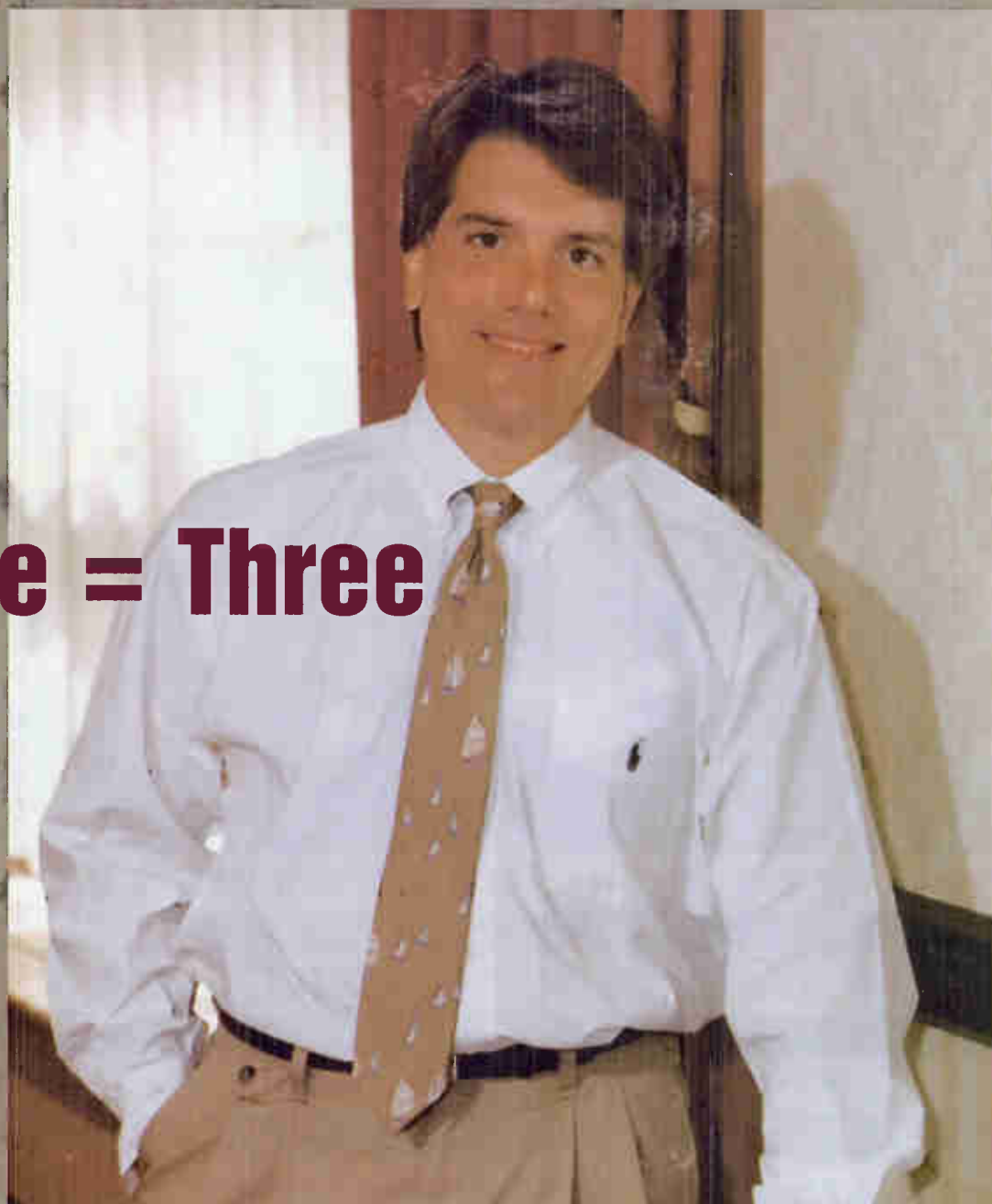




August 18, 2000

One + One = Three

**Up Close
with Nassau
Broadcasting
President/CEO
Lou Mercatanti**



Preparation & Practice = A Winning Performance
Doing Your Job Better: Selling Your Cluster's Web Sites

HERE COMES THE RUSH AGAIN

GASOLINE by The Catherine Wheel 

THE NEW TRACK FROM THE ALBUM

" W I S H V I L L E "

DEVICED BY TIM FRIESE-GREENE MIXED BY MIKE SHIPLEY

MANAGEMENT: MERCK MERCURIADIS FOR SANCTUARY MUSIC MANAGEMENT, LTD.

www.catherinewheel.com www.columbiarecords.com



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Publisher/Owner
Kal Rudman

Executive VP/GM
Fred Deane
fdeane@fmqbm.com

VP/Executive Director
Paul Heine
pheine@fmqbm.com

**Managing Director/
Modern Rock Director**
Michael Parrish
mparrish@fmqbm.com

Administrative Director
Judy Swank
jswank@fmqbm.com

Associate Director
Jay Gleason
jgleason@fmqbm.com

Progressive Director
Sybil McGuire
smcguire@fmqbm.com

**Progressive Specialist/
Advertising Coordinator**
Kevin Boyce
kboyce@fmqbm.com

Modern Rock Specialist
Mike Bacon
mbacon@fmqbm.com

Metal Radio Specialist
Bram Teitelman
bteitelman@fmqbm.com

New Media Specialist
Andy Gradel
agradel@fmqbm.com

Research Specialist
Kathy Wagner
kwagner@fmqbm.com

Art Director
Janel Drialo-McArdle
jmcardle@fmqbm.com

Designers
Nancy Green
Leslie Crawford
Gina LaMaina
Linda Steere

Production Assistants
Susan Adcock
Terry Benedetti
Kerry Ehrhart

Editorial/Research Assistants
Danielle Byfield Brad Maybe
Theresa Meire Kevin McManmon
Charmaine Parker Ginny Reilly
Liz Romaine Ruth Watts

Contributing Editors

Tom Barnes, Dave Beasing, Ted Bolton, John Bradley, Dennis Constantine, Bob Davis, Tim Davis, Alex DeMers, Greg Gillispie, Mike Henry, Liz Janik, Chris Kennedy, Randy Lane, Dave Lange, Terry Marshall, Mark Ramsey, Larry Rosin, Paul Sexton, Denny Somach Productions, Pat Welsh

Executive Mews, F-36
1930 East Marlton Pike
Cherry Hill, NJ 08003

(856) 424-9114

Fax: (856) 424-6943

Email: fmqb@fmqbm.com



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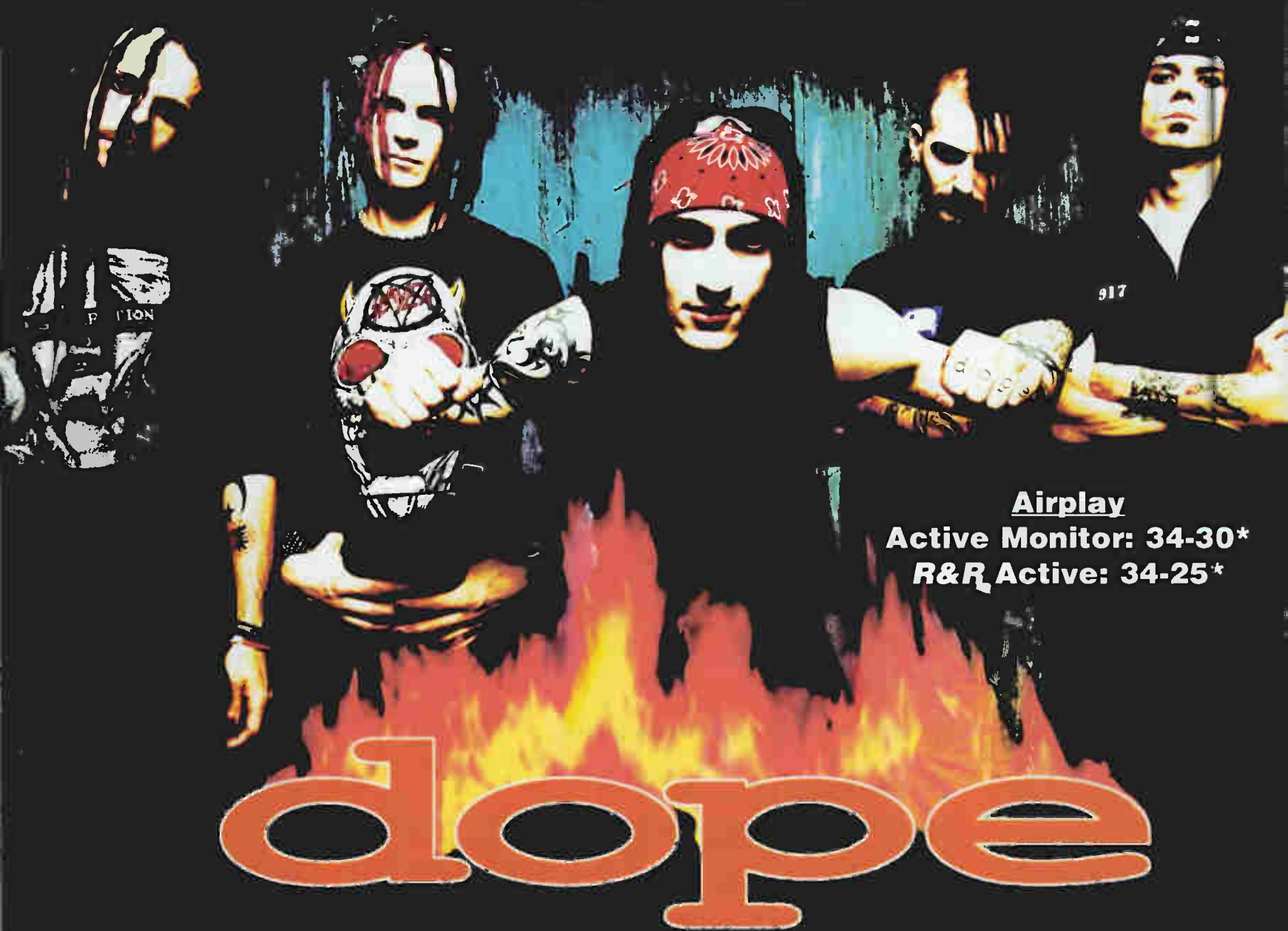
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48

REACTION!!



Airplay
Active Monitor: 34-30*
R&R Active: 34-25*

dope

You Spin Me Round (Like A Record)

The hard rockin' version of the 80's classic, from their debut album "Felons and Revolutionaries".

62 Total Stations Including:

WAAF WZTA WBZX KXXR WXTM
 KEGL KBPI KRXQ WCCC WQBK
 WNOR WXRC WMFS WIYY WYSP
 WLZR

Already Getting Requests At:

KXXR(#2) WIYY(Top 10) WJJO(Top 5)
 WKLQ(Top 5) WAAF KILO

Take it for a spin now.

Produced by Edsel Dope

Mixed by Andy Wallace

Executive Producer and A&R: Jordan Schur

Management and Direction: Chip Quigley for Kingdom Entertainment

3 New Adds: KDOT KHTQ KCLB

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Airplay = Explosive Sales

3,400-4,447 Units This Week (UP 30%)
 154,000 Units Sold!!

Boston 31x 185 +27%
 Chicago 15x 303 +23% Rank 185
 Columbus 17x 140 +77% Rank 79
 Pittsburgh 15x 204 +146% Rank 67
 And Many More!

Touring Continues! On Tour With KID ROCK!

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FCC Approves Clear Channel's Purchase of AMFM



Lowry Mays

As the saying goes, they do things bigger in Texas. Two of radios biggest companies, San Antonio-based Clear Channel and Dallas-based AMFM, have been given the regulatory green light to combine forces and

become the nation's largest radio company.

On Tuesday (8/15), the Federal Communications Commission gave its blessing on Clear Channel's \$23 billion purchase of AMFM - providing the companies sell-off 122 radio stations in 37 markets. According to a SEC filing, the companies have buyers for 100 stations, including 58 owned by AMFM, with seven additional AMFM properties put into a trust until a buyer is found. However, Clear Channel VP/Investor Relations Randy Palmer told the *Los Angeles Times* (8/16) that buyers have been secured for all the spin-offs.

The Justice Department gave their blessing on the mega-merg-

er late last month (*fmqb* 7/28). Upon closing, which could happen in a matter of weeks, Clear Channel will have operations in 32 countries, over 800 radio stations, and more than 425,000 outdoor displays. In making their ruling last month, the DOJ has ordered the company to sell off its 30 percent stake of Lamar Advertising.

Under terms of the deal, Clear Channel will swap 0.94 share for each share of AMFM, which equals \$17.1 billion based on Tuesday's closing price. Clear Channel will also assume about \$6.1 billion in AMFM debt.

-Jay Gleason

Emmis Names Jimmy Steal Regional VP/Programming



Jimmy Steal

KPWR/Los Angeles VP/Programming Jimmy Steal has been appointed Regional VP/Programming for Emmis Communications. In his expanded role, Steal will continue programming Power 106, while adding programming oversight for Rhythmic CHR KKFR/Phoenix and serving as a consultant to Country KZLA/Los Angeles.

"Jimmy's expanded role will allow him to share his battle-tested skills to a greater audience," Emmis Executive VP/Programming Rick Cummings commented. "He's a great strategist and a great fit."

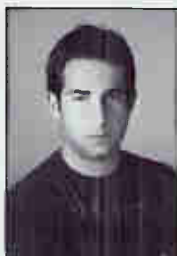
Emmis-Los Angeles Sr. VP/Market Manager Val Maki added, "Jimmy has done an exceptional job at Power 106 and I look forward to all he has to offer us at KZLA."

Steal has been with Power 106 since 1999. Other programming stops include KEGL-KDMX/Dallas, WKRQ/Cincinnati, and WXXL/Orlando.

-Jay Gleason

Rage Against The Machine Play Democratic National Convention, Reschedule Fillmore Dates... Stone Temple Pilots Change Management, Shelve Greatest Hits Album... Jimmy Page's Back Injury Forces Postponement Of Page/Crowes Second Leg, Details In Music News, starting on page 22.

Charlie Walk Promoted to Executive VP/Promotion at Columbia



Charlie Walk

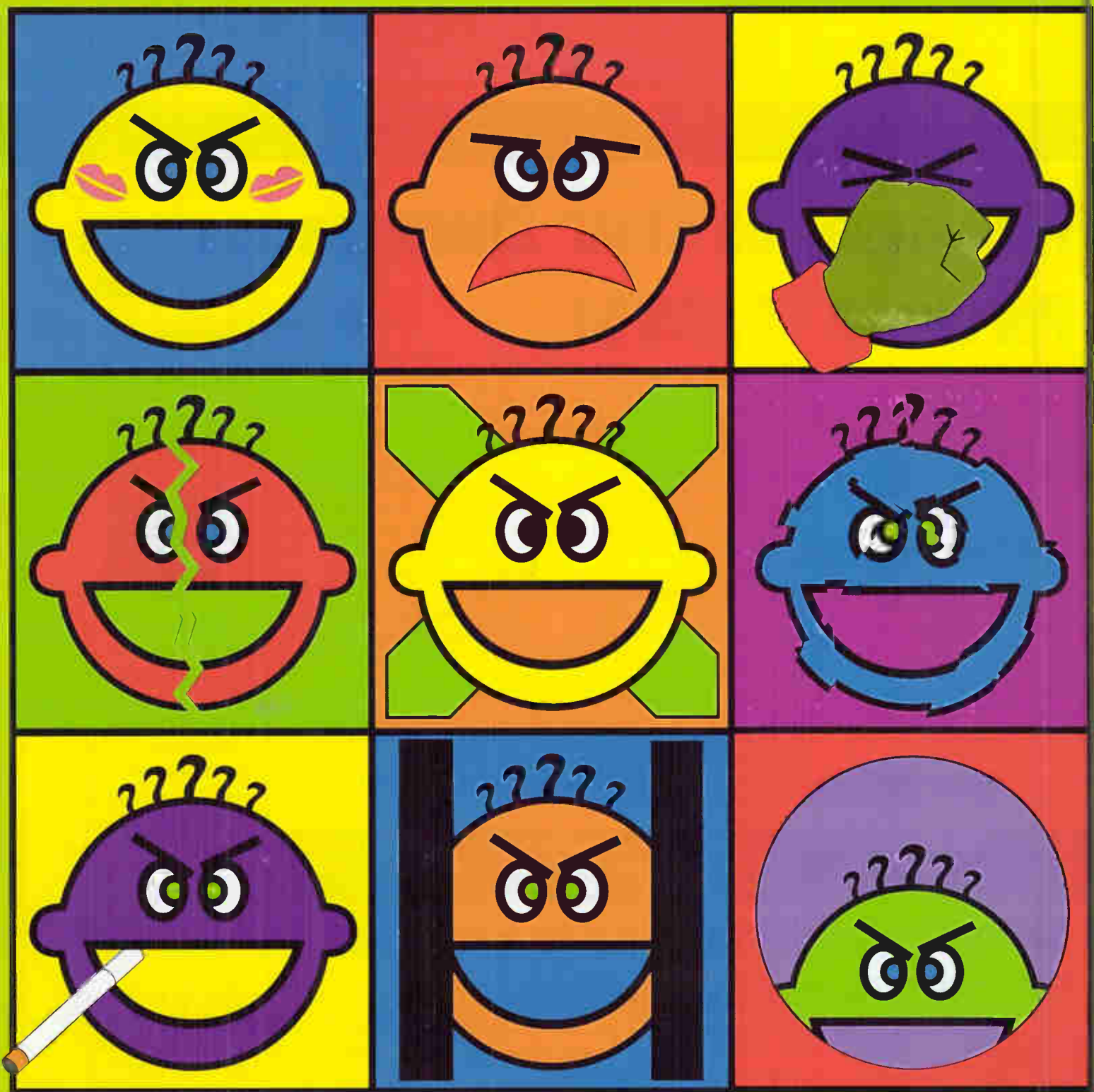
Columbia Sr. VP/Promotion Charlie Walk has been promoted to Executive VP/Promotion for the Columbia Records Group. In his new position, Walk will supervise and direct all aspects of radio and video promotion, at all formats, for the Columbia Records Group.

"Over the years, Charlie has continually proven himself as one of the sharpest executives in the business," Columbia Chairman Don Ienner said. "His instincts are unerring, his passion for music is undeniable, and his commitment to the label and our artists is inspirational. Over the years, Charlie has nurtured and maintained strong relationships at radio and video based on mutual trust and respect. He has already been doing this job over the course of the past six months and has clearly shown the leadership qualities this new position demands. It is with great pride and pleasure that I now officially announce the well deserved promotion of my friend and colleague Charlie Walk."

"I am honored to work with Don Ienner and the Columbia Records Group family, and it is a privilege to represent our roster of exceptional artists," Walk added. "Our non-traditional approach to promotion has allowed our artists to achieve maximum exposure and impact in the marketplace. My goal is to lead our promotion team as we continue to create and implement innovative campaigns utilizing multi-formats of radio and video."

Walk began his industry career as an intern/producer at WXKS (Kiss 108)/Boston in January 1987. In September of '87 he joined Sony Music Distribution as a college marketing representative for the New England branch. In January 1990, Walk was named an account representative for the branch. He moved to Columbia Records in June of that year as Northeast Promotion Manager. In April 1994, he was named Associate Director/Pop Promotion for the label and was promoted to Director/Pop Promotion in October of that year. Other promotions followed: Sr. Director/Pop Promotion (January 1995), VP/Pop Promotion (1997), Sr. VP/Pop Promotion (1998), and Sr. VP/Promotion (1999).

-Jay Gleason



FLAKK

featuring the single **“Tune In”**

Impact Date August 22, 2000



Viacom Offers To Buy Back Infinity Stock



Viacom Inc. has offered to buy back \$15 billion worth of **Infinity Broadcasting Corp.** stock that it doesn't already own at the price of \$40.00 a share. Viacom will purchase 36 percent of outstanding Infinity stock for 0.564 a share of Viacom's Class B common stock for each Infinity Class A share.

Viacom already owns 100 percent of Infinity's Class B common stock, which represents approximately 64 percent of the equity of Infinity and 90 percent of the combined voting power of Infinity's Class A and Class B common stock. Viacom acquired its ownership of Infinity through the purchase of **CBS**. Infinity has formed a special committee of independent directors to review the proposed deal.

Not soon after making the announcement, Infinity was sued by a shareholder that claims the stock is undervalued in the planned buyout. Filed in Delaware Chancery Court Thursday (8/17) by Infinity share owner **Yehuda Glatzer**, the suit contends the company is worth more, but Viacom, which owns 64 percent of Infinity, controls Infinity's board and is paying a cut-rate price.

"Viacom has tried to take advantage of the fact that the market price of Infinity stock does not fully reflect the progress and future value," of Infinity, Glatzer says in the suit, which asks a judge to stop the transaction and award damages and legal fees.

- Michael Parrish

WAMX COMES DOWN WITH THE SICKNESS

As *Disturbed* continues to win over listeners on the *Ozzfest*, they also continue to win over stations one PD/MD at a time. The band recently got some time to chill out with WAMX's *Debbie Wylde*. *Disturbed* also played a sold-out show for the station with *Apartment 26* and *Bender* opening. (L-R): *Disturbed's* Dan Donegan; *Wylde*; *Disturbed's* David Draiman.



CABBIE HELPS GROHL LEARN TO FLY

K-Rock/New York's *Crazy Cabbie* must have figured that there was nothing left to lose when he swept Dave Grohl into his arms during this tender backstage moment. (L-R): *Foo Fighters* Nate Mendel and Taylor Hawkins; *K-Rock's* Cane and *Crazy Cabbie* holding Grohl.



Cumulus Records \$9.3 Million Loss



CUMULUS

Cumulus, already reeling from a series of shareholder lawsuits in spring after it restated its quarterly results, took a \$9.3 million write-off, the company announced while posting their Q2 results. The financial loss stems from a bookkeeping charge for the shutdown of Cumulus Media's Internet activities and the consolidation of its back-office operations from Chicago and Milwaukee to Atlanta, including personnel severance, abandonment of leases in Milwaukee and Chicago and asset write-offs.

Cumulus CEO **Lew Dickey** says that the company has reduced the workforce from 3,100 people on April 28 to 2,600 as of August 1. Dickey also told analysts that "previous management" had "mortgaged the future" by severely reducing ad rates for short-term gains in late 1999 and the first quarter of this year. Sales staffers now must complete the **Apex** (formerly Lytle Organization) sales train-

ing course and will push for higher ad rates during contract renewal.

"We don't expect to see measurable growth in revenue until the first quarter of 2001," Dickey admitted.

In other news regarding the beleaguered company, Cumulus' deal with **Connoisseur** will close on or before October 2 and Cumulus Media should have a new COO on-board before 2001. Cumulus also has deals to sell clusters in ten markets to **Clear Channel**. Cumulus is obligated to spend \$212.8 million for acquisitions through the end of 2000, but Dickey says that it currently has cash availability of \$210.5 million. The acquisitions are due to close in 2001. While the company's net revenues rose 36.7 percent to \$62.6 million and broadcast cash flow grew over twenty percent for the second quarter, the company's loss per share was 51 cents, higher than last year's 35 cent per share loss.

-Sybil McGuire



Closer to Myself **radford**

the new single from



from their self-titled debut release
ON YOUR DESK NOW

Produced by Paul Fox
Mixed by Tom Lord-Alge
A&R Direction: Bruce Flohr
Management: Richard Bishop and David Crowley for 3AM

**On Over 55
Rock Stations!**

10 New Adds Including:
WXRC WMFS WXBE
KIBZ WEGR
...To Name A Few



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Over 40 Adds First Week!

Including...

WMFS WQXA WLUM
WCCC WTKX WRAT
WCMF WDHA WROQ

Foo Fighters

NEXT YEAR

from the Platinum album **THERE IS NOTHING LEFT TO LOSE**

PRODUCED BY ADAM KASPER AND FOO FIGHTERS • MIXES BY DAVE WAY AND ADAM KASPER • MANAGEMENT: G.A.S. ENTERTAINMENT

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**FIRST BAND
ON MOON!**



"One small step for man, and one giant leap for all Foo-kind."



deadline news

Modern Rock Semi>Returns to Kansas City

As of 10:00 a.m. Thursday (8/17), Entercom moved the Classical format and call letters of KXTR, located at 96.5 FM, to 1250 AM. Replacing the Classical format at 96.5 is a Hot AC/Top 40 hybrid, with a Modern Rock lean, dubbed "The Buzz." Brian Burns, formerly of WDCG (G105)/Raleigh, has been appointed Station Manager of the new KRBZ. Active Rock sister KQRC MD/afternoon drive personality Valorie Knight has been named PD of "The Buzz." Keith Eubanks has been retained for imaging duties. KQRC is seeking a new MD/afternoon drive person. Send T&R to Vince Richards, 4935 Belinder, Westwood, Kansas 66205. No phone calls please. For you record types, the new number at KQRC and KRBZ is (913) 677-8998.

WMPS Flips From Modern to Progressive

Modern Rock WMPS/Memphis flipped to Progressive on Wednesday (8/16). Gone is "The Phantom," replaced by "The Memphis Pig." The station is currently jockless with pig sound effects running between songs. During our monitor on Thursday morning we heard music from John Mellencamp, Eric Clapton and B.B. King, and David Lindley, to name a few. PD Tommy Davis remains in place.

Jonas Nachsin Promoted to President at Roadrunner

Roadrunner Records Sr. VP/GM Jonas Nachsin has been elevated to President of the label. He replaces Derek Shulman, who exited last week (*fmqb* 8/11).

MeasureCast Launches Streaming Audience Measurement Service

A company called MeasureCast has launched a third-party streaming audience measurement service featuring next day reports. The company has also signed its first customer BroadcastAmerica. While existing streaming measurement companies, such as Arbitron's Infostream, deliver results within months of a streamed broadcast, MeasureCast is the first service to provide its customers with data within 24 hours of a Webcast. "The streaming industry desperately needs a credible third-party measurement service that gives advertisers the information and the confidence to make critical online buying decisions," Broadcast America President/CEO John Brier said. "Rather than trying to mold traditional methods to a very untraditional medium, MeasureCast has developed a powerful new measurement tool that is easy to use and appropriate for the Internet streaming industry." MeasureCast uses a unique server-side technology called Active Event Monitoring to record the exact number of streams requested from an Internet broadcaster's streaming server.

- Former AMFM Sr. VP George Toulos has been named Sr. VP of leading Christian broadcaster Salem Communications... News Corp.'s Rupert Murdoch has held informal talks with CBS about keeping UPN alive. News Corp. is purchasing ten TV stations from Chris-Craft for \$5.35 billion (see *Consolidation Front* page 12). The stations are currently part of UPN, which is owned by CBS parent Viacom. "We would like to see [UPN] developed, maybe with us as a partner," Murdoch told reporters. "We have had informal talks with CBS but there is no progress to report." Meanwhile, Chris-Craft has acknowledged that a number of lawsuits have been filed alleging various breaches of fiduciary duties in connection with the proposed sale of the company's stations to News Corp... WRAX/Birmingham PD Dave Rossi will cover midday duties via voice tracking with the departure of MD/middayer Suzy Boe... Johnny on the Spot has been named morning man at KFMZ/Columbia, replacing Driver - now in mornings at WZOR (The Razor)/Green Bay-Appleton. Johnny was most recently morning show producer at KPNT/St. Louis.

Dear PD...

At what point do you open up the daypart on an edgier night record? How early in the day will you start to spin it?

I will open up a record when I see it start researching with 25-34 year olds. The night category/daypart usually starts at 7:00 p.m.

What can you do to "own" a concert with band and venue management tightening up restrictions as far as meet-and-greets and onstage announcements go?

Fuck 'em! You can own any event that you want. It just takes a bit of creativity. Some ways include getting listeners to show up in station t-shirts for ticket upgrades. Make sure to sticker everyone or hand out buttons.... Have the station vehicles at the venue.... Throw out balloons to the audience during the intermission between bands.... Bring a wireless mic and set it to the stage mic frequency and make your own stage announcements. The main thing is to have as many people in front of the venue with your call letters on. Perception becomes reality.

I would like my full-timers to work weekend airshifts, they would prefer the time off. Meanwhile, my part-timers would love to pick up the extra shifts. How do I handle the situation to make both the full-timers and the part-timers happy?

Hey if you'd ask me what I prefer - I'd prefer to lay on the beach with two Swedish bimbos, but that ain't gonna happen either. Your full timers need to understand that radio in the year 2000 includes weekend shifts - even if it's voice tracked. Your part timers can get extra hours working with promotions and fill-in stuff. Remember, it's your budget and your ass on the line if you're over.

How far in advance do you start booking bands for a summer festival?

I start looking for bands in December the previous year. I usually have them booked by February for my May event.

What do you do when you catch your jock "entertaining" a member of the opposite sex in the studio while on the air?

Join in or even better yet, send the jock out for more beer so you can do some alone time with the babe. Hey, we're all one big happy family, right?

Got a question for a future Dear PD column, or want to be on the list of rotating programmers answering the questions? E-mail us at DearPD@fmqbm.com. You can also fax us at 856-424-6943.

Sales Up 50%
7,600 Units Scanned
Up From 5,000

Monitor Active: 14*
Monitor Mainstream: 18*
R&R Active: 14*

THE UNION UNDERGROUND

Starting To Research
Coast-To-Coast!

#4 Most Requested
Active Rock Record
in the Country!

On Tour Now!!!

8/24	Sauget, IL	9/7	Norfolk
8/25	Toledo	9/10	Knoxville
8/26	Detroit	9/12	New Orleans
8/29	Boston	9/13	Lafayette, La
8/30	New York City	9/23	Huntington, WV



'TURN ME ON "MR. DEADMAN" THE FIRST TRACK FROM THEIR DEBUT ALBUM ...AN EDUCATION IN REBELLION

PRODUCED & ENGINEERED BY DON GILMORE
CO-PRODUCED BY BRYAN SCOTT & PATRICK KENNISON
MIXED BY BRENDAN O'BRIEN
MANAGEMENT: JAMES JEDA AT JJM

ALBUM IN STORES NOW

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Portrait

COLUMBIA
TRISTAR
RECORDS & ENTERTAINMENT

Doing Your Job Better: Selling Your Cluster's Web Sites

**DOING
YOUR
JOB
BETTER**

Over the past several years, Web sites have become an increasingly important way for radio stations to reach their listeners. As the Information Age has evolved, the demand for full-time, on-site Webmasters and coordinators has peaked. With the proper technology and technicians in place, the next, very vital phase of maximizing Web presence is under way.

Radio companies have recently come to the conclusion that the time has come to place key sales managers in market clusters to sell advertising and create revenue exclusively on their station's Web sites. One particular cluster that has experienced recent success in Internet revenue is **Clear Channel Orlando**. Clear Channel hired former publisher/editor turned Internet General Sales Manager **Greg Nixon** in November to further the company's Web sales agenda. He works with one full-time Webmaster and two part-time employees dedicated to a variety of



CLEAR CHANNEL COMMUNICATIONS, INC.

Internet-related duties. Like all Clear Channel Internet cluster teams, he also works closely with the Clear Channel Internet Group, based out of Chicago (home offices for the Web Service Group) and the technical services team in Covington, Kentucky. "Our goal in Orlando is to create packages that includes the Internet in radio buys," says Nixon. "That gives us a way to drive our listeners from the station to the Web site."

The cluster of Entertainment Talk **WTKS**, Active Rock **WJRR**, Oldies **WSHE**, Lite Rock **WMGF**, Sports outlet **WQTM-AM**, News **WWNZ-AM** and soon **CHR WXXL-FM** reach over 1.2 million people in the Orlando area. Educating and driving those listeners to the stations' Web sites can create a very profitable alternative means of revenue for the company. With the overwhelming majority of the cluster's revenue streams accumulated through stand-alone radio advertising, their Web efforts have acted almost like an eighth radio station, a little brother of sorts, having generated in excess of \$600,000 this fiscal year.

Nixon works with over 40 sales account executives within the cluster, building ad packages for clients that increases traffic to the stations' Web sites and enhances the click-through ratio for their advertisers. Clear Channel tags radio ads back to a station's site, where listeners will see the clients' ads and click through to the advertised product, company or service. Because of the on-air tagging, Clear Channel has seen a much higher click-through ratio. Theme parks, for instance, are very satisfied clients and offer an exciting enticement to potential consumers. Any client that offers a product or service high in entertainment value or offers once-in-a-lifetime, exclusive deals to the consumer will more than likely see their Internet advertising dollars well spent with Clear Channel's Orlando cluster.

A recent **WTKS** promotion saw 20-year central Florida radio veteran **Jim Phillips**, host of *The Phillips Phile*, kick-off an impressive amount of excitement on his one-year anniversary show. Through Disney, 3,000 tickets were given away in groups of four over a three-week period. Three sets were given away everyday on the Internet, and three sets were handed out every hour on the air. Phillips talked about the promotion and teased the Web giveaway and the station ran spots in different dayparts during the weekdays. The campaign experienced a 30 percent click-through ratio on that contest's Web button, which is off-the-scale considering the click-through national average is about one percent.

Some campaigns are more successful than others, but that all depends on what the message is and what action you're telling the listener to take once they visit the Web site. Overall, Nixon's campaigns average a four to eight percent click through ratio on Web ads tagged by radio spots. Advertising packages tied-in with programming have proven to be the most successful, more so than any Web-site only campaigns.

Couponing is another productive aspect of Web advertising that many clients have taken advantage of. Restaurants and retail outlets have made special savings vouchers and coupons available via on-line coupon pages. Listeners can print out coupons and

redeem them at the client's place of business. This is a great way to increase Web traffic, bolster click-through ratios and enhance the return on the advertiser's investment.

Other prosperous ad campaigns include those with car dealerships where listeners can get information on new cars by clicking on banner ads, in turn sending valuable information to the dealerships helping them to secure leads. One dealership even sponsored a station's Web cam and saw dramatic click-through results.

The recent launch of the cluster's health and entertainment portal, *Taste Orlando*, offers advertising opportunities to pharmaceutical companies, sports medicine outlets and general physicians, as well as restaurants, clubs, theaters and retail outlets. Search engines located in the portal also offer a valuable service to Central Floridians seeking fast information and detailed results.

The main challenge in selling your Web sites lies within your track record, creativity and presentation. "There's more steps in the sales process because we find that nine out of every ten clients don't have an Internet budget," says Nixon. "We present our package and show how powerful the Internet and radio can be together."

Decisively answering the questions "How will it benefit me?" and "How is it going to make money and is it going to work?" should serve to create fruitful and long-lasting relationships with potential advertisers, relationships that can generate commitments for three, six or twelve months.

-Mike Bacon

Generate non-traditional revenue, cement your brand, and help a deserving local charity with *fmqb's* station-branded BuzzBands CDs.

A tremendous opportunity for Programming, Marketing, and Sales to team up with a vehicle to both image the station and super-serve every client involved. Since the disc cannot be sold for profit, our revenue source comes from a sponsorship angle, both distribution and coupon. KISS puts a monetary value on every unit of airtime, and the client receives their value during the heavy concentration of recorded promos and on-site remotes. The other win is that we are supporting a charity that is core to the community and our station. Our public file is filled with letters from recipients whose lives have been positively altered forever. The BuzzBands CD is now an extension of the KISS brand—another marketing arm that fulfills our goal of owning the image of the station and introduces San Antonio to the great new songs and artists. This image is a 'hip factor' that is difficult for many clients to attain through standard associations and opportunities." — Kevin Vargas, Program Director; Janis Maxymof, General Sales Manager, KISS/San Antonio

"A great imaging and sales tool. Plus it's good for listeners and the charity. Listeners think it's great and the price is right." — Joel Cosseboom, Station Manager, KPOI/Honolulu

*"Long after the ZETA frisbee has been lost in the woods, the ZETA t-shirt was ripped by an ex-girlfriend, and the ZETA coffee mug was shattered by a hurricane, the ZETA CD produced by *fmqb* remains. Not only does it enforce the association between ZETA and these bands, it's a quality prize that listeners respect, and therefore keep for years and years. *fmqb* does a nice job of allowing us to completely customize the CD with our own art, inside and out."* — Steve Brancik, WZTA-FM Promotions, ZETA/Miami



"Huge on the street. Great charity builders! We donated profits to Big Brothers and Big Sisters." — Robin Lee, PD, WZZO/Allentown

COMING NOVEMBER 2000: BUZZBANDS VOL. 5

The hottest developing Rock bands on the air. The coolest, four-color cover art, customized for your station. To inquire about securing this turnkey promotion for your station (or to get a free sample), contact Paul Heine (pheine@fmqbm.com), Mike Parrish (mparrish@fmqbm.com), Jay Gleason (jgleason@fmqbm.com) or Mike Bacon (mbacon@fmqbm.com) at 856-424-9114.

"One of the hottest promotional items we've had in a long time. Every band on the CD was played on 'JRR' and were very hot at the time the CD came out." — Rick Everett, Promotions Director, WJRR/Orlando



"The top-selling CD for several weeks at Phoenix-area Zia locations. Quickly sold-out. Super-served out P1s, since we played nearly every track. We donated over \$6,000 to the Metro Phoenix Boys And Girls Club charity." — J.J. Jeffries, PD, KUPD/Phoenix

"OUR LISTENERS LOVE THE BUZZBANDS CD. THEY ARE TURNING INTO COLLECTOR'S ITEMS. A REALLY COOL STATION IMAGING PIECE." — SHANON NORRIS, WBYR/Ft. WAYNE

*"We sold two sponsorships and expect to raise over \$1500 to benefit The American Red Cross. The artist line-up was very timely, as several of the bands were touring and receiving radio support. Overall I was pleased with the product and service from *fmqb*."* — Cy Valanejad, Marketing Director, Cox Radio Inc. Tulsa

"Raised over \$7,000 for Children's Cancer Research Foundation. Highly recommend this project to anyone looking for a cool cross-promotional opportunity." — Heidi Kramer, Promotions & Marketing Director, WRIF/Detroit





Programming

- Former KTXQ/Dallas PD **Andy Lockridge** has been named Director of Operations for Hispanic Broadcasting's Dallas cluster. He will be responsible for the company's Spanish News **KESS**, Spanish AC **KDXX-AM/FM**, Tejano **KHCK**, and Regional Mexican **KKMR**. Lockridge was most recently Promotion Director at **Susquehanna's Merge933 (KKMR)**... Former **KXFX-KMGG/Santa Rosa PD Steve Garland** has been tapped as PD for Classic Hits **KXOA/Sacramento**. Garland replaces **Mark Evans** who will now concentrate on his programming responsibilities at Country sister **KNCL**... With the arrival of **Mike Killabrew** to **WMFS/Memphis (fmqb 8/11)**, MD **Dave Clapper** has exited. Clapper will be announcing his next venture shortly and can be reached at (901) 761-5143 or dclapper@hotmail.com... **WRAX/Birmingham MD/midday host Suzy Boe** has exited... **WHRL/Albany's** new address is 1 Washington Square, Albany, NY 12205. OM **Susan Groves** can be reached at (518) 452-2837. MD **Chris Osborne's** new phone number is (518) 690-4772, and the programming fax line is (518) 690-4773... **Casey Kasem, Gary Owens, Lee Abrams, Kent Burkhardt, and Dr. Don Rose** will be participating in the **NAB's Legends Session** on Saturday, September 23 at the **NAB Radio Show** in San Francisco. The Radio Show Exhibit Hall will also feature a new "Web Station," which will offer information on how stations can start or enhance their online initiative... Seattle-based **Broadcast Programming** has been renamed **Jones Broadcast Programming**. The company has been a division of **Jones International Networks** since August 1999.

Air Talent



John Grappone

- As hinted by *fmqb* (8/11), **KFOG/San Francisco** afternoon host **John Grappone** has segued to morning host of **Susquehanna Classic Rock That Really Rocks** sister **The Bone (KSAN)**, effective August 21. "I knew he listened to us sometimes when he was in his car," **Bone PD Larry Sharp** said. "I think our hard driving music re-ignited his passion for high energy Rock. Plus, my staff and I were determined to get **Grappone** on **The Bone**, so I made him an offer he couldn't refuse." **Grappone** signed off **KFOG** on August 4 after an eight-year run with the Progressive outlet. "My **KFOG** days were great and I'll miss the ultra-loyal **Fogheads**," he said. "They should know that I was a victim of **The Bone** staff doing their best to brainwash me. Whenever I passed one of them in the hall they would chant 'Grappone on **The Bone**, man, Grappone on **The Bone**.' After months it worked." Meanwhile, former **KSJO/San Jose-San Francisco** air talent **Jimmy Steel** has joined **The Bone** for nights.

- **Johnny Riggs**, who resigned his afternoon drive position at **WHFS/Washington, D.C.** after pleading guilty to possession of child pornography (*fmqb* 8/11), told the *Washington Post* (8/15) that he probably received the photos in question from listeners. "Anybody can get anything like that sent to them and, once you have it, I have no idea how you get rid of it," **Riggs** said. "If I send you some sort of child porn as a joke and you downloaded it and they have some reason to

continued on page 12



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a short presentation in our Exhibit Booth (#2402) at the **NAB Radio Show**, September 20-23 in San Francisco.

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radio front continued

continued from page 11

search your computer... you're screwed, my friend." Riggs, who regularly gave out his e-mail address on-air, admitted he opened an e-mail, saw a pornographic image and then deleted it – believing that it was erased from his computer's hard drive. "I was talking to a friend at another radio station, and he said, 'My God – this could be any of us,'" he added. "When I resigned, I was pointing out to my co-workers that these were things that we'd all gotten in the last week or so." Riggs received probation for his plea and must read and write an essay on *The Corner*, a story of heroin addiction set in Baltimore. In return, he will have three separate drug charges dropped. Riggs claims to be drug free for the last three years and that police "turned up empty vials containing enough traces for them to pin a drug charge on me." Police were originally sent to the home to investigate a claim that Riggs attempted to purchase anabolic steroids over the Internet. He believed he was purchasing "fat burning muscle building pills." A message from Riggs was posted on WHFS' Web site on Friday (8/11). "I hope that you have faith enough in me to realize that I am the person that you always thought I was, and not the scary person reflected by the State's charges," the posting read in part.

- Recently, WNNX/Atlanta *Morning X* members **Barnes, Leslie** and **Jimmy** sent morning show "butt" boy **Rich Shertenlieb** on a mission: Test out toilet seats at a local Home Depot. Shertenlieb accepted the challenge and went in search of the perfect fit for his "oddly shaped" rear-end. After numerous warnings from the store manager and a public toilet-testing spectacle, he was arrested for public indecency. This Wednesday (8/16), Shertenlieb, along with noted Atlanta attorney **Brian Steele**, made their case in court. The station has invited 99X listeners to show their support for the Atlanta Assman by exercising their constitutional right to assemble by attending the trial at the Municipal Courthouse.



label front

- **3:33 Music Group** Director of Promotion/Artist Development **Mike Savage** and Marketing Director **Ellen LaFair** have exited the label. Savage can be reached at (213) 389-4178... **Andrew Lipsher** has been promoted to Senior VP/Worldwide Corporate Development at **BMG Entertainment**. Lipsher joined BMG in May 1999 as VP/Corporate Development... According to the *Los Angeles Times* (8/16), **Paradise Music & Entertainment Inc.**, a New York-based provider of music management and production, let go of 30 employees (33 percent of its work force) in order to reduce costs. The cuts were a result of the ongoing strike by **SAG** and **AFTRA** against the advertising industry. Company-wide salary reductions will also take place... The **Island Def Jam Music Group** has announced the creation of **STREETLABS**, a new talent Internet search operation. STREETLABS will also market the label's existing roster and accept uploaded demos from unsigned artists... Concert booking agencies **QBQ Entertainment** and **Principal Artists Group** have announced that they will officially operate under the **Artist Group International** (AGI) name effective September 15. AGI previously served as holding company for both QBQ and Principal. Under this new umbrella, AGI's talent roster now includes such acts as **Celine Dion**, **Billy Joel**, **Ricky Martin** and **Metallica**.

- **WYNF/Sarasota APD**/morning man **Ron Michaels** is moving to **Clear Channel Active Rock** sister **WXTB/Tampa** for afternoons. He replaces **Max Logan** who exited last month (*fmqb* 7/7). Michaels will also oversee the Web sites of 'XTB and Classic Rock sister **WTBT** as Internet Services Director. The rest of the 'YNF morning show remains intact – **Brent Mitchell**, **James "Meat" Russell**, and **Nicole Harris**. Meanwhile at 'XTB, **Bubba The Love Sponge** producer **Spiceboy** has added overnight duties. Overnights were previously voice-tracked by former 'YNF PD **Brian Medlin** – now APD at **WBGG/Miami**... **KFMZ/Columbia** morning man **Driver** has joined **WZOR (The Razor)/Green Bay-Appleton** for the same... **WNOR/Norfolk Extreme** 99 host **Jennifer White** will exit the station August 25 for the evening slot at **WXTM/St. Louis**... **KTEG/Albuquerque AMD**/night host **Egghead** has exited. His shift will be covered by **KSJO/San Jose-San Francisco's Mikey** via Prophet... A caller to the **Howard Stern** show was arrested after making threats against Democratic VP candidate **Joe Lieberman**. A caller identified as "Nazareen" called Stern on Monday (8/14) threatening to kill the Senator. The Secret Service called the **WXRK/New York** studios to get a tape of the conversation and arrested the man later that night.

Management

- **Premiere Radio Networks** has announced a number of changes that will take place upon closing of the **Clear Channel-AMFM** merger. **Rhonda Monk**, most recently head of Sales for Premiere, has been named VP/Director of Network Sales. The National Sales management team has also been announced. **Mike Connolly** and **Cathie Mongeralla** will oversee the Eastern Region. **Dan Smith** and **Ken Walker** will cover the Midwest Region. **Kim Hunter** handles the Southwest. **Sue Swenson** takes the Southwest Region. **Jack Nail** will continue as Sr. VP/Sales.



consolidation front

- **Rupert Murdoch's News Corp.** has purchased **Chris-Craft** for \$5.35 billion. Under the terms of the deal, the ten TV stations – jointly owned by Chris-Craft, **BHC Communications**, and **United Television** – will be operated under News Corp.'s **Fox Television** division... **Ceridian** will have a special meeting of shareholders on October 5 to vote on a reverse split of common stock following the spin-off of **Arbitron** to a separate company.



washington beat

- The **FCC** has submitted questions to **AOL** and **Time Warner Inc.** regarding the proposed merger of the two companies. The Commission is seeking clarification on key issues regarding how the combined company would open their cable system to competing Internet providers as well as additional documentation about America Online's instant-messaging system. Competitors have argued that the AOL instant messaging system is closed to other similar services. AOL has stated that it's working with an Internet standards body to come up with a common platform.



- A federal judge has denied **MP3.com's** request for a jury trial. MP3.com, which faces a copyright infringement suit brought on by the **RIAA**, is scheduled to go to trial August 28. However, the company has settled with all the major labels except **Universal** and **Sony**... With their court date fast approaching, lawyers for **Napster** have completed their brief, which is to be presented in court on **Friday (8/18)**. While Napster has reportedly pursued settlement talks with the RIAA, the talks have stalled and there is little hope for progress... **EMI** is suing **Global Media's** yourmobile.com for copyright infringement. The suit, which seeks \$45 million in damages, alleges that the site allows users to download more than 300 EMI songs for use as ringer tones for incoming cell phone calls. Global Music's chairman, **Ralph Simon**, stated that his company has license deals with other record companies, but does not post EMI titles on the site.

- **iBiquity Digital**, which formed as a result of the merger of **Lucent Digital Radio** and **USA Digital Radio**, has landed **Visteon** as an investor. Visteon, which currently ranks 87th on the **Fortune 500**, provides in-car computing, entertainment and navigation components for a virtual who's who of the automobile industry including **Ford**, **General Motors**, **Honda** and **Nissan**. As part of its investment, Visteon will develop an AM/FM digital radio for the auto after market utilizing iBiquity's Digital In-Ban On-Channel Digital Audio Broadcast technology.

- **Blockbuster** and **CDKnet** have announced a partnership to develop interactive, direct marketing pieces targeting customers of the video chain's 7,300 stores. The companies plan to market a multimedia CD that will be mailed to Blockbuster members containing video clips from feature films, game demos, special offers, and e-commerce links to Blockbuster.com. The CDs will make use of CDK's proprietary **Vflash** software, allowing Blockbuster to deliver customized content based upon individual user preferences... **Zomba Recordings**, home to Britney Spears, Backstreet Boys and NSYNC, has announced that they will begin selling downloadable music on the 'Net through a distribution deal with **Amplified Holdings**. The label has not unveiled details about which tracks from which artists will be made available or how much each will cost.

- **George Green**, a thirty-six year veteran of **KABC/Los Angeles**, has been named to the Board of Advisors of **Soundbreak.com**. Green, who currently heads **George Green Enterprises**, specializing in media, marketing and consulting for talent management and radio syndication, is expected to help the audio/video streaming site achieve significant growth prior to issuing its IPO... **Radio Free Virgin** has tapped **Zack Zalon** as the company's General Manager. Zalon, who was previously with the **Factory Network** and **Jimmy and Doug's Farmclub.com**, will oversee the launch of the station's new format in September.

"Nothing of importance happened today."

-July 4, 1776 diary entry of King George III of England

Question Everything

R&R Active Rock: 22-20* (+90)

R&R Rock: 17-15* (+52)

Active Rock Monitor: 23-22* (+57)

Heritage Rock Monitor: 24-17* (+44)

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WXBE 21x	WXTM 16x	KICT 22x
KBPI 20x	WRCQ 25x	KDOT 19x
WCHZ 27x	KIBZ 20x	KHTQ 14x

programming **TO** win

by Liz Janik

Preparation + Practice = A Winning Performance



It doesn't matter that Tiger Woods has already proven that he is the very best golfer in the world, he is still taking lessons on how to improve his performance. And you can bet he practices daily. I recently completed several station monitors in a major market and the experience left me as a very unsatisfied listener. Most disappointing of all in what I heard, was the low level of performance and lack of preparation displayed by many of the announcers. They did not seem to be aware that they were on a stage and putting on a 'show'. Bluntly, they were boring and predictable.

The majority of the air talent seemed to be *winging* every break. They were hitting the air with an indifference to what they were actually saying. Call letters and dial positions were regularly thrown away. The music info, when there was any, was handled poorly and, at times, the info was wrong - even basic stuff, like the name of the artist or album. Nearly every announcer *read* the official station info, and most read it awkwardly, as though they had not even seen it before, much less rehearsed it.

An air talent should sound like one friend telling another friend about an exciting contest, a hot new band or a great morning show antic. To do that, the announcer has to really know what they are talking about and not just rely on reading the copy in the book *on the fly*.

On-Air, No Talent

The experience of listening to people on air *winging* it moves between simply boring to embarrassingly painful. The impression left with the listener is that the announcers are completely unaware of their audience's existence. They don't care enough about the listener to prepare their shows and rehearse their performance. They aren't entertaining and they don't relay information well.

There are tens of thousands of listeners in each quarter hour for stations in major markets. There is not one person reading this page who would walk out in front of a stadium-sized crowd without preparing what they are going to say, yet many deejays do it on nearly every break of their shows. While the audience might not be visible, there is no difference in the size of the crowd or in the need for self-preparation on the part of the entertainer. Listeners know when announcers are just going through the motions and have nothing of value to say. They call it useless chitchat, and demand the deejays *stop wasting my time*. There are basically only two things an announcer must do every day:

- Entertain
- Inform

If announcers don't entertain and inform, and do so consistently well, they won't have a

future on the air. It seems simple, but it's not easy. It takes a lot of work.

Spontaneity Takes a Lot of Practice.

Typically, self-inflated air talent will try to convince PDs that the true essence of their entertainment value is in the total spontaneity of their ad-libs. Anyone who has actually stood up as an entertainer in front of live audience, knows this is certain death. Comedians who do improv successfully have worked for years at their craft. There are formal rules and training steps to be followed in developing improv skills. It takes a lot of preparation and practice to sound spontaneous. (Improv workshops would be good training experience for air talent - especially for morning shows)

Pre-show preparation is the dividing line between an average announcer and the real personalities who attract listeners. To be the best, means an announcer must prepare and rehearse for their show all the time. Even after working on the air for years. There is always something new for them to learn to become a better performer. Just like Tiger still takes lessons to be a better golfer.

Tell Me A Story

All announcers are actors delivering their lines on the air. At the heart of spoken word performance is the story teller and story-telling techniques. To be effective on air, announcers should study how to tell a story well. The speaking skills required to capture the interest and attention of listeners can be applied to everything that the announcer reads on-air. Great talent can make an entertaining story out of a casual ad-lib or a public service announcement.

Guidelines in Story Telling

Choose your stories to suit your audience. Know who your target audience is, and devote yourself to learning everything there is to know about them. Select the most interesting lifestyle, music or information tidbits. Present the story from the point of view that is relevant to your audience. Determine how you will tell the story. What's the point of the story? How does it begin? What are the right details to include? How will the story end?

Plan how you will link the formatic elements together in your break from start to finish. This will keep you from stumbling around on air, looking for a way to tie things together, or to close out a bit, while filling in the mental gaps with meaningless phrases and words.

Rehearse bits mentally and when possible out loud. Dedicated personalities are constantly

developing bits, phrases, comments in their heads, and out loud. These are stored to use when they are in the studio. This way, they always have more content than they can use, and can pick the best material.

Maximize your pacing. Most announcers develop a totally artificial speech pattern when they are on air. There is absolutely no pacing in their delivery, all the words and ideas are crammed together. This makes it very difficult for listeners to hear and absorb what is being said! Learning how to pause and breathe effectively is essential in getting people to listen. It will help you develop an entertaining and natural style. Focus your attention on your show when you are on air. Concentrate on what you need to do and how you will do it. A good PD will make sure the office traffic through the studio is kept at a minimum. You need to know you can throw everybody out of the studio when you are coming up to a break. Other staff members have no business being on the stage when you are about to go on and perform.

You need to mentally focus on all of the elements of your break, and gear yourself up to perform in front of thousands of people as soon as the mic is on. Most announcers simply can't do this when there are hangers-on in the studio. Having worked on the air for a long time, I can hear the change in the delivery of an air talent when they are on the phone between breaks or when there is someone else 'hanging out' with them in the studio.

The on-air studio is the worst place to hold a staff "bitch session," yet in most buildings, this inevitably happens to some degree. This activity will completely undermine your on air performance. Don't allow it during your show. Don't do it to others.

Listeners are hungry for communication and companionship. Even when there are restrictions on the amount of talk allowed, a talented announcer will still sound and feel like an entertaining companion when covering the basics. Every time an air talent has an opportunity to ad lib, they owe it to the audience to put on a show and entertain them.

Each time you open the mic, you are performing live, in front of thousands of people. If that isn't enough to make you strive to put on your very best performance on every break in your show, then please get out of radio. You're boring the listeners (and me) to death.

Liz Janik is President of Liz Janik Associates. LJA offers customized programming and research services, with extensive experience in Modern Rock and Progressive radio. (905) 454-3865.

(in **THE WEEK** music)

no. 1 buzzband



Cold
"Just Got Wicked"
Flip/Geffen

most added

1. FUEL

"Hemorrhage (In My Hands)"
(Sony/550 Music) (61)

KILO, KLPX, KRZR, WDHA, WDVE,
WEZX, WIOT, WJRR, WRIF, WWCT

2. FOO FIGHTERS "Next Year" (RCA) (35)

KZLE, WCCC, WCMF, WDHA, WIRX, WWCT, WXRX, WZXL,
WZZO, WZZQ

3. ALICE COOPER "Gimme" (Spitfire) (25)

KCGQ, KILO, KLPX, KSHE, KSQY, WIBA, WIOT, WRIF, WRXF, WZXL

4. VAST "Free" (Elektra/EEG) (21)

KICT, KSEZ, KTUX, KZRQ, WCCC, WEBN, WKLQ, WKSM,
WPXC, WXKE

5. FULL DEVIL... "Where Did..." (Enclave/Merc./DJMG) (19)

KFMW, KIBZ, KKEG, KRXQ, WHEB, WJRR, WNOR, WTKX,
WVRK, WYXZ

5. COLD "Just Got Wicked" (Flip/DJMG) (19)

KEGL, KICT, WCCC, WKQZ, WKZQ, WMMR, WTKX, WXKE,
WZTA, WZXL

6. HALFORD "Night Fall" (Metal-Is/SRG) (17)

KDEZ, KLAQ, KLPX, KNCN, KSEZ, KZZK, WCMF, WDHA, WRIF, WYBB

7. PAUL RODGERS "Deep Blue" (CMC/SRG) (11)

KRKX, KSUP, WBOP, WEGR, WFQX, WFRD, WIBA, WKTG,
WQAK, WXCM

7. MARVELOUS 3 "Sugarbuzz" (HiFi/Elektra/EEG) (11)

KLBJ, KSUP, KXXR, KZGL, WKLQ, WKSM, WQBK, WRKT,
WRQK, WYBB

7. RADFORD "Closer To Myself" (RCA/BMG) (11)

KKED, WBYR, WEGR, WKTG, WMFS, WRKT, WWBN, WXRC,
WYBB, WZBH



Exploding on to *fmqb's* Hot Trax chart at 75*, the first single from Cold's sophomore album, *13 Ways To Bleed On Stage*, picks up #5 Most Added and #1 Buzzband honors. "Just Got Wicked" pulls in 19 adds (KIOZ, WMMR, WZTA) for a total cume of 53, which includes KXXR, WXTB, WRIF, and WAAF. WAMX, WJJO and WQBK show increases of ten spins, and the song's already getting top five phones at KUPD and WXTM. "Wicked vocals, solid Rock," WJJO APD/MD Blake Patton comments. "It fits right in with everything that we're playing. This one's going to make it!"

top gainers

1. FUEL

"Hemorrhage (In My Hands)"
(Sony/550 Music) (+439)

WMFS +21, WQAK +18, WVRK +17,
WZBH +17, WEBN +16

2. PRIMUS W/OZZY "N.I.B." (Divine/Priority) (+328)

LOUD +37, WGIR +17, KNCN +15, KRWN +15, WQLZ +15

3. NICKELBACK "Breathe" (Roadrunner) (+286)

WQAK +28, WAZU +26, WIOT +18, KKED +14, KNCN +12

4. FULL DEVIL... "Where Did..." (Enclave/Merc./DJMG) (+268)

WRUF +16, KILO +15, WJJO +13, WAMX +11, KNCN +10

5. VAST "Free" (Elektra/EEG) (+252)

WBOP +12, KHOP +9, WRXF +9, WVRK +9, WZTA +9

6. KID ROCK "Wasting Time" (Top Dog/Lava/AG) (+238)

KRAB +42, KIBZ +17, WKSM +15, WAMX +14, WCLG +14

7. 8STOPS7 "Question Everything" (Reprise) (+233)

WAZU +27, KRWN +22, WHEB +22, WXBE +22, KIBZ +20

8. PAUL RODGERS "Deep Blue" (CMC/SRG) (+219)

KLUK +22, KSEK +17, WIRX +16, WEGW +14, WKIT +14

9. COLD "Just Got Wicked" (Flip/DJMG) (+192)

WJJO +11, WAMX +10, WQBK +10, KQRC +9, KRNA +9

10. AMERICAN PEARL "Free Your Mind" (Wind-up) (+186)

KRWN +25, WZZQ +14, WQBK +12, KIBZ +10, KUPD +8



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Rock
Chart 20

Airplay
Analysis 18



most requested

1 - 1• PAPA ROACH

"Last Resort"

(DreamWorks)

D - 2• 3 DOORS DOWN

"Loser"

(Republic/UMG)

3 - 3• CREED

"With Arms Wide..."

(Wind-up)

9 - 4• DISTURBED

"Stupify"

(Giant/Reprise)

5 - 5• K.W. SHEPHERD

"Last Goodbye"

(Giant/Reprise)

7 - 6• PRIMUS/OZZY...

"N.I.B."

(Divine/Priority)

8 - 7• RED HOT CHILI...

"Californication"

(Warner Bros.)

6 - 8 METALLICA

"I Disappear"

(Hollywood)

2 - 9 3 DOORS DOWN

"Kryptonite"

(Republic/UMG)

D - 10• UNION UNDERGROUND

"Turn Me On..."

(Portrait/CRG)





Orgy
"Fiction (Dreams in Digital)"
Elementree/Reprise

(orgymusic.com)

- "Fiction (Dreams In Digital)" has a definite early New Wave/retro sound, accentuated by the use of "futuristic" instrumentation. Orgy punctuates every bit of "Fiction" with their signature knack for heavy melodies and pleasing variations on musical themes that could easily become boring in unskilled hands.
- The band's Gary Numan and The Tubeway Army via KMFDM sound is sure to make windows rattle at Modern stations.
- WBCN is the first Modern to spin "Fiction."

A Perfect Circle
"3 Libras"

Virgin

(aperfectcircle.com)

- The follow-up to the #1 Active hit and #6 Hot Track "Judith" is more dynamic, showcasing Maynard James Keenan's incredible voice.
- Starting with a delicate acoustic intro, the pretty and melodic "3 Libras" builds in intensity.
- A Perfect Circle begin a headlining tour today (18) with Sunna opening.
- Eleven stations (KILO, WXRK, KFMW, KROQ) check their zodiac this week.

AC/DC
"Meltdown"

Elektra/EEG

(elektra.com)

- AC/DC gets down and Bluesy on "Meltdown," which perpetuates the classic sound that made the band an institution at Rock radio. The single also contains fiery live versions of the classics "Back In Black," "Ballbreaker," "Hard As A Rock," and "Whole Lotta Rosie."
- While "Meltdown" is a bit slower than the number one Hot Trax title track from *Stiff Upper Lip* and the Top Five "Satellite Blues," it still has a hell of a groove and Angus Young's guitar subtly sizzles.
- WFBQ, WLZR and three others are the first to "Meltdown."

Steve Earle
"I Can Wait"

E-Squared/Artemis

(artemisrecords.com)

- Steve Earle is considered one of the foremost singers and songwriters of the latter half of the 20th Century along side Neil Young and Bob Dylan. The album that "I Can Wait" comes from, *Transcendental Blues*, is possibly Earle's finest recording to date.
- Earle's long-held Beatles/Merseybeat Jones is very much in evidence on this touching, Jules Shear-goes-Fab beauty.
- Earle has just finished his North American tour and will embark on the European leg later this month.
- Seven Progressives are spinning "I Can Wait" including KGSR and KPIG as well as Rock KTAL.

Bender
"Isolate"

TVT

(tvrecords.com)

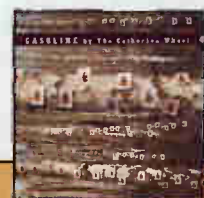
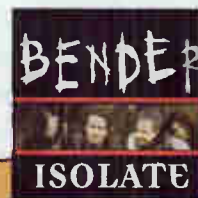
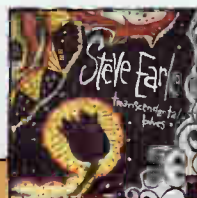
- Bender hails from Milwaukee, a city that has a trendy/Alternative urbanite East Side and a more blue collar West Side. The band combines both of these elements in their music.
- "Isolate" is a mixture of harmonic verses and riff heavy choruses with surprising musical variations on certain progressions and themes that will undoubtedly make the song successful at Modern, as well as Rock.
- The group is reminiscent of very early Soundgarden, but still has a distinctive sound that is unique to them.

Catherine Wheel
"Gasoline"

Columbia/CRG

(catherinewheel.com)

- The follow up to "Sparks Are Gonna Fly," Catherine Wheel's "Gasoline" has a laid-back groove with understated guitars and accents on harmony. The propulsive sound on "Gasoline" has an added dimension from drummer Neil Sims' innovative loop.
- An Art-Rock band in the grand style of Talking Heads, "Gasoline" has certain thematic elements similar to the works of Peter Gabriel and Pink Floyd, and ought to do well at all Rock formats.
- "Gasoline" has a really intoxicating, driving groove and singer Rob Dickinson's voice is typically haunting. The chorus is catchy, a bit of a departure for a band known for its deep and rich musical tapestries.
- Catherine Wheel recently finished up their North American tour in Canada.



airplayanalysis

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TRACKING REPORT

Call-Out Music Research

Rock and Alternative Regional Call Out

Combined Regions

		Grade			Grade
1. Higher	Creed	89	9. Californication	Red Hot Chili Peppers	75
2. Otherside	Red Hot Chili Peppers	84	10. Light Years	Pearl Jam	74
3. Absolutely	Nine Days	82	11. The Real Slim Shady	Eminem	71
4. Adam's Song	Blink 182	81	12. What Is And What...	Jimmy Page/Black Crowes	70
5. Make Me Bad	KoRn	80	13. Pardon Me	Incubus	70
6. Bent	Matchbox Twenty	79	14. American Bad Ass	Kid Rock	70
7. With Arms Wide Open	Creed	78	15. I Disappear	Metallica	69
8. Kryptonite	3 Doors Down	77			

Northeast

		Grade			Grade
1. Absolutely	Nine Days	92	9. N.I.B.	Primus W/Ozzy Osbourne	74
2. Otherside	Red Hot Chili Peppers	90	10. What Is And What...	Jimmy Page/Black Crowes	74
3. Make Me Bad	KoRn	88	11. Californication	Red Hot Chili Peppers	73
4. Higher	Creed	86	12. With Arms Wide Open	Creed	72
5. American Bad Ass	Kid Rock	82	13. You're A God	Vertical Horizon	72
6. Bent	Matchbox Twenty	80	14. Kryptonite	3 Doors Down	71
7. Adam's Song	Blink 182	76	15. Pardon Me	Incubus	70
8. Light Years	Pearl Jam	75			

South

		Grade			Grade
1. Make Me Bad	KoRn	89	9. I Disappear	Metallica	77
2. Higher	Creed	89	10. Adam's Song	Blink 182	77
3. With Arms Wide Open	Creed	85	11. American Bad Ass	Kid Rock	77
4. Loser	3 Doors Down	81	12. Bent	Matchbox Twenty	76
5. Absolutely	Nine Days	80	13. Californication	Red Hot Chili Peppers	75
6. Kryptonite	3 Doors Down	79	14. The Wicker Man	Iron Maiden	71
7. Otherside	Red Hot Chili Peppers	79	15. Pardon Me	Incubus	70
8. Light Years	Pearl Jam	78			

Midwest

		Grade			Grade
1. Higher	Creed	92	9. With Arms Wide Open	Creed	75
2. Adam's Song	Blink 182	88	10. You're A God	Vertical Horizon	71
3. Otherside	Red Hot Chili Peppers	87	11. Sundown	Elwood	69
4. Bent	Matchbox Twenty	87	12. Pardon Me	Incubus	68
5. Absolutely	Nine Days	86	13. Light Years	Pearl Jam	67
6. The Real Slim Shady	Eminem	84	14. Loser	3 Doors Down	67
7. Kryptonite	3 Doors Down	83	15. I Disappear	Metallica	66
8. Californication	Red Hot Chili Peppers	75			

West

		Grade			Grade
1. Higher	Creed	89	9. N.I.B.	Primus/Ozzy Osbourne	75
2. Adam's Song	Blink 182	83	10. Bent	Matchbox Twenty	74
3. Make Me Bad	KoRn	83	11. Light Years	Pearl Jam	73
4. What Is And What...	Jimmy Page/Black Crowes	82	12. American Bad Ass	Kid Rock	72
5. With Arms Wide Open	Creed	80	13. Absolutely	Nine Days	71
6. Californication	Red Hot Chili Peppers	78	14. The Wicker Man	Iron Maiden	71
7. Kryptonite	3 Doors Down	78	15. Pardon Me	Incubus	71
8. Otherside	Red Hot Chili Peppers	76			

Based on the top 15 songs (by Grade) of 50 songs tested in weekly call-out by Kelly Music Research. Active, Alternative, and Mainstream Rock currents are researched among P1 listeners, aged 18-44, in each format, in over 250 Arbitron metros including all large, medium and small markets. Sample is balanced proportionately according to market size within each U.S. Census region. Total weighted, rolling average sample size exceeds 800 per week. Grade scores are calculated by combining Appeal, Burn and Unfamiliarity ratings. Highest Grade scores are achieved by songs with strongest Appeal as well as lowest Burn and Unfamiliarity. For complete song list and more data, call Kelly Music Research at 610-446-0318. © 2000. All rights reserved.

musical NEWS

Rage Fights The Battle Of Los Angeles



Rage Against The Machine

The Democratic National Convention got a kick start on Monday (14), when Rage Against The Machine played a nine-song set outside Los Angeles Staples Center on the inaugural night of the convention. A crowd of fans and protesters, estimated to be between 8 and 15,000, peacefully gathered. "There's another show going on across the street from here, but it's sold out," frontman Zach de la Rocha said before the opening song "Bulls On Parade." "Our democracy has been hijacked. Brothers and sisters, all electoral freedoms in this country are over so long as it's controlled by corporations. Brothers and sisters, we are not going to allow these streets to be taken over by the Democrats or the Republicans. Because it's all of us who have built this city, and we can tear it down unless they give us what we need." Aside from that opening, the group let the music do the talking, slamming out "People Of The Sun," "Testify,"

"Guerilla Radio," "Sleep Now In The Fire," "Killing In The Name Of," and their cover of MC5's "Kick Out The Jams," among others. As helicopters circled overhead and police in riot gear surrounded the parking lot where the show was taking place, the crowd protested issues ranging from the death penalty to nuclear waste and irradiated food. There were also people supporting Green Party candidate Ralph Nader, abortion rights and the Zapatista Indians, who de la Rocha has long been a supporter of. Following Rage's incident-free set, however, the protest erupted into violence. After several speeches from protest leaders, the L.A. Latin/Hip-Hop collective Ozomatli played several songs. Fans that had climbed a security fence refused to come down from it, and the power was cut. Police moved in to disperse the crowd, and roughly 300 audience members threw chunks of concrete and road signs at police, who responded with tear gas, pepper spray and batons. Reportedly, only ten protesters were arrested, while 36 got medical attention. While the American Civil Liberties Union admonished the LAPD, a police spokesperson defended their actions. In other Rage news, the group has again cancelled their scheduled performances at San Francisco's Fillmore Auditorium. Apparently, Zach de la Rocha is sick. The shows, which are slated to be recorded for a live album, were originally scheduled to take place last month, but were postponed for the first time after Beastie Boy Mike D.'s shoulder injury forced the *Rhyme and Reason* tour to be pushed back.

- Bram Teitelman

Backbreaker: Page Down As Tour Postponed

The Jimmy Page and The Black Crowes tour has been forced to cancel the rest of the second leg of their tour following a back injury suffered by Page. Page, 56, felt well enough to play "The Wanton Song" on Monday (14) for *The Tonight Show With Jay Leno*, but opted to take the rest of the month off. The cancellations effect eight shows, ranging from last Tuesday's (15) Irvine show through the 8/30 Houston performance. The band promised that they'd try to reschedule as many of the shows as it can before the next leg of the tour begins on September 23. This will not effect the band's four sold-out Madison Square Garden shows in October. In related news, Crowes singer Chris Robinson has just gotten engaged to actress Kate Hudson. Hudson, who appears in the upcoming Cameron Crowe film, *Almost Famous*, is Goldie Hawn's daughter. While sporting a ring given to her by Robinson, Hudson told the *New York Post* that while the ring isn't an official engagement ring, that it meant "it means one day he'll be my husband, I'm sure."

-Bram Teitelman

STP Shelve Greatest Hits Album, Management



Stone Temple Pilots

Big Bang Babies, it's a pass, pass, pass. Stone Temple Pilots have scrapped plans for a fall Greatest Hits album. Originally referred to as *Big Bang Babies*, the album was to have featured songs from all four of their albums, as well as two new songs, "Heed The Water Whisper" and "You Can't Drive

Me Away." Those new songs may make their appearance on the band's next studio album. This may be the one of the first changes enacted upon the band by their new management, Q Prime. STP recently ditched Steve Stewart Management, switching to Q Prime last week. The band is planning a fall

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OZZY FIGHTS AIDS: You read it here first, kids. While Ozzy Osbourne probably isn't regarded as a humanitarian by most, he recently presented a check to LIFEbeat, the Music Industry Fights AIDS Tour Outreach Program. Through a ticket surcharge of \$.25 per ticket sold, Ozzy was able to present a check for \$100,000 to help LIFEbeat's youth HIV prevention efforts. A LIFEbeat representative also traveled with the tour to do outreach. (L-R): LIFEbeat Board President and Delsner/Slater President Mitch Slater; LIFEbeat Executive Director Tim Rosta; Ozzy Osbourne; LIFEbeat tour rep Chris Abrego; Sharon Osbourne; LIFEbeat Development Director Barri Cillie.



music news continued

Last Tuesday (15),

David Bowie and his wife, supermodel Iman, became the parents of a bouncing baby Bowie. Alexandria Zahra Jones was born at 5:06 a.m., and she tipped the scales at 7 pounds, 4 ounces. This is their third child, as each has one from a previous marriage. Bowie has Duncan, 29, from his first wife Angie, while Iman has Zulekah, 22, from her first marriage with former NBA star Spencer Haywood.

Radiohead is offering the press a chance to hear their new album, *Kid A*, in its entirety today (18). However, the album playback will take place at a secret location in London. In other Radiohead news, a phantom faked "press release" regarding the new album has been making the rounds. The press release mentions a delivery date of the first single, "Optimistic" (September 18), that the disc will contain a link to a hidden Web site featuring Radiohead b-sides and rarities. It also mentions a live performance in early September at Air studios in London in which the band will play the entire album. Another part of the release claims that the band is producing a series of animated "video blips," varying in length from 15-60 seconds and featuring music from the album as well as animation, still photography and live band footage. The press release has been described as a hoax, and while some of the information contained in the release may be true, singer Thom Yorke dismissed much of the fake release on the band's official message board this week. He put the kibosh on rumors of a supposed

limited edition CD containing two booklets and branded the supposed Webcast "complete lies." He also questioned that the band would be touring in the United States next spring. Yorke also denied the single release date, saying that there will be no singles from the album. The only news Yorke confirmed from the bogus release was that the album will be released in a 10-inch vinyl version with a double-gatefold jacket, and that a European tour will kick off on September 1 in South Wales, ending in Dublin in early October. In other Radiohead news, while nobody from Capitol has confirmed this, it has been rumored that Radiohead will play several dates in North America in October. The tentative dates are October 16 or 17 in Toronto and October 20 in Los Angeles.

Even though Santana's latest album, *Supernatural*, has sold about ten kajillion copies since its release last year, Carlos Santana has started talking about his next album. When his current tour ends in October, the guitarist will take a six-month break before heading into the studio in May. Already, he says, both Sting and Prince have expressed interest in working with him on the next album, and he has Whitney Houston and Aretha Franklin on his short list of artists he wants to work with. Santana also told rollingstone.com that he would like to have some Latin artists, such as Marc Anthony or Ricky Martin on the album as well. He's already stated working on a track with current tour-mate Macy Gray. He described the song, "Gold Digger," as "'70s campy stuff."

Rush's Geddy Lee is in the studio putting the finishing touches on his first solo album, which is scheduled to be released on October 24. The album features co-producer Ben Mink, who has worked with k.d. lang, on guitar. Pearl Jam drummer Matt Cameron plays on ten songs from the album, with fellow Canuck, Our Lady Peace drummer Jeremy Taggart, hitting the skins on the remaining song. As soon as Lee's solo album is finished, Rush will allegedly regroup and begin working on a new record, their first since 1996's *Test For Echo*.

Electronics chain Best Buy is entering the New York market next month by opening 15 stores and hosting a free Sting concert on September 12 in Central Park. Last year, Sheryl Crow played a show there, and previous concerts in the park have included Billy Joel, Paul Simon and Garth Brooks. Meanwhile, Sting is enjoying a career renaissance of sorts. His *Brand New Day* album, on the strength of the single "Desert Rose," entered the Top Ten of the *Billboard* album charts at number 10 last week, the album's highest position since its release 46 weeks ago.

With his last studio album, *Play*, platinum and a greatest hits album, *MobySongs: 1993-1998*, in stores, Moby will mount a North American tour next month. The tour dates are as follows: 9/8 Denver, 9/9 Salt Lake City, 9/10 Boise, 9/12 Vancouver, 9/13 Seattle, 9/14 Portland, 9/16-17 San Francisco, 9/18 Santa Barbara, 9/23 San Diego, 9/24 Los Angeles, 9/26 Phoenix, 9/27

Albuquerque, 9/29 Houston, 9/30 Dallas, 10/1 Austin, 10/3 St. Louis, 10/4 Kansas City, 10/5 Minneapolis, 10/6 Chicago, 10/8 Milwaukee, 10/10 Cleveland, 10/12 Detroit, 10/13 Rochester, 10/14 Toronto, 10/15 Ithaca, 10/17 Montreal, 10/19-20 Boston, 10/21 NYC, 10/25 Norfolk, 10/27 Atlanta, 11/3 Philadelphia.

Last Sunday (13), R.E.M.'s Peter Dinklage met-up with singer songwriter Robyn Hitchcock and played an impromptu show with him at a London pub. The show took place in front of about 40 people and consisted mainly of songs from Hitchcock's previous bands, *The Soft Boys* and *The Egyptians*.

Black Sabbath guitarist Tony Iommi's first solo album, *Iommi*, will be out on October 10. The guitarist has lined up an impressive array of guest musicians for the album. Dave Grohl performs on the first single, "Goodbye Lament." Other guests include Phil Anselmo, Billy Corgan, Henry Rollins, Billy Idol, The Cult's Ian Astbury, Ozzy Osbourne, System Of A Down's Serj Tankian, Type O Negative's Peter Steele, and Skunk Ananiasie's Skin. Among the musicians are Pearl Jam's drummer Matt Cameron, his former Soundgarden bandmate Ben Shepherd, veteran session drummer Kenny Aronoff, Queen's Brian May, White Zombie's John Tempesta and Black Sabbath's Bill Ward.

continued on page 24

They say Pennsylvania will decide who the next president of the United States of America will be...

They've already decided who the next great rock band is

The Clarks

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...And not just in Pittsburgh. Already working at:
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82858



Van Morrison has completed

You Win Again, a new album with Linda Gail Lewis, the sister of Jerry Lee. It's out in the U.K. on September 25 and in October in the U.S., with the single, "Let's Talk About Us," due for British release on September 11. The duo have live U.K. dates in the coming weeks including one at London's Hammersmith Apollo on October 4.

Also coming to Hammersmith are Steely Dan, who've announced an extra date there on September 10, the night after their Wembley Arena gig, and Paul Simon, who'll be at the west London venue October 23, 24 and 25 as part of the European tour to support *You're The One*, his new album, out in the U.K. on October 2. His recent compilation, *Shining Like A National Guitar - The Greatest Hits Of Paul Simon*, is certified gold and has sold 130,000 copies in the U.K., according to Warner Music. Steely Dan's *Two Against Nature* is reported by RCA to have passed worldwide sales of one million.

News From London hears that another Genesis box set is planned for release by Virgin in November, as a sequel to 1998's *Archive 1967-1975*. But the future of the band appears to be in doubt, according to an article in the current issue of British magazine *Classic Rock*. Ray Wilson, vocalist on the last Genesis studio album, *Calling All Stations*, reveals that he hasn't spoken to keyboard player Tony Banks for some months and is quoted as saying "I don't know what's going on with Genesis... I've heard the rumours about a possible reunion gig," referring to stories of a "Farewell" concert at Wembley Stadium featuring earlier members Phil Collins and Peter Gabriel. Wilson also says that he will be "out of contract" with the band in September, and is busying himself with his other band, Cut, who also have a deal with Virgin.

Placebo go for a swift follow-up to "Taste In Men" with "Slave To The Wage," out September 25 as another taster of their new album, *Black Market Music*, which follows on October 9. "Taste In Men" was a Top 20 hit in the U.K., Portugal, Spain, Italy and Mexico. The second CD format of the next release will include a cover of Big Star's "Holocaust" and a Les Rythmes Digitales mix of the lead track. Placebo play at the Carling Weekend (a.k.a. the Reading and Leeds Festival) at the end of the month and will headline London's Brixton Academy on October 31.

The next solo Spice Girl offering, ahead of their own third album which drops in early November, is Melanie B's "Tell Me," out on September 18 in the U.K. as the lead track from her solo album *Hot*, which follows on October 2.

Meanwhile, it's Melanie C who gets this week's U.K. chart glory as "I Turn To You" becomes her second solo No.1, selling over 120,000 copies to replace Robbie Williams' "Rock DJ" at the top. Janet Jackson's "Doesn't Really Matter" jumps into the chart at five, Bob Sinclar's "I Feel For You" at nine and Ruff Endz' current U.S. hit "No More" at 11. The title track from the Red Hot Chili Peppers' *Californication* debuts at 16 and helps the album itself rebound 17-9, as Ronan Keating's *Ronan* spends a second week at No.1, with U.K. garage artist MJ Cole new at 14 with *Sincere*.

News From London is compiled in the UK by Paul Sexton, who can be e-mailed directly at psexton@macline.co.uk.

music news continued

Be on the lookout for an acoustic version of the Deftones top 10 track "Change (In The House Of Flies)." The new version of the single was recorded at Studio X in Seattle earlier this month, and was produced by Terry Date, who has manned all three of their albums. Meanwhile, the band was presented with keys to the city of their hometown, Sacramento, at the end of their sold-out tour. They were also presented with plaques citing their "continued artistic achievement from the city that loves them the most. The keys and plaques were given to the band onstage by the chief of staff for Sacramento's mayor, Jimmie R. Yee. The second leg of the band's U.S. tour is scheduled to start in October, and according to rumor, may be with Stone Temple Pilots.

The Bruce Springsteen tribute, *Badlands: A Tribute To Bruce Springsteen's Nebraska*, has gotten a second bonus track added to it. Although the artist performing it hasn't been named yet, the album will also feature a cover of "Wages Of Sin," a track recorded during the sessions for the album that wasn't released until Springsteen's 1999 box set, *Tracks*. The record will be released in October on Sub-Pop Records.

This week in U2 news finds the band shooting the video for "Beautiful Day" at Paris' Charles De Gaulle airport. The video, which is expected to be released in September, was shot at the airport's new Terminal 2F. A statement from the band stated that the band had traveled through the airport many times in the past and had always admired its architecture.

Eminem has had a busy week with his family members. Last week, he rejected a \$2 million settlement offer proposed by his mother and he filed for divorce this week from his wife, Kimberly Mathers. Debbie Mathers-Briggs originally sued her son, Marshall Bruce Mathers III for \$10 million for defamation in September of 1999. Eminem fully intends to get his day in court and is scheduled to give his deposition in the case on Sept 13. He might want to call his next album the *Slim's Single LP*. Last Wednesday (16), Em filed for divorce in Detroit. The rapper's on and off relationship with his wife, Kimberly Mathers, has played itself out on both of his albums and in the press. On "'97 Bonnie & Clyde," Eminem fantasized about killing his wife and dumping her body in the ocean.

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BOHEMIAN LIKE THEM: The Dandy Warhols recently wrapped-up a sold-out tour in support of their just-released third album, *Thirteen Tales From Urban Bohemia*. The Portland group is currently getting airplay with the infectious Stones-y single "Bohemian Like You." Caught in action with Capitol execs after their Los Angeles show, the band took a second to smile for the camera. (L-R back): Monqui Management's Frank Gazzo; The Dandy Warhols' Brent DeBoer; Capitol Sr. VP/A&R Perry Watts-Russell; Dandy Warhols' Pete Holmstrom and Courtney Taylor; Capitol Sr. VP/Radio Promotions Burt Baumgartner. (L-R front): Capitol Sr. VP Sales Joe McFadden; Dandy Warhols' Zia McCabe; Capitol VP/Sales Joy Feuer; Capitol Sr. Director/Pop Promotion Michael Steele.



music news continued

She also gets killed on "Kim," a track on his current album, *The Marshall Mathers LP*. The two married last year, and have a child. "In early June, the couple separated, and since then, Eminem has come to the conclusion that a divorce is unavoidable," Interscope records says about the split. Eminem was arrested in June for an argument he got in with his wife outside a local bar. One month later, she attempted suicide. In other lawsuit news, **Renee Davis**, the estranged wife of **Jonathan Davis** of **KoRn**, has filed suit against her husband for half of his income. The recently separated couple spent nine years together, marrying in November of 1998, and in that time Mrs. Davis claims Jonathan orally promised on several occasions to financially care for her and their son, **Nathan Davis**, for the rest of their lives. In addition to the oral promise, Mrs. Davis claims since the age of 17, she has taken care of multiple facets of Davis' life and at no time pursued a career or any additional schooling than her high school diploma. Mrs. Davis is suing for breach of implied contract, among other charges. Minneapolis' **Semisonic** plans to follow-up their 1998 album *Feeling Strangely Fine* in 2001. The band has laid down about 18 tracks in various locations and plan to have the as-yet-untitled album out in the spring. Speaking with *MTV*, Semisonic singer **Dan Wilson** said the band has done some recording in a warehouse in Minneapolis and he's even recorded some vocal tracks in a hotel room in Miami, using a portable digital recorder. "We're really putting technology to work for us in a big way," says Wilson. The band will take a bit of a break from their recording or do more of it as they play the V2000 Festival in the U.K. at the end of August and the Minnesota State Fair in St. Paul on September 1.

On November 7, the surviving members of **Snot** will release *Strait Up*, a tribute to their singer **James Lynn Strait** who was killed in an automobile accident in late 1998. Recorded in honor of Strait, the disc com-

bines Snot's raw musical style with the lyrics and vocals of some very well known frontmen. **Korn's Jonathan Davis**, **Limp Bizkit's Fred Durst**, **Slipknot's #8**, **System of a Down's Serj Tankian**, **Incubus' Brandon Boyd**, **Sugar Ray's Mark McGrath** and **Sevendust's Lajon Witherspoon** will all appear on *Straight Up*. Strait died on December 11 while driving from his hometown of Santa Barbara to Los Angeles to begin work on Snot's second album.

Hole drummer and part-time **Motley Crue** time-keeper, **Samantha Maloney**, recently took a break from the *Maximum Rock* tour to chat with fans at gURL.com. Maloney, who joined Hole in 1998, said that the band have plans to meet up in October to begin writing songs for a new album and that **Eric Erlandson** is currently working on new material in Los Angeles, while **Courtney Love** is in England "searching for her mojo." Maloney also said that Hole hasn't had time to name a replacement for the departed **Melissa Auf Der Maur** because they've been concentrating on getting a new record deal and new management.

Beck's official Web site (beck.com) reports that producer **Timbaland (Jay Z, Aaliyah)** will be producing a song of his for the upcoming soundtrack to the film *Moulin Rouge*, which is set for release in December. The movie stars **Nicole Kidman** and **Ewan McGregor**. Also, *MTV* reports that the producer is also interested in working with **Papa Roach** on their next album. In other Beck news, the collaboration between him and **Willie Nelson** from 1997's *Farm Aid* will be included on a *Farm Aid* compilation coming out on September 12. The song, "Peach Pickin' Time In Georgia," was the first time the duo collaborated together. The two have since teamed up for "Drivin' Nails In My Coffin," a song featured on last year's soundtrack to the film *The Hi-Lo Country*.

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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.

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.

Radio News

WPPP Wins Spring Ratings Series with Pinpoint Programming

Manager credits PD Advantage for rise in standings

From Associated 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					DAYPART SCORES	
FM BAND	SHARE	AQH	CUME	TSL	WPPP 185, WSSS 85	AQH Share
WPPP-FM	7.2%	43,500	561,100	9.45	WPPP	12.6%
WSSS-FM	5.4%	32,500	565,000	7:15	M-F 6A-10A	12.6%
WCCC-FM	2.8%	17,100	494,300	4:15	M-F 10A-3P	11.2%
WXXX-FM	2.2%	13,100	380,300	4:15	M-F 3P-7P	8.7%
WHHF-FM	0.2%	1,100	26,700	5:15	M-F 7P-MID	8.5%
AM BAND	SHARE	AQH	CUME	TSL	WKND 6A-MID <th>WSSS </th>	WSSS
WRRR-AM	5.5%	33,400	642,200	6:30	WSSS	AQH Share
WTTT-AM	3.5%	21,200	321,800	8:15	M-F 6A-10A	7.6%
WDDD-AM	2.5%	14,900	311,300	6:00	M-F 10A-3P	4.2%
WMMM-AM	1.6%	9,800	186,600	6:30	M-F 3P-7P	4.6%
					M-F 7P-MID	4.8%
					WKND 6A-MID	4.1%

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 demo we've been targeting."

Interestingly, Jackson says the new PD AdvantageSM (version 2.5) software service from Arbitron also played a big role

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

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.

PD Advantage: When You Know More, You Program Better

PD AdvantageSM is a service mark of The Arbitron Company.



www.arbitron.com

music news continued

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Garbage have begun work on their third album, stopping work on a planned b-sides and remixes album they had been working on that was scheduled to come out later this year. Singer **Shirley Manson** has been keeping an Internet diary on the band's Web site (garbage.com) detailing the making of the album. She reports that the band have written 32 songs, nine of which will appear on the album. She also suggests that the album doesn't have a title yet, and the band is accepting titles through their site.

Rob Zombie has finished work on his directorial debut, *House Of 1000 Corpses*. The Universal movie stars noted scream queen **Karen Black**, and will open in April. Universal Studios and Zombie have designed a maze based on the movie that will open at the Los Angeles and Florida theme parks in October, just in time for Halloween.

Ministry will be the subject of a DVD/videotape coming out on September 19. *Tapes Of Wrath* will collect 13 of the group's videos. In addition to ten clips made between 1985 and 1999, the collection will also include a live performance of "The Land Of Rape and Honey," from their 1990 concert, *In Case You Didn't Feel Like Showing Up*, as well as two videos from frontman **Al Jourgensen's** side group, **The Revolting Cocks**. The listing for *Tapes Of Wrath* is: "Over The Shoulder," "Stigmata," "Flashback," "Burning Inside," "The Land Of Rape and Honey," "Jesus Built My Hotrod," "N.W.O.," "Just One Fix," "Lay Lady Lay," "Reload," "Bad Blood," "Crackin' Up" and "Do Ya Think I'm Sexy."

Afghan Whigs frontman **Greg Dulli** is getting set to release his first solo album, *Twilight As Played By The Twilight Singers*. The album, due October 2 on Columbia, is Dulli's attempt to recreate a "record-as-aphrodisiac" vibe like *Chet Baker Sings*, *Roxy Music's Avalon* or *Marvin Gaye's Let's Get It On*, *NME* reports. The record was recorded in New Orleans and the English town of Hull.

The **Scorpions** will follow in the footsteps of **Metallica** and play four U.S. cities with a full orchestra next month. In conjunction with the

release of their album, *Moment Of Glory*, which was recorded with the Berlin Philharmonic Orchestra and will be released on 8/29, the German group will be playing shows in Phoenix (9/21), Las Vegas (9/23), Los Angeles (9/28) and San Francisco (9/30). The new album was recorded in June, at the Germany's Expo 2000 World Fair. The highlights are "Hurricane 2000," a reworking of their classic "Rock You Like A Hurricane," and the title track, which has reached the Top Five in four countries. Guests on the album include **Genesis' Ray Wilson** and Italian singer **Zucchero**.

Lyle Lovett has scored **Robert Altman's** upcoming film, *Dr. T and the Women*. For the soundtrack, Lovett re-recorded "Ain't It Something," from his 1994 album, *I Love Everybody*, in addition to 13 instrumental pieces. The original Lovett tracks "She's Something" and "You Have Been So Good Up To Now" are also included. The movie, coming out in theaters on October 13, stars **Richard Gere** as a gynecologist. It also includes **Liv Tyler**, **Laura Den**, **Helen Hunt**, **Farrah Fawcett** and **Chris Robinson's** new fiancée, **Kate Hudson**.

Rock and porn go together like **Charlton Heston** and guns, so it's no surprise a new compilation is tying the two together. *Cyberotica: Presents: Deep Porn* is a compilation coming out on September 22 that will feature **Kid Rock**, **Cypress Hill's DJ Muggs** and **George Clinton** appearing alongside porn stars such as **Midori** (Rock's onetime girlfriend), **Rebecca Lord**, **Heather Hunter** and **Stacy Valentine**.

Alice Cooper has added some more dates in support of his *Brutal Planet* album. The dates are as follows: 9/1 Elmira, 9/2 Cleveland, 9/3 Detroit, 9/5 Toledo, 9/6 Lima, 9/7 Milwaukee, 9/9 Denver, 9/10 Colorado Springs, 9/12 Salt Lake City, 9/15 San Francisco, 9/16 Highland, 9/20 Los Angeles, 9/22 Las Vegas, 9/23 Albuquerque, 9/25 El Paso, 9/27 OKC, 9/29 St. Louis, 9/30 Indianapolis, 10/3 Wilkes-Barre, 10/4 Pittsburgh, 10/5 Asbury Park, 10/7 Atlantic City, 10/8 Boston, 10/10 Virginia Beach, 10/12 Knoxville, 10/13 Greenville, 10/14 Robinsonville, 10/15 Cicero, 10/27 Mt. Pleasant, 10/28 Fowlerville, 10/30 Wallingford, 10/31 NYC.

Music News is compiled and written by **Bram Teitelman** and **Brad Maybe**

rock report

The *Rock Report* was in attendance at the August 9 **Neil Young / Pretenders** show at Camden's Sony Blockbuster Arena. In a bold move, the Pretenders opened with a languid rendition of Neil Young's "The Loner," a perfect start to a marvelous set of jangle Rock gems. Blessed with one of Rock's most unique voices, **Hynde** hasn't lost a step. Her stellar band, including founding member **Martin Chambers** on drums and ex-Katydids guitarist **Adam Seymour**, provided the perfect accompaniment to Hynde's brilliant songwriting. Dedicating "Kid" to late band members **James Honeyman Scott** and **Pete Farndon** was a nice touch as were note perfect versions of "Talk Of The Town," "Message Of Love," and "Ohio." A wonderful interpretation of Young's classic "The Needle And The Damage Done" and **Bob Dylan's** "Forever Young" closed the set off in splendid fashion.

Up next was Rock's wizened elder statesman, **Neil Young**. As always, Young remains one of music's ever-changing chameleon like figures. Backed by an amazing band that included drummer **Jim Keltner** (**John Lennon / George Harrison / Traveling Wilburys**), **Booker T And The MG's** bassist **Donald "Duck" Dunn**, keyboardist **Spooner Oldham** and **Ben Keith** on steel guitar, Young's spectacular set mined equal doses of sublime acoustic wizardry and Gonzo electric guitar euphoria. The stage was equipped with a wide array of instruments including pedal steel, piano, xylophone, harpsichord, pump organ and a dulcimer. Casually dressed in shorts, T-shirt with cowboy hat permanently in place, Young, looking like an overgrown leprechaun, expertly

traversed his entire career, pulling in many seldom performed selections. Tracks included "Motorcycle Mama," "Powderfinger," "Everybody Knows This Is Nowhere," a stirring version of "I Believe In You," "Unknown Legend," "Dance Dance Dance," his heartfelt ode to his early band, **Buffalo Springfield**, with "Buffalo Springfield Again," "Razor Love," "Lotta Love" (a song popularized by **Nicolette Larson**). Young dedicated "Daddy Went Walkin'" to his father, a one-time major sports writer. Other cuts performed included "Peace Of Mind," "Walk On," the unreleased track "Bad Fog Of Loneliness," "Winterlong," "Words (Between The Lines Of Age)," a song that featured a blazing elongated guitar solo by Neil, "Harvest Moon," "World On A String," and a savagely sinister recasting of "Tonight's The Night," with Neil contributing haunting piano. Encores included a blistering rendition of "Like A Hurricane" before closing with the elegiac ballad, "Mellow My Mind." The audience, which included **Mike Mills** of **R.E.M.**, lavished show-ers of thunderous applause on Young, one of Rock's most beloved and ever evolving musical forces.

AOR legends **REO Speedwagon** and **Styx** (a recent subject of a captivating VH1 *Behind The Music Special*) will release a joint live effort on September 26. Currently touring together, the two midwest sensations team up for a new live CD, *Styx & REO Speedwagon - Arch Allies At Riverport*. Recorded on June 9 in St. Louis, the show was also filmed for a future DVD/home video release. Look for the DVD to feature bonus footage including interviews.

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daily

insider

Pearl Jam, Police Call Meetings "Informative & Constructive"

Both Pearl Jam and Danish police have described their meetings about the *Roskilde Festival* tragedy as informative and constructive. The meetings took place in Florida last week (8 & 9). In addition to giving their accounts of what happened the night of June 30 when nine people were trampled to death, Pearl Jam security invited the Danish police to observe them during their West Palm Beach concert. The invitation was made and accepted in an effort to learn about safety and security measures that might be implemented at the next *Roskilde Festival*. Pearl Jam also offered to have their security team go to Denmark to consult with festival authorities regarding steps their security could take to help ensure the safety of concert-goers. "We are in agreement that we will all do everything possible in an effort to learn ways in which tragedies of this nature can be avoided in the future," said a joint statement from Pearl Jam and the Roskilde Police Commissioner. Details of Pearl Jam's account will not be released until the conclusion of the police investigation. Meanwhile, the debate goes on over concert safety following five injuries at a No Doubt concert and a stabbing at a show on the *WARPED* tour. Chicago-based crowd safety consultant Paul Wertheimer says the topic isn't being discussed in the concert business. Wertheimer, who runs crowdsafe.com, says the U.S. concert industry should embrace the same standardized safety guidelines that have been in place in England for the past seven years. However, noting that the stabbing was the first incident in the six-year history of the tour, the *WARPED* promoter says the key

is to have a staff who can recognize and handle trouble, keep the sets to 30-minutes and let the crowd circulate among multiple stages.

McCartney Makes New Beatles Recording

Paul McCartney says the first new Beatles record in five years may be "more underground than what you usually hear from me." McCartney worked with Super Furry Animals and used outtakes from the Beatles sessions in the '60s to assemble "Free Now." It also features all four members of the Beatles talking and a sound collage from their hometown of Liverpool. The three-and-a-half-minute track will be on an album called *The Liverpool Sound Collage*, described as "an ambient soundtrack of Merseyside life." McCartney did the recording for "Sgt. Pepper" cover artist Peter Blake, who currently has an exhibition titled "About Collage" at a Liverpool gallery. "Free Now" is the first recording with all four Beatles since "Free As A Bird" and "Real Love" were released in 1995, which used John Lennon's archived vocals.

City Officials Remove Mysterious Bronze Of Garcia

Controversy surrounds a statue of Jerry Garcia that suddenly appeared in San Francisco's Golden Gate Park last week, not only because it wasn't authorized by city officials, but because of the way it portrays the late guitarist. The bronze statue appeared the night before the fifth anniversary of Garcia's death. Standing three feet tall, it depicts him in the years just before his death and shows him looking dumpy, overweight and wrinkled. Park officials removed the statue on Friday afternoon (11), but not

before Deadheads had discovered it and started leaving candles and flowers. The New York-based sculptor gave an interview to the *San Francisco Chronicle*, speaking on condition of anonymity. He said the statue was made in Bulgaria because foundries are cheaper there, but still cost him several thousand dollars. He and his crew worked all night installing the statue in the park, setting the sculpture in premixed concrete shuttled in buckets by a pick-up truck. The anonymous artist called the subversive installation part of the artistic process. "It looks like public sculpture, but it's actually more a guerilla project, like graffiti," he said. He wanted it to become like "Jim Morrison's grave in Paris, where people can go to sit and think." He admitted he was disappointed at the speed with which the city removed it, considering the amount of trash he noticed near the installation. A Park and Rec spokesperson said the city turns down requests all the time from people who want to put their sculptures in the park. In the case of statues of famous people, they like to get family members involved to be sure the work of art is acceptable to them. As for the way Garcia is depicted in his work, the artist explained, "his

death marked the end of an entire era so I didn't want to make a glorified Garcia playing the guitar." In other Dead news, two Deadheads have turned their experiences in the culture in the '90s into a film which will be released on video next week (22). *Around The Fire* follows a boarding school student from a broken home as he deals with his feelings of isolation as he explores the hippie concert tour scene. It stars Tara Reid, Devon Sawa, Eric Mabius and veteran actor Bill Smitrovich. The soundtrack features Bob Marley, Dire Straits, Phish, The Meters, Neville Brothers and Blind Faith. A previously unreleased version of the Dead's "Brown-Eyed Women" appears on the CD. *Around The Fire* was well received at the Seattle Film Festival, Tahoe Film Festival and at South By Southwest.

Smashing Pumpkins

Smashing Pumpkins have unveiled a 24/7 streaming radio station with live recordings from the early '90s through their current tour at: smashingpumpkins.com.

music news continued

STP Shelve Greatest Hits Album, Management

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tour, reportedly with the Deftones. Meanwhile, Stone Temple Pilots' fourth album, the appropriately-titled *No. 4*, has just crossed the platinum mark for sales of at least one million copies. All of their albums have now gone at least platinum. At last Saturday's concert in Jones Beach, Weiland expressed his disappointment with the crowd, chiding them for their lack of reaction. Walking back out to take a bow at the end of their set, the frontman dropped trou and took his bow buck naked, with one hand cupping his privates. Look for STP (with clothes on) to perform "Sour Girl" on *The Late Show With David Letterman* on Tuesday (22).

- Bram Teitelman

daily insider continued

Everclear Misses Convention But Will Work For Demos

The Democrats lined up a lot of big names for their convention this week, but one they wanted and couldn't get was Art Alexakis of Everclear. He had a very good excuse for sending his regrets though. He's on his honeymoon after getting married last weekend (13) to his girlfriend of the past 18 months. "They've been trying to get me," says Alexakis. "I'll be doing some stuff during the election for the Democratic party. I'll do whatever I can to help them at least regain the House and hopefully hold on to the White House." Alexakis was in Washington earlier this year to testify on behalf of the Association of Children for the enforcement of support for legislation that would crackdown on parents who don't pay their court ordered child support. He is optimistic about that situation resolving itself, but he's still planning at least one album to benefit the association. He'll release it on his own label, Popularity Records, which is distributed through Danny Goldberg's new label, Artemis Records. Alexakis says, "I've been working on it for about a year, just contacting people who are musicians and popular artists who have children and are focused fathers and mothers. I'd like to do a record or two from that bent, then give the money to ACEA, the organization I work with." Everclear will also tour after the release of their second album this year, *Songs From An American Movie, Vol. Two: Good Time For A Bad Attitude*.

Goo Goo Dolls Expand Demo Convention Performances

The Goo Goo Dolls expanded their Democratic Convention activities beyond the reception they played at the Recording Academy. The Democratic National Committee and members of the Gore presidential cam-

paigned invited them to perform brief acoustic sets at several campaign-related functions. Last Sunday (13), they performed and co-hosted a party in Hollywood celebrating Young Delegates and Supporters at the convention. Karena Gore-Schiff was the special guest. The next night the Goo Goo Dolls were guests at a dinner honoring President Clinton at Paramount Studios hosted by Whoopi Goldberg, but they didn't perform at the event. Later that evening, they performed at the Grammy Foundation's reception for the Democratic leadership at the Recording Academy Headquarters in Santa Monica. The band's last function was August 15 when they played a late night party at Skybar for senators, congressmen and women and delegates featuring honoree Ed Rendel, general chair of the DNC. Band members John Rzeznik, Robby Takac and Mike Malinin feel strongly about the importance of participating in the political process and hope to encourage their fans to vote in this year's presidential election. The DNC's invitation to the Goo Goo Dolls was made after a recent segment of MTV's "choose or lose" political special, *Who Cares?*, featured Rzeznik as a reporter. Rzeznik gave viewers a look at a typical day in the life of a government representative. He accompanied senator Ted Kennedy to a Medical Benefits hearing, a news conference on hate-crime legislation and a discussion with students lobbying for college aid.

Steady At The Top, Except For Sting's Top 10 Debut

Seven of the Top 10 records are unchanged from last week's chart, and the only new entry in the Top 10 was an album that has been out for nine months, Sting's *Brand New Day*. The compilation, *Now That's What I Call Music, Volume 4*, remains at No. One, followed by Britney Spears, Nelly, Eminem and *NSYNC. Creed

trades places with Papa Roach to move into sixth place. 3 Doors Down and *The Nutty Professor* soundtrack remain at Nos. Eight and Nine with Sting edging out Destiny's Child to close out the Top 10. *Brand New Day* replaces the Eric Clapton / B.B. King recording which slipped two notches to No. 12. Sting will pass the two million mark next week. There were three debuts in the 60s: The *Coyote Ugly* soundtrack at No. 61, Brian Setzer at No. 62 and Rancid at No. 68. Meanwhile, now in its 60th week, Santana's *Supernatural* has achieved Arista Records' stated sales goal of 10 million. He also has the second biggest-selling record of 2000 so far after *NSYNC.

Elton Gives Eminem Two Thumbs Up

Despite the charges of homophobia that have been leveled against him by gay activists, Eminem has a fan in Elton John. After he gave a favorable review of *The Marshall Mathers LP* in his monthly column in *Interview*, the *Los Angeles Times* asked Elton about the anti-gay charges. "I don't think it's homophobic in the least," he responded. "Axl Rose went through this thing as well and every time I've met Axl, he couldn't have been nicer to me. He inducted me into the Rock and Roll Hall of Fame." Elton also recommends new albums by Sinead O'Connor, k.d. lang, Aimee Mann, Cindy Bullens and Amanda Ghost. But about the Eminem record, he wrote, "It feels like the nuclear bomb has just hit. This is really hard-core stuff, but it's intelligent hard-core stuff — it's funny, it's clever, it's poetry and it's also musically interesting." He elaborated further in his interview with the *Times* saying, "I just think Eminem has made a really fantastic album. Rock and Roll has always supposed to have been about pushing the buttons, hasn't it?" Also, Eminem, the Kottonmouth Kings and

Mixmaster Mike will provide the entertainment at the ACG Indoor Professional Snowboard Competition at the Great Western Forum in Los Angeles on September 9.

Motley Crue

Metalheads who missed the *Maximum Rock Tour* with Motley Crue, Megadeth and Anthrax or those who want to relive the experience can do so tomorrow, Saturday (19) when Dish-On-Demand telecasts the show for \$19.95. That comes out to a mere \$5 an hour for maximum head-banging.

The Daily Insider is provided by Terry Marshall, P.O. Box 792, Concord, CA 94522 (510-680-1177). All rights reserved ©2000.

rockreport

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NOTES AROUND THE WORLD

Moby's *Play* is the # 9 CD in Italy.

BIRTHDAYS THIS WEEK

Jackie Deshannon	8/21/44	56
Keith Moon	8/23/47	—
Jim Capaldi	8/24/44	56
Gene Simmons	8/25/49	51
Glen Matlock	8/27/56	44

HISTORY THIS WEEK

- 8/21/67 Bob Dylan re-signs with Columbia Records.
- 8/22/70 Neil Young's *After The Gold Rush* LP is released.
- 8/23/75 Ex-Free lead guitarist, Paul Kossoff, dies of a heart attack.
- 8/24/79 The Cars perform in New York's Central Park to a half a million people.
- 8/25/73 Guitarist Henry McCullough quits Wings.
- 8/26/80 Tom Petersson quits Cheap Trick.
- 8/27/65 Elvis Presley meets the Beatles at his L.A. home.

The Rock Report is provided by Denny Somach production, 812 W. Darby Road, Havertown, PA 19083. (610) 446-5292 and Fax (610) 449-6346. Material compiled by Denny Somach and Ken Sharp. © 2000. All rights reserved.

STATION SNAPSHOT

KXXR
Minneapolis



Calls:KXXR
Market:Minneapolis
Frequency:93.7 FM
Slogan:Minnesota's
Pure Rock - 93X
Owner:ABC
GM:Amy Waggoner
PD:Wade Linder
APD/MD/
Production Dir.:... Ryan Castle
Promotion Dir.:Neil Hinz
Consultant:Jacobs Media
Address:917 N. Lilac Drive
Minneapolis, MN 55422
Telephone:(612) 545-5601
Fax:(612) 595-4937
Web Site:www.93X.com
Market Cluster: KXNZ/KQRS

On-Air Line-Up (Monday-Friday)

5:30a - 9aWeasel, Nick,
& Tijuana
The 93X Half-Assed
Morning Show
9a - 2pTawn Mastrey
2p - 7pRemy Maxwell
7p - 12mPatrick
12m - 5:30aDead Eric



The 93X Half-assed Morning Show "Grilling For God" on the steps of the Catholic Basillica.

CURRENT & RECENT PROMOTIONS

- **The Workforce Bribe.** Listen for one specific song each hour from 9 - 5. At 5, be the 93rd caller and read them back. Each song was worth \$100. If you got all eight, you'd win \$1000. It's a great TSL builder.



Fred Durst Of Limp Bizkit

- **93X Fest.** Annual Summer kick-off Memoria Day Weekend. Started Friday night with STP and Godsmack headlining and ran through Sunday evening. One \$30 ticket good for all three days. Listeners are encouraged to camp out and party all weekend. Average attendance is 35,000.

REGULAR SPECIAL FEATURES

- **93X Commercial Free Blitz.** Once per daypart (excluding mornings) we blow out spots and go for about an hour commercial free.
- **Pure Rock Drive Through.** (Noon) An hour of requests hosted by Tawn Mastrey.
- **Nine O'Clock New Cut Of The Week.** Each week listeners vote for new music on our Web site and qualify for prizes like Play Stations, MP3 players, and autographed guitars. The top song each week is played every night the following week at 9:00pm.
- **Mandatory Metallica.** The day's three most requested Metallica songs every night at 10:00.

REMOTE VISIBILITY

Most days, and especially on weekends, we can be in as many as five places at one time. We're extremely active on the streets. We have a fleet of vehicles, and a staff of about 30 in the Promotions Department.

KXXR RATINGS

12+ Metro Cume Persons: 274,700

Mon-Sun 6AM-Mid			
Spr'99	Sum'99	Fall'99	Win'00
3.7	3.5	3.8	4.8
Mon-Sun 6AM-10AM			
Spr'99	Sum'99	Fall'99	Win'00
2.5	2.4	2.7	3.3



Live broadcast with Limp Bizkit. (L-R): 93X Girls Angie and Lindsey, afternoon jock Remi Maxwell, promotions dude Dirty Doug, and (standing) Limp Bizkit's Fred Durst.

Specific Demo	Ranking
• Persons 18-34	3
• Persons 18-49	4
• Persons 25-54	10t
• Men 18-34	2
• Men 25-49	2
• Men 25-54	2

REVENUE ESTIMATES

1999 Revenue	\$6 million
1999 Revenue Share	3.7%
1999 Revenue Rank	12

Source: Duncan's American Radio



Here's the line of 93X listeners waiting for the free Limp Bizkit show.

music monitor

11AM

- Deftones . . . "Change (In The House...)"
- Alice In Chains . . . "Man In The Box"
- R/H/C/Peppers . . . "Otherside"
- Van Halen . . . "Ain't Talkin' 'Bout Love"
- Papa Roach . . . "Last Resort"
- S/T/Pilots . . . "Plush"
- O. Osbourne . . . "Crazy Train"
- A Perfect Circle . . . "Judith"
- Pearl Jam . . . "Jeremy"
- Led Zeppelin . . . "Rock & Roll"

3PM

- Creed . . . "What If"
- Led Zeppelin . . . "Black Dog"
- Alice In Chains . . . "Them Bones"
- Toadies . . . "Possum Kingdom"
- Metallica . . . "I Disappear"
- Foo Fighters . . . "Everlong"
- KISS . . . "Detroit Rock City"
- Kid Rock . . . "American Bad Ass"
- S/T/Pilots . . . "Interstate Love Song"
- AC/DC . . . "Thunderstruck"

7PM

- Motley Crue . . . "Kickstart My Heart"
- Staind . . . "Mudshovel"
- Alice In Chains . . . "Would?"
- 8 Stops 7 . . . "Satisfied"
- Godsmack . . . "Bad Religion"
- Helmet . . . "Unsung"
- 3 Doors Down . . . "Kryptonite"
- Hed (pe) . . . "Bartender"
- S/T/Pilots . . . "Vaseline"
- Rage . . . "Guerilla Radio"
- Metallica . . . "I Disappear"

EAST

WDHA - "JERSEY'S OWN ROCK RADIO" has rare, fulltime, on-air opportunity. Looking for killer afternoon drive talent. Job description includes five-hour on-air shift, heavy phones and knowledge of Heritage Rock format. Adept in Audiovault operation and production skills. Must excel in personal appearances! No beginners, please (5+ years experience preferred). AFTRA membership required. WDHA is also looking for part-time air talent. Looking to work for the best Rock station around? WDHA is looking for readily-available, flexible hungry pros for weekend, fill-in shifts. Please send tape and resume to: Terrie Carr/WDHA, 55 Horsehill Road, Cedar Knolls, NJ 07927. New Jersey Broadcasting, Inc. is an equal opportunity employer.

92.9FM WBOS/96.9 WTKK/WROR 105.7MAGIC 106.7/WKLB COUNTRY 99.5 are all currently seeking fall interns interested in learning more about event marketing and Radio Broadcasting and Promotions. As part of our Guerilla Marketing Street Team, interns work to gain exposure for the radio station at station produced and/or sponsored events, area concerts, sporting and cultural events and other on-site opportunities relevant to the stations marketing and sales efforts. As part of the Guerilla Marketing Street Team, interns will also assist with planning, marketing and executing radio sponsored promotions, public relations efforts, and contests. Candidates must be at least 18 years of age, enrolled in, and earning credit

toward a college degree program. Candidates must be energetic and enthusiastic! These internships are unpaid. The hours are flexible. Interns will be required to participate in some weekend and evening events. Please forward a cover letter and resume to: David Ginsburg, Intern Coordinator, WBOS 92.9FM, 55 Morrissey Boulevard, Boston, MA 02125. Phone: 617-822-6752 ~ Fax: 617-822-6759

DEMERS PROGRAMMING is looking for a Program Director for a client station--top 75 market. This heritage Classic Rocker needs a leader who enjoys working with talent, knows how to handle the right tools (research, a real marketing budget), likes a good street fight and is a top flight Programming talent. Send your package NOW to: 204 Exton Commons, Exton, PA 19341. Attn: Classic Rock PD. No calls please. EOE.

PART-TIME AIR SHIFT AT WBCN Alternative Rock format. Energetic, creative personality. Must live the lifestyle. CHR/Modern Rock experience preferable. Tape and resume with references to: Steven Strick, WBCN-FM, 1265 Boylston Street, Boston, MA 02215. Absolutely no calls. M/F EOE.

RAZOR & TIE is looking for a promotion coordinator for the radio dept. who can also take on additional responsibilities such as college radio calls and tour follow-up. If you're interested and live in the NYC area please fax or email your resume to: Andi Turco, fax: 212 473-9174. E-mail: aturco@razorandtie.com.

SOUTH

MORNINGS - KEGL-FM/DALLAS DFW's Rock legend "The Eagle" is looking for our next great morning show. We need experienced team players who understand "the big picture" & can work with our programming & promotions team to build numbers to equal and surpass our already solid music dayparts. Tape or CD plus resume & ratings info to: KEGL programming dept., 14001 N. Dallas Pkwy., Ste. 1210, Dallas, TX 75240. M/F - EOE. No phone calls please.

KHLR/BRYAN, TEXAS is looking for a full-time afternoon jock. Females welcome and encouraged. Send tape, resume and salary requirements to KHLR c/o Don Kelley, 1240 Villa Maria, Bryan TX, 77802.

WNOR/NORFOLK-VIRGINIA BEACH, Saga's legendary Active Rocker, has an IMMEDIATE opening for a 7p-mid personality. Live at the beach and work for one of the industry's most respected -- and STABLE -- companies. T&R to Harvey Kojan, 870 Greenbrier Circle, Suite 399, Chesapeake, VA 23320. No calls, please.

DEMERS PROGRAMMING is in search of a Morning Show producer for KZEP, our client station in San Antonio. We're not looking for someone with a big head-just someone who is comfortable wearing a lot of hats! If the care and feeding of a morning show is your specialty, send your package today to 204 Exton Commons, Exton, PA 19341. Attn: San Antonio AMs. No calls please. EOE.

94-5 WXRA/CLEAR CHANNEL

Greensboro is looking for a killer Rock APD/MD. If you love to work hard, play hard, and are willing to do whatever it takes to win...this could be your chance to join a great CC cluster. Must know Selector, have a knowledge of promotions, and be able to develop talent. Digital production and outside appearances a must. You'll be working with people who appreciate your work and want to win, in a fantastic place to live. If you got it, get it to us yesterday. Tim Satterfield, WXRA/Clear Channel Greensboro, 875 W. 5th St. W-S NC, 27101 EOE.

96 K-ROCK/WRXK needs midday/APD! Ft. Myers' Heritage Classic Rocker has a rare opening for midday talent/Assistant Program Director! MUST have Classic Rock knowledge and Selector skills. 3-5 years experience preferred. Females and minorities encouraged to apply. Rush T&R by Friday, August, 11 to: WRXK, attn. John Rozz, 20125 S. Tamiami Trail, Estero, FL 33928. Beasley Broadcast Group is and Equal Opportunity Employer.

MIDWEST

MIDWEST TOP 75 Classic Rocker is looking for its next morning show. Team or solo, if you're willing to leap off the high dive without a life vest we want to hear from you! Send your package to: Jeff Murphy, DeMers Programming, 1106 Clayton Lane Ste. 543W, Austin, TX 78723. No calls please. EOE.

DO YOU WANT TO GROW? WLGH in Lansing, Michigan has a vast

array of openings from AM Drive co-host to PM Driver! Share your faith between positive hits, be heard by millions (if that's important to you ;-), and head up our Promotions or Production. Your off-air skills are as important as your on air skills. Find out more about us at positivehits.com! Rush your tape and resume to: WLGH, Attention: Mike Couchman, 148 E. Grand River Ave., Williamston, MI 48895, E-mails OK! Mike@positivehits.com

IF YOUR FAVORITE part of college was late nights and loud music have we got the job for you! DeMers Programming is looking to fill the night shift at WKHY, our client station in Lafayette, Indiana-the home of Purdue University. Females are encouraged to apply for this position. Send your materials to: 204 Exton Commons, Exton, PA 19341. Attn: Lafayette Nights. No calls please. EOE. F/M.

WXRX ROCKFORD IL is currently looking for a midday person. This is a great company to work for, only 2 people had this shot in the past 10 years. Send T&R to: WXRX Program Director 2830 Sandy Hollow Road, Rockford IL 61109 No Calls! Radioworks is an equal opportunity employer.

LAZER 103.3/KAZR, DES MOINES, Iowa, is looking for its next overnighiter. Great station, solid company... and you can tell people you live in Slipknot's hometown! Candidate must have at least one year of on-air experience, production skillz, and ability to talk Rock. Sound like you? Than rush your tape and resume to Sean Elliot at: Lazer 103.3, 1416 Locust, Des Moines, Iowa, 50309. Saga Communications is an equal opportunity employer.

WANNA WAKE UP WISCONSIN? WRQT wants you! The morning show needs a sidekick who wants to rock. Females are encouraged to apply for this position. Send your materials to: DeMers Programming, 204 Exton Commons, Exton, PA 19341. Attn: WRQT. No calls please. EOE. F/M.

OMAHA'S NEW MUSIC EVOLUTION seeks an air talent that has a true passion for Modern Rock radio and education. Ready to take the plunge into the morning slot??? We've got the chance you've been waiting for. 2 years on-air experience required. Bachelors Degree a definite plus. 401k, medical, dental, etc... Rush T&R today. Bill Stewart, 2700 College Road, Council Bluffs, IA 51503 EOE.

WRIF/DETROIT Our Marketing Director just took a position as an Operations Manager. Here is a great opportunity for someone who is organized to come into a well-oiled machine and take over the reigns. If you have the passion; commitment to excellence, the ability to lead and work with others, along with an understanding of how to reach the 18-44 demo, then we want to talk to you. We are looking for a leader! Candidates must have 3-5 years marketing/programming experience. Does working alongside one of the best teams in the country appeal to you? Then rush your resume & package to: Doug Podell, Operations Manager, One Radio Plaza, Ferndale, MI 48220. EOE.

WEST

MUSIC RECEPTIONIST Top music PR firm seeks dedicated receptionist/front office coordinator for entry level position with room to grow. Heavy phones, computer knowledge, administrative duties and front office appearance a must. Hottest names in fast-paced environment. Start now. Entry level salary. Fax resumes to Jennifer, 818-380-0430.

KISM NEEDS MORNING co-host. You are topical, quick-witted and ready to perform every morning.

Send T&R to: Greg Roberts, 2219 Yew Street Road, Bellingham, WA 98226. EOE. Females and minorities encouraged to apply.

PROGRAM DIRECTOR NEEDED for a 35-54-targeted Triple A with strong local News/Talk programming in both drive times. Music days, nights and weekends. RCS Selector proficient, manage the air staff. Station is non-commercial but acts commercial. We're looking for commercial-minded person. \$35-\$45k experience depending. Send T&R to: KPCW-FM, 445 Marsac Avenue, Park City, UT, 84060, (435) 649-9004, Attn: Blair Feulner, General Manager. EOE.

fmqb IS LOOKING FOR INTERNS. Good office skills and phone technique is essential. Interns must receive college credit for their work. Mail, fax or E-mail your cover letter and resume to: *fmqb*, Executive Mews, 1930 East Marlton Pike, Suite F-36, Cherry Hill, NJ 08003. Fax (856) 424-6943. Phone (856) 424-9114. E-mail: fmqb@fmqbmail.com.

TO LIST YOUR STATION or company's job listing, simply fax us a brief want ad by Tuesday, 7:00 P.M. ET. We'll run it free of charge (space permitting). FAX: (856) 424-6943, or e-mail us: fmqb@fmqbmail.com.



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ACTIVE ROCK 18-34

the insidetrack

WDVE/Pittsburgh is, once again, giving away season tickets for the Pittsburgh Steelers and the Pittsburgh Penguins. It's DVE's *Ultimate Season Ticket 2000 - The Bleacher Creatures*. Five "Bleacher Creatures" were selected to compete for the grand prize - season tickets for the Steelers and Penguins plus free parking for each home game. In order to win, the five contestants must sit on bleachers set up at the PSI Building from 6:00 a.m. - midnight, in all types of weather - with a five-minute break every four hours. Each night at midnight the "Bleacher Creatures" are taken to a tent to sleep. The final contestant will be dubbed "Pittsburgh's Ultimate Sports Fan" and score season passes to all the Black 'N Gold they can handle. If more than one contestant is left at noon September 3 (one hour before the season opener) a random drawing will determine the winner... WQXA/Harrisburg has announced the times for the bands playing the fifth annual *Day In*

The Park on Saturday August 12. **One Way Ride** (noon), **The Clarks** (1:20 p.m.), **Stir** (2:40 p.m.), **Earth To Andy** (4:00 p.m.), and **Fuel** (5:20 p.m.). Following each set the bands will hang with fans and sign merchandise at The X autograph booth... WJJO/Madison recently celebrated what they called "Mega-week." For 100 straight hours, the station played a song by Megadeth every hour. Whenever listeners heard a tune by Dave Mustaine and company, they called in, with the tenth caller picking up a pair of tickets to an exclusive Megadeth unplugged show. The show was the only area performance from Megadeth, whose closest show on the *Maximum Rock* tour was an hour away from Madison.

By Jay Gleason and Bram Teitelman

the rockmonitor 18-34

KEGL, Dallas
Thursday August 10, 2000
12 Noon - 8 PM



12 Noon

Scorpions "The Zoo"
Pearl Jam "Animal"
Black Sabbath "War Pigs"
Pantera "Cat Scratch Fever"
Toadies "Possum Kingdom"
AC/DC "Give The Dog A Bone"
Rage Against The Machine "Guerrilla Radio"
Foo Fighters "Monkey Wrench"
Nazareth "Hair Of The Dog"

1 pm

Coal Chamber/Ozzy Osbourne "Shock The Monkey"
Blue Oyster Cult "Godzilla"
Stone Temple Pilots "Sex Type Thing"
Motley Crue "Shout At The Devil"
Papa Roach "Last Resort"
Soundgarden "Burden In My Hand"
Rush "YYZ"
Staind "Home"
Guns N' Roses "Mr. Brownstone"
KoRn "Make Me Bad"
AC/DC "You Shook Me All Night..."

2 pm

Metallica "For Whom The Bell Tolls"
Nirvana "Smells Like Teen Spirit"
Pink Floyd "Time"
A Perfect Circle "Judith"
Bush "Comedown"
Cult "Wild Flower"
Kid Rock "Only God Knows Why"
Godsmack "Bad Religion"
Van Halen "Drop Dead Legs"

3 pm

Toadies "Tyler"
Ozzy Osbourne "Bark At The Moon"
Alice In Chains "What The Hell Have..."
Black Crowes "She Talks To Angels"
Staind "Mudshovel"
3 Doors Down "Kryptonite"
Ted Nugent "Stranglehold"
Red Hot Chili Peppers "Californication"
Tom Petty "Free Fallin'"

4 pm

Sublime "Santeria"
Sponge "Plowed"
Primus w/Ozzy Osbourne "N.I.B."
Rob Zombie "Dragula"
Led Zeppelin "Black Dog"
Tool "Stinkfist"
Guns N' Roses "Sweet Child O' Mine"
Godsmack "Voodoo"

5 pm

Nirvana "Lithium"
AC/DC "Dirty Deeds Done..."
Pearl Jam "Jeremy"
Incubus "Pardon Me"
Stone Temple Pilots "Unglued"
Aerosmith "Back In The Saddle"
Creed "With Arms Wide Open"
Alice In Chains "Man In The Box"
Papa Roach "Last Resort"

6 pm

Metallica "Fade To Black"
Marcy Playground "Sex & Candy"
Van Halen "You Really Got Me"
Union Underground "Turn Me On Mr. Deadman"
Scorpions "No One Like You"
Nickelback "Leader Of Men"
Megadeth "Symphony Of Destruction"
Pearl Jam "Evenflow"
AC/DC "Big Balls"

7 pm

KoRn "Freak On A Leash"
Foo Fighters "Everlong"
Guns N' Roses "Welcome To The Jungle"
Deftones "Change (In The House...)"
Beasties Boys "(You Gotta) Fight For..."
Staind "Mudshovel"
Pink Floyd "Hey You"
Nirvana "Come As You Are"
Rob Zombie "Scum Of The Earth"
Helmet "Unsung"

Monitor provided by Mediabase

TOP 50 AIRPLAY

August 8 - 14, 2000

LW	TW	Artist	Track	Label	TW	LW
1	1	CLAPTON/KING	"Riding"	(Duck/Reprise)	599	668
2	2	DAVID GRAY	"Babylon"	(ATO)	576	582
6	3*	JONNY LANG	"Me"	(A&M/IDJMG)	453	405
8	4*	TRACY CHAPMAN	"Wedding"	(Elektra/EEG)	445	370
4	5	ROBERT BRADLEY	"Baby"	(RCA)	412	454
5	6	MATCHBOX 20	"Bent"	(Lava/AG)	405	422
7	7*	EVERCLEAR	"Wonderful"	(Capitol)	397	381
3	8	PHISH	"Heavy"	(Elektra/EEG)	379	457
12	9*	NEIL YOUNG	"Good"	(Reprise)	330	308
16	10*	AIMEE MANN	"Red"	(SuperEgo)	311	262
D	11*	BARENAKED LADIES	"Pinch"	(Reprise)	297	33
17	12*	SHELBY LYNNE	"Gotta"	(Island/IDJMG)	289	262
9	13	SINEAD O'CONNOR	"No"	(Atlantic/AG)	289	341
19	14*	DANIEL CAGE	"Sleep"	(MCA)	283	256
14	15	SISTER SEVEN	"Only"	(Arista)	277	281
28	16*	COUNTING CROWS	"All"	(DGC)	264	208
18	17*	SISTER HAZEL	"Change"	(Universal)	264	261
11	18	BRAGG & WILCO	"Secret"	(Elektra/EEG)	263	324
24	19*	BONNIE RAITT	"All"	(Artemis)	262	237
10	20	XTC	"Man"	(TVT)	258	336
23	21*	STONE TEMPLE...	"Sour"	(Atlantic/AG)	257	243
13	22	STEVE EARLE	"Blues"	(E*Squared/Artemis)	256	291
15	23	SHIVAREE	"Goodnight"	(Odeon/Capitol)	251	277
26	24*	VERTICAL HORIZON	"God"	(RCA)	249	235
29	25*	FASTBALL	"Ocean"	(Hollywood)	243	194
25	26*	K.D. LANG	"Summer"	(Warner Bros.)	241	236
20	27	INDIGO GIRLS	"Cold"	(Epic)	224	256
27	28*	GOMEZ	"Kind"	(Virgin)	212	210
21	29	JAYHAWKS	"Gonna"	(American/CRG)	180	254
31	30	BRIAN SETZER	"Mood"	(Interscope)	175	184
32	31*	BEN HARPER	"Forgiven"	(Virgin)	173	161
22	32	STING	"Desert"	(A&M)	168	188
D	33*	STING	"After"	(A&M)	167	118
30	34	NINEDAYS	"Absolutely"	(Sony/550 Music)	162	191
34	35*	JOHN WESLEY HARDING	"Piece"	(Mammoth)	150	143
41	36*	DAR WILLIAMS	"What"	(Razor & Tie)	147	111
33	37	RICHARD ASHCROFT	"Song"	(Virgin)	145	159
40	38*	NORTH MISSISSIPPI...	"Shake"	(Tone-Cool/IDJMG)	131	121
37	39	GOO GOO DOLLS	"Broadway"	(Elektra/EEG)	128	131
35	40	DON HENLEY	"Not"	(Warner Bros.)	126	135
39	41*	PATTY LARKIN	"Beg"	(Vanguard)	125	123
42	42*	ENTRAIN	"Back"	(Dolphin Safe)	124	112
47	43*	LEONA NAESS	"New"	(MCA)	115	98
43	44	BEN HARPER	"Steal"	(Virgin)	113	110
D	45*	JAYHAWKS	"Somewhere"	(American/CRG)	112	64
50	46*	DEXTER FREEBISH	"Leaving"	(Capitol)	110	89
D	47*	JOAN OSBORNE	"Safety"	(Interscope)	107	42
45	48	RED HOT CHILI...	"Californi..."	(Warner Bros.)	98	100
D	49*	JOSEPH ARTHUR	"In"	(Realworld/Virgin)	97	69
46	50	TRAVIS	"Why"	(Independiente/Epic)	92	99

PUBLIC BREAKOUT

August 8 - 14, 2000

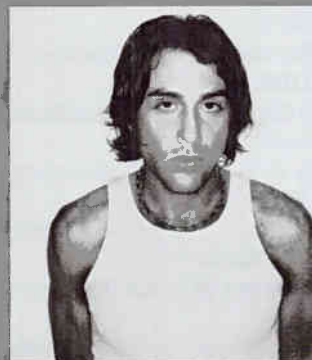
LW	TW	Artist & Title	Label	TW	LW	Move
1	1	CLAPTON/KING <i>Riding With The King</i>	(Duck/Reprise)	138	142	-4
3	2	K.D. LANG <i>Invincible Summer</i>	(Warner Bros.)	126	129	-3
2	3	PATTY LARKIN <i>regrooving the dream</i>	(Vanguard)	124	136	-12
4	4	STEVE EARLE <i>Transcendental Blues</i>	(E*Squared/Artemis)	117	129	-12
5	5*	AIMEE MANN <i>Bachelor No. 2...</i>	(SuperEgo)	112	112	0
22	6*	DAR WILLIAMS <i>Green World</i>	(Razor & Tie)	97	67	30
6	7	BRAGG & WILCO <i>Mermaid Avenue Volume II</i>	(Elektra/EEG)	96	106	-10
8	8	PHISH <i>Farmhouse</i>	(Elektra/EEG)	92	96	-4
20	9*	GREG BROWN <i>Covenant</i>	(Red House)	90	68	22
7	10	DAN HICKS &... <i>Beatin' The Heats</i>	(Surfdog)	88	104	-16
14	11*	LAURA LOVE <i>Fourteen Days</i>	(Zoë/Rounder)	87	84	3
13	12	PADDY CASEY <i>Amen (So Be It)</i>	(Columbia/CRG)	86	87	-1
10	13	DONNA THE... <i>Positive Friction...</i>	(Sugar Hill)	84	92	-8
28	14*	JOHN W. HARDING <i>The Confessions Of St. Ace</i>	(Mammoth)	83	61	22
11	15	LITTLE FEAT <i>Chinese Work Songs</i>	(CMC/SRG)	83	90	-7
9	16	SHELBY LYNNE <i>I Am Shelby Lynne</i>	(Island/IDJMG)	80	93	-13
18	17*	VARIOUS ARTISTS <i>Steal This Movie OST</i>	(Artemis)	79	69	10
12	18	SINEAD O'CONNOR <i>No Man's Woman</i>	(Atlantic/AG)	79	90	-11
27	19*	RICHARD ASHCROFT <i>Alone With Everybody</i>	(Virgin)	78	62	16
16	20*	JAYHAWKS <i>Smile</i>	(American/CRG)	74	70	4
26	21*	NORTH... <i>Shake Hands With Shorty</i>	(Tone-Cool/IDJMG)	73	62	11
25	22*	CHRIS SMITHER <i>Live As I'll Ever Be</i>	(Hightone)	72	64	8
19	23*	DAVID GRAY <i>White Ladder</i>	(ATO)	71	69	2
15	24	EQUATION <i>The Lucky Few</i>	(Putumayo)	71	79	-8
21	25*	ANI DIFRANCO <i>Swing Set</i>	(Righteous Babe)	68	67	1
23	26*	XTC <i>Wasp Star: ... Volume 2</i>	(Idea/TVT)	68	67	1
17	27	KOKO TAYLOR <i>Royal Blue</i>	(Alligator)	64	70	-6
24	28	NEIL YOUNG <i>Silver & Gold</i>	(Reprise)	64	65	-1
29	29	ALVIN Y. HART <i>Start With The Soul</i>	(Hannibal/RykoPalm)	58	59	-1
D	30*	DAVE ALVIN <i>Public Domain</i>	(Hightone)	55	14	41

Total Plays: Total number of plays any album/artist received in the past week according to radio station reports. TW-LW +/- Move: Number of plays received This Week-Last Week and the plus or minus move between the two. Adds: The number of reporting stations to add an artist in the past week.

The Public Radio Breakout chart is compiled from the spins reported by Non-Commercial radio stations in the Progressive section.

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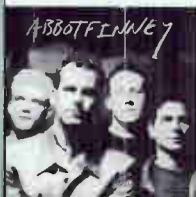


Albums



**Dar Williams,
The Green World (Razor & Tie)**

We certainly didn't need *Spin* to tell us that Dar Williams was "perhaps the most promising young songwriter." Of course she is! Watching her growth as an artist has been rewarding; just as her songs continue to touch us and make us understand what she feels. *The Green World* features some of Williams' best songwriting to date, including "What Do You Love...", "Playing to the Firmament," "Spring Street," "And God Descended," "I Won't Be...", and many more!



**AbbotFinney,
AbbotFinney (Freefall Music)**

The self-titled album from Seattle-based band AbbotFinney may very well be one of the best independent album releases of the year! The first single, "Feeling Rather Lonely," is already getting significant spins at Progressive - with good reason

- and the album features many great songs to mine for depth. For harmonies alone listen to "Can U Believe," then check out "R.U. Alone," "Come On Down," "You Alone," "Blue," and "Mr. Right."

**Patty Larkin,
regrooving the dream (Vanguard)**

Patty Larkin is not only one of our most gifted singer/songwriters, she also happens to be one of the best guitarists you'll ever get to hear. Larkin's latest, *regrooving the dream*, (mixed by Ben Wisch) features backing vocals from Jennifer Kimball on "Only One" and "Lost and Found" and John Leventhal adds guitar, bazouki and lapsteel to "Burnin' Down." You'll find plenty more to love on her latest.

**Jess Klein,
Draw Them Near (Slow River/RykoPalm)**

"Goodbye, Goodbye" is the first emphasis track from Jess Klein's debut, *Draw Them Near*. The album features Ken Kroomer (Wilco) on drums, Brad Jones (Matthew Sweet, Ron Sexsmith) on bass and Will Kimbrough (Kim Richey, Josh Rouse) on guitar. "Little White Dove," "Ireland," "I Tried," "Springtime," "I'll Be Alright," and the title-track are all worthy of a listen. She'll work for Americana and Progressive depending on the track you spin.

Most Added

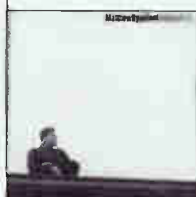
1	JOAN OSBORNE	(Interscope)	22
2	SARAH HARMER	(Zoë/Rounder)	13
3	FIVE FOR FIGHTING	(AWARE/Columbia)	12
4	STEELY DAN	(Giant/Reprise)	9
5	DAVID WILCOX	(Vanguard)	6

Singles/EPs



Teddy Thompson, "Wake Up" (Virgin)

Richard and Linda Thompson's son's first single, "Wake Up" reminds us a little bit of Crowded House. Another favorite of ours, Joe Henry, produced his debut for Virgin. FYI: The album's deep.



**Matthew Ryan,
"Heartache Weather" (A&M)**

Matthew Ryan's next effort for A&M, *East Autumn Grin*, should find a warm welcome at Progressive. As the name suggests, the first single "Heartache Weather" is a dark Rock and Roll number that'll move ya.

**Sixpence None The Richer,
"Us" (NBC/Redline/Squint)**

They did it again. From *The Best of the Summer Concert Series Volume One* Sixpence None the Richer hand us "Us," another instantly familiar Pop tune that will have you "ahhing" along in no time. It's a hit.

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ROCK
Progressions #53 august 2000 new music for progressive adult radio
progressions #53
august 2000



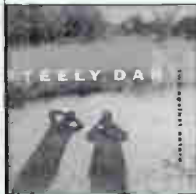
5 Different Progressive Stations in the Fishbowl!

Progressions #53: Featuring KBXR/Columbia, KSPN/Aspen, WBEB/Monmouth-Ocean, WKOC/Norfolk, WNCS/Burlington-Montpelier.

A CD Sampler Featuring New Music For Progressive Adult Radio From: Abbotfinney, Willie Nelson, Amy Rigby, Keb' Mo', Shelby Lynne, 8 Stops 7, North Mississippi Allstars, P.J. Olsson, Sarah Harmer, The Pierces, Jess Klein, and Grey Eye Glances.

ENCLOSED IN THIS WEEK'S ISSUE!
*for all reporting stations.

Emphasis Tracks



Steely Dan, "Janie Runaway"
(Giant/Reprise)

The Jayhawks, "Somewhere In Ohio"
(Columbia/CRG)

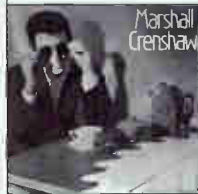


XTC, "Stupidly Happy"
(Idea/TVT)

Indigenous, "Rest Of My Days"
(Pachyderm)

Steve Earle, "I Can Wait"
(E•Squared/Artemis)

Music Mailbag



• Marshall Crenshaw, *The Best Of Marshall Crenshaw: This is Easy* (Warner Archives/Rhino)

• Marshall Crenshaw, *Marshall Crenshaw* (Warner Archives/Rhino)

• Victoria Williams, *Water to Drink* (Atlantic/AG)

• Various Artists, *Music From the Tea Lands* (Putumayo)

• Edie Carey, *Call Me Home* (Ladida)

• Kid Ramos, *West Coast House Party* (Evidence)

Grappone to Host Bone's Mornings

John Grappone, longtime afternoon drive voice on KFOG/San Francisco, will become *Grappone on the Bone*, the morning host on 107.7 FM, known as the Bone, starting next Monday. **Susquehanna Radio**, owner of both KFOG and the Bone, formally KSAN/San Francisco, announced Grappone's switch to the 5:30 a.m. to 9 a.m. shift on Monday, August 14.

Ratings Boosts

KBAC/Santa Fe is ranked number one 25-54 in the Arbitron Spring 2000 survey and number two 12+ (that's a jump from 3.4 to 5.2!) The biggest daypart jumps were in middays and weekends. Their overall share 12+ is a 5.2, behind only KBCO and KBXR in the ranks of all Progressive stations. Congratulations to PD **Ira Gordon** and the staff!... From the "no surprise" department, **Bret Saunders**, morning host for KBCO/Denver-Boulder has reeled in the number one 25-54 for mornings in Arbitron's Spring 2000 survey. 'BCO also continued their number one trend (sixth consecutive) in the 25-54 group and scored a number two ranking 12+. Saunders has also signed a new three-year contract with 'BCO and it looks like he'll be Number One for a long time to come.

Green Cheese Picnic

KAXE/Grand Rapid's air talents **Gary Eustice** and **Julie Crabb** headed the 3rd annual *Green Cheese* potluck picnic, on Saturday, August 12. The picnic was held in Harry's Prairie, just outside KAXE's studios in Grand Rapids. The station provided the burgers, brats, and buns (plus vegetarian alternatives). Listeners brought beverages, a dish to share, lawn chairs, and questions and answers for the Green Cheese trivia show. Listeners were warned to "Be there or run the risk of being square."

Trippin'

KMTT/Seattle and Giant Records are going to send one lucky winner to London to see **Steely Dan** in concert and meet them! Trip includes: Airfare for two, airport transfers, hotel for three nights in London, tickets to see Steely Dan, September 10 at the Hammersmith Odeon, meeting Steely Dan after the show, and a three-day London travel card. Listeners registered with The Mountain's "At Work Network" are eligible to win. In other Mountain news, *Bumbershoot 2000* is coming up and promises to be as much fun as it is to say *bumbershoot*. The Mountain is proud to support the Real.com Mainstage and the Tesoro Bumbrella Stage at *Bumbershoot 2000*. The Real.com Mainstage will feature **Tracy Chapman** on Saturday, 9/2, **Ani DiFranco** on Sunday, 9/3, and **Joan Osborne** with **Ben Harper** on Monday, 9/4. This year's Bumbrella Stage has a line-up that lives up to expectations with Rhythm & Blues, Funk, Soul and more, including **Jonathan Richman**, **Vic Chesnutt**, and **Left Hand Smoke!** The Festival takes place this Labor Day weekend, September 1-4 at Seattle Center.

Hoosiers!

WTTS/Bloomington presented Shannon Curfman this past Saturday night, August 12. The Indianapolis Indians squared-off against Toledo (Toledo won 6-4), then Shannon Curfman was welcomed to Victory Field where she performed in concert following the end of the game. Best of all, the concert was FREE with the purchase of game tickets. We heard everyone had fun eating peanuts and cracker jacks.

Beg-a-Thon

For many Public stations the Fall Fund Drive is just weeks away. WVXU/Cincinnati conducted a special advance renewal "Cyber Day" on Monday, July 31. Listeners pledged online from VXU's secure site, and members that renewed their membership at the \$84 level or higher, got a special bonus. These members were invited to visit the premiums showroom at the VXU studios and they got to browse and select ten CDs as an added "thank you for your support." In addition to the CDs, members could still select a premium from the vast inventory of items that were on display. In other VXU news, during June the station offered two separate evening cruises on the private luxury yacht, the Satis-faction II. The few available tickets sold out within the first 3 days of their spring fund drive. Those who attended were treated to unadulterated luxury with open bar, food galore, live entertainment, and pampering from the crew of one of the nation's premier private luxury yachts.

Coming Soon To A Theater near You

Entrain Tour Dates: 8/21-22, Nantucket; 8/24, Oak Bluffs; 8/25, Manchester; 8/27, Philadelphia Folk Fest, Schwenksville; 8/29, Nags Head; 8/30, Sundown Music Series in the Park, Haddon Heights; 8/31, Oak Bluffs; 9/1, WBOS Blues Cruise, Boston; 9/2, Mt. Snow; 9/3, Boomerfest, Birch Hill Schadok; 9/3, Worcester; 9/8, Northampton; 9/9, Portsmouth; 9/9, Wachusett Mountain Festival, Princeton; 9/9, Maynard; 9/10, Norwalk Oyster Fest Norwalk; 9/15-16, Boston; 9/22, Philadelphia; 9/24, Worcester; 10/5, Northampton; 10/6, Philadelphia; 10/7, Killington; 10/13, Pittsburgh; 10/15, Nashville.

They Still Call Him Lightnin'!

Lightnin' Hopkins, considered by many to be one of the godfathers of the Blues, along with Blues royalty like Robert Johnson, Sonny Boy Williamson, and Memphis Minnie, wrote over 600 songs and has had just about all of them covered. In tribute to this infinitely talented musician and songwriter, Rhino Records will be releasing *The Very Best Of Lightnin' Hopkins* as a part of their most excellent *Blues Masters* series. The album serves up sixteen of Hopkins' best work spanning 1941-1961. Songs included: "Shotgun Blues," "Give Me Central 209 (Hello Central)," "Coffee Blues," "Penitentiary Blues," "Mojo Hand," "Mighty Crazy," and "Baby Please Don't Go."

The Many Blessings of Jah

This past week Heartbeat Records and IDJMG honored Reggae master Burning Spear with a plaque in celebration of his Grammy win for *Calling Rastafari*. The plaque highlights all thirteen Burning Spear albums on the Heartbeat label and commemorates his 30 years in the music business. Burning Spear's visit to New York City to accept the plaque coincides with the launch of his official Web site, burningspear.net, and the start of his 75 date North American tour.

Benefiting Austin

KGSR/Austin has been busy lately. The station sponsored the 4th Annual SIMS Supper on August 11. Participating restaurants donated a percentage of the sales to the SIMS Foundation. The *Day in the Life* SIMS benefit show was held at the Backroom and KGSR also sponsored the 9th Annual Buck Owens Birthday Bash at the Continental Club on August 12 with proceeds benefiting the Travis County Children's Advocacy Center. August 13 KGSR offered their listeners a Destination PAC. KGSR was at the Performing Art Center's Open House Party at Bass Concert Hall and listeners got the chance to purchase tickets to individual shows for the 2000/2001 season at the Performing Arts Center before they go on sale to the general public! Shows include Omara Portuondo of the Buena Vista Social Club, Nina Simone, Victor Borge, Yo-Yo Ma and others. There were free food and drinks, door prizes and activities for the whole family including backstage tours!

Hangin' Out With The Black Dog

Slaid Cleaves visited with Barbara Dacey and Bill Narkiewicz and performed live in the WMVY/Martha's Vineyard Control Studio last Monday, August 7. Hair tingling versions of "Horseshoe Lounge" and "Broke Down" with Oliver Steck on accordion wowed them in the hall, and listeners on the waves.

Jammin'

WEBK/Killington's Mountain Jam was August 4-5. The two-day jam began Friday night with bands playing live at area nightclubs, followed by the main event, an outdoor concert Saturday, with another evening of music around the area on Saturday night. The Mountain Jam includes lots of food and drink on a huge lawn at the base of the mountain with plenty of sun and great live music.

Metal detector

Pure Spins

August 8 - 14, 2000

LW	TW	Artist	Title	Label	Plays	TW	Move	Cume/Adds
1	1*	IN FLAMES	<i>Clayman</i>	(Nuclear Blast)	365	22	343	49/0
2	2	IRON MAIDEN	<i>Brave</i>	(Portrait/CRG)	299	-20	319	51/0
7	3*	HALFORD	<i>Resurrection</i>	(Metal-Is/SRG)	296	35	261	49/0
4	4	NATIVITY IN BLACK	<i>II</i>	(Divine)	276	-11	287	44/0
5	5	TAPROOT	<i>Gift</i>	(Atlantic/AG)	276	-1	277	41/0
3	6	EARTH CRISIS	<i>Slither</i>	(Victory)	227	-70	297	35/0
6	7	STUCK MOJO	<i>Declaration</i>	(Century Media)	223	-50	273	38/0
10	8*	SIXTY WATT SHAME	<i>Seed</i>	(Spitfire)	216	14	202	39/1
8	9	DEFTONES	<i>White</i>	(Maverick)	207	-32	239	32/0
9	10	WORKHORSE MOVE...	<i>Sons</i>	(Roadrunner)	197	-25	222	24/0
11	11	KING DIAMOND	<i>House</i>	(Metal Blade)	189	-6	195	36/0
14	12*	LIQUID GANG	<i>Sampler</i>	(Lava/AG)	155	12	143	27/0
12	13*	QUEENS OF THE...	<i>Rated</i>	(Interscope)	151	2	149	21/0
16	14*	LOUD ROCKS	<i>Sampler</i>	(Loud)	147	11	136	28/2
17	15*	ONE KING DOWN	<i>Gravity</i>	(Equal Vision)	144	10	134	32/0
D	16*	(HED) PE	<i>Broke</i>	(Jive)	136	136	0	46/44
25	17*	BENUMB	<i>Album</i>	(Relapse)	136	18	118	19/0
19	18	VENOM	<i>Resurrection</i>	(SPV)	126	-4	130	27/0
21	19	UNION UNDERGROUND	<i>Education</i>	(Portrait/CRG)	125	-3	128	30/0
20	20	ALICE COOPER	<i>Brutal</i>	(Spitfire)	122	-7	129	22/0
27	21*	FATES WARNING	<i>Disconnect</i>	(Metal Blade)	117	14	103	23/0
31	22*	COLD	<i>Something</i>	(Flip/Geffen)	115	19	96	21/0
18	23	DEICIDE	<i>Insinerate</i>	(Roadrunner)	115	-17	132	23/0
22	24	DISTURBED	<i>Sickness</i>	(Giant)	113	-13	126	23/0
28	25*	MUDVAYNE	<i>Dig</i>	(Epic)	112	9	103	32/0
35	26*	SINERGY	<i>Hell</i>	(Nuclear Blast)	112	18	94	24/0
24	27	IGNITE	<i>Place</i>	(TVT)	111	-9	120	26/0
13	28	ULTRASPAK	<i>Progress</i>	(Epic)	111	-36	147	26/0
36	29*	LINEA 77	<i>Too</i>	(Earache)	108	24	84	22/0
30	30*	NASUM	<i>Human</i>	(Relapse)	97	0	97	18/0
D	31*	40 GRIT	<i>Heads</i>	(Metal Blade)	94	53	41	34/4
40	32*	RELATIVE ASH	<i>Our</i>	(Island/DJMG)	94	17	77	30/2
43	33*	ELECTRIC HELLFIRE	<i>Witness</i>	(Deadline)	93	18	75	27/0
26	34	MADBALL	<i>Hold</i>	(Epitaph)	93	-24	117	19/0
38	35*	MISERY LOVES...	<i>Your</i>	(Earache)	93	12	81	26/0
32	36	CEPHALIC CARNAGE	<i>Exploiting</i>	(Relapse)	92	-3	95	15/0
34	37	DEEP	<i>Pieces</i>	(Pavement)	90	-4	94	34/1
41	38*	SEA OF GREEN	<i>Northern</i>	(The Music Cartel)	85	8	77	21/0
D	39*	DEE SNIDER	<i>Never</i>	(KOCH International)	84	35	49	32/1
45	40*	ORIGIN	<i>Album</i>	(Relapse)	84	10	74	19/0
29	41	QUEENSRYCHE	<i>Greatest</i>	(Virgin)	84	-18	102	24/0
39	42*	FINGER ELEVEN	<i>Grayest</i>	(Wind-up)	82	3	79	16/0
46	43	BLACK LABEL SOCIETY	<i>Stronger</i>	(Spitfire)	72	-1	73	14/0
D	44*	MONDO GENERATOR	<i>Cocaine</i>	(Southern Lord)	71	17	54	18/1
D	45*	MUSHMOUTH	<i>Lift</i>	(Triple Crown)	71	31	40	28/1
23	46	A PERFECT CIRCLE	<i>Mer</i>	(Virgin)	68	-54	122	16/0
37	47	RORSCHACH TEST	<i>Peace</i>	(E-Magine)	68	-16	84	12/0
50	48*	DARK TRANQUILITY	<i>Projector</i>	(Century Media)	67	0	67	17/0
D	49*	LINKIN PARK	<i>One</i>	(Warner Bros.)	66	35	31	27/1
47	50	LUDDITE/CLONE	<i>Arsonist</i>	(Relapse)	65	-8	73	12/0

Pure Cyberspins

LW	TW	Artist	Title	Label	Plays	TW	Move	Cume/Adds
1	1*	MISSION: IMPOSSIBLE	ALBUM	(Hollywood)	195	6	189	4/0
3	2*	HALFORD	RESURRECTION	(Metal-Is/SRG)	166	6	160	4/0
2	3	IRON MAIDEN	BRAVE	(Portrait/CRG)	162	-7	169	4/0
4	4*	DEFTONES	WHITE	(Maverick)	149	12	137	3/0
6	5*	ALICE COOPER	BRUTAL	(Spitfire)	135	8	127	4/0
8	6*	MOTLEY CRUE	HELL	(Beyond)	124	10	114	3/0
7	7	TAPROOT	GIFT	(Atlantic/AG)	108	-10	118	3/0
9	8*	NATIVITY IN BLACK	II	(Divine)	105	3	102	3/0
5	9	DISTURBED	COMING	(Giant)	104	-33	137	2/0
10	10*	A PERFECT CIRCLE	MER	(Virgin)	101	8	93	3/0

fm qb august 18, 2000

add action

- 1) (Hed) Planet Earth, *Broke Jive* (44)
- 2) Hypocrisy, *Into The Abyss* Nuclear Blast (32)
- 3t) 6Gig, *Tincan Experiment* Ultimatum (26)
- 3t) TT Quick, *Ink* Ocean Records (26)
- 5) Voivod, *Lives Metal Blade* (21)

most increased

- 1) 40 Grit, *Heads*, Metal Blade (+39)
- 2t) Dee Snider, *Never Let The Bastards Wear You Down*, KOCH (+35)
- 2t) Halford, *Resurrection*, Metal-Is/SRG (+35)
- 2t) Linkin Park, "One Step Closer," Warner Bros. (+35)
- 5) Mushroom, *Lift The Curse*, Triple Crown (+31)

hard radio.com

HOT

30 weekly spins

Iron Maiden	Black Label Society
Halford	Alice Cooper
Pantera	Mission Impossible 2
In Flames	(Metallica)
Motley Crue	Dio
Nativity In Black (Slayer)	

ADDS

Killingfield	Soufly	UFO
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going for adds

Soufly, *Primitive* (Roadrunner)
 Liquid Gang, *Sunshine* (Lava/AG)
 Shovel, *Set It Off* (Interscope)
 My Ruin, *Speak And Destroy* (Spitfire)
 AKP, *All Kind of Problems* (Spitfire)
 Spock's Beard, *V* (Metal Blade)
 Darkseed, *Diving Into Darkness* (Nuclear Blast)
 Exhumed, *Slaughtercult* (Relapse)
 Today Is The Day, *Live Till You Die* (Relapse)
 Nokturnal Mortum, *Nechrist* (The End)
 Too Many Gods, *Blind Soul Lottery* (Medea)
 Gargantua Soul, *The First, The Last, The Tribe* --

ma bell meltdown

2-1	IN FLAMES	<i>Clayman</i>	(Nuclear Blast)
1-2	IRON MAIDEN	<i>Wicker</i>	(Portrait/SRG)
3-3	ROB HALFORD	"Resurrection"	(Metal-Is/SRG)
4-4	VARIOUS ARTISTS	<i>NIB</i>	(Divine)
9-5	KING DIAMOND	<i>House</i>	(Metal Blade)
5-6	DEFTONES	<i>White</i>	(Maverick)
D-7	DEICIDE	<i>Insinerate</i>	(Roadrunner)
10-8	DISTURBED	<i>Sickness</i>	(Giant/Reprise)
7-9	PANTERA	<i>Reinventing</i>	(Elektra/LEG)
6-10	EARTH CRISIS	<i>Slither</i>	(Victory)

modernROCK

modern chart 40

specialty spins 40

modern music 41

modern crossroads 43



modernROCK

Top 50 Airplay

August 8 - 14, 2000

LW	TW	Artist	Track	Label	TW	Move	LW	2W	3W	Cume/Adds
2	1*	PAPA ROACH	LAST	(DreamWorks)	2626	230	2396	2381	2396	77/0
1	2	R/H/C/PEPPERS	CALIFOR...	(Warner Bros.)	2573	-23	2596	2611	2651	78/0
4	3*	SR-71	RIGHT	(RCA)	2361	156	2205	2033	2042	78/0
3	4*	EVE 6	PROMISE	(RCA)	2315	31	2284	2273	2124	78/0
5	5*	DEFTONES	CHANGE	(Maverick)	2216	73	2143	2095	2123	80/0
10	6*	INCUBUS	STELLAR	(Immortal/Epic)	2024	261	1763	1650	1578	76/0
6	7	EVERCLEAR	WONDERFUL	(Capitol)	1834	-48	1882	2096	2341	62/0
7	8	3 DOORS DOWN	KRYPTONITE	(Republic/UMG)	1742	-138	1880	2194	2246	52/0
8	9	A PERFECT...	JUDITH	(Virgin)	1671	-105	1776	1922	2079	62/0
13	10*	WHEATUS	TEENAGE	(Columbia/CRG)	1564	259	1305	1028	835	64/0
9	11	STONE TEMPLE...	SOUR	(Atlantic/AG)	1530	-234	1764	1950	2142	53/0
17	12*	3 DOORS DOWN	LOSER	(Republic/UMG)	1353	214	1139	893	631	66/2
14	13*	VERTICAL...	GOD	(RCA)	1330	53	1277	1265	1201	55/0
15	14*	DISTURBED	STUPIFY	(Giant/Reprise)	1321	111	1210	1130	1040	61/1
11	15	LIMP BIZKIT	TAKE	(Hollywood)	1262	-146	1408	1447	1546	52/0
12	16	CREED	WITH	(Wind-up)	1262	-130	1392	1466	1721	41/0
20	17*	RAGE AGAINST...	TESTIFY	(Epic)	1192	210	982	683	344	63/3
16	18*	BT	NEVER	(Nettwerk/Capitol)	1188	48	1140	1004	918	58/0
18	19*	NICKELBACK	LEADER	(Roadrunner)	1184	116	1068	967	907	48/2
23	20*	8STOPS7	QUESTION	(Reprise)	1074	218	856	785	784	49/2
21	21*	OPM	HEAVEN	(Atlantic/AG)	1060	127	933	774	554	50/2
19	22	METALLICA	DISAPPEAR	(Hollywood)	966	-91	1057	1189	1204	37/0
24	23*	KORN	SOMEBODY	(Immortal/Epic)	891	43	848	787	741	56/0
22	24*	MXPX	RESPONS...	(A&M)	890	26	864	788	607	51/1
26	25*	LIVE	THEY	(radioactive)	823	61	762	689	572	41/0
30	26*	P.O.D.	ROCK	(Atlantic/AG)	755	67	688	675	592	50/2
27	27	GODSMACK	BAD	(Republic/UMG)	722	-9	731	718	720	37/0
33	28*	VIBROLUSH	TOUCH	(V2)	681	64	617	548	411	42/0
25	29	MATCHBOX TWENTY	BENT	(Lava/AG)	675	-146	821	846	926	24/0
D	30*	VAST	FREE	(Elektra/EEG)	671	428	243	154	66	60/10
38	31*	SUM 41	MAKES	(Big Rig/Island)	658	105	553	509	409	44/0
34	32*	DANDY WARHOLS	BOHEMIAN	(Capitol)	651	48	603	463	392	44/4
D	33*	FUEL	HEMORRHAGE	(Epic/550 Music)	647	438	209	0	0	65/46
29	34	PEARL JAM	LIGHT	(Epic)	605	-90	695	753	778	31/0
36	35*	STIR	CLIMBING	(Capitol)	604	16	588	539	509	30/0
28	36	BLINK 182	SONG	(MCA)	559	-163	722	783	1137	25/0
45	37*	THIRD EYE BLIND	DEEP	(Elektra/EEG)	550	78	472	499	401	32/0
48	38*	DEXTER FREEBISH	LEAVING	(Capitol)	549	147	402	300	15	39/5
31	39	MOBY	PORCELAIN	(V2)	523	-142	665	774	926	24/0
32	40	NINE DAYS	ABSOLUTELY	(Sony/550 Music)	494	-169	663	649	753	20/0
37	41	LIT	OVER	(Capitol)	490	-94	584	726	953	22/0
D	42*	BARENAKED...	PINCH	(Reprise)	477	344	133	8	0	35/5
44	43	U.P.O.	GODLESS	(Epic)	462	-14	476	428	436	26/0
42	44	COWBOY MOUTH	EASY	(Blackbird/Atlantic/AG)	451	-39	490	577	572	26/0
40	45	LIMP BIZKIT	BREAK	(Flip/Interscope)	447	-76	523	544	623	21/0
35	46	CYPRESS HILL	ROCK	(Columbia/CRG)	445	-150	595	702	814	21/0
D	47*	KID ROCK	WASTING	(Top Dog/Lava/AG)	444	142	302	118	74	28/2
39	48	DYNAMITE HACK	BOYZ	(Universal/UMG)	433	-112	545	683	918	24/0
D	49*	MARVELOUS THREE	SUGAR	(Elektra/EEG)	411	100	311	199	59	31/3
47	50	URGE	TOO	(Virgin)	403	-14	417	432	407	20/0

Plays TW: Total number of Plays during current airplay week; Move: Increase or decrease in number of Plays from previous airplay week; Plays LW: Total number of Plays during previous airplay week; 2 Week: Total number of plays 2 weeks previous; 3 Week: Total number of plays 3 weeks previous; Cume: Total number of stations playing; Adds: number of new stations reporting as an add.

most added

1. **FUEL** 46 adds
"Hemorrhage (In My Hands)"
 (Epic/550 Music)



2. **FOO FIGHTERS** 29 adds
 "Next Year"
 (Roswell/RCA)

3. **POE** 15 adds
 "Walk The Walk"
 (Atlantic/AG)

4. **VAST** 10 adds
 "Free"
 (Elektra/EEG)

5t. **ELASTICA** 7 adds
 "Mad Dog"
 (Atlantic/AG)

FULL DEVIL JACKET 7 adds
 "Where Did You Go"
 (IDJMG)

HARVEY DANGER 7 adds
 "Sad Sweetheart Of The Rodeo"
 (London/Sire)

8t. **(HED) PLANET EARTH** 6 adds
 "Bartender"
 (Jive)

GOOD CHARLOTTE 6 adds
 "Little Things"
 (Epic)

QUEENS OF THE... 6 adds
 "The Lost Art Of Keeping A Secret"
 (Interscope)

specialty spins fmqb's look at what's on specialty shows.

Top Ten Singles

ARTIST	SONG	LABEL
1. Sunna	"Power Struggle"	(Astralwerks/Virgin)
2. A	"Monkey Kong"	(Mammoth)
3. At The Drive-In	"One Armed Scissor"	(Grand Royal)
4t. De La Soul	"Squat"	(Tommy Boy)
Elastica	"Mad Dog"	(Atlantic/AG)
Fuel	"Hemorrhage..."	(Epic/550 Music)
System Of/Wu-Tang	"Shame"	(Columbia/CRG)
Dynamite Hack	"Anyway"	(Universal/UMG)
9t. Vast	"Free"	(Elektra/EEG)
Verbow	"New History"	(Epic/550 Music)

TOP TEN ALBUMS

ARTIST	ALBUM	LABEL
1. Sunna	<i>One Minute Science</i>	(Astralwerks/Virgin)
2. Various Artists	<i>Loud Rocks</i>	(Columbia/CRG)
3. A	<i>A Vs. Monkey Kong</i>	(Mammoth)
4. De La Soul	<i>Art Official Intelligence</i>	(Tommy Boy)
5t. 6Gig	<i>Tincan Experiment</i>	(Ultimatum)
Elastica	<i>The Menace</i>	(Atlantic/AG)
7t. The Vandals	<i>Look What I Almost...</i>	(Nitro)
Dynamite Hack	<i>Superfast</i>	(Universal/UMG)
9t. Verbow	<i>White Out</i>	(Epic/550 Music)
Deftones	<i>White Pony</i>	(Maverick)

modernMUSIC PAGE

modernmovers



#1 modern

Papa Roach, "Last Resort" (DreamWorks) Taking over the top spot this week is the enormous debut from Papa Roach. This song is as big as they come. Album sales are astronomical, requests are huge, and spins jumped from 2396 to 2626 this week. Expect their tenure at number one to continue. Hats-off to Ross Zapin and Matt Smith on a job very well done.

Fuel, "Hemorrhage (In My Hands)" (Epic/550 Music) Debuting at 33* and bum rushing the Number One Most Added slot this week is the latest from Fuel, an absolute no-brainer to surge to Number One on the chart. Forty-six stations added it this week, and close-out is very much a possibility in the weeks to come. Congrats to Joel Klaiman and the folks at 550. New and explosive just about everywhere.

Good Charlotte, "Little Things" (Epic) New adds this week at KNRK, KRZQ, WJBX, WPBZ, WDXD, WXRK, and serious spins at 89X, WPLY, WHFS, WFNX, KPNT, and Q101 has this song on its way. It looks as if Jacqueline Saturn and the Epic crew have another hit record on their hands.

VAST, "Free" (Elektra/EEG) This track continues to bowl people over and stir up excitement with listeners. Another ten stations added "Free" this week bringing the growing number of *fmqb* Modern Rock reporters on it to 60 with 671 spins. Greg Dorfman and John Biondolillo have not only another smash single to hang their hats on, but a song that defines creativity and artistic integrity. New this week at KNRK, KQXR, KTEG, WARQ, WEND, WROX, and WXNR. In rotation at KTBZ, KPNT, 91X, KROQ, Q101, KPOL, WHFS, WPLA, KDGE, Live 105, 89X, KXPK, KNDD, WRZX, and WBCN.



Harvey Danger, "Sad Sweetheart of the Rodeo" (London/Sire) Anything but a Cowboy song, "Sad Sweetheart of the Rodeo" is, however, a ridiculously catchy and crunchy track that warrants your immediate attention. Stations such as 99X, KNDD, Q101, WEDG, KTBZ, and WPLA are all over it and experiencing solid early results. Clear some room and give it a shot. New this week at WBCN, KMBY, KNRK, WDST, WEEQ, WMPS, and WWDX.

Dexter Freebish, "Leaving Town" (Capitol) After a nice jump in spins this week, "Leaving Town" moves 48-38* and picks up five more stations (39 come). Be sure to bring this song in the meeting, it could be a great balance record that evolves into a real hit. New this week at KPNT, WBRU, WCYY, WKRL, and WZPC. Working at KTCL, KXRK, WDXD, WXNR, KNRK, WDYL, WHRL, KTBZ, KKND, WGRD, WDST, WPLA, WRAX, 99X, and WSFM.

Full Devil Jacket, "Where Did You Go?" (IDJMG) Seven stations jumped out on this track this past week, and if there is any justice, many more will in the weeks to follow. A great ballad-ish track with incredible melody and power, "Where Did You Go?" should do all the right things if given the chance. Just ask KFMA, KHLR, KMBY, KRZQ, WCYY, WEDG, and WSUP.

Queens Of The Stone Age, "The Lost Art Of Keeping A Secret" (Interscope) Huge adds at KROQ, WBCN and KXPK, along with strong support at WROX, Q101, KKND, 91X, WXRK, CFNY, 89X, Live 105 are helping to validate this track as an across-the-board smash. If you aren't one of the many stations already banging this track, make room for it and delay no further.

Poe, "Walk The Walk" (Atlantic/AG) Modern Rock radio welcomes Poe back this week by making her Number Three Most Added with 15 adds. It's been too long since Poe talked the talked but it's definitely not going to be too long before "Walk The Walk" starts striding up the chart. Added at KXRK, WBRU, WFNX, WGRD, WMPS, WRRV, WXSX and more.

Foo Fighters, "Next Year" (Roswell/RCA) Four is definitely the Foo Fighters lucky number. Four singles deep into *There Is Nothing Left To Lose* and the Foo's are sitting on potentially their biggest radio hit. Anyone remember STP's "Sour Girl?" Own it now, before it starts zigzagging to every format known to mankind. Number Two Most Added this week with 29 adds! Spinning at WPLY, Q101, WLIR, WDXD, WEDG, KPNT, WCYY, 91X and many more.

modernpriority



Orgy "Fiction (Dreams in Digital)" (Elementree/Reprise)

Be excited. Be very excited.

This song should place Orgy into a whole new level of stardom. Once listen – that's all you'll need to convince you it's a smash. It reaches out and nails you with its 80's smoothness and 21st Century savvy. Many of you started playing it last week, and most of you will probably add this week. Early add at WBCN.

available for airplay

8.21-22

A, "Monkey Kong" (Mammoth)

Bad Religion, "I Love My Computer"
(Atlantic/AG)

Flak, "Tune In" (Restless)

Everclear, "AM Radio" (Capitol)

Orgy, "Fiction (Dreams in Digital)"
(Elementree/Reprise)

The Presidents, "Tiny Explosions" (Musicblitz)

8.28-29

6 Gig, "Hit The Ground" (Ultimatum)

A Perfect Circle, "3 Libras" (Virgin)

Bottlefly, "Got 2 B Luv" (Universal/UMG)

Collapsis, "October" (Universal/UMG)

Cypress Hill, "Can't Get The Best Of Me"
(Columbia/CRG)

Dum Dums, "Everything" (MCA)

Dynamite Hack, "Anyway" (Universal/UMG)

Green Day, "Minority" (Reprise)

Liquid Gang, "Closer" (Atlantic/AG)

Linkin Park, "One Step Closer" (Warner Bros.)

HARVEY DANGER

"Sad Sweetheart Of The Rodeo"
from the forthcoming album
King James Version

Including....

WBCN KMRK WLIR

...And Many More!



In Stores
September '12

Already On:

KNDD 27x Q101 23x 99X 18x WEDG 23x

WBRU CD101 KDGE KTBZ KCXX KAEP

...And Many More!

**Most Added
Again This
Week!**

**3rd Most
Increased Airplay
This Week!**



Produced and Mixed by John Goodmanson
Management: AAM

www.harveydanger.com

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modernCROSSROADS

Showtime

fmqb's Weekly Watch on the Festival Season.

8/19 KMYZ/Tulsa *Edgefest 2000* at Mohawk Park featuring Kittie, P.O.D., Mollys Yes, Kottonmouth Kings, 8Stops7, The Urge, Disturbed, The Deadlights, Apartment 26, Bageyes, and Dead-O.

8/27 WEDG/Buffalo *Edgefest 7* at La Salle Park featuring The Mighty Mighty Bosstones, Papa Roach, Goldfinger, The Sheila Divine, Eve 6, Harvey Danger, Fenix TX, Nickelback, Mest, and Sum 41, along with the Mary's Lounge Buffalo Stage.

9/10 KROX/Austin *101Xfest* at Auditorium Shores featuring Cypress Hill, Everlast, Kottonmouth Kings, The Nixons, Wheatus, and more bands TBA.

9/14 WZPC/Nashville *Buzzfest 2000* at AM South Amphitheater (capacity 17,200) featuring Everclear, Everlast, Fuel, Eve 6, P.O.D., Marvelous 3, Sum 41, Dynamite Hack, Nickleback, U.P.O., Full Devil Jacket, and Cowboy Mouth.

9/16 WEND/Charlotte *End Of Summer Weenie Roast 6* at the Blockbuster Pavilion featuring Everclear, Papa Roach, Everlast, Fuel, Eve 6, The Cult, Dexter Freebish, Missing Persons, Collapsis, Stir, 2 Skinnee J's, Angie Aparo, and Peter Searcy.

9/23 KEDJ/Phoenix *That Damn Show!* at the Peoria Sports Complex featuring Papa Roach, Deftones, Orgy, MxPx, and P.O.D.

9/30 WRZX/Indianapolis *X-Fest* at the Deer Creek Music Center featuring Stone Temple Pilots, Green Day, Fuel, Wheatus, Papa Roach, P.O.D., Disturbed, Kittie, and Kottonmouth Kings. Rick Rockwell of *Who Wants To Marry A Millionaire?* fame will be the emcee and stand-in as Best Man for a contest winner's on-stage marriage ceremony.

X-files

Sex & Violence In Knoxville: No, it's not a new Joseph Lieberman campaign issue, it's (sorta) what's happening in the always-clever promotional world of WNFZ/Knoxville. The 94.3 Extreme Radio @ Foothills Paintball promotion pits the *Powerade Team Extreme* against all challengers for "Extreme Stash," including movie passes, CDs, t-shirts and other cool swag. Each week a jock captains and recruits a five-man team for the messy fun, and each of the registered players are qualified to win a big screen TV. The Extreme Radio Lingerie Show is a very popular (duh) Wednesday night promotion at Moose's Music Hall. The series of seven contests (boasting weekly prizes) culminates in a showdown for \$4,000 to get new things.

I Would Love To...Sing About Howard: *The Howard Stern Show* and WXRK are asking listeners to come up with their best musical take on the show. "The Howard Stern Song Parody Contest" has listeners sending in CDs or cassettes of songs that are no doubt, unique. Gary's teeth, Jackie's houses, Robin's breasts, Howard's member, John's Stuttering - nothing is safe. Winners will be announced live on the air during *The Howard Stern Show* on Friday, September 7. The grand prize winner receives \$10,000, 2nd prize winner receives \$5,000, 3rd and 4th place prizes will also be awarded.

Green Day Update: By now, most of you have heard or are playing the brilliantly energetic new Green Day track, "Minority." And

by now most of you have also had your fill of political showmanship, too. Well, never fear help is on the way. Combining the best (and worst) of both worlds is your new Third Party Presidential nominee and all-around regular guy is: **Billie Joe Armstrong?** Yep. Go to Live105.com and check out his Campaign 2000 TV spots. You'll be glad you did.

99X Morning Show Goes Right Down The Toilet: When the *Morning X's* Rich Shertenlieb got arrested for public indecency after "testing" out a few new toilets at a local Home Depot to see if they would fit his irregularly shaped ass he didn't call a lawyer he called 99X. Now armed with well-known Atlanta attorney Brian Steele, thanks to the *Morning X*, Shertenlieb will get his day in court. 99X is encouraging their listeners to exercise their right to assemble next Wednesday as Shertenlieb butts heads with the Atlanta Police. *The Morning X* is billing Shertenlieb's trial as a display unlike any ever seen in the American Judicial system. In other 99X news, the station is currently offering their listeners an exclusive CD to raise some funds for their *Big Day Out 2000* charity partner, Angel Flight. For \$9.97 listeners can purchase the new EP from Atlanta's Brand New Immortals at 99X.com. A limited number of the EP's are available and all proceeds will benefit the non-profit pilot volunteer organization that supplies free air transportation for health care emergencies.



Eddie vs. Scott



Making the best of two non-exclusive mega-Rock shows coming to Philly, Y100 has

launched a truly hilarious and ingenious ticket giveaway promotion that ties-in both Creed and Pearl Jam concerts (kudos Suzie!). After hearing a quick snippet of a song, listeners are asked to correctly identify the guttural wail of either Pearl Jam's Eddie Vedder or Creed frontman Scott Stapp. If the caller picks the correct singer, he or she wins tickets to see the band live. Two grand prize winners will be chosen among those who snagged tickets. The Pearl Jam grand prize winner will take home the 25-CD live European collection. The Creed victor wins the right to be the Y100 backstage correspondent of the show and is given the opportunity to interview the band and sit on the stage during the performance. Y100 has been running spots trumpeting the promotion regularly, the funniest of which confuses the brooding in 3 Doors Down's "Kryptonite" with Vedder and Stapp (we smell another promotion in the works!) Also, an on-line poll will be set-up so listeners can cast their vote for their favorite Grunge lords, Creed or Pearl Jam.



HEY, SHE'S USING HER BOOBS! -

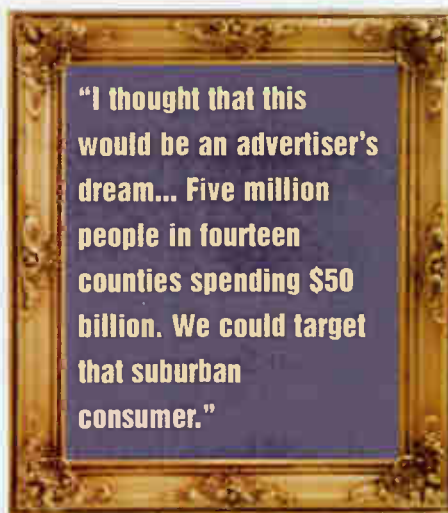
99X listeners are given the opportunity to win Limp Bizkit tickets. The first contestant to melt their computer sized ice cube with the heat of their body got the tix.

insider trading at
[www.fmqb.com!](http://www.fmqb.com)

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Give us a feel for your pre-radio background, and how you became involved with Nassau Broadcasting.

Prior to acquiring Nassau in 1986, I was running a small venture firm in Princeton. We were seeding small, non-technical start-up businesses. I felt that there was a very good opportunity in distribution-type businesses. There were two things that became very obvious to me early on: You overestimated what the ease and simplicity would be, and you underestimated how much capital you would need. In 1982, the opportunity came up to bid on some cable TV properties that were being divested because of cross ownership issues between Westinghouse and Teleprompter. That was the first time that the communications bug bit me. These systems were operating in Central New Jersey, and along the Jersey Shore, and they were very interesting opportunities, but a bit pricey at the time. We made a bid, and ultimately we were not successful, but the experience gave me the desire and inclination to stay close to the field. A few years later, Herb Hobler decided that he wanted to sell Nassau Broadcasting, and he had some very specific requirements. He wanted a buyer who would pretty much maintain the status quo, and not upset any of the operations of the business. Herb wanted to sell the company, but still keep the company, which is a very difficult thing to do. There were more than a few buyers interested. In fact, I know that there were eight or nine different offers made on the company. But each of the buyers had their own way of looking at the company, and what they thought the growth could be. Keep in mind that this was pre-telecom and pre-duopoly. The ownership limits were very restrictive, and you couldn't have your signal contours overlap. Due to all of the archaic regulations, any buyer would have to be from out of the area, (due to signal overlap with New York and Philadelphia stations), and if they were already at their ownership limit, they would have to sell something. WPST and Nassau had a certain amount of national panache. 'PST was already a heritage station even back then, and had won many national awards. Herb questioned every would-be buyer about their background, what they thought about the business, and what their philosophy was. Then he would terminate the conversation. When he asked me about my philosophy, I told him that I didn't have one. I simply felt that it was a very good company that had been around for 25 years, had seasoned management, and



looked like a good opportunity to act as a stabilizer for some of my more risky investments. Herb was impressed with the honesty of the answer. We negotiated a contract the next day, and went from contract to closing in 100 days, which is a benchmark for me. I've done many transactions since then. None have been that easy.

Unlike many of us who have been "radio guys" practically since birth, you were successful in other areas of business before taking the plunge into station ownership. What attracted you to radio?

I was born and raised in Trenton, and I grew up on WPST, as well as WHWH, which was a local powerhouse. I didn't have the depth or breath of knowledge about the radio spectrum that I do today, but I saw a great opportunity. Herb told me about the history of the company. He had one of those black and white specked composition books like you used in grade school... the kind where you can't tear out the pages, so the teachers would know everything you did. Herb kept the history of the company in that book... year by year, station by station, revenue growth by revenue growth, dating back to 1961. I still have it today. While we weren't as computerized in 1986 as we are today, most companies were using computers and spreadsheets to do their books. There was a certain competence level with somebody who was doing the books the old fashioned way, in a composition book. Company president John Morris used to keep the numbers on little 3x5 index cards, and each day, he would cross out the previous day's business and add a new number. You could ask him at any time where you were as of that moment, and he had the answer. No PC can operate that quickly.

Did you have any idea that someday your holdings would grow to this extent?

None whatsoever. In 1986, I told my dad that I was looking at buying Nassau Broadcasting. He said, "Nassau Broadcasting, how are you gonna do that?" He thought I was crazy. "Only big people buy those kind of companies." To him, owning a radio station was on par with owning a newspaper or a television station. He actually thought that radio ownership would be good for me, because it would give me some "glue." He was very concerned about my entrepreneurial activities. His background was as an engineer, and to him, one plus one equaled two. I'd always tell him that one plus one could equal three, and that always threw him for a loop. I had a five year business plan. Right out-of-the-box, revenues were up 20 percent, and cash flow was up 60 percent. We took the business from \$3 million to about \$3.7 million in revenue in the first year, and the cash flow went from \$1 million to almost \$1.7 million. In 1988, we had another good year, but in 1989 through 1991, we entered challenging times.

My business plan said that in year five, I would probably be a seller. All of the financing was tied into five years, and John Morris wanted to retire. He was going to be 65 at that point in time, so it was going to be perfect for everyone... everyone except the market. In the late 80s, as radio multiples expanded and increased, there was a confluence of events that negatively affected the radio industry in 1990 and 1991. There was a big banking crisis. There wasn't money available to finance growth in the business. And we were still living in the world of regulatory impediments to expansion, such as ownership limits and cross-ownership hurdles. Multiples came down, and cash wasn't available. There were high interest rates, and the uncertainty fostered by the Gulf War. The radio industry went into a tailspin. The fourth quarter of 1990, and the first quarter of 1991 were disastrous. I didn't want to sell the company, but given all of the pressures that were on me at the time, I felt that a sale of the company was the wisest thing to do. My dad, who had become an avid follower of my career and was proud of the success that we had been able to achieve with the company, became ill. I went to visit him in the hospital, and told him that we had decided to sell the company. He said, "Why? It's not making any money?" I said, "No dad, it's doing very well." He said, "So why are you selling it? I said, "Well, it's

the end of our five year business plan," and I gave him some other reasons. He said, "I don't understand. The business is making money. Everything's OK. The economy has to get better from here. You've got a good business. How much are you going to make?" I told him, and he said, "What are you gonna do with that?" I said that I was going to be an investor, and invest in other businesses. He turned and said, "Why don't you make it your goddamn business, because if you get the money, you're only gonna piss it away." He shrugged at me in disgust, like only a father can do... like I'd just flunked a spelling test, or something. I had been summarily dismissed. That experience certainly stuck with me, and two weeks later, he passed away. I kept thinking about what he had said... "Make it your business." But we still had these other pressures, and I attempted to sell the company. I spent a lot of time negotiating that sale, because I wanted to make sure that every "I" was dotted, and every "T" was crossed. We achieved a contract, but the deal fell through because the buyer wanted a lower price at the closing than had been initially agreed upon. Despite the fact that our performance was strong, station prices were falling. But also at that time, the economy was showing signs of improvement, and our business was improving with a vengeance. So I decided to hold on to the company. There was a certain panache about the Princeton area that we served, and I saw an opportunity to grow the company in the strong business environment of the area. That was the genesis for the Jersey Radio Network, and now the Nassau Radio Network.

What potential did you see for these radio stations, and for regional growth, that others didn't?

As bad as the economy was, we were able to maintain our cash flow and ratings growth. That told me that there was something really unique about this marketplace. Being an avid reader, I'd devour the *Broadcasting Yearbook* to find out how many stations were in what locations, and how many retail dollars per capita were in those locations. I came up with a very simple metric that told me that New Jersey had been neglected in many ways because of its unique position between New York and Philadelphia. You had all of these signals from those cities coming into New Jersey, and a lack of radio spectrum available. The mom and pop oper-

ators in New Jersey were competing with those big signals. What chance did they have of competing with **Howard Stern** or a powerhouse such as **KYW/Philadelphia**? It was tough, but we had been very successful in Princeton. The thought came to me that as Princeton goes, maybe so goes the State of New Jersey. We saw the same underlying fundamentals throughout the state: population concentration, retail sales, lack of local available media – especially radio – and the signals available were mom and pop. If we could achieve a significant position in the local marketplace... basically, become #1 someplace, then the likelihood was that we could grow a non-traditional radio market into something that looks like Dayton, Ohio, or Albany, New York. You establish strong local business, create a regional platform, and then national business will naturally be attracted. I felt that we had a unique situation to take advantage of all of these motorists in the most densely-populated corridor in the country... a highly mobile population in an area with huge retail sales, and given the relatively low cost of living, high disposable income. I thought that this would be an advertiser's dream. They would no longer have to spend top dollar on New York or Philadelphia radio to reach this audience of five million people in fourteen counties spending \$50 billion. We could target that suburban consumer, and deliver it to them for much less.

What did the initial expansion plan entail?

We wanted to create compelling, provocative local radio, captivate the local market, and establish radio as a local medium again. This was pre-telecom, so our initial plan was to operate three large duopolies in the three markets that we wanted to be in: the Jersey Shore (Monmouth-Ocean); Nassau Northwest, which would be the northwestern counties of Morris, Sussex and Warren; and Central Jersey, with WPST being the flagship. The first acquisition that we made was in Stroudsburg, PA. WSBG and WVPO had many of the same qualities as WHWH and WPST: very predictable revenue growth, good cash flow, heritage in the market, great signals... a nice safe acquisition, which appealed to me given the turmoil of the previous few years. And two thirds of the signal coverage of those stations is in Northwest New Jersey.



Next, it seems that you launched a "connect the dots" strategy by acquiring stations that created geographic synergy.

By developing a good reputation for dealing with owners and running a good company, that opened up a lot of doors to discuss further acquisitions. I was coming from Nassau Broadcasting, I had bought Herb Hobler's company. I had good stations and good financials. I spent a lot of time with the sellers. In some cases, it took a year or two of lunches and dinners and conversations. Now I had a philosophy for the business, and it was to be very local, very dominant, very active, to do compelling radio, and to attract regional and national business. Many of the smaller owners didn't have the resources to do this. We made very nice acquisitions in Northwest New Jersey: WHCY, then WNNJ, then WSUS. I hate to say that we consolidated the market, because it wasn't really a "market." It was three counties. We petitioned Arbitron and made Sussex a market. At the end of the day, we owned four of the six FMs and two of the three AMs in a marketplace that has 350,000 people spending \$3 billion. Those stations were only generating a couple of million dollars in radio revenue. There's no reason why an area with that kind of retail concentration and affluence shouldn't be a \$10 or \$11 million radio market. You have great retail, vibrant downtown areas with no blight, 60 percent of the market commuting across the Delaware River every day, and New York City less than an hour away via I-80. This year, those stations will bill about \$8.5 million, and we'll have more cash flow than we had revenue in 1996.

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Tell us about the Jersey Radio Network, which has recently been re-dubbed the Nassau Radio Network, due to the company's expansion into New York and Connecticut. It isn't really a programming network in the traditional radio sense, but a sales network. Would you characterize NRN as an in-house rep firm?

You said it better than I. I'll take your quote. After we did Nassau Northwest, we purchased stations on the shore in the Monmouth-Ocean market, which is a much better-known, top 50 market. The Network was a way to package our three clusters. It's not a programming network, and it doesn't involve simulcasting signals. It was designed to give us in-house ability to sell the clusters, or at a minimum, an individual station within the cluster. The reason that we've had such a rapid rise in our national business— from \$2 million to \$11 million, to next year's budget of \$15 million, to \$20 million if you count the Aurora and Allentown stations that we're buying — is because Nassau Radio President Joan Gerberding has been able to go to a very sophisticated buyer, and show them how easy it is to buy New Jersey. We can sell them one spot on 21 radio stations for less than the cost of one spot on a New York or Philadelphia station. The key is that all of our stations are strong performers in their local markets. Like I was trying to tell my father years ago, one plus one equals three, and that's what we've done with our Jersey Radio Network, and now the Nassau Radio Network.

Certainly, Sr. VP/Programming Michelle Stevens has played a major role helping to get those stations to the top of their markets.

Michelle is awesome. Whether it's formatting a Country station, a Sports station or 'PST, she does it with such passion and excitement that she's not only able to get her point across to management, but she's empowered a whole group of future Michelle Stevens' throughout the company, whether they're PDs, MDs or interns. They're excited to be working for her. You know how it is, Dave. You talk to Michelle for a half hour, and you come away vibrating. That's the effect that she has. You don't just work for 'PST, you live the 'PST life, and I want that passion and excitement to extend into the community. She works very hard to make sure that everything from our advertising to our PSAs are consistent with the lifestyle of the respective radio stations.

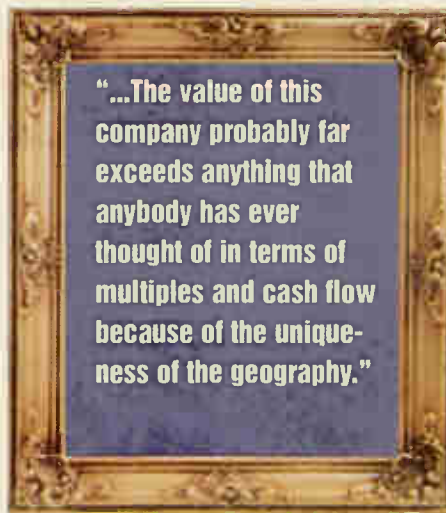
Two weeks ago, you decided to pull back on your IPO. Which way do you plan to go now? What are your options?

In 1986, I didn't have a philosophy or a lot of experience in the business. But 14 years later, I do have a philosophy, and a great deal of experience and knowledge. I built this company one acquisition at a time. I raised every one of the dollars that financed the company. In 1995 and 1996, I brought in investors to share in my dream and vision. And back then, it *was* a vision. I used to go to very sophisticated investors who were some of the best media investors in the world, and I would explain to them about the drivers and the population and the radio signals and the retail and all of the things that made this situation unique. They'd pick up a *BLA* book, or *Broadcasting* or *Duncan*, etc., and they'd say, "Lou, where is this market again exactly?" I'd tell them that the market didn't exist, but that I was going to create it. As you can imagine, that didn't get me very far in many cases. In 1995 and 1996, I sold off basically 70 percent of the company to raise the capital for expansion, and I made this bet: Can I make our 30 percent more than our 100 percent is now? Four years later, I was able to do that several times over, and make my investors a lot of money. They understand that not only are we passionate about our business, but we're also passionate about our equity.

The IPO process was started seven months ago at a time when the trailing multiples (EBITDA) were in the mid 20s. But since then, some radio stocks have had their problems, *Cumulus* has had their issues. A couple of offerings came out — *Regent* and *Beasley* — that haven't been very successful. You've had *Citadel*, a great company, go from the high 50s, touching 60, down to 30. *Cox* and *Entercom* have drifted down. Some of the niche guys have done very well, but we're not a niche broadcaster. The softness of the sector would have resulted in a lower stock price, and the loss of \$150

to \$200 million in value for our company. One plus one in this case would equal *less* than one, and I wasn't happy with the result. Merrill Lynch did a great job for us in terms of taking us out on the road. Over the course of three weeks, we made over 65 presentations one-on-one. I think we did a good job. The feedback that we got was that they understood the story, and they understood how we differentiated ourselves. But at the end of the day, we were going to be measured by a jury of our peers, and our peers haven't been that great for the capital markets for the last 60 to 90 days. I looked at the numbers, and I just couldn't pull the trigger.

We had successfully refinanced the company back in April and May, and we planned the financing to serve two Nassau Broadcastings: a private Nassau, going it alone; or a public Nassau going forward. We made sure that we had the funding to close our purchase of the Aurora stations, and the *Clear Channel* stations we're buying in Allentown. We looked at the IPO as nothing more than a financing, and the public market wanted too much for us. They wanted a super discount because of all the blood they've lost in the last three months. But our business is as healthy as it's ever been, and we've found that the private market value of the company far exceeds its public market valuation. We have some of the best beachfront property around, and it's not just at the Jersey Shore. Our property runs from Hartford, Connecticut right down to the Philadelphia suburbs. What is that worth to someone? We're being told what the company is worth, and that number is a huge number, because it's a unique opportunity. We are not a middle market consolidator. We didn't go out and aggregate cash flow. We built our group the old fashioned way. If you want to get into these market areas, you have to come to our door. We hold the keys, and we're finding some very interesting opportunities. In the last couple of weeks, we've had offers running the gamut from strategic opportunities to people trying to outright buy certain of our assets. We have no desire to sell off pieces of the company. This isn't a traditional IPO scenario where the company pulls the IPO, and there's mayhem in the streets. In our case, it's just the opposite. The IPO for us wasn't a positive event. It was nothing more than a financing event. We were all taking a substantial financial hit compared to the private market valuation of our company. We were willing to do it because it was the next stage in the development of the company. We pulled the offering



instead of accepting a lower valuation because we're worth more, and we're not going to give it away. We went back to our initial investors, and over the last three or four days, we've raised over \$70 million in commitments. We're not barring the doors, but we're being very, very selective as to who that last investor is going to be. It will be a significant and strategic investor who not only sees the current value of Nassau, but also the vision of where we're going. In the next few weeks I expect to have everything buttoned up. We'll close on our Aurora deal and on Allentown, and we'll be where I'd like to be. Nassau will be a privately-owned company until such time as the public markets tell us otherwise, or other events transpire.

You had to have been approached by other groups during the last couple of years who wanted to buy Nassau. Every group of your size in the Northeast has been sucked up by somebody. Names such as Benchmark and Commodore are history. You had to have been approached, and you chose to hold on.

Yes they did approach me. There were probably ten different buyers who approached us who wanted our size, or our geography. We would try to explain our vision, and they'd say, "We see your cash flow. We'll pay you a multiple of your cash flow." I'd say, "Guys, this isn't a multiple of cash flow story. This is the opportunity to buy into a market that is 5 million people strong, generating 50 billion dollars, and we own 21 of 32 radio signals in that marketplace. What price can you put on that." We didn't just want to be paid on our cash flow. We want to be compensated for our stick value, and our opportunity. I told them, "If you don't do it today, it's going to be more expensive tomorrow." This isn't a cash flow story, it's a vision story. A few years ago, there was a substantial offer made to the company by a big radio company. It would have been a great day for us all on an equity return basis. I brought the offer to the board, and we reviewed all of the reasons why we should do it. But I told them that we weren't there yet. We were nothing more than the farmer who had aggregated a bunch of farms, and maybe another guy comes in and sees the development potential of buying that land and building a mall. I didn't get here by being an aggregator. I got here by building cash flow. That's what I want to do.

Where does the group expand to next?

The way that we have our current financial structure in place, both in terms of our debt and our equity, we'll have the ability to



make accretive acquisitions, and those are the only kinds I'll make. I think we'll have an opportunity to go into Wilmington, Delaware. I'd like to go into Poughkeepsie. I'd love to push north into Hartford and New Haven. Certainly, I'd love to be in Philadelphia tomorrow afternoon. Those are the kind of places you'll see us. You won't see us going into New York City. You're probably not going to see us go out onto Long Island, because it doesn't have the same characteristics. But I think you'll see us traveling further up the Hudson River, not towards Albany, but within the 60 mile drive of New York City. You'll see us go further into Connecticut, and further into Eastern Pennsylvania, which really means, in our case, Philadelphia and Wilmington. And there are a couple fill-ins left in New Jersey. We don't own everything. There are a couple of markets that we'd like to participate in.

We've made the market vibrant for everyone. I think that we've achieved a notoriety for radio in New Jersey. Together with our good competitors at Press Broadcasting, we've made New Jersey a must-buy. They've done a great job, and we've done a great job. We've heightened the visibility for all of our competitors, and made radio a viable business in New Jersey. I could see us running our group as-is for the next four or five years. If nice acquisitions come up in that corridor, I think that we've shown the ability to be not only aggressive, but creative in getting the deal done. And lastly, I believe that at the end of the day, the value of this company probably far exceeds anything that anybody has ever thought of in terms of multiples and cash flow because of the uniqueness of the geography.

"NTR" has become a big buzzword, as stations with maxed out spotloads attempt to create new revenue streams. What NTR sources has Nassau tapped into?

We call it "GLR." We are the masters of GLR, and it is one of the highest growth vehicles in our company. It's an acronym: Good Local Radio. When people start talking about NTR, it's because their traditional radio is maxed out. How do you get more? You add inventory, which we can't do, because we're between New York and Philadelphia. Or you increase the rate, but that can only take you so far before you alienate clients. Delivering GLR to the affluent market areas, where there is a lot of traffic and strong retail is what will drive our future.

Radio has seen double-digit increases in revenue over the last couple of years. How long can this prosperity continue? Do you think we'll ever see a severe slowdown, and corresponding drop in station values, like we saw in the early 90s?

We are, as a company, and certainly as an industry, in much better shape than we were in 1991. The business was still not concentrated in 1991. It was still mom and pop for the most part. It was fragmented. Owners were beating each other up, and the lowest rate would win. They were giving up their airtime, giving away their content, because they were worried about running their business. After consolidation, all of the operators have the same requirements, and the same need to be good operators. We've become a much more targeted medium, certainly to the detriment of others, such as newspaper operators and television. What other medium offers the kind of proven year over year results, and the ability to target a demo as well as radio? Consolidation and clustering strategy has helped that.

For radio to continue to post double-digit growth, we'll have to get a bigger piece of the ad pie, which we're already starting to do. That's the macro statement. The micro statement is what our story is all about. Limited radio signals, lots of population, huge retail, and the ability to convert that retail into radio revenue that's locally driven. We'll take advantage of these unique drivers, our track record, the credibility we've earned with our listeners, and the credibility with our advertisers to develop our radio stations. Short of a horrific macro adjustment in the economy, double digit growth is in Nassau's foreseeable future for the next four or five years, both top line and bottom line.

1 +
one
plus
one
equals
three



Up Close with Nassau Broadcasting President/CEO Lou Mercatanti

By Dave Hoeffel

*Nassau Broadcasting... the name conjures up images of a group owner in the Bahamas for many. But Nassau Broadcasting is a successful regional company based in Princeton, NJ. One of Princeton University's main buildings is called Nassau Hall, and the main north-south drag through town is named Nassau Street, so Nassau Broadcasting seemed an apropos name for a company that was started by Princeton University alum **Herb Hobler** in the early 60s. Hobler launched **WHWH-AM**, and a few years later, he purchased **WTOA-FM** from the Trenton Times newspaper. He changed the call letters to **WPST**, and one of the most dominant regional radio stations in the history of broadcasting was born. Twenty years later, a young, savvy investor named **Lou Mercatanti** would buy Hobler's interest in the highly-successful combo, and proceed to grow the company into a 21 station (soon to be 32) regional group. Many of Nassau's stations are located in areas of New Jersey and the Northeast that had never been defined as "markets" per se, despite the fact that these areas are densely populated, and very affluent. Mercatanti saw the opportunity to create new markets in these areas that would be highly-desirable to advertisers. In the process, he has been able to prove that with vision, passion and commitment, one plus one can indeed add up to three... or more!*

continued on page 44

three

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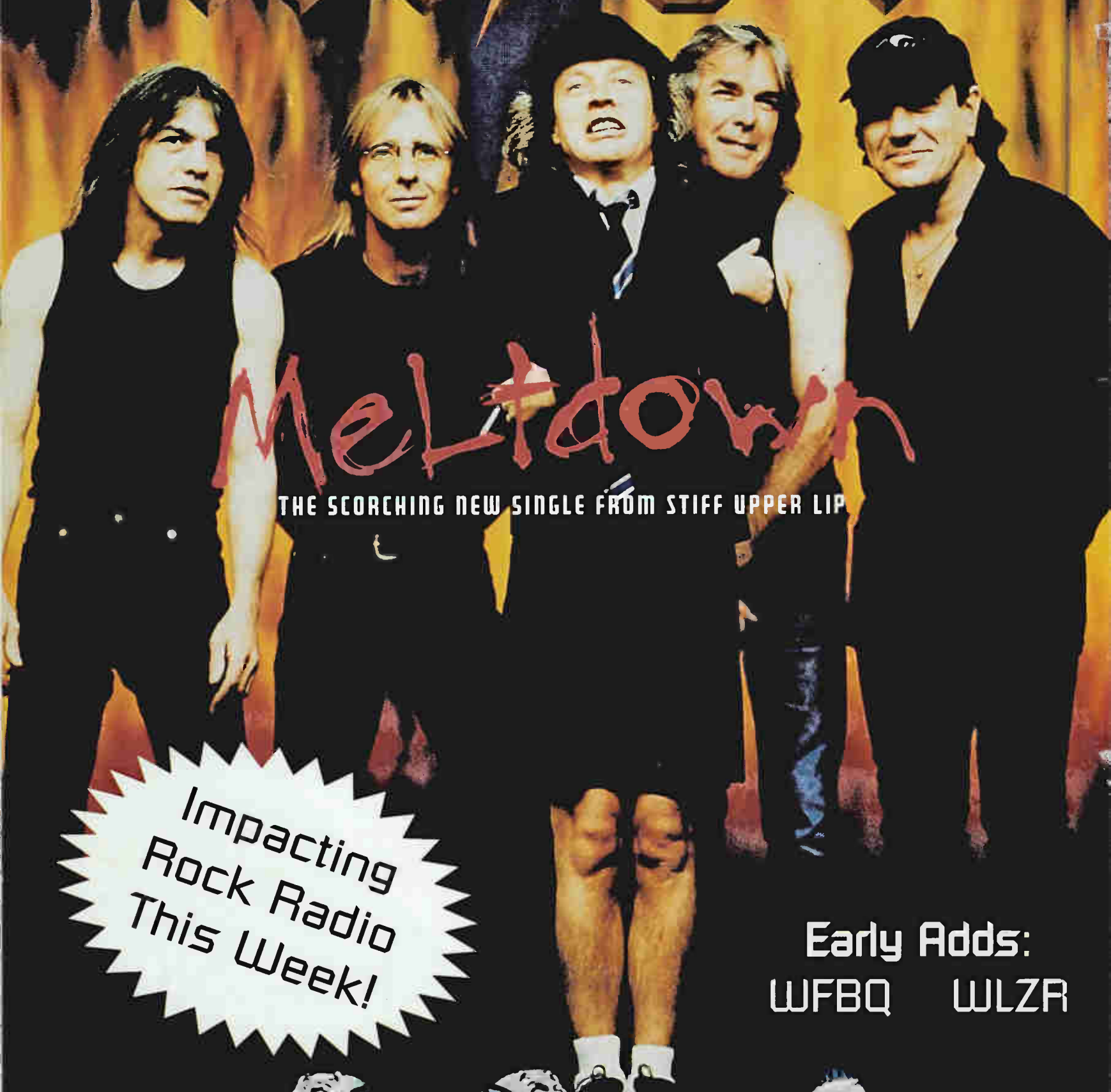


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