS "Bak"

WEDR/Miami, FL *
PD: James Thomas
PD/MD: Cedric Hollywood
 27 R KELLY "Wah"
 18 WHITNEY HOUSTON "Fire"
 2 GURU WANGIE STONE "Worms"
 2 CHARITE MOORE "Straight"
 DESTINY'S CHILD "Women"

WOLV/New York, NY *
PD: Vony Brown
MD: Deanna Womack
 25 R KELLY "Wah"
 14 WHITNEY HOUSTON "Fire"
 2 CHARITE MOORE "Straight"

WTLZ/Saginaw, MI *
PD: Chris Reynolds
MD: Long John
 19 R KELLY "Wah"
 4 METHERONE "Body"
 SHYNE FB LEVY "Boy"
 WHITNEY HOUSTON "Fire"

KBCE/Alexandria, LA
MD: R.J. Pugh
 5 WHITNEY HOUSTON "Fire"
 5 R KELLY "Wah"
 5 TANK "Trasy"
 5 METHERONE "Body"
 5 LIL'KIM "Lids"

WVPE/Charlotte, NC *
PD: Andre Cannon
MD: Nate Dault
 32 R KELLY "Wah"
 15 LIZ ZANE "F112" "Can"
 1 LIL'KIM "Lids"
 MAUMAUUS "Bak"
 METHERONE "Body"

WROU/Dayton, OH *
PD/MD: Hassan Simmons
 9 R KELLY "Wah"
 MUSAO "Friends"

WEUP/Huntsville, AL *
PD/MD: Steve Murray
 1 R KELLY "Wah"

WTTT/Lexington-Fayette, KY *
PD/MD: Tony Fields
MD: James Thomas
MD: Donald Henderson
 MUSAO "Friends"
 WHITNEY HOUSTON "Fire"
 LIL'KIM "Lids"
 METHERONE "Body"

WKYC/Murkreesboro, WI *
PD: Gary Young
MD: Doc Long
 19 R KELLY "Wah"
 9 SHYNE FB LEVY "Boy"
 2 SCARFACE "Ant"
 1 SPARKLE "Fast"
 DAVE HOLLISTER "Woman"
 WHITNEY HOUSTON "Fire"

WOW/Norfolk, VA
MD: Michael Williams
 31 R KELLY "Wah"
 25 WHITNEY HOUSTON "Fire"
 RAM-Z FORAG-ON "Lil"
 LIL'KIM "Lids"

WEAS/Savannah, GA
PD: Sam Hudson
MD: James Thomas
 11 R KELLY "Wah"
 MUSAO "Friends"
 SHYNE FB LEVY "Boy"
 CARLDER Down

KLMM/Tulsa, OK *
PD: Terry Monday
APD: Aaron Barnett
 3 R KELLY "Wah"
 3 SUN "Wah"
 1 METHERONE "Body"
 KANE & ABEL "Shaw"
 COLLEEN LUTERAH "Can"
 TANK "Trasy"
 WHITNEY HOUSTON "Fire"

WHTA/Atlanta, GA *
PD: Darrell Johnson
APD: Ryan Coleman
MD: Raymond O'Leary
 1 NEXT "Beats"
 R KELLY "Wah"
 AVANT "Fast"
 MOTHUGS FLAYZE "Luv"

WJTT/Chattanooga, TN *
PD: Keith Lindner
MD: Magic
 31 R KELLY "Wah"
 11 WHITNEY HOUSTON "Fire"
 6 TANK "Trasy"
 WYCLEF JEAN "B11"
 MAUMAUUS "Bak"
 LADE BAC "On"
 METHERONE "Body"

WDTJ/Detroit, MI *
PD: James Alexander
MD: Nate Dault
MD: Phillip Robinson
 30 R KELLY "Wah"
 METHERONE "Body"
 DESTINY'S CHILD "Women"

WTLC/Indianapolis, IN *
PD: Brian Whitton
MD: Gary Vaughn
 37 LIL'KIM "Lids"
 NEXT "Beats"

KOPR/Minneapolis, MN *
PD/MD: Joe Butler
 4 TANK "Trasy"
 2 METHERONE "Body"
 MAUMAUUS "Bak"

WOLX/Mobile, AL *
MD: Raymond O'Leary
 20 LUDACRIS "Tasty"
 14 R KELLY "Wah"
 METHERONE "Body"
 SCARFACE "Ant"

KYSP/Myrtle Beach, SC *
PD: Barry Monday
MD: Eddie Brown
 5 R KELLY "Wah"
 2 SUN "Wah"
 2 COLLEEN LUTERAH "Can"
 1 WHITNEY HOUSTON "Fire"
 KANE & ABEL "Shaw"
 METHERONE "Body"
 TANK "Trasy"

KDKS/Shreveport, LA
PD/MD: Brian Echols
 10 R KELLY "Wah"
 5 LIL'KIM "Lids"
 5 METHERONE "Body"
 WHITNEY HOUSTON "Fire"

WESE/Tupelo, MS
PD/MD: Pamela Aiken
 DONELL JONES "This"
 METHERONE "Body"
 R KELLY "Wah"
 MUSAO "Friends"

WVVE/Atlanta, GA *
PD: Tony Doss
MD: Tasha Love
 24 R KELLY "Wah"
 22 YOLANDA ADAMS "Open"
 8 DE LA SOUL "Ooh"
 5 JARULE FC MILIAN "Between"
 4 LIL'KIM "Lids"

WJTT/Chattanooga, TN *
PD: Keith Lindner
MD: Magic
 31 R KELLY "Wah"
 11 WHITNEY HOUSTON "Fire"
 6 TANK "Trasy"
 WYCLEF JEAN "B11"
 MAUMAUUS "Bak"
 LADE BAC "On"
 METHERONE "Body"

WJMI/Jackson, MS *
PD/MD: Stan Brown
 7 WHITNEY HOUSTON "Fire"
 7 METHERONE "Body"
 BLAQUE "As"
 R KELLY "Wah"
 LIL'KIM "Lids"
 RAM-Z FORAG-ON "Lil"

KNBT/Los Angeles, CA *
MD: Danny Fuller
 7 CAROL "Wah"
 5 R KELLY "Wah"
 LIL'KIM "Lids"
 LIL'KIM "Lids"

WJWZ/Montgomery, AL
PD/MD: D-Rock
 30 R KELLY "Wah"
 WYCLEF JEAN "B11"

WJWZ/Montgomery, AL
PD: Darryl Elliot
MD: Michael Long
 33 R KELLY "Wah"
 4 TELA "TELA"
 13 PRETTY BOY THUG "Can"
 LIL'KIM "Lids"
 METHERONE "Body"
 WHITNEY HOUSTON "Fire"

WJHM/Orlando, FL *
PD: Russ Allen
MD: Jay Love
 23 JOE "Fast"
 19 R KELLY "Wah"

WPHI/Philadelphia, PA *
PD: Maurice Devo
APD: Lamond Williams
 4 YOLANDA ADAMS "Open"
 3 LIL'KIM "Lids"
 NEXT "Beats"

WKYS/Washington, DC *
VP/Prog.: Steve Huguenot
 15 WHITNEY HOUSTON "Fire"
 14 BIG TIMERS "Stuna"
 4 R KELLY "Wah"

WFXA/Augusta, GA *
PD: Robert Taylor
MD: Yusef Synnove
 36 R KELLY "Wah"
 3 SLUMR CUTTA-CALHOUN "OK"
 WHITNEY HOUSTON "Fire"
 TANK "Trasy"

WJTT/Chattanooga, TN *
PD: Keith Lindner
MD: Magic
 31 R KELLY "Wah"
 11 WHITNEY HOUSTON "Fire"
 6 TANK "Trasy"
 WYCLEF JEAN "B11"
 MAUMAUUS "Bak"
 LADE BAC "On"
 METHERONE "Body"

WJMI/Jackson, MS *
VP/Prog. & Prog.: Michael Beard
APD/MD: Kris Kelley
 10 R KELLY "Wah"
 2 WHITNEY HOUSTON "Fire"
 1 JARULE FC MILIAN "Between"
 METHERONE "Body"
 WYCLEF JEAN "B11"
 DO OR DE "YIP"

KPRN/Kansas City, MO *
PD: Sam Weaver
APD/MD: Myron Fears
 12 R KELLY "Wah"
 10 JARULE FC MILIAN "Between"
 METHERONE "Body"
 WHITNEY HOUSTON "Fire"
 MAUMAUUS "Bak"
 LADE BAC "On"
 NS AVENUE "Never"

WBLD/Louisville, KY *
VP/Prog.: Tony Fields
MD: Gerald Harrison
 4 TELA "TELA"
 GURU WANGIE STONE "Worms"
 DEAD PREZ "Mint"
 SYLVE FINE-SKOP "Style"

WZLW/Montgomery, AL
PD: Darryl Elliot
MD: Michael Long
 33 R KELLY "Wah"
 4 TELA "TELA"
 13 PRETTY BOY THUG "Can"
 LIL'KIM "Lids"
 METHERONE "Body"
 WHITNEY HOUSTON "Fire"

WPHI/Philadelphia, PA *
PD: Maurice Devo
APD: Lamond Williams
 4 YOLANDA ADAMS "Open"
 3 LIL'KIM "Lids"
 NEXT "Beats"

KATZ/St. Louis, MO *
PD: Chuck Atkins
MD: Dejah
 11 R KELLY "Wah"
 2 LIL'KIM "Lids"

WJWS/Wilmington, DE
PD: Tony Coleman
MD: Michael Moore
 RAM-Z FORAG-ON "Lil"
 LIL'KIM "Lids"
 METHERONE "Body"
 OUTCAST "B11"
 WHITNEY HOUSTON "Fire"

WEMZ/Baton Rouge, LA *
PD: Mike Vernon
APD/MD: Adrian Long
 18 R KELLY "Wah"
 9 KANE & ABEL "Shaw"
 2 SONETHAN "/JTRNA" "Can"
 1 WHITNEY HOUSTON "Fire"
 TELA "TELA"
 NEXT "Beats"
 METHERONE "Body"
 LIL'KIM "Lids"
 BIG MO "Man"

WVPE/Charlotte, NC *
PD: Andre Cannon
MD: Nate Dault
 32 R KELLY "Wah"
 17 WHITNEY HOUSTON "Fire"

WJMI/Jackson, MS *
PD/MD: Stan Brown
 7 WHITNEY HOUSTON "Fire"
 7 METHERONE "Body"
 BLAQUE "As"
 R KELLY "Wah"
 LIL'KIM "Lids"
 RAM-Z FORAG-ON "Lil"

KNBT/Los Angeles, CA *
MD: Danny Fuller
 7 CAROL "Wah"
 5 R KELLY "Wah"
 LIL'KIM "Lids"
 LIL'KIM "Lids"

WJWZ/Montgomery, AL
PD/MD: D-Rock
 30 R KELLY "Wah"
 WYCLEF JEAN "B11"

WZLW/Montgomery, AL
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 LIL'KIM "Lids"
 METHERONE "Body"
 OUTCAST "B11"
 WHITNEY HOUSTON "Fire"

WVFX/Augusta, GA *
PD: Robert Taylor
MD: Yusef Synnove
 36 R KELLY "Wah"
 3 SLUMR CUTTA-CALHOUN "OK"
 WHITNEY HOUSTON "Fire"
 TANK "Trasy"

WJTT/Chattanooga, TN *
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MD: Magic
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 WHITNEY HOUSTON "Fire"

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PD: Mike Vernon
APD/MD: Adrian Long
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 9 KANE & ABEL "Shaw"
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PD: Chuck Atkins
MD: Dejah
 11 R KELLY "Wah"
 2 LIL'KIM "Lids"

WJWS/Wilmington, DE
PD: Tony Coleman
MD: Michael Moore
 RAM-Z FORAG-ON "Lil"
 LIL'KIM "Lids"
 METHERONE "Body"
 OUTCAST "B11"
 WHITNEY HOUSTON "Fire"

WVFX/Augusta, GA *
PD: Robert Taylor
MD: Yusef Synnove
 36 R KELLY "Wah"
 3 SLUMR CUTTA-CALHOUN "OK"
 WHITNEY HOUSTON "Fire"
 TANK "Trasy"

WJTT/Chattanooga, TN *
PD: Keith Lindner
MD: Magic
 31 R KELLY "Wah"
 11 WHITNEY HOUSTON "Fire"
 6 TANK "Trasy"
 WYCLEF JEAN "B11"
 MAUMAUUS "Bak"
 LADE BAC "On"
 METHERONE "Body"

WJMI/Jackson, MS *
PD/MD: Stan Brown
 7 WHITNEY HOUSTON "Fire"
 7 METHERONE "Body"
 BLAQUE "As"
 R KELLY "Wah"
 LIL'KIM "Lids"
 RAM-Z FORAG-ON "Lil"

KNBT/Los Angeles, CA *
MD: Danny Fuller
 7 CAROL "Wah"
 5 R KELLY "Wah"
 LIL'KIM "Lids"
 LIL'KIM "Lids"

WJWZ/Montgomery, AL
PD/MD: D-Rock
 30 R KELLY "Wah"
 WYCLEF JEAN "B11"

WZLW/Montgomery, AL
PD: Darryl Elliot
MD: Michael Long
 33 R KELLY "Wah"
 4 TELA "TELA"
 13 PRETTY BOY THUG "Can"
 LIL'KIM "Lids"
 METHERONE "Body"
 WHITNEY HOUSTON "Fire"

WPHI/Philadelphia, PA *
PD: Maurice Devo
APD: Lamond Williams
 4 YOLANDA ADAMS "Open"
 3 LIL'KIM "Lids"
 NEXT "Beats"

KATZ/St. Louis, MO *
PD: Chuck Atkins
MD: Dejah
 11 R KELLY "Wah"
 2 LIL'KIM "Lids"

WJWS/Wilmington, DE
PD: Tony Coleman
MD: Michael Moore
 RAM-Z FORAG-ON "Lil"
 LIL'KIM "Lids"
 METHERONE "Body"
 OUTCAST "B11"
 WHITNEY HOUSTON "Fire"

WVFX/Augusta, GA *
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MD: Magic
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KNBT/Los Angeles, CA *
MD: Danny Fuller
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WJMI/Jackson, MS *
PD/MD: Stan Brown
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 7 METHERONE "Body"
 BLAQUE "As"
 R KELLY "Wah"
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WPHI/Philadelphia, PA *
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 4 YOLANDA ADAMS "Open"
 3 LIL'KIM "Lids"
 NEXT "Beats"

KATZ/St. Louis, MO *

R&R Urban AC Top 30

September 22, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	TONI BRAXTON Just Be A Man About It (LaFace/Arista)	945	+5	138387	14	38/0
2	2	YOLANDA ADAMS Open My Heart (Elektra/EEG)	838	-57	129236	20	39/0
4	3	BOYZ II MEN Pass You By (Universal)	738	+105	109212	10	38/0
3	4	JOE Treat Her Like A Lady (Jive)	674	+8	183231	16	36/0
6	5	KEVON EDMONDS Love Will Be Waiting (RCA)	606	+99	73867	7	37/1
7	6	BEBE WINANS F/MCKNIGHT & JOE Coming Back Home (Motown)	588	+93	76218	8	33/0
5	7	GERALD LEVERT Baby U Are (EastWest/EEG)	514	-47	63972	14	39/0
8	8	DONELL JONES Where I Wanna Be (Untouchables/LaFace/Arista)	494	+5	98470	25	29/0
11	9	CARL THOMAS Summer Rain (Bad Boy/Arista)	492	+79	79413	9	25/1
9	10	SISQO Incomplete (Dragon/Def Soul/IDJMG)	477	+52	97965	12	27/1
14	11	ERYKAH BADU Bag Lady (Motown)	456	+86	94751	6	31/1
10	12	RACHELLE FERRELL Satisfied (Capitol)	439	+19	39573	7	30/0
13	13	NORMAN BROWN F/VESTA Rain (Warner Bros.)	414	+39	47942	9	31/0
Breaker	14	CHARLIE WILSON Without You (Major Hits)	398	+89	40515	4	33/3
15	15	LV Woman's Gotta Have It (Loud)	360	+2	38202	13	25/0
Breaker	16	JILL SCOTT Gettin' In The Way (Hidden Beach/Epic)	356	+59	50386	5	29/3
12	17	WHITNEY HOUSTON & DEBORAH COX Same Script... (Arista)	341	-59	40012	20	26/0
19	18	AL JARREAU Just To Be Loved (GRP/VMG)	326	+29	24565	6	26/3
20	19	RUFF ENDZ No More (Epic)	307	+16	72418	11	17/0
23	20	TEMPTATIONS Selfish Reasons (Motown)	304	+38	30117	3	28/1
25	21	PHIL PERRY Keep Me In The Dark... (Peak/Private/Windham Hill)	262	+23	23332	2	29/2
24	22	BONEY JAMES & RICK BRAUN Grazin' In The Grass (Warner Bros.)	258	+18	14031	5	20/0
16	23	KELLY PRICE As We Lay (Def Soul/IDJMG)	245	-98	27371	16	28/0
Debut	24	AVANT My First Love (Magic Johnson/MCA)	232	+126	36756	1	23/1
22	25	NEXT Wifey (Arista)	227	-49	65495	6	11/0
29	26	AVANT Separated (Magic Johnson/MCA)	210	+23	55770	19	18/0
28	27	WILL DOWNING F/CHANTE' MOORE When You Need Me (Motown)	207	-10	18762	14	21/0
Debut	28	MARY MARY F/B.B. JAY I Sings (C2/Columbia)	198	+34	25192	1	18/0
Debut	29	TAMIA Can't Go For That (Elektra/EEG)	196	+28	26885	1	18/0
30	30	KELLY PRICE You Should've Told Me (T-Neck/Def Soul/IDJMG)	195	+24	39644	2	7/1

Most Added

ARTIST TITLE LABEL(S)	ADDS
PATTI LABELLE Call Me Gone (MCA)	26
WHITNEY HOUSTON Fine (Arista)	20
R. KELLY I Wish (Jive)	14
CHANGING FACES That Other Woman (Atlantic)	5
VICTOR FIELDS On The Beach (Regina)	5
JONATHAN BUTLER Another Way (N-Coded)	4
LATANYA Why You Acting Shady (TVT)	4
CHARLIE WILSON Without You (Major Hits)	3
JILL SCOTT Gettin' In The Way (Hidden Beach/Epic)	3
AL JARREAU Just To Be Loved (GRP/VMG)	3
PROFYLE Liar (Motown)	3
CHANTE' MOORE Straight Up (Silas/MCA)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
AVANT My First Love (Magic Johnson/MCA)	+126
BOYZ II MEN Pass You By (Universal)	+105
KEVON EDMONDS Love Will Be Waiting (RCA)	+99
BEBE WINANS F/MCKNIGHT & JOE Coming... (Motown)	+93
CHARLIE WILSON Without You (Major Hits)	+89
ERYKAH BADU Bag Lady (Motown)	+86
PATTI LABELLE Call Me Gone (MCA)	+86
CARL THOMAS Summer Rain (Bad Boy/Arista)	+79
WHITNEY HOUSTON Fine (Arista)	+61
JILL SCOTT Gettin' In The Way (Hidden Beach/Epic)	+58

Breakers

ARTIST TITLE LABEL(S)	TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
CHARLIE WILSON Without You (Major Hits)	398/89	33/3	19
JILL SCOTT Gettin' In The Way (Hidden Beach/Epic)	356/59	29/3	17

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.

39 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 9/10-Saturday 9/16. 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

STEPHEN SIMMONDS I Can't Do That (Priority)
Total Plays: 157, Total Stations: 20, Adds: 1

JOHNNIE TAYLOR Soul Heaven (Malaco)
Total Plays: 131, Total Stations: 4, Adds: 1

LUCY PEARL Don't Mess With My Man (Overbrook/Pookie/Beyond)
Total Plays: 126, Total Stations: 8, Adds: 0

LIBERTY CITY FLA. Who's She Lovin' Now? (Harrell/Jive)
Total Plays: 120, Total Stations: 11, Adds: 1

PATTI LABELLE Call Me Gone (MCA)
Total Plays: 115, Total Stations: 28, Adds: 26

PROFYLE Liar (Motown)
Total Plays: 111, Total Stations: 10, Adds: 3

WHITNEY HOUSTON Fine (Arista)
Total Plays: 107, Total Stations: 20, Adds: 20

CHANGING FACES That Other Woman (Atlantic)
Total Plays: 103, Total Stations: 16, Adds: 5

DONELL JONES This Luv (Untouchables/LaFace/Arista)
Total Plays: 103, Total Stations: 14, Adds: 2

JANET Doesn't Really Matter (Def Soul/IDJMG)
Total Plays: 99, Total Stations: 8, Adds: 0

JEFFREY OSBORNE Creepin' (Private Music/Windham Hill)
Total Plays: 99, Total Stations: 6, Adds: 0

NO QUESTION I Don't Care (Ruffnation/WB)
Total Plays: 96, Total Stations: 7, Adds: 0

WALTER BEASLEY Won't You Let Me Love You (Shanachie)
Total Plays: 94, Total Stations: 15, Adds: 1

Songs ranked by total plays

AL JARREAU

URBAN AC CHART 18

NEW THIS WEEK:

WVAZ/Chicago

WMMJ/Washington, D.C.

WLVH/Savannah, GA

ALREADY ON:

WILD, WHUR, WDAS, WQMG, WALR, WCFB, WBAV, WMCS, WMXD, WYLD, KQXL, KOKY, KMJM, KMJK, KDKO, KJLH

ALSO HEARD ON:

WHQT, WSOL, WFXC, WZAK, KJMS, WBHK, KMJM, KRNB



100% Passion - 100% Patti!

Patti LaBelle

call me gone

The First Single from the New Album
When A Woman Loves
In Stores October 24th

All Tracks Written by Award-Winning
Songwriter Diane Warren

**#1 MOST ADDED
AT URBAN AC!!**

Single Produced by Jimmy Jam & Terry Lewis
for Flyte Tyme Productions, Inc.
Co-Produced by "Big Jim" Wright
Management: Gookie Inc.,
Stacey Holte / Paz Inc., L. Armstead Edwards

www.pattilabelle.com www.mcarecords.com

Added Out Of The Box @ 26 Stations:

WRKS	KJLH	WVAZ	WDAS	KRNB	KJMS	KOKY	WFLM	WLVH
WMXD	WDMK	WILD	WHUR	WMCS	WSOL	WMGL	WKXI	WAGH
KMJQ	KMJK	KMJM	WZAK	WBAV	KQXL	WLXC	WRBV	

MCA
RECORDS
A DIVISION OF
MCA
ENTERTAINMENT

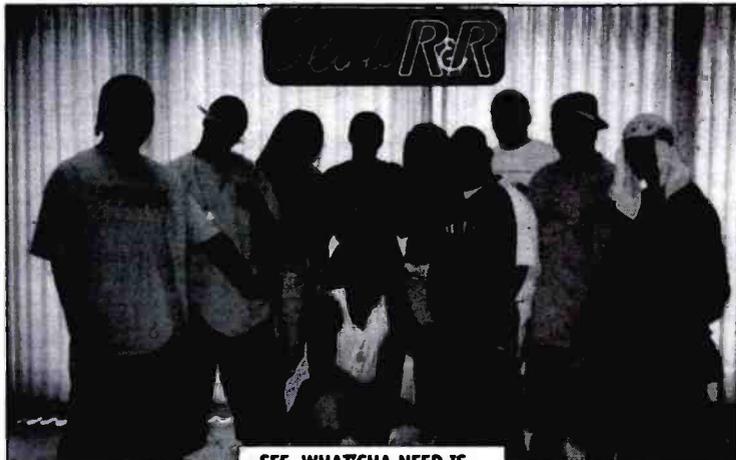
Most Played Recurrents

CARL THOMAS I Wish (Bad Boy/Arista)
MARY MARY Shackles (Praise You) (C2/Columbia)
KEVON EDMONDS No Love (I'm Not Used To) (RCA)
ANGIE STONE No More Rain (In This Cloud) (Arista)
JOE I Wanna Know (Jive)
KEVON EDMONDS 24/7 (RCA)
MAXWELL Fortunate (Rock Land/Interscope/Columbia)
ERIC BENET Spend My Life With You (Warner Bros.)
DONELL JONES U Know What's Up (Untouchables/LaFace/Arista)
TEMPTATIONS I'm Here (Motown)
BRIAN MCKNIGHT Back At One (Motown)
D'ANGELO Untitled (How Does It Feel?) (Cheeba Sound/Virgin)
CASE Happily Ever After (Def Jam/IDJMG)
TONI BRAXTON He Wasn't Man Enough (LaFace/Arista)
GERALD LEVERT Mr. Too Damn Good (EastWest/EEG)
JESSE POWELL You (Silas/MCA)
ERIC BENET When You Think Of Me (Warner Bros.)
PHAT CAT PLAYERS F/COCO BROWN Sundress (Parlane)
TYRESE Sweet Lady (RCA)
DEBORAH COX Nobody's Supposed To Be Here (Arista)

URBAN AC

Going For Adds 9/2000

GERALD LEVERT Dream With No Love (Motown)
 PRU Candles (Capitol)
 RUFF ENDZ Where Does Love Go From Here (Epic)



SEE, WHAT'CHA NEED IS...

two dope female lyricists, exclaims Asst. Urban Editor Tanya O'Quinn to Roc-A-Fella's Damon Dash (center, kneeling). Trying to impress Dash with the MC skills they learned in Catholic School, O'Quinn and Asst. CHR Editor Renee Bell auditioned for him when he and Def Jam's Motti Schulman (3rd from right) brought by some of the Roc-A-Fella crew, including DJ Clue (fourth from left) and Beanie Sigel (second from right). Dash said the duo had potential and to call him. One thing, he didn't leave a number. Does anybody have a number on Dash?

TUNED-IN URBAN AC

R&R/MEDIABASE 24/7

WFXC/Raleigh

3am

TEMPTATIONS Treat Her Like A Lady
 NEW BIRTH It's Been A Long Time
 W. HOUSTON & D. COX Same Script...
 GROVER WASHINGTON Just The Two Of Us
 UNCLE SAM I Don't Ever Want...
 TEDDY PENDERGRASS Turn Off The Lights
 YOLANDA ADAMS Open My Heart
 STAPLE SINGERS Let's Do It Again
 ATLANTIC STARR Circles
 LAURYN HILL Ex-Factor
 AFTER 7 Ready Or Not
 S.D.S. BAND Take Your Time
 KEVON EDMONDS No Love

11am

LISA STANSFIELD All Around The World
 BOYZ II MEN Pass You By
 PARLIAMENT Flashlight
 CHERYL LYNN Encore
 DONELL JONES Where I Wanna Be
 MICHAEL JACKSON Remember The Time
 MAXWELL Luxury: Cococure
 RUFUS W/CHAKA KHAN Ain't Nobody
 YARBROUGH & PEOPLES Don't Stop The Music
 MARY MARY Shackles (Praise You)
 COMMODORES Zoom
 JOE All The Things

4pm

D-TRAIN Something's On Your Mind
 MAXWELL Sumthin' Sumthin'
 SOUNDS OF BLACKNESS Optimistic
 WHITNEY HOUSTON Fine
 BOBBY BROWN Rock Wit'cha
 CAMEO Sparkle
 MARY MARY Shackles (Praise You)
 ISLEY BROTHERS Harvest For The World
 LOOSE ENDS Slow Down
 AVANT (KIKI) My First Love
 RUFUS Sweet Thing

8pm

AFTER 7 Ready Or Not
 TEDDY PENDERGRASS Turn Off The Lights
 KEITH WASHINGTON Kissing You
 BLUE MAGIC Sideshow
 LISA FISCHER How Can I Ease The Pain
 TEMPTATIONS How Could He Hurt You
 GERALD LEVERT Baby U Are
 ARETHA FRANKLIN Something He Can Feel
 KELLY PRICE As We Lay
 MARVIN GAYE Let's Get It On
 TONI BRAXTON Love Shoulda Brought You Home
 LUTHER VANDROSS I'm Only Human

WHUR 96.3 WHUR/Washington

3am

RACHELLE FERRELL Satisfied
 D. HATHAWAY & R. FLACK The Closer I Get To You
 J.T. TAYLOR How
 REGINA BELLE Baby Come To Me
 STEVIE WONDER That Girl
 KEVON EDMONDS Love Will Be Waiting
 CHAKA KHAN End Of A Love Affair
 GEORGE BENSON Kisses In The Moonlight
 LUTHER INGRAM (If Lovin' You Is Wrong) I...

11am

SPUR OF THE MOMENT In My Corner
 MAYSA Got To Be Strong
 EARTH, WIND & FIRE Love's Holiday
 KYLE EASTWOOD Why Can't We Live Together
 KEVON EDMONDS Love Will Be Waiting
 ANGELA BOFILL I'm On Your Side
 CARL THOMAS I Wish
 ERYKAH BADU Bag Lady

4pm

LV A Woman's Gotta Have It
 BEBE WINANS (B. MCKNIGHT & JOE) Coming Back...
 STEVIE WONDER As
 JILL SCOTT Love Rain
 SADE By Your Side
 MARVIN GAYE What's Going On
 JUANITA DAILY Love Hurts
 W. HOUSTON & D. COX Same Script...
 TEMPTATIONS Treat Her Like A Lady

8pm

FREDDIE JACKSON Rock Me Tonight...
 PRINCE How Come You Don't Call Me...
 MINNIE RIPPERTON Baby This Love I Have
 PHIL PERRY Keep Me In The Dark Tonight
 RAY, GOODMAN & BROWN Inside Of You
 RALPH TRESVANT Do What I Gotta Do
 O'BRYAN You And I
 ISLEY BROTHERS At Your Best (You Are Love)
 STARPOINT Am I Still The One
 METHRONE Loving Each Other 4 Life
 LEVERT Pop, Pop, Pop Goes My Mind



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Monday 9/11. © 2000, R&R Inc



LON HELTON
lhelton@rronline.com

The 2000 CMA Broadcast Winners

These are the folks you'll see on CBS-TV during the Country Music Association awards show on Wednesday, October 4, picking up their trophies for Station and Personality of the Year. Here's a glimpse of who they are and what they've done to achieve this career highlight.

MAJOR MARKET STATION OF THE YEAR



Owner: Jefferson-Pilot
VP/GM: Bob Call
GSM: Steve Price
OM/PD: John St. John
MD: Tad Svendsen



John St. John

- ▶ **Airstaff:** (beginning with mornings; years at station in parentheses) Sandy Travis (11), Kelly Ford (8), Jonathan Wilde (2) and producer Melissa Bunting (2); Tad Svendsen (9); Paul Donovan (5); R.J. Bones (1); John St. John voicetracks overnights. Weekends: Dallas Kincaid, Chris Sargent, Dakota Westin, Garret Doll.
- ▶ **Slogans/Positioning Statements:** "Today's Continuous Country"
- ▶ **Frequency/Power:** 98.5/100kw
- ▶ **Country Sign-On Date:** July 1998
- ▶ **Ratings:** (Arbitron, last five books; 12+ share and market rank, followed by 25-54 share and market rank; T=tie)
12+: 7.6 (1), 7.4 (1), 6.9 (3), 7.6 (1), 6.0 (T4)
25-54: 8.2 (2), 7.4 (3), 7.4 (3), 8.1 (2), 6.8 (2)
- ▶ **VP/GM Bob Call:** "I am so excited for our station and staff. Being the first major-market CMA station of the year in the new millennium is an unbelievable honor, particularly in light of the outstanding competition in the category. If ever there was a team effort, this is it."

Continued on Page 128

LARGE MARKET STATION OF THE YEAR



WFMS/Indianapolis

Owner: Susquehanna Radio Corp.
GM: Charlie Morgan
GSM: Jim McConville
PD: Bob Richards
MD: J.D. Cannon



Bob Richards

- ▶ **Airstaff:** (beginning with mornings, years at station in parentheses) Jim Denny (10), Trapper John Morris (5) and Deborah Honeycutt (6); Vicki Murphy (7) (John, Deborah and Vicki joined WFMS from Country sister WGRL last January); C.K. Webb (6); J.D. Cannon (21); Darren Tandy (7); Terry Fullen (15); Mimi Pearce, traffic (13).
- ▶ **Slogans/Positioning Statements:** "Today's Hot Country on the Country Station"
- ▶ **Frequency/Power:** 95.5/50kw
- ▶ **Country Sign-On Date:** August 1976
- ▶ **Ratings:** (Arbitron, last five books; 12+ share and market rank, followed by 25-54 share and market rank) WFMS has ranked No. 1 12+ for the last five books.
12+: 12.7, 10.8, 11.5, 13.8, 10.7
25-54: 13.5 (1), 10.6 (2), 11.3 (1), 14.1 (1), 11.1 (2)
- ▶ **Other Awards/Honors:**
 - 1997 CMA Large Market Station of the Year
 - J.D. Cannon, CMA Large Market Personality of the Year, 1998
 - *Indianapolis Star* 1999 Reader's Poll "Best of the Best" award for morning show, station and most memorable radio moment
 - 1999 United Way Casper Award for community service
- ▶ **VP/GM Charlie Morgan:** "When you add up all of the years this airstaff has invested in the history and heritage of WFMS, it's easy to see why the relationship with the listener is so strong. But this staff — from the jocks to the promotions people to the sales staff to the front office — does not rest on past accomplishments. It is their commitment and dedication to daily making this one of America's great radio stations that truly makes us a winner."

MEDIUM MARKET STATION OF THE YEAR



Owner: Dick Broadcasting (Soon to be Citadel)
VP/GM: Bobby Denton
GSM: Ed Brantley
OM/PD: Mike Hammond
MD: Colleen Adair



Mike Hammond

- ▶ **Airstaff:** (beginning with mornings, years at station in parentheses) Andy Ritchie & Alison West (3) with Jimmy Holt (1), Ed Rupp (25), Channing Smith (18) and Jeff Jacoby (1), Colleen Adair (10), Gunner (3) and David Foulk (8), Kim Kavanaw (2), Terry Womack (33 — yes, 33 — years). Weekends: Ben Butler (1), John Crooks (3), Hoss Jordan (5), Brother John Knowles (1), Tom Miller (3), Tim Sheehan (2) and Joe Stutler (1).
- ▶ **Slogans/Positioning Statements:** "Today's New Country and the All-Time Country Legends"
- ▶ **Frequency/Power:** 107.7/100kw
- ▶ **Country Sign-On Date:** 1964
- ▶ **Ratings:** (Arbitron, last five books; 12+ share and market rank, followed by 25-54 share and market rank) WVK was No. 1 for the last five books in both 12+ and 25-54.
12+: 21.6, 21.9, 23.6, 21.2, 19.5
25-54: 21.7, 23.2, 21.4, 22.4, 19.7
- ▶ **Other Awards/Honors:**
 - CMA Medium Market Station of the Year, 1987, 1999

Continued on Page 128

SMALL MARKET STATION OF THE YEAR



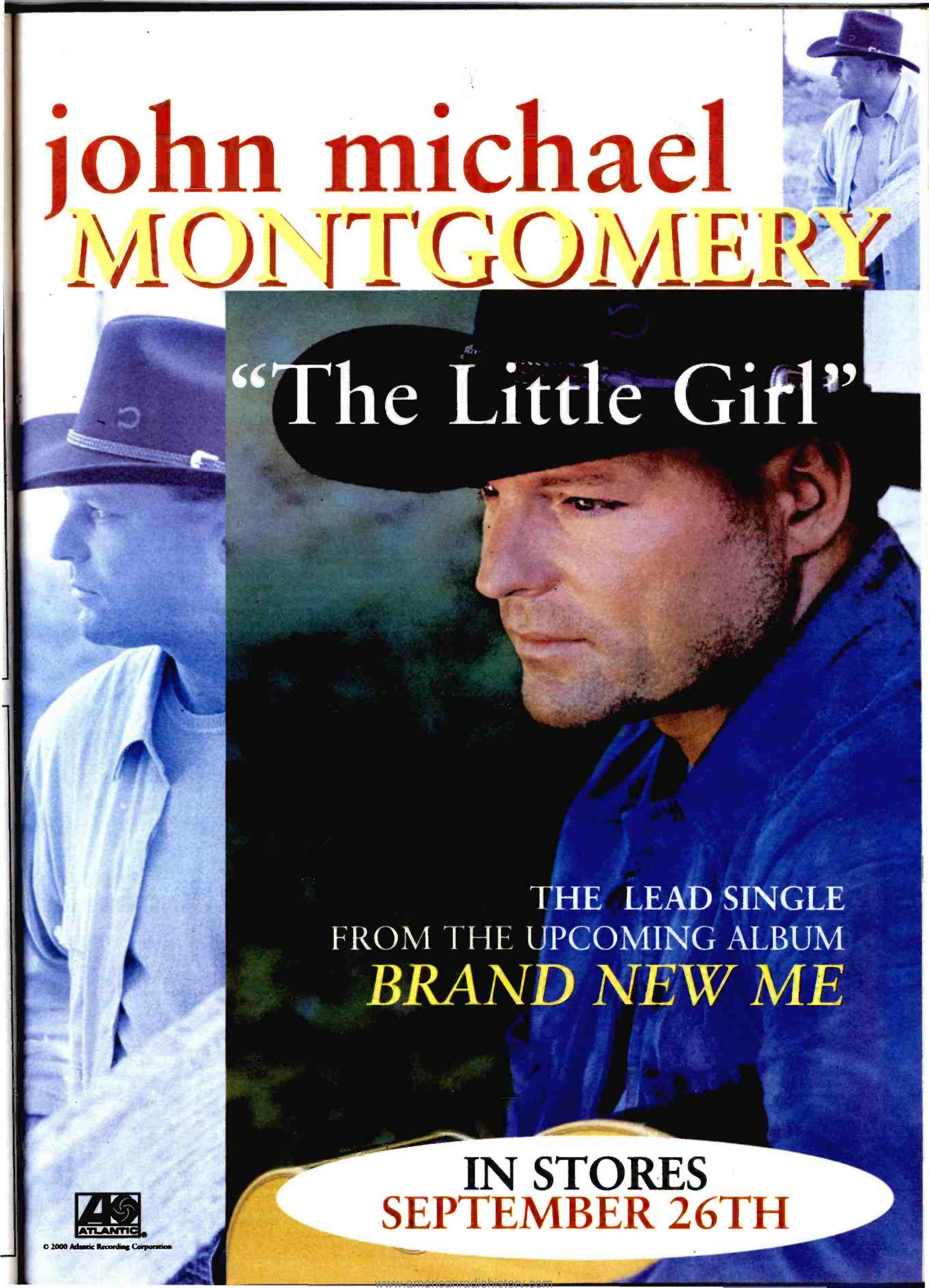
WUSY/Chattanooga, TN

Owner: Clear Channel Communications
VP/GM: Sammy George
GSM: Charles Sells
OM/PD: Clay Hunnicutt
MD: Bill "Dexter" Poindexter



Clay Hunnicutt

- ▶ **Airstaff:** (beginning with mornings, years at station in parentheses) Bearman (12) and Ken Hicks (15), Lynn Sharpe (2), David Earl Hughes (10) and Dexter (6), Big Zak Evans (2) and Brandy (8).
- ▶ **Slogans/Positioning Statements:** "Chattanooga's Hot Country Favorite, US-101"
- ▶ **Frequency/Power:** 100.7/100kw
- ▶ **Country Sign-On Date:** May 1983
- ▶ **Ratings:** (Arbitron, last five books; 12+ share and market rank, followed by 25-54 share and market rank) WUSY was No. 1 for the last five books in both 12+ and 25-54.
12+: 18.2, 21.6, 19.3, 19.0, 21.2
25-54: 17.8, 21.4, 19.0, 18.4, 20.8
- ▶ **Other Awards/Honors:**
 - CMA Radio Station of the Year, 1995, 1996, 1997, 1998 and 1999
 - R&R Small Market Radio Station of the Year, 1998
 - NAB Crystal Award, 1998
 - Gavin Radio Station of the Year, 1999
 - David Hughes, 1994 CMA Medium Market Personality of the Year.
 - David Hughes and Dexter, 1999 CMA Small Market Personalities of the Year
 - Lynn Sharpe, 2000 CMA Small Market Personality of the Year
 - Dexter, 1999 *Billboard* MD of the Year
- ▶ **VP/GM Sammy George:** "It's one of the most rewarding experiences of my professional career to be a part of US-101. It's still fun to be in the halls among a group of energized and creative professional broadcasters. I'm delighted that they've been recognized by the CMA for the sixth year in a row."



john michael MONTGOMERY

“The Little Girl”

THE LEAD SINGLE
FROM THE UPCOMING ALBUM
BRAND NEW ME

IN STORES
SEPTEMBER 26TH



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MAJOR MARKET PERSONALITY OF THE YEAR

Danny Wright, WGAR/Cleveland



Danny Wright

- ▶ **Personal:** Born in Kalamazoo, MI, "back in the dark ages." Engaged to Christie. Sons Aaron, Josh and Adam.
- ▶ **First Radio Job:** Weekends at KRKO-AM/Everett, WA. "I had been touring the USA and Canada in various rock bands. When the last band fell apart in Seattle, I saw a sign for a broadcast school and, to make the proverbial long story short, signed up. A few months later I was on the air."
- ▶ **Radio History:** KRKO/Everett, WA; KRLC/Lewiston, ID; KDZA/Pueblo, CO; KCBO/San Diego; KROY/Sacramento; KMJK/Portland, OR; KJR/Seattle; KNBQ/Seattle; WRKS/Boston; WGCL/Cleveland; WRQX/Washington; KBEO/Kansas City; WGCL/Cleveland; WWWW/Cleveland; Power 108/Cleveland; WKDD/Akron; WQMX/Akron; and WGAR/Cleveland.
- ▶ **On-Air Team:** Carmen Angelo, News; Mike Bailey, Traffic.
- ▶ **On-Air Philosophy:** "I consider myself the owner of a small business. That business is open from 2-7pm, and the listeners are my customers. I want them to return, so customer service is important. Even when they're difficult or hostile, I treat each customer the best I can with my limited time. I also do my best to use the power of that microphone for good. More than giving away tickets or goofing around, I try to find worthwhile projects to get behind or even initiate. WGAR is great about getting behind my sometimes off-the-wall causes, and Country is the perfect format for community involvement. Also, young talent should never assume those above them somehow lucked out — it's hard work to do major-market radio. And it never ends."
- ▶ **Something About You That Would Surprise Our Readers:** "I like to write. Books, poems, short stories. I've optioned three film scripts and constantly write. I just recorded demos on four songs I wrote and hope to market them."
- ▶ **Hobbies:** "Riding my motorcycle. Reading — especially inspirational books, Eastern philosophy studies. Growing my relationship with Christie in every way."
- ▶ **Best Radio Memory:** "Sounds self-serving, but being named Major Market CHR jock by *Billboard* in 1983 and Major Market Personality by the CRS in 2000. And now the CMAs."

Continued on Page 128

LARGE MARKET PERSONALITY OF THE YEAR

Angie Ward, WTQR/Greensboro-Winston Salem



Angie Ward

- ▶ **Personal:** Angie was born in San Diego, CA on June 6, 1968 and is single.
- ▶ **First Radio Job:** WEGL/Auburn University, Promotions Department. "When a sportscaster didn't show up for a shift, someone literally pushed me into the studio, put headphones on my head and said, 'Read this when I point to you!' I ended up doing play-by-play for Auburn University baseball (home of Frank Thomas!)."
- ▶ **Radio History:** WEGL/Auburn, AL; WZLM/Alexander City, AL;
- ▶ **WMIX/Opelika, AL; WSTH/Columbus, GA; WNEU/High Point, NC; WTQR/Greensboro, NC.**
- ▶ **On-Air Philosophy:** "You can't please all of the people, all of the time. So try to please most of them most of the time — and just keep smiling."
- ▶ **Something About You That Would Surprise Our Readers:** "I like Metallica!"
- ▶ **Hobbies:** "Showing horses, volunteering for charity work, reading and writing."
- ▶ **Best Radio Memory:** "The day someone actually said they wanted to pay me to be on the radio. I would have done it for nothing."
- ▶ **Worst Radio Memory:** "Leaving my first station."
- ▶ **Short-Term Goal:** "To win the CMA award. Scratch that one off the list!"
- ▶ **Long-Term Goal:** "To make everyone I meet smile."
- ▶ **Favorite Songs:** "At last," "Amazing Grace" and "I Know How the River Feels."
- ▶ **Fantasy Job:** "Flower delivery."
- ▶ **Four People I'd Invite To A Fantasy Dinner:** "Elvis, George Strait, my Grandpa Dison and Bobby Labonte (just don't tell his wife)."
- ▶ **People I'd Like To Thank:** "First of all, I want to thank God for everything. Wow! Thank you to my parents, Marvin and Audrey Ward. I wouldn't be the 'personality' I am without all of the life experiences we shared and the things you taught me. To Amanda, thanks for always being there for your 'Big Sis.' I am proud of you. To all of my family — I love you, and now you have to admit, going to Auburn University paid off. To Tim, thank you for showing me so many new things in life and for being my best friend.
"To Len Shackelford, thanks for taking a chance and giving me my first real airshift. To Jaye Albright, you gave 'Kitty' the advice to stay in radio, and I'm so glad I listened to you.
"To everyone involved in the country music industry, it is such an honor to work in this business. I thank you for the work you do that keeps it alive.
"Thank you to all of my listeners for keeping me company every day. Paul Franklin, you are my favorite PD. Thank you for all of your guidance and your friendship. Jim, Tom, Tim, Rich, JB, Tara and Susan, thanks for gearing me up for the CMA.
"To my co-workers at Clear Channel/Greensboro, thank you for allowing me to be part of a great family, especially the airstaff of 104.1 WTQR. You all are the best."

MEDIUM MARKET PERSONALITY OF THE YEAR

Sean & Richie, WGNA/Albany, NY



Sean McMaster Richie Phillips

- ▶ **Personal:** Sean McMaster was born in New Brunswick, NJ and raised in Gloversville, NY. Married to Sue for 11 years. They have two children — Ryan (6) and Andrew (2). Richie Phillips was born in Riverhead, NY on April 24, 1953. Married to Dorrie for 15 years. They are parents of Ben, age 9.
- ▶ **First Radio Job:** SM: 1988, WKOL/Amsterdam, NY. "I was just out of broadcast school, doing overnights alone in a very old, dusty, smelly, cold Victorian house that was rumored to be haunted! I think it was for minimum wage. Man, those were the days. (Sady, I mean that.)" RP: WTRY/Albany, NY, 1988. "I was playing in a piano bar (Mark Russel-style political satire) and sending in these songs to the station. PD 'Uncle Fred' Horton liked what he heard and hired me for PM drive. After three months I moved to morning drive."
- ▶ **Radio History:** SM: WKOL/Amsterdam, NY; WFLY/Albany; WGY-FM/Albany; KBBC/Lake Havasu City, AZ; KLUK/Bullhead City, NV; KWAZ/Bullhead City, NV; WPYX/Albany; and WGNA/Albany. RP: WTRY/Albany, 1988; WGNA/Albany, 1988-present.
- ▶ **On-Air Team:** Scott Reardon, producer; Rick Robinson, news; Lisa Riley, traffic; Bob Kovachick (of Albany's Newschannel 13), weather.
- ▶ **On-Air Philosophy:** SM: "When I was working in Lake Havasu, AZ, I was fortunate enough to go to dinner with Rick Dees and some of his 'entourage.' He said to me, 'If you just talk on the air like you're talking to me right now, you'll be great.' So, my advice to fellow air personalities would be to try to talk on the air like you're me having dinner with Rick Dees. Really, just be yourself. If that doesn't work, find a talented guy like Richie Phillips and ride his coattails all the way to the bank!" RP: "I've finally learned that the best on-air talent act the same way on the air as they do off. Although you must be mindful of your audience, you also have to be true to your own personality. People will see through you if you try to be the 'shock-jock du jour' just because you think it's popular."
- ▶ **Something About You That Would Surprise Our Readers:** SM: "I was gonna say, 'I'm actually a man,' but I thought that was too easy, so I asked Richie what would surprise you about me, and he said, 'Despite what you've led us all to believe, you're a nice guy.' But I thought no one would buy that, so I asked Scott. I think he said it best when he said, 'How completely and utterly egotistical and self-centered you are.' Man, he's gonna crack 'em up down at the unemployment line!" RP: "My grandmother's brothers were the creators of Popeye and Betty Boop cartoons (the Fleischers). Another great surprise: I was cut out of the inheritance."

Continued on Page 128

SMALL MARKET PERSONALITY OF THE YEAR

Lynn Sharpe, WUSY/Chattanooga



Lynn Sharpe

- ▶ **Personal:** Born August 16 in Charleston, SC. "Single and looking."
- ▶ **First Radio Job:** WNST/Charleston, SC. "I started in sales and hated it. I begged to be put on the air."
- ▶ **Radio History:** WNST/Charleston, SC, WUSY/Chattanooga, TN.
- ▶ **On-Air Team:** Charlotte Canady, news; Bill Race of News Channel 9, weather.
- ▶ **On-Air Philosophy:** "Be yourself and have fun."
- ▶ **Something About You That Would Surprise Our Readers:** "I've been in radio only three years."
- ▶ **Hobbies:** "Watching WWF, NASCAR and pulling for the USC Gamecocks."
- ▶ **Best Radio Memory:** "Having Travis Tritt on my show for an hour."
- ▶ **Worst Radio Memory:** "My first boss in radio. My first time on the air as part of a morning show I did traffic reports. My PD, who was the co-host, used to critique every break I did as soon as soon as we turned off the mike. Yucky memory!"
- ▶ **Short-Term Goal:** "To remember my acceptance speech at the CMA Awards. And to continue to learn and grow in the wonderful world of Country radio."
- ▶ **Long-Term Goal:** "Find a date, get married and have children. This has been my long-term goal for a long time."
- ▶ **Favorite Songs:** "All These Years," Sawyer Brown; "All You Zombies," The Hooters."
- ▶ **Fantasy Job:** "Jeff Gordon's rear-tire changer. Seriously, a NASCAR TV commentator."
- ▶ **Four People I Would Invite To A Fantasy Dinner:** Jeff Gordon, The Rock, Brad Paisley and Chris Gaines.
- ▶ **People I'd Like To Thank:** "Sammy George, Clay Hunnicutt, the US-101 Staff, my family and friends."



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KYGO/Denver



Continued from Page 124

John St. John's leadership has been second to none. Garret Doll, our Promotions Manager, did an outstanding job this past year building on our community relationships. This is really an honor for not only our airstaff, but sales, promotions, our technical department and administrative staff as well. These are all the departments and people who have shown great pride in our radio station and a willingness to be the best. As in all great stations, the pace is set at the top. Clarke Brown, President of Jefferson-Pilot Radio, provides the patience and encouragement to be the best, and that guidance filters down. Winning the CMA Station of the Year award this year is a gratifying way to celebrate our 20th year in the format!"

WIVK/Knoxville



Continued from Page 124

- Mike Hammond, CMA PD of the Year, 1987; 1980 Tennessee AP Broadcast Journalist of the Year
- Andy & Alison, CMA Medium Market Personalities of the Year, 1999; CRB Personalities of the Year, 2000
- Edward R. Murrow Award for News Excellence, 1998
- Finalist, NAB Marconi Awards for Medium Market Station of the Year and Country Station of the Year

► **VP/GM Bobby Denton:** "It's cliché, but it's true: People make the difference. Mike Hammond and his staff continue to set the standard of excellence in Knoxville through their hard work and dedication. It is an honor for me to be associated with the great staff of WIVK. Every person on the staff is important to the success of our organization, and each one is very proud of this accomplishment. WIVK has proudly played country music for 36 years, and we have never been more committed to the format and the artists than we are now. I feel the best days of WIVK and country music are ahead."



Blue Hat/Bellamy Brothers recording artists The Bellamy Brothers recently dropped by the Jones Radio Network's Denver studios to cut a commemorative cake to celebrate that 100 affiliates have signed to JRN's Classic Hit Country format. On hand for the occasion (l-r) are JRN Vice President/GM Phil Barry; CHC OM Lew Jones; on-air staffers Mark McColl, C.J. Gregory and Marty Montell; and the Bellamy Brothers (wearing hats).



Chely Wright's album, *Single White Female*, has recently become her first album to be certified Gold. Pictured at a party hosted by BMI Nashville to celebrate this feat are (l-r) MCA Nashville's Tony Brown, BMI's Roger Sovine, BudRo Productions' Norro Wilson, Wright, BudRo Productions' Buddy Cannon and MCA Nashville's Bruce Hinton.

Danny Wright, WGAR/Cleveland

Continued from Page 126

All of these milestones represent a huge amount of work and the culmination of years of dreams and hopes."

- **Worst Radio Memory:** "Being a part of more than one station where what went on behind closed doors was unethical, even illegal. Never again."
- **Short-Term Goal:** "To dedicate our Victims of Crime Garden in Berea, OH in October. I was tired of hearing about criminals, and not the victims, so I started an on-air effort that took off. Wonderful support from generous listeners has made this a reality. Next up is a way to honor neglected Ohio inventor Garrett Morgan."
- **Long-Term Goal:** "Marry Christie (maybe short-term!). Sell a screenplay. To live up to listener's expectations."
- **Favorite Songs:** "Do It Again,' Beach Boys; 'Going Down,' Jeff Beck; 'What Mattered Most,' Ty Herndon; 'No Time to Kill,' Clint Black; 'Little Rock,' Collin Raye; 'Secret of Life,' Faith Hill; 'Unconditional,' Clay Davidson. Anything by Hendrix, Stevie Ray Vaughn, Sonny Landreth, Tim McGraw, Clint Black — and a million more."
- **Fantasy Job:** "Guitar god — I want to be Keith Urban in my next life!"
- **Four People I'd Invite to a Fantasy Dinner:** "The Dalai Lama, Mother Teresa, Ghandi and Christie (my soul sweetie — she'd never forgive me if she missed this dinner)."
- **People I'd Like To Thank:** "Wolfman Jack for the inspiration to be a true 'personality.' Ichabod Caine of KMPS/Seattle for friendship when I needed it and inspiration. A whole bunch of guys for showing me, by being jerks, what not to do if I valued my integrity. And I need to thank the entire staff of WGAR for six great years. It truly is a different kind of station. I've been lucky to have three wonderful WGAR PDs who let me be me — Denny Nugent, Clay Hunnicutt (better known as 'Claaayy' or 'Ed') and Meg Stevens."

Sean & Richie, WGNA/Albany, NY

Continued from Page 126

- **Hobbies:** **SM:** "I love to go to dinner with my wife, and I love movies." **RP:** "Music, thinking about music, reading about music, parodying music, radio, thinking about radio, reading about music on radio — I'm a workaholic, OK?"
- **Best Radio Memory:** **SM:** "Well, I can't limit it to one, but I would say some of the people I've worked with through the years." **RP:** "Doing a song parody my first year on radio that got such a huge response that we started selling the cassette single at remotes. I was thrilled. We sold more than 100 of them in a day! (OK, Weird Al, you can stop laughing if you're reading this.)"
- **Worst Radio Memory:** "Well, I can't limit it to one, but I would say some of the people I've worked with through the years." **RP:** "It was my first day on the air, and after the weatherman did his report, I insisted on him staying on the line so I could ask him a follow-up question. I didn't realize that his report was prerecorded on cart!"
- **Short-Term Goal:** **SM:** "Keep trying to create the best morning show we can, maybe some syndication." **RP:** "Keep working with Sean, Rick and Scott. Anyone who does morning radio knows you're only as good as the folks who surround you, and they are the best."
- **Long-Term Goal:** **SM:** "I've always dreamed of voicing a Disney cartoon or announcing at the Academy Awards." **RP:** "Hey, I'm almost 50 years old now. Just controlling my bladder for 10 more years would be a major milestone."
- **Favorite Songs:** **SM:** "Jungleland,' Bruce Springsteen; 'Scenes From an Italian Restaurant,' Billy Joel; 'Attitude Adjustment,' Hank Williams Jr.; and 'The River,' Garth Brooks." **RP:** "Elton John's 'Your Song.' That is the song that literally got me passionate about playing the piano. I used to play the song at half-speed to learn every single solitary note."
- **Fantasy Job:** **SM:** "Bartender or psychologist." **RP:** "I've always wanted to own a deli. God knows why, but it's true."
- **Four People I'd Invite To A Fantasy Dinner:** **SM:** "Depends on the kind of 'fantasy' we're talkin' 'bout here. But, just for interesting dinner conversation I'd say Howard Stern, Stephen King, Bruce Springsteen and my wife ('cause Richie's taking his, and, as I already mentioned, I love going to dinner with my wife)." **RP:** "Elton John, Billy Joel, Martina McBride and my wife (we never get out much)."
- **People I'd Like To Thank:** "First, my wife, Sue. She's put up with so much for me to chase my dreams. My children for giving me inspiration. My mom, who has been sickeningly supportive of me. My family and my best friends since childhood, Dave, Jeff and Rich. From the show, the best people in the world to work with: Richie, my partner and friend; Scott, my producer and friend; Lisa, the traffic goddess and friend; and Rick, the best newsguy and my (older) friend. From my radio past: Todd Pettengill, Rick Dees, Steve Speck, Rusty Walker and Fred Horton for their guidance. From my radio present: Buzz Brindle, for putting me with Richie and his continued support; Dick Stark, the best promotional director in the northeast; Bill Early, Lou Roberts, Kevin Richards (also a finalist for this award) and Mike Snyder for carrying the radio station and not getting the credit they deserve. Robert Ausfeld, the best GM in the world. And Regent broadcasting for signing the incredibly lucrative and generous contract they are about to sign." **RP:** "Fred Horton (now at WBEE Rochester) for giving me the first opportunity to put a mic in my mouth, and WGNA PD Buzz Brindle for pairing Sean and I. We are as polar opposite as two individuals can possibly be, personality-wise, but Buzz had the vision to capitalize on that. To Sean, for helping take our show to a level where we can actually compete and win such a prestigious award as the CMA's. Also, a major thank you to my family for putting up with my nightly whining about having to go to bed so damn early. I'd also like to thank R&R for having such a slow news week that they would choose to fill the publication with my comments."

keith urban

YOUR EVERYTHING

*I'd like to extend
my sincere thanks
to everyone in country radio
for believing in
"Your Everything."
It's a beautiful day
when a song strikes a chord
not only in us, but also
in the hearts of our listeners.
That's what this is all about.*

*God bless you all
and thank you.*

Keith

On Your Desk Now
BUT FOR THE GRACE OF GOD
the follow-up to his Top-5 hit



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Artist interview bites!

Custom liners from Jeff!

**Jeff counts down each
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"The show is entertaining and
everybody knows who he is.
Nothing against part-time
weekend talent, but I prefer
the entertaining famous guy."

-Tim Murphy, WSM Nashville

"It's a great show! Who wouldn't
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of your air staff!"

-Dean James, KSCS Dallas

"Most countdown hosts are just
another nice voice, Foxworthy is
a personality. The show is full of
entertainment as well as
information. It is interactive and,
of course, funny. You might be
a redneck if you're running
anything else!"

-Greg Mozingo, WGKX Memphis

"I put Foxworthy on the air
from a tip from Keith Montgomery
in San Antonio and the show has
exceeded my wildest
expectations!"

-Doug Montgomery, WBCT Grand Rapids

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KSCS
Dallas

WKHX
Atlanta

KKBQ
Houston

WSM
Nashville

WDAF
Kansas City

WMIL
Milwaukee

WCOL
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WBCT
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September 22, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS TW	TOTAL PLAYS TW	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	JO DEE MESSINA That's The Way (Curb)	27073	5342	614196	19	149/0
2	2	SHEDAISY I Will...But (Lyric Street)	24819	4970	558758	24	147/0
7	3	AARON TIPPIN Kiss This (Lyric Street)	22229	4449	499664	17	147/2
9	4	FAITH HILL W/TIM MCGRAW Let's Make... (Warner Bros./Curb)	21541	4254	489575	25	148/0
8	5	TOBY KEITH Country Comes To Town (DreamWorks)	21537	4317	482749	19	148/0
10	6	GEORGE STRAIT Go On (MCA)	21044	4105	483317	10	149/1
5	7	KEITH URBAN Your Everything (Capitol)	20647	4148	460902	30	145/0
3	8	ALAN JACKSON It Must Be Love (Arista/RLG)	20431	3950	471946	21	148/0
6	9	JOE DIFFIE It's Always Somethin' (Epic)	20362	4205	439305	30	146/0
13	10	JOHN MICHAEL MONTGOMERY The Little Girl (Atlantic)	19679	3837	456429	7	148/2
12	11	LEANN RIMES I Need You (Sparrow/Curb/Capitol)	18087	3660	401931	23	141/1
15	12	TRAVIS TRITT Best Of Intentions (Columbia)	17765	3488	404847	13	148/1
14	13	VINCE GILL Feels Like Love (MCA)	17181	3380	393115	18	141/0
17	14	PHIL VASSAR Just Another Day In Paradise (Arista/RLG)	15222	3062	338637	16	139/4
16	15	MARTINA MCBRIDE There You Are (RCA/RLG)	15142	3008	342304	18	144/1
19	16	BRAD PAISLEY We Danced (Arista/RLG)	13151	2609	297830	13	134/5
18	17	TRACY LAWRENCE Lonely (Atlantic)	13140	2672	289541	17	133/0
23	18	DIXIE CHICKS Without You (Monument)	12397	2396	290479	5	139/13
22	19	SARA EVANS Born To Fly (RCA/RLG)	11577	2271	266065	13	127/7
20	20	WARREN BROS. F/SARA EVANS That's The Beat... (BNA/RLG)	11532	2386	250692	25	131/0
21	21	STEVE HOLY Blue Moon (Curb)	10215	2077	223788	23	134/0
26	22	KENNY CHESNEY I Lost It (BNA/RLG)	10044	2004	224606	7	130/12
25	23	PATTY LOVELESS That's The Kind Of Mood I'm In (Epic)	9797	1967	216253	17	126/6
24	24	STEVE WARINER W/GARTH BROOKS Katie Wants A... (Capitol)	9663	1930	218352	11	124/8
27	25	SHANIA TWAIN I'm Holdin' On To Love... (Mercury)	9417	1855	212588	9	107/8
28	26	BILLY RAY CYRUS You Won't Be Lonely Now (Monument)	8365	1640	190980	12	119/6
34	27	TIM MCGRAW My Next Thirty Years (Curb)	8047	1561	187706	5	126/31
30	28	TERRI CLARK A Little Gasoline (Mercury)	7712	1567	169433	10	117/4
29	29	CLINT BLACK Love She Can't Live Without (RCA/RLG)	7452	1516	166947	15	109/0
31	30	CHAD BROCK The Visit (Warner Bros.)	5871	1201	127846	7	100/5
32	31	CLAY DAVIDSON I Can't Lie To Me (Virgin)	5862	1181	127515	9	98/7
Breaker	32	CHRIS CAGLE My Love Goes On And On (Virgin)	5470	1114	120224	8	99/11
35	33	KENNY ROGERS He Will, She Knows (Dreamcatcher)	4700	943	104604	13	88/2
Breaker	33	CLARK FAMILY EXPERIENCE (Meanwhile) Back At... (Curb)	4429	848	101621	4	95/11
37	35	JAMIE O'NEAL There Is No Arizona (Mercury)	3850	774	85586	6	76/3
42	36	REBA MCENTIRE We're So Good Together (MCA)	3417	670	76832	3	71/17
38	37	TRACE ADKINS I'm Gonna Love You Anyway (Capitol)	2816	620	55430	6	62/3
40	38	SONS OF THE DESERT Everybody's Gotta Grow Up... (MCA)	2532	528	55795	7	60/4
41	39	TRACY BYRD Take Me With You When You Go (RCA/RLG)	2252	459	49166	4	43/0
50	40	RASCAL FLATTS This Everyday Love (Lyric Street)	2026	397	46356	2	56/25
Debut	41	LONESTAR Tell Her (BNA/RLG)	1980	370	48297	1	53/34
39	42	CRAIG MORGAN Paradise (Atlantic)	1862	375	41153	14	47/0
44	43	SHANE MCANALLY Run Away (Curb)	1735	332	40167	8	45/0
46	44	NEAL MCCOY Every Man For Himself (Giant)	1557	331	32783	3	52/12
48	45	RICOCHET She's Gone (Columbia)	1524	307	33515	5	37/0
45	46	COLLIN RAYE W/BOBBIE EAKES Tired Of Loving This Way (Epic)	1470	312	30922	9	38/0
Debut	47	ERIC HEATHERLY Swimming In Champagne (Mercury)	1403	311	27571	1	43/10
47	48	CLAY WALKER Once In A Lifetime Love (Giant)	1244	280	24480	5	31/0
49	49	JOHN RICH I Pray For You (BNA/RLG)	1191	234	26464	6	39/0
Debut	50	TAMMY COCHRAN So What (Epic)	1120	228	23635	1	34/7

Most Added

ARTIST TITLE LABEL(S)	ADDS
LONESTAR Tell Her (BNA/RLG)	34
TIM MCGRAW My Next Thirty Years (Curb)	31
RASCAL FLATTS This Everyday Love (Lyric Street)	25
MARK WILLIS I Want To Know (Everything...) (Mercury)	20
REBA MCENTIRE We're So Good Together (MCA)	17
CAROLYN DAWN JOHNSON Georgia (Arista/RLG)	17
DIXIE CHICKS Without You (Monument)	13
KENNY CHESNEY I Lost It (BNA/RLG)	12
NEAL MCCOY Every Man For Himself (Giant)	12
GARY ALLAN Right Where I Need To Be (MCA)	12
MARSHALL DYLLON Live It Up (Dreamcatcher)	12
JOHN ANDERSON Nobody's Got It All (Epic)	12

Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
TIM MCGRAW My Next Thirty Years (Curb)	+3367
DIXIE CHICKS Without You (Monument)	+2715
JOHN MICHAEL MONTGOMERY The Little Girl (Atlantic)	+2233
KENNY CHESNEY I Lost It (BNA/RLG)	+1902
PHIL VASSAR Just Another Day In Paradise (Arista/RLG)	+1541
SHANIA TWAIN I'm Holdin' On To Love... (Mercury)	+1530
AARON TIPPIN Kiss This (Lyric Street)	+1425
SARA EVANS Born To Fly (RCA/RLG)	+1412
TRAVIS TRITT Best Of Intentions (Columbia)	+1384
REBA MCENTIRE We're So Good Together (MCA)	+1123
CLARK FAMILY EXPERIENCE (Meanwhile)... (Curb)	+1001
LONESTAR Tell Her (BNA/RLG)	+970
PATTY LOVELESS That's The Kind Of Mood... (Epic)	+967
F. HILL W/T. MCGRAW Let's Make... (Warner Bros./Curb)	+922
RASCAL FLATTS This Everyday Love (Lyric Street)	+920

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TIM MCGRAW My Next Thirty Years (Curb)	+648
DIXIE CHICKS Without You (Monument)	+574
JOHN MICHAEL MONTGOMERY The Little Girl (Atlantic)	+458
KENNY CHESNEY I Lost It (BNA/RLG)	+363
AARON TIPPIN Kiss This (Lyric Street)	+336
PHIL VASSAR Just Another Day In Paradise (Arista/RLG)	+296
SHANIA TWAIN I'm Holdin' On To Love... (Mercury)	+285
TRAVIS TRITT Best Of Intentions (Columbia)	+277
SARA EVANS Born To Fly (RCA/RLG)	+260
REBA MCENTIRE We're So Good Together (MCA)	+230

Breakers.

CHRIS CAGLE

My Love Goes On And On (Virgin)
66% of our reporters on it (99 stations)
11 Adds • Moves 33-32

CLARK FAMILY EXPERIENCE

(Meanwhile) Back At... (Curb)
64% of our reporters on it (95 stations)
11 Adds • Moves 36-34

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.

149 Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total points for the airplay week of Sunday 9/10-Saturday 9/16. 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.

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R&R Country Indicator™

September 22, 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 I'm Gonna Love... (Capitol)	13/2	396	130	0	0	0	0	10	3
GARY ALLAN Right Where I Need To Be (MCA)	4/2	160	53	0	0	0	0	3	1
JOHN ANDERSON Nobody's Got It All (Epic)	2/2	30	12	0	0	0	0	1	1
CLINT BLACK Love She Can't... (RCA/RLG)	34/1	1784	564	0	0	1	13	15	5
CHAD BROCK The Visit (Warner Bros.)	32/0	1438	457	0	0	1	5	20	6
TRACY BYRD Take Me With You... (RCA/RLG)	10/1	264	82	0	0	0	0	5	5
CHRIS CAGLE My Love Goes On... (Virgin)	28/1	982	323	0	0	0	3	14	11
KENNY CHESNEY I Lost It (BNA/RLG)	37/2	1945	612	0	0	1	12	19	5
CLARK FAMILY... (Meanwhile) Back... (Curb)	21/3	828	261	0	0	0	4	11	6
TERRI CLARK A Little Gasoline (Mercury)	31/1	1493	467	0	0	1	7	21	2
ANITA COCHRAN You With Me (Warner Bros.)	1/0	20	7	0	0	0	0	0	1
BILLY RAY CYRUS You Won't Be... (Monument)	33/4	1582	498	0	0	2	8	16	7
CLAY DAVIDSON I Can't Lie To Me (Virgin)	30/3	1229	386	0	0	0	4	19	7
JOE DIFFIE It's Always Somethin' (Epic)	31/0	3437	1083	1	6	19	2	3	0
DIXIE CHICKS Without You (Monument)	36/1	2242	703	0	1	0	18	15	2
MARSHALL DYLLON Live It Up (DreamCatcher)	1/1	31	10	0	0	0	0	1	0
SARA EVANS Born To Fly (RCA/RLG)	35/1	2217	701	0	1	1	19	12	2
VINCE GILL Feels Like Love (MCA)	37/0	3015	950	0	2	6	26	3	0
ANDY GRIGGS Waitin' On Sundown (RCA/RLG)	1/0	17	5	0	0	0	0	0	1
ERIC HEATHERLY Swimming In... (Mercury)	4/1	107	35	0	0	0	0	3	1
FAITH HILL/TIM MCGRAW Let's... (Warner Bros.)	36/0	3370	1071	1	3	15	13	3	1
STEVE HOLY Blue Moon (Curb)	27/0	1499	476	0	0	0	11	15	1
REBECCA LYNN HOWARD I Don't Paint... (MCA)	3/0	85	28	0	0	0	0	2	1
SONYA ISAACS Barefoot In... (Lyric Street)	1/0	19	5	0	0	0	0	0	1
ALAN JACKSON It Must Be Love (Arista/RLG)	29/0	2621	824	1	1	14	6	7	0
CAROLYN DAWN JOHNSON Georgia (Arista/RLG)	7/4	195	68	0	0	0	1	3	3
JOLIE & THE WANTED I Would (DreamWorks)	9/2	172	55	0	0	0	0	3	6
TOBY KEITH Country Comes To Town (DreamWorks)	37/0	4041	1264	1	5	24	5	2	0
TRACY LAWRENCE Lonely (Atlantic)	36/0	2736	855	0	2	4	22	7	1
LONESTAR Tell Her (BNA/RLG)	15/10	429	134	0	1	1	0	4	9
PATTY LOVELESS That's The Kind... (Epic)	36/2	2092	664	0	0	0	18	15	3
SHANE MCANALLY Run Away (Curb)	6/0	163	52	0	0	0	0	2	4
MARTINA MCBRIDE There You Are (RCA/RLG)	37/0	2892	908	0	3	3	24	6	1
NEAL MCCOY Every Man For... (Giant)	13/3	361	112	0	0	0	0	7	6
REBA MCENTIRE We're So Good... (MCA)	28/4	1178	371	0	0	0	4	19	5
TIM MCGRAW My Next Thirty Years (Curb)	33/4	1376	435	0	0	1	3	21	8
JO DEE MESSINA That's The Way (Curb)	37/0	4105	1296	1	6	24	5	1	0
GEORGIA MIDDLEMAN No Place Like Home (Giant)	1/0	17	5	0	0	0	0	0	1
MONTGOMERY GENTRY All Night Long (Columbia)	4/2	78	23	0	0	0	0	1	3
JOHN M. MONTGOMERY The Little Girl (Atlantic)	36/0	2986	939	0	3	6	23	3	1
CRAIG MORGAN Paradise (Atlantic)	5/0	166	59	0	0	0	0	4	1
JAMIE O'NEAL There Is No Arizona (Mercury)	16/3	541	185	0	0	0	4	7	5
BRAD PAISLEY We Danced (Arista/RLG)	37/0	2793	881	0	2	5	25	5	0
RASCAL FLATTS This Everyday Love (Lyric Street)	18/5	445	150	0	0	0	0	9	9
RAYE w/EAKES Tired Of Loving This Way (Epic)	7/0	329	92	0	0	1	0	4	2
JOHN RICH I Pray For You (BNA/RLG)	7/0	222	79	0	0	0	0	6	1
RICOCHE She's Gone (Columbia)	7/0	177	57	0	0	0	0	1	6
LEANN RIMES I Need You (Sparrow/Curb/Capitol)	36/1	3198	1004	1	2	12	16	5	0
KENNY ROGERS He Will, She Knows (DreamWorks)	21/1	884	272	0	0	0	3	14	4
SAWYER BROWN Perfect World (Curb)	2/0	146	35	0	0	0	1	0	1
SHEDAISY I Will...But (Lyric Street)	37/0	3920	1245	1	8	21	3	1	3
DARYLE SINGLETARY I Knew I Loved You (Audium)	4/0	190	54	0	0	0	1	3	0
SONS OF THE DESERT Everybody's... (MCA)	14/2	593	185	0	0	0	3	9	2
GEORGE STRAIT Go On (MCA)	37/0	3705	1161	1	5	17	12	2	0
CHALEE TENNISON Makin' Up With You (Warner Bros.)	6/2	103	32	0	0	0	0	1	5
AARON TIPPIN Kiss This (Lyric Street)	37/0	4055	1276	2	5	22	7	1	0
TRAVIS TRITT Best Of Intentions (Columbia)	37/0	2996	948	0	2	6	25	4	0
SHANIA TWAIN I'm Holdin' On To Love... (Mercury)	33/3	1635	517	0	0	2	6	21	4
KEITH URBAN Your Everything (Capitol)	31/0	3252	1018	0	4	19	5	1	2
PHIL VASSAR Just Another Day (Arista/RLG)	37/1	2659	844	0	1	3	23	9	1
CLAY WALKER Once In A... (Giant)	17/0	662	206	0	0	0	0	14	3
WARINER w/BROOKS Katie Wants A... (Capitol)	31/0	1765	550	0	0	2	10	17	2
WARREN BROTHERS/SARA That's... (BNA/RLG)	36/1	2405	759	0	1	2	21	10	2
MARK WILLS I Want To Know (Every...) (Mercury)	11/4	272	80	0	0	0	0	4	7

Most Added®

ARTIST TITLE LABEL(S)	ADDS
LONESTAR Tell Her (BNA/RLG)	10
RASCAL FLATTS This Everyday Love (Lyric Street)	5
BILLY RAY CYRUS You Won't Be Lonely... (Monument)	4
TIM MCGRAW My Next Thirty Years (Curb)	4
REBA MCENTIRE We're So Good Together (MCA)	4
MARK WILLS I Want To Know (Everything...) (Mercury)	4
CAROLYN DAWN JOHNSON Georgia (Arista/RLG)	4
MARK CHESNUTT Lost In The Feeling (MCA)	4
SHANIA TWAIN I'm Holdin' On To Love... (Mercury)	3
CLAY DAVIDSON I Can't Lie To Me (Virgin)	3
CLARK FAMILY EXPERIENCE (Meanwhile)... (Curb)	3
JAMIE O'NEAL There Is No Arizona (Mercury)	3
NEAL MCCOY Every Man For Himself (Giant)	3
KENNY CHESNEY I Lost It (BNA/RLG)	2
PATTY LOVELESS That's The Kind Of Mood I'm In (Epic)	2
SONS OF THE DESERT Everybody's Gotta Grow... (MCA)	2
TRACE ADKINS I'm Gonna Love You Anyway (Capitol)	2
JOLIE & THE EDWARDS I Would (DreamWorks)	2
CHALEE TENNISON Makin' Up With You (Asylum/WB)	2
GARY ALLAN Right Where I Need To Be (MCA)	2

Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
TIM MCGRAW My Next Thirty Years (Curb)	+484
DIXIE CHICKS Without You (Monument)	+469
JOHN MICHAEL MONTGOMERY The Little Girl (Atlantic)	+422
AARON TIPPIN Kiss This (Lyric Street)	+324
REBA MCENTIRE We're So Good Together (MCA)	+304
LONESTAR Tell Her (BNA/RLG)	+283
KENNY CHESNEY I Lost It (BNA/RLG)	+280
LEANN RIMES I Need You (Sparrow/Curb/Capitol)	+273
GEORGE STRAIT Go On (MCA)	+272
TRAVIS TRITT Best Of Intentions (Columbia)	+258
BRAD PAISLEY We Danced (Arista/RLG)	+220
SARA EVANS Born To Fly (RCA/RLG)	+219
MARK WILLS I Want To Know... (Mercury)	+215
PATTY LOVELESS That's The Kind Of Mood... (Epic)	+206
CLARK FAMILY EXPERIENCE (Meanwhile)... (Curb)	+189

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TIM MCGRAW My Next Thirty Years (Curb)	+161
JOHN MICHAEL MONTGOMERY The Little Girl (Atlantic)	+137
DIXIE CHICKS Without You (Monument)	+128
AARON TIPPIN Kiss This (Lyric Street)	+100
REBA MCENTIRE We're So Good Together (MCA)	+94
LONESTAR Tell Her (BNA/RLG)	+89
KENNY CHESNEY I Lost It (BNA/RLG)	+85
LEANN RIMES I Need You (Sparrow/Curb/Capitol)	+85
GEORGE STRAIT Go On (MCA)	+82
TRAVIS TRITT Best Of Intentions (Columbia)	+75
BRAD PAISLEY We Danced (Arista/RLG)	+70
SARA EVANS Born To Fly (RCA/RLG)	+68
PATTY LOVELESS That's The Kind Of Mood... (Epic)	+67
MARK WILLS I Want To Know... (Mercury)	+64
CLARK FAMILY EXPERIENCE (Meanwhile)... (Curb)	+59
F. HILL W/T. MCGRAW Let's Make... (Warner Bros./Curb)	+55
RASCAL FLATTS This Everyday Love (Lyric Street)	+55

37 Country Indicator reporters in markets 124-202. Songs ranked alphabetically for the airplay week of Sunday 9/10-Saturday 9/16. © 2000, R&R Inc.

The New Album Gallery

In Stores: September 26, 2000



Kenny Chesney
Greatest Hits (BNA)

Two signs of success for a country artist are when you're honored in your hometown and when you're releasing a greatest hits album. This past Tuesday (Sept. 19) was designated "Kenny Chesney Day" in Luttrell, TN, and now BNA is releasing Chesney's first-ever greatest hits album. Of course, another sign of success is a double-platinum album, which Chesney also recently achieved with *Everywhere We Go*. Weighing in at 17 tracks, Chesney's *Greatest Hits* includes all of the radio favorites, along with six new recordings. Two of those six new tracks are rerecorded versions of early album cuts Chesney has popularized during his concerts. One of the new tracks is "I Lost It," which climbs to No. 22 on this week's R&R Country chart. Chesney says, "It's a given that you want to record songs people can relate to, but it goes deeper than that. You want a song to touch them somehow. You want them to live with it and let it become a part of their lives. You want to make them remember something — their first kiss, their first boyfriend, their first breakup. But that's past tense. You also want it to have something they can relate to right now. You try to touch different emotions. If you don't do that, I think you miss the boat."



John Michael Montgomery
Brand New Me (Atlantic)

Brand New Me marks John Michael Montgomery's first project with co-producers Buddy Cannon and Norro Wilson. "I enjoy using different producers. It makes it fun for me to go in with somebody who has a different angle on things. With Buddy and Norro, I enjoyed the company more than anything. Being in the studio was one of the best times I've ever had in cutting an album. We just let the music pretty much come to us. We didn't try to force anything. There were no egos there. They just want to make the record to the best of their ability. They want to cut a record that the artist is happy with." *Brand New Me* features "The Little Girl," which jumps to No. 10 on this week's R&R Country chart. Other highlights include two songs of an autobiographical nature — "Thanks for the G-Chord" and Montgomery's original "I Love it All." Montgomery says, "I tried to have more of a theme to this album. With this album, it's probably going to be a little harder to figure out what the next single will be. In the past I tried to put what I thought were 10 hits on an album. Being in the business now, I want to sing songs that I feel are even more about me. I think this album has more reality in it than anything I've ever done before."



Allison Moorer
The Hardest Part (MCA)

It's not that Allison Moorer is wrapped up in melancholy. However, she points out, "Most of the songs I hear these days only represent one side of love, but love has many sides. It's not always a many-splendored thing." On her second album, the Alabama native mixes a diverse set of influences to create a soulful country sound that's uniquely hers. *The Hardest Part* was produced by guitarist Kenny Greenberg with Moorer and her husband, Butch Primm. Moorer and Primm co-wrote all of the album's 10 tracks. The project also features guest appearances by Marty Stuart, Buddy Miller and Wilco keyboardist Jay Bennett.



Ricochet
What You Leave Behind (Columbia)

Two years in the making, Ricochet has delivered its third album. The band's six-part vocals are still intact, but the personnel has changed, with drummer Tim Chewning replacing Jeff Bryant and Shannon Farmer filling the steel guitar spot previously held by Teddy Carr, who retired from touring. Lead vocalist Heath Wright says, "I believe Ricochet is completely focused on the music right now, more so than ever." The album features material written by Wright and bandmates Greg Cook and Eddie Kilgallon. *What You Leave Behind*, which includes the current single "She's Gone," includes three tracks produced by David Malloy, known for his work with Reba McEntire and Mindy McCready. The remaining songs were produced by Ron Chancey and his son, Blake, who has gained acclaim for his work with The Dixie Chicks and Billy Gilman.

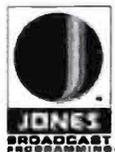
C O U N T R Y
FLASHBACK

- ① YEAR AGO
 - No. 1: "Something Like That" — Tim McGraw
- ⑤ YEARS AGO
 - No. 1: "One Boy, One Girl" — Collin Raye
- ⑩ YEARS AGO
 - No. 1: "Friends In Low Places" — Garth Brooks
- ⑮ YEARS AGO
 - No. 1: "Touch A Hand, Make A Friend" — Oak Ridge Boys
- ⑳ YEARS AGO
 - No. 1: "Looking For Love" — Johnny Lee (third week)
- ㉕ YEARS AGO
 - No. 1: "Blue Eyes Crying In The Rain" — Willie Nelson (second week)

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New & Active

- DARYLE SINGLETARY** I Knew I Loved You (*Audium*)
Total Stations: 18, Adds: 0, Points: 1007, Plays: 202 (-4)
- CAROLYN DAWN JOHNSON** Georgia (*Arista/RLG*)
Total Stations: 44, Adds: 17, Points: 930, Plays: 181 (+152)
- CHALEE TENNISON** Makin' Up With You (*Asylum/WB*)
Total Stations: 28, Adds: 4, Points: 855, Plays: 188 (+49)
- MARK WILLS** I Want To Know (Everything...) (*Mercury*)
Total Stations: 36, Adds: 20, Points: 810, Plays: 175 (+125)
- GARY ALLAN** Right Where I Need To Be (*MCA*)
Total Stations: 22, Adds: 12, Points: 804, Plays: 146 (+81)
- MARSHALL DYLLON** Live It Up (*Dreamcatcher*)
Total Stations: 19, Adds: 12, Points: 746, Plays: 141 (+89)
- JOLIE & THE WANTED** I Would (*DreamWorks*)
Total Stations: 24, Adds: 3, Points: 694, Plays: 146 (+29)
- MONTGOMERY GENTRY** All Night Long (*Columbia*)
Total Stations: 12, Adds: 5, Points: 662, Plays: 135 (+67)
- REBECCA LYNN HOWARD** I Don't Paint Myself Into... (*MCA*)
Total Stations: 13, Adds: 1, Points: 330, Plays: 71 (+1)
- JOHN ANDERSON** Nobody's Got It All (*Epic*)
Total Stations: 13, Adds: 12, Points: 317, Plays: 57 (+27)

Songs ranked by total points.



THERE SHE IS

Martina McBride visited staffers at WLJE (Indiana 105) during a concert in Valparaiso, Indiana. Pictured (l-r) are WLJE's Mike Summers, Laura Waluszko, Kriss Burbee, McBride, Steve Zana and PD Scott Wagner.



NOT IN GEORGIA ANYMORE

Arista recording artist Carolyn Dawn Johnson visited WXTU/Philadelphia to promote her hit single "Georgia." Pictured (l-r) are WXTU PD Bob McKay, RCA Label Group Chairman Joe Galante, WXTU GM Dave Donahue, Johnson, WXTU's AM team member Steve Harmon and Arista VP/Promotion Bobby Kraig.

PLEASE SEND YOUR PHOTOS

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Please include the names and titles of all pictured and send them to:

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LONESTAR Tell Her

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JOHN M. MONTGOMERY The Little Girl
DIXIE CHICKS Without You

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RICOCHET She's Gone

Hottest:

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SHAMIA TWAIN I'm Holding On To Love

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Mainstream Country

L.J. Smith

Adds:

KENNY CHESNEY I Lost It

Hottest:

TOBY KEITH Country Comes To Town
AARON TIPPIN Kiss This
JOHN M. MONTGOMERY The Little Girl
FAITH HILL/TIM MCGRAW Let's Make Love
GEORGE STRAIT Go On

New Country

L.J. Smith

Adds:

KENNY CHESNEY I Lost It
CLARK FAMILY EXPERIENCE (Meanwhile) Back...
PATTY LOVELESS That's The Kind Of Mood I'm In

Hottest:

JO DEE MESSINA That's The Way
SHEDAISY I Will...But
TOBY KEITH Country Comes To Town
FAITH HILL/TIM MCGRAW Let's Make Love
GEORGE STRAIT Go On

Lia

Ken Moultrie

Adds:

PHIL VASSAR Just Another Day In Paradise

Hottest:

AARON TIPPIN Kiss This
TOBY KEITH Country Comes To Town
FAITH HILL/TIM MCGRAW Let's Make Love
GEORGE STRAIT Go On
JOHN M. MONTGOMERY The Little Girl

JONES RADIO NETWORK

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CD COUNTRY

John Hendricks

Adds:

GARY ALLAN Right Where I Need To Be

Hottest:

JO DEE MESSINA That's The Way
SHEDAISY I Will...But
JOE DIFFIE It's Always Somethin'
AARON TIPPIN Kiss This
LONESTAR What About Now

US COUNTRY

Penny Mitchell

Adds:

CLARK FAMILY EXPERIENCE (Meanwhile) Back At...

US COUNTRY CONTINUED

RASCAL FLATTS This Everyday Love
DARRYL WORLEY A Good Day To Run

Hottest:

AARON TIPPIN Kiss This
GEORGE STRAIT Go On
TOBY KEITH Country Comes To Town
LEANN RIMES I Need You
JOHN M. MONTGOMERY The Little Girl

GREAT AMERICAN COUNTRY

John Hendricks

Adds:

CLEDUS T. JUDD My Cellmate Thinks I'm Sexy
KENTUCKY HEADHUNTERS Too Much To Lose
KEITH URBAN But For The Grace Of God
LEE ANN WOMACK Ashes By Now

Elite:

FAITH HILL/TIM MCGRAW Let's Make Love
JO DEE MESSINA That's The Way
VINCE GILL Feels Like Love
LEANN RIMES I Need You
TOBY KEITH Country Comes To Town
AARON TIPPIN Kiss This
PHIL VASSAR Just Another Day In Paradise
SHEDAISY I Will...But
TRAVIS TRITT Best Of Intentions
WARREN BROTHERS w/SARA EVANS That's The...

PREMIERE RADIO NETWORKS

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Adds:

STEVE WARINER/GARTH BROOKS Katie Wants...

Hots:

SHEDAISY I Will...But
JO DEE MESSINA That's The Way
JOE DIFFIE It's Always Somethin'
FAITH HILL/TIM MCGRAW Let's Make Love
LEANN RIMES I Need You
TOBY KEITH Country Comes To Town
AARON TIPPIN Kiss This

RADIO ONE COUNTRY PLAYLIST

JIM WEST • (970) 949-3339

Adds:

BILL ENGVALL Now That's Awesome
CAROLYN DAWN JOHNSON Georgia
TIM MCGRAW My Next Thirty Years

Hottest:

JO DEE MESSINA That's The Way
AARON TIPPIN Kiss This
SHEDAISY I Will...But

WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

Mainstream Country

David Felker

Adds:

KENNY CHESNEY I Lost It
TIM MCGRAW My Next Thirty Years

Hottest:

LONESTAR What About Now
ALAN JACKSON It Must Be Love
JO DEE MESSINA That's The Way
SHEDAISY I Will...But
AARON TIPPIN Kiss This

Hot Country

David Felker

Adds:

REBA MCENTIRE We're So Good Together

Hottest:

JO DEE MESSINA That's The Way
KEITH URBAN Your Everything
SHEDAISY I Will...But
LEANN RIMES I Need You
FAITH HILL/TIM MCGRAW Let's Make Love



ADDS

CLEDUS T. JUDD My Cellmate Thinks I'm Sexy
KENTUCKY HEADHUNTERS Too Much To Lose
KEITH URBAN But For The Grace Of God
LEE ANN WOMACK Ashes By Now

TOP 10

FAITH HILL/TIM MCGRAW Let's Make Love
WARREN BROTHERS w/SARA EVANS That's The Beat...
LEANN RIMES I Need You
CHRIS LEDOUX Silence On The Line
SARA EVANS Born To Fly
THE KINLEYS She Ain't The Girl For You
PHIL VASSAR Just Another Day In Paradise
JOHN RICH I Pray For You
TERRI CLARK A Little Gasoline
TAMARA WALKER Didn't We Love

Information current as of September 22.



42 million households
Chris Parr, Director/Programming
Paul Hastaba, VP/GM

ADDS

DWIGHT YOAKAM What Do You Know About Love
JOHN ANDERSON Nobody's Got It All
KEITH URBAN But For The Grace Of God
LEE ANN WOMACK Ashes By Now
BILLY GILMAN One Voice
JO DEE MESSINA That's The Way
LEANN RIMES I Need You
TOBY KEITH Country Comes To Town
AARON TIPPIN Kiss This
FAITH HILL/TIM MCGRAW Let's Make Love
DARRYL WORLEY When You Need My Love
VINCE GILL Feels Like Love
TRAVIS TRITT Best Of Intentions
GARTH BROOKS When You Come Back To Me Again
PHIL VASSAR Another Day In Paradise
SARA EVANS Born To Fly

HEAVY

AARON TIPPIN Kiss This
FAITH HILL/TIM MCGRAW Let's Make Love
GARTH BROOKS When You Come Back To Me Again
JO DEE MESSINA That's The Way
KENNY CHESNEY I Lost It
LEANN RIMES I Need You
PHIL VASSAR Just Another Day In Paradise
SARA EVANS Born To Fly
WARREN BROTHERS w/SARA EVANS That's The Beat Of...
TOBY KEITH Country Comes To Town
TRAVIS TRITT Best Of Intentions
VINCE GILL Feels Like Love

HOT SHOTS

BILL ENGVALL Now That's Awesome
CLEDUS T. JUDD My Cellmate Thinks I'm Sexy
DWIGHT YOAKAM What Do You Know About Love
ERIC HEATHERLY Swimming In Champagne
GARY ALLAN Right Where I Need To Be
KENTUCKY HEADHUNTERS Too Much To Lose
LEE ANN WOMACK Ashes By Now
MARK CHESNUTT Lost In The Feeling
MARK WILLS I Want To Know
MONTGOMERY GENTRY All Night Long
TAMMY COCHRAN So What
TERRI CLARK A Little Gasoline

Heavy rotation songs receive 28 plays per week. Hot Shots receive 21 plays per week.

Information current as of September 20

Most Played Recurrents

LONESTAR What About Now (BNA/RLG)

BROOKS & DUNN You'll Always Be Loved By Me (Arista/RLG)

LEE ANN WOMACK I Hope You Dance (MCA)

CHAD BROCK Yes! (Warner Bros.)

RASCAL FLATTS Prayin' For Daylight (Lyric Street)

FAITH HILL The Way You Love Me (Warner Bros.)

TOBY KEITH How Do You Like Me Now? (DreamWorks)

CLAY WALKER The Chain Of Love (Giant)

DIXIE CHICKS Cowboy Take Me Away (Monument)

REBA MCENTIRE I'll Be (MCA)

ANDY GRIGGS She's More (RCA/RLG)

GEORGE STRAIT The Best Day (MCA)

ERIC HEATHERLY Flowers On The Wall (Mercury)

CLAY DAVIDSON Unconditional (Virgin)

TIM MCGRAW Something Like That (Curb)

TIM MCGRAW My Best Friend (Curb)

KENNY ROGERS Buy Me A Rose (Dreamcatcher)

LONESTAR Amazed (BNA/RLG)

BRAD PAISLEY He Didn't Have To Be (Arista/RLG)

MARTINA MCBRIDE I Love You (RCA/RLG)

COUNTRY

Going For Adds 9/25/00

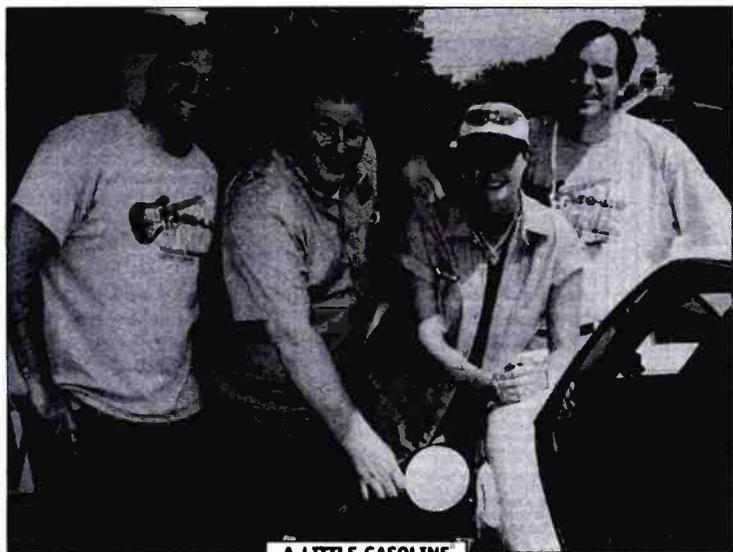
ANDY GRIGGS You Made Me That Way (RCA)

MONTGOMERY GENTRY All Night Long (Columbia)

RICKY VAN SHELTON Call Me Crazy (Audium)

DARRYL WORLEY A Good Day Run (DreamWorks)

DWIGHT YOAKAM What Do You Know About Love (Reprise)



A LITTLE GASOLINE

While visiting Akron, Ohio to perform at the Stark County Fair, Mercury recording artist Terri Clark helped fill 400 cars with "a little gasoline" during 94.9 WQMX's "94.9 cents a gallon for 94 minutes" promotion. Clark not only pumped gas but also signed autographs and photos for her many fans. Pictured (l-r) are WQMX/Akron MD Ken Steel, OM Kevin Mason, Clark and Morning Show host Jim O'Brien.

TUNED-IN COUNTRY

R&R/MEDIABASE 24/7

KYGO 98.5 KYGO/Denver

3am

TRACY LAWRENCE Lonely
TRACY LAWRENCE My Second Home
TRAVIS TRITT Best Of Intentions
MARTINA MCBRIDE There You Are
CHAD BROCK Yes!
VINCE GILL Feels Like Love
RASCAL FLATTS Prayin' For Daylight
LEANN RIMES I Need You
FAITH HILL/TIM MCGRAW Let's Make Love
LEE ANN WOMACK I Hope You Dance
MCKEY GILLEY True Love Always
GEORGE STRAIT Go On

11am

CHAD BROCK Yes!
LITTLE TEXAS What Might Have Been
GARTH BROOKS Two Pina Colodas
FAITH HILL/TIM MCGRAW Let's Make Love
MAVERICKS What A Crying Shame
MARK CHESNUTT I'll Think Of Something
SHEDAISY I Will...But
JOHN M. MONTGOMERY Life's A Dance
MARTINA MCBRIDE There You Are
SAMMY KERSHAW Third Rate Romance
KEITH URBAN Your Everything
LONESTAR Amie
JUDDS Why Not Me
CHAD BROCK The Visit

4pm

SHANIA TWAIN (If You're Not...) I'm Outta...
GARTH BROOKS When You Come Back To Me Again
BLACKHAWK Every Once In A While
TIM MCGRAW Please Remember Me
DARRYL WORLEY When You Need My Love
JO DEE MESSINA That's The Way
GARY ALLAN Lovin' You Against My Will
SHEDAISY I Will...But
COLLIN RAYE In This Life
FAITH HILL The Secret Of Love
GEORGE STRAIT Nobody In His Right Mind...
PHIL VASSAR Just Another Day In Paradise

8pm

MARK WILLS I Want To Know (Everything...)
MARK CHESNUTT Lost In The Feeling
SAWYER BROWN Thank God For You
FAITH HILL/TIM MCGRAW Let's Make Love
ALABAMA I'm In A Hurry (And Don't...)
LEANN RIMES I Need You
BLACKHAWK There You Have It
GEORGE STRAIT Ocean Front Property
ALAN JACKSON Little Bitty
DIXIE CHICKS Without You
MARK WILLS I Want To Know (Everything...)

WBBS/Syracuse

3am

CHELY WRIGHT Single White Female
TRACY LAWRENCE Lonely
MARTINA MCBRIDE I Love You
JOE DIFFIE It's Always Somethin'
RICK TREVINO She Can't Say I Didn't Cry
GEORGE STRAIT Unwound

11am

LORRIE MORGAN Back In Your Arms Again
COLLIN RAYE Couldn't Last A Moment
GARTH BROOKS The Dance
JO DEE MESSINA I'm Alright
TRACY LAWRENCE Lessons Learned
REBA MCENTIRE How Was I To Know
CLINT BLACK Something That We Do
MARTINA MCBRIDE Love's The Only House
TIM MCGRAW Not A Moment Too Soon
ALAN JACKSON Gone Country
DIXIE CHICKS Without You
SHENANDOAH If Bubba Can Dance (I Can Too)
JO DEE MESSINA Lesson In Leavin'

4pm

TIM MCGRAW My Best Friend
GEORGE STRAIT Love Without End, Amen
MARTINA MCBRIDE Love's The Only House
STEVE WARINER Holes In The Floor Of Heaven
REBA MCENTIRE Little Rock
ALAN JACKSON It Must Be Love
DEANA CARTER Strawberry Wine
GARTH BROOKS Longneck Bottle
CLAY WALKER The Chain Of Love
JOHN M. MONTGOMERY Life's A Dance
MARY C. CARPENTER I Feel Lucky
TRACY LAWRENCE Lessons Learned
LITTLE TEXAS God Blessed Texas

8pm

REBA MCENTIRE The Greatest Man I Never Knew
COLLIN RAYE Couldn't Last A Moment
CHARLIE DANIELS BAND The Devil Went Down...
JO DEE MESSINA Heads Carolina, Tails...
FAITH HILL/TIM MCGRAW Let's Make Love
ALAN JACKSON Tall, Tall Trees
DOUG STONE In A Different Light
MARTINA MCBRIDE Love's The Only House
TY HERNOON What Mattered Most
GARTH BROOKS Two Pina Colodas
GEORGE STRAIT Go On
GEORGE STRAIT Heartland
CLINT BLACK Love She Can't Live Without



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 9/11. © 2000, R&R Inc.

Country Playlists

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

MARKET #1

WTMY/New York
Big City
(914) 592-1071
Bea/Mitchell
12c Cumc 542,500



PLAYS	ARTIST/TITLE	GI (800)
31	BROOKS & DUNN/You'll Always Be...	12730
30	LONE STAR/What About Now	12730
30	ALAN JACKSON/Just Be Love	12985
27	SHE DASY/Will Be	12930
27	PATTY LOVELESS/That's The Kind...	10200
25	RASCAL FLATTS/Prayer For Daylight	10720
25	JO DEE MESSINA/That's The Way	10050
24	KEITH URBAN/You're Everything	9715
25	LEANN RIME/SI Need You	9380
21	MARTINA MCBRIDE/There You Are	7700
22	TIM MCGRAW/My Next Thirty Years	7370
22	KENNY ROGERS/She Knows	7370
20	TRAVIS TRITT/Best Of Intentions	7370
22	STEVE WARNER - Kate Wants A...	7370
19	CLINT BLACK/Love She Can't...	7035
21	JOE DUFFIE/It's Always	7035
19	VINCE GILL/Feels Like Love	7035
15	FAITH HILL/W.M.C.G.R.A.W./Let's Make Love	7035
18	JOHN M. MONTGOMERY/That's The Kind...	7035
18	DOE CHICKS/Good Day In July	7035
20	GEORGE STRAIT/Go On	7035
19	GARY ALLAN/Right Where I...	6700
13	TRACY LAWRENCE/Just Another Day	6666
16	DOE CHICKS/Without You	5360
15	TOBY KEITH/Country Comes To...	5360
11	PHIL VASSAR/Just Another Day	5025
11	DOE CHICKS/Without You	5025
15	FAITH HILL/You're Everything	5025
11	SONS OF THE DESERT/Everybody's...	5025
11	TERRI CLARK/A Little Gasoline	5025
13	CLAY DAVIS/Don't Let Me Go	5025
12	BRAD PASLEY/We Danced	4690
14	DOE CHICKS/Without You	4690
13	SHANIA TWAIN/My Hometown	4355
13	WARREN BROTHERS - That's The Best...	4355
13	LEE ANN WOMACK/Just Another Day	4355
12	SARA EVANS/Born To Fly	4020
12	REBA MCKENZIE/It's So Good...	4020
11	CHRIS CAGLE/My Love Goes On	3685
8	MARTINA MCBRIDE/Just Be Love	3685

MARKET #2

KZLA/Los Angeles
Emmis
(323) 682-8000
Curtis/Campios
12c Cumc 611,000



PLAYS	ARTIST/TITLE	GI (800)
44	KEITH URBAN/You're Everything	18216
44	FAITH HILL/W.M.C.G.R.A.W./Let's Make Love	17424
37	CHAD BROOK/Just	15048
40	LONE STAR/What About Now	15048
36	LEE ANN WOMACK/Just Another Day	13660
35	DOE CHICKS/Without You	13660
35	SHE DASY/Will Be	13068
33	GEORGE STRAIT/Go On	13068
32	RASCAL FLATTS/Prayer For Daylight	12672
30	JOE DUFFIE/It's Always	11880
31	AARON TIPPIN/Kiss This	11484
27	VINCE GILL/Feels Like Love	10692
27	TOBY KEITH/How Do You Like...	10692
27	DOE CHICKS/Without You	10296
26	BRAD PASLEY/We Danced	10296
25	DOE CHICKS/Without You	9900
17	RAY WALKER/It's So Good...	9272
24	KENNY ROGERS/She Knows	9104
23	CLINT BLACK/When I Said I Do	9104
24	FAITH HILL/You're Everything	8712
22	TIM MCGRAW/My Next Thirty Years	8712
21	JOHN M. MONTGOMERY/That's The Kind...	8712
20	TIM MCGRAW/My Next Thirty Years	7928
20	ERIC HEATH/Flowers On The Wall	7128
18	JOE DUFFIE/It's Always	7128
17	GEORGE STRAIT/Go On	7128
17	ALAN JACKSON/Just Be Love	5544
12	BRAD PASLEY/We Danced	4742
12	BROOKS & DUNN/You'll Always Be...	4356
15	TRAVIS TRITT/Best Of Intentions	4356
15	CLAY DAVIS/Don't Let Me Go	4356
25	TIM MCGRAW/My Next Thirty Years	3960
9	DOE CHICKS/Without You	3960
8	DOE CHICKS/Without You	3960
8	SHE DASY/Will Be	3564
7	JOE DUFFIE/It's Always	3168

MARKET #3

WUSN/Chicago
Infinity
(312) 649-0099
Case/Biondo
12c Cumc 696,500



PLAYS	ARTIST/TITLE	GI (800)
36	AARON TIPPIN/Kiss This	16502
36	VINCE GILL/Feels Like Love	16506
36	JOE DUFFIE/It's Always	16506
33	LEANN RIME/SI Need You	16566
35	SHE DASY/Will Be	16566
35	ALAN JACKSON/Just Be Love	15610
35	LONE STAR/What About Now	15164
33	FAITH HILL/You're Everything	14718
33	CHAD BROOK/Just	14718
27	TOBY KEITH/Country Comes To...	12042
27	RASCAL FLATTS/Prayer For Daylight	12042
26	DOE CHICKS/Without You	11596
25	FAITH HILL/W.M.C.G.R.A.W./Let's Make Love	11150
24	TIM MCGRAW/My Next Thirty Years	11150
24	MARTINA MCBRIDE/There You Are	11150
23	TRAVIS TRITT/Best Of Intentions	11150
22	JOHN M. MONTGOMERY/That's The Kind...	10704
19	BILLY RAY CYRUS/You Won't Be...	8474
19	TIM MCGRAW/Some Things Never...	8474
19	SARA EVANS/Born To Fly	8474
19	PHIL VASSAR/Just Another Day	7582
18	DOE CHICKS/Without You	7136
16	TRACY LAWRENCE/Just Another Day	7136
15	TOBY KEITH/How Do You Like...	6244
16	MARTINA MCBRIDE/Just Be Love	5798
15	REBA MCKENZIE/It's So Good...	5798
13	JOHN M. MONTGOMERY/That's The Kind...	5798
11	CLAY DAVIS/Don't Let Me Go	5352
12	CLINT BLACK/When I Said I Do	4906
10	SONS OF THE DESERT/Everybody's...	4906
10	ANDY GRIGGS/She's More	4460
10	JOE DUFFIE/It's Always	4460
11	BRAD PASLEY/We Danced	4460
6	PATTY LOVELESS/That's The Kind...	4014

MARKET #4

KVCY/San Francisco
Infinity
(415) 931-3530
Thomas/Ryan
12c Cumc 344,400



PLAYS	ARTIST/TITLE	GI (800)
49	JOE DUFFIE/It's Always	10726
49	ALAN JACKSON/Just Be Love	9555
36	SHE DASY/Will Be	9555
34	JOE DUFFIE/It's Always	7410
35	TOBY KEITH/Country Comes To...	7410
32	GEORGE STRAIT/Go On	7410
32	KEITH URBAN/You're Everything	7410
34	AARON TIPPIN/Kiss This	7024
35	GARY ALLAN/Right Where I...	6825
27	BILLY RAY CYRUS/You Won't Be...	6825
29	FAITH HILL/W.M.C.G.R.A.W./Let's Make Love	6525
16	JOHN M. MONTGOMERY/That's The Kind...	6525
24	STEVE HOLY/Blue Moon	6525
24	LEANN RIME/SI Need You	6525
34	MARTINA MCBRIDE/There You Are	6630
30	WARREN BROTHERS - That's The Best...	6435
24	BROOKS & DUNN/You'll Always Be...	6435
21	CLINT BLACK/When I Said I Do	7024
25	TIM MCGRAW/My Next Thirty Years	4875
25	PHIL VASSAR/Just Another Day	4875
49	DOE CHICKS/Without You	4875
19	PATTY LOVELESS/That's The Kind...	4875
24	SHANIA TWAIN/My Hometown	4875
18	KENNY ROGERS/She Knows	4485
23	LEE ANN WOMACK/Just Another Day	4485
33	ERIC HEATH/Flowers On The Wall	4290
22	BRAD PASLEY/We Danced	4290
21	TRACY LAWRENCE/Just Another Day	4025
19	RASCAL FLATTS/Prayer For Daylight	3900
20	STEVE WARNER - Kate Wants A...	3900
19	REBA MCKENZIE/It's So Good...	3510
17	COLLIER HAYE/Couldn't Let It Go	3510
17	SHANIA TWAIN/My Hometown	4025
15	TIM MCGRAW/My Next Thirty Years	3315
17	FAITH HILL/You're Everything	3120
18	TOBY KEITH/How Do You Like...	2925
19	LONE STAR/What About Now	2925
14	DOE CHICKS/Without You	2730
14	RASCAL FLATTS/Prayer For Daylight	2730
4	MARTINA MCBRIDE/Just Be Love	2330

MARKET #5

WTUX/Philadelphia
Beasley
(610) 667-9000
McKay/Jack
12c Cumc 445,000



PLAYS	ARTIST/TITLE	GI (800)
20	AARON TIPPIN/Kiss This	10166
24	VINCE GILL/Feels Like Love	10166
23	MARTINA MCBRIDE/There You Are	9667
32	FAITH HILL/W.M.C.G.R.A.W./Let's Make Love	9668
30	GEORGE STRAIT/Go On	9269
35	LEANN RIME/SI Need You	8970
34	SHE DASY/Will Be	8511
29	TOBY KEITH/Country Comes To...	8511
31	JOE DUFFIE/It's Always	8372
17	BILLY RAY CYRUS/You Won't Be...	8073
26	SHANIA TWAIN/My Hometown	7774
22	PHIL VASSAR/Just Another Day	7774
18	DOE CHICKS/Without You	7176
24	BRAD PASLEY/We Danced	7176
22	WARREN BROTHERS - That's The Best...	7176
18	STEVE HOLY/Blue Moon	6578
21	CLINT BLACK/When I Said I Do	6279
15	SARA EVANS/Born To Fly	5980
13	STEVE WARNER - Kate Wants A...	5681
12	JOHN M. MONTGOMERY/That's The Kind...	5382
21	ERIC HEATH/Flowers On The Wall	4784
35	DOE CHICKS/Without You	3887
11	TRACY LAWRENCE/Just Another Day	3887
13	TERRI CLARK/A Little Gasoline	3588
24	LONE STAR/What About Now	3508
13	PATTY LOVELESS/That's The Kind...	3508
12	JAMIE O'NEAL/There Is No Arizona	3268
9	KENNY ROGERS/She Knows	3269
6	CLAY DAVIS/Don't Let Me Go	2990
12	CHAD BROOK/Just	2990
10	REBA MCKENZIE/It's So Good...	2990
33	TOBY KEITH/Country Comes To...	2994
12	LONE STAR/What About Now	2508
12	PATTY LOVELESS/That's The Kind...	2508
12	JAMIE O'NEAL/There Is No Arizona	2691
6	LEE ANN WOMACK/Just Another Day	2691
9	TOBY KEITH/How Do You Like...	2691
5	GEORGE STRAIT/Go On	2691
5	DOE CHICKS/Without You	2392
7	RASCAL FLATTS/Prayer For Daylight	2392
6	RASCAL FLATTS/Prayer For Daylight	2392

MARKET #6

KPLX/Dallas-Ft. Worth
Suzanne/Ryan
(214) 526-2400
Phillips/Anthony
12c Cumc 529,100



PLAYS	ARTIST/TITLE	GI (800)
48	SARA EVANS/Born To Fly	14872
50	SHE DASY/Will Be	14300
42	JOHN M. MONTGOMERY/That's The Kind...	14300
46	KEITH URBAN/You're Everything	14014
44	KENNY ROGERS/She Knows	13728
46	GEORGE STRAIT/Go On	10156
46	DARRYL WORLEY/When You Need...	13156
41	LONE STAR/What About Now	12584
45	DOE CHICKS/Without You	11726
36	CHRIS CAGLE/My Love Goes On	10296
35	SONNY BURRESS/When In Texas	10010
30	TIM MCGRAW/My Next Thirty Years	9152
31	TRACY LAWRENCE/Just Another Day	8866
28	TRACY LAWRENCE/Just Another Day	8294
31	GARY ALLAN/Right Where I...	7722
27	TRAVIS TRITT/Best Of Intentions	7722
30	JOE DUFFIE/It's Always	7722
30	DOE CHICKS/Without You	7722
14	CLINT BLACK/When I Said I Do	6282
28	FAITH HILL/W.M.C.G.R.A.W./Let's Make Love	5748
18	CLARK WALKER/It's So Good...	5140
17	ERIC HEATH/Flowers On The Wall	4862
14	CHAD BROOK/Just	4290
15	BILLY RAY CYRUS/You Won't Be...	4290
12	RASCAL FLATTS/Prayer For Daylight	3718
14	LEE ANN WOMACK/Just Another Day	3718
13	BLACK WARRIORS/Been There	3718
15	FAITH HILL/You're Everything	3718
13	GEORGE STRAIT/Go On	3718
12	ALCOLE/Little Digger	3432
13	ALAN JACKSON/Just Be Love	3432
12	TIM MCGRAW/My Next Thirty Years	3432
11	BROOKS & DUNN/You'll Always Be...	3146
11	TRAVIS TRITT/Best Of Intentions	3146
7	DEBYL DODD/On Earth As It Is...	3146
11	TOBY KEITH/How Do You Like...	3146
11	BROOKS & DUNN/You'll Always Be...	2860
11	RAY WALKER/It's So Good...	2860
11	SHE DASY/Will Be	2860
8	DOE CHICKS/Without You	2860

MARKET #6

KSCS/Dallas-Ft. Worth
ABC
(817) 640-1953
James/O'Brian
12c Cumc 478,600



PLAYS	ARTIST/TITLE	GI (800)
34	TOBY KEITH/Country Comes To...	9126
35	KENNY ROGERS/She Knows	8190
35	TIM MCGRAW/My Next Thirty Years	7956
33	LONE STAR/What About Now	7722
33	GEORGE STRAIT/Go On	7620
24	AARON TIPPIN/Kiss This	5850
23	BILLY RAY CYRUS/You Won't Be...	5382
23	JAMIE O'NEAL/There Is No Arizona	5382
23	SARA EVANS/Born To Fly	5148
22	VINCE GILL/Feels Like Love	5148
22	JOHN M. MONTGOMERY/That's The Kind...	5148
21	PHIL VASSAR/Just Another Day	5148
22	TRACY LAWRENCE/Just Another Day	4942
18	BRAD PASLEY/We Danced	4942
21	TRAVIS TRITT/Best Of Intentions	4942
18	TRACY LAWRENCE/Just Another Day	4416
18	TRAVIS TRITT/Best Of Intentions	4416
17	STEVE WARNER - Kate Wants A...	4212
17	SHE DASY/Will Be	3878
17	CHAD BROOK/Just	3720
15	RASCAL FLATTS/Prayer For Daylight	3744
12	DARRYL WORLEY/When You Need...	3276
17	DOE CHICKS/Without You	3276
15	ALAN JACKSON/Just Be Love	3042
15	TRACY LAWRENCE/Just Another Day	3042
16	JOE DUFFIE/It's Always	3042
9	LEANN RIME/SI Need You	3042
11	PHIL VASSAR/Just Another Day	3042
11	CHAD BROOK/Just	3042
11	KEITH URBAN/You're Everything	3042
12	JOE DUFFIE/It's Always	2808
12	JOE DUFFIE/It's Always	2808
12	ALAN JACKSON/Just Be Love	2808
12	CHELY WRIGHT/Single White Female	2808
14	BROOKS & DUNN/You'll Always Be...	2808
12	TRAVIS TRITT/Best Of Intentions	2808
12	LEE ANN WOMACK/Just Another Day	2808
12	FAITH HILL/W.M.C.G.R.A.W./Let's Make Love	2574
11	GARY ALLAN/Right Where I...	2574
11	REBA MCKENZIE/It's So Good...	2574
11	COLLIER HAYE/Couldn't Let It Go	2574
18	ERIC HEATH/Flowers On The Wall	2340
9	FAITH HILL/You're Everything	2340

MARKET #7

WYCD/Detroit
Infinity
(248) 799-0600
Roodman/Chatman
12c Cumc 478,100



PLAYS	ARTIST/TITLE	GI (800)
34	LONE STAR/What About Now	10920
33	FAITH HILL/You're Everything	10296
35	JOE DUFFIE/It's Always	9984
32	LEE ANN WOMACK/Just Another Day	9984
32	CHAD BROOK/Just	9672
30	AARON TIPPIN/Kiss This	9360
30	CLAY WALKER/It's So Good...	9360
29	GEORGE STRAIT/Go On	8796
24	JOHN M. MONTGOMERY/That's The Kind...	8712
25	BRAD PASLEY/We Danced	6552
21	BROOKS & DUNN/You'll Always Be...	5928
19	COLLIER HAYE/Couldn't Let It Go	5928
18	DOE CHICKS/Without You	5616
18	DOE CHICKS/Without You	5616
22	TOBY KEITH/How Do You Like...	5616
23	TIM MCGRAW/My Next Thirty Years	5616
10	JOE DUFFIE/It's Always	5616
20	SHANIA TWAIN/My Hometown	5616
20	TRAVIS TRITT/Best Of Intentions	5616
17	CHAD BROOK/Just	5304
17	FAITH HILL/You're Everything	5304
17	TRAVIS TRITT/Best Of Intentions	5304
16	ALAN JACKSON/Just Be Love	4992
16	JOHN M. MONTGOMERY/That's The Kind...	4992
16	TIM MCGRAW/My Next Thirty Years	4992
16	LEANN RIME/SI Need You	4992
16	GEORGE STRAIT/Go On	4992
16	JOE DUFFIE/It's Always	4680
11	RASCAL FLATTS/Prayer For Daylight	4680
11	CHELY WRIGHT	



MIKE KINOSHIAN
mkinosox@ronline.com

Big Names, Big Ratings?

□ Superstar artists can help a station's overall performance, but it depends on what's offered

The deep baritone voice of '70s soul artist Isaac Hayes, also known as the voice of "Chef" on Comedy Central's animated *South Park* series, can be heard in morning drive in the Big Apple on Urban AC WRKS. In Chicago, listeners can wake up to keyboardist Ramsey Lewis (*The In Crowd*) on NAC/Smooth Jazz WNUA. Keyboardist Jim Brickman, saxophonist Dave Koz and keyboardist/former *Entertainment Tonight* co-host John Tesh are among those doing weekly syndicated radio shows geared to AC audiences.

"Having a big-name artist on your station is definitely a draw," offers KRWM/Seattle PD Tony Coles, who is extremely well-versed on the subject. Chaka Khan was Coles' night talent when he programmed the former KIBB (B100)/Los Angeles several years ago. The key, he says, is what a celebrity has to offer beyond their name. "There've been many stars over the years in Talk and music formats who've gone into radio. Their name brought in listeners, but it's up to them to offer the entertainment value. The station will get a celebrity's loyal fan base, but it needs a lot more than just that."



Tony Coles

The latest artist trying to master that philosophy is Smokey Robinson, who recently began hosting a nightly show on Rhythmic Oldies KCMG (Mega 92.3)/Los Angeles. The former Miracle will offer another Love Songs-styled show similar to those found on ACs throughout the country. Robinson's dedication to the program will also be another factor in the program's long-term success.

"The schedule [of a superstar] is incredibly demanding," explains Coles. "It doesn't matter whether it's been one year or five years since their last hit. They usually become involved with other projects, which is something that must be taken into account. Chaka admitted — and I'm sure Smokey will admit — that celebrities don't really realize how much work is involved

with putting on a radio show. There's a performance every single night. You can have producers and people behind the scenes, but this is probably the most they've ever been truly exposed to their fans. Many celebrities don't really anticipate how much work goes into putting on a good radio show. Once they do, many say it's not worth it."

The presence of a major talent like Smokey Robinson on a station is, Coles suggests, like having a completely new competitor. "You have to be prepared to, at least for a while, take a ratings hit. The station with the star power will definitely get a lot of exposure. They'll get television coverage, and there'll be a lot of sampling. But if you have an established show that consistently does well, you shouldn't try to change it. Your audience may sample the competition and then come back to you, because they probably liked your station before they left. When they return, you better offer them what they always liked; you have to ride the storm."

Act, Not React

Regarding the competitive situation in Los Angeles, which places Robinson against KOST's Karen Sharpe, Coles notes, "Sharpe has an incredibly loyal fan base. Will some KOST listeners sample Smokey? Probably. But if Mega isn't their core radio station, the large percentage will go back to KOST." [Editor's note: KOST and KCMG are both owned by Clear Channel.]

To prevent those sampling the star on the other station from tuning your station out, the proper action and reaction must be predetermined. Coles says to stay the course, "unless you're pretty convinced that your competitor's

show will be there a long time and you believe their show is better than what your station is offering."

Meanwhile, handling the star talent can be a bit awkward. At the start, it's just human nature for PDs to want to handle major name artists with kids' gloves. "Many of us got into this business because of the music and the artists. If a performer you've idolized is part of your airstaff, you can't help but want to treat them differently. But most PDs at the end of the day realize that their ultimate responsibility is to the radio station. You suddenly shift gears and begin treating all talent the same way. You need to treat a singer's ego as you would a 20-year morning show veteran. As long as they have respect for you and what you do, you can treat them in a similar way as your other announcers."

Music can only take a station so far. Thus, "Jammin' Oldies" are finally realizing that they have to make their presentation compelling between the records. "I take my hat off to Mega for trying what they're doing with Smokey Robinson," Coles says.

There are many different ideas about how Rhythmic Oldies stations should be programmed, but arriving at a consensus is difficult. "I view them like mainstream Oldies stations," observes Coles. "I share the most cume with Seattle CHR/Rhythmic KUBE, Oldies KBSG and CHR/Pop KBKS. The only thing a Soft AC can do is superserve its core. From a programming standpoint, there's not a lot I can do if our listeners want to sample a "Jammin' Oldies" station. The reality is you can't counter-program that format, or traditional Oldies. You just have to make sure you're offering your listeners every single thing they want and expect from you."

Nightly Grind

Mark Edwards represents the flipside of Coles' situation. The long-time Soft AC programmer, who's helmed such stations as WLIT/Chicago, WTPI/Indianapolis and WSRG/Worcester, MA, now programs

Coast-To-Coast Numbers

Programmers from Philadelphia and Seattle are featured in this week's column. This is how format players in those markets performed in this spring's Arbitron survey among three important female demos.

Comparison fluctuations represent differences between spring 1999 and spring 2000.

Philadelphia (Market No. 5)

Call	W18-34	W25-54	W35-64
WBEB	6.0 (No. 5, -36%)	10.0 (No. 1, -7%)	11.9 (No. 1, -2%)
WLCE*	5.5 (No. 8, -4%)	5.6 (No. 4, +10%)	4.1 (No. 7, +11%)

* Urban WUSL (12.6) ranks first among women 18-34.

Seattle (Market No. 14)

It's been just over a year since Tony Coles left KBIG/Los Angeles as APD/MD to program Sandusky Soft AC KRWM/Seattle. While Coles enjoyed his tenure at KBIG and as PD of L.A. stations KIBB and KXEZ, he says, "I'm having a blast in Seattle and don't regret the move for an instant. GM Marc Kaye is a powerful motivator and a great leader. Even when we disagree on things, we have a tremendous amount of respect for each other. This situation has done more for my confidence as a PD than I could ever imagine. It's been a great learning experience."

KRWM is currently going through a tower building project. "We dropped down to 10% power during August, but when the fall book starts, we'll be one of the market's top signals."

Call	W18-34	W25-54	W35-64
KJR-FM*	1.8 (No. 13, -58%)	1.8 (No. 19, -58%)	1.5 (No. 18, -60%)
KLSY	6.4 (No. 6, -7%)	6.3 (No. 3, -15%)	5.6 (No. 5, -14%)
KPLZ*	9.7 (No. 2, -5%)	7.2 (No. 1, +3%)	4.7 (No. 7, +4%)
KRWM	3.9 (No. 8, +8%)	6.2 (No. 4, -3%)	6.9 (No. 3, -5%)
KOJX	n/a	0.7 (No. 24, -30%)	1.3 (No. 21, +8%)
KYPT*	8.1 (No. 3, +131%)	4.5 (No. 7, +50%)	2.0 (No. 15, -5%)

* CHR/Rhythmic KUBE edges Hot AC KPLZ by just 0.7 for top women 18-34 honors.

* Oldies KBSG-FM (8.6) is the market leader among females 35-64.

* Hot AC KJR-FM is now KMBX.

* Hot AC
^ Rock AC

Greater Media's "Jammin' Gold" WEJM/Philadelphia. Having someone like Smokey Robinson doing nights on a Rhythmic Oldies station is, opines Edwards, a good "feature." But he questions how long it can go on. "My experience with non-radio people doing radio shows is that they lose interest quickly. They also don't realize that staying original is a real grind and a huge commitment in time and energy. You just don't sit down and do a radio show."



Mark Edwards

Having access to star-power talent doesn't have to be restricted to stations in New York, Los Angeles and Chicago. "Bright programmers can use available technology to make it work, whether you do it live or voice-tracked," remarks Edwards. "It's my opinion that, whenever possible, radio should be live and local. However, if you have a huge artist who wants to be part of your station, there are ways to make it work. Voice-tracking some shows may actually make it easier for some of these things to come together. I guarantee Smokey isn't in that studio every night."

The best-case scenario is that big-

name artists venturing into radio do so with long-term plans. But, as Edwards points out, "It takes away a lot of time when someone wants to tour, make CDs and promotional appearances and shoot videos. Many people think air personalities don't work very hard. Being a Chicago native, I know that Ramsey Lewis' show works because it remains fresh. But just like when a station plays the wrong record too many times, listeners won't stay around very long."

Edwards echoes Coles' earlier comments regarding the impact high-power talent might have on Love Songs shows. "As a rule, Jammin' stations share with Soft ACs. It might move them around a little bit. But unless the product on the Rhythmic Oldies station is more compelling than what people want from the Love Songs show, they'll eventually end up back on the Soft AC."

Top 40-Rooted Format

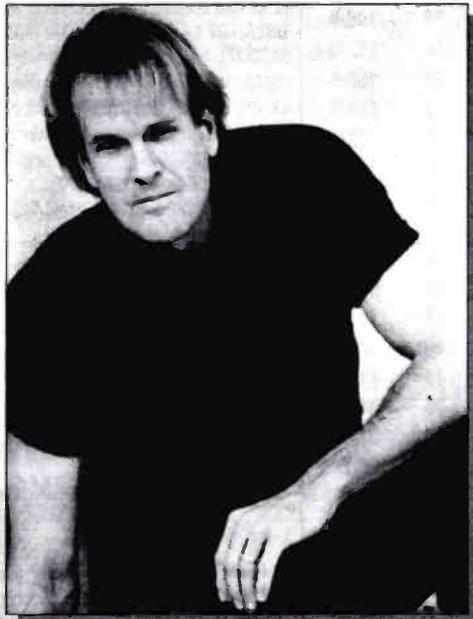
Since officially being named WEJM's PD this past May, Edwards has realized that the Jammin' format hasn't fully reached its potential. "We're working very hard to find out what we can do to maximize the format," he says. "It's a lot of fun, and the format is much like the straight-ahead late-'70s/early-'80s Top 40 I listened to when I was growing up. I'm having a blast doing it, that's for sure."

The station will get a celebrity's loyal fan base, but it needs a lot more than just that.

Tony Coles

THE JOHN TESH RADIO SHOW

Music and Intelligence for Your Life



Celebrity Interviews!

Exclusive interviews featuring such A/C core artists as Celine Dion, Shania Twain, Elton John, Gloria Estefan, Faith Hill, LeAnn Rimes, Sting and Mark Anthony. Along with celebrity interviews with the stars such as Mel Gibson, Harrison Ford, George Clooney, Richard Gere and Jay Leno

Music = The A/C Hits!

Our weekly playlist includes songs in the "Top 10" on the Billboard and R&R A/C Charts. Plus, the top-testing A/C gold for a total of approximately 30 songs (10 per hour).

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Here's what some of our affiliates are saying about The John Tesh Radio Show:

"We just signed on for The John Tesh Radio Show! It's rare when you get the chance to work with an artist who "gets" radio like John Tesh does. His many years on Entertainment Tonight combined with his chart success at AC have made him a household name to the women who listen to our radio station."

**Don Kelley, PD Magic 106.7 (WMJX-Boston), Dir. of Programming
& Candy O'Terry, Magic 106.7 "Radio Girl"**

"The John Tesh Radio show is perfect for W-Lite! The show is music intensive, fun, and informative. Tesh plays the hits, and provides the info that our female audience craves. The superstar interviews sound great, and John really brings out the best in whoever he's interviewing! We run it Sunday mornings, and the listener response has been tremendous!"

Gary Nolan, Program Director WLTE-Minneapolis

"It's compelling, entertaining radio...even David Letterman would have to admit Tesh is a natural communicator and he knows all the mega-stars, music is on the mark too. It's a great package get it now... You'll have another unique edge on the competition!"

Bob Kohtz, Program Director, KBAY-San Francisco/San Jose

"The John Tesh Radio Show" is like a breath of fresh air. In the short time its been on Soft Rock 101.9, we've received some very positive feedback from our listeners. Its nice to know that John takes the time to do a show like this, giving listeners a chance to learn more about their favorite artists and their music with informative interviews"

David Munoz, Asst. Program Director, KQXT-San Antonio

"Tesh has hit the nail on the head! Finally a show with a fresh perspective - Not a countdown - Just a great blend of AC music and lots of star power. We're playing it on Saturday night and getting great reaction!"

Ken Payne, Program Director, WMGF-Orlando

"Not only is the music right on target for AC radio, but John has the only music radio show targeted to families and their needs."

Bill Cahill, Program Director, WTVR-Richmond

"John Tesh is cool, he brings us a big time personality image without the attitude. The show is produced in such a natural manner that it doesn't come off sounding like a stodgy network package. He 'gets it' and 'fits' like the best local talent we all dream of having on our stations. He's perfect for Sunday mornings and evenings or Saturday nights when Delilah is off."

Bobby Rich, Program Director, KMXZ-Tucson

To find out more about the best deal in A/C syndication, contact:

**Scotty Meyers at The TeshMedia Group
Toll-Free at (888)54-TUNES or (516)829-0964
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Also, ask about our John Tesh A/C Holiday Special!



The TeshMedia Group

R&R AC Top 30

September 22, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (M)	WEEKS ON CHART	TOTAL STATIONS/ADDS
3	1	1 DON HENLEY Taking You Home (Warner Bros.)	2337	+25	244564	21	108/0
1	2	MARC ANTHONY You Sang To Me (Columbia)	2329	-126	299298	31	113/0
2	3	FAITH HILL Breathe (Warner Bros.)	2297	-62	303442	36	109/0
4	4	4 LEANN RIMES I Need You (Sparrow/Curb/Capitol)	2136	+18	218792	26	107/0
5	5	CHRISTINA AGUILERA I Turn To You (RCA)	2040	-45	213159	21	103/0
6	6	6 LONESTAR Amazed (BNA/RLG)	1825	+4	221886	53	108/0
7	7	7 BBMAK Back Here (Hollywood)	1812	+75	204644	6	102/3
8	8	SAVAGE GARDEN I Knew I Loved You (Columbia)	1616	-36	200026	49	108/0
12	9	9 CELINE DION That's The Way It Is (550 Music)	1505	+192	197530	46	103/1
11	10	LARA FABIAN I Will Love Again (Columbia)	1372	-9	179934	18	98/2
10	11	BACKSTREET BOYS Show Me The Meaning Of... (Jive)	1259	-132	149293	35	102/0
9	12	W. HOUSTON & E. IGLESIAS Could I Have This Kiss Forever (Arista)	1170	-236	134702	18	93/0
16	13	13 MARTINA MCBRIDE There You Are (RCA/RLG)	1169	+156	114124	8	101/1
13	14	14 BRIAN MCKNIGHT Back At One (Motown/Universal)	1163	+31	156096	40	93/0
15	15	BACKSTREET BOYS The One (Jive)	1043	-8	125806	15	70/0
14	16	PHIL COLLINS You'll Be In My Heart (Hollywood)	1038	-47	136286	75	94/0
17	17	17 JIM BRICKMAN The Love I Found In You (Windham Hill)	1028	+28	92878	8	91/0
Breaker	18	18 FAITH HILL The Way You Love Me (Warner Bros.)	886	+126	90291	5	88/7
19	19	SANTANA F/ROB THOMAS Smooth (Arista)	820	+31	122701	46	44/0
21	20	MARC ANTHONY My Baby You (Columbia)	806	+117	118319	3	84/11
23	21	ELTON JOHN Friends Never Say Goodbye (DreamWorks)	751	+113	104935	4	84/0
22	22	JOE I Wanna Know (Jive)	681	+13	121483	9	68/2
24	23	STING Desert Rose (A&M/Interscope)	546	+29	56663	8	34/1
Debut	24	24 HUEY LEWIS & GWYNETH PALTROW Cruisin' (Hollywood)	532	+300	81065	1	64/29
25	25	SHELBY LYNNE Gotta Get Back (Island/IDJMG)	455	+13	32610	4	67/3
26	26	ROXETTE Wish I Could Fly (Edel America)	451	+27	35746	5	55/0
28	27	CORRS Breathless (143/Lava/Atlantic)	385	+39	31616	3	44/0
27	28	DAVE KOZ F/MONTELL JORDAN Careless Whisper (Capitol)	330	-18	30505	3	57/1
Debut	29	29 BILLY GILMAN One Voice (550 Music)	271	+80	31487	1	34/2
30	30	EVAN AND JARON Crazy For This Girl (Columbia)	253	+15	24596	2	30/1

Most Added.

ARTIST TITLE LABEL(S)	ADDS
'N SYNC This I Promise You (Jive)	44
H. LEWIS & G. PALTROW Cruisin' (Hollywood)	29
OSCAR DE LA HOYA Run To Me (EMI Latin/Capitol)	18
MICHAEL McDONALD The Meaning Of Love (Ramp)	14
MARC ANTHONY My Baby You (Columbia)	11
LEANN RIMES Can't Fight The Moonlight (Curb)	11
FAITH HILL The Way You Love Me (Warner Bros.)	7
ALISON KRAUSS Maybe (Rounder/IDJMG)	4
BBMAK Back Here (Hollywood)	3
SHELBY LYNNE Gotta Get Back (Island/IDJMG)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
H. LEWIS & G. PALTROW Cruisin' (Hollywood)	+300
LEANN RIMES Can't Fight The Moonlight (Curb)	+197
CELINE DION That's The Way It Is (550 Music)	+192
MARTINA MCBRIDE There You Are (RCA/RLG)	+156
FAITH HILL The Way You Love Me (Warner Bros.)	+126
MARC ANTHONY My Baby You (Columbia)	+117
RICKY MARTIN She's All I Ever Had (C2/Columbia)	+114
ELTON JOHN Friends Never Say... (DreamWorks)	+113
PETER CETERA She Doesn't Need Me... (River North)	+94
BILLY GILMAN One Voice (550 Music)	+80

Breakers.

ARTIST TITLE LABEL(S)	TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
FAITH HILL The Way You Love Me (Warner Bros.)	886/126	88/7	13

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.

114 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 9/10-Saturday 9/16. 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

LEANN RIMES Can't Fight The Moonlight (Curb) Total Plays: 238, Total Stations: 46, Adds: 11	JOE COCKER She Believes In Me (Eagle) Total Plays: 76, Total Stations: 11, Adds: 0
SOLEIL MOON Never Say Goodbye (MFO) Total Plays: 185, Total Stations: 29, Adds: 0	'N SYNC This I Promise You (Jive) Total Plays: 64, Total Stations: 46, Adds: 44
NINA GORDON Tonight And The Rest Of My Life (Warner Bros.) Total Plays: 143, Total Stations: 19, Adds: 1	BRITNEY SPEARS Lucky (Jive) Total Plays: 63, Total Stations: 12, Adds: 0
SAVAGE GARDEN Affirmation (Columbia) Total Plays: 109, Total Stations: 17, Adds: 0	MICHAEL McDONALD The Meaning Of Love (Ramp) Total Plays: 16, Total Stations: 15, Adds: 14
LEE ANN WOMACK I Hope You Dance (MCA) Total Plays: 78, Total Stations: 11, Adds: 0	OSCAR DE LA HOYA Run To Me (EMI Latin/Capitol) Total Plays: 4, Total Stations: 19, Adds: 18

Songs ranked by total plays

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Most Played Recurrents

SAVAGE GARDEN Crash And Burn (Columbia)

SARAH McLACHLAN I Will Remember You (Arista)

98 DEGREES I Do (Cherish You) (Universal)

BACKSTREET BOYS I Want It That Way (Jive)

'N SYNC (God Must Have Spent) A Little More Time On You (RCA)

CHER Believe (Warner Bros.)

SHANIA TWAIN From This Moment On (Mercury/IDJMG)

EDWIN McCAIN I Could Not Ask For More (Lava/Atlantic)

98 DEGREES The Hardest Thing (Universal)

ELTON JOHN Someday Out Of The Blue (DreamWorks)

PHIL COLLINS True Colors (Atlantic)

FAITH HILL This Kiss (Warner Bros.)

SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)

'N SYNC w/GLORIA ESTEFAN Music Of My Heart (Epic)

MACY GRAY I Try (Epic)

MARC ANTHONY I Need To Know (Columbia)

AEROSMITH I Don't Want To Miss A Thing (Columbia)

RICKY MARTIN She's All I Ever Had (C2/Columbia)

NATALIE IMBRUGLIA Torn (RCA)

ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope)

AC

Going For Adds 9/25/00

BARENAKED LADIES Pinch Me (Reprise)

JT TAYLOR How (Taylor Made)

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TUNED-IN AC

R&R/MEDIABASE 24/7

KXLY/Spokane

3am

98 DEGREES The Hardest Thing
FLEETWOOD MAC Rhiannon
JEWEL You Were Meant For Me
JOHN WAITE Missing You
CHER Believe
MARTINA MCBRIDE There You Are
ORLEANS Still The One
BILLY GILMAN One Voice
AMERICA You Can Do Magic
R. KELLY & CELINE DION I'm Your Angel
ELTON JOHN Someday Out Of The Blue
SPANDAU BALLET True
WHITNEY HOUSTON I Will Always Love You

11am

WILSON PHILLIPS Hold On
CELINE DION That's The Way It Is
EARTH, WIND & FIRE September
PAUL YOUNG What Becomes Of The Broken...
ELTON JOHN Don't Let The Sun Go Down
PAULA COLE I Don't Want To Wait
BREATHE Hands To Heaven
LEANN RIMES I Need You
BRIAN MCKNIGHT Back At One
JAMES TAYLOR Everyday
CHER Believe
LIONEL RICHIE Say You, Say Me

4pm

TINA TURNER What's Love Got To Do With It
LONESTAR Amazed
BEATLES Something
SHAWN COLVIN Sunny Came Home
CHRISTOPHER CROSS Arthur's Theme
ELTON JOHN Someday Out Of The Blue
WILL TO POWER Baby, I Love Your Way/Freebird
CHRISTINA AGUILERA I Turn To You
CELINE DION Where Does My Heart Beat Now
BEE GEES More Than A Woman

8pm

PATRICK SWAYZE She's Like The Wind
PETER CETERA She Doesn't Need Me Anymore
TONY RICH PROJECT Nobody Knows
JOSHUA KADISON Beautiful In My Eyes
YONDA SHEPARD Baby, Don't You Break My...
SAVAGE GARDEN I Knew I Loved You
JAMES TAYLOR Your Smiling Face
MARTINA MCBRIDE There You Are
BRIAN MCKNIGHT Back At One
SIMPLY RED If You Don't Know Me By Now
COMMODORES Lady (You Bring Me Up)

KISC/Spokane

3am

BREATHE Hands To Heaven
CREEDENCE CLEARWATER Down On The Corner
CELINE DION That's The Way It Is
GEORGE MICHAEL Father Figure
JEWEL Foolish Games
VAN MORRISON Brown Eyed Girl
JIM BRICKMAN The Love I Found In You
DAVID FOSTER Love Theme From St Elmos Fire
ERIC CLAPTON Change The World
PAUL SIMON Kodachrome
GENESIS Throwing It All Away
BRIAN MCKNIGHT Back At One
MIKE & THE MECHANICS The Living Years
FLEETWOOD MAC Gypsy
SOLEIL MOON Never Say Goodbye

11am

PAT BENATAR Hit Me With Your Best Shot
BEE GEES How Can You Mend A Broken...
WILSON PHILLIPS Hold On
DON HENLEY Taking You Home
COMMODORES Still
HEART Alone
LOU BEGA Mambo #5 (A Little Bit Of...)
BREAD Baby I'm A Want You
POINTER SISTERS I'm So Excited
BRIAN MCKNIGHT Back At One
KOOL & THE GANG Cherish
TAYLOR OAYNE Don't Rush Me
BILLY JOEL My Life

4pm

PHIL COLLINS Groovy Kind Of Love
MARC ANTHONY You Sang To Me
BEE GEES How Deep Is Your Love
CHRIS DEBURGH Lady In Red
SIXPENCE NONE THE RICHER Kiss Me
MARVIN GAYE I Heard It Thru The Grapevine
RICHARD MARX Right Here Waiting
LEANN RIMES I Need You
PETER CETERA Glory Of Love
HALL & OATES Say It Isn't So

8pm

LONESTAR Amazed
CELINE DION Because You Loved Me
LARA FABIAN I Will Love Again
CARLY SIMON Coming Around Again
SEALS & CROFTS Diamond Girl
BARRY MANILOW I Write The Songs
NEIL DIAMOND September Morn'
'N SYNC Bye Bye Bye
BACKSTREET BOYS Quit Playing Games...
KENNY LOGGINS Return To Pooh Corner
PARTRIDGE FAMILY I Think I Love You
CHRISTINA AGUILERA I Turn To You
BRITNEY SPEARS Oops!...I Did It Again



Stations and their adds listed alphabetically by market

AC

Hot AC

<p>WYR/Albany, NY O&M: Michael Morgan MD: Chris Holmberg NSYNC Promos</p> <p>WYR/Columbus, SC O&M: Brent Johnson PD: NSYNC Promos</p> <p>WYR/Columbus, OH PD: Chuck Knight 1 LARABIAN 'Agan' NSYNC Promos</p> <p>WYR/Dallas-Ft. Worth, TX PD: Bill Curtis MD: John King 1 FAITHILL 'Way'</p> <p>WYR/Allentown, PA PD: Vern Anderson NSYNC Promos OSCAR DE LA HOYA 'Run' MICHAEL MCDONALD 'Marrng' NSYNC Promos</p> <p>WYR/Anchorage, AK O&M: Mark Murphy APD&M: Dave Flavin LEWIS & PALTROW 'Dustin'</p> <p>WYR/Atlanta, GA APD: Steve Goss No Adds</p> <p>WYR/Atlantic City, NJ PD: Gary Guida MD: Marlene Aquin FAITHILL 'Way' NSYNC Promos</p> <p>WYR/Augusta, GA O&M: John Shomby 5 MARC ANTHONY 'Way'</p> <p>WYR/Austin, TX PD: Alan O'Neal APD&M: Mike Austin 1 LEWIS & PALTROW 'Dustin' NSYNC Promos LEARN RIMS 'Tight' OSCAR DE LA HOYA 'Run'</p> <p>WYR/Bakersfield, CA PD: Chris Edwards MD: Doug DeRiso 4 MARC ANTHONY 'Way' LEARN RIMS 'Tight'</p> <p>WYR/Baltimore, MD O&M: Gary Bealean MD: Mark Thayer LEARN RIMS 'Tight' OSCAR DE LA HOYA 'Run' LEWIS & PALTROW 'Dustin' NSYNC Promos</p> <p>WYR/Biloxi-Gulfport, MS PD: Walter Brown MD: Angie Thompson ALISON KRASS 'Maver'</p> <p>WYR/Birmingham, AL O&M: John Jenkins PD: John Stuart No Adds</p> <p>WYR/Boston, MA PD: Don Kelley MD: Mark Lawrence No Adds</p> <p>WYR/Bradford, CT PD: Steve Marcus 1 BRAN 'Way'</p> <p>WYR/Charlotte, NC PD: Terry Simon MD: Kayleigh Kras 3 LEWIS & PALTROW 'Dustin' NSYNC Promos</p> <p>WYR/Chattanooga, TN PD: Danny Howard MD: Denise Patera NSYNC Promos OSCAR DE LA HOYA 'Run'</p> <p>WYR/Chicago, IL PD: Miles Del Rosso LEWIS & PALTROW 'Dustin'</p> <p>WYR/Chicago, IL PD: Mark Haman MD: Haynes Johns No Adds</p> <p>WYR/Cincinnati, OH O&M: T.J. Holland APD&M: Ted Morro NSYNC Promos</p> <p>WYR/Cleveland, OH PD: Scott Miller 5 MARC ANTHONY 'Way' FAITHILL 'Way'</p>	<p>WYR/Columbus, SC O&M: Brent Johnson PD: NSYNC Promos</p> <p>WYR/Columbus, OH PD: Chuck Knight 1 LARABIAN 'Agan' NSYNC Promos</p> <p>WYR/Dallas-Ft. Worth, TX PD: Bill Curtis MD: John King 1 FAITHILL 'Way'</p> <p>WYR/Dayton, OH PD: Sandy Collins MD: Steven Scott No Adds</p> <p>WYR/Denver-Boulder, CO PD: Jeff Cochran Prog. Mgr./Steve Hamilton OSCAR DE LA HOYA 'Run'</p> <p>WYR/Dallas, AL O&M: Leigh Simpson O&M: Mike Hollerfeld 1 OSCAR DE LA HOYA 'Run' NSYNC Promos LEWIS & PALTROW 'Dustin'</p> <p>WYR/El Paso, TX PD: Bill Tote MD: Sam Casiano LEARN RIMS 'Tight' INFAIR GLEAS 'Suf'</p> <p>WYR/El Paso, PA PD: Ron Ariz MD: Greg Meuz NSYNC Promos LEWIS & PALTROW 'Dustin' MICHAEL MCDONALD 'Marrng'</p> <p>WYR/Evanston, IN PD: Mike Baker 18 CELINE DION 'Way' 2 LEWIS & PALTROW 'Dustin' NSYNC Promos</p> <p>WYR/Ft. Mill, SC PD: J. Patrick MD: George McIntyre No Adds</p> <p>WYR/Ft. Collins, CO PD: Mark Callaghan LEWIS & PALTROW 'Dustin'</p> <p>WYR/Ft. Wayne, IN O&M: Lisa Taylor PD: Barb Richards MD: Jim Barron 6 MARC ANTHONY 'Way' MICHAEL MCDONALD 'Marrng'</p> <p>WYR/Fredrick, MD MD: Norman Helly Schmidt SHAWN MALLIS 'Everytime' KAYLEE 'Tale'</p> <p>WYR/Fresno, CA PD: Scott Keith No Adds</p> <p>WYR/Grand Rapids, MI PD: Bill Bailey APD&M: Mary Turner 10 LEWIS & PALTROW 'Dustin' 4 MICHAEL MCDONALD 'Marrng'</p> <p>WYR/Greensboro, NC PD: Nick Allen No Adds</p> <p>WYR/Greenville, SC PD: Jim Kirkland O&M: Greg McKinney 1 LARABIAN 'Agan' MICHAEL MCDONALD 'Marrng'</p> <p>WYR/Hartford, CT PD: Alan Camp MD: Joe Hann No Adds</p> <p>WYR/Honolulu, HI PD: Wayne Mera NSYNC Promos TERRY 'Sleeping'</p> <p>WYR/Houston, OH O&M: T.J. Holland APD&M: Ted Morro NSYNC Promos</p> <p>WYR/Kansas City, MO PD: Sam Casiano LEARN RIMS 'Tight' INFAIR GLEAS 'Suf'</p> <p>WYR/Knoxville, TN NSYNC Promos MICHAEL MCDONALD 'Marrng' 8 FAITHILL 'Way' SHELBY LYNE 'Gals' KIZILORDAN 'Whisper' BILLY GILMAN 'Yoda'</p> <p>WYR/Las Vegas, NV PD: Tom Chery MD: John Berry No Adds</p> <p>WYR/Las Vegas, NV PD: Tom Chery MD: John Berry No Adds</p> <p>WYR/Los Angeles, CA PD: Johnny Chang 3 MARC ANTHONY 'Way' 1 MARTIN MURDER 'There' 1 FAITHILL 'Way'</p> <p>WYR/Louisville, KY O&M: David Smith APD&M: Joe Fede No Adds</p> <p>WYR/Macon, GA PD: Laura Worth 2 LEWIS & PALTROW 'Dustin'</p> <p>WYR/Madison, WI VP/Prog: Pat O'Neill MD: Kim Fischer 1 LEWIS & PALTROW 'Dustin' 1 MICHAEL MCDONALD 'Marrng' MAJOR BROTHER TWENTY 'Gone'</p> <p>WYR/McAllen, TX PD: Mike Duran 15 SONBYFOUR 'Prest' 14 NSYNC Promos MICHAEL MCDONALD 'Marrng' LEWIS & PALTROW 'Dustin'</p> <p>WYR/Melbourne, FL PD: Mark Lander MD: Karen Kay MARC ANTHONY 'Way' OSCAR DE LA HOYA 'Run'</p> <p>WYR/Memphis, TN O&M: Joel Burke PD: Kay Manley No Adds</p> <p>WYR/Milwaukee, WI PD: Stan Albinson OSCAR DE LA HOYA 'Run' MICHAEL MCDONALD 'Marrng' NSYNC Promos</p> <p>WYR/Minneapolis, MN PD: Gary Holt 2 NSYNC Promos OSCAR DE LA HOYA 'Run' MICHAEL MCDONALD 'Marrng' ALISON KRASS 'Maver'</p> <p>WYR/Mobile, AL MD: Mary Booth LEWIS & PALTROW 'Dustin' SHELBY LYNE 'Gals'</p>	<p>WYR/Honolulu, HI PD: Bob Hunter MD: Robby O'Brien 12 LEWIS & PALTROW 'Dustin' NSYNC Promos</p> <p>WYR/Indianapolis, IN PD: Jeff Foster MD: Gary Hanna MD: Steve Cooper 5 LEARN RIMS 'Tight' LEWIS & PALTROW 'Dustin'</p> <p>WYR/Jackson City, TN PD: Mark E. 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R&R Hot AC Top 30

September 22, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	MATCHBOX TWENTY Bent (Lava/Atlantic)	3696	+164	384732	23	88/0
2	2	NINE DAYS Absolutely (Story Of A Girl) (550 Music)	3148	+34	341943	21	86/0
3	3	STING Desert Rose (A&M/Interscope)	2811	+85	328599	22	85/0
5	4	EVERCLEAR Wonderful (Capitol)	2733	+230	270382	12	86/0
6	5	SISTER HAZEL Change Your Mind (Universal)	2584	+107	237500	17	85/0
4	6	VERTICAL HORIZON Everything You Want (RCA)	2583	+41	294321	39	85/0
7	7	3 DOORS DOWN Kryptonite (Republic/Universal)	2206	+214	247009	10	61/5
10	8	VERTICAL HORIZON You're A God (RCA)	2166	+289	236435	10	78/2
16	9	CREED With Arms Wide Open (Wind-up)	2098	+570	232054	4	78/6
9	10	NINA GORDON Tonight And The Rest Of My... (Warner Bros.)	2077	+160	208122	13	80/1
11	11	BARENAKED LADIES Pinch Me (Reprise)	2075	+314	238580	5	82/1
14	12	BON JOVI It's My Life (Island/IDJMG)	1863	+243	199364	8	74/2
13	13	BBMAK Back Here (Hollywood)	1863	+221	225157	14	62/2
8	14	CREED Higher (Wind-up)	1856	-117	214528	29	66/0
18	15	EVAN AND JARON Crazy For This Girl (Columbia)	1669	+257	169434	6	74/0
17	16	FASTBALL You're An Ocean (Hollywood)	1641	+176	174372	6	78/1
15	17	SANTANA F/ROB THOMAS Smooth (Arista)	1628	+15	188367	62	84/0
12	18	MACY GRAY I Try (Epic)	1539	-122	151745	35	76/0
19	19	THIRD EYE BLIND Never Let You Go (Elektra/EEG)	1430	+43	151012	37	65/0
Breaker	20	THIRD EYE BLIND Deep Inside Of You (Elektra/EEG)	1388	+180	144999	7	62/1
20	21	DIDO Here With Me (Arista)	1294	+41	158380	11	60/0
23	22	MADONNA Music (Maverick/WB)	1077	+135	104222	4	42/0
22	23	DON HENLEY Taking You Home (Warner Bros.)	1067	+43	128762	18	49/0
27	24	FAITH HILL The Way You Love Me (Warner Bros.)	866	+251	99675	2	51/4
24	25	'N SYNC It's Gonna Be Me (Jive)	796	+32	86669	6	26/0
26	26	NO DOUBT Simple Kind Of Life (Interscope)	672	-46	96981	17	33/0
30	27	CORRS Breathless (143/Lava/Atlantic)	658	+121	72094	2	39/8
Debut	28	WALLFLOWERS Sleepwalker (Interscope)	592	+314	90288	1	39/5
Debut	29	EVE 6 Promise (RCA)	566	+48	60700	1	28/0
25	30	MACY GRAY Why Didn't You Call Me (Epic)	560	-176	70584	8	41/0

Most Added.

ARTIST TITLE LABEL(S)	ADDS
MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	41
NINE DAYS If I Am (550 Music)	13
LENNY KRAVITZ Again (Virgin)	10
CORRS Breathless (143/Lava/Atlantic)	8
8STOPS7 Question Everything (Reprise)	8
U2 Beautiful Day (Interscope)	7
CREED With Arms Wide Open (Wind-up)	6
SHAWN MULLINS Everywhere I Go (Columbia)	6
3 DOORS DOWN Kryptonite (Republic/Universal)	5
WALLFLOWERS Sleepwalker (Interscope)	5
'N SYNC This I Promise You (Jive)	5
SISTER SEVEN The Only Thing That's Real (Arista)	5

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CREED With Arms Wide Open (Wind-up)	+570
BARENAKED LADIES Pinch Me (Reprise)	+314
WALLFLOWERS Sleepwalker (Interscope)	+314
VERTICAL HORIZON You're A God (RCA)	+289
EVAN AND JARON Crazy For This Girl (Columbia)	+257
FAITH HILL The Way You Love Me (Warner Bros.)	+251
BON JOVI It's My Life (Island/IDJMG)	+243
EVERCLEAR Wonderful (Capitol)	+230
BBMAK Back Here (Hollywood)	+221
3 DOORS DOWN Kryptonite (Republic/Universal)	+214
SHAWN MULLINS Everywhere I Go (Columbia)	+214



94 Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 9/10-Saturday 9/16. 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

CHRISTINA AGUILERA Come On Over (All I Want Is You) (RCA) Total Plays: 423, Total Stations: 17, Adds: 2	DOGSTAR Cornerstone (Ultimatum) Total Plays: 265, Total Stations: 15, Adds: 0	JAMES MICHAEL Inhale (Beyond) Total Plays: 122, Total Stations: 11, Adds: 1
RED HOT CHILI PEPPERS Californication (Warner Bros.) Total Plays: 402, Total Stations: 22, Adds: 3	JANET Doesn't Really Matter (Def Soul/IDJMG) Total Plays: 263, Total Stations: 9, Adds: 0	MATCHBOX TWENTY If You're Gone (Lava/Atlantic) Total Plays: 117, Total Stations: 45, Adds: 41
ROXETTE Wish I Could Fly (Epic America) Total Plays: 380, Total Stations: 30, Adds: 0	U2 Beautiful Day (Interscope) Total Plays: 259, Total Stations: 13, Adds: 7	SHELBY LYNNE Gotta Get Back (Island/IDJMG) Total Plays: 111, Total Stations: 9, Adds: 1
SANTANA/DONATE MATTHEWS Love Of My Life (Arista) Total Plays: 378, Total Stations: 28, Adds: 1	DAVID GRAY Babylon (ATO/RCA) Total Plays: 256, Total Stations: 24, Adds: 2	LENNY KRAVITZ Again (Virgin) Total Plays: 101, Total Stations: 13, Adds: 10
BRITNEY SPEARS Lucky (Jive) Total Plays: 351, Total Stations: 16, Adds: 0	SAVAGE GARDEN Affirmation (Columbia) Total Plays: 249, Total Stations: 14, Adds: 0	BILLY GILMAN One Voice (550 Music) Total Plays: 90, Total Stations: 10, Adds: 1
DEXTER FREEMAN Leaving Town (Capitol) Total Plays: 349, Total Stations: 26, Adds: 2	SR-71 Right Now (RCA) Total Plays: 245, Total Stations: 14, Adds: 0	8STOPS7 Question Everything (Reprise) Total Plays: 75, Total Stations: 10, Adds: 8
99 DEGREES Give Me Just One Night (Una Noche) (Universal) Total Plays: 345, Total Stations: 17, Adds: 1	LARA FABIAN I Will Love Again (Columbia) Total Plays: 217, Total Stations: 13, Adds: 1	NINE DAYS If I Am (550 Music) Total Plays: 57, Total Stations: 15, Adds: 13
FOO FIGHTERS Next Year (Roswell/RCA) Total Plays: 289, Total Stations: 20, Adds: 0	KARISSA NOEL Corrupt (550 Music) Total Plays: 199, Total Stations: 10, Adds: 1	TRAVIS Turn (Epic) Total Plays: 38, Total Stations: 9, Adds: 1
SHAWN MULLINS Everywhere I Go (Columbia) Total Plays: 278, Total Stations: 28, Adds: 6	MARC ANTHONY My Baby You (Columbia) Total Plays: 177, Total Stations: 13, Adds: 3	

Songs ranked by total plays

Breakers.

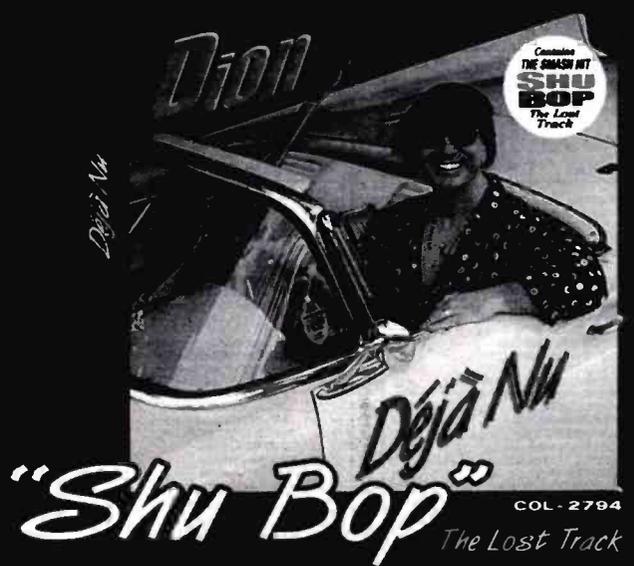
ARTIST TITLE LABEL(S)	TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
THIRD EYE BLIND Deep Inside Of You (Elektra/EEG)	1388/180	62/1	20

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.

700+ spins last week and counting!

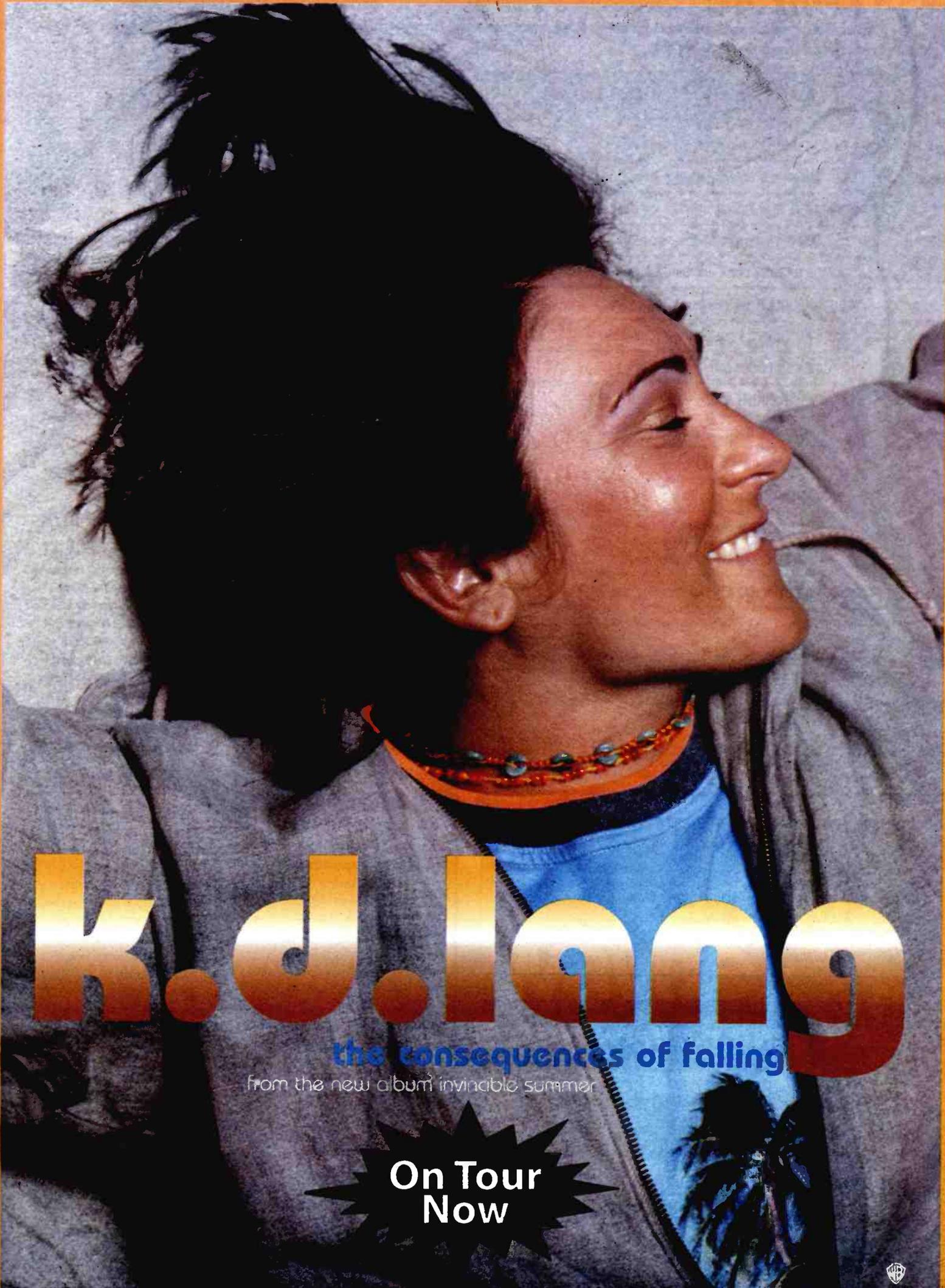
"For sheer talent, there's never been a group of rock 'n' rollers as great as the first generation. Yet none... sustained [their] creativity. At most, one... will turn up every few years with a record that shadows his early work. The exception is Dion. Doubt me? Get a copy..."

Dave Marsh 09/15/2000



COL-2794

The Lost Track



K.d. lang

the consequences of falling
from the new album invincible summer

**On Tour
Now**

Find out more @ www.kdlang.com www.wbr.com Produced by Domion LeGassie, Direct Management Group, Inc., Steve Jensen & Matt Hines • 2006 UMG Records Inc.



September 22, 2000

R&R/MEDIABASE 24/7

Most Played Recurrents

GOO GOO DOLLS Broadway (Warner Bros.)

FAITH HILL Breathe (Warner Bros.)

SMASH MOUTH Then The Morning Comes (Interscope)

TRAIN Meet Virginia (Aware/Columbia)

SAVAGE GARDEN Crash And Burn (Columbia)

GOO GOO DOLLS Black Balloon (Warner Bros.)

MARC ANTHONY I Need To Know (Columbia)

GOO GOO DOLLS Slide (Warner Bros.)

SMASH MOUTH All Star (Interscope)

SUGAR RAY Someday (Lava/Atlantic)

TAL BACHMAN She's So High (Columbia)

MARC ANTHONY You Sang To Me (Columbia)

LONESTAR Amazed (BNA/RLG)

FASTBALL Out Of My Head (Hollywood)

SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)

SUGAR RAY Every Morning (Lava/Atlantic)

RED HOT CHILI PEPPERS Otherside (Warner Bros.)

NATALIE IMBRUGLIA Tom (RCA)

SPLENDER I Think God Can Explain (C2/Columbia)

GOO GOO DOLLS Iris (Warner Sunset/Reprise)

HOT AC

Going For Adds

K.D. LANG The Consequences Of Falling (Warner Bros.)

RICKY MARTIN She Bangs (C2/Columbia)

ROBBIE WILLIAMS Rock DJ (Capitol)

J T TAYLOR How (Taylor Made)

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 Mike Kinoshian:
10100 Santa Monica Blvd.,
5th Floor, Los Angeles, CA 90067

TUNED-IN

HOT AC



WWMX/Baltimore

3am

SISTER HAZEL Change Your Mind
NAKED EYES Always Something There To...
EVERCLEAR Wonderful
DON HENLEY Taking You Home
DES'REE You Gotta Be
ROMANTICS What I Like About You
BBMAK Back Here
JEWEL You Were Meant For Me
MADONNA Like A Prayer
EDWIN MCCAIN I Could Not Ask For More
GOO GOO DOLLS Iris
VERTICAL HORIZON Everything You Want
PHIL COLLINS Against All Odds

11am

SARAH MCLACHLAN Adia
BARENAKED LADIES Pinch Me
MADONNA Open Your Heart
MATCHBOX 20 Back To Good
PAT BENATAR Hit Me With Your Best Shot
MIRA GORDON Tonight And The Rest Of My Life
COLLECTIVE SOUL December
SISTER HAZEL Change Your Mind
SEAL Kiss From A Rose
THIRD EYE BLIND Jumper
MARIAH CAREY Emotions
JOHN MELLENCAMP I'm Not Running Anymore

4pm

NINE DAYS Absolutely (Story Of A Girl)
LONDONBEAT I've Been Thinking About You
EDWIN MCCAIN I Could Not Ask For More
CUTTING CREW (I Just) Died In Your Arms
BON JOVI It's My Life
SANTANA (ROB THOMAS) Smooth
SHANA TWAIN You're Still The One
PRINCE 1999
SISTER HAZEL Change Your Mind

8pm

NU SHOZ I Can't Wait
YES Owner Of A Lonely Heart
MEN AT WORK Down Under
U2 Pride (In The Name Of Love)
B-52'S Roam
MADONNA Lucky Star
HUMAN LEAGUE Don't You Want Me
ROD STEWART Forever Young
ROBERT PALMER Addicted To Love
SANTANA (ROB THOMAS) Smooth
STING Desert Rose



WMTX/Tampa

3am

PRETENDER Brass In Pocket
FAITH HILL The Way You Love Me
WILL TO POWER Baby, I Love Your Way/Freebird
TRACY CHAPMAN Give Me One Reason
GENESIS Misunderstanding
DON HENLEY Taking You Home
A-HA Take On Me
MARC ANTHONY I Need To Know
BRUCE HORNISBY AND THE RANGE Every Little Kiss
EDDIE MONEY Two Tickets To Paradise
10,000 MANIACS Because The Night
HEART These Dreams
LONESTAR Amazed
STEVE NICKS Edge Of Seventeen
JON SECADA Just Another Day

11am

RESTLESS HEART When She Cries
LEANN RIMES Can't Fight The Moonlight
GLORIA ESTEFAN & THE MIAMI... Conga
SHERYL CROW If It Makes You Happy
JOHN COUGAR MELLENCAMP Cherry Bomb
BILLY JOEL It's Still Rock And Roll...
GIN BLOSSOMS Found Out About You
MIKE & THE MECHANICS The Living Years
CORRS Breathless
CYNDI LAUPER Time After Time
MARC ANTHONY I Need To Know
TOM PETTY Free Fallin'

4pm

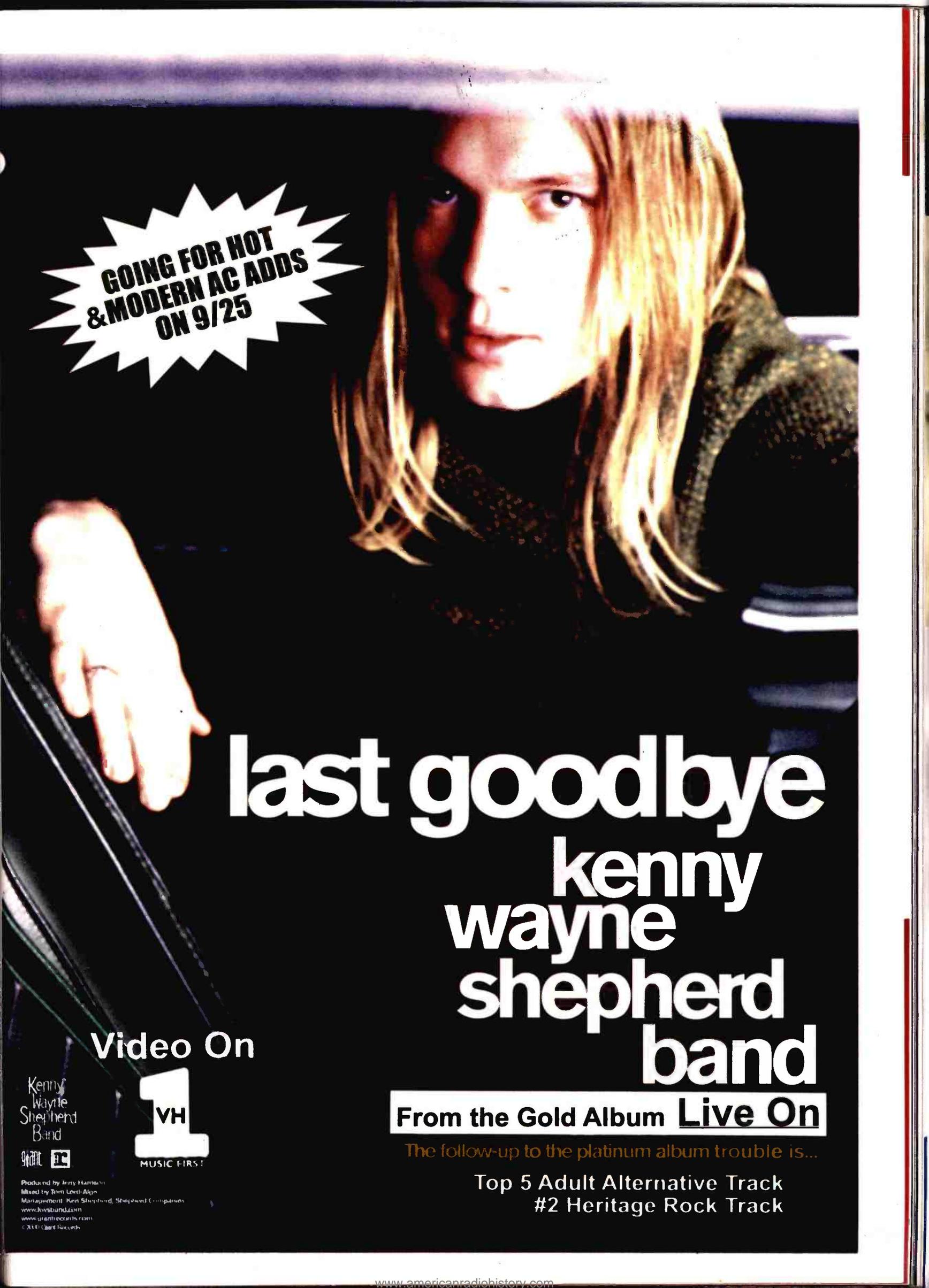
EAGLE EYE CHERRY Save Tonight
KENNY LOGGINS Footloose
HOOTIE & THE BLOWFISH Time
GEORGE MICHAEL Faith
SAVAGE GARDEN Crash And Burn
ELTON JOHN/ROD DEE Don't Go Breaking My Heart
ROD STEWART Some Guys Have All The Luck
BONNIE RAITT Not The Only One
NATALIE MERCHANT Wonder
MADONNA Holiday
FAITH HILL Breathe

8pm

ENRIQUE IGLESIAS Bailamos
TEARS FOR FEARS Shout
AMY GRANT & VINCE GILL House Of Love
38 SPECIAL Caught Up In You
FAITH HILL Breathe
ABBA Dancing Queen
MATCHBOX 20 Real World
MIKE & THE MECHANICS All I Need Is A Miracle
STING If I Ever Lose My Faith In You
SHERYL CROW All I Wanna Do
BRYAN ADAMS Summer Of '69
LONESTAR Amazed



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**GOING FOR HOT
& MODERN AC ADDS
ON 9/25**

**last goodbye
kenny
wayne
shepherd
band**

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From the Gold Album Live On

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**Top 5 Adult Alternative Track
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Kenny
Wayne
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Top 20		POP/ALTERNATIVE		
LW	TW	ARTIST TITLE LABEL(S)	TW TOTAL PLAYS	LW TOTAL STATIONS/ ADDS
1	1	MATCHBOX TWENTY Bent (Lava/Atlantic)	1652	1523 32/0
2	2	3 DOORS DOWN Kryptonite (Republic/Universal)	1454	1321 32/0
4	3	EVERCLEAR Wonderful (Capitol)	1339	1221 32/0
3	4	NINE DAYS Absolutely (Story Of A Girl) (550 Music)	1309	1256 31/0
8	5	VERTICAL HORIZON You're A God (RCA)	1126	951 31/0
5	6	STING Desert Rose (A&M/Interscope)	1101	1087 31/0
6	7	SISTER HAZEL Change Your Mind (Universal)	1095	1072 29/0
12	8	CREED With Arms Wide Open (Wind-up)	1053	752 32/1
9	9	BARENAKED LADIES Pinch Me (Reprise)	1053	938 32/0
10	10	NINA GORDON Tonight And The... (Warner Bros.)	969	876 30/0
7	11	CREED Higher (Wind-up)	961	955 32/0
13	12	THIRD EYE BLIND Deep Inside Of You (Elektra/EEG)	889	734 30/0
11	13	VERTICAL HORIZON Everything You Want (RCA)	861	858 31/0
14	14	BON JOVI It's My Life (Island/IDJMG)	849	713 29/0
15	15	FASTBALL You're An Ocean (Hollywood)	769	705 30/0
17	16	EVAN AND JARON Crazy For This Girl (Columbia)	694	621 28/0
16	17	DIDO Here With Me (Arista)	629	639 25/0
18	18	GOO GOO DOLLS Broadway (Warner Bros.)	578	577 24/0
19	19	MACY GRAY I Try (Epic)	544	558 30/0
-	20	THIRD EYE BLIND Never Let You Go (Elektra/EEG)	478	438 28/0

32 Pop/Alternative reporters. Songs ranked by total plays for the airplay week of Sunday 9/10-Saturday 9/16. © 2000, R&R Inc.

TUNED-IN POP/ALTERNATIVE R&R/MEDIABASE 24/7

KYIS/Oklahoma City

3am

TRAIN Meet Virginia
 ENIGMA Sadness Part 1
 STROKE 9 Washin' + Wonderin'
 TALKING HEADS Burning Down The House
 BEN HARPER Steal My Kisses
 FASTBALL Fire Escape
 GOO GOO DOLLS Black Balloon
 BLONDIE Heart Of Glass
 STING Desert Rose
 EXTREME Hole Hearted
 3 DOORS DOWN Kryptonite
 SCANDAL Goodbye To You
 TONIC You Wanted More
 THIRD EYE BLIND Deep Inside Of You
 WALLFLOWERS One Headlight

11am

BLACK CROWS Hard To Handle
 BBMAK Back Here
 COREY HART Sunglasses At Night
 CREED With Arms Wide Open
 FAITH HILL Breathe
 OMC How Bizarre
 CROWDED HOUSE Something So Strong
 MATCHBOX 20 Back 2 Good
 PROCLAIMERS I'm Gonna Be (500 Miles)
 BON JOVI It's My Life
 ROXETTE It Must Have Been Love
 SUGAR RAY Every Morning
 STONE TEMPLE PILOTS Interstate Love Song

3pm

MATCHBOX TWENTY Bent
 NO DOUBT Don't Speak
 BON JOVI It's My Life
 RED HOT CHILI PEPPERS Otherside
 LONESTAR Amazed
 BANGLES Hazy Shade Of Winter
 THIRD EYE BLIND Deep Inside Of You
 CREED With Arms Wide Open
 ALANIS MORISSETTE You Learn
 EVERCLEAR Wonderful

8pm

EMF Unbelievable
 SAVAGE GARDEN Crash And Burn
 RED HOT CHILI PEPPERS Aeroplane
 MACY GRAY Why Didn't You Call Me
 STING Desert Rose
 BON JOVI It's My Life
 CRANBERRIES Dreams
 EVERCLEAR Wonderful
 FAITH HILL Breathe
 INXS Need You Tonight
 BLINK-182 All The Small Things
 SMASHING PUMPKINS 1979

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 9/11. © 2000, R&R Inc.

New & Active

EVE 6 Promise (RCA) Total Plays: 454, Total Stations: 24, Adds: 0	CORRS Breathless (143/Lava/Atlantic) Total Plays: 302, Total Stations: 17, Adds: 1
WALLFLOWERS Sleepwalker (Interscope) Total Plays: 415, Total Stations: 24, Adds: 3	U2 Beautiful Day (Interscope) Total Plays: 254, Total Stations: 16, Adds: 6
STONE TEMPLE PILOTS Sour Girl (Atlantic) Total Plays: 406, Total Stations: 15, Adds: 0	SR-71 Right Now (RCA) Total Plays: 233, Total Stations: 13, Adds: 0
MADONNA Music (Maverick/WB) Total Plays: 380, Total Stations: 13, Adds: 0	FOO FIGHTERS Next Year (Roswell/RCA) Total Plays: 229, Total Stations: 15, Adds: 0
RED HOT CHILI PEPPERS Californication (Warner Bros.) Total Plays: 348, Total Stations: 22, Adds: 2	SANTANA /DAVE MATTHEWS Love Of My Life (Arista) Total Plays: 225, Total Stations: 19, Adds: 0

Songs ranked by total plays

Contributing Stations

KPEK/Albuquerque, NM	KUCD/Honolulu, HI	KZZO/Sacramento, CA
KAMX/Austin, TX	KMXB/Las Vegas, NV	WVRV/St. Louis, MO
KLLY/Bakersfield, CA	KYSR/Los Angeles, CA	KQMB/Salt Lake City, UT
WBMX/Boston, MA	WXPT/Minneapolis, MN	KFMB/San Diego, CA
WLNK/Charlotte, NC	KOSO/Modesto, CA	KLLC/San Francisco, CA
WTMX/Chicago, IL	KCDU/Monterey-Salinas, CA	KMHX/Santa Rosa, CA
KVUU/Colorado Springs, CO	WPTE/Norfolk, VA	WSSR/Tampa, FL
KKPN/Corpus Christi, TX	KYIS/Oklahoma City, OK	KZPT/Tucson, AZ
KVSR/Fresno, CA	KZON/Phoenix, AZ	WMBX/West Palm Beach, FL
WVTI/Grand Rapids, MI	KLCA/Reno, NV	WXLD/Worcester, MA
WKSI/Greensboro, NC	WZNE/Rochester, NY	

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REACTION SPEAKS LOUDER THAN WORDS.

Mary Ellen Kachinske (WMTX/Chicago) #3 Phones. 28x this week.

"Karissa Noel is one of my favorite songs on the radio right now, and the listeners seem to agree with me – it's already #3 Phones!!"

Julie Nakahara (KLLC/San Francisco) 25x this week.

"Almost 200 spins later, Karissa Noel's 'Corrupt' remains one of the **top requested songs**. The curiosity calls keep pouring in... our listeners are passionate about this record!"

Charese Fruge' (WLTS/New Orleans) #1 Phones. 31x this week.

"One listen and I fell in love with 'Corrupt'. I added it to our New Music Feature, and the phones blew up! For my morning guy to actually pick up the clipboard and fill out a request sheet for Karissa, tells me that the buzz won't quit. It's #1 Phones for us, and giving 'Arms Wide Open' a run for the money!"

Michelle Matthews (KTOZ/Springfield) #1 Phones. 30x this week.

"Karissa Noel is #1 Phones again (out-requesting Bon Jovi, 3 Doors Down, Barenaked Ladies and U2!), calls have been passionate and consistent – we are true believers!!"

Donna Miller (KOSO/Modesto) #1 Phones. 29x this week.

"Karissa Noel is #1 Phones at the station this week!! Out-requesting 3 Doors Down, Barenaked Ladies and Creed!!!"

Joe Arnold (WJET/Erie) #1 Phones. 33x this week.

"Karissa has been #1 Phones for a couple of weeks – still getting lots of curiosity calls and they are ALL FROM FEMALES!"

Mike Scott (KCDU/Monterey) #7 Phones. 12x this week.

"Karissa Noel is #7 Phones for us this week, and getting lots of curiosity calls, when we play it the phones light up."

KARISSA NOEL

"CORRUPT"





CAROL ARCHER
archer@ronline.com

PART TWO OF A TWO-PART SERIES

From The FM Band To 'Pretend' Nielsens Topper

Steve Marshall scores with writing deal on *WKRP in Cincinnati*

by Steve Marshall

Last week Steve Marshall recalled the start of "a grand adventure" that took him from the PD chair of KNX-FM/Los Angeles (where he created CBS' "Mellow Rock" FM format in the 1970s) to producer of MTM Productions' *WKRP* in Cincinnati. The journey began when Marshall submitted a script he'd written for the show called "Bailey's Big Break." That script initiated a call from show producer Bill Dial asking whether Marshall would be interested in working with his team to rewrite the episode.

Three days later I met with Dial, Blake Hunter and Dan Guntzelman around the rewrite table. Within an hour we had broken my script apart, put it back together, and, by God, it was a better story. I also began to learn some of the harsh realities of television, particularly as they related to the fact that my script had no act break. There was no place for CBS to put its commercials. I assured them that there would be.

I made a pot of coffee and settled in to turn the story-meeting notes into a 14-page outline. When I showed up at *WKRP*'s offices the next morning, Lissa Levin (then-secretary to show creator and Executive Producer Hugh Wilson; she went on to become a writer herself) asked, "Did you forget something?" I said I was there to deliver my outline. "Already?" she asked.

That afternoon Dial called to say that the outline was great, and I was launched on my first official draft. I trekked to a mountain cabin, where I sequestered myself. At the conclusion of the weekend I emerged with a sleek, new first draft — which included an act break — that I delivered on Monday morning.



Steve Marshall

Once again, Levin gave me kudos for speed, while Dial reserved judgment until he could actually read it. While it seems like it should be the norm, turnaround on such projects isn't usually like this. Remember, this is Hollywood.

The next day Dial called me and said he loved the script and that he was anxious for Hugh Wilson to read it. My stomach was clenched tighter than Delta Burke in spandex. Two days went by, then Dial asked me if I could come to the office. I

was there in 10 minutes. With an impish grin, he asked if I would be interested in joining the staff as a story editor. He handed me a copy of my script, and scrawled on the title page was, "Hire him! H.W."

In just under two weeks my entire life had changed. I remained on the air for another two months at KNX-FM by going in at seven in the morning and recording that day's elements and then commuting to the CBS Studio Center where *WKRP* had relocated. It was the beginning of a grand adventure that hasn't stopped since.

Mommy Didn't Love Us

Since *WKRP* had debuted long past the time of *The Mary Tyler Moore Show* and *The Bob Newhart Show*, it was not considered a part of MTM's "Golden Age." In fact, Moore herself gave an interview to a nationally syndicated columnist in which she said she didn't find much TV programming of sufficient quality to capture her attention.

"But what about your own company's show, *WKRP in Cincinnati*?" the columnist asked. "Let's put it this way: I wouldn't watch it," Moore said. When we read her thoughtless remark, we were all crushed. Mommy didn't love us. That made us all the more determined to relish our role as the "bad-boy frat house on campus, the Delta house of

the Studio Center lot."

As much experience as I have gained in the last 17 years of working in network television, nothing quite compares with the first three of those years, when a small band of underappreciated writers and producers huddled together for emotional warmth and turned out a television show that is fondly remembered even today.

the Studio Center lot."

One rewrite night, as was our custom, we broke for a stroll around the lot at 11pm. When we emerged from the building, we found that a security guard had parked his golf cart in front of the door. Hugh walked over to it as though it was his, got in and said, "C'mon, boys. We're going for a ride." Earlier we had all imbibed varying amounts of J&B scotch whisky, which had clouded our judgment just enough that it seemed like a perfectly fine idea.

So, with Hugh at the wheel and five other writers hanging on white-knuckled, we careened around the darkened stages and back-lot area. Then we hid the cart in some bushes near the part of the lot that had, at another time in TV history, served as the *Gilligan's Island* lagoon. For all I know, the golf cart is still there, an undiscovered, rusted-out hulk.

We had a constant rivalry with the show that occupied the opposite end of the hallway in our building, a little noted and long-forgotten program called *The Last Resort*, which dealt with college students who worked as waiters in a vacation lodge. One night one of our writers left a bit of graffiti over one of the urinals in the men's room that read, "Why hasn't America embraced a series about surly waiters?" Within a day the wall had been scrubbed clean.

Delta House Atmosphere

Our offices were decorated with signs that we had appropriated from our own lot, other studio lots and nearby restaurants. My desk was adorned with a "We Take VISA" standard. Dan Guntzelman was particularly proud of the "Reserved For Allen Carr" sign that he had liberated from the MGM lot, leaving the guiding genius of *Can't Stop the Music* to wonder who had dissed him. Other signs like "Please Wash Hands Before Leaving" were prominently displayed.

In my three years on *WKRP* in

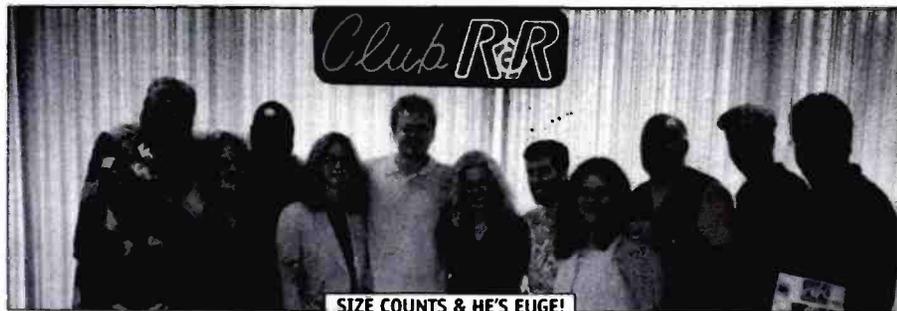
Cincinnati I rose from Story Editor to Story Consultant to Executive Story Consultant. Finally, in the last season, I was made a producer. When CBS had finally moved the show so many times that even we couldn't remember when it was on, they at last put it out of its misery in May 1982.

I formed a partnership with Guntzelman that lasted for over 10 years, and together we produced such shows as *Off the Rack*, *Gloria*, *Growing Pains*, and *Just the Ten of Us*, as well as *Live Shot* for UPN. But as much experience as I have gained in the last 17 years of working in network television, nothing quite compares with the first three of those years, when a small band of underappreciated writers and producers huddled together for emotional warmth and turned out a television show that is fondly remembered even today.

This has been a pleasant sojourn through the synapses. I've enjoyed reliving my recollections and sharing them with you. Now please wash your hands before leaving.

Editor's note: I am grateful to Steve Marshall for giving me permission to print his story in R&R. I greatly admired the "Mellow Sound" — so much so that I once applied for a job at KNX-FM — and I count Marshall a bona fide radio hero for creating it. Many NAC/Smooth Jazz radio figures, such as JazzTrax's Art Good, Bob O'Connor and the late Steve Feinstein cite that illustrious format as a primary influence on them. I will explore the influence of "Mellow Rock" on the creation of NAC/Smooth Jazz in a future column.

Marshall's latest writing endeavor is a film script that's in development at the production company of actor Jason Alexander. The film, *The World According to Larry*, is the story of an Encino, CA accountant who is the reincarnation of Jesus Christ.



SIZE COUNTS & HE'S EUGE!

Warner Bros. saxophonist Euge Groove (fifth from l) celebrated his debut single's entry into R&R's top 10 with a live performance in the world famous Club R&R. Euge is seen here with (l-r) All That Jazz's Cliff Gorov and Suzy Peters; R&R Music Meeting NAC/SJ rep Herb Jones, Publisher/CEO Erica Farber, NAC/SJ Editor Carol Archer and Asst. NAC/SJ Editor Pete Petro; Warner Bros.' Deborah Lewow, artist manager Bill Dartington; and All That Jazz's Adam Leibovitz and Jason Gorov.

September 22, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (M)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	JEFF GOLUB F/PETER WHITE No Two Ways About It (GRP/VMG)	741	-13	111799	19	36/0
2	2	DAVE KOZ Can't Let You Go... (Capitol)	713	+11	105365	14	34/0
3	3	RICHARD ELLIOT Moomba (Blue Note)	653	+7	78382	19	35/0
6	4	EUGE GROOVE Vinyl (Warner Bros.)	544	+32	78137	20	31/0
5	5	DOWN TO THE BONE The Zodiac (Internal Bass)	527	-74	78397	23	31/0
7	6	STEVE COLE Got It Goin' On (Atlantic)	510	+25	80223	10	36/0
8	7	CRAIG CHAQUICO Cafe Carnival (Higher Octave)	508	+40	51478	11	31/0
9	8	DAVID BENOIT Red Baron (GRP/VMG)	444	+25	72254	8	34/1
11	9	MICHAEL LINGTON Twice In A Lifetime (Samson)	429	+22	65494	10	34/0
4	10	BRIAN CULBERTSON Do You Really Love Me (Atlantic)	426	-178	63744	23	30/0
12	11	ACOUSTIC ALCHEMY Beautiful Game (Higher Octave)	420	+15	48104	15	31/0
Breaker	12	JEFF KASHIWA Hyde Park ("Ah, Oooh" Song) (Native Language)	411	+49	70761	5	35/0
16	13	VARIOUS ARTISTS Manenberg (Heads Up)	380	+33	35749	11	28/2
20	14	AL JARREAU Last Night (GRP/VMG)	363	+32	34197	8	27/1
17	15	WALTER BEASLEY Comin' At Cha (Shanachie)	352	+10	30672	9	30/2
14	16	BRENDA RUSSELL Catch On (Hidden Beach/Epic)	347	-43	39795	18	27/0
10	17	CHRIS STANDING Hip Sway (Instinct)	339	-72	48136	23	23/0
19	18	MICHAEL McDONALD The Meaning Of Love (Ramp)	334	-3	26765	13	24/0
13	19	GEORGE BENSON Deeper Than You Think (GRP/VMG)	326	-70	42436	20	26/1
18	20	BONEY JAMES & RICK BRAUN Grazin' In The Grass (Warner Bros.)	313	-29	50927	21	25/0
21	21	BONEY JAMES All Night Long (Warner Bros.)	292	+13	44329	8	23/1
23	22	JAZZMASTERS London Chimes (Hardcastle/Trippin 'N' Rhythm)	282	+20	41404	12	25/0
22	23	TONI BRAXTON Spanish Guitar (LaFace/Arista)	250	-13	38452	16	19/0
25	24	B.B. KING/ERIC CLAPTON Come Rain... (Duck/Reprise)	199	+33	14182	6	16/0
24	25	BRIAN MCKNIGHT 6,8,12 (Motown)	194	-23	29672	18	16/0
29	26	CHIELI MINUCCI My Girl Sunday (Shanachie)	159	+33	10259	3	19/1
27	27	FOURPLAY Robo Bop (Warner Bros.)	157	+16	20543	4	15/0
28	28	YOLANDA ADAMS Fragile Heart (Elektra/EEG)	139	+9	12655	6	11/0
Debut	29	BRIAN BROMBERG Relentless (Native Language)	136	+48	20396	1	14/1
30	30	RONNY JORDAN F/ROY AYERS Mystic Voyage (Blue Note)	123	+6	23171	2	12/1

37 NAC/Smooth Jazz reporters. Songs ranked by total plays for the airplay week of Sunday 9/10-Saturday 9/16. 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.

Most Added.

ARTIST TITLE LABEL(S)	ADDS
GROVER WASHINGTON JR. Chameleon (Telarc)	8
JOYCE COOLING Coasting (Heads Up)	6
RIPPINGTONS Cruisin' Down... (Peak/Concord)	5
STING She Walks This Earth (Telarc)	5
WARREN HILL Mambo 2000 (Narada)	3
WALTER BEASLEY Comin' At Cha (Shanachie)	2
VARIOUS ARTISTS Manenberg (Heads Up)	2
JOE MCBRIDE Texas Rhythm Club (Heads Up)	2
ERIC ESSIX Rainy Night In Georgia (Zebra)	2
EASTWEST CONNECTION Surgical Spirit (Independent)	2
KIRK WHALUM Unconditional (Warner Bros.)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
RIPPINGTONS Cruisin' Down... (Peak/Concord)	+55
JEFF KASHIWA Hyde Park... (Native Language)	+49
BRIAN BROMBERG Relentless (Native Language)	+48
STING She Walks This Earth (Telarc)	+44
CRAIG CHAQUICO Cafe Carnival (Higher Octave)	+40
GROVER WASHINGTON JR. Chameleon (Telarc)	+39
JOE MCBRIDE Texas Rhythm Club (Heads Up)	+35
ERIC ESSIX Rainy Night In Georgia (Zebra)	+34
VARIOUS ARTISTS Manenberg (Heads Up)	+33
CHIELI MINUCCI My Girl Sunday (Shanachie)	+33
B.B. KING/E. CLAPTON Come Rain... (Duck/Reprise)	+33

Breakers.

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE	TOTAL STATIONS/ADDS	CHART
JEFF KASHIWA Hyde Park ("Ah, Oooh" Song) (Native Language)	411/49	35/0	●

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported on 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.

RONNIE LAMPS Old Days/Old Ways (HDH)
Total Plays: 110, Total Stations: 10, Adds: 1

WARREN HILL Mambo 2000 (Narada)
Total Plays: 94, Total Stations: 12, Adds: 3

ROGER SMITH Uptown (Miramar)
Total Plays: 89, Total Stations: 10, Adds: 1

MARC ANTOINE Children At Play (GRP/VMG)
Total Plays: 89, Total Stations: 9, Adds: 1

JOE MCBRIDE Texas Rhythm Club (Heads Up)
Total Plays: 88, Total Stations: 11, Adds: 2

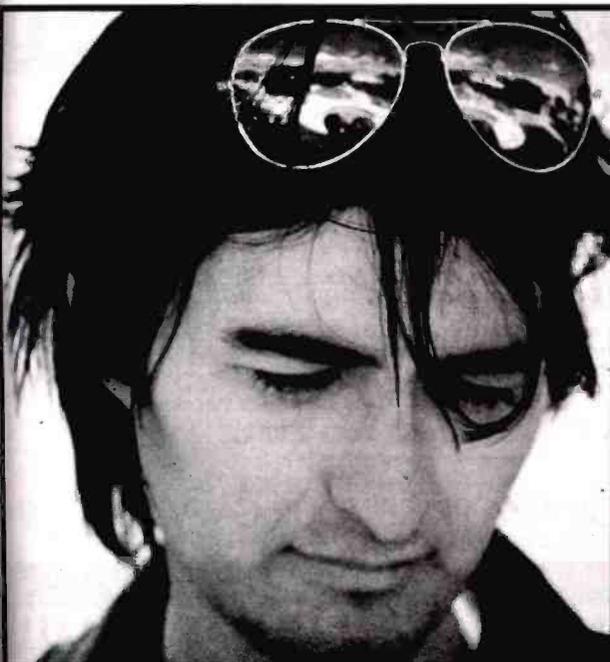
URBAN KNIGHTS The Gypsy (Narada)
Total Plays: 81, Total Stations: 8, Adds: 0

SAMMY PERALIA Trust Me (I Gotta Go) (N-Coded)
Total Plays: 79, Total Stations: 7, Adds: 0

BEDEL GILBERTO So Nice (Summer Samba) (Six Degrees)
Total Plays: 75, Total Stations: 7, Adds: 0

JERRY HASLIP Novelas (Unitone)
Total Plays: 74, Total Stations: 7, Adds: 0

Songs ranked by total plays



Warren Hill

"MAMBO 2000"

Just In!

KTWV Los Angeles
wvND Raleigh

ALREADY ADDED!

WLYZ Miami
WFTS Tampa
WFLX San Diego
KSTL Denver
WFLD Albany
WISN Wichita
WDAF Tallahassee
WUPN Tucson, Ariz.
KTNV

Thanks
Ralph Stewart
at KTWV!

NAC notes

with Carol Archer

Jeff Golub holds the lead with "No Two Ways About It" (GRP/VMG), but **Dave Koz** and **Euge Groove** are shortening the distance between themselves and the top of our chart. Koz's "Can't Let You Go" (Capitol) is solid at 2*, and Groove's "Vinyl!" (Warner Bros.) vaults 6-4*. **Craig Chaquico's** "Café Carnival" (Higher Octave) is strong at 7*. **David Benoit's** "Red Baron" (GRP/VMG) moves 9-8*, and **Michael Lington** breaks into the top 10 with "Twice in a Lifetime" (Samson), which moves 11-9.

Three tracks in the top 15 demonstrate particularly impressive momentum. **Jeff Kashiwa's** "Hyde Park" (Native Language) gains three positions with its 15-12*/Breaker increase. "Mannenberg" from *Smooth Africa*

(Heads Up) also gains three points, growing 16-13*. And **Al Jarreau's** "Last Night" (GRP/VMG) explodes 20-14*.

Grover Washington Jr.'s last recording, "Chameleon" (Telarc), is the week's top Most Added. Eight reporters, including JRN, WNWV/Cleveland, WVMV/Detroit, WJZI/Milwaukee, WSJT/Tampa and WSJZ/New Orleans added it.

Joyce Cooling's "Coasting" (Heads Up) earns second Most Added, with WLOQ/Orlando and WSJZ, among others, adding her cool follow-up to "Before Dawn."

There's a tie for third Most Added. **The Rippingtons' "Cruisin' Down Ocean Drive"** (Peak/Concord) earns five new adds, including JRN, WSJZ, WLOQ and KSBR/Mission Viejo, CA. **Sting's "She Walks This Earth"** (Telarc) also earns five adds, including KYOT/Phoenix and WLOQ. Although not a single, the track (from *A Love Affair: The Music of Ivan Lins*, the same collection that includes the Grover Washington single) is so strong, it is up to 14 plays on KTWV (The Wave)/Los Angeles and moves from add to 18 plays on KWJZ/Seattle.



**Metro
Metrocafe
Hip-Bop Records**

Metro were founded in 1994 by Chuck Loeb and Mitchel Forman, who had met 20 years before while playing with Stan Getz and had always dreamed of starting their own cooperative band project. *Metrocafe* is the foursome's first release since 1995 and first for Hip-Bop Records. This time around Metro features Victor Bailey on bass (taking over from Anthony Jackson), and he and Wolfgang Haffner are a confident, graceful rhythm section. But it's the understated syncopation and soul-pop chord progressions from pianist Mitchel Forman that will make your head bob. On first listen Metro's third effort sounds like Tribal Tech on a club date, but dig deeper, and these guys will show themselves to have more breadth and candor than most other gents of modern fusion. Instruments work together brilliantly to create an intricate interplay of form and expression, and individual artistry complements the distinctive arrangements. Metro seem to be most comfortable building organically on a theme, but they play songs, not just jams. A ballad like "People Person," with its satisfying melodic passages meandering over a slow, firm pulse, might make a new angle for a brunch-show playlist. Check out www.hipboprecords.com and www.metrojazz.com for more background on the group.



RADAR
RADAR'S EXCLUSIVE BAROMETER FOR NEW MUSIC
Peter Petro, Asst. NAC/Smooth Jazz Editor

The impression I try to leave in the back of my mind is that I'm not doing this for me, I'm doing it for our listeners. One of the reasons we played the Vinyl Drop was because it got an overwhelming response here in the office. We are in the same building as a Country station, and every time I would play the song, members of its sales staff would come down dancing in the hall. When you play it here now, people in the office get up and start dancing. When you see something like that, you know it's got to be hitting people at an emotional level. We understand that the people listening to this format have an emotional connection to the music, and they're passionate about what they hear. It's not background. We use the "office test" a lot. We have a good mix of people, and if we can get the country music fans to like a song we're playing, that's compelling, because we want to be as broad as we can in our appeal. If I try to get people who turn their noses up at smooth jazz to actually listen to the station, I've said, "Listen to us for two 15-minute segments. You pick when, but give us two shots, and then tell me what you think." People who usually listen have a much more positive feeling about it than those who don't. The ones who are so vocal against it are often the people who haven't listened in a while. A columnist from *The Oregonian* wrote about our Jazzfest and asked us over the coals because it wasn't traditional jazz. He made some gratuitous, backhanded swipes at us about how limp and inept smooth jazz was. The line that columnist crossed was in comparing us with the people who supported Hitler. He said that just because it's a popular format doesn't mean it's good, adding, "Look at all the people who supported Hitler in Germany." So we just got livid and talked about it a lot on the air. We generated 350 phone calls to the paper with complaints about that guy's attitude. We invited him to come down to the station. There was so much response that he came on my show, and I got him to admit on the air that he hadn't listened to the radio station in over five years. He hadn't listened to any artist we consider smooth jazz in longer than that. So I went through some of his reviews about artists we played. He had given Steely Dan's *Two Against Nature* album an A-minus, saying it was one of the best albums ever recorded. So I played "What a Shame About Me" and said, "Tell me that's not good music." And that is smooth jazz; by any definition that is where we are. He had to admit that the format wasn't as bad as he had purported and that it deserved a better listen.

—Peter Petro, Asst. NAC/Smooth Jazz Editor

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- Mike Moore, Country 92.5 - Hartford

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Stations and their adds listed alphabetically by market

WZMR/Albany, NY PD: Patrick Ryan BRIAN BROMBERG "Paterless" RIPPINGTONS "Cruisin" RONNIE LAWS "Days"	WYMY/Detroit, MI PD: Tom Sleeker MD: Sandy Kovach 5 TIM BOWMAN "Smile" GROVER WASHINGTON "Chameleon"	WJZ/Milwaukee, WI PD: Chris Moreau GROVER WASHINGTON "Chameleon"	WJCD/Norfolk, VA MD: Larry Hollowell No Adds	WWND/Raleigh-Durham, NC 9 WARREN HILL "Mambo"	KWJZ/Seattle-Tacoma, WA PD: Carol Handley MD: Dianna Rose No Adds	WJZW/Washington, DC PD: Kenny King CHELL MINUCCI "Sunday"
KNK/Anchorage, AK OM/PD: Aaron Wallender MD: Jennifer Summers JOSHUA PEDMAN "Mr. X" "Take"	KEZL/Fresno, CA PD: J. Weldenheimer JOE MCBRIDE "Texas"	KSBR/Mission Viejo, CA OM/PD: Terry Wedel MD: Logan Parris KIRK WHALUM "Uncon" EASTWEST CONNECTION "Surgical" JOYCE COOLING "Coasting" BILL CANTOS "New"	WLOQ/Orlando, FL PD: Dave Kesh MD: Patricia James JOYCE COOLING "Coasting" RIPPINGTONS "Cruisin" STING "Walks"	KBZN/Salt Lake City, UT PD/MD: Rob Riesen WALTER BEASLEY "Comin" ROGER SMITH "UpTown" NORMAN BROWN "Paradise"	WSJT/Tampa, FL PD: Ross Block MD: Kathy Curtis GROVER WASHINGTON "Chameleon"	KWSJ/Wichita, KS PD: Ron Allen MD: Patrick Murphy 1 JOYCE COOLING "Coasting" GROVER WASHINGTON "Chameleon"
WNUA/Chicago, IL PD: Bob Keake APD/MD: Steve Stiles VARIOUS ARTISTS "Manenberg" BONA FIDE "X-Ray"	WYJZ/Indianapolis, IN PD/MD: Carl Frye No Adds	KRVR/Modesto, CA PD: Jim Bryan MD: Doug Wulff EASTWEST CONNECTION "Surgical" ERIC ESSIX "Rainy" WARREN HILL "Mambo" JOE MCBRIDE "Texas" RIPPINGTONS "Cruisin" JOYCE COOLING "Coasting"	WJPL/Peoria, IL PD/MD: Rick Hirschmann No Adds	KIFM/San Diego, CA PD: Mike Vasquez APD/MD: Kelly Cole No Adds	KOAZ/Tucson, AZ PD/MD: Erik Foxx STING "Walks" GROVER WASHINGTON "Chameleon"	JRM(Jones NAC)/National PD: Steve Hubbard MD: Cheri Marquart 2 JOYCE COOLING "Coasting" KIRK WHALUM "Uncon" GROVER WASHINGTON "Chameleon" RIPPINGTONS "Cruisin"
WNWV/Cleveland, OH PD/MD: Bernie Kimble GROVER WASHINGTON "Chameleon"	KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart WARREN HILL "Mambo" CHUCK LOEB "Kiss"	WQCD/New York, NY OM: John Mullen PD/MD: Charley Connolly BONEY JAMES "Night" WALTER BEASLEY "Comin" VARIOUS ARTISTS "Manenberg"	WJZ/Philadelphia, PA OM: Anne Gress MD: Michael Tozzi NORMAN BROWN "Paradise" GEORGE BENSON "Deepen"	KMGQ/Santa Barbara, CA PD: Mark De Anda APD/MD: Steve Bauer STING "Walks" JORDAN HAYES "Mystic"	37 Total Reporters 37 Current Reporters 34 Current Playlists	Did Not Report, Playlist Frozen (3): KCIY/Kansas City, MO KSSJ/Sacramento, CA KKSJ/San Francisco, CA
WJZA/Columbus, OH PD/MD: Bill Harman No Adds	WLVE/Miami, FL PD: Bret Michael MD: Shiritta Colon No Adds	WSJZ/New Orleans, LA PD/MD: Mark Edwards 3 GROVER WASHINGTON "Chameleon" 3 JOYCE COOLING "Coasting" 3 RIPPINGTONS "Cruisin"	KYOT/Phoenix, AZ PD: Nick Francis APD/MD: Greg Morgan 10 MARC ANTOINE "Children" 6 STING "Walks"	KJZY/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton 3 STING "Walks" 2 GREGG KARLUKAS "Chasing" 1 ERIC ESSIX "Rainy" 1 BRAD MEHLDAU "Oh"		
KOAI/Dallas-Ft. Worth, TX PD/MD: Maxine Todd AL JARREAU "Night" DAVID BENNETT "Tad" JOE MCBRIDE "Howzit"			KKJZ/Portland, OR PD: Chris Miller MD: David Shult No Adds			

Most Played Recurrents

JAY BECKENSTEIN Sunrise (Windham Hill)

JOYCE COOLING Before Dawn (Heads Up)

MARC ANTOINE Palm Strings (GRP/VMG)

URBAN KNIGHTS Sweet Home Chicago (Narada)

PAUL TAYLOR Avenue (Peak/Unity/N-Coded)

RONNY JORDAN London Lowdown (Blue Note)

CLUB 1600 Stay (N-Coded)

BOB JAMES Raise The Roof (Warner Bros.)

LARRY CARLTON Fingerprints (Warner Bros.)

KIM WATERS Secrets Told (Shanachie)

CHRIS BOTTI Why Not (GRP/VMG)

ROGER SMITH Off The Hook (Miramar)

BONEY JAMES Boneyizm (Warner Bros.)

KENNY G Stranger On The Shore (Arista)

CHUCK LOEB High Five (Shanachie)

NORMAN BROWN Paradise (Warner Bros.)

JOYCE COOLING Callie (Heads Up)

AL JARREAU Just To Be Loved (GRP/VMG)

KENNY GARRETT Simply Said (Warner Bros.)

JANGO With Your Love (Samson)

NAC/SMOOTH JAZZ Going For Adds

9/25/00

TIM BOWMAN Smile (Insync)
 NORMAN BROWN Breaking Out (Warner Bros.)
 DR. DAVE Black Widow (Equity)
 CHUCK LOEB Blue Kiss (Shanachie)
 MARION MEADOWS Carousel (Heads Up)
 BILLY MITCHELL It Could Only Be You (Paras)
 DAN SIEGEL From The Heart (Legacy/Epic)
 SPUR OF THE MOMENT In Key (SOTM)

National Specialty Programming

JazzTrax

ART GOOD
 818-504-5787

No adds

Netradio.com

ROB MOORE
 612-379-6253

Daryl Stuermer
 Marcus Johnson
 Chuck Loeb

Man On The Corner
 Sandy Point
 Blue Kiss

Dave Koz Radio Show

RENEE DePuy
 609-921-1188

Boney James
 Michael McDonald
 Jeff Kashiwa

All Night Long
 The Meaning Of Love
 Hyde Park ("Ah, Ooh" Song)

NAC/Smooth Jazz Playlists

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

MARKET #1

WQCD/New York
Emmis
(212) 352-1019
Mullen/Connelly
12+ Cumc 1,565,100

Smooth Jazz
CD 21019
10th ANNIVERSARY

PLAYS

LTW	ARTIST/TITLE	GI (888)
12	ELIJE GROOVE/Vinyl	21340
23	BOB JAMES/Raise The Roof	20930
23	DAVE KOZ/Cat Let You	20930
23	JEFF GOLUB...No Two Ways About It	20930
23	STEVE COLE/Get It Go'n On	20930
23	DAVID BENNETT/Red Baron	20930
21	JEFF KASH/WA Hyde Park	19110
16	MICHAEL LING/Twice In A Lifetime	15470
16	JAZZMASTERS/London Chimes	14560
16	JORDAN FAYERS/Mystic Voyage	14560
15	ACUSTIC ALCHEMY/Beautiful Game	13650
15	FOURPLAY/Robo Pop	13650
15	BRIAN CULBERTSON/Do You Really...	9100
23	JOYCE COOLING/Before Dawn	7280
6	DOWN TO THE BONE/The Zodiac	6370
6	RONNY JORDAN/London Lowdown	6370
6	PAUL TAYLOR/Arave	5460
6	URBAN KNIGHTS/Sweet Home Chicago	5460
6	CHRIS STANDING/Hip Sway	5460
5	JAMES & BRAUN/Grazin' In The Grass	4540
4	YOLANDA ADAMS/Fragile Heart	3640
4	BRENDIA RUSSELL/Catch On	3640
4	MAYSA/Get To Be Strong	3640
4	BOB JAMES/All Night Long	0
4	WALTER BEASLEY/Comin' At Cha	0
4	VARIOUS ARTISTS/Menaberg	0

MARKET #2

KTWV/Los Angeles
Infinity
Clear Channel
(310) 645-7180
Brodie/Stewart
12+ Cumc 948,900

THE WAVE
107.3

PLAYS

LTW	ARTIST/TITLE	GI (888)
12	KIRK WATERS/Hudson River Nights	15175
21	DAVE KOZ/Cat Let You	13354
22	BRIAN CULBERTSON/Do You Really...	13354
21	JAMES & BRAUN/Grazin' In The Grass	12747
19	RICHARD ELLIOT/Moomba	12747
24	JEFF GOLUB...No Two Ways About It	12747
18	MICHAEL LING/Twice In A Lifetime	10926
16	JEFF KASH/WA Hyde Park	10926
17	CRAIG CHAIQUICO/Cala Carnival	10319
17	RONNY JORDAN/Old Days/Old Ways	10319
13	DOWN TO THE BONE/The Zodiac	9712
13	CHRIS STANDING/Hip Sway	9712
14	STEVE COLE/Get It Go'n On	9712
10	BRIAN BROMBERG/Relevance	9712
9	JOE MCBRIDE/Texas Rhythm Club	9712
14	DAVID BENNETT/Red Baron	9105
14	STING/She Walks The Earth	8498
16	GEORGE BENSON/Deeper Than You...	7891
11	TONI BRAXTON/Smooth Guitar	7284
11	ERIC BENNETT/Spend My Life...	7284
11	STEVE COLE/Get It Go'n On	6428
11	AL JARREAU/Last Night	5463
7	BOB JAMES/All Night Long	4249
7	RONNY JORDAN/London Lowdown	4249
6	BRENDIA RUSSELL/Catch On	3642
6	ERIC ESSAYIAN/Right In The Grass	3642
6	WARREN HILL/LA Mamba 2000	0
6	CHUCK LOEB/Blue Kiss	0

MARKET #3

WNUA/Chicago
Clear Channel
(312) 645-9550
Kaite/Siles
12+ Cumc 778,580

WNUA 95.5
Smooth Jazz

PLAYS

LTW	ARTIST/TITLE	GI (888)
12	ROBERT BROTHERS/Sonnet Or Later	11352
24	STEVE COLE/Get It Go'n On	10819
16	BOB JAMES/All Night Long	10819
13	URBAN KNIGHTS/The Gypsy	10406
21	DAVID BENNETT/Red Baron	9933
21	DAVE KOZ/Cat Let You	9933
14	MICHAEL LING/Twice In A Lifetime	9149
13	JEFF KASH/WA Hyde Park	8987
12	CRAIG CHAIQUICO/Cala Carnival	7095
13	BRIAN BROMBERG/Relevance	6622
14	JEFF GOLUB...No Two Ways About It	6149
12	RICHARD ELLIOT/Moomba	6149
12	ACUSTIC ALCHEMY/Beautiful Game	6149
12	DOWN TO THE BONE/The Zodiac	5676
12	ELIJE GROOVE/Vinyl	5676
12	MAYSA/Get To Be Strong	5676
11	JEFF KASH/WA Hyde Park	5676
12	GROVER WASHINGTON, Jr./Chameleon	5676
3	TONI BRAXTON/Smooth Guitar	5203
9	AL JARREAU/Just To Be Loved	4257
8	AL JARREAU/Last Night	3784
8	STEVE COLE/Get It Go'n On	2838
8	VARIOUS ARTISTS/Menaberg	0
8	BONA FIDE/Ray Hip	0

MARKET #5

WJZZ/Philadelphia
Clear Channel
(312) 506-1200
Tozzi
12+ Cumc 830,000

Smooth Jazz
WJZZ 106.1

PLAYS

LTW	ARTIST/TITLE	GI (888)
28	DOWN TO THE BONE/The Zodiac	9996
28	SCORSEAPPE UK/Fuel The Love	9996
28	MARTIN TAYLOR/Midnight Al	9996
28	CHRIS STANDING/Hip Sway	9996
28	JAY BECKENSTEIN/Sunrise	9996
28	JEFF GOLUB...No Two Ways About It	9996
28	DAVID BENNETT/Red Baron	9996
20	BETTE MIDLER/Love Ya	7140
19	CHRIS BARNES/Driving Home	6783
12	CHRIS BARNES/Driving Home	4641
11	BOB JAMES/Raise The Roof	4641
12	JANCO/Diamond Drive	4641
12	DAVE KOZ/Get It Go'n On	4284
12	BRIAN CULBERTSON/Do You Really...	4284
12	DAVID BENNETT/Red Baron	4284
11	BRIAN BROMBERG/Relevance	4284
11	DAVID BENNETT/Red Baron	4284
11	STEVE COLE/Get It Go'n On	4284
12	GROVER WASHINGTON, Jr./Chameleon	4284
14	WALTER BEASLEY/Comin' At Cha	3987
8	NORMAN BROWN/Paradise	0
8	GEORGE BENSON/Deeper Than You...	0

MARKET #6

KOAI/Dallas-Ft. Worth
Infinity
(214) 630-3011
Togg
12+ Cumc 273,700

ASIS 107.5
Smooth Jazz

PLAYS

LTW	ARTIST/TITLE	GI (888)
12	WALTER BEASLEY/Comin' At Cha	4816
12	RICHARD ELLIOT/Moomba	4644
28	VARIOUS ARTISTS/Menaberg	4472
28	DOWN TO THE BONE/The Zodiac	4472
28	DAVE KOZ/Cat Let You	4300
26	CHRIS STANDING/Hip Sway	4128
11	KING CLAYTON/Comin' At Cha	2236
11	BRIAN BROMBERG/Relevance	2236
12	JEFF KASH/WA Hyde Park	2064
12	ACUSTIC ALCHEMY/Beautiful Game	2064
12	JEFF GOLUB...No Two Ways About It	2064
12	MICHAEL LING/Twice In A Lifetime	2064
12	STEVE COLE/Get It Go'n On	2064
12	MICHAEL MCDONALD/The Meaning Of Love	2064
11	GEORGE BENSON/Deeper Than You...	2064
12	JAMES & BRAUN/Grazin' In The Grass	2064
12	ELIJE GROOVE/Vinyl	2064
11	MAARC ANTONIO/Palm Strings	1862
11	JAZZMASTERS/London Chimes	1862
11	HOUSTON & DE SASS/Comin' At Cha	1892
11	RONNY JORDAN/London Lowdown	1892
12	CHRIS STANDING/Hip Sway	1892
12	BRIAN CULBERTSON/Do You Really...	1720
10	BRENDIA RUSSELL/Catch On	1032
12	TONI BRAXTON/Smooth Guitar	860
8	AL JARREAU/Last Night	0
8	DAVID BENNETT/Red Baron	0
8	JOE MCBRIDE/Hovort	0

MARKET #7

WJMY/Detroit
Infinity
(248) 555-5100
Saeber/Kovach
12+ Cumc 436,700

V 98.7
Smooth Jazz

PLAYS

LTW	ARTIST/TITLE	GI (888)
22	VARIOUS ARTISTS/Menaberg	6877
22	ELIJE GROOVE/Vinyl	6877
23	RICHARD ELLIOT/Moomba	6877
23	NORMAN BROWN/Paradise	6877
23	DAVE KOZ/Cat Let You	6877
23	JEFF GOLUB...No Two Ways About It	6877
12	MICHAEL LING/Twice In A Lifetime	4186
11	GENE DUNN/AP/Got It's On	3887
13	CRAIG CHAIQUICO/Cala Carnival	3887
13	BOB JAMES/All Night Long	3887
10	JEFF KASH/WA Hyde Park	3887
12	WALTER BEASLEY/Comin' At Cha	3588
14	DAVID BENNETT/Red Baron	3588
12	STEVE COLE/Get It Go'n On	3588
11	JORDAN FAYERS/Mystic Voyage	3588
10	KIRK WATERS/Hudson River Nights	2990
10	KIRK WATERS/Hudson River Nights	2990
10	JAMES & BRAUN/Grazin' In The Grass	2691
8	JOYCE COOLING/Before Dawn	2691
9	LARRY CARL/Town/Impressions	2691
9	BOB JAMES/All Night Long	2691
8	NESTOR TORRES/Sweet Nights	2392
13	SANTANA/IV	2392
8	CHRIS BOTT/Why Not	2392
9	BRENDIA RUSSELL/Catch On	2392
10	DAVE KOZ/Cat Let You	2392
7	URBAN KNIGHTS/Sweet Home Chicago	2093
7	MAARC ANTONIO/Palm Strings	2093
6	AL JARREAU/Last Night	2093

MARKET #9

WJZZ/Washington, DC
ABC
(202) 895-2300
King
12+ Cumc 354,400

Smooth Jazz
107.3

PLAYS

LTW	ARTIST/TITLE	GI (888)
28	DAVE KOZ/Cat Let You	6328
28	CRAIG CHAIQUICO/Cala Carnival	6328
28	DOWN TO THE BONE/The Zodiac	6328
28	ELIJE GROOVE/Vinyl	6328
28	RICHARD ELLIOT/Moomba	6328
28	JEFF GOLUB...No Two Ways About It	6102
28	BRIAN CULBERTSON/Do You Really...	6102
17	AL JARREAU/Last Night	3842
16	MICHAEL MCDONALD/The Meaning Of Love	3616
16	TONI BRAXTON/Smooth Guitar	3616
17	BRENDIA RUSSELL/Catch On	3616
9	DAVID BENNETT/Red Baron	2938
12	JAMES & BRAUN/Grazin' In The Grass	2712
9	BOB JAMES/All Night Long	2712
9	CHRIS STANDING/Hip Sway	2712
28	STEVE COLE/Get It Go'n On	2486
11	ACUSTIC ALCHEMY/Beautiful Game	2486
11	MICHAEL LING/Twice In A Lifetime	2260
11	JAZZMASTERS/London Chimes	2260
8	GEORGE BENSON/Deeper Than You...	2260
13	JAY BECKENSTEIN/Sunrise	2260
23	BRIAN CULBERTSON/Do You Really...	6070
10	JOYCE COOLING/Before Dawn	2034
13	JEFF KASH/WA Hyde Park	2034
10	VARIOUS ARTISTS/Menaberg	1808
11	JEFF JARVIS/Silver Bird	1808
11	AL JARREAU/Last Night	1808
11	KIM WATERS/Secrets Told	1808
9	JAZZMASTERS/London Chimes	1808
9	3RD FORCE/Revolution Of	1808

MARKET #12

WLVE/Hiami
Clear Channel
(305) 654-9494
Michael/Colon
12+ Cumc 337,800

Smooth Jazz
107.3

PLAYS

LTW	ARTIST/TITLE	GI (888)
24	KIM WATERS/Hudson River Nights	5664
24	RICHARD ELLIOT/Moomba	5664
24	CHRIS BOTT/Why Not	5664
24	DAVE KOZ/Cat Let You	5664
21	MAARC ANTONIO/Palm Strings	5428
23	BRIAN CULBERTSON/Do You Really...	5428
24	DAVE KOZ/Cat Let You	5428
11	STEVE COLE/Get It Go'n On	2832
11	JAMES & BRAUN/Grazin' In The Grass	2832
11	GEORGE BENSON/Deeper Than You...	2832
12	BOB JAMES/All Night Long	2832
12	DOWN TO THE BONE/The Zodiac	2832
12	WALTER BEASLEY/Comin' At Cha	2832
12	RONNY JORDAN/London Lowdown	2596
11	BOB JAMES/All Night Long	2596
12	CHRIS STANDING/Hip Sway	2596
10	MICHAEL LING/Twice In A Lifetime	2596
12	WARREN HILL/LA Mamba 2000	1652
5	PAUL TAYLOR/Arave	1652
4	ELIJE GROOVE/Vinyl	1416
6	ACUSTIC ALCHEMY/Beautiful Game	1416
6	JEFF KASH/WA Hyde Park	1180
6	RIPPINGTONS/Custan' Down	1180
4	VARIOUS ARTISTS/Menaberg	944

MARKET #14

WJZZ/Santa-Tucson
Kudjuz
(405) 373-5536
Handley/Rose
12+ Cumc 244,700

Smooth Jazz
107.3

PLAYS

LTW	ARTIST/TITLE	GI (888)
11	EDGE GROOVE/Vinyl	4060
26	VARIOUS ARTISTS/Menaberg	3770
28	JOYCE COOLING/Before Dawn	3770
26	DAVE KOZ/Cat Let You	3770
26	BOB JAMES/All Night Long	3770
26	STEVE COLE/Get It Go'n On	3770
12	STING/She Walks The Earth	4284
16	KING CLAYTON/Comin' At Cha	2120
14	AL JARREAU/Last Night	2370
16	BRENDIA RUSSELL/Catch On	2175
15	YOLANDA ADAMS/Fragile Heart	2175
9	BRENDIA RUSSELL/Catch On	2510
10	SAM CARDONAL/Just Night Of Summer	1596
11	MICHAEL LING/Twice In A Lifetime	1596
11	DAVE KOZ/Cat Let You	1596
11	ACUSTIC ALCHEMY/Beautiful Game	1596
26	VARIOUS ARTISTS/Menaberg	1596
11	CRAIG CHAIQUICO/Cala Carnival	1596
11	CHRIS STANDING/Hip Sway	1596
11	DAVID BENNETT/Red Baron	1596
11	JEFF KASH/WA Hyde Park	1596
26	JAY BECKENSTEIN/Sunrise	1610
10	JOE MCBRIDE/Texas Rhythm Club	1450
27	BRIAN CULBERTSON/Do You Really...	1450
10	GROVER WASHINGTON, Jr./Chameleon	1450
9	URBAN KNIGHTS/Sweet Home Chicago	1305
9	CHRIS BOTT/Why Not	1305
9	GOTW/It's Good	1305
9	JAZZMASTERS/London Chimes	1305
9	DWIGHT SILLS/Desert Oasis	1305

MARKET #15

KJZZ/San Diego
Jefferson-Pilot
(619) 297-3698
Vasquez/Cole
12+ Cumc 285,400

Smooth Jazz
107.3

PLAYS

LTW	ARTIST/TITLE	GI (888)
17	CLUB 1600/Sway	2188
14	CRAIG CHAIQUICO/Cala Carnival	2188
16	BOB JAMES/Raise The Roof	2624
16	BOB JAMES/All Night Long	2624
16	JAMES & BRAUN/Grazin' In The Grass	2460
16	LARRY CARL/Town/Impressions	2460
16	MAARC ANTONIO/Palm Strings	2460
16	PETER WHITE/San Diego	2460
12	MICHAEL MCDONALD/The Meaning Of Love	2296
14	PAUL TAYLOR/Arave	2296
14	STEELE DANK/Jack Of Speed	2296
14	AL JARREAU/Last Night	2152
13	STING/Desert Rose	2132
10	AL JARREAU/Just To Be Loved	1804
11	FATBURGER/Trail Of Tears	1804
9	NELSON HANDEL/All In All	1804
11	JEFF GOLUB...No Two Ways About It	1804
10	JOYCE COOLING/Before Dawn	1640
9	RICHARD ELLIOT/Moomba	1640
9	BRIAN CULBERTSON/Do You Really...	1476
9	DHILLI MURKIN/My Girl Sunday	1476
9	GEORGE BENSON/Deeper Than You...	1476
9	JAY BECKENSTEIN/Sunrise	1476
10	MICHAEL LING/Twice In A Lifetime	1476
9	STEVE COLE/Get It Go'n On	1476
9	ACUSTIC ALCHEMY/Beautiful Game	1312
11	DAVID BENNETT/Red Baron	1312
9	JEFF KASH/WA Hyde Park	1312
10	RONNY JORDAN/London Lowdown	1312
8	WARREN HILL/LA Mamba 2000	1312

MARKET #16

KYOT/Phoenix
Clear Channel
(602) 258-8181
Francis/Morgan
12+ Cumc 255,000

KYOT 95.5
Smooth Jazz

PLAYS

LTW	ARTIST/TITLE	GI (888)
22	BRIAN CULBERTSON/Do You Really...	4268
22	ELIJE GROOVE/Vinyl	4268
22	VARIOUS ARTISTS/Menaberg	4268
22	TURNING POINTS/Estrella	4268
21	CRAIG CHAIQUICO/Cala Carnival	4074
21	JEFF GOLUB...No Two Ways About It	4074
21	TONI BRAXTON/Smooth Guitar	4074
10	DAVID BENNETT/Red Baron	2328
11	JAMES & BRAUN/Grazin' In The Grass	2134
10	CHILLI MURKIN/My Girl Sunday	2134
9	ANDREA SVETKEY/Right In The Grass	1940
10	RICHARD ELLIOT/Moomba	1940
11	GEORGE BENSON/Deeper Than You...	1940
10	JEFF KASH/WA Hyde Park	1940
10	MAARC ANTONIO/Children At Play	1940
10	MICHAEL LING/Twice In A Lifetime	1940
10	SABARITHA SWAMI/Heavenly Grooves	1940
9	ROGER SMITH/UpTown	1940
10	JORDAN FAY	

Rock Playlists

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

KLJQ/San Francisco
Clear Channel
(408) 453-5400
Gunningham/Berg
12+ Cumc 630,300

PSI

PLAYS

LT	TW	ARTIST/TITLE	© (888)
15	20	A PERFECT CIRCLE/Judith	8087
15	20	3 DOORS DOWN/Kryptonite	3044
15	20	ROB ZOMBIE/Dracula	6130
15	20	DEFTONES/Change...	8437
15	20	U.P.O./Goddess	5991
15	20	GOODSAMCK/Bad Religion	5481
15	20	PAPA ROACH/Last Resort	5481
15	20	WAST/Free	5181
15	20	GOODSAMCK/Whatever	4845
15	20	CREDIA/You're Not Alone	4845
15	20	3 DOORS DOWN/Last Resort	4522
15	20	GOODSAMCK/Keep Away	4190
15	20	LIMP BIZKIT/Rollin'	4190
15	20	SUNRAY/Power Struggle	3076
15	20	NICKELBACK/Incubus	3553
15	20	RAGE AGAINST THE MACHINE/No Left Turn	2584
15	20	(RED) PLANE EARTH/Battender	2584
15	20	RAGE AGAINST THE MACHINE/No Left Turn	2281
15	20	AC/DC/Back In Black	2281
15	20	COLLAPSE/Get Back	2281
15	20	DISTURBE/Supply	2281
15	20	UNION UNDERGROUND/Turn Me On	2281
15	20	SAMMY HAGAR/Serious Juke	2281
15	20	TRAVIS/Meat and Potatoes	2281
15	20	ONE WAY RIDE/Painted Perfect	2281
15	20	P.O.D./The Party	2281
15	20	METALLICA/Turn The Page	1938

WMMR/Philadelphia
Greater Media
(610) 771-0833
Millman/Zepko
12+ Cumc 610,700

93.5 WMMR

PLAYS

LT	TW	ARTIST/TITLE	© (888)
33	20	FUEL/Hemorrhage...	8070
31	20	3 DOORS DOWN/Kryptonite	6994
18	24	PEARL JAM/Light Years	6456
19	20	WALLS OF JERUSALEM	5111
20	19	OSTP/Question Everything	5111
20	19	U.P.O./Goddess	5111
12	17	AC/DC/Back In Black	4573
19	17	RED HOT CHILI.../California	4573
19	18	CREDIA/You're Not Alone	4304
20	18	METALLICA/Load Cover	4035
15	18	JIMMY PAGE/BLACK.../What Is & What...	4035
15	18	METALLICA/Turn The Page	3278
13	11	3 DOORS DOWN/Last Resort	2959
5	11	JIMMY PAGE/BLACK.../Hey Hey What Can...	2959
6	10	COLLECTIVE SOUL/Why Pl 2	2690
10	8	COLD/Just Got Wicked	2152
8	8	AMERICAN PEARS/Free Your Mind	1883
7	7	BUSH/The Chemicals...	1883
7	7	LIT/My Own Worst Enemy	1883
7	7	LIVE/The Dolphin's Cry	1883
7	7	OSTP/Question Everything	1883
7	7	3 DOORS DOWN/Last Resort	1883
7	7	CREDIA/You're Not Alone	1614
10	6	LIQUID GANG/Over	1614
11	6	LIVE/They Stood Up For...	1614
6	6	WHO/You Better Be Good	1614
6	6	METALLICA/Turn The Page	1614
6	6	ISLE OF OGLITE/Scene	1614
7	6	BUCKY RAY/Up	1345
7	6	STRATOCASTER/The Walls	1345

KISW/Seattle-Tacoma
Entercom
(206) 265-7625
Ryan/Faulstich
12+ Cumc 243,000

KISW

PLAYS

LT	TW	ARTIST/TITLE	© (888)
29	20	A PERFECT CIRCLE/Judith	3836
29	20	3 DOORS DOWN/Last Resort	3836
22	21	QUEENS OF.../The Last Art...	3014
21	21	PAPA ROACH/Last Resort	2877
21	21	PRIMUS/WOZZY N.I.B.	2877
18	20	AC/DC/Back In Black	2740
18	20	IRON MAIDEN/The Wicker Man	2466
18	20	DEFTONES/Change...	2466
31	18	RED HOT CHILI.../California	2329
31	17	METALLICA/Disappear	1918
13	14	KENNY WAYNE.../Last Goodbye	1918
10	12	CREDIA/You're Not Alone	1918
11	11	MEGADETH/Bring The King	1507
11	11	DISTURBE/Supply	1096
10	11	MONSTER MAGNET/Sacred Lord	1096
10	11	KIMMY GOODBYE/Lament	1370
10	11	NICKELBACK/Breathe	1233
10	11	EVERLAST/What Is Life	1096
10	11	A PERFECT CIRCLE/You're Not Alone	1096
10	11	LENNY KRAVITZ/Ry Away	1096
9	8	OFFSPRING/The Kids Aren't...	1096
9	8	3 DOORS DOWN/Kryptonite	859
7	7	CREDIA/You're Not Alone	859
6	6	GOODSAMCK/Keep Away	822
6	6	BUCKY RAY/Up	822
6	6	FOO FIGHTERS/Learn To Fly	585
6	6	GOODSAMCK/Keep Away	585
6	6	AC/DC/Back In Black	548
3	4	ROB ZOMBIE/Dracula	548
3	4	ALICE IN CHAINS/Get Born Again	548

KDIA/Phoenix
Sundance
(480) 897-9000
Bonadonna/Ellis
12+ Cumc 104,200

93.3

PLAYS

LT	TW	ARTIST/TITLE	© (888)
19	20	CREDIA/You're Not Alone	2166
19	20	RED HOT CHILI.../California	2166
19	20	EVE 6/Phantom	2052
13	18	MATCHBOX TWENTY/Bent	2052
16	18	RED HOT CHILI.../California	2052
16	18	3 DOORS DOWN/Kryptonite	1938
16	18	PRIMUS/WOZZY N.I.B.	1938
16	18	FOO FIGHTERS/Learn To Fly	1538
16	18	RED HOT CHILI.../California	1538
16	18	TONIC/You Wanted More	1824
16	18	STONE TEMPLE PILOTS/Sour Girl	1824
16	18	AC/DC/Back In Black	1710
16	18	LIVE/They Stood Up For...	1710
16	18	BON JOVIVIA'S My Life	1596
16	18	DEF LEPPARD/21st Century Sha...	1026
16	18	KENNY WAYNE.../Last Goodbye	1026
16	18	COLLECTIVE SOUL/Why Pl 2	912
16	18	RED HOT CHILI.../California	912
16	18	GOODSAMCK/Keep Away	798
16	18	GOODSAMCK/Keep Away	798
16	18	AC/DC/Back In Black	456
16	18	COLLECTIVE SOUL/Why Pl 2	456
16	18	SAMMY HAGAR/Serious Juke	456
16	18	BUCKY RAY/Up	456
16	18	FOO FIGHTERS/Learn To Fly	228
16	18	SANTANA/ROB THOMAS/Smooth	228
16	18	SANTANA/EVERLAST/Put Your Lights On	228

WBAB/Massachusetts
Clear Channel
(617) 587-1023
Edwards/Tortora/Parise
12+ Cumc 653,700

WBAB

PLAYS

LT	TW	ARTIST/TITLE	© (888)
30	31	3 DOORS DOWN/Kryptonite	8526
30	31	RED HOT CHILI.../California	8526
30	31	MATCHBOX TWENTY/Bent	8526
30	31	CREDIA/You're Not Alone	7700
30	31	JIMMY PAGE/BLACK.../Ten Years Gone	7700
30	31	BON JOVIVIA'S My Life	4125
15	18	COLLECTIVE SOUL/Why Pl 2	3575
1	12	AC/DC/Back In Black	1538
30	12	CREDIA/You're Not Alone	3300
11	12	WALLS OF JERUSALEM	3300
9	11	COLLECTIVE SOUL/Why Pl 2	3025
10	11	METALLICA/Disappear	2750
10	11	AC/DC/Back In Black	2750
10	11	OSTP/Question Everything	2750
10	11	AC/DC/Satellite Blues	2750
10	11	SAMMY HAGAR/Serious Juke	2475
8	9	3 DOORS DOWN/Last Resort	2475
8	9	KENNY WAYNE.../Last Goodbye	2475
13	8	JIMMY PAGE/BLACK.../What Is & What...	2200
7	8	RED HOT CHILI.../California	2200
9	8	METALLICA/Load Cover	2200
7	8	METALLICA/Turn The Page	2200
7	8	AC/DC/Back In Black	1650
7	8	RED HOT CHILI.../California	1650
5	6	FUEL/Hemorrhage...	1375
2	4	PINK FLOYD/Young Lust	1100
1	3	COURTNEY CRONIN'S Hangaround	275
1	3	ROB ZOMBIE/Dracula	275
1	3	DOMESTIC/Together	275
1	3	SAMMY HAGAR/Serious Juke	275

WOVE/Portland
Clear Channel
(412) 537-1441
Hart/Porter
12+ Cumc 434,500

WOVE

PLAYS

LT	TW	ARTIST/TITLE	© (888)
26	26	CLASHES/Better Off	7436
26	26	3 DOORS DOWN/Kryptonite	6864
26	26	GOODSAMCK/Keep Away	6578
26	26	CREDIA/You're Not Alone	6292
26	26	STONE TEMPLE PILOTS/Sour Girl	4862
16	26	AC/DC/Back In Black	4004
16	26	RED HOT CHILI.../California	3718
16	26	BUZZ COCKS/Copenagagen	3432
12	26	JIMMY PAGE/BLACK.../Ten Years Gone	3432
12	26	AC/DC/Satellite Blues	3432
12	26	RED HOT CHILI.../California	3432
12	26	CREDIA/You're Not Alone	3146
12	26	FOO FIGHTERS/Learn To Fly	3146
8	26	KENNY WAYNE.../Last Goodbye	2574
8	26	TRAVIS/Meat and Potatoes	2574
12	8	COLLECTIVE SOUL/Why Pl 2	2288
12	8	3 DOORS DOWN/Last Resort	2288
12	8	LENNY KRAVITZ/Ry Away	2288
6	8	JONNY LANG/Silence	2288
6	8	LIVE/The Dolphin's Cry	2288
6	8	SANTANA/EVERLAST/Put Your Lights On	2288
6	8	CLASHES/Better Off	2002
6	8	SUSAN TILSON/Rock Me Right	2002
6	8	BUSH/The Chemicals...	2002
6	8	GOODSAMCK/Keep Away	2002
6	8	LENNY KRAVITZ/Ry Away	2002
6	8	METALLICA/Disappear	1716
6	8	TONIC/You Wanted More	1716
6	8	TRAVIS/Meat and Potatoes	1716

WEDN/Cincinnati
Clear Channel
(513) 621-9326
Walker/Barrett
12+ Cumc 388,400

WEDN

PLAYS

LT	TW	ARTIST/TITLE	© (888)
27	32	GOODSAMCK/Keep Away	7008
27	32	RED HOT CHILI.../California	6570
27	32	STARDUST/November	6570
16	24	A PERFECT CIRCLE/Judith	5256
15	20	3 DOORS DOWN/Last Resort	4161
15	20	CREDIA/You're Not Alone	4161
15	20	U.P.O./Goddess	3942
16	17	COLLECTIVE SOUL/Why Pl 2	3723
16	17	NICKELBACK/Breathe	3723
15	18	DEFTONES/Change...	3504
15	18	FUEL/Hemorrhage...	3504
12	16	LIVE/They Stood Up For...	3504
12	16	PAPA ROACH/Last Resort	3285
15	18	RAGE AGAINST THE MACHINE/No Left Turn	3285
15	18	ROB ZOMBIE/Dracula	3285
30	14	GOODSAMCK/Keep Away	3066
11	13	INCUBUS/Pardon Me	2628
10	13	3 DOORS DOWN/Last Resort	2190
7	10	STONE TEMPLE PILOTS/Sour Girl	2190
10	11	LENNY KRAVITZ/Ry Away	2190
11	11	DISTURBE/Supply	1971
10	11	AMERICAN PEARS/Free Your Mind	1752
10	11	METALLICA/Disappear	1752
6	8	A PERFECT CIRCLE/You're Not Alone	1752
12	7	ZEBRAHEAD/Paymate Of The Year	1533
12	7	GREEN DAY/Monkey	1314
5	8	UNION UNDERGROUND/Turn Me On	1314
6	8	EVERLAST/What Is Life	1095
6	8	PAPA ROACH/Broken Home	1095

KCAL/Riverside
Incal/Heim
(909) 793-3554
Hoffman/Matthews
12+ Cumc 142,700

KCAL 94.7

PLAYS

LT	TW	ARTIST/TITLE	© (888)
40	40	IRON MAIDEN/The Wicker Man	3397
42	42	3 DOORS DOWN/Kryptonite	3318
30	42	PRIMUS/WOZZY N.I.B.	3016
41	39	METALLICA/Disappear	2681
26	39	CULT/Painted On My Heart	2681
32	34	3 DOORS DOWN/Last Resort	2086
18	30	RED HOT CHILI.../California	2212
12	30	BUZZ COCKS/Copenagagen	1976
15	21	COLLECTIVE SOUL/Why Pl 2	1659
19	21	SLASH'S SHARPEYE/Been There Lately	1543
40	17	CREDIA/You're Not Alone	1349
9	18	LIMP BIZKIT/Rollin'	1284
7	12	SAMMY HAGAR/Serious Juke	949
12	12	MEGADETH/Bring The King	790
8	10	PAPA ROACH/Last Resort	790
9	10	FOO FIGHTERS/Learn To Fly	790
9	10	METALLICA/Turn The Page	790
9	10	BAO 7/14 Last Cover	711
9	10	METALLICA/Whiskey In The Jar	711
13	9	NEW AMERICAN SHAMME/Under It All	711
10	9	OFFSPRING/The Kids Aren't...	652
12	9	METALLICA/Disappear	631
11	9	ROB ZOMBIE/Dracula	631
12	9	MEGADETH/Breathe	632
9	9	METALLICA/Load Cover	632
9	9	OFFSPRING/The Kids Aren't...	632
9	9	UNION UNDERGROUND/Turn Me On	632
8	7	RED HOT CHILI.../California	553
8	7	AMERICAN PEARS/Free Your Mind	474

WLUM/Minneapolis
Milwaukee
(414) 771-1021
Hawke
12+ Cumc 122,900

ROCK 102.1

PLAYS

LT	TW	ARTIST/TITLE	© (888)
22	27	PAPA ROACH/Last Resort	1458
11	26	COLLECTIVE SOUL/Why Pl 2	1458
11	26	RED HOT CHILI.../California	1458
20	25	SAMMY HAGAR/Serious Juke	1304
21	25	CLASHES/Better Off	1350
13	22	COLD/Just Got Wicked	648
4	12	GREEN DAY/Monkey	648
12	12	UNION UNDERGROUND/Turn Me On	594
11	11	ISLE OF OGLITE/Scene	594
11	11	ONE WAY RIDE/Painted Perfect	594
11	11	A PERFECT CIRCLE/Judith	594
14	11	ROB ZOMBIE/Dracula	594
14	11	NICKELBACK/Breathe	594
14	11	3 DOORS DOWN/Last Resort	594
10	11	OSTP/Question Everything	540
10	11	ALICE COOPER/Gimme	540
6	10	CREDIA/You're Not Alone	540
12	10	DEFTONES/Change...	540
10	10	FULL DEVL JACKET/Where Did You Go?	540
9	10	PEARL JAM/Light Years	486
9	10	FOO FIGHTERS/Learn To Fly	486
7	9	METALLICA/Disappear	486
7	9	STONE TEMPLE PILOTS/Sour Girl	486
16	9	AC/DC/Back In Black	486
15	9	CREDIA/You're Not Alone	486
9	9	IRON MAIDEN/The Wicker Man	486
9	9	NICKELBACK/Under Of Man	486
11	9	CORNERHEAD/LADIES First/Inch Me	486
8	9	FOO FIGHTERS/Learn To Fly	432
8	9	3 DOORS DOWN/Kryptonite	378

WHLY/Providence
Clear Channel
(401) 228-0322
Benavisco/Schifino
12+ Cumc 285,400

94.1

PLAYS

LT	TW	ARTIST/TITLE	© (888)
28	20	3 DOORS DOWN/Kryptonite	5040
30	20	METALLICA/Disappear	5040
26	20		



CYNDEE MAXWELL
max@rronline.com

PART TWO OF A TWO-PART SERIES

Straight Out Of Amsterdam

More McGathy memories

This week we conclude our programmers' and music directors' memories of the 15th McGathy Party, which was held earlier this month across the Atlantic in Amsterdam.

Marilynn Mee MD, WLZR/Milwaukee

August 26: I'm leaving for Amsterdam three days before everyone else because I decided to take a few vacation days and explore Holland on my own. OK, so I've never vacationed by myself before ... and I've never been to Europe before. "I can do this," I say to myself. "It'll be fun." My mom cries when she drops me off at the airport. She tells me to have fun but doesn't mention the red-light district or the hash bars.



Marilynn Mee

August 27: Whoa! We're over Great Britain. I just woke up after a five-hour nap. Better change my watch to seven hours ahead. First thing I have to do when I land is go to the vvv (the Dutch visitors bureau) and find a hotel until Wednesday, when I'll move to the Krasnapolsky for the convention. I tell the girl behind the counter to find me something bright and airy with a bathroom that's in a good location and not terribly expensive. Apparently she caught only the "bathroom" part and must've thought I said "an ugly little room the size of my bathroom at home."

I can make do with this until tomorrow though. I book another place for the next night. For now, I'm right down the street from the Dutch version of the Salvation Army house for homeless men. How quaint. Maybe I'll make some new friends. I spend the day walking around Amsterdam and booking a few excursions. After dinner at an Indian restaurant, I spend the evening at a cyberbar. Thank heaven for MSN Instant Messaging!

August 28: After a surprisingly restful sleep on my kid-size bed and a shower that soaks all nine square feet of the bathroom, I'm ready to move to my new digs at The Seven Bridges and do some sightseeing. It's not too far away, but I opt for a cab instead of the tram. I learn an expensive lesson from my choice: Dutch cabs charge by the minute and not by the quarter-mile. I realize this while we're sitting in a major traffic jam. Forty guilders later (\$15.60 U.S.) I'm

at my new hotel.

It's beautiful! It's on the third floor of an old canal house with antique furniture, Persian rugs, a French window that looks out over a flowering courtyard, and art nouveau tile in the bathroom. Now I'm really ready to explore. I take a canal tour and count eight cats sleeping on canal house-boats. I find a great little café I read about in my Fodor's travel guide. (But what's up with this French fries and mayonnaise thing?) I've got to spend some time in my groovy room before I move again. After taking another long walk that evening, I spend the rest of the night writing postcards.

August 29: Breakfast is served in my room. The birds are singing in the courtyard, and I'm feeling very European this morning. I'm also starting to wonder if the Dutch spike their coffee with crystal meth. I've had three little cups, and my heart is pounding. I must remember to switch to decaf. Since a cab ride will cost my life savings if the traffic's bad and my suitcase won't fit through the tram door, I will have to walk to the Krasnapolsky. It's nice out and the walk is pleasant, but man, is my suitcase loud on those cobblestones!

After checking in, I'm off to my bus tour through the Dutch countryside. I visit a wooden shoe factory, a cheese factory and an old fishing village, and I get to see windmills. Lisa The Tour Guide does the whole tour in four languages, but mentions that she speaks seven. I speak two languages, if you include Selector. Rose McGathy has asked me to join her, Roe Gallo, Diane Gentile from Artemis and a bunch of fun people for dinner at Bill's favorite Indonesian restaurant. The food rocks! A few of us end the night at a cool little cyberbar. I chat online with my honey, and everyone else is at a table in the back. Hmm, they're awfully quiet back there.

August 30: I sleep in. Rose calls to wake me up before they stop serving breakfast. Diane Gentile, Chris from The Spin Doctors and I are going to the Rijksmuseum today to see

the Rembrandt collection. It's too awesome for words! All the radio and record people are now in Amsterdam, and we have our first event, dinner. There's something strange about eating Mexican food in Holland, but it's great to see everyone. Phyllis Linehan has a cat sleeping on her lap — I love this!

After dinner I end up with Billy Burrs from RCA and a bunch of guys, and we walk to a bar near the hotel. I ask myself, "Is this all really legal?" KUFO/Portland's Dave Numme's friend, Larry, gets hit by a bike. Whew — no serious injuries!

August 31: I'm glad I made it to the "What's This Dot-Com World Coming To?" panel. Ken Anthony from Radio Think Tank does his usual excellent job in leading the Internet discussion. This afternoon WLZR PD Keith Hastings; Cyndee Maxwell and her husband, Bruce; Jann Hendry from Giant; Pat Martin and his wife, Monica; TVT's Joanne Grand; and a bunch of others join me in an excursion to the Van Gogh museum. We have lunch at a café then split up at the museum. I'm overwhelmed! It's so fabulous. I will never forget this.

I must get back in time to go to Roadrunner's canal boat dinner. 550 Music's Chris Siciliano and I decide that we can find our way to the boats on the tram. We almost don't, as Amsterdam is laid out very differently from Manhattan. The boat dinner is a blast. Billy Burrs takes over the microphone and does his best Robin Leach. I'm glad I've taken our boat tour guide aside and explained who we are and what we do. We head to The Dandy Warhols show. Very cool!

September 1: After breakfast and a stop at the panel (gee, where is everyone?) I decide to shop today. And I shop and shop. Tulip bulbs are a great deal here. My neighborhood is going to look like Holland next spring! I hope the VISA people know how to convert guilders to dollars. I'm invited to a Warner Bros./Epic dinner at a restaurant run by a guy from Kenosha, WI. I know all his brothers because they're in a local band.

After a wonderful Italian meal,

"I visit a wooden shoe factory, a cheese factory and an old fishing village, and I get to see windmills. Lisa The Tour Guide does the whole tour in four languages, but mentions that she speaks seven. I speak two, counting Selector."

Marilynn Mee

WMFS/Memphis' Rob Cressman causes a cab driver to go insane, and a second one to almost go insane. Thankfully, an amazing 3 Doors Down and Everlast show helps me forget that little incident. After the show it's time for one last walking tour of the red-light district. A group of us end up in a bar that's been taken over by drunken Irish football fans. These guys make Packers fans look like wimps!

September 2: As a nice, peaceful close to this fabulous week, I visit the Anne Frank house on my own. I'm glad I decided to do this. I now have just enough time before we leave for the airport for Keith and I to do some last-minute shopping. He buys me a Van Gogh refrigerator magnet. I talk him into buying furry wooden shoe slippers for one of his boys. It's good to be going home: I miss my man and my dogs, but this was the coolest trip I've ever been on. (Note to self: Call Bill McGathy to find out if he's going to do this again next year!)

Pat Martin APD, KRXQ/Sacramento

August 31: The flight from Sacramento to Amsterdam was loooooong (14 hours in all). During our layover in Minneapolis, I bet my wife (Monica Lowe of KZZO/Sacramento) that we will see a few radio "dorks" on our flight to Europe. Sure enough, there's Al Scott from KUFO/Portland looking for tequila. He's bummed because there's none on the plane. KILO/Colorado Springs' Rich Hawk and his lovely wife, Christy, were also with us. We finally landed the next day, without the help of Jose Cuervo.

After checking in and taking a much-needed nap, it was off to Chicano's for dinner — killer Mexican food in the heart of Amsterdam. All the food we had was fantastic. Maybe it has something to do with the coffee shops?

September 1: I was honored to be part of a panel called "What's This Dot-Com World Coming To?" Ken Anthony did a splendid job of moderating the session. Many developments are on the horizon. Some of these we can see coming, and many

of them we can't. From radio's point of view, we need to stay local and continue to provide unique product services if we want to remain competitive in this ever-fragmenting world. (Get a hold of Tony Couch at McGathy for some very exciting ideas for your web page.)

Now it's off to lunch with Jann Hendry and company, and then a tour of the magnificent Van Gogh museum. Marilyn Mee almost breaks down in tears in the presence of such masterpieces. Afterwards WNOR/Norfolk's Harvey Kojan and I decide to visit the holy grail of beer, the Heineken brewery. Upon arriving at the sacred shrine of suds, depression sets in: The brewery is closed until next May.

That night Mark Abramson and Roadrunner treated us all to a dinner cruise through the canals of Amsterdam. Bill Burrs grabs the mike and entertains as we dine. Very funny. Did this guy used to be a stand-up comic or something?

September 2: It's Saturday night, and Warner Bros.' Mike Rittberg and Dave Lombardi are hosting a spectacular dinner at La Gondola. After much food and wine, we decide to catch a cab for a live sex show before the band showcase. The trouble is, no one can decide where to go or which cab to get in. It's like the Ten Stooges. Finally, the minivan cab fills up, and we are about to depart. That's when trouble begins. Rob Cressman decides to join us. He jumps in the over-filled cab, much to the chagrin of the already-angered burly driver, who comes around and forcibly removes Cressman from the vehicle and demands, "Everyone out!"

More confusion commences, the demand for guilders intensifies, and everyone scatters after Lombardi almost gets into a fight with another irate cab driver. It's too late for the sex show, but we finally get another cab. Trouble again. Cressman jumps in with a drink in his hand, speaking mock Danish like he's got Tourette's syndrome or something. He was cracking me up, but our driver is none too amused and threatens to throw us all out. We blame it on the Heineken. Lucky to be alive, we get to the club just in time to see a fine set from 3 Doors Down.

There were more adventures but that's for another time. Special thanks to Bill, Rose, Roe, Tony Couch, Mike Childs and all at McGathy for a most excellent "European Vacation!"



Pat Martin

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ROCKS



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IN STORES 10/17/00

Slaves on Dope
Fresh off the Ozzfest 2000 tour.
Slaves on Dope will be tearing
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- #1 Most Added at Metal Radio!

IN STORES 10/3/00

Godhead
First signing to Marilyn Manson's
Posthuman Records, Godhead will
be releasing their new album
2000 Years of Human Error,
January 2001. Look for a major
tour announcement soon!



IN STORES 1/23/01

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R&R Rock Top 50

September 22, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (M)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	3 DOORS DOWN Loser (Republic/Universal)	1486	+36	83954	16	68/0
2	2	RED HOT CHILI PEPPERS Californication (Warner Bros.)	1246	-65	82591	14	64/1
3	3	PRIMUS W/OZZY N.I.B. (Divine/Priority)	1068	+4	47841	12	54/1
5	4	CREED With Arms Wide Open (Wind-up)	1021	-28	70351	24	63/0
4	5	3 DOORS DOWN Kryptonite (Republic/Universal)	1017	-43	87162	36	62/1
6	6	KENNY WAYNE SHEPHERD BAND Last Goodbye (Giant/Reprise)	1016	-24	52571	11	51/0
7	7	METALLICA I Disappear (Hollywood)	945	-34	60676	22	56/1
8	8	FUEL Hemorrhage (In My Hands) (550 Music)	898	+71	51712	6	60/1
9	9	NICKELBACK Breathe (Roadrunner)	772	+26	38560	9	56/1
11	10	AC/DC Meltdown (EastWest/EEG)	716	+56	39078	4	44/0
18	11	CREED Are You Ready (Wind-up)	684	+178	39636	3	51/4
10	12	PAPA ROACH Last Resort (DreamWorks)	674	-23	38513	16	38/0
Breaker	13	COLLECTIVE SOUL Why Pt. 2 (Atlantic)	652	+505	40085	2	57/7
12	14	8STOPS7 Question Everything (Reprise)	600	-32	34137	11	50/0
13	15	STONE TEMPLE PILOTS Sour Girl (Atlantic)	573	-4	36094	25	42/1
14	16	GODSMACK Bad Religion (Republic/Universal)	536	-34	30974	14	33/0
15	17	U.P.O. Godless (Epic)	525	-38	29637	24	33/1
16	18	A PERFECT CIRCLE Judith (Virgin)	515	-21	34591	23	33/0
19	19	VAST Free (Elektra/EEG)	493	+10	28477	6	46/1
Breaker	20	U2 Beautiful Day (Interscope)	438	+198	37227	2	38/14
Breaker	21	SAMMY HAGAR Serious Juju (Cabo Wabo/Beyond)	422	+297	24886	1	50/15
Breaker	22	GREEN DAY Minority (Reprise)	413	+25	19648	3	35/1
20	23	AC/DC Satellite Blues (EastWest/EEG)	396	-49	28070	19	33/0
42	24	WALLFLOWERS Sleepwalker (Interscope)	395	+205	27898	2	36/7
24	25	FULL DEVIL JACKET Where Did You Go? (Island/IDJMG)	389	+35	16954	6	37/0
23	26	UNION UNDERGROUND Turn Me On... (Portrait/Columbia)	380	+10	18331	13	36/0
17	27	LIVE They Stood Up For Love (Radioactive/MCA)	362	-155	22002	12	31/0
26	28	FOO FIGHTERS Next Year (Roswell/RCA)	323	-8	15001	5	28/2
29	29	SLASH'S SNAKEPIT Been There Lately (Koch)	308	+22	11823	3	30/2
28	30	DEFTONES Change (In The House Of Flies) (Maverick)	288	-17	21714	17	20/1
27	31	ISLE OF Q Little Scene (Universal)	278	-39	13339	12	33/1
37	32	A PERFECT CIRCLE 3 Libras (Virgin)	275	+59	15534	2	27/4
30	33	AMERICAN PEARL Free Your Mind (Wind-up)	274	+3	13771	7	30/1
25	34	ONE WAY RIDE Painted Perfect (Refuge/MCA)	244	-104	13009	13	26/1
22	35	MOTLEY CRUE Hell On High Heels (Motley/Beyond)	236	-140	11438	15	26/1
32	36	MARVELOUS 3 Sugarbuzz (HiFi/Elektra/EEG)	236	-19	12014	7	25/0
36	37	COLD Just Got Wicked (Flip/Geffen/Interscope)	230	+4	11698	5	24/0
40	38	LINKIN PARK One Step Closer (Warner Bros.)	216	+15	10353	2	27/4
Debut	39	EVERLAST Black Jesus (Tommy Boy)	197	+113	9299	1	22/3
43	40	INCUBUS Stellar (Immortal/Epic)	189	+6	13096	11	16/0
Debut	41	MEGADETH Kill The King (Capitol)	188	+122	9789	1	30/8
33	42	JIMMY PAGE & BLACK CROWES Ten Years... (Musicmaker.com/TVT)	187	-59	16126	16	14/0
Debut	43	IOMMI Goodbye Lament (Divine/Priority)	180	+116	7914	1	29/10
38	44	DISTURBED Stupify (Giant/Reprise)	180	-23	11031	17	19/0
39	45	EVERCLEAR Wonderful (Capitol)	179	-24	10262	17	10/0
45	46	ALICE COOPER Gimme (Spitfire)	176	+13	7831	3	17/1
35	47	RADFORD Closer To Myself (RCA)	175	-54	6756	7	25/0
49	48	ORGY Fiction (Dreams In Digital) (Elementree/Reprise)	172	+32	5983	2	15/0
41	49	IRON MAIDEN The Wicker Man (Portrait/Columbia)	171	-27	11769	18	11/0
31	50	EVE 6 Promise (RCA)	153	-109	10929	15	14/0

Most Added.

ARTIST TITLE LABEL(S)	ADDS
LENNY KRAVITZ Again (Virgin)	18
SAMMY HAGAR Serious Juju (Cabo Wabo/Beyond)	15
J. PAGE & BLACK CROWES Hey Hey... (Musicmaker.com/TVT)	15
U2 Beautiful Day (Interscope)	14
MATCHBOX TWENTY Crutch (Lava/Atlantic)	12
IOMMI Goodbye Lament (Divine/Priority)	10
PAPA ROACH Broken Home (DreamWorks)	9
MEGADETH Kill The King (Capitol)	8
COLLECTIVE SOUL Why Pt. 2 (Atlantic)	7
WALLFLOWERS Sleepwalker (Interscope)	7
DUST FOR LIFE Step Into The Light (Wind-up)	7

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
COLLECTIVE SOUL Why Pt. 2 (Atlantic)	+505
SAMMY HAGAR Serious Juju (Cabo Wabo/Beyond)	+297
WALLFLOWERS Sleepwalker (Interscope)	+205
U2 Beautiful Day (Interscope)	+198
CREED Are You Ready (Wind-up)	+178
MEGADETH Kill The King (Capitol)	+122
IOMMI Goodbye Lament (Divine/Priority)	+116
EVERLAST Black Jesus (Tommy Boy)	+113
DUST FOR LIFE Step Into The Light (Wind-up)	+73
FUEL Hemorrhage (In My Hands) (550 Music)	+71

Breakers.

COLLECTIVE SOUL Why Pt. 2 (Atlantic)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
652/505	57/7	13

U2 Beautiful Day (Interscope)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
438/198	38/14	20

SAMMY HAGAR Serious Juju (Cabo Wabo/Beyond)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
422/297	50/15	21

GREEN DAY Minority (Reprise)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
413/25	35/1	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.

70 Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 9/10-Saturday 9/16. 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.



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Norfolk	Memphis	Syracuse	Salt Lake City	Nashville
WNOR	WMFS	WAQX	KBER	WXRQ
Milwaukee	Boston	Detroit	Philadelphia	
WLUM	WAAF	WRIF	WMMR	

(Winter-Spring 2000, Men 25-34, for specific Pile Driver daypart)

San Antonio	Dallas
23.5	24.1
13.2	8.8
KISS	KEGL

ALREADY ON TOP OF THE PILE

THE ROCK & WRESTLING
RADIO SHOW



THE FASTEST GROWING SHOW
IN ROCK RADIO HISTORY!

September 22, 2000

New & Active

SANTANA F/DAVE MATTHEWS Love Of My Life (*Arista*)

Total Plays: 135, Total Stations: 13, Adds: 2

MILE Back To The Floor (*Aware/C2/Columbia*)

Total Plays: 131, Total Stations: 15, Adds: 0

(HED) PLANET EARTH Bartender (*Volcano/Jive*)

Total Plays: 128, Total Stations: 14, Adds: 0

RAGE AGAINST THE MACHINE Testify (*Epic*)

Total Plays: 127, Total Stations: 11, Adds: 0

VALLEJO Into The New (*Crescent Moon/550 Music*)

Total Plays: 125, Total Stations: 15, Adds: 2

LIQUID GANG Closer (*Lava/Atlantic*)

Total Plays: 119, Total Stations: 19, Adds: 2

TAPROOT Again And... (*Velvet Hammer/Atlantic*)

Total Plays: 107, Total Stations: 13, Adds: 1

BENDER Isolate (*TVT*)

Total Plays: 99, Total Stations: 13, Adds: 0

CRUSHDOWN This (*MCA*)

Total Plays: 87, Total Stations: 12, Adds: 1

DUST FOR LIFE Step Into The Light (*Wind-up*)

Total Plays: 78, Total Stations: 17, Adds: 7

DOPE You Spin Me Round (Like...) (*Flip/Epic*)

Total Plays: 43, Total Stations: 7, Adds: 0

Songs ranked by total plays

Most Played Recurrents

CREED Higher (*Wind-up*)

RED HOT CHILI PEPPERS Otherside (*Warner Bros.*)

MATCHBOX TWENTY Bent (*Lava/Atlantic*)

GODSMACK Voodoo (*Republic/Universal*)

FOO FIGHTERS Learn To Fly (*Roswell/RCA*)

METALLICA No Leaf Clover (*Elektra/EEG*)

CREED What If (*Wind-up*)

COLLECTIVE SOUL Heavy (*Atlantic*)

GODSMACK Keep Away (*Republic/Universal*)

RED HOT CHILI PEPPERS Scar Tissue (*Warner Bros.*)

AC/DC Stiff Upper Lip (*EastWest/EEG*)

INCUBUS Pardon Me (*Immortal/Epic*)

LENNY KRAVITZ Fly Away (*Virgin*)

SANTANA F/ROB THOMAS Smooth (*Arista*)

BUCKCHERRY Lit Up (*DreamWorks*)

GODSMACK Whatever (*Republic/Universal*)

STAINED Home (*Flip/Elektra/EEG*)

KID ROCK Only God Knows Why (*Top Dog/Lava/Atlantic*)

OLEANDER Why I'm Here (*Republic/Universal*)

BUSH The Chemicals Between Us (*Trauma*)

ROCK

Going For Adds 9/25/00

AFI Days Of The Phoenix (*Nitro*)

DEFTONES Back To School (Mini Maggit) (*Maverick*)

KITTIE Paper Doll (*Ng/Artemis*)

MARK KNOPFLER What It Is (*Warner Bros.*)

ONE MINUTE SILENCE Fish Out Of Water (*V2*)

SPINESHANK Synthetic (*Roadrunner*)

STONE TEMPLE PILOTS No Way Out (*Atlantic*)

ULTRA V Playboy Mansion (*RCA*)

TUNED-IN

ROCK

R&R/MEDIABASE 24/7

WKQZ/Saginaw

3am

DAMN YANKEES Come Again
LED ZEPPELIN Black Dog
METALLICA I Disappear
SMITHEREENS A Girl Like You
UNION UNDERGROUND Turn Me On...
BUSH The Chemicals Between Us
ALICE IN CHAINS No Excuses
AC/DC Highway To Hell
ALICE COOPER Gimme
U2 New Year's Day
RED HOT CHILI PEPPERS Californication

11am

HOLE Celebrity Skin
JIMI HENDRIX All Along The Watchtower
PAPA ROACH Last Resort
MOTLEY CRUE Girls, Girls, Girls
DAYS OF THE NEW Touch, Peel & Stand
AEROSMITH Last Child
NICKELBACK Breathe
PINK FLOYD Run Like Hell
LIMP BIZKIT Re-Arranged
OZZY OSBOURNE Flying High Again
RED HOT CHILI PEPPERS Californication

4pm

GREEN DAY Longview
ROB ZOMBIE Living Dead Girl
NAZARETH Hair Of The Dog
TOOL Sober
PAPA ROACH Last Resort
AC/DC Shoot To Thrill
KORN Somebody, Someone
VAN HALEN Jump
METALLICA No Leaf Clover
LED ZEPPELIN When The Levee Breaks
NICKELBACK Breathe

8pm

STAINED Mudshovel
PRIMUS w/OZZY N.I.B.
VAN HALEN Panama
LENNY KRAVITZ American Woman
ONE WAY RIDE Painted Perfect
FOO FIGHTERS Monkey Wrench
PINK FLOYD Comfortably Numb
3 DOORS DOWN Loser
(HED) PLANET EARTH Bartender
OFFSPRING Come Out & Play (Keep 'em...)
MOTLEY CRUE Kickstart My Heart

KEZO/Omaha

3am

GUNS N' ROSES Paradise City
PINK FLOYD Time
NIRVANA Come As You Are
LED ZEPPELIN Ramble On
OZZY OSBOURNE Over The Mountain
AC/DC Meltdown
BLUE OYSTER CULT (Don't Fear) The Reaper
CREED Higher
MOTLEY CRUE Girls, Girls, Girls
8STOPS7 Question Everything

11am

BILLY SQUIER Lonely Is The Night
SOUNDGARDEN Black Hole Sun
JOE WALSH Life's Been Good
ZZ TOP Sharp Dressed Man
MOTLEY CRUE Hell On High Heels
JIMI HENDRIX Purple Haze
CULT Fire Woman
GODSMACK Bad Religion
VAN HALEN (Oh) Pretty Woman
METALLICA I Disappear

4pm

ZZ TOP La Grange
KISS Lick It Up
GREEN DAY When I Come Around
AC/DC Moneytalks
LYNYRD SKYNYRD What's Your Name
3 DOORS DOWN Kryptonite
BLACK SABBATH War Pigs
BUCKCHERRY Lit Up
RUSH Tom Sawyer
FULL DEVIL JACKET Where Did You Go?

8pm

SLAUGHTER Up All Night
FASTWAY Say What You Will
DOKKEN In My Dreams
HOUSE OF LORDS Can't Find My Way Home
STEELHEART Everybody Loves Eileen
KIX Don't Close Your Eyes
WARRANT Down Boys
HONEYMOON SUITE New Girl Now
BUSH Everything Zen
PRIMUS w/OZZY N.I.B.


Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 911. © 2000, R&R Inc.


WHERE ARE WE VAN GOGH-ING?

Here is the minicrew who went to the Van Gogh Museum described in the column.


ITALIAN FEAST AT THE GONDOLA

Here was the dinner crowd at the restaurant — whose owner is from Kenosha, WI.

Stations and their adds listed alphabetically by market

Rock

WPYX/Albany, NY
Olt: John Cooper
RUE: Yemomago
COLLECTIVE SOUL "Why"
U2 "Day"

KZRR/Albuquerque, NM
Dir/Prog: Bill May
PD: Phil Mahoney
MD: Rob Brothers
No Adds

WZZD/Alentown, PA
PD: Robin Lee
MD: Keith Meyer
6 SAMMY HAGAR "Serious"
1 EVERLAST "Jesus"
1 MATCHBOX TWENTY "Dutch"
LENNY KRAMITZ "Again"
KIMM "Lament"
STEVE EARLE "War"

KWHL/Anchorage, AK
PD: Fitz Madril
APD/MD: Kathy Mitchell
LION PARK "Doser"
ULTRASPAK "When"
IRON MACHEN "Out"
JIMMY PAGE/BLACK "Hey"

WAPL/Appleton, WI
PD: Joe Caligero
APD: Ross Maxwell
MD: Cramer
KIMM "Lament"
LENNY KRAMITZ "Again"

WZLQ/Atlantic City, NJ
PD: Steve Raymond
MD: Kathy Coro
SAMMY HAGAR "Serious"
STEVE EARLE "War"
U2 "Day"
SEVENDUST "Car"
WALLFLOWERS "Sleep"

KOCC/Beaumont, TX
PD: Trey Poston
MD: Mike Davis
DUST FOR LIFE "Light"

WKGB/Binghamton, NY
PD: Jim Free
MD: Tim Boland
JIMMY PAGE/BLACK "Hey"
LION PARK "Doser"

WRCK/Canton, OH
Olt: Chuck Stevens
PD/MD: Todd Downard
10 SAMMY HAGAR "Serious"
2 MEGADETH "KID"
PAPA ROACH "Broken"
A PERFECT CIRCLE "Liberation"

WPXC/Cape Cod, MA
Olt: Steve McVie
PD: Suzanne Tomare
MD: Nick Rivers
4 LENNY KRAMITZ "Again"
PAPA ROACH "Broken"

KRNA/Cedar Rapids, IA
PD: Joe Nugent
MD: Tommy Lang
No Adds

WYBB/Charleston, SC
Olt: Ken Carson
6 LENNY KRAMITZ "Again"
CHRIS QUARTE GROUP "Free"
JIMMY PAGE/BLACK "Hey"

WKLC/Charleston, WV
PD/MD: Mike Reppert
7 WARY WARDLER "War"
MEGADETH "KID"
JIMMY PAGE/BLACK "Hey"

WRXR/Chattanooga, TN
PD: Scott Hamilton
MD: Jill Jackson
11 UFO "Gods"
1 ISLE OF O "Lies"
6 DEPTONES "Change"
6 ONE WAY RIDE "Parade"
7 STONE TEMPLE PILOTS "Sour"
5 METEOR "The"
6 RED HOT CHILI "California"
3 3000RS DOWN "Losing"
5 METALLICA "Disaster"
PAPA ROACH "Broken"

WEBN/Cincinnati, OH
Olt: Scott Reinherter
PD: Michael Walter
MD: Bob Carver
10 LENNY KRAMITZ "Again"
6 U2 "Day"

WYRK/Columbus, GA
Olt: Brian Waters
APD/MD: Derek Myers
PAPA ROACH "Broken"
JESSE JAMES DUPREE "Losing"
U2 "Day"
A PERFECT CIRCLE "Liberation"

KMCM/Corpus Christi, TX
PD: Paula Hessel
APD/MD: "Big" Al Jones
1 COLLECTIVE SOUL "Why"
1 COC "Song"
1 LENNY KRAMITZ "Again"

WRKQ/Danbury, CT
PD: Tom Bass
MD: Mary Scardon
U2 "Day"

WTUE/Dayton, OH
APD: Steve Kramer
MD: John Bandiera
3 DUST FOR LIFE "Light"
MATCHBOX TWENTY "Dutch"
MEGADETH "KID"

KLAQ/E Paso, TX
PD/MD: "Mag" Mike Ramsey
APD: Glenn Garza
WALLFLOWERS "Sleep"
LIQUID GANG "Doser"
SUSAN SWARTZ "Laser"

WPHD/Evans-Corning, NY
PD/MD: Stephen Shiner
34 U2 "Day"
JIMMY PAGE/BLACK "Hey"
SAMMY HAGAR "Serious"
COC "Song"
KITTIE "Paperdoll"

WRKT/Erie, PA
VP/Programming: Ron Kline
MD: Sammy Stone
No Adds

WZLQ/Atlantic City, NJ
PD: Steve Raymond
MD: Kathy Coro
SAMMY HAGAR "Serious"
STEVE EARLE "War"
U2 "Day"
SEVENDUST "Car"
WALLFLOWERS "Sleep"

KKEG/Fayetteville, AR
PD/MD: Sandy Scott
JIMMY PAGE/BLACK "Hey"
SAMMY HAGAR "Serious"

WZLQ/Springfield, IL
PD: Woody Carlson
APD: John "Crash" Carroll
MD: Roddy
IRON MACHEN "Out"
MEGADETH "KID"
LION PARK "Doser"
LIMP BIZIT "Rollin'"

WZLQ/Springfield, MA
PD: Scott Landini
MD: Nick Denger
36 PHILIP WOLFF "11.8"
35 3000RS DOWN "Loser"
19 CREED "Ready"
12 KIMM "Lament"
11 COLD "Wicked"
11 ISLE OF O "Lies"
10 NOBEL "Breath"
MEGADETH "KID"

WZLQ/Springfield, MA
PD: Ray Michaels
MD: George Spartenmaster
7 U2 "Day"
JESSE JAMES DUPREE "Losing"
KIMM "Lament"

WZLQ/Springfield, MA
PD: Ray Michaels
MD: George Spartenmaster
7 U2 "Day"
JESSE JAMES DUPREE "Losing"
KIMM "Lament"

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KIMM "Lament"

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PD: Ray Michaels
MD: George Spartenmaster
7 U2 "Day"
JESSE JAMES DUPREE "Losing"
KIMM "Lament"

WZLQ/Springfield, MA
PD: Ray Michaels
MD: George Spartenmaster
7 U2 "Day"
JESSE JAMES DUPREE "Losing"
KIMM "Lament"

WCLG/Hingantown, WV
PD: Jeff Miller
MD: Dave Murdoch
KIMM "Lament"
MEGADETH "KID"
LENNY KRAMITZ "Again"

WDHA/Morrisstown, NJ
PD/MD: Terry Carr
2 LENNY KRAMITZ "Again"
MATCHBOX TWENTY "Dutch"
KIMM "Lament"
NOBEL "Breath"

WKLT/NW Michigan
PD: Terry Carr
11 LENNY KRAMITZ "Again"
JIMMY PAGE/BLACK "Hey"
MATCHBOX TWENTY "Dutch"
CHRIS QUARTE GROUP "Free"
JESSE JAMES DUPREE "Losing"
PAPA ROACH "Broken"
PUSH "Iran"

WBAB/Massau-Suffolk, NY
PD: Ted Edwards
APD: Ralph Tortora
MD: John Parise
CREED "Ready"
LENNY KRAMITZ "Again"

WPLR/New Haven, CT
PD: John Griffin
MD: Pam Landry
U2 "Day"

KFXZ/Oessa-Midland, TX
PD: Steve DeLoach
MD: Du O'Connell
13 MEGADETH "KID"
JIMMY PAGE/BLACK "Hey"
TIDEWATER GRAM "Outside"
COC "Song"
ROBIN TROMER "When"

KKFX/Santa Rosa, CA
PD: Don Harrison
MD: Howard Friesle
No Adds

KISW/Seattle-Tacoma, WA
VP/MD: Clark Ryan
APD/MD: Cathy Faulner
VST "Free"

KTUX/Shreveport, LA
PD/MD: Paul Canell
COLLECTIVE SOUL "Why"
KITTIE "Paperdoll"
COC "Song"

KOUS/Springfield, MO
PD: Michelle Matthews
MD: Mark McLean
LENNY KRAMITZ "Again"
TIDEWATER GRAM "Outside"

WAQX/Syracuse, NY
PD/MD: Dave Frisano
APD: Alissa
1 IRON MACHEN "Out"
1 U2 "Day"
SAMMY HAGAR "Serious"

WZLQ/Springfield, MA
PD: J. Jay King
MD: Sandy Dayley
16 THIRD EYE BLIND "Drop"
BLINK-182 "Overboard"
LENNY KRAMITZ "Again"
MATCHBOX TWENTY "Dutch"
SANTANA MATTHEWS "Lil"

WZLQ/Springfield, MA
PD: J. Jay King
MD: Sandy Dayley
16 THIRD EYE BLIND "Drop"
BLINK-182 "Overboard"
LENNY KRAMITZ "Again"
MATCHBOX TWENTY "Dutch"
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MATCHBOX TWENTY "Dutch"
SANTANA MATTHEWS "Lil"

WZLQ/Springfield, MA
PD: J. Jay King
MD: Sandy Dayley
16 THIRD EYE BLIND "Drop"
BLINK-182 "Overboard"
LENNY KRAMITZ "Again"
MATCHBOX TWENTY "Dutch"
SANTANA MATTHEWS "Lil"

WRON/Romulo-Lynchburg, VA
PD: Russ Canoy
MD: Heidi Kummer
1 LIQUID GANG "Doser"
EVERLAST "Jesus"
DUST FOR LIFE "Light"
PAPA ROACH "Broken"
COC "Song"

WKQZ/Saginaw, MI
Olt: Jack Lawson
MD: Rebel Scott James
BLINK-182 "Overboard"
EVERLAST "Jesus"

KBER/Salt Lake City, UT
Olt: Bruce Jones
PD: Kelly Hammer
APD/MD: Helen Powers
KIMM "Lament"
A PERFECT CIRCLE "Liberation"

KSJO/San Francisco, CA
Olt: Gary Schoonover
PD: Keith Cunningham
MD: Sarah Berg
MEGADETH "KID"
COLLECTIVE SOUL "Why"

KZDZ/San Luis Obispo, CA
PD: Todd Martin
APD/MD: Joe Avino
11 LENNY KRAMITZ "Again"
JIMMY PAGE/BLACK "Hey"
MATCHBOX TWENTY "Dutch"
ALICE COOPER "Gimme"
KIMM "Lament"
PAPA ROACH "Broken"

KZDZ/San Luis Obispo, CA
PD: Todd Martin
APD/MD: Joe Avino
11 LENNY KRAMITZ "Again"
JIMMY PAGE/BLACK "Hey"
MATCHBOX TWENTY "Dutch"
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JIMMY PAGE/BLACK "Hey"
MATCHBOX TWENTY "Dutch"
ALICE COOPER "Gimme"
KIMM "Lament"
PAPA ROACH "Broken"

KZDZ/San Luis Obispo, CA
PD: Todd Martin
APD/MD: Joe Avino
11 LENNY KRAMITZ "Again"
JIMMY PAGE/BLACK "Hey"
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ALICE COOPER "Gimme"
KIMM "Lament"
PAPA ROACH "Broken"

Active Rock

WOBK/Albany, NY
Olt: Steve Hill
LIMP BIZIT "Generation"
LIMP BIZIT "Rollin'"
TAPROOT "Again"
KITTIE "Paperdoll"
SEVENDUST "Car"

KZRH/Amarillo, TX
PD: Eric Slayter
APD/MD: J. Curry
SAMMY HAGAR "Serious"
U2 "Day"

WWWX-WXWX/Appleton-Green Bay, WI
Olt: Ted Kanga
MD: AJ
COLD "Wicked"

WCHZ/Augusta, GA
PD/MD: Chuck Williams
BLINK-182 "Overboard"
MEGADETH "KID"
EVERLAST "Jesus"

KLBJ/Austin, TX
Olt: Jeff Carroll
MD: Loree Losen
4 KIMM "Lament"
4 DUST FOR LIFE "Light"
JIMMY PAGE/BLACK "Hey"

KRAB/Bakersfield, CA
Olt: Chris Spaulse
MD: Darryl Sparks
11 CREED "Ready"
8 COLLECTIVE SOUL "Why"

WYTY/Baltimore, MD
PD: Rob Strasser
APD/MD: Rob Hechtman
KIMM "Lament"
SAMMY HAGAR "Serious"

WCPR/Bloom-Gallipoli, MS
Olt: Harry West
PD: Wayne Winters
APD/MD: Scott Fox
U2 "Day"
LENNY KRAMITZ "Again"
MATCHBOX TWENTY "Dutch"
KITTIE "Paperdoll"
COC "Song"

WRLR/Birmingham, AL
PD: Brady
APD/MD: Dave Clapper
A PERFECT CIRCLE "Liberation"
MEGADETH "KID"

WAAF/Boston, MA
PD: Dave Douglas
MD: John Overland
1 KIMM "Lament"
PAPA ROACH "Broken"
DOWNSET "Together"
SEVENDUST "Car"

WXRC/Charlotte, NC
PD/MD: Ron Brown
PAPA ROACH "Broken"

KROR/Chicago, CA
PD/MD: Don Wilson
15 DEPTONES "School"
10 U2 "Day"
10 KITTIE "Paperdoll"
2 DUST FOR LIFE "Light"

KILO/Colorado Springs, CO
Olt: Rich Hawk
PD/MD: Don Janzen
1 MEGADETH "KID"
SEVENDUST "Car"

WAZU/Columbus, OH
Olt: Charley Labe
PD/MD: Joe Pasternak
1 COLD "Wicked"
1 ORGY "Fiction"

WBZX/Columbus, OH
PD: Hal Fish
APD/MD: Ronni Hunter
No Adds

KEGL/Dallas-Ft. Worth, TX
PD: Greg Stevens
APD: Chris Ryan
MD: Cindy Scull
2 RUEL "Hemorrhage"

KBP/Denver-Boulder, CO
PD: Bob Richards
APD/MD: Willie B.
TAPROOT "Again"
CREED "Ready"

KAZR/Des Moines, IA
PD: Sean Elliott
APD/MD: Phil Ostlund
COC "Song"
DEPTONES "School"

WRIF/Detroit, MI
Olt: Doug Podell
MD: Troy Hanson
15 LENNY KRAMITZ "Again"
13 U2 "Day"
1 PRIMER 55 "Lose"
BAR 7 "Over"
REV "Drag"

WGBF/Evansville, IN
Olt: Mike Sanders
PD/MD: Turner Watson
U2 "Day"
PAPA ROACH "Broken"

WRCD/Fayetteville, NC
PD/MD: Sydney Scott
1 COC "Song"
1 RAGE AGAINST "Tasty"
1 VAST "Free"
U2 "Day"
SAMMY HAGAR "Serious"

WWBN/Ft. MI
PD: Brian Beddow
MD: Chris Walker
COLLECTIVE SOUL "Why"
(RED) PLANET EARTH "Bartender"
DUST FOR LIFE "Light"

KRZR/Fresno, CA
Olt: E. Curtis Johnson
COLLECTIVE SOUL "Why"

WBYR/Ft. Wayne, IN
PD: Jan Fox
MD: Shannon Norris
1 COC "Song"
1 COLLECTIVE SOUL "Why"
1 MEGADETH "KID"

WXKE/Ft. Wayne, IN
PD/MD: Doc West
No Adds

WRUF/Gainesville-Ocala, FL
Olt: Harry Gussott
MD: Ryan North
LENNY KRAMITZ "Again"
MEGADETH "KID"

WKLQ/Grand Rapids, MI
Olt: Tony Gales
APD/MD: Mark Faurie
PAPA ROACH "Broken"
UFO "The"

WXQR/Greenville, NC
PD/MD: Dawn Artens
2 PAPA ROACH "Broken"
CRUSHDOWN "The"

WTPJ/Greenville, SC
PD: Zach Tyler
MD: Taylor
1 LION PARK "Doser"
1 PAPA ROACH "Broken"
1 ORGY "Fiction"

WQXA/Harrisburg, PA
PD: Claudine DeLorenzo
MD: Nison
666 "Ground"
VALLEJO "New"
RUEL "Liar"
RUEL "Liar"
RUEL "Liar"

WCCC/Hartford, CT
PD: Dick Stinson
APD/MD: Mike Karolyi
1 LENNY KRAMITZ "Again"
MEGADETH "KID"
EVERLAST "Jesus"

WAMX/Huntington, WV
PD/MD: Debbie Whyte
2 VAST "Free"
2 MEGADETH "KID"
1 EVERLAST "Jesus"
1 SEVENDUST "Car"

KORC/Kansas City, MO
PD: Vince Richards
KIMM "Lament"

KLFK/Knox-Temple, TX
PD/MD: Bob Fonda
BENDER "Tasty"
EVERLAST "Jesus"
COC "Song"
TIDEWATER GRAM "Outside"

WJLX/Lansing, MI
Olt: Bob Olson
PD/MD: Bob Olson
MD: Kevin Conrad
U2 "Day"
MEGADETH "KID"
GREEN DAY "Minority"
LION PARK "Doser"

KBZ/Lincoln, NE
PD: E.J. Marshall
Co-MD: Sparty
Co-MD: Samantha Knight
PAPA ROACH "Broken"
LIQUID GANG "Doser"
TAPROOT "Again"
COLLECTIVE SOUL "Why"
TIDEWATER GRAM "Outside"
VALLEJO "New"
DUST FOR LIFE "Light"

KFMX/Lubbock, TX
Olt: Wes Neumann
APD/MD: Wes Neumann
COLD "Wicked"
KIMM "Lament"
CREED "Ready"
CHRIS QUARTE GROUP "Free"

WJJO/Madison, WI
Olt: Glen Gardner
APD/MD: Steve Patton
No Adds

WNFS/Memphis, TN
PD: Rob Crossman
MD: Mike Kibben
1 ULTRASPAK "When"
PAPA ROACH "Broken"
VALLEJO "New"

WZTJ/Miami, FL
Olt: Greg Sisco
MD: Kimm
9 LENNY KRAMITZ "Again"

WLZR/Milwaukee, WI
PD: Shawn Hastings
MD: Marilyn Mae
3 ORGY "Fiction"
CRUSHDOWN "The"
DEPTONES "School"

KOOR/Minneapolis, MN
Olt: Dave Hinneford
PD: Wade Lund
APD/MD: Ryan Castle
No Adds

KHOP/Modesto, CA
Olt: Dave Taylor
APD: Dan Kennedy
MD: Dan Sparks
2 A PERFECT CIRCLE "Liberation"
2 COC "Song"
KIMM "Lament"
COLLECTIVE SOUL "Why"
GREEN DAY "Minority"

WRAT/Monmouth-Ocean, NJ
PD: Carl Cratt
APD/MD: Robyn Lane
1 CREED "Ready"
1 COLD "Wicked"
LION PARK "Doser"
A PERFECT CIRCLE "Liberation"
VAST "Free"

WKZD/Myrtle Beach, SC
Olt: Eric S. Hall
APD/MD: Summer James
7 U2 "Day"
4 A PERFECT CIRCLE "Liberation"
1 LION PARK "Doser"

WNOR/Norfolk, VA
PD: Harvey Kojan
APD/MD: Tim Parker
SEVENDUST "Car"
TIDEWATER GRAM "Outside"

KROC/Omaha, NE
PD: Tim Sheridan
APD: Sophie John
MD: Jon Terry
SEVENDUST "Car"
MEGADETH "KID"
COC "Song"

WJRR/Orlando, FL
PD: Dick Stinson
APD/MD: Pat Lynch
COC "Song"
VAST "Free"
DUST FOR LIFE "Light"
COLD "Wicked"

WTOJ/P

R&R Active Rock Top 50

September 22, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (M)	WEEKS ON CHART	TOTAL STATIONS/ADDS
2	1	3 DOORS DOWN Loser (Republic/Universal)	2045	+76	173905	19	70/1
1	2	PAPA ROACH Last Resort (DreamWorks)	2004	-52	172496	28	67/0
3	3	PRIMUS W/OZZY N.I.B. (Divine/Priority)	1656	+84	126140	12	64/1
4	4	GODSMACK Bad Religion (Republic/Universal)	1526	-37	120313	18	63/0
8	5	DISTURBED Stupify (Giant/Reprise)	1413	+4	112670	26	68/0
10	6	FUEL Hemorrhage (In My Hands) (550 Music)	1407	+155	105302	6	68/1
5	7	A PERFECT CIRCLE Judith (Virgin)	1362	-143	117763	24	68/0
6	8	DEFTONES Change (In The House Of Flies) (Maverick)	1338	-150	99171	19	61/0
7	9	RED HOT CHILI PEPPERS Californication (Warner Bros.)	1299	-150	98290	16	61/0
13	10	UNION UNDERGROUND Turn Me On... (Portrait/Columbia)	1249	+97	102684	15	70/0
12	11	NICKELBACK Breathe (Roadrunner)	1240	+78	86231	9	63/1
17	12	CREED Are You Ready (Wind-up)	1159	+319	91280	4	68/5
9	13	METALLICA I Disappear (Hollywood)	1149	-156	97047	22	63/0
11	14	INCUBUS Stellar (Immortal/Epic)	1132	-108	97384	14	61/0
15	15	GREEN DAY Minority (Reprise)	1059	+113	87735	4	63/2
14	16	3 DOORS DOWN Kryptonite (Republic/Universal)	1015	-3	88037	38	61/0
16	17	FULL DEVIL JACKET Where Did You Go? (Island/IDJMG)	878	+25	58927	6	62/0
18	18	RAGE AGAINST THE MACHINE Testify (Epic)	830	+14	68251	8	60/1
19	19	(HED) PLANET EARTH Bartender (Volcano/Jive)	805	+53	68430	10	64/2
21	20	COLD Just Got Wicked (Flip/Geffen/Interscope)	727	+51	58822	6	64/6
22	21	VAST Free (Elektra/EEG)	707	+34	60313	6	58/5
20	22	8STOPS7 Question Everything (Reprise)	687	-51	42564	12	46/0
Breaker	23	A PERFECT CIRCLE 3 Libras (Virgin)	640	+99	45046	3	49/4
Debut	24	COLLECTIVE SOUL Why Pt. 2 (Atlantic)	590	+499	53645	1	53/10
24	25	ORGY Fiction (Dreams In Digital) (Elementree/Reprise)	579	+49	41589	4	48/4
29	26	LIMP BIZKIT My Generation (Flip/Interscope)	578	+136	57994	3	57/2
26	27	LINKIN PARK One Step Closer (Warner Bros.)	563	+100	41468	4	59/6
31	28	LIMP BIZKIT Rollin' (Flip/Interscope)	563	+153	52923	2	58/2
34	29	AC/DC Meltdown (EastWest/EEG)	475	+95	30366	4	32/0
30	30	MARVELOUS 3 Sugarbuzz (HiFi/Elektra/EEG)	429	+16	27717	7	37/1
45	31	EVERLAST Black Jesus (Tommy Boy)	419	+188	44467	2	40/6
49	32	PAPA ROACH Broken Home (DreamWorks)	415	+216	32384	2	49/8
27	33	KID ROCK Wasting Time (Top Dog/Lava/Atlantic)	387	-68	36010	7	31/0
44	34	MEGADETH Kill The King (Capitol)	368	+130	40734	3	51/13
35	35	APARTMENT 26 Backwards (Hollywood)	327	-49	26059	8	36/0
38	36	AMERICAN PEARL Free Your Mind (Wind-up)	301	-8	19091	5	28/0
33	37	ISLE OF Q Little Scene (Universal)	299	-97	30050	13	29/1
32	38	P.O.D. Rock The Party (Off The Hook) (Atlantic)	298	-102	27858	16	28/0
36	39	FOO FIGHTERS Next Year (Roswell/RCA)	280	-87	15526	5	25/0
37	40	SR-71 Right Now (RCA)	269	-42	26203	11	16/0
47	41	U2 Beautiful Day (Interscope)	265	+55	35867	2	24/12
42	42	SUNNA Power Struggle (Astralwerks/Caroline)	264	+4	22918	6	28/0
43	43	TAPROOT Again And Again (Velvet Hammer/Atlantic)	262	+17	26503	8	31/3
41	44	RADFORD Closer To Myself (RCA)	245	-30	13933	6	24/0
Debut	45	IOMMI Goodbye Lament (Divine/Priority)	241	+173	23280	1	34/9
28	46	KORN Somebody Someone (Immortal/Epic)	237	-210	19563	12	27/0
40	47	FINGER ELEVEN Drag You Down (Wind-up)	215	-70	18048	11	25/0
Debut	48	SAMMY HAGAR Serious Jujy (Cabo Wabo/Beyond)	193	+110	17937	1	24/6
25	49	ONE WAY RIDE Painted Perfect (Refuge/MCA)	193	-290	16365	14	20/0
Debut	50	CRUSHDOWN This (MCA)	178	+47	9980	1	22/2

Most Added.

ARTIST TITLE LABEL(S)	ADDS
MEGADETH Kill The King (Capitol)	13
U2 Beautiful Day (Interscope)	12
COLLECTIVE SOUL Why Pt. 2 (Atlantic)	10
IOMMI Goodbye Lament (Divine/Priority)	9
COC Congratulations Song (Sanctuary/SRG)	9
SEVENDUST Going Back To Cali (Republic/Universal)	9
PAPA ROACH Broken Home (DreamWorks)	8
DUST FOR LIFE Step Into The Light (Wind-up)	7
COLD Just Got Wicked (Flip/Geffen/Interscope)	6
LINKIN PARK One Step Closer (Warner Bros.)	6
EVERLAST Black Jesus (Tommy Boy)	6
SAMMY HAGAR Serious Jujy (Cabo Wabo/Beyond)	6
VALLEJO Into The New (Crescent Moon/550 Music)	6
LENNY KRAVITZ Again (Virgin)	6

MEGADETH
"KILL THE KING"
#1 MOST ADDED!



Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
COLLECTIVE SOUL Why Pt. 2 (Atlantic)	+499
CREED Are You Ready (Wind-up)	+319
PAPA ROACH Broken Home (DreamWorks)	+216
EVERLAST Black Jesus (Tommy Boy)	+188
IOMMI Goodbye Lament (Divine/Priority)	+173
FUEL Hemorrhage (In My Hands) (550 Music)	+155
LIMP BIZKIT Rollin' (Flip/Interscope)	+153
LIMP BIZKIT My Generation (Flip/Interscope)	+136
MEGADETH Kill The King (Capitol)	+130
GREEN DAY Minority (Reprise)	+113

Breakers.

A PERFECT CIRCLE
3 Libras (Virgin)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
640/99	49/4	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 Active Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 9/10-Saturday 9/16. 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.



COC "CONGRATULATIONS SONG"
THE DEBUT SINGLE FROM "AMERICA'S VOLUME DEALER"
ALBUM IN STORES 10-10-00!

An amazing song that puts COC at the forefront, where they oughta be!
Keith Hastings, WLZR



Sanctuary Records
A Division of Universal Music Group

ALREADY DEALING AT:

- KUPD KXXR WLZR
- WJRR KRQC WXQR
- KAZR KILO WBYP
- WRCQ WROV KHOP
- KFZX KNCN WSTZ
- WCPR KLFY WYYX

R&R ACTIVE — #4 MOST ADDED!
ALBUM NET ACTIVE — #1 MOST ADDED!

Breakers. Top 30

LW	TW	ARTIST TITLE LABEL(S)	TW	TOTAL PLAYS	LW	TOTAL STATIONS/ADDS
1	1	PAPA ROACH Last Resort (DreamWorks)	1632	1666	49/0	
4	2	GREEN DAY Minority (Reprise)	1264	1160	46/0	
2	3	3 DOORS DOWN Loser (Republic/Universal)	1231	1189	46/1	
3	4	INCUBUS Stellar (Immortal/Epic)	1191	1187	45/0	
5	5	DISTURBED Stupify (Giant/Reprise)	1175	1148	46/0	
8	6	FUEL Hemorrhage (In My Hands) (550 Music)	1050	970	47/0	
6	7	DEFTONES Change (In The House Of Flies) (Maverick)	1019	1107	43/0	
7	8	A PERFECT CIRCLE Judith (Virgin)	959	1000	49/0	
11	9	RAGE AGAINST THE MACHINE Testify (Epic)	888	838	46/0	
12	10	ORGY Fiction (Dreams In Digital) (Elementree/Reprise)	811	726	43/1	
10	11	RED HOT CHILI PEPPERS Californication (Warner Bros.)	801	856	44/0	
9	12	3 DOORS DOWN Kryptonite (Republic/Universal)	796	861	45/0	
13	13	LIMP BIZKIT My Generation (Fip/Interscope)	697	665	45/1	
16	14	A PERFECT CIRCLE 3 Libras (Virgin)	671	574	42/1	
19	15	LIMP BIZKIT Rollin' (Fip/Interscope)	627	565	45/1	
18	16	VAST Free (Elektra/EEG)	619	571	47/1	
14	17	METALLICA I Disappear (Hollywood)	616	634	43/0	
15	18	GODSMACK Bad Religion (Republic/Universal)	614	587	30/0	
21	19	UNION UNDERGROUND Turn Me On... (Portrait/Columbia)	599	552	35/0	
20	20	(HED) PLANET EARTH Bartender (Volcano/Jive)	593	554	46/0	
28	21	CREED Are You Ready (Wind-up)	537	371	34/2	
17	22	SR-71 Right Now (RCA)	508	573	31/0	
23	23	EVERLAST Black Jesus (Tommy Boy)	491	430	37/4	
27	24	LINKIN PARK One Step Closer (Warner Bros.)	484	377	42/3	
—	25	PAPA ROACH Broken Home (DreamWorks)	468	314	40/7	
25	26	U2 Beautiful Day (Interscope)	446	420	29/5	
26	27	PRIMUS w/OZZY N.I.B. (Divine/Priority)	434	413	23/0	
22	28	WHEATUS Teenage Dirtbag (Columbia)	429	406	24/0	
29	29	CYPRESS HILL Superstar (Ruffhouse/Columbia)	377	367	18/0	
30	30	NICKELBACK Breathe (Roadrunner)	360	339	25/0	

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. 50 Breakers reporters. Songs ranked by total plays for the airplay week Sunday 9/10-Saturday 9/16. ©2000, R&R Inc.

TUNED-IN ACTIVE ROCK

R&R/MEDIABASE 24/7



WQBK/Albany

3am

LINKIN PARK One Step Closer
 OZZY OSBOURNE Mama, I'm Coming Home
 METALLICA The Unforgiven II
 GUNS N' ROSES You Could Be Mine
 'A' Monkey Kong
 STABBING WESTWARD Save Yourself
 LED ZEPPELIN Communication Breakdown
 PAPA ROACH Last Resort
 AEROSMITH Dream On
 ONE WAY RIDE Painted Perfect
 SOUNDGARDEN Blow Up The Outside World
 JIMI HENDRIX Purple Haze
 AMERICAN PEARL Free Your Mind

11am

LED ZEPPELIN Hey Hey What Can I Do
 SEVENDUST Home
 VAN HALEN You Really Got Me
 RAGE AGAINST THE MACHINE Testify
 SOUNDGARDEN Pretty Noose
 OZZY OSBOURNE Bark At The Moon
 METALLICA Whisky In The Jar
 STATIC-X Love Dump
 KISS Rock & Roll All Night
 A PERFECT CIRCLE Judith
 ORGY Fiction
 HOLE Celebrity Skin
 RUSH Limelight
 ALICE IN CHAINS I Stay Away

4pm

FULL DEVL JACKET Where Did You Go?
 KENNY WAYNE SHEPHERD Blue On Black
 ONE MINUTE SILENCE Fish Out Of Water
 JIMI HENDRIX Hey Joe
 OZZY OSBOURNE Shot In The Dark
 RAGE AGAINST THE MACHINE Testify
 LED ZEPPELIN Ramble On
 FOO FIGHTERS Everlong
 INCUBUS Stellar
 AEROSMITH Dude (Looks Like A Lady)
 BUSH Comedown

8pm

KID ROCK Only God Knows Why
 BUSH Glycerine
 MARVELOUS 3 Sugarbuzz
 VAN HALEN Beautiful Girls
 PAPA ROACH Last Resort
 UNIFIED THEORY California
 CREED Higher
 HOLE O Little Scene
 METALLICA Nothing Else Matters
 INCUBUS Stellar
 NICKELBACK Leader Of Men
 FULL DEVL JACKET Where Did You Go?



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Monday 9/11. ©2000, R&R Inc.



WNVE/Rochester

3am

FOO FIGHTERS Everlong
 GUNS N' ROSES Paradise City
 GODSMACK Bad Religion
 SMASHING PUMPKINS Today
 GREEN DAY Minority
 RUSH Red Barchetta
 ROB ZOMBIE Scum Of The Earth
 METALLICA I Disappear
 PEARL JAM Dissident
 LED ZEPPELIN Over The Hills And Far Away
 INCUBUS Pardon Me
 CREED Higher
 LIMP BIZKIT My Generation

11am

SOUNDGARDEN Fell On Black Days
 GODSMACK Voodoo
 RUSH Freewill
 STONE TEMPLE PILOTS Dead & Bloated
 RED HOT CHILI PEPPERS Otherside
 PINK FLOYD Wish You Were Here
 BUSH Machinehead
 PAPA ROACH Last Resort
 OZZY OSBOURNE Shot In The Dark
 CREED One
 FOGHAT Slow Ride

4pm

SCORPIONS Rock You Like A Hurricane
 ALICE IN CHAINS Man In The Box
 GODSMACK Voodoo
 VAN HALEN Hot For Teacher
 ROB ZOMBIE Dragula
 PAPA ROACH Last Resort
 OZZY OSBOURNE No More Tears
 MRYAMA In Bloom
 GUNS N' ROSES Live And Let Die
 U2 Beautiful Day
 AC/DC T.N.T.
 STONE TEMPLE PILOTS Wicked Garden

8pm

DIO Rainbow In The Dark
 PEARL JAM Jeremy
 PINK FLOYD Another Brick In The Wall (P2)
 LIMP BIZKIT Rollin'
 COLLECTIVE SOUL Why Pt. 2
 CREED With Arms Wide Open
 VAN HALEN Unchained
 ALICE IN CHAINS Nutshell
 TOOL Forty Six & 2
 PRIMUS w/OZZY N.I.B.

WQBK/Albany, NY	KTBZ/Houston-Galveston	WBRU/Providence
KTEG/Albuquerque	WRXZ/Indianapolis	KRXQ/Sacramento
WNWX/Atlanta	WNFZ/Knoxville	KXRX/San Lake City
KROX/Austin	KXTE/Las Vegas	KISS/San Antonio
WRAX/Birmingham	KROQ/Las Angeles	KITS/San Francisco
WAAF/Boston	WMFS/Memphis	KNDD/Seattle
WBCN/Boston	WZTA/Miami	KFNC/Seattle
WKQX/Chicago	KXXR/Minneapolis	KPNT/St. Louis
KULO/Colorado Springs	KKND/New Orleans	WXTM/St. Louis
WBZZ/Columbus, OH	WXRK/New York	WXTB/Tampa
KDGE/Dallas	WNOR/Norfolk	KFMA/Tucson
KBPI/Denver	WJRR/Orlando	KMYZ/Tulsa
KXPK/Denver	WYSP/Philadelphia	WHFS/Washington, DC
WKLG/Grand Rapids	KEDJ/Phoenix	WWDC/Washington, DC
WTPT/Greenville, SC	KUPD/Phoenix	KICT/Wichita
WQXA/Harrisburg	WXDX/Pittsburgh	WXDE/Wilkes Barre
WCCC/Hartford	KUFO/Portland, OR	

Most Played Recurrents

- CREED With Arms Wide Open (Wind-up)
- U.P.O. Godless (Epic)
- INCUBUS Pardon Me (Immortal/Epic)
- KORN Make Me Bad (Immortal/Epic)
- GODSMACK Voodoo (Republic/Universal)
- STAIN'D Mudshovel (Fip/Elektra/EEG)
- GODSMACK Keep Away (Republic/Universal)
- CREED Higher (Wind-up)
- GODSMACK Whatever (Republic/Universal)
- METALLICA No Leaf Clover (Elektra/EEG)

ACTIVE ROCK

Going For Adds 9/20/00

- AFI Days Of The Phoenix (Nitro)
- DEFTONES Back To School (Mini Maggit) (Maverick)
- DOWNSSET Together (Epitaph)
- KITTIE Paper Doll (Ng/Artemis)
- ONE MINUTE SILENCE Fish Out Of Water (V2)
- SPINESHANK Synthetic (Roadrunner)
- STONE TEMPLE PILOTS No Way Out (Atlantic)
- ULTRA V Playboy Mansion (RCA)

Active Rock Playlists

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

MARKET #5

WYSP/Philadelphia
Infinity
(215) 625-9460
Misty/Palumbo
12x Cumulative 1,030,280

94 WYSP
THE ROCK STATION

PLAYS

LW	TW	ARTIST/TITLE	GI (888)
32	33	PAPA ROACH/Last Resort	18546
32	32	PRIMUS/WOZZY N.I.B.	17964
31	28	3 DOORS DOWN/Kryptonite	16298
29	28	METALLICA/Disappear	15736
13	14	FUEL/Hemorrhage	7868
16	14	A PERFECT CIRCLE/Judith	7868
13	13	EVERLAST/Black Jesus	7306
9	13	ISLE OF DREAMS	6744
13	13	KID ROCK/Wasting Time	7306
14	13	U2/Beautiful Day	7306
16	12	CREED/Are You Ready	6744
13	12	GREEN DAY/Monster	6744
12	12	GOOSMACK/Bad Religion	6744
11	11	JOHNNY MARR/Goodbye Lament	6182
11	11	LIMP BIZKIT/Take A Look	6182
11	11	SCORPIONS/Haircut 2000	6182
7	11	RED HOT CHILI/California	6182
9	10	KORN/Make Me Bad	5620
10	10	TAPROOT/Again And Again	5620
10	10	COLLECTIVE SOUL/Why Pt 2	5620
10	10	CREED/What If	5620
10	10	NICKELBACK/Breathe	5620
10	10	BUSH/The Chemicals	5620
10	10	DISTURBED/Sluggish	5620
9	9	LIQUID GANG/Close	5058
9	9	INCUBUS/Sitar	5058
9	9	KID ROCK/Cowboy	5058
9	9	STONE TEMPLE PILOTS/Sour	5058
6	9	FOO FIGHTERS/Learn To Fly	4936
7	8	RAGE AGAINST THE MACHINE/Just a Little Bit of Love	4936

MARKET #6

KEGL/Dallas-Ft. Worth
Clear Channel
(972) 991-1029
Stevens/Ryan/Sculi
12x Cumulative 470,280

97.1 EAGLE ROCKS

PLAYS

LW	TW	ARTIST/TITLE	GI (888)
35	33	DEF TONE/Change	10857
32	33	A PERFECT CIRCLE/Judith	10857
24	22	GOOSMACK/Bad Religion	10528
29	32	3 DOORS DOWN/Kryptonite	10528
19	20	INCUBUS/Sitar	5920
17	18	ISLE OF DREAMS	5920
17	18	ONE WAY RIDE/Painted Perfect	5264
15	18	CREED/Are You Ready	4936
12	18	UNION UNDERGROUND/Turn Me On	4936
9	14	3 DOORS DOWN/Kryptonite	4608
9	12	GOOSMACK/Keep Away	3948
14	12	MEGADETH/The King	3948
13	12	STAND MASH/Who	3948
11	11	STAINED FINGER	3619
12	11	INCUBUS/Pardon Me	3619
12	11	U.P.O./Godless	3619
10	10	KORN/Somebody Someone	3290
10	10	RED HOT CHILI/California	3290
10	10	ROB ZOMBIE/Organic	3290
12	10	ISTOFS/Question Everything	3290
10	10	GOOSMACK/Who	3290
10	10	RAGE AGAINST THE MACHINE/Just a Little Bit of Love	3290
10	10	STAINED FINGER	3290
8	8	PRIMUS/WOZZY N.I.B.	2961
7	8	KORN/Make Me Bad	2961
7	8	NICKELBACK/Leader Of Men	2961
7	8	CREED/What If	2961
6	8	SAVEMYHAGAR/Serious Jugg	2632

MARKET #7

WRIF/Detroit
Greater Media
(248) 547-0101
Podell/Hanson
12x Cumulative 584,100

101 WRIF

PLAYS

LW	TW	ARTIST/TITLE	GI (888)
10	24	COLLECTIVE SOUL/Why Pt 2	7104
23	23	AC/DC/Back in Black	6808
24	22	PRIMUS/WOZZY N.I.B.	6512
25	23	3 DOORS DOWN/Kryptonite	6216
20	18	CREED/Whore Arms Wide Open	5624
18	18	SAVEMYHAGAR/Serious Jugg	4736
16	18	RED HOT CHILI/California	4736
15	18	CREED/Are You Ready	4440
15	18	LIMP BIZKIT/Take A Look	4440
16	13	U2/Beautiful Day	3848
11	13	SLASH'S SNAG P!-Been There I Ain't	3848
9	12	MEGADETH/The King	3552
12	12	3 DOORS DOWN/Kryptonite	3552
12	12	INSTURBED/Sluggish	3552
8	12	FUEL/Hemorrhage	3552
10	12	GREEN DAY/Monster	3552
10	11	LIMP BIZKIT/My Generation	3256
5	11	NICKELBACK/Breathe	3256
24	11	PAPA ROACH/Last Resort	3256
8	11	FULL DEVI L JACKIE/TWhere Did You Go?	3256
10	11	UNION UNDERGROUND/Turn Me On	3256
13	10	EVERLAST/Black Jesus	2960
10	10	INCUBUS/Sitar	2960
6	10	KID ROCK/American Bad Ass	2960
5	10	JOHNNY MARR/Goodbye Lament	2960
7	9	A PERFECT CIRCLE/Judith	2664
5	9	COL D/Just Got Wicked	2368
14	7	ME TALL I CAN'T Disappear	2072
5	7	CREED/PLANE T EARTH/Bartender	1776
4	6	ORGY/Fiction	1776

MARKET #8

WAAB/Boston
Entercom
(617) 236-1073
Douglas/Osterfeld
12x Cumulative 513,100

107.3 WAAB
107.3 FM

PLAYS

LW	TW	ARTIST/TITLE	GI (888)
41	41	DISTURBED/Sluggish	12259
43	40	PAPA ROACH/Last Resort	11960
29	37	LEVINS AND DURST/Outside	11063
25	34	LIMP BIZKIT/My Generation	10166
39-34	34	SLIPKNOT/Meat and Bread	10166
31	31	3 DOORS DOWN/Kryptonite	9269
21	30	LIMP BIZKIT/My Generation	8970
23	30	RED HOT CHILI/California	8970
23	30	DEF TONE/Change	8970
7	29	A PERFECT CIRCLE/Judith	8671
31	24	INCUBUS/Sitar	7176
26	24	GREEN DAY/Monster	7176
20	23	CD/D/Just Got Wicked	6578
24	24	APARTMENT 26/Backwards	6578
23	22	PO.D./Rock The Party...	6578
17	21	EVERLAST/Black Jesus	6279
31	21	ULTRAPUNK/Where	6279
38	21	CREED/Whore Arms Wide Open	6279
15	17	MEGADETH/The King	5063
14	17	(HED) PLANE T EARTH/Bartender	5063
13	16	DOPE YOU SPAN ME	4784
15	14	KORN/Somebody Someone	4186
15	14	UNION UNDERGROUND/Turn Me On	4186
13	13	FUEL/Hemorrhage	4186
37	13	A PERFECT CIRCLE/Judith	3587
11	12	RAGE AGAINST THE MACHINE/Just a Little Bit of Love	3587
26	12	STAINED FINGER	3588
8	12	SUNNA/Power Struggle	3588
12	12	CREED/What If	3289
11	11	KORN/Make Me Bad	3289

SEVENDUST
GOING BACK TO CALI

Most Added
(a week early)

Early adds at:

WAAB WRXO
WOBK WAMX KILO
KDOT WZXL WZBH

UNIVERSAL
Republic

MARKET #12

WZTA/Miami
Clear Channel
(305) 654-9494
Steele/Struber/Kimba
12x Cumulative 328,280

102.3 WZTA
THE ROCK STATION

PLAYS

LW	TW	ARTIST/TITLE	GI (888)
26	34	A PERFECT CIRCLE/Judith	6766
34	34	GOOSMACK/Bad Religion	6766
33	34	PAPA ROACH/Last Resort	6567
23	30	FUEL/Hemorrhage	2910
29	29	3 DOORS DOWN/Kryptonite	5771
28	28	GREEN DAY/Monster	5572
27	25	RED HOT CHILI/California	4975
21	21	UNION UNDERGROUND/Turn Me On	4179
28	20	DISTURBED/Sluggish	3880
19	19	MARVELOUS 3/Sugarbuz	3781
17	18	CREED/Are You Ready	3383
17	18	EVERLAST/Black Jesus	3383
17	18	FULL DEVI L JACKIE/TWhere Did You Go?	2985
14	14	CRACK/Breakin' Stones	2786
22	14	INCUBUS/Sitar	2786
14	14	NICKELBACK/Breathe	2786
13	13	ISTOFS/Question Everything	2587
13	13	VALLEJO/No The New	2587
16	12	PRIMUS/WOZZY N.I.B.	2587
12	12	METALLICA/Disappear	2587
12	12	PEARL JAM/Light Years	2587
12	12	STAND MASH/Who	2388
12	12	COLLECTIVE SOUL/Why Pt 2	2388
12	12	KID ROCK/Wasting Time	2388
12	12	VAST!/Free	2189
11	11	INCUBUS/Pardon Me	2189
9	11	LIMP BIZKIT/My Generation	2189
11	11	RAGE AGAINST THE MACHINE/Just a Little Bit of Love	2189
13	11	CREED/What If	1990
11	11	CREED/Highrise	1990

MARKET #15

KIOZ/San Diego
Clear Channel
(619) 565-6000
Richards/Luder
12x Cumulative 283,880

105.3 KIOZ
THE ROCK STATION

PLAYS

LW	TW	ARTIST/TITLE	GI (888)
26	30	PRIMUS/WOZZY N.I.B.	4350
27	29	A PERFECT CIRCLE/Judith	4205
26	29	GOOSMACK/Bad Religion	4205
27	29	LIMP BIZKIT/Take A Look	4205
24	27	INCUBUS/Sitar	3915
26	25	PAPA ROACH/Last Resort	3625
23	23	RAGE AGAINST THE MACHINE/Just a Little Bit of Love	3335
22	23	METALLICA/Disappear	3335
13	23	3 DOORS DOWN/Kryptonite	2960
12	17	CREED/Are You Ready	2465
16	16	PAPA ROACH/Broken Home	2465
12	15	DEF TONE/Change	2175
12	15	U.P.O./Godless	2175
12	15	NICKELBACK/Breathe	2175
14	14	SUNNA/Power Struggle	2175
14	14	KORN/Make Me Bad	2030
14	14	PO.D./Rock The Party...	2030
13	12	KORN/Falling Away From Me	1740
14	12	A PERFECT CIRCLE/Judith	1740
10	11	(HED) PLANE T EARTH/Bartender	1596
11	11	FOO FIGHTERS/Learn To Fly	1596
11	11	DISTURBED/Sluggish	1450
7	11	LIMP BIZKIT/My Generation	1450
8	11	SPRINGFIELD/Whore Arms Wide Open	1450
10	10	STAINED FINGER	1450
11	9	COL D/Just Got Wicked	1305
8	9	RAGE AGAINST THE MACHINE/Just a Little Bit of Love	1165
7	9	UNION UNDERGROUND/Turn Me On	1165
6	9	STAINED FINGER	1165
6	6	LIMP BIZKIT/My Generation	870

MARKET #16

KUPD/Phoenix
Sinclair
(480) 345-5921
Jeffries/McNee
12x Cumulative 217,980

98 KUPD
THE ROCK STATION

PLAYS

LW	TW	ARTIST/TITLE	GI (888)
25	27	PAPA ROACH/Last Resort	4428
24	26	PRIMUS/WOZZY N.I.B.	4264
26	24	3 DOORS DOWN/Kryptonite	3936
22	24	LIMP BIZKIT/Take A Look	3936
25	19	RED HOT CHILI/California	3116
18	18	GOOSMACK/Bad Religion	2952
22	18	UNION UNDERGROUND/Turn Me On	2952
11	18	A PERFECT CIRCLE/Judith	2952
17	17	INCUBUS/Sitar	2296
14	17	UNION UNDERGROUND/Turn Me On	2296
10	16	CRUSHDOWN/Who	2460
13	15	FUEL/Hemorrhage	2460
17	14	AMERICAN PEARL/Free Your Mind	2296
14	14	COL D/Just Got Wicked	2296
16	14	FULL DEVI L JACKIE/TWhere Did You Go?	2296
17	14	U.P.O./Godless	2132
13	13	GREEN DAY/Monster	2132
10	12	MARVYN MAMSON/The Dope Show	1968
12	12	STAND MASH/Who	1968
12	12	CREED/Are You Ready	1968
11	12	POWERMAN 5000/When Worlds Collide	1968
11	12	SEVENDUST/Denial	1968
9	12	STAND MASH/Who	1968
12	12	CREED/What If	1968
8	11	GOOSMACK/Keep Away	1804
8	11	GREEN VINYL DREAM/Kaleidoscope	1804
19	11	MEGADETH/The King	1804
9	11	ME TALL I CAN'T Disappear	1804
11	11	A PERFECT CIRCLE/Judith	1804
12	11	VAST!/Free	1804

MARKET #17

KKXZ/Minneapolis
ABC
(612) 545-5601
Linder/Caste
12x Cumulative 288,780

93 PURE ROCK

PLAYS

LW	TW	ARTIST/TITLE	GI (888)
39	41	DEF TONE/Change	5781
38	38	A PERFECT CIRCLE/Judith	5358
38	38	GOOSMACK/Bad Religion	5358
17	37	LIMP BIZKIT/Take A Look	5358
23	20	GREEN DAY/Monster	2820
21	20	NICKELBACK/Breathe	2820
20	20	RAGE AGAINST THE MACHINE/Just a Little Bit of Love	2820
12	19	U.P.O./Godless	2679
16	18	AC/DC/Back in Black	2538
17	18	SAVEMYHAGAR/Serious Jugg	2538
20	18	LIMP BIZKIT/My Generation	2538
22	17	INCUBUS/Sitar	2397
10	17	PAPA ROACH/Last Resort	2397
4	16	CD/D/Just Got Wicked	2256
16	16	MEGADETH/The King	2256
19	15	3 DOORS DOWN/Kryptonite	2115
16	15	FUEL/Hemorrhage	2115
17	15	MARVELOUS 3/Sugarbuz	2115
17	15	UNION UNDERGROUND/Turn Me On	2115
17	15	CREED/What If	1974
15	14	(HED) PLANE T EARTH/Bartender	1974
15	13	LIQUID GANG/Close	1833
12	12	VAST!/Free	1692
12	12	GOOSMACK/Who	1692
16	12	RAGE AGAINST THE MACHINE/Just a Little Bit of Love	1692
25	12	LIMP BIZKIT/Take A Look	1692
11	12	KID ROCK/Cowboy	1692
11	12	ORGY/Fiction	1551
11	11	KORN/Make Me Bad	1410
12	11	LIMP BIZKIT/My Generation	1410
11	11	A PERFECT CIRCLE/Judith	1410
11	11	CREED/Highrise	1410

MARKET #19

WXTA/St. Louis
Emmis
(314) 521-0400
Mattern/Schmidt
12x Cumulative 191,280

93.7 WXTA
PURE ROCK

PLAYS

LW	TW	ARTIST/TITLE	GI (888)
32	33	3 DOORS DOWN/Kryptonite	3267
33	32	DEF TONE/Change	3168
25	29	GOOSMACK/Bad Religion	2772
17	27	FUEL/Hemorrhage	2573
24	26	NICKELBACK/Breathe	2574
25	26	RAGE AGAINST THE MACHINE/Just a Little Bit of Love	2475
25	26	UNION UNDERGROUND/Turn Me On	2475
22	24	PRIMUS/WOZZY N.I.B.	2376
20	23	LIMP BIZKIT/My Generation	2277
24	23	(HED) PLANE T EARTH/Bartender	2277
12	23	SYSTEM OF A DOWN/Share	2277
25	23	INCUBUS/Sitar	2277
17	23	LIMP BIZKIT/My Generation	2277
17	23	COL D/Just Got Wicked	2177
11	20	CREED/Are You Ready	1980
17	20	A PERFECT CIRCLE/Judith	1980
17	19	ORGY/Fiction	1881
32	18	DISTURBED/Sluggish	1782
25			

deftones

"back to school (mini maggit)"

the follow up single to the top 5 hit "Change (in the house of flies)"



 www.deftonesworldwide.com

GOING FOR ADDS

9/26

for a unique download opportunity of "back to school (mini maggit)" use your enhanced **white pony** CD and log onto www.deftonesworldwide.com beginning 9/20

"BACK TO SCHOOL" tour kicks off October 13th joined by Incubus with Taproot opening

Paul Hunter Directed video on the way!

www.americanradiohistory.com

active INSIGHT

By
Tracey Hoskin
Asst. Rock Editor

I am a little slow sometimes, I have to admit. This band came out of nowhere as strong as a freight train. **Dust For Life** were news to me. After the zillionth PD added the song, I finally said to one of them, "Who the hell is this band? What are they like? What about me?" (It is all about me, you know.) That PD — who shall remain nameless because I have no memory — raved about **Dust For Life**. He told me what a great song they have, how much "texture" the song has, then added, "I can't believe you haven't heard it yet." I felt pretty low as I crawled to our Wind-up sales rep and begged him to let me borrow the single.

On this roller-coaster ride we call the music business, Memphis-based **Dust For Life** are sitting at the top of that first big hill. The foursome is barely 3 years old. Guitarist and founding member Jason Hughes tasted some commercial success with a demo that got heavy airplay at local radio, then jettisoned his original band and teamed up with vocalist-guitarist Chris Gavin, drummer Rick Shelton and bassist Dave Rhea.

The single, "Step Into the Light" has an appropriate title: Life are about to leap into the spotlight. The song showcases the band's

extraordinary ability to weave a massive, crunchy guitar sound with melodic, floaty breaks that give way to devilish lyrics and a pounding beat. There is not one second of this song that will lose your attention. Life are currently on tour with labelmates Creed, but believe me, **Dust For Life** doesn't have to ride Creed's coattails at all.

WNOR/Norfolk, WXTB/Tampa and WZTA/Miami are among the many stations that have added "Light." WMFS/Memphis PD Rob Cressman says, "I think the band is poised for success. The music has a defined edge, and the live show is tight. Wind-up has a great rock band on its roster in **Dust For Life**." (I hope the nameless PD forgives me!)



Dust For Life

R&R Top 20 Specialty Artists

September 22, 2000

- 1 **SOULFLY** (Roadrunner) "Jumpdafuckup," "Back To The Primitive"
- 2 **IOMMI** (Divine/Priority) "Goodbye Lament," "Time Is Mine"
- 3 **MUDVAYNE** (No Name/Epic) "Dig," "Nothing To Gein," "Internal Primates..."
- 4 **DOWNSET** (Epitaph) "Together"
- 5 **HALFORD** (Metal-Is/SRG) "Resurrection," "Nightfall," "The One You Love..."
- 6 **COLD** (Flip/Geffen/Interscope) "Just Got Wicked"
- 7 **TAPROOT** (Velvet Hammer/Atlantic) "Again And Again," "Smile"
- 8 **SPINESHANK** (Roadrunner) "Asthmatic," "Synthetic," "The Height Of Callousness"
- 9 **LIQUID GANG** (Lava/Atlantic) "Closer," "Blunt Force Trauma"
- 10 **PISSING RAZORS** (Noise) "Fork Tongue," "Fields Of Disbelief"
- 11 **RELATIVE ASH** (Island/IDJMG) "Breathe (Tiny Hands)," "Pout"
- 12 **HYPOCRISY** (Nuclear Blast) "Digital Prophecy," "Fire In The Sky"
- 13 **MEGADETH** (Capitol) "Kill The King"
- 14 **SUICIDAL TENDENCIES** (Suicidal) "Pop Song," "Mi Casa Es Su Casa"
- 15 **LOUD ROCKS** (Loud/Columbia) "Shame," "Still Not A Prayer"
- 16 **40 GRIT** (Metal Blade) "Ground Zero," "Heads"
- 17 **NOTHINGFACE** (TVT) "Make Your Own Bones"
- 18 **UNION UNDERGROUND** (Portrait/Columbia) "South Texas Deathride," "Turn Me..."
- 19 **IRON MAIDEN** (Portrait/Columbia) "The Wicker Man," "Brave New World"
- 20 **SHUVEL** (Interscope) "Set It Off"

Ranked by total number of shows reporting the artist, with titles listed in order of most airplay.

Specialty Show Reporters

Shows and their Top 5 songs listed alphabetically by market

Jones Radio Network (JRN)

Hardrive
Various
Rory Myzal/Lou Brutus
Orly "Hidon"
Sunna "Power Struggle"
66g "In The Ground"
Slash's Snakepit "Been There Lately"
Iommi w/Robbins "Laughing Man..."
Sunna "Power Struggle"

MJI Broadcasting (MJI)

Pile Driver
Various
Mark Razz/Caray Nathe
Fuel "Hemorrhage"
Cold "Just Got Wicked"
Nativity In Black 2 "N.I.B."
Full Devil Jacket "Where Did You Go?"
American Pearl "Free Your Mind"

WQB/Albany, NY

Kick The PA
Sunday 8-9pm
Tim Noble
Shutdown "Now More Than Ever"
Cespede "Puppet"
Stand "Break"
Machos "Kinet"
40 Grit "Ground Zero"

KZRR/Albuquerque, NM

Roadkill
Sunday 11 - midnight
Tom Servo
Hypocrisy "Resurrected"
Mudvayne "Internal Primates..."
Loud Rocks "Shame"
Professional Murder Music "Of Unknown Origin"
Soulfly "Jumpdafuckup"

KWHL/Anchorage, AK

The Pit
Sunday 8-9pm
Bearded John
Hypocrisy "Digital Prophecy"
Mudvayne "Dig"
Soulfly "Plat"
Liquid Gang "Closer"
Taproot "Smile"

WPXC/Cape Cod, MA

The Extreme
Saturday 9:30-10:30pm
Erik Stafford
Cold "Just Got Wicked"
Slash's Snakepit "Been There Lately"
Sunna "Power Struggle"
Lionel Lincoln "Turn Me On Mr. Seven"
Sevendust "Goin' Back To Cali"
Sunnyside "Power Struggle"

KEGL/Dallas, TX

Unsubbed Rock Show
Sunday 7-9pm
Robert Migeel
Samantha 7 "Slave Laura"
Mottley Crue "Treat Me Like"
Black Label Society "Counterfeit God"
Slash's Snakepit "Been There Lately"
Halford "The One You Love"

KRZR/Albany, CA

Extremities
Thursday 9-10pm
Doug Brooker
Motorhead "Stay Out Of Jail"
Cespede "Puppet"
Halford "Resurrection"
Pantera "Hell Bound"
Iron Maiden "The Wicker Man"

WKLQ/Grand Rapids, MI

Metal At Midnight
Thursday midnight-1am
Tom "Wiz" Stavros
Loud Rocks "Shame"
Iommi w/Robbins "Laughing Man..."
Saves On Dope "I Can't Die"
Soulfly "Plat"
Spineshank "Maundering"

WKLQ/Grand Rapids, MI

Climbaka
Sunday 8-10pm
Steve "The Rat" Aldrich
Vest "Last One Alive"
Everlast "Black Jesus"
David Holmes "69 Polka"
At The Drive-In "One Armed Scissor"
Sleazy "Song Against Itself"

WQXA/Harrisburg, PA

The Sunday News
Sunday 8-10am
Erik Stafford
De La Soul "Squat"
Liquid Gang "Closer"
Confrontation Camp "Brake The Law"
Hardcore "Attitudes"
Rancid "It's Quite Alright"

KLFX/Killeen, TX

Kul Radio
Saturday 10pm-midnight
Bob Fendia
Taproot "Mirror's Reflection"
Machine Head "Desire To Fire"
Linea 77 "Touch"
Ultraspank "Clack"
Dovetail "Just Got Wicked"

WBAB/Long Island, NY

Fingers Metal Shop
Friday 10pm-1am
Fingers
A Perfect Circle "Judith"
Limp Bizkit "My Generation"
Orly "Hidon"
Sammy Hagar "Serious Juke"
Downset "Together"

WTFX/Louisville, KY

Delow
Sunday 8-10pm
Chris Allman
Kottonmouth Kings "Wackit Klowns"
AFI "Days Of The Proenza"
Everlast "Black Jesus"
Elliott "Calm America"
Downset "Together"

WGIR/Manchester, NH

Whiplash
Sunday 10-11pm
Roadkill
Fear Factory "Descent"
Mile "Black Seed Of Vengeance"
Megadeth "Kill The King"
Soulfly "Back To The Primitive"
Rorschach Test "Spent"

KXXR/Minneapolis, MN

X-treme Metal Shop
Friday 1-4am
Nick Davis
Saves On Dope "Fallout"
Virus 7 "Sick In The Head"
Embodiment "Pendulum"
Taproot "Dragged Down"
Spineshank "The Height Of..."
Green Day "Minority"

KATT/Oklahoma City, OK

Launch Pad
Thursday midnight-1am
Joe Mitchell
Collective Soul "Why"
Linkin Park "One Step Closer"
Papa Roach "Broken Homes"
Linea 77 "Touch"
Slash's Snakepit "Been There Lately"
Sammy Hagar "Serious Juke"
Cold "Just Got Wicked"

WYSP/Philadelphia, PA

Rockers
Friday midnight-2am
Matt & Huggy
Megadeth "Kill The King"
"Downset" "Together"
Arise "Piss Of Reality"
Farm Crisis "Slither"
Spineshank "Synthetic"

KUPD/Phoenix, AZ

Red Radio Underground
Sunday 7-9pm
Larry Mac
Juno Reactor "Pistolero"
At The Drive-In "Enfringe"
Jets To Brazil "Orange Rhythmic"
My Ruin "Error"
Suicidal Tendencies "Pop Song"

KUPD/Phoenix, AZ

Into The Pit
Sunday 10pm-midnight
Larry Mac & The Berzerker
Halford "Resurrection"
Soulfly "Back To The Primitive"
Mudvayne "Internal Primates"
Confrontation Camp "Brake The Law"
Iommi "Time Is Mine"

WRXL/Richmond, VA

The Metal File
Mon-Fri 2-3am
Scott Vanderpool
Hypocrisy "Digital Prophecy"
Soulfly "Jumpdafuckup"
Decade "Innocent Victim"
In Flames "Pinball Man"
Iron Maiden "The Wicker Man"

KRXQ/Sacramento, CA

Car Whacks
Sunday 8-9:30pm
Che Brooks, Paul Wilber
A Fi "Lost Souls"
98 Mute "Could This Be"
Soulfly "Back To The Primitive"
Cross My Heart "Tonight We'll Light"
Shutdown "Within Our Reach"

KBER/Salt Lake City, UT

Radio Kaos
Sunday 9-11pm
Darby
Soulfly "Bring It"
40 Grit "Heads"
Mudvayne "Make Your Own Bones"
Ozzy "Power Noize"
Hypocrisy "Fire In The Sky"

KIOZ/San Diego, CA

Another State Of Mind
Sunday 11pm-midnight
Jack & Marm
Halford "The One You Love..."
Nile "Black Seed Of Vengeance"
Black Label Society "All For You"
Mudvayne "Dig"
Cannibal Corpse "Pounded Into Dust"

KISW/Seattle, WA

Metal Shop
Saturday midnight-2am
Adam Gehlke
Suicidal Tendencies "Su Casa Es Mi Casa"
Mudvayne "Dig"
Motorhead "See Me Burning"
Halford "Resurrection"

KISW/Seattle, WA

New Music Hour
Sunday 10-11pm
Scott Vanderpool
U2 "Beautiful Day"
Stone Temple Pilots "No Way Out"
Iommi w/Robbins "Laughing Man..."
Sammy Hagar "Serious Juke"
Iron Maiden "The Wicker Man"

KZRO/Springfield, MO

Rock This!
Sunday 8pm-9pm
E-Man
Nile "Chapter For Trans..."
Electric Hellfire "Number Of The Beast"
Nativity In Black 2 "N.I.B."
Sevendust "Goin' Back To Cali"

WXTM/Si. Louis, MO

Static
Sunday 8pm-9pm
Johnny Orr
Soulfly "Jump To"
Loud Rocks "Still Not A Prayer"
Soulfly "Boom"
Downset "Together"
(Red) planet earth "Walking To Die"

KIOZ/San Diego, CA

Another State Of Mind
Sunday 11pm-midnight
Jack & Marm
Halford "The One You Love..."
Nile "Black Seed Of Vengeance"
Black Label Society "All For You"
Mudvayne "Dig"
Cannibal Corpse "Pounded Into Dust"

KISW/Seattle, WA

Metal Shop
Saturday midnight-2am
Adam Gehlke
Suicidal Tendencies "Su Casa Es Mi Casa"
Mudvayne "Dig"
Motorhead "See Me Burning"
Halford "Resurrection"

WXTM/Si. Louis, MO

Hotwired
Friday 10pm-midnight
Johnny Orr
Hardcore "Attitudes"
KIDZ "Bobby"
Angela Via "I Don't Care"
Anastacia 2000 "Cannon"
Loud Rock "Blow Ya Mind"

KLPX/Tucson, AZ

Area 51
Friday 10pm-midnight
Bob Williams
Nothingface "Make Your Own Bones"
Soulfly "The Prophet"
Iron Maiden "The Wicker Man"
Union Underground "Turn Me On Mr. Megadeth"
Kill The King"

WWDC/Washington, DC

New Music Mart
Sunday 9:30-10:30pm
Sandy Rizer
Collective Soul "Why"
Lenny Kravitz "Agan"
Ultraspank "Where"
Papa Roach "Broken Homes"
David Gray "Babylon"

WXBE/Wilkes Barre, PA

Freddie's Closet
Saturday 11pm-1am
Freddie
Iron Maiden "The Wicker Man"
Mudvayne "Nothing To Gein"
Steel Prophet "Messiah"
Arise "Justified"
Fates Warning "Pieces Of Me"

WXTM/Si. Louis, MO

Monday Night Metal
Mon-Fri 11pm-midnight
Kemo
Pantera "Goddamn Electric"
(Red) planet earth "Walking To Die"
Residue Ash "Poet"
Disturbed "Kooz"
Prime 55 "Loose"

33 total reporters from the Active Rock and Rock panels.

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Stations and their adds listed alphabetically by market

New & Active

LENNY KRAVITZ Again (Virgin)

Total Plays: 285, Total Stations: 32, Adds: 19

VALLEJO Into The New (Crescent Moon/550 Music)

Total Plays: 285, Total Stations: 27, Adds: 7

SUNNA Power Struggle (Astrwerks/Caroline)

Total Plays: 273, Total Stations: 18, Adds: 0

TAPROOT Again And Again (Velvet Hammer/Atlantic)

Total Plays: 254, Total Stations: 16, Adds: 2

661G Hit The Ground (Ultimat)

Total Plays: 222, Total Stations: 14, Adds: 0

FULL DEVIL JACKET Where Did You Go? (Island/IDJMG)

Total Plays: 221, Total Stations: 18, Adds: 1

FLAK Tune In (Restless)

Total Plays: 208, Total Stations: 18, Adds: 0

DYNAMITE HACK Anyway (Farmclub.com/Universal)

Total Plays: 206, Total Stations: 14, Adds: 1

DUMDUMS Everything (MCA)

Total Plays: 200, Total Stations: 23, Adds: 4

POE Walk The Walk (Atlantic)

Total Plays: 200, Total Stations: 15, Adds: 0

NINE DAYS If I Am (550 Music)

Total Plays: 179, Total Stations: 11, Adds: 0

DUST FOR LIFE Step Into The Light (Wind-up)

Total Plays: 176, Total Stations: 15, Adds: 2

'A' Monkey Kong (Mammoth)

Total Plays: 170, Total Stations: 20, Adds: 1

ULTRASPANK Where (Epic)

Total Plays: 156, Total Stations: 16, Adds: 3

MEST Drawing Board (Maverick)

Total Plays: 154, Total Stations: 16, Adds: 2

RADIOHEAD Optimistic (Capitol)

Total Plays: 129, Total Stations: 54, Adds: 54

DEFTONES Back To School (Mini Maggitt) (Maverick)

Total Plays: 22, Total Stations: 10, Adds: 10

Songs ranked by total plays

Reporters

WEDX/Albany, NY PE: Rita Sodersten 1. BLUR: 182 "Overboard" RADIOHEAD "Optimistic" MANDY BLUM "When" VALLEJO "New"	WAOZ/Cincinnati, OH PE: Rick Jones 1. VALLEJO "New" DUST FOR LIFE "Step Into The Light" UNION SQUARE "Lovers" BLUR: 182 "Overboard" DEFTONES "School"	WXMR/Greenville, NC PE: Jeff Brasher 1. BLUR: 182 "Overboard" RADIOHEAD "Optimistic" 1. HARVEY DANGER "Sat" 1. A PERFECT CIRCLE "Lima" CRED "Nasty"	WHTZ/Westmouth-Ocean, NJ PM/PE: Mike Suter 1. RADIOHEAD "Optimistic" 2. BLUR: 182 "Overboard" 3. MANDY BLUM "When" CRED "Nasty" COLLECTIVE SOUL "Why"	KMRK/Portland, OR PE: Mark Hamilton AP: Jess No Adds	KJEE/Santa Barbara, CA GM/PE: Eddie Gutierrez 12. BLUR: 182 "Overboard" DEFTONES "School" RADIOHEAD "Optimistic" PAPA ROACH "Break"
WURL/Albany, NY GM/PE: Susan Groves PE: Leslie From 1. BLUR: 182 "Overboard" LEBBY KRAVITZ "Again" 5500 CHARLOTTE "Lover" MATCHBOX TWENTY "Crash"	WARG/Columbia, SC GM/PE: Mike Johnson 1. BLUR: 182 "Overboard" LEBBY KRAVITZ "Again" PAPA ROACH "Break" HARVEY DANGER "Sat" RADIOHEAD "Optimistic"	WEEG/Hagerstown, MD PM/PE: Anita Burt 1. BLUR: 182 "Overboard" COLLECTIVE SOUL "Why" CRED "Nasty" LEBBY KRAVITZ "Again" MATCHBOX TWENTY "Crash" PAPA ROACH "Break"	KMSY/Marysville-Sallisaw, CA PE: Chris White PE: Rob Burt 11. VALLEJO "New" 2. BLUR: 182 "Overboard" 3. BLUR: 182 "Overboard" CRED "Nasty"	WPRV/Providence, RI PE: Tim Sotolow PE: Josh Roberts 1. BLUR: 182 "Overboard" 2. RADIOHEAD "Optimistic" 3. PAPA ROACH "Break" 4. A PERFECT CIRCLE "Lima" 1. LEBBY KRAVITZ "Again"	WVVV/Vancouver, CA PE: Paul Cox 29. LEBBY KRAVITZ "Again" BLUR: 182 "Overboard" RADIOHEAD "Optimistic"
KTEG/Albuquerque, NM PE: Elan Pashley No Adds	WWCO/Columbus, OH PE: Andy Soto PE: Josh Roberts 18. LEBBY KRAVITZ "Again" RADIOHEAD "Optimistic" 1. BLUR: 182 "Overboard"	WVWG/Hartford, CT PE: Dan Kelly 4. LEBBY KRAVITZ "Again" BLUR: 182 "Overboard" MATCHBOX TWENTY "Crash" LEBBY KRAVITZ "Again" HARVEY DANGER "Sat"	WZPC/Knoxville, TN PE: Brian Kuyper PE: Dan Patrick AP/PE: Jim Hunter HARVEY DANGER "Sat" MEG PLUMET EARTH "Battered" COLLECTIVE SOUL "Why" BLUR: 182 "Overboard" FULL ONYX JACKET "New"	KRZO/Reno, NV PE: Guy Burt PE: Heather Pines 18. BLUR: 182 "Overboard" 10. PAPA ROACH "Break" 6. U2 "Day" 1. RADIOHEAD "Optimistic" DUMDUMS "Everything"	KFMK/Seattle-Tacoma, WA PM/PE: John Kaplan 32. BLUR: 182 "Overboard" 2. PAPA ROACH "Break"
WVWX/Atlanta, GA PE: Brian Phillips PE: Leslie From AP/PE: Chris Williams 7. BLUR: 182 "Overboard" RADIOHEAD "Optimistic" PAPA ROACH "Break"	KRAD/Corpus Christi, TX PM/PE: Guy Smith 22. RED HOT CHILI "California" 21. METALLICA "Break" CRED "Nasty" PAPA ROACH "Break" 16. A PERFECT CIRCLE "Lima" RADIOHEAD "Optimistic" BLUR: 182 "Overboard"	KTBZ/Houston-Galveston, TX PE: Jim Tapp AP: Steve Robinson 21. CASH "Tequila" RADIOHEAD "Optimistic" BLUR: 182 "Overboard"	WRRV/Morrough, NY PE: Greg O'Brien PE: Andrew Burt MATCHBOX TWENTY "Crash" LEBBY KRAVITZ "Again" BLUR: 182 "Overboard" LEBBY KRAVITZ "Again" VALLEJO "New"	WDYL/Richmond, VA GM/PE: J.D. Buss 13. BLUR: 182 "Overboard" RADIOHEAD "Optimistic" A PERFECT CIRCLE "Lima" DUMDUMS "Everything"	KNOO/Seattle-Tacoma, WA PE: Paul Manning PE: Ian Hesse 32. BLUR: 182 "Overboard" RADIOHEAD "Optimistic" LEBBY KRAVITZ "Again"
KPOX/Austin, TX Senior PM/PE: Shelby Lee 8. PAPA ROACH "Break" RADIOHEAD "Optimistic" PAPA ROACH "Break"	KOGE/Dallas-Ft. Worth, TX PE: Denise Deberry PE: Alan Agn 8. RADIOHEAD "Optimistic" 7. BLUR: 182 "Overboard" U2 "Day" EVERLAST "Jesus" VALLEJO "New" RADIOHEAD "Optimistic"	WEDJ/Indianapolis, IN PE: Tom Papp PE: Scott Sautel 1. BLUR: 182 "Overboard" RADIOHEAD "Optimistic"	KKND/New Orleans, LA GM/PE: Dave Stewart PE: Laura Jones 1. BLUR: 182 "Overboard" CASH "Tequila"	KWOD/Sacramento, CA PE: Ron Bence AP: Deane Barbara 10. BLUR: 182 "Overboard" 1. RADIOHEAD "Optimistic" LEBBY KRAVITZ "Again" TAPROOT "Again" COLD "Wicked" WALLELD "New" 1. PLUS 1 "Cherry"	KAEF/Spokane, WA PE: Sam Casati PE: Karl Isakson 23. U2 "Day" 3. BODYS DOWN "Lover" DAVID GRAY "Battered"
WRAX/Birmingham, AL PE: Dave Reed AP: Hurricane Shane 16. LEBBY KRAVITZ "Again" 15. MATCHBOX TWENTY "Crash" VALLEJO "New" BLUR: 182 "Overboard" DAVID GRAY "Battered"	WXEG/Dayton, OH PE: Mike Thomas AP/MD: Alan Rantz 19. U2 "Day" DISTURBED "Stupid" RADIOHEAD "Optimistic" BLUR: 182 "Overboard"	WRXZ/Indianapolis, IN PE: Scott Johnson MD: Michael Young 2. RADIOHEAD "Optimistic"	WXXR/New York, NY PE: Steve Kingman MD: Mike Poor 19. BLUR: 182 "Overboard" 6. RADIOHEAD "Optimistic" LEBBY KRAVITZ "Again" DEFTONES "School"	KWOD/Sacramento, CA PE: Ron Bence AP: Deane Barbara 10. BLUR: 182 "Overboard" 1. RADIOHEAD "Optimistic" LEBBY KRAVITZ "Again" TAPROOT "Again" COLD "Wicked" WALLELD "New" 1. PLUS 1 "Cherry"	WVRL/Syracuse, NY GM/PE: Matt Gilmont 1. BLUR: 182 "Overboard" RADIOHEAD "Optimistic" VALLEJO "New" MATCHBOX TWENTY "Crash"
WBCN/Boston, MA VP Programming: Odipdes AP/MD: Steven Strick 1. BLUR: 182 "Overboard" LEBBY KRAVITZ "Again" RADIOHEAD "Optimistic" DEFTONES "School"	WKEG/Dayton, OH PE: Mike Thomas AP/MD: Alan Rantz 19. U2 "Day" DISTURBED "Stupid" RADIOHEAD "Optimistic" BLUR: 182 "Overboard"	WPLA/Jacksonville, FL PE: Rick Schmidt MD: Chris 1. U2 "Day" BLUR: 182 "Overboard"	WXXR/New York, NY PE: Steve Kingman MD: Mike Poor 19. BLUR: 182 "Overboard" 6. RADIOHEAD "Optimistic" LEBBY KRAVITZ "Again" DEFTONES "School"	KWOD/Sacramento, CA PE: Ron Bence AP: Deane Barbara 10. BLUR: 182 "Overboard" 1. RADIOHEAD "Optimistic" LEBBY KRAVITZ "Again" TAPROOT "Again" COLD "Wicked" WALLELD "New" 1. PLUS 1 "Cherry"	WVRL/Syracuse, NY GM/PE: Matt Gilmont 1. BLUR: 182 "Overboard" RADIOHEAD "Optimistic" VALLEJO "New" MATCHBOX TWENTY "Crash"
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WBCN/Boston, MA VP Programming: Odipdes AP/MD: Steven Strick 1. BLUR: 182 "Overboard" LEBBY KRAVITZ "Again" RADIOHEAD "Optimistic" DEFTONES "School"	WKEG/Dayton, OH PE: Mike Thomas AP/MD: Alan Rantz 19. U2 "Day" DISTURBED "Stupid" RADIOHEAD "Optimistic" BLUR: 182 "Overboard"	WPLA/Jacksonville, FL PE: Rick Schmidt MD: Chris 1. U2 "Day" BLUR: 182 "Overboard"	WXXR/New York, NY PE: Steve Kingman MD: Mike Poor 19. BLUR: 182 "Overboard" 6. RADIOHEAD "Optimistic" LEBBY KRAVITZ "Again" DEFTONES "School"	KWOD/Sacramento, CA PE: Ron Bence AP: Deane Barbara 10. BLUR: 182 "Overboard" 1. RADIOHEAD "Optimistic" LEBBY KRAVITZ "Again" TAPROOT "Again" COLD "Wicked" WALLELD "New" 1. PLUS 1 "Cherry"	WVRL/Syracuse, NY GM/PE: Matt Gilmont 1. BLUR: 182 "Overboard" RADIOHEAD "Optimistic" VALLEJO "New" MATCHBOX TWENTY "Crash"
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WBCN/Boston, MA VP Programming: Odipdes AP/MD: Steven Strick 					



JIM KERR
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Examining Napster As A Programming Tool

■ Outside of trolling for leaks, there are significant limits

When R&R General Manager Sky Daniels pulled me aside and told me about the new Music Meeting product that R&R was going to be releasing, my first response was, "It's about time someone thought about doing something like this." My mind raced with all of the things that a real-time digital audio player centered around a centralized database of music could do.

While I will address the elegance and effectiveness of Music Meeting in a future column, I thought this time I'd take a look at the practical uses of Napster (at least until the courts shut it down). Note that while I'm looking at Napster, I had very similar results at a few other services such as Gnutella and Scour.

Napster As Music Meeting

My first idea was to see if Napster could mirror the uses of R&R's own Music Meeting product. So I sat down and attempted to download all of the current and upcoming music at the Alternative format. It was a fascinating exercise.

As I prepared to create my "virtual music meeting," I was faced with the first significant limitation of using Napster as a digital music source to replace CDs in your music meeting: You have to find and download the music, which takes time. In an era when everyone is starved for time, taking a block of time to find and download music is an inconvenience.

For example, I downloaded the entire R&R chart and as many upcoming releases as I could find, and it took me most of the afternoon, even with my T1 Internet connection. While I could multitask on the computer during the downloading process, I still had to turn my attention to Napster every so often. I discovered that the biggest problem wasn't as much my connection speed as it was the speed and shared use of the computers from which I was downloading.

While it took some time, the good

news is that I found almost every song I was looking for. Literally every song on the R&R chart was available on Napster. This isn't really surprising, given the press that Napster has received and the traffic it generates.

While the popular songs were extremely easy to find, I couldn't find four of the songs on R&R's New & Active list. In addition, fully half the songs Going For Adds over the next month were unavailable on Napster. This is a significant limitation, since the very music programmers would be seeking to use in a digital music meeting would be songs that have recently been or will soon be released.

Taking into account the songs that I was missing, I compiled all my downloaded MP3s into three Winamp (an MP3 player) playlists for listening. It was at this point that I discovered an unanticipated and major problem with downloading music from Napster: The labeling of songs is very inconsistent. For example, I downloaded a high-quality (192 kbp, 44 khz) version of "Judith" by A Perfect Circle. It sounded great, but there was one problem: It was the live version.

I had a similar problem with two other songs, both of which I had to re-download: The songs were live versions, but weren't marked as such. Another problem I discovered is that the vast majority of the songs available for download are album versions. Therefore, if you are looking for a song like Limp Bizkit's "Break Stuff," be prepared for full-bore and unedited profanity.

Among the more exciting aspects of R&R's Music Meeting product are that it is accessed via the web, and the music is stored on R&R's servers. As a result, you have carte blanche access to the music from your office, your home and your laptop when you're on the road. Of course, if you are using Napster, you will be storing music on your hard drive — which makes portability difficult.

Companies like Winamp bypass this limitation by offering some Internet storage space for you to store and play your MP3 files. The downside is that the amount of space is limited, and if there's one thing that you find out very quickly when downloading music, it's that it takes up a lot of hard-drive space.

All in all, I found the process of creating a digital music meeting using Napster roughly doable. However, once R&R's Music Meeting is released, the reasons for doing so will disappear.

Napster As Leak Source

While I was looking at Napster from a professional view and examining a more sublime use, I cannot deny the fact that its primary use at radio stations is as a source for song leaks from upcoming superstar releases. Shortly before I started writing this, I read a story on Inside.com about how the entire Wallflowers album had been posted on Napster a month before its street date. Clearly, Napster is a source of leaks.

It must be noted, however, that the record industry has gotten much better about controlling the release of its music. While leaks on every major recent release have made their way to Napster even before radio has received them, it isn't nearly as bad as it was a year ago when major fourth-quarter releases could be found on Napster over a month before their radio add dates.

Two recent examples have been Radiohead and Green Day. Both bands' new singles were posted on Napster less than a week before their

Breaking Molly's Yes: Week 5

■ A radio and record diary

Chris Williams

APD/MD, WNNX(99X)/Atlanta

September 18: In Molly's Yes' world, a sales story has yet to develop. When do other programmers expect a sales pop? I've heard 30 spins from some and 100 for others. With a band that has no profile, I have to think you need five to six weeks of frequent airplay. I guess I subscribe to the 100-spin theory. I've just hit 74 plays. The good news is that there was a message waiting for me first thing Wednesday morning from Howard Leon, Avery Lippman and my local, Larry Schuster. The conference call was to reaffirm their commitment to the project despite the sales story. Momentum is so important, so I appreciate their determination to give this a real chance.

This week Molly's Yes finally found its way into a real category. Until now I have been hand-placing the song each day just to get it on. The consistent phone story warranted that we increase rotation to three times a day. At last check, the song was top-five phones. Cool!

This is the week that our retail program starts. We partner with Wherehouse Music for prominent store placement (a 99X end-cap). Plus, we bookend 14 spins of the record with a 15-second promotional tag. This tag reiterates the song title, CD title and artist name, and that the CD is for sale at Wherehouse in the 99X display. It also features an anecdote from the band about the song. Molly's Yes lead singer Ed Goggin taped a few stories and sent them to me on CD. We'll edit them to promo length to include in the bookend. This helps create more awareness and gives the band a face and personality. This was a very successful campaign in the past. Now I think people will seriously start looking for a sales story. There won't be any excuses in two weeks.

Howard Leon

VP/Promotion, Universal Records

September 12: According to Chris, 99X is putting the track into a solid B rotation. Up until now he's been hand-programming it. That should mean at least 20 spins a week. They seem happy with the phone reaction. Phil from WWVW/Savannah, GA called and is also very happy with the phones he's been getting. He said people are even calling his business line asking about "that bagpipe song."

September 13, 4:10am: Soundscan. Atlanta sales are down 24-18 pieces. Ouch. But then again, it's all about the spin you put on those kinds of numbers. For instance, looking at that statistically, sales were only down, uh, 25%. Ouch. **11:15am:** Conference call with Chris Williams, Larry Schuster, Avery Lippman and myself just to make sure nobody's in a panic. The retail branding program starts on the 19th, and everyone agrees that we'll get a real read on the track. We all hang up cautiously relieved and optimistic.

September 14: Very good news: KKMR in Dallas is going to add the track. Now all we have to do is get them off the Adult Alternative panel and on to a real one, and maybe somebody will notice other than their listeners. Brian Phillips works in mysterious ways. Maybe we should have signed Silverchair. Steve popped into my office while I was writing this and wanted to know who I was going to insult this week. I can't believe he would ask that. Do people think I'm that rude? And on top of that, you should see the really ugly shirt he's wearing.

September 18: More very good news: WDOG in Chattanooga, TN is adding the track as well. Wow! Two Adult Alternatives stations in one week. As long as there's not a new Keb Mo track, we could be No. 1 Most Added. Damn, there is one.

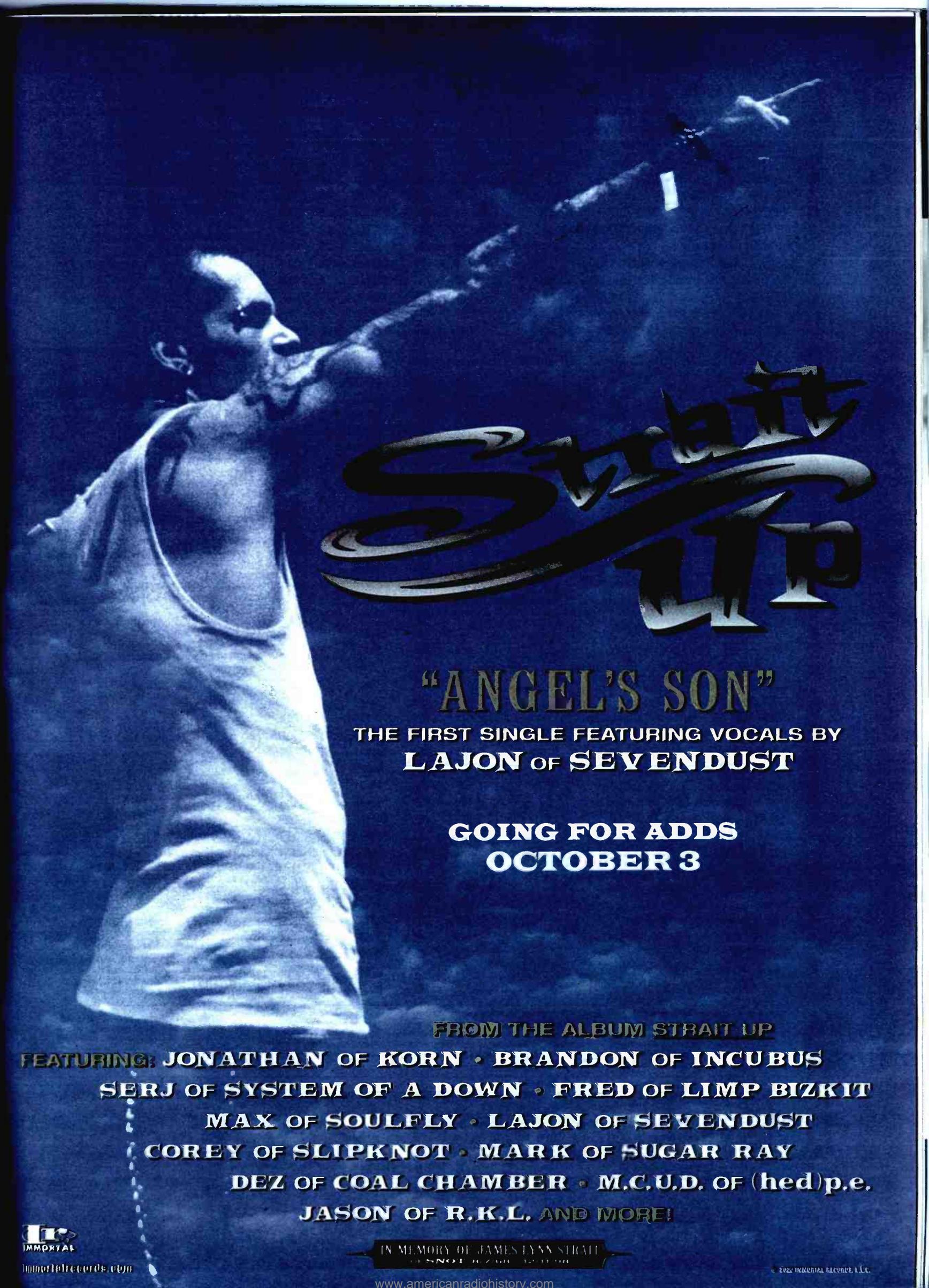
While it took some time, the good news is that I found almost every song I was looking for. Literally every single song on the R&R chart was available on Napster.

radio add dates (at least on the servers I examined). The interesting thing is that there were versions of both "Minority" by Green Day and "Optimistic" by Radiohead on Napster weeks ahead of their add dates, but these were live versions and not the studio versions.

The entire Radiohead album was apparently posted to Napster on Wednesday (9/13), including "Opti-

mistic," but that album version of the song is over five minutes long.

All in all, Napster continues to fascinate and enrage the music industry. On the radio side, it continues to be a source of leaks and a good way to look up the random song you may have missed. However, for a true digital music-programming tool, radio will have to wait for the unveiling of R&R's Music Meeting.



STRAIT UP

"ANGEL'S SON"

THE FIRST SINGLE FEATURING VOCALS BY
LAJON OF SEVENDUST

**GOING FOR ADDS
OCTOBER 3**

FROM THE ALBUM STRAIT UP

**FEATURING: JONATHAN OF KORN • BRANDON OF INCUBUS
SERJ OF SYSTEM OF A DOWN • FRED OF LIMP BIZKIT
MAX OF SOULFLY • LAJON OF SEVENDUST
COREY OF SLIPKNOT • MARK OF SUGAR RAY
DEZ OF COAL CHAMBER • M.C.U.D. OF (hed)p.e.
JASON OF R.K.L. AND MORE!**



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IN MEMORY OF JAMES LYNN STRAIT
OF SOUTHERN CALIFORNIA

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R&R Alternative Top 50

September 22, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS '00	WEEKS ON CHART	TOTAL STATIONS/ADDS
3	1	GREEN DAY Minority (Reprise)	2642	+180	287100	4	78/0
2	2	INCUBUS Stellar (Immortal/Epic)	2499	+26	242901	14	75/0
1	3	PAPA ROACH Last Resort (DreamWorks)	2497	-98	278875	26	73/1
6	4	FUEL Hemorrhage (In My Hands) (550 Music)	2307	+206	200067	6	74/0
4	5	DEFTONES Change (In The House Of Flies) (Maverick)	2137	-140	197795	19	69/0
5	6	SR-71 Right Now (RCA)	1956	-268	153083	20	69/0
7	7	3 DOORS DOWN Loser (Republic/Universal)	1896	+95	183825	11	73/3
12	8	ORGY Fiction (Dreams In Digital) (Elementree/Reprise)	1727	+204	162144	4	76/0
10	9	DISTURBED Stupify (Giant/Reprise)	1681	+39	172775	18	63/1
8	10	RED HOT CHILI PEPPERS Californication (Warner Bros.)	1658	-104	144959	17	70/1
9	11	WHEATUS Teenage Dirtbag (Columbia)	1580	-168	124500	12	65/0
14	12	VAST Free (Elektra/EEG)	1488	+64	112435	6	74/0
11	13	3 DOORS DOWN Kryptonite (Republic/Universal)	1483	-91	186430	31	63/0
17	14	U2 Beautiful Day (Interscope)	1372	+297	148537	2	67/10
13	15	EVE 6 Promise (RCA)	1327	-149	88805	16	55/0
15	16	RAGE AGAINST THE MACHINE Testify (Epic)	1302	-2	145274	8	62/0
16	17	A PERFECT CIRCLE Judith (Virgin)	1235	-53	140556	24	59/1
18	18	FOO FIGHTERS Next Year (Roswell/RCA)	1204	+153	92190	5	61/0
20	19	LIMP BIZKIT My Generation (Flip/Interscope)	1098	+51	151019	3	65/0
Breaker	20	EVERLAST Black Jesus (Tommy Boy)	1045	+286	97113	2	64/7
Breaker	21	A PERFECT CIRCLE 3 Libras (Virgin)	1042	+138	125054	3	57/7
Breaker	22	EVERCLEAR AM Radio (Capitol)	1026	+167	67484	4	56/1
22	23	NICKELBACK Leader Of Men (Roadrunner)	955	-81	73992	17	48/0
27	24	LIMP BIZKIT Rollin' (Flip/Interscope)	936	+79	120052	3	62/0
25	25	DEXTER FREEBISH Leaving Town (Capitol)	916	+54	53640	7	45/0
21	26	OPM Heaven Is A Half Pipe (If...) (Atlantic)	860	-185	55873	10	46/0
31	27	HARVEY DANGER Sad Sweetheart Of The Rodeo (London/Sire)	816	+95	66634	5	54/5
23	28	EVERCLEAR Wonderful (Capitol)	774	-183	57919	18	45/0
32	29	BARENAKED LADIES Pinch Me (Reprise)	763	+44	43014	6	31/2
37	30	(HED) PLANET EARTH Bartender (Volcano/Jive)	746	+96	95942	5	45/3
34	31	QUEENS OF THE STONE AGE The Lost Art Of Keeping... (Interscope)	729	+48	56547	6	41/0
29	32	VERTICAL HORIZON You're A God (RCA)	714	-92	38118	14	35/0
36	33	GOOD CHARLOTTE Little Things (Epic)	677	+23	64444	6	50/2
41	34	LINKIN PARK One Step Closer (Warner Bros.)	675	+166	95419	2	50/5
28	35	P.O.D. Rock The Party (Off The Hook) (Atlantic)	675	-144	61376	13	46/0
Debut	36	BLINK-182 Man Overboard (MCA)	670	+562	141047	1	71/67
43	37	WALLFLOWERS Sleepwalker (Interscope)	665	+159	46525	2	36/1
44	38	CAVIAR Tangerine Speedo (Island/IDJMG)	642	+150	64931	5	39/4
Debut	39	PAPA ROACH Broken Home (DreamWorks)	624	+262	91468	1	49/11
Debut	40	COLLECTIVE SOUL Why Pt. 2 (Atlantic)	622	+482	41666	1	46/9
35	41	DANDY WARHOLS Bohemian Like You (Capitol)	576	-87	37884	8	38/1
39	42	UNION UNDERGROUND Turn Me On... (Portrait/Columbia)	543	-39	46954	6	38/1
Debut	43	CREED Are You Ready (Wind-up)	509	+212	69284	1	31/4
33	44	8STOPS7 Question Everything (Reprise)	478	-229	20511	12	33/0
40	45	BT Never Gonna Come Back Down (Nettwerk/Capitol)	467	-104	38822	13	42/0
38	46	SUM 41 Makes No Difference (Island/IDJMG)	427	-207	24791	9	32/0
45	47	GODSMACK Bad Religion (Republic/Universal)	418	-74	33482	12	25/0
48	48	MARVELOUS 3 Sugarbuzz (HiFi/Elektra/EEG)	380	-61	28192	6	29/0
Debut	49	ZEBRAHEAD Playmate Of The Year (Columbia)	377	+21	21673	1	26/0
42	50	MO'NIX Responsibility (A&M/Interscope)	338	-171	26898	15	31/0

Most Added

ARTIST TITLE LABEL(S)	ADDS
BLINK-182 Man Overboard (MCA)	67
RADIOHEAD Optimistic (Capitol)	54
LENNY KRAVITZ Again (Virgin)	19
MATCHBOX TWENTY Crutch (Lava/Atlantic)	12
PAPA ROACH Broken Home (DreamWorks)	11
U2 Beautiful Day (Interscope)	10
DEFTONES Back To School (Mini Maggit) (Maverick)	10
COLLECTIVE SOUL Why Pt. 2 (Atlantic)	9
EVERLAST Black Jesus (Tommy Boy)	7
A PERFECT CIRCLE 3 Libras (Virgin)	7
VALLEJO Into The New (Crescent Moon/550 Music)	7

CAVIAR "Tangerine Speedo"

New This Week At:
KKND, KTBZ, KNRO, WXZZ
 Top 5 Phones Everywhere!
 R&R 44 - 33 BDS D38*

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BLINK-182 Man Overboard (MCA)	+582
COLLECTIVE SOUL Why Pt. 2 (Atlantic)	+482
U2 Beautiful Day (Interscope)	+297
EVERLAST Black Jesus (Tommy Boy)	+286
PAPA ROACH Broken Home (DreamWorks)	+262
LENNY KRAVITZ Again (Virgin)	+243
CREED Are You Ready (Wind-up)	+212
FUEL Hemorrhage (In My Hands) (550 Music)	+206
ORGY Fiction (Dreams In Digital) (Elementree/Reprise)	+204
GREEN DAY Minority (Reprise)	+180

Breakers

EVERLAST		
Black Jesus (Tommy Boy)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1045/286	64/7	20
A PERFECT CIRCLE		
3 Libras (Virgin)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1042/138	57/7	21
EVERCLEAR		
AM Radio (Capitol)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1026/167	56/1	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.

78 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 9/10-Saturday 9/16. 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.

GREEN DAY MINORITY

KROQ 44x (=1) KNDD 43x (=1)
 KITS 40x (=1) WBCN 31x (=1)
 WHFS 34x (=1) KEDJ 39x (=1)
 CIMX 38x (=1) WRZX 40x (=1)
 and many more!

Alternative 1
2642x +180

ALTERNATIVE 1
 1727x +204

ORGT

fiction (dreams in digital)

KDGE 37x KNDD 32x Q107 25x KITS 22x
 WBCN 25x WHFS 26x XTRA 21x WRZX 32x
 KXRK 29x KXTE 25x KNRK 27x KPNT 25x

David Letterman 10 3 Farmclub 10 9

Waiting in Streets 10 3



Fatboy Slim

HALFWAY BETWEEN THE GUTTER AND THE STARS

Fatboy Slim

HALFWAY BETWEEN THE GUTTER AND THE STARS

THE BRAND NEW STUDIO ALBUM OUT NOVEMBER 7TH

FEATURING **SUNSET** (BIRD OF PREY) AND **YA MAMA**

HEAR IT NOW AT WWW.ASTRALWERKS.COM

Major early adds this week from Q101, WFNX, 91x and KFMA

Stations loving Fatboy Slim

KNDD (top phones), WBTZ (top phones), WXPN (top phones), WOXY

"Modern Rock Live" appearance confirmed for Nov. 5th

GOING FOR ADDS ON **YA MAMA** SEPTEMBER 26TH



UNIVERSITY OF CALIFORNIA
CRYSTAL STEPHENS (916) 885-4422
BRIEN TERRANOVA (916) 885-4422

BreakThrough

Artist

VALLEJO
Track: "INTO THE NEW"
LP: INTO THE NEW
Label: CRESENT MOON/
550 MUSIC

By
Dayna Talley
Asst. Alternative Editor

essentials: Vocalist/guitarist A.J. Vallejo says that the band is just out to have a good time and play music that makes their fans "get up and be alive." With the band's flowing rock grooves, soulful guitar and emotional lyrics, Vallejo certainly attempt to give their listeners a taste of their musical world.

Growing up in El Campo, TX, the Vallejo brothers — A.J., Alejandro (drums) and Omar (bass) — not only shared the same last name, but also the influences of their Latin descent and of the music that surrounded them. Tito Puente, Herb Alpert and Santana, to name a few, pushed the boys into a world of musical expression at a young age. While still in high school the guys teamed up with guitarist Bruce Castlebury. With this lineup the band moved to the great live music city of Austin, where, over the next five

years, they built up a rather large fan base through touring and put out two albums on TVT Records. Recently the band once again opened their arms to welcome two more musicians to their family: Heath Clark (guitar) and James "Diego" Simmons (percussion). During the winter of 1999 Vallejo found themselves with a new label, Crescent Moon/550 Music. Soon after the new union they headed to the studio with producer Michael Barbiero (whose impressive track record ranges from Blues Traveler to Metallica). This session resulted in their latest effort, *Into the New*. The driving rhythms and unforgettable chorus of the title track, which is also the first single, are finding a home at Alternative radio and flowing into the homes of listeners across the country.

Artist POV: (A.J. Vallejo on signing with Crescent Moon) "About three years ago my mother told us that we needed to get a hold of Emilio Estefan. Just out of the blue. She had seen him on Univision, talking about how he wanted to help younger artists, and my mother thought we belonged together. We told her, 'Mom, you can't just call him up on the phone or show up at his doorstep,' but she was ready to fly to Miami to get a tape in his hands. Now look what happened. We ended up with him anyway."



Vallejo

J.J. Fabini
PD/MD
WEJE/Ft. Wayne

J.J. Fabini ON THE RECORD.

As some may have heard, I got into a disagreement with management and took the drastic step of resigning. However, it looks like everything is going to work out in the best interests of everybody, and I've rejoined the station. ■ In terms of music, we are more than excited with what Wheatus is doing. I'm sure everybody is having a similar response. It gets immediate reaction and curiosity, and everybody around town is singing it to themselves. I just hope that radio will be able to do more than one track, because it is a really great album. ■ I'm really looking forward to the new Sevendust song "Going Back to Cali." That's something that we can probably just do at night at first, but it should really grab our P1s and P2s. This whole old-school hip-hop thing with an alternative twist is really popular now, as Dynamite Hack has shown.

What a week! Blink-182 put in a spectacular 71 stations their first week out (with 67 adds) for another catchy number, "Man Overboard," while Radiohead release an uncompromising song, "Optimistic," to the tune of 54 adds. The massive support for such different records kind of makes you feel good to be in the format, doesn't it? How close are we to the fourth quarter? Well, the only band without superstar lineage in the Most-Added column was Vallejo, who bagged seven stations in an extremely busy week. A number of new bands are cutting through the clutter with reactive and distinctive-sounding songs. Caviar's "Tangerine Speedo" is a good example. It is getting significant rotation increases at stations like WRAX, Birmingham and WKQX, Chicago and a nice initial rotation at KROQ/Los Angeles. Congratulations to Green Day, who wasted little time in getting to the top spot on the chart with "Minority." They displace Papa Roach's "Last Resort," which is still in major rotations across the country, despite being on the chart for six months.

ON THE RADIO

by Jim Kerr

Incubus land the No. 2 spot with "Stellar," which joins "Pardon Me" as one of the biggest songs of the year. Finally a great band from Canada named Breach Of Trust sent me their CD, and it is perfect for today's Alternative sound. Check it out at www.breachoftrust.com. RECORD OF THE WEEK: The Delftones' "Back to School (Mini Maggit)"

2 SKINNEE J'S

Stockholm Love THE DEBUT SINGLE FROM

Volumizer



SQUIRREL NUT ZIPPERS



Bedbugs

GOING FOR ADDS NOW!

ON TOUR THIS FALL:

October	25	Washington, DC
October	27	Boston, MA
October	28	Providence, RI
November	13	Los Angeles, CA
November	16	San Francisco, CA
November	17	San Francisco, CA
November	18	Medford, OR



In Stores October 17th

Produced, Mixed, and Engineered by Mike Napolitano and Squirrel Nut Zippers.
Additional Production by John Plymale for Mad Anthony Productions.

Most Played Recurrents

CREED With Arms Wide Open (Wind-up)

STONE TEMPLE PILOTS Sour Girl (Atlantic)

INCUBUS Pardon Me (Immortal/Epic)

BLINK-182 Adam's Song (MCA)

METALLICA I Disappear (Hollywood)

RED HOT CHILI PEPPERS Otherside (Warner Bros.)

KORN Make Me Bad (Immortal/Epic)

CYPRESS HILL Superstar (Ruffhouse/Columbia)

LIMP BIZKIT Take A Look Around (Theme...) (Hollywood)

CREED Higher (Wind-up)

BLINK-182 All The Small Things (MCA)

LIT My Own Worst Enemy (RCA)

LIMP BIZKIT Re-Arranged (Flip/Interscope)

FOO FIGHTERS Learn To Fly (Roswell/RCA)

BUSH The Chemicals Between Us (Trauma)

GOODSMACK Voodoo (Republic/Universal)

LIT Miserable (RCA)

LIMP BIZKIT Break Stuff (Flip/Interscope)

BLINK-182 What's My Age Again? (MCA)

RAGE AGAINST THE MACHINE Sleep Now In The Fire (Epic)

ALTERNATIVE

Going For Adds 9/23/00

AFI Days Of The Phoenix (Nitro)

COWBOY MOUTH How Do You Tell Someone (Blackbird/Atlantic)

DEFTONES Back To School (Mini Maggit) (Maverick)

DOWNSET Together (Epitaph)

ONE MINUTE SILENCE Fish Out Of Water (V2)

PALOALTO Sonny (American/Columbia)

SEVENDUST Going Back To Cali (Republic/Universal)

STONE TEMPLE PILOTS No Way Out (Atlantic)

TUNED-IN

ALTERNATIVE

R&R/MEDIABASE 24/7



CIMX/Detroit

3am

BECK Sexx Laws
TEMPLE OF THE DOG Hunger Strike
KORN Somebody, Someone
SUGAR RAY Someday
VAST Free
SPONGE PLOW
FRONA APPLE Fast As You Can
LIMP BIZKIT Rollin'
OPM Heaven Is A Halfpipe
NINE INCH NAILS We're In This Together
SR-71 Right Now
WALLFLOWERS The Difference
GOOD CHARLOTTE Little Things
PAPA ROACH Last Resort
BUSH The Chemicals Between Us

11am

FOO FIGHTERS Everlong
KID ROCK Wasting Time
PEARL JAM Nothing As It Seems
GREEN DAY When I Come Around
FINGER ELEVEN Suffocate
DAVE MATTHEWS BAND Crush
RED HOT CHILI PEPPERS Scar Tissue
VAST Free
U2 Beautiful Day
BARENAKED LADIES Get In Line
BUCKCHERRY For The Movies
3 DOORS DOWN Loser

4pm

BECK Where It's At
GOODSMACK Keep Away
SOUNDGARDEN Fell On Black Days
FUEL Hemorrhage (In My Hands)
OFFSPRING Why Don't You Get A Job?
OUR LADY PEACE Is Anybody Home?
3 DOORS DOWN Loser
NIRVANA All Apologies
BARENAKED LADIES Off The Hook
NINE DAYS Absolutely (Story Of A Girl)
NO DOUBT Just A Girl
METALLICA I Disappear

8pm

KID ROCK Wasting Time
QUEENS OF THE STONE AGE Lost Art Of...
STAINO Mudshovel
ALICE IN CHAINS Would
KORN Freak On A Leash
EVERLAST Black Jesus
METALLICA No Leaf Clover
NIRVANA Come As You Are
U2 Beautiful Day
GREEN DAY Longview
FINGER ELEVEN Suffocate
EVE 6 Promise
BLINK-182 What's My Age Again

WJBX/Ft. Myers

3am

METALLICA Whiskey In The Jar
EVERLAST Ends
NICKELBACK Leader Of Men
LIVE Operation Spirit
LINKIN PARK One Step Closer
DEFTONES Change (In The House Of Flies)
VERVE Bittersweet Symphony
CREED With Arms Wide Open
CITIZEN KING Better Days (& The Bottom...)
BLUES TRAVELER Hook
GREEN DAY Minority
STAINO Mudshovel
EELS Novocaine For The Soul
EVERCLEAR AM Radio
FOO FIGHTERS This Is A Call
PAPA ROACH Last Resort

11am

RED HOT CHILI PEPPERS Scar Tissue
3 DOORS DOWN Loser
JARS OF CLAY Flood
WALLFLOWERS Sleepwalker
BLINK-182 All The Small Things
GREEN DAY When I Come Around
WHEATUS Teenage Dirtbag
OASIS Champagne Supernova
HARVEY DANGER Sad Sweetheart Of The Rodeo
PRIMITIVE RADIO GODS Standing Outside A Broken...
DEFTONES Change (In The House Of Flies)
CREED What's This Life For

4pm

SMASHING PUMPKINS Bullet With Butterfly Wings
DEFTONES Change (In The House Of Flies)
GOD GOD DOLLS Iris
VAST Free
LOVE AND ROCKETS So Alive
BUCKCHERRY Lit Up
GOOD CHARLOTTE Little Things
REPUBLICA Ready To Go
WALLFLOWERS Sleepwalker
TONIC Open Up Your Eyes
PAPA ROACH Last Resort
JANE'S ADDICTION Jane Says

8pm

LIMP BIZKIT Re-Arranged
HARVEY DANGER Sad Sweetheart Of The Rodeo
CREED One
UNION UNDERGROUND Turn Me On "Mr. Deadman"
OASIS Wonderwall
OASIS All Around The World
A PERFECT CIRCLE Judith
PEARL JAM Yellow Ledbetter
ORBY Fiction (Dreams In Digital)
DEFTONES Change (In The House Of Flies)
STONE TEMPLE PILOTS Trippin' On A Hole In A...



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Monday 9/11. © 2000, R&R Inc.

at the drive-in

...ON TOUR...

"ONE ARMED SCISSOR" from the album
relationship of command

GOING FOR ADDS 9/25
ALREADY ADDED: Q101
WPBZ

produced by ROSS ROBINSON
mixed by ANDY WALLACE

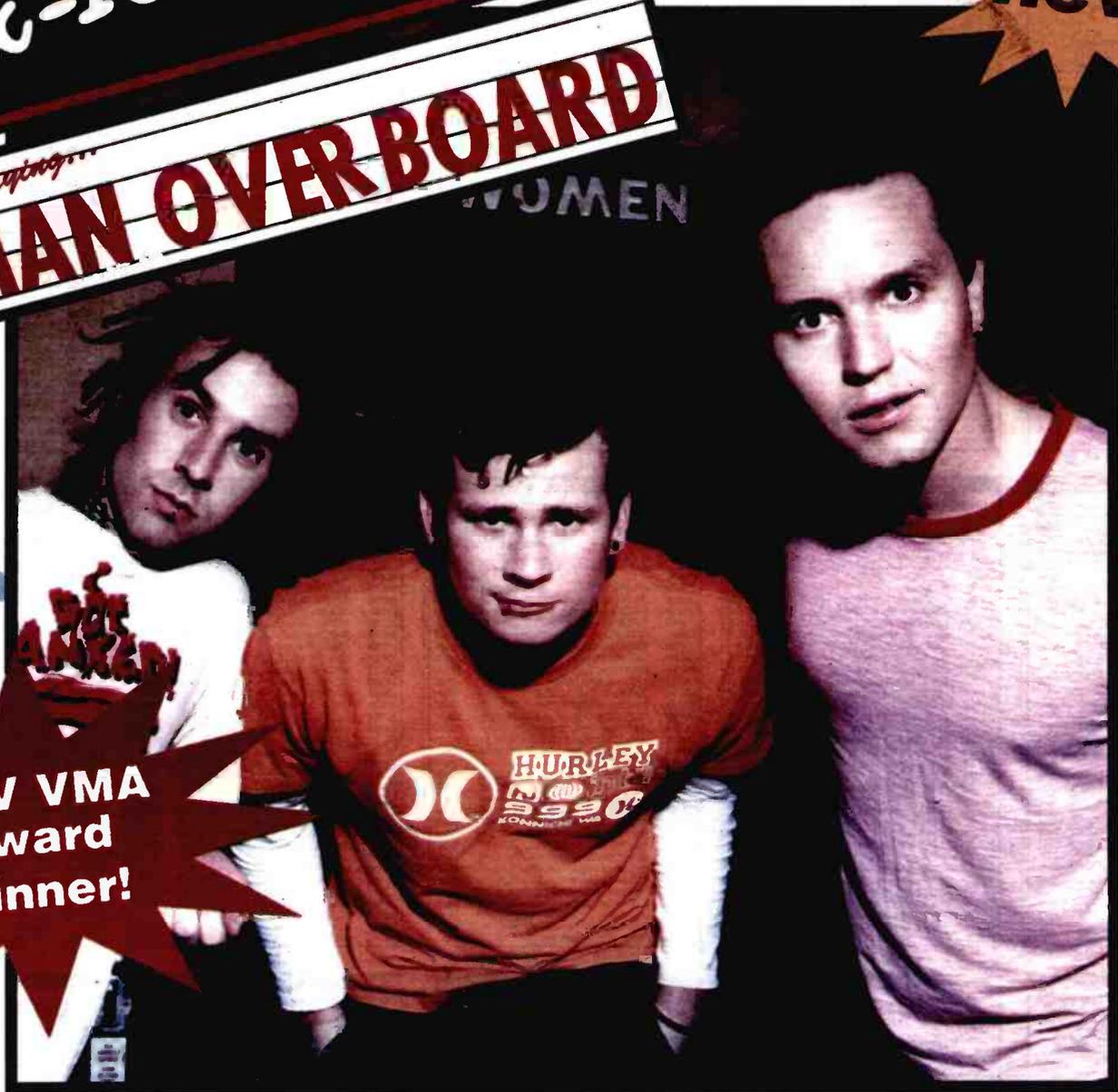


www.grandroyal.com www.atthedrive-in



blink-182 **DRIVE IN**
Now Playing...
MAN OVERBOARD
 WOMEN

new



**MTV VMA
 Award
 Winner!**

“Man Overboard” the new **studio track** from **blink-182**

**#1 MOST ADDED AT MODERN ROCK
 ALREADY TOP 10 AUDIENCE REACH!!**

PHONES EXPLODING:

91X	KROQ	WHFS	LIVE 105	KNRK	WPLY
KDGE	KPNT	KXTE	WXRK	89X	KEDJ

From The Mark, Tom & Travis Show (The Enema Strikes Back!)

Limited Release Live Album In Stores **November 7th** Produced by **Jerry Finn** Management: **Rick DeVoe Management**

www.blink182.com www.mcarecords.com ©2000 MCA Records **M·C·A**

Alternative Playlists

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

MARKET #1

WKRN/New York
Infinity
(212) 314-9230
Kingston/Pear
12 • Cume 2,348,500



PLAYS

LW	TW	ARTIST/TITLE	GI (888)
35	34	INCUBUS/Pardon Me	47322
35	33	GREEN DAY/Minority	46134
35	33	3 DOORS DOWN/Kryptonite	46134
35	33	LIMP BIZKIT/My Generation	46134
35	33	PAPA ROACH/Last Resort	44736
35	33	3 DOORS DOWN/Leaver	43338
35	33	PEARL JAM/Live Through This	43338
35	33	DISTURBED/Supully	39144
35	33	DEFONES/Change	38144
35	33	CREEP/Hey You Ready	36348
35	33	METALLICA/Disappearing	36348
35	33	PAPA ROACH/Broken Home	33652
35	33	A PERFECT CIRCLE/Libras	33652
35	33	STONE TEMPLE PILOTS/Down	33652
35	33	CYPRUS HILL/Supervisor	32154
35	33	DEFONES/Change	32154
35	33	(HED) PLANET EARTH/Banister	32154
35	33	LIMP BIZKIT/My Generation	32154
35	33	PAPA ROACH/One Step Closer	27800
35	33	BLINK-182/Alan Overboard	26562
35	33	LIT ALIVE/Own Worst Enemy	26562
35	33	LINON PARK/One Step Closer	26562
35	33	FUEL/Hemorrhage	25164
35	33	KORN/Someone's Somebody's Hero	25164
35	33	LIT ALIVE/Miserable	22368
35	33	SLIPNOT/Wait And Bleed	22368
35	33	L2/Beautiful Day	22368
35	33	DUST FOR LIFE/Step Into The Light	20970
35	33	BLINK-182/All The Small Things	19572

MARKET #2

KROQ/Los Angeles
Infinity
(818) 567-1067
Weatherly/Sandstrom/Ward
12 • Cume 1,426,000



PLAYS

LW	TW	ARTIST/TITLE	GI (888)
43	40	GREEN DAY/Minority	31476
43	40	BLINK-182/Alan Overboard	30744
43	40	PAPA ROACH/Last Resort	29640
43	40	RAGE AGAINST.../Justify	27084
43	40	A PERFECT CIRCLE/Judith	26840
43	40	LIMP BIZKIT/My Generation	18300
43	40	LIMP BIZKIT/My Generation	17580
43	40	DEFONES/Change	17580
43	40	SR-71/Right Now	16104
43	40	INCUBUS/Pardon Me	15372
43	40	NO DOUBT/Ex-Girlfriend	15372
43	40	METALLICA/Disappearing	14640
43	40	PAPA ROACH/One Step Closer	13444
43	40	LIMP BIZKIT/My Generation	13444
43	40	3 DOORS DOWN/Kryptonite	10240
43	40	DUST FOR LIFE/Step Into The Light	13176
43	40	EVERLAST/Black Jesus	13176
43	40	CANAV/Tangereen Spacito	12444
43	40	BLINK-182/Alan Overboard	12444
43	40	LIT ALIVE/Own Worst Enemy	10948
43	40	LINON PARK/One Step Closer	10948
43	40	FUEL/Hemorrhage	9516
43	40	KORN/Someone's Somebody's Hero	9516
43	40	LIT ALIVE/Miserable	8516
43	40	SLIPNOT/Wait And Bleed	8516
43	40	DUST FOR LIFE/Step Into The Light	8516
43	40	BLINK-182/All The Small Things	8784

MARKET #3

WISN/Chicago
Emms
(312) 527-3348
Richards/Shumias
12 • Cume 897,200



PLAYS

LW	TW	ARTIST/TITLE	GI (888)
44	41	PAPA ROACH/Last Resort	10277
44	40	GREEN DAY/Minority	15800
44	40	DEFONES/Change	15483
44	40	INCUBUS/Pardon Me	15483
44	40	BLINK-182/Alan Overboard	15080
44	40	CREEP/Hey You Ready	14880
44	40	GODSMACK/Keep Away	12704
44	40	EVERLAST/Black Jesus	12704
44	40	LIMP BIZKIT/My Generation	11910
44	40	ORG/Fiction	9131
44	40	DISTURBED/Supully	8734
44	40	HARVEY DANGER/Sad Sweetheart Of...	8337
44	40	EVERLAST/Black Jesus	7940
44	40	POLO OF THE PARTY	7543
44	40	SR-71/Right Now	7148
44	40	VAST/Free	7148
44	40	CYPRUS HILL/Supervisor	6749
44	40	RED HOT CHILI.../California	6749
44	40	METALLICA/Disappearing	6749
44	40	WHEATUS/Tangereen Spacito	6749
44	40	METALLICA/One Step Closer	6749
44	40	NO DOUBT/Ex-Girlfriend	6565
44	40	A PERFECT CIRCLE/Judith	6565
44	40	PAPA ROACH/Broken Home	6565
44	40	3 DOORS DOWN/Kryptonite	6565

MARKET #4

KITS/San Francisco
Infinity
(415) 512-1053
Taylor/Bussem
12 • Cume 688,400



PLAYS

LW	TW	ARTIST/TITLE	GI (888)
33	40	DEFONES/Change	11800
33	40	GREEN DAY/Minority	11800
33	40	INCUBUS/Pardon Me	11505
33	40	3 DOORS DOWN/Kryptonite	10820
33	40	PAPA ROACH/Last Resort	10620
33	40	RAGE AGAINST.../Justify	8650
33	40	RAGE AGAINST.../Justify	8650
33	40	CYPRUS HILL/Supervisor	8260
33	40	INCUBUS/Pardon Me	7985
33	40	A PERFECT CIRCLE/Judith	7985
33	40	PAPA ROACH/Broken Home	7375
33	40	EVERLAST/Black Jesus	7080
33	40	INCUBUS/Pardon Me	6785
33	40	BLINK-182/Alan Overboard	6785
33	40	ORG/Fiction	6490
33	40	BEASTIE BOYS/Intergalactic	6185
33	40	RED HOT CHILI.../California	6185
33	40	METALLICA/Disappearing	6185
33	40	BLINK-182/Alan Overboard	6185
33	40	LIMP BIZKIT/My Generation	5740
33	40	RED HOT CHILI.../California	5900
33	40	U2/Beautiful Day	5900
33	40	LIMP BIZKIT/My Generation	5600
33	40	METALLICA/Disappearing	5295
33	40	QUEENS OF.../The Last Art...	5310
33	40	METALLICA/Disappearing	5015
33	40	FOO FIGHTERS/Next Year	5015
33	40	GODSMACK/Keep Away	5015
33	40	RED HOT CHILI.../California	5015
33	40	3 DOORS DOWN/Kryptonite	4720

MARKET #5

WFLY/Philadelphia
Radio One
(810) 555-0000
McGowan/Dunn/Fun
12 • Cume 617,700



PLAYS

LW	TW	ARTIST/TITLE	GI (888)
42	43	SR-71/Right Now	11262
42	43	STONE TEMPLE PILOTS/Sour Girl	10746
42	43	3 DOORS DOWN/Kryptonite	9480
42	43	GREEN DAY/Minority	9480
42	43	PEARL JAM/Live Through This	9432
42	43	RED HOT CHILI.../California	9432
42	43	STRONGMONEY/Respect	9432
42	43	FUEL/Hemorrhage	9170
42	43	WHEATUS/Tangereen Spacito	9170
42	43	LIVE/They Stood Up For...	8122
42	43	RED HOT CHILI.../California	8122
42	43	BARENBRAND LADIES/Pinch Me	7528
42	43	DANBY WAPPHOL/Sometimes Like You	7528
42	43	EVERLAST/Black Jesus	7528
42	43	GOOD CHARLOTTE/Life Things	7336
42	43	INCUBUS/Pardon Me	7336
42	43	EVERLAST/Black Jesus	7074
42	43	VERTICAL HORIZON/You're A God	6774
42	43	RED HOT CHILI.../California	6774
42	43	PAPA ROACH/Last Resort	6028
42	43	WALLFLOWERS/Supacade	6028
42	43	BLINK-182/Alan Overboard	5240
42	43	VAST/Free	5240
42	43	ORG/Fiction	4718
42	43	FOO FIGHTERS/Next Year	4654
42	43	ORG/Fiction	4454
42	43	LIMP BIZKIT/My Generation	4192
42	43	LIMP BIZKIT/My Generation	3530
42	43	NICKELBACK/Lesser Of Men	3530
42	43	LIMP BIZKIT/My Generation	3530

MARKET #6

KDGE/Dallas-Ft. Worth
Sundance
(972) 775-7777
Doherty/Avo
12 • Cume 418,700



PLAYS

LW	TW	ARTIST/TITLE	GI (888)
43	39	3 DOORS DOWN/Leaver	7906
43	39	FUEL/Hemorrhage	7772
43	39	INCUBUS/Pardon Me	7772
43	39	PAPA ROACH/Last Resort	7772
43	39	GREEN DAY/Minority	5360
43	39	SR-71/Right Now	4958
43	39	WALLFLOWERS/Supacade	4422
43	39	ORG/Fiction	4288
43	39	VAST/Free	4288
43	39	CREEP/Hey You Ready	4020
43	39	DISTURBED/Supully	4020
43	39	RAGE AGAINST.../Justify	3886
43	39	OPAH/Heaven Is A Hall	3484
43	39	NICKELBACK/Lesser Of Men	3484
43	39	A PERFECT CIRCLE/Libras	2948
43	39	(HED) PLANET EARTH/Banister	2814
43	39	BT/Never Gonna Come	2814
43	39	FOO FIGHTERS/Next Year	2814
43	39	HARVEY DANGER/Sad Sweetheart Of...	2814
43	39	DIRTYHEAD/Playmate Of The Year	2546
43	39	EVERLAST/Black Jesus	2412
43	39	LIMP BIZKIT/My Generation	2144
43	39	RED HOT CHILI.../California	2144
43	39	BLINK-182/All The Small Things	1876
43	39	LIT ALIVE/Miserable	1876
43	39	LIMP BIZKIT/My Generation	1742
43	39	DEFONES/Change	1608
43	39	DEXTER FREESH/Leaving Town	1608

MARKET #7

CHUMX/Detroit
Chum Ltd.
(313) 561-6397
Brookshaw/Canova/Franklin
12 • Cume 427,300



PLAYS

LW	TW	ARTIST/TITLE	GI (888)
34	39	3 DOORS DOWN/Leaver	6747
34	39	GREEN DAY/Minority	6747
34	39	KID ROCK/Wasting Time	6401
34	39	PAPA ROACH/Less Than Peach Me	5882
34	39	PAPA ROACH/Last Resort	5882
34	39	U2/Beautiful Day	5709
34	39	SLIM/It Makes No Difference	5709
34	39	LIMP BIZKIT/My Generation	5180
34	39	OPAH/Heaven Is A Hall	4325
34	39	EVERLAST/Black Jesus	4152
34	39	QUEENS OF.../The Last Art...	4152
34	39	KORN/Someone's Somebody's Hero	3979
34	39	A PERFECT CIRCLE/Libras	3979
34	39	FUEL/Hemorrhage	3633
34	39	MORRY/Poorban	3460
34	39	FINGER ELEVEN/Suffocate	3460
34	39	LIMP BIZKIT/My Generation	3460
34	39	HARVEY DANGER/Sad Sweetheart Of...	3460
34	39	DIRTYHEAD/Playmate Of The Year	2941
34	39	BI MAKE D/Watch	2941
34	39	OUR LADY PEACE/That	2941
34	39	VAST/Free	2768
34	39	CREEP/Hey You Ready	2768
34	39	WHEATUS/Tangereen Spacito	2768
34	39	DEFONES/Change	2768
34	39	GOOD CHARLOTTE/Life Things	2768
34	39	WALLFLOWERS/Supacade	2768
34	39	FOO FIGHTERS/Next Year	2595
34	39	NICKELBACK/Lesser Of Men	2595
34	39	EVE 6/Promise	2076

MARKET #8

WBEN/Boston
Infinity
(617) 266-1111
Owens/Tru
12 • Cume 798,500



PLAYS

LW	TW	ARTIST/TITLE	GI (888)
23	30	GREEN DAY/Minority	10660
23	30	PAPA ROACH/Last Resort	10496
23	30	3 DOORS DOWN/Leaver	10136
23	30	RED HOT CHILI.../California	10136
23	30	INCUBUS/Pardon Me	10136
23	30	GREEN DAY/Minority	9412
23	30	DISTURBED/Supully	8688
23	30	ORG/Fiction	8688
23	30	A PERFECT CIRCLE/Judith	7964
23	30	QUEENS OF.../The Last Art...	7620
23	30	KORN/Someone's Somebody's Hero	7240
23	30	EVERLAST/Black Jesus	7240
23	30	CREEP/Hey You Ready	6516
23	30	DEFONES/Change	6516
23	30	LIMP BIZKIT/My Generation	6516
23	30	INCUBUS/Pardon Me	6154
23	30	ISLE OF.../The Last Art...	6154
23	30	A PERFECT CIRCLE/Libras	6154
23	30	(HED) PLANET EARTH/Banister	5792
23	30	HARVEY DANGER/Sad Sweetheart Of...	5792
23	30	STONE TEMPLE PILOTS/Sour Girl	5430
23	30	BLINK-182/Alan Overboard	5430
23	30	RAGE AGAINST.../Justify	5430
23	30	3 DOORS DOWN/Kryptonite	5430
23	30	METALLICA/Disappearing	5430
23	30	(HED) PLANET EARTH/Banister	5068
23	30	BLINK-182/Alan Overboard	5068
23	30	OPAH/Heaven Is A Hall	5068
23	30	WHEATUS/Tangereen Spacito	5068
23	30	GOOD CHARLOTTE/Life Things	5068
23	30	VAST/Free	5068
23	30	GOOD CHARLOTTE/Life Things	4706
23	30	NICKELBACK/Lesser Of Men	4706

MARKET #9

WFXN/Boston
MCC
(617) 306-0991
Benjamin/Ferriss
12 • Cume 216,600



PLAYS

LW	TW	ARTIST/TITLE	GI (888)
35	43	EMINEM/The Way I Am	3526
35	43	PAPA ROACH/Last Resort	3526
35	43	DISTURBED/Supully	3444
35	43	RED HOT CHILI.../California	3444
35	43	GREEN DAY/Minority	2706
35	43	FUEL/Hemorrhage	2624
35	43	FATBOY SLIM/Sunset (Bird DL...)	2542
35	43	INCUBUS/.../Just Not A Player	2296
35	43	DEFONES/Change	2296
35	43	OPAH/Heaven Is A Hall	2296
35	43	LIMP BIZKIT/My Generation	2050
35	43	A PERFECT CIRCLE/Libras	2050
35	43	(HED) PLANET EARTH/Banister	1968
35	43	EVERLAST/Black Jesus	1968
35	43	LIMP BIZKIT/My Generation	1968
35	43	P.O.D./Rock The Party	1968
35	43	ORG/Fiction	1886
35	43	DISTURBED/Supully	1804
35	43	CYPRUS HILL/Supervisor	1640
35	43	OPAH/Heaven Is A Hall	1640
35	43	TYPHOON/And Again	1640
35	43	UNION UNDERGROUND/Turn Me On...	1640
35	43	WHEATUS/Tangereen Spacito	1640
35	43	FUEL/Hemorrhage	1558
35	43	BLINK-182/Alan Overboard	1558
35	43	RAGE AGAINST.../Justify	1476
35	43	GOOD CHARLOTTE/Life Things	

Alternative Playlists

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

MARKET #35
WAOZ/Cincinnati
 Infinity
 (513) 699-5102
 Jane
 12x Cume 61,900



PLAYS	ARTIST/TITLE	GI (989)
11	DISTURBED/Stubly	1056
12	FUEL/Hemorrhage	1034
13	PAPA ROACH/Last Resort	1034
14	DEFONES/Change...	1034
15	RED HOT CHILLI.../California	1034
16	RAGE AGAINST.../Teasty	1012
17	GREEN DAY/Minority	880
18	3 DOORS DOWN/Last	770
19	EVERLAST/Black Jesus	748
20	ORNY/Fusion	726
21	FUEL/Hemorrhage	726
22	SR-71/Right Now	704
23	A PERFECT CIRCLE/Judith	682
24	LIMP BIZKIT/Ready To Go	680
25	WAST/Free	628
26	QUEENS OF.../The Last Art...	628
27	GOOD CHARLOTTE/Alter Things	550
28	(RED) PLANET EARTH/Barstender	528
29	KORN/Somewhere Someone	506
30	PAPA ROACH/Broken Home	418
31	LIMP BIZKIT/Ready To Go	386
32	A PERFECT CIRCLE/Libras	386
33	CREED/We're Ready	352
34	SR-71/Right Now	352
35	LIMP BIZKIT/Ready To Go	330
36	EVERLAST/Black Jesus	330
37	TAPROOT/Again And Again	330
38	STONE TEMPLE PILOTS/Sour Girl	308
39	NICKELBACK/Leader Of Men	288

MARKET #36
KXKK/Riverside
 All Pro
 (909) 384-1039
 Chape/James
 12x Cume 118,200



PLAYS	ARTIST/TITLE	GI (989)
11	DISTURBED/Stubly	2545
12	DISTURBED/Stubly	2457
13	PAPA ROACH/Last Resort	2268
14	FUEL/Hemorrhage...	2268
15	GREEN DAY/Minority	2205
16	SR-71/Right Now	2079
17	3 DOORS DOWN/Last	2016
18	INCUBUS/Star	1953
19	(RED) PLANET EARTH/Barstender	1829
20	ONE WAY RIDE/Painted Perfect	1806
21	A PERFECT CIRCLE/Libras	1788
22	FULL DEUCE/JACKET: How Did You Get?	1758
23	ORNY/Fusion	1323
24	KORN/Make Me Bad	1283
25	FOO FIGHTERS/Next Year	1260
26	EVILDEAD/Leaving Town	1260
27	STONEMASK/Dead Religion	1260
28	WAST/Free	1071
29	CREED/We're Ready	1002
30	METALLICA/Disappear	882
31	STONEMASK/Dead Religion	882
32	RAGE AGAINST.../Teasty	819
33	HARVEY DANER/God Sweatshirt O.I.	819
34	BLINK-182/What's My Age Again?	819
35	LENNY KRAMITZ/My Day	819
36	RED HOT CHILLI.../California	819
37	EVERLAST/Black Jesus	756
38	POWERMAN 5000/When Worlds Collide	756
39	ISTOVS/Question Everything	756
40	FILTER/Take A Picture	756

MARKET #37
KWOD/Sacramento
 Royce
 (916) 448-5000
 Bunce
 12x Cume 254,900



PLAYS	ARTIST/TITLE	GI (989)
11	DISTURBED/Stubly	4234
12	EVERLAST/Black Jesus	4082
13	SR-71/Right Now	4082
14	3 DOORS DOWN/Kryptonite	4082
15	PAPA ROACH/Last Resort	4082
16	INCUBUS/Star	3532
17	CANAV/Tangane Speedo	3676
18	RAGE AGAINST.../Teasty	3672
19	THIRD EYE BLIND/1000 Apts	3672
20	DEFONES/Change...	3388
21	GREEN DAY/Minority	3388
22	KORN/Make Me Bad	3388
23	FUEL/Hemorrhage...	3284
24	ZERBANEAD/Pyramite Of The Year	3284
25	WHEATUS/Savage Dirbag	2550
26	OPM/Heaven Is A Hall	2850
27	WAST/Free	2850
28	EVERLAST/Black Jesus	2550
29	DISTURBED/Stubly	2550
30	STONEMASK/Dead Religion	2550
31	ORNY/Fusion	2448
32	VAST/Free	2448
33	EVERLAST/Black Jesus	2342
34	LENNY KRAMITZ/My Day	2342
35	RED HOT CHILLI.../California	2166
36	GREEN DAY/Minority	2166
37	3 DOORS DOWN/Last	2052
38	POWERMAN 5000/When Worlds Collide	2052
39	ISTOVS/Question Everything	1836
40	FOO FIGHTERS/Next Year	1836

MARKET #38
WBRU/Providence
 Brown University
 (401) 272-9550
 Schwab/Harvey/Kenne
 12x Cume 287,100



PLAYS	ARTIST/TITLE	GI (989)
11	FUEL/Hemorrhage	3875
12	GREEN DAY/Minority	3782
13	EVERLAST/Black Jesus	3782
14	PAPA ROACH/Last Resort	3782
15	LENNY KRAMITZ/My Day	3782
16	RED HOT CHILLI.../California	3648
17	INCUBUS/Star	3534
18	SR-71/Right Now	3420
19	DISTURBED/Stubly	3078
20	GUSTER/Hugger	3078
21	WHEATUS/Savage Dirbag	2964
22	LIMP BIZKIT/Ready To Go	2964
23	ORNY/Fusion	2964
24	3 DOORS DOWN/Last	2850
25	LENNY KRAMITZ/My Day	2850
26	LIMP BIZKIT/Ready To Go	2850
27	MATCHBOX TWENTY/West	2850
28	STONE TEMPLE PILOTS/Sour Girl	2736
29	HARVEY DANER/God Sweatshirt O.I.	2622
30	COLLECTIVE SOUL/Why Pt 2	2508
31	CHERISH/Black Jesus	2508
32	OPM/Heaven Is A Hall	2448
33	VERTICAL HORIZON/You're A God	2280
34	NIGHTY MIGHTY.../She Just Happened	2280
35	INCUBUS/Star	2166
36	RAGE AGAINST.../Teasty	2166
37	3 DOORS DOWN/Last	2052
38	POWERMAN 5000/When Worlds Collide	2052
39	ISTOVS/Question Everything	1710
40	CREED/We're Ready	1596

MARKET #39
WWCO/Columbus, OH
 Ingleside
 (614) 221-9923
 Davis/Devoss
 12x Cume 81,800



PLAYS	ARTIST/TITLE	GI (989)
11	3 DOORS DOWN/Last	930
12	GOOD GOD DOLLS/Sweetheart	930
13	PEARL JAM/Light Years	900
14	DANDY WARHOLS/Bohemian Like You	780
15	VIROLOSH/You're A God	720
16	BT/Rever Gonna Come	660
17	NO DOUBT/Innocence	660
18	BARENWALD/LADIES/First Me	660
19	BILLY BRAGG & WILCO/Secret Of The Sea	660
20	EVERLAST/Black Jesus	660
21	GREEN DAY/Minority	600
22	SNAKE RIVER.../How Soon Is Now?	600
23	U2/Beautiful Day	600
24	EVERLAST/Black Jesus	570
25	LENNY KRAMITZ/My Day	570
26	NO DOUBT/Innocence	540
27	POE/Milk The Walk	540
28	EVERLAST/Black Jesus	510
29	VERTICAL HORIZON/You're A God	510
30	DEXTER FREESH/Leaving Town	480
31	STONEMASK/Dead Religion	480
32	WALLFLOWERS/Sweatshirt	480
33	HARVEY DANER/God Sweatshirt O.I.	480
34	MARVEY/Responsibility	450
35	DEFONES/Change...	450
36	EVERLAST/Black Jesus	420
37	POWERMAN 5000/When Worlds Collide	420
38	ELASTIC/Mad Dog	390
39	FRED HARRING/Last Man Standing	390

MARKET #40
DKX/Boh Lake City
 Simons
 (801) 524-2600
 Summers/Wolter
 12x Cume 184,800



PLAYS	ARTIST/TITLE	GI (989)
11	WHEATUS/Savage Dirbag	2080
12	DEXTER FREESH/Leaving Town	2015
13	SR-71/Right Now	2015
14	BARENWALD/LADIES/First Me	2015
15	FUEL/Hemorrhage...	1950
16	WALLFLOWERS/Sweatshirt	1880
17	WALLFLOWERS/Sweatshirt	1820
18	ORNY/Fusion	1756
19	EVERLAST/Black Jesus	1756
20	GREEN DAY/Minority	1756
21	COLLECTIVE SOUL/Why Pt 2	1756
22	WAST/Free	1680
23	A PERFECT CIRCLE/Libras	1625
24	DISTURBED/Stubly	1385
25	EVERLAST/Black Jesus	1385
26	PAPA ROACH/Last Resort	1385
27	DEFONES/Change...	1300
28	RAGE AGAINST.../Teasty	1300
29	BLINK-182/Man Overboard	975
30	OPM/Heaven Is A Hall	910
31	HARVEY DANER/God Sweatshirt O.I.	845
32	POE/Milk The Walk	845
33	U.P./Godless	845
34	STONE TEMPLE PILOTS/Sour Girl	845
35	3 DOORS DOWN/Last	780
36	DYNAMITE HACK/Boy In The Hood	780
37	A PERFECT CIRCLE/Judith	780
38	A PERFECT CIRCLE/Judith	780
39	A PERFECT CIRCLE/Judith	780
40	PAPA ROACH/Broken Home	780

MARKET #41
WWKX/Warrenton
 Sanctar Telecast
 (737) 640-8500
 Williams
 12x Cume 128,800



PLAYS	ARTIST/TITLE	GI (989)
11	SR-71/Right Now	2478
12	DEFONES/Change...	2183
13	DEFONES/Change...	2183
14	FUEL/Hemorrhage...	2174
15	INCUBUS/Star	2085
16	GREEN DAY/Minority	2085
17	WAST/Free	1947
18	DISTURBED/Stubly	1820
19	RAGE AGAINST.../Teasty	1820
20	FOO FIGHTERS/Next Year	1820
21	ORNY/Fusion	1770
22	3 DOORS DOWN/Last	1770
23	PAPA ROACH/Last Resort	1770
24	QUEENS OF.../The Last Art...	1652
25	CYPRESS HILL/Superstar	1534
26	CYPRESS HILL/Superstar	1475
27	OPM/Heaven Is A Hall	1475
28	PAPA ROACH/Broken Home	1475
29	A PERFECT CIRCLE/Libras	1475
30	A PERFECT CIRCLE/Judith	1357
31	CREED/We're Ready	1357
32	LIMP BIZKIT/Ready To Go	1190
33	CANAV/Tangane Speedo	1190
34	LIMP BIZKIT/Ready To Go	1190
35	RED HOT CHILLI.../California	1121
36	POE/Milk The Walk	1121
37	LIMP BIZKIT/Ready To Go	1065
38	STONE TEMPLE PILOTS/Sour Girl	1065
39	NICKELBACK/Leader Of Men	1003
40	BT/Rever Gonna Come	1003

MARKET #42
WEND/Charlotte
 Dalton
 (704) 338-8000
 Daniel/Pitts
 12x Cume 181,700



PLAYS	ARTIST/TITLE	GI (989)
11	DEFONES/Change...	2730
12	PAPA ROACH/Last Resort	2730
13	3 DOORS DOWN/Last	2730
14	SR-71/Right Now	2730
15	FUEL/Hemorrhage...	2730
16	VERTICAL HORIZON/You're A God	2730
17	FUEL/Hemorrhage...	2550
18	DEFONES/Change...	1485
19	U2/Beautiful Day	1485
20	DISTURBED/Stubly	1485
21	ANGE AFTER/Keep It Clean	1385
22	DEXTER FREESH/Leaving Town	1385
23	EVERLAST/Black Jesus	1385
24	PAPA ROACH/Last Resort	1385
25	STONEMASK/Dead Religion	1385
26	CULT/Painted On My Heart	1235
27	EVERLAST/Black Jesus	1235
28	FOO FIGHTERS/Next Year	1235
29	EVERLAST/Black Jesus	1170
30	DISTURBED/Stubly	1170
31	GREEN DAY/Minority	1040
32	COLLECTIVE SOUL/Why Pt 2	975
33	KORN/Somewhere Someone	975
34	SEVENMILE/Back To Back	975
35	PAPA ROACH/Broken Home	975
36	ANGE AFTER/Keep It Clean	975
37	WALLFLOWERS/Sweatshirt	910
38	2 SKORNER/J'S/Schoolroom Love	845
39	EVERLAST/Black Jesus	845
40	RAGE AGAINST.../Teasty	845
41	WHEATUS/Savage Dirbag	845
42	LIMP BIZKIT/Ready To Go	845
43	FOO FIGHTERS/Next Year	845

MARKET #43
WEDJ/Indianapolis
 Continental
 (317) 924-1071
 Post/Sanford
 12x Cume 23,400



PLAYS	ARTIST/TITLE	GI (989)
11	(RED) PLANET EARTH/Barstender	264
12	NICKELBACK/Leader Of Men	264
13	DOPE/You Spin Me	256
14	URBAN UNDERGROUND/Turn Me On	256
15	KOTIMMOUTH/KINGS/Peace Not Greed	248
16	DEFONES/Change...	248
17	NO DOUBT/Innocence	248
18	INCUBUS/Star	248
19	PITCHBETTER/Keep It Clean	240
20	TAPROOT/Again And Again	240
21	RAGE AGAINST.../Teasty	240
22	PAPA ROACH/Last Resort	184
23	POWERMAN 5000/When Worlds Collide	184
24	CYPRESS HILL/Can't Get	178
25	FINGER ELEVEN/Chag You Down	178
26	ORNY/Fusion	178
27	DEFONES/Change...	178
28	DEADLINE/FUTURE/Some Correct	168
29	DEADLINE/FUTURE/Some Correct	168
30	POE/Milk The Walk	168
31	WAST/Free	168
32	SEVENMILE/Back To Back	168
33	KORN/Somewhere Someone	152
34	A PERFECT CIRCLE/Libras	152
35	NOFX/Butter Lo	144
36	SUNNA/Power Struggle	136
37	FUEL/Hemorrhage...	128
38	LIMP BIZKIT/Ready To Go	120
39	LIMP BIZKIT/Ready To Go	120
40	LIMP BIZKIT/Ready To Go	120
41	GOLDENFINGER/99 Red Balloons	120

MARKET #44
WRXZ/Indianapolis
 Clear Channel
 (317) 257-7565
 Jameson/Young
 12x Cume 172,800



PLAYS	ARTIST/TITLE	GI (989)
11	STAN/Heaven	4056
12	DEFONES/Change...	4056
13	GREEN DAY/Minority	4056
14	GOODSMACK/Dead Religion	3852
15	DISTURBED/Stubly	3852
16	3 DOORS DOWN/Last	3745
17	NICKELBACK/Leader Of Men	3424
18	ORNY/Fusion	3317
19	POE/Milk The Walk	3317
20	INCUBUS/Star	3210
21	WAST/Free	3103
22	A PERFECT CIRCLE/Libras	2782
23	CREED/We're Ready	2782
24	LIMP BIZKIT/Ready To Go	2461
25	LIMP BIZKIT/Ready To Go	2247
26	PAPA ROACH/Broken Home	2247
27	NICKELBACK/Leader Of Men	2140
28	OPM/Heaven Is A Hall	2033
29	EVERLAST/Black Jesus	1926
30	RAGE AGAINST.../Teasty	1926
31	HARVEY DANER/God Sweatshirt O.I.	1819
32	NICKELBACK/Leader Of Men	1819
33	NOFX/Butter Lo	1712
34	BUSH/The Chemicals	1712
35	KORN/Somewhere Someone	1712
36	PAPA ROACH/Last Resort	1605
37	NICKELBACK/Leader Of Men	1605
38	INCUBUS/Star	1605
39	RED HOT CHILLI.../California	1605
40	UNION UNDERGROUND/Turn Me On	1605

MARKET #45
KXTE/Las Vegas
 Infinity
 (702) 257-1071
 Wellington/Riley
 12x Cume 162,800



PLAYS	ARTIST/TITLE	GI (989)
11	DISTURBED/Stubly	4256
12	GOODSMACK/Dead Religion	3920
13	GREEN DAY/Minority	3808
14	RAGE AGAINST.../Teasty	3584
15	RED HOT CHILLI.../California	3472
16	(RED) PLANET EARTH/Barstender	2900

New Music Specialty Shows

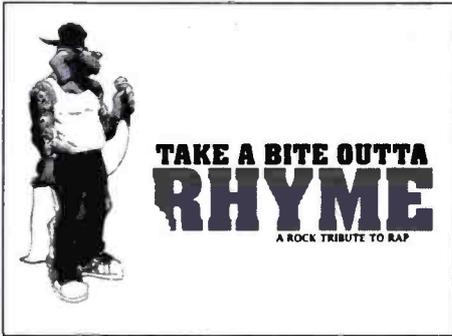
R&R's Exclusive Look At The Cutting Edge Of Alternative

Taking A Break For A 'Bite'

By **Dayna Talley**
Asst. Alternative Editor

Okay, first I would like let you know about a great new compilation out on Universal called *Take a Bite Outta Rhyme*, which makes an impressive debut this week at No. 8. There are a number of compilations and collaborations these days, but you should definitely give a listen to this rockers' tribute to rap. The song that puts it on the chart is the band **Sevendust**, doing their version of "Going Back to Cali." This 13-track disc features such artists as **Staind**, **Insane Clown Posse** and **Dope**, among many other talented sensations, doing covers of the "classic" hip-hop and rap anthems of their musical forefathers. I.C.P.'s "Posse on Broadway" and **Kottonmouth Kings**' "My Mind Is Playing Tricks on Me" are two other standout tracks. Give Jessica Siracusa at Universal a call at 212-373-0779, and she will be more than happy to send you a copy of your very own. Another compilation making waves this week is the

Loud Rocks compilation, as it takes over the No. 1 position once again. **Downset** at No. 2, **Lenny Kravitz** at No. 3 and **Dust For Life** at No. 4 are all very high debuts on the chart. At **The Drive In's** "One Armed Scissor" holds the No. 5 position, while **TinFed** climbs into position at No. 11. Other debuts this week include **Cold** at No. 10, **Hooverphonic** at No. 17, **Ultimatum's** **J. Mascis And The Fog** at No. 19 and **New Found Glory** rounding it out at No. 20. **Records Of The Week: Spoozys and Grand Theft Audio**



R&R Top 20 Artists

September 22, 2000

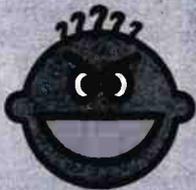
- 1 **LOUD ROCKS COMPILATION** (Loud/Columbia) "Various"
- 2 **DOWNSET** (Epitaph) "Together"
- 3 **LENNY KRAVITZ** (Virgin) "Again"
- 4 **DUST FOR LIFE** (Wind-up) "Step Into The Light"
- 5 **AT THE DRIVE IN** (Grand Royal/Virgin) "One Armed Scissor"
- 6 **EVERLAST** (Tommy Boy) "Squat"
- 7 **PALOALTO** (American/Columbia) "Sonny"
- 8 **TAKE A BITE OUTTA RHYME** (Republic/Universal) "Various"
- 9 **AFI** (Nitro) "Days Of The Phoenix"
- 10 **COLD** (Flip/Geffen/Interscope) "Just Got Wicked"
- 11 **TINFED** (Third Rail/Hollywood) "Way Thru"
- 12 **HARDKNOX** (Jive Electro) "Attitude"
- 13 **SPINESHANK** (Roadrunner) "Synthetic"
- 14 **TRAVIS** (Epic) "Turn"
- 15 **PRIMER 55** (Island/IDJMG) "Loose"
- 16 **MEST** (Maverick) "Drawing Board"
- 17 **HOOVERPHONIC** (Epic) "Mad About You"
- 18 **MOJAVE 3** (4AD) "In Love With A View"
- 19 **J. MASCIS & THE FOG** (Ultimatum) "Where'd You Go"
- 20 **NEW FOUND GLORY** (MCA) "Hit Or Miss"

Ranked by total number of shows reporting artist.

Specialty Show Reporters

Shows and their Top 5 songs listed alphabetically by market

<p>WHRL/Albany, NY Testing 1, 2, 3 Sunday 10pm-11pm Ozburn DJ Acuzac "So To Speak" Tanked "Way Through" Barenaked Ladies "Baby Seal" Catherine Wheel "Gasoline" Lenny Kravitz "Again"</p>	<p>WJEF/Fort Wayne, IN The Living Room Sunday 7:30pm-9:30pm Matt Jericho Barenaked Ladies "Tonight Is The Weston "Lip Phair" Bowling For Soup "Suckerpunch" A New Found Glory "Hit Or Miss" Mest "Drawing Board"</p>	<p>WROX/Norfolk, VA The Punk Show Sunday 10pm-midnight Michelle & Josh Unouchables "Rat Patrol" NOFX "Lineolium" Fear "I Love Luv" NOFX "Vincent" Vision "Close Minded"</p>	<p>KITS/San Francisco, CA Soundcheck Sunday 10pm-midnight Aaron Azoban Defones "Back To School" Creper Lagoon "Big Money Struggle" Coldplay "Yellow" AFI "Days Of The Phoenix" Dandy Warhols "Get Off"</p>
<p>KTEG/Albuquerque, NM Burning Sensations Sunday 7-8:30pm Adam 12 Eliot "Drive On To Me" De La Soul/Beastie "Squat" At The Drive In "One Armed Scissor" Superdrag "Lighting The Way" 6 God "Hi The Ground"</p>	<p>WJBX/Fl. Myers, FL 99 Xtreme Sunday 8-10pm Lance System Of... "Who Sang 'Shame' Hed Pe "Bartender" Jonnin "Time Is Mine" Sevendust "Home" NOFX "Don't Blow Ill."</p>	<p>WPLY/Philadelphia, PA Y-Net Sunday 9pm-10:30pm Dan Fain Body Drawn Boy "Deca Around The" Grand Theft Audio "Squop Ass" Harvey Danger "Meeting With..." Starlight Mints "Submarine #3" Travis "Whing To..."</p>	<p>KJEE/Santa Barbara, CA New Noize Monday-Midnight-2am Dave Humasta Eliot "Drive On To Me" At The Drive In "Pattern Against User" Detroit Grand Pubah "Sandwiches" De La Soul/Beastie "Squat" AFI "Days Of The Phoenix"</p>
<p>WRAX/Birmingham, AL Reg's Colloquese Sunday 10am-11pm Scott Register Amee Mann "Wise Up" David Gray "Sail Away" John Mayer "Back To You" Honeydops "Sam A Ghost" Dar Williams "Party Generation"</p>	<p>WEEQ/Hagerstown, MD New Hour This Sunday 10pm-midnight Austin Davis Lump Bucket "My Generation" A Perfect Circle "3 Libras" Chronic Future "Come Correct" Supreme None "Up" Linton Park "One Step Closer"</p>	<p>WXDX/Pittsburgh, PA Edge Of The X Sunday 9-11pm Lenny Diosa Primer 55 "Loose" Lifeline "Hanging By A Moment" Cypress Hill "Can't Get The Best" Dust For Life "Step Into The Light" Downset "Together"</p>	<p>KNDD/Seattle, WA Loudspeaker Sunday 11:00pm-Midnight Bill Reid AFI "Days Of The Phoenix" Couch "Hemwag 78" Lulu "Sad Times" Eliot "Drive On To Me" Starlight Mints "Submarine #3"</p>
<p>WBCN/Boston, MA Nocturnal Emissions Sunday 8-10pm Dennis/Albert O J Mascis & The Fog "Sameday" At The Drive In "Pattern Against User" Man Or Astroman "Man Made Of CO2" Ultra V "Playboy Mansion" Downset "Together"</p>	<p>WWRQ/Hartford, CT Spinning Unrest Sunday 10pm-midnight Cassie Sevendust "Going Back To Cali" AFI "Days Of The Phoenix" Dandy Warhols "Bohemian Like You" Weston "Summer's Over" Jets To Brazil "Air Traffic Control"</p>	<p>KMRX/Portland, OR Something Cool Sunday 9pm-10pm Janine Cooky King Black Acid "Colorado" AFI "Days Of The Phoenix" De La Soul/Beastie "Squat" Downset "Together" Dust For Life "Step Into The Light" The Very Corp "Le Monde"</p>	<p>KPNT/St. Louis, MO New Music Sunday Sunday 7-9:30pm Los Azules My Run "Error" Cold "Just Got Wicked" Force Field "Visions Of Eden" J Mascis & The Fog "Where'd You Go" 4 Straps "Daytime"</p>
<p>WFNX/Boston, MA The First Contact Friday midnight-2am Charlie Underworld "Pearl's Girl" Blink-182 "I've Seen It All" J Mascis & The Fog "Sameday" Automator/Kool Keith "I Want Da Mic" Errortype "Eleven "Better Than The..."</p>	<p>WEDJ/Indianapolis, IN A Beat To The Head Sunday 7pm-9pm Jason Gucci "I Got A War" GCS "Currenly" Lunatics "We May Be" Runner Riot "Alcoholic Heroes" 8-Move Rats "Smoke"</p>	<p>WCYY/Portland, ME Spinout Thursday 7-9pm Shawn Jeffrey Call "I Still Believe" Barenaked Ladies "Humor Of The" Lincoln Park "One Step Closer" Dust For Life "Step Into The Light" The Very Corp "Le Monde"</p>	<p>WXSR/Tallahassee, FL Underground Lounge Sunday 8-10pm Red The Lounge Lizard Primer 55 "Loose" Shawn "Set It Off" Downset "Together" Sevendust "Going Back To Cali" Bowling For Soup "Suckerpunch"</p>
<p>WEDG/Buffalo, NY Head Worn Monday midnight-1am Ryan Patrick Travis "Turn" U2 "Where" Incubus/Big Pun "Still Not A Player" Michelle Weber "Garden Of You" Hannu "Assmate"</p>	<p>WRZX/Indianapolis, IN Hanging Cate Sunday 8pm-9pm Dave Degan Fountains Of Wayne "Too Cool For..." Travis "Turn" U2 "Beautiful Day" Eels "Grass Kelly Blues" Wawings "Ten O'Clock"</p>	<p>WBRU/Providence, RI Broadcasting And Entering Wednesday 10pm-midnight Josh Klavonne Ours "I'm A Monster" Bowling For Soup "Suckerpunch" 1 Plus 1 "Cherry Bomb" Incubus/Big Pun "Still Not A Player" Detroit Grand Pubah "Sandwiches"</p>	<p>KMYZ/Tulsa, OK New From The Edge Monday-Midnight-1:00am Blazing A Perfect Circle "3 Libras" Eliot "Drive On To Me" Sunna "Power Struggle" Everlast "Black Jesus" Niños "Blackout"</p>
<p>WBTZ/Burlington, VT Spinning Unrest Sunday 8-9:30pm Steve Picard Sunna "Power Struggle" Mojave 3 "Any Day Will Be" Coldplay "Yellow" Belle & Sebastian "The Wrong Girl" Embrace "Yeah You"</p>	<p>KXTE/Las Vegas, NV It Hurts When I Pee Sunday 10pm-midnight Chris Ripley and El Diablo Incubus/Big Pun "Still Not A Player" 12 Volt "Strawberry" At The Drive In "One Armed Scissor" Somechank "Synthetic" Kottonmouth Kings "Daydream Fazes"</p>	<p>KRZQ/Reno, NV Wants The Neighbors Saturday 10pm-12am Hunie Downset "Together" Turnedown "As Well As I Do" Juliana Theory "Scrambling Children" One Minute Silence "Fish Out Of Water"</p>	<p>KMRX/Tulsa, OK Exposure Friday 10pm-midnight Jules 3 Doors Down "Loser" U2 "Beautiful Day" A Perfect Circle "3 Libras" Lenny Kravitz "Again" Collective Soul "Why Pt 2"</p>
<p>WAVF/Charleston, SC Cutting Edge Sunday 8:30-10pm H. Little John Downset "Together" Detroit Grand Pubah "Sandwiches" My Plan "Danted Love" J Mascis & The Fog "Sameday" Jonnin "Goodbye Lament"</p>	<p>KROQ/Los Angeles, CA Rodney On The RQG Sunday midnight-3am Rodney Bingham/Heiser Johnny Mars Healers "Last Ride" J.J. 72 "Oxygen" Teenage Fanclub "I Need A..." Lunatics "Happy Birthday" Rita To Paris "Save Me For A..."</p>	<p>KCCO/San Bernardino, CA Xtreme X Saturday 9pm-3am Dave Denny/Daryl James Soully "Jump The Fick Up" Primer 55 "Loose" System Of... "Who Sang 'Shame' One Minute Silence "Fish Out Of Water" Sevendust "Going Back To Cali"</p>	<p>WHFS/Washington, DC New Hour This Sunday 8:00pm-10:30pm Dave Marsh Weston "Summer's Over" Starbuster "Speechless" J Mascis & The Fog "Sameday" Starlight Mints "Submarine #3" Tin Fed "Way Thru"</p>
<p>WWCD/Columbus, OH Inevitable Hits Hour Sunday 7-9pm Curtis Schaubert Hardcore "Attitude" New Bomb Turks "Automatic Teller" Sasha & John Digweed "Space" Travis Black "The Bachelor" Livesteam "British Jellyphone"</p>	<p>WHTG/Moonmouth, NJ The Underground Sunday 11pm-midnight Jeff Roper Sam Goss "Sagehans's Boy" Embrace "I Wouldn't Work" Clem Snide "I Love The Unknown" Yast "I Don't Have..." Pure Grain "Here Come The..."</p>	<p>KTRX/San Diego, CA The Lab Sunday 7pm-9pm Austin DJ Hillary Incubus/Big Pun "Still Not A Player" Primer 55 "Loose" O'Front "Standing On The Edge" Cherry Poppin "Diamond Light" Everlast "Black Jesus"</p>	<p>WSFM/Wilmington, NC Final Hour Wednesday 11pm-midnight Jonathan A. Suttler Collective Soul "Why Pt 2" Downset "Together" Hooverphonic "Mad About You" Pitchshifter "Keep It Clean" Somechank "Synthetic"</p>
<p>WXEG/Cayton, OH The X Spin Cycle Sunday 9-10:30pm Allen Heath Yellow "Into The New" Cred "Are You Ready?" Mest "Drawing Board" Lenny Kravitz "Again" Lifeline "Hanging By A Moment"</p>	<p>WXRX/New York, NY The Buzz Sunday midnight-2am Matt Pinkfield Everlast "Black Jesus" Linton Park "Counting" Downset "Together" 12 Volt "Save Me For A..." Corrosion Of... "Congratulations Song"</p>	<p>38 Total Reporters</p>	



FLAK

"Tune In"

TUNED IN:
WZPC, KWOD, WEDJ, WPLA, WRAX,
WIXO, WKRL, WHRL, WCYY, KRAD,
WRRY, KMBY, WWV, KQRX, WAVF,
WEJE, KLEC, WSFM, and More!!!



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A Case For Classic Alternative

■ Fifteen years of gold finds a home at a new niche format

By Adam Jacobson
R&R Radio Editor

The power of '80s artists still holds incredible sway over the gold product of several formats. Flip around the dial, and you'll hear songs from "The Cosby Decade" on just about every format. Alternative is a notable exception.

While CHR/Pop still finds a way to sneak in '80s gems, Alternative's gold has been panned and traded in for loud, hard rock cuts from many acts that can also be found on the Active Rock chart. As a result, you'd be hard-pressed to find a record released before 1992 on most Alternative radio stations, outside of a specialty program or "flashback lunch."

Pop/Alternatives have emerged as the principal source of '80s Alternative, but the selections on some stations have seen little recycling and may clash with the currents and recurrences that receive far greater spins in a given week. Now comes "Classic Alternative," which focuses on "rock of the '80s" and new wave hits that first became popular between 10 and 20 years ago. The latest station to give it a try: KXPK/Denver, which recently traded in today's sounds for "The '80s and Beyond." KXPK joins KCNL/San Jose and KZMZ/Minneapolis as stations featuring a wide variety of '80s Alternative hits.

Classic Alternative has enormous potential. Given advertiser demands that the 25-54 format be the most important demographic on planet Earth, Classic Alternative has the power to dominate the younger portion of this demo. The key is to make the station fit the market it serves and to have the cutting-edge mentality of the station that first broke these songs in your market.

Selecting The Classics

When KXPK decided to revert to the original Peak, which debuted in 1994, PD Mike Stern told R&R, "The station is still a work in progress, but it is based in that '80s 12-R.E.M.-Depeche Mode-Talking Heads-Cure alternative world that really does evoke memories of The Peak when it signed on." The station will also play some hits from more mainstream artists such as "Til Tuesday, Prince and The Black Crowes.

Should KXPK play a record from The Black Crowes or Prince? Did the original Peak play songs from these artists? Did the Alternative station in Denver first break these records, or were they being played on the CHR in town? Before one can simply throw on a station that plays '80s music, one must first grasp the highly

intricate nature of selecting the proper mix of classic alternative records. This process has many different variables, but here are some of the most important ones: If there is a Pop/Alternative in your market that already plays a lot of '80s material, make sure you're playing different records that also happen to test well.

Another issue deals with familiarity: How deep should the playlist go? In markets where Alternative heritage exists, such as Los Angeles, adding an obscure record to the playlist may be a wise move, since it won't be heard anywhere else. Then again, maybe there's a reason why it isn't heard anywhere else. A third issue deals with the timeline of a Classic Alternative station. If there wasn't a "new wave" radio station in your market 15 years ago, launching a successful Classic Alternative might be a major struggle.

The launch of KZMZ was intriguing, because the Twin Cities had no commercial Alternative until the early '90s with KREV. As a result, there is an abundance of '90s material on the station's playlist. Other important issue is the incorporation of songs that simply weren't Alternative hits. According to Mediabase/24-7 data for KCNL, the station featured tracks from Chris Isaak, Haddaway, Tom Petty, Prince and Tommy Tutone. Is this wise, considering the presence of Pop/Alternative KLLC, Hot AC KEZR and Adult Alternative KFOG?

Musical Youth

Perhaps the best way to construct a Classic Alternative station is to glance back at what was actually being played on those stations featuring "new wave" music all those years ago. We start our journey exactly two decades ago.

In late September 1980 Southern California served as the center of hip, new rock music, and many stations along the West Coast picked up on the cutting-edge sounds emanating from L.A. airwaves. Perhaps the most adventurous station was KNAC/Long Beach, programmed at the time by Denise Westwood. Among KNAC's most-played bands (R&R didn't list tracks back then) were Oingo Boingo, English Beat and Ultravox. Meanwhile, KEZY-AM/Anaheim was pounding The B-52's, Split Enz and

Queen. Over at KWST (KWest)/Los Angeles, Devo topped the week's charts.

Five years later a massive expansion of modern rock music had occurred, with WLIR—a tiny FM station broadcasting from Garden City, Long Island—serving as the genre's principal outlet for the New York metropolitan area. Meanwhile, KROQ, XTRA-FM (91X) and KCGL/Salt Lake City boldly traveled where no other AOR stations had gone before. Down In Southern California, KROQ had reached its peak as a "Rock of the '80s" station and featured such artists as OMD, New Order and Depeche Mode.

By September 1990 a subtle shift in New Rock (Alternative's predecessor) had taken place. As CHR struggled with fragmentation on the rock and rhythmic side, "Rock of the '80s" stations pondered at ways to transition themselves to "Rock of the '90s" powerhouses. A glance at the New Rock chart from Sept. 28, 1990 offers cause for pause: A distinct shift in artist focus, based on the product of the times and its quality, had forced many stations that had adopted the format at its height to switch to other formats. College radio stations that offered New Rock music were included on R&R's chart in order to make the section successful.

The week's New Rock chart featured many less-than-memorable songs from a wide range of heritage bands. WFNX/Boston offered perhaps the most-definitive playlist of an evolving format. Among those artists receiving the most airplay 10 years ago this week: World Party, Gene Loves Jezebel and Charlatans U.K.

By September 1995 New Rock was no more. Thanks to such artists as Stone Temple Pilots, Nirvana and Soundgarden, a format in desperate search for direction and a trend embraced the louder, Seattle-based grunge sound. Alternative was born, and the panel had mushroomed to 84 reporters. But when one looks at what some of the most influential stations of the day were actually playing, surprising facts are suddenly revealed.

Alternative radio had reached another crossroads. Much of the grunge material had shifted to recurrent and gold categories, and the current product was far from what one might expect

The Way It Was

KROQ/Los Angeles has a rich history as an Alternative station. If a Classic Alternative were to bow in Southern California, perhaps a programmer should study this 90-minute sample from Denise Westwood's midday shift on KROQ from August 2, 1982 as a possible guide to providing listeners with a hip niche format focusing on their favorites from yesteryear.

THE JAM/A Town Called Malice

DURAN DURAN/Rio

BILLY IDOL/White Wedding

NICK LOWE/Burning

SLOW CHILDREN/Spring In Fialto

TONI BASIL/Mickey

SPARKS/Eaten By The Monster Of Love

JOSIE COTTON/He Could Be The One

THE GO-GO'S/He's So Strange

JANE BOND AND THE UNDERCOVER MEN/Dancing With...

HUMAN LEAGUE/Seconds

ANGEL CITY/Marsellis

TALK TALK/Talk Talk

BEATLES/Help!

SPLIT ENZ/Six Months In a Leaky Boat

ELVIS COSTELLO/What's So Funny About Peace, Love &...

THE CLASH/Should I Stay Or Should I Go?

THOMAS DOLBY/Europa & The Pirate Twins

TALKING HEADS/Pulled Up

GANG OF FOUR/ Love A Man In Uniform

of an Alternative reporter. The hottest record five years ago this week was Folk Implosion's "Natural One," while The Presidents Of The USA held KROQ's top spot with "Lump." Further down the playlist, Filter's "Hey Man, Nice Shot" placed just above Collective Soul's "The World I Know" and Alanis Morissette's "You Oughtta Know." Soon, Collective Soul and Alanis would be replaced by Godsmack and Limp Bizkit, and the format moved harder and harder.

New Wave Doesn't Fit At Adult Alternative

Today, a handful of the artists who created the Alternative format can still be heard on Alternative radio. While some may lament the inability to hear these songs, it's important to note that KROQ presently has the highest ratings in its entire history. On the other side of the coin, KXPK's return to its roots may add to the debate over the next generation of Adult Alternative and the ability of Pop/Alternative Hot ACs to embrace the records Alternative tossed into the incinerator.

Should Adult Alternative try to work Alternative gold into its playlists. Perhaps a similar trip back in time might explain why the answer to that question is an easy one: No. In 1980, KINK/Portland, KBCO/Denver-Boulder and KFOG/San Francisco all featured music from the likes of Van Morrison, Jackson Browne, Paul Simon and Joni

Mitchell. By 1985 KFOG's playlist featured Don Henley, Mr. Mister, Sting, Tears For Fears and Talking Heads. Over at KBCO, Dire Straits, John Cougar Mellencamp, Stevie Ray Vaughn and Squeeze could be considered core artists.

KBCO, KFOG and KINK all feature these same artists in their gold library. As the years went on, new artists would arrive on the scene and soon join those heritage acts. Could Split Enz, Oingo Bongo and Depeche Mode ever share the same airwaves as Paul Simon and Jackson Browne? They didn't 20 years ago.

Classic Alternative can most certainly work as a format of its own, but a focus on the golden years of Alternative might be the best way to establish another niche format. Based on key demographics and those most desired by advertisers, the median year for music should be 1985. For skeptics who insist that "classic" tracks should also cover a large portion of the '90s, remember this fact: Those 33-year-olds remember listening to pop, funk and disco on AM radio. They remember the first time they heard Simon Le Bon sing about a girl named "Rio." They were college freshmen when Sting released his first solo album. By the time Jesus Jones entered the chart, they had just celebrated their 23rd birthdays.

And when Nirvana emerged with "Smells Like Teen Spirit," the whole grunge thing was something kids half their age listened to.

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**Going For Adds This Week,
Monday, September 25**

September 22, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (MI)	WEEKS ON CHART	TOTAL STATIONS ADDED
1	1	BARENAKED LADIES Pinch Me (Reprise)	507	+37	33561	6	23/0
6	2	U2 Beautiful Day (Interscope)	498	+120	42524	2	26/1
2	3	DAVID GRAY Babylon (ATO/RCA)	492	+41	40748	17	24/1
4	4	STING After The Rain Has Fallen (A&M/Interscope)	468	+66	36474	6	25/0
5	5	WALLFLOWERS Sleepwalker (Interscope)	456	+75	35555	3	27/3
3	6	JONNY LANG Breakin' Me (A&M/Interscope)	408	-14	29930	14	22/0
8	7	COUNTING CROWS All My Friends (DGC/Geffen/Interscope)	371	+19	20939	8	22/0
13	8	MARK KNOPFLER What It Is (Warner Bros.)	336	+64	26448	3	23/2
7	9	EVERCLEAR Wonderful (Capitol)	332	-34	28254	15	18/1
10	10	SISTER SEVEN The Only Thing That's Real (Arista)	317	+9	20925	10	18/0
11	11	VERTICAL HORIZON You're A God (RCA)	284	-10	16495	13	14/0
12	12	STONE TEMPLE PILOTS Sour Girl (Atlantic)	283	+2	27888	20	17/1
14	13	JOAN OSBORNE Safety In Numbers (Interscope)	280	+11	21892	5	23/1
9	14	TRACY CHAPMAN Wedding Song (Elektra/EEG)	262	-76	20976	17	16/0
18	15	FASTBALL You're An Ocean (Hollywood)	244	+9	14135	7	17/0
15	16	SHELBY LYNNE Gotta Get Back (Island/IDJMG)	230	-25	9698	9	16/0
16	17	MATCHBOX TWENTY Bent (Lava/Atlantic)	222	-24	20256	23	18/0
17	18	DANIEL CAGE Sleepwalking (MCA)	202	-42	12709	13	17/0
20	19	DEXTER FREEBISH Leaving Town (Capitol)	187	+2	9046	4	10/0
30	20	SHAWN MULLINS Everywhere I Go (Columbia)	172	+44	15137	2	17/4
23	21	DANDY WARHOLS Bohemian Like You (Capitol)	167	+4	12785	3	16/1
21	22	SISTER HAZEL Change Your Mind (Universal)	167	-8	7231	14	11/1
Debut	23	JOHN HIATT Before I Go (Vanguard)	166	+73	11406	1	16/0
Debut	24	XTC Stupidly Happy (Idea/TVT)	153	+40	8789	1	14/0
-	25	FOO FIGHTERS Next Year (Roswell/RCA)	147	+36	7346	2	11/1
27	26	THIRD EYE BLIND Deep Inside Of You (Elektra/EEG)	137	-13	7478	3	8/0
22	27	B.B. KING/ERIC CLAPTON Riding With The King (Duck/Reprise)	130	-43	12760	18	14/0
Debut	28	FIVE FOR FIGHTING Easy Tonight (Aware/Columbia)	126	+12	7924	1	14/2
25	29	BONNIE RAITT It's All Over Now, Baby... (Artemis)	126	-33	11383	7	12/0
28	30	RED HOT CHILI PEPPERS Californication (Warner Bros.)	126	-13	13040	8	8/1



27 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 9/10-Saturday 9/16. 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

INDIGENOUS Rest Of My Days (Pachyderm)
Total Plays: 124, Total Stations: 12, Adds: 1

JAYHAWKS Somewhere In Ohio (American/Columbia)
Total Plays: 113, Total Stations: 14, Adds: 1

STEVE EARLE I Can Wait (E-Squared/Artemis)
Total Plays: 110, Total Stations: 12, Adds: 0

CREED With Arms Wide Open (Wind-up)
Total Plays: 107, Total Stations: 4, Adds: 2

DAVID WILCOX Soul Song (Vanguard)
Total Plays: 101, Total Stations: 11, Adds: 0

EMMYLOU HARRIS I Don't Wanna Talk About It (Nonesuch/Atlantic)
Total Plays: 89, Total Stations: 8, Adds: 0

PAT MCGEE BAND Rebecca (Giant/WB)
Total Plays: 86, Total Stations: 11, Adds: 4

KENNY WAYNE SHEPHERD BAND Where Was I? (Giant/Reprise)
Total Plays: 83, Total Stations: 5, Adds: 0

K.D. LANG The Consequence Of Falling (Warner Bros.)
Total Plays: 72, Total Stations: 9, Adds: 0

PHISH Back On The Train (Elektra/EEG)
Total Plays: 71, Total Stations: 9, Adds: 1

Songs ranked by total plays

Most Added.

ARTIST TITLE LABEL(S)	ADDS
PAUL SIMON Old (Warner Bros.)	12
KEB' MO' Come On Back (550 Music)	7
MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	6
LYLE LOVETT Ain't It Somethin' (Curb/MCA)	5
SHAWN MULLINS Everywhere I Go (Columbia)	4
PAT MCGEE BAND Rebecca (Giant/WB)	4
SHEMOKIA COPLAND It's 2AM (Alligator)	4
MATCHBOX TWENTY Crutch (Lava/Atlantic)	4
DIDO Thankyou (Arista)	4
WALLFLOWERS Sleepwalker (Interscope)	3
COLLECTIVE SOUL Why Pt. 2 (Atlantic)	3
W. NELSON & S. TEDESCHI Kansas City (Island/IDJMG)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
U2 Beautiful Day (Interscope)	+120
PAT MCGEE BAND Rebecca (Giant/WB)	+78
WALLFLOWERS Sleepwalker (Interscope)	+75
JOHN HIATT Before I Go (Vanguard)	+73
STING After The Rain Has Fallen (A&M/Interscope)	+66
MARK KNOPFLER What It Is (Warner Bros.)	+64
KEB' MO' Come On Back (550 Music)	+55
PHISH Back On The Train (Elektra/EEG)	+53
SHAWN MULLINS Everywhere I Go (Columbia)	+44
DAVID GRAY Babylon (ATO/RCA)	+41

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.

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MARKET #3

WKRT/Chicago
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12+ Cume 499,800



PLAYS	ARTIST/TITLE	© (899)
35	U2/Rattle and Hum	6975
30	U2/Beautiful Day	6985
24	WALLFLOWERS/Sleep	6138
14	EVERCLEAR/Wonderful	3906
9	COLLECTIVE SOUL/Why Pt 2	3627
10	DAVID GRAY/Whatever It Is	3627
11	DANDY WARHOLS/Bohemian Like You	3069
11	STONE TEMPLE PILOTS/Sour Girl	3068
11	KITCO/Supaidy Happy	3069
8	FOO FIGHTERS/Reel Fear	2790
10	JOHN HATT/Before I Go	2511
8	DANIEL CAGE/Sleepwalking	2511
8	ROBERT BRADLEY'S...Baby	2232
8	AM FRANKO/Swing	2232
6	EVERCLEAR/Back Again	2232
6	MARK KNOPFLER/What It Is	2232
6	SMASHING PUMPKINS/Hello	2232
10	STEVE EARLE/Transcendental Blues	2232
10	INDIGO GIRLS/Heat Of My Days	2232
6	PEARL JAM/Thru The Wire	2232
12	PHISH/Heavy Things	2232
6	TRAGICALLY HIP/Late Fever	2232
6	KINGCLAPTON/Riding With The King	1953
7	MATCHBOX TWENTY/What You See Is What You Get	1953
6	NO. MISSISSIPPI...Shake Em On Down	1953
9	JOAN OSBORNE/Safety In Numbers	1953
6	STING/Desert Rose	1953
7	NEIL YOUNG/Good To See You	1953
7	COUNTING CROWS/High Life	1953
7	EVERCLEAR/Am Radio	1953

MARKET #4

KFOG/San Francisco
Susquehanna
(415) 543-1045
Benson/Evans/Jones
12+ Cume 478,400



PLAYS	ARTIST/TITLE	© (899)
24	DAVID GRAY/Whatever It Is	6075
21	GUSTER/Barrel Of A Gun...	6792
23	ROBERT BRADLEY'S...Baby	6509
23	STONE TEMPLE PILOTS/Sour Girl	6509
22	JOHNNY LANG/Whatever It Is	6226
22	SANTANA/F.E. Cherry/Whisper It Was	6226
22	STING/After The Rain...	6226
23	EVERCLEAR/Wonderful	6227
10	BARENWAVED LADIES/Pinch Me	4526
14	SUPERHERO/Whatever It Is	3982
13	SISTER SEVEN/The Only Thing...	3982
13	WALLFLOWERS/Sleep	3982
14	LUCINDA WILLIAMS/Can't Let Go	3679
15	BEN HARPER/Steal My Kisses	3679
13	INDIGO GIRLS/Heat Of My Days	3679
12	PHISH/Heavy Things	3679
12	MARK KNOPFLER/What It Is	3386
14	JOAN OSBORNE/Safety In Numbers	3386
11	KEVIN WYATT...Where Was I?	3386
12	TRACY CHAPMAN/Telling Stories...	3386
11	COUNTING CROWS/Ally My Friends	3386
12	VERTICAL HORIZON/Everything You Want	3386
15	MATCHBOX TWENTY/What You See Is What You Get	3113
11	RED HOT CHILI...Scar Tissue	3113
13	STING/After The Rain...	3113
11	THIRD EYE BLIND/Never Let You Go	3113
9	BONNIE RAITT/All Over...	2830
10	RED HOT CHILI...California	2830
6	COUNTING CROWS/Ally My Friends	2547
7	GREEN/Highway	2547

MARKET #5

WAFM/Philadelphia
University of Pennsylvania
(215) 688-6777
Warren
12+ Cume 221,200



PLAYS	ARTIST/TITLE	© (899)
13	DAVID GRAY/Whatever It Is	3080
13	EMILY LOU HARRIS/Don't Wanna...	2140
18	DAVID GRAY/Whatever It Is	2140
5	DAVID GRAY/Whatever It Is	1540
14	DAR WILLIAMS/What Do You Love...	1550
12	SHAWN MULLINS/Everywhere I Go	1680
14	WALLFLOWERS/Sleep	1680
12	FIVE FOR FIGHTING/Easy Tonight	1680
12	SHRELY LYNNE/Gotta Get Back	1680
6	CARTER & GRAMME/Rising Up	1540
11	JOHN HATT/Before I Go	1540
12	TEDDY THOMPSON/Was It	1400
8	JESS KLEIN/Whatever It Is	1400
10	JOHN HATT/Before I Go	1400
10	BARENWAVED LADIES/Pinch Me	1400
10	STEVE EARLE/Transcendental Blues	1280
8	GREG BROWN/Blues Go Walking	1280
6	SARAH HARRIS/Reverence	1280
6	U2/Beautiful Day	1280
10	BRAND NEW SEIZER ORCA/Gutter In The Mood	1280
9	COUNTING CROWS/Ally My Friends	1280
10	PHIL ROY/Whatever It Is	1280
6	ELLIS PAUL/The Warm Air...	1260
6	ENTR'AIN/Back In A Minute	1120
6	JOAN OSBORNE/Safety In Numbers	1120
10	MARK KNOPFLER/What It Is	1120
8	STING/After The Rain...	1120
8	PODZEE/Another Train	1120
8	DAVID GRAY/Whatever It Is	1120
6	KINGCLAPTON/Riding With The King	920
6	PHISH/Back On The Train	920

Reporters

Stations and their adds listed alphabetically by market

<p>KGSR/Austin, TX * PD: Judy Danberg MD: Susan Castle 9 PAUL SIMON "Old" 7 LYLE LOVETT "Something"</p>	<p>PD/MO: Tom Teuber 7 LYLE LOVETT "Something" 5 ROBERT BRADLEY'S...Ride 5 SHEREMIA COPLAND "ZAM" 5 PAUL SIMON "Old" 2 FIVE FOR FIGHTING "Tonight" MATCHBOX TWENTY "Gone" GUSTER "Hepper"</p>	<p>PD: Dennis Constantine MD: Kevin Walsh 15 PAUL SIMON "Old" 4 WALLFLOWERS "Sleep" 2 MATCHBOX TWENTY "Gone" 1 DANDY WARHOLS "Bohemian" 1 DDD "Thankyou"</p>
<p>WRNR/Baltimore, MD PD: Alex Cartright MD: Damien Einstein 15 PAT MCGEE BAND "Rebecca" 14 U2 "Day" 7 NELSON & TEDESCH "Kansas" 2 PAUL SIMON "Old" LYLE LOVETT "Something"</p>	<p>KTCZ/Minneapolis, MN ** PD: Laura MacLean AP/MD: Mike Wolf No Adds</p>	<p>KTHX/Reno, NV PD: Harry Reynolds MD: Dave Harold 3 GRATEFUL DEAD "Women" LYLE LOVETT "Something" SHAWN MULLINS "Everywhere" PAUL SIMON "Old" MATCHBOX TWENTY "Gone" NELSON & TEDESCH "Kansas" LOS LOBOS "Time"</p>
<p>KRYV/Boise, ID PD/MD: Brandon Dawson PAUL SIMON "Old" PAT MCGEE BAND "Rebecca"</p>	<p>WZEW/Mobile, AL PD: Carl Strain NINE DARS "Am" PAT MCGEE BAND "Rebecca" KEB MO "Back" MATCHBOX TWENTY "Crutch" STOPOST "Question"</p>	<p>KENZ/Salt Lake City, UT * PD: Bruce Jones 34 CREED "Arms" SHAWN MULLINS "Everywhere" MATCHBOX TWENTY "Crutch"</p>
<p>WBOS/Boston, MA * PD: Shirley Malesuada MD: Amy Brooks 3 WALLFLOWERS "Sleep"</p>	<p>KPIG/Monterey, CA PD/MD: Lara Hepper KEB MO "Back" LYLE LOVETT "Something"</p>	<p>KXSB/San Diego, CA * PD/MD: Dan Shoop PAUL SIMON "Old" KEB MO "Back"</p>
<p>WXPV/Boston, MA * PD: Joanne Deedy MD: Keith Andrews 8 PHISH "Train" 2 KEB MO "Back" 1 NO. MISSISSIPPI... "Shake" 1 PAUL SIMON "Old" MATTHEW RYAN "Heartache"</p>	<p>WRLT/Nashville, TN AP/MD: Keith Case ROBERT BRADLEY'S... "Ride" COLLECTIVE SOUL "Why" SHEREMIA COPLAND "ZAM" EVERCLEAR "Radio" INDIGO GIRLS "Heat" LENNY KRAMITZ "Agan" RADIOHEAD "Jigsaw" PAUL SIMON "Old" JOAN OSBORNE "Tonight" CHRIS DUARTE GROUP "Badness"</p>	<p>KFGO/San Francisco, CA * PD: Dave Benson APD: Bill Evans MD: Haley Jones MATCHBOX TWENTY "Gone" JOSEPH ARTHUR "Sun"</p>
<p>WYRV/Boston, MA * PD: Joanne Deedy MD: Keith Andrews 8 PHISH "Train" 2 KEB MO "Back" 1 NO. MISSISSIPPI... "Shake" 1 PAUL SIMON "Old" MATTHEW RYAN "Heartache"</p>	<p>KREY/Buffalo, NY * PD/MD: Rob White 2 RED HOT CHILI... "California" SHAWN MULLINS "Everywhere"</p>	<p>KRSH/Santa Rosa, CA * PD: Benji McPeak 1 PAUL SIMON "Old" 1 SHAWN MULLINS "Everywhere" SHEREMIA COPLAND "ZAM" MATCHBOX TWENTY "Crutch" LITTLE FEAT "Sun" PAUL PENA "Some" TEDDY THOMPSON "Was" DDD "Thankyou"</p>
<p>WYRV/Boston, MA * PD: Joanne Deedy MD: Keith Andrews 8 PHISH "Train" 2 KEB MO "Back" 1 NO. MISSISSIPPI... "Shake" 1 PAUL SIMON "Old" MATTHEW RYAN "Heartache"</p>	<p>WDOC/Chattanooga, TN * PD/MD: Danny Howard MARK KNOPFLER "What" JOAN OSBORNE "Tonight" MOLLY YES "Fat"</p>	<p>WVOC/Rock Hill, VA * PD: Paul Shapiro MD: Kristin Grant MATCHBOX TWENTY "Gone" NINA GORDON "Tonight" FIVE FOR FIGHTING "Tonight" DDD "Thankyou"</p>
<p>WKRT/Chicago, IL * VP/Programming: Steve Weber MD: Patsy Martin 1 SMASHING PUMPKINS "Giv" 5 RADIOHEAD "Optim" 4 JAYHAWK "Diner"</p>	<p>KCTY/Omaha, NE PD: Bob Decker MD: Greg Baker 24 EVERCLEAR "Wonderful" 16 SISTER HAZEL "Chicago" 12 DAVID GRAY "Whatever" 11 EUPHONIA "Delirium" 11 BEN HARPER "Kisses" 10 JAYHAWK "Diner" 10 STONE TEMPLE PILOTS "Sour" 10 FOO FIGHTERS "Reel" 9 DDD "Thankyou" 9 COUNTING CROWS "Potters" 9 CREED "Arms" 9 WALLFLOWERS "Sleep" 9 NO. MISSISSIPPI... "Shake" 9 PAT MCGEE BAND "Rebecca"</p>	<p>WVOC/Rock Hill, VA * PD: Paul Shapiro MD: Kristin Grant MATCHBOX TWENTY "Gone" NINA GORDON "Tonight" FIVE FOR FIGHTING "Tonight" DDD "Thankyou"</p>
<p>KGSR/Austin, TX * PD: Judy Danberg MD: Susan Castle 9 PAUL SIMON "Old" 7 LYLE LOVETT "Something"</p>	<p>WVOC/Rock Hill, VA * PD: Paul Shapiro MD: Kristin Grant MATCHBOX TWENTY "Gone" NINA GORDON "Tonight" FIVE FOR FIGHTING "Tonight" DDD "Thankyou"</p>	<p>KCTY/Omaha, NE PD: Bob Decker MD: Greg Baker 24 EVERCLEAR "Wonderful" 16 SISTER HAZEL "Chicago" 12 DAVID GRAY "Whatever" 11 EUPHONIA "Delirium" 11 BEN HARPER "Kisses" 10 JAYHAWK "Diner" 10 STONE TEMPLE PILOTS "Sour" 10 FOO FIGHTERS "Reel" 9 DDD "Thankyou" 9 COUNTING CROWS "Potters" 9 CREED "Arms" 9 WALLFLOWERS "Sleep" 9 NO. MISSISSIPPI... "Shake" 9 PAT MCGEE BAND "Rebecca"</p>
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<p>KGSR/Austin, TX * PD: Judy Danberg MD: Susan Castle 9 PAUL SIMON "Old" 7 LYLE LOVETT "Something"</p>	<p>WVOC/Rock Hill, VA * PD: Paul Shapiro MD: Kristin Grant MATCHBOX TWENTY "Gone" NINA GORDON "Tonight" FIVE FOR FIGHTING "Tonight" DDD "Thankyou"</p>	<p>KCTY/Omaha, NE PD: Bob Decker MD: Greg Baker 24 EVERCLEAR "Wonderful" 16 SISTER HAZEL "Chicago" 12 DAVID GRAY "Whatever" 11 EUPHONIA "Delirium" 11 BEN HARPER "Kisses" 10 JAYHAWK "Diner" 10 STONE TEMPLE PILOTS "Sour" 10 FOO FIGHTERS "Reel" 9 DDD "Thankyou" 9 COUNTING CROWS "Potters" 9 CREED "Arms" 9 WALLFLOWERS "Sleep" 9 NO. MISSISSIPPI... "Shake" 9 PAT MCGEE BAND "Rebecca"</p>
<p>WVOC/Rock Hill, VA * PD: Paul Shapiro MD: Kristin Grant MATCHBOX TWENTY "Gone" NINA GORDON "Tonight" FIVE FOR FIGHTING "Tonight" DDD "Thankyou"</p>	<p>KCTY/Omaha, NE PD: Bob Decker MD: Greg Baker 24 EVERCLEAR "Wonderful" 16 SISTER HAZEL "Chicago" 12 DAVID GRAY "Whatever" 11 EUPHONIA "Delirium" 11 BEN HARPER "Kisses" 10 JAYHAWK "Diner" 10 STONE TEMPLE PILOTS "Sour" 10 FOO FIGHTERS "Reel" 9 DDD "Thankyou" 9 COUNTING CROWS "Potters" 9 CREED "Arms" 9 WALLFLOWERS "Sleep" 9 NO. MISSISSIPPI... "Shake" 9 PAT MCGEE BAND "Rebecca"</p>	<p>KCTY/Omaha, NE PD: Bob Decker MD: Greg Baker 24 EVERCLEAR "Wonderful" 16 SISTER HAZEL "Chicago" 12 DAVID GRAY "Whatever" 11 EUPHONIA "Delirium" 11 BEN HARPER "Kisses" 10 JAYHAWK "Diner" 10 STONE TEMPLE PILOTS "Sour" 10 FOO FIGHTERS "Reel" 9 DDD "Thankyou" 9 COUNTING CROWS "Potters" 9 CREED "Arms" 9 WALLFLOWERS "Sleep" 9 NO. MISSISSIPPI... "Shake" 9 PAT MCGEE BAND "Rebecca"</p>

* = Marketplace 30/7 monitored
27 Total Reporters
27 Current Reporters
27 Current Playlists

MARKET #6

KXMR/Dallas-Ft. Worth
Susquehanna
(214) 526-2400
Strongly
12+ Cume 388,500



PLAYS	ARTIST/TITLE	© (899)
35	CARY PEREZ/The Best Thing	4173
36	U2/Beautiful Day	3959
30	BARENWAVED LADIES/Pinch Me	3552
34	STONE TEMPLE PILOTS/Sour Girl	3745
33	3 DOORS DOWN/Whatever It Is	3511
37	SHAWN MULLINS/Everywhere I Go	3117
19	DANIEL CAGE/Sleepwalking	3210
30	DEXTER FREESTON/Leaving Town	3210
29	VERTICAL HORIZON/You're A God	3103
30	WALLFLOWERS/Sleep	3103
15	STING/After The Rain...	2103
26	RED HOT CHILI...California	2689
30	CREED/Into The Sun	2675
24	EVERCLEAR/Am Radio	2140
20	DAVID GRAY/Whatever It Is	2140
21	GREEN DAY/Warning	1926
22	TRAIN/Meet Virginia	1926
21	TRAIN/Meet Virginia	1926
29	STING/Desert Rose	1826
18	THIRD EYE BLIND/Deep Inside Of You	1712
16	XTC/Supaidy Happy	1605
16	PL OLSSON/Whatever It Is	1391
10	MATCHBOX TWENTY/What You See Is What You Get	1284
8	FOO FIGHTERS/Learn To Fly	1070
10	GOD GOO DOLLS/Black Balloon	983
6	TORIC/You Hurted Me	983
6	SMASH MOUTH/Thru The Morning...	983
6	SPLINDR/When You Were Here	983
10	FILTH/Who's A Picture	856
7	GOD GOO DOLLS/Black Balloon	856

MARKET #8

WBOS/Boston
Greater Media
(617) 822-9800
Maddox/Brooks
12+ Cume 368,200



PLAYS	ARTIST/TITLE	© (899)
36	U2/Beautiful Day	4572
36	PHISH/Heavy Things	4445
16	MARK KNOPFLER/What It Is	4318
36	VERTICAL HORIZON/You're A God	4084
31	STING/After The Rain...	3113
29	SANTANA/F.E. Cherry/Whisper It Was	2413
15	DAVID GRAY/Whatever It Is	2288
15	ENTR'AIN/Back In A Minute	2158
15	SISTER SEVEN/The Only Thing...	2158
15	COUNTING CROWS/Ally My Friends	1956
29	MATCHBOX TWENTY/What You See Is What You Get	1778
9	KEVIN WYATT...Where Was I?	1651
13	JOAN OSBORNE/Safety In Numbers	1651
11	GOD GOO DOLLS/Black Balloon	1524
14	AMIEE MANN/Red Vines	1524
14	RED HOT CHILI...Scar Tissue	1524
13	EVERCLEAR/Wonderful	1524
11	TRAGICALLY HIP/Late Fever	1375
11	TRACY CHAPMAN/Telling Stories...	1375
14	JOHNNY LANG/Whatever It Is	1270
8	COLLECTIVE SOUL/Why	1143
8	STING/After The Rain...	1143
8	GOD GOO DOLLS/Black Balloon	1016
11	EVERCLEAR/Wonderful	1016
8	STEELY DAN/Back On The Train	889
7	TRACY CHAPMAN/Telling Stories...	889
7	THIRD EYE BLIND/Never Let You Go	889
7	VERTICAL HORIZON/Everything You Want	889
6	COUNTING CROWS/Ally My Friends	889

MARKET #9

WQTV/Boston
Northwest
(978) 374-4733
Dooly/Andrews
12+ Cume 174,400



PLAYS	ARTIST/TITLE	© (899)
21	U2/Beautiful Day	1748
15	JOHNNY LANG/Whatever It Is	1672
22	MARK KNOPFLER/What It Is	1672
22	DDD "Thankyou"	1586
11	INDIGO GIRLS/Heat Of My Days	1140
15	WALLFLOWERS/Sleep	1140
14	JAYHAWK "Diner"	1064
16	BARENWAVED LADIES/Pinch Me	1064
17	DAR WILLIAMS/What Do You Love...	1064
15	SISTER SEVEN/The Only Thing...	1064
11	DAVID GRAY/Whatever It Is	989
11	XTC/Supaidy Happy	989
12	DAVID GRAY/Whatever It Is	912
9	EMILY LOU HARRIS/Don't Wanna...	912
12	COUNTING CROWS/Ally My Friends	912
12	STING/After The Rain...	912
9	WIDESPREAD FEAR/Whatever It Is	912
11	FASTBALL/You're An Ocean	838
11	VERTICAL HORIZON/You're A God	838
11	DANDY WARHOLS/Bohemian Like You	838
11	JOHN HATT/Before I Go	838
11	DEXTER FREESTON/Leaving Town	838
8	SARAH HARRIS/Reverence	780
11	MARK KNOPFLER/What It Is	780
10	DAVID GRAY/Whatever It Is	780
14	DANIEL CAGE/Sleepwalking	684
11	STEELY DAN/Back On The Train	684
15	SHELBY LYNNE/Gotta Get Back	684
10	GOD GOO DOLLS/Black Balloon	684

MARKET #10

KITTY/Southwest-Texas
Enterprise
(202) 233-1027
Miguel/Reagan
12+ Cume 231,400



PLAYS	ARTIST/TITLE	© (899)
18	COUNTING CROWS/Ally My Friends	2821
22	TRACY CHAPMAN/Telling Stories...	2784
21	EVERCLEAR/Wonderful	2687
20	DAVID GRAY/Whatever It Is	2540
18	STING/After The Rain...	2140
18	U2/Beautiful Day	2286
17	WALLFLOWERS/Sleep	2159
14	BARENWAVED LADIES/Pinch Me	1778
20	JOHNNY LANG/Whatever It Is	1651
10	JOAN OSBORNE/Safety In Numbers	1651
10	STONE TEMPLE PILOTS/Sour Girl	1651
9	THIRD EYE BLIND/Deep Inside Of You	1524
12	DANDY WARHOLS/Bohemian Like You	1524
9	DANIEL CAGE/Sleepwalking	1397
10	PHISH/Heavy Things	1387
11	RED HOT CHILI...California	1387
11	MARK KNOPFLER/What It Is	1387
12	MATCHBOX TWENTY/What You See Is What You Get	1387
8	SANTANA/F.E. Cherry/Whisper It Was	1387
12	SHRELY LYNNE/Gotta Get Back	1387
10	FIVE FOR FIGHTING/Easy Tonight	1270
10	MACY GRAY/Whatever It Is	1270
12	BEN HARPER/Steal My Kisses	1270
7	AMIEE MANN/Red Vines	1270
10	SHAWN MULLINS/Everywhere I Go	1270
10	EVERLAST/What It Is	1270
7	JOHN HATT/Before I Go	1270
8	RED HOT CHILI...California	1143
9	COLLECTIVE SOUL/Why	1143
11	FOO FIGHTERS/Learn To Fly	1143

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SOUTH

Outstate 98.3 is searching for a morning show host. T&R: WOKE, 245 W. Dixie, Elizabethtown, KY 42701. EOE (09/22)

Savannah's soft rock seeks warm, experienced afternoon drive talent. T&R: WYKZ, Mark Robertson, 245, Allied St., Savannah, GA 31408. marlr@amfm.com. EOE (09/22)

ACCOUNT EXECUTIVE

Clear Channel Communications seeks Account Executives for their radio properties in Atlanta. Choice candidates have radio experience, are self-motivated and are team players with positive attitude. Must be a service oriented relationship builder. Some agency and direct retail experience a plus. Promotional creativity desired. Compensation is commission plus generous benefits. Send resume only to: CC-Atl Sales Dept. 226, 1819 Peachtree St. N.E., Ste. 700, Atlanta, GA 30309. Fax to: 404-367-6380 or email: hratlanta@clearchannel.com We are an equal opportunity employer.

MIDWEST
**GENERAL MANAGER
WMDH A/F Muncie, Indiana**

Citadel Communications has a rare opening for a highly motivated, dynamic, sales savvy General Manager for Southern Indiana county powerhouse WMDH A/F in Muncie. Your job will be to train, recruit, motivate, and lead a great staff of professionals to meet and exceed expectations! Excellent compensation package, and a great opportunity for a proven pro to get a first time GM gig. Rush your resume to: Scott Meier, Regional VP, Citadel Communications, fax: 517-776-6541 or email to: Scott.Meier@Citcomm.com or call 517-776-2100. Citadel Communications is an EOE.

Springfield's New Country Y93.9 is searching for it's next 7p-Midnight Superstar! If you're ready to deliver a high energy, CHR style night show, we want to hear from you! Great phones and a passion for touching listeners lives... a must! (APD/MD opportunities for candidates with Selector experience!) RUSH your tape and resume to: Joe Crain, Program Director, WYXY-FM, 3501 East Sangamon Avenue, Springfield, IL 62707. Saga Communications is an Equal Opportunity Employer.

WEST
**Heritage West Coast
Newstalk station**

seeks 7-10PM talker. Looking for a fresh, smart, fun, entertaining host who knows how to connect. Great company, great market. Are you ready to join this world class news and talk team in the capital of California? RUSH T&R to: Cristi D. Landes, APD, KFBK, 1440 Ethan Way, Sacramento, CA 95825. EOE

We're building a new radio station from the eighties up. 96.5 The Peak, Denver's new home for the 80's and Beyond, needs a whole new staff. If you lived through the Breakfast Club, hated preppies and refused to "just say no," we need you. Please send tape and resume to:

KXPX
 1200 17th Street, Suite 2300
 Denver, CO 80202. EOE

Are you becoming increasingly uncomfortable with your surroundings in a non-Christian broadcast setting? Have you considered Christian radio? We're looking for a ministry-minded, team-spirited, talent-honed production director who will also do an on-air shift. Great location; most powerful Christian station in Arizona. Send T&R to Station Mgr., KGCB Radio, 5025 N. Highway 89, Prescott, AZ 86301. EOE

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(800) 231-7940
INTERNATIONAL

103.5 QM/FM, Vancouver's top A/C station, has a weekend morning/swing position available. The first on-air opening at QM/FM in 6 years! You must be capable of morning show fill-in. Go to www.qmfm.com/talentsearch.htm for info.

EAST

Classic Rock Jock with great production skills sought. T&R: Gary Michaels, WQWZ, 1606 W. King St., Martinsburg, W. Va. 25401. EOE (09/22)

Crystal Radio Group seeks fulltime Production Assistant. T&R: Justin Foy, 2 Pendell Rd., Poughkeepsie, NY 12001. EOE (09/22)

You're doing the job... now get the credit and title. We need a hot country programmer to make the best in the area even better. You'll need a knowledge of automation and you'll be joining the fastest growing company in the region. Prior PD experience not required. Rush your T&R to: John Winter, WNCQ, One Bridge Plaza, Suite 204, Ogdensburg, NY 13669. Or e-mail john@q1029.com. Do it today! EOE

**NATIONAL SALES
MANAGER**

East Coast Group Radio Broadcaster with radio stations in top 50 markets is presently interviewing for the position of national sales manager. Qualified applicants must have a minimum of five years in radio sales and strong contacts with large national accounts, both at the advertising agency level and the client level. Choice candidates are aggressive closers who maintain rate and inventory integrity, are knowledgeable of Arbitron, Maximizer and Scarborough, and have promotional creativity. Excellent benefits package includes major medical, dental and 401K plans. Please submit resume with cover letter and earning requirements to: Radio & Records, 10100 Santa Monica Blvd., #921, 5th Floor, Los Angeles, CA 90067. EOE


ARE YOU READY for this???
Major Opportunity In Boston:

MIX 98.5 seeks upbeat and fun midday air talent who understands and entertains today's Adult Top 40 listener! Minimum 3 years experience required and experience with Hot AC or Adult Top 40 preferred. Live in one of America's most beautiful cities and work for Infinity Broadcasting's award winning Mix 98.5.

Send airchecks (lots of 'em!) and resume to: Greg Strassell, VP Programming MIX 98.5, WBMX 1200 Soldiers Field Road, Boston, MA 02134

NO PHONE CALLS

WBMX is an equal opportunity employer. Women and minorities are encouraged to apply.

Tele-Media Broadcasting has immediate openings for mid-level salespeople in Albany, New York. Sell 4 stations to an active list that includes local direct and agency clients. Prospecting, presentation and closing skills required. Great benefits package: Health care (eye and dental included), 401K, incentive reward programs and training. Relocation expenses paid. Earn more than you did last year! Fax resume today to Kathy Andrews at 518-456-6377. EOE

KC101-New Haven, CT (Clear Channel's WKCI-101.3-FM) is looking for a Morning Show Co-Host. Love of CHR, a discipline to keep morning show on time and on track and the ability to play off a very funny partner are needed for this position. Previous on-air experience a must. Tapes and resumes to: Program Director, KC101, 495 Benham Street, Hamden, CT 06514. Females and minorities encouraged to apply. EEO.

Production/Creative Services

Major Market suburban station in Northeast needs creative and hardworking Production Director. Copywriting, Voice and digital Production skills a must for handling our client needs, and station creative. Make your mark at a unique station in a top-10 market. We use all digital editing and playback. Jock skills a plus, airshift a possibility. Send resume & samples to: Radio & Records, 10100 Santa Monica Blvd., #922, 5th Floor, Los Angeles, CA 90067. EOE

PROGRAM DIRECTOR

WPCH-FM, Atlanta's #1 AC has a rare opening for a Program Director. We are looking for someone who has a successful track record, has passion for the format and wants to work in the world's greatest city. Applicants should send resume and latest copy of ratings to: Dept 227, 1819 Peachtree St. N.E., Ste. 700, Atlanta, GA 30309 fax 404-367-6380.

Email: hratlanta@clearchannel.com. No phone calls accepted. We are an equal opportunity employer.

**Sales Manager
WRNSAM/FM**

Greenville-New Bern-Jacksonville Ratings and revenue leading station needs an experienced leader. You must be able to manage, motivate and lead veterans and new recruits in the art of radio advertising sales. Demonstrable track record in achieving revenue goals a must. You must be eager to hit the streets with your sales team and develop relationships with our key accounts. Excellent compensation. Fax resume to: Brian Schimmel, General Manager, (252) 523-4877. EOE. A NextMedia station.

Locally-owned stations is looking for your PERSONALITY for drive/Asst PD! Small-market AM/FM battling 3 medium markets and winning. Our Hot Country FM is a 2000 ACM top-10 nominee for Station of the year. T&R to WAKG/WBTM, 710 Grove St. Danville, Va 24543, att: "Hutch". EOE females/minorities encouraged.

www.rroonline.com

OPENINGS

OFFICE ASSISTANT

Detail-oriented, high energy, organized, self-motivated, multi-tasker. Great computer and office skills. Coast To Coast Promotion, adult alternative, nac, jazz inde co. Fax resume: 818-501-6621. EOE

PRODUCER/ENGINEER

Tired of working at a radio station, producing spots written by an A/E, with 10 minute deadlines and mediocre voice talent, limited SFX and music libraries? Worried about job security every 6 months when the station changes hands?

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Operations Manager
Oakdale Post Audio
3329 S. Eastern Ave.
Las Vegas, NV 89109 EOE

www.rronline.com

OPENINGS

Attention Veteran Programers or first time Managers: Opportunity in New York State medium market for on air PD. Send tape and resume to: Pollack Media Group, 860 Via De La Paz, Suite D-2, Pacific Palisades, CA 90272. EOE

Mornings on Infinity Broadcasting's Arrow in Sacramento, California

The Arrow 93.7 "Rockin Hits of the 60s and 70s", has a rare opportunity for the right Morning personality to join our team. We are a music intensive morning show where "7 song supersets start at 7". Are you able to balance the music with an upbeat, real personality, strong local focus, high relatability to Adults, and a sense of humor with a bit of an edge? Send resume and tape NOW-what are you waiting for? Steve Garland, Program Director, THE ARROW 93.7, 5244 Madison Ave, Sacramento, CA 95841. EOE

RADIO & RECORDS

10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable sales tax) in the United States or \$695.00 overnight delivery (U.S. funds only), \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two R&R Directories issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher.
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OPENINGS

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Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (POT)** eight days prior to issue date. Address all ads to: R&R Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

POSITIONS SOUGHT

R&R Opportunities Free Advertising

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

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8450. Only free positions sought ads are accepted by e-mail to: kmumaw@rronline.com Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

R&R Opportunities Advertising

1x \$150/inch 2x \$125/inch

Rates are per week (maximum 35 word per inch including heading). Includes generic border. If logo, custom border or larger heading are required, add 1/2 inch (\$60 for 1x, \$50 for 2x). In addition, all ads appear on R&R's website. (www.rronline.com).

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The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping and handling.

Positions Sought: \$50/inch

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

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FORMAT MANAGERS

We are looking for bright, energetic, music-loving, out-of-the-box thinking individuals to become Format Managers for a variety of English language formats including Pop CHR, Classical, Country, and International Dance as well as foreign language music formats in Arabic, Hindi, Mandarin and Japanese. The right people will be turned loose to create programming that will make the world sit up and take notice. Warning: these are not your father's radio stations! (Job Code: HR; AC-FM)

The positions above will be based out of Washington DC. Successful candidates have the responsibility of overseeing and managing the programming of one or more formats. This responsibility encompasses determining the playlists, scheduling and rotating the music, hiring and managing talent, creating sweepers, promos and liners and using creativity to develop a feel and personality for the format(s). We seek individuals with at least 5 years of radio programming/music experience. Knowledge of international music a must. Knowledge of Selector a must.

OPERATIONS MANAGER

We are seeking tomorrow's digital, broadcasting expert. This candidate will be responsible for the operational aspects of our broadcast facility. (Job Code: HR; AC-OM)

The position above will be based out of Washington DC. The successful candidate will be responsible for the delivery of the WorldSpace product globally. Must be proficient with all aspects of radio automation, digital production, transmission and studio operations. The individual must be familiar with the operation of today's communications systems such as T-1's, ISDN's, LAN's and WAN's. We seek individuals with at least 5 years of professional broadcast experience.

PRODUCTION

We're hiring unique thinkers for our Production department. Ability, creativity and dedication are a must, so is digital production mastery. All experience levels are encouraged to apply. We also have potential openings for bilingual producers fluent in the following languages: Arabic, Hindi, Japanese, Mandarin, Portuguese and Spanish. Please send resume and production demo to Dave Marsh.

The position above will be based out of Washington DC. The successful candidate's responsibilities include but are not limited to producing excellent image promos, sweepers, ID's, jingles and all forms of radio production. Voice work will also be required.

We offer competitive compensation and a complete benefits package. For consideration respond with cover letter, resume and salary requirements, indicating job code, to:



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THE INDUSTRY'S NEWSMAGAZINE

R&R The Back Pages.

National Airplay Overview September 22, 2000

CHR/POP

LW	TW	ARTIST	SON	LABEL
1	1	3 DOORS DOWN	Kryptonite (Republic/Universal)	
2	2	DESTINY'S CHILD	Jumpin' Jumpin' (Columbia)	
3	3	MADONNA	Music (Maverick/WB)	
4	4	JANET	Doesn't Really Matter (Def Soul/IDJMG)	
5	5	CHRISTINA AGUILERA	Come On Over (All I Want...) (RCA)	
6	6	MATCHBOX TWENTY	Bent (Lava/Atlantic)	
9	7	98 DEGREES	Give Me Just One Night... (Universal)	
13	8	CREED	With Arms Wide Open (Wind-up)	
7	9	TONI BRAXTON	He Wasn't Man Enough (LaFace/Arista)	
11	10	SOULDECISION	Faded (MCA)	
14	11	PINK	Most Girls (LaFace/Arista)	
12	12	EVERCLEAR	Wonderful (Capitol)	
8	13	BRITNEY SPEARS	Lucky (Jive)	
10	14	NINE DAYS	Absolutely (Story Of A Girl) (550 Music)	
16	15	NELLY	Country Grammar (Fo' Reel/Universal)	
20	16	VERTICAL HORIZON	You're A God (RCA)	
21	17	BON JOVI	It's My Life (Island/IDJMG)	
15	18	BBMAK	Back Here (Hollywood)	
22	19	BAHA MEN	Who Let The Dogs Out (Artemis)	
18	20	JOE	I Wanna Know (Jive)	
17	21	JESSICA SIMPSON	I Think I'm In Love With You (Columbia)	
24	22	SAMANTHA MUMBA	Gotta Tell You (Wildcard/Polydor/Interscope)	
23	23	THIRD EYE BLIND	Deep Inside Of You (Elektra/EEG)	
27	24	DEBELAH MORGAN	Dance With Me (DAS/Atlantic)	
25	25	FASTBALL	You're An Ocean (Hollywood)	
28	26	BARENAKED LADIES	Pinch Me (Reprise)	
33	27	'N SYNC	This I Promise You (Jive)	
30	28	EVAN AND JARON	Crazy For This Girl (Columbia)	
31	29	KANDI	Don't Think I'm Not (So So Def/Columbia)	
29	30	NO AUTHORITY	Can I Get Your Number (Maverick)	

#1 MOST ADDED

MATCHBOX TWENTY If You're Gone (Lava/Atlantic)

#1 MOST INCREASED PLAYS

CREED With Arms Wide Open (Wind-up)

TOP 5 NEW & ACTIVE

FRAGMA Toca's Miracle (Groovious/Atlantic)

WHEATUS Teenage Dirtbag (Columbia)

ROBBIE WILLIAMS Rock DJ (Capitol)

SISQO Incomplete (Dragon/Def Soul/IDJMG)

DEXTER FREEBISH Leaving Town (Capitol)

CHR begins on Page 93.

AC

LW	TW	ARTIST	SON	LABEL
3	1	ODD HENLEY	Taking You Home (Warner Bros.)	
1	2	MARC ANTHONY	You Sang To Me (Columbia)	
2	3	FAITH HILL	Breathe (Warner Bros.)	
4	4	LEANN RIMES	I Need You (Sparrow/Curb/Capitol)	
5	5	CHRISTINA AGUILERA	I Turn To You (RCA)	
6	6	LONESTAR	Amazed (BNA/RLG)	
7	7	BBMAK	Back Here (Hollywood)	
8	8	SAVAGE GARDEN	I Knew I Loved You (Columbia)	
12	9	CELINE DION	That's The Way It Is (550 Music)	
11	10	LARA FABIAN	I Will Love Again (Columbia)	
10	11	BACKSTREET BOYS	Show Me The Meaning Of... (Jive)	
9	12	W. HOUSTON & E. IGLESIAS	Could I Have This Kiss Forever (Arista)	
16	13	MARTINA MCBRIDE	There You Are (RCA/RLG)	
13	14	BRIAN MCKNIGHT	Back At One (Motown/Universal)	
15	15	BACKSTREET BOYS	The One (Jive)	
14	16	PHIL COLLINS	You'll Be In My Heart (Hollywood)	
17	17	JIM BRICKMAN	The Love I Found In You (Windham Hill)	
20	18	FAITH HILL	The Way You Love Me (Warner Bros.)	
19	19	SANTANA F/ROB THOMAS	Smooth (Arista)	
21	20	MARC ANTHONY	My Baby You (Columbia)	
23	21	ELTON JOHN	Friends Never Say Goodbye (DreamWorks)	
22	22	JOE	I Wanna Know (Jive)	
24	23	STING	Desert Rose (A&M/Interscope)	
—	24	HUEY LEWIS & GWYNETH PALTROW	Cruisin' (Hollywood)	
25	25	SHELBY LYNNE	Gotta Get Back (Island/IDJMG)	
26	26	ROXETTE	Wish I Could Fly (Edel America)	
28	27	CORRS	Breathless (143/Lava/Atlantic)	
27	28	DAVE KOZ F/MONTELL JORDAN	Careless Whisper (Capitol)	
—	29	BILLY GILMAN	One Voice (550 Music)	
30	30	EVAN AND JARON	Crazy For This Girl (Columbia)	

#1 MOST ADDED

'N SYNC This I Promise You (Jive)

#1 MOST INCREASED PLAYS

HUEY LEWIS & GWYNETH PALTROW Cruisin' (Hollywood)

TOP 5 NEW & ACTIVE

LEANN RIMES Can't Fight The Moonlight (Curb)

SOLEIL MOON Never Say Goodbye (MFO)

NINA GORDON Tonight And The Rest Of My (Warner Bros.)

SAVAGE GARDEN Affirmation (Columbia)

LEE ANN WOMACK I Hope You Dance (MCA)

AC begins on Page 140.

CHR/RHYTHMIC

LW	TW	ARTIST	SON	LABEL
1	1	NELLY	Country Grammar (Fo' Reel/Universal)	
2	2	PINK	Most Girls (LaFace/Arista)	
3	3	MYA	Case Of The Ex (Whatcha...) (University/Interscope)	
4	4	RUFF ENDOZ	No More (Epic)	
9	5	MYSTIKAL	Shake Ya Ass (Jive)	
7	6	KANDI	Don't Think I'm Not (So So Def/Columbia)	
8	7	EMINEM	The Way I Am (Aftermath/Interscope)	
5	8	JANET	Doesn't Really Matter (Def Soul/IDJMG)	
6	9	DR. DRE	The Next Episode (Aftermath/Interscope)	
10	10	MADONNA	Music (Maverick/WB)	
14	11	SISQO	Incomplete (Dragon/Def Soul/IDJMG)	
12	12	CHRISTINA AGUILERA	Come On Over (All I Want...) (RCA)	
11	13	DESTINY'S CHILD	Jumpin' Jumpin' (Columbia)	
13	14	JAY-Z	Big Pimpin' (Roc-A-Fella/IDJMG)	
16	15	DA BRAT F/TYRESE	What'chu Like (So So Def/Columbia)	
15	16	NEXY	Wife (Arista)	
17	17	COMMON	The Light (MCA)	
19	18	LIL BOW WOW	Bounce With Me (So So Def/Columbia)	
18	19	JOE	I Wanna Know (Jive)	
25	20	DESTINY'S CHILD	Independent Women Pt. 1 (Columbia)	
23	21	DMX F/SISQO	What You Want (Ruff Ryders/IDJMG)	
32	22	JA RULE F.C. MILIAN	Between Me... (Murder Inc./Def Jam/IDJMG)	
24	23	98 OEGREES	Give Me Just One Night... (Universal)	
33	24	CHANGING FACES	That Other Woman (Atlantic)	
39	25	NELLY	E.I. (Fo' Reel/Universal)	
30	26	LUDACRIS	What's Your Fantasy (Def Jam South/IDJMG)	
35	27	BAHA MEN	Who Let The Dogs Out (Artemis)	
27	28	DEBELAH MORGAN	Dance With Me (DAS/Atlantic)	
34	29	ERYKAH BADU	Bag Lady (Motown/Universal)	
29	30	TRINA	Pull Over (Slip 'N Slide/Atlantic)	

#1 MOST ADDED

MACK 10 Tight Ta Def (Hoo Bangin'/Priority)

#1 MOST INCREASED PLAYS

DESTINY'S CHILD Independent Women Pt. 1 (Columbia)

TOP 5 NEW & ACTIVE

E-40 F/NATE DOGG Nah, Nah... (Sick Wid It/Jive)

CAM'RON What Means The World To You (Epic)

SHYNE F/BARRINGTON LEVY Bad Boyz (Bad Boy/Arista)

SHAGGY It Wasn't Me (MCA)

YOLANDA ADAMS Open My Heart (Elektra/EEG)

CHR begins on Page 93.

HOT AC

LW	TW	ARTIST	SON	LABEL
1	1	MATCHBOX TWENTY	Bent (Lava/Atlantic)	
2	2	NINE DAYS	Absolutely (Story Of A Girl) (550 Music)	
3	3	STING	Desert Rose (A&M/Interscope)	
5	4	EVERCLEAR	Wonderful (Capitol)	
6	5	SISTER HAZEL	Change Your Mind (Universal)	
4	6	VERTICAL HORIZON	Everything You Want (RCA)	
7	7	3 DOORS DOWN	Kryptonite (Republic/Universal)	
10	8	VERTICAL HORIZON	You're A God (RCA)	
16	9	CREED	With Arms Wide Open (Wind-up)	
9	10	NINA GORDON	Tonight And The Rest Of My... (Warner Bros.)	
11	11	BARENAKED LADIES	Pinch Me (Reprise)	
14	12	BON JOVI	It's My Life (Island/IDJMG)	
13	13	BBMAK	Back Here (Hollywood)	
8	14	CREED	Higher (Wind-up)	
18	15	EVAN AND JARON	Crazy For This Girl (Columbia)	
17	16	FASTBALL	You're An Ocean (Hollywood)	
15	17	SANTANA F/ROB THOMAS	Smooth (Arista)	
12	18	MACY GRAY	I Try (Epic)	
19	19	THIRD EYE BLIND	Never Let You Go (Elektra/EEG)	
21	20	THIRD EYE BLIND	Deep Inside Of You (Elektra/EEG)	
20	21	DIDO	Here With Me (Arista)	
23	22	MADONNA	Music (Maverick/WB)	
22	23	ODD HENLEY	Taking You Home (Warner Bros.)	
27	24	FAITH HILL	The Way You Love Me (Warner Bros.)	
24	25	'N SYNC	It's Gonna Be Me (Jive)	
26	26	NO DOUBT	Simple Kind Of Life (Interscope)	
30	27	CORRS	Breathless (143/Lava/Atlantic)	
—	28	WALLFLOWERS	Sleepwalker (Interscope)	
—	29	EVE 6	Promise (RCA)	
25	30	MACY GRAY	Why Didn't You Call Me (Epic)	

#1 MOST ADDED

MATCHBOX TWENTY If You're Gone (Lava/Atlantic)

#1 MOST INCREASED PLAYS

CREED With Arms Wide Open (Wind-up)

TOP 5 NEW & ACTIVE

CHRISTINA AGUILERA Come On Over (All I Want...) (RCA)

RED HOT CHILI PEPPERS Californication (Warner Bros.)

ROXETTE Wish I Could Fly (Edel America)

SANTANA F/DAVE MATTHEWS Love Of My Life (Arista)

BRITNEY SPEARS Lucky (Jive)

AC begins on Page 140.

URBAN

LW	TW	ARTIST	SON	LABEL
1	1	MYSTIKAL	Shake Ya Ass (Jive)	
3	2	ERYKAH BADU	Bag Lady (Motown)	
2	3	TONI BRAXTON	Just Be A Man About It (LaFace/Arista)	
5	4	LIL BOW WOW	Bounce With Me (So So Def/Columbia)	
10	5	CHANGING FACES	That Other Woman (Atlantic)	
7	6	MYA	Case Of The Ex (Whatcha...) (University/Interscope)	
4	7	COMMON	The Light (MCA)	
6	8	SISQO	Incomplete (Dragon/Def Soul/IDJMG)	
8	9	YOLANDA ADAMS	Open My Heart (Elektra/EEG)	
12	10	CARL THOMAS	Summer Rain (Bad Boy/Arista)	
11	11	DMX F/SISQO	What You Want (Ruff Ryders/IDJMG)	
19	12	PROFYLE	Liar (Motown)	
14	13	BIG TYMERS #1	Stunna (Cash Money/Universal)	
9	14	RUFF ENDOZ	No More (Epic)	
18	15	TRINA	Pull Over (Slip 'N Slide/Atlantic)	
13	16	JOE	Treat Her Like A Lady (Jive)	
17	17	LIL' ZANE F/112	Callin' Me (Worldwide/Priority)	
23	18	JAY-Z F/EMPHIS BLEEK & AMIL	Hey Papi (Def Soul/IDJMG)	
22	19	NO QUESTION I	Don't Care (Ruffnation/WB)	
15	20	BOYZ II MEN	Pass You By (Universal)	
24	21	LUDACRIS	What's Your Fantasy (Def Jam South/IDJMG)	
25	22	KELLY PRICE	You Should've Told Me (T-Neck/Def Soul/IDJMG)	
16	23	KANDI	Don't Think I'm Not (So So Def/Columbia)	
20	24	DESTINY'S CHILD	Jumpin' Jumpin' (Columbia)	
33	25	DESTINY'S CHILD	Independent Women Pt. 1 (Columbia)	
28	26	SHYNE F/BARRINGTON LEVY	Bad Boyz (Bad Boy/Arista)	
29	27	BEENIE MAN	Girls Dem Sugar (Virgin)	
21	28	NEXY	Wife (Arista)	
38	29	WYCLEF JEAN	911 (Ruffhouse/Columbia)	
27	30	LUCY PEARL	Don't Mess With My Man (Overbrook/Pookie/Beyond)	

#1 MOST ADDED

R. KELLY I Wish (Jive)

#1 MOST INCREASED PLAYS

R. KELLY I Wish (Jive)

TOP 5 NEW & ACTIVE

SOMETHIN' FOR THE PEOPLE... Ooh Wee (Warner Bros.)

DONELL JONES This Love (Untouchables/LaFace/Arista)

GURU W/ANGIE STONE Keep Your Worries (Virgin)

BEBE WINANS F/MCKNIGHT & JOE Coming Back Home (Motown)

SPARKLE It's A Fact (Motown)

URBAN begins on Page 111.

ROCK

LW	TW	ARTIST	SON	LABEL
1	1	3 DOORS DOWN	Loser (Republic/Universal)	
2	2	RED HOT CHILI PEPPERS	Californication (Warner Bros.)	
3	3	PRIMUS W/DZZY N.I.B.	(Divine/Priority)	
5	4	CREED	With Arms Wide Open (Wind-up)	
4	5	3 DOORS DOWN	Kryptonite (Republic/Universal)	
6	6	KENNY WAYNE SHEPHERD BAND	Last Goodbye (Giant/Reprise)	
7	7	METALLICA	Disappear (Hollywood)	
8	8	FUEL	Hemorrhage (In My Hands) (550 Music)	
9	9	NICKELBACK	Breathe (Roadrunner)	
11	10	AC/DC	Meltdown (EastWest/EEG)	
18	11	CREED	Are You Ready (Wind-up)	
10	12	PAPA ROACH	Last Resort (DreamWorks)	
48	13	COLLECTIVE SOUL	Why Pt. 2 (Atlantic)	
12	14	8STOPS7	Question Everything (Reprise)	
13	15	STONE TEMPLE PILOTS	Sour Girl (Atlantic)	
14	16	GOODSMACK	Bad Religion (Republic/Universal)	
15	17	U.P.O.	Godless (Epic)	
16	18	A PERFECT CIRCLE	Judith (Virgin)	
19	19	VAST	Free (Elektra/EEG)	
34	20	U2	Beautiful Day (Interscope)	
—	21	SAMMY HAGAR	Serious Jujitsu (Cabo Wabo/Beyond)	
21	22	GREEN DAY	Minority (Reprise)	
20	23	AC/DC	Satellite Blues (EastWest/EEG)	
42	24	WALLFLOWERS	Sleepwalker (Interscope)	
24	25	FULL DEVIJ JACKET	Where Did You Go? (Island/IDJMG)	
23	26	UNION UNDERGROUND	Turn Me On... (Portrait/Columbia)	
17	27	LIVE	They Stood Up For Love (Radioactive/MCA)	
26	28	FOO FIGHTERS	Next Year (Roswell/RCA)	
29	29	SLASH'S SNAKEPIT	Been There Lately (Koch)	
28	30	DEFTONES	Change (In The House Of Flies) (Maverick)	

#1 MOST ADDED

LENNY KRAVITZ Again (Virgin)

#1 MOST INCREASED PLAYS

COLLECTIVE SOUL Why Pt. 2 (Atlantic)

TOP 5 NEW & ACTIVE

SANTANA F/DAVE MATTHEWS Love Of My Life (Arista)

MILE Back To The Floor (Aware/C2/Columbia)

(HED) PLANET EARTH Bartender (Volcano/Jive)

RAGE AGAINST THE MACHINE Testify (Epic)

VALLEJO Into The New (Crescent Moon/550 Music)

ROCK begins on Page 157.



National Airplay Overview September 22, 2000

URBAN AC

LW	TW	ARTIST	SON	Label
1	1	TOMI BRAXTON	Just Be A Man About It	(LaFace/Arista)
2	2	YOLANDA ADAMS	Open My Heart	(Elektra/EEG)
4	3	BOYZ II MEN	Pass You By	(Universal)
3	4	JOE	Treat Her Like A Lady	(Jive)
6	5	KEVON EDMONDS	Love Will Be Waiting	(RCA)
7	6	BEBE WINANS F/MCKNIGHT & JOE	Coming Back Home	(Motown)
5	7	GERALD LEVERT	Baby U Are	(EastWest/EEG)
8	8	DONELL JONES	Where I Wanna Be	(Untouchables/LaFace/Arista)
11	9	CARL THOMAS	Summer Rain	(Bad Boy/Arista)
9	10	SISQO	Incomplete	(Dragon/Def Soul/IDJMG)
14	11	ERYKAH BADU	Bag Lady	(Motown)
10	12	RACHELLE FERRELL	Satisfied	(Capitol)
13	13	NORMAN BROWN F/VESTA	Rain	(Warner Bros.)
17	14	CHARLIE WILSON	Without You	(Major Hits)
15	15	LV	Woman's Gotta Have It	(Loud)
18	16	JILL SCOTT	Gettin' In The Way	(Hidden Beach/Epic)
12	17	WHITNEY HOUSTON & DEBORAH COX	Same Script...	(Arista)
19	18	AL JARREAU	Just To Be Loved	(GRP/VMG)
20	19	RUFF ENOZ	No More	(Epic)
23	20	TEMPTATIONS	Selfish Reasons	(Motown)
25	21	PHIL PERRY	Keep Me In...	(Peak/Private/Windham Hill)
24	22	BONEY JAMES & RICK BRAUN	Grazin' In The Grass	(Warner Bros.)
16	23	KELLY PRICE	As We Lay	(Def Soul/IDJMG)
—	24	AVANT	My First Love	(Magic Johnson/MCA)
22	25	NEXT	Wifey	(Arista)
29	26	AVANT	Separated	(Magic Johnson/MCA)
28	27	WILL DOWNING F/CHANITE MOORE	When You Need Me	(Motown)
—	28	MARY MARY F/B. B. JAY I	Sings	(C2/Columbia)
—	29	TAMIA	Can't Go For That	(Elektra/EEG)
30	30	KELLY PRICE	You Should've Told Me	(T-Neck/Def Soul/IDJMG)

#1 MOST ADDED

PATTI LABELLE Call Me Gone (MCA)

#1 MOST INCREASED PLAYS

AVANT My First Love (Magic Johnson/MCA)

TOP 5 NEW & ACTIVE

STEPHEN SIMMONDS I Can't Do That (Priority)

JOHNNIE TAYLOR Soul Heaven (Malaco)

LUCY PEARL Don't Mess With My Man (Overbrook/Pookie/Beyond)

LIBERTY CITY FLA. Who's She Lovin' Now? (Harrell/Jive)

PATTI LABELLE Call Me Gone (MCA)

URBAN begins on Page 111.

ACTIVE ROCK

LW	TW	ARTIST	SON	Label
1	1	3 DOORS DOWN	Loser	(Republic/Universal)
2	2	PAPA ROACH	Last Resort	(DreamWorks)
3	3	PRIMUM W/OZZY N.I.B.	(Divine/Priority)	
4	4	GODSMACK	Bad Religion	(Republic/Universal)
8	5	DISTURBED	Stupify	(Giant/Reprise)
10	6	FUEL	Hemorrhage (In My Hands)	(550 Music)
5	7	A PERFECT CIRCLE	Judith	(Virgin)
6	8	DEFTONES	Change (In The House Of Flies)	(Maverick)
7	9	RED HOT CHILI PEPPERS	Californication	(Warner Bros.)
13	10	UNION UNDERGROUND	Turn Me On...	(Portrait/Columbia)
12	11	NICKELBACK	Breathe	(Roadrunner)
17	12	CREED	Are You Ready	(Wind-up)
9	13	METALLICA	I Disappear	(Hollywood)
11	14	INCUBUS	Stellar	(Immortal/Epic)
15	15	GREEN DAY	Minority	(Reprise)
16	16	3 DOORS DOWN	Kryptonite	(Republic/Universal)
16	17	FULL DEVI	Where Did You Go?	(Island/IDJMG)
18	18	RAGE AGAINST THE MACHINE	Testify	(Epic)
19	19	(HED) PLANET EARTH	Bartender	(Volcano/Jive)
21	20	COLD	Just Got Wicked	(Flip/Geffen/Interscope)
22	21	VAST	Free	(Elektra/EEG)
20	22	BSTOPS7	Question Everything	(Reprise)
23	23	A PERFECT CIRCLE	3 Libras	(Virgin)
—	24	COLLECTIVE SOUL	Why Pt. 2	(Atlantic)
24	25	ORGY	Fiction (Dreams In Digital)	(Elementree/Reprise)
29	26	LIMP BIZKIT	My Generation	(Flip/Interscope)
26	27	LINKIN PARK	One Step Closer	(Warner Bros.)
31	28	LIMP BIZKIT	Rollin' (Flip/Interscope)	
34	29	AC/DC	Meltdown	(EastWest/EEG)
30	30	MARVELOUS 3	Sugarbuzz	(HiFi/Elektra/EEG)

#1 MOST ADDED

MEGADETH Kill The King (Capitol)

#1 MOST INCREASED PLAYS

COLLECTIVE SOUL Why Pt. 2 (Atlantic)

TOP 5 NEW & ACTIVE

LIQUID GANG Closer (Lava/Atlantic)

VALLEJO Into The New (Crescent Moon/550 Music)

WALLFLOWERS Sleepwalker (Interscope)

ULTRASPANK Where (Epic)

SLASH'S SNAKEBIT Been There Lately (Koch)

ROCK begins on Page 157.

COUNTRY

LW	TW	ARTIST	SON	Label
1	1	JO DEE MESSINA	That's The Way	(Curb)
2	2	SHEDAISS I Will...But	(Lyric Street)	
7	3	AARON TIPPIN	Kiss This	(Lyric Street)
9	4	FAITH HILL W/TIM MCGRAW	Let's Make Love	(Warner Bros./Curb)
8	5	TOBY KEITH	Country Comes To Town	(DreamWorks)
10	6	GEORGE STRAIT	Go On	(MCA)
5	7	KEITH URBAN	Your Everything	(Capitol)
3	8	ALAN JACKSON	It Must Be Love	(Arista/RLG)
6	9	JOE DIFFIE	It's Always Somethin'	(Epic)
13	10	JOHN MICHAEL MONTGOMERY	The Little Girl	(Atlantic)
12	11	LEANN RIMES	I Need You	(Sparrow/Curb/Capitol)
15	12	TRAVIS TRITT	Best Of Intentions	(Columbia)
14	13	VINCE GILL	Feels Like Love	(MCA)
17	14	PHIL VASSAR	Just Another Day In Paradise	(Arista/RLG)
16	15	MARTINA MCBRIDE	There You Are	(RCA/RLG)
19	16	BRAD PAISLEY	We Danced	(Arista/RLG)
18	17	TRACY LAWRENCE	Lonely	(Atlantic)
23	18	DIXIE CHICKS	Without You	(Monument)
22	19	SARA EVANS	Born To Fly	(RCA/RLG)
20	20	WARREN BROS. F/SARA EVANS	That's The Beat...	(BNA/RLG)
21	21	STEVE HOLY	Blue Moon	(Curb)
26	22	KENNY CHESNEY	I Lost It	(BNA/RLG)
25	23	PATTY LOVELESS	That's The Kind Of Mood I'm In	(Epic)
24	24	STEVE WARINER W/GARTH BROOKS	Katie Wants...	(Capitol)
27	25	SHANIA TWAIN	I'm Holdin' On To Love...	(Mercury)
28	26	BILLY RAY CYRUS	You Won't Be Lonely Now	(Monument)
34	27	TIM MCGRAW	My Next Thirty Years	(Curb)
30	28	TERRI CLARK	A Little Gasoline	(Mercury)
29	29	CLINT BLACK	Love She Can't Live Without	(RCA/RLG)
31	30	CHAD BROCK	The Visit	(Warner Bros.)

#1 MOST ADDED

LONESTAR Tell Her (BNA/RLG)

#1 MOST INCREASED PLAYS

TIM MCGRAW My Next Thirty Years (Curb)

TOP 5 NEW & ACTIVE

DARYLE SINGLETARY I Knew I Loved You (Audium)

CAROLYN DAWN JOHNSON Georgia (Arista/RLG)

CHALEE TENNISON Makin' Up With You (Asylum/WB)

MARK WILLS I Want To Know (Everything...) (Mercury)

GARY ALLAN Right Where I Need To Be (MCA)

COUNTRY begins on Page 123.

ALTERNATIVE

LW	TW	ARTIST	SON	Label
3	1	GREEN DAY	Minority	(Reprise)
2	2	INCUBUS	Stellar	(Immortal/Epic)
1	3	PAPA ROACH	Last Resort	(DreamWorks)
6	4	FUEL	Hemorrhage (In My Hands)	(550 Music)
4	5	DEFTONES	Change (In The House Of Flies)	(Maverick)
5	6	SR-71	Right Now	(RCA)
7	7	3 DOORS DOWN	Loser	(Republic/Universal)
12	8	ORGY	Fiction (Dreams In Digital)	(Elementree/Reprise)
10	9	DISTURBED	Stupify	(Giant/Reprise)
8	10	RED HOT CHILI PEPPERS	Californication	(Warner Bros.)
9	11	WHEATUS	Teenage Dirtbag	(Columbia)
14	12	VAST	Free	(Elektra/EEG)
11	13	3 DOORS DOWN	Kryptonite	(Republic/Universal)
17	14	U2	Beautiful Day	(Interscope)
13	15	EVE 6	Promise	(RCA)
15	16	RAGE AGAINST THE MACHINE	Testify	(Epic)
16	17	A PERFECT CIRCLE	Judith	(Virgin)
18	18	FOO FIGHTERS	Next Year	(Roswell/RCA)
20	19	LIMP BIZKIT	My Generation	(Flip/Interscope)
30	20	EVERLAST	Black Jesus	(Tommy Boy)
24	21	A PERFECT CIRCLE	3 Libras	(Virgin)
26	22	EVERCLEAR	AM Radio	(Capitol)
22	23	NICKELBACK	Leader Of Men	(Roadrunner)
27	24	LIMP BIZKIT	Rollin' (Flip/Interscope)	
25	25	DEXTER FREEBISH	Leaving Town	(Capitol)
21	26	OPM	Heaven Is A Half Pipe (It...)	(Atlantic)
31	27	HARVEY DANGER	Sad Sweetheart Of The Rodeo	(London/Sire)
23	28	EVERCLEAR	Wonderful	(Capitol)
32	29	BARENAKED LADIES	Pinch Me	(Reprise)
37	30	(HED) PLANET EARTH	Bartender	(Volcano/Jive)

#1 MOST ADDED

BLINK-182 Man Overboard (MCA)

#1 MOST INCREASED PLAYS

BLINK-182 Man Overboard (MCA)

TOP 5 NEW & ACTIVE

LENNY KRAVITZ Again (Virgin)

VALLEJO Into The New (Crescent Moon/550 Music)

SUNNA Power Struggle (Astralwerks/Caroline)

TAPROOT Again And Again (Velvet Hammer/Atlantic)

6GIG Hit The Ground (Ultimatum)

ALTERNATIVE begins on Page 169.

NAC/SMOOTH JAZZ

LW	TW	ARTIST	SON	Label
1	1	JEFF GOLUB F/PETER WHITE	No Two Ways About It	(GRP/VMG)
2	2	DAVE KOZ	Can't Let You Go (The Sha...)	(Capitol)
3	3	RICHARD ELLIOT	Moomba	(Blue Note)
6	4	EUGE GROOVE	Vinyl	(Warner Bros.)
5	5	DOWN TO THE BONE	The Zodiac	(Internal Bass)
7	6	STEVE COLE	Got It Goin' On	(Atlantic)
8	7	CRAIG CHAQUICO	Cafe Carnival	(Higher Octave)
9	8	DAVID BENOIT	Red Baron	(GRP/VMG)
11	9	MICHAEL LINGTON	Twice In A Lifetime	(Samson)
4	10	BRIAN CULBERTSON	Do You Really Love Me	(Atlantic)
12	11	ACOUSTIC ALCHEMY	Beautiful Game	(Higher Octave)
15	12	JEFF KASHIWA	Hyde Park ("Ah, Ooooh" Song)	(Native Language)
16	13	VARIOUS ARTISTS	Manenberg	(Heads Up)
20	14	AL JARREAU	Last Night	(GRP/VMG)
17	15	WALTER BEASLEY	Comin' At Cha	(Shanachie)
14	16	BRENDA RUSSELL	Catch On	(Hidden Beach/Epic)
10	17	CHRIS STANDING	Hip Sway	(Instinct)
19	18	MICHAEL MCDONALD	The Meaning Of Love	(Ramp)
13	19	GEORGE BENSON	Deeper Than You Think	(GRP/VMG)
18	20	BONEY JAMES & RICK BRAUN	Grazin' In The Grass	(Warner Bros.)
21	21	BONEY JAMES	All Night Long	(Warner Bros.)
23	22	JAZZMASTERS	London Chimes	(Hardcastle/Trippin' 'N' Rhythm)
22	23	TOMI BRAXTON	Spanish Guitar	(LaFace/Arista)
25	24	B. B. KING/ERIC CLAPTON	Come Rain Or Come Shine	(Duck/Reprise)
24	25	BRIAN MCKNIGHT	6,8,12	(Motown)
29	26	CHIELI MINUCCI	My Girl Sunday	(Shanachie)
27	27	FOURPLAY	Robo Bop	(Warner Bros.)
28	28	YOLANDA ADAMS	Fragile Heart	(Elektra/EEG)
—	29	BRIAN BROMBERG	Relentless	(Native Language)
30	30	RONNY JORDAN F/ROY AYERS	Mystic Voyage	(Blue Note)

#1 MOST ADDED

GROVER WASHINGTON JR. Chameleon (Telarc)

#1 MOST INCREASED PLAYS

RIPPINGTONS Cruisin' Down Ocean Drive (Peak/Concord)

TOP 5 NEW & ACTIVE

RONNIE LAWS Old Days/Old Ways (HDH)

WARREN HILL Mambo 2000 (Narada)

ROGER SMITH Uptown (Miramar)

MARC ANTONIO Children At Play (GRP/VMG)

JOE MCBRIDE Texas Rhythm Club (Heads Up)

NAC begins on Page 152.

ADULT ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	BARENAKED LADIES	Pinch Me	(Reprise)
6	2	U2	Beautiful Day	(Interscope)
2	3	DAVID GRAY	Babylon	(ATO/RCA)
4	4	STING	After The Rain Has Fallen	(A&M/Interscope)
5	5	WALLFLOWERS	Sleepwalker	(Interscope)
3	6	JONNY LANG	Breakin' Me	(A&M/Interscope)
8	7	COUNTING CROWS	All My Friends	(DGC/Geffen/Interscope)
13	8	MARK KNOPFLER	What It Is	(Warner Bros.)
7	9	EVERCLEAR	Wonderful	(Capitol)
10	10	SISTER SEVEN	The Only Thing That's Real	(Arista)
11	11	VERTICAL HORIZON	You're A God	(RCA)
12	12	STONE TEMPLE PILOTS	Sour Girl	(Atlantic)
14	13	JOAN OSBORNE	Safety In Numbers	(Interscope)
9	14	TRACY CHAPMAN	Wedding Song	(Elektra/EEG)
18	15	FASTBALL	You're An Ocean	(Hollywood)
15	16	SHELBY LYNNE	Gotta Get Back	(Island/IDJMG)
16	17	MATCHBOX TWENTY	Bent	(Lava/Atlantic)
17	18	DANIEL CAGE	Sleepwalking	(MCA)
20	19	DEXTER FREEBISH	Leaving Town	(Capitol)
30	20	SHAWN MULLINS	Everywhere I Go	(Columbia)
23	21	DANDY WARHOLS	Bohemian Like You	(Capitol)
21	22	SISTER HAZEL	Change Your Mind	(Universal)
—	23	JOHN HIATT	Before I Go	(Vanguard)
—	24	XTC	Stupidly Happy	(Idea/TVT)
—	25	FOO FIGHTERS	Next Year	(Roswell/RCA)
27	26	THIRD EYE BLIND	Deep Inside Of You	(Elektra/EEG)
22	27	B. B. KING/ERIC CLAPTON	Riding With The King	(Duck/Reprise)
—	28	FIVE FOR FIGHTING	Easy Tonight	(Aware/Columbia)
25	29	BONNIE RAITT	It's All Over Now, Baby...	(Artemis)
28	30	RED HOT CHILI PEPPERS	Californication	(Warner Bros.)

#1 MOST ADDED

PAUL SIMON Old (Warner Bros.)

#1 MOST INCREASED PLAYS

U2 Beautiful Day (Interscope)

TOP 5 NEW & ACTIVE

INDIGENOUS Rest Of My Days (Pachyderm)

JAYHAWKS Somewhere In Ohio (American/EEG)

STEVE EARLE I Can Wait (E-Squared/Artemis)

CREED With Arms Wide Open (Wind-up)

DAVID WILCOX Soul Song (Vanguard)

ADULT ALTERNATIVE begins on Page 181.

Publisher's Profile

By Erica Farber



DAVID PEARLMAN

Sr. Vice President/Co-Chief Operating Officer, Infinity Radio

The year 2000 has special meaning for David Pearlman. First, this November he will celebrate his 50th birthday. This is also his 30th year in the business, and he recently celebrated his 25th wedding anniversary. And, to top it all off, as Steering Committee Chairman for the NAB Radio Show, he will be personally greeting thousands of attendees as they make their way to San Francisco this week.

Pearlman, Sr. VP/co-CEO of Infinity, has had only four different logos on his paychecks during his 30 years in radio: Westinghouse, ARS, CBS and Infinity. And through a series of mergers, coupled with consolidation, all of his business worlds have come full circle and are actually now part of the same entity.

Having done virtually every job in radio, from producer to on-air to owner, Pearlman has a tremendous passion for the business. He is a morning show fanatic and still believes that it is a thrill to play a part in piecing together an entity that ultimately gets consumed by hundreds of thousands of people and delivers results to advertisers.

Getting into the business: "I've been a media junkie as long as I can remember. I was a writer, a journalist, and I had an interest in sports. During my sophomore year at Boston College I convinced the athletic director to let me have the radio rights to their nationally ranked hockey and basketball teams. I paid \$200 a night to air the games on what is now WKXS in Boston. I bought the time and the remote equipment, sold the spots and did the hockey play-by-play. I hired my friends to round out the broadcast and had a better-than-break-even first year.

"I wanted to get some more professional experience, and WBZ/Boston was the No. 1 station both in television and radio at that point. I decided to go for it. I wouldn't leave the lobby till they gave me a job. I got the last job before they went to internships at \$3.75 an hour in the promotion department at WBZ radio. The total irony is that my career started there, and now I am sitting 100 yards from where it all began."

Choosing between on-air and management: "While I was in graduate school, I ended up doing sports reporting on WEEI/Boston, then owned by CBS, when it first went all News. I was a stringer for multiple networks, covering all the major teams in Boston, and I did pieces during the all-News format. I just kept going to school because I was making money. I knew that if I didn't continue my education at that point, I would not go back.

"I graduated *magna cum laude* from BC and got advanced credit to get an MBA. It was at that point that I came to the crossroads of either continuing to pursue an on-air career and my own production company or getting to my real goal, which was to be a general manager by 30 and an owner by 40. I made both of those."

State of the industry: "I am very excited about the business. For almost our entire professional lifetime we've

been the 7% solution for advertisers. Last year we finally cracked the 8% barrier, and apparently we're going to go as high as 8.3. We've become a \$20.3 billion industry this year — double-digit growth again — and there's still lots of headroom. At the end of the day, 91.7 cents of every dollar still aren't using radio. I see that as a fabulous opportunity for the future.

"We're smarter today about how we approach the selling of our medium. With financially stronger owners in a consolidated world, the reality is a positive thing not only for the consumer, but also for the customer. For the consumer, it translates into better resources for better programming. For the customer, it gives us opportunities to come in and do multiplatform selling, which really addresses the marketing needs of the client in a more direct way, something we always gave lip service to, but now can really deliver."

Responsibilities within Infinity: "I have direct responsibility for 11 markets, and I say we work with 'soft walls.' If there was a meeting that took place in Chicago that was important to be at for a strategy session, I would certainly be there. Then there's Infinity Promotion Group, a 22-office, nationwide group of sellers and managers who customize sales promotions and marketing programs with key clients. We execute local, regional and national programs in our markets. We work very closely with large advertisers who have multiple-city or regional distribution and try to solve their marketing needs beyond just selling them spots. It's the true definition of nontraditional revenue and new business development. Jody Long heads that up for us, and she has four regional managers under her.

"Then, with Dan Mason, we represent radio in all CBS-Plus activities. This allows us to do integrated marketing platforms across all divisions of the company. It is an absolutely fabulous concept. Those are some of the more fascinating meetings I attend — to be sitting at the table with your counterparts in Outdoor, Television Network, MTV and Syndication. Mel Karmazin has really set an important tone of cooperation within and across the divisions, and I think that is an incredibly important aspect of this."

The structure of Infinity senior management: "We all wear several hats. One of the strengths of Infinity is that we are all friends, colleagues and partners at the senior level. Dan Mason, Bill Figenshu, Don Bouloukos, John Gehron and I genuinely like and respect each other. We've all accomplished a lot of things, and we don't let egos get in the way of doing great radio.

"We have soft walls between us, and we communicate effectively. There's no rivalry, no competition, no politics. We get together often as an operations committee and sit around, almost like partners in a law firm, and discuss the cases of the day, which would be the radio stations we own. I don't worry if one of my colleagues calls one of my stations. It's just not important, because we all help each other."

Biggest challenges the company faces: "In the world of consolidation management has to be a different breed of manager. How many years ago was it that *R&R* would have on the front page the headline of someone being named to head a radio group, and it was five or six stations? Today five or six stations are on one floor in one building under one manager. Today's general manager is the equivalent of a group manager 10 years ago. Now, all of the sudden, we have the need in our business to have hundreds of CEOs. That's going to put a major drain on the talents of everybody coming up through the system."

On becoming the head of the NAB Steering Committee for the Radio Show: "The NAB came to me and first had me involved with the Management Subcommittee for last year's convention. I was very aggressive about where I thought the convention could go to on another level. I was handed the job and told to help

reshape it, which I took on as a challenge. Working with a terrific group of broadcasters from around the country, we met on several occasions and brainstormed how to rebrand the NAB Radio Show.

"I think the results are in the agenda. It ranges from Colin Powell to having a subset convention on just the Internet. We've tried to directly address the issues dramatically affecting day-to-day operations in the consolidated world of radio. The 2000 version of the NAB Radio Show will be the most diversified and enlightening one ever. Like any great, legendary radio station, you constantly have to reinvent yourself. The NAB Radio Show is no different. The support of the NAB Executive Committee and the staff of the NAB has been tremendous. I think San Francisco will be reflective of that effort."

Something about Infinity Radio that would surprise our readers: "We are very entrepreneurial, very locally focused. Local managers have a lot of autonomy in running their stations in our company. If you beat your market and hit your bottom line at Infinity, it is a highly satisfying and rewarding place to be. If there is a culture, it's go out and invest in great product and sell way past your numbers and create shareholder value. As big as it is, because of the management style of senior management, I believe the personal side of the business has not gone away. A transmitter has never done a morning show or sold a spot or delivered a rating point. People are what drive our industry."

Most influential individual: "I've been very fortunate to have partnered with two of the great CEOs in U.S. business history, Steve Dodge and Mel Karmazin. They couldn't be more different in personal style, but they share a common visionary trait: an ability to bring out the best in people around them. They have both had a profound impact on my life. But my biggest influence has probably been my wife, Claudia, who is my lifetime consultant, confidante and best friend."

Career highlight: "I have lived out every broadcaster's dream. I bought my first station, a startup, turnaround, 50,000-watt signal with no audience and no revenue. I took an all-Weather format, flipped it to Hot AC. WZMX/Hartford, CT, and we went from worst to first in Connecticut in a relatively short period of time. That station later became an important catalyst for me in co-creating American Radio with Tom Stoner and Steve Dodge."

Career disappointment: "That my parents, who died prematurely, could not share with us today in person the fulfillment of many of our family's personal and professional dreams. We had a very close family unit."

Favorite radio format: "I'm a News, Sports and Classic Rock person."

Favorite television show: "I am hopelessly addicted to *The Sopranos*."

Favorite book: "*The Committed Life* to touch your soul, and *The Curse of the Bambino* to remind us why falls at Fenway Park are so painful. You have to be a Red Sox fan to understand."

Favorite movie: "*Godfather* and *Godfather II*."

Favorite artist: "Bruce Springsteen, The Beatles, The Rolling Stones. On the softer side, Elton John and Billy Joel."

Favorite restaurant: "Ambrosia's On Huntington, in Boston."

Beverage of choice: "I'm a water freak."

Stock recommendation: "Three incredibly important symbols: VIA, INF and AMT. That's what my life is tied to."

Hobbies: "Golf, tennis, skiing, softball, Red Sox baseball, Bruins hockey and media watching."

E-mail address: "dpearlman@cbsboston.com."

Advice to broadcasters: "Get rid of your tribal instincts, stop the intramural games, and let's raise radio's share to 10% or higher."

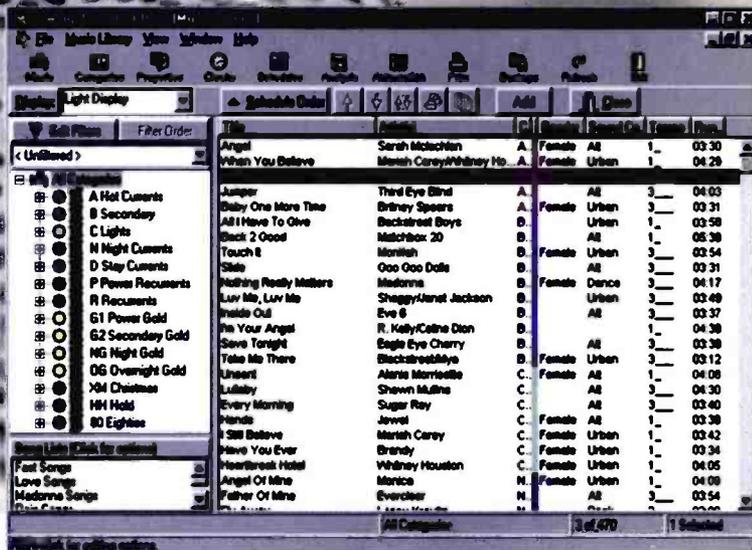
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- * Interfaces with nearly any digital audio playback system. Provides a complete schedule of all audio events.
- * Easy to install, stable multi-user network operation.
- * New release of the world's first 32-bit Windows music scheduling system.
- * Powerful Internet Tools to make your life easier.
- * Incredible Music Library where you can drag and drop one song or an unlimited number of songs from Category to Category quickly and easily. You get instant sorting, custom filtering, mass changers of every kind, unlimited saved Song Lists that can be used in a variety of ways, and more.
- * Circular and linear Clocks with unlimited number of positions. Color-coded Categories and circular clock views help you visually balance category placement within an hour.

- * Auto-Edit, Auto-Replace, Suggest-Replace, Manual-Replace, Replace by Title, Replace by Artist, and many other editing tools to make schedule editing fast and easy.
- * Highlight songs by any criteria in the Schedule Editor, navigate from one highlighted song to the next with one click, and analyze the count and percentage of highlighted songs in each hour or any combination of hours.
- * Totally customizable and flexible graphical user interface. Completely customizable printed logs, custom reports, and screen layouts.
- * Unlimited everything. Songs, Custom Song Fields, Categories, Folders, Clocks, Custom Song Properties, you name it. Use the song Properties imported from your current music scheduler or invent your own Song Properties and scheduling rules. Protections can be set up between Properties of completely different Property Groups.
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- * Dedicated and talented support people ready to help you at any time.

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* Performed this summer on the Britney Spears tour

* Over 200,000 samplers distributed on tour dates

* Featured artist for Nabisco campaign on over 6 million packages this fall

* Highlighted artist in Alloy fall catalog - circ 2.5 million

* Teen People promotion and sampler to run in November issue (streets on Oct 9th) - circ 1.5 million

* Extensive "Back to School" high school marketing campaign to run this fall

EARLY ADD AT
B96/Chicago!!

mikaila

so in love with two

Early Rotation at:

WKTU/New York	B96/Chicago
Y100/Miami	KZQZ/San Francisco
WDRQ/Detroit	KHTS/San Diego
WQZQ/Nashville	KDND/Sacramento


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"The very first time I was introduced to Mikaila several months ago I felt strong that she was going to make a tremendous mark on the music industry. 'So In Love With Two' is quite simply, a pop SMASH! A GIFT TO RADIO. Be on board now or be on board later...either way, YOU WILL be on board!"
-Erik Bradley, B96/Chicago

"Mikaila's talent is extraordinary...she carries herself not only with class, but with character far beyond her years. Mikaila's voice and natural charisma are the only production values she will ever need."
- Bruce Tyler, A.I.R.

"This is one of the best songs I've heard all year!"
- Geronimo, WKTU/New York

IMPACTING RADIO SEPTEMBER 25TH