

NEWSSTAND PRICE \$6.50

### U2, Limp Bizkit and Hoku

These are the artists who earn InterSCOPE No. 1 Most Added in five formats this week. "The Ground



Beneath Her Feet" by U2 tops Most Added in Rock and Alternative, and Limp Bizkit's "Break Stuff" is No. 1 at Active Rock. Here's Hawaiian newcomer Hoku, who is making a splash with "Another Dumb Blonde," which ranks top Most Added at CHR/Pop.



FEBRUARY 18, 2000

### Jim de Castro Steps Down At AMFM

De Castro, who was a founding executive of the company back in the 1980s, resigned this week. AMFM COO Ken O'Keefe will assume de Castro's control of the radio group, while AMFM board member Michael Levitt will serve as interim CEO of AMFMi, the company's Internet operation. Details, next page.



*Handwritten signature/initials*



#### NEW THIS WEEK

- WPLJ/New York
- WVMX/Cincinnati
- KISN/Salt Lake City
- WSNE/Providence
- KQMB/Salt Lake City
- KALC/Denver
- WLTS/New Orleans

R&R ADULT ALTERNATIVE **1-1** !  
 R&R HOT AC DEBUT **28** #2 MOST ADDED!  
 R&R POP ALTERNATIVE **31-25** #3 MOST ADDED!

See Tracy performing  
 February 18th on  
 "Good Morning America"

IMPACTING TOP 40  
 MARCH 14th!!

# TRACY CHAPMAN

TELLING STORIES THE FIRST SINGLE FROM HER NEW ALBUM *TELLING STORIES*



**MULTI FORMAT**  
**MAJOR MARKET**  
**AIRPLAY:**

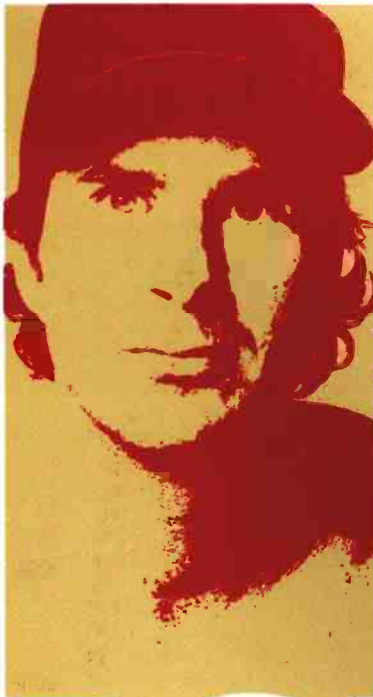
#### Adult Alternative

- KFOG WVRT KBCO KACD WXPB
- WXRV WKOC KTCZ WTTS CIDR
- KXST KMTT WBOS KINK

#### Adult Top 40

- WBMX KMSX WVRV KBBT WSSR
- WXPT KZZO WPHH KHMV KEZR
- KBEE WPTE KLLC KDMX KMXB

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ENGINEERED AND MIXED BY JIM SCOTT  
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# THE OTHER SIDE

FROM MULTI-PLATINUM ALBUM: CALIFORNICATION



(Ranked Top 10)

GOING FOR ADDS  
02-22-00

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**#1 AT ALTERNATIVE-2 WEEKS IN A ROW!**  
**#3 THIS WEEK AT MAINSTREAM ROCK!**  
**#4 THIS WEEK AT ACTIVE ROCK!**

**Couldn't Wait...**

**WTMX/Chicago**  
**WBMX/Boston**  
**STAR/Tampa**  
**KBBT/Portland**  
**KZZO/Sacramento**

**Album Sales Increase by 25%!**  
**37,592 This Week!**  
**2.4 Million Sold in the U.S. Alone!**

**U.S. Tour...1st Leg:**

**March 24 Minneapolis, MN**  
**March 25 Madison, WI**  
**March 27 Carbondale, IL**  
**March 28 Champaign, IL**  
**March 30 Dayton, OH**  
**March 31 Columbus, OH**  
**April 2 Amherst, MA**  
**April 3 Albany, NY**  
**April 5 State College, PA**  
**April 6 Roanoke, VA**  
**April 8 Bloomington, IN**  
**April 9 Lexington, KY**  
**April 10 Knoxville, TN**  
**April 12 Chattanooga, TN**



In conjunction with the RAB Marketing Leadership Conference, R&R presents an e-x-p-a-n-d-e-d Management, Marketing & Sales section this week. It all starts off with our monthly X-Ray series, this time focusing on the food manufacturing industry. It's important business for radio — foodmakers spend an average of 18.7% of their ad budgets on radio — but the category's growth hasn't kept pace with radio's growth. MMS Editor Jeff Axelrod offers some suggestions on how radio can turn the category around.

Also this week, Dick Kazan takes a look at Wherehouse Music's purchase of Blockbuster Music; Katz Media's Gerry Boehme discusses the advantages of an integrated media plan; and Interep's Michelle Skettino takes stock of radio's rapid growth rates in recent years.

Pages 12-23

**SALES THEME ISSUE**

Many of R&R's editors feature radio sales topics this week. Among them:

- A conversation with Ed Shane Page 32
- WGCI/Chicago's huge billing efforts Page 64
- Getting a handle on the retail business Page 78
- On the hunt for more "dot-com" business Page 88
- How to sell a small-town Alternative Page 116
- Publisher's Profile with Doyle Rose Page 132

**IN THE NEWS**

- WTMI/Miami fetches \$100 million from Cox Page 3



**De Castro Resigns From AMFM; O'Keefe Oversees Radio Group**

By RON RODRIGUES  
R&R EDITOR-IN-CHIEF  
rnr@rroonline.com

Jim de Castro, the last remaining executive who started AMFM Inc., resigned Wednesday (2/16), in advance of the company's impending merger with Clear Channel Communications. De Castro was Vice Chairman of AMFM, President/CEO of the AMFM Radio Group and Chairman/CEO of AMFM's AMFM Radio COO Ken O'Keefe will now oversee the radio group, while AMFM board member Michael Levitt will serve as AMFM's interim CEO.

De Castro's resignation caps a string of recent high-profile departures from AMFM, including that of Chief Programming Officer Steve Rivers a few weeks ago (R&R 1/28).

In a prepared statement, de Castro remarked, "During my 25-year career in radio, I've worked with some incredible people and developed some very close relationships and friends.



de Castro O'Keefe

But the most satisfying thing comes not from building the industry's largest station group, but from having brought to AMFM so many talented people who are now reaping the benefits of the success we've achieved, not just as employees, but as owners of the company. I'm very proud of everyone's accomplishments and look forward to participating in their continued success as a shareholder of Clear Channel Communications."

De Castro's history with AMFM

DE CASTRO/See Page 49

**R&R Partners With RateTheMusic.com**

**'Net music research for 7 format HOTFAXES**

R&R has formed a strategic partnership with RateTheMusic.com, the industry's premier Internet music research company. Beginning Feb. 29, R&R will publish 12+ research results in seven formats effective with the format-specific R&R HOTFAX publications. The formats are CHR/Pop, CHR/Rhythmic, Country, AC, Pop/Alternative, Rock and Alternative.

RateTheMusic.com was launched in spring '98 and today is widely considered the industry standard in Internet music testing. Its national research is conducted through a substantial audience database exclusive to each format. Utilizing a variety of sources, RateTheMusic.com has alignments with radio stations, other Internet sites and

RATETHEMUSIC/See Page 49

**Island Def Jam Music Group Poised For Breakout Year**

**Part one of a two-part series**

By STEVE WONSIEWICZ  
MUSIC EDITOR  
swonz@rroonline.com

Island Def Jam Music Group President/CEO Jim Caparro can relate to what Warner Music Group and EMI Recorded Music executives are going through. He was, after all, the one who directed his division's gut-wrenching reorganization in the wake of Seagram's purchase of PolyGram.

All told, Caparro's experiences prove to be an insightful case study in how a major record company can successfully retool, seemingly without skipping a beat.

While scores of people, unfortunately, were left jobless as a result, post-merger, IDJMG is now a vastly more dynamic and profitable record company. Just as importantly, a reconfigured organizational structure and rejuvenated work force contributed to IDJMG racing past internal projections in its progress across genres of music.

Case in point: Comparing R&R's 1999 Label Performance Review to 1998's, IDJMG posted significant year-to-year increases, landing at No. 3 in CHR/Rhythmic and No. 3 in Urban. The

See Page 45



Caparro

**An Eye For Double Digits**

**Infinity meets the street; CBS beats it**

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

If Tuesday's earnings reports from Infinity Broadcasting and CBS were the last before the merger with Viacom is completed, Infinity and CBS chief Mel Karmazin sure went out with a bang.

Infinity posted double-digit growth in basically every category, and CBS followed suit, leaving analysts gaping at the continued growth not only of Infinity and parent CBS, but of radio as a whole.

"I don't care how bullish you are on radio," Bishop Cheen of First Union told Bloomberg, "it's impossible to keep up."

Both Infinity and CBS met or exceeded analyst expectations in the fourth quarter. Increased ad sales, the purchase of Outdoor Systems and more and more dot-

com advertising drove Infinity's results. Fourth-quarter revenues hit \$759 million, up 32% from the previous quarter, with the radio segment alone netting revenues of \$531 million, up 17% from last year. Infinity's outdoor division had revenues for the quarter rise 90% to \$228 million.

Infinity reported earnings of 13 cents per share, meeting First Call analysts' expectations. Net income for the quarter was \$118 million, up from \$69 million a year

earlier. The yearlong results were also strong, with net revenues rising 29% to \$2.5 billion. Radio alone had 1999 revenues of \$1.8 billion, up about 25% from the previous year. Net income for Infinity for the year was \$377 million, up 60% from 1998.

EARNINGS/See Page 4



Karmazin

**Investors Don't Embrace Beasley IPO**

**Company raises \$106 mil., but shares drop**

Recent radio IPOs have had so much success, it comes as a shock when a new offering drops in share price on Day One of trading.

But that is exactly what happened last week to Beasley Broadcast Group, which was priced at \$15.50 and fell \$1.375 to \$14.125 in its first day of trading. The stock didn't fare any better in the next two days of trading, either, falling another \$1 to close at \$13.125 per share on Tuesday.

While analysts, for the most part, say it's too early to know

why the stock has not taken off like other radio IPOs, some say analysts may not be as familiar with Beasley's management team as they are with the management of other radio groups.

Beasley, trading on the Nasdaq exchange under the symbol "BBGI," was priced on the low end of the \$15-\$18 range by underwriters Credit Suisse First Boston. The company raised \$106.2 million by selling 6.85 million shares, then saw the stock drop after a delayed opening.

BEASLEY/See Page 8

**CNN's Press Joins TRS 2000 Lineup**

By AL PETERSON  
R&R NEWS/TALK EDITOR  
alpeter@rroonline.com

Veteran Talk radio broadcaster and CNN Crossfire co-host Bill Press has been added to the lineup of speakers slated to make exclusive appearances at next week's R&R Talk Radio Seminar. Feb. 24-26 in Washington, DC. Press is scheduled to address TRS 2000 attendees on Saturday morning, Feb. 26.

Well-known as the co-host on the "left" of CNN's long-running Crossfire program, Press squares off nightly against either Robert Novak or Mary Matalin on the "right," as they debate the hottest



Press

PRESS/See Page 49

**THIS #1 WEEK**

**CHR/POP**

• BACKSTREET BOYS Show Me The Meaning... (Jive)

**CHR/RHYTHMIC**

• DESTINY'S CHILD Say My Name (Columbia)

**URBAN**

• D'ANGELO Untitled (How Does...) (Cheeba Sound/Virgin)

**URBAN AC**

• JOE I Wanna Know (Jive)

**COUNTRY**

• TIM MCGRAW My Best Friend (Curb)

**AC**

• SAMSIE GARDEN I Knew I Loved You (Columbia)

**HOT AC**

• SANTANA / ROB THOMAS Smooth (Arista)

**NAC/SMOOTH JAZZ**

• RICHARD ELLIOT On The Fly (Blue Note)

**ROCK**

• METALLICA No Leaf Clover (Elektra/EEG)

**ACTIVE ROCK**

• METALLICA No Leaf Clover (Elektra/EEG)

**ALTERNATIVE**

• RED HOT CHILI PEPPERS Otherside (Warner Bros.)

**ADULT ALTERNATIVE**

• TRACY CHAPMAN Telling Stories (Elektra/EEG)

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## NextMedia Buys Pinnacle For \$75 Million

□ **Dinetz and Hirsch making deals across the country**

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

NextMedia Group, the radio company started last year by Steven Dinetz and Carl Hirsch, made its biggest purchase ever on Monday, landing 20-station Pinnacle Broadcasting for \$75 million.

The cash deal gives NextMedia more than 35 stations total and adds five new markets to the group's holdings. NextMedia made its first purchase in August, buying four stations in Erie, PA for \$15 million, and the group has been on a spending spree ever since. With Monday's acquisition, NextMedia has spent about \$150 million in approximately six months. That would be a significant amount even for a public radio company, which NextMedia is not.

"The people that we are dealing with know that we can close the deal," NextMedia President/COO Skip Weller told R&R, commenting on why the group has been able to make so many quick purchases. "Our access to capital is unlimited as long as the deals are smart."

In this case, NextMedia made a quick bid on Pinnacle, Weller said, beating out other groups vying for the stations. Pinnacle, founded in 1987 by Chairman/CEO Philip Marella, has stations in Lubbock,

TX; Decatur, IL; Greenville-New Bern; Myrtle Beach, SC; and Monticello, IL. What made it particularly attractive was the fact that NextMedia gets at least one very high-powered station in each Pinnacle market. "Any one station can be the leader in its market," Weller noted.

NextMedia will continue to be acquisitive, Weller said, and added that the group will look to fill out clusters and add new markets. On Tuesday, just a day after announcing the Pinnacle deal, NextMedia added to its Reno, NV cluster by buying KHWG-FM & KSRN-FM/Reno for a combined \$2.475 million, giving NextMedia four stations in the market.

### Earnings

Continued from Page 1

CBS also had strong results, as the television division followed Infinity's strong showing. CBS revenues in the quarter rose 24% to \$2.2 billion. EBITDA was up 85% to \$523 million, and after-tax cash flow grew 81% to \$279 million. With earnings of three cents per share, CBS topped First Call analysts' expectations by a penny. For the year, CBS had revenues of \$7.4 billion, up 8% from 1998. EBITDA for 1999 rose almost 50% to \$1.6 billion, and ATCF jumped more than 50% to \$863 million.

#### Dot-Coms Love Stern

While most radio groups are reporting increased ad share from Internet-related companies, Karmazin had an interesting take on how dot-com advertising is affecting other advertisers. He believes increased competition from Internet companies is making traditional advertisers step up their campaigns. "It has created demand from all types of advertising categories," he said.

The Howard Stern Show gets the most dot-com advertising of any CBS programming, Karmazin said during a conference call to discuss the earnings reports. That isn't too surprising, as the show's demographics fall in line with the audience computer companies want to reach: men 25-54.

Karmazin also talked briefly about Infinity's interest in buying Clear Channel spinoffs from the merger with AMFM, saying that while the company is always looking to expand, it doesn't feel any pressure to buy. "If there is any opportunity to expand in radio, we'd like to do that," Karmazin said. "But it has to be at a price that makes sense." Karmazin said Infinity has a goal of creating \$1 billion in free cash flow this year, and he doesn't plan to derail that by overpaying for a Clear Channel station.

#### Other Earnings Results

Besides Infinity and CBS, several other radio companies reported fourth quarter and year-end results this week:

- **Broadcast cash flow for Hispanic Broadcasting Corp.** (Nasdaq: HBCCA) was up 49% in the fourth quarter, to \$28.4 million, up from \$19.1 million a year ago. Net revenues increased 27% to \$55.9 million, while EBITDA rose 48% to \$26.3 million. Net income jumped from \$7.6 million (15 cents per share) to \$11 million (21 cents). For the year, net revenues climbed 21%, BCF jumped 34%, and EBITDA rose 35%. Per-share net income was up from 54 cents to 66 cents.

- **Radio One** (Nasdaq: ROIA) last week reported its fourth-quarter broadcast cash flow was \$11.7 million, a 98% increase over the \$5.9 million earned in the same quarter in '98, while gross broadcast revenue was \$28.2 million, up 93.2% (or \$14.6 million) for the quarter. The group earned nine cents per share, rocketing past First Call's estimate of six cents, but off one cent from 1998's per share earnings in the fourth quarter. CEO/President Alfred Liggins told analysts that in Baltimore and

EARNINGS/See Page 8

## Bloomberg

### BUSINESS BRIEFS

#### BHC-Viacom Hearing Set For Feb. 28

A New York State judge will hear preliminary arguments on Feb. 28 in the lawsuit filed by BHC Communications to stop the Viacom-CBS merger. Chris-Craft Industries subsidiary BHC Communications, which together with Viacom owns the UPNTV network, sued to stop the merger earlier this month. BHC is claiming that Viacom had an agreement with BHC under the UPN ownership that prohibited Viacom from owning any interest in a rival TV network. CBS has said that the lawsuit won't affect the timing of the merger.

#### FCC Actions

In a rare move, the FCC last week rescinded a \$2,000 penalty for Brick, NJ resident Bruce Alesso. The FCC had charged Alesso with making illegal broadcasts to sea from a marine radio at his home. Alesso said he had not made the broadcasts, but FCC investigators took his radio equipment and fined him anyway. Last week the commission repealed its fine, saying there was insufficient evidence as to whether Alesso or someone else had made the broadcasts.

- The FCC last week fined KEOT-FM/St. George, UT for illegally transferring the station without FCC consent. The commission said that in 1996 50% owner Floyd Ence transferred control of KEOT to Morgan Skinner, but the commission was never notified. The station was fined \$8,000, though the FCC acknowledged that the parties later filed a complete transfer application and had not intentionally concealed ownership of the station.

- The FCC last week restated a \$16,000 fine for KNEC-FM/Sterling, CO for failing to register its EAS equipment and antenna, among other violations. Managers at the Arnold Broadcasting station argued that the station had gone on the air just before the inspection last May and that they were still "in the learning mode with the new equipment." The FCC said that the station operators should have understood the rules.

#### Metro/Shadow Union Stages Chicago Protest


Approximately 50 AFTRA-represented broadcasters from Shadow Broadcast Services and Metro Networks in Chicago protested on Tuesday against parent company Westwood One in an effort to draw attention to what they say is Westwood's refusal to continue annual pay hikes for Metro employees. AFTRA-represented employees handed out leaflets outside Bonneville's WTMX-FM, a WW1 affiliate. The protest was also meant to bring attention to a recent National Labor Relations Board ruling that said WW1 was in violation of federal labor law. It wasn't the first time AFTRA

Continued on Page 8

### R&R Radio Stock Index

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

	Change Since				
	Our Year Ago	Our Week Ago	2/18/00	Our Year Ago	Our Week Ago
Radio Index	245.73	387.24	388.11	+57.59%	-22%
Dow Industrials	9339.95	10,425.21	10,963.80	+11.62%	-4.91%
S&P 500	1239.19	1387.12	1424.37	+11.94%	-2.61%



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## DEAL OF THE WEEK

- **WTMI-FM/Miami-Ft. Lauderdale**  
**\$100 million**

## 2000 DEALS TO DATE

**Dollars To Date:** **\$671,215,087**  
(Last Year: \$609,529,535)

**Dollars This Week:** **\$206,300,049**  
(Last Year: \$362,293,000)

**Stations Traded This Year:** **196**  
(Last Year: 191)

**Stations Traded This Week:** **46**  
(Last Year: 33)

## TRANSACTIONS AT A GLANCE

- Pinnacle Broadcasting Stations \$75 million
- KMBQ-FM/Wasilla (Anchorage), AK \$360,000
- KPOD-AM & FM/Crescent City (Brookings), CA \$850,000
- KHWG-FM/Kings Beach, CA (Reno, NV) \$1.3 million
- KTRB-AM/Modesto, CA \$5,255,049
- KFKA-AM/Greeley (Fl. Collins), CO \$950,000
- WKLN-AM/St. Augustine Beach, FL \$250,000
- KISA-AM/Honolulu \$575,000
- WWCT-FM/Peoria, IL \$7.75 million
- WTMF-AM/Louisville \$1.1 million
- KTIB-AM/Thibodaux, LA \$350,000
- KSTQ-FM/Alexandria, MN \$900,000
- WBAQ-FM/Greenville, MS \$300,000
- KELE-AM & FM/Mountain Grove, MO \$220,000
- KSRN-FM/Sparks (Reno), NV \$1.175 million
- WLVG-FM/Center Moriches (Riverhead-Sag Harbor), NY \$3 million
- WKDX-AM/Hamlet, NC \$65,000
- WHGG-FM/Roanoke Rapids, NC \$100,000
- WOMP-AM & FM/Bellairs, OH (Wheeling, WV) and WSTV-AM & WRKY-FM/Steubenville, OH (Weirton, WV) \$5 million
- WOHI-AM & WELI-FM/East Liverpool (Steubenville), OH \$1.8 million

## TRANSACTIONS

## Cox Catches Marlin's WTMI/Miami For \$100 Million

☐ Pinnacle purchase nets NextMedia 20 stations in five markets

## Deal Of The Week

### WTMI-FM/Miami-Ft. Lauderdale

**PRICE:** \$100 million  
**TERMS:** Stock purchase agreement  
**BUYER:** Cox Radio Inc., headed by CEO Robert Nell. It owns 76 stations, including WEDR-FM, WFLC-FM & WHQT-FM/Miami-Ft. Lauderdale. Phone: (404) 843-5159  
**SELLER:** Marlin Broadcasting Inc., headed by CEO Woody Tanger. Phone: (617) 267-0515  
**FREQUENCY:** 93.1 MHz  
**POWER:** 100kw at 1,004 feet  
**FORMAT:** Classical  
**COMMENT:** In this deal, Cox officially purchased Marlin Broadcasting for \$125 million. Tanger then repurchased Marlin's other properties — WCCC-AM & FM/Hartford & WBOQ-FM/Gloucester, MA — for \$25 million. (See related story, page 3.)

## Multistate Deal

### Pinnacle Broadcasting Stations

**PRICE:** \$75 million  
**TERMS:** Asset sale for cash  
**BUYER:** NextMedia Group, headed by CEO Steven Dineiz. It owns 14 other stations. Phone: (303) 694-9118  
**SELLER:** Pinnacle Broadcasting Co. Inc., headed by Chairman Phillip Marella. Phone: (212) 247-1760  
**BROKER:** Paul Leonard of Star Media Group

## Illinois

**WDZ-AM, WSOY-AM & FM & WDZQ-FM/Decatur**  
**FREQUENCY:** 1340 kHz; 1050 kHz; 102.9 MHz; 105.1 MHz  
**POWER:** 1kw; 1kw; 54kw at 443 feet; 50kw at 499 feet  
**FORMAT:** News/Talk/Sports; AC; Hot AC; Country

## WCZQ-FM/Monticello

**FREQUENCY:** 105.5 MHz  
**POWER:** 3kw at 299 feet  
**FORMAT:** Country

## North Carolina

**WANG-AM & FM/Have-lock, WDLX-AM & WERO-FM/Washington, WRNS-AM & FM/Kinston, WANJ-FM/Belhaven and WKKO-FM/Jacksonville (Green-ville-New Bern)**  
**FREQUENCY:** 1330 kHz; 105.1 MHz;

930 kHz; 93.3 MHz; 960 kHz; 95.1 MHz; 101.1 MHz; 98.7 MHz  
**POWER:** 1kw; 19.5kw at 384 feet; 5kw day/1kw night; 100kw at 1872 feet; 5kw day/1kw night; 95kw at 1,499 feet; 31kw at 607 feet; 100kw at 974 feet  
**FORMAT:** Adult Standards; Adult Standards; News/Talk; Hot AC; Country; Country; Adult Standards; Oldies

## South Carolina

**WMYB-FM/Socastee, WRNN-FM/Murrells Inlet, WYAK-FM/Surfside Beach (Myrtle Beach) and WYAV-FM/Myrtle Beach**  
**FREQUENCY:** 99.5 MHz; 94.5 MHz; 103.1 MHz; 104.1 MHz  
**POWER:** 13.5kw at 446 feet; 1.25kw at 415 feet; 8kw at 528 feet; 100kw at 981 feet  
**FORMAT:** AC; News/Talk; Country; Classic Rock

## Texas

**KLLL-FM & KONE-FM/Lubbock and KMMX-FM/Tahoka (Lubbock)**  
**FREQUENCY:** 96.3 MHz; 101.1 MHz; 100.3 MHz  
**POWER:** 100kw at 817 feet; 100kw at 883 feet; 100kw at 883 feet  
**FORMAT:** Country; AC; Hot AC

## Alaska

**KMBQ-FM/Wasilla (Anchorage)**  
**PRICE:** \$360,000  
**TERMS:** Stock sale  
**BUYER:** John Klapperich. Phone: (907) 373-0222  
**SELLER:** KMBQ Corp., headed by Clyde Boyer. Phone: (907) 376-3576  
**FREQUENCY:** 99.7 MHz  
**POWER:** 51kw at 157 feet  
**FORMAT:** AC

## California

**KPOD-AM & FM/Crescent City (Brookings)**  
**PRICE:** \$850,000  
**TERMS:** Asset sale for cash  
**BUYER:** Bicoastal Holdings Co., headed by President Kenneth Dennis. It owns nine other stations. Phone: (415) 789-5035  
**SELLER:** Let's Talk Radio, headed by

William Stamps. Phone: (707) 464-3183  
**FREQUENCY:** 1240 kHz; 97.9 MHz  
**POWER:** 1kw; 6kw at 144 feet  
**FORMAT:** Country; Country  
**BROKER:** Media Services Group

### KHWG-FM/Kings Beach (Reno, NV)

**PRICE:** \$1.3 million  
**TERMS:** Asset sale for cash  
**BUYER:** NextMedia Group, headed by CEO Steven Dineiz. It owns 34 other stations, including KRZQ-FM, KSRN-FM & KTHX-FM/Reno. Phone: (303) 694-9118  
**SELLER:** Hilltop Church, headed by Rick Patterson. Phone: (775) 751-9709  
**FREQUENCY:** 107.7 MHz  
**POWER:** 230 watts at 2,868 feet  
**FORMAT:** Country

## KTRB-AM/Modesto

**PRICE:** \$5,255,049  
**TERMS:** Asset sale for cash  
**BUYER:** Pappas Radio of California, headed by Harry Pappas. He also owns KFRE-AM & KMPH-FM/Fresno. Phone: (559) 733-7800  
**SELLER:** Bessie Griffin, dba The Pete Pappas Co. Phone: (209) 545-1009  
**FREQUENCY:** 860 kHz  
**POWER:** 50kw day/10kw night  
**FORMAT:** News

## Colorado

**KFKA-AM/Greeley (Ft. Collins)**  
**PRICE:** \$950,000  
**TERMS:** Asset sale for cash  
**BUYER:** Spearman Co., headed by President Monte Spearman. He owns two other stations, including KHPN-AM/Loveland. Phone: (970) 597-1897  
**SELLER:** Weld Broadcasting Co., headed by President Joe Tennessen. Phone: (970) 356-1310  
**FREQUENCY:** 1310 kHz  
**POWER:** 5kw day/1kw night  
**FORMAT:** Talk  
**BROKER:** Norman Fischer & Assoc. and Doering & Eastwood

## Florida

**WKLN-AM/St. Augustine Beach**  
**PRICE:** \$250,000  
**TERMS:** Asset sale for cash  
**BUYER:** Chesapeake-Portsmouth

Broadcasting Corp., headed by President Nancy Epperson. It owns three other stations. Phone: (757) 488-1010  
**SELLER:** Betty's Communications Co. Inc., headed by President Harold Osborne. Phone: (904) 825-0009  
**FREQUENCY:** 1170 kHz  
**POWER:** 650 watts  
**FORMAT:** Adult Standards/Talk

## Hawaii

**KISA-AM/Honolulu**  
**PRICE:** \$575,000  
**TERMS:** Asset sale for cash  
**BUYER:** JMK Communications Inc., headed by Joe Ming Chang. It owns two other stations. Phone: (323) 692-2005  
**SELLER:** S&G Inc., headed by President James Swinerton. Phone: (415) 902-7865  
**FREQUENCY:** 1540 kHz  
**POWER:** 5kw  
**FORMAT:** Korean  
**BROKER:** The Exline Co.

## Illinois

**WWCT-FM/Peoria**  
**PRICE:** \$7.75 million  
**TERMS:** Asset sale for cash  
**BUYER:** AAA Entertainment LLC, headed by CEO Peter Otmar. It owns six other stations.  
**SELLER:** Central Illinois Broadcasting, headed by Bruce Foster. Phone: (309) 688-2000.  
**FREQUENCY:** 105.7 MHz  
**POWER:** 33.4kw at 590 feet  
**FORMAT:** Rock  
**BROKER:** Kempff Communications and Media Services Group

## Kentucky

**WTMT-AM/Louisville**  
**PRICE:** \$1.1 million  
**TERMS:** Asset sale for cash  
**BUYER:** Croes Country Communications Inc., headed by President George Zarris. It owns four other stations, including WKLN-AM/Louisville.

Phone: (812) 941-1570  
**SELLER:** Jefferson Broadcasting Co., headed by President Lee Stinson. Phone: (502) 583-6200  
**FREQUENCY:** 620 kHz  
**POWER:** 500 watts  
**FORMAT:** Sports

## Louisiana

**KTIB-AM/Thibodaux**  
**PRICE:** \$350,000  
**TERMS:** Transfer of control  
**BUYER:** Delta Starr Broadcasting LLC, headed by Michael Starr. He has interests in 32 other stations. Phone: (618) 687-4243  
**SELLER:** LaTerr Broadcasting Corp. Phone: (504) 447-9006  
**FREQUENCY:** 640 kHz  
**POWER:** 5kw day/1kw night  
**FORMAT:** Oldies  
**BROKER:** Glenn Serafin of Serafin Bros.

## Minnesota

**KSTQ-FM/Alexandria**  
**PRICE:** \$900,000  
**TERMS:** Asset sale for cash  
**BUYER:** Paradis Broadcasting of Alexandria Inc., headed by CEO Melvin Paradis. It also owns KXRA-AM & FM/Alexandria. Phone: (320) 763-3131  
**SELLER:** Branstock Communications Inc., headed by President Steven Nestor. Phone: (320) 634-5358  
**FREQUENCY:** 99.3 MHz  
**POWER:** 6kw at 287 feet  
**FORMAT:** AC

## Mississippi

**WBAQ-FM/Greenville**  
**PRICE:** \$300,000  
**TERMS:** Asset sale for cash  
**BUYER:** The River Broadcasting Co. Inc., headed by President George Pine. It also owns WNIX-AM & WIOQ-FM/Greenville. Phone: (662) 378-2617

Continued on Page 8



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# Communicate

icast



Inspire



Inform



# Entertain

# MN<sup>TM</sup>

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## Transactions

Continued from Page 6

**SELLER:** Paul Artman. Phone: (662) 355-3383  
**FREQUENCY:** 97.9 MHz  
**POWER:** 24.5kw at 494 feet  
**FORMAT:** B/EZ

## Missouri

KELE-AM & FM  
Mountain Grove

**PRICE:** \$220,000  
**TERMS:** Asset sale for cash  
**BUYER:** Debco Productions Inc., headed by Barbara Jones. Phone: (417) 668-0328  
**SELLER:** Communications Works Inc., headed by President Soda Popp. Phone: (417) 926-4650  
**FREQUENCY:** 1360 kHz; 92.5 MHz  
**POWER:** 1kw day/60 watts night; 6kw at 300 feet  
**FORMAT:** Religious; Country

## Nevada

KSRN-FM/Sparks  
(Reno)

**PRICE:** \$1.175 million  
**TERMS:** Asset sale for cash  
**BUYER:** NextMedia Group, headed by CEO Steven Dinetz. It owns 34 other stations, including KHVG-FM, KRZQ-FM & KTHX-FM/Reno. Phone: (303) 694-9118  
**SELLER:** Comstock Communications, headed by Robert Carroll. No phone listed.  
**FREQUENCY:** 92.1 MHz  
**POWER:** 4.1kw at 390 feet  
**FORMAT:** Adult Standards

## New York

WLVG-FM/Center  
Moriches (Riverhead-  
Sag Harbor)

**PRICE:** \$3 million  
**TERMS:** Asset sale for cash  
**BUYER:** Multicultural Radio Broadcasting Inc., headed by President Arthur Liu. It owns 19 other stations. Phone: (212) 431-4300  
**SELLER:** Suffolk Radio Partners LLC, headed by Gary Starr. No phone listed.  
**FREQUENCY:** 96.1 MHz  
**POWER:** 3kw at 328 feet  
**FORMAT:** Urban AC  
**BROKER:** Schutz & Co.

## North Carolina

## WKDX-AM/Hamlet

**PRICE:** \$65,000  
**TERMS:** Asset sale for cash

**BUYER:** The McLaurin Group, headed by President Howard McLaurin. Phone: (910) 582-1997  
**SELLER:** Ridsden Allen Lyon Estate. Phone: (704) 694-3969  
**FREQUENCY:** 1250 kHz  
**POWER:** 1kw  
**FORMAT:** Religious

WHGG-FM/Roanoke  
Rapids

**PRICE:** \$100,000  
**TERMS:** Asset sale for cash  
**BUYER:** RadioTraining Network Inc., headed by President James Campbell. It owns six other stations. Phone: (863) 644-3464  
**SELLER:** Appalachian Educational Communications Corp., headed by President Kenneth Hill. It owns four other stations. Phone: (423) 878-6279  
**FREQUENCY:** 90.1 MHz  
**POWER:** 760 watts at 174 feet  
**FORMAT:** Religious

## Ohio

WOMP-AM & FM/Bellaire  
(Wheeling, WV) and  
WSTV-AM & WRKY-FM/  
Steubenville  
(Weirton, WV)

**PRICE:** \$5 million  
**TERMS:** Asset sale for cash  
**BUYER:** Keymarket Communications LLC, headed by Donald Alt. He has interests in 30 other stations. Phone: (724) 430-0940  
**SELLER:** Stop 26 Riverbend Inc., headed by Percy Squire. It owns six other stations. Phone: (614) 227-2372  
**FREQUENCY:** 1290 kHz; 100.5 MHz; 1340 kHz; 103.5 MHz  
**POWER:** 1kw day/33 watts night; 48.4kw at 500 feet; 1kw; 15.9kw at 880 feet  
**FORMAT:** Talk; Hot AC; News/Talk; Country

WOHI-AM & WELI-FM/  
East Liverpool  
(Steubenville)

**PRICE:** \$1.8 million  
**TERMS:** Asset sale for cash  
**BUYER:** Keymarket Communications LLC, headed by Donald Alt. He has interests in 30 other stations. Phone: (724) 430-0940  
**SELLER:** The Luzerne Co., headed by President Margaret Mangano. Phone: (330) 385-3950  
**FREQUENCY:** 1490 kHz; 104.3 MHz  
**POWER:** 1kw; 50kw at 330 feet  
**FORMAT:** Oldies/Talk; Oldies  
**BROKER:** Blackburn & Co.

## Bloomberg

BUSINESS  
BRIEFS

Continued from Page 4

had organized demonstrations against WW1: Last month more than 50 Shadow and Metro employees gathered at the Chicago Board of Trade to protest against the company.

## Blue Chip Buys Quantum Marketing Group

Cincinnati-based Blue Chip Broadcasting this week bought Quantum Marketing Group, a 3-year-old local promotional and marketing operation. Blue Chip appointed Quantum's co-founder and senior partner Patrick Foy GM. Foy will continue to oversee the execution of promotional and marketing events. LeAnn Engles, who co-founded the business with Foy, is expected to start a new promotion company in the near future, Blue Chip said.

## Analysts Maintain Radio One's 'Accumulate'

Prudential Securities analysts James Marsh and William Lerner reiterated their "accumulate" rating on Radio One and set a 12-month target price of \$78 last week, after the Urban radio company announced its Q4 earnings. But the analysts are prepared to notch that up based on Radio One's fourth-quarter performance, which saw same-station revenue grow 35%, and BCF grow 48%. The analysts said those figures "were impressive, clearly at the high end of the radio peer group (which is averaging 15% and 30%, respectively, for companies that have reported quarterly results to date). The same-station results easily eclipsed our estimates for a respective 20% and 25%."

Meanwhile, Radio One announced last week (2/10) that it will file with the SEC to sell 5 million shares of common stock. President/CEO Alfred Liggins said he expects to spend up to \$1 billion on acquisitions over the next year and is focusing on deals beyond the spinoffs from the Clear Channel-AMFM merger. "We think we can do better," Liggins told analysts, "and we are going to put the capital to good work." He predicts Radio One will fill in already-established clusters and enter new markets.

## AMFM/Philly Listeners Get Exclusive ISP

AMFM and Internet service provider RCN are joining forces to offer web service to Philadelphia radio listeners. Beginning next month, AMFM's Philly stations (WDAS-AM & FM, WIOQ-FM, WJUZ-FM, WLCE-FM & WUSL-FM) will promote RCN/AMFM's Internet service with on-air promos, software giveaways at station events and e-mail campaigns targeted to each station's listeners. The service will be featured on the stations' websites, with links to help facilitate new subscriber registration.

## iWeb, WebRadio.com To Run 'Net Stations

Two L.A.-based Internet companies, iWeb Corporation and WebRadio.com, are pairing to establish and operate 20 Internet-only radio stations over the WebRadio.com portal. iWeb's stations will stream live around the clock with a variety of formats, including alternative music, sports subjects and special-interest programming.

## BroadcastAMERICA.com To Stream Citadel Outlets

BroadcastAMERICA.com, which already handles web streaming for five Citadel stations in Maine and New Hampshire, will now work with 47 other Citadel stations in eight markets: Albuquerque; Allentown-Bethlehem; Colorado Springs; Little Rock; Modesto, CA; Saginaw-Bay City-Midland, MI; Salt Lake City; and Spokane. In exchange, BroadcastAMERICA.com gets ad time on Citadel stations. While some of radio's biggest companies are working on in-house streaming measures, Citadel CEO Larry Wilson said his company has hired an outside group to save the trouble of hiring new people and investing in the hardware. BroadcastAMERICA.com will begin broadcasting the stations on the web next month.

## BET Launches Music Portal

Black Entertainment Television will launch BET.com, an Internet site targeting some 4 million online African Americans. BET said last week that it will leverage relationships with artists and music labels to deliver an "unparalleled online music experience" that will include online radio, streaming music videos, multimedia artist profiles, interactive music features, music reviews, industry news and an unsigned-artist showcase. Last fall BET Chairman/CEO Robert Johnson pledged up to \$1 billion to create a BET radio division.

## Earnings

Continued from Page 4

Washington, DC, where Radio One has an established presence with four stations in each city, the company saw strong revenue growth — as high as 30% in December. The 20-year-old company entered 1999 with an \$82 million debt from a 1997 bond offering, but benefited significantly from an IPO in May. CFO Scott Royster said that because the com-

pany earned more revenues and had fewer tax shelters, it will likely pay \$1 million more in unexpected taxes.

• Increased ad rates for Westwood One (NYSE: WON) drove the radio programmer's strong results in the fourth quarter. The company reported net income of \$14 million, or 26 cents per share, for the quarter, up about 180% from last year and double the First Call analyst estimate of 13 cents per share for the quarter. Net revenues for the quarter hit over \$154 million, up 100% from the fourth quarter of 1998. For the year, Westwood had net revenues of \$358 million, up about 38% from 1998. Net income for the company hit nearly \$24 million for 1999, up about 80% from 1998.

• XM Satellite Radio (Nasdaq: XMSR) beat fourth-quarter loss estimates, although its net loss widened from \$4.2 million to \$11.1 million. XM's per-share loss improved from 62 cents to 27 cents — ahead of First Call analysts' prediction of a 32-cent loss. Among its accomplishments this quarter, the satellite radio firm lists going public — it raised \$123 million by selling 10.2 million shares in an October IPO — and signing Sony and three other consumer electronics firms to manufacture XM-ready receivers. For the year, XM's net loss grew from \$16.2 million (\$2.42 per share) to \$36.9 million

(\$2.40). The company, which expects to begin a 100-channel programming service next year, says it raised \$673 million by the end of 1999.

• Dallas-based production house TM Century (OTC: TMCI) had fiscal first-quarter profits of \$90,363, or four cents per share, compared to a loss of over \$130,000 last year at this time. Revenues for TM Century were also up, hitting \$1.6 million for the quarter, a 7.5% increase. EBITDA was up over 1,000% to \$183,000 for the quarter. Finally, cash flow also increased from last year, up 275% to \$172,000.

• The radio division of the Ackerley Group (NYSE: AK), which owns five stations in the Seattle-Tacoma market, had fourth-quarter revenues of \$7.2 million, up from \$6.1 million in the same period of 1998. Cash flow for the radio division was up 52% to \$3.2 million for the quarter. On the full year, Ackerley had radio revenues increase 10% to \$27 million and cash flow rise 20% to \$11.6 million. Ackerley, which was not rated by First Call analysts, reported companywide net revenues of \$83 million for the quarter and \$278 million for the year, up 60% and 8%, respectively. Cash flow for the company was up 51% to \$17 million in the quarter and up 4% to \$49 million for the year.

## Beasley

Continued from Page 1

Some "11th hour" questions from the SEC forced Beasley to hold off the IPO and slightly alter an aspect of its sports contracts to appease SEC officials, Credit Suisse analyst Harry DeMott said.

Naples, FL-based Beasley, which owns nearly 40 stations, is run by Chairman/CEO George Beasley. The company was founded in 1961 and is a family-run business, with three of Beasley's children serving as executives of the company.

The company's stock offering is one of the few recent radio IPOs to

go sour. In January Regent Communications raised \$136 million by selling 16 million shares, then saw the stock open at \$10.50 and rise as much as 49% in one day. The stock has continued to hold steady, trading at \$13 per share at the close of business Tuesday.

"This tells us that Regent may have been the last one they wanted to see," Irv DeGraw of World FinanceNet.com told Reuters.

Other recent radio IPOs have also been received warmly by investors. Radio Unica had a nearly identical offering to Beasley in October, selling 6.8 million shares at a price of \$16. The stock then rose 71% in one

day to close above \$27 per share. Since then, the stock dropped back down to \$15.81 per share on Tuesday, below the original IPO price. Spanish Broadcasting System, in its October IPO, sold 21.8 million shares for \$20 per share, then had its stock price jump more than \$8 in the first day of trading. SBS' stock has dipped slightly since then, closing at \$24.06 per share on Tuesday.

If there is any lesson from Beasley's showing so far, it could be that Wall Street's love affair with radio isn't unconditional, not even when a company hits the market right around Valentine's Day.

— Jeremy Stueder



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## **CRAIG COHN**

KPLX • Dallas

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KLIF • Dallas

## **JANN WELLIKSON**

KRBE • Houston

## **LISA GEORGE**

WNNX • Atlanta

## **WAYNE BALL**

WHMA • Anniston

## **TODD JOHNSON**

WFMS • Indianapolis

## **JOHN WARTENBERG**

WGLD • Indianapolis

## **KAREY BREDEMAYER**

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# R&R TALK RADIO SEMINAR SCHEDULE OF EVENTS

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FOR MORE INFORMATION, CALL  
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DAN RATHER



MITCH ALBOM



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COKIE ROBERTS

## THURSDAY, FEBRUARY 24, 2000

**12:00PM**

**REGISTRATION OPENS**

**3:00-5:00PM**

**ANNUAL TALK RADIO ROUNDTABLE**

An interactive session featuring a distinguished panel of some of Talk radio's biggest leaders.

**6:00-8:00PM**

**OPENING TALKTAIL RECEPTION**

## FRIDAY, FEBRUARY 25, 2000

**8:30-9:00AM**

**CONTINENTAL BREAKFAST**

**9:00-10:30AM**

**GENERAL SESSION**

Opening Remarks and Annual White House Briefing

**Featured Speaker: Dan Rather/CBS News**

**10:45AM-12:00PM**

**CONCURRENT SESSIONS**

• **What Every Talk PD Should Know About Sales**

Learn to better function outside of programming to help your station's marketing and sales efforts.

• **The Talk Innovator's Summit**

Our annual salute to some of the News/Talk trailblazers who are breaking all the rules — and winning while doing it!

**12:15-1:45PM**

**LUNCHEON**

**Featured Speaker: Mitch Albom/ABC/Radio Today**

**2:00-3:15PM**

**CONCURRENT SESSIONS**

• **Crisis Management 101**

When an unexpected crisis or breaking news occurs, preparation and planning will define how well your station will respond to the needs of listeners.

• **FM Talk: It Ain't Your Father's Radio Station**

Come see how this new generation of talkers will impact your market and the future of Talk radio.

**3:30-4:45PM**

**CONCURRENT SESSIONS**

• **The High-Tech Talk Show of Tomorrow**

New equipment, gadgets and technologies and revolutionary new competition from the Internet and Digital Satellite Radio — it's all part of Talk radio in the new millennium.

• **National Shows, Local Dollars**

Are you maximizing the local revenue potential of your nationally syndicated shows?

**5:00-6:00PM**

**TALK RADIO HAPPY HOUR**

**9:00-11:00PM**

**TALK RADIO CIGAR SMOKER**

## SATURDAY, FEBRUARY 26, 2000

**8:30-9:00AM**

**CONTINENTAL BREAKFAST**

**9:00-9:45AM**

**GENERAL SESSION**

With featured speaker

**10:00-11:15AM**

**Financial Survival For Busy**

**Talk Radio Professionals**

In this exclusive TRS 2000 seminar, The Dolans will teach you five money moves you can make today to reach your financial goals.

**11:30AM-12:45PM**

**Managing In The New Cluster Environment**

In an industry where yesterday's competitor is today's partner, how do you successfully manage the merging of different corporate cultures, philosophies, etc? Come learn how you can develop new synergistic strategies that will maximize your market cluster's clout and revenue.

**1:00-2:30PM**

**R&R'S TALK RADIO**

**LIFETIME**

**ACHIEVEMENT**

**AWARD LUNCHEON**

**Honoree: Don Imus/**

**Westwood One**

**Special Guest:**

**Cokie Roberts/ABC News**





# R&R

## TALK RADIO SEMINAR

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FAX THIS FORM BACK TO 310-203-8450

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Please print carefully or type in the form below.  
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OR REGISTER ONLINE AT [www.rronline.com](http://www.rronline.com)

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**SEMINAR FEES**

BEFORE JANUARY 28, 2000	\$385
JANUARY 29 - FEBRUARY 18, 2000	\$425
AFTER FEBRUARY 18, 2000 ON-SITE REGISTRATION ONLY	\$475

There is a \$50.00  
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No refunds after  
February 15, 2000

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Hotline at 310-788-1696

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- To confirm your room reservation, please contact The Grand Hyatt. Guarantee your arrival with a major credit card, or you may send two night's deposit. Deposits will be refunded only if cancellation notification is received by The Grand Hyatt at least 7 days prior to arrival.
- Reservations requested after January 25, 2000 or after room block has been filled are subject to availability and may not be available at the convention rate.
- Check in time is 3:00 pm; Check out time is 12 noon.

TYPE OF ROOM	TALK RADIO SEMINAR RATE
Single ( 1 person)	\$159/night
Double ( 2 people)	\$179/night
Suites	\$475-1000/night

FOR HOTEL RESERVATIONS, PLEASE CALL:  
**202-582-1234 or 800-233-1234**  
Or mail to: The Grand Hyatt at Washington Center  
1000 H Street NW, Washington, DC 20001



- Merging media for best results, Page 18
- How radio can break 8% and beyond, Page 20
- Food advertising by market, Page 14



management marketing sales

"One cannot think well, love well, sleep well, if one has not dined well."  
— Virginia Woolf

## SALES

## R&R INDUSTRY X-RAY: FOODS

### ■ Slow growth gives radio plenty of food for thought

By Jeff Axelrod

MMS Editor  
jaxelrod@rronline.com

In previous Industry X-Rays we've covered both the grocery and restaurant categories. But while we've talked about selling commercials to those who sell the food, we haven't talked about those who manufacture the food. And in our increasingly convenience-oriented society of microwave ovens and fast snacks, those manufacturers are doing big business.

Radio gets a relatively small portion of food companies' media dollars, and the category's growth hasn't kept pace with radio's growth. While some of that lag may be attributable to the proliferation of dot-coms (we're seeing a lot of that lately), the Internet could actually help revitalize this sector for us.

Every Sunday you see food manufacturers pouring thousands upon thousands of dollars into newspapers for one simple reason: coupons. The inability to provide coupons has been a liability for radio in the past. But with the Internet, any station can provide printable coupons — as well as full-color, animated ads (let's see a newspaper do that!) — for a price that's a fraction of what it costs to print paper coupons.

That's just one of the opportunities that radio has to generate foods revenue by means other than the ordinary spot. Throwing a preconcert party for ticket winners? A business brunch for a News station? Foods companies can co-sponsor these events ... and provide food for them as well. Any time you do a large-scale station promotion with plenty of people, invite a food sponsor along to help feed them (for a fee,

of course), and give them signage and on-air mentions instead of :60 spots.

Since everybody eats, virtually any format can profit from foods revenues, though there are a few trends you can discern from statistics on frozen foods users. In every category there are more adult women in households that

consume frozen foods. And while married households still account for a majority of sales, the number of single or divorced adults who eat frozen foods is higher than average.<sup>1</sup> Combine these facts with the Scarborough data on Page 16 about household sizes, and you can surmise that there are a lot of single mothers who rely on frozen foods for convenience. Extrapolating further, you may deduce that these are working single mothers, so "at work" specialty stations can expect to do exceptionally well.

If your station targets teens, have your sales force hit companies that make salty snacks like potato chips, pretzels or tortilla chips. Why? Because impulse buys account for

63% of sales to teens at convenience stores.<sup>2</sup>

This category should be much livelier than it has been simply because there are always so many new products that need the exposure. For example, in 1998 alone, 1,527 new frozen food products were introduced.<sup>3</sup> How many of those did you advertise on your stations? Start making your shopping lists!

<sup>1</sup> Simmons, 1998

<sup>2</sup> NFO Research Inc., 1999

<sup>3</sup> American Frozen Food Institute, 1999

Do you have comments about or suggestions for selling this month's category? E-mail [jaxelrod@rronline.com](mailto:jaxelrod@rronline.com), and we'll share some of your thoughts in a future column.

### RADIO SPENDING PROFILE

Of the money spent advertising foods in all media, how much goes to radio?

Highest market	27.4%
Average	18.7%
Lowest market	13.6%

• 1999 YTD\* foods category radio growth rate: 2.8%

• 1999 YTD\* overall radio growth rate: 14%

• Foods as a percentage of total radio expenditures, 1999 YTD\*: 2.5%  
\*Through 11/30/99

Source: Miller, Kaplan, Arase & Co. LLP

## TOP FROZEN FOOD MANUFACTURERS

Based on 1998 sales, these are the top 10 food manufacturers, with revenues (in millions of dollars):

1. Stouffer's	\$558.8	6. Swanson	\$167.2
2. Healthy Choice	\$402.1	7. Banquet	\$147.4
3. Stouffer's Lean Cuisine	\$307.8	8. Swanson Hungry Man	\$144.0
4. Marie Callender's	\$221.3	9. Michelina's	\$112.4
5. Weight Watcher's Smart Ones	\$170.5	10. Budget Gourmet	\$111.5

## MANAGEMENT

## WHEREHOUSE: AN E-MERGING RETAILER

By Dick Kazan

"The biggest challenge in any acquisition is the lack of integration of two cultures. You either gain synergy or lose it," says Wherehouse Music President Hugh Hilton, discussing the company's 1998 purchase of Blockbuster Music. With that acquisition, Torrance, CA-based Wherehouse nearly tripled its size and became a national organization. Today it has 560 stores, 4,000 employees, \$850 million in annual revenue and is the third-largest specialty music retailer in the United States.

To make the acquisition a success, "We developed an integration SWAT team and set up a command center," Hilton says. "We absorbed Blockbuster Stores into Wherehouse over nine months and brought a lot of Blockbuster managers here to meet with us. Whenever you do anything, you should first test it. We did an initial conversion in Indianapolis and watched how

the consumers responded. In California customers are familiar with the name of our store, Wherehouse. In Indianapolis people thought Blockbuster was gone and had become a warehouse! We never would have known that without testing."

Then, in 1999, came the Internet revolution. "Wall Street observers said, 'You guys are brick-and-mortar, which is going to go away. The Internet will make traditional distribution obsolete,'" Hilton says. "The challenge for a brick-and-mortar retailer is that you work so hard to make a dime. In the Internet it's who can spend the most money; it's about revenues; it's market share.

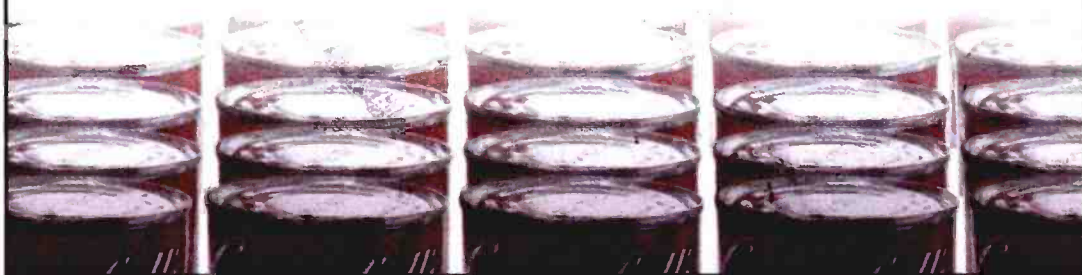
"The Internet is a reality, and it's not going to go away. It's going to grow and grow and grow. You can't be defensive. You need to be at the forefront of that revolution. We focused on how we were going to be a leader and differentiate ourselves from the competition. To be a competitive force on the Internet, you have to have compelling content and a dynamic website, so you constantly change it. You have to have excellent customer fulfillment [prompt and reliable delivery of products] and excellent customer service. You allow the customer to return things to the store. With an online competitor, you can't pick up your CD at the local Amazon store; you can't return it at the Amazon store. You take e-commerce and add compelling content — such as information about your favorite artists and breaking industry news — in conjunction with convenient stores." Hilton feels that Wherehouse is well-positioned to compete.

What about the dramatic changes taking place, such as downloading of music from the Internet? "In the next three to five years music will be sold digitally rather than in its current form," Hilton says. "We need to identify other products and concepts complementary to music that will generate revenue for us. Our challenge for the year 2000 is, 'How do we remake our company for the digital age?' It's all about making it entertaining for people who come into our stores. It's the interactivity technology will bring that will make it fun for customers."

I asked Hilton for a business tip that could greatly benefit you. "When I was younger, I always wanted to win, even if it was at someone else's expense. You gain a tactical advantage by outsmarting someone, but you won't develop a long-term relationship, and you have zero chance of repeat business — they'll feel they've been taken unfair advantage of. So do what's fair and right for both parties. At the beginning of the negotiation, set the tone by asking, 'What are your objectives? Here are mine.' Try to understand what the other person would like, so that each party gets something they want from the transaction. Take a sincere interest in helping other people." You'll achieve your goals ... and feel good about yourself in the process.

Next week: Because sales is the foundation of your business, I'll share with you sales tips from one of the most successful salespeople in America.

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





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management marketing sales

## PACKAGED FOOD MEDIA ADVERTISING BY MARKET

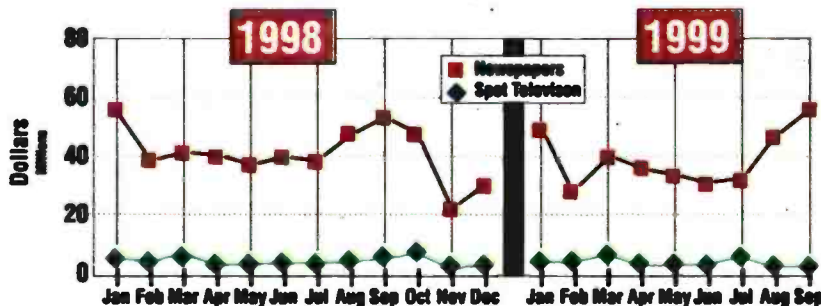
■ 1999 Spending (Jan.-Sept. 1999, in thousands of dollars)

Market	Newspaper	TV	Market	Newspaper	TV
Albuquerque	12.1	1,200.2	Minneapolis-St. Paul	81.5	6,099.1
Atlanta	247.2	6,591.9	Nashville	43.2	2,285.2
Baltimore	218.2	4,713.7	New Orleans	4.5	1,986.8
Boston	387.9	11,745.6	New York	837.5	33,385.2
Buffalo	96.7	3,615.1	Norfolk	39.8	809.1
Charlotte	45.6	4,581.6	Oklahoma City	25.4	1,588.6
Chicago	877.9	16,587.3	Orlando	97.1	4,868.0
Cincinnati	148.5	3,293.6	Philadelphia	547.4	12,161.6
Cleveland	204.9	5,276.1	Phoenix	128.8	7,395.0
Columbus	130.2	3,992.4	Pittsburgh	153.9	5,499.1
Dallas-Ft. Worth	400.8	9,843.5	Portland	78.8	3,818.8
Denver	249.1	7,529.4	Providence	15.5	2,905.4
Detroit	599.0	6,399.1	Raleigh-Durham	58.8	3,440.3
Grand Rapids	27.4	2,621.5	Sacramento	38.4	4,285.8
Greensboro	0.0	1,095.0	Salt Lake City	14.6	3,221.5
Greenville-Spartanburg	0.0	1,894.6	San Antonio	24.8	2,609.8
Harrisburg	16.3	1,963.5	San Diego	5.3	5,905.7
Hartford	61.8	5,978.3	San Francisco	381.5	12,926.6
Houston	131.4	7,706.4	Seattle	101.4	7,792.6
Indianapolis	48.9	3,739.3	St. Louis	150.3	4,472.4
Kansas City	134.7	3,639.8	Tampa-St. Petersburg	154.1	3,085.9
Los Angeles	791.1	31,928.9	Washington, DC	480.8	8,222.0
Louisville	31.8	3,209.0	West Palm Beach	0.7	1,914.4
Memphis	30.7	1,805.6	Withee Barre	0.0	1,292.2
Miami-FL-Lauderhale	346.6	8,827.8			
Milwaukee	57.1	3,485.9	<b>Total Top 50</b>	<b>6,688.7</b>	<b>311,464.3</b>

Types of food included in this category include: Bakery goods, breads, cakes, pies, pastries, cereals, cookies, crackers, dairy, produce, meats, fish, seafood, infant foods, jellies and jams, pasta products, poultry, prepared entrees and soups

Source: Competitive Media Reporting

## PREPARED/CONVENIENCE FOODS



## RADIO GETS RESULTS

SUCCESS STORIES FROM THE RAB

### RADIO DEVELOPS CAMERA PROMO

**SITUATION:** Minolta, one of the most recognizable camera brands in the world, had launched a new marketing campaign aimed at sports fans and enthusiasts. Along the way the company wanted to align their product with a high-profile athletic team to build Minolta's name identification with the sporting public. Minolta's central division manager and two of the company's sales representatives began working with a local radio station on the sports-themed project.

**OBJECTIVE:** In order for the campaign to be successful and qualify for local manufacturer funding, it had to meet the needs of all classes of retailers — mass merchandisers, small chains, local camera shops, national photographic chains, etc.

**CAMPAIGN:** The radio station conducted a register-to-win contest that offered luxury box tickets to a local college basketball game. The home team were the defending national champions — exactly the type of high-profile affiliation Minolta was seeking. The station contracted with a local marketing firm to print point-of-sale materials and deliver them to participating Minolta dealers.

**RESULTS:** Participation in the campaign was tremendous, with more than 300 Minolta dealers taking part. The program produced \$30,000 in new business for the radio station, as well as 300 new Minolta dealer accounts for station sales personnel to pursue. Minolta's central division manager and the company's sales representatives were thrilled with the response of the retailers who participated in the project, and were even more excited about the increased levels of in-store traffic the contest generated.

## RAB TOOLBOX

More marketing information and resources from the RAB

### MEDIA TARGETING 2000

Over two-thirds (41%) of 35-millimeter camera owners earn over \$50,000 per year, and 31% are college graduates. Three-fourths own their own homes, and 41% have children living at home. On average, this group spends 47% of its daily media time with radio.

### INSTANT BACKGROUND — CAMERA STORES

A total of 54.1% of families with children 2 years old or younger had film processed during the typical month in 1998, as did 48.2% of families with children age 3-5 and 42-43% of those with children age 6-21. This compares to 34% of all households having film developed during an average month in 1996. (Photo Marketing, 1999)

### RAB CATEGORY FILES

"The future of the photo business is with today's youth. The big-name suppliers are placing their money on the 'tween' market, targeting those between the ages of 9 and 15. According to Kodak marketing statistics, this group represents \$130 billion in discretionary spending and \$500 billion in spending influence." (Supermarket News)

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

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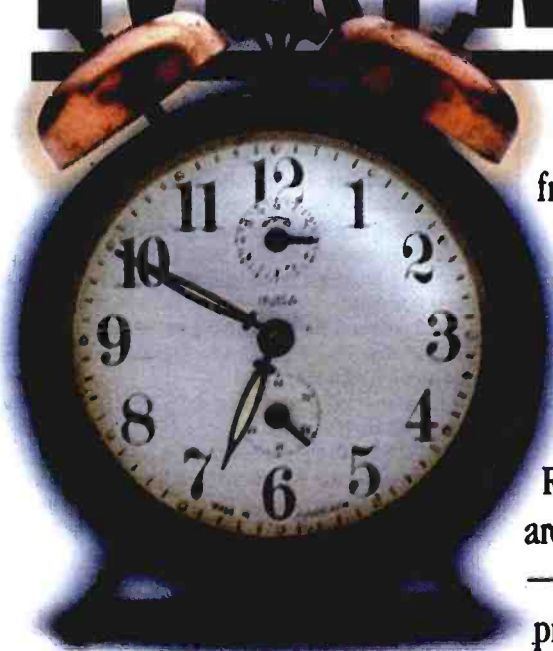
email: [baylissroast@kagan.com](mailto:baylissroast@kagan.com)  
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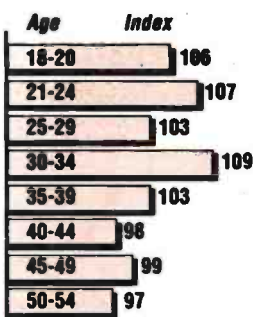


management marketing sales

## WHICH PART OF YOUR AUDIENCE IS GOING TO GET CANNED?

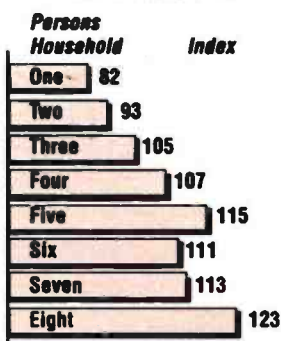
Which ones will buy canned foods, that is! Scarborough looked at the segment that buys canned vegetables and found that young people are most likely to buy them, but not young singles — or even couples, for that matter. One- and two-person households are well below average, while larger families are well above average. This is further backed up by the numbers on their average weekly grocery spending: Canned vegetables buyers are far more likely to spend more than \$100 a week. And while the majority of these buyers are nonethnic, blacks and Hispanics are slightly more likely to buy.

### BUYERS BY AGE

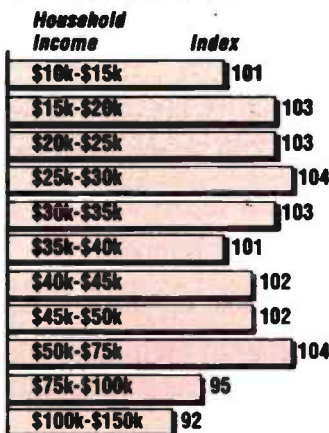


46.6% of purchases come from the 18-39 demo.

### HOUSEHOLD SIZE



### WHAT THEY EARN



Source: Scarborough 1999 Release 1 survey

## SALESPEOPLE ON THE MOVE

- After three years as GSM at co-owned WXYV/Baltimore, **Steve Goldstein** returns to Infinity's WJFK-FM/DC as GSM.
- At ABC's AM stations in San Francisco, **Bill Rose** is named GSM of KGO, and **Gregory Nemitz** ascends to GSM at KSFO.
- **Jon Lazler** and **Ari Zeldman** are appointed co-LSMs at WKTU/New York.
- WASH-FM/DC NSM **Matt Mills** adds similar duties at AMFM's co-owned WMZO-FM.
- At Radio Unica, **Karl Meyer** is named VP/West Coast Sales, **Gina Quintana** is promoted from AE to GSM at its Phoenix O&O, and **Gary Pacheco** and **Rick Cruz-Aedo** are named NSMs at the company's New York and Houston stations, respectively.
- **Dave Priemore** is appointed Dir./Sales for Entercom's entire Seattle cluster. He had been Dir./Sales of KIRO-AM, KNWX-AM, KING-FM & KQBZ-FM.
- **Frank DiMatteo** is promoted to Dir./Sales for Clear Channel's Las Vegas cluster.
- Entercom taps **Connie Macera** as both Dir./Sales Training and Southeast Regional Dir./Nat'l Sales.
- Journal Broadcast Group ups **Rick Betzen** to Dir./Sales, Wichita Operations.
- RAB promotes **Mary Bennett** to Exec. VP/Nat'l Marketing.
- WSNY/Columbus Regional Sales Mgr. **Heather Rice** segues to crosstown WWCD-FM as GSM.
- Jefferson-Pilot/Denver Marketing Dir. **Mark Etchason** moves to KOSI-FM/Denver as an AE.
- WCRZ/Flint, MI hires **Tami Conrad** as Sales Mgr.
- **David Hefferman** joins KRUZ/Santa Barbara, CA as an AE.
- **Richard Lorenzo** becomes Dir./New Business Development for Jersey Radio Network's NTR/Internet division.
- MediaAmerica ups VP/GSM **Michelle Jennings** to Exec. VP/Sales.

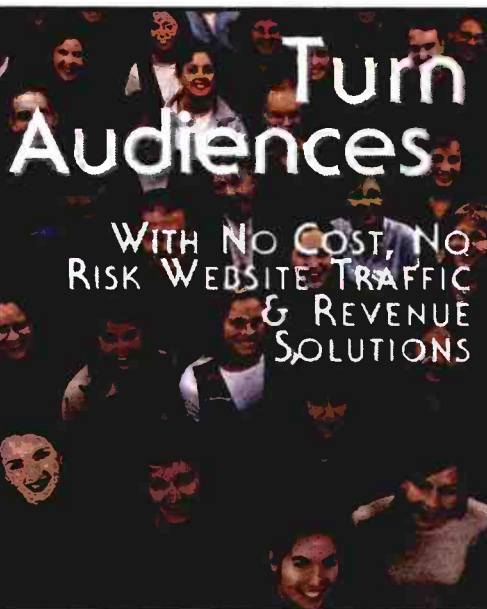
## FOUR WEEKS FORWARD

Sales & Promotion Planning Calendar

March 19-25

Mar. 19-25 National Wildlife Week, American Chocolate Week, National Free Paper Week

19	20	21	22	23	24	25
National Chocolate Caramel Day Swallows return to Capistrano First reported bank robbery in America (1831)	National Ravioli Day Fred Rogers (a.k.a. Mr. Rogers) born (1928) Hockey Hall of Famer Bobby Orr born (1948)	Vernal Equinox National Teenagers Day National Tree Planting Day National French Bread Day	National Goof-Off Day National Bavarian Crepes Day First Stanley Cup playoffs held (1894) Actor William Shatner born (1931)	National Chip And Dip Day <i>Titanic</i> wins 11 Oscars (1998) The game show <i>Concentration</i> leaves the air after 15 years (1973)	National Chocolate-Covered Raisins Day Exxon Valdez spills 11.2 million gallons of oil off the Alaskan coast (1989)	National Lobster Newburg Day <i>Amadeus</i> wins the Oscar for Best Picture (1985) RCA begins production of color TVs (1954)



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## SALES

# INTEGRATED MEDIA: 1+1 EQUALS 3

**By Gerry Boehme** There's a new breed of salespeople lurking in our midst. They are hard at work developing a new product, positioning it in a different way, targeting a new type of buyer. They don't appear on many competitive radar screens right now, but they will substantially change the way sponsors assess, plan and buy advertising.

What are they selling? Integrated media. While the concept goes by many names — cross media, multimedia, merged media — it all amounts to the same thing: one salesperson who can design, coordinate and implement a marketing strategy using two or more media. As communications companies continue to merge and expand their influence, integrated media pitches will become more and more powerful.

Who are these new salespeople? They're sitting right in your offices, in your sales departments. They're the ones who ask a lot of questions, who gravitate toward the higher levels of the agency or the client. They appear frustrated when asked to simply negotiate rates for transactional buys. They tend to use words like "results" and "branding," and they're comfortable asking for big dollars.

Radio today faces the challenge of merging station website sales with traditional on-air campaigns. While most stations now realize that the web should be offered only if there is additional revenue, opinions continue to be mixed regarding whether the web sales force should be separate from the broadcast side. Can spot sellers effectively position both the on-air and the web inventory? This issue becomes even more important as media companies seek to maximize the return on all their properties, including those beyond radio and the web.

At Katz, we believe radio and the web should be sold as one package, by one sales force. Furthermore, we think it's important to establish a separate staff to sell integrated

media in general, since the sales approach and the valuation both fall outside the current responsibilities of most media buyers.

Katz Interactive Marketing recently established an integrated media sales force dedicated exclusively to positioning the combined strength of Clear Channel Communications' properties across the U.S. These sellers can deliver dominant impact in four media — radio, Internet, television and outdoor — and can work with clients to establish brand-building partnerships that feature a consistent message and coordinated execution. They will also be using some new mathematical formulas, challenging the ways in which media companies view their assets and sponsors define value.

In the traditional media world 1+1 equals 1 1/2 — if we're lucky. Back in the days of simple AM/FM combo selling, the pitch for buying the combo often sounded like this: "It's \$100 for the FM and \$100 for the AM, but I'll give you the combo for \$175." The combo sale usually ignored any real synergy between the stations. The spots simply ran on both properties, and the sponsor received a discount for the combined purchase.

Over the years we taught advertisers that they could get discounts for buying multiple stations. That approach came back to haunt us when ownership consolidation took root and station clusters appeared in every market. Katz Radio Group studies show that radio advertising costs rose much more slowly in markets with heavy radio consolidation than in markets with fairly little cluster impact. We offered discounted rates for multiple station buys. We told buyers that 1+1 equals 1 1/2.

## MORE VALUE, NOT LESS

The seller of integrated media adds the figures differently. That seller establishes the value for the individual property, be it radio, TV, the web, outdoor, direct e-mail or some combination of all the choices. The seller then asks

for a premium for the package, with the extra cost representing the value of the synergy among the media. Note the use of the word "premium" rather than "discount." In the integrated media world, 1+1 equals 3, 4 or even more!

Integrated media pitches also serve to question other practices and assumptions. For one thing, they blur the line between advertising, marketing and promotion. They challenge clients and agencies alike to review how money is spent and how to measure the results.

In truth, media expenditures all come from the same source: the client. Over the course of time the placement of these dollars has become more "scientific," meaning that media experts have pigeonholed them into various categories, including advertising, marketing and promotion. While each approach may have a specific goal, the overall intent for any type of media spending is to establish awareness, gain consideration and promote consumption.

Most traditional advertising is one-dimensional, so sponsors feel that they need to establish deeper presence in other ways. The integrated media approach changes this equation substantially. First, the advertising itself becomes multidimensional, since the same message can be adapted to the strengths of each individual medium. A radio 60-second spot employs sound, imagination and emotion. A TV 30-second spot uses visuals and demonstration. Outdoor ads create a singular image. The web provides interaction and links. A coordinated message, spread across media, fulfills many of the client's needs, all under the umbrella of advertising.

The impact doesn't end there, however. By definition, a sponsor who takes advantage of an integrated media campaign spends a lot of money among the different vehicles. That presence enables the salesperson to offer the client a premium position across all media in the market. This can include anything from fixed website positions and on-air promotional mentions to preferred partnerships and co-branding opportunities.

The most important point here? *The synergy costs extra.* It represents added value, not value-added. The salesperson works with the client to get the creative right and to ensure that each medium complements the other. The consumer hears and sees a uniform strategy presented in an organized and cohesive manner through his or her personal favorite and secondary media. The media presence

Continued on Page 23



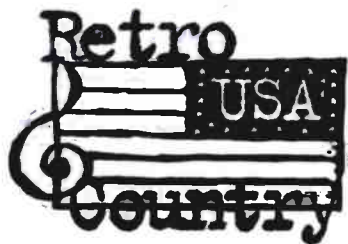
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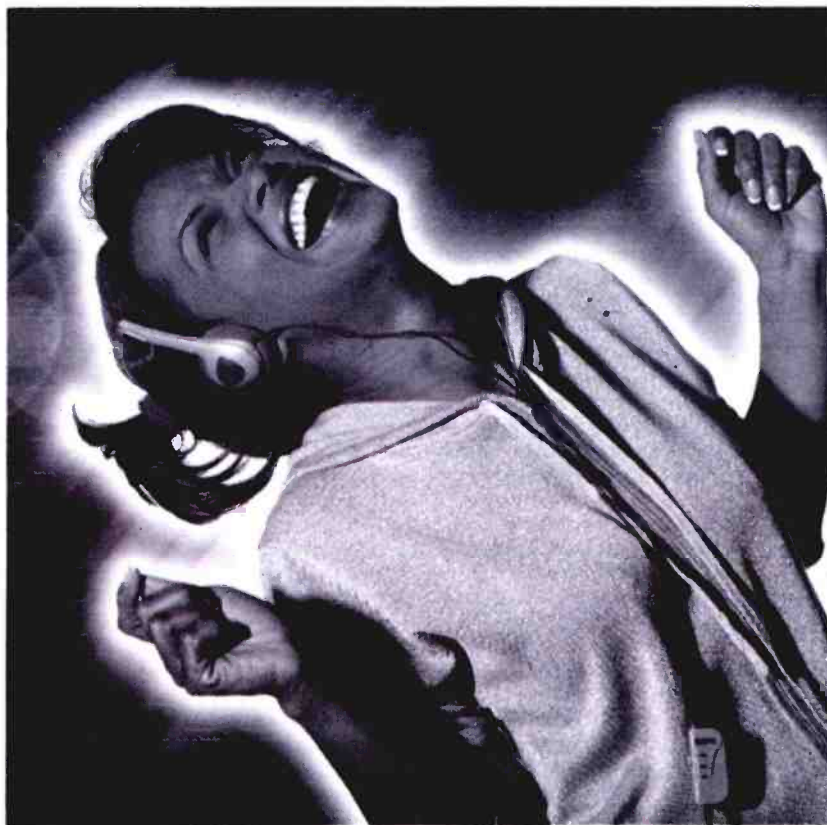
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## SALES

# RADIO'S 8% SOLUTION

## ■ Where do we go from here?

By Michele Skettino

Interop VP Marketing/Communications

1999 was a watershed year for radio in many ways. One of the most significant milestones was radio's share of the proverbial advertising pie touching 8%. Estimates place radio's share of total advertising dollars at 7.9% — but for a tenth of a point, we're there!

This marks the first significant share jump for our medium in the past 30 years — an increase even more significant because the Internet took its first measurable share of advertising dollars in 1999.

### RADIO'S AD SHARE

1970	6.7%
1980	6.9%
1990	6.7%
1992	6.5%*
1999	7.9%

\*First year of Radio 2000

Source: Competitive Media Reporting; Salomon Smith Barney

Obviously, the '90s were very good to radio. We've enjoyed strong annual revenue growth since 1993. But while revenue growth is noteworthy, a share increase is even more significant. Share growth means that revenue is not simply rising along with the advertising tide, but that the current is flowing more briskly in our direction. In fact, Salomon Smith Barney says that for the past three years radio has seen greater revenue increases than any other traditional medium.

So what's behind this long overdue increase in market share? No doubt it is a myriad of influences, including consolidation, audience declines in competing media and the recent windfall of radio's seamless compatibility with the Internet and e-commerce. On the other hand, one could argue that breaking 8% was not entirely due to good luck, but rather from the direct efforts of the radio industry to accomplish this goal.

"Radio 2000/An Alliance for Growth" was an industry-wide marketing effort that began in the early '90s. Radio 2000 challenged the industry to set aside intra-industry

bickering to further radio's cause. The program's overall goal was to increase radio's share of the advertising pie two percentage points by the end of the year 2000. At the end of 1999 we'd seen an increase of 1.4 percentage points, with what promises to be a strong year for radio yet to unfold. Clearly we have made a significant dent in what was admittedly an aggressive goal.

So with less than a year remaining in the initial Radio 2000 timeline, it is not merely a time to look back, but to begin planning for the next decade.

First, let's briefly review the basic tenets of the Radio 2000 marketing plan, determining which goals have been achieved and where we need to head.

Radio 2000 proposed to "create a new, dedicated all-radio marketing team to reach advertisers and their agencies." While dedicated new business divisions are now customary, many of these programs can trace their origins back to Radio 2000. At the time the idea of allocating salespeople to focus solely on developing new dollars for our medium — free from the constraints of day-to-day transactional sales — was unprecedented. Radio 2000 also proposed that these specially trained sales professionals be true marketers, able to speak the language of advertisers, not simply the language of radio.

The shift from *selling* radio spots to *marketing* radio was not easy. But while the initial investment in these types of programs was sizable, especially in a period of declining sales and profits, the formation of these specialized new business development teams was instrumental to radio's revenue growth.

Since this idea was first proposed, radio has made tremendous inroads in the telecommunications, drugs, finance and media categories, and more recently within the packaged goods and food product industries. Yet the potential for growth is still enormous within virtually every category.

Another Radio 2000 tenet proposed "multitiered advertising and public relations campaigns aimed at both agency and advertiser executives."

Few would argue that radio has gained tremendous visibility among advertisers, agencies and, of course, Wall Street. While part of this is due to consolidation, we

should not disregard the improved efforts by radio reps, broadcasters and industry organizations to provide timely, relevant research and marketing material to the press, trade organizations and the advertising community.

In addition, marketing-based presentations by radio professionals at meetings of the 4As — the Association of National Advertisers — and similar industry events continue to improve radio's visibility. Finally, the placement of relevant radio-related articles in advertisers' trade journals, such as pharmaceutical or direct-response publications, has increased our credibility as marketers. And while PR efforts rarely produce immediate sales rewards, their long-term worth remains invaluable.

Radio 2000 also suggested that the industry "package radio according to advertisers' geo- and psycho-demographic needs... [and] draw attention to recent national success stories."

Through the years this seemingly simple idea took many forms. But whether stations are packaged together as "format networks," "demographic networks" or simply "unwired networks," the concept remains the same. When we package stations with similar consumer profiles, we are not only able to deliver superior results for the advertiser, but also to secure higher CPPs by minimizing waste. This is an increasingly important point to remember under consolidation — the urge to sell multiple properties should never supersede the goals of the advertiser. And, of course, successful radio campaigns should be spun into quantifiable success stories, which remain one of radio's best sales tools for soliciting new advertisers.

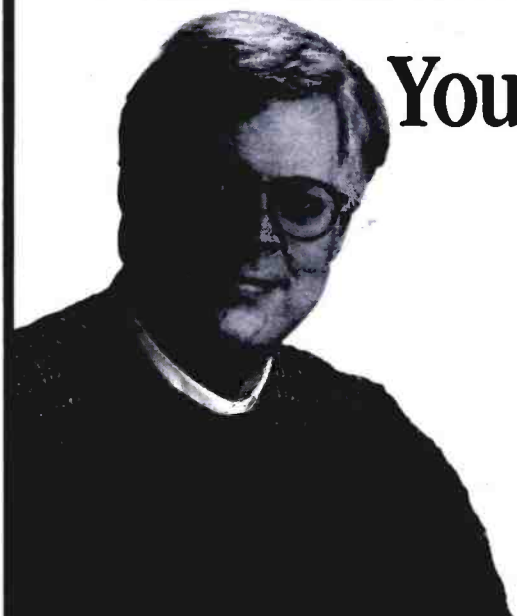
Finally, Radio 2000 called for the industry to "create awards for campaigns that balance creative excellence with sales results, providing incentive for agency creative teams and media planners to use the medium more creatively and effectively."

When Radio 2000 was initiated, the lack of incentive among agency creatives to utilize radio was a major problem. The proposed awards program, offering cash prizes directly to radio creators, inspired a united effort among the radio community. Jim Thompson, then President of Group W Radio, was the first to institute such an awards program. Shortly thereafter other broadcasters pledged



MICHELE SKETTINO

Continued on Page 23



## Your mom said do the right thing. Finally it pays.

With Dennis Prager you can do the right thing and make money. Dennis Prager sells because he talks about what's right.

**DENNIS  
PRAGER**  
SHOW

Talk about what's right. It sells.



Call Stacey Ruben (310) 643-4449





Live365.com



This is not your father's radio,

It's **Big Brother's**!!!!

\*\*\*\*\*Wake up, freedom-loving citizens!!!!\*\*\*\*\*

It's a new dawn, the thought police are at the door and all they want you to do is visit a nice little web site called Live365.com. Just type in the URL and what at first seems a pleasant diversion is soon an all-consuming sonic passion. Your night, your day, Your wrong your right. And before you know it, you're hypnotized in front of your computer speakers for the umpteenth day in a row and little Joey and Jane America are pledging allegiance to the Iraqi flag. Resist temptation! Read on!



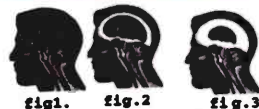
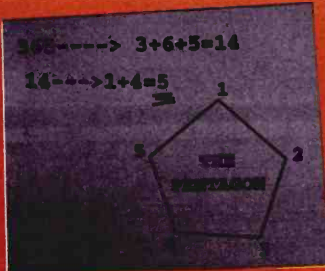
\*\*\*.\*\*Ignore the following at your own peril\*\*\*\*\*;

# MYTH 1

"All you're gonna feel is good." Sure, the "tunes" seem good, the DJs seem good, it's all good.!!!!AT FIRST!!! But then you're hooked and the turntables turn. Just how "good" are you gonna feel when you have to move what's left of your belongings into a box car?!!

# MYTH 2

"I can quit listening any time I want." Nail biting, slouching, "close" dancing--these are things you can quit. Live365.com is not. Pretty soon, you'll be skipping work. Kids will be playing hooky. And who's that sitting in your barcarounger? Why it's Saddam Hussein!



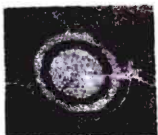
Intelligence sources will "neither confirm nor deny" the so-called insidious insidious Brain-Devolution associated with repeated exposure to said "broadcasting" procedure.(Live365.com.)

# MYTH 3

"Free music on the Internet is good." That's just what the Tri-lateral Commission (aka the Illuminati aka the Bilderbergers) wants you to believe. Wake up, Nancy! Free music leads directly to Free Love... and next thing you know you're keeping time to the music with a big dose of the Clap!



Darryl Jackson aka DJ Darryl aka THE DOKTOR-AKON aka Rasta D This unlicensed DJ's (Death Jockey!) reggae show now has 100,000 desperate addicts.How many more must fall under his spell before we awaken from our slumber???



LIVE 365 .COM

\*\*this "curious" pattern appeared one morning in an Idaho cornfield. The handiwork of an overzealous farmer and his mower? Think again!!!!!!

LIVE 365 .COM

Wrong for America

Paid for by the citizens against live365.com



MMS

management marketing sales

## INTEGRATED MEDIA: 1+1 EQUALS 3

Continued from Page 18

"own" the marketplace for their category.

### NEW BUYERS NECESSARY

This new sales technique demands different methods of valuation and assessment from the client. On the consumer side, the introduction of new products inevitably leads to the creation of a new group of buyers who recognize the value of the offer. Until the product becomes well established, however, consumption is typically limited at first to a group of "early adapters" who appreciate new ideas and are willing to accept some risks. They pride themselves on being ahead of the curve, and they serve as a model to other consumers who join in once the product gains more acceptance.

To sell integrated media effectively, the salesperson needs to find a buyer who can both appreciate the value

of the synergy in the package and is willing to pay for it. Unfortunately, many of the current media buyers can't (or won't) accept that value proposition right now. They treat each medium as a separate purchase, relying on the overall strategy to coordinate. Just like they try to break up station clusters to negotiate the best rates, they prefer to treat each medium separately to gain the upper hand. Their business model demands that they negotiate the best financial deal for their clients, not necessarily get the best results.

The general buying group for merged media has not yet been created. As a result, these sales will be limited at first to those "early adapters" among potential sponsors who can recognize the value of synergy. We're finding that new companies (including the dot-coms) can appreciate the dynamics. These businesses have entered into a high-stakes battle for awareness and market share. They un-

derstand the value of "owning" categories and branding across media in a market. They're new, so they don't always think the way that traditional media buyers do. They are focused on the result, rather than the efficiency.

In time we believe established companies will accept and value the integrated media approach. Agencies are being asked more and more to design campaigns that generate results. Many clients are paying their agencies based on some performance criteria. Agencies themselves are making sounds about being interested in merged media campaigns, especially if someone can coordinate the various elements and effectively implement the campaign.

Integrated media sales deliver value beyond the individual media pieces. The total is worth more than the sum of the parts.

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

## RADIO'S 8% SOLUTION

Continued from Page 20

their financial support, until the RAB subsequently took control of the program, now known as the Mercury Awards. While building excitement for radio within agencies' creative departments is an ongoing challenge, this program continues to play a key role in increasing excitement and interest in radio among copywriters and creative directors.

Now, let's go forward!

Much of the work started by Radio 2000 is still relevant today. We can build upon these ideas to carry on the spirit and intent of Radio 2000.

**Continue to call directly on advertisers:** The largest gains for new radio revenue that can be tracked to a specific effort have come from our direct marketing efforts. While agency involvement and support are still necessary, generating interest at the client level is often the best way to end up on the media plan.

When speaking to advertisers, it is crucial to be well-versed and knowledgeable about their industry. Encourage new business development sellers to become ex-

perts in a given field, then focus their efforts on that industry. Expand our scope of new hires to include professionals such as marketers and agency account managers.

**Geographic positioning is another factor to consider.** For instance, Interep has an Internet expert working in the Silicon Valley to capitalize on the tech industry and a packaged goods specialist in Cincinnati to call specifically on Procter & Gamble.

**Train salespeople to understand marketers' language and goals:** Advertisers don't buy media, they buy marketing solutions. It is vital that radio sellers do not focus on selling spots, but rather on offering solutions. The only way to do this is through comprehensive marketing training.

**Maintain our product:** This may go without saying, but the only way to assure the future growth of radio is to continue to offer advertisers a premium product. Many factors go into this, including monitoring spotloads, fostering new talent and developing innovative programming.

**Build radio as a branding medium:** While promotions are an important benefit of radio, it is equally important that we position radio as an advertising me-

dium, not merely a promotional vehicle. Demonstrating radio's long-term branding capabilities to advertisers enables us to capture a larger portion of ad budgets.

**Only suggest stations with the highest probability of delivering results:** Look toward long-term growth as opposed to the immediate buy. Delivering superior results is the only way to assure an advertiser's continuing support.

**Remain flexible and creative:** In times of prosperity it's easy to take our success for granted. During these times we must remember why advertisers are drawn to our medium and assure that we continue to serve their needs to the best of our ability.

Certainly, the list above is not complete. More work needs to be done to determine a marketing plan to carry radio successfully into the next decade. At the time of its inception, Radio 2000 was dubbed a work in progress, and that remains true today. Radio faces many challenges and new competitors in the years ahead. As an industry, it is once again time to come together and face those challenges as a unified force. Together, we invested in the future growth of our medium when our industry was in recession. Now that our industry is thriving, it's time to invest even more heavily to ensure our continued prosperity.

THE INDUSTRY'S NEWSPAPER



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## Cole Set As VP/GM, KCTD/Los Angeles

One-On-One Sports has tapped Nancy Cole as VP/GM for the 24-hour Sports/Talk radio network's Los Angeles flagship O&O, KCTD-AM. Cole replaces Bob Bordonaro, who recently exited to become GSM for Mt. Wilson FM Broadcasters (R&R 1/14).



Cole

"Nancy is an outstanding addition and a strong leader for our KCTD team," said One-On-One Sports Chairman and President/CEO Chris Brennan. "We have big plans for AM 1540, and Nancy will play a crucial role in making them happen. Her record of success in building and developing winning teams

COLE/See Page 49

## Cunningham Named Jive Dir./Adult Fmts.

Jive Records has named Tom Cunningham Director/Promotion, Adult Formats. Based in New York, he reports to Sr. VP/Promotion Joe Riccitelli.



Cunningham

"Tom is an extremely well-rounded promotion person," Riccitelli said. "The experience he brings on both a regional and national level makes him a valuable commodity in the promo world. I know he will bring the adult departments at Jive to a new level. We are truly excited to have him on board."

Cunningham was previously Director/Top 40 Promotion for Reprise Records.

## Naar Now Interep Exec. VP/Research

Interep has promoted Stuart Naar to Exec. VP/Research. Naar joined the company in 1995 as Research Director.

Before Interep, Naar spent nine years with Makrite Communications Group in New York, working as the Radio Division's Director/Sales Marketing & Research, as well as WHTZ-FM's Director/Marketing & Research. Between 1980-85 Naar was Market Research Specialist at Katz Communications.

"Stuart possesses a unique understanding of the business because of his varied experience, which includes research, sales, marketing and broadcasting," Interep Marketing Division President Marc Guild commented. "He knows exactly the type of research needed by our sales team and client stations and is adept at packaging it in ways that clearly convey our strengths."

## Cassidy: BA/AMFM VP/Strat. Research

Broadcast Architecture VP/Music Strategy & Implementation Kevin Cassidy has been promoted to VP/Strategic Research for BA/AMFM. He will oversee the scheduling, execution and analysis of AMFM's strategic perceptual studies and music testing. He'll also maintain his role at BA as a research associate and consultant. Before joining BA, Cassidy spent



Cassidy

seven years with The Research Group.

"Kevin Cassidy is one of the most talented radio professionals in our industry," said BA CEO Frank Cody. "His skills as a strategist, programmer and leader are valuable assets to Broadcast Architecture and our parent company, AMFM." AMFM COO/Product &

CASSIDY/See Page 49

## Halverson: Capitol Sr. Dir./Promo Admin.

Capitol Records has elevated Kim Halverson to Sr. Director/Promotion Administration. Based in Los Angeles, she reports to Sr. VP/Promotion Burt Baumgartner.

Baumgartner said, "Kim's aptitude for detail, dedication and strong work ethic have been inte-

gral in keeping the administrative operations in the promotion department running efficiently."

Halverson joined the company in 1985 as a senior staff assistant in marketing and promotion. Prior to that she worked for TBS' *Portrait of America* TV series.

## Traffic.com Taps Four Sales Execs

Traffic.com, which provides real-time traffic and logistics information services, has named Michael Casey Director/Nontraditional Sales and John Harris, Carrie Lewis and Billie Parrott Directors/Sales for the Northeast, Midwest and Southwest, respectively. Traffic.com currently acts as

a national representative for the AMFM Radio Group and says it anticipates adding several other radio groups shortly.

All four of the newly appointed execs previously worked for Shadow Broadcast Services: Casey

TRAFFIC.COM/See Page 49

## UPDATE

### Long Tapped As VP/GM At Infinity Promo Group

The Infinity Promotions Group has named Jodi Long VP/GM. She comes to Infinity's national sales, promotion and marketing unit from the company's WRCH-FM & WZMX-FM/Hartford, where she was VP/GM.

Long succeeds Greg Janoff, who had been pulling double duty as IPG's National Director and WINS/New York's VP/Station Manager. He'll now focus full-time on INS. Long will be based at Infinity's Boston headquarters and report to Infinity co-CEO David Pearlman.

"Greg has done a terrific job formulating the vision and rollout of IPG, which is almost a year old," Pearlman told R&R. "We realize the growth in new business development and want a full-time focus on it by a key manager in our company. Jodi has a wealth of knowledge of sales and business development and possesses a strong GM's background after running our stations in Hartford."

Long told R&R, "I'm excited to work with IPG, which offers customized solutions and delivers them on a local, regional and national basis. Greg did a terrific job launching IPG and building momentum. My job is to bring it to the next level. The opportunities are unlimited, and I'm excited about what IPG brings to the table."



Long

### AMFM/Philly Promotes Dziabis To SVP/Sales

Kim Dziabis has been elevated from Director/Sales & Marketing to Sr. VP/Sales for AMFM's WDAS-AM & FM, WOQQ-FM, WJIZ-FM, WLCE-FM & WUSL-FM/Philadelphia. She reports directly to AMFM Eastern Regional Sales VP Andrew Rosen and will work closely with the market's individual station GSMs and AMFM's Chancellor Marketing Group. She will also direct the overall sales strategy for the six stations and oversee all aspects of inventory control, key client relationships and sales personnel recruitment and development.

"Leading our Philadelphia sales efforts requires dedication to serving our customers and aligning our sales talent to become the best sales team in the market," AMFM Eastern Regional Exec. VP John Fullam said. "Kim has exhibited excellence in each of those skills in Philadelphia, and we look forward to even greater things to come."

Dziabis is a 20-year radio veteran and has served as GSM of WDAS-AM & FM and NSM for crosstown WPEN-AM & WMGK-FM. She began her career in 1980 at WRMM-AM & FM/Rochester, where she rose from LSM to GSM to GM over a 12-year span.

### Spring 2000 Station Info Forms Due Soon

Arbitron has mailed its Spring 2000 Station Information Packets to radio stations within the 276 markets it measures in the spring. Stations are asked to complete the forms and return them by Monday, Feb. 28.

The packet contains a Station Information Form, which includes pre-printed programming information that stations submitted for the previous survey. Stations must send back the form, either confirming or correcting the information. Arbitron said that if the form is not returned, the information will not be carried forward.

## THE QUALITY SHOWS...On the Quality Network



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Here are more than 550,000  
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**KIIS**  **FM 102.7**

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January 28, 1997

Andy Mark  
President  
BRg Music Works  
200 Eagle Road  
Suite 2  
Wayne, PA 19087

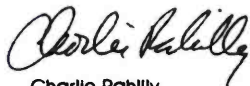
Dear Andy:

I just wanted to share some impressive revenue successes we've enjoyed at 102.7 KIIS-FM using BRg's custom advertiser jingles. In just the last few months our sales staff closed over \$550,000 in new advertising from only three accounts using the custom jingles. BRg's jingles create an identifiable unique audio logo providing "true added value" to these new advertisers' radio efforts.

Today, "winning stations" must be viewed as resources by advertisers. The BRg jingles unquestionably deliver an "edge" to the station while exponentially enhancing the effectiveness of the advertiser's radio investment.

With over a half million dollars in new business directly related to the jingles, we're extremely pleased with our results so far and excited to offer the jingles as one of 102.7 KIIS-FM's tools for delivering the most value to Los Angeles advertisers.

A HUGE FAN of your talent, creativity and responsiveness.



Charlie Rahlly  
Vice President/GSM

3400 Riverside Drive, Suite 800 • Burbank, California 91505 • Telephone (818) 845-1027  
<http://www.kiisfm.com>

**PREMIERE**  
RADIO NETWORKS



## National Radio

• **MARKETING FACTORY** announces an agreement with *Spin* magazine to air *Spin 15*, five nationally syndicated one-hour programs celebrating the magazine's 15th anniversary. The shows, which will air in March and April, are hosted by *Spin* Editor-in-Chief Alan Light and include cultural history, interviews and music. Contact Rob Tonkin; (310) 314-8008.

## Records

• **RANDY SPEND-LOVE** is upped to President of Miramax Films Motion Picture Music. He rises from SVP/Motion Picture Music.



Spendlove

## Industry

• **NATHANIEL BROWN** joins BMG Entertainment as Sr. Dir./Corporate Communications. His last position was Dir./Communications for Hachette Filipacchi Magazines.

• **ALLIANCE ENTERTAINMENT** announces the following appointments:



Kalantari

**LARRY KALANTARI** is named EVP/Corporate Development. He was most recently a partner in The Yucaipa Companies.

## CHRONICLE

### CONDOLENCES

• Richard and Ruth Bissett, parents of WHSL/Greensboro, NC air personality Jayme Austin, Feb. 12.

**DARREN KARST** is named EVP/CFO. He was most recently EVP/Finance & Communications at The Yucaipa Companies.

**TOM SZABO** becomes President of the newly created Media & Internet Svcs. Group, which incorporates the recently acquired Digital On-Demand/RedDotNet. Szabo was most recently President/CEO of Digital On-Demand/RedDotNet.

**TIM SEXTON** is appointed Digital On-Demand President and Media & Internet Svcs. Group COO. He was previously Digital On-Demand EVP.

**ALAN TUCHMAN** is tapped as President of the newly created Distribution & Fulfillment Svcs. Group. He was most recently SVP/Sales & Purchasing for AEC One Stop Group.

**PETER BLEI** is named COO/Distribution & Fulfillment Svcs. Group. He was most recently EVP/Operations for AEC One Stop Group.

**JERRY BASSIN** is appointed Vice Chairman/Distribution & Fulfillment Svcs. Group. He was formerly EVP/Corporate Development for AEC One Stop Group.

**DAVID SCHLANG** is tapped as Vice Chairman/Distribution & Fulfillment Svcs. Group. His most recent position was President of One Way Records.

• **SUZAN JENKINS** joins the RFAA as SVP/Marketing. She was most recently Executive Dir. of the Smithsonian

## PROS ON THE LOOSE

**Julio Flores**, Image Production/on-air, KFLA-AM & KLSX-FW Los Angeles (818) 694-3371; julio.flores@earthlink.net.

Institution's America's Jazz Heritage program.

• **MICHAEL FISHER** is appointed VP/Sales for IQ Television Group/Atlanta. His most recent position was Sales Mgr. at RadioWave.com.

• **CLICKRADIO** announces the following appointments:



Williams



Benjamin

**HANK WILLIAMS**, company founder, is named CEO. He is also the co-founder of the Internet consulting firm Cybersonic.

**DAVID BENJAMIN** is appointed Vice Chairman & SVP/Entertainment. He is an entertainment attorney and a former VP/Business Affairs for CBS.

**JIM L'HEUREUX** becomes SVP/Marketing. He was most recently EVP/GM for Prodigy Internet.



L'Heureux

**Michaela** joins KFMS/Las Vegas for similar duties ... **WYOK/Mobile** Promotion Dir. Rachel Adams joins **WXLK/Roanoke** for similar duties.

**Rock:** **KSQY/Rapid City, SD** morning man Bobby Marchese moves to middays as pm driver **Mad Max** joins **The Goat Boy** for mornings; **PD Corey Ward** takes over afternoons ... **WRCQ/Fayetteville, NC** night slammer **Al Field** is upped to afternoon drive.

**Records:** **Raj Trivedi** is tapped as

## NATIONAL RADIO FORMATS

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**Gary Knoff**

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**AC/DC** Sun Upper Lip  
**STAND** Home  
**AS** Wake Up This Morning  
**SMASHING PUMPKINS** Stand Inside Your Love

**Alternative**  
**CURE** Maybe Someday  
**BECK** Mixed Blood  
**AS** Wake Up This Morning  
**SMASHING PUMPKINS** Stand Inside Your Love

**CHR/Hot AC**  
**DESTINY'S CHILD** Say My Name  
**MONTELL JORDAN** Got It On ... Tonight  
**MARC ANTHONY** You Sang To Me

**Mainstream AC**  
**LENNY KRAMITZ** I Belong To You  
**SHO** Don't Think Of Me

**Lite AC**  
**STING** Brand New Day  
**ERIC CARMEN** I Was Born To Love You  
**MARC ANTHONY** You Sang To Me

**RAC**  
**GEORGE MICHAEL** Roxanne  
**ROBBIE JORDAN** London Lowdown  
**FATFINGER** Trail Of Tears

**UC**  
**SAMMIE** I Like It  
**SICO** Thong Song  
**PROFYLE** Whispers In The Dark

**BROADCAST PROGRAMMING**  
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**Bella**  
**Mike Bottell**  
No adds  
**Mainstream AC**  
**Mike Bottell**  
**MADONNA** American Pie

**Soft AC**  
**Mike Bottell**  
**TINA TURNER** When The Heartache Is Over

**CHR**  
**Josh Meebler**  
**BLOODHOUND GANG** The Bad Touch  
**RICKY MARTIN** (M&J) Private Emotion

Dir./Finance for Walt Disney Records ... **Leesa Brunson** is appointed Mgr./A&R for Elektra Entertainment Group ... **Lenny Soohoo** is named Regional Financial Dir. for peermusic.

**Hot AC**  
**Josh Meebler**  
No adds  
**Urban Contemporary**  
**Josh Meebler**  
**MARY J. BLIGE** Your Child  
**MADONNA** Love/Unite  
**LEIK** Fly Or Die

**Alternative**  
**Torres Cook**  
**SMASHING PUMPKINS** Stand Inside Your Love  
**U2** The Ground Beneath Her Feet

**JONES RADIO NETWORK**  
**Jon Holliday** • (800) 794-8700

**Rock Classics**  
**Nick Bryan**  
**BOB DYLAN** Things Have Changed  
**U2** The Ground Beneath Her Feet

**Adult HR Radio**  
**JJ McKinlay**  
**FATH HILL** Breathe  
**LONESTAR** Amazed  
**MADONNA** American Pie

**Soft Hits**  
**Nick Brady**  
**FATH HILL** Breathe

**RADIO ONE NETWORKS**  
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**Hot AC**  
**Yvonne Gray**  
**AS** Wake Up This Morning

**New Rock**  
**Steve Leigh**  
**U2** The Ground Beneath Her Feet

**WESTWOOD ONE RADIO NETWORKS**  
**Charlie Cook** • (800) 294-8888  
**Bob Blackman**

**Adult Rock & Roll**  
**Jeff Bonser**  
**CROSBY, STILLS, NASH & YOUNG** Stand And Be Counted

**Soft AC**  
**Andy Falter**  
**WHITNEY HOUSTON** I Learned From The Best

**Bright AC**  
**Jim Mays**  
**MADONNA** American Pie  
**VERTICAL HORIZON** Everything You Want

**Industry:** **Elliot Kendall** and **Isaac Cuevas** join **Bryan Farrish Radio Promotion** ... **Bill Deaton** joins **Newmark Advertising** as Acc't. Supervisor ... **Eric Richards** is tapped as VP Finance/CFO for **Everstream**.

## Changes

**Radio:** **Jim Schmitt** rises to VP/Dir. Facilities for Cumulus. Additionally, **Jorge Garcia** and **Michael Bavelly** are upped to Controller.

**CHR:** **WBLI/Long Island** late-nighter **Stiek** segues to sister **WBTS/Atlanta** for nights ... **KYLZ/Albuquerque** overnighter **Ricky The Wild Child** steps in as interim afternoon driver; **Silver** exits ... **WFBC/Greenville, SC** Production

**Dir. Sean Harrigan** takes similar duties at **KXHT & WKSL/Memphis**. Also, **KXHT** nighttimer **Kid Fresh** exits; **WDBT/Jackson, MS** nighttimer **Jay Knight** joins as his replacement ... **Phil Inzanga** joins **WSSX/Charleston, SC** for mornings ... **KKXX/Bakersfield's Mark-E** is promoted to nights ... **JoJo Lopez** joins **KSEQ/Fresno** for nights ... **KUBE/Seattle** overnighter **Marvin Nugent** exits to join **KFAT/Anchorage, AK** ... **WKSS/Hartford** nighttimer **J.D. Redman** exits ... **KSFM/Sacramento** Promotion Dir. **Todd**

**Michaela** joins **KFMS/Las Vegas** for similar duties ... **WYOK/Mobile** Promotion Dir. **Rachel Adams** joins **WXLK/Roanoke** for similar duties.

**Rock:** **KSQY/Rapid City, SD** morning man **Bobby Marchese** moves to middays as pm driver **Mad Max** joins **The Goat Boy** for mornings; **PD Corey Ward** takes over afternoons ... **WRCQ/Fayetteville, NC** night slammer **Al Field** is upped to afternoon drive.

**Records:** **Raj Trivedi** is tapped as

## LPFM

Continued from Page 3

and for an ongoing "shakedown, blackmailing and greenmailing to death" of some businesses that have filed merger and acquisition applications with the FCC. He said he does not suspect Chairman Bill Kennard or other commissioners are involved, and he declined to provide names of companies that are being affected or other details, but he did say "there's a Pulitzer Prize in it" for reporters who uncover the story.

Those remarks prompted Kennard to phone Tauzin Tuesday morning. In a follow-up letter Kennard said, "I do not believe any such practice exists at the FCC. If any such conduct did come to my attention, I assure you that I would take swift action to investigate and

correct it. But, frankly, it is unfair, irresponsible and unworthy of a public official to cast aspersions on the integrity of the FCC in this manner without citing facts or examples of any such conduct."

Kennard asked Tauzin to "provide me details of any specific cases. To the extent that there are policy disagreements within Congress and between members of Congress and the FCC on the merger review process, this is a proper substantive debate, than can be conducted through the normal process of legislation, written correspondence and congressional oversight."

"Kennard took it personally, and it isn't," Tauzin spokesman Ken Johnson told R&R. "Billy continues to be troubled by accounts from industry representatives that they are being blackmailed when it comes to telecom mergers. At no time has Billy accused

anyone in particular of being involved in a shakedown. Any time the FCC abuses its authority and places preconditions on a telecom merger, it opens the door to corruption. There are unscrupulous people who will come forward and say they can fix the problem for a price."

Johnson added that, because of "this unethical behavior, we need to change this process. At the very least, we want to have a shot clock for FCC mergers." But changes may take longer than Tauzin would like. Johnson said, "Political realities have set in, and we aren't going to get a comprehensive bill this year due to the election."

At press time the House Commerce Committee was preparing to hold a hearing on LPFM on Thursday (2/17) at 10am. The witness list included NAB President/CEO Eddie Fritts, Bonneville International CEO

Bruce Reese, independent engineer Chuck Jackson (who conducted the NAB's LPFM interference study last summer), engineer Ted Rappaport and NPR President Kevin Klose. Tauzin told NAB conference attendees on Monday that Kennard had declined the invitation to the hearing because he was busy Thursday. Tauzin said Kennard asked that the hearing be delayed until Friday, a day when Congress is not in session. Said one NAB attendee about Kennard, "if you can't defend your position, you don't show up."

### Senate Introduces Anti-LPFM Bill

Last week New Hampshire Republican Judd Gregg introduced the Senate version of the "Radio Preservation Act," patterned after legislation introduced in the House in November by Representatives Mike

Oxley and Frank Pallone. Gregg's bill says that the FCC's version of LPFM reinforces "unlawful behavior and encourages future illegal activity" because it permits pirates to apply for licenses. "It is certain to undermine the integrity of the radio spectrum, interfering with current FM service and penalizing the listening public," Gregg said.

He applauded the FCC's desire to provide community groups with further access to media, but said, "A multitude of alternatives already exist." He also pointed out that non-commercial and commercial broadcasters would be hurt by LPFM, and that both groups have lodged their protests with the FCC.

NAB spokesman Dennis Wharton told R&R, "We are pleased to see momentum is building to prevent this spectrum-degrading proposal from going forward."





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The greatest Top 40-Mainstream dance/club/party hits from the late 70's through the 80's, and early 90's.



**HOT MIX HOT/AC** 4 HOURS/week.

The biggest Hot Adult Contemporary "Current hits," "Recurrent hits," "90's Flashback hits," & "80's Classic hits."



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The greatest Hot Adult Contemporary dance/club/party hits from the 80's through the early 90's.



**HOT MIX CROSSOVER** 4 HOURS/week.

Including the hottest hit music from: "Hip Hop," "R&B," & "Old Skool."



**RETROMIX OLD SKOOL** 1 HOUR/week.

The biggest "Old Skool" club & party hits from the late 70's through the 80's, and early 90's.



**HOT MIX COUNTRY MIX** 3 HOURS/week.

The hottest country hit music from the biggest clubs around the USA and your station.



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The biggest Classic Alternative / New Wave hits from the 80's.

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Guy Zapoleon  
- Zapoleon Strategies

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Shellie Hart, OM  
- KUBE 93 Seattle



"FLY 92 has used Hot Mix for over 10 years! Nobody mixes better than Hot Mix - the show really adds another dimension to FLY 92!"

Rob Dawes, PD  
- WFLY-FM Albany

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Erik Bradley, MD - B-96 Chicago

For more information contact... **HOT MIX RADIO NETWORK (480) 947-6500**

E-Mail: [info@hotmix.com](mailto:info@hotmix.com) Internet: [www.hotmix.com](http://www.hotmix.com)



## ZINE

## SCENE

## Survey Says ... Santana!

Entertainment Weekly talks to anonymous music industry execs to get their Grammy picks. For Record of the Year, the survey says Santana. "This will be just another way to pacify Clive Davis by the folks who almost fired him," one insider opines. "You'd think a guy who's got a couple points on every Whitney Houston record ever recorded wouldn't need a pity vote."

While Song of the Year is a toss-up between Santana's "Smooth" and the Backstreet Boys' "I Want It That Way," the insiders also pick Santana for Album of the Year: "Santana is like the biggest f---ing wet dream ever for the Grammy voters," an exec explains. "It's going to make Bonnie Raitt look like nothing. He's going to clean up."

For Best New Artist, Macy Gray is the industry fave, but insiders believe Britney Spears will take it. Ricky Martin is favored for Best Male Pop Vocal Performance. Mary J. Blige for Best Female R&B Performance. Busta Rhymes for Best Rap Performance and Beck for Best Alternative Music Performance. The prognosticators pick Cher for Best Dance Recording: "No self-respecting gay man is going to vote for anybody but Cher. And everybody else is going to feel comfortable with her."

While an insider says that George Jones should win Best Country album, The Dixie Chicks will probably take it. "They have hats and breasts. They've sold a ton more records, and if you like country at all, you're going to love the Chicks."

What about Best Salsa Performance? "Oh, hell, just close your eyes and choose one," one exec says.

## Gripe With Stipe

"I don't like him. And I don't like his fucking music" — AC/DC singer Brian Johnson isn't the biggest R.E.M. fan after getting the cold shoulder from Michael Stipe during the Sarasota film festival (*Rolling Stone*).

## Gray Days Ahead

"The whole time that this all was going on, we've been on the road, so I haven't had time to look in the mirror and realize how fascinating and talented I am" — Grammy nominee Macy Gray is too busy to recognize the buzz surrounding her (*Interview*).

## Parents Just Don't Understand

Country star LeAnn Rimes has taken control of her own career, dumping the dad who guided her to the top, *Star* reports. "She's very jealous of pop princesses Britney Spears and Christina Aguilera, and doesn't feel she can compete with them when mom and pop are



**METHODS OF MEDITATION?** — Reformed rocker Tommy Lee of *Methods Of Mayhem* describes the spiritual enlightenment he attained in the clink, as well as the tattoo that reflects his newfound inner peace: "It goes from below my belly button right down to the pubic hair. It's the Om sign. Right below is the lotus flower. I read a lot of literature on Buddhism and Hinduism in jail. I read a lot of books in jail. Like 40" (*Interview*).

telling her what to do," one insider reveals. Rimes has also asked her mother to move out of their shared L.A. home so the young star can have some privacy with her boyfriend.

## Is Puff Too Tuff?

Talk puts Jennifer Lopez on its cover, with articles inside on both her and boyfriend Sean "Puffy" Combs. While both articles talk about the love they share with each other, Lopez's family and some of her friends think the romance with the bad boy is an unwise career move for Lopez. "It's a little like Gary Oldman and Winona Ryder in *Dracula*," one friend says, "because even though he worships her and would hurt himself before he'd hurt her, he can't help but hurt her in the end."

Lopez's former manager, Eric Gold, sees Combs as an overbearing influence: "Whether she takes a movie or not becomes his decision. And when she's with him, she becomes entirely involved. I miss the Jennifer I used to know. But she's definitely in love. At the end of the day, she wants to be the mother of his kids."

## What's the Story, Grumpy Tory?

Nylon talks to the always cheerful Gallagher brothers of *Oasis*. "I'm not concerned with fitting in," singer Liam reveals. "I don't want to fit in with Korn. I think it's shit. It's not music; no melody, no song. We're *Oasis*. We're just going to come and play our fucking songs. If people like it, they like it, if they don't, they don't."

Older brother Noel recognizes Liam's testy nature: "When he's drunk, he is a fuckin' knob-head, and I can't be in the same room with him. When he is sober, he is just about bearable."

— Frank Correia

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

## CYBERSPACE

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

## 'Net Chats

Exchange bubbly conversation with Tonic this Monday (2/21) at 9pm ET/6pm PT ([www.twec.com](http://www.twec.com)).

On Wednesday (2/23), get inspired by chatting with Muse at 5pm ET/2pm PT ([www.twec.com](http://www.twec.com)).

Also on Wednesday, the Suicide Machines talk about inspirational men like Dr. Kevorkian at 9pm ET/6pm PT ([www.sonicnet.com](http://www.sonicnet.com)).

Female-fronted rock band LUXX also chat on Wednesday, and follow it up with a live webcast. Tune in at 8pm ET/5pm PT ([chat.yahoo.com](http://chat.yahoo.com)), ([www.broadcast.com](http://www.broadcast.com)).

On Thursday (2/24), discuss eyebrow plucking (or lack thereof) with Oasis at noon ET/9am PT ([www.twec.com](http://www.twec.com)).

## On The Web

Celebrate the Sabbath (2/20) with the metallic hymns of a live Machine Head webcast from Chicago at 9:30pm ET/6:30pm PT ([rollingstone.tunes.com](http://rollingstone.tunes.com)). The band also reschedules a previous [www.guitar.com](http://www.guitar.com) chat to Tuesday (2/22) at 8pm ET/5pm PT.

Also on Sunday, Bostonian rockers Powerman 5000 play a wicked awesome online concert at 7pm ET/4pm PT ([www.twec.com](http://www.twec.com)).

## MUSIC &amp; MOVIES

## CURRENT

- **SCREAM 3** (*Wind-up*)  
Singles: CREED What If  
SYSTEM OF A DOWN Spiders  
Other Featured Artists: POWERMAN 5000, INCUBUS, STATIC-X
- **THE BEACH** (*Sire*)  
Featured Artists: SUGAR RAY, BLUR, MOBY
- **SNOW DAY** (*Geffen*)  
Single: HOKU Another Dumb Blonde  
Other Featured Artists: JORDAN KNIGHT, SIXPENCE NONE THE RICHER, SMASH MOUTH
- **NEXT FRIDAY** (*Priority*)  
Single: ICE CUBE WMACK 10 & MS. TOI You Can Do It  
Other Featured Artists: PHAROAAHE MONCH, AALIYAH, WU-TANG CLAN
- **STUART LITTLE** (*Universal*)  
Featured Artists: TRISHA YEARWOOD, LOU BEGA, BRIAN MCKNIGHT
- **ANY GIVEN SUNDAY** (*Warner Sunset/Atlantic*)  
Single: LL COOL J Shut 'Em Down  
Other Featured Artists: MOBB DEEP, KID ROCK, DMX
- **END OF DAYS** (*Geffen*)  
Singles: LIMP BIZKIT Crushed  
POWERMAN 5000 Nobody's Real  
Other Featured Artists: KORN, ROB ZOMBIE, CREED

## COMING

- **WONDER BOYS** (*Columbia*)  
Featured Artists: BOB DYLAN, NEIL YOUNG, JOHN LENNON
- **HEAVY METAL F.A.K.K. 2** (*Restless*)  
Featured Artists: QUEENS OF THE STONE AGE, MONSTER MAGNET, HATE DEPT.

"Music & Movies" lists current and coming film soundtracks according to box-office standing, as well as singles appearing on R&R's format charts and other featured artists. To submit soundtracks for inclusion in this column, contact R&R Associate Editor Frank Correia at (310) 788-1856; [fcorreia@ronline.com](mailto:fcorreia@ronline.com).

## MUSIC DATEBOOK

## MONDAY, FEBRUARY 28

1981/Following The Tourists' disbandment, members Annie Lennox and Dave Stewart form Eurythmics.

1984/Michael Jackson receives eight Grammy awards, including Best Album for *Thriller*.

1986/Wham! disband.

1996/Alanis Morissette wins four Grammy awards, including Best Album for *Jagged Little Pill*.

Born: the late Brian Jones (Rolling Stones) 1942, Cindy Wilson (The B-52's) 1957

## TUESDAY, FEBRUARY 29

1968/The Beatles' Sgt. Pepper's Lonely Hearts Club Band wins the Grammy for Album of the Year.

1972/John Lennon's U.S. immigration visa expires. He'll become a U.S. citizen 3 1/2 years later.

1992/Motley Crue frontman Vince Neil is fired from the band. Also ... Lead vocalist Joey Belladonna exits Anthrax.

## WEDNESDAY, MARCH 1

1969/The Doors' Jim Morrison is arrested following a Miami concert and charged with lewd and lascivious behavior, indecent exposure, profanity and public drunkenness.

1980/Patti Smith marries former MC5 member Fred "Sonic" Smith in Detroit.

1995/During a concert in Switzerland, R.E.M. drummer Bill Berry leaves the stage early with migraine-like

symptoms. Berry is later diagnosed with two aneurysms requiring emergency brain surgery.

Born: Harry Belafonte 1927, Roger Daltrey 1944

Releases: Check Berry's "School Days" 1957

## THURSDAY, MARCH 2

1967/Frank Sinatra wins the Record of the Year Grammy for "Strangers in the Night." John Lennon and Paul McCartney's "Michelle" receives Best Song honors.

1974/Stevie Wonder wins five Grammy awards, including Best Album for *Innervisions*.

1989/Madonna's "Like a Prayer" video debuts in a Pepsi commercial during NBC-TV's *The Cosby Show*. Following much controversy, Pepsi terminates the ad.



Pepsi says, "Bye Bye, Miss American Pie."

Born: Lou Reed 1944, Eddie Money 1949, the late Karen Carpenter 1950, Jon Bon Jovi 1962

## FRIDAY, MARCH 3

1931/Cab Calloway records *Minnie the Moocher*, which eventually becomes the first jazz album to sell more than 1 million copies.

1966/Neil Young and Stephen Stills form Buffalo Springfield.

1967/The Jeff Beck Group, featuring Rod Stewart and Ron Wood, perform in London for the first time.

1978/In Chicago, Van Halen launch their first U.S. tour.  
Born: Robyn Hitchcock 1952

## SATURDAY, MARCH 4

1966/John Lennon is quoted in London's *Evening Standard* newspaper as saying The Beatles are "more popular than Jesus Christ." His comments trigger a torrent of international protest.

1993/Whitney Houston and Bobby Brown become parents to daughter Bobbi.

1994/Nirvana's Kurt Cobain is found comatose in his Rome hotel room after ingesting an excessive amount of drugs and alcohol.  
Born: Chris Squire (Yes) 1948, Evan Dando (Lemonheads) 1968

## SUNDAY, MARCH 5

1960/Sgt. Elvis Presley is discharged from the army.

1963/Patsy Cline, 31, is killed in a Tennessee plane crash.

1971/In Ohio, Badfinger launch their first U.S. tour.  
Born: the late Andy Gibb 1958, Damon Albarn (Blur) 1968

Releases: The Yardbirds' "For Your Love" 1965

— Mark Solovicos



# Ad It Up!

*Two new Arbitron studies unveiled at RAB 2000 reveal how radio can get more advertising dollars*

- 1. Dotcom Dollar\$: Getting More Internet Advertising on Your Station** examines webcasting, online listener purchase behavior and the impact of dotcom advertising on traditional media.
- 2. Radio's Biggest Local Spenders Speak Up: Start Your Sales Strategy Now!** looks at how local advertisers nationwide size up radio. This study provides information about advertisers that you can really use, such as the top three things that impact the buy decision, the five station characteristics that most influence their perception of your station, and how advertisers compare radio against other media.

See both studies as downloadable PDF files at [www.arbitron.com](http://www.arbitron.com).

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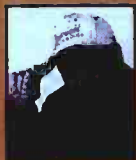
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- All Super Sessions and Workshops

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Tom Joyner

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Herb Cohen

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or call 1-888-740-4622 or 1-301-682-7962.



**NAB**  
The  
Convergence  
Marketplace

2000





69.7 million households

## PLAYS

TI SYNC Bye, Bye, Bye	25
DR. DRE MEMMEMI Forgot About Dre	24
BRITNEY SPEARS From The Bottom Of...	21
2GETHER U + Me = Us (Calculus)	21
BACKSTREET BOYS Show Me The Meaning Of...	20
CHRISTINA AGUILERA What A Girl Wants	18
KORN Falling Away From Me	18
EVE Love Is Blind	17
D'ANGELO Unlimited (How Does It Feel)	17
RED HOT CHILI PEPPERS Otherside	16
MARIAH CAREY JADE & 99 DEGREES Thank God...	14
DMX What's My Name?	14
MISSY ELLIOTT Hot Boyz	14
FILTER Take A Picture	14
JAY-Z Do It Again	13
JENNIFER LOPEZ Feelin' So Good	13
@-TIP Breathe & Stop	13
NOTORIOUS B.I.G. Notorious	13
PINK There You Go	13
BLAQUE Bring It All To Me	12
LIT Miserable	12
SANTANA Maria, Maria	11
MOBY Natural Blues	11
THIRD EYE BLIND Never Let You Go	11
NO DOUBT Ex-Girlfriend	11
WILL SMITH Freshin' It	11
FIONA APPLE Limp	10
ONE INCH NAILS Into The Void	10
BUSH Letting The Cables Sleep	9
SYSTEM OF A DOWN Sugar	9
ZPAC YOUTLAMEZ Baby Don't Cry	8
DMITRIE JORDAN Get It On... Tonight	8
CELINÉ DION That's The Way It Is	8
SAMUEL GARDENIER I Knew I Loved You	7
P.O.D. Southern	7
SMASHING PUMPKINS The Everlasting Gaze	7
INCUBUS Pardon Me	7
KID ROCK Only God Knows Why	6
OASIS Go Let It Out	6
CREED What If	6
DA BRAT That's What I'm Looking For	6
NANDY MOORE Candy	5
EAST1982 Still G'ed Up	5
JUVENILE Back That Azz Up	5
RAH DIGGA Imperial	5
METHOD MAN & REDMAN Da Rockwilder	5
JUVENILE U Understand	4
LOX Wild Out	4
HOT BOYS I Need A Hot Girl	4
DEAD PREZ Hip Hop	4
RICKY MARTIN Livin' La Vida Loca	4
OL' BURT BASTARD Got Your Money	3
SUGAR RAY Falls Apart	3
EFFEL 99 Blue (Da Ba Dee)	3
VERTICAL HORIZON Everything You Want	3
BLACK ROX Whoa	3
LARRYN HILL Turn Your Lights Down Low	3
MACY GRAY I Try	2
POWERMAN 5000 Nobody's Real	2
BLINK-182 All The Small Things	2
LL'Z ZHANE Money Stretch	2
SCORPUS II Feels So Good	2
HOKU Another Dumb Blonde	2
LITTLE Crackish	2
SLIPNOT Wait And Bleed	2
BIG PUNISHER Still Not A Player	2
EMINEM INSERAS Be With You	2
TLC No Scrubs	2
ICE CUBE You Can Do It	1
CONNELL JONES U Know What's Up	1
BUICKCHERRY Check Your Head	1
CHILDINE Way Out	1
METHODS OF MAYHEM Get Naked	1
JAY-Z Hard Knock Life	1
KID ROCK Bawitaba	1
LIT My Own Worst Enemy	1
SANTANA WROB THOMAS Smooth	1
JESSICA SIMPSON Where You Are	1
STANHO Home	1
TLC Unpretty	1

Video playlist for the week ending February 14.



50.8 million households  
Isaac

## INSIDE TRACKS

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

### XL

CHRISTINA AGUILERA What A Girl Wants  
CELINÉ DION That's The Way It Is  
FOO FIGHTERS Learn To Fly  
SANTANA WROB THOMAS Smooth  
SMASH MOUTH Then The Morning Comes

### NEW

BACKSTREET BOYS Show Me The Meaning...  
NO DOUBT Ex-Girlfriend  
RED HOT CHILI PEPPERS Otherside  
THIRD EYE BLIND Never Let You Go  
VERTICAL HORIZON Everything You Want

### LARGE

MARIAH CAREY JADE & 99 DEGREES Thank God...  
FILTER Take A Picture  
MACY GRAY I Try  
FRITH HILL Breathe  
KID ROCK Only God Knows Why  
MADONNA American Pie  
SANTANA WROB THOMAS Smooth  
SAMUEL GARDENIER I Knew I Loved You  
WILL SMITH Freshin' It  
SUGAR RAY Falls Apart

### MEDIUM

FIONA APPLE Limp  
BECK Mixed Bizness  
D'ANGELO Unlimited (How Does It Feel)  
BETH HART L.A. Song  
BRITNEY SPEARS I Learned From The Best  
EMINEM INSERAS Be With You  
LENNY KRAWITZ I Belong To You  
JENNIFER LOPEZ Feelin' So Good  
MOBY Natural Blues  
OASIS Go Let It Out  
STING Desert Rose  
TIMA TURNER When The Heartache Is Over  
TRAIN Meet Virginia

### CUSTOM

A3 Woke Up This Morning  
MARY J. BLIGE VELTON JOHN Deep Inside  
BUICKCHERRY Check Your Head  
BUSH Letting The Cables Sleep  
CHRIS CORNELL Preaching The End Of The World  
CREED Higher  
CREED What If  
DESTINY'S CHILD Say My Name  
BOB DYLAN Things Have Changed  
ELMYTHINGS I Saved The World Today  
MEGADETH Breathe  
MICHAEL HUTCHENCE A Straight Line  
JOE I Wanna Know  
DMITRIE JORDAN Get It On... Tonight  
JONNY LANG Breathe Me  
ANNEE MANN Save Me  
LARRYN HILL Turn Your Lights Down Low  
ONE INCH NAILS Into The Void  
PUNGE AGAINST THE MACHINE Guerrilla Radio  
R.E.M. The Great Beyond  
ROLLING STONE Illumination  
SMASHING PUMPKINS The Everlasting Gaze  
SCORPUS II Feels So Good  
BRITNEY SPEARS From The Bottom Of...  
STANHO Home  
ANNE STONE No More Rain (In This Cloud)  
Video airplay from February 21-27.



36 million households  
Cindy Mahmood  
VP/Music Programming  
& Entertainment

## Video Playlist

D'ANGELO Unlimited (How Does It Feel)  
DESTINY'S CHILD Say My Name  
MARY J. BLIGE Give Me You  
JAY-Z Anything  
GAMUWINE None Of Ur Friend's Business  
DR. DRE MEMMEMI Forgot About Dre  
MISSY ELLIOTT Hot Boyz  
JAMROD EDGE He Can't Love U  
MARIAH CAREY JADE & 99 DEGREES Thank God...  
EVE Love Is Blind

### Rap City

@-TIP Breathe & Stop  
ICE CUBE WOPRATZIE BONE Until We Rich  
HOT BOYS I Need A Hot Girl  
METHOD MAN & REDMAN Y.O.U.  
DR. DRE MEMMEMI Forgot About Dre  
DMX What's My Name?  
MAY 50/50/50 You Owe Me  
ZPAC YOUTLAMEZ Baby Don't Cry  
JUVENILE U Understand  
JAY-Z Anything

Video playlist for the week ending February 20.

## TELEVISION

### TOP TEN SHOWS Feb. 7-13

Total Audience  
(35.9 million households)

- ER
- Who Wants To Be A Millionaire (Tuesday)
- Who Wants To Be A Millionaire (Sunday)
- Who Wants To Be A Millionaire (Thursday)
- Friends
- 60 Minutes
- Fraser (9pm)
- Movie (Sunday)  
(Sally Hemings: An American Scandal, Pt. 1)
- Movie (Monday)  
(Mary and Rhoads)
- The Practice

Adults 25-54

- ER
- Friends
- Who Wants To Be A Millionaire (Sunday)
- Who Wants To Be A Millionaire (Tuesday)
- Fraser (9pm)
- Who Wants To Be A Millionaire (Thursday)
- Fraser (9-10pm)
- Jesse
- The Practice
- Law And Order

Source: Nielsen Media Research

### COMING NEXT WEEK

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

### Tube Tops

The Backstreet Boys, The Dixie Chicks, Faith Hill, Whitney Houston, Kid Rock, Ricky Martin, Santana, Britney Spears, Sting w/Cher Miami and TLC are slated to perform live from LA's Staples Center when CBS presents *The 42nd Annual Gram-*

my Awards (Wednesday, 2/23, 8pm).

### Friday, 2/18

- A3, *The Tonight Show With Jay Leno* (NBC, check local listings for time).
- Almae Mann, *Late Night With Conan O'Brien* (NBC, check local listings for time).

### Saturday, 2/19

- Youngstown and Steps in Concert premieres on The Disney Channel (7:30pm)
- EYC, Kenny Loggins and Youngtown perform on *Disneyland 2000: 45 Years of Magic*, hosted by KYSR/L.A. air talent Ryan Seacrest (UPN, 8pm).
- Earth, Wind & Fire perform on *Fox's Mad TV* (11pm).
- Fiona Apple performs on *Saturday Night Live* (NBC, 11:30pm).

### Sunday, 2/20

- Little Richard, a made-for-TV biopic, stars Leon in the title role and airs on NBC (9pm).

### Monday, 2/21

- Howard Stern, *Jay Leno*.
- Foo Fighters perform as David Letterman returns part-time to *The Late Show* (CBS, check local listings for time).

### Tuesday, 2/22

- Tony Bennett, *The Late Late Show With Craig Kilborn* (CBS, check local listings for time).

### Wednesday, 2/23

- DMX is the subject of this week's installment of MTV's new profile show, *Diary* (10:30pm).

### Thursday, 2/24

- Santana, *Jay Leno*.

— Julie Gidlow

### FILMS

#### BOX OFFICE TOTALS FEB. 4-6

Title	Distributor	\$ Weekend (\$ To Date)
1 <i>Scream 3</i>	Miramax	\$16.31 (\$56.97)
2 <i>The Beach</i>	Fox*	\$15.27 (\$15.27)
3 <i>Snow Day</i>	Paramount*	\$14.33 (\$14.33)
4 <i>The Tigger Movie</i>	Buena Vista*	\$9.42 (\$9.42)
5 <i>The Hurricane</i>	Universal	\$3.61 (\$42.31)
6 <i>The Green Mile</i>	WB	\$3.08 (\$124.41)
7 <i>Next Friday</i>	New Line	\$2.81 (\$49.42)
8 <i>Stuart Little</i>	Sony	\$2.71 (\$132.03)
9 <i>Galaxy Quest</i>	DreamWorks	\$2.18 (\$65.76)
10 <i>Eye Of The Beholder</i>	Destination	\$2.12 (\$15.08)

All figures in millions  
\* First week in release  
Source: AC/Nielsen EDI

#### COMING ATTRACTIONS:

Opening in exclusive engagements this week is *Diamonds*, starring Kirk Douglas and Dan Aykroyd. The film's Varese Sarabande soundtrack showcases Peter Ono's "Keeps This World Alive," as well as a score by Joel Goldsmith.

— Julie Gidlow




55 million households  
Peter Cohen,  
VP/Programming

## National Top 20

1	PINK There You Go	
2	D'ANGELO Unlimited (How Does It Feel)	
3	TI SYNC Bye, Bye, Bye	
4	SAMMIE I Like It	
5	DR. DRE MEMMEMI Forgot About Dre	
6	KID ROCK Only God Knows Why	
7	EVE Love Is Blind	
8	BIG PUNISHER Still Not A Player	
9	HOT BOYS I Need A Hot Girl	
10	JENNIFER LOPEZ Feelin' So Good	
11	SLIPNOT Wait & Bleed	
12	NOTORIOUS B.I.G. Notorious	
13	LIT Miserable	
14	EFFEL 99 Blue (Da Ba Dee)	
15	YOUNGLOOD 05	
16	MARIAH CAREY JADE & 99 DEGREES Thank God...	
17	CHRISTINA AGUILERA What A Girl Wants	
18	GAMUWINE None Of Ur Friend's Business	
19	LENNY KRAWITZ I Belong To You	
20	HOKU Another Dumb Blonde	

Video playlist for the week ending February 13.



CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	BRUCE SPRINGSTEEN	\$1,783.4
2	ELTON JOHN	\$1,024.5
3	RICKY MARTIN	\$801.9
4	BETTIE MIDLER	\$670.6
5	BILLY JOEL	\$646.7
6	BACKSTREET BOYS	\$678.2
7	SHANIA TWAIN	\$745.8
8	NEIL DIAMOND	\$621.4
9	AMY GRANT	\$400.1
10	FAMILY VALUES	\$393.6
11	STING	\$382.7
12	JOHN MELLENCAMP	\$383.5
13	ZZ TOP/LYNYRD SKYNYRD	\$319.9
14	RAGE AGAINST THE MACHINE	\$265.2
15	LIMP BIZKIT	\$254.3

Among this week's new tours:  
BARRY MANLOW  
CREED  
INCUBUS  
LEE ANN WOMACK  
MUSE  
NO DOUBT  
S.O.D.  
THIRD EYE BLIND  
TIMA TURNER  
TOM JONES  
WILLIE NELSON

The CONCERT PULSE is courtesy of Polstar, a publication of Promoters' On-Line Listings. (800) 344-7383; California (209) 271-7900.

## VIDEO

### NEW THIS WEEK

- RED HOT CHILI PEPPERS: FUNKY MONKS** (Warner Reprise)  
Originally released on home video in 1991, *Funky Monks* is being rereleased on DVD. It captures the creation of the band's album *Blood Sugar Sex Magik*. Selections on the hourlong package include "Under the Bridge," "Give It Away," "Breaking the Girl," "Soul to Squeeze," "Suck My Kiss," "They're Red Hot," "My Lovely Man," "Sir Psycho Sexy," "Mellow Hip Slinky in B Major" and more.
- SUN IS SHINING: THE REMIXES** (Palm Pictures)  
This "DVD single" features various versions of and videos for Bob Marley's "Sun Is Shining."

— Julie Gidlow







**AL PETERSON**  
alpeterson@rronline.com

## The Selling Of Electronic Media

□ Veteran broadcaster pens book for sellers in today's new media world

**W**ith the passage of the Telecommunications Act of 1996, the radio industry began an evolution that would change the way it did business forever. And nowhere have the changes that were brought about by consolidation been more evident than in the sales departments of radio stations.

As we enter the next millennium, radio sales is poised for yet another big change as the inevitable convergence of media continues to pick up steam. Just as radio's programmers have seen consolidation and clustering change the rules of the game, radio sales departments and account executives have seen dramatic changes in the way they will do business in 2000 and beyond.

To assist in the development of 21st-century sales talents, veteran broadcaster and consultant **Ed Shane** has authored a new book, *Selling Electronic Media* (Focal Press). Although the book was written as a text for students who are pursuing media sales and marketing careers, the publisher also calls it "a first-rate source for sales professionals who may want to reinforce their own skills and expand their knowledge of the merging and converging media environment of today and the near future." Through the use of interviews with people in the industry and reports of their sell-

ing experiences, Shane's book offers insights and practical advice on the basics of selling.

Shane has been CEO of Houston-based Shane Media Services, a full-service advisory firm that provides programming, management and research consultation to broadcasters, since 1977. His career has also included stints as both station manager and programmer of radio stations in Houston, Chicago, Los Angeles and Atlanta.



**Ed Shane**

Additionally, Shane has been working in conjunction with the RAB over the past several months to develop a certified radio marketing consultant course for program directors. This course will debut at this week's RAB conference. I recently caught up with Shane to discuss his new book and to gain some insight into the new CRMC for PDs program.

**R&R:** How does *Selling Electronic Media* differ from your previous books?

**ES:** Well, it's the first textbook

I've ever written. Having done it now, I have a much deeper appreciation for those who write these kinds of books for a living. All of my previous books have been either collections of columns I'd written or my perceptions, and they were written for radio people. I found myself going back to double- and triple-check everything I'd written and rereading a lot of basic sales courses just to make sure things were done absolutely correctly. It was quite an undertaking and an interesting experience that I'd never had before.

**R&R:** What motivated you to accept the challenge of writing a textbook?

**ES:** The inspiration came from Michael Keith, an academic and classroom teacher at Boston College who wrote the foreword to the book. I had contributed to some work he had done in the past. One day he called to tell me that Focal Press was interested in having him write a textbook on media selling. He asked if I would collaborate with him. He ended up having a conflict in schedule, so Focal asked if I would take the project on solo. Now selling and elec-

## Talk Radio's Finest Annual Gathering Is Next Week!

It's not too late to join Talk radio's leaders and innovators for R&R's fifth annual Talk Radio Seminar! Come learn from format-focused panels designed to help you improve your station's ratings and revenues while you hear about new trends and emerging technologies that will impact our format in the coming years. Come get informed and be inspired by a roster of guest speakers scheduled to address TRS 2000 attendees.



They include our keynote speaker, CBS News anchor **Dan Rather**; ABC/Radio Today talk host and author of the best-selling book *Tuesdays With Morrie* **Mitch Albom**; WOR Radio Network financial gurus **The Dolans**; and our special guest, ABC News anchor **Cokie Roberts**. She'll go one-on-one with this year's recipient of the R&R Talk Radio Lifetime Achievement Award, Westwood One syndicated morning personality and WFAN/New York morning host **Don Imus**.

**ON-SITE REGISTRATION IS STILL AVAILABLE!** Join R&R, along with a virtual who's who of News/Talk radio executives from across the country, for TRS 2000, Feb. 24-26 at the Grand Hyatt Hotel in Washington, DC. For last-minute seminar information and the latest on available hotel accommodations, call the TRS 2000 hotline at (310) 798-1888!

tronic media are my field, but textbook writing is not. Nevertheless, the publishers convinced me that what they really wanted was someone with industry experience for the project, so that's how I became involved.

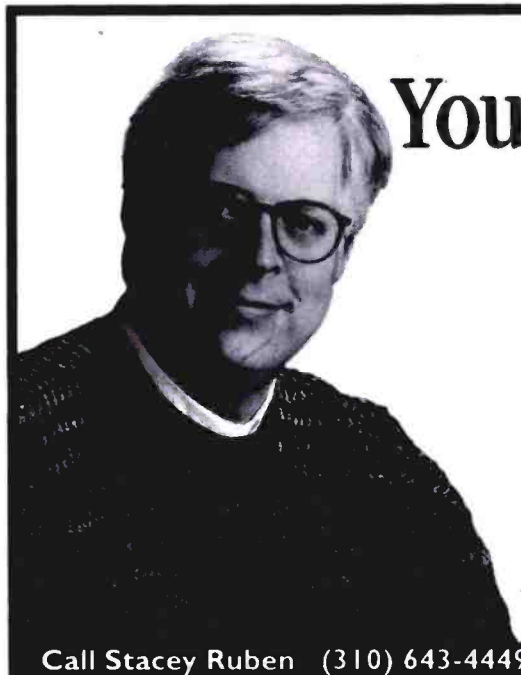
**R&R:** I assume you wouldn't characterize this book as a light read to those already in the business, but do you think veterans can get anything from what is really an academic textbook?

**ES:** Of course I do — I'm the author! Seriously, this truly is an academic book that is imposed on unsuspecting college students. But I have, in fact, gotten some good feedback from sales managers, and a number

of them are actually using it to work with both new and veteran account executives. It is a basic book on selling and the key steps of the selling process, surrounded by anecdotal evidence about how to apply it to radio, television, cable and — to some extent — new media.

I believe that even experienced salespeople can gain from the book, because when you look at the sales cycle — from prospecting to needs analysis, overcoming objections, closing and relationship management — there are things basic to sales, as well as to electronic media sales. That's

Continued on Page 34



# Your mom said do the right thing. Finally it pays.

With Dennis Prager you can do the right thing and make money. Dennis Prager sells because he talks about what's right.

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PRAGER**  
S H O W

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HOST: Can you find a...

SCREENER:

HOST: Great.

**RCS TALKBACK NOW SCREENING CALLS AT: WABC / NEW YORK KTNQ / LOS ANGELES**

3	Mike Cincinnati	47	19:44 01:26	Dow at 10,000 Can stock market possibly go higher?
5	Joan Miami	48	13:06 00:00	Monica's Story Should we believe what she says?
7	Pat San Diego	33	17:43 00:00	Election 2000 Should Ross Perot run again?
2	Brian Baltimore	37	10:08 00:00	Computer viruses Has foolproof way to avoid.
4	Barbara Boston	23	20:15 00:00	Y2K Legitimate problem or media hype?
6	Carl Oyster Bay	32	01:14 00:00	Campaign Contributions?

- For hosts, screeners, PDs
- Improve show's focus
- Operate at remotes on laptop

Above: On-Air screen helps keep host and screener in sync.  
Left: Detailed caller history.

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Name \_\_\_\_\_ Title \_\_\_\_\_  
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 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

FROM THE MAKERS OF  
*Selector*  
THE MUSIC SCHEDULING SYSTEM

**See us at the R&R TalkRadio Seminar, and NAB/Las Vegas Booth R3674**



**Selling**

Continued from Page 32

where even a veteran salesperson can review some of this information and get recharged by it.

**R&R:** In researching this book, what are some of the changes you uncovered about the whole business of sales in the new broadcast environment?

**ES:** You mean the changes that have taken place since way back in 1995, before deregulation? Selling is much more important today than it was even as recently as 1995. And while the average owner would certainly say that selling has always been important, in today's radio world it's more important than ever, as owners need to keep asset values high and feed those stock values. That means that now more than ever radio is in need of more and better salespeople.

**R&R:** So deregulation has actually created more fertile ground for those interested in a career in radio sales?

**ES:** Oh, absolutely. I read where Infinity's Dan Mason said something to the effect that if he were teaching broadcast students at a university today, he would encourage them to get into sales and marketing. In writing this book, I found that there is clearly a real need for more qualified salespeople in radio, as well as in TV and cable.

**R&R:** Do you think someone can still have a career exclusively in radio sales, or must tomorrow's account executive be knowledgeable across several forms of electronic media?

**ES:** Maybe you don't need to be an expert in each, but, yes, I do think you need to be knowledgeable about all electronic media. Because if you can speak convincingly to a car dealer, for example, about the problems he is experiencing in a business that is rapidly consolidating, then you can help that dealer to use your medium in a way that enhances his other

media buys. Selling is first about understanding the advertiser's product and needs, and then about understanding your medium well enough to match that medium to their needs.

**R&R:** Is the seller of the future a person who offers advertisers a menu of media options vs. the old model of selling against the weaknesses of your competitors?

**ES:** The seller of the future — and the seller of today — should be a marketer. The RAB has long used the term Certified Radio Marketing Consultant, and I think that's the correct terminology for what a seller needs to be. A seller tries to interest you in buying his or her "stuff." On the other hand, a marketer is interested in helping you sell your stuff.

**R&R:** How did the CRMC for PDs program come about?

**ES:** It really stemmed from writing *Selling Electronic Media*. The RAB was extremely helpful in giving me access to their research and information as I was developing the book. About two years ago we were having a discussion, and the question came up as to why there was not a CRMC certification for programmers. Once I finished writing the book, I began working with the RAB on this idea. Although the needs are different for a programmer vs. a seller, in today's radio environment it doesn't matter what your title is, you are in sales more than ever before. We will debut the program at the RAB conference.

**R&R:** In the old radio world the PD generally had to know very little about sales. What is it about today's broadcast business that has changed that?

**ES:** I think it's unfortunate that programmers haven't had more sales exposure. In my first PD job it was set up in such a way that if the station reached certain revenue goals, I would share in that in the form of a commission. I've never understood why all PDs don't get that kind of a deal. It didn't take my eye off the product, but it did make me understand how the product that I produced

could really work toward solving sales problems. And in today's radio world, where ownership of multi-station clusters and literally hundreds of stations across the country is now the norm, everybody working in the radio station has become part of a whole new marketing paradigm.

That doesn't mean that programmers should not be primarily concerned with the product. In fact, PDs today must be particularly strong and vigilant gatekeepers who don't allow the product to be damaged by overselling it. But that has to be done with the knowledge and understanding of the new radio business. That's why we've developed this CRMC for programmers certification.

**R&R:** As we train PDs to be more knowledgeable about sales, do you see any danger — as some programmers have complained — that we'll win the battle on the sales front, but lose the war, because, as an industry, we are letting product quality suffer in pursuit of revenue goals?

**ES:** Yes, I do think there is that danger. Whether it's from a former competitor that your company now owns or from a satellite, the Internet or other new source, listeners will always demand a good-sounding product. Listeners will always have as their first priority finding the entertainment they want. I would certainly hate to see radio abdicate that position by making the product anything less than what the consumer expects.

**R&R:** Can you give us a thumbnail sketch of what a PD will go through in this new CRMC for programmers certification?

**ES:** The primary goal is to promote understanding of the relationship — or partnership, if you will — between sales and programming. To coin a phrase, sales is from Venus and programming is from Mars, but it doesn't have to be that way. We want programmers to get an understanding of the basic sales process. These are things you need to know whether you are selling commercials

**"Selling is typically product- or seller-focused when it should be client-focused. That's the essential difference between selling and marketing."**

to an advertiser, asking for a raise or asking someone to marry you. All of those are human interactions that are essentially sales situations. We're not trying to turn PDs into sellers; we simply want to get them to understand the selling environment that they are a part of today as the industry is evolving.

In addition, this program also places a substantial emphasis on enhancing image, TSL and revenue through promotion and nontraditional revenue sources. In fact, we use the RAB's advanced course on NTR in this program, because most PDs already understand the basics of non-traditional revenue development. Most have been sort of the de facto NTR directors at their stations for years. It's really only recently that the emphasis on NTR has shifted from programming to sales.

**R&R:** Is there anything you could share with us that a PD could do today to better understand sales tomorrow?

**ES:** Understand that selling is typically product- or seller-focused when it should be client-focused. That's the essential difference between selling and marketing, and that's really the underlying focus of the entire RAB/CRMC program. Secondly, realize that selling is mostly about developing relationships.

**R&R:** What do you see as one of the greatest challenges for sellers in the new business environment, where


it's not only radio, but also other industries that have consolidated?

**ES:** Consolidation in other industries will reduce the number of overall advertisers available to sellers. Look at the banking industry, for example. While the advertising dollar pie has not shrunk, but grown, the total number of advertisers who control those dollars has shrunk. It will take different kinds of selling efforts from stations and market clusters to tap into those ad dollars.

Consolidation in other industries is going to create the transactional salesperson at radio. By that I mean a person who only deals with selling time on a cost-per-point basis and nothing else. But there will still always be a strong need for that local salesperson who calls on local businesses and develops relationships with advertisers. Remember, your product can get you in the door and get you that first meeting, but it's your ability to build a relationship with the client and to help them to find solutions to their needs that will always be critical to effective selling.

**TALK BACK TO R&R!**

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





Up!

**Up and Down the Coast**  
**Clark Howard**  
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**a hit in San Francisco and San Diego!**

<p><b>Los Angeles *KFI 3pm</b></p> <table border="0"> <tr><td>A 25-54</td><td>2.0 to 3.3</td><td><b>Up 65%</b></td></tr> <tr><td>M 25-54</td><td>2.1 to 3.1</td><td><b>Up 48%</b></td></tr> <tr><td>W 25-54</td><td>1.8 to 3.6</td><td><b>Up 100%</b></td></tr> <tr><td colspan="3"> </td></tr> <tr><td>A 35-54</td><td>2.7 to 4.2</td><td><b>Up 56%</b></td></tr> <tr><td>M 35-54</td><td>3.0 to 3.4</td><td><b>Up 13%</b></td></tr> <tr><td>W 35-54</td><td>2.3 to 4.9</td><td><b>Up 113%</b></td></tr> </table> <p><small>(Started 4-10-99; AQH Share, Arbitron Sp-Su-Fa-99)</small></p>	A 25-54	2.0 to 3.3	<b>Up 65%</b>	M 25-54	2.1 to 3.1	<b>Up 48%</b>	W 25-54	1.8 to 3.6	<b>Up 100%</b>				A 35-54	2.7 to 4.2	<b>Up 56%</b>	M 35-54	3.0 to 3.4	<b>Up 13%</b>	W 35-54	2.3 to 4.9	<b>Up 113%</b>	<p><b>San Francisco KSFO 10am</b></p> <table border="0"> <tr><td>A 25-54</td><td>0.8 to 1.5</td><td><b>Up 88%</b></td></tr> <tr><td>M 25-54</td><td>1.1 to 2.2</td><td><b>Up 100%</b></td></tr> <tr><td colspan="3"> </td></tr> <tr><td colspan="3"><b>San Diego KFMB 10am</b></td></tr> <tr><td>A 25-54</td><td>1.0 to 1.9</td><td><b>Up 90%</b></td></tr> <tr><td>A 35-54</td><td>1.5 to 2.6</td><td><b>Up 73%</b></td></tr> </table>	A 25-54	0.8 to 1.5	<b>Up 88%</b>	M 25-54	1.1 to 2.2	<b>Up 100%</b>				<b>San Diego KFMB 10am</b>			A 25-54	1.0 to 1.9	<b>Up 90%</b>	A 35-54	1.5 to 2.6	<b>Up 73%</b>
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Paul Douglas, Cox Radio Syndication 404-962-2078 / Amy Bolton, Jones Radio Network 202-546-7940

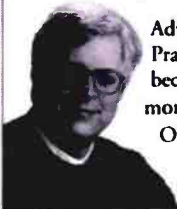


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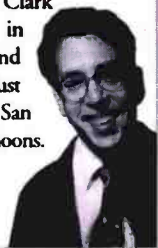
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Get the jump on Newsweek with Newsweek on Air. It's a one hour sneak preview of the Monday edition, broadcast on Sunday. It's already on dozens of America's top Talk stations.



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Bill Handel makes everyday legal issues entertaining. Couldn't your station use a good lawyer? Saturdays from 9 to noon.

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## 12+ FALL '99 ARBITRON RESULTS

### Dallas-Ft. Worth - #6

Station (Format)	Owner	Su '99	Fa '99
KHKS-FM (CHR/Pop)	AMFM	7.0	7.1
KKDA-FM (Urban)	Service	7.2	6.1
KEGL-FM (Rock)	Clear Chan.	4.9	5.4
WBAP-AM (N/T)	ABC	4.6	5.1
KPLX-FM (Country)	Susquehanna	4.0	4.8
KVIL-FM (AC)	Infinity	4.3	4.3
KSCS-FM (Country)	ABC	4.7	3.9
KZPS-FM (Cl. Rock)	AMFM	3.7	3.9
KRLD-AM (N/T)	Infinity	3.4	3.7
KLUV-FM (Oldies)	Infinity	3.5	3.3
KDMX-FM (Hot AC)	Clear Chan.	3.6	3.2
KLTY-FM (Rel.)	Hispanic	3.6	3.0
KDAI-FM (NAC/SJ)	Infinity	3.4	2.9
KTXX-FM (Oldies)	AMFM	3.3	2.9
KTKC-AM (Sports)	Susquehanna	2.1	2.8
KYNG-FM (Country)	Infinity	2.5	2.5
KRBV-FM (CHR/Rhy)	Infinity	2.5	2.4
WRR-FM (Classical)	City of Dallas	2.5	2.4
KOGE-FM (Alt.)	AMFM	2.8	2.2
KMEO-FM (Oldies)	ABC	2.2	2.2
KKMR/KMRR (Adult Alt.)	*Susquehanna	1.5	1.8
KKLF/KLIF (N/T)	Susquehanna	1.5	1.6
KKBF-FM (AC)	AMFM	2.1	1.5
KRNB-FM (Urban/O)	Service	0.7	1.5
KHCK-FM (Tejano)	Hispanic	1.2	1.3
KHVN-AM (Gospel)	Infinity	0.9	1.3
KZMP-A/F (Reg. Mex.)	** Z-Spanish	1.3	1.1

\* Until December KKMR-FM was KKZN-FM, and KMRR-FM was KXZN-FM  
 \*\* KZMP-FM was KIKM-FM until August

### Puerto Rico - #13

Station (Format)	Owner	Su '99	Fa '99
WPRM-FM (Tropical)	Arso	10.2	10.7
WKAQ-FM (Tropical/CHR)	El Mundo	5.4	5.6
WKAQ-AM (N/T)	El Mundo	5.1	5.1
WZNT-FM (Tropical)	AMFM	4.0	4.1
WMEG-FM (CHR/Pop)	SBS	3.7	3.8
WCGA-FM (Tropical)	SBS	3.4	3.7
WFIO-FM (AC)	Arso	4.1	3.7
WIAC-FM (Spanish AC)	Bestov	3.9	3.3
WXYX-FM (Tropical/CHR)	RAAD	3.0	3.1
WIOA-FM (Spanish AC)	AMFM	2.0	2.6
WCOM-FM (Tropical/CHR)	AMFM	2.5	2.4
WORD-FM (B/EZ)	Roman Catholic	2.5	2.3
WOYE-FM (Tropical/CHR)	AMFM	2.6	2.3
WAPA-AM (Spanish N/T)	Venzura	1.4	2.1
WIVA-FM (Tropical)	Arso	2.0	1.9
WCMN-FM (Tropical/CHR)	Caribbean	1.8	1.7
WZAR-FM (Tropical)	Uno Radio	2.0	1.7
WCAD-FM (Rock)	Br. Systems	1.3	1.6
WUQO-FM (Tropical/CHR)	El Mundo	2.0	1.6
WVJP-FM (Spanish AC)	Borinquen	2.0	1.6
WKA-AM (Spanish/O)	Isabela	1.4	1.5
WUND-AM (Spanish News)	Arso	0.9	1.4
WCTA-FM (Tropical)	AMFM	0.9	1.2
WIOB-FM (Spanish AC)	AMFM	0.8	1.2
WIDC-FM (Spanish AC)	AMFM	0.7	1.2
WPAB-AM (Spanish N/T)	WPAB	0.8	1.2
WNRT-FM (Spanish Rel.)	Arecibo	1.4	1.1
WRIO-FM (Tropical)	Arso	1.3	1.1
WAEI-FM (Spanish AC)	WAEI	1.2	1.0
WCMN-AM (Span. News)	Caribbean	1.1	1.0
WIAC-AM (Spanish/O)	Bestov	1.0	1.0

### Houston-Galveston - #10

Station (Format)	Owner	Su '99	Fa '99
KBXX-FM (CHR/Rhy)	Clear Chan.	7.6	7.9
KLTN-FM (Reg. Mex.)	Hispanic	5.2	6.6
KDDA-FM (AC)	AMFM	6.5	6.4
KRBE-FM (CHR/Pop)	Susquehanna	6.6	5.9
KILT-FM (Country)	Infinity	4.4	5.3
KLJQ-FM (Urban AC)	Clear Chan.	6.3	5.3
KHMX-FM (Hot AC)	Clear Chan.	4.2	4.1
KKTL/KTBZ (Alt.)	Clear Chan.	4.3	4.1
KTRH-AM (News)	AMFM	4.2	4.0
KLQL-FM (Rock)	AMFM	3.6	3.6
KKRW-FM (Cl. Hits)	AMFM	3.6	3.0
KKBO-FM (Country)	AMFM	3.1	2.9
KLOE-FM (Oldies)	AMFM	4.5	2.7
KJOJ/KTJM (Oldies)	Clear Chan.	2.6	2.4
KPRC-AM (N/T)	Clear Chan.	3.1	2.4
KBME-AM (Adult Std.)	AMFM	1.8	2.3
KIKK-A/F (Country)	Infinity	1.9	2.3
KOVA/KOVE (Spanish AC)	Hispanic	1.3	2.2
KQKQ-FM (Tejano)	El Dorado	2.2	1.8
KILT-AM (Sports)	Infinity	1.5	1.4
KLAT-AM (Reg. Mex.)	Hispanic	0.6	1.4
KEYH/KXTJ (Reg. Mex.)	El Dorado	1.4	1.2
KRTX-A/F (CHR/Rhy)	Hispanic	0.9	1.2

### Seattle-Tacoma - #14

Station (Format)	Owner	Su '99	Fa '99
KIRO-AM (N/T)	Entercom	7.7	6.6
KBSG-A/F (Oldies)	Entercom	4.3	5.6
KUBE-FM (CHR/Rhy)	Ackerley	6.3	5.5
KVI-AM (Talk)	Fisher	3.5	4.7
KMPS-FM (Country)	Infinity	4.9	4.6
KLSY-FM (AC)	Sandusky	4.4	4.5
KBKS-FM (CHR/Pop)	Infinity	4.9	4.3
KNDD-FM (Alt.)	Entercom	4.7	4.3
KRWV-FM (AC)	Sandusky	2.7	4.2
KOMO-AM (N/T)	Fisher	2.9	3.7
KPLZ-FM (Hot AC)	Fisher	4.0	3.7
KING-FM (Classical)	Beethoven	3.3	3.6
KWJZ-FM (NAC/SJ)	Sandusky	4.6	3.5
KISW-FM (Rock)	Entercom	3.1	3.3
KMTT-FM (Adult Alt.)	Entercom	2.7	3.1
KIXI-AM (Adult Std.)	Sandusky	3.2	3.0
KZOK-FM (Cl. Rock)	Infinity	3.3	2.6
KJR-FM (Cl. Hits)	Ackerley	2.8	2.3
KKHO/KJR (Sports)	Ackerley	1.4	2.3
KQZ-FM (Talk)	Entercom	2.1	1.9
KYCW-FM (Country)*	Infinity	2.5	1.9
KCMS-FM (Rel.)	Crista	1.4	1.6
KFNK-FM (Alt.)**	Rock On Radio	0.9	1.6
KNWX-AM (News)	Entercom	1.6	1.4

\* Became KYPT-FM (Classic Hits) on December 17  
 \*\* Was KKBV-FM until October

### Format Abbreviations

AC-Adult Contemporary, Adult Alt-Adult Alternative, Adult Stand. - Adult Standards, B/EZ-Beautiful/Easy Listening, CHR/Pop-Contemporary Hit Radio/Pop, CHR/Rhy-Contemporary Hit Radio/Rhythmic, Cl. Hits-Classical Hits, Cl. Rock-Classical Rock, Full Serv-Full Service, Hot AC-Hot AC, Misc-Miscellaneous, NAC/SJ-New AC/Smooth Jazz, Reg. Mex-Regional Mexican, Span. AC-Spanish Adult Contemporary, Spanish Con-Spanish Contemporary, Span N/T-Spanish News/Talk, Spanish/O-Spanish Oldies, Urban/AC-Urban Adult Contemporary, Urban-Urban Contemporary, Urban/O-Urban Oldies.

### Atlanta - #11

Station (Format)	Owner	Su '99	Fa '99
WVEE-FM (Urban)	Infinity	10.3	9.7
WSB-AM (Talk)	Cox	8.2	9.6
WSTR-FM (CHR/Pop)	Jefferson-Pilot	9.5	7.9
WKXX-FM (Country)	ABC	5.5	5.6
WPCB-FM (AC)	Clear Channel	4.9	5.6
WALR-FM (Urban AC)	Midwestern	5.8	5.5
WSB-FM (AC)	Cox	4.7	5.3
WNNX-FM (Alt.)	Susquehanna	5.0	4.8
WKLS-FM (Rock)	Clear Channel	4.7	4.3
WHTA-FM (Urban)	Radio One	4.8	4.1
WGST-A/F (N/T)	Clear Channel	4.1	3.9
WZGZ-FM (Cl. Hits)	Infinity	2.0	3.3
WFOX-FM (Oldies)	Cox	4.2	3.1
WBTS-FM (CHR/Pop)*	Cox	0.0	2.6
WYAY-FM (Country)	ABC	2.5	2.5
WAMJ-FM (Urban/O)	Radio One	2.1	2.2
WJZF-FM (NAC/SJ)	Cox	2.3	2.0
WQXI-AM (Sports)	Jefferson-Pilot	1.0	1.4
WADK-AM (Rel.)	Infinity	1.3	1.1

\* Was WYAY-FM until October

### Phoenix - #16

Station (Format)	Owner	Su '99	Fa '99
KNIX-FM (Country)	Clear Chan.	6.5	6.4
KTAR-AM (N/T)	Hearst-Argyle	6.0	5.8
KMLE-FM (Country)	AMFM	5.7	5.4
KYOT-FM (NAC/SJ)	AMFM	5.2	5.2
KESZ-FM (AC)	Clear Chan.	4.5	5.1
KOOL-FM (Oldies)	AMFM	5.2	5.0
KKFR-FM (CHR/Rhy)	AMFM	4.7	4.7
KFYI-AM (N/T)	AMFM	4.4	4.6
KUPD-FM (Rock)	Sandusky	3.8	4.5
KZZP-FM (CHR/Pop)	Clear Chan.	4.6	4.2
KZON-FM (Hot AC)	AMFM	4.6	3.8
KOY-AM (Adult Std.)	AMFM	2.3	3.4
KDLT-FM (AC)	Hearst-Argyle	3.3	3.3
KOKB-FM (Rock)	Sandusky	2.5	3.1
KSLX-A/F (Cl. Rock)	Sandusky	2.8	2.8
KMXP-FM (Hot AC)	Clear Chan.	3.5	2.7
KDDJ/KEOJ (Alt.)	Big City	3.3	2.4
KHOT-FM (Reg. Mex.)	Hispanic	1.3	2.1
KLNZ-FM (Reg. Mex.)	Z-Spanish	2.6	2.0
KGME-AM (Sports)	New Century	1.2	1.2
KPTY-FM (Alt.)*	New Planet	1.7	1.2

\* Switched to CHR/Rhythmic in January

### Minneapolis-St. Paul - #18

Station (Format)	Owner	Su '99	Fa '99
WCCO-AM (Full Serv.)	Infinity	9.6	10.6
KORS-FM (Cl. Rock)*	ABC	10.7	10.1
KDWB-FM (CHR/Pop)	AMFM	8.5	8.5
KEEY-FM (Country)	AMFM	6.7	6.0
WLOL-FM (Cl. Rock)**	AMFM	4.4	5.7
WLTE-FM (AC)	Infinity	4.9	5.7
KOOL-FM (Oldies)	AMFM	5.7	5.1
KSTP-FM (Hot AC)	Hubbard	4.3	5.1
KSTP-AM (Talk)	Hubbard	6.0	5.0
KXXR-FM (Rock)	ABC	3.5	3.8
KTCZ-FM (Adult Alt.)	AMFM	3.4	3.1
WXPT-FM (Hot AC)	Infinity	3.4	2.9
KFAN-AM (Sports)	AMFM	2.3	2.3
KZNR/KZNT/KZNZ (Alt./O)***	ABC	1.7	2.2
KLBB/KLBP (Adult Std.)****	MNN Radio	1.4	1.1
WIXX-A/F (Country)	Smith	1.4	1.0

\* Was Adult Alternative until August  
 \*\* Was WRQC-FM (Rock) until August  
 \*\*\* Evolved from Alternative in November  
 \*\*\*\* KLBP-AM was WLLOL-AM until August

### Miami-Ft. Lauderdale - #12

Station (Format)	Owner	Su '99	Fa '99
WEDR-FM (Urban)	Cox	7.1	6.7
WLYF-FM (AC)	Jefferson-Pilot	5.4	5.1
WPOW-FM (CHR/Rhy)*	Beasley	5.1	4.9
WAMR-FM (Spanish AC)	Hispanic	5.1	4.8
WHQT-FM (Urban AC)	Cox	4.5	4.6
WXDJ-FM (Tropical)	SBS	3.1	4.4
WAQI-AM (Spanish N/T)	Hispanic	3.9	4.1
WRMA-FM (Spanish AC)	SBS	3.5	3.9
WLVE-FM (NAC/SJ)	Clear Channel	3.7	3.8
WHYI-FM (CHR/Pop)	Clear Channel	4.2	3.6
WTMI-FM (Classical)	Marlin	3.6	3.6
WKIS-FM (Country)	Beasley	3.6	3.4
WZTA-FM (Rock)	Clear Channel	3.3	3.2
WMGE-FM (AC)	Clear Channel	3.5	3.0
WMXJ-FM (Oldies)	Jefferson-Pilot	2.7	2.9
WCMQ-FM (Spanish/O)	SBS	1.6	2.7
WFLC-FM (AC)	Cox	3.2	2.7
WOAM-AM (Sports)	Beasley	2.9	2.7
WBGG-FM (Cl. Rock)	Clear Channel	2.7	2.5
WIOD-AM (News)	Clear Channel	1.9	2.5
WSUA-AM (Tropical)	El Dorado	1.0	1.9
WRTO-FM (Tropical)	Hispanic	2.1	1.8
WJNA-AM (Adult Std.)	Crystal	1.3	1.4
WQBA-AM (Spanish N/T)	Hispanic	2.1	1.4
WACC-AM (Span. N/T)	Radio Peace	0.6	1.3
WMBM-AM (Gospel)	New Birth	0.7	1.2

### Pittsburgh - #22

Station (Format)	Owner	Su '99	Fa '99
KOKA-AM (N/T)	Infinity	12.1	10.7
WOSY-FM (Country)	Infinity	8.1	8.8
WOVE-FM (Rock)	AMFM	7.9	8.5
WBZZ-FM (CHR/Pop)	Infinity	7.2	6.8
WVOX-FM (Alt.)	AMFM	5.9	6.0
WJAS-AM (Adult Std.)	Renda	5.4	5.7
WSHH-FM (AC)	Renda	4.7	5.5
WWSW-A/F (Oldies)	AMFM	5.8	4.9
WJJJ-FM (Oldies)	AMFM	5.2	4.1
WAMO-FM (Urban)	Sheridan	3.8	3.6
WRRK-FM (Cl. Rock)	Frischling	3.4	3.0
WLTJ-FM (AC)	Frischling	3.8	2.9
WZPT-FM (Hot AC)*	Infinity	2.6	2.6
WPHH-FM (Hot AC)	AMFM	2.2	2.0
WEAE-AM (Sports)	ABC	1.1	1.6
WORD-FM (Rel.)	Salem	1.1	1.6
KQV-AM (News)	Calvary	1.1	1.4
WPTT-AM (Talk)	Renda	1.3	1.2
WASP-FM (Country)	Humes	1.4	1.1

\* Was Classic Hits until October 27

### St. Louis - #19

Station (Format)	Owner	Su '99	Fa '99
KMOX-AM (N/T)	Infinity	12.6	10.5
WIL-FM (Country)	Sinclair	6.9	7.2
KEZK-FM (AC)	Infinity	7.1	6.5
KMJM-FM (Urban AC)	Clear Chan.	5.2	5.5
KATZ-FM (Urban)	Clear Chan.	3.9	5.2
KYKY-FM (Hot AC)	Infinity	4.5	4.9
KSLZ-FM (CHR/Pop)	Clear Chan.	5.8	4.6
WKXX-FM (Country)	Emmis	4.1	4.6
KTRS-AM (Talk)	Dorsey	3.5	4.2
KLOU-FM (Oldies)	Clear Chan.	3.9	4.0
KIHT-FM (Cl. Hits)	Sinclair	2.7	3.4
KFUD-FM (Classical)	Lutheran	2.5	3.3
KPNT-FM (Alt.)	Sinclair	3.4	3.2
WXTM-FM (Rock)	Emmis	2.7	3.0
KSHE-FM (Cl. Rock)	Emmis	3.8	2.9
KSD-FM (Hot AC)	Clear Chan.	2.5	2.6
WRTH-AM (Adult Std.)	Sinclair	1.5	2.4
KATZ-AM (Gospel)	Clear Chan.	2.4	2.3
KXOK-FM (Cl. Rock)	Sinclair	2.8	2.3
WVRV-FM (Hot AC)	Sinclair	3.5	2.3
KFNS-AM (Sports)	Missouri Sports	1.2	1.5

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## Street Talk.

# Eat, Drink And Be Married

It was romantic radio hi-jinks as usual when Valentine's Day rolled around earlier this week. Here's just a sampling of the festivities:

Country KUBL (K-Bull)/Salt Lake City's Tommy & Joe Johnson threw a mass "McWedding" at a local McDonald's, giving away the free ceremony, rings and honeymoon nights to 20 winning couples. (But would they super-size the diamonds for an extra 39 cents?)

KIIS-FM/L.A. beat Fox TV to the punch, doing its own "Who Wants To Marry A Millionaire" contest on Rick Dees' morning show last Friday (2/11). The eligible bachelor: None other than Hot Mix Radio Network's Andrew Starr, who got to pick from 15 finalists chosen by the station. Starr and his 28-year-old "instant girlfriend" didn't marry on the air. Instead, they were set up on their first date, which we're told went very well.

A \$3,000 diamond engagement ring was just part of the bridal bounty in Rock WCCC/Hartford's V-Day promotion, which asked groom wannabes to give the reasons "Why Your Girlfriend Rocks." The winner proposed on the air in front of an audience of 600.

Meanwhile, KLAQ/EI Paso did its 10th annual mass marriage, with 74 couples participating in the nuptials.

### Ever Heard Of Gun Control?

KTAR/Phoenix morning man Bill Heywood faces a fine of up to \$1,100 after security found a loaded .22-caliber pistol in his carry-on bag at Phoenix's Sky Harbor International Airport. Heywood told the *Arizona Republic* that he's carried a gun for 25 years because he's seen "unseemly characters" hanging around the station when he arrives for work before 4am, but he has never drawn or shot the gun. "I did something very stupid," Heywood said. "I am totally embarrassed and humiliated." No criminal charges were filed; carrying a weapon into an airport is a third-degree felony, and Heywood *could* have gotten two to 10 years in jail and a fine as high as \$10,000.

Timing is everything, and Radio One's WMMJ/DC learned that the hard way. A new TV ad shows comedian George Wallace and 'MMJ

morning host Les Brown talking about street killings. One joke that there are so many shootings on the weekends, "they've been moved to mid-week." That line is followed by, "The mayor asks, 'Please stop the shootings,' because he's running out of yellow tape." A cable company aired the spot Friday — two days after a pair of local high school students had been shot. DC Mayor Anthony Williams called GM Tony Washington to have the spot pulled. Washington says the spot — taped before the killings — was intended as parody and had even been cut from reels sent to local TV stations. The cable company, however, was mistakenly sent a copy. Washington tells ST the spot was "bad timing and in bad taste."

### Managerial Motion

AMFM Dir./Rock Programming Michael Hughes will become VP/GM for Infinity's Classic Rock WZGC/Atlanta, effective March 1. He succeeds Gary Lewis. Hughes returns to Atlanta, having previously been PD at crosstown WKLS.

A busy week in Nashville, as the market's two biggest Country stations lose their PDs within a few days of each other. First, WSM-FM PD Greg Cole exited the Gaylord station on Friday (2/11). Then on Tuesday (2/15) Dave Kelly's resignation was made official over at WSIX. Kelly, who began his tenure at the AMFM station in July '95, will end it on Feb. 29.

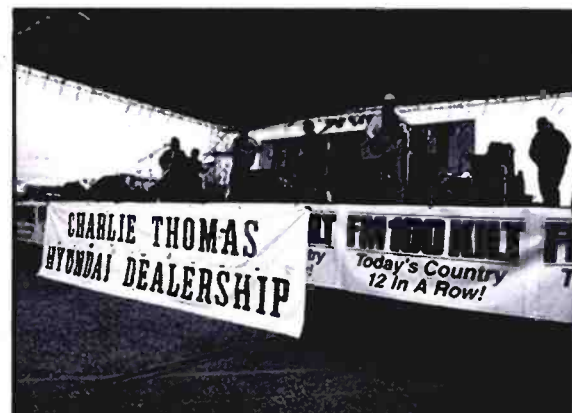
Also resigning this week is Terry Wood, VP/GM of Clear Channel's four-station Milwaukee cluster, WOKY-AM, WKKV-FM, WMIL-FM & WRIT-FM.

### It's Legal To Be Silly!

A U.S. District Judge ruled that KILT/Houston's John Granato and Lance Zierlein may have been silly when they parodied a local woman, but they weren't slanderous. The plaintiff had sought \$1.2 million in the suit, claiming that she and her dead husband had been defamed by the morning team's bit about her attempts to have a rival high school football team's games forfeited. (Her son's team had finished one game behind the

Continued on Page 41

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"Top 5 Phones after 1 spin! Enough said!"—Barry Fox, PD-WDJX/Louisville

"Big calls. Already Top 5 at night."—Mike Lowe, OM/PD, WAOA/Melbourne

"I heard your song 'Nothing Good About Goodbye' just 1 time on the radio and I totally flipped out!!!! It is my favorite song and I'm dying to hear it again. I keep calling the radio station and am waiting to hear it."

—From your 14 #1 fans here who are dying to hear your song on the radio again and a lot more.

"I love your song. I heard it on the radio the other day and when the announcer said who it was I freaked out. It's good to hear new artists on the radio. Don't get me wrong, I love Nsync, 98 Degrees and the BSB but I like to hear new artists just as well."—Nicole, Radio Listener.



# MYTOWN

*"Now That I Found You"*

New this Week:

WKFS	WNCI	WQZQ	KQKQ	WNTQ	WWHT
KHTE	KKRD	WSSX	WYKS	WAEZ	KSMB
WXLK	WJJS	KSXY	WXYK	KISX	WRTS
WSPK	WJBQ	WVSR	WFHN	WGLU	KISR
WWXM	KLRS	WMGI	WVAQ	KQID	WDDJ
WLHT	and many more!				

"I love this record so much that I added it a week early!"  
 —Dan Mason, PD-WAKS/Cleveland

"It's a one listen record. A refreshing song that I feel will be a multi-format hit!" —Mike McVay, McVay Media



**MOST ADDED!**

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**AIRPLAY NOW!**

# R-ANGELS

*"I Need To Know"*

Featured artist on the Elite Model Look Tour  
 March-July

**JUST ADDED AT:**

WFLZ/Tampa    WDJX/Louisville    WPXY/Rochester  
 WNTQ/Syracuse    WPST/Trenton    WJBQ/Portland





## Street Talk.

Continued from Page 39

other team.) But the judge dismissed the suit after listening to the broadcast and determining that nobody would have interpreted the bit as being factual. She added that radio morning shows routinely present silly, irreverent skits.

Silly's OK, but sneaky isn't. The FCC fined Clear Channel's KPRR/EI Paso \$4,000 for running a contest called "So You Want To Win 10,000" — and not telling listeners on-air that they were playing for 10,000 Italian lira, not dollars. A listener complained to the commission after winning the contest and receiving a check for only \$53, the value of 10,000 lira at the time. Clear Channel's (rejected) argument: The station *intentionally* never said the winner would receive \$10,000, while the real value of the prize was listed on KPRR's website. But the FCC said the station must disclose the value of the prize on the air.

Speaking of games, why was TV quizmaster Alex Trebek roaming the halls at Premiere last week? Could the network be "in Jeopardy"?

### City Of Blubbery Love

Since Philadelphia was recently rated the nation's fattest city by *Men's Fitness* magazine, WMMR morning nut **Barsky** has decided to celebrate obesity. He's designated next Tuesday (2/22) "Fat Tuesday," and he'll broadcast from the restaurant of the same name. The largest listener will win a yet-to-be-determined prize.

ABC's KLOS/L.A. now has to deal with a *third* racial discrimination suit in the wake of the Rock station's ill-fated "Black Hoe" promotion. Former KLOS AE Leslie Childs filed her suit against parent company Disney in Los Angeles Superior Court. And word's out that the two already-filed suits will be handled by infamous defense attorney Johnnie Cochran. ABC execs maintain that there is no basis to the claims asserted by the suits.

Entries are now being accepted for the 2000 Radio-Mercury Awards. If you need information, call (212) 681-7207, e-mail [mercury@rab.com](mailto:mercury@rab.com), or check the RAB's website at [www.rab.com](http://www.rab.com). Deadline for entries is March 10.

### Talk About Being Up A Creek...

No paddles in sight for KMEL/S.F. stunt guy Slim, who was arrested for trespassing and littering Monday morning (2/14). Charged with the task of finding a flood for the morning show,

## Rumbles

- With Casey Keating off to program KZQZ/S.F. (see Page 3), will former KPLZ/Seattle PD Kent Phillips return to the Hot AC's programming chair?
- At RadioWorks' stations in Rockford, IL, Rock WXRX PD **Jamie Markley** resigns, effective March 3. He'll be replaced by WZZQ/Terre Haute, IN GM Jim Stone. Also, KTXV/Columbia, MO PD **Bill Roberts** is hired as PD for News/Talk WNTA and Oldies WKMQ.
- **WBZV/Christiansburg, VA** drops Alternative for a Talk/Sports format. New calls are **WFNR-FM** (it's a partial simulcast with WFNR-AM), and **Kelvin Clubbreth** is PD.
- **WYYX/Panama City, FL** taps **C.J. Ryan** as PD.
- **Cumulus Media** taps **Todd Rhine** as Market Mgr. for its Dubuque, IA radio cluster.
- **Bob Forster** is named PD/morning host at Country **WOGK-FM/Gainesville-Ocala, FL**.
- **ESPN Radio** gets a new full-time affiliate: New Northwest Broadcasters' **KKJX-AM/Klamath Falls, OR** signed on with the format last week.
- Former **WGRX/Baltimore PD Jim West** joins Radio One Networks as Country Affiliates PD, replacing "Crash" Davis.
- **KKEG/Fayetteville, AR** names **Ted Brown** as its new OM.
- After a weekend of stunting, **WAFX/Stamford, CT** flipped to Classic Rock on Valentine's Day.

Slim traveled to suburban Orinda and the rain-swollen San Pablo Creek. As he broadcast the sound of the rushing water, somebody in the studio told Slim to jump in the creek — and being your average wacky radio stunt guy, he did. The current knocked him over, and he had to grab onto a tree root and hold on for dear life.

Continued on Page 42



PROMO ITEM OF THE WEEK

Just another beepin' promo item: Our Lady Peace lead singer Raine Maida's latest solo project has gotten hundreds of spins ... on R&R Rock Editor Cyndee Maxwell's answering machine! Columbia's trying to send a message to programmers about the band's new single, "Is Anybody Home," so Maida recorded personalized greetings for programmers at both Rock and Alternative. And just in case they didn't have voice mail, the label threw in an answering machine on which to play Maida's message!

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**Tracking Trends:  
Single Female**

25 years old.  
Drinks bottled water.  
Listens to R&B and Rap.  
Downloads MP3 files  
from the net.  
Owns 94 pairs of shoes.

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**Rumbles Pt. 2**

- WMZQ/Washington, DC MD/middayer Jon Anthony adds APD duties and moves to afternoon drive. Former 'MZQ morning man Jim London rejoins the station for middays.
- WKLS/Atlanta Promotions Dir. Laura Lee Lunt adds MD duties at the Rock station.
- Joining WYRK/Buffalo as APD/MD is Chris Keyzer, formerly OM at KAIU, KMIN & KXXQ/Grants, NM.

Continued from Page 41

After he pulled himself out of the torrent, he went back into the station van and sat in his underwear because his clothes were soaked. That's about when a local resident found him — parked on private property. The resident had Slim arrested a short time later, and he now has a court date.

**Bush League Humor**

WCOS/Columbia, SC's morning team of Jeff Roper, Pam Wilder and Mark Lowell got the only radio interview with presidential candidate George W. Bush — and they made the most of it. In his inimitable style, Roper asked Bush to read a list of "his" Top 5 Rejected Campaign Slogans. Among them: "A vote in your hand is worth two for the Bush," "This George can't tell a lie, either," and the listeners' favorite, "George W. Bush ... who got the hooch?"

**Records**

- **Exstasy Records**, the new label founded by Japanese musician/entrepreneur Yoshiki Hayashi, names former Warner Bros. promo vet Stu Cohen as its first Sr. VP/Promo. The company also named Michael Rosenblatt as Head/A&R.
- **Big changes at Digital Entertainment Network**, as former DEN Music co-President Gary Gersh rises to Chairman, Chief Technology Officer Greg Carpenter becomes CEO/COO and John Silva segues to President of DEN Music. The moves follow the resignations of CEO Jim Ritts and COO Bruce Gameche. The company also withdrew its IPO after getting \$24 million in private funding.
- **Wind-up Entertainment** elevates Southwest regional Alan Galbraith to Nat'l Dir./Promo, Rock Formats.
- **Artemis** taps Island Def Jam's Karl Bader as its new Southeast regional. Meantime, is former Roadrunner/Breakaway exec Lida Galka *thisclose* to joining the label?
- **Atomic Pop** taps Matt Shay as Nat'l Dir./Radio Promo.
- **Reprise Mgr./Alternative Promo Jay Harding** exits to join his bride-to-be in San Francisco.

**RADIO RECORDS**



1

- John Hare appointed President of ABC Radio.
- John Brown boosted to Sr. VP/Promo for Curb Records.
- Mark Kanov elevated to Sr. VP/GM at WQXI &WSTR/Atlanta.
- KGO/S.F. sets Ken Berry as PD and Greg Tantum as ND.

5

- Jerry Blair becomes Sr. VP/Promo of Columbia Records.
- Matt Bisbee named Dir./Programming & Production for WLUP/Chicago.
- Gary Moss made PD of KIKK-AM & FM/Houston.
- Ron Atkins joins WAMO/Pittsburgh as PD.
- Leap o' the week: PD T.J. Holland goes from WCSO/Portland, ME to WRRM/Cincinnati.

10

- J.B. Brenner boosted to VP/AOR of A&M Records.
- Brian Krysz promoted to VP/AOR Programming for TK Communications.
- Dave Anthony becomes PD of KODJ/L.A.
- Don Michaels upped to KQOL/Minneapolis PD.

15

- Dick Rakovan appointed VP/GM at WFYR/Chicago.
- WINZ-AM & FM/Miami GM Stanley Cohen given VP stripes.
- Tim Kelly named KLOS/L.A. PD.
- Dave Michaels recruited as WZOU/Boston PD.
- The Real Don Steele starts in afternoons at KRLA/L.A.

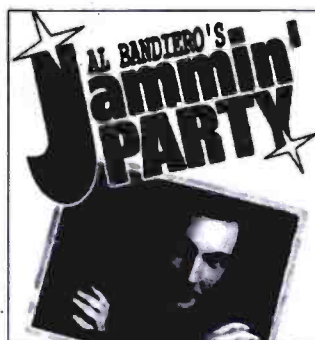
20

- Dan Halyburton hired as PD for WQAM/Miami.

25

- Bill Tanner upped to Heffel's National PD.
- Charlie Tuna accepts the KKDJ/L.A. PD chair.

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



**THE REVIEWS ARE IN**

- "Jammin Party is a great fit with our weekend line-up"  
- Joel Saitowitz, PD, Jammin 105, NYC
- "The listener response has been overwhelming"  
- Steve McKay WEJM-FM, Philly
- "The production and artist info is second to none"  
- Jay Beau Jones, PD WUBT-FM Chicago
- "Detroit's listeners love Al's knowledge of the music"  
- Bill Fries, PD WGRV-FM Detroit
- "Love the trivia, works well in Miami"  
- Al Chio, PD WMGE-FM Miami



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THE FIRST SINGLE FROM

# TAM!

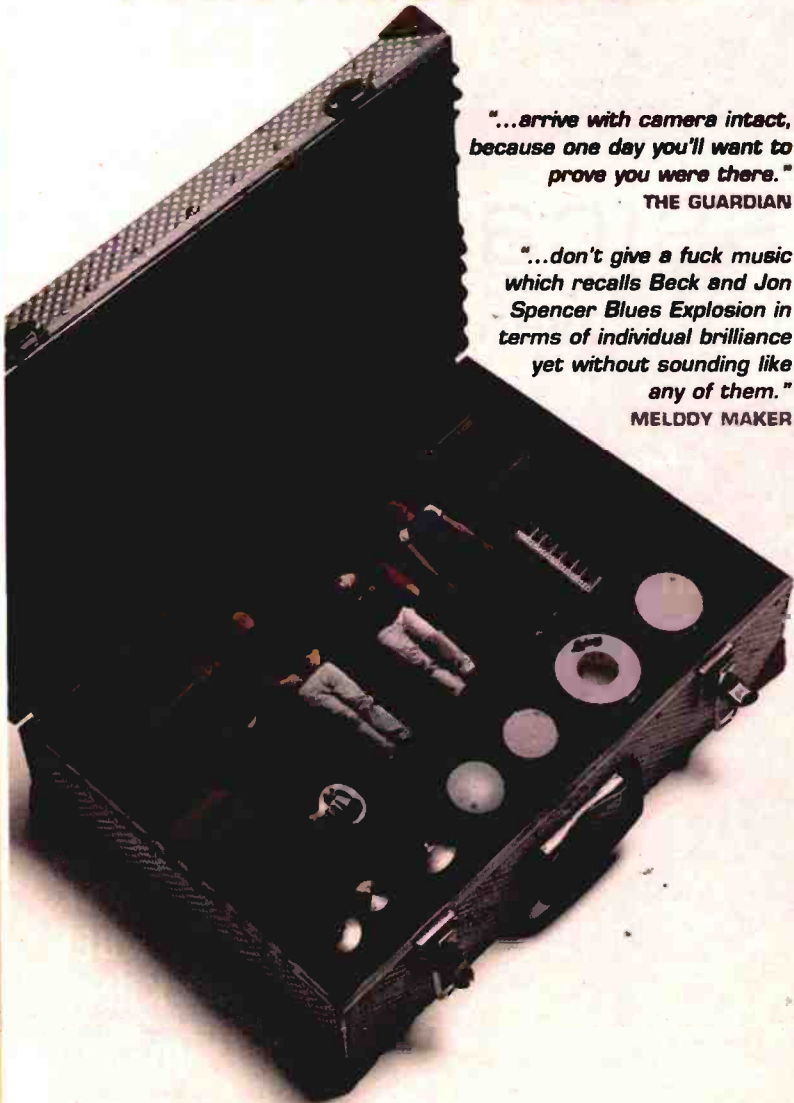
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*"...arrive with camera intact,  
because one day you'll want to  
prove you were there."*

THE GUARDIAN

*"...don't give a fuck music  
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Spencer Blues Explosion in  
terms of individual brilliance  
yet without sounding like  
any of them."*

MELDDY MAKER



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<b>KWOD</b>	<b>KMBY</b>
<b>WDST</b>	<b>KAEP</b>
<b>WXSR</b>	<b>WJSE</b>
<b>WCDW</b>	<b>WSFM</b>
<b>KBRS</b>	<b>KQRX</b>
<b>WEJE</b>	<b>KRAD</b>
<b>WPLA</b>	<b>+ more</b>

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management: stewart walperin at the point management  
produced and mixed by ray shulman and george christie

# Nickelback



The first single from their debut album *The State*.

Produced by Dale Penner & Nickelback

Mixed by GGGarth Richardson

Management: Brynn Coleman for Union Entertainment Group



### R&R ACTIVE ROCK 45 - 43

#### ACTIVE ROCK "LEADERS"

<b>KQRC</b>	<b>WXTM</b>	<b>KUPD</b>	<b>WXTB</b>
<b>KIOZ</b>	<b>WNOR</b>	<b>KLBJ</b>	<b>WMFS</b>
<b>KXXR</b>	<b>WLZR</b>	<b>KAZR</b>	<b>WXBE</b>
<b>KZRQ</b>	<b>+ many more</b>		

### R&R ROCK 46 - 38

#### MAINSTREAM ROCK "LEADERS"

<b>WKLS</b>	<b>KSJO</b>	<b>WEBN</b>	<b>KZRR</b>
<b>WLUM</b>	<b>KOMP</b>	<b>WAQX</b>	<b>KXUS</b>
<b>WKQZ</b>	<b>KCLB</b>	<b>WAPL</b>	<b>KZOZ</b>
<b>WSTZ</b>	<b>+ many more</b>		

#### EARLY ALTERNATIVE "LEADERS"

**KXPK, WMFZ, KTEG, KQRX**

#### NEW "LEADERS"

<b>WRIF</b>	<b>KUPD</b>	<b>WBZX</b>	<b>WKLQ</b>	<b>WCCC</b>
<b>WTPT</b>	<b>WQXA</b>	<b>WXRC</b>	<b>WNCD</b>	<b>KTNP</b>
<b>WZZQ</b>	<b>WTUE</b>	<b>KFRQ</b>	<b>+ many more</b>	

www.nickelback.com

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STEVE WONSIEWICZ  
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# Island Def Jam Music Group

Continued from Page 1

label would have ranked No. 1 in AC had R&R combined the year-end rankings for Mercury/Nashville with IDJMG's. Sales were equally impressive. All told, IDJMG racked up 17 gold and platinum albums in 1999.

## God Is In The Details

Getting from point A to point B wasn't an easy task however. For the Warner-EMI execs who are evaluating a paper forest of financial figures, Caparro has one important piece of advice: Don't overlook the details.

"When I first heard about the proposed merger," Caparro recalls, "it sent a shiver down my spine, because I could relate so closely to all of the work we did and all of the work that's ahead of them. There's an unbelievable amount of all-encompassing detail to address in order for these two companies to come together. The Universal-PolyGram merger was so successful because there were a large number of people paying attention to all of that detail. It went well beyond the merging of real estate of people into one office. It really was monumental."

Caparro, a 27-year label and distribution vet, agrees that there are parallels between the Universal Music Group-PolyGram restructuring and what's in store for Warner-EMI. While the Anglo-American music conglomerate has yet to reveal its plans, it's virtually certain history will repeat itself in many respects, and that means significant layoffs and organizational changes.

Interestingly, each Universal Music Group division consolidated its operations in different ways. In the case of IDJMG, from Day One Caparro and his top lieutenants used the merging of Island, Mercury and Def Jam as an opportunity to re-evaluate every aspect of its business.

"We literally started with a clean sheet of paper," remembers Caparro. "We wanted to come up with an ideal structure for a record company. We were able to do that because we didn't have one company serve as the foundation for the rest of the companies."

"We took a more daring approach. We first defined what we needed to win as a company and then what was needed to be successful going forward. We were able to fill about 70% of the new company's needs internally. Then, because we weren't satisfied with what we had, we looked at hiring the highest caliber of people we could in order to elevate the skill sets and talents of the entire company."

To further complicate the re-org process, Caparro & Co. opted to assimilate Def Jam into every aspect of the organization. "Traditional integration would have called for letting Def Jam become the urban division for the rest of the company — stick it off to the side and bolt it on. We chose to integrate the entire operation, so that the artists, music and executives would not be segregated in any way. That way we could promote, plan and strategize about the entire marketplace, because ultimately it's not about the black or the white market, it's about the entire market."

## An A&R Overhaul

Second on Caparro's agenda was retooling IDJMG's rock and pop A&R efforts. "We needed to redefine our A&R direction in a significant way, and we were fortunate enough to get people like Jeff Fenster as head of A&R; Paul Pontius, who signed Korn and Incubus while at Immortal; and Lewis Largent, who was the chief programmer at MTV. It gave us a very well-rounded collection of A&R executives. Quite frankly, we were very fortunate that all of those folks became available during our first year as a new company."

"A lot of people believe it takes a few years before you can think about judging a new A&R team's success. After listening to all the great music we have coming out, I think we'll be able to do it much sooner."

Concurrent with the A&R changes, the company also re-upped its deal with Roc-A-Fella, the successful label founded by rapper Jay-Z and Damon Dash. Caparro calls the deal "hugely important" for the company and another building block in ensuring IDJMG is a magnet for rap, hip-hop and R&B talent. It also formed a joint venture with artist manager Jeff Hanson (Creed) to bolster its rock efforts.

The changes, as part of an overall A&R overhaul, left IDJMG with an artist roster of around 60 acts, down from 250 pre-merger. The resulting roster is much less top-heavy with older established acts, which can be expensive to market and promote. That suits Caparro just fine. "We're a company that has the resources of a major, yet we can offer new artists the proper amount of time, money and attention so they have the best chance of success."

## Rock/Pop Challenge

Lastly, IDJMG faced the daunting task of melding disparate company cultures and indoctrinating new executive talent, including Caparro.

"You had an entire company comprised of people who were all thrown together. You had an executive staff in which no one was in their seat at the beginning of the year in 1999. They were all new to each other and their jobs. We had to define a major record company and make it come alive virtually overnight. Fortunately, along the way we made it successful as well."

Going forward, IDJMG still faces huge challenges. Def Jam and Mercury/Nashville, the company's country division, are both hitting on all cylinders and pouring out big EBITDA bucks. The rock and pop side, however, is another story.

Mercury Records — which now doesn't exist as a standalone company — was on the rebound a few years ago, thanks to platinum-plus albums from alt ska band The Mighty Mighty Bosstones and teen pop act Hanson. It has since cooled. Island — save for U2, Melissa Etheridge and R&B newcomer Kelly Price — has been cold for years.

Not surprisingly, Caparro points with pride to a pipeline of talent signed by his new A&R team. "We realized that we needed to rebuild the rock and pop portion of the company, so we went after it very aggressively and very quickly. Our A&R team has given us a lot of hope and expectation. And because of this wonderful asset called Def Jam, we're as hot as we've ever been in rap, hip-hop and R&B. We get a first look at nearly everything. The music flow in all areas is terrific."

In urban the company is bullish on new albums from Sisqo, Montel Jordan, Beanie Sigel, Vida Vida Vida and Candice Love, as well as Kelly Price's sophomore release. On the pop side it expects big things from Fenster-signed act Mikaila. In rock it's newcomers Primer 55, Full Devil Jacket, Relative Ash and Saliva.

Caparro also cites new Hanson, Bon Jovi and Mighty Mighty Bosstones discs. "I believe we'll open some eyes with those records."

Meantime, Caparro clearly is enjoying his move from distribution chief to label captain. "People have asked what it was like making the change, but it really wasn't that unique," he says, joking that the biggest adjustment was dealing with all of the lawyers. "Whether it's marketing, sales or promotion, it's still all about selling records and taking care of the artists."

*Next week Caparro discusses his take on the Internet's impact on the music industry.*

# Island Def Jam's Twain Tactics

Don't let things — namely the music and artists — fall through the cracks. That thought was at the forefront of Island Def Jam Music Group President/CEO Jim Caparro's mind as he and his team guided the company through its 1999 reorganization. Nowhere else was that more evident than in the company's efforts in breaking Shania Twain and her multiplatinum album *Come on Over* wide open and across multiple formats.

For Caparro, it was a matter of "a fanaticism that we couldn't do enough for our artists and their music. Every day, while we dealt with many other issues, the top priority remained making sure they were cared for."

"With Shania, it was a matter of our promotion, publicity and sales teams working with [Mercury/Nashville President] Luke Lewis' organization to complement their efforts and to broaden those efforts beyond the traditional base. Luke and I have worked together for almost 20 years. We have a terrific relationship. Shania's manager, Jon Landau, is incredibly intelligent. And VP/AC Promotion] Kerry Wood's staff did a wonderful job. It all comes down to a willingness to partner with each other."

In retrospect, it might seem like a no-brainer, given that *Come on Over* has achieved diamond certification by the RIAA (sales of 10 million albums or more), but Wood and Lewis agree that Twain's future at CHR, Hot AC and AC was in question several times throughout the life of the project. Wood remembers, "There definitely were weeks when we were thinking it could go either way. Then, all of a sudden, it really connected and took off."

"The most difficult part was in the beginning, when we were crossing 'You're Still the One.' We got that up and running, but then we still had resistance to 'From This Moment On,' which eventually became a huge record. There was still a kind of 'prove it to me' feeling. When that song took off, everyone realized how huge she had really become."

Lewis adds, "There were some Country programmers who looked at us askance and who were not sure it was a healthy thing for them to have Shania cross over. But if there's one thing I'm proud of — and this goes for the entire company, not just Nashville — it's that I never felt we burned anybody on the project. There may be some Country programmers who take exception, but I don't think we did."

"It got a little tricky when Shania went on tour and we didn't have any presents on the shows, but we tried to favor the Country guys as much as we could, even though Pop and AC stations were helping her sell tickets. It was difficult to be fair to everybody yet not alienate her base. That was very critical to her; she didn't want that to happen."

Lewis also credits IDJMG corporate for overseeing relatively smooth promotion and marketing transitions. "It wasn't a cakewalk, but it was about as seamless as you could have ever hoped, given something that monumental. Fortunately, we had enough momentum in the U.S. Another big plus was that things were really coming together internationally, and the Universal Music Group folks saw that as a big opportunity."

Despite the major structural changes, Wood and her staff kept their collective eye on the ball not only on Twain's project, but on others as well. "I can't say enough about the staff's efforts," Wood says. "They didn't skip a beat and stayed focused during the acquisition and changes. We were also able to deliver a Boyzone record, which we took top 10, and we had a No. 1 record with Elton John."

A longtime partnership with Nashville also helped tremendously. "We've worked with them for over 10 years," Wood explains. "And before Shania, we had a top 10 hit with Kathy Mattea. It's a great partnership."

In the end, says Lewis, it was a team approach that ultimately helped Twain put big points on the scoreboard. "[Former Mercury Records President/CEO] Danny Goldberg really believed in the record, as did [former Mercury Exec. VP/GM] David Leach, whose staff picked up the ball and ran with it. And you can't say enough about Jon Landau and his input. On our end we had [VP/Country Promotion] Chris Stacy taking care of the day-to-day and working closely with New York."

"But it wasn't limited to that. You have to give VH1 a lot of credit. The *Divas* show and the *Behind the Music* piece had incredible impact, as did [the former] Chancellor Media Group's involvement. They really embraced the project and gave us wider exposure. You couldn't have asked for a better team."



Luke Lewis



Kerry Wood





## LAUNCHING PAD

# No 'Let Down' At Alternative For RCA's Radford

Is the tide turning for mainstream rock at Alternative? RCA Records certainly hopes so. In fact, given the rap-rock logjam at the format, coupled with an extremely busy fourth quarter, the label opted to wait until the new year to serve up alt-rock quartet Radford's debut single, "Let Down (Don't Stop)."

So far, based on the quality of stations coming aboard and the label's musical changes at Alternative, the label's decision looks prescient. Among



Radford

the stations lending out-of-the-box support are KNRK/Portland; KWOD/Sacramento; WHMP/Springfield, MA; KMBY/Monterey; WFNX/Boston; WKQX/Chicago; WZPC/Nashville; KFRR/Fresno; and WXSX/Tallahassee.

The foundation for Radford was laid in 1997, when the group's British lead vocalist/guitarist Johnny Mead — who had relocated to Los Angeles — hooked up with guitarist/vocalist Chris Hower and bassist/vocalist Bobby Stefano. Even though the group's early demos made the A&R rounds, they restarted their songwriting efforts once drummer Kane McGee joined.

RCA Sr. VP/A&R-Artist Development Bruce Flohr first heard Radford's music around late July 1998, courtesy of artist manager Richard Bishop (Filter, Crystal Method). Flohr remembers, "He sent me a demo tape, and the first song I heard was called 'Closer to Myself,' which even made it onto their album. I called him right back and said, 'It looks like you really have something there.'"

Soon thereafter Flohr saw the group perform at a local rehearsal studio. Convinced of Radford's potential, he talked RCA President Bob Jamieson into seeing the group in August. About one month later Radford was on RCA's roster.

While Radford's self-titled debut album was completed in May 1999, RCA execs didn't believe that the musical climate was not right for the group's sound. Flohr recalls, "Everyone in the

company was getting everything cranked up to release a single in August and then the album a little later, but when we looked at what was happening at radio, it didn't seem right. Alternative and Active Rock were rockin' really hard, so we said, 'Let's just grin and bear it and hold it for the new year.'"

RCA used the time for some serious setup and had the band play showcases in about 10 major markets. Flohr comments, "We had radio, retail and a lot of other key people see the group, and it worked out very well. Most of the people had already been serviced with an advance of the album, and the shows prompted those people to go back home and give the album another listen. It was a perfect opportunity to impress upon people the

depth of the band's songwriting and their ability to put on a great live show."

On the promotion front, RCA is positioning "Let Down (Don't Stop)" as an ideal mainstream song for Alternative. Sr. VP/Promotion Ron Geslin observes, "Every three to six months Alternative seems to shift. For a while the rap-rock sound was getting a ton of exposure. Now we're sensing a shift back to the middle. Programmers are looking for bands like Radford and Vertical Horizon that they can start at their format."

Other than adjusting the timing of the song's release, RCA has elected to keep its promo plans simple. Geslin continues, "We'll start it at Alternative and build a solid foundation. Then we'll eventually go to Adult Alternative and CHR/Pop. It's a very simple game plan, but the results can be very predictable with records like this."

One programmer bullish on the single and band is KNRK PD Mark

Hamilton. During the single's first official week at radio, Hamilton spun the cut over 15 times, with a handful of the spins airing during am and pm drive.

Hamilton senses a great opportunity for future partnerships with the band. "Ironically, it was around the same time last year that we began supporting [RCA alt rock band] Lit's 'My Own Worst Enemy.' That song skyrocketed for us and sold extremely well in the market, and the band ended up playing about four or five times in the market last year.

"We think the same thing will happen with Radford. Portland is a very competitive market with a lot of stations playing the same songs. We're always looking for good, solid, hook-laden bands that we can brand the station with and who will support the station. We're already making plans to bring the band into the market to appear on our morning show."

As for the song's appeal, Hamilton notes, "It fits perfectly with where the station is right now. We're not one of the Alternative stations that really went down the hard-rock road. We're looking for more mainstream music."

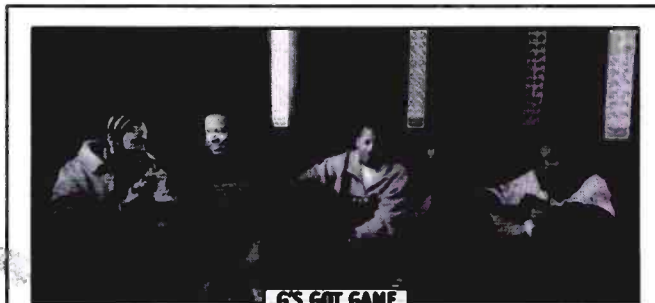
Radford, whose album hits retail on March 21, have just hit the road, touring with labelmate Vertical Horizon.

### Ready For Takeoff

Rock band **Three Time Loser's** Cincinnati roots are paying dividends for the group, whose single "Jane Came Home" is picking up early support at Clear Channel reporting stations Rock WEBN/Cincinnati and Active Rock WXTB/Tampa. The track racked up eight spins at the former and a half dozen at the latter between 2/6 and 2/12.

The group, which formed in 1997, is managed by **Wild Palms**. Also part of the team is **Bill Scull's** Tri-State Promotions. Contact **Mark Liggett** at (513) 621-2944 for more info.

— Steve Wonsiewicz



G'S GOT GAME

Warren G gathered an all-star lineup of rappers to appear in the video for his new Restless Records single, "Game, Don't Wait." Hangin' in L.A. are (l-r) Xzibit, Dr. Dre, Warren G, Nate Dogg and Snoop Dogg.

## MUSIC NEWS & VIEWS

### Kiss Say Farewell To Touring

Say it ain't so, Joe. Legendary rock band Kiss announced on Feb. 14 that their forthcoming tour will be their last.

The initial 34-date farewell tour begins on March 11 in Phoenix and features the four



Kiss

original members,

Gene Simmons, Paul Stanley, Ace Frehley and Peter Criss. Ted Nugent and Sidd Row (sans Sebastian Bach) will open. Concurrently, the group will release another live album, *Alive IV*, on March 28 on Island/Def Jam Records. Kiss have sold over 75 million albums during their 27-year career and are second only to The Beatles in the number of gold albums they've been awarded. The group's 1996-97 reunion tour was the highest-grossing tour of that year.

### Thump Brings Latino Rap Show

Los Angeles-based rap/hip-hop label Thump Records has rolled out the radio program *Thump'n' Chicano Rap Hour*. The show has already been picked up by KGGI/Riverside and KWIN/Stockton and is hosted by ODM, a member of the Latino rap duo *Lighter Shade Of Brown*. Thump President Bill Walker says, "There's nothing like it anywhere else on the airwaves, and we're already fielding interest from additional radio stations. We're giving Latino artists a chance to be heard on popular, commercial radio. Our goal now is to secure corporate sponsors and syndicate the show nationwide."

In the studio: Paul McCartney has started working on his next album of original material, which could be released by year-end ... RCA alt rock

band **Eve 6** are putting the finishing touches on their next album, which could be released around June ... The **Cult** have tapped **Michael Beinhorn** (Hole, Marilyn Manson) to produce their next album ... **Aerosmith** have asked **Matt Serletic** (Matchbox 20, Angie Apero) to produce their next album. Recording should begin within a few months.



Paul McCartney

Tour update: Details are still being finalized, but look for **Bob Dylan** to hit the road again on March 11 in San Luis Obispo. Support acts have not been confirmed ... **Pisternum**-plus R&B singer/songwriter **D'Angelo** begins his national tour on March 1 ... **No Doubt** kick off their tour on March 24 in Chicago. **Suicide Machines** open ... **Lit** begin their national headlining tour on Feb. 20 in Ft. Lauderdale. Opening are **22 Jacks** ... **Fiona Apple** begins the first leg of her North American tour on Feb. 24 in Wallingford, CT. **Jurassic 5** support.

This 'n' that: Former Mercury punk outfit **Nashville Pussy** sign with **TVT Records**. Look for an album to hit retail in May ... **Jericho Records** picks up alt rock act **Luna** ... **Rykodisc** inks singer/songwriter **Jess Klein** ... **Sebadoh** and **Sub Pop** part ways ... **Chris Isaak** will host a one-hour music/entertainment program for pay TV channel **Showtime** ... **Motley Crue** member **Nikki Sixx** has partnered with **Beyond Music** to form **Americoma Records** ... **Marc Anthony**, **Sting** and **Ibrahim Ferrer** have been added as performers for the 42nd Grammy Awards, to be televised on Feb. 23.



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### Will success spoil it?

At every MacWorld Expo you'll find me teaching web audio, and this past January was no exception. The subject's hot, a Mac is the right tool, and rarely do the attendees do much moving in and out of the room. But she was different — though she was doing her best not to disrupt the class — choosing an outside seat and putting her constantly ringing cell phone on vibrate.



David Lawrence

She was Stefani Charles, web manager for Carlos Santana, and I forgave her. The same day that I was attempting to give her the basics of RealAudio, Shoutcast and QuickTime, NARAS was giving her boss 11 Grammy nominations. "I was getting them as they came in and running to a Powerbook to get them up on the website," said Charles during a recent *Online Tonight* interview. "It was an incredible day, and we were really floored by the sheer numbers."

After Carlos' wife, Deborah, opened the lines of communication with Arista's Clive Davis, the Santana-Davis connection was renewed, and the *Supernatural* project's future was set. How has the success of *Supernatural* changed the website? "We've completely revamped our server structure," Charles said. "We've always had traffic from around the world, but never at this volume, and our Idaho-based web presence provider has been stellar about growing with us. The site started off as an interactive database of Carlos' music and has grown from there. We also have a brand-new look kicking off on Feb. 21, in time for the Grammys."

The changes coming to the site include additional e-commerce, audio and e-mail marketing, as well as the new look. "The reaction from radio means that a lot of Carlos' fans expect audio when they come to the site," Charles continued. "Right now you can hear a few songs in RealAudio, but we're ramping that up a great deal and looking at other streaming technologies like Shoutcast. We're looking at viral marketing and the audio-enhanced e-mail we learned about at MacWorld."

Charles didn't come to her webmistress position from the 'Net. She had been Santana's correspondent-in-charge, writing back to the thousands of people who've sent letters to Santana over the years. Internet-enabling her position gives her a tremendous sense of satisfaction, but it isn't that much different from the pen-and-paper days. She says, "I think my experience dealing with the public gave me a sense of what they want and how they feel about Carlos and his art. And I really think that the website reflects the intense connection between Carlos and his audience."

And what about Wednesday night, Feb. 23? "The Grammy Awards will be an interesting night for us," Charles said. "We expect a lot of fans will be logged on to both the Grammy site [www.grammy.org] and our site, and we'll be doing real-time updates to the content as Carlos wins his awards — and we're expecting him to get a lot of exercise that night."



Questions/comments?  
david@netmusiccountdown.com

David Lawrence is the host of the weekly *Online Today* and *Online Tonight* syndicated radio talk shows, which revolve around personal computers, technology and the Internet. A 25-year radio veteran, Lawrence is also considered an Internet expert, with more than 15 years as a leading Internet/computer consultant.

## e-charts

## Third Eye Blind Climbs Alternative And Hot AC

Events online and offline have an almost immediate effect on the movements of people to and from the music sites we track — and on the artists they are most interested in listening to.

Watching the chart movement of Third Eye Blind post-Kevin Cadogan is eye-opening. At *Alternative* the group leaps 15-3. There's a similar jump at *Hot AC*, 18-6, and a No. 16 debut at *CHR*. Not sure if fans were upset or happy to see him go or simply curious, but the movement is interesting. The band is not saying a word at [www.3eb.com](http://www.3eb.com).

Eric Benet and Sisqo scream into the top 10 on the 'Net with their cuts "Spend My Life With You" and "Got to Get It," and Biggie, Jay-Z and Kevon Edmonds make room for them on the Urban E-Chart. It will be interesting to see if BET.com's new African-American portal launch has

any effect on Urban tastemaking.

The Dixie Chicks and Faith Hill keep a one-two lock on the Country E-Chart, and we'll see what the Grammy performances from these superstars do to extend their grip. Lonestar, SheDAISY and Tracy Byrd move the most in a week in which five of the artists on the chart are making their initial entries.

For those of you who grew up in '80s dance clubs as I did, the name Paul Hardcastle might ring a bell. The Peter Thomas-voiced "19" was the last big hit this Australian had — until now. *The Jazzmasters III* shows a cooler, steelier side of this artist, and 'Net jazz surfers have latched onto "Nightcrawler" and made it a No. 1 debut.

— David Lawrence

### CHR/Pop

LW	TW	ARTIST	CD/Title
1	1	EFFEL 65	<i>Europop</i> "Blue"
2	2	SAVAGE GARDEN	<i>Affirmation</i> "Knew"
3	3	BACKSTREET BOYS	<i>Millennium</i> "Show"
4	4	CHRISTINA AGUILERA	<i>Christina Aguilera</i> "Girl"
5	5	CELINE DION	<i>All The Way</i> "That's"
6	6	SANTANA	<i>Supernatural</i> "Smooth"
7	7	BRIAN MCKNIGHT	<i>Back At One</i> "Back"
14	8	ENRIQUE IGLESIAS	<i>Enrique</i> "Rhythm"
—	9	MACY GRAY	<i>On How Life Is</i> "Try"
7	10	BLINK-182	<i>Enemy Of The State</i> "All"
—	11	CREED	<i>Human Clay</i> "Higher"
10	12	SMASH MOUTH	<i>Astro Lounge</i> "Morning"
—	13	LONESTAR	<i>Lonestar</i> "Lonely Grill" "Amazed"
9	14	FOO FIGHTERS	<i>There Is Nothing Left To Lose</i> "Learn"
12	15	BRYTNEY SPEARS	<i>Baby One More Time</i> "From"
—	16	THIRD EYE BLIND	<i>Blue</i> "Never"
—	17	JENNIFER LOPEZ	<i>On The 6</i> "Walking"
15	18	COUNTING CROWS	<i>This Desert Life</i> "Hanginaround"
16	19	RICKY MARTINI	<i>Ricky Martin</i> "Stake"
10	20	MARSH CREEK	<i>Rainbow</i> "Thank"

### Urban

LW	TW	ARTIST	CD/Title
1	1	MARSH CREEK	<i>Rainbow</i> "Thank"
11	2	DR. DRE	<i>Dr. Dre 2001</i> "About"
3	3	MISSY ELLIOTT	<i>Da Real World</i> "Hot"
5	4	DMX	<i>Then There Was X</i> "What's"
6	5	DMONELL JONES	<i>Where I Wanna Be</i> "What's"
—	6	ERIC BENET	<i>A Day In The Life</i> "Day"
—	7	SISQO	<i>Unleash The Dragon</i> "Got"
7	8	IDEAL	<i>Ideal</i> "Creep"
4	9	BRIAN MCKNIGHT	<i>Back At One</i> "Back"
14	10	D'ANGELO	<i>Voodoo</i> "Unbitted"
12	11	MONTELL JORDAN	<i>Get It On... Tonight</i> "Get"
—	12	MINT CONDITION	<i>Life's Aquarium</i> "If"
6	13	NOTORIOUS B.I.G.	<i>Born Again</i> "Notorious"
—	14	LIL' WAYNE	<i>The Black Is Hot</i> "Block"
—	15	ICE CUBE	<i>Next Friday</i> "You"
—	16	ANGIE STONE	<i>Black Diamond</i> "Rain"
13	17	EVE	<i>First Lady Of Rap</i> "Rydars" "Love"
2	18	JAY-Z	<i>Volume 3...</i> "Do"
9	19	KEVON EDMONDS	<i>24/7</i> "24/7"
—	20	KELIS	<i>Kaleidoscope</i> "Caught"

### Country

LW	TW	ARTIST	CD/Title
1	1	DIKE CHICKS	<i>Fly</i> "Cowboy"
2	2	FAITH HILL	<i>Breathin'</i> "Breathin'"
17	3	LONESTAR	<i>Lonestar</i> "Lonely Grill" "Smile"
6	4	REBA MCKENZIE	<i>So Good Together</i> "What"
8	5	LEANN RIMES	<i>LaAnn Rimes</i> "Big"
13	6	TIM MCGRAW	<i>Place In The Sun</i> "Friend"
—	7	TRACY BYRD	<i>It's About Time</i> "Put"
3	8	SHANIA TWAIN	<i>Come On Over</i> "Rock"
18	9	SHEDAISY	<i>Whole Shebang</i> "Woman"
9	10	ALAN JACKSON	<i>Under The Influence</i> "Pop"
—	11	GARY ALLAN	<i>Smoke Rings In The Dark</i> "Smoke"
6	12	MARTINA MCBRIDE	<i>Emotion</i> "Love's"
—	13	JO DEE MESSINA	<i>I'm Alright</i> "Because"
—	14	JOHN MICHAEL MONTGOMERY	<i>Home To You</i> "Home"
10	15	CLAY WALKER	<i>Live, Laugh, Love</i> "Live"
7	16	CLINT BLACK	<i>D'Lechried</i> "Been"
12	17	TRACE ADKINS	<i>More...Lies</i>
15	18	TOBY KEITH	<i>How Do You Like Me Now?</i> "How"
4	19	MARK WILLS	<i>Permanently</i> "Back"
11	20	KENNY CHESNEY	<i>Everywhere We Go</i> "What"

### NAC/Smooth Jazz

LW	TW	ARTIST	CD/Title
—	1	JAZZMASTERS	<i>Jazzmasters 3</i> "Nightcrawler"
1	2	DAVID BENNET	<i>Professional Dreamer</i> "Miles"
4	3	KENNY G	<i>Classics In The Key Of G</i> "Stranger"
3	4	DAVE KOZ	<i>The Dance</i> "Together"
2	5	NORMAN BROWN	<i>Celebration</i> "Paradise"
6	6	JOYCE COOLING	<i>Keeping Cool</i> "Catie"
—	7	TOM SCOTT & THE L.A. EXPRESS	<i>Smokin' Section</i> "Smokin'"
6	8	JORK WHALUM	<i>For You</i> "That's"
—	9	BRIAN TAYLOR	<i>Darlin' Darlin' Baby</i> "Darlin'"
8	10	CHUCK LOEB	<i>Listen</i> "High"
—	11	STING	<i>Brand New Day</i> "Brand"
—	12	WESTON TORRES	<i>Treasures Of The Heart</i> "Velvet"
10	13	STEELY DAN	<i>Two Against Nature</i> "Cousin"
—	14	PHILIPPE SAESE	<i>Halfway Till Dawn</i> "Upward"
10	15	GOTA	<i>Let's Get Started</i> "Let's"
—	16	QUINCY JONES	<i>To O With Love</i> "If"
—	17	CRAIG CHAQUICO	<i>Four Corners</i> "Forbidden"
—	18	EARL KLUGH	<i>Peculiar Situation</i> "Now"
10	19	PETER WHITE	<i>Perfect Moment</i> "Autumn"
—	20	ANDY SWITZER	<i>Some Quiet Place</i> "Only"

### Hot AC

LW	TW	ARTIST	CD/Title
2	1	STING	<i>Brand New Day</i> "Day"
1	2	SANTANA	<i>Supernatural</i> "Smooth"
6	3	COUNTING CROWS	<i>This Desert Life</i> "Hanginaround"
3	4	FOO FIGHTERS	<i>There Is Nothing Left To Lose</i> "Learn"
7	5	SAVAGE GARDEN	<i>Affirmation</i> "Knew"
18	6	THIRD EYE BLIND	<i>Blue</i> "Never"
14	7	VERTICAL HORIZON	<i>Everything You Want</i> "Everything"
4	8	CELINE DION	<i>All The Way</i> "That's"
—	9	MACY GRAY	<i>On How Life Is</i> "Try"
8	10	SUGAR RAY	<i>14:59</i> "Someday"
—	11	EFFEL 65	<i>Europop</i> "Blue"
11	12	TRAIN	<i>Train</i> "Meet"
20	13	BETH HART	<i>Screaming For My Supper</i> "L.A."
9	14	SARAH MCLACHLAN	<i>Mirrorball</i> "Ice"
15	15	SMASH MOUTH	<i>Astro Lounge</i> "Morning"
13	16	GOO GOO DOLLS	<i>Dizzy Up The Girl</i> "Balloon"
17	17	FILTER	<i>Title Of Record</i> "Picture"
16	18	MARC ANTHONY	<i>Marc Anthony</i> "Need"
—	19	LONESTAR	<i>Lonestar</i> "Lonely Grill" "Amazed"
5	20	R.E.M.	<i>Man On The Moon Soundtrack</i> "Great"

### Alternative

LW	TW	ARTIST	CD/Title
1	1	BLINK-182	<i>Enemy Of The State</i> "All"
8	2	KORN	<i>Issues</i> "Falling"
15	3	THIRD EYE BLIND	<i>Blue</i> "Never"
4	4	FOO FIGHTERS	<i>There Is Nothing Left To Lose</i> "Learn"
20	5	FILTER	<i>Title Of Record</i> "Picture"
11	6	NINE INCH NAILS	<i>The Fragile</i> "Void"
3	7	RAGE AGAINST THE MACHINE	<i>The Battle Of Los Angeles</i> "Guerrilla"
12	8	FRONA APPLE	<i>When The Pawn...</i> "Fast"
2	9	CREED	<i>Human Clay</i> "What"
—	10	VERTICAL HORIZON	<i>Everything You Want</i> "Everything"
19	11	KID ROCK	<i>Devil Without A Cause</i> "God"
16	12	LIMP BIZKIT	<i>Significant Other</i> "Re-Arranged"
9	13	BEASTIE BOYS	<i>The Sounds Of Science</i> "Alive"
—	14	BUSH	<i>The Science Of Things</i> "Letting"
7	15	RED HOT CHILI PEPPERS	<i>Californication</i> "Otherside"
13	16	R.E.M.	<i>Man On The Moon Soundtrack</i> "Great"
19	17	COUNTING CROWS	<i>This Desert Life</i> "Hanginaround"
—	18	INCUBUS	<i>Make Yourself</i> "Pardon"
—	19	STROKES	<i>Nasty Little Thoughts</i> "Little"
—	20	SMASH MOUTH	<i>Astro Lounge</i> "Then"

E-Charts are based on weekly rankings of CD sales, downloads and streams of artists online compiled and tabulated directly from the log files of reporting websites. Reporters include Amazon.com, CDNOW.com, CheckOut.com, Audiogalaxy.com, Barnes and Noble.com, Spinnr.com, DiscJockey.com and Netradio.com. Data is weighted based on traffic reports by web traffic monitor Media Matrix. Charts are ranked with a 50/50 methodology of sales data and streaming/airplay data for the six reporting formats. ©2000 R&R Inc. The Net Music Countdown With David Lawrence is a production of Online Today Inc. For more information, call United Stations at (212) 869-1111.



KACE

Continued from Page 3
listeners who were here then will recognize these universal songs. You'll hear a lot of the Salon-type tropical music of the '60s, along with songs that sound like 'Hang On Sloopy' in Spanish and the regional stuff. It sounds broader than what you'd find on an English-language Oldies station, but it is music from a different country."

Amelia González, PD of Spanish News/Talk sister KTNQ-AM, has added PD duties and an airstair at Recuerdo. KRCD & KRCV will remain jockless for another week and commercial-free "until we sell some commercials," Gleason joked. Cox sold the combo last October for \$75 million cash.



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WTMI

Continued from Page 3

solidifies our presence in Miami," said Cox President/CEO Robert Neil. "When combined with our three stations there, we will be in a very strong position to better serve our listeners and advertisers in this high-growth Sun Belt market."

Marlin President/CEO Woody Tanger will lead the principals acquiring the three New England properties. When asked why he decided to sell WTMI now, Tanger told R&R, "The quantity of the offer and the quality of the company fit our needs as a small broadcast company. It was just a good match. The people whom we've dealt with at Cox are extremely professional."

WTMI's future as a Classical station remains uncertain, however. Current VP/GM John Burkavage told R&R that there has been no preliminary discussion with Cox concerning the station's future, and that "my intention is to stay with Woody and go on as head of Beethoven.com, which will become the world's Classical station."

RateTheMusic.com

Continued from Page 1

network advertising to draw potential respondents to RateTheMusic.com.

"R&R has a rich history of providing quality research information to the radio and record industries," remarked R&R Publisher/CEO Erica Farber. "Our partnership with RateTheMusic.com will continue our goal of publishing credible and accurate information. We think the RateTheMusic.com results will be a valuable addition to our weekly HOT-FAX publications."

"We are thrilled to announce this association with R&R and look forward to providing the industry with previously untapped music research information," commented RateTheMusic.com co-President Bill Richards. "Eighteen months of testing has proven that a hit is a hit, and our research will prove invaluable for radio and records alike. They are amazingly consistent with other research methods."

R&R Director/Charts & Formats Kevin McCabe added, "The opportu-

Traffic.com

Continued from Page 24

was Director/Food & Grocery Marketing; Harris was VP/Sales, New York; Lewis was Director/New Business Development, Midwest; and Parrott was GM/Houston.

"We have added an experienced team to represent Traffic.com inventory, as well as participating radio

Hardin

Continued from Page 3

Hardin remarked, "WLIT is one of the nation's greatest heritage stations. I'm delighted to join a team that has established great sales, programming and on-air talent. I look

Tanger added, "I have no idea what Cox is going to be doing with the property. Most of the information I have is that they are going to assess the situation in Miami and determine what to do with the facility."

WTMI has long been the subject of various rumors, ranging from format flips to possible multimillion-dollar purchases. However, Tanger turned down a \$50 million offer for the station last year, but told the Miami Herald that the station's future still remained uncertain. The station's 12+ Arbitron ratings had risen from a 2.8 share in summer 1998 to a 3.6 a year later; fall '99 ratings were flat at a 3.6.

"Selling WTMI is a tough thing," Burkavage said. "The bottom line is that the station has been successful, but in a \$235-million market — compared to the AC and Rock formats — it's still much less than what it could attract otherwise. And that's with billing up 20%-23%."

Cox also owns top-rated Urban WEDR-FM (99 Jamz), Urban AC WHQT-FM (Hot 105) and WFLC-FM (Coast 97.3) in Miami.

nities created in R&R's partnership with RateTheMusic.com will positively impact the radio and record industries. The Internet is changing the business of consumer research, and we feel strongly that RateTheMusic.com will help our industry adapt in the very important area of music research."

Here's how it works: Potential respondents are screened via the Internet. Once passed, they can participate in a RateTheMusic.com test based on their format/music preferences. With a password and other privacy-protected devices, respondents can take the music test at their personal computers, at their leisure. Each format's song selection is based on criteria set forth by RateTheMusic.com, with R&R's weekly airplay charts being a major factor.

R&R and RateTheMusic.com believe this new form of research is not designed to take the place of traditional callout research. RateTheMusic.com results will often correlate to local and national callout research for certain songs in every format. However, it must be reiterated that the RateTheMusic.com methodology is not callout research.

group inventory, where we act as a national rep firm," said VP/Advertising Sales James Brown. "While their present focus is on broadcast, specifically the sale of 10-second sponsorships tied to information, they will also be selling advertising for other Traffic.com distribution channels, such as wireless communications and the Internet."

forward to the challenges — and fun — as we move the station forward."

Before joining the three Phoenix stations, Hardin was GSM of WPNT/Chicago. He's also held various sales and sales management positions at KCBQ/San Diego, WMJ/Cleveland and KHH and KRFX in Denver.

Press

Continued from Page 1

issues of the day. In addition to his duties at CNN, Press writes a nationally syndicated column distributed by the Los Angeles Times Syndicate to newspapers across the country.

Prior to joining Crossfire, Press enjoyed a high-profile career in government, politics and broadcasting that spanned more than two decades. He served as Chairman of the California Democratic Party from 1993-96, Chief of Staff to California Senator Peter Behr and Director of the California Office of Planning & Development under then-Governor Jerry Brown. The award-winning talk host — who has garnered four Emmys, a Golden Mike and the 1992 Associated Press award for Best

Commentator of the Year — began his broadcast career as a commentator for KABC-TV and KCOP-TV, both in Los Angeles. His Talk radio credentials include six years (1991-96) as the host of Bill Press: True American on L.A.'s KFI-AM.

Also scheduled to appear at TRS 2000 are CBS News anchor Dan Rather, best-selling author and ABC Radio talk host Mitch Albom and ABC News' Cokie Roberts, who will go one on one with this year's winner of the R&R Talk Radio Lifetime Achievement Award, Westwood One personality and WFAN/New York morning host Don Imus. Registration for R&R's fifth annual Talk Radio Seminar will be available on-site at Washington, DC's Grand Hyatt Hotel beginning at noon on Feb. 24.

De Castro

Continued from Page 1

goes back to 1981, when he was appointed VP/GM of WLUP/Chicago. That station eventually became the first jewel in the crown of the company, then known as Evergreen Media. De Castro and his partners, Scott Ginsburg and Matt Devine, spent the late '80s and early '90s on a furious acquisition binge designed to take advantage of relaxing FCC ownership rules.

Some of those acquisitions included KKBT/Los Angeles, WKTU/New York, KMEL/San Francisco, Pyramid Broadcasting and major portions of the old Viacom radio chain.

In 1997 Evergreen merged with Chancellor Broadcasting, and the Ginsburg-de Castro-Devine troika emerged as the controlling entity. The company merged with Capstar Broadcasting and eventually became a 100-market, 440-station behemoth.

Cole

Continued from Page 24

makes her the ideal candidate for this important position."

An L.A. radio advertising veteran, Cole was most recently VP/Business Development for Event411.com, a Southern California-based Internet company that plans business events. Her L.A. broadcast resume also includes senior sales positions with KNX-AM, KFWB-AM, KTWV-FM, KABC-AM, KMPC-AM and Sports/Talk competitor KXTA-AM, which Cole helped launch in 1997.

"Obviously, I'm very excited at taking on this new challenge and the opportunity to grow this radio station," Cole told R&R. "One of the things that's been missing in L.A. Sports radio is a real sense of journalistic integrity in going after a story. I'm very big on people who have the skills and the understanding of how to get to the real story rather than just some sensational or sophomoric approach. One-On-One has made a strong commitment to real sports journalism, and that is what will separate us from the pack."

McGee

Continued from Page 3

said, "We are delighted to hire someone of Kipper's experience, creativity and Midwestern background as our new Program Director."

McGee told R&R, "What really attracted me about this position was the fact that KTRS is locally owned

and operated in this era of corporately dominated ownership. It's very exciting to be joining a station that is so wired into the local community. I hope to capitalize on the growing success that KTRS is already enjoying, while working to solidify our marketing message and create a more unified brand image for the station overall."

Cassidy

Continued from Page 24

Strategy David Lebow added, "In the many years I've known Kevin, I've

been consistently impressed with his knowledge and strategic skills. Kevin will be an integral part in our continued growth of the largest radio broadcasting company in America."





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**HOTFAXES** dated Feb. 29 and March 1. The formats are CHR/Pop, CHR/Rhythmic, Country, AC, Pop/Alternative, Rock and Alternative. The results will appear in the **HOTFAXES** every week except those in which



Bill Richards



Mark Bolke

R&R does not publish charts (Christmas and New Year's).

RateTheMusic.com, a division of Bill Richards Radio Consulting, was created in 1998 by consultants, former programmers and current RateTheMusic.com co-Presidents Bill Richards and Mark Bolke. Soon after, former programmer Mark Todd also signed on. He was recently elevated to the position of OM.

RateTheMusic.com has developed proprietary software and a multiformat database that produces national music research for the music and radio industries, as well as software for use by individual radio stations to test music with their listeners via the Internet.

The idea behind RateThe Music.com is to use the incredible reach, speed and popularity of the Internet to test music quickly and economically with previously unattainable

sample sizes. Today the company is widely considered the industry standard in Internet music testing. This weekly national research is conducted through a substantial audience database exclusive to each format. Utilizing a variety of sources, RateTheMusic.com has alliances with radio stations, other Internet sites and network advertising to draw potential respondents to RateThe Music.com.

While RateTheMusic.com results often correlate to local and national callout research, both R&R and RateTheMusic.com agree strongly that this new form of research is not designed to take the place of traditional callout. RateTheMusic.com is designed to be another tool that programmers can utilize in combination with their own callout, R&R's Call-out America, sales, requests and other research.

R&R's commitment to RateTheMusic.com comes after a lengthy trial period and successful testing at the station, regional and national level. As do many programmers, we feel this new method of research — driven entirely by the Internet — is

an exciting tool for the radio and record industries. This week and next we'll take you inside Rate TheMusic.com for an exclusive talk with its creators.

**R&R: What is RateThe Music.com?**

**BR:** Simply put, it is the first national music testing service that uses the Internet as a medium to reach and sample the population.

**R&R: How do potential respondents sign up?**

**MB:** They hear about us from a variety of sources. We have alignments with radio stations, other Internet sites and network advertising, etc. Once they reach us, listeners choose from a number of different montage pods, like Mainstream, Country, Pop/Alternative, CHR/Rhythmic, Alternative, Rock, Adult Contemporary, Contemporary Christian and even Jazz. All this gives us a national perspective unequalled by any research company.

**R&R: If anyone with a computer can sign up, how do you control who gets in?**

**BR:** This is not a random sample. We want as many opinions as possible. Admittedly, someone could claim to be 25 when they're only 18, but they could do that over a phone too. Plus, while everyone has the opportunity to sign up, not everyone automatically gets to take part in the research. It is a two-step process, with controls in between. As with other forms of research, fraud can occur. Everyone knows of radio people who have received Arbitron diaries or who had people participating in a competitor's research. Everyone knows it happens, and we know that some fraud may occur with our system as well.

The difference is the tremendous advantage we have in terms of sample base. With our national individual test sample size, any fraud that does occur has minimal impact on the results. Furthermore, the Uniform Deceptive Trade Practices Act says that if we find any company and/or individuals who attempt to purposely

## The Chart

Beginning with the Feb. 29 and March 1 format **HOTFAXES**, R&R will publish 12+ research results in CHR/Pop, CHR/Rhythmic, Country, AC, Pop/Alternative, Rock and Alternative with weekly results from RateTheMusic.com, the industry's premier Internet music research company.

The sample RateTheMusic.com 12+ chart below list songs in order of their popularity (Pop.). Participants rate their opinions of the song on a 1-5 scale, where 1 means "I dislike this song very much" and 5 means "I like this song very much"; 2 through 4 are used to represent in-between feelings. Familiarity (Fam.) is the percentage who said, "Yes, I am familiar with this song." "Tired of" (T/O) correlates to whether the respondent is tired of hearing the song on the radio.

### Sample CHR/Pop Chart

ARTIST Title	Pop.	Fam.	T/O
SAVAGE GARDEN I Knew I Loved You	4.22	81%	6%
SANTANA Smooth	4.14	97%	25%
98 DEGREES I Do (Cherish You)	4.02	99%	34%
BACKSTREET BOYS Larger Than Life	3.97	98%	28%
BRITNEY SPEARS (You Drive Me) Crazy	3.97	99%	27%
BRIAN MCKNIGHT Back At One	3.96	76%	17%
SMASH MOUTH Then The Morning Comes	3.85	78%	9%
MARC ANTHONY I Need To Know	3.77	82%	19%
LEN Steal My Sunshine	3.73	96%	31%
CHRISTINA AGUILERA Genie In A Bottle	3.73	100%	47%
ROBBIE WILLIAMS Angels	3.71	81%	14%
WILL SMITH Will 2K	3.68	72%	12%
JESSICA SIMPSON I Wanna Love You Forever	3.67	60%	14%
JENNIFER LOPEZ Waiting For Tonight	3.66	95%	23%
TLC Unpretty	3.62	98%	49%
LOU BEGA Mambo No. 5	3.61	100%	46%
SHANIA TWAIN Man! I Feel Like A Woman	3.61	99%	43%
LFO Girl On TV	3.50	60%	11%
FATBOY SLIM Rockafeller Skank	3.50	80%	22%
CELINE DION That's The Way It Is	3.46	58%	12%
SIXPENCE NONE THE RICHER There...	3.41	98%	43%
BLACQUE Bring It All To Me	3.40	52%	16%
RED HOT CHILI PEPPERS Scar Tissue	3.40	93%	42%
702 Where My Girls At?	3.38	86%	40%
LENNY KRAVITZ American Woman	3.38	99%	44%
MANDY MOORE Candy	3.35	68%	22%
TRAIN Meet Virginia	3.34	70%	22%
MARIAH CAREY Heartbreaker	3.29	94%	36%
WHITNEY HOUSTON My Love Is Your Love	3.25	72%	24%
MELISSA ETHERIDGE Angels Would Fall	3.21	79%	28%

cause harm to our system, we can swiftly take action against those committing those criminal acts.

**R&R: Couldn't people just do it over and over again?**

**MB:** Sure, but our security measures will make it a waste of their time. They will simply be rewriting over their previous test. More importantly, the sheer size of our database makes one person — or even 10 — even out.

**R&R: Why should a station use RateThe Music.com?**

**MB:** Sample size, the participants' passion for music and, of course, convenience. The beauty of what we do is that we're open 24 hours a day. Respondents can take the test at their leisure. When our invitations come, the recipients respond when they want to within the time frame of that particular survey. Typical callout is expensive and getting more expensive every day. Why? Simple: It's much harder to find people on the phone who fit the criteria of the client station. There are also things like caller ID and call blocking that are making it harder to get through to possible participants.

You also face the multitude of telemarketers who are bombarding people at home and bothering them. People are simply hanging up. You

also have distractions at home that you don't have on the Internet. Our respondents are focused and actively taking our test; they aren't forced to do so. They are the ones who sought us out, not the other way around. Our respondents are passionate about music. They feel like they finally have a voice. This shows up in verbalisms over and over again. They love our service and are extremely excited about participating. They don't get paid for it, although there are drawings for prizes. They love doing it.

**R&R: What are some other thoughts about traditional callout vs. Internet testing?**

**BR:** Traditional callout, auditorium tests and focus groups started out with programmers making calls and polling their listeners as to what they really wanted from their favorite station. No one was accredited then, and many highly successful stations continue to win today with the same basement research operations. At every convention someone says, "All you need to do to win is give the audience what they want." RateTheMusic.com is simply another way of finding out what that is.

Continued on Page 53

## RateTheMusic Station Lineup

Stations currently using or beta-testing the RateTheMusic.com system include:

KIIS-FM/Los Angeles  
KKRZ (Z100)/Portland  
WHTZ (Z100)/New York  
Capital Radio/London  
WXXL/Orlando  
WSSR/Tampa  
KDWB/Minneapolis  
KTCZ/Minneapolis  
KEEY/Minneapolis  
KQKQ/Omaha  
WABB/Mobile

KKBQ/Houston  
WSOC/Charlotte  
KBKS/Seattle  
WDCG/Raleigh  
WBTT/Dayton  
WPXY/Rochester, NY  
WXRK/New York  
WPRO-FM/Providence  
WILD/Oklahoma City  
Midwest Communications  
Southern Minnesota Group



## EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES February 18, 2000

CALLOUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of January 23-29.

ARTIST TITLE LABEL(S)	CHR/POP TOTAL AVERAGE				TOTAL % FAMILIARITY	TOTAL % H/P	DEMOGRAPHICS			REGIONS			
	TW	LW	2W	3W			WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
➔ LONESTAR Amazed (BNA)	3.83	3.84	3.87	3.90	68.7	15.4	3.87	3.71	3.88	3.78	3.86	3.85	3.58
'N SYNC Bye Bye Bye (Jive)	3.82	3.81	—	—	73.4	15.4	4.15	3.87	3.99	3.78	3.91	3.97	3.63
➔ FAITH HILL Breathe (Warner Bros.)	3.78	3.73	3.83	3.72	58.8	8.4	3.81	3.77	3.95	3.45	3.85	3.86	3.88
BLINK-182 All The Small Things (MCA)	3.75	3.79	4.01	3.77	78.7	19.9	4.04	3.85	3.29	3.58	3.77	3.74	3.94
CHRISTINA AGUILERA What A Girl Wants (RCA)	3.75	3.68	3.78	3.67	84.6	28.3	3.95	3.89	3.52	3.78	3.88	3.81	3.53
BRIAN MCKNIGHT Back At One (Motown/Universal)	3.69	3.53	3.67	3.57	87.3	32.3	3.84	3.58	3.62	3.81	3.78	3.59	3.88
➔ MONTELL JORDAN Get It On...Tonite (Def Soul/IDJMG)	3.68	3.68	—	—	48.8	7.7	3.75	3.58	3.88	3.67	3.88	3.98	3.67
BACKSTREET BOYS Show Me The Meaning Of Being Lonely (Jive)	3.65	3.65	3.72	3.78	79.9	22.8	3.73	3.55	3.64	3.36	3.79	3.84	3.61
SAVAGE GARDEN Know (Loved You) (Columbia)	3.65	3.71	3.78	3.75	87.3	28.6	3.88	3.88	3.67	3.28	3.97	3.64	3.84
➔ CREED Higher (Wind-up)	3.62	3.57	3.79	3.73	55.6	14.1	3.81	3.78	3.44	3.66	3.56	3.73	3.52
TRAIN Meet Virginia (Arista/Columbia)	3.61	3.55	3.77	3.63	82.3	15.9	3.84	3.82	3.85	3.74	3.55	3.57	3.58
➔ STROKES Little Black Backpack (Cherry/Universal)	3.60	3.57	3.61	3.52	48.8	7.9	3.83	3.83	3.18	3.71	3.88	3.31	3.89
SPYGLASS FIRE Blue (Da Da Doe) (Republic/Universal)	3.52	3.41	3.53	3.48	78.3	25.8	3.88	3.81	3.51	3.48	3.83	3.45	3.57
BLAQUE Bring It All To Me (Track Masters/Columbia)	3.51	3.51	3.67	3.54	78.2	26.1	3.72	3.47	3.16	3.63	3.56	3.34	3.58
JESSICA SIMPSON I Wanna Love You Forever (Columbia)	3.48	3.24	3.33	3.38	61.8	15.8	3.81	3.34	3.24	3.44	3.62	3.81	3.48
SANTANA (ROB THOMAS) Smooth (Arista)	3.47	3.65	3.78	3.85	88.8	37.2	3.38	3.29	3.74	3.45	3.85	3.16	3.58
WHITNEY HOUSTON My Love Is Your Love (Arista)	3.45	3.28	3.34	3.28	84.3	19.8	3.98	3.15	3.33	3.88	3.72	3.84	3.38
FOO FIGHTERS Learn To Fly (Roswell/RCA)	3.42	3.28	3.48	3.39	83.3	18.1	3.51	3.27	3.48	3.38	3.48	3.21	3.75
INDIAN RAY Falls Apart (Star Line) (Capitol)	3.42	3.41	3.58	3.23	88.3	18.8	3.88	3.88	2.88	3.17	3.82	3.48	3.82
CELINE DION That's The Way It Is (550 Music/Epic)	3.41	3.52	3.59	3.48	88.8	28.8	3.88	3.24	3.23	3.28	3.58	3.35	3.42
WHITNEY HOUSTON From The Bottom Of My Broken Heart (Arista)	3.40	3.33	3.48	—	83.8	18.4	3.88	3.88	3.38	3.28	3.82	3.48	3.38
THIRD EYE BLIND Never Let You Go (Elektra/EEG)	3.38	3.44	—	—	48.4	11.4	3.45	3.47	3.14	3.21	3.88	2.88	3.78
SHANE DOUGLAS Then The Morning Comes (Arista)	3.38	3.38	3.41	3.34	73.3	27.3	3.21	3.38	3.82	3.38	3.38	3.28	3.38
FILTER Take A Picture (Reprise)	3.38	3.38	3.48	3.28	83.8	18.8	3.25	3.34	3.33	3.38	3.23	3.82	3.85
COUNTING CROWS Hangarwall (DGC/Corbin)	3.38	3.38	3.37	3.27	87.3	15.4	3.88	3.28	3.28	3.27	3.48	3.16	3.17
ENRIQUE IGLESIAS The Rhythm Divine (Interscope)	3.18	3.25	3.48	3.28	71.8	28.8	3.12	3.14	3.33	2.97	3.37	3.85	3.34
MARC ANTHONY I Need To Know (Columbia)	3.17	3.28	3.44	3.28	78.8	36.7	2.88	3.18	3.82	2.84	3.35	3.84	3.38
JENNIFER LOPEZ Waiting For Tonight (Work/Epic)	3.16	3.22	3.27	3.17	88.4	48.9	3.22	3.15	3.18	2.94	3.45	2.89	3.35
LON MESA Tricky, Tricky (RCA)	3.08	3.22	3.36	—	85.8	18.1	3.38	2.77	2.18	3.88	2.88	3.88	3.38

### CALLOUT AMERICA® Hot Scores

By ANTHONY ACAMPORA

The first batch of fall '99 ratings for CHR/Pop stations looks terrific — and strong music is no doubt a great contributor. The pop chart is thriving with music that has crossed over from several formats and some that has come from within.

"Amazed" by Lonestar (BNA) racks up its seventh week atop Callout America. "Amazed" is testing across the board, ranking fourth with teens, third 18-24 and second 25-34.

Along with Lonestar, another Country crossover is "Breathe" by Faith Hill (Warner Bros.). The song has posted four solid weeks of scores — ranking third overall, second 18-24 and first 25-34.

The No. 1 Alternative smash from Blink-182, "All The Small Things" (MCA), remains a consistent top five-researching song. "All" is fourth overall, second with teens and sixth 25-34.

Another top five Alternative hit is "Little Black Backpack" by Strokes9 (Cherry/Universal). "Backpack" ranks sixth with teens and seventh 18-24 among CHR/Pop partisans.

Coming from the Urban and CHR/Rhythmic formats is Montell Jordan's "Get It On...Tonite" (Def Soul/IDJMG). "Get" is seventh overall and ranks top 10 in all three key demos: eighth with teens, tenth 18-24 and third 25-34 as a Hit Potential track. The song is being powered by WKSS/Hartford and WKSE/Bufalo.

A song that topped the Rock and Active Rock charts for over three months is "Higher" by Creed (Wind-up). "Higher" has consistently pulled favorable scores from adult women, and this week it becomes the top-testing song among women 18-24. The song is in power rotation in San Antonio, Seattle and Little Rock.

And let's not forget the indigenous CHR/Pop artists: 'N Sync is a solid second overall with "Bye Bye Bye" (Jive), while Christian Aguilera (RCA) and the Backstreet Boys (Jive) both rank in the top 10 this week.

Total sample size is 400 respondents with a +/-5 margin of error. Total average favorability estimates are based on a scale of 1-5 (1 = dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total H/P represents the number of respondents who said they are tired of hearing the song. Songs must reach 40% familiarity before they appear in print. Hit Potential (HP) represents songs that have yet to chart in the top 25 on R&R's CHR/Pop chart. Sample composition is based on females aged 12-34, who responded favorably to a CHR/Pop musical montage in the following regions and markets: EAST: Baltimore, Boston, Long Island, New York, Philadelphia, Pittsburgh, Providence, Washington, DC. SOUTH: Atlanta, Dallas, Houston, Miami, San Antonio, Tampa. MIDWEST: Chicago, Cincinnati, Cleveland, Columbus, Detroit, Kansas City, Milwaukee, Minneapolis, St. Louis. WEST: Los Angeles, Phoenix, Portland, Sacramento, San Diego, San Francisco, Seattle. © 2000, R&R Inc.

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# R&R CHR/Pop Top 50

February 18, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (M)	WEEKS ON CHART	TOTAL STATIONS ADDED
3	1	BACKSTREET BOYS Show Me The Meaning Of... (Jive)	8991	+321	899042	8	164/0
1	2	CHRISTINA AGUILERA What A Girl Wants (RCA)	8976	-382	929077	13	159/0
2	3	SAVAGE GARDEN I Knew I Loved You (Columbia)	8936	-261	932790	19	161/0
6	4	'N SYNC Bye Bye Bye (Jive)	8147	+1082	904247	5	163/1
4	5	EIFFEL 65 Blue (Da Ba Dee) (Republic/Universal)	7956	-590	818384	11	161/0
8	6	CELINE DION That's The Way It Is (550 Music/Epic)	7564	+541	775501	15	159/2
5	7	BLAQUE Bring It All To Me (Track Masters/Columbia)	7150	+75	752404	16	141/1
7	8	SMASH MOUTH Then The Morning Comes (Interscope)	6129	-907	523211	17	154/0
9	9	SANTANA F/ROB THOMAS Smooth (Arista)	5897	-692	672416	31	152/0
11	10	SUGAR RAY Falls Apart (Run Away) (Lava/Atlantic)	5601	+170	536582	9	156/0
14	11	THIRD EYE BLIND Never Let You Go (Elektra/EEG)	5516	+595	510051	6	156/0
10	12	BRIAN MCKNIGHT Back At One (Motown/Universal)	5269	-579	579362	23	145/0
15	13	BLINK-182 All The Small Things (MCA)	5168	+305	565155	11	150/1
16	14	FILTER Take A Picture (Reprise)	4968	+188	460389	10	151/0
12	15	MARC ANTHONY I Need To Know (Columbia)	4671	-586	492121	25	142/0
13	16	WHITNEY HOUSTON My Love Is Your Love (Arista)	4006	-962	422346	19	127/0
17	17	BRITNEY SPEARS From The Bottom Of My... (Jive)	3982	-449	358999	7	154/0
21	18	LONESTAR Amazed (BNA)	3906	+649	474215	7	116/10
19	19	SONIQUE It Feels So Good (Republic/Universal)	3894	+483	443267	5	142/6
18	20	TRAIN Meet Virginia (Aware/Columbia)	3564	-304	353065	27	120/0
22	21	TLC Dear Lie (LaFace/Arista)	3534	+278	318089	6	140/1
23	22	VERTICAL HORIZON Everything You Want (RCA)	3474	+310	296209	10	134/4
25	23	SANTANA F/PRODUCT G&B Maria Maria (Arista)	3340	+507	386929	8	140/8
Breaker	24	MADONNA American Pie (Maverick/WB)	3239	+1352	385195	2	153/6
Breaker	25	KID ROCK Only God Knows Why (Top Dog/Lava/Atlantic)	3090	+733	278715	3	144/4
20	26	ENRIQUE IGLESIAS The Rhythm Divine (Interscope)	2722	-680	311593	14	114/0
Breaker	27	AMBER Sexual (Li Da Di) (Tommy Boy)	2505	+84	337646	10	101/3
33	28	MANDY MOORE Candy (550 Music/Epic)	2441	+215	231292	17	120/7
31	29	MARIAH CAREY/JOE & 98 DEGREES Thank God... (Columbia)	2425	+131	319502	9	101/0
28	30	FOO FIGHTERS Learn To Fly (Roswell/RCA)	2414	-365	218649	13	112/0
24	31	JENNIFER LOPEZ Waiting For Tonight (Work/Epic)	2335	-644	239431	20	134/0
35	32	FAITH HILL Breathe (Warner Bros.)	2211	+497	181649	3	124/10
36	33	MACY GRAY I Try (Epic)	2091	+400	248589	4	122/9
26	34	LOU BEGA Tricky, Tricky (RCA)	1996	-835	173292	9	115/0
38	35	DESTINY'S CHILD Say My Name (Columbia)	1958	+457	234080	3	61/12
32	36	COUNTING CROWS Hangin'around (DGC/Geffen)	1749	-506	167568	15	96/0
43	37	JENNIFER LOPEZ Feelin' So Good (Work/Epic)	1641	+494	141642	2	104/10
40	38	CREED Higher (Wind-up)	1637	+272	128530	4	74/2
Debut	39	RICKY MARTIN F/MEJA Private Emotion (C2/Columbia)	1481	+659	138396	1	100/6
39	40	WILL SMITH Freakin' It (Columbia)	1410	-8	137789	4	80/1
37	41	BLESSID UNION OF SOULS Standing At The Edge Of... (Push/V2)	1251	-388	128321	17	78/0
42	42	BOSSON We Live (Capitol)	1227	+50	117129	4	82/1
48	43	MONTELL JORDAN Get It On...Tonite (Def Soul/IDJMG)	1194	+206	129969	2	77/13
Debut	44	BLOODHOUND GANG The Bad Touch (Republic/Geffen)	1119	+528	116338	1	96/21
47	45	EDWIN MCCAIN Go Be Young (Lava/Atlantic)	1064	+15	103779	4	75/2
41	46	LFO Girl On TV (Arista)	1013	-295	115850	18	82/0
49	47	OL' DIRTY BASTARD Got Your Money (Elektra/EEG)	931	+19	129455	3	46/0
46	48	IMX Stay The Night (MCA)	900	-151	114286	7	45/0
45	49	STROKES Little Black Backpack (Cherry/Universal)	880	-223	92064	16	69/0
50	50	JUVENILE Back That Thang Up (Cash Money/Universal)	869	+12	119166	12	44/0

## Most Added.

ARTIST TITLE LABEL(S)	ADDS
HOKU Another Dumb Blonde (Geffen)	57
JESSICA RIDDLE Even Angels Fall (Hollywood)	40
MARC ANTHONY You Sang To Me (Columbia)	38
MYTOWN Now That I Found You (Cherry/Universal)	28
PINK There You Go (LaFace/Arista)	24
BLOODHOUND GANG The Bad Touch (Republic/Geffen)	21
M2M Mirror Mirror (Atlantic)	16
MONTELL JORDAN Get It On...Tonite (Def Soul/IDJMG)	13
WESTLIFE Swear It Again (Arista)	13
DESTINY'S CHILD Say My Name (Columbia)	12

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MADONNA American Pie (Maverick/WB)	+1352
'N SYNC Bye Bye Bye (Jive)	+1082
KID ROCK Only God... (Top Dog/Lava/Atlantic)	+733
RICKY MARTIN F/MEJA Private... (C2/Columbia)	+659
LONESTAR Amazed (BNA)	+649
THIRD EYE BLIND Never Let You Go (Elektra/EEG)	+595
MARC ANTHONY You Sang To Me (Columbia)	+549
CELINE DION That's The Way It Is (550 Music/Epic)	+541
BLOODHOUND GANG The Bad... (Republic/Geffen)	+528
SANTANA F/PRODUCT G&B Maria Maria (Arista)	+507

## Breakers.

MADONNA		American Pie (Maverick/WB)		CHART
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS			
3239/1352	153/6			21

KID ROCK		Only God Knows Why (Top Dog/Lava/Atlantic)		CHART
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS			
3090/733	144/4			25

AMBER		Sexual (Li Da Di) (Tommy Boy)		CHART
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS			
2505/84	101/3			27

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

164 CHR/Pop reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 2/6-Saturday 2/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 2500 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.



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Top 40 Adult Monitor: d 39\*

Modern A/C Monitor: 33\* -29\*

Callout America: #1 18-24/Top 10 overall



## New & Active

**MARC ANTHONY** You Sang To Me (Columbia)  
Total Plays: 789, Total Stations: 95, Adds: 30

**LENNY KRAVITZ** I Belong To You (Virgin)  
Total Plays: 752, Total Stations: 62, Adds: 9

**A3** Woke Up This Morning (C2/Columbia)  
Total Plays: 576, Total Stations: 41, Adds: 1

**WESTLIFE** Swear It Again (Arista)  
Total Plays: 553, Total Stations: 66, Adds: 13

**PHOENIX STONE** Nothing Good About... (Universal)  
Total Plays: 541, Total Stations: 62, Adds: 6

**MISSY ELLIOTT** Hot Boyz (EastWest/EEG)  
Total Plays: 417, Total Stations: 32, Adds: 3

**SASHA** If You Believe (Reprise)  
Total Plays: 340, Total Stations: 49, Adds: 11

**R-ANGELS** I Need To Know (Motown/Universal)  
Total Plays: 294, Total Stations: 39, Adds: 6

**STEPS** Tragedy (Jive)  
Total Plays: 180, Total Stations: 19, Adds: 1

**M2M** Mirror Mirror (Atlantic)  
Total Plays: 172, Total Stations: 35, Adds: 16

**SPLENDER** I Think God Can Explain (C2/Columbia)  
Total Plays: 168, Total Stations: 26, Adds: 10

**PINK** There You Go (LaFace/Arista)  
Total Plays: 131, Total Stations: 28, Adds: 24

**JENNIFER BROWN** Alive (RCA)  
Total Plays: 119, Total Stations: 21, Adds: 6

**HOKU** Another Dumb Blonde (Geffen)  
Total Plays: 42, Total Stations: 59, Adds: 57

**MYTOWN** Now That I Found You (Cherry/Universal)  
Total Plays: 23, Total Stations: 29, Adds: 28

**JESSICA RIDDLE** Even Angels Fall (Hollywood)  
Total Plays: 22, Total Stations: 40, Adds: 40

Songs ranked by total plays

## Powerful Programming

Continued from Page 50

We don't consider this system to be perfect yet. It's simply another tool. This is new technology, like traditional callout was in the late '70s. While many were quick to laugh that off back then, callout has become a staple of the industry today. Winning stations wouldn't think of not having callout today. We propose that the same is true for RateTheMusic.com.

**R&R:** How does RateTheMusic Internet music testing compare with traditional callout results?

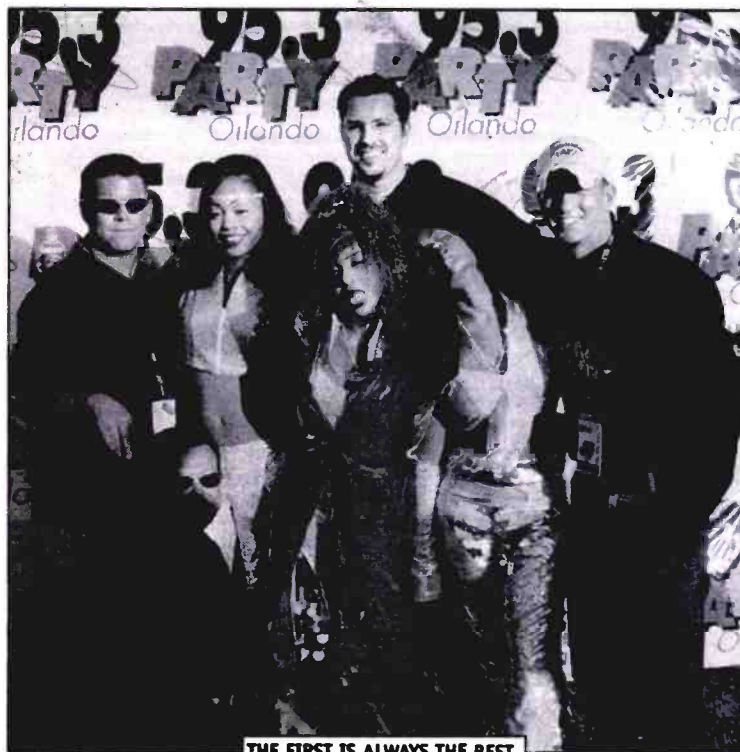
**BR:** We asked ourselves the same question. Before we put our names behind and launched the national system, we tested it and tested it again. We tracked the Internet test against traditional callout with the same songs during the same week in the same mar-

ket. The results were incredibly similar. Out of 30 songs tested in each market, there was at least a 75% correlation.

**R&R:** The sound quality of Internet audio differs depending on what hardware a user has. Does this have an effect?

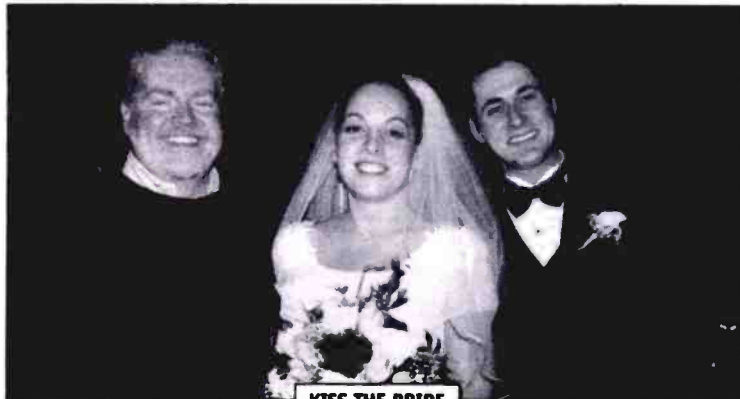
**MB:** No more so than hearing songs over the phone, as traditional callout participants have been doing for years. In fact, depending on what computer hardware the participant is using, the sound can be incredible. Among our participants to date, no one has ever mentioned this as a problem. With increased modem speeds and DSL being implemented at an incredible rate, the quality will be fantastic. In addition, it will allow us to do many other fascinating things.

Next week Richards and Bolke discuss safeguards and the programming advantages of adding Internet testing to your station.



THE FIRST IS ALWAYS THE BEST

WPYO/Orlando celebrated its first birthday with thousands of listeners and a host of special guests, including Julio Iglesias Jr., JS-16, Blaque, The Freestylers and Wyclef Jean. Pictured are (l-r) WPYO's Damion Paul, JMA's John Kilgo, Blaque, WPYO PD Phil Michaels and Bartel.



KISS THE BRIDE

WXKS/Boston PD John Ivey (l) congratulates the newlyweds, *Matty in the Morning* producer and bride Corinne Hatcher and groom Anthony Ciani. The wedding featured performances by Jeffrey Osborne and Joey McIntyre.



CAUGHT IN BIG BOY'S NEIGHBORHOOD

During a visit to Los Angeles, Virgin recording artist Kelis stopped by KPWR (Power 106) to help promote her new single, "Caught Out There." Pictured with Power 106 staffers are Kelis (center), Big Boy and (kneeling) Virgin Records' Brian Samson.



SAVE THE MUSIC

Recently the caring staff of WXXL/Orlando helped open the Orlando chapter of VH1 Save The Music with a fund-raiser by Johnny Suede (Backstreet Boys' A.J. McLean) at the Hard Rock Live in Orlando. Pictured holding a check for \$27,000 are (l-r): XL 106.7 AMD/night personality Nikki Knight, Suede and XL 106.7 evening personality Kid Cruz.



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**BROADCAST PRODUCTS**  
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ANASTACIA I'm Outta Love (Epic)  
LFO I Don't Wanna Kiss You Good Night (Arista)  
RED HOT CHILLI PEPPERS Otherside (Warner Bros.)

**CHR/POP**  
**Going For Adds 2/200**

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

**Most Played Recurrents**

February 18, 2000



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Monday 2/7. © 2000, R&R Inc.

- BETH HART L.A. Song
- GIN BLOSSOMS Hey Jealousy
- SIXPENCE NONE THE RICHER There She Goes
- TRAIN Meet Virginia
- K-CI & JOJO All My Life
- SMASH MOUTH Then The Morning Comes
- FINNA APPLE Criminal
- COUNTING CROWS Hangaround
- CAPTAIN HOLLYWOOD More And More
- MATCHBOX 20 Back 2 Good
- MADONNA American Pie
- GOO GOO DOLLS Slide
- TAL BACHMAN She's So High
- BLESSID UNION OF SOULS Let Me Be The One

**8pm**

- WALLFLOWERS 6th Avenue Heartache
- TRAIN Meet Virginia
- BETH HART L.A. Song
- AEROSMITH What It Takes
- GINA G Ooh Ahh... Just A Little Bit
- MATCHBOX 20 Back 2 Good
- FILTER Take A Picture
- NATALIE IMBRUGLIA Wishing I Was There
- THIRD EYE BLIND Never Let You Go
- GOO GOO DOLLS Iris
- CULTURE BEAT Mr. Vain
- COUNTING CROWS Hangaround
- SUGAR RAY Falls Apart (Run Away)
- WYOY/JACKSON

**4pm**

- WALLFLOWERS 6th Avenue Heartache
- TRAIN Meet Virginia
- BETH HART L.A. Song
- AEROSMITH What It Takes
- GINA G Ooh Ahh... Just A Little Bit
- MATCHBOX 20 Back 2 Good
- FILTER Take A Picture
- NATALIE IMBRUGLIA Wishing I Was There
- THIRD EYE BLIND Never Let You Go
- GOO GOO DOLLS Iris
- CULTURE BEAT Mr. Vain
- COUNTING CROWS Hangaround
- SUGAR RAY Falls Apart (Run Away)
- WYOY/JACKSON

**11am**

- WALLFLOWERS 6th Avenue Heartache
- TRAIN Meet Virginia
- BETH HART L.A. Song
- AEROSMITH What It Takes
- GINA G Ooh Ahh... Just A Little Bit
- MATCHBOX 20 Back 2 Good
- FILTER Take A Picture
- NATALIE IMBRUGLIA Wishing I Was There
- THIRD EYE BLIND Never Let You Go
- GOO GOO DOLLS Iris
- CULTURE BEAT Mr. Vain
- COUNTING CROWS Hangaround
- SUGAR RAY Falls Apart (Run Away)
- WYOY/JACKSON

- BLINK-182 What's My Age Again
- AMBER SEXUAL (La Da Di)
- SMASH MOUTH Then The Morning Comes
- MARC ANTHONY I Need To Know
- SANTANA/ROB THOMAS Smooth
- KID ROCK Only God Knows Why
- CHRISTINA AGUILERA Genie In A Bottle
- CELINE DION That's The Way It Is
- SUGAR RAY Someday
- TLC Dear Lie
- FOO FIGHTERS Learn To Fly
- SAVAGE GAROEN I Knew I Loved You

**8pm**

- CHRISTINA AGUILERA Genie In A Bottle
- FOO FIGHTERS Learn To Fly
- LONESTAR Amazed
- COUNTING CROWS Hangaround
- CREED Higher
- WALLFLOWERS One Headlight
- MACY GRAY I Try
- VERTICAL HORIZON Everything You Want
- GOO GOO DOLLS Black Balloon

**4pm**

- STRONG9 Little Black Back Pack
- CITIZEN KING Better Days (And Then The...)
- MADONNA American Pie
- COUNTING CROWS Hangaround
- MARCY PLAYGROUND Sex & Candy
- CELINE DION That's The Way It Is
- LIT My Own Worst Enemy
- BACKSTREET BOYS Show Me The Meaning Of
- VERTICAL HORIZON Everything You Want
- MACY GRAY I Try
- SUBLIME What I Got
- FASTBALL The Way

**11am**

- STRONG9 Little Black Back Pack
- CITIZEN KING Better Days (And Then The...)
- MADONNA American Pie
- COUNTING CROWS Hangaround
- MARCY PLAYGROUND Sex & Candy
- CELINE DION That's The Way It Is
- LIT My Own Worst Enemy
- BACKSTREET BOYS Show Me The Meaning Of
- VERTICAL HORIZON Everything You Want
- MACY GRAY I Try
- SUBLIME What I Got
- FASTBALL The Way

**TUNED-IN**  
CHR/POP

R&R/MEDIABASE 24/7







# CHR/Pop Playlists

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

**MARKET #1**

**WHTZ/New York**  
Clear Channel  
(212) 239-2300  
Pietras/Kelly/Bryant  
12+ Cume 2,819,200



**PLAYS**

LP	TR	ARTIST/TITLE	© (999)
72	70	NSYNC/Bye Bye Bye	91960
72	73	SAVAGE GARDEN/Knew I Loved You	88330
72	78	CHRISTINA AGUILERA/What A Girl Wants	86330
49	66	CELINÉ DION/That's The Way It Is	79560
47	65	BLIQUE/Bring It All To Me	79520
68	62	BACKSTREET BOYS/Show Me	75020
75	61	BLINK-182/All The Small Things	73810
56	60	LONGSTAFF/Amazed	67760
52	63	AMBER/Small (L) Da Da	63320
51	62	SANTANA/FROB THOMAS/Smooth	52020
51	61	BRIAN MCKENIGHT/Back At One	49610
31	66	EFFEL 65/Blue (Da Ba Dee)	43540
31	61	SUGAR RAY/Falls Apart (Part. 1)	37510
30	63	MADONNA/American Pie	36320
29	60	MARIC ANTHONY/Need To Know	35090
29	60	BRITNEY SPEARS/From The Bottom...	35080
29	60	WHITNEY HOUSTON/My Love Is Your Love	33880
29	60	ALICE DEE/Jay's Back (Part. 1)	33880
29	60	JESSICA SIMPSON/Wanna Love You...	33880
29	60	MACY GRAV/Try	33880
17	77	JAY-Z/AMBI AND JACAN/Get It...	32670
22	76	LAWRIE HILL/Can't Take My Eyes Off You	31460
22	76	ENRIQUE IGLESAS/That's The Way It Is	31460
22	76	SONIQUE/Feeels So Good	30250
23	74	SANTANA/FROB THOMAS/Smooth	29240
22	74	THIRD EYE BLIND/Never Let You Go	29040
19	73	CHRISTINA AGUILERA/Genie In A Bottle	27830
19	73	BRITNEY SPEARS/From The Bottom...	27830
19	73	MARIC ANTHONY/Need To Know	26820
19	73	MADONNA/American Pie	26820
19	73	TLC/Over Lie	24200
19	73	KID ROCK/Only God Knows Why	22890
19	73	RICKY MARTIN/Fiesta/Amor Privado (Emotion)	21780
17	72	WILL SMITH/Willie So Good	20570
17	72	JENNIFER LOPEZ/Waiting For Tonight	20570
17	72	JAY-Z/AMBI AND JACAN/Get It...	18150
17	72	ENRIQUE IGLESAS/That's The Way It Is	18150
17	72	MARIC ANTHONY/Need To Know	18150
17	72	FABOY SL/Baby One More Time	16940
14	71	TRINITY FARR/Wanna Love You...	16940

**MARKET #2**

**KISS 102.7**  
Clear Channel  
(818) 945-1027  
Kelsey/Sisko  
12+ Cume 1,822,300

**PLAYS**

LP	TR	ARTIST/TITLE	© (999)
64	66	EFFEL 65/Blue (Da Ba Dee)	75225
54	61	MARIC ANTHONY/Need To Know	71855
78	69	CHRISTINA AGUILERA/What A Girl Wants	70800
63	77	NSYNC/Bye Bye Bye	68145
81	71	BLIQUE/Bring It All To Me	62635
47	64	SAVAGE GARDEN/Knew I Loved You	38940
33	60	SANTANA/FROB THOMAS/Smooth	35400
33	60	SONIQUE/Feeels So Good	35400
36	77	SMASH MOUTH/When The Morning...	22745
43	60	MADONNA/American Pie	31860
37	60	BACKSTREET BOYS/Show Me	30875
31	60	BOSSONNA/Amazed	30875
41	64	AMBER/Small (L) Da Da	30090
35	67	ENRIQUE IGLESAS/That's The Way It Is	29245
40	62	LOUIE BLAKE/Bring It All To Me	28320
27	61	SUGAR RAY/Falls Apart (Part. 1)	27430
28	61	PINK/Through The Eyes	27430
33	60	GOO GOO DOLLS/Slide	26860
35	67	SMASH MOUTH/When The Morning...	22745
30	60	SANTANA/FROB THOMAS/Smooth	24780
47	67	BRIAN MCKENIGHT/Back At One	23885
27	60	BLINK-182/All The Small Things	23010
26	60	BRITNEY SPEARS/From The Bottom...	23010
25	60	CELINÉ DION/That's The Way It Is	22745
25	60	JENNIFER LOPEZ/Waiting For Tonight	22745
26	60	CELINÉ DION/That's The Way It Is	22745
21	60	THIRD EYE BLIND/Never Let You Go	20355
4	60	LENNY KRAMITZ/Amazons	17700
35	60	DESTINY'S CHILD/Say My Name	17700
18	60	MARIC ANTHONY/Need To Know	17700
16	60	SMASH MOUTH/Star	15630
13	60	DESTINY'S CHILD/Say My Name	15630
13	60	LENNY KRAMITZ/Amazons	15630
13	60	MACY GRAV/Try	15630
13	60	SISQO/Get To Get It	15630
20	60	BRITNEY SPEARS/You Drive Me Crazy	14140
19	60	WIZ KALONJI/My Girlz Are	13275
19	60	SOPIE/...That's The Way It Is	13275
20	60	ROBBIE WILLIAMS/Save Me	13275
27	60	NSYNC/Sometimes Someday	13275

**MARKET #3**

**92.5 KISS**  
Clear Channel  
(312) 573-9400  
Shelby/Legg  
12+ Cume 882,200

**PLAYS**

LP	TR	ARTIST/TITLE	© (999)
91	80	BLINK-182/All The Small Things	91800
89	80	CELINÉ DION/That's The Way It Is	90775
91	80	SAVAGE GARDEN/Knew I Loved You	89715
91	80	SMASH MOUTH/When The Morning...	89715
68	62	EFFEL 65/Blue (Da Ba Dee)	82640
56	61	VERTICAL HORIZON/Everything You Want	82620
56	60	COURTNEY CROUCH/Amazons	80580
52	60	GOOSE/That's The Way It Is	87320
62	62	CHRISTINA AGUILERA/What A Girl Wants	67320
63	62	SUGAR RAY/Falls Apart (Part. 1)	64230
63	62	MACY GRAV/Try	64230
76	61	BRIAN MCKENIGHT/Back At One	62114
59	60	FILTER/Take A Picture	58222
66	67	BLIQUE/Bring It All To Me	58222
60	67	NSYNC/Bye Bye Bye	58124
30	60	FOOTFIGHTERS/Learn To Fly	56110
32	61	MADONNA/American Pie	52027
32	60	SANTANA/FROB THOMAS/Smooth	52027
46	62	AMBER/Small (L) Da Da	42865
38	60	PET SHOP BOYS/New York City Boy	40880
38	60	THIRD EYE BLIND/Never Let You Go	40880
38	60	FAITH HILL/Smash	35770
38	60	BRITNEY SPEARS/From The Bottom...	35770
38	60	TLC/Over Lie	34680
26	60	MANDY MOORE/Candy	28560
18	60	KID ROCK/Only God Knows Why	27540
57	19	WHITNEY HOUSTON/My Love Is Your Love	19300
18	60	SANTANA/FROB THOMAS/Smooth	18300
17	60	BLINK-182/All The Small Things	17340
16	60	GOO GOO DOLLS/Slide	16320
13	60	LOUIE BLAKE/Bring It All To Me	16320
13	60	FASTBALL/What's The Way It Is	15300
13	60	SUGAR RAY/Falls Apart (Part. 1)	15300
27	18	RICKY MARTIN/Fiesta/Amor Privado (Emotion)	40940
16	60	BLESSED UNION/...My Love	14280
16	60	SEMSONO/...My Love	14280
13	60	LENNY KRAMITZ/Amazons	13275
13	60	GOO GOO DOLLS/Slide	13275
15	60	CHRIS/...My Love	13275
15	60	JENNIFER LOPEZ/You Had My Love	13260

**MARKET #4**

**K202/San Francisco**  
Clear Channel  
(415) 957-0957  
Keating/Marcus D  
12+ Cume 864,800

**PLAYS**

LP	TR	ARTIST/TITLE	© (999)
62	60	CHRISTINA AGUILERA/What A Girl Wants	14827
53	60	NSYNC/Bye Bye Bye	14674
59	64	SAVAGE GARDEN/Knew I Loved You	13682
55	64	KUMINA KING/SU Don't Love Me	13682
60	62	IBBY/Say The Night	13156
46	62	SONIQUE/Feeels So Good	13156
39	60	JESSICA SIMPSON/Wanna Love You...	11267
52	67	BLINK-182/What's My Age Again?	11267
25	60	TLC/Over Lie	10373
65	64	SANTANA/FROB THOMAS/Smooth	11132
39	62	BLINK-182/All The Small Things	10826
33	61	DESTINY'S CHILD/Say My Name	10173
33	61	THIRD EYE BLIND/Never Let You Go	10173
35	60	MARIC ANTHONY/Need To Know	9708
35	60	SUGAR RAY/Falls Apart (Part. 1)	9708
35	60	EFFEL 65/Blue (Da Ba Dee)	9708
20	60	LORESTA/Amazed	7580
30	60	CELINÉ DION/That's The Way It Is	7580
52	60	SANTANA/FROB THOMAS/Smooth	7570
31	61	BRITNEY SPEARS/From The Bottom...	7570
11	60	JENNIFER LOPEZ/Waiting For Tonight	6877
12	60	MARIC ANTHONY/Need To Know	6877
12	60	KID ROCK/Only God Knows Why	6877
12	60	JENNIFER LOPEZ/Waiting For Tonight	6877
12	60	AMBER/Small (L) Da Da	5819
26	61	BRIAN MCKENIGHT/Back At One	5313
26	60	BRITNEY SPEARS/From The Bottom...	5313
35	60	WHITNEY HOUSTON/My Love Is Your Love	4301
35	60	ALICE DEE/Jay's Back (Part. 1)	4301
35	60	RICKY MARTIN/Fiesta/Amor Privado (Emotion)	4301
37	18	WILL SMITH/Willie So Good	3795
12	60	SONIQUE/Feeels So Good	3795
12	60	CELINÉ DION/That's The Way It Is	3795
12	60	WIZ KALONJI/My Girlz Are	3036
12	60	CHRISTINA AGUILERA/Genie In A Bottle	3036
12	60	SOPIE/...That's The Way It Is	3036
14	60	BOB MARLEY & WAILERS/Save Me	3036

**MARKET #5**

**WQOW/Petaluma**  
Clear Channel  
(810) 687-8100  
Bridgman/Morris/Newsome  
12+ Cume 849,100

**PLAYS**

LP	TR	ARTIST/TITLE	© (999)
57	70	NSYNC/Bye Bye Bye	31600
51	70	BACKSTREET BOYS/Show Me	31200
80	76	BRIAN MCKENIGHT/Back At One	30400
67	76	BLIQUE/Bring It All To Me	29800
55	80	SAVAGE GARDEN/Knew I Loved You	23200
77	84	CHRISTINA AGUILERA/What A Girl Wants	21600
48	68	SANTANA/FROB THOMAS/Smooth	19800
48	68	SONIQUE/Feeels So Good	19800
55	60	TLC/Over Lie	18400
40	62	702/Where My Girls At?	16000
43	60	SANTANA/FROB THOMAS/Smooth	16000
43	60	BLINK-182/All The Small Things	16000
43	60	MADONNA/American Pie	14400
43	60	MARIC ANTHONY/Need To Know	14000
35	60	KID ROCK/Only God Knows Why	14000
35	60	MARIC ANTHONY/Need To Know	14000
35	60	WHITNEY HOUSTON/My Love Is Your Love	14000
35	60	ALICE DEE/Jay's Back (Part. 1)	14000
35	60	JESSICA SIMPSON/Wanna Love You...	12000
25	60	BRITNEY SPEARS/From The Bottom...	12400
44	67	EFFEL 65/Blue (Da Ba Dee)	10800
17	64	SUGAR RAY/Falls Apart (Part. 1)	9800
25	62	CELINÉ DION/That's The Way It Is	9800
25	62	JENNIFER LOPEZ/Waiting For Tonight	8800
18	60	MARIC ANTHONY/Need To Know	8400
20	61	MACY GRAV/Try	8400
15	60	TLC/Over Lie	7600
15	60	JENNIFER LOPEZ/Waiting For Tonight	7600
15	60	WHITNEY HOUSTON/My Love Is Your Love	6800
15	60	LIT AM/Don't Waste Emotion	6400
20	60	JESSICA SIMPSON/Wanna Love You...	6000
18	60	WILL SMITH/Willie So Good	6000
18	60	CHRISTINA AGUILERA/Genie In A Bottle	5600
8	60	BRITNEY SPEARS/From The Bottom...	5200
12	60	SONIQUE/Feeels So Good	4800
12	60	KID ROCK/Only God Knows Why	4800
12	60	BLINK-182/All The Small Things	4800
12	60	EVERLAST/What's The Way It Is	4000
14	60	GOO GOO DOLLS/Slide	4000

**MARKET #6**

**WTKS/Dallas-Ft. Worth**  
Clear Channel  
(214) 891-3400  
Cook/Lambert  
12+ Cume 768,300

**106.1 KISS FM**

**PLAYS**

LP	TR	ARTIST/TITLE	© (999)
61	62	CHRISTINA AGUILERA/What A Girl Wants	25660
66	60	NSYNC/Bye Bye Bye	24840
55	54	SAVAGE GARDEN/Knew I Loved You	22770
54	54	EFFEL 65/Blue (Da Ba Dee)	22355
52	60	BRIAN MCKENIGHT/Back At One	21520
50	60	SANTANA/FROB THOMAS/Smooth	20780
49	60	LORESTA/Amazed	20290
47	60	BACKSTREET BOYS/Show Me	19458
47	60	BLIQUE/Bring It All To Me	19458
47	60	WILL SMITH/Willie So Good	19458
45	60	702/Where My Girls At?	19044
45	60	LENS/Small My Sunshine	18630
45	60	MARIC ANTHONY/Need To Know	18630
45	60	SONIQUE/Feeels So Good	18216
45	60	DESTINY'S CHILD/Say My Name	17388
42	60	TLC/Over Lie	16974
35	60	KUMINA KING/SU Don't Love Me	15732
35	60	BLINK-182/All The Small Things	14904
31	61	CELINÉ DION/That's The Way It Is	12824
28	60	KID ROCK/Only God Knows Why	12824
40	60	MADONNA/American Pie	10560
34	60	SMASH MOUTH/Star	9936
24	60	JUNGLE BROTHERS/Freezin'	9936
22	60	112/Anywhere	9108
20	61	K-C & JORDAN/It's Not That Hard	8796
19	60	SANTANA/FROB THOMAS/Smooth	7866
18	60	JAY-Z/AMBI AND JACAN/Get It...	7452
18	60	PUFF DADDY/Kelly Rowland	7452
17	60	JENNIFER LOPEZ/Waiting For Tonight	7038
16	60	BRANDY/Amazed	6924
16	60	JAY-Z/AMBI AND JACAN/Get It...	6204
15	60	BRANDY/Amazed	6210
15	60	702/Where My Girls At?	6210
15	60	TLC/Over Lie	6210
14	60	LAWRIE HILL/Can't Take My Eyes Off You	5796
14	60	BRITNEY SPEARS/From The Bottom...	5796
13	60	ALICE DEE/Jay's Back (Part. 1)	5382
13	60	MARIC ANTHONY/Need To Know	5382
12	60	PRAS MICHEL/F.O.B. (Ghetto Superior)	4958
12	60	BRITNEY SPEARS/From The Bottom...	4958
12	60	BOSSONNA/Amazed	4958

**MARKET #7**

**WDRQ/Detroit**  
ABC  
(248) 354-9300  
Rivers/Love/Lund  
12+ Cume 613,200

**WDRQ 93.1 FM**

**PLAYS**

LP	TR	ARTIST/TITLE	© (999)
86	87	SAVAGE GARDEN/Knew I Loved You	23838
86	87	SONIQUE/Feeels So Good	23838
72	80	NSYNC/Bye Bye Bye	23290
87	76	BACKSTREET BOYS/Show Me	20824
95	72	CHRISTINA AGUILERA/What A Girl Wants	19720
40	60	BLIQUE/Bring It All To Me	18632
51	63	SANTANA/FROB THOMAS/Smooth	17262
45	60	BRIAN MCKENIGHT/Back At One	16440
73	60	CELINÉ DION/That's The Way It Is	15070
51	61	EFFEL 65/Blue (Da Ba Dee)	13274
45	63	SMASH MOUTH/When The Morning...	11782
39	61	SANTANA/FROB THOMAS/Smooth	11234
48	61	ENRIQUE IGLESAS/That's The Way It Is	11234
48	61	MANDY MOORE/Candy	10960
35	60	DESTINY'S CHILD/Say My Name	10960
33	64	THIRD EYE BLIND/Never Let You Go	9316











R&R Hip Hop Top 20 February 18, 2000

Table with columns: LW, TW, ARTIST TITLE LABEL(S), TOTAL PLAYS, TOTAL STATIONS, ADDS. Lists top 20 hip hop songs.

66 CHR/Rhythmic and 83 Urban reporters combine into a custom chart. Hip Hop titles are ranked by total plays for the airplay week of Sunday 2/6-Saturday 2/12.

Now & Active

Table listing 'Now & Active' songs with columns: ARTIST TITLE LABEL(S), TOTAL PLAYS, TOTAL STATIONS, ADDS.

Songs ranked by total plays

CHR/Rhythmic Reporters Stations and their adds listed alphabetically by market

Large grid of market reports for CHR/Rhythmic stations across various cities, listing station names, reporters, and song adds.

\* = Mediabase 24/7 monitored

66 Total Reporters
66 Current Reporters
66 Current Playlists



# R&R CHR/Rhythmic Top 50

February 18, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (M)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	DESTINY'S CHILD Say My Name (Columbia)	3756	-24	521055	9	65/0
2	2	CHRISTINA AGUILERA What A Girl Wants (RCA)	3037	-27	421952	12	53/0
3	3	MONTELL JORDAN Get It On...Tonight (Def Soul/IDJMG)	2779	+62	374451	18	58/0
5	4	DR. DRE F/EMINEM Forgot About D.R.E. (Aftermath/Interscope)	2698	+380	441638	8	61/3
8	5	'N SYNC Bye Bye Bye (Jive)	2385	+285	303723	5	46/1
7	6	MISSY "MISDEMEANOR" ELLIOTT Hot Boyz (EastWest/EEG)	2283	+75	373159	11	62/2
4	7	BLAQUE Bring It All To Me (Track Masters/Columbia)	2145	-391	275027	24	54/0
11	8	EVE Love Is Blind (Ruff Ryders/Interscope)	2077	+144	346073	7	56/1
9	9	MARIAH CAREY/JOE & 98 DEGREES Thank God...(Columbia)	2055	-38	276586	12	55/0
6	10	EIFFEL 65 Blue (Da Ba Dee) (Republic/Universal)	1955	-300	219335	9	45/0
20	11	SISQO Thong Song (Dragon/Def Soul/IDJMG)	1878	+599	363471	3	55/5
10	12	OL' DIRTY BASTARD Got Your Money (Elektra/EEG)	1828	-201	235923	20	56/0
14	13	PINK There You Go (LaFace/Arista)	1740	+245	213890	4	51/2
13	14	SANTANA F/PRODUCT G&B Maria Maria (Arista)	1730	+44	180140	18	49/2
15	15	BACKSTREET BOYS Show Me The Meaning Of... (Jive)	1570	+121	231322	7	36/1
12	16	JUVENILE Back That Thang Up (Cash Money/Universal)	1562	-155	239971	38	56/0
18	17	SONIQUE It Feels So Good (Republic/Universal)	1471	+147	228346	6	36/0
23	18	KUMBIA KINGS U Don't Love Me (EMI Latin/Capitol)	1398	+146	123108	6	37/2
24	19	JENNIFER LOPEZ Feelin' So Good (Work/Epic)	1272	+41	148615	4	44/0
19	20	SAVAGE GARDEN I Knew I Loved You (Columbia)	1247	-65	151436	15	28/0
28	21	VOICE V When U Think About Me (MCA)	1235	+152	119839	4	33/6
Breaker	22	AALIYAH I Don't Wanna (Priority)	1178	+273	195581	3	38/6
27	23	2PAC F/OUTLAWZ Baby... (Keep...) (Amaru/Death Row/Interscope)	1170	+52	178182	6	37/0
Breaker	24	JOE I Wanna Know (Jive)	1110	+156	176969	5	43/5
22	25	TLC Dear Lie (LaFace/Arista)	1099	-174	122193	6	45/0
29	26	DMX What's My Name (Def Jam/IDJMG)	1040	+3	222864	7	43/0
25	27	DONELL JONES U Know What's Up (Untouchables/LaFace/Arista)	1022	-161	160240	17	43/0
26	28	BOB MARLEY F/LAURYN HILL Turn Your Lights... (Columbia/IDJMG)	1016	-127	126839	15	27/0
36	29	D'ANGELO Untitled...(How Does It Feel) (Cheeba Sound/Virgin)	909	+116	180924	4	40/0
21	30	SISQO Got To Get It (Dragon/Def Soul/IDJMG)	887	-389	190777	13	46/0
35	31	SNOOP DOGG PRESENTS EASTSIDAZ G'd Up (Dogghouse/TVT)	856	+49	165315	5	36/0
37	32	HOT BOYS I Need A Hot Girl (Cash Money/Universal)	850	+61	129349	3	33/1
32	33	LIMP BIZKIT N 2 Gether Now (Flip/Interscope)	790	-139	118112	16	36/0
30	34	GINUWINE None Of Ur Friends Business (550 Music/Epic)	779	-184	127917	12	29/0
38	35	WILL SMITH Freakin' It (Columbia)	693	-24	37818	4	30/0
34	36	BRITNEY SPEARS From The Bottom Of My... (Jive)	689	-211	57354	5	31/0
42	37	AMBER Sexual (Li Da Di) (Tommy Boy)	598	-10	105135	5	20/0
39	38	SOLE' 4,5,6 (DreamWorks)	562	-116	70488	18	23/0
Debut	39	BRIAN MCKNIGHT Stay Or Let It Go (Motown)	553	+253	112456	1	41/3
40	40	DR. DRE Still D-R-E (Aftermath/Interscope)	549	-92	93268	20	23/0
Debut	41	JAY-Z Anything (Roc-A-Fella/IDJMG)	523	+209	176639	1	32/30
48	42	DA BRAT That's What I'm Looking For (So So Def/Columbia)	502	+70	107125	2	23/2
49	43	BONE THUGS-N-HARMONY Resurrection (Paper...) (Ruthless/Epic)	483	+57	99034	2	22/4
46	44	ICE CUBE F/MACK 10 You Can Do It (Priority)	464	-28	82263	14	29/0
41	45	JENNIFER LOPEZ Waiting For Tonight (Work/Epic)	455	-172	83856	20	28/0
45	46	JUVENILE U Understand (Cash Money/Universal)	404	-105	87689	8	25/0
47	47	NOTORIOUS B.I.G. Notorious B.I.G. (Bad Boy/Arista)	387	-97	101831	10	29/0
44	48	JAY-Z Do It Again (Roc-A-Fella/IDJMG)	375	-153	112303	6	28/0
-	49	LIL' WAYNE Tha Block Is Hot (Cash Money/Universal)	342	-34	63515	9	21/0
-	50	SANTANA F/ROB THOMAS Smooth (Arista)	335	-4	47865	12	7/0

## Most Added.

ARTIST TITLE LABEL(S)	ADDS
JAY-Z Anything (Roc-A-Fella/IDJMG)	30
WARREN G Game Don't Wait (G-Funk/Restless)	26
CHICO DEBARGE F/JOE Listen To Your Man (Motown)	8
MARC ANTHONY You Sang To Me (Columbia)	7
BLACK ROB Whoa! (Bad Boy/Arista)	7
LIL' TROY Where's The Love (Universal)	7
AALIYAH I Don't Wanna (Priority)	6
VOICE V When U Think About Me (MCA)	6
702 Gotta Leave (Motown/Universal)	6
COCO LEE Do You Want My Love (550 Music/Epic)	6
JAGGED EDGE He Can't Love U (So So Def/Columbia)	6

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SISQO Thong Song (Dragon/Def Soul/IDJMG)	+599
DR. DRE F/EMINEM Forgot... (Aftermath/Interscope)	+380
'N SYNC Bye Bye Bye (Jive)	+285
AALIYAH I Don't Wanna (Priority)	+273
BRIAN MCKNIGHT Stay Or... (Motown/Universal)	+253
PINK There You Go (LaFace/Arista)	+245
JAY-Z Anything (Roc-A-Fella/IDJMG)	+209
702 Gotta Leave (Motown/Universal)	+181
JOE I Wanna Know (Jive)	+156
VOICE V When U Think About Me (MCA)	+152

## Breakers.

<b>AALIYAH</b>		
<b>I Don't Wanna (Priority)</b>		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1178/273	38/6	22
<b>JOE</b>		
<b>I Wanna Know (Jive)</b>		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1110/156	43/5	24

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

66 CHR/Rhythmic reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 2/6-Saturday 2/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played 21 on more stations is placed first. Breaker status is assigned to songs reaching 1000 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

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BOX #255  
MUSIC NETWORK



(Eastsideaz)!!

WARREN, DR.DRE,  
SNOOP, XZIBIT, NATE,  
JAYO FELONY,  
& TRAY DEE

Star-Studded Reunion Video, Featuring:

**A Must See!!!**

- |             |      |
|-------------|------|
| KWV & More! | KWV  |
| KFAT        | KUU  |
| KBTE        | KPSI |
| KLZK        | KHTN |
| KOBT        | KIKI |
| KK55        | K805 |
| KD65        | K5FM |
| WJFX        | K8MB |
| WCKZ        | WHHH |
| W55P        | Z90  |
| WBHJ        | KKFR |
| WOWZ        | KXJM |
| KWIN        | KYLD |
| KOHT        | KPWR |

**CROSSOVER  
MOST ADDED:**

PRODUCED BY DR. DRE  
FEATURING XZIBIT  
From The Album I WANT IT ALL



GAME DON'T WAIT

(REMIX)

**WARREN G**

WHTA WOI WHOK  
KKDA WZAK WOTJ

Over 30 Stations  
Including:

**MOST ADDED!**

**URBAN**

(GAME DON'T WAIT)

**WARREN G**



February 18, 2000

## Most Played Recurrents

**BRIAN MCKNIGHT** Back At One (Motown/Universal)

**PUFF DADDY F/R. KELLY** Satisfy You (Bad Boy/Arista)

**DESTINY'S CHILD** Bug A Boo (Columbia)

**702** Where My Girls At? (Motown/Universal)

**IMX** Stay The Night (MCA)

**BLAQUE 808** (Track Masters/Columbia)

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

**MARIAH CAREY** Heartbreaker (Columbia)

**CHRISTINA AGUILERA** Genie In A Bottle (RCA)

**112** Anywhere (Bad Boy/Arista)

**TLC** No Scrubs (LaFace/Arista)

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

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

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

**TLC** Unpretty (LaFace/Arista)

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

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

**Q-TIP** Vivrant Thing (Def Jam/IDJMG)

**GINUWINE** So Anxious (550 Music/Epic)

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

CHR/RHYTHMIC

### Going For Adds 2/22/00

**LL COOL J F/FUNKMASTER FLEX & BIG KAP III** Bomb (Def Jam/IDJMG)

## TUNED-IN

CHR/RHYTHMIC

R&amp;R/MEDIABASE 24/7



**KXJM/Portland**

**11am**

**GINUWINE** What's So Different

**MISSY ELLIOTT** Hot Boyz

**112** Only You

**BONE THUGS-N-HARMONY** Resurrection (Paper...)

**CHRISTINA AGUILERA** What A Girl Wants

**WARREN G** I Want It All

**AALIYAH** I Don't Wanna

**2 PAC (JODECI)** How Do You Want It

**BOB MARLEY F/LAURYN HILL** Turn Your Lights...

**LIL' TROY** Wanna Be A Baller

**MONTELL JORDAN** Get It On... Tonite

**LIMP BIZKIT N 2** Gether Now

**4pm**

**EVE** Love Is Blind

**SISQO** Thong Song

**BONE THUGS-N-HARMONY** Resurrection (Paper...)

**JOE** I Wanna Know

**LIMP BIZKIT N 2** Gether Now

**NEXT** Too Close

**Q-TIP** Vivrant Thing

**DONELL JONES** U Know What's Up

**SOLE** 4, 5, 6

**SANTANA I/PRODUCT G&B** Maria Maria

**SNOOP DOGG presents EASTSIDAZ** Still G'd Up

**MC SHY D** Shake It

**8pm**

**OMX** Good Girls, Bad Girls

**WHITNEY HOUSTON** My Love Is Your Love

**BIG PUNISHER I/JOE** Still Not A Player

**IMX** Stay The Night

**SISQO** Thong Song

**OL' DIRTY BASTARD** Got Your Money

**TIMBALAND I/GINUWINE** Keep It Real

**HOT BOYS** I Need A Hot Girl

**TLC** Dear Lie

**MISSY ELLIOTT** Hot Boyz

**NEXT** I Still Love You

**SOLE** 4, 5, 6



**WBBM-FM/Chicago**

**11am**

**BONE THUGS-N-HARMONY** Tha Crossroads

**MARIAH CAREY & JOE** Thank God I Found You

**TLC** Waterfalls

**CHRISTINA AGUILERA** What A Girl Wants

**SAVAGE GARDEN** I Knew I Loved You

**BLAQUE** Bring It All To Me

**EFFEL 66** Blue (Da Ba Dee)

**JENNIFER LOPEZ** Waiting For Tonight

**TLC** Dear Lie

**GLORIA GAYNOR** I Will Survive

**4pm**

**RUFF RYDERS I/EVE** What Ya Want

**DONELL JONES** U Know What's Up

**IMX** Stay The Night

**CELINE DION** That's The Way It Is

**BRIAN MCKNIGHT** Back At One

**MARC ANTHONY** You Sang To Me

**BLAQUE** Bring It All To Me

**SAVAGE GARDEN** I Knew I Loved You

**DESTINY'S CHILD** Say My Name

**MISSY ELLIOTT** Hot Boyz

**8pm**

**MONTELL JORDAN I/MASTER P** Let's Ride

**SAVAGE GARDEN** I Knew I Loved You

**DESTINY'S CHILD** Say My Name

**MISSY ELLIOTT** Hot Boyz

**DRU HILL** How Deep Is Your Love

**MARIAH CAREY & JOE** Thank God I Found You

**JENNIFER LOPEZ** Feelin' So Good

**OL' DIRTY BASTARD** Got Your Money

**TLC** Dear Lie

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# CHR/Rhythmic Playlists

February 18, 2000 R&R • 63

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

**MARKET #1**  
**WJTV/Charlotte**  
**AMFM**  
(201) 420-3700  
Blue/Stan/JMZ  
12c Cume 2,214,800



**PLAYLIST**

PL#	ARTIST/TITLE	© (year)																																					
64	75	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

**MARKET #1**  
**WQHT/Charlotte**  
**Emmis**  
(212) 229-9797  
Cloney/Taylor  
12c Cume 2,148,800



**PLAYLIST**

PL#	ARTIST/TITLE	© (year)																																					
64	75	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

**MARKET #2**  
**KPWR/Los Angeles**  
**Emmis**  
(818) 953-4200  
Szal/Young/Ed  
12c Cume 1,808,700



**PLAYLIST**

PL#	ARTIST/TITLE	© (year)																																					
64	75	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

**MARKET #3**  
**WBBM/Chicago**  
**Infinity**  
(312) 944-6000  
Cavanah/Bradley  
12c Cume 1,249,200



**PLAYLIST**

PL#	ARTIST/TITLE	© (year)																																					
64	75	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

**MARKET #4**  
**KMEL/San Francisco**  
**AMFM**  
(415) 538-1061  
Arbuckle/Aure  
12c Cume 860,800



**PLAYLIST**

PL#	ARTIST/TITLE	© (year)																																					
64	75	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40


**MARKET #4**  
**KYLD/San Francisco**  
**AMFM**  
(415) 356-0949  
Martin/Arch  
12c Cume 738,800



**PLAYLIST**

PL#	ARTIST/TITLE	© (year)																																					
64	75	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

**MARKET #4**  
**KRIV/Oakland-Ft. Worth**  
**Infinity**  
(214) 630-3011  
Ferrer/Alvarez  
12c Cume 328,700



**PLAYLIST**

PL#	ARTIST/TITLE	© (year)																																					
64	75	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

**MARKET #4**  
**WJML/Dallas**  
**AMFM**  
(781) 663-2500  
McCarthy/Ocean  
12c Cume 888,800



**PLAYLIST**

PL#	ARTIST/TITLE	© (year)																																					
64	75	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

**MARKET #4**  
**WPCC/Washington, DC**  
**Infinity**  
(301) 918-0955  
Stevens/Rosen/Mitchem  
12c Cume 778,800



**PLAYLIST**

PL#	ARTIST/TITLE	© (year)																																					
64	75	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

**MARKET #10**  
**KRDX/Houston-Galveston**  
**Clear Channel**  
(281) 623-2108  
Stevens/Rosen/Mitchem  
12c Cume 652,800



**PLAYLIST**

PL#	ARTIST/TITLE	© (year)																																					
64	75	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

**MARKET #4**  
**WPW/Miami**  
**Beasley**  
(305) 653-6796  
Carr/Mix  
12c Cume 682,800



**PLAYLIST**

PL#	ARTIST/TITLE	© (year)																																					
64	75	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

**MARKET #10**  
**KUBE/Seattle-Tacoma**  
**Academy**  
(206) 285-2295  
Power/Platt  
12c Cume 441,100



**PLAYLIST**

PL#	ARTIST/TITLE	© (year)																																					
64	75	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

**MARKET #10**  
**XHTZ/San Diego**  
**California**  
(





**WALT LOVE**  
babylove@rronline.com

## WGCI Gets Top Dollar

AM & FM combo combine sales efforts to outbill — and overthrow — WGN/Chicago

For years we've seen Urban-formatted radio stations lead their markets in the ratings but fall short when it comes to total revenues in the sales arena. WGCI-AM & FM/Chicago changed all that recently when it announced that its combined sales efforts in 1999 reached \$38.2 million, outbidding perennial winner WGN-AM for the first time ever.

When the story crossed the wire last month, AMFM/Chicago Market Exec. VP Kathy Stinchour commented, "This is a tremendous achievement for the WGCI combo, its employees and AMFM Inc., as it is the first time a non-Talk radio property in Chicago has realized this benchmark. President/GM Marv Dyson and everyone on the WGCI team should be extremely proud of this success, and we look forward to duplicating this achievement in 2000."

Marv Dyson added, "We've attained these fantastic results because GSM Launa Thompson, NSM Mary Ware, national rep firm Christal Radio and our sales, programming and marketing staffs have all worked very hard to deliver great formats to listeners, which have achieved top ratings in Chicago while garnering corresponding levels of advertising revenue. We have always had a genuine belief in the Urban format and its tremendous revenue potential."

Launa Thompson added, "For the past 15 years Marv has not only remained steadfast in his commitment to, and belief in, our formats and their potential for success in Chicago, but he has been able to transmit that belief to each member of WGCI's staff and, most importantly, to the advertising community in Chicago and across the country."

### National Sales Soar

That got my interest, and I'm sure it's gotten yours. I spoke to WGCI NSM Mary Ware, who's been with the combo since 1994. Ware's been in the industry for 17 years, having started on the agency side of the business in 1983. What role did she and the national sales staff play in WGCI's overall success? "My role was to manage national sales for the company," she says. "National sales usually represent about 20%-25% of the total revenues for most stations. WGCI-AM & FM, under our management, ranked No. 1 in the Chicago market and represented approximately 38%-40% for the entire 1999 calendar year."

"I work with Christal Radio, training and motivating them and sharing

with them the heritage, the legacy and all they should know about these radio stations to go out and represent them with pride and efficiency. I let them know what we're doing here with these radio stations, such as promotions and our community involvement. I also give them the information concerning our ratings and our ranking.



Mary Ware

"While those things do play a significant role, it's also important for me to share with them the strengths of the African-American market in Chicago and what that represents in terms of spending power and how that compares to general-market spending. Then I break that down in terms of how our two stations reach that audience and what our audience relates to in terms of how it compares to the African-American market.

"I share positioning with them. Why? Because positioning is everything in terms of the stories. I share with them the *untold stories* — that's important. I dissect the Arbitron ratings books to find out exactly what's going on here in the Chicago market, and I share that story with our reps and demonstrate that story to our clients and potential clients."

### Know Your Market

"One thing that makes clients really respect the information you give them about your property is when you show them that you not only know your properties and the African-American consumer market well, but that you also have knowledge of the entire Chicago market," Ware continues. "When you're able to talk to them about other Chicago radio stations in other formats as though you were talking about your own stations, it offers credibility. When you tell them a story about your stations, it's much more believable, because you've educated yourself about the entire Chicago market-place."

"A lot of what I do is time management. I have a total commitment to succeed, so I focus on what it takes to succeed — and it takes a lot of discipline. It takes a lot of market research, which is timely when you are

looking at not only your properties, but all the properties in the market. It takes setting high goals for myself, and it takes being able to partner and build relationships not only with the clients, reps and internal staff, but also with other managers here at the radio stations.

"It takes being able to be led by a leader like Marv Dyson, who's been in this market some 20-plus years. He has a legacy here in Chicago. He has an old-school mentality. He's very well-entrenched with the community leaders in this city. Just watching him and looking at some of his success stories has helped me in the past.

"It's important that I'm able to work very closely with our GSM, Launa Thompson, and watch her leadership and be able to accept constructive criticism. As I mentioned before, it's also important to be able to work with each of the different departments within this organization. Assistants are just as important to me

**"A lot of what I do is time management. I have a total commitment to succeed, so I focus on what it takes to succeed — and it takes a lot of discipline."**

as the managers and my bosses. That is key to success not only in this business, but in life. You should treat everyone the way you would like to be treated. If you look at them as the important people that they are, they'll work harder and be more productive for you."

### Do Your Homework

"Another thing that's been important for us is the fact that I believe you should understand the client's business as if it were your own," Ware continues. "It's very important to re-



A WINNING TEAM

Pictured here is WGCI-AM & FM/Chicago's management team. Left to right, they are Director of Market Development Anita Genes, General Sales Manager Launa Thompson, President/GM Marv Dyson, National Sales Manager Mary Ware and Local Sales Manager Mark Cody.

search and know everything possible about that client's business. If you can talk to that client about their business as if it were your own, they feel more comfortable with you and will want to share more information about their business.

"Talk to them particularly about what their needs are — what's worked and what hasn't worked for them in the past, what they would like to see happen, what their promotion goals are and what some of their advertising and distribution problems are. Those are some areas we get into, because we try to be full-service to help some of these clients move their products.

"When we do presentations — and I do a lot of them — I try to overcome objections before they become questions. I dissect information and ask the questions of myself before I present to a client. What potential question is this client going to ask me? How am I really meeting these clients' needs? A lot of questions have to be asked upfront, and super-serving them doesn't hurt."

### Support Staff

Ware discusses her staff: "I have a National Account Executive, Vuanita Mays, and she represents about 25% of the total national business. She focuses on direct clients. Sometimes we have clients who do not want to deal directly with the rep firm, because they want some really personal service, so Vuanita works with them personally."

"I also have a National Sales Promotions Coordinator, Crystal Roberts, who manages all of our national promotions. There's a lot of volume here, because I'm on the road quite a bit. When you think about it, in terms of the contracts we write, there are about 1,444 contracts — and that's just the business we actually get. Then you think about all of the business we have to pitch and all of the business we don't get — it really is a lot of volume. So I need people in place, such as a national sales promotions coordinator, to ensure that I'm getting those promotions out as fast as possible. I give her direction, and she runs with it."

"I also have a National Accounts Assistant, Andrew Biagas, and he handles all of the orders: the inputting, the discrepancies, the credit ap-

**"You should treat everyone the way you would like to be treated. If you look at them as the important people they are, they'll work harder and be more productive for you."**

plications, the make-goods. He's like my second set of eyes. All of us co-exist with each other.

"And Christal Radio has done an outstanding job. Their managers and I work very closely to assist in their training. They handle so many other radio stations, but what's really important is making sure my radio stations get very, very important play. That means working very closely with the AEs, showing them, training them, motivating them and working in partnership with them to make sure that they understand the strengths of these radio stations and how to position us so we can maximize our revenue opportunities in Chicago."

When Ware came on board in '96, "the highest-billing year for WGCI was \$5.7 million," she says. "Last year I closed the books at \$13.4 million. That's a \$7.7 million increase in a matter of just four years, which is more than double what the billing really was. People say, 'How does that happen? Is national sales really on autopilot?' I say, 'No!' It really makes a powerful statement about the power of Urban radio. The legacy of our station call letters and using the rep firm as a partnership are really key to success. We show our clients how we have delivered for them, and we use them as testimonials with other potential clients."

"I know I didn't do this alone. It took a lot of prayer, discipline, courage and support from other departments within the radio stations. This took my faith in God."

Mary Ware can be contacted at (312) 987-4470.



**macygray**

**I TRY**

**Impacting  
Urban AC Radio  
February 21 & 22**

**From her acclaimed debut album **macygray**  
ON HOW LIFE IS**

**14<sup>th</sup> Annual Soul Train  
Music Awards Nominee**

**Best Female  
R&B/Soul Album  
On How Life Is**

OVER 3 MILLION ALBUMS SOLD WORLDWIDE

**GRAMMY NOMINEE FOR BEST NEW ARTIST  
and  
BEST FEMALE R&B VOCAL PERFORMANCE for  
"Do Something."**

BET LIVE 2 '28  
SATURDAY NIGHT LIVE aired 1 '15  
BET ALL aired 2 '9  
CONAN OBRIEN aired 2 '11  
MOTOWN LIVE aired 2 '12  
ROSIE O'DONNELL aired 2 '14

Produced by Andrew Sater  
Recorded and Mixed by Dave Way  
Management: AS7 Inc.





# R&R Urban Top 50

February 18, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (M)	WEEKS ON CHART	TOTAL STATIONS ADDED
1	1	D'ANGELO Untitled... (How Does It Feel) (Cheeba Sound/Virgin)	3442	+90	461846	6	82/0
2	2	JOE I Wanna Know (Jive)	3071	+90	396057	7	76/0
3	3	DESTINY'S CHILD Say My Name (Columbia)	2947	-5	348904	7	80/0
10	4	SISQO Thong Song (Dragon/Def Soul/IDJMG)	2758	+652	420546	5	82/1
4	5	JAGGED EDGE He Can't Love U (So So Def/Columbia)	2468	+44	313113	17	74/0
5	6	J-SHIN One Night Stand (Slip 'N Slide/Atlantic)	2405	+44	227555	15	78/1
6	7	EVE Love Is Blind (Ruff Ryders/Interscope)	2266	-33	273717	8	74/0
7	8	MARIAH CAREY/JOE & 98 DEGREES Thank God I... (Columbia)	2169	-99	212631	10	70/0
11	9	GINUWINE, R.L., TYRESE, CASE The Best Man I... (Columbia)	1944	-60	226369	12	68/0
24	10	AALIYAH I Don't Wanna (Priority)	1808	+393	302796	4	31/4
14	11	DR. DRE F/EMINEM Forgot About D.R.E. (Aftermath/Interscope)	1793	+113	219342	5	73/1
8	12	GINUWINE None Of Ur Friends Business (550 Music/Epic)	1746	-464	256105	15	73/0
12	13	MISSY "MISDEMEANOR" ELLIOTT Hot Boyz (EastWest/EEG)	1720	-282	273796	15	67/0
9	14	BLAQUE Bring It All To Me (Track Masters/Columbia)	1711	-400	256494	13	66/0
17	15	SAMMIE I Like It (Freeworld/Capitol)	1632	+100	116434	9	60/3
20	16	HOT BOYS I Need A Hot Girl (Cash Money/Universal)	1576	+99	193218	4	72/0
21	17	DAVE HOLLISTER Can't Stay (Def Squad/DreamWorks)	1514	+58	137922	13	60/1
13	18	MONTELL JORDAN Get It On...Tonight (Def Soul/IDJMG)	1505	-266	276802	18	63/0
26	19	WHITNEY HOUSTON I Learned From The Best (Arista)	1453	+83	153619	7	66/1
27	20	GERALD LEVERT Mr. Too Damn Good (EastWest/EEG)	1432	+156	126797	5	74/1
25	21	IDEAL Creep Inn (Noontime/Virgin)	1429	+35	106613	10	61/0
30	22	DRAMA Left, Right, Left (Atlantic)	1335	+155	127669	5	62/3
32	23	2PAC F/OUTLAWZ Baby... (Keep...) (Amaru/Death Row/Interscope)	1282	+148	119393	4	59/0
19	24	JUVENILE U Understand (Cash Money/Universal)	1235	-252	129242	10	67/0
22	25	JAY-Z Do It Again (Roc-A-Fella/IDJMG)	1233	-203	153305	7	63/0
23	26	ANGIE STONE No More Rain (In This Cloud) (Arista)	1177	-254	210058	20	52/0
18	27	SISQO Got To Get It (Dragon/Def Soul/IDJMG)	1146	-362	171571	13	60/0
16	28	Q-TIP Breathe And Stop (Arista)	1089	-496	147069	11	64/0
29	29	DMX What's My Name (Def Jam/IDJMG)	1075	-129	134468	8	59/1
37	30	GUY Why You Wanna Keep... (MCA)	976	+239	116906	2	67/4
33	31	MIKE E. Master Plan (Capitol)	956	+58	55613	4	56/1
<b>Debut</b>	32	BRIAN MCKNIGHT Stay Or Let It Go (Motown)	927	+327	117340	1	68/6
28	33	MARY J. BLIGE Deep Inside (MCA)	914	-330	165888	16	53/0
34	34	AMEL LARRIEUX Get Up (550 Music/Epic)	909	+75	65903	6	57/1
31	35	LIL' WAYNE Tha Block Is Hot (Cash Money/Universal)	905	-241	98604	14	57/0
42	36	ICE CUBE F/KRAYZIE BONE Until We Rich (Priority)	870	+183	80028	2	61/2
<b>Debut</b>	37	MINT CONDITION Is This Pain Our Pleasure (Elektra/EEG)	819	+342	83165	1	60/1
43	38	BLACK ROB Whoa! (Bad Boy/Arista)	815	+128	99713	2	50/6
38	39	WILL SMITH Freakin' It (Columbia)	789	+57	47182	3	57/1
35	40	TLC Dear Lie (LaFace/Arista)	785	+39	79340	2	48/0
50	41	BONE THUGS-N-HARMONY Resurrection (Paper...) (Ruthless/Epic)	739	+139	79940	2	64/4
46	42	JENNIFER LOPEZ Feelin' So Good (Work/Epic)	733	+84	58317	2	44/2
<b>Debut</b>	43	DA BRAT That's What I'm Looking For (So So Def/Columbia)	705	+113	107033	1	37/1
48	44	ERIC BENET When You Think Of Me (Warner Bros.)	692	+77	50657	2	59/1
36	45	PROFYLE Whispers In The Dark (Motown)	683	-60	45111	6	39/0
40	46	MASTER P Da Ballers (No Limit/Priority)	639	-83	46698	4	48/0
<b>Debut</b>	47	NAS F/GINUWINE You Owe Me (Columbia)	617	+411	87173	1	62/7
<b>Debut</b>	48	LOX Ryde Or Die, Chick (Ruff Ryders/Interscope)	617	+275	85543	1	51/6
<b>Debut</b>	49	KEVON EDMONDS No Love (RCA)	615	+265	56709	1	64/2
<b>Debut</b>	50	IMX In & Out Of Love (MCA)	607	+57	54582	1	53/1

## Most Added.

ARTIST TITLE LABEL(S)	ADDS
JAY-Z Anything (Roc-A-Fella/IDJMG)	60
CHICO DEBARGE F/JOE Listen To Your Man (Motown)	51
YOUNGBLOODZ 85 (LaFace/Arista)	41
ARTIST Man 'O' War (NPG/Arista)	40
WARREN G Game Don't Wait (G-Funk/Restless)	36
RAH DIGGA Imperial (Violator/Flipmode/Elektra/EEG)	32
LIL' TROY Where's The Love (Universal)	30
N-TOON Ready (DreamWorks)	25
TRIN+TEE 5:7 My Body (B-Rite/Interscope)	24
OL SKOOL I Never (Universal)	9

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SISQO Thong Song (Dragon/Def Soul/IDJMG)	+652
NAS F/GINUWINE You Owe Me (Columbia)	+411
AALIYAH I Don't Wanna (Priority)	+393
702 Gotta Leave (Motown)	+354
MINT CONDITION Is This Pain Our... (Elektra/EEG)	+342
JAY-Z Anything (Roc-A-Fella/IDJMG)	+337
BRIAN MCKNIGHT Stay Or Let It Go (Motown)	+327
LOX Ryde Or Die, Chick (Ruff Ryders/Interscope)	+275
KEVON EDMONDS No Love (RCA)	+265
GUY Why You Wanna Keep... (MCA)	+239

## Breakers.

No Songs Qualified For Breaker Status This Week

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

83 Urban reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 2/6-Saturday 2/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 1000 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

WLXZ WLZR WMZQ WPGC WRUF WRVA WWDB WWWM CHOM KNIX WCSX WGST WHCN WTPA KTFM KBOS WSSL KSFO WISH KKLK CIMX KLTY WOVE KZLA WZTR KWJJ KWNZ WIL

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WLXZ WLZR WMZQ WPGC WRUF WRVA WWDB WWWM CHOM KNIX WCSX WGST WHCN WTPA KTFM KBOS WSSL KSFO WISH KKLK CIMX KLTY WOVE KZLA WZTR



# ARTIST BREAKDOWN

ARTIST: METHRONE  
 TRACK: "LOVING EACH OTHER 4 LIFE"  
 LABEL: CLAYTOWN

I love my job! While talking to Stan Branson (actually, I was persuading him to give me an opinion), he mentioned an artist named Methrone (pronounced Mee-trone). He said this young man, who is signed to Willie Clayton's Claytown label, sounds a lot like R. Kelly, and that the listener response to him has been incredible. Hmmm ... Methrone. Shall he be my next "Artist Breakdown"? Though I had an artist in mind to feature, I decided to listen to this Methrone guy and see what he was all about. Again, I love my job! Especially at times like this, when I can talk to a radio person, and he or she introduces me to music that, if I depended on listening to the radio alone, I would never hear about. After receiving the CD *My Life* and listening to the debut single, "Loving Each Other 4 Life," I agreed with Branson and his listeners: This guy is good. Then, after listening to the single a few more times, I concluded: I really love my job!

Where did this guy come from? This bald, brown-skinned brotha with the smooth voice definitely has a way with words! Written, pro-

duced and arranged by Methrone, "Loving Each Other 4 Life" is a very romantic and sensual song. Sounding somewhat like R. Kelly, but on a smoother tip, Methrone begins the ballad with "Me and you chillin' in my bedroom, baby/All alone, so we can get real freaky, baby." Singing of a long-awaited sexual experience, Methrone's voice is filled with passionate anticipation of an encounter that will undoubtedly be the beginning of infinite occurrences. With few lyrics and a soft beat flowing, this song arouses the sensations very slowly, kind of like foreplay. "It will be me and you together, rollin' in my bed/Hidin' in the covers, loving each other for life, baby." (Can a sista at least get a city on this guy? I can call 411 for the specifics.) With sexuality oozing from this tune, Methrone goes further to tease other erogenous zones: "Loving you constantly all through the night/Toe-to-toe, with your body on top of mine/Soaking wet, that's the way I like it, baby/So don't forget the towels as you step into my room." (Are we talking washcloths or bath towels?) The breakdown is definitely a time for something physical to happen. As Methrone starts to moan, and the melody begins to signal one's hips to gyrate ... Uh, yes, slowly but surely, some physical activity shall commence. (Hint: You may not want to be alone while listening to this single.)

"Loving Each Other 4 Life" is a great song for setting a romantic mood. Ladies will definitely love this single. The track ... the words ... Methrone's voice all work together, touching the heart and warming the sensations. Though R. Kelly may come to mind while listening to "Loving Each Other 4 Life," it's Methrone who's responsible for that increased body temperature and sudden desire to call your boo. Peace.

— Tanya O'Quinn  
 Asst. Urban Editor



# IN MY OPINION

with Tony Black

Guy  
 "Why You Wanna Keep Me  
 From My Baby"  
 MCA

PD — WJIN/Dathan, AL

This group needs no introduction to the music industry. With the voice of Aaron Hall, everything is explained in "Why You Wanna Keep Me From My Baby." This song touches males as well as females; it's a must-play for all demographics.

"Why You Wanna..." explains exactly what is going on in the world today, and Aaron is putting it down exactly the way it should be put down. Every female who hears this song on your radio station will stop and think, "Why am I keeping my baby from his father?" Guy really put a song together for the music industry, and I think that everybody who hears this song will be thankful and respect the group from now on.

Guy have really become one of the top-notch groups in the country, and their latest single will touch the heart of everyone who has a son and can't get close to him. My philosophy is that if programmers are not playing this record, they need to jump on it now.

# ADVANCE NOTICE

REVON EDWARDS (L.A. BOA)  
 TRACY GREEN (THE 5000 FUSIONS)  
 DONELL JONES (Wanna Be Like U - Arista)  
 LIL' LOOL (FUNKMASTER FLEEK & BIG KAP) - Bomb - DJ Jai IDJMG  
 LIL' ZANE (Mick Sledge - A&J) - Jive  
 SWIFT CONDITION (THE BROTHERS) - EMI  
 OL' J.S. (W. J. & S. J.)  
 RAHMAN, PATTERSON (MCA)  
 PEERS (MCA)

# PHIL PERRY

## "CLOSER TO HEAVEN"

MOST ADDED & MOST INCREASED AIRPLAY

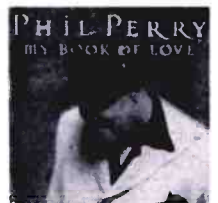
NEW ADDS:

WHUR, KMJQ, KMJM, WWIN,  
 WCFB, WBHK, WLXC, WKXI

ALREADY ON:

WRKS, KJLH, WVAZ, WDAS, KMJK, KDKO, WMCS,  
 KBAV, WKJS, KQXL, WMGL, WDLT, WFLM, WRBV, WL VH, WAGH, WAAV

GET  
 ONE STEP  
 CLOSER TO  
 HEAVEN



For servicing contact: Eric Talbert, Assoc. Director,  
 Urban Promotions/Private Music  
 (310) 358-4844 or eric.talbert@bmge.com



PHIL PERRY "MY BOOK OF LOVE" IN STORES: MARCH 8, 2000



NOW THAT THE WILLENNIUM IS HERE,  
IT'S TIME TO FREAK IT.

- Willennium - 2x's Platinum
- Opening Performer for Grammy Awards
- Named Man of the Year GQ Magazine
- Male Artist of the Year - American Music Awards
- Outstanding Rap Artist - NAACP Awards
- Outstanding Music Video - NAACP Awards
- Over 28 Million Albums Sold Worldwide in 3 Years
- Big Willie Style - 11x's Platinum

Now It's Time To Really Freak It.

WILL SMITH  
FREAKIN' IT

THE BLAZIN' NEW SINGLE FROM HIS  
DOUBLE PLATINUM ALBUM "WILLENNIUM"

SINGLE PRODUCED BY POKE AND TONE FOR TRACK MASTERS ENTERTAINMENT INC.

MANAGEMENT: JAMES L. ... FOR ... ENTERTAINMENT  
[WWW.COLUMBIARECORDS.COM](http://WWW.COLUMBIARECORDS.COM) [WWW.WILLSMITH.COM](http://WWW.WILLSMITH.COM) [WWW.WILLSMITH.NET](http://WWW.WILLSMITH.NET)

"Freakin' It"  
in Heavy Rotation at



© 1999 Columbia Records, a Division of Sony Music Entertainment Inc.



**New & Active**

**JAY-Z** Anything (Roc-A-Fella/IDJMG)  
Total Plays: 574, Total Stations: 61, Adds: 60  
**TAMAR** If You Don't Wanna Love Me (DreamWorks)  
Total Plays: 562, Total Stations: 48, Adds: 1  
**DMX** Party Up (Def Jam/IDJMG)  
Total Plays: 549, Total Stations: 8, Adds: 3  
**MARY J. BLIGE** Your Child (MCA)  
Total Plays: 543, Total Stations: 10, Adds: 0  
**LV** How Long (Loud)  
Total Plays: 530, Total Stations: 53, Adds: 3  
**702** Gotta Leave (Motown)  
Total Plays: 486, Total Stations: 49, Adds: 8  
**METHOD MAN & REDMAN** Y.O.U. (Def Jam/IDJMG)  
Total Plays: 469, Total Stations: 8, Adds: 1  
**S. DOGG PRESENTS EASTSIDAZ** G'd Up (Doghouse/TVT)  
Total Plays: 350, Total Stations: 29, Adds: 4  
**YOUNGBLOODZ** 85 (LaFace/Arista)  
Total Plays: 349, Total Stations: 44, Adds: 41  
**F.A.T.E.** Just Because (Warner Bros.)  
Total Plays: 301, Total Stations: 37, Adds: 5  
**CHICO DEBARGE F/JOE** Listen To Your Man (Motown)  
Total Plays: 237, Total Stations: 51, Adds: 51  
**RAH DIGGA** Imperial (Violator/Flipmode/Elektra/EEG)  
Total Plays: 233, Total Stations: 33, Adds: 32

**THREE 6 MAFIA** Who Run It (Hypnotize Minds/Loud)  
Total Plays: 205, Total Stations: 20, Adds: 1  
**TRICK DADDY** Boy (Slip 'N Slide/Atlantic)  
Total Plays: 199, Total Stations: 31, Adds: 6  
**DL SKOOL** I Never (Universal)  
Total Plays: 192, Total Stations: 34, Adds: 9  
**WARREN G** Game Don't Wait (G-Funk/Restless)  
Total Plays: 175, Total Stations: 37, Adds: 36  
**BLAXEUDE** Bring Da Pain (Avatar)  
Total Plays: 166, Total Stations: 9, Adds: 0  
**MOS DEF** Ms. Fat Booty (Rawkus/Priority)  
Total Plays: 152, Total Stations: 12, Adds: 0  
**NIGHT & DAY** Girl, Wear This Ring (Jive)  
Total Plays: 151, Total Stations: 25, Adds: 0  
**N-TOON** Ready (DreamWorks)  
Total Plays: 145, Total Stations: 27, Adds: 25  
**69 BOYZ** How We Roll (Home Base/Doc Hollywood)  
Total Plays: 109, Total Stations: 18, Adds: 1  
**ARTIST** Man 'O' War (NPG/Arista)  
Total Plays: 74, Total Stations: 40, Adds: 40  
**E-40** Earl That's Yo' Life (Sick Wid' It/Jive)  
Total Plays: 62, Total Stations: 11, Adds: 0

Songs ranked by total plays

**Most Played Recurrents**

- DONELL JONES U Know What's Up (Untouchables/LaFace/Arista)
- KEVIN EDMONDS 24/7 (RCA)
- JUVENILE Back That Thang Up (Cash Money/Universal)
- GUY Dancin' (MCA)
- GOODIE MOB Get Rich To This (LaFace/Arista)
- BRIAN MCKNIGHT Back At One (Motown)
- IOEAL Get Gone (Noontime/Virgin)
- Q-TIP Vivrant Thing (Def Jam/IDJMG)
- WYCLEF JEAN Low Income (Priority)
- 112 Love You Like I Did (Bad Boy/Arista)
- BOB MARLEY F/LAURYN HILL Turn Your Lights Down Low (Columbia/IDJMG)
- BEVERLY You Came Along (Yab Yum/Elektra/EEG)
- KELLY PRICE It's Gonna Rain (Rock Land/Interscope)
- DRU HILL Beauty (University/IDJMG)
- B.G. Bling Bling (Cash Money/Universal)
- SILK Let's Make Love (Elektra/EEG)
- KELIS Caught Out There (Virgin)
- MINT CONDITION If You Love Me (Elektra/EEG)
- TERRY DEXTER Strayed Away (University/WB)
- DEBORAH COX We Can't Be Friends (Arista)

**TUNED-IN**

R&R/MEDIABASE 24/7

URBAN



WCKX/Columbus

11am

JOE I Wanna Know  
Q-TIP Breathe & Stop  
LAURYN HILL Can't Take My Eyes Off You  
GNUMME, RL, TYRESE, CASE The Best Man I Can Be  
702 Where My Girls At?  
ANGIE STONE No More Rain (In This Cloud)  
STEVIE WONDER Ribbon In The Sky  
SISQO Thong Song  
MARY J. BLIGE Deep Inside  
CHICO DEBARGE Give You What You Want...  
JAGGED EDGE He Can't Love U

4pm

MONTELL JORDAN Get It On...Tonite  
MARC NELSON 15 Minutes  
Q-TIP Breathe & Stop  
MINT CONDITION Is This Pain Our Pleasure  
DONELL JONES U Know What's Up  
ZAPP Computer Love  
MARY J. BLIGE Deep Inside  
DEBORAH COX Nobody's Supposed To Be Here  
JOE I Wanna Know  
DRU HILL The Love We Had Stays On My Mind

8pm

MONTELL JORDAN Get It On...Tonite  
TRACIE SPENCER Still In My Heart  
MARY J. BLIGE Your Child  
ANGIE STONE No More Rain (In This Cloud)  
DEBORAH COX September  
Q-TIP Breathe & Stop  
NOTORIOUS B.I.G. Notorious B.I.G.  
JAGGED EDGE He Can't Love U  
MINT CONDITION Is This Pain Our Pleasure  
DRU HILL The Love We Had Stays On My Mind  
HOT BOYS I Need A Hot Girl



WQQK/Nashville

11am

MONICA I/112 Right Here Waiting  
PUBLIC ANNOUNCEMENT Body Bumpin'  
GERALD LEVERT Mr. Too Damn Good  
Q-TIP Breathe & Stop  
BLAQUE Bring It All To Me  
WHITNEY HOUSTON I Learned From The Best  
R. KELLY When A Woman's Fed Up  
EVE Love Is Blind  
DONELL JONES U Know What's Up  
HEAVY D & THE BOYZ We Got Our Own Thang

4pm

J-SHIN One Night Stand  
NOTORIOUS B.I.G. Hypnotize  
KEVIN EDMONDS No Love  
NAUGHTY BY NATURE Jamboree  
DESTINY'S CHILD Say My Name  
DR. DRE I/EMINEM Forgot About Dre  
MARY J. BLIGE Deep Inside  
MARIAH CAREY I/JOE Thank God I Found You  
B.G. Bling, Bling  
B.B. JAY Hot Ta' Del

8pm

JUVENILE Back That Thang Up  
LIL' WAYNE Tha Block Is Hot  
DRAMA Left, Right, Left  
AALIYAH I Don't Wanna  
D'ANGELO Untitled (How Does It Feel?)  
TEAR DA CLUB UP THUGS Hypnotize/Cash Money  
BIG PUN I/JOE Still Not A Player  
BLAQUE Bring It All To Me  
JAY-Z Girls' Best Friend  
WILL SMITH Freakin' It



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Monday 2/7. © 2000, R&R Inc.



**WARREN G**



#255

THE HOT NEW SINGLE "GAME DON'T WAIT"

PERFORMED BY 213 (Warren G, Snoop Dogg, Nate Dogg)

Produced by Dr. Dre

REMIX FEATURING XZIBIT

Just Added This Week:



- |      |      |      |      |      |
|------|------|------|------|------|
| WDTJ | WHTA | WZAK | WOWI | WPEG |
| KPRS | WKPO | WTLZ | WJZD | WNEZ |
| WWWZ | WACR | WTMP | WHRK | KVSP |
| WJKS | WIBB | KRRQ | WKKV | WYNN |
| KBCE | WZFX | WFXE | KIIZ | WTMG |
| WJTT | KMJJ | WJN  | WDZZ | WEMX |
| WQHH | WHNR | WJMI | WKGK | WBLX |

A MUST SEE! Video featuring Dr. Dre, Snoop Dogg, Xzibit, Nate Dogg, Jayo Felony, Tray Dee (Eastsidaz)!!!



# Urban Playlists

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

**MARKET #1**

**WLS/Chicago**  
Inner City  
(212) 447-1000  
Brown  
12+ Cumulative 1,554,680



PLAYS	ARTIST/TITLE	# (1999)
44	JOE/Wanna Know	5087
55	D'ANGELO/Unlimited...	4950
57	GIN/Wanna Know Of It...	4715
59	JAGGED EDGE/He Can't Love U	46250
52	MONTELL JORDAN/Get It On... Tonite	43475
45	BLAKE/Bring It All To Me	42550
50	DOE L L/WE KNOW KNOW WHAT'S UP	42550
45	ALY/WHY DON'T YOU WANT	41625
44	DESTINY'S CHILD/Say My Name	40700
44	MARIAH CAREY/JOE... Thank God I Found...	37925
33	SISQO/Thang Song	36275
32	CARL THOMAS/Whish	29600
31	MINI CONDITION/It's This Plan Our...	28675
29	WHITNEY HOUSTON/Learned From...	28625
29	ANGIE STONE/No More Rain (In...)	28625
29	MARY J. BLIGE/Deep Inside	28625
29	GIN/Wanna Know Of It...	28625
19	J-SHUN/One Night Stand	25900
26	BRIAN MCKNIGHT/Stay Or Let It Go	25900
27	MARY J. BLIGE/Your Child	24975
27	DR. DRE/FIREMINE/Forgot About D.R.E.	24975
24	MONTELL JORDAN/Get It On... Tonite	22200
23	MARIC NELSON/15 Minutes	21275
18	CHICO DEBARGE/Fade To Your Man	20350
18	TLC/Dear Lee	20350
18	EVE/Love Is Blind	16650
17	GLY/Why You Wanna	16650
16	DAVE HOLLLISTER/Can't Stay	14800
15	MINI CONDITION/You Love Me	13875
14	BRIAN MCKNIGHT/Back At One	12025
13	ZZ/Go To Leave	12025

**MARKET #2**


**KKBT/Los Angeles**  
AM/FM  
(323) 634-1800  
Austin/Fulter  
12+ Cumulative 1,282,180



PLAYS	ARTIST/TITLE	# (1999)
38	MOS DEF/Me, Fat Boyz	33956
28	KURUP/It's All About Me	31950
45	DR. DRE/Fire	28625
37	SISQO/Thang Song	30691
46	DR. DRE/FIREMINE/Forgot About D.R.E.	29036
37	BLAKE/Bring It All To Me	28730
31	JAY-Z/Anything	28730
1	MISSY ELLIOTT/Hot Boyz	26320
13	MONTELL JORDAN/Get It On... Tonite	24814
26	SNOOP DOG/It's A Long Walk	22855
29	2PAC/Who Do You Love	20806
39	2PAC/Who Do You Love	19590
31	MINI CONDITION/It's This Plan Our...	15640
23	DR. DRE/FIREMINE/Forgot About D.R.E.	18934
23	N.W.A./Cia Leona	18934
49	MARY J. BLIGE/Deep Inside	15919
14	QU/Quake We Come To Play	12407
11	METHUEN/Man & Redman/You	11601
13	D'ANGELO/Unlimited...	11101
17	NAS/FIREMINE/Your Own Life	11101
17	BOBE THURDS/HARMONY/Resurrection...	7183
44	ICE CUBE/FIREMINE/Your Own Life	10448
13	DOE L L/WE KNOW KNOW WHAT'S UP	10448
10	DOE L L/WE KNOW KNOW WHAT'S UP	9142
9	112/You Like It Did	8736
12	LA'ANYA/No One	7183
7	LIMP BIZKIT/2gether	7183
10	BOB MARLEY/Just Your Friends	6530
10	ICE CUBE/KRAVZY/Until We Rich	6530
10	SOLO & KAM/Were I Come From	6530

**MARKET #3**

**WGCI/Chicago**  
AM/FM  
(312) 987-4497  
Smith/Alan  
12+ Cumulative 910,600



PLAYS	ARTIST/TITLE	# (1999)
44	D'ANGELO/Unlimited...	31920
40	GIN/Wanna Know Of It...	30324
46	METHUEN/Loving Each Other...	28728
34	JOE/Wanna Know	27132
31	MARY J. BLIGE/Deep Inside	25536
31	ANGIE STONE/No More Rain (In...)	24730
37	MONTELL JORDAN/Get It On... Tonite	24730
30	AVANT/Separated	23940
39	DESTINY'S CHILD/Say My Name	23142
19	BRIAN MCKNIGHT/Stay Or Let It Go	23142
30	GLY/Why You Wanna	22844
27	WHITNEY HOUSTON/Learned From...	21546
32	DR. DRE/FIREMINE/Forgot About D.R.E.	21546
25	SISQO/Go To Get It	21546
26	KEVIN EDWARDS/24/7	19152
22	GIN/Wanna Know Of It...	17556
25	KEVIN EDWARDS/24/7	17556
30	MONTELL JORDAN/Get It On... Tonite	14364
16	BLAKE/Bring It All To Me	12768
11	JAY-Z/Do It Again	12768
12	D'ANGELO/Unlimited...	10314
1	SISQO/Thang Song	11870
12	TAMARA/You Don't	11172
19	KEVIN EDWARDS/24/7	10374
9	DR. DRE/FIREMINE/Forgot About D.R.E.	10374
16	LATANYA/No One	11426
16	MARY J. BLIGE/No Happy Holidays	9576
7	AMAR/1/2 Love You Like I Did	9576
12	GERALD LEVERT/It's Too Damn Good	8576
8	R. KELLY/You Ever Think	8778

**MARKET #5**

**WPHI/Philadelphia**  
Radio One  
(215) 684-9400  
Devine/George  
12+ Cumulative 478,800



PLAYS	ARTIST/TITLE	# (1999)
64	JOE/Wanna Know	13688
62	D'ANGELO/Unlimited...	13671
65	ALY/WHY DON'T YOU WANT	13454
61	SISQO/Thang Song	12152
52	MISSY ELLIOTT/Hot Boyz	11591
44	Q-TIP/Breathe And Stop	10192
1	L.L. WAYNE/The Block Is Hot	9982
50	112/You Like It Did	9765
49	KELLY PRICE/It's Gonna Rain	9765
45	DOE L L/WE KNOW KNOW WHAT'S UP	9765
31	MARY J. BLIGE/Your Child	7595
34	DMX/Party Up	7378
34	JAGGED EDGE/Let's Get Married	7378
33	SISQO/Go To Get It	7161
32	MARY J. BLIGE/Your Child	6976
21	GIN/Wanna Know Of It...	5727
29	J-SHUN/One Night Stand	6293
30	MARY J. BLIGE/Your Child	6293
28	ANGIE STONE/No More Rain (In...)	6076
29	NAS/FIREMINE/Your Own Life	6076
29	GIN/Wanna Know Of It...	6076
27	HOT BOYS/Need A Hot Girl	5659
22	LOX/Heyz Dr. Dre, Chick	5812
20	IM/Can't Get It	4557
20	EVE/Love Is Blind	4123
21	GLY/Why You Wanna	4123
18	Q-TIP/Whatcha Think	3906
18	MOBB DEEP/Just Your Friends	3255
18	DESTINY'S CHILD/Dolla, Bills, Bills	2821
11	TLC/It's Good At Being	2604

**MARKET #5**

**WUSL/Philadelphia**  
AM/FM  
(215) 483-8900  
Little/Deppa  
12+ Cumulative 733,400



PLAYS	ARTIST/TITLE	# (1999)
64	D'ANGELO/Unlimited...	23408
58	SISQO/Thang Song	21736
47	JOE/Wanna Know	19646
43	ALY/WHY DON'T YOU WANT	18810
16	NAS/FIREMINE/Your Own Life	15352
10	R. KELLY/You Ever Think	18392
43	HOT BOYS/Need A Hot Girl	17526
40	KELLY PRICE/It's Gonna Rain	16750
35	DMX/Party Up	15048
10	BLAKE/Bring It All To Me	14630
34	JAY-Z/Do It Again	14212
26	JAY-Z/Anything	13794
32	DOE L L/WE KNOW KNOW WHAT'S UP	13736
35	MISSY ELLIOTT/Hot Boyz	12540
35	EVE/Love Is Blind	12540
29	JAGGED EDGE/He Can't Love U	12122
29	112/You Like It Did	11286
1	MARY J. BLIGE/Your Child	9614
22	MOBB DEEP/Just Your Friends	9196
29	DMX/Party Up	8860
29	JAGGED EDGE/He Can't Love U	8860
14	MONTELL JORDAN/Get It On... Tonite	5852
14	B.G./Bring Back	5812
11	GERALD LEVERT/It's Too Damn Good	5016
6	Q-TIP/Whatcha Think	4596
10	DAVE HOLLLISTER/Can't Stay	4598
10	SISQO/Go To Get It	4180
10	MINI CONDITION/It's This Plan Our...	4180

**MARKET #6**

**KKDA/Chicago**  
Fl. Worth  
Service  
(972) 263-9911  
Cheatnam  
12+ Cumulative 585,088



PLAYS	ARTIST/TITLE	# (1999)
44	SISQO/Thang Song	29522
55	D'ANGELO/Unlimited...	27996
43	MISSY ELLIOTT/Hot Boyz	26977
43	DOE L L/WE KNOW KNOW WHAT'S UP	26977
39	GIN/Wanna Know Of It...	26977
37	BLAKE/Bring It All To Me	26464
52	EVE/Love Is Blind	26464
51	MONTELL JORDAN/Get It On... Tonite	25959
53	DESTINY'S CHILD/Say My Name	25959
51	ALY/WHY DON'T YOU WANT	25959
48	URAMAL/Right, Left	24432
47	ANGIE STONE/No More Rain (In...)	23923
47	JOE/Wanna Know	23923
47	DR. DRE/FIREMINE/Forgot About D.R.E.	23923
44	JAGGED EDGE/He Can't Love U	23414
40	DA BRAT/That's What I'm...	20360
38	GIN/Wanna Know Of It...	19432
34	HOT BOYS/Need A Hot Girl	17815
32	SISQO/Go To Get It	16288
32	DR. DRE/FIREMINE/Forgot About D.R.E.	16288
29	JAY-Z/Anything	12725
28	BLAKE/Bring It All To Me	11707
10	DAVE HOLLLISTER/Can't Stay	11707
22	BRIAN MCKNIGHT/Stay Or Let It Go	11198
18	DR. DRE/FIREMINE/Forgot About D.R.E.	10688
24	J-SHUN/One Night Stand	9671
19	BLAKE/ROB/What	9671
28	JAY-Z/Do It Again	9671
19	KEVIN EDWARDS/24/7	8653

**MARKET #7**

**WOTJ/Detroit**  
Radio One  
(313) 871-0590  
Bett/Panton  
12+ Cumulative 535,588



PLAYS	ARTIST/TITLE	# (1999)
44	SISQO/Thang Song	15776
37	ALY/WHY DON'T YOU WANT	13328
47	JAY-Z/Do It Again	12784
43	D'ANGELO/Unlimited...	11626
42	DESTINY'S CHILD/Say My Name	11494
41	MISSY ELLIOTT/Hot Boyz	11494
31	GIN/Wanna Know Of It...	11182
36	JOE/Wanna Know	10936
45	JAGGED EDGE/He Can't Love U	10936
30	EVE/Love Is Blind	9792
29	DOE L L/WE KNOW KNOW WHAT'S UP	9792
34	KELLY PRICE/It's Gonna Rain	9520
34	MONTELL JORDAN/Get It On... Tonite	9520
33	MOBB DEEP/Just Your Friends	8734
31	ANGIE STONE/No More Rain (In...)	8160
30	SISQO/Go To Get It	8160
22	DR. DRE/FIREMINE/Forgot About D.R.E.	7616
8	112/You Like It Did	5944
8	112/You Like It Did	5944
21	DR. DRE/FIREMINE/Forgot About D.R.E.	5172
17	JAY-Z/Do It Again	5172
17	Q-TIP/Whatcha Think	5168
21	MARY J. BLIGE/Deep Inside	5168
22	HOT BOYS/Need A Hot Girl	4186
18	L.L. WAYNE/The Block Is Hot	4186

**MARKET #7**

**WJLB/Detroit**  
AM/FM  
(313) 965-2000  
Saunders/Kelley  
12+ Cumulative 666,588



PLAYS	ARTIST/TITLE	# (1999)
57	D'ANGELO/Unlimited...	27028
52	JAGGED EDGE/He Can't Love U	26562
51	BLAKE/Bring It All To Me	24232
51	ANGIE STONE/No More Rain (In...)	22834
47	SISQO/Thang Song	21902
46	EVE/Love Is Blind	21426
40	MONTELL JORDAN/Get It On... Tonite	18640
35	CHICO DEBARGE/Fade To Your Man	16776
27	JOE/Wanna Know	16310
30	112/You Like It Did	15844
29	MOBB DEEP/Just Your Friends	15844
29	ALY/WHY DON'T YOU WANT	15844
34	MONTELL JORDAN/Get It On... Tonite	14912
37	LATANYA/No One	14446
39	MARY J. BLIGE/Deep Inside	13514
29	AMAR/1/2 Love You Like I Did	13514
13	TRACIE SPENCE/Sill In My Heart	11582
12	GIN/Wanna Know Of It...	11184
30	HOT BOYS/Need A Hot Girl	11184
22	DMX/Party Up	10718
18	DR. DRE/FIREMINE/Forgot About D.R.E.	10718
20	DMX/Party Up	9320
26	DRAG-ON/JUVENILE/Down Bottom	9320
20	BRIAN MCKNIGHT/Stay Or Let It Go	9320
18	MARY J. BLIGE/Your Child	9320
32	DMX/Party Up	8320
10	KEVIN EDWARDS/24/7	8654
9	BLAKE/ROB/What	8388
12	PROFYLE/Whispers In The Dark	8388
10	WHITNEY HOUSTON/Learned From...	7456

**MARKET #8**

**WJLB/Detroit**  
Nash  
(617) 427-2222  
Gouby/Clark  
12+ Cumulative 77,600



PLAYS	ARTIST/TITLE	# (1999)
15	D'ANGELO/Unlimited...	880
15	MARIAH CAREY/JOE... Thank God I Found...	825
15	GIN/Wanna Know Of It...	825
15	JOE/Wanna Know	825
15	BLAKE/Bring It All To Me	825
15	ANGIE STONE/No More Rain (In...)	825
15	J-SHUN/One Night Stand	825
14	JAGGED EDGE/He Can't Love U	770
14	IDEAL/Creep Inn	770
14	GLY/Why You Wanna	770
14	DOE L L/WE KNOW KNOW WHAT'S UP	770
14	MONTELL JORDAN/Get It On... Tonite	770
14	DA BRAT/That's What I'm...	715
14	MARIC NELSON/15 Minutes	715
13	TRACIE SPENCE/Sill In My Heart	715
13	GERALD LEVERT/It's Too Damn Good	715
13	ERIC BEEBE/When You Think Of Me	715
13	BRIAN MCKNIGHT/Stay Or Let It Go	660
11	BARRY WHITE/The Longest Way	660
10	TERRY DEXTER/Strayed Away	550
10	MARY J. BLIGE/Deep Inside	550
10	GLY/Why You Wanna	550
10	GLY/Why You Wanna	550
10	MINI CONDITION/You Love Me	550
10	BOB MARLEY/Just Your Friends	550
13	KELOS/Caught Out There	495
9	CHICO DEBARGE/Fade To Your Man	495

**MARKET #9**

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



PLAYS	ARTIST/TITLE	# (1999)
48	ANGIE STONE/No More Rain (In...)	17649
46	D'ANGELO/Unlimited...	15318
30	ALY/WHY DON'T YOU WANT	13518
46	EVE/Love Is Blind	14865
43	MISSY ELLIOTT/Hot Boyz	14865
43	SISQO/Thang Song	14865
48	Q-TIP/Breathe And Stop	13920
56	KELLY PRICE/It's Gonna Rain	12827
40	JOE/Wanna Know	12987
37	MONTELL JORDAN/Get It On... Tonite	12321
38	DOE L L/WE KNOW KNOW WHAT'S UP	11982
24	DOE L L/WE KNOW KNOW WHAT'S UP	11322
24	MARIAH CAREY/JOE... Thank God I Found...	10656
27	MARY J. BLIGE/Your Child	10323
27	JAY-Z/Anything	9074
24	MINI CONDITION/You Love Me	8991
31	DESTINY'S CHILD/Say My Name	8991
24	GIN/Wanna Know Of It...	8991
15	JUVENILE/Understand	8525
25	DAVE HOLLLISTER/Can't Stay	8525
22	DR. DRE/FIREMINE/Forgot About D.R.E.	7206
36	MARY J. BLIGE/Deep Inside	7206
21	Q-TIP/Whatcha Think	6936
20	GERALD LEVERT/It's Too Damn Good	6620
19	J-SHUN/One Night Stand	6620
18	DR. DRE/FIREMINE/Forgot About D.R.E.	5487
18	CARL THOMAS/Whish	5924
10	MOBB DEEP/Just Your Friends	5288
10	MAXWELL/Submerge It	4995
10	L.L. WAYNE/The Block Is Hot	4995

**MARKET #11**

**WHTA/Atlanta**  
Radio One  
(404) 765-9750  
Johnson/Cameron/Debraux  
12+ Cumulative 378,798







V2 Records is kicking off the year 2G  
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## *"Sista Why"*

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Remixed by The Roots

# Impacting Now!

From the album "Soul Catcher"  
In Stores Now





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

Market #31 WKWV/Atlanta Clear Channel (414) 321-1007 12+ Cume 231,700

Market #31 WWOV/Atlanta Clear Channel (414) 449-9668 12+ Cume 43,300

Market #31 WTKS/New York Emmis (212) 242-9870 12+ Cume 1,433,100

Market #31 KULV/Los Angeles Taxi (310) 330-5550 12+ Cume 242,600

Market #31 WVAZ/Chicago AMFM (312) 360-9000 12+ Cume 648,000

Market #34 WKWV/Columbus, OH Blue Chip (614) 487-1444 12+ Cume 182,400

Market #36 WWOV/Atlanta Clear Channel (757) 466-0009 12+ Cume 281,400

Market #5 WDAS/Philadelphia AMFM (610) 617-8500 12+ Cume 330,300

Market #6 KFRW/Dallas-Ft. Worth Service (972) 263-9911 12+ Cume 116,100

Market #7 WDRM/Detroit Radio One (248) 589-7900 12+ Cume 143,800

Market #37 WPEG/Charlotte Infinity (704) 333-0131 12+ Cume 242,500

Market #38 WTLG/Indianapolis Emmis (317) 955-9852 12+ Cume 128,500

Market #9 WWOV/Detroit AMFM (313) 965-2000 12+ Cume 369,800

Market #4 WHUR/Washington, DC Howard University (202) 806-3500 12+ Cume 573,000

Market #9 WHUR/Washington, DC Radio One (301) 306-1111 12+ Cume 343,800

Market #19 WJMR/Orlando AMFM (407) 919-1000 12+ Cume 322,400

Market #41 WQVE/New Orleans Clear Channel (504) 627-6000 12+ Cume 290,100

Market #10 KULV/Houston-Galveston Clear Channel (713) 623-2108 12+ Cume 381,800

Market #11 WOLR/Memphis Clear Channel (901) 588-0068 12+ Cume 434,800

Market #12 WYOT/Miami Clear Channel (305) 444-4404 12+ Cume 429,800



February 18, 2000

## Most Played Recurrents

DEBORAH COX We Can't Be Friends (Arista)

TERRY DEXTER Strayed Away (University/WB)

GUY Dancin' (MCA)

WHITNEY HOUSTON My Love Is Your Love (Arista)

CASE Happily Ever After (Def Jam/IDJMG)

TYRESE Lately (RCA)

PEABO BRYSON Somebody In Your Life (Private Music/Windham Hill)

SMOKEY ROBINSON Easy To Love (Motown)

MARY J. BLIGE All That I Can Say (MCA)

BARRY WHITE Staying Power (Private Music/Windham Hill)

QUINCY JONES F/CATERO Something I Cannot Have (Qwest/WB)

RAHSAAN PATTERSON Treat You Like A Queen (MCA)

KIRK WHALUM All I Do (Warner Bros.)

FAITH EVANS Never Gonna Let You Go (Bad Boy/Arista)

JESSE POWELL You (Silas/MCA)

TEMPTATIONS Stay (Motown)

TYRESE Sweet Lady (RCA)

TRIN-I-TEE 5:7 God's Grace (B-Rite/Interscope)

TEMPTATIONS This Is My Promise (Motown)

MONICA F/112 Right Here Waiting (Arista)

URBAN AC

Going For Adds 2/22/00

KEVON EDMONDS No Love (RCA)

MACY GRAY I Try (550 Music/Epic)

MINT CONDITION Is This Pain Our Pleasure (Elektra/EEG)

RAHSAAN PATTERSON It's Alright Now (MCA)

## TUNED-IN URBAN AC

R&R/MEDIABASE 24/7

**WMBV/Charlotte**

11am

D'ANGELO Untitled (How Does It Feel?)  
QUINCY JONES & JAMES INGRAM Just Once  
ARETHA FRANKLIN A Rose Is Still A Rose  
MAXWELL Fortunate  
EVELYN "CHAMPAGNE" KING Shame  
LUTHER VANDROSS Bad Boy/Having A Party  
MINT CONDITION Is This Pain Our Pleasure  
YARBROUGH & PEOPLES Don't Stop The Music  
TEMPTATIONS Stay  
LAURYN HILL Ex-Factor

4pm

BABYFACE Where Will You Go  
AMEL LARRIEUX Get Up  
MAZE Can't Get Over You  
DRU HILL These Are The Times  
TRACIE SPENCER Still In My Heart  
ANITA BAKER Angel  
ISLEY BROTHERS That Lady (Part 1)  
BRIAN MCKNIGHT Stay Or Let It Go  
ZAPP Computer Love  
MINT CONDITION What Kind Of Man Would I Be  
DEBORAH COX September

8pm

WHISPERS Just Gets Better With Time  
BILLY OCEAN Love Zone  
MARY J. BLIGE I/ARETHA FRANKLIN Don't Waste Your Time  
MARVIN GAYE What's Going On  
TONI BRAXTON I Don't Want To Go I Do Love You  
TEDDY PENDERGRASS It Don't Hurt Now  
DRU HILL The Love We Had Stays On My Mind  
JOHNNY GILL I'm Still Waiting

**WYLD/New Orleans**

11am

LUTHER VANDROSS Forever, For Always...  
O'JAYS Love Train  
PROFYLE Whispers In The Dark  
ROSE ROYCE I Wanna Get Next You  
GERALD LEVERT Mr. Too Damn Good  
ARETHA FRANKLIN Give Him Something He Can Feel  
DAVE HOLLISTER Can't Stay  
BETTY WRIGHT No Pain, No Gain  
CHANGE Searching  
BARRY WHITE You're The First, The Last...

4pm

EMOTIONS Best Of My Love  
R. KELLY I Believe I Can Fly  
MARY WELLS My Guy  
SKYY Call Me  
SMOKEY ROBINSON Sleepin' In  
GERALD LEVERT Baby Hold On To Me  
WHITNEY HOUSTON I Learned From The Best  
STEVE WONDER I Wish  
GINUWINE, RL, TYRESE, CASE The Best Man...

8pm

SISTER SLEDGE We Are Family  
JOE I Wanna Know  
HEATWAVE Boogie Nights  
GWEN GUTHRIE Ain't Nothing Going On But...  
MAXWELL Ascension (Don't Ever Wonder)  
KIRK WHALUM All I Do  
BARRY WHITE The Longer We Make Love  
EARTH, WIND & FIRE Sun Goddess  
BILL WITHERS Lovely Day  
ROCKIE ROBBINS You And Me  
WILL DOWNING All About You



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Monday 2/7. © 2000, R&R Inc.

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**LON HELTON**  
lhelton@rronline.com

## Understanding Retail Means More Money For Radio

Marketing consultant Mike Martinovich offers tips on tapping retail's coffers

**T**here has to be a better way. Sure, budgets are tight and the pressure is on to deliver more and more revenue from all sources, but there has to be a better way to make money from the music you play than demanding an advertising budget from labels in exchange for adds and airplay.

In search of some ideas, I turned to Mike Martinovich of Mansfield & Martinovich, a Nashville-based record and retail marketing consultancy. When asked about ways that radio and retail can maximize their relationships, Martinovich advises first things first. He explains, "The first thing each side must do is ask themselves, 'Are we in the same business?'"



Mike Martinovich

ing retail and record companies in the same light the way to maximize the opportunities?

"The reality is that record companies don't have the marketing budgets that consumer packaging companies have. Labels don't have the money to run 13-week campaigns. In our business a major campaign is a week-end."

### More Than 'Gimme Your Money'

All too often the only dialogue between radio and retail is, "Gimme your money," Martinovich says, however, "Before you can get the money, it's important to define what each side is truly after. It's important to start a dialogue, so that radio understands how retail works and retail understands how radio works."

Another problem, according to Martinovich, is where the dialogue is taking place. "The contact is normally a radio station's PD or MD talking to a record label promotion person. There's not much business-to-business dialogue going on. In the past the people talking to one another often haven't been part of the big business picture. It's been the people working each other who are talking to one another."

Just who should be talking? "Sales managers should be talking either to the head of marketing at a label or the person at the account level who is the holder of the purse strings. Overall, I'd say radio salespeople are better off talking to the label's marketing person, because ultimately it's all going to come back to them anyway."

**"Radio has to understand that what they do and what they play affects what retail does — in particular the timeliness and depth to which they stock certain titles."**

"By and large there's no such thing in the industry as 'co-op dollars.' It's called that, but in reality, the record company pays. When you sit down and do something with a retailer that they like, they will talk with the label about it and do an advertising charge-back. The label's going to ultimately pay for it, so radio salespeople are better off dealing with the marketing head right off."

### What Radio Needs To Understand About Retail

Martinovich is in the unique position of understanding the radio, retail and record label sides of the business equation. From that vantage point, I asked him to offer his view of radio in the mix. "I would say that understanding the other side of the business is key," he says. "There's a profound lack of awareness of the business, the process and the goals of retailers."

"Radio has to give a little more than they've been giving too. They have to realize they are an integral part of this business, especially in country music, which is much more radio-dominant than any other format."

Asked what radio might not understand about retail, Martinovich says, "What radio does and what they play affects what retail does and what they stock — particularly the timeliness of what retail's stocking and the depth to which they stock certain titles."

"Retail is telling me that, because of tight playlists, they're devoting less

**"Sales managers should be talking either to the head of marketing at a label or the person at the account level who is the holder of the purse strings."**

space to country music. It ends up coming full-circle and biting radio in the ass too. The less airplay, the less focus, the less space, the less records sold, the less advertising money there is for radio.

"That's the scenario on another level too. The media opportunities for the country industry to expose talent — especially new and developing artists — are shrinking. At the same time, lists are tighter. It's no wonder that the entire universe is shrinking. And while all that's happening, radio is asking for more money from labels."

"The first thing to understand is that labels don't have the money to spend unless it's working. The label's marketing person won't turn loose more advertising dollars for radio, print, TV, outdoor or anybody unless there's something happening with the album. To get something happening with the album, especially in country, you have to have it being played on the radio. Then they can start turning loose some money."

### Create Plans, Be More Creative

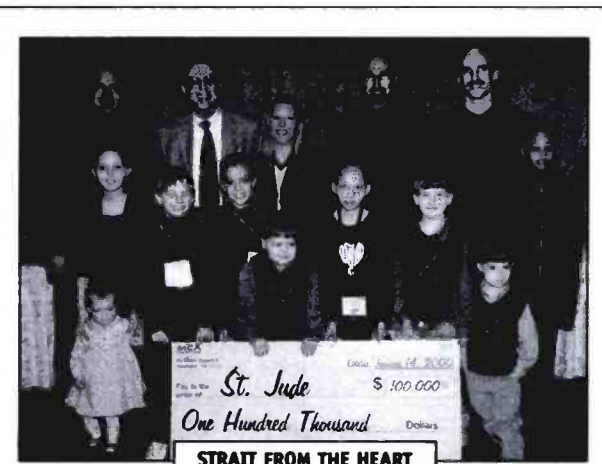
Throughout the past couple of years in particular, Nashville labels have made it abundantly clear that they're not sitting on piles of money, ready to hand it out to all comers. Thus, the sales question becomes how to get more of what's already available. As Martinovich says, "There is certainly money available to retailers. It's used to pay for print, in-store, TV and

radio advertising. The challenge for radio is to figure out how to get a bigger share of the available pie.

"To do that, they need to work together, instead of radio just saying, 'I want more money; I deserve it' — which, by the way, is what I think is happening. Radio salespeople should concentrate on creating marketing programs. Salespeople have to be more creative in their approaches when making pitches. They need to go in with some ideas instead of just saying, 'Gimme more money.'"

On a side note, Martinovich wanted to roll out an idea he's been championing for years now. He says he doesn't understand why the industry uses the term "in-store" when referring to a radio-retail event that puts an artist into a retail outlet to sign their new album. Martinovich reasons, "In the book business, when an author goes to a store to autograph their new book, they call them 'book signings.' We call them 'in-stores.' We need to let the public know why we're all there, which, of course, is to sell albums for the stars to sign. Sometimes I don't think we have enough respect for our own product."

Maybe that's just one example of a new type of thinking that can get a retailer excited about working with your station. If you have any tips on radio and retail working together to one another's benefit, please pass them on to me, and we'll include them in a future column.



Representatives from MCA Nashville presented a check for \$100,000 on behalf of George Strait and MCA to St. Jude Children's Research Hospital staff and patients. The check represented proceeds from a promotion with Strait's *Merry Christmas Wherever You Are* album. Pictured in the back row are (l-r) MCA VP/Promotion David Haley, St. Jude Asst. National Executive Dir. Dave McKee and Dir./Radio & Ent. Mktg. Teri Watson and MCA VP/Marketing & Sales Dave Weigand and Dir./Mktg. & Product Development Guy Floyd. In front are patients Jessica Turri, Madison Shaefer, Conner Luck (brother of patient), Logan Luck, Chandler Reams, Suzanne Pavlat, Tre and Parker Reams (brothers of patient) and Alexandra Bell.

**"There's no such thing in the industry as 'co-op dollars.' In reality, the record company pays."**





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## Country On Late-Night TV

□ Artists, publicists work to gain invitations from Leno and Letterman

**S**uccess is a great calling card, but even a multiplatinum album is no guarantee that a country star will land an appearance on a major network TV show.

Today's TV climate for country acts isn't quite as warm as it was in the early and mid-'90s, when America was jumping on the Nashville bandwagon. However, talent bookers for late-night talk shows are still open to performances by country artists. If they've become more selective in extending invitations, at least they're more receptive to country music than they were before the boom.

In last week's column we delved into music videos and country video channels. This week we talk to **Holly Gleason** and **Nancy Russell**, two people who probably have more experience than anyone in Nashville when it comes to getting country acts booked on national television.

A former publicity chief for Sony Music/Nashville, Gleason owns Joe's Garage, a Nashville public relations firm whose client list currently includes DreamWorks/Nashville, Jo Dee Messina and Montgomery Gentry. Russell now concentrates on her work as Trisha Yearwood's manager, but she continues to own Force, a PR agency whose clients include Yearwood, Alan Jackson, Junior Brown and Mandy Barnett.

### Building The Case

In publicist jargon, "building the case" is the process of collecting and delivering evidence of an artist's accomplishments. As you might expect, larger media outlets demand stronger cases.

Referring to securing late-night TV bookings for country acts, Gleason says, "Five years ago it probably would have been easier to build some cases. Then you get into the thing of shows wanting to be kind of hip. Country isn't hip these days." Despite the downturn in country sales, Gleason says, "It's easier to get a country act booked than a hard-core rap act or a jazz act."

Russell notes, "I don't know if it's because I know the TV people better than I did in the early days, but they're still a lot more open to discussing country artists than they were before the boom." The

connections she made with late-night TV in the '90s continue to pay off today. Russell says, "People really like working with country artists. Generally speaking, they're a lot easier to work with than artists from other genres. I hear that all the time from bookers. Everybody's always so great to work with in Nashville, and country artists are so easy to work with." Because of that, I think TV bookers will listen to what anybody in this office may be calling about.

**"When you get on network television, you really have to deliver. If you don't deliver, they remember."**

Holly Gleason

Gleason notes, "Obviously, when you're a big sales story, it's easier to quantify what the viewing impact is going to be. People want what's hot. In some ways it was easier to get country music on television a few years ago. Frankly, for as much as we complain about how little we get, it has always been a lot easier to get country music on television than other non-crossover genres."

### Talent Bookers

Superstar acts still command attention, but few newcomers stand much of a chance of getting "up close and personal" with Jay Leno, David Letterman or Conan O'Brien. Gleason notes, "It's harder when you say, 'It's a hot new country act,' because how many 'hot new country acts' don't turn into a bigger thing or tap out at 300,000 in album sales?"

Russell says, "It's really easy for certain superstar artists to get on those shows, but we had Mandy

Barnett on Leno and Letterman. I saw that somebody booked [MCA newcomer] Alecia Elliot on Leno. It really does depend on the artist. Sometimes it's just the song, or there's somebody at the show who likes that artist. There's no science to it, unfortunately. If there were, we'd all be making a lot of money."

A lot of it does depend on the talent booker's subjective opinion. Russell admits, "There have been major superstar artists who I have had a very hard time getting on some of those shows because the talent bookers weren't nuts about them musically — period. It didn't matter how big they were."

During her tenure at Sony, Gleason secured *Tonight Show* appearances for Willie Nelson, Dolly Parton, Mary Chapin Carpenter, Joe Diffie, Patty Loveless and Collin Raye in 1993 alone. Acknowledging that Nelson and Parton remain in high demand for TV appearances, Gleason says, "Part of it is creating a context where the shows can overlay their audience with your act. Today I don't know how many of those acts would be a given to get booked on *The Tonight Show*."

Even if a record label has a strong roster, there's little, if any, room for wheeling and dealing to get a booking. Russell says, "People talk about doing a trade-out — where you trade one big artist for another one. To be honest with you, there are very few artists who are big enough to allow you to do that. If you had somebody like Madonna, you'd be able to do it. They have to be really big. Other than Shania and Garth, I can't think of anybody in country that you might be able to do that with."

### Delivering The Goods

When it comes to the perception of country music's value on late-night talk shows, how much responsibility should be accepted by the artists themselves? Gleason says, "One of the problems we have had — in addition to the downtrend in sales — is that a lot of acts got on television and were



**FRIENDSHIP AWARD**

NBC-TV Sr. VP/Specials Rick Ludwin was recently presented the Capitol Records Friendship Award in recognition of his professionalism and personal commitment to country music and Capitol/Nashville. Ludwin has worked closely with the record company in developing and presenting several of Garth Brooks' TV specials, including last year's *Garth Brooks in ... The Life of Chris Gaines* and *Garth Brooks and the Magic of Christmas*. Gathering after Capitol recording artist Steve Wariner's appearance with Clint Black on *The Tonight Show With Jay Leno* are (l-r) Wariner, Leno, President/CEO of Capitol/Nashville Pat Quigley and Ludwin.

not visually very interesting. As hard as it may be to believe, TV executives know when people are tuning out. They know when they're losing their audience."

Even if an act falls short of performance expectations on a national TV show, Russell contends that doesn't harm country music in general. "The attention span of most people can fit in my little fingernail. The audience forgets, but the people in the industry will remember if somebody really sounds awful. That's something that other TV bookers and people in the industry will definitely be talking about. It may hurt the specific artist, but I don't think it hurts country, necessarily. It will hurt that artist for other TV appearances."

### Initial TV Exposure

For years new country acts could count on getting some TV experience under their belts via the TNN cable channel. When *Prime Time Country* was canceled last year, artists — and publicists — were left without a sure-fire vehicle for initial TV exposure. Video reels of those appearances gave New York and Los Angeles talent bookers a look at new acts in a real-life setting.

Gleason says, "Before, you could have a couple of those tapes where people could see your act really standing and delivering. The cancellation has taken away the training ground where — in a friendly environment — acts could learn to do television. When you get on network television, you really have to deliver. If you don't deliver, they remember. The first booking is hard to get. The second one can be impossible."

Russell says, "I'm kind of sentimental about that show. I thought it was great to have that show, because it was a great training ground for artists. I don't know how much it did to break an artist, but it would definitely expose them to a country audience."

A late-night TV appearance can be a frightening proposition for artists. Russell explains, "Even if you've done *Prime Time Country*, any time you do your first late-night show — Leno or Letterman — it's always a pretty scary experience, but exciting at the same time. A lot of artists I've worked with — even if they've done those shows for years — get butterflies when the opening theme starts playing. Even if you've done other television, there's nothing that will make you nervous like late-night."

**"People really like working with country artists. Generally speaking, they're a lot easier to work with than artists from other genres. I hear that all the time from bookers."**

Nancy Russell



February 18, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS TW	TOTAL PLAYS TW	GROSS IMPRESSIONS TW	WEEKS ON CHART	TOTAL STATIONS/ADDS
	1	<b>TIM MCGRAW</b> My Best Friend (Curb)	28831	5582	659735	17	149/0
1	2	<b>DIXIE CHICKS</b> Cowboy Take Me Away (Monument)	27761	5434	628769	18	149/0
3	3	<b>MARK WILLS</b> Back At One (Mercury)	27139	5253	621572	15	148/0
4	4	<b>LONESTAR</b> Smile (BNA)	26003	5083	589279	19	149/0
5	5	<b>GEORGE STRAIT</b> The Best Day (MCA)	22306	4252	518860	7	148/0
6	6	<b>TOBY KEITH</b> How Do You Like Me Now? (DreamWorks)	21595	4173	495719	13	149/0
7	7	<b>TRACY LAWRENCE</b> Lessons Learned (Atlantic)	19985	3871	453645	13	148/0
9	8	<b>MARTINA MCBRIDE</b> Love's The Only House (RCA)	19322	3777	437174	12	146/1
8	9	<b>SHEDAISY</b> This Woman Needs (Lyric Street)	18075	3583	402689	21	147/1
10	10	<b>JO DEE MESSINA</b> Because You Love Me (Curb)	17688	3435	403714	17	148/4
11	11	<b>TRACY BYRD</b> Put Your Hand In Mine (RCA)	15434	3115	336286	21	143/0
16	12	<b>CLINT BLACK W/STEVE WARINER</b> Been There (RCA)	14185	2712	328389	7	144/4
13	13	<b>GARTH BROOKS</b> Do What You Gotta Do (Capitol)	14120	2793	317332	6	137/2
14	14	<b>CHELY WRIGHT</b> It Was (MCA)	12741	2568	280313	18	137/5
15	15	<b>PHIL VASSAR</b> Carlene (Arista)	12524	2519	275131	14	139/4
17	16	<b>MONTGOMERY GENTRY</b> Daddy Won't Sell... (Columbia)	11995	2390	265097	11	132/1
12	17	<b>GARY ALLAN</b> Smoke Rings In The Dark (MCA)	11034	2215	243221	26	141/0
20	18	<b>KENNY ROGERS</b> Buy Me A Rose (Dreamcatcher)	10751	2092	245661	15	113/9
19	19	<b>ALABAMA</b> Small Stuff (RCA)	10485	2069	238889	17	132/0
22	20	<b>ANDY GRIGGS</b> She's More (RCA)	10031	1993	221978	8	126/6
23	21	<b>TRISHA YEARWOOD</b> Real Live Woman (MCA)	9213	1833	205181	6	117/5
21	22	<b>JESSICA ANDREWS</b> Unbreakable Heart (DreamWorks)	9196	1832	204462	9	130/7
26	23	<b>SHANIA TWAIN</b> Rock This Country! (Mercury)	7973	1585	176408	6	97/5
24	24	<b>WYNONNA</b> Can't Nobody Love You... (Curb/Mercury)	7720	1531	174219	14	122/1
27	25	<b>VINCE GILL</b> Let's Make Sure We Kiss... (MCA)	7563	1480	169037	4	111/6
29	26	<b>KENNY CHESNEY</b> What I Need To Do (BNA)	6633	1289	149998	5	111/11
<b>Breaker</b>	27	<b>FAITH HILL</b> The Way You Love Me (Warner Bros.)	6436	1209	150687	5	112/36
28	28	<b>YANKEE GREY</b> Another Nine Minutes (Monument)	6230	1279	133003	7	106/9
25	29	<b>STEVE HOLY</b> Don't Make Me Beg (Curb)	5871	1214	123916	17	111/0
<b>Breaker</b>	30	<b>JENNIFER DAY</b> The Fun Of Your Love (BNA)	4936	1008	107716	9	90/5
<b>Breaker</b>	31	<b>COLLIN RAYE</b> Couldn't Last A Moment (Epic)	4326	856	94671	4	89/20
32	32	<b>TY HERNDON</b> No Mercy (Epic)	4097	827	87181	5	85/6
33	33	<b>JULIE REEVES</b> What I Need (Virgin)	3611	775	73824	10	68/2
30	34	<b>SAMMY KERSHAW</b> Me And Maxine (Mercury)	3150	655	64185	11	74/0
37	35	<b>TRACE ADKINS</b> More (Capitol)	3118	662	63835	3	88/23
36	36	<b>WILKINSONS</b> Jimmy's Got A Girlfriend (Giant)	2899	595	62011	6	68/12
39	37	<b>CLAY DAVIDSON</b> Unconditional (Virgin)	2778	539	61095	3	71/25
40	38	<b>CLAY WALKER</b> The Chain Of Love (Giant)	2759	509	65476	2	52/31
38	39	<b>CHALEE TENNISON</b> Just Because She Lives There (Asylum/EEG)	2706	578	54021	3	68/5
43	40	<b>BRAD PAISLEY</b> Me Neither (Arista)	2312	439	53371	2	58/29
45	41	<b>SONYA ISAACS</b> I've Forgotten How You Feel (Lyric Street)	1886	375	41068	2	43/2
49	42	<b>ALAN JACKSON</b> The Blues Man (Arista)	1858	391	39513	2	48/18
46	43	<b>SHANE MINOR</b> I Think You're Beautiful (Mercury)	1788	355	39725	2	52/8
42	44	<b>JERRY KILGORE</b> The Look (Virgin)	1585	324	33963	4	33/0
<b>Debut</b>	45	<b>CHAD BROCK</b> Yes! (Warner Bros.)	1510	270	36215	1	27/19
47	46	<b>ALECIA ELLIOTT</b> I'm Diggin' It (MCA)	1359	223	35306	17	11/0
50	47	<b>SAWYER BROWN</b> 800 Pound Jesus (Curb)	1355	243	31412	2	29/7
41	48	<b>GEORGE JONES</b> The Cold Hard Truth (Asylum/EEG)	1320	239	30901	12	25/0
44	49	<b>JOHN M. MONTGOMERY</b> Nothing Catches Jesus By... (Atlantic)	1318	263	25876	3	26/0
<b>Debut</b>	50	<b>RANDY TRAVIS</b> Where Can I Surrender (DreamWorks)	1306	257	29433	1	34/7

## Most Added.

ARTIST TITLE LABEL(S)	ADDS
<b>FAITH HILL</b> The Way You Love Me (Warner Bros.)	36
<b>CLAY WALKER</b> The Chain Of Love (Giant)	31
<b>BRAD PAISLEY</b> Me Neither (Arista)	29
<b>CLAY DAVIDSON</b> Unconditional (Virgin)	25
<b>TRACE ADKINS</b> More (Capitol)	23
<b>KEITH URBAN</b> Your Everything (Capitol)	21
<b>COLLIN RAYE</b> Couldn't Last A Moment (Epic)	20
<b>CHAD BROCK</b> Yes! (Warner Bros.)	19
<b>ALAN JACKSON</b> The Blues Man (Arista)	18
<b>WADE HAYES</b> Up North (DKC/Monument)	14

## Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
<b>FAITH HILL</b> The Way You Love Me (Warner Bros.)	+3018
<b>CLINT BLACK W/STEVE WARINER</b> Been... (RCA)	+2463
<b>MARTINA MCBRIDE</b> Love's The Only House (RCA)	+2020
<b>ANDY GRIGGS</b> She's More (RCA)	+1975
<b>KENNY ROGERS</b> Buy Me A Rose (Dreamcatcher)	+1889
<b>VINCE GILL</b> Let's Make Sure We Kiss... (MCA)	+1697
<b>TOBY KEITH</b> How Do You Like... (DreamWorks)	+1670
<b>COLLIN RAYE</b> Couldn't Last A Moment (Epic)	+1596
<b>MARK WILLS</b> Back At One (Mercury)	+1591
<b>GEORGE STRAIT</b> The Best Day (MCA)	+1394
<b>KENNY CHESNEY</b> What I Need To Do (BNA)	+1360
<b>TRISHA YEARWOOD</b> Real Live Woman (MCA)	+1311
<b>TRACY LAWRENCE</b> Lessons Learned (Atlantic)	+1162
<b>JO DEE MESSINA</b> Because You Love Me (Curb)	+996
<b>CHAD BROCK</b> Yes! (Warner Bros.)	+893

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>FAITH HILL</b> The Way You Love Me (Warner Bros.)	+564
<b>CLINT BLACK W/STEVE WARINER</b> Been There (RCA)	+493
<b>TOBY KEITH</b> How Do You Like... (DreamWorks)	+365
<b>MARTINA MCBRIDE</b> Love's The Only House (RCA)	+362
<b>ANDY GRIGGS</b> She's More (RCA)	+362
<b>KENNY ROGERS</b> Buy Me A Rose (Dreamcatcher)	+362
<b>VINCE GILL</b> Let's Make Sure We Kiss... (MCA)	+328
<b>MARK WILLS</b> Back At One (Mercury)	+318
<b>COLLIN RAYE</b> Couldn't Last A Moment (Epic)	+302
<b>TRISHA YEARWOOD</b> Real Live Woman (MCA)	+295

## Breakers.

**FAITH HILL**  
The Way You Love Me (Warner Bros.)  
75% of our reporters on it (112 stations)  
36 Adds • Moves 34-27

**JENNIFER DAY**  
The Fun Of Your Love (BNA)  
60% of our reporters on it (90 stations)  
5 Adds • Moves 31-30

**COLLIN RAYE**  
Couldn't Last A Moment (Epic)  
60% of our reporters on it (89 stations)  
28 Adds • Moves 35-31

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Points/Plays lists the songs with the greatest week-to-week increases in total Points/Plays.

149 Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total points for the airplay week of Sunday 2/6-Saturday 2/12. Bullets appear on songs gaining points/plays or remaining flat from previous week. If two songs are tied in total points/plays, the song being played on more stations is placed first. Breaker status is assigned to songs achieving airplay at 60% of reporter base for the first time. Songs that are down in points/plays for three consecutive weeks and below No. 1 are moved to recurrent. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

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# R&R Country Indicator™

February 18, 2000

## R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

ARTIST TITLE (LABEL)	TOTAL STATIONS/ ADDS	TOTAL POINTS	TOTAL PLAYS	30-	40-49	50-59	60-69	70-79	80-
TRACE ADKINS More (Capitol)	30/3	1285	388	0	0	0	3	21	6
ALABAMA Small Stuff (RCA)	31/0	2112	630	0	0	1	19	9	2
GARY ALLAN Smoke Rings In The Dark (MCA)	25/0	1964	599	0	1	5	13	4	2
JESSICA ANDREWS Unbreakable Heart (DreamWorks)	38/0	2139	652	0	0	3	13	14	6
CHAD BROCK Yes! (Warner Bros.)	12/9	229	67	0	0	0	0	3	9
TRACY BYRD Put Your Hand In Mine (RCA)	28/0	3031	880	0	4	15	6	2	1
KENNY CHESNEY What I Need To Do (BNA)	35/4	1767	533	0	0	1	13	11	10
CLAY DAVIDSON Unconditional (Virgin)	24/8	685	209	0	0	0	2	11	11
JENNIFER DAY The Fun Of Your Love (BNA)	24/1	1004	308	0	0	0	4	13	7
JOE DIFFIE It's Always Somethin' (Epic)	4/2	72	25	0	0	0	0	1	3
DOXIE CHICKS Cowboy Take Me Away (Monument)	38/0	4212	1263	1	5	23	6	1	0
DOXIE CHICKS Goodbye Earl (Monument)	1/1	59	21	0	0	0	1	0	0
ALECIA ELLIOT I'm Diggin' It (MCA)	2/0	177	49	0	0	0	2	0	0
VINCE GILL Let's Make Sure We Kiss... (MCA)	35/3	1616	490	0	0	1	4	24	6
ANDY GRIGGS She's More (RCA)	35/2	2207	661	0	0	1	15	16	3
WADE HAYES Up North (DKC/Monument)	9/4	271	81	0	0	0	0	4	5
ERIC HEATHERLY Flowers On The Wall (Mercury)	2/1	25	7	0	0	0	0	0	2
TY HERNDON No Mercy (Epic)	25/2	905	291	0	0	1	3	11	10
FAITH HILL The Way You Love Me (Warner Bros.)	33/6	1327	410	0	0	1	5	13	14
STEVE HOLY Don't Make Me Beg (Curb)	25/0	1553	460	0	0	2	10	10	3
REBECCA LYNN HOWARD Out Here In... (MCA)	2/0	103	26	0	0	0	1	0	1
SONYA ISAACS I've Forgotten How... (Lyric Street)	10/0	398	112	0	0	0	2	4	4
ALAN JACKSON The Blues Man (Arista)	17/9	358	112	0	0	0	0	7	10
GEORGE JONES The Cold Hard Truth (Asylum/EEG)	1/0	51	23	0	0	0	1	0	0
TOBY KEITH How Do You Like Me... (DreamWorks)	36/0	4118	1226	2	4	19	11	0	0
SAMMY KERSHAW Me And Maxine (Mercury)	17/0	905	290	0	0	1	5	10	1
JERRY KILGORE The Look (Virgin)	14/0	499	154	0	0	0	2	6	6
TRACY LAWRENCE Lessons Learned (Atlantic)	30/0	3796	1134	1	4	17	12	2	0
LONESTAR Smile (BNA)	36/0	4192	1261	1	8	20	3	4	0
MARTINA MCBRIDE Love's The Only House (RCA)	36/0	3615	1068	0	5	12	18	1	0
TIM MCGRAW My Best Friend (Curb)	36/0	4112	1232	1	5	23	6	1	0
JO DEE MESSINA Because You Love Me (Curb)	36/1	3359	1016	0	2	17	12	4	1
SHANE MINOR I Think You're Beautiful (Mercury)	11/0	423	129	0	0	1	0	5	5
JOHN M. MONTGOMERY Nothing Catches... (Atlantic)	9/0	294	91	0	0	0	0	7	2
CRAIG MORGAN Something To Write... (Atlantic)	2/2	115	39	0	0	0	1	1	0
MONTGOMERY GENTRY Daddy Won't... (Columbia)	36/0	2693	818	0	1	3	22	10	0
BRAD PAISLEY Me Neither (Arista)	24/13	595	184	0	0	0	2	7	15
MARTY RAYBON Cracker Jack Diamond (Tri Chord)	4/0	116	31	0	0	0	0	1	3
COLLIN RAYE Couldn't Last A Moment (Epic)	28/3	1019	315	0	0	0	3	16	9
JULIE REEVES What I Need (Virgin)	21/1	781	246	0	0	1	2	10	8
KENNY ROGERS Buy Me A Rose (Dreamcatcher)	29/3	1817	552	0	1	3	12	9	4
SAWYER BROWN 800 Pound Jesus (Curb)	10/1	247	71	0	0	0	0	3	7
SHEDAISY This Woman Needs (Lyric Street)	34/1	3208	968	1	2	12	15	2	2
CHALEE TENNISON Just Because... (Asylum/EEG)	14/2	478	144	0	0	0	1	8	5
RANDY TRAVIS Where Can I Surrender (DreamWorks)	16/2	569	174	0	0	0	1	8	7
SHANIA TWAIN Rock This Country! (Mercury)	32/0	1811	558	0	0	2	11	15	4
KEITH URBAN Your Everything (Capitol)	5/4	50	14	0	0	0	0	0	5
CLAY WALKER The Chain Of Love (Giant)	17/10	374	107	0	0	0	1	3	13
MARK WILLIS Back At One (Mercury)	36/0	4449	1333	2	7	24	3	0	0
CHELY WRIGHT It Was (MCA)	35/1	2495	747	0	1	2	22	8	2
YANKEE GREY Another Nine Minutes (Monument)	35/1	1849	557	0	0	0	7	25	3
TRISHA YEARWOOD Real Live Woman (MCA)	33/0	1993	605	0	0	0	16	16	1

36 Country Indicator reporters in markets 124-202. Songs ranked alphabetically for the airplay week of Sunday 2/6-Saturday 2/12.  
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## Most Added.

ARTIST TITLE (LABEL/S)	ADDS
BRAD PAISLEY Me Neither (Arista)	13
CLAY WALKER The Chain Of Love (Giant)	10
ALAN JACKSON The Blues Man (Arista)	9
CHAD BROCK Yes! (Warner Bros.)	9
CLAY DAVIDSON Unconditional (Virgin)	8
FAITH HILL The Way You Love Me (Warner Bros.)	6
KENNY CHESNEY What I Need To Do (BNA)	4
WADE HAYES Up North (DKC/Monument)	4
KEITH URBAN Your Everything (Capitol)	4
PHIL VASSAR Carlene (Arista)	3
VINCE GILL Let's Make Sure We Kiss... (MCA)	3
TRACE ADKINS More (Capitol)	3
KENNY ROGERS Buy Me A Rose (Dreamcatcher)	3

## Most Increased Points

ARTIST TITLE (LABEL/S)	TOTAL POINT INCREASE
FAITH HILL The Way You Love Me (Warner Bros.)	+582
YANKEE GREY Another Nine Minutes (Monument)	+453
BRAD PAISLEY Me Neither (Arista)	+412
ANDY GRIGGS She's More (RCA)	+382
KENNY ROGERS Buy Me A Rose (Dreamcatcher)	+382
TOBY KEITH How Do You Like Me... (DreamWorks)	+367
KENNY CHESNEY What I Need To Do (BNA)	+346
MARTINA MCBRIDE Love's The Only House (RCA)	+336
CLAY DAVIDSON Unconditional (Virgin)	+320
CLINT BLACK W/STEVE WARNER Been There (RCA)	+307
TRACE ADKINS More (Capitol)	+300
WYNONNA Can't Nobody Love You... (Curb/Mercury)	+290
CLAY WALKER The Chain Of Love (Giant)	+294
TRACY LAWRENCE Lessons Learned (Atlantic)	+276
JESSICA ANDREWS Unbreakable Heart (DreamWorks)	+268

## Most Increased Plays

ARTIST TITLE (LABEL/S)	TOTAL PLAY INCREASE
FAITH HILL The Way You Love Me (Warner Bros.)	+172
YANKEE GREY Another Nine Minutes (Monument)	+133
BRAD PAISLEY Me Neither (Arista)	+130
KENNY ROGERS Buy Me A Rose (Dreamcatcher)	+120
ANDY GRIGGS She's More (RCA)	+114
KENNY CHESNEY What I Need To Do (BNA)	+109
TOBY KEITH How Do You Like Me... (DreamWorks)	+107
CLAY DAVIDSON Unconditional (Virgin)	+101
MARTINA MCBRIDE Love's The Only House (RCA)	+97
CLINT BLACK W/STEVE WARNER Been There (RCA)	+90
TRACE ADKINS More (Capitol)	+88
WYNONNA Can't Nobody Love You... (Curb/Mercury)	+86
JESSICA ANDREWS Unbreakable Heart (DreamWorks)	+85
CLAY WALKER The Chain Of Love (Giant)	+85
TRACY LAWRENCE Lessons Learned (Atlantic)	+79
GEORGE STRAIT The Best Day (MCA)	+77
COLLIN RAYE Couldn't Last A Moment (Epic)	+76
TY HERNDON No Mercy (Epic)	+76



# The New Album Gallery

In Stores: February 22, 2000



## Lorrie Morgan

### To Get To You: Greatest Hits... (BNA)

Greatest hits albums often close a chapter of an artist's life. In Lorrie Morgan's case, *To Get to You: Greatest Hits Collection* marks her exit from her longtime label home, BNA. The 17-track compilation includes four new recordings, but does not include such earlier hits as "Watch Me" and "Five Minutes," which were from Morgan's tenure at sister label RCA. The track list includes "We Both Walk," "Half Enough," "Good As I Was to You," "Go Away," "One of Those Nights Tonight," "I Guess You Had to Be There," "Trainwreck of Emotion," "Standing Tall," "He Talks to Me" and "Something in Red." Also featured are two duets: "By My Side," with ex-husband Jon Randall, and "Maybe Not Tonight," with Sammy Kershaw. Among the new songs are the title track and "Whoop-De-Do," the latter written by Craig Carothers and "Something in Red" writer Angela Kaset. More interesting, perhaps, are two cover tunes — a live version of the Sarah McLachlan hit "Angel" and "Another Lonely Song," originally recorded by Morgan's idol, Tammy Wynette. Morgan's version was produced by Billy Sherrill and Norro Wilson — the same team who produced Wynette's recording. Morgan says, "I always wanted to cut a record with Norro Wilson, because he makes the kind of records that made me fall in love with country music. When he asked Billy Sherrill to be a part of the session, it was truly one of the highlights of my recording career. The musicians on the date were the same ones I had admired for years. Recording this song was a dream come true for me."



## Phil Vassar

### Phil Vassar (Arista)

As a new country act, Phil Vassar has one of the strongest calling cards in recent memory. Even before the release of his debut single, "Carlene," Vassar's reputation as a songwriter was solid. He wrote Alan Jackson's "Right on the Money," Collin Raye's "Little Red Rodeo," Tim McGraw's "For a Little While" and BlackHawk's "Post-marked Birmingham." On top of that, two songs he wrote for Jo Dee Messina — "I'm Alright" and "Bye Bye" — earned him the honor of being ASCAP's reigning Songwriter of the Year. The Virginia native says, "I love songwriting. It's what I do, which, thankfully, leaves me with more songs than I could ever record. The hardest part of making the album was deciding which songs to cut." Vassar adds, "What makes an album really great is *all* the songs. And I think we've got some really great ones on this project. I've been working toward this my whole life. This is all I've ever wanted to do." Vassar co-wrote all 11 songs on the album, collaborating with some of Nashville's finest tunesmiths, including Charlie Black, Rory Michael Bourke, Craig Wiseman, Julie Wood, Robert Byrne, Don Sampson and Tommy Rocco. Vassar explains, "I do write alone sometimes, but the songs on this album were written with my friends. We might hang out and have lunch and sit all day and not write a word, or we might write a hit single. But the song is a byproduct of that time together." Vassar co-produced his debut album with Byron Gallimore.

## OUT OF THE BOX

Bill Reed, APD  
KXXY/Oklahoma City

### BRAD PAISLEY "Me Neither" (Arista)

For those of you who didn't have much luck on Valentine's Day, Brad Paisley has a song for you. "Me Neither" gives a quick-witted and entertaining intro to the dating world. It has a catchy hook and a relatable storyline that I'm sure everyone can identify with, plus it really showcases the playful and fun-loving side of Brad's personality. Coming off of a serious hit like "He Didn't Have to Be," it's a follow-up that proves Brad is multitalented with mass appeal. Brad Paisley is definitely poised to be a huge star!

## C O U N T R Y FLASHBACK

### 1 YEAR AGO

• No. 1: "I Don't Want to Miss A Thing" — Mark Chesnut (second week)

### 5 YEARS AGO

• No. 1: "Old Enough To Know Better" — Wade Hayes

### 10 YEARS AGO

• No. 1: "No Matter How High" — Oak Ridge Boys

### 15 YEARS AGO

• No. 1: "A Lady Like You" — Glen Campbell

### 20 YEARS AGO

• No. 1: "Years" — Barbara Mandrell

### 25 YEARS AGO

• No. 1: "Sneaky Snake" — Tom T. Hall (second week)

# REALLY HOT PARTY

FRIDAY NIGHT @ CRS BEGINS WITH LIA'S HOT PARTY AND ASYLUM'S BRYAN WHITE. RENAISSANCE TENNESSEE ROOM, 5:30 TO 8:00 PM.

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## New & Active

**REBECCA LYNN HOWARD** Out Here In The Water (MCA)  
Total Stations: 24, Adds: 6, Points: 883, Plays: 181

**DIXIE CHICKS** Goodbye Earl (Monument)  
Total Stations: 10, Adds: 2, Points: 880, Plays: 175

**WADE HAYES** Up North (DKG/Monument)  
Total Stations: 26, Adds: 14, Points: 875, Plays: 167

**ERIC HEATHERLY** Flowers On The Wall (Mercury)  
Total Stations: 15, Adds: 13, Points: 753, Plays: 156

**KEITH URBAN** Your Everything (Capitol)  
Total Stations: 28, Adds: 21, Points: 702, Plays: 125

**JOE DIFFIE** It's Always Somethin' (Epic)  
Total Stations: 10, Adds: 6, Points: 457, Plays: 88

**MARTY RAYBON** Cracker Jack Diamond (Tri Chord)  
Total Stations: 10, Adds: 1, Points: 431, Plays: 83

**CRAIG MORGAN** Something To Write Home... (Atlantic)  
Total Stations: 16, Adds: 13, Points: 152, Plays: 34

Songs ranked by total points.



**HAPPY 25TH ANNIVERSARY!**

Austin City Limits, the longest-running popular music series in American television history, was recently honored by ASCAP for 25 successful years in TV. Pictured (l-r) are ASCAP's Herky Williams, special guest host Guy Clark and Austin City Limits producer Terry Lickona.



**ON THE PROWL IN TIGER COUNTRY**

While promoting his latest release, "No Mercy," Epic artist Ty Herndon (right) dropped by WXCT (Tiger Country)/Baton Rouge, LA to visit with XCT OM Ted Kelly (left).

## PLEASE SEND YOUR PHOTOS

R&R wants your best snapshots (color or black & white).

Please include the names and titles of all pictured and send them to:

R&R c/o Diane Fredrickson:  
10100 Santa Monica Blvd.,  
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## National Radio Formats

### ALTERNATIVE PROGRAMMING

**Steve Knoll • (800) 231-2818**

#### Adds:

GARTH BROOKS Do What You Gotta Do  
COLLIN RAYE Couldn't Last A Moment  
TRACE ADKINS More  
CLAY WALKER The Chain Of Love  
WADE HAYES Up North

#### Nettest:

CLINT BLACK/STEVE WARNER Been There  
WYONNIA Can't Nobody Love You

### BROADCAST PROGRAMMING

**Walter Powers • (800) 426-9062**

#### Pure Country

**Ken Moultrie**

#### Adds:

YANKEE GREY Another Nine Minutes  
VINCE GILL Let's Make Sure We Kiss Goodbye  
COLLIN RAYE Couldn't Last A Moment

#### Nettest:

TIM MCGRAW My Best Friend  
MARK WILLS Back At One  
LONESTAR Smile  
TOBY KEITH How Do You Like Me Now?  
GEORGE STRAIT The Best Day

#### Mainstream Country

**L.J. Smith**

#### Adds:

YANKEE GREY Another Nine Minutes  
VINCE GILL Let's Make Sure We Kiss Goodbye  
COLLIN RAYE Couldn't Last A Moment

#### Nettest:

TIM MCGRAW My Best Friend  
MARK WILLS Back At One  
LONESTAR Smile  
TOBY KEITH How Do You Like Me Now?  
GEORGE STRAIT The Best Day

#### New Country

**L.J. Smith**

#### Adds:

TRISHA YEARWOOD Real Live Woman  
JENNIFER DAY The Fun Of Your Love  
KENNY CHESNEY What I Need To Do

#### Nettest:

TIM MCGRAW My Best Friend  
MARK WILLS Back At One  
LONESTAR Smile  
DIXIE CHICKS Cowboy Take Me Away  
FAITH HILL Breathe

### PREMIERE RADIO NETWORKS

#### After Midnight

**KELLY ERICKSON • (818) 461-5435**

#### Adds:

FAITH HILL The Way You Love Me  
TY HERNDON No Mercy  
JENNIFER DAY The Fun Of Your Love

### PREMIERE RADIO NETWORKS CONTINUED

#### Nettest:

TIM MCGRAW My Best Friend  
DIXIE CHICKS Cowboy Take Me Away  
TRACY BYRD Put Your Hand In Mine  
LONESTAR Smile  
MARK WILLS Back At One

### RADIO ONE COUNTRY PLAYLIST

**Kevin "Crash" Davis • (978) 946-3338**

#### Adds:

JESSICA ANDREWS Unbreakable Heart  
YANKEE GREY Another Nine Minutes  
SAMMY KERSHAW Me And Maxine  
TY HERNDON No Mercy

#### Nettest:

TOBY KEITH How Do You Like Me Now?  
MARK WILLS Back At One  
DIXIE CHICKS Cowboy Take Me Away  
LONESTAR Smile  
TIM MCGRAW My Best Friend

### WESTWOOD ONE RADIO NETWORKS

**Charlie Cook • (805) 294-9000**

#### Mainstream Country

**David Folker**

#### Adds:

KENNY ROGERS Buy Me A Rose  
JESSICA ANDREWS Unbreakable Heart

#### Nettest:

REBA MCKENTRE What Do You Say  
TIM MCGRAW My Best Friend  
FAITH HILL Breathe  
LONESTAR Smile  
DIXIE CHICKS Cowboy Take Me Away

#### Hot Country

**David Folker**

#### Adds:

KENNY CHESNEY What I Need To Do

#### Nettest:

GEORGE STRAIT The Best Day  
TIM MCGRAW My Best Friend  
MARK WILLS Back At One  
DIXIE CHICKS Cowboy Take Me Away  
LONESTAR Smile



### ADDS

CLAY WALKER The Chain Of Love  
MERLE HAGGARD Motorcycle Cowboy/Blue Yodel  
JASON SELLERS Can't Help Calling Your Name

### ELITE

SHANIA TWAIN Rock This Country!  
MARTINA MCBRIDE Love's The Only House  
TOBY KEITH How Do You Like Me Now  
MARK WILLS Back At One  
DIXIE CHICKS Cowboy Take Me Away



### ADDS

CLAY WALKER The Chain Of Love  
MERLE HAGGARD Motorcycle Cowboy/Blue Yodel  
JASON SELLERS Can't Help Calling Your Name

### TOP 10

CHELY WRIGHT It Was  
TOBY KEITH How Do You Like Me Now?  
ALECIA ELLIOTT I'm Dippin' It  
DIXIE CHICKS Cowboy Take Me Away  
FAITH HILL Breathe  
TIM MCGRAW Something Like That  
MARK WILLS Back At One  
SHEBASTY This Woman Needs  
JESSICA ANDREWS Unbreakable Heart  
REBA MCKENTRE What Do You Say

Information current as of February 18.



42 million households  
Chris Parr, Director/Programming  
Paul Mastaba, VP/GM

### ADDS

SPAD FANBLEY Me Neither  
CLAY WALKER The Chain Of Love

### TOP 10

CHELY WRIGHT It Was  
DIXIE CHICKS Cowboy Take Me Away  
LONESTAR Smile  
GARY ALLAN Smoke Rings In The Dark  
MARK WILLS Back At One  
JO DEE MESSINA Because You Love Me  
TOBY KEITH How Do You Like Me Now  
FAITH HILL Breathe  
TRACY LAWRENCE Lessons Learned  
TY HERNDON Steam

### HEAVY

DIXIE CHICKS Cowboy Take Me Away  
FAITH HILL Breathe  
GARY ALLAN Smoke Rings In The Dark  
JO DEE MESSINA Because You Love Me  
LONESTAR Smile  
MARK WILLS Back At One  
MARTINA MCBRIDE Love's The Only House  
PHIL WISSAR Carlane  
REBA MCKENTRE What Do You Say  
TOBY KEITH How Do You Like Me Now?  
TRACY LAWRENCE Lessons Learned

### HOT SHOTS

ASLEEP AT THE WHEEL Cherokee Maiden  
CLAY DAVIDSON Unconditional  
CLAY WALKER The Chain Of Love  
COLLIN RAYE Couldn't Last A Moment  
JOE DIFFIE It's Always Somethin'  
KEITH URBAN Your Everything  
KENNY ROGERS Buy Me A Rose  
SHANIA TWAIN Rock This Country!  
THE WILKINSONS Jimmy's Got A Girlfriend  
TRACE ADKINS More  
TRISHA YEARWOOD Real Live Woman  
TY HERNDON No Mercy  
YANKEE GREY Another Nine Minutes

Heavy rotation songs receive 28 plays per week.  
Hot Shots receive 21 plays per week.

Information current as of February 16.



**Most Played Recurrents**

**FAITH HILL** Breathe (Warner Bros.)

**REBA MCENTIRE** What Do You Say (MCA)

**BRAD PAISLEY** He Didn't Have To Be (Arista)

**TIM MCGRAW** Something Like That (Curb)

**CLINT BLACK** When I Said I Do (RCA)

**MARTINA MCBRIDE** I Love You (RCA)

**LEANN RIMES** Big Deal (Curb)

**ALAN JACKSON** Pop A Top (Arista)

**LONESTAR** Amazed (BNA)

**YANKEE GREY** All Things Considered (Monument)

**JOHN MICHAEL MONTGOMERY** Home To You (Atlantic)

**JO DEE MESSINA** Lesson In Leavin' (Curb)

**GEORGE STRAIT** Write This Down (MCA)

**KEITH URBAN** It's A Love Thing (Capitol)

**KENNY CHESNEY** You Had Me From Hello (BNA)

**CLAY WALKER** Live, Laugh, Love (Giant)

**KENNY CHESNEY** How Forever Feels (BNA)

**DDIE CHICKS** Ready To Run (Monument)

**DIAMOND RIO** Unbelievable (Arista)

**JOE DIFFIE** A Night To Remember (Epic)

**COUNTRY**

**CHAD BROCK** Yes! (Warner Bros.)

**JOE DIFFIE** It's Always Somethin' (Epic)

**COLEY MCCABE** Growing Young With You (RCA)

**TUNED-IN**

COUNTRY

R&R/MEDIABASE 24/7



**KSSN/Little Rock**

**11am**

**GEORGE STRAIT** Lovebug  
**LEANN RIMES** Big Deal  
**MARK WILLIS** Back At One  
**ALAN JACKSON** I'd Love You All Over Again  
**SHEDAISY** Little Good-Byes  
**CHALEE TENNISON** Just Because She Lives There  
**GARTH BROOKS** Do What You Gotta Do  
**ALABAMA** Face To Face  
**LONESTAR** Amazed  
**JUDD'S** Rockin' With The Rhythm...  
**CLINT BLACK w/STEVE WARNER** Been There  
**TIM MCGRAW** Something Like That  
**VINCE GILL** Let's Make Sure We Kiss...  
**DIAMOND RIO** Imagine That

**4pm**

**SAMMY KERSHAW** She Don't Know She's Beautiful  
**VINCE GILL** Whenever You Come Around  
**GEORGE JONES** Choices  
**MARTINA MCBRIDE** Love's The Only House  
**GEORGE STRAIT** Love Without End, Amen  
**KENNY CHESNEY** She Thinks My Tractor's Sexy  
**HIGHWAY 101** Cry, Cry, Cry  
**MONTGOMERY GENTRY** Daddy Won't Sell The Farm  
**ALAN JACKSON** Little Man  
**JESSICA ANDREWS** Unbreakable Heart  
**BROOKS & DUNN** Missing You  
**CHELY WRIGHT** Single White Female

**8pm**

**LONESTAR** Amazed  
**DDIE CHICKS** Cowboy Take Me Away  
**SAMMY KERSHAW** Cadillac Style  
**GEORGE STRAIT** If I Know Me  
**ANDY BRIGGS** I'll Go Crazy  
**SHEDAISY** This Woman Needs  
**SUZIE BOGGUSS** Hey Cinderella  
**TRISHA YEARWOOD** XXX's And OOO's...  
**CLAY WALKER** Live, Laugh, Love  
**DESERT ROSE BAND** He's Back And I'm Blue  
**TRACY BYRD** Put Your Hand In Mine  
**DOUG STONE** Make Up In Love  
**ALABAMA** Small Stuff

**WKHK/Richmond**

**11am**

**JESSICA ANDREWS** Unbreakable Heart  
**BRAD PAISLEY** He Didn't Have To Be  
**BROOKS & DUNN** That Ain't No Way To Go  
**DDIE CHICKS** Cowboy Take Me Away  
**MARK WILLIS** Wish You Were Here  
**LILA MCCANN** I Wanna Fall In Love  
**JOHN MICHAEL MONTGOMERY** Home To You  
**CLINT BLACK w/STEVE WARNER** Been There  
**LEANN RIMES** Big Deal  
**PATTY LOVELESS** You Can Feel Bad  
**KENTUCKY HEADHUNTERS** Dumas Walker  
**BROOKS & DUNN & REBA** If You See Him...

**4pm**

**JOE DIFFIE** A Night To Remember  
**TIM MCGRAW/FAITH HILL** It's Your Love  
**LEANN RIMES** Big Deal  
**DIAMOND RIO** Unbelievable  
**TRACY LAWRENCE** Lessons Learned  
**BILLY DEAN** If There Hadn't Been You  
**GEORGE STRAIT** Write This Down  
**PATTY LOVELESS** Blame It On Your Heart  
**GARY ALLAN** Smoke Rings In The Dark  
**SHANNA TWAIN** Man! I Feel Like A Woman!  
**ALABAMA** Take Me Down

**8pm**

**JOHN MICHAEL MONTGOMERY** Home To You  
**TOBY KEITH** Wish I Didn't Know Now  
**DDIE CHICKS** Cowboy Take Me Away  
**LONNIE MORGAN** What Part Of No  
**ALABAMA** Small Stuff  
**COLLIN RAYE** I Think About You  
**FAITH HILL** Love Ain't Like That  
**ALAN JACKSON** Don't Rock The Jukebox  
**LEANN RIMES** Big Deal  
**CLAY WALKER** You're Beginning To Get To Me  
**BLACKHAWK** Every Once In A While  
**TY HERNDON** No Mercy  
**REBA MCENTIRE** Fancy  
**KEITH URBAN** It's A Love Thing



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Monday 2/7. © 2000, R&R Inc.

They've delivered  
 nine top ten singles

**BLACKHAWK**

Now they bring you their  
 debut single from their Greatest Hits album

**I NEED YOU  
 ALL THE TIME**

**IMPACTING  
 FEBRUARY 28**

ON YOUR DESK NOW  
 ALBUM IN STORES MAY 16, 2000

Management: Mike Robertson Management, Nashville, TN  
 Produced by Bobby Huff and BlackHawk  
 www.twangthis.com



# Country Playlists

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

**MARKET #1**

**WYNY/New York**  
Big City  
(914) 592-1071  
Smith/Roth  
12c Cume 484,000

**Y107**

PLAYS	LTW	ARTIST/TITLE	GI (0000)
48	44	BRAD PASKLEY/He Didn't Have to Be	19792
45	43	TIM MCGRAW/My Best Friend	12384
45	40	FAITH HILL/Breathe	12384
49	42	MARK WILLIS/Back At One	12096
48	40	KENNY ROGERS/Buy Me A Rose	11250
49	38	TRISHA YEARWOOD/You're Where I	11232
47	38	GEORGE STRAIT/What You Gotta Do	10084
27	27	SHANNA TWAIN/Rock The Country!	10656
47	34	LONESTAR/Smile	9792
47	34	DOXE CHICKS/Cowboy Take Me Away	9792
38	32	LONESTAR/Smile	8064
38	32	LONESTAR/Smile	8064
27	26	DOXE CHICKS/Ready To Run	7488
28	24	KEITH URBAN/It's A Love Thing	6912
23	23	SHANNA TWAIN/Come On Over	5172
25	19	MARTINA MCBRIDE/Love's The Only	5184
25	19	GARTH BROOKS/Do What You Gotta Do	5184
24	18	JO DEE MESSINA/Because You Love Me	5184
19	18	LEANN RIME/Big Deal	5184
20	18	BLACK WARRIORS/Been There	5184
27	17	ALABAMA/Small Stuff	4836
27	17	CLINT BLACK/When I Said I Do	5184
27	17	REBA MCKENZIE/How Do You Feel	4836
24	16	WYNNONA/Can't Nobody Love	4608
26	16	TOBY KETH/How Do You Feel	4608
20	16	FAITH HILL/The Way You Love Me	4608
20	16	FAITH HILL/The Way You Love Me	4608
21	16	JENNIFER DY/The Fun Of Your Love	4608
14	13	PHIL VASSAR/Carlene	4032
14	13	KENNY CHESNEY/You Had Me From	3744
13	13	GEORGE STRAIT/Write This Down	3744
13	13	TIM MCGRAW/My Best Friend	3744
13	13	TRACY LAWRENCE/Lessons I Learned	3744
13	12	DOXE CHICKS/Tonight	3456
12	12	JO DEE MESSINA/esson In Leavin'	3456
15	12	ALAN JACKSON/It's A Man	3456
13	11	TRISHA YEARWOOD/Real Live Woman	3456
13	11	FAITH HILL/The Secret Of Life	3168
11	11	TIM MCGRAW/Please Remember Me	3168
15	10	JOE DUFFIE/A Night To Remember	2880

**MARKET #2**

**KZLA/Los Angeles**  
Bonneville  
(323) 882-8000  
Curtis/McCormack  
12c Cume 628,800

**92.9 KZLA**

PLAYS	LTW	ARTIST/TITLE	GI (0000)
48	45	TIM MCGRAW/My Best Friend	15087
48	45	FAITH HILL/Breathe	15087
41	37	DOXE CHICKS/Cowboy Take Me Away	13681
33	33	REBA MCKENZIE/How Do You Feel	12771
26	26	GEORGE STRAIT/What Do You Say	12384
26	26	JOHN MONTGOMERY/You're Where I	11610
26	26	CLINT BLACK/When I Said I Do	11610
23	20	BRAD PASKLEY/He Didn't Have to Be	11223
23	20	LONESTAR/Smile	10236
33	20	LEANN RIME/Big Deal	10236
26	20	MARK WILLIS/Back At One	10064
24	20	JOE DEE MESSINA/Because You Love Me	8208
16	22	MARTINA MCBRIDE/Love's The Only	8112
19	22	ALAN JACKSON/Pop A Top	8112
19	21	MAVE PICKS/Here Comes My Baby	8112
16	21	GEORGE STRAIT/The Best Day	8112
17	21	JENNIFER DY/The Fun Of Your Love	8112
17	21	TRACY LAWRENCE/Lessons I Learned	8112
18	21	CLAY WALKER/Chain Of Love	8112
18	21	TRACY BYRD/Put Your Hand In	6192
16	21	TRISHA YEARWOOD/Real Live Woman	6192
15	14	TOBY KETH/How Do You Feel	6192
15	14	DOXE CHICKS/Ready To Run	6192
14	13	SHANNA TWAIN/Come On Over	5031
10	13	MARK CHESNEY/It Don't Want To	5031
11	13	WYNNONA/Can't Nobody Love	5031
12	13	TRACY BYRD/What You Gotta Do	4644
11	12	YANKEE GREY/Things	4644
12	12	TRACY BYRD/What You Gotta Do	4644
11	12	FAITH HILL/The Kiss	4644
13	12	TIM MCGRAW/Something Like That	4644
14	12	CHELY WRIGHT/It Was	4644
7	11	JO DEE MESSINA/esson In Leavin'	4257
11	11	PHIL VASSAR/Carlene	4257
11	11	MARTINA MCBRIDE/Love's The Only	4257
11	11	BLACK WARRIORS/Been There	4257
8	11	MARK WILLIS/Back At One	3870
9	10	TY FRENDO/Mercy	3870
10	10	TRISHA YEARWOOD/Real Live Woman	3870
10	10	GARY ALLAN/Smoke Rings In	3870
9	9	DOXE CHICKS/Wide Open Spaces	3483
10	9	JOE DUFFIE/A Night To Remember	3483

**MARKET #3**

**WUSN/Chicago**  
Infinity  
(312) 649-0099  
Case/Biondo  
12c Cume 633,200

**US 99**

PLAYS	LTW	ARTIST/TITLE	GI (0000)
34	37	REBA MCKENZIE/How Do You Feel	15022
27	37	TOBY KETH/How Do You Feel	15022
26	30	GEORGE STRAIT/The Best Day	14210
32	34	DOXE CHICKS/Cowboy Take Me Away	13804
33	34	TIM MCGRAW/My Best Friend	13398
32	30	FAITH HILL/Breathe	13398
34	31	MARK WILLIS/Back At One	12846
29	30	BRAD PASKLEY/He Didn't Have to Be	11780
30	29	JOHN MONTGOMERY/You're Where I	11368
31	29	KENNY ROGERS/Buy Me A Rose	10150
23	28	ALAN JACKSON/Pop A Top	10150
25	28	GARTH BROOKS/Do What You Gotta Do	8538
19	23	CLINT BLACK/When I Said I Do	8538
25	29	LEANN RIME/Big Deal	8538
26	29	TRACY LAWRENCE/Lessons I Learned	8538
20	22	JOE DEE MESSINA/Because You Love Me	8032
22	22	REBA MCKENZIE/How Do You Feel	8032
33	21	YANKEE GREY/Things	8526
22	21	LONESTAR/Smile	8526
14	21	ALABAMA/Small Stuff	8526
11	21	BLACK WARRIORS/Been There	8526
11	21	TIM MCGRAW/My Best Friend	8526
23	20	MARTINA MCBRIDE/Love's The Only	8120
9	19	KENNY CHESNEY/You Had Me From	7308
13	18	LONESTAR/Smile	6496
18	18	JESSICA ANDREWS/Unbreakable Heart	6496
18	18	KEITH URBAN/It's A Love Thing	6496
19	18	MARTINA MCBRIDE/Love's The Only	6496
10	18	JOE DEE MESSINA/esson In Leavin'	5278
15	18	WYNNONA/Can't Nobody Love	5278
14	12	DAMON RAY/Anyone Else	4872
15	12	PHIL VASSAR/Carlene	4572
9	11	DOXE CHICKS/You're Where I	4466
11	11	MARK CHESNEY/It Don't Want To	4466
11	11	JOE DUFFIE/A Night To Remember	4466
11	11	GEORGE STRAIT/Write This Down	4466
11	11	TIM MCGRAW/Please Remember Me	4466
13	11	FAITH HILL/The Kiss	4466
11	11	TRISHA YEARWOOD/Real Live Woman	4466
7	8	SHANNA TWAIN/Man! I Feel Like	3654

**MARKET #4**

**KVCY/San Francisco**  
Infinity  
(415) 391-3330  
Holtman/Ryan/Jordan  
12c Cume 241,300

**COUNTRY**

PLAYS	LTW	ARTIST/TITLE	GI (0000)
54	50	DOXE CHICKS/Cowboy Take Me Away	6720
54	50	GEORGE STRAIT/The Best Day	6480
52	52	CLAY WALKER/Chain Of Love	6240
48	43	LONESTAR/Smile	5180
48	43	REBA MCKENZIE/How Do You Feel	5180
41	40	MARK WILLIS/Back At One	4800
37	38	MONTGOMERY GENTRY/Daddy Won't Sell	4560
32	38	SHE DASHY/These Woman Needs	4560
38	38	GARY ALLAN/Smoke Rings In	4560
24	37	TIM MCGRAW/My Best Friend	4440
20	38	JOE DEE MESSINA/Because You Love Me	4320
29	38	FAITH HILL/Breathe	4320
38	38	TRACY LAWRENCE/Lessons I Learned	4320
17	28	ANDY GRIGGS/She's More	3360
20	28	LEANN RIME/Big Deal	3000
28	28	BLACK WARRIORS/Been There	3000
16	28	TIM MCGRAW/My Best Friend	3000
28	28	REBA MCKENZIE/How Do You Feel	2880
19	24	MARTINA MCBRIDE/Love's The Only	2880
34	22	BRAD PASKLEY/He Didn't Have to Be	2640
11	22	TRACY BYRD/Put Your Hand In	2640
16	22	TRACY LAWRENCE/Lessons I Learned	2640
15	21	KENNY CHESNEY/You Had Me From	2520
13	21	FAITH HILL/The Way You Love Me	2520
20	18	MARTINA MCBRIDE/Love's The Only	2280
33	18	CLINT BLACK/When I Said I Do	2280
17	18	KENNY CHESNEY/You Had Me From	2160
14	18	DOXE CHICKS/Ready To Run	2160
25	18	FAITH HILL/Breathe	2160
12	18	GEORGE STRAIT/Write This Down	2040
33	17	TIM MCGRAW/My Best Friend	2040
17	17	TY FRENDO/Mercy	2040
17	17	TIM MCGRAW/My Best Friend	1800
17	17	JOE DUFFIE/A Night To Remember	1680
11	14	JOE DUFFIE/A Night To Remember	1680
13	14	TIM MCGRAW/Please Remember Me	1680
13	14	FAITH HILL/The Kiss	1320
11	13	LONESTAR/Smile	1320
9	11	JOHN MONTGOMERY/You're Where I	1320

**MARKET #5**

**WKUT/Philadelphia**  
Beasley  
(415) 667-9000  
McKay/Jack  
12c Cume 477,000

**COUNTRY**

PLAYS	LTW	ARTIST/TITLE	GI (0000)
35	30	JOE DEE MESSINA/Because You Love Me	11060
33	30	TOBY KETH/How Do You Feel	11060
34	30	MARK WILLIS/Back At One	10744
37	30	GEORGE STRAIT/The Best Day	10428
36	32	DOXE CHICKS/Cowboy Take Me Away	10112
35	30	TIM MCGRAW/My Best Friend	9480
33	30	LONESTAR/Smile	9164
34	30	GARY ALLAN/Smoke Rings In	9164
35	29	FAITH HILL/Breathe	9164
20	29	MARTINA MCBRIDE/Love's The Only	7768
22	22	SHE DASHY/These Woman Needs	6962
19	21	CHELY WRIGHT/Singin' Single Female	6836
22	20	TRACY LAWRENCE/Lessons I Learned	6320
20	20	PHIL VASSAR/Carlene	6320
15	19	GARTH BROOKS/Do What You Gotta Do	6004
16	19	ALABAMA/Small Stuff	6004
16	19	KEITH URBAN/It's A Love Thing	6004
10	19	MONTGOMERY GENTRY/Daddy Won't Sell	5688
26	18	BRAD PASKLEY/He Didn't Have to Be	5688
20	18	LEANN RIME/Big Deal	5056
6	18	BLACK WARRIORS/Been There	5056
18	18	SHANNA TWAIN/Man! I Feel Like	4740
14	18	TIM MCGRAW/My Best Friend	4740
15	18	YANKEE GREY/Things	4740
15	18	SHANNA TWAIN/Come On Over	4424
11	14	ANDY GRIGGS/She's More	4424
7	14	KEITH URBAN/It's A Love Thing	4424
11	14	MARTINA MCBRIDE/Love's The Only	4108
10	14	TRISHA YEARWOOD/Real Live Woman	4108
14	12	KENNY CHESNEY/You Had Me From	3792
12	12	JOHN MONTGOMERY/You're Where I	3792
7	11	YANKEE GREY/Things	3456
11	11	VINCE GIL/It's A Man's Man	3476
16	10	CLINT BLACK/When I Said I Do	3160
1	10	RANDY TRAVIS/Where Can I	3160
15	9	JOE DEE MESSINA/esson In Leavin'	2844
9	9	FAITH HILL/The Way You Love Me	2844
6	9	WYNNONA/Can't Nobody Love	2844
13	9	LONESTAR/Smile	2528
6	9	GEORGE STRAIT/Write This Down	2528

**MARKET #6**

**KPLI/Dallas-Ft. Worth**  
Susquehanna  
(214) 526-2400  
Phelps/Rivers/Alan  
12c Cume 354,700

**99.5**

PLAYS	LTW	ARTIST/TITLE	GI (0000)
49	54	GEORGE STRAIT/The Best Day	11232
51	53	TIM MCGRAW/My Best Friend	11024
52	52	MARK WILLIS/Back At One	10816
47	50	ALECCIA LLOTT/It's A Man's Man	10400
48	50	BLACK WARRIORS/Been There	10400
41	48	CHANNI RIBEIRO/My Home Town	9984
46	47	DOXE CHICKS/Cowboy Take Me Away	9776
47	47	TRACY LAWRENCE/Lessons I Learned	9776
25	42	CLAY WALKER/Chain Of Love	8736
27	34	TOBY KETH/How Do You Feel	7072
26	32	FAITH HILL/The Way You Love Me	6656
29	30	LONESTAR/Smile	6240
22	28	ALAN JACKSON/Pop A Top	5824
10	27	RANDY TRAVIS/Where Can I	5616
31	27	BROOKS & DUNN/Against The Wind	5616
25	25	DERRY DODD/Red For Good	5200
23	25	TRINI TRIGGS/The Winning Crew	5200
27	25	TRACY LAWRENCE/Lessons I Learned	5200
27	20	TIM MCGRAW/My Best Friend	4160
10	25	MARTINA MCBRIDE/Love's The Only	3952
13	18	JOE DEE MESSINA/esson In Leavin'	3744
10	18	CHARLIE HARRIS/Don't Let Me Be This Way	3744
17	18	MONTGOMERY GENTRY/Daddy Won't Sell	3744
17	18	ANDY GRIGGS/She's More	3536
17	18	KENNY CHESNEY/You Had Me From	3328
15	16	KENNY CHESNEY/You Had Me From	3328
15	16	GARY ALLAN/Smoke Rings In	3328
15	16	BROOKS & DUNN/Against The Wind	3328
13	15	GEORGE STRAIT/Write This Down	3120
13	15	DIXIE CHICKS/Ready To Run	3120
1	15	DOXE CHICKS/Goodbye A	3120
1	15	CHELY WRIGHT/Singin' Single Female	3120
1	15	WYNNONA/Can't Nobody Love	2912
1	15	TRINI TRIGGS/To Me	2704
1	15	JOHN MONTGOMERY/You're Where I	2704
1	15	SHE DASHY/These Good-Byes	2496
1	15	JOE DUFFIE/A Night To Remember	2496
1	15	CLINT BLACK/When I Said I Do	2496
1	15	GARTH BROOKS/Do What You Gotta Do	2288

**MARKET #6**

**KSCS/Dallas-Ft. Worth**  
ABC  
(817) 640-1963  
James/O'Brian  
12c Cume 435,800

**96.3 KSCS**

PLAYS	LTW	ARTIST/TITLE	GI (0000)
36	33	TRACY LAWRENCE/Lessons I Learned	10428
43	33	MARK WILLIS/Back At One	10428
40	33	TOBY KETH/How Do You Feel	10428
39	32	GEORGE STRAIT/The Best Day	10176
38	32	BLACK WARRIORS/Been There	9164
21	24	SHE DASHY/These Woman Needs	7584
22	24	JOE DEE MESSINA/Because You Love Me	6962
24	22	JESSICA ANDREWS/Unbreakable Heart	6962
22	21	TIM MCGRAW/My Best Friend	6636
21	21	MONTGOMERY GENTRY/Daddy Won't Sell	6636
21	21	LONESTAR/Smile	6636
21	21	GARY ALLAN/Smoke Rings In	6636
4	21	ALECCIA LLOTT/It's A Man's Man	6636
20	20	MARTINA MCBRIDE/Love's The Only	6320
20	20	PHIL VASSAR/Carlene	6320
18	18	KENNY ROGERS/Buy Me A Rose	5668
18	18	DOXE CHICKS/Ready To Run	5668
18	18	DOXE CHICKS/Ready To Run	5668
18	18	DOXE CHICKS/Ready To Run	5668
18	18	DOXE CH	









**MIKE KINOSHIAN**  
mkino ox@ron ne.com

**PART TWO OF A TWO-PART SERIES**

## Good Reasons To Be Optimistic

### Execs look forward to new advertisers, dot-com business

Greater Media COO Peter Smyth and Bonneville/Chicago Radio Group President Drew Horowitz shared their expectations and industry concerns for the new year here two weeks ago (2/4). This two-part series concludes this week with input from two more leading executives.

"I think I can speak for our five Indianapolis stations as a whole in saying that 1999 saw really good growth," reflects Emmis Sr. VP/Indianapolis Market Manager **Christine Woodward-Duncan**. "A very dramatic shift — particularly nationally — took place in demos with all this dot-com business coming on. There was also a lot more younger-end business, especially among 18-49s, than we've seen in a long time."

While it's raging in other markets, the dot-com craze is just starting to pop in Indianapolis. "We're looking for Indianapolis to get more of it in 2000," Woodward-Duncan says. "That's certainly something we're hoping for, at least. Based on that, political advertising and general overall conditions, people here believe this will be another strong growth year. It seems there are more and more opportunities for partnerships, especially with the Internet. That's certainly coming into play. We're also seeing more and more requests to be on our web pages."

Expectations of radio station website exposure can provide some interesting value-added situations. "The Internet and all the dot-coms are like what radio was like many years ago," opines Woodward-Duncan. "When FM came on, we were apologizing for it and said that people could have it for 10 bucks. This time we want to start it off the right way. The Internet is, obviously, a very valuable thing, but many broadcasters are wondering how the heck to make money with it."

**"There are more and more opportunities for partnerships, especially with the Internet. We're also seeing more and more requests to be on our web pages."**

Christine Woodward-Duncan



**Christine Woodward-Duncan**

Pessimists are theorizing that radio is doomed because the Internet has become direct competition. But Woodward-Duncan suggests, "Broadcasters can say, 'These are going to be great partnerships for us.' We need to jump into this and make the Internet a good partner. Together we'll forge ahead into all kinds of new opportunities."

"Smart broadcasters will look at it as partnerships. It's daunting, because you have to take risks. None of us know how this will all play out. [Emmis President/CEO] Jeff Smulyan always encourages us to think differently and take calculated risks."

Some stations within the Emmis/Indianapolis cluster, Woodward-Duncan says, have better websites than others. "[Heritage News/Talk] WIBC-AM and [Classic Rock] WNAP-FM have pretty strong web pages, and we've done some very cool promotions with them. I think even more of that is coming. We're looking at business and how we're selling it. It seems there's a fair amount of sponsorship money that people are considering, which is nice."

#### Global Versus Local

Noting that her stations are getting different advertising categories than they have in past years, Woodward-Duncan comments, "We're seeing clients who haven't been in radio before or who are now looking at it differently. Some of our local grocery stores are spending more money, particularly in sponsorship things. One big locally owned grocery store chain and two or three out-of-town chains seem to be very interested in sponsorships that make them feel like they're local."

"As we become more of a world-wide economy, we see McDonald's in every city around the world. Maybe I'm dreaming, but I think advertisers are going to have to find ways to make all of this feel local."

#### Displaying Teamwork

Unquestionably, Woodward-Duncan's greatest 1999 achievement was when all five of her stations — including Hot AC WENS-FM — came together for an inaugural event that drew 100,000 people. It also marked the first year that all five Emmis/Indianapolis stations joined forces for a common promotion.

"We put on a huge Times Square-like New Year's Eve promotion with the ball falling," recounts Woodward-Duncan. "It was on the Emmis Building, and we even made CNN. We were all so excited. As CNN was going

across the world, the Emmis Building in Indianapolis made it with the ball drop."

But even with such a mega-event, some felt left out. "Two or three regular advertisers were disappointed that we didn't pitch them that package. They wanted to be there. What actually happened was that the first people we pitched it to sucked it up and are interested in it for this coming New Year's Eve. It seems that if we can present new and unique opportunities, the advertising community will respond. One good thing about radio is that we're in the special events business, and we look for things we can create."

"Nontraditional revenue is going to be huge in our business. Many people are on that wavelength right now. It certainly seems that many radio companies are starting to make the big partnership. Look at the AOL/Time Warner deal, for example. Those big partnerships are going to be kind of a trend too."

So while Woodward-Duncan experienced a solid 1999 and expects a strong 2000, she ponders, "2001 — hmmm, that could be a real 'space odyssey.'"

#### Politics Of Change

While our other three managers have indicated that 1999 was a strong year for them, AC KWAU/Monterey GM **Kathy Baker** says that '99 was "flat. The dot-com business took a lot of money out of this market. San Francisco and San Jose rates were raised so high for the regular national advertisers that Monterey was cut as a market. The glory of the cities for them was wonderful, but what it did to us down here wasn't."



**Kathy Baker**

Baker does, however, have an upbeat feeling about 2000. "We'll be way up, and there's already a lot of money booked up front, because it's a political year. We're getting a lot of early commitments and some dollars shifting from other media to radio. That has a lot to do with radio getting a lot of attention lately."

Not anticipating cashing in too much on the dot-com sweepstakes, Baker explains, "We might get little tiny dribs and drabs, but that business

## Winter Winners

A look back at the winter book kicks off a four-part series on 1999 ratings successes. Top 100-market stations listed below were No. 1 in the female demos noted.

Market/Call/City	(Demos)
1 WLTW/New York	(25-54 and 35-64)
4 KLLC/San Francisco+	(18-34)
4 KOIT-FM/San Francisco	(25-54 and 35-64)
5 WBEB/Philadelphia	(18-34, 25-54 and 35-64)
6 WNIC/Detroit	(25-54 and 35-64)
8 WMJX/Boston	(25-54 and 35-64)
10 KODA/Houston	(25-54 and 35-64)
11 WLYF/Miami	(25-54 and 35-64)
14 KPLZ/Seattle*	(18-34 and 25-54)
14 KRWM/Seattle	(35-64)
15 KESZ/Phoenix	(25-54 and 35-64)
16 KFMB-FM/San Diego+	(18-34 and 25-54)
16 KYXY/San Diego	(35-64)
17 WALK/Long Island	(25-54 and 35-64)
18 WLTE/Minneapolis	(25-54 and 35-64)
19 KEZK/St. Louis	(25-54 and 35-64)
22 WWRM/Tampa	(25-54 and 35-64)
23 KOSI/Denver	(18-34, 25-54 and 35-64)
24 WDOK/Cleveland	(25-54)
25 KKCV/Portland	(35-64)
26 WFRM/Cincinnati	(18-34, 25-54 and 35-64)
28 KZZO/Sacramento+	(18-34)
30 KUDL/Kansas City	(25-54 and 35-64)
31 WLTO/Milwaukee	(25-54 and 35-64)
31 WMYX/Milwaukee*	(18-34)
32 WWLP/Providence	(35-64)
33 WSNY/Columbus	(25-54 and 35-64)
35 KSFI/Salt Lake City	(25-54 and 35-64)
36 WWDE/Norfolk*	(25-54 and 35-64)
37 WLYT/Charlotte	(25-54)
40 KMVB/Las Vegas+	(18-34)
40 KSNE/Las Vegas	(25-54 and 35-64)
41 WLMG/New Orleans	(35-64)
42 WMAG/Greensboro	(25-54 and 35-64)
43 WJYE/Bufalo	(25-54 and 35-64)
44 WJXA/Nashville	(25-54 and 35-64)
45 WRCH/Hartford	(25-54 and 35-64)
46 WFRV/Memphis	(35-64)
48 WRAL/Raleigh*	(25-54)
49 KAMX/Austin+	(18-34)
51 WEAT-FM/West Palm Beach	(25-54 and 35-64)
51 WRMF/West Palm Beach*	(18-34)
52 WEJZ/Jacksonville	(35-64)
54 KQSR/Oklahoma City	(35-64)
55 WMMX/Dayton*	(18-34)
57 WTVR-FM/Richmond	(25-54 and 35-64)
58 WSPA-FM/Greenville, SC	(35-64)
59 WYJB/Albany	(25-54 and 35-64)
60 KSSK-FM/Honolulu	(25-54 and 35-64)
61 KMXX/Tucson	(35-64)
63 KBEZ/Tulsa	(18-34)
66 WLHT/Grand Rapids	(35-64)
66 WOOD-FM/Grand Rapids	(35-64)
68 WKDD/Akron*	(25-54)
70 KTSN-FM/EI Paso	(35-64)
71 KPEK/Albuquerque+	(18-34)
72 KEFM/Omaha	(25-54)
73 WYYY/Syracuse*	(25-54)
77 KWAU/Monterey	(25-54)
80 WMAS-FM/Springfield, MA	(18-34, 25-54 and 35-64)
82 KRVE/Baton Rouge	(25-54 and 35-64)
83 KURB/Little Rock*	(18-34 and 25-54)
84 KLLY/Bakersfield+	(18-34)
87 KISC/Spokane	(25-54)
87 KXLY-FM/Spokane	(35-64)
88 WTCB/Columbia, SC	(35-64)
89 KRBB/Wichita	(25-54 and 35-64)
90 KSTZ/Des Moines*	(18-34 and 25-54)

\* Hot AC

† Pop/Alternative

‡ Has since evolved to Hot AC

• WBEB/Philadelphia, KOSI/Denver, WFRM/Cincinnati and WMAS-FM/Springfield, MA were the only stations No. 1 among women 18-34, 25-54 and 35-64.

• 40% of the station listed above were No. 1 among women 25-54 and women 35-64.

• 6% were No. 1 among women 18-34 and women 25-54.

will probably stay in the major markets this year. Perhaps in 2001 we'll start to see some of it. The little we've received has been through our rep firm. There's a lot more happening with dot-com in markets like San Francisco."

#### TV's Fragmentation

In terms of product categories, Baker points out, "Grocery and cellular are biggies, and we're noticing action with hospitals and some financials. I don't have any major concerns this

year, because it's going so well so far. The fragmentation of network television, cable and satellite TV is definitely benefiting radio — especially in a market this size, where people are finally realizing it's a very fragmented market for television.

"The way people locally look at their websites is that radio — far more so than print — is the best place to get the message across. Even on a local level, we're going to benefit from that."



**Most Played Recurrents**

**SIXPENCE NONE THE RICHER** Kiss Me (Squint/Columbia)

**CHER** Believe (Warner Bros.)

**SHANIA TWAIN** From This Moment On (Mercury/IDJMG)

**SHANIA TWAIN** You're Still The One (Mercury/IDJMG)

**SHANIA TWAIN** You've Got A Way (Mercury/IDJMG)

**FAITH HILL** This Kiss (Warner Bros.)

**NATALIE IMBRUGLIA** Tom (RCA)

**ENRIQUE IGLESIAS** Bailamos (Overbrook/Interscope)

**PHIL COLLINS** True Colors (Atlantic)

**BRITNEY SPEARS** Sometimes (Jive)

**BACKSTREET BOYS** All I Have To Give (Jive)

**R. KELLY & CELINE DION** I'm Your Angel (Jive)

**AEROSMITH** I Don't Want To Miss A Thing (Columbia)

**MONICA** Angel Of Mine (Arista)

**ERIC CLAPTON** Blue Eyes Blue (Columbia/Reprise)

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

**JIM BRICKMAN /MICHAEL W SMITH** Love Of My Life (Windham Hill)

**BOYZONE** No Matter What (Ravenous/Mercury/IDJMG)

**JIM BRICKMAN /J. HILL & B. PORTER** Destiny (Windham Hill)

**JEWEL** Hands (Atlantic)

**AC** **Going For Adds 2/2000**

**BEN HARPER** Steal My Kisses (Virgin)  
**KENDALL PAYNE** SuperModels (Capitol)

**TUNED-IN** AC

R&R/MEDIABASE 24/7



**WSNY/Columbus**

**11am**

**BRUCE SPRINGSTEEN** Dancing In The Dark  
**LEANN RIMES** How Do I Live  
**RICHARD MARX** Endless Summer Nights  
**SUPREMES** Stop In The Name Of Love  
**MADONNA** American Pie  
**WHITNEY HOUSTON** One Moment In Time  
**ELTON JOHN** Something About The Way You...  
**DOOBIE BROTHERS** Listen To The Music  
**MARIAH CAREY/BOYZ II MEN** One Sweet Day  
**BACKSTREET BOYS** I Want It That Way  
**MATTHEW WILDER** Break My Stride  
**SAVAGE GARDEN** Truly Madly Deeply

**4pm**

**CHER** Believe  
**MARIAH CAREY** Hero  
**BILLY JOEL** It's Still Rock And Roll...  
**'N SYNC/G. ESTEFAN** The Music Of My Heart  
**WHITNEY HOUSTON** I Wanna Dance With...  
**JIM BRICKMAN /COLLIN RAYE** The Gift  
**FLEETWOOD MAC** Dreams  
**AMY GRANT** That's What Love Is For  
**98 DEGREES** The Hardest Thing  
**JIMMY BUFFETT** Margaritaville  
**PHIL COLLINS** True Colors

**8pm**

**HEART** These Dreams  
**MADONNA** Take A Bow  
**ERIC CLAPTON** Wonderful Tonight  
**AMY GRANT** Baby, Baby  
**MARC COHN** True Companion  
**BACKSTREET BOYS** I Want It That Way  
**WILSON PHILIPS** Hold On  
**EDWIN MCCAIN** I Could Not Ask For More  
**MONICA** Angel Of Mine  
**PAUL YOUNG** Everytime You Go Away



**WWLI/Providence**

**11am**

**CARLY SIMON** That's The Way I've Always...  
**JEWEL** You Were Meant For Me  
**JOE COCKER & JENNIFER WARNES** Up Where...  
**BRUCE HORNSBY & THE RANGE** The Way It Is  
**BOYZ II MEN** In The Still Of The Nite  
**CHICAGO** You're The Inspiration  
**SHANIA TWAIN** You've Got A Way  
**BILL WITHERS** Lean On Me  
**ROBBIE WILLIAMS** Angels  
**MADONNA** Live To Tell  
**ODD HENLEY** The Last Worthless Evening

**4pm**

**JOSHUA KADISON** Beautiful In My Eyes  
**ELTON JOHN** The Last Song  
**MADONNA** Borderline  
**TINA TURNER** What's Love Got To Do With It  
**BOYZ II MEN** End Of The Road  
**GLENN FREY** The One You Love  
**CHRIS DEBURGH** The Lady In Red  
**SARAH MCLACHLAN** I Will Remember You  
**PHIL COLLINS** You'll Be In My Heart  
**JEWEL** Hands  
**LOUIS ARMSTRONG** What A Wonderful World

**8pm**

**R. KELLY** If I Could Turn Back The Hands...  
**MICHAEL BOLTON** Go The Distance  
**DAN FOGELBERG** Leader Of The Band  
**CELINE DION** That's The Way It Is  
**SAVAGE GARDEN** I Knew I Loved You  
**BETTE MIDLER** From A Distance  
**ELTON JOHN** I Guess That's Why They Call...  
**LONESTAR** Amazed  
**ROBBIE WILLIAMS** Angels  
**'N SYNC /GLORIA ESTEFAN** The Music Of My...



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 2/7. © 2000, R&R Inc.

**R&R's Year-End Chart Pack...**

**NOW AVAILABLE!**


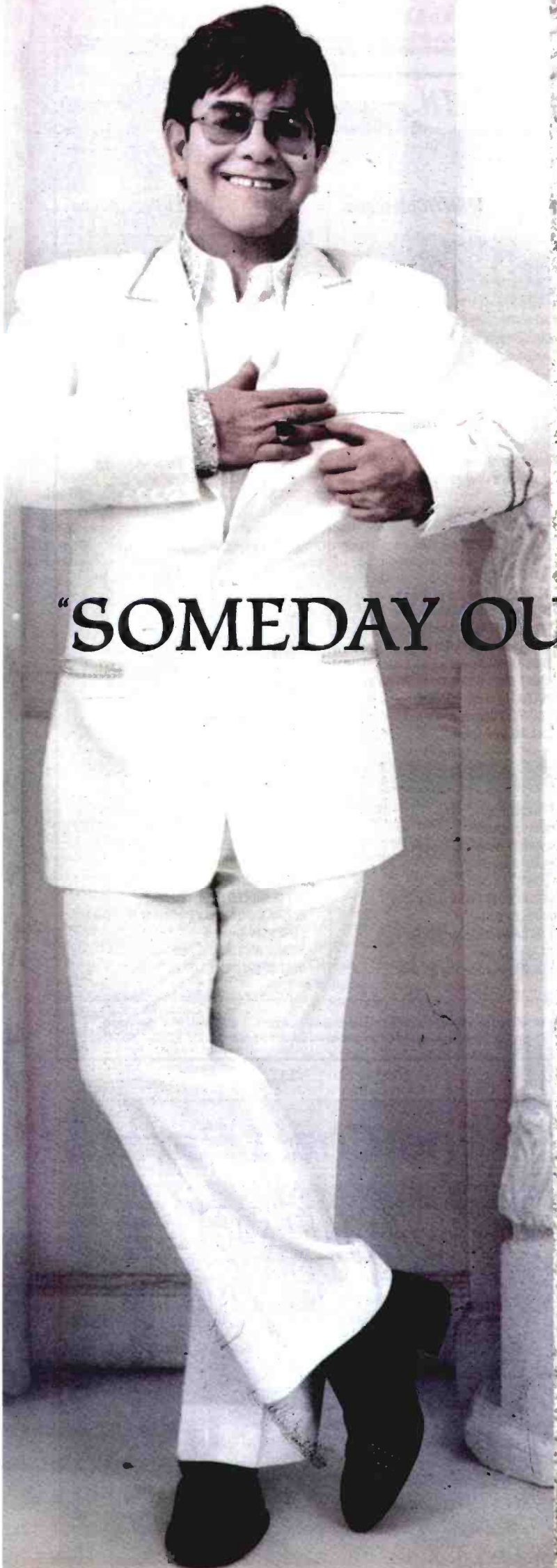
Includes year-end charts for all R&R formats  
 from 1974 through 1999!

Call (310) 788-1672, or

email "johne@rronline.com"







# Elton John

## "SOMEDAY OUT OF THE BLUE"

*(Theme From El Dorado)*

FROM THE ACADEMY AWARD WINNING TEAM  
THAT BROUGHT YOU "THE LION KING"

Performed by Elton John

Music by Elton John & Patrick Leonard

Lyrics by Tim Rice

Produced by Patrick Leonard

**#1 MOST ADDED AC**  
**65 Adds Out of the Box!**



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February 18, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (K)	WEEKS ON CHART	TOTAL STATIONS/ADDS
	1	<b>1</b> SAVAGE GARDEN I Knew I Loved You (Columbia)	2652	+7	306390	18	108/0
	2	<b>2</b> CELINE DION That's The Way It Is (550 Music/Epic)	2499	+75	289789	15	108/0
	3	3 LONESTAR Amazed (BNA)	2198	-19	232565	22	104/0
	4	<b>4</b> BRIAN MCKNIGHT Back At One (Motown/Universal)	1938	+189	236109	9	87/4
	5	5 98 DEGREES I Do (Cherish You) (Universal)	1816	-52	205312	24	96/0
	6	6 ROBBIE WILLIAMS Angels (Capitol)	1436	-22	156523	10	95/1
	7	7 'N SYNC W/GLORIA ESTEFAN Music Of My Heart (Epic)	1367	-36	143639	26	101/0
	8	8 PHIL COLLINS You'll Be In My Heart (Hollywood)	1365	-50	174578	44	99/0
	9	9 BACKSTREET BOYS I Want It That Way (Jive)	1348	-192	156612	41	100/0
	10	10 PHIL COLLINS Strangers Like Me (Hollywood)	1260	-117	126769	12	97/0
	11	<b>11</b> EDWIN MCCAIN I Could Not Ask For More (Lava/Atlantic)	1254	+41	126152	35	89/0
	12	<b>12</b> BACKSTREET BOYS Show Me The Meaning Of... (Jive)	1252	+261	160781	4	94/10
	13	<b>13</b> FAITH HILL Breathe (Warner Bros.)	1180	+182	129951	5	97/7
	14	14 SARAH MCLACHLAN I Will Remember You (Arista)	947	-26	118257	46	88/0
	15	15 RICKY MARTIN She's All I Ever Had (C2/Columbia)	936	-82	92874	28	84/0
	16	16 WHITNEY HUSTON I Learned From The Best (Arista)	903	-34	75739	8	86/0
	17	17 98 DEGREES The Hardest Thing (Universal)	848	-20	112584	42	80/0
	18	<b>18</b> SANTANA F/ROB THOMAS Smooth (Arista)	784	+17	86024	15	35/0
	19	19 SIXPENCE NONE THE RICHER There She Goes (Squint/Elektra/EEG)	768	-19	73132	16	64/0
	20	20 'N SYNC (God...) A Little More Time... (RCA)	757	-1	91176	56	75/0
	21	<b>21</b> TINA TURNER When The Heartache Is Over (Virgin)	578	+44	56235	7	56/3
	22	22 MARC ANTHONY I Need To Know (Columbia)	500	-52	97669	15	45/0
	23	23 SHANIA TWAIN Man! I Feel Like A Woman! (Mercury/IDJMG)	371	-11	68075	19	35/0
Debut	24	<b>24</b> MADONNA American Pie (Maverick/WB)	363	+206	58984	1	34/8
	25	25 JIM BRICKMAN F/MICHELLE WRIGHT Your Love (Windham Hill)	353	-68	27897	16	42/0
	26	<b>26</b> GARTH BROOKS AS CHRIS GAINES That's The Way... (Capitol)	338	+28	30319	3	54/3
	27	<b>27</b> ALISON KRAUSS Stay (Rounder)	313	+52	28687	5	53/3
	28	28 MICHAEL BOLTON Sexual Healing (Columbia)	282	-135	31554	12	38/0
Debut	29	<b>29</b> RICKY MARTIN F/MEJA Private Emotion (C2/Columbia)	256	+144	39283	1	41/5
	30	30 JESSICA SIMPSON I Wanna Love You Forever (Columbia)	246	-142	25349	13	47/0

## Most Added.

ARTIST TITLE LABEL(S)	ADDS
ELTON JOHN Someday Out Of The Blue (DreamWorks)	65
MARC ANTHONY You Sang To Me (Columbia)	15
BACKSTREET BOYS Show Me The Meaning Of... (Jive)	10
MADONNA American Pie (Maverick/WB)	8
FAITH HILL Breathe (Warner Bros.)	7
MICHAEL W. SMITH This Is Your Time (Reunion/Jive)	6
MYTOWN Now That I Found You (Cherry/Universal)	6
CHICAGO If I Should Lose You (Chicago)	6
RICKY MARTIN F/MEJA Private Emotion (C2/Columbia)	5
SAISON I Believe (Real Deal)	5

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BACKSTREET BOYS Show Me The Meaning Of... (Jive)	+261
MADONNA American Pie (Maverick/WB)	+206
BRIAN MCKNIGHT Back At One (Motown/Universal)	+189
FAITH HILL Breathe (Warner Bros.)	+182
RICKY MARTIN F/MEJA Private... (C2/Columbia)	+144
ELTON JOHN Someday Out Of... (DreamWorks)	+110
MARC ANTHONY You Sang To Me (Columbia)	+81
JIM BRICKMAN F/MICHAEL W. SMITH Love... (Windham Hill)	+80
BRITNEY SPEARS From The Bottom Of My... (Jive)	+77
CELINE DION That's The Way It Is (550 Music/Epic)	+75

108 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 2/6-Saturday 2/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 875 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

## New & Active

**STING** Brand New Day (A&M)  
Total Plays: 213, Total Stations: 17, Adds: 0

**MARIAH CAREY (JOE & 98 DEGREES)** Thank God I Found You (Columbia)  
Total Plays: 206, Total Stations: 34, Adds: 1

**BRITNEY SPEARS** From The Bottom Of My Broken Heart (Jive)  
Total Plays: 199, Total Stations: 34, Adds: 2

**EDWIN MCCAIN** Go Be Young (Lava/Atlantic)  
Total Plays: 174, Total Stations: 27, Adds: 4

**TRISHA YEARWOOD** You're Where I Belong (Motown/Universal)  
Total Plays: 160, Total Stations: 28, Adds: 0

**MARC ANTHONY** You Sang To Me (Columbia)  
Total Plays: 150, Total Stations: 35, Adds: 15

**EURYTHMICS** I Saved The World Today (Arista)  
Total Plays: 140, Total Stations: 27, Adds: 3

**ERIC CARMEN** I Was Born To Love You (Rhino/Pyramid)  
Total Plays: 120, Total Stations: 18, Adds: 3

**ELTON JOHN** Someday Out Of The Blue (DreamWorks)  
Total Plays: 110, Total Stations: 65, Adds: 65

**VENICE** The Man You Think I Am (Vanguard)  
Total Plays: 99, Total Stations: 21, Adds: 3

**MERCEDES HALL** Walk On By (Dain)  
Total Plays: 97, Total Stations: 18, Adds: 1

**MICHAEL W. SMITH** This Is Your Time (Reunion/Jive)  
Total Plays: 77, Total Stations: 19, Adds: 6

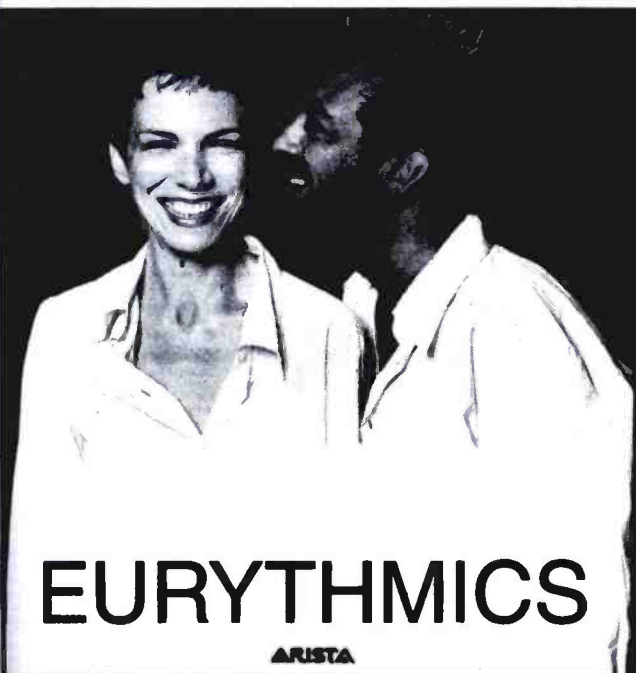
**KENNY LOGGINS** Your Heart Will Lead You Home (Sony Wonder/Columbia)  
Total Plays: 50, Total Stations: 15, Adds: 4

Songs ranked by total plays

## Breakers.

No Songs Qualified For Breaker Status This Week

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



# "I Saved The World Today"

New This Week:

**WSHH WLEV WNSN**

Already On:

**WLTE WLIF KUDL WLTQ KQXT  
WWLI WRCH WRSN KKMJ KMGL**

and many more



Album **PEACE** Gold in U.S.A. and Germany  
Platinum in Canada and England



# AC Playlists

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

**MARKET #1**

**WLTW/New York**  
AMFM  
(212) 603-4600  
Ryan/Honick  
12c Cume 2,991,800

**106.7**  
**Life fm**

PLAYS	ARTIST/TITLE	GI (888)
23	CELINE DION/That's The Way It Is	32667
19	SAVAGE GARDEMI/Knew I Loved You	31438
21	BRIAN MCKONIGHT/Back At One	30009
19	PHIL COLLINS/You Be In My	27151
19	MARC ANTHONY/Need To Know	27151
14	LONE STAR/Amazed	25722
14	ROBBIE WILLIAMS/Angels	25722
17	BACKSTREET BOYS/Show Me	24293
20	MARC ANTHONY/You Sang To Me	24293
11	MARIAH CAREY/You're My Only Heartbreak	21435
16	PHIL COLLINS/Strangers Like Me	20036
14	SANTANA/Rob Thomas/Smooth	18577
13	MADONNA/American Pie	18577
12	ELTON JOHN/Somebody Out Of Me	17148
10	98 DEGREES/Do (Cherish You)	14290
9	SHANIA TWAIN/You're Still The One	12861
9	SHANIA TWAIN/You're Still The One	12861
9	CHER/Believe	12861
9	98 DEGREES/The Hardest Thing	12861
9	CHER/Strong Enough	12861
9	BACKSTREET BOYS/Want It That Way	12861
9	SARAH McLACHLAN/You Will Remember Me	12861
9	EDWIN MCCAIN/Could Not Ask	12861
9	N SYNC/WG: ESTEFAN/Music Of My Heart	12861
9	SHANIA TWAIN/From This Moment On	11432
9	JUSTIN & ROSIE/When You Believe	11432
9	ENRIQUE IGLESIAS/Balamos	11432
6	NATALIE IMBRUGLIA/Torn	8574
6	FAITH HILL/This Kiss	8574
6	SOFPNCE...Kiss Me	8574

**MARKET #2**

**KOST/Los Angeles**  
AMFM  
(213) 427-1035  
Chiung  
12c Cume 1,386,200

**KOST**  
**103.5FM**

PLAYS	ARTIST/TITLE	GI (888)
17	98 DEGREES/Do (Cherish You)	12528
17	N SYNC/WG: ESTEFAN/Music Of My Heart	12528
16	FAITH HILL/Breathe	12528
15	RICKY MARTIN/She's All I Ever Had	11832
15	BRIAN MCKONIGHT/Back At One	11832
15	CELINE DION/That's The Way It Is	11832
15	PHIL COLLINS/You Be In My	11136
17	BACKSTREET BOYS/Show Me	9765
17	MICHAEL BOLTON/Smash Mouth	9765
17	SOFPNCE...Kiss Me	9765
10	SOFPNCE...Kiss Me	6642
10	MADONNA/American Pie	6642
9	SHANIA TWAIN/You're Still The One	6264
9	SHANIA TWAIN/From This Moment On	6264
9	N SYNC/WG: ESTEFAN/Music Of My Heart	5568
9	AL ROSSINI/Don't Want To	5568
9	BACKSTREET BOYS/All I Have To Give	5568
9	R KELLY & C. DION/My Angel	5568
9	98 DEGREES/The Hardest Thing	5568
8	SOFPNCE...Kiss Me	4872
7	PHIL COLLINS/True Colors	4872
7	MARIAH CAREY/You're My Only Heartbreak	4872
7	RICKY MARTIN/She's All I Ever Had	4872
6	JEWEL/Hands	4176
6	BRITNEY SPEARS/Sometimes	4176
6	ENRIQUE IGLESIAS/Balamos	4176
6	NATALIE IMBRUGLIA/Torn	3480
6	FAITH HILL/This Kiss	3480

**MARKET #3**

**WLT/Chicago**  
AMFM  
(312) 329-9002  
Del Rosso  
12c Cume 690,680

**103.9**  
**WLT**

PLAYS	ARTIST/TITLE	GI (888)
27	BRIAN MCKONIGHT/Back At One	11160
26	LONE STAR/Amazed	10695
21	CELINE DION/That's The Way It Is	10695
21	BACKSTREET BOYS/Show Me	10230
19	ROBBIE WILLIAMS/Angels	10230
22	MARC ANTHONY/Need To Know	10230
20	PHIL COLLINS/Strangers Like Me	10230
21	98 DEGREES/Do (Cherish You)	9765
23	SAVAGE GARDEMI/Knew I Loved You	9765
21	FAITH HILL/Breathe	9765
12	SOFPNCE...Kiss Me	6642
12	CHER/Believe	5580
13	98 DEGREES/The Hardest Thing	5580
15	ENRIQUE IGLESIAS/Balamos	5580
12	MADONNA/American Pie	5580
11	SHANIA TWAIN/You're Still The One	5115
12	NATALIE IMBRUGLIA/Torn	5115
9	SHANIA TWAIN/From This Moment On	5115
11	SARAH McLACHLAN/You Will Remember Me	5115
10	SHANIA TWAIN/Man! I Feel Like	4650
12	BRITNEY SPEARS/Sometimes	4650
10	ERIC CARPINE/When You Were Mine	4185
10	FAITH HILL/This Kiss	4185
10	BACKSTREET BOYS/Want It That Way	4185
6	BACKSTREET BOYS/All I Have To Give	3720
5	HOUSTON & CAREY/When You Believe	3720
5	MARIAH CAREY/You're My Only Heartbreak	3252
5	PHIL COLLINS/True Colors	2790
3	NATALIE IMBRUGLIA/Torn	1860
3	ELTON JOHN/Somebody Out Of Me	1395

**MARKET #4**

**WNNW/Chicago**  
AMFM  
(312) 297-5100  
Hamilton/Johns  
12c Cume 623,400

**Windy**  
**100FM**

PLAYS	ARTIST/TITLE	GI (888)
25	LONE STAR/Amazed	7650
24	SAVAGE GARDEMI/Knew I Loved You	7650
24	98 DEGREES/Do (Cherish You)	7344
26	BRIAN MCKONIGHT/Back At One	7344
24	FAITH HILL/Breathe	7344
21	SOFPNCE...There She Goes	6426
20	CELINE DION/That's The Way It Is	5002
17	MARIAH CAREY/You're My Only Heartbreak	4896
16	ROBBIE WILLIAMS/Angels	4896
16	PHIL COLLINS/Strangers Like Me	4896
17	PHIL COLLINS/You Be In My	4896
17	TINA TURNER/When The Heartache	4294
17	WHITNEY HOUSTON/From This Moment On	4294
14	RICKY MARTIN/She's All I Ever Had	4294
14	ERIC CARPINE/When You Were Mine	3978
13	BACKSTREET BOYS/Show Me	3978
10	SHANIA TWAIN/Man! I Feel Like	3672
12	SOFPNCE...Kiss Me	3672
12	BRITNEY SPEARS/Sometimes	3672
14	ERIC CARPINE/When You Were Mine	3672
11	N SYNC/WG: ESTEFAN/Music Of My Heart	3672
12	PROCKS/GAME/Sit Out In You	3672
10	CHER/Believe	3286
12	AL ROSSINI/Don't Want To	3060
8	SHANIA TWAIN/You're Still The One	2754
7	SHANIA TWAIN/You're Still The One	2754
12	N SYNC/WG: ESTEFAN/Music Of My Heart	2754
9	SHANIA TWAIN/Man! I Feel Like	2448
9	NATALIE IMBRUGLIA/Torn	2448

**MARKET #5**

**WBEI/Philadelphia**  
Radio Inc  
(610) 358-1223  
Conley/Roland  
12c Cume 775,480

**101.1**  
**WBEI**

PLAYS	ARTIST/TITLE	GI (888)
24	CELINE DION/That's The Way It Is	17510
30	BRIAN MCKONIGHT/Back At One	15450
27	SAVAGE GARDEMI/Knew I Loved You	14935
28	CELINE DION/That's The Way It Is	13905
27	98 DEGREES/Do (Cherish You)	12875
5	BACKSTREET BOYS/Show Me	7725
14	MARC ANTHONY/Need To Know	7210
11	BACKSTREET BOYS/Want It That Way	5665
6	N SYNC/WG: ESTEFAN/Music Of My Heart	5150
9	SARAH McLACHLAN/You Will Remember Me	5150
17	SHANIA TWAIN/Man! I Feel Like	4635
9	NATALIE IMBRUGLIA/Torn	4635
9	FAITH HILL/This Kiss	4635
9	GOD DOLL/S/Re	4635
10	AL ROSSINI/Don't Want To	4635
11	98 DEGREES/The Hardest Thing	4635
12	PHIL COLLINS/You Be In My	4635
14	SHANIA TWAIN/Man! I Feel Like	4120
9	PHIL COLLINS/True Colors	4120
8	CHER/Believe	4120
8	SOFPNCE...Kiss Me	4120
8	SOFPNCE...Kiss Me	3605
6	N SYNC/WG: ESTEFAN/Music Of My Heart	3605
6	SHANIA TWAIN/From This Moment On	3605
7	WHITNEY HOUSTON/From This Moment On	3605
7	SOFPNCE...Kiss Me	3090
10	SHANIA TWAIN/You're Still The One	3090
7	BACKSTREET BOYS/All I Have To Give	3090
5	MARIAH CAREY/You're My Only Heartbreak	3090
7	LONE STAR/Amazed	3090

**MARKET #6**

**KVIL/Dallas-Ft. Worth**  
Infinity  
(214) 691-1037  
Chris/King  
12c Cume 444,880

**103.7**  
**KVIL**

PLAYS	ARTIST/TITLE	GI (888)
23	SAVAGE GARDEMI/Knew I Loved You	7784
26	BRIAN MCKONIGHT/Back At One	7236
26	LONE STAR/Amazed	7278
26	PHIL COLLINS/You Be In My	7278
24	EDWIN MCCAIN/Could Not Ask	6632
20	SHANIA TWAIN/Man! I Feel Like	5878
14	SANTANA/Rob Thomas/Smooth	5878
14	CELINE DION/That's The Way It Is	3632
12	WHITNEY HOUSTON/From This Moment On	3336
13	RICKY MARTIN/She's All I Ever Had	3336
12	BACKSTREET BOYS/Show Me	3336
10	BACKSTREET BOYS/Want It That Way	2180
10	BACKSTREET BOYS/Larger Than Life	2524
11	MARTINA MCGIBRE/1 Love You	2902
8	ROBBIE WILLIAMS/Angels	2224
8	ALISON KRAUSS/Say	2224
6	BRUCE SPRINGSTEEN/When Love Takes Over	2224
6	JENNIFER PENCE/Crush	1946
7	N SYNC/WG: ESTEFAN/Music Of My Heart	1946
7	FAITH HILL/Breathe	1946
4	FAITH HILL/This Kiss	1668
4	98 DEGREES/The Hardest Thing	1668
14	N SYNC/WG: ESTEFAN/Music Of My Heart	1668
6	BROOKS/GAME/Sit Out In You	1668
6	PHIL COLLINS/Strangers Like Me	1668
4	SHANIA TWAIN/You're Still The One	1390
5	FAITH HILL/Man! I Feel Like	1390
5	SADY I'VE BEEN Farther L...	1390
5	JEWEL/Hands	1390
5	MARIAH CAREY/You're My Only Heartbreak	1390

**MARKET #8**

**WJLX/Boston**  
Greater Media  
(617) 822-6324  
Keyley/Terry/Laurence  
12c Cume 834,300

**MAGIC 106.7**  
**WJLX**

PLAYS	ARTIST/TITLE	GI (888)
26	BRITNEY SPEARS/Sometimes	9854
26	BRIAN MCKONIGHT/Back At One	9854
26	CELINE DION/That's The Way It Is	9854
26	SAVAGE GARDEMI/Knew I Loved You	9476
11	MADONNA/American Pie	7580
20	SHANIA TWAIN/Man! I Feel Like	7201
9	SHANIA TWAIN/From This Moment On	6164
13	SARAH McLACHLAN/You Will Remember Me	4927
12	FAITH HILL/Breathe	4927
12	SOFPNCE...Kiss Me	4169
9	BACKSTREET BOYS/Want It That Way	4169
11	FAITH HILL/This Kiss	3790
11	NATALIE IMBRUGLIA/Torn	3790
8	N SYNC/WG: ESTEFAN/Music Of My Heart	3536
7	MARIAH CAREY/You're My Only Heartbreak	3411
8	98 DEGREES/The Hardest Thing	3411
8	CHER/Believe	3032
13	MARIAH CAREY/You're My Only Heartbreak	3032
6	TINA TURNER/When The Heartache	2653
6	SHANIA TWAIN/You're Still The One	2274
6	MADONNA/Angel Of Mine	2274
5	98 DEGREES/Do (Cherish You)	2274
4	SHANIA TWAIN/Man! I Feel Like	1895
5	ROBBIE WILLIAMS/Angels	1895
5	N SYNC/WG: ESTEFAN/Music Of My Heart	1516
3	BRITNEY SPEARS...Baby One More...	1137
3	JEWEL/Hands	758
2	DAVE KOZ/Together Again	758

**MARKET #9**

**WASH/Washington, DC**  
AMFM  
(301) 984-9710  
Alan/Martin  
12c Cume 436,300

**Gold 97.1**  
**WASH**

PLAYS	ARTIST/TITLE	GI (888)
27	EDWIN MCCAIN/Could Not Ask	5525
27	LONE STAR/Amazed	5324
23	98 DEGREES/Do (Cherish You)	5304
26	SAVAGE GARDEMI/Knew I Loved You	5304
20	BACKSTREET BOYS/Want It That Way	4420
20	BRIAN MCKONIGHT/Back At One	4199
19	BACKSTREET BOYS/Show Me	4199
19	98 DEGREES/The Hardest Thing	3978
18	FAITH HILL/Breathe	3978
20	BACKSTREET BOYS/Show Me	3757
17	MARC ANTHONY/Need To Know	3757
13	SHANIA TWAIN/Man! I Feel Like	2873
16	RICKY MARTIN/She's All I Ever Had	2873
16	MARTINA MCGIBRE/1 Love You	2873
10	PHIL COLLINS/Strangers Like Me	2873
13	SHANIA TWAIN/You're Still The One	2431
11	BRITNEY SPEARS/Sometimes	2431
12	SHANIA TWAIN/From This Moment On	2210
10	SHANIA TWAIN/From This Moment On	2210
11	98 DEGREES/Do (Cherish You)	2210
6	N SYNC/WG: ESTEFAN/Music Of My Heart	1989
6	PHIL COLLINS/True Colors	1989
6	N SYNC/WG: ESTEFAN/Music Of My Heart	1768
7	NATALIE IMBRUGLIA/Torn	1547
7	R KELLY & C. DION/My Angel	1547
3	SHANIA TWAIN/Man! I Feel Like	1296
3	HOUSTON & CAREY/When You Believe	1296
3	MARIAH CAREY/You're My Only Heartbreak	1296

**MARKET #11**

**WPCW/Atlanta**  
Clear Channel  
(404) 367-0949  
Dillard/Goss/Joy  
12c Cume 414,480

**104.9**  
**WPCW**

PLAYS	ARTIST/TITLE	GI (888)
21	SAVAGE GARDEMI/Knew I Loved You	4977
21	BRIAN MCKONIGHT/Back At One	4977
17	CELINE DION/That's The Way It Is	4029
18	LONE STAR/Amazed	3792
16	FAITH HILL/Breathe	3792
16	ROBBIE WILLIAMS/Angels	3555
16	BACKSTREET BOYS/Show Me	3555
8	N SYNC/WG: ESTEFAN/Music Of My Heart	2844
11	EDWIN MCCAIN/Could Not Ask	2844
11	98 DEGREES/Do (Cherish You)	2670
10	RICKY MARTIN/She's All I Ever Had	2307
8	MARC ANTHONY/Need To Know	2307
10	MICHAEL BOLTON/Smash Mouth	2370
9	PHIL COLLINS/You Be In My	2133
9	SARAH McLACHLAN/You Will Remember Me	1896
8	SOFPNCE...Kiss Me	1896
6	SHANIA TWAIN/You're Got A Way	1659
7	WHITNEY HOUSTON/From This Moment On	1659
6	PHIL COLLINS/Strangers Like Me	1422
5	SHANIA TWAIN/Man! I Feel Like	1422
5	N SYNC/WG: ESTEFAN/Music Of My Heart	1422
5	HOUSTON & CAREY/When You Believe	1422
4	BRIDGMAN/FAR L...Destiny	1422
4	TINA TURNER/When The Heartache	1185
3	TESH FINGRAM/Give Me Forever	1185
3	COCHRAN AND BRIDGMAN/After All These...	1185
7	BACKSTREET BOYS/Want It That Way	1185
6	ALISON KRAUSS/Say	1185
6	DAVE KOZ/Together Again	1185
3	NATALIE IMBRUGLIA/Torn	948

**MARKET #13**

**KLSY/Seattle-Tacoma**  
Saudsky  
(425) 653-9462  
McKay  
12c Cume 316,800

**102.5**  
**KLSY**

PLAYS	ARTIST/TITLE	GI (888)
36	CELINE DION/That's The Way It Is	6588
31	SOFPNCE...Kiss Me	6552
36	VONDA SHEPARD...Baby, Don't You	6384
36	MARC ANTHONY/Need To Know	6384
39	FASTBALL/Out Of My Head	6216
41	SAVAGE GARDEMI/Knew I Loved You	6216
36	BACKSTREET BOYS/Show Me	6048
50	EDWIN MCCAIN/Could Not Ask	5208
50	GOD DOLL/S/Re	4900
25	SUGAR RAY/Smother	4200
25	BACKSTREET BOYS/Want It That Way	4200
23	NATALIE IMBRUGLIA/Torn	4038
23	SOFPNCE...Kiss Me	4038
17	PHIL COLLINS/You Be In My	3528
22	ENRIQUE IGLESIAS/Balamos	3528
16	BRIAN MCKONIGHT/Back At One	3192
19	MACY GRAY/It	3192
16	EDWIN MCCAIN/Could Not Ask	3024
18	TINA TURNER/When The Heartache	3024
17	MADONNA/American Pie	3024
20	JOHN MELLENCAMP/No Not Running...	2916
14	FAITH HILL/Breathe	2048
8	AL ROSSINI/Don't Want To	1680
8	RICKY MARTIN/She's All I Ever Had	1680
17	MARC ANTHONY/Need To Know	1512
11	SUGAR RAY/Very Much	1344
7	TRISHA YARWOOD/You're Where I...	1176
7	VONDA SHEPARD/Read Your Mind	1176

**MARKET #15**

**KEZZ/Phoenix**  
Clear Channel  
(480) 966-6236  
Shanahan  
12c Cume 291,200

**99.9**  
**KEZZ**

PLAYS	ARTIST/TITLE	GI (888)
35	SAVAGE GARDEMI/Knew I Loved You	6065
30		







# R&R Hot AC Top 30

February 18, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	SANTANA F/ROB THOMAS Smooth (Arista)	3982	-76	432512	31	97/0
2	2	SMASH MOUTH Then The Morning Comes (Interscope)	3346	+21	357715	15	91/0
3	3	SAVAGE GARDEN I Knew I Loved You (Columbia)	3212	+27	343870	16	82/0
4	4	TRAIN Meet Virginia (Aware/Columbia)	2884	-116	285249	26	93/1
5	5	GOO GOO DOLLS Black Balloon (Warner Bros.)	2537	-128	266040	34	74/0
7	6	MARC ANTHONY I Need To Know (Columbia)	2431	+69	244292	12	71/1
6	7	COUNTING CROWS Hanginaround (DGC/Geffen)	2425	-154	232408	14	79/2
8	8	CELINE DION That's The Way It Is (550 Music/Epic)	2371	+139	242163	12	67/3
12	9	THIRD EYE BLIND Never Let You Go (Elektra/EEG)	2123	+241	240526	6	83/2
9	10	FILTER Take A Picture (Reprise)	2111	+67	220278	9	80/0
11	11	VERTICAL HORIZON Everything You Want (RCA)	2066	+153	231945	8	79/6
10	12	STING Brand New Day (A&M)	1980	-53	223396	18	77/0
13	13	SUGAR RAY Someday (Lava/Atlantic)	1754	-103	193011	34	87/0
16	14	FOO FIGHTERS Learn To Fly (Roswell/RCA)	1686	-23	181362	12	63/0
15	15	FASTBALL Out Of My Head (Hollywood)	1679	-67	198916	43	78/0
14	16	TAL BACHMAN She's So High (Columbia)	1601	-155	187597	41	85/0
19	17	SUGAR RAY Falls Apart (Run Away) (Lava/Atlantic)	1555	+2	174376	7	69/2
17	18	R.E.M. The Great Beyond (Warner Bros.)	1481	-227	151416	11	67/0
18	19	BETH HART L.A. Song (143/Lava/Atlantic)	1462	-174	119208	17	60/0
Breaker	20	MACY GRAY I Try (Epic)	1376	+323	181122	4	58/5
Breaker	21	LONESTAR Amazed (BNA)	1349	+256	167280	4	51/3
23	22	FAITH HILL Breathe (Warner Bros.)	1216	+195	127709	3	66/6
27	23	MADONNA American Pie (Maverick/WB)	1107	+349	140585	2	60/7
25	24	BACKSTREET BOYS Show Me The Meaning Of... (Jive)	1095	+151	90573	3	40/4
24	25	EFFEL 65 Blue (Da Ba Dee) (Republic/Universal)	1036	+38	98943	4	38/3
26	26	BRIAN MCKNIGHT Back At One (Motown/Universal)	864	+20	72632	4	26/2
29	27	MELISSA ETHERIDGE Enough Of Me (Island/IDJMG)	817	+123	90684	2	60/6
Debut	28	TRACY CHAPMAN Telling Stories (Elektra/EEG)	712	+135	63990	1	55/12
30	29	EDWIN MCCAIN Go Be Young (Lava/Atlantic)	624	-8	71779	2	46/4
Debut	30	CHRISTINA AGUILERA What A Girl Wants (RCA)	571	+19	57475	1	22/3

## Most Added

ARTIST TITLE LABEL(S)	ADDS
JESSICA RIDDLE Even Angels Fall (Hollywood)	18
TRACY CHAPMAN Telling Stories (Elektra/EEG)	12
MADONNA American Pie (Maverick/WB)	7
SPLENDER I Think God Can Explain (C2/Columbia)	7
VERTICAL HORIZON Everything You Want (RCA)	6
FAITH HILL Breathe (Warner Bros.)	6
MELISSA ETHERIDGE Enough Of Me (Island/IDJMG)	6
LENNY KRAVITZ I Belong To You (Virgin)	6
TONIC Mean To Me (Universal)	6
MACY GRAY I Try (Epic)	5
TAL BACHMAN If You Sleep (Columbia)	5
RED HOT CHILI PEPPERS Otherside (Warner Bros.)	5

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MADONNA American Pie (Maverick/WB)	+349
MACY GRAY I Try (Epic)	+323
LONESTAR Amazed (BNA)	+256
THIRD EYE BLIND Never Let You Go (Elektra/EEG)	+241
FAITH HILL Breathe (Warner Bros.)	+195
VERTICAL HORIZON Everything You Want (RCA)	+153
BACKSTREET BOYS Show Me The Meaning Of... (Jive)	+151
CELINE DION That's The Way It Is (550 Music/Epic)	+139
TRACY CHAPMAN Telling Stories (Elektra/EEG)	+135
LENNY KRAVITZ I Belong To You (Virgin)	+132

## Breakers

<b>MACY GRAY</b>		
I Try (Epic)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1376/323	58/5	20
<b>LONESTAR</b>		
Amazed (BNA)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1349/256	51/3	21

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

99 Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 2/6-Saturday 2/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 1300 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

## New & Active

<b>BLINK-182</b> All The Small Things (MCA) Total Plays: 540, Total Stations: 22, Adds: 2	<b>TINA TURNER</b> When The Heartache Is Over (Virgin) Total Plays: 368, Total Stations: 22, Adds: 2	<b>RICKY MARTIN / NEJA</b> Private Emotion (C2/Columbia) Total Plays: 122, Total Stations: 10, Adds: 0
<b>A3</b> Woke Up This Morning (C2/Columbia) Total Plays: 500, Total Stations: 30, Adds: 3	<b>COLLECTIVE SOUL</b> Needs (Atlantic) Total Plays: 314, Total Stations: 20, Adds: 1	<b>RED HOT CHILI PEPPERS</b> Otherside (Warner Bros.) Total Plays: 77, Total Stations: 10, Adds: 5
<b>KID ROCK</b> Only God Knows Why (Top Dog/Lava/Atlantic) Total Plays: 486, Total Stations: 31, Adds: 3	<b>'N SYNC</b> Bye Bye Bye (Jive) Total Plays: 302, Total Stations: 14, Adds: 3	<b>TAL BACHMAN</b> If You Sleep (Columbia) Total Plays: 64, Total Stations: 11, Adds: 5
<b>BARENAKED LADIES</b> If I Had \$1000000 (Reprise) Total Plays: 476, Total Stations: 26, Adds: 1	<b>TARA MACLEAN</b> If I Fall (Network/Capitol) Total Plays: 240, Total Stations: 22, Adds: 2	<b>MOLLY'S YES</b> Scars (Republic/Universal) Total Plays: 61, Total Stations: 11, Adds: 2
<b>CREED</b> Higher (Wind-up) Total Plays: 443, Total Stations: 22, Adds: 2	<b>STRONED</b> Little Black Backpack (Cherry/Universal) Total Plays: 238, Total Stations: 10, Adds: 0	<b>JESSICA RIDDLE</b> Even Angels Fall (Hollywood) Total Plays: 32, Total Stations: 19, Adds: 18
<b>LENNY KRAVITZ</b> I Belong To You (Virgin) Total Plays: 418, Total Stations: 27, Adds: 6	<b>SPLENDER</b> I Think God Can Explain (C2/Columbia) Total Plays: 148, Total Stations: 23, Adds: 7	
<b>LEONA NAESS</b> Charm Attack (Outpost/MCA) Total Plays: 377, Total Stations: 25, Adds: 2	<b>DIDD</b> Don't Think Of Me (Arista) Total Plays: 142, Total Stations: 16, Adds: 4	

Songs ranked by total plays

# MADONNA AMERICAN PIE

On More than 150 Stations  
R&R Hot AC 27 - 23 1107x (+349x)  
Top 40 Adult Monitor 28\* - 24\* 882x (+187x)

Major media coverage!  
The First Single From The Album  
Music From the Motion Picture *The Next Best Thing*

In stores February 22nd.  
See Madonna on TRL March 1st  
Film opens nationwide March 3rd



Including TRL





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the new  
single from  
grammy award  
nominee

# melissa etheridge

CONGRATULATIONS ON YOUR THREE GRAMMY NOMINATIONS

Best Rock Album

Best Rock Song

Best Female Rock Vocal Performance

## ***Most Added Again!***

New This Week:

WXPT WQAL WZNE  
KSRZ KCIX WMT

- *Album Approaching Platinum*
- *The Late Show with David Letterman March 8*

R&R Hot AC **29-27**

*Over 800 Plays in Just 4 Weeks!*

Adult Top 40 Monitor 32\* - 27\*

Modern Adult Monitor 21\* - 18\*

*In Only Four Weeks!*

On: WPLJ, KYSR, WTMX, KLLC,  
KDMX, WBMX, KFMB, KZON, WXPT,  
KYKY, WVRV and many more!

[www.melissaetheridge.com](http://www.melissaetheridge.com)





## Most Played Recurrents

SMASH MOUTH All Star (Interscope)

LEN Steal My Sunshine (Work/Epic)

GOO GOO DOLLS Slide (Warner Bros.)

SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)

SIXPENCE NONE THE RICHER There She Goes (Squint/Elektra/EEG)

SUGAR RAY Every Morning (Lava/Atlantic)

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

EAGLE-EYE CHERRY Save Tonight (Work/Epic)

SARAH MCLACHLAN I Will Remember You (Arista)

EDWIN MCCAIN I Could Not Ask For More (Lava/Atlantic)

NATALIE IMBRUGLIA Tom (RCA)

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

MATCHBOX 20 Back 2 Good (Lava/Atlantic)

GOO GOO DOLLS Iris (Warner Sunset/Reprise)

SHERYL CROW My Favorite Mistake (A&M)

LENNY KRAVITZ Fly Away (Virgin)

SHAWN MULLINS Lullaby (SMG/Columbia)

BACKSTREET BOYS I Want It That Way (Jive)

RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)

TONIC You Wanted More (Universal)

HOT AC

## Going For Adds 2/22/00

RED HOT CHILI PEPPERS Otherside (Warner Bros.)  
KENDALL PAYNE SuperModels (Capitol)

## TUNED-IN HOT AC

R&R/MEDIABASE 24/7

### KSII/EI Paso

11am

JENNIFER LOPEZ Waiting For Tonight  
STARSHP Sara  
DIONNE FARRIS I Know  
BRIAN MCKNIGHT Back At One  
ROD STEWART Young Turks  
PHIL COLLINS I Wish It Would Rain Down  
SANTANA I/ROB THOMAS Smooth  
PONTIER SISTERS He's So Shy  
SARAH MCLACHLAN I Will Remember You  
WHITNEY HOUSTON So Emotional  
CHRISTINA AGUILERA Genie In A Bottle

4pm

EXPOSE Come Go With Me  
CHRISTINA AGUILERA What A Girl Wants  
EN VOGUE My Lovin' (You're Never...)  
TINA TURNER When The Heartache Is Over  
SOFT CELL Tainted Love/Where Did Our...  
PRINCE Little Red Corvette  
SANTANA I/ROB THOMAS Smooth  
CYNDI LAUPER Time After Time  
SMASH MOUTH All Star  
98 DEGREES I Do (Cherish You)  
DUNCAN SHEIK Barely Breathing  
TLC Baby-Baby-Baby

8pm

DON HENLEY The End Of The Innocence  
GENESIS Hold On My Heart  
GLORIA ESTEFAN It's Too Late  
JOSHUA KADISON Beautiful In My Eyes  
ROD STEWART Have I Told You Lately  
RICKY MARTIN She's All I Ever Had  
DAN FOGELBERG Longer  
ROBBIE WILLIAMS Angels  
TONI BRAXTON Another Sad Love Song  
BILLY JOEL Leave A Tender Moment Alone

### WVTI/Grand Rapids

11am

FASTBALL The Way  
MODERN ENGLISH I Melt With You  
TRAIN Meet Virginia  
EDWIN MCCAIN I'll Be  
NIGHT RANGER Sister Christian  
COUNTING CROWS Hangin'around  
SIXPENCE NONE THE RICHER Kiss Me  
NAKED EYES Always Something There To...  
R.E.M. The Great Beyond  
DAVE MATTHEWS BAND Crash Into Me  
NATALIE MERCHANT Wonder  
GOO GOO DOLLS Black Balloon  
CARS Shake It Up  
SUGAR RAY Someday  
BILLY IDOL Money Money

4pm

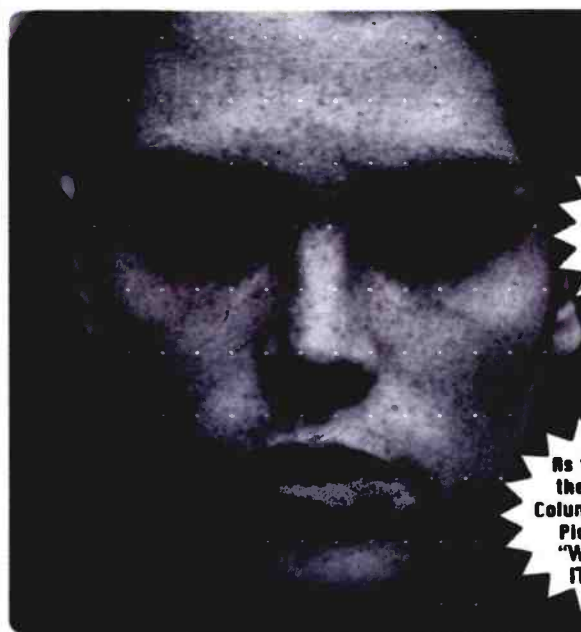
ALANIS MORISSETTE You Learn  
U2 Sweetest Thing  
SMASH MOUTH Then The Morning Comes  
B-52'S Love Shack  
JEWEL Foolish Games  
FASTBALL Out Of My Head  
TALKING HEADS And She Was  
GOO GOO DOLLS Iris  
SUGAR RAY Someday  
NO DOUBT Don't Speak  
SHANIA TWAIN You're Still The One  
JOHN COUGAR Hurts So Good  
GREEN DAY When I Come Around  
TAL BACHMAN She's So High

8pm

CITIZEN KING Better Days (And The Bottom...)  
PRINCE 1999  
SMASH MOUTH All Star  
DEL AMITRI Roll To Me  
ALANIS MORISSETTE Uninvited  
R.E.M. The Great Beyond  
HOOTIE AND THE BLOWFISH I Go Blind  
GOO GOO DOLLS Slide  
SANTANA I/ROB THOMAS Smooth  
DEEP BLUE SOMETHING Breakfast At Tiffany's  
CHER Believe  
SUGAR RAY Someday  
HOOTERS And We Danced  
COLLECTIVE SOUL Run



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 2/7. © 2000, R&R Inc.



"Charm Attack"

Leona Naess

#1  
Phones  
KZON

New Adds:

KFMB/San Diego  
KAEP/Spokane  
WCDA/Lexington

KENZ/Salt Lake City  
KSRZ/Omaha

Already On:

KYSR WDAQ KLLC WSSR KYKY WMXB KTOZ KUUU KUCD  
KDMX WOST WXPT KAMX KZZO WCPT KALZ WWSR  
WZNE KZON WTMX WVRV KLLY KCDU KOSO KLCA  
35\* MODERN AC AIRPLAY (343x)

As featured in  
the upcoming  
Columbia/Phoenix  
Pictures film  
"WHATEVER  
IT TAKES"

MCA



# Hot AC Playlists

February 18, 2000 R&R • 97

## FIND COMPLETE PLAYLISTS FOR ALL HOT AC REPORTERS ON R&R ONLINE MUSIC TRACKING

**WPLJ/New York**  
ABC  
(212) 613-8900  
Cuddy/Shannon/Mazzaro  
12c Cume 1,721,800

**PLAYS**

LTW	ARTIST/TITLE	GI (000)
41	SAVAGE GARDEN/Knew I Loved You	3759
42	FABSTAB/L'Out Of My Head	3768
43	SANTANA/FROB THOMAS/Smooth	3768
44	SMASH MOUTH/Then The Morning	3768
45	GOOD GOD DOLL'S/Black Balloon	3717
46	LOWE STAR/Armed	3717
47	THIRD EYE BLIND/Never Let You Go	3717
48	COUNTING CROWS/Hungaround	28476
49	VERTICAL HORIZON/Everything You Want	26103
50	SUGAR RAY/Someday	25312
51	TRAVIS/Meet Virginia	25312
52	CELINÉ DION/That's The Way It Is	25312
53	AS/Wake Up This Morning	23730
54	FOO FIGHTERS/Lean To Fly	23730
55	STING/Brand New Day	22939
56	MACY GRAY/Try	22939
57	EDWIN MCCAIN/Can't Not Ask	22148
58	ROBBIE WILLIAMS/Angels	22148
59	FAITH HILL/Breathe	21357
60	EFFIE L'Blue (Da Ba Dee)	19775
61	SUGAR RAY/Someday	18984
62	LEONARDO/Hey Leonardo	18984
63	CELINÉ DION/That's The Way It Is	25312
64	AS/Wake Up This Morning	23730
65	FOO FIGHTERS/Lean To Fly	23730
66	STING/Brand New Day	22939
67	MACY GRAY/Try	22939
68	EDWIN MCCAIN/Can't Not Ask	22148
69	ROBBIE WILLIAMS/Angels	22148
70	FAITH HILL/Breathe	21357
71	EFFIE L'Blue (Da Ba Dee)	19775
72	SUGAR RAY/Someday	18984
73	LEONARDO/Hey Leonardo	18984
74	CELINÉ DION/That's The Way It Is	25312
75	AS/Wake Up This Morning	23730
76	FOO FIGHTERS/Lean To Fly	23730
77	STING/Brand New Day	22939
78	MACY GRAY/Try	22939
79	EDWIN MCCAIN/Can't Not Ask	22148
80	ROBBIE WILLIAMS/Angels	22148
81	FAITH HILL/Breathe	21357
82	EFFIE L'Blue (Da Ba Dee)	19775
83	SUGAR RAY/Someday	18984
84	LEONARDO/Hey Leonardo	18984
85	CELINÉ DION/That's The Way It Is	25312
86	AS/Wake Up This Morning	23730
87	FOO FIGHTERS/Lean To Fly	23730
88	STING/Brand New Day	22939
89	MACY GRAY/Try	22939
90	EDWIN MCCAIN/Can't Not Ask	22148
91	ROBBIE WILLIAMS/Angels	22148
92	FAITH HILL/Breathe	21357
93	EFFIE L'Blue (Da Ba Dee)	19775
94	SUGAR RAY/Someday	18984
95	LEONARDO/Hey Leonardo	18984
96	CELINÉ DION/That's The Way It Is	25312
97	AS/Wake Up This Morning	23730
98	FOO FIGHTERS/Lean To Fly	23730
99	STING/Brand New Day	22939
100	MACY GRAY/Try	22939

**KBIG/Los Angeles**  
AMFM  
(818) 546-1043  
Kay Baker  
12c Cume 964,700

**PLAYS**

LTW	ARTIST/TITLE	GI (000)
32	SANTANA/FROB THOMAS/Smooth	14042
33	CELINÉ DION/That's The Way It Is	14042
34	SAVAGE GARDEN/Knew I Loved You	13629
35	SUGAR RAY/Someday	13216
36	SMASH MOUTH/Then The Morning	13216
37	BACKSTREET BOYS/Larger Than Life	13216
38	MADONNA/American Pie	13216
39	SMASH MOUTH/Then The Morning	12736
40	CHRISTINA AGUILERA/What A Girl Wants	11977
41	NSYNC/Bye Bye Bye	10323
42	JENNIFER LOPEZ/Walking For Tonight	9499
43	BRIAN MCKENNA/Back At One	9499
44	LENNY KRAVITZ/If I Ever Fall In Love	8673
45	CHRISTINA AGUILERA/What A Girl Wants	8673
46	MARC ANTHONY/Need To Know	7847
47	TAL BACHMAN/She's So High	7847
48	JENNIFER LOPEZ/If I Ever Fall In Love	7847
49	CELINÉ DION/That's The Way It Is	7847
50	SMASH MOUTH/Then The Morning	7434
51	NSYNC/Bye Bye Bye	7434
52	TINA TURNER/When The Heartache	7434
53	EDWIN MCCAIN/Can't Not Ask	7021
54	SMASH MOUTH/Then The Morning	7021
55	SUGAR RAY/Someday	5369
56	LEONARDO/Hey Leonardo	4936
57	NATALIE IMBRUGLIA/Torn	4936
58	SHANIA TWAIN/Man! I Feel Like A Woman	4543
59	SIXPENCE /Ass Me	4543
60	CHER/Believe	4130
61	LENNY KRAVITZ/If I Ever Fall In Love	4130
62	BRITNEY SPEARS/Baby One More Time	4130

**KYSR/Los Angeles**  
AMFM  
(818) 955-7000  
Pereira/Paly/Simms  
12c Cume 1,255,200

**PLAYS**

LTW	ARTIST/TITLE	GI (000)
56	SANTANA/FROB THOMAS/Smooth	37050
62	TRAIN/Meet Virginia	35910
63	R.E.M./The Great Beyond	35910
64	SMASH MOUTH/Then The Morning	34370
65	SAVAGE GARDEN/Knew I Loved You	34370
66	MACY GRAY/Try	27220
67	MADONNA/American Pie	26220
68	FOO FIGHTERS/Lean To Fly	26560
69	MARC ANTHONY/Need To Know	25080
70	VERTICAL HORIZON/Everything You Want	23270
71	BLINK-182/What's My Age Again?	22230
72	SUGAR RAY/Someday	19950
73	THIRD EYE BLIND/Never Let You Go	19950
74	CELINÉ DION/That's The Way It Is	18810
75	RED HOT CHILI'S/Scar Tissue	13580
76	BLINK-182/What's My Age Again?	13110
77	LENNY KRAVITZ/If I Ever Fall In Love	12540
78	AS/Wake Up This Morning	11970
79	GOOD GOD DOLL'S/Black Balloon	10830
80	SIXPENCE /Ass Me	10830
81	CELINÉ DION/That's The Way It Is	10620
82	TAL BACHMAN/She's So High	9120
83	LENNY KRAVITZ/If I Ever Fall In Love	9120
84	LENNY KRAVITZ/If I Ever Fall In Love	9120
85	DAVE MATTHEWS/BAND CRUSH	9120
86	LIT MY FIRE/Bye Bye Bye	9120
87	SHANIA TWAIN/Man! I Feel Like A Woman	9120
88	MELISSA ETHERIDGE/Enough Of Me	8150
89	SUGAR RAY/Someday	7410
90	SUGAR RAY/Someday	7410

**WTMX/Chicago**  
Bonnieville  
(818) 946-1019  
James/Karak  
12c Cume 873,800

**PLAYS**

LTW	ARTIST/TITLE	GI (000)
53	VERTICAL HORIZON/Everything You Want	21780
52	FOO FIGHTERS/Lean To Fly	21372
51	GAS/IANIS/Quiesce	20550
46	STING/Brand New Day	18494
44	THIRD EYE BLIND/Never Let You Go	18494
45	SPEINER/Yeah, Whatever	17673
46	SMASH MOUTH/Then The Morning	17673
47	R.E.M./The Great Beyond	17622
48	JAYS OF CLAY/Anthology	15097
36	BARRACUDA/LADIES FIRST	14700
35	COUNTING CROWS/Hungaround	10830
27	MICHAEL WINTERKING - Slide Away	10830
25	MATTHEWS/What Matters	10275
24	SUGAR RAY/Someday	9864
23	AS/Wake Up This Morning	9864
22	EDWIN MCCAIN/Can't Not Ask	9864
21	MELISSA ETHERIDGE/Enough Of Me	9452
22	COLLECTIVE SOUL/Needs	9043
15	OLD 97'S/Missed The Boat	9043
21	ALANIS MORISSETTE/That I Would Be Good	8631
18	BARRACUDA/LADIES FIRST	7859
25	CELINÉ DION/That's The Way It Is	7398
18	INIGO GIRL'S/Save Tonight	7398
19	TRAIN/Meet Virginia	6987
17	LOU REAGAN/Mambo No. 5	6987
16	LENNY KRAVITZ/If I Ever Fall In Love	6376
15	LEONARDO/Hey Leonardo	6376
18	SANTANA/FROB THOMAS/Smooth	6165
20	BLINK-182/What's My Age Again?	5754
22	DIDDY/Don't Call Me	5754

**KIOI/San Francisco**  
AMFM  
(415) 538-1013  
Lawrence/Trigg  
12c Cume 543,000

**PLAYS**

LTW	ARTIST/TITLE	GI (000)
32	SANTANA/FROB THOMAS/Smooth	91200
33	SUGAR RAY/Someday	9360
34	SOXPENCE /There She Goes	9360
35	SAVAGE GARDEN/Knew I Loved You	9360
36	CELINÉ DION/That's The Way It Is	8658
42	SMASH MOUTH/Then The Morning	8190
43	BACKSTREET BOYS/Larger Than Life	7468
44	SMASH MOUTH/Then The Morning	7468
22	NSYNC/Bye Bye Bye	7254
11	FAITH HILL/Breathe	6318
25	SMASH MOUTH/Then The Morning	6304
25	LOU REAGAN/Mambo No. 5	5850
24	TINA TURNER/When The Heartache	5850
23	GOOD GOD DOLL'S/Black Balloon	5616
22	NSYNC/Teardrop In My Heart	5616
23	TAL BACHMAN/She's So High	6304
24	BACKSTREET BOYS/Show Me	5616
24	CHRISTINA AGUILERA/What A Girl Wants	5616
2	MADONNA/American Pie	5616
1	LOWE STAR/Armed	4212
42	SHANIA TWAIN/Man! I Feel Like A Woman	3510
15	SHANIA TWAIN/Man! I Feel Like A Woman	3510
13	BRITNEY SPEARS/Baby One More Time	3042
13	DE GREES/It's The Hardest Thing	2808
12	RICKY MARTIN/If I Ever Fall In Love	2808
25	SMASH MOUTH/Then The Morning	6304
20	CHRISTINA AGUILERA/What A Girl Wants	5616
8	LENNY KRAVITZ/If I Ever Fall In Love	2340
13	DE GREES/It's The Hardest Thing	2340
15	BRITNEY SPEARS/Baby One More Time	2340

**KLLC/San Francisco**  
Infinity  
(415) 765-4097  
Kaplan/Stoeckel  
12c Cume 545,900

**PLAYS**

LTW	ARTIST/TITLE	GI (000)
44	CELINÉ DION/That's The Way It Is	10868
42	MACY GRAY/Try	10374
33	VERTICAL HORIZON/Everything You Want	8151
32	COUNTING CROWS/Hungaround	8151
31	ALANIS MORISSETTE/That I Would Be Good	7904
28	R.E.M./The Great Beyond	6916
26	SANTANA/FROB THOMAS/Smooth	6422
25	STING/Brand New Day	6422
22	LEONARDO/Hey Leonardo	5631
22	SHERYL CROW/My Favorite Mistake	5434
22	TRAIN/Meet Virginia	5434
22	JEREMY TOBACCO/You Make Me Feel	5434
22	TONIC/You Wanted More	5434
22	AMIE MANN/Save Me	5434
21	FAITH HILL/Breathe	5187
21	EDWIN MCCAIN/Can't Not Ask	5187
21	BETH HART/A Song	5187
21	SHANIA TWAIN/Man! I Feel Like A Woman	4940
20	MELISSA ETHERIDGE/Enough Of Me	4940
20	STING/Brand New Day	4940
19	LENNY KRAVITZ/If I Ever Fall In Love	4693
19	CAMEL/Me	4693
19	SIXPENCE /There She Goes	4693
19	GUSTO/Don't A Gun	4446
19	GOOD GOD DOLL'S/Black Balloon	4446
19	SUGAR RAY/Someday	4446
17	MACY GRAY/Try	4199
17	SMASH MOUTH/Then The Morning	4199
17	HONKA/APPL' E As Fast As You Can	4199
17	THIRD EYE BLIND/Never Let You Go	4199

**KDMX/Oakland - Ft. Worth**  
Clear Channel  
(972) 991-1029  
James/Thomas  
12c Cume 527,300

**PLAYS**

LTW	ARTIST/TITLE	GI (000)
36	LOWE STAR/Armed	7040
32	SANTANA/FROB THOMAS/Smooth	5940
28	TAL BACHMAN/She's So High	5720
26	COLLECTIVE SOUL/Needs	5500
24	SOXPENCE /There She Goes	5500
24	SAVAGE GARDEN/Knew I Loved You	5290
20	PHIL COLLINS/You'll Be In My Heart	4620
20	LENNY KRAVITZ/If I Ever Fall In Love	4190
19	TOMMY LIEW/When I See The Sun	3960
17	GOOD GOD DOLL'S/Black Balloon	3520
17	SMASH MOUTH/Then The Morning	3520
16	LENNY KRAVITZ/If I Ever Fall In Love	3080
16	EFFIE L'Blue (Da Ba Dee)	3080
13	TRAIN/Meet Virginia	2960
13	FAITH HILL/Breathe	2640
13	CHER/Believe	2640
12	MARC ANTHONY/Need To Know	2640
11	BACKSTREET BOYS/Larger Than Life	2420
11	ROBBIE WILLIAMS/Angels	2420
11	NSYNC/Bye Bye Bye	2420
10	NATALIE IMBRUGLIA/Torn	2200
10	FABSTAB/L'Out Of My Head	2200
9	PHIL COLLINS/You'll Be In My Heart	2200
7	CRED/Higher	2200
5	UZ/Sweetest Thing	1980
5	LENNY KRAVITZ/If I Ever Fall In Love	1980
6	AS/Wake Up This Morning	1980
7	LENNY KRAVITZ/If I Ever Fall In Love	1980

**WBWX/Boston**  
Infinity  
(617) 779-2000  
Strassell/Mullany  
12c Cume 691,000

**PLAYS**

LTW	ARTIST/TITLE	GI (000)
42	SANTANA/FROB THOMAS/Smooth	14040
43	MACY GRAY/Try	13104
30	GOOD GOD DOLL'S/Black Balloon	12168
31	SARAH MACLACHLAN/Anthem	11956
30	TRAIN/Meet Virginia	11820
33	MARC ANTHONY/Need To Know	10970
32	COUNTING CROWS/Hungaround	10930
31	GOOD GOD DOLL'S/Black Balloon	10608
11	RED HOT CHILI'S/Scar Tissue	10608
40	LENNY KRAVITZ/If I Ever Fall In Love	9360
38	VERTICAL HORIZON/Everything You Want	9360
28	SAVAGE GARDEN/Knew I Loved You	8360
29	CELINÉ DION/That's The Way It Is	8424
26	SMASH MOUTH/Then The Morning	8424
27	THIRD EYE BLIND/Never Let You Go	8424
27	CELINÉ DION/That's The Way It Is	8112
27	SHANIA TWAIN/Man! I Feel Like A Woman	7458
14	FAITH HILL/Breathe	6864
10	EAGLE-EYE CHERRY/Save Tonight	6552
11	BACKSTREET BOYS/Larger Than Life	6552
16	LENNY KRAVITZ/If I Ever Fall In Love	5616
15	LENNY KRAVITZ/If I Ever Fall In Love	5616
12	SMASH MOUTH/Then The Morning	5304
13	NSYNC/Bye Bye Bye	5304
10	NEW RADICALS/You Get What You Give	3212
13	SMASH MOUTH/Then The Morning	3212
10	GOOD GOD DOLL'S/Black Balloon	2920
10	EVERYTHING/Good	2920
11	UZ/Sweetest Thing	2920

**WRDX/Washington, DC**  
ABC  
(202) 686-3100  
Kosbar/Parker  
12c Cume 587,100

**PLAYS**

LTW	ARTIST/TITLE	GI (000)
34	FABSTAB/L'Out Of My Head	9636
33	GOOD GOD DOLL'S/Black Balloon	9636
35	SANTANA/FROB THOMAS/Smooth	9052
31	TAL BACHMAN/She's So High	8760
21	SMASH MOUTH/Then The Morning	8176
19	BETH HART/A Song	7316
23	MARC ANTHONY/Need To Know	6700
23	COUNTING CROWS/Hungaround	6716
20	SUGAR RAY/Someday	6424
20	STING/Brand New Day	6424
21	FAITH HILL/Breathe	6132
21	LENNY KRAVITZ/If I Ever Fall In Love	5840
21	SOXPENCE /There She Goes	5548
20	SAVAGE GARDEN/Knew I Loved You	5296
14	CELINÉ DION/That's The Way It Is	4672
14	FAITH HILL/Breathe	4380
13	EAGLE-EYE CHERRY/Save Tonight	4380
11	SMASH MOUTH/Then The Morning	4380
16	NATALIE IMBRUGLIA/Torn	3796
13	GOOD GOD DOLL'S/Black Balloon	3796
11	SUGAR RAY/Someday	3396
13	SMASH MOUTH/Then The Morning	3312
13	NSYNC/Bye Bye Bye	3212
15	NEW RADICALS/You Get What You Give	3212
13	SMASH MOUTH/Then The Morning	3212
11	GOOD GOD DOLL'S/Black Balloon	2920
10	EVERYTHING/Good	2920
11	UZ/Sweetest Thing	2920

**KHMX/Houston-Galveston**  
Clear Channel  
(713) 790-0965  
Trapp/Oliver/Bradley  
12c Cume 588,500

**PLAYS**

LTW	ARTIST/TITLE	GI (000)
42	SAVAGE GARDEN/Knew I Loved You	12040
45	CELINÉ DION/That's The Way It Is	11248
38	SANTANA/FROB THOMAS/Smooth	11038
36	TINA TURNER/When The Heartache	11438
41	STING/Brand New Day	11132
35	GOOD GOD DOLL'S/Black Balloon	10535
35	TRACY CHAPMAN/Telling Stories	9624
27	RICKY MARTIN/If I Ever Fall In Love	8127
25	TRAIN/Meet Virginia	7525
20	BACKSTREET BOYS/Show Me	7274
14	COUNTING CROWS/Hungaround	7274
22	LOWE STAR/Armed	6212
22	VERTICAL HORIZON/Everything You Want	6622
18	SMASH MOUTH/Then The Morning	6321
21	SMASH MOUTH/Then The Morning	5719
9	MACY GRAY/Try	5117
11	COLETTA/You're My Favorite Mistake	5117
32	SUGAR RAY/Someday	5117
8	CHRISTINA AGUILERA/What A Girl Wants	4816



© February 18, 2000

## Top 20

POP/ALTERNATIVE

LW	TW	ARTIST TITLE (Label/S)	TOTAL PLAYS		TOTAL STATIONS/ ADDS
			TW	LW	
1	1	SANTANA F/ROB THOMAS Smooth (Arista)	1515	1569	34/0
2	2	SMASH MOUTH Then The Morning Comes (Interscope)	1504	1536	35/0
3	3	COUNTING CROWS Hanginaround (DGC/Geffen)	1350	1500	35/0
5	4	VERTICAL HORIZON Everything You Want (RCA)	1333	1248	35/0
4	5	TRAIN Meet Virginia (Aware/Columbia)	1304	1311	34/0
6	6	FILTER Take A Picture (Reprise)	1216	1212	35/0
10	7	THIRD EYE BLIND Never Let You Go (Elektra/EEG)	1211	1115	35/0
7	8	GOO GOO DOLLS Black Balloon (Warner Bros.)	1138	1206	33/0
8	9	FOO FIGHTERS Learn To Fly (Roswell/RCA)	1091	1135	32/0
9	10	R.E.M. The Great Beyond (Warner Bros.)	1071	1134	34/0
11	11	SAVAGE GARDEN I Knew I Loved You (Columbia)	1019	994	25/0
12	12	STING Brand New Day (A&M)	943	988	31/0
13	13	SUGAR RAY Falls Apart (Run Away) (Lava/Atlantic)	934	911	33/0
15	14	MACY GRAY I Try (Epic)	907	736	30/1
17	15	MARC ANTHONY I Need To Know (Columbia)	731	710	25/1
14	16	BETH HART L.A. Song (143/Lava/Atlantic)	718	813	26/0
16	17	SUGAR RAY Someday (Lava/Atlantic)	641	714	31/0
18	18	LEN Steal My Sunshine (Work/Epic)	626	616	28/0
—	19	MELISSA ETHERIDGE Enough Of Me (Island/IDJMG)	561	523	32/2
—	20	RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)	475	502	29/0



35 Pop/Alternative reporters. Songs ranked by total plays for the airplay week of Sunday 2/6-Saturday 2/12. © 2000, R&R Inc.

R&amp;R/MEDIABASE 24/7

## TUNED-IN

POP/ALTERNATIVE

### KCDU/Monterey

3am

COUNTING CROWS Hanginaround  
TRACY CHAPMAN Give Me One Reason  
WOOD Stay You  
STING Brand New Day  
MELISSA ETHERIDGE Enough Of Me  
CLASH Rock The Casbah  
SUGAR RAY Falls Apart (Run Away)  
DEEP BLUE SOMETHING Breakfast At Tiffany's  
EVERCLEAR I Will Buy You A New Life  
HEPBURN I Quit  
LENNY KRAVITZ Fly Away  
SANTANA I/ROB THOMAS Smooth  
DURAN DURAN Ordinary World  
BARENAKED LADIES Get In Line  
FLEMING & JOHN Ugly Girl

11am

SAVAGE GARDEN I Knew I Loved You  
NATALIE IMBRUGLIA Torn  
MARC ANTHONY I Need To Know  
SEMISONIC Closing Time  
BANGLES Walk Like An Egyptian  
COUNTING CROWS Hanginaround  
NATALIE MERCHANT Wonder  
SUGAR RAY Falls Apart (Run Away)  
BLONDIE Maria  
WOOD Stay You  
FASTBALL The Way  
EIFFEL 65 Blue (Da Ba Dee)  
ALANIS MORISSETTE Head Over Feet  
SANTANA I/ROB THOMAS Smooth

4pm

MARC ANTHONY I Need To Know  
THIRD EYE BLIND How's It Going To Be?  
EIFFEL 65 Blue (Da Ba Dee)  
SHERYL CROW My Favorite Mistake  
THOMPSON TWINS Hold Me Now  
TRAIN Meet Virginia  
SINEAD O'CONNOR Nothing Compares 2 U  
SAVAGE GARDEN I Knew I Loved You  
BARENAKED LADIES One Week  
LENNY KRAVITZ I Belong To You  
GOO GOO DOLLS Name  
CITIZEN KING Better Days (And The Bottom...)  
BETH HART L.A. Song

8pm

SUGAR RAY Falls Apart (Run Away)  
SHERYL CROW Anything But Down  
MARC ANTHONY I Need To Know  
EVERCLEAR I Will Buy You A New Life  
NEW ORDER True Faith  
SANTANA I/ROB THOMAS Smooth  
JEWEL You Were Meant For Me  
GOO GOO DOLLS Black Balloon  
BLESSID UNION OF SOULS Hey Leonardo...  
TARA MACLEAN If I Fall  
TOAD THE WET SPROCKET All I Want  
WALLFLOWERS Heroes  
EIFFEL 65 Blue (Da Ba Dee)  
NATALIE MERCHANT Carnival



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 2/7. © 2000, R&R Inc.

## New & Active

MADONNA American Pie (Maverick/WB)  
Total Plays: 459, Total Stations: 25, Adds: 2

TRACY CHAPMAN Telling Stories (Elektra/EEG)  
Total Plays: 448, Total Stations: 28, Adds: 4

EIFFEL 65 Blue (Da Ba Dee) (Republic/Universal)  
Total Plays: 448, Total Stations: 15, Adds: 1

BLINK-182 All The Small Things (MCA)  
Total Plays: 443, Total Stations: 21, Adds: 2

FAITH HILL Breathe (Warner Bros.)  
Total Plays: 408, Total Stations: 18, Adds: 0

CREED Higher (Wind-up)  
Total Plays: 396, Total Stations: 19, Adds: 2

CELINE DION That's The Way It Is (550 Music/Epic)  
Total Plays: 363, Total Stations: 14, Adds: 2

LENNY KRAVITZ I Belong To You (Virgin)  
Total Plays: 351, Total Stations: 22, Adds: 4

KID ROCK Only God Knows Why (Top Dog/Lava/Atlantic)  
Total Plays: 341, Total Stations: 22, Adds: 1

LEONA NAESS Charm Attack (Outpost/MCA)  
Total Plays: 314, Total Stations: 19, Adds: 1

Songs ranked by total plays

## Contributing Stations

KPEK/Albuquerque, NM  
KAMX/Austin, TX  
KLLY/Bakersfield, CA  
WBMX/Boston, MA  
WLNK/Charlotte, NC  
WTMX/Chicago, IL  
KKPN/Corpus Christi, TX  
KALC/Denver-Boulder, CO  
WOST/Ft. Myers-Naples, FL  
KFSR/Fresno, CA  
WVTI/Grand Rapids, MI  
WKSJ/Greensboro, NC

KUCD/Honolulu, HI  
KMXB/Las Vegas, NV  
KYSR/Los Angeles, CA  
WXPT/Minneapolis, MN  
KOSO/Modesto, CA  
KCDU/Monterey-Salinas, CA  
WPTE/Norfolk, VA  
KYIS/Oklahoma City, OK  
KZON/Phoenix, AZ  
KBBT/Portland, OR  
KLCA/Reno, NV  
WZNE/Rochester, NY

KZZO/Sacramento, CA  
WVRV/St. Louis, MO  
KQMB/Salt Lake City, UT  
KFMB/San Diego, CA  
KLLC/San Francisco, CA  
KRUZ/Santa Barbara, CA  
KMHX/Santa Rosa, CA  
WSSR/Tampa, FL  
KZPT/Tucson, AZ  
WMBX/West Palm Beach, FL  
WXLO/Worcester, MA

# 3 MORE REASONS TO LOOK FORWARD TO WEEKENDS...

Raoul Felder  
"The Felder Report"  
SUNDAY 9:00 - 10:00 a.m.  
Attorney to the Stars

Tom Kraeutler  
"The Money Pit"  
SATURDAY 4:00 - 6:00 p.m.  
Help for Homeowners

Jackie Mason  
"The Jackie Mason Show"  
SUNDAY 9:00 - 11:00 p.m.  
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PART ONE OF A TWO-PART SERIES

# Al Jarreau: "I'm Beginning To Unfold Now"

■ Versatile jazz/pop/R&B vocalist reflects on his long career in music

**M**ost of Al Jarreau's earliest memories include music — the sounds of the choir in his father's church, his brothers' tight vocal harmonies, songs on the radio. There's so much music in Jarreau's DNA that his career choice was never much in doubt, as he makes clear in the first of two columns detailing the journey that led him to prominence among contemporary vocalists. Next week he turns to his fine new release, *Tomorrow Today*.

I met Jarreau for a long dinner at an oceanfront hotel in Santa Monica, CA. He'd just returned from a European press tour, and he was fighting a cold. Nevertheless, he was expansive as we spoke first about a source of balance in his life — his love of classical music. Jarreau also discussed documentary television, a good cup of dark-roasted coffee and the importance of power walking. "That's my church," he says of the exercise, "the time when I talk to God." To my delight, he broke into song several times to illustrate a point. His speaking voice is mellifluous, almost like a song itself.

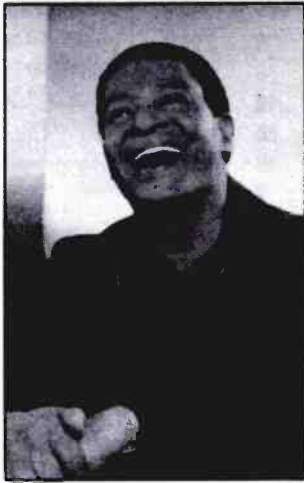
**R&R:** *There's a quality of openness in you that is seldom seen in adults. It makes me wonder what you were like as a little boy.*

**AJ:** I had a wonderful childhood in Milwaukee as the fifth of six kids. My dad was a minister. Being in church and hearing the choir sing is my first memory of music, along with watching my mother play the church piano. I remember the sound of that out-of-tune upright piano. When you pressed the pedal, it made a *whooshing* sound. It was most unmusical, but the sound stuck with me.

I sang for a church recital when I was 4 years old. My dad was a great singer; my older brothers and sisters all sang and played instruments. It was a musical life for me early on. My first heroes were my brothers, who sang four- and five-piece modern vocal harmonies — jazzy songs — in our living room. They were inspiring, as big as lanterns singing three feet above my head.

**R&R:** *Did you know then that you wanted to be a singer?*

**AJ:** I wanted to be a preacher until I was 13. Singing was just something I'd continue to do because I always had. I wanted to be a baseball player, too, but I gave it up when I realized I wasn't that kind of talent. The dream to sing professionally came around 17 or 18 in some free thinking: "Wouldn't it be wonderful if...."



Al Jarreau

Maybe some folks made a decision to pursue a music career in those days because the industry was still very young, pre-Elvis. It's hard to imagine it now, but there were relatively few recording artists. The explosion has occurred in the last 25 years. My notions were very dreamlike. At the same time I figured that if I continued to love it as I did, I would sing somewhere and somehow, however little or much the fates allowed, and go wherever that would take me.

**R&R:** *Who were the artists who made the greatest impression on you?*

**AJ:** There were so many, singers primarily. I loved Billy Eckstein and Sarah Vaughn singing together — amazing. Obviously early Nat Cole with the trio, Ella Fitzgerald, Tony Bennett, Patti Page, "How Much Is That Doggy in the Window," Kay Starr and "Mule Train" all touched me as a kid. It wasn't only the jazzers. I've been moved and touched by a lot of different things. Once touched, I wanted that to be in my music. I want to make you dance, but there's music that's above the shoulders too.

By 13 or 14 I was buying rhythm and blues records: The Spaniels, Clyde McPhatter And The Drifters and Sam Cook. Being part of vocal

quartets myself gave me the chance to sing that music, Frankie Lyman music. I had confidence about my singing, a lot of it unwarranted then. [Laughs.] Still, I took every opportunity to sing.

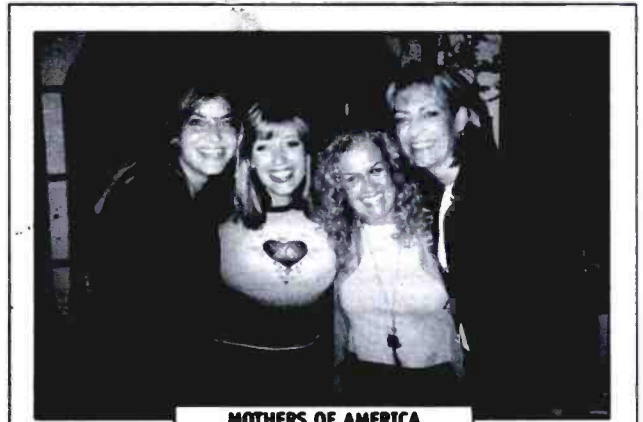
**R&R:** *Were you consciously in pursuit of a dream and a big break?*

**AJ:** It was a more predestined thing with possibilities all around that I recognized early, but there were some important milestone moments. I met Laszo "Les" Czimmer, who escaped from Hungary during the revolution in '56, and who was a great piano player by the time he got to Milwaukee. He was playing in clubs, like The Driftwood, around town. I was singing summers when I came home from college, and I was also part of a group called The Indigos. We sang at country clubs. Les heard me, and the owner hired me. This guy took me under his wing; he sensed there was something there.

That was in 1960. He lives in California, and we still get together. We even talk about whether we might do some music again. Coming under the tutelage of a guy like that, who knew the genre, was a milestone moment. He understood the big band thing, but his real love was trio music and the combo, which was started by beboppers like Diz and Miles. That was his vernacular. He didn't often use a horn player, but he liked the idea of having a singer, which might be more appealing as the other instrument in the group. I had a nice following and worked as much as I could as a student during vacations. I got the best gigs in town.

Another milestone was the continuation of that mode with George Duke in San Francisco. I went there on vacation after my first year of graduate school and when I was on leave in the service. I was singing because I loved it, but it never occurred to me to stop school and pursue music — plus my parents wouldn't have put up with that.

I was a rehab counselor for almost four years, but my hope and dream



MOTHERS OF AMERICA

Hide your sons! These women take their fun seriously. GRP's Laura Chiarelli and Suzanne Berg recently got together behind The Little Door for an evening of merriment with R&R's Missy Haffley and Carol Archer. Seen here in a group hug are (l-r) Chiarelli, Haffley, Archer and Berg.

was that I would find my way to a recording deal somewhere. Working with George in the late '60s gave me strength and confidence. He's such a great player, and I learned so much from him. I was feeling the groove and finding other kinds of music, like Brazilian. It was a marvelous awakening. We were doing this very specific music that was against the tide of what was going on with the golden age of rock 'n' roll in San Francisco with The Grateful Dead, Jefferson Airplane and Janis Joplin.

**R&R:** *How did you first get signed to a record deal?*

**AJ:** I came to L.A. in 1969 and starting singing at Dino's Lodge and The Playboy Club on the Sunset Strip. [KGIL jock] Dick Whittinghill opened a supper club that became Josephina's. Burt Bacharach and Angie Dickinson hung out there, along with lots of comics, like Jackie Gayle, from Playboy. I knocked on every door in L.A. for 18 months, then I went to New York and did the same thing. There were no nibbles, but I was undaunted.

Without a record deal, I did the Johnny Carson show, as well as David Frost's and Mike Douglas' shows. But I was against the tide.

doing music that was appreciated by musicians, but not record labels. Guys like me were not what the industry was looking for, but I was getting some attention. I knew when Doc Severinsen asked me to do a weekend with him somewhere that I was headed in some kind of good direction, so I proceeded.

I played The Improv in New York, and what a parade: John Belushi, Jimmy Walker, David Brenner, Bette Midler, Danny Aiello was the doorman! Julio Martinez, a guitarist I worked with for a long time, and I were so portable — just a guitar and a casaba — we played between comic acts.

After a year of not cracking the nut, we worked our way back across the country. We stopped in Minneapolis, where we came across some great players and put together our first group. We opened for Steppenwolf and Canned Heat and wrote a lot of original music. We got to L.A. and found a house in Laurel Canyon. We knocked on record company doors for the better part of 2 1/2 years. The guys got discouraged and began to drift away, but Julio and I kept going, undaunted.

We began working at The Bla-Bla Cafe, a hootenanny club. I put together another group and did a week opening for Les McCann at The Troubadour. Three labels were interested, and I signed to Warner Bros. There was a real music guy with Warners from Hamburg, Ziggy Loch, who broke me in Germany, which remains a very good market for me. With the first record, we started making some noise in big cities like New York and Washington, and I started playing big clubs. That was my big break.

But I was willing to do it for nothing. I love this work, you know? What I do onstage is so emotional and spontaneous. And it's as much fun today as it was back then, because I get to do it with great people and with more resources and more support. I've learned how to do things better as a singer. I'm beginning to unfold now, and I can't tell you how marvelous it feels to be in this place. And it's at a time in my life when some guys are getting ready to retire.

"I figured that if I continued to love it as I did, I would sing somewhere and somehow, however much or little the fates allowed, and go wherever that would take me."



# R&R NAC/Smooth Jazz Top 30

February 18, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (G)	WEEKS ON CHART	TOTAL STATIONS/ADDS
3	1	<b>RICHARD ELLIOT</b> On The Fly (Blue Note)	802	+58	81784	12	40/0
1	2	<b>KIM WATERS</b> Secrets Told (Shanachie)	789	-10	75383	15	37/0
4	3	<b>KENNY GARRETT</b> Simply Said (Warner Bros.)	766	+77	69726	14	38/0
2	4	<b>DAVID BENOIT</b> Miles After Dark (GRP/VMG)	742	-35	95779	14	38/0
5	5	<b>KENNY G</b> Stranger On The Shore (Arista)	692	+46	93909	13	33/0
6	6	<b>BONEY JAMES</b> Boneyizm (Warner Bros.)	634	+26	88147	8	38/0
7	7	<b>CHUCK LOEB</b> High Five (Shanachie)	575	-31	67684	24	31/0
9	8	<b>NORMAN BROWN</b> Paradise (Warner Bros.)	562	+70	63816	8	37/0
10	9	<b>WALTER BEASLEY</b> Nice And Easy (Shanachie)	542	+83	62422	9	36/1
12	10	<b>STEELY DAN</b> What A Shame About Me (Giant/Reprise)	494	+42	49670	4	34/0
11	11	<b>CHRIS BOTTI</b> Why Not (GRP/VMG)	489	+33	66088	7	38/1
Breaker	12	<b>LARRY CARLTON</b> Fingerprints (Warner Bros.)	464	+83	70893	4	39/2
Breaker	13	<b>AL JARREAU</b> Just To Be Loved (GRP/VMG)	455	+171	48489	2	38/8
Breaker	14	<b>STEVE COLE</b> It's Gonna Be Alright (Bluemoon/Atlantic)	417	+37	55116	8	34/2
8	15	<b>JOYCE COOLING</b> Callie (Heads Up)	408	-166	47035	18	30/0
14	16	<b>BRIAN MCKNIGHT</b> Back At One (Motown)	391	-59	52223	20	28/0
17	17	<b>BRIAN CULBERTSON F/LORI PERRY</b> Get'n Over You (Atlantic)	389	+12	28560	11	26/1
18	18	<b>DAVE KOZ</b> Surrender (Capitol)	379	+39	50241	4	36/2
13	19	<b>BRIAN CULBERTSON</b> Back In The Day (Atlantic)	335	-115	53849	20	29/0
28	20	<b>MARC ANTOINE</b> Palm Strings (GRP/VMG)	280	+72	45063	3	28/4
25	21	<b>PAUL TAYLOR</b> Avenue (Peak/Unity/N-Coded)	269	+34	26303	3	27/1
19	22	<b>SPECIAL EFX</b> Bella (Shanachie)	256	-40	39863	15	22/1
Debut	23	<b>URBAN KNIGHTS</b> Sweet Home Chicago (Narada)	245	+131	36290	1	28/6
23	24	<b>GERALD VEASLEY</b> Valdez In The Country (Heads Up)	241	+2	30005	5	25/2
24	25	<b>JAZZMASTERS</b> Nightcrawler (Hardcastle/Trippin 'N' Rhythm)	239	0	21767	6	25/3
21	26	<b>KIRK WHALUM</b> That's The Way Love Goes (Warner Bros.)	232	-52	29863	18	22/0
22	27	<b>BOB JAMES</b> What's Up (Warner Bros.)	227	-38	23031	20	19/0
27	28	<b>GROVER WASHINGTON JR.</b> The Night Fantastic (Columbia)	207	-2	36241	10	18/0
26	29	<b>LEO GANDELMAN</b> Rise (Jazzica)	207	-19	24180	7	17/0
Debut	30	<b>SANTANA</b> El Farol (Arista)	187	+15	19253	1	20/2

## Most Added.

ARTIST TITLE LABEL(S)	ADDS
<b>RONNY JORDAN</b> London Lowdown (Blue Note)	18
<b>BOB JAMES</b> Raise The Roof (Warner Bros.)	9
<b>AL JARREAU</b> Just To Be Loved (GRP/VMG)	8
<b>URBAN KNIGHTS</b> Sweet Home Chicago (Narada)	6
<b>MARC ANTOINE</b> Palm Strings (GRP/VMG)	4
<b>KOMBO</b> Lower Deck (GRP/VMG)	4
<b>JAZZMASTERS</b> Nightcrawler (Hardcastle/Trippin 'N' Rhythm)	3
<b>COUNT BASIC</b> One One 4 (Instinct Jazz)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>AL JARREAU</b> Just To Be Loved (GRP/VMG)	+171
<b>URBAN KNIGHTS</b> Sweet Home Chicago (Narada)	+131
<b>LARRY CARLTON</b> Fingerprints (Warner Bros.)	+83
<b>WALTER BEASLEY</b> Nice And Easy (Shanachie)	+83
<b>KENNY GARRETT</b> Simply Said (Warner Bros.)	+77
<b>MARC ANTOINE</b> Palm Strings (GRP/VMG)	+72
<b>NORMAN BROWN</b> Paradise (Warner Bros.)	+70
<b>RONNY JORDAN</b> London Lowdown (Blue Note)	+60
<b>RICHARD ELLIOT</b> On The Fly (Blue Note)	+58
<b>BRIAN TARQUIN</b> Tangled Web (Instinct)	+47

## Breakers.

<b>LARRY CARLTON</b> Fingerprints (Warner Bros.)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
464/83	39/2	1
<b>AL JARREAU</b> Just To Be Loved (GRP/VMG)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
455/171	38/8	10
<b>STEVE COLE</b> It's Gonna Be Alright (Bluemoon/Atlantic)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
417/37	34/2	15

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

42 NAC/Smooth Jazz reporters. Songs ranked by total plays for the airplay week of Sunday 2/6-Saturday 2/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 400 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

## New & Active

**'N SYNC W/GLORIA ESTEFAN** Music Of My Heart (Epic)  
Total Plays: 153, Total Stations: 9, Adds: 0

**DWIGHT SILLS** Desert Skies (Citylights/Monarch)  
Total Plays: 147, Total Stations: 14, Adds: 0

**ED HAMILTON** Jazzman (Fahrenheit)  
Total Plays: 92, Total Stations: 6, Adds: 0

**FATBURGER** Trail Of Tears (Shanachie)  
Total Plays: 87, Total Stations: 9, Adds: 0

**VANN JOHNSON** All The Above (1022)  
Total Plays: 84, Total Stations: 5, Adds: 0

**SHAKATAK** Lovely Day (Instinct)  
Total Plays: 82, Total Stations: 8, Adds: 1

**ALEX BUGNON** Onward, Upward (Narada)  
Total Plays: 81, Total Stations: 9, Adds: 2

**SOUL BALLET** Sol Negro (Black Sun) (Countdown/Unity)  
Total Plays: 73, Total Stations: 6, Adds: 0

**RONNY JORDAN** London Lowdown (Blue Note)  
Total Plays: 70, Total Stations: 15, Adds: 10

Songs ranked by total plays

# NORMAN CONNORS

**"RIVER OF LOVE"**  
FEATURING BOBBY LYLE

The first single from the new album  
**ETERNITY**

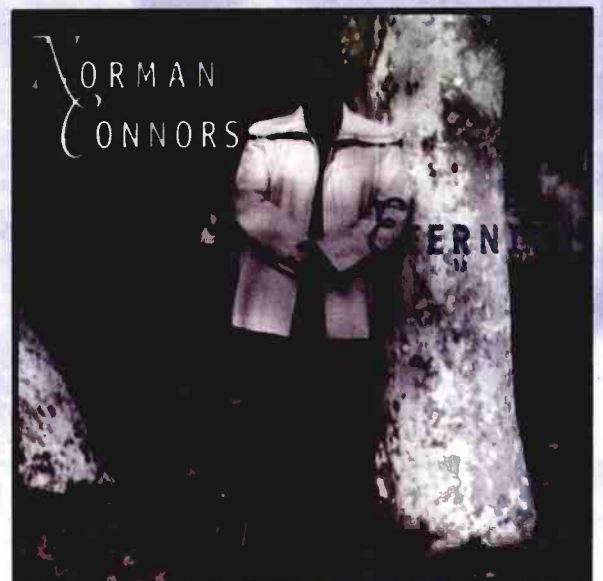
Album in stores March 28, 2000 Going for adds February 28th



RADIO CONTACT:  
ALL THAT JAZZ (310) 395-6995



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# NAC notes

with Carol Archer

**C**ongratulations to **Richard Elliot**, whose "On the Fly" (Blue Note) captures top 'o the pops this week. It's a great track!

**Kenny Garrett's** "Simply Said" (Warner Bros.) is earning significant rotation increases (+77 plays) to capture 3\* and a strong shot at No. 1 in the coming weeks.

**Al Jarreau's** "Just to Be Loved" (GRP/VMG) catapults 20-13\*/Breaker with eight new adds (90% of the panel is now on it) and impressive momentum generated by +171 plays last week, which makes the track the top Most Increased. Jarreau's also among the Most Added. Please see the first part of a two-part interview with him in this week's NAC/SJ column.

Making a noteworthy debut at 23\* is **Urban Knights'** "Sweet Home Chicago" (Narada). A fine record with sterling credentials, it's second Most Increased with +131 plays and six new adds.

**Ronny Jordan's** "London Lowdown" (Blue

Note) is already reacting strongly. With 10 stations embracing it this week, it's No. 1 Most Added. And it shows phenomenal on the air!

**Bob James'** "Raise the Roof" (Warner Bros.) is second Most Added, with eight stations jumping right on it. And no wonder: This is classic James.

There's word that Sade may release a record in 2000, but for those weary of waiting for the diva to produce, try on **Samantha Siva's** slinky "Living Alone" (Genie/Rykoh/Universal) for size.

Time hasn't passed **Norman Connors** by; he has grown with the passing years. As his upcoming release, *Eternity*, demonstrates, his studio magic is intact. Check out the track "River of Love" (Right Stuff/Capitol), and let Connors' elegant, sophisticated melody transport you to another, very sensual, world.

KIFM/San Diego PD **Mike Vasquez** and APD/MD **Kelly Cole** added **Eurythmics'** "I Saved the World Today" (Arista) a couple of weeks ago. Vasquez says of the track, "As we continually look for crossover vocals to weave into the smooth jazz mix, this song has all the elements in place. The mood is captivating, the texture is beautifully appropriate, the hook is instantly memorable, and it's so hip! Anyone playing Annie Lennox's 'Why' shouldn't miss out on this gem."

## Up

Oliver  
Oliver  
Real Deal

Atlanta-based vocalist **Oliver** is the discovery of heavyweight boxer **Evander Holyfield**, who describes what attracted him so much that he offered Oliver a deal with his new label, **Real Deal**: "Oliver can play almost any kind of music, but I signed him because his songs are so passionate." And passionate crossover vocals are at a premium for NAC/Smooth Jazz radio. In this case, one big plus is Oliver's honeyed voice, which is cut from the Babyface, Tony Rich and Maxwell mold. Oliver's self-titled release showcases his smooth vocals in counterpoint to melodic grooves, perhaps best represented on the CD's lead track, the lovely "I'll Get By." This ballad, with powerful emotional resonance and deeply soulful grooves, is already getting attention from programmers. Oliver's sweet, youthful approach on this project is thoroughly refreshing, even endearing. I predict we'll be hearing more from this new talent in the future.



*I first met Steve Tyrell in the mid-1960s, when he headed promotion and A&R for Scepter Records and placed countless hit songs, such as "Alfie," "Theme From Valley of the Dolls" and "Raindrops Keep Fallin' on My Head" in hit films. He's a leading film music supervisor, having overseen such projects as An American Tail, That Thing You Do, The Parent Trap, both Father of the Bride films and, most recently, Hanging Up. He's also a record producer (Elvis, Linda Ronstadt, Rickie Lee Jones, LL Cool J). His CD, A New Standard (Atlantic), has struck a chord with the public and become a surprise retail hit. This is the story, in his own words, of how Tyrell's sleeper record came to life.*

# UNDER THE RADAR

R&R'S EXCLUSIVE BAROMETER FOR NEW MUSIC

I'm proud that the Linda Ronstadt/James Ingram song "Somewhere Out There" from *An American Tail* went to No. 1, won two Grammys and set the trend for every subsequent animated feature to have a pop song at the end. But over the years people reacted to my singing voice enough to start using my demos in their movies, like *The Client* and *Mystic Pizza*. For *Father of the Bride*, I recorded and sang a soulful version of "The Way You Look Tonight" as a demo for the wedding reception scene. Diane Keaton, Steve Martin and the director went crazy for it by the second verse, and it was included in the picture. I got hundreds of letters from people asking where they could get my recordings.



Rosemary Clooney called me and became a huge fan — I did the Dorothy Chandler Pavilion gig with her. All this gave me confidence.

People began seriously encouraging me to do an album of standards. Remember, I've been singing Jimmy Reed, B.B. King, Ray Charles and Bobby "Blue" Bland songs all my life, never Frank Sinatra songs. With the second *Father of the Bride* movie, I sang the opening and closing tunes, "The Simple Life" and "Sunny Side of the Street," and got even more response. EMI, Famous Music and Warner Bros. all talked to me about making this record; although I had the opportunity, I still didn't do it.

What really made this album happen was that I ran into drummer Louis Belson in Sherman Oaks. He is 75 now, but he was the only white guy in Ellington's band and was married to Pearl Bailey. He knew all the jazz players from that era, like Clark Terry and Harry "Sweets" Edison, and these guys played the solos on my record. Standards are only about a minute and a half long, so you have to have instrumental interludes. Louis convinced me I could do it with great soloists, and that's what I did. It was the most fun I've ever had, and I'm the most proud of it of anything I've ever done, because it gave me a chance to work with national treasures.

## "Sweet Home Chicago"

the hot new single by **Urban Knights**  
from their highly anticipated Narada Jazz debut,

*Urban Knights III*

## Urban Knights III



Smokin'!

Debut 23

In Stores Feb. 29

For more information contact: Sue or Lisa  
at Narada Jazz 414-961-8350  
All That Jazz 310-395-6995

NARADA jazz

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Stations and their adds listed alphabetically by market

<p><b>WZMR/Albany, NY</b> PD: Patrick Ryan BOB JAMES "Rise" URBAN NIGHTS "Chicago" MARC ANTOINE "Strips"</p>	<p><b>KOAI/Dallas-Ft. Worth, TX</b> PD: Mazine Todd MD: Teresa Kincaid No Adds</p>	<p><b>WSMJ/Knoxville, TN</b> PD/MD: Tom Miller 16 AL JARREAU "Just" 11 URBAN NIGHTS "Chicago" 10 MARC ANTOINE "Strips"</p>	<p><b>WQCD/New York, NY</b> PD: John Muller MD: Rick Laboy DAVE KOZ "Surrender"</p>	<p><b>KKJZ/Portland, OR</b> PD: Chris Miller 17 CHRIS BOTTI "Way" 16 AL JARREAU "Just"</p>	<p><b>KMGO/Santa Barbara, CA</b> OM/PO: Mark Elliott APD/MD: Steve Bauer KOMBO "Deck" ROBBY JORDAN "London"</p>	<p><b>KOAZ/Tucson, AZ</b> PD/MD: Erik Foxix URBAN NIGHTS "Chicago"</p>
<p><b>KNKX/Anchorage, AK</b> OM/PO: Areen Wallender MD: Jennifer Summers COUNT BASIC "One" KOMBO "Deck"</p>	<p><b>KHHH/Denver-Boulder, CO</b> PD: Becky Taylor APD/MD: Cheri Marquart No Adds</p>	<p><b>KTWV/Los Angeles, CA</b> PD: Chris Brodie APD/MD: Ralph Stewart BOB JAMES "Rise"</p>	<p><b>WJCD/Norfolk, VA</b> MD: Larry Hollowell AL JARREAU "Just" SONA RICE "Avenue"</p>	<p><b>WWND/Raleigh-Durham, NC</b> PD/MD: Dan Brookshire 9 COUNT BASIC "One" 8 BOB JAMES "Rise"</p>	<p><b>KJZY/Santa Rosa, CA</b> PD: Gordon Zlot MD: Rob Singleton 2 ROBBY JORDAN "London" 2 URBAN NIGHTS "Chicago" AL JARREAU "Just"</p>	<p><b>WJZW/Washington, DC</b> PD: Kenny King No Adds</p>
<p><b>WJZF/Atlanta, GA</b> PD/MD: Mark Edwards 7 LARRY CARLTON "Finger" 6 AL JARREAU "Just" STEVE COLE "Angehr"</p>	<p><b>WYMY/Detroit, MI</b> PD: Tom Stecker MD: Sandy Kovach 6 ROBBY JORDAN "London" URBAN NIGHTS "Chicago"</p>	<p><b>WLYE/Miami, FL</b> PD: Bret Michael No Adds</p>	<p><b>WLOQ/Orlando, FL</b> MD: Patricia James 11 CHRIS BOTTI "Look" 7 GEORGE MICHAEL "Where" URBAN NIGHTS "Chicago"</p>	<p><b>KSSJ/Sacramento, CA</b> PD: Steve Williams APD/MD: Ken Jones AL JARREAU "Just"</p>	<p><b>KWJZ/Seattle-Tacoma, WA</b> PD: Carol Handley MD: Dianna Reese No Adds</p>	<p><b>KWSJ/Wichita, KS</b> PD: Nancy Johnson MD: Dallas Scott 5 DAVE KOZ "Surrender" 3 KOMBO "Deck" 3 ABOVE THE CLOUDS "Clouds" 3 ALEX BUCKSON "Onward" 2 HIROSHIMA "Dear" ROBBY JORDAN "London" ARIA "Passion" GERALD WEASLEY "Vivid"</p>
<p><b>KSNJ/Bakersfield, CA</b> PD/MD: Tony Manes JAZZMASTERS "Night..."</p>	<p><b>KEZL/Fresno, CA</b> PD: J. Weidenheimer 1 ROBBY JORDAN "London"</p>	<p><b>WJZI/Milwaukee, WI</b> PD: Chris Morneau MD: Debbie Young BRIAN TARQUIN "Web"</p>	<p><b>WJPL/Peoria, IL</b> PD: Rick Hirschmann No Adds</p>	<p><b>KBZN/Salt Lake City, UT</b> PD/MD: Rob Riesen BOB JAMES "Rise"</p>	<p><b>WHCD/Syracuse, NY</b> PD: Seth Charles APD/MD: Keany Dees 1 ROBBY JORDAN "London" 1 BOB JAMES "Rise"</p>	<p><b>JRM/Jones NAC/National</b> PD: Steve Hubbard MD: Laurie Cobb 2 SANTIANA "Fusion" BOB JAMES "Rise"</p>
<p><b>WHUA/Chicago, IL</b> PD: Bob Kaske APD/MD: Steve Stiles LARRY CARLTON "Finger..."</p>	<p><b>WYJZ/Indianapolis, IN</b> PD/MD: Carl Frye JAZZMASTERS "Night..."</p>	<p><b>KSRB/Mission Viejo, CA</b> OM/PO: Terry Wedel MD: Derek Dixon GERALD WEASLEY "Vivid" STEVE OLIVER "New" KOMBO "Deck" ROBBY JORDAN "London" DANA KRALL "Give"</p>	<p><b>WJIZ/Philadelphia, PA</b> PD: Anne Gross APD/MD: Michael Tezzi BOB JAMES "Rise"</p>	<p><b>KFM/San Diego, CA</b> PD: Mike Vasquez APD/MD: Kelly Cole 2 SHAKARA "Day"</p>	<p><b>WSJT/Tampa, FL</b> PD: Ross Block MD: Kathy Curtis 7 AL JARREAU "Just" 4 MARC ANTOINE "Strips" 3 PAUL TAYLOR "Jazzies" ROBBY JORDAN "London"</p>	<p><b>JRN/Jones NAC/National</b> PD: Steve Hubbard MD: Laurie Cobb 2 SANTIANA "Fusion" BOB JAMES "Rise"</p>
<p><b>WWVW/Cleveland, OH</b> PD/MD: Bernie Kimble 6 STEVE COLE "Angehr" BOB JAMES "Rise"</p>	<p><b>WFSJ/Jacksonville, FL</b> PD: Hank Dole SAMANTHA SVA "Living" ROBBY JORDAN "London" COUNT BASIC "One"</p>	<p><b>KRYR/Medford, CA</b> PD: Jim Bryan MD: Doug Wolff ROBBY JORDAN "London" TOM SAVIANO "Love"</p>	<p><b>KYOT/Phoenix, AZ</b> PD: Nick Francis APD/MD: Greg Morgan 10 CULBERTSON &amp; PERRY "Gard" 9 AL JARREAU "Just" 9 ALEX BUCKSON "Onward" 9 SANTIANA "Fusion" 9 SPECIAL EPX "Belle" 9 WALTER BEASLEY "New"</p>	<p><b>KKSF/San Francisco, CA</b> PD: Paul Goldstein No Adds</p>	<p><b>42 Total Reporters</b> <b>42 Current Reporters</b> <b>42 Current Playlists</b></p>	<p><b>KQJZ/San Luis Obispo, CA</b> PD/MD: David Alwood PETER WHITE "Diago" SAMANTHA SVA "Living"</p>
<p><b>WJZA/Columbus, OH</b> PD/MD: Bill Harman BOB JAMES "Rise" DENNY JOSEA "Friends" OLIVER "Get" WANN JOHNSON "Reasons"</p>	<p><b>KCIY/Kansas City, MO</b> PD: Steve Wiersman MD: Michelle Chase MARC ANTOINE "Strips" JAZZMASTERS "Night..."</p>					

## Most Played Recurrents

DAVE KOZ Together Again (Capitol)

GOTA Let's Get Started (Instinct)

DOWN TO THE BONE Long Way From Brooklyn (Internal Bass)

NORMAN BROWN Out'a Nowhere (Warner Bros.)

BRIAN TARQUIN Darlin Darlin Baby (Instinct)

CRAIG CHAQUICO Forbidden Love (Higher Octave)

ROGER SMITH Off The Hook (Miramar)

NESTOR TORRES Velvet Nights (Shanachie)

WALTER BEASLEY If You Knew (Shanachie)

CHRIS BOTTI Drive Time (GRP/VMG)

NELSON RANGELL The Way To You (Shanachie)

PETER WHITE Autumn Day (Columbia)

RICHARD ELLIOT Chill Factor (Blue Note)

BONEY JAMES Body Language (Warner Bros.)

BONEY JAMES Into The Blue (Warner Bros.)

TOM SCOTT & THE L.A. EXPRESS Smokin' Section (Windham Hill Jazz)

STEVE COLE Say It Again (Bluemoon/Atlantic)

NAJEE Room To Breathe (Verve/VMG)

JANGO With Your Love (Samson)

RIPPINGTONS Summer Lovers (Peak/Windham Hill Jazz)

## NAC/SMOOTH JAZZ Going For Adds

2/22/00

RICARDO SCALES So Much In Love (Bay Sound)  
COUNT BASIC One One 4 (Instinct)  
LOEB, MILES & POPE Birdland (Telarc)

## National Specialty Programming

### JazzTrax

Art Gees  
818-504-5787

Fattburger

Ronny Jordan  
Marc Antoine

Above The Clouds  
Tom Saviano  
Count Basic  
Ottmar Liebert  
Al Jarreau

Joy  
Groove Y2K  
London Lowdown  
El Camino  
Valerio  
Can You Keep A Secret  
Twist Of Fate  
One One 4  
Verano De Alegria  
Just To Be Loved

### Soundscapes

Paul Hunter  
707-527-7624

Ronny Jordan

London Lowdown

newradio.com

Ree Moore  
612-379-6253

Brian Culbertson  
Pat Mothey

Gettin' Over You  
Just Like The Day

### Dave Koz Radio Show

Renee DePuy  
609-921-1188

Richard Elliott  
Count Basic  
'NSync & Gloria Estefan

On The Fly  
One One 4  
Music Of My Heart



# NAC/Smooth Jazz Playlists

February 18, 2000 R&R • 103

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

**MARKET #1**

**WDCB/New York**  
Infinity  
(212) 352-1019  
Miller/Lobby  
12+ Cum: 1,234,500

**Smooth Jazz**  
**CD 101.9**  
10th ANNIVERSARY

PLAYS	ARTIST/TITLE	GI (000)
24	24 GROVER WASHINGTON, Jr./The Night Fantastic	18336
24	24 SPYRO GYRAS/Beaurevoir	18336
24	24 LARRY CARLTON/Fingerprints	18336
24	24 NORMAN BROWN/Paradise	18336
23	23 SPECIAL FX/Balls	17572
23	23 BONEY JAMES/Boneyom	17572
23	23 CHRIS BOTTI/Why Not	17572
17	17 MARC ANTONIO/Palm Strngs	12988
17	17 DAVID BENNIT/Miles After Dark	12988
17	17 WALTER BEASLEY/Nice And Easy	12988
17	17 STEELY DAN/What A Shame	12988
6	6 GEORGE MICHAEL/Rouanne	8404
6	6 GOTJA Let's Get Started	8404
6	6 JAZZMASTERS/Hipsterz	5348
6	6 3RD FORCE/Bridge Of Dreams	5348
6	6 DAVE KOZ/Together Again	5348
6	6 KEVIN TONE/How 'Bout That	4584
6	6 NESTOR TORRES/Velvet Nights	4584
6	6 RIPPINGTONS/Summer Lovers	4584
6	6 PHILIP SARGENT/Up And Down	4584
6	6 BRIAN CURBETSON/Back In The Day	3820
6	6 DAVE KOZ/Surrender	0

**MARKET #2**

**KTWV/Los Angeles**  
Infinity  
(310) 460-7180  
Brodie Stewart  
12+ Cum: 918,900

**THE WAVE**  
94.7 KTWW

PLAYS	ARTIST/TITLE	GI (000)
19	25 KENNY G/Stranger On...	14025
22	24 BONEY JAMES/Boneyom	13464
22	24 STANLEY TURRENTINE/Do You Live Any...	13464
26	23 NORMAN BROWN/Out A Nowhere	12903
23	22 CRAIG CHAIKIDIO/Forbidden Love	12342
15	21 DAVE KOZ/Surrender	11781
20	21 CHRIS BOTTI/Why Not	11781
19	21 LARRY CARLTON/Fingerprints	11781
20	19 KIRK WHALIM/That's The Way...	11220
17	19 RICHARD ELLIOT/On The Fly	10559
19	19 VICTOR WOOTEN/Urban Turban	10559
20	18 BRIAN CURBETSON/Back In The Day	10559
20	18 STEVE COLE'S/Gonna Be...	10098
19	17 3RD FORCE/Bridge Of Dreams	9537
17	17 RICHARD ELLIOT/On The Fly	9537
17	17 MARC ANTONIO/Palm Strngs	9537
16	16 ROMNY JORDAN/London Lowdown	8976
15	15 DAVID BENNIT/Miles After Dark	8415
16	15 N SYNC WIG ESTEFAN/Music Of My Heart	8415
16	15 DWIGHT SILL/Sweet Home Chicago	7854
12	14 JONATHAN BUTLER/What Would You Do...	7854
14	14 STEELY DAN/What A Shame	7854
13	14 AL JARREAU/Just To Be Loved	7293
13	14 KIRK WHALIM/I Do	6732
0	0 BOB JAMES/Raise The Roof	0

**MARKET #3**

**WNUA/Chicago**  
AMFM  
(312) 645-9550  
Kalle/Stein  
12+ Cum: 772,600

**WNUA 95.5**  
Smooth Jazz

PLAYS	ARTIST/TITLE	GI (000)
22	26 JOYCE COOLING/Callie	13702
20	24 DAVID BENNIT/Miles After Dark	12648
23	23 WALTER BEASLEY/Nice And Easy	12121
22	21 URBAN KNIGHTS/Sweet Home Chicago	11067
19	20 BONEY JAMES/Boneyom	10540
18	19 BRIAN CURBETSON/Back In The Day	10019
12	17 DAVE KOZ/Surrender	8959
5	17 AL JARREAU/Just To Be Loved	8959
12	17 BROOKS/GAINES/Lost In You	8959
17	17 RICHARD ELLIOT/On The Fly	8959
17	17 STEVE COLE'S/Gonna Be...	8959
9	16 KENNY G/Stranger On...	8432
16	15 BRIAN CURBETSON/Back In The Day	7905
13	13 NORMAN BROWN/Paradise	6851
15	13 KIM WATERS/Secrets Told	5797
11	11 CHUCK LOEB/High Five	5797
10	10 CHRIS BOTTI/Why Not	5270
11	10 MARC ANTONIO/Palm Strngs	5270
10	10 PAUL TAYLOR/Where	4743
7	7 PATRICKS/It's A Wonderful Life	3162
6	6 JAZZMASTERS/Hipsterz	1581
0	0 LARRY CARLTON/Fingerprints	0

**MARKET #4**

**KKSF/San Francisco**  
AMFM  
(415) 975-5555  
Goldstein  
12+ Cum: 436,400

**KKSF 103.7**  
SMOOTH JAZZ

PLAYS	ARTIST/TITLE	GI (000)
22	24 KENNY G/Stranger On...	6744
23	23 BRIAN CURBETSON/Back In The Day	6883
21	22 MARC ANTONIO/Palm Strngs	6182
23	22 KIM WATERS/Secrets Told	6182
14	22 LARRY CARLTON/Fingerprints	6182
19	22 DAVE KOZ/Surrender	6182
22	21 LEO GANDELMAN/Rise	5901
11	14 BRIAN TARKENTIN/Darlin Darlin	3934
11	13 NORMAN BROWN/Paradise	3653
14	13 KENNY GARRETT/Simply Said	3653
11	13 DEBRY JORDAN/London Lowdown	3653
20	13 JAZZMASTERS/Hipsterz	3653
12	12 RICHARD ELLIOT/Who?	3372
12	12 URBAN KNIGHTS/Sweet Home Chicago	3372
11	12 WALTER BEASLEY/Nice And Easy	3372
11	12 PAUL TAYLOR/Where	3091
13	11 DAVID BENNIT/Miles After Dark	3091
13	11 CHRIS BOTTI/Why Not	3091
13	11 CHUCK LOEB/High Five	3091
10	11 AL JARREAU/Just To Be Loved	3091
7	10 BRIAN CURBETSON/Back In The Day	2810
8	10 BONEY JAMES/Boneyom	2810
7	10 DIANA KRALL/Let's Fall In Love	1967
6	7 JOE SAMPLI/Even	1967

**MARKET #5**

**WJZZ/Philadelphia**  
AMFM  
(215) 508-1200  
Gress/Tozin  
12+ Cum: 587,800

**Smooth Jazz**  
**WJZZ 106.1**

PLAYS	ARTIST/TITLE	GI (000)
11	28 DAVE KOZ/Can't Let Go	12572
26	28 STEVE COLE'S/Gonna Be...	12572
26	28 GERALD WEASLEY/Abide In Me	12572
28	28 CHUCK LOEB/High Five	12572
28	28 ED HAMILL/On Jazzman	12572
28	28 KENNY G/Stranger On...	12572
19	19 MALAHU CAREY/Against All Odds	8531
19	19 BRIAN MCKNIGHT/Back At One	8531
20	19 BROOKS/GAINES/Lost In You	8531
12	13 KENNY GARRETT/Simply Said	5837
13	13 DAVID BENNIT/Miles After Dark	5837
13	13 SPECIAL FX/Balls	5837
13	13 LARRY CARLTON/Fingerprints	5837
13	13 DOWN TO THE BONE/Long Way From...	5388
12	12 KIM WATERS/Secrets Told	5388
28	12 BRIAN CURBETSON/Back In The Day	5388
5	5 KIM WATERS/Secrets Told	2880
12	12 KIRK WHALIM/That's The Way...	2880
12	12 RICHARD ELLIOT/On The Fly	2880
12	12 DENNY JOSEPH/One Love Eyes	2880
12	12 GROVER WASHINGTON, Jr./The Night Fantastic	4939
0	0 BOB JAMES/Raise The Roof	0

**MARKET #6**

**KDAI/Dallas-Ft. Worth**  
Infinity  
(214) 630-3011  
Tofel/Sincard  
12+ Cum: 381,700

**CASIS 107.5**  
Smooth Jazz

PLAYS	ARTIST/TITLE	GI (000)
20	20 NORMAN BROWN/Paradise	5180
20	20 STEVE COLE'S/Gonna Be...	5180
20	20 RICHARD ELLIOT/On The Fly	5180
20	20 KIM WATERS/Secrets Told	4995
20	20 CHUCK LOEB/High Five	4995
24	20 BONEY JAMES/Boneyom	4440
17	17 BRIAN MCKNIGHT/Back At One	3145
12	12 WALTER BEASLEY/Nice And Easy	2220
12	12 KENNY GARRETT/Simply Said	2220
11	11 GROVER WASHINGTON, Jr./The Night Fantastic	2035
11	11 DAVID BENNIT/Miles After Dark	2035
11	11 KIRK WHALIM/That's The Way...	2035
11	11 SPECIAL FX/Balls	2035
11	11 EARL KLUH/Precious Situation	2035
11	11 DAVE KOZ/Together Again	2035
9	9 CRAIG CHAIKIDIO/Forbidden Love	1850
9	9 KENNY G/Stranger On...	1850
9	9 BRIAN CURBETSON/Back In The Day	1850
9	9 CHRIS BOTTI/Why Not	1850
9	9 BOB JAMES/Raise The Roof	1850
9	9 JOYCE COOLING/Callie	1850
9	9 NESTOR TORRES/Velvet Nights	1480

**MARKET #7**

**WVMT/Detroit**  
Infinity  
(248) 855-5100  
Sleeker/Kovach  
12+ Cum: 458,000

**V98.7**  
Smooth Jazz

PLAYS	ARTIST/TITLE	GI (000)
22	23 KENNY GARRETT/Simply Said	7051
22	23 WALTER BEASLEY/Nice And Easy	7051
22	23 JOYCE COOLING/Callie	7051
23	21 KIM WATERS/Secrets Told	6447
23	21 DAVID BENNIT/Miles After Dark	5837
23	21 BONEY JAMES/Boneyom	5837
14	14 LARRY CARLTON/Fingerprints	4298
16	16 PAUL TAYLOR/Where	3991
13	13 DAVE KOZ/Surrender	3991
13	13 CHRIS BOTTI/Why Not	3991
7	13 BRIAN MCKNIGHT/Back At One	3991
12	12 AL JARREAU/Just To Be Loved	3684
12	12 SANTIAGO/Abide In Me	3684
12	12 GERALD WEASLEY/Abide In Me	3684
12	12 CHUCK LOEB/High Five	3684
8	11 MARC ANTONIO/Palm Strngs	3577
11	11 RICHARD ELLIOT/On The Fly	3377
11	11 NORMAN BROWN/Paradise	3377
11	11 CULBERTSON & PERRY/Get'n Over You	3377
14	10 BONEY JAMES/Boneyom	3070
8	10 ED HAMILL/On Jazzman	2948
8	10 CHRIS BOTTI/Why Not	2783
8	10 DAVE MCKNIGHT/My Brother & Me	2783
10	9 JIMMO/When You Love	2783
8	8 DOWN TO THE BONE/Long Way From...	2456
8	8 GROVER WASHINGTON, Jr./The Night Fantastic	2456
8	8 EARL KLUH/Precious Situation	2456
8	8 RIPPINGTONS/Summer Lovers	2456
7	7 GOTJA Let's Get Started	2149
7	7 CRAIG CHAIKIDIO/Forbidden Love	2149

**MARKET #8**

**WJZW/Washington, DC**  
ABC  
(202) 895-2300  
King  
12+ Cum: 305,900

**Smooth Jazz**  
**106.6**

PLAYS	ARTIST/TITLE	GI (000)
20	20 CHUCK LOEB/High Five	4560
20	20 DAVID BENNIT/Miles After Dark	4560
24	20 LEO GANDELMAN/Rise	4560
24	20 KIM WATERS/Secrets Told	4560
23	20 KENNY G/Stranger On...	5070
23	20 RICHARD ELLIOT/On The Fly	5070
18	18 STEELY DAN/What A Shame	3120
16	16 AL JARREAU/Just To Be Loved	2925
16	16 CULBERTSON & PERRY/Get'n Over You	2925
16	16 BRIAN MCKNIGHT/Back At One	2925
15	15 N SYNC WIG ESTEFAN/Music Of My Heart	2925
10	13 DAVE KOZ/Surrender	2925
12	12 WALTER BEASLEY/Nice And Easy	2940
10	12 LARRY CARLTON/Fingerprints	2940
10	12 PAUL TAYLOR/Where	2940
11	12 MARC ANTONIO/Palm Strngs	2940
12	12 URBAN KNIGHTS/Sweet Home Chicago	2940
25	11 JOYCE COOLING/Callie	2145
12	11 KENNY GARRETT/Simply Said	2145
12	11 BONEY JAMES/Boneyom	2145
11	11 ED HAMILL/On Jazzman	2145
10	11 GERALD WEASLEY/Abide In Me	2145
11	11 STEVE COLE'S/Gonna Be...	2145
11	11 CHRIS BOTTI/Why Not	1755
11	11 SANTIAGO/Abide In Me	1755
12	10 NORMAN BROWN/Paradise	1560
7	7 3RD FORCE/Bridge Of Dreams	1560
7	7 ROGER SMITH/On The Hook	1385
7	7 BRIAN MCKNIGHT/Back At One	1385
7	7 BALICE/Room To Breathe	1385

**MARKET #11**

**WJZF/Atlanta**  
Cox  
(404) 897-7500  
Edwards  
12+ Cum: 236,500

**104.1 FM**  
W J Z F

PLAYS	ARTIST/TITLE	GI (000)
30	27 KENNY G/Stranger On...	4192
30	27 RICHARD ELLIOT/On The Fly	3530
31	30 KENNY GARRETT/Simply Said	3930
31	30 KIM WATERS/Secrets Told	3799
30	28 DAVID BENNIT/Miles After Dark	3013
15	23 BONEY JAMES/Boneyom	3013
16	16 WALTER BEASLEY/Nice And Easy	2556
17	16 CLARETSON & PERRY/Get'n Over You	2056
15	16 NORMAN BROWN/Paradise	2096
17	16 STEELY DAN/What A Shame	2096
15	16 CHRIS BOTTI/Why Not	1965
16	16 WALTER BEASLEY/Nice And Easy	1965
10	15 DAVE KOZ/Surrender	1965
7	7 LARRY CARLTON/Fingerprints	917
7	7 AL JARREAU/Just To Be Loved	788
0	0 STEVE COLE'S/Gonna Be...	0

**MARKET #12**

**WLVE/Miami**  
Clear Channel  
(305) 654-9494  
Michael  
12+ Cum: 343,800

**102.9**  
Smooth Jazz

PLAYS	ARTIST/TITLE	GI (000)
22	24 BRIAN CURBETSON/Back In The Day	5760
22	24 KENNY G/Stranger On...	5760
22	24 WALTER BEASLEY/Nice And Easy	5760
21	23 GOTJA Let's Get Started	5520
20	23 DAVID BENNIT/Miles After Dark	5520
24	23 BOB JAMES/Raise The Roof	5520
12	12 GROVER WASHINGTON, Jr./The Night Fantastic	3120
12	12 NORMAN BROWN/Paradise	2880
12	12 KENNY GARRETT/Simply Said	2880
12	12 NORMAN BROWN/Out A Nowhere	2880
12	12 CHRIS BOTTI/Why Not	2880
12	12 DAVE KOZ/Together Again	2880
12	12 RICHARD ELLIOT/On The Fly	2640
11	11 STEVE COLE'S/Gonna Be...	2640
11	11 ALEX BUDNIK/Over Upward	2640
11	11 PETER WHITE/When You Love	2640
12	11 KIRK WHALIM/That's The Way...	2640
12	11 DAVID BENNIT/Miles After Dark	2160
5	5 BONEY JAMES/Boneyom	2160
12	10 DWIGHT SILL/Sweet Home Chicago	1920
11	10 SPYRO GYRAS/Beaurevoir	1920
11	10 KIM WATERS/Secrets Told	1920
7	7 STEVE COLE'S/Gonna Be...	1200

**MARKET #13**

**WJLZ/Southwest-Texas**  
Sandy/Sony  
(425) 373-5536  
Hendley/Rose  
12+ Cum: 228,100

**Smooth Jazz**  
**98.1**

PLAYS	ARTIST/TITLE	GI (000)
20	20 SPYRO GYRAS/Beaurevoir	3076
17	27 KENNY GARRETT/Simply Said	3034
20	20 SANTIAGO/Abide In Me	3034
20	20 NORMAN BROWN/Paradise	3034
20	20 RICHARD ELLIOT/On The Fly	3034
20	20 BONEY JAMES/Boneyom	3034
17	17 CULBERTSON & PERRY/Get'n Over You	2414
16	16 AL JARREAU/Just To Be Loved	2272
15	15 STEELY DAN/What A Shame	2130
15	15 EARL KLUH/Precious Situation	1640
15	15 GROVER WASHINGTON, Jr./The Night Fantastic	1640
15	15 CHRIS BOTTI/Why Not	1640
15	15 SPECIAL FX/Balls	1640
15	15 JOYCE COOLING/Callie	1640
15	15 DAVE KOZ/Surrender	1640
15	15 DAVID BENNIT/Miles After Dark	1640
15	15 GERALD WEASLEY/Abide In Me	1640
15	15 KIRK WHALIM/That's The Way...	1640
15	15 DENNY JOSEPH/One Love Eyes	1640
15	15 NELSON PARMEZAN LILLO/Somewhere	1640
15	15 NESTOR TORRES/Velvet Nights	1640
15	15 BONA MARCO/Arise, O Sleeper	1640
15	15 MARCOS ARELLANO/When You Love	1640
15	15 ROGER SMITH/On The Hook	1640
15	15 LARRY CARLTON/Fingerprints	1278
8	8 LEE RITENOUR/Can You Feel It?	1278

**MARKET #14**

**KYOT/Phoenix**  
AMFM  
(602) 258-8181  
Francis/Silgan  
12+ Cum: 286,800

**Smooth Jazz**  
**95.5 FM**

PLAYS	ARTIST/TITLE	GI (000)
22	22 BONEY JAMES/Boneyom	4136
22	22 CHUCK LOEB/High Five	4136
22	22 KENNY GARRETT/Simply Said	4136
22	22 NORMAN BROWN/Paradise	4136
22	22 PETER WHITE/When You Love	4136
22	22 KENNY G/Stranger On...	4136
20	21 KIM WATERS/Secrets Told	3948
20	21 BRIAN CURBETSON/Back In The Day	3948
10	10 BONA MARCO/Arise, O Sleeper	2630
10	10 LARRY CARLTON/Fingerprints	2630
10</		





## Internet Makes New Profits Possible

■ Tertiary sales channels provide solutions for both stations and buyers

**G**ive a radio salesperson the Internet, and what do you get? A new way to make more money! We spoke with two trailblazers in this area to learn more about how each has devised a method that serves both radio stations and media buyers. At first blush the systems appear to be similar. Taking a closer look reveals positive aspects of each.

Salespeople everywhere are acutely aware of "perishable air-time." Every avail that is not sold is lost revenue that can never be made up. It's the reason bakeries sell day-old bread or doughnuts at a lower price — move them out before they spoil and are lost for good. As a youngster, Broadcastspots.com and Trumper Communications President & CEO **Jeff Trumper** recalls that the day-old bakery sale was where he first learned about lost inventory. He put that premise to work when he was at KSRR-FM (97 Rock)/Houston. "No matter how successful the station was," he says, "there was still some time in our 24-hour clock when we were going to have unsold inventory."

### Fill All The Holes

He continues, "We would allow buyers to call us on Friday afternoons and



Jeff Trumper

buy our Saturday, Sunday and Monday inventory that wasn't sold, as long as they had an existing schedule on the station and copy in-house to do it. This became quite popular, and it allowed me to increase revenues at a station that was already pretty maxed out and to fill up all of my holes." Trumper says the policy added a substantial amount of money to the station's yearly revenue, and it worked at every station he operated thereafter.

The technological advancements of the past few years made it possible for Trumper to extend the concept to a much broader scale, involving radio and buyers everywhere. "With the Internet, we've been able to consolidate the unsold inventory of every station in America — which is substantial — and sell it. And we can do so in real time with the click of a mouse. Now a media buyer at 10pm could look at inventory 72 hours out and buy it right on the spot."

Demographic data is also provided to go along with the available inventory of affiliate radio, TV and cable systems across the country. The company has also created a Frequent Buyer Program,

wherein buyers earn points each time they use the program. The points can be redeemed for rewards like vacation getaways and merchandise.

Appropriately enough, Broadcastspots.com has named its proprietary system "Matchmaker." Trumper explains, "We are the matchmaker — that is the role we play. Our affiliates upload their inventory, post their own rates and post where the inventory is. Then the buyers come in and evaluate that information and decide what they want to buy. We facilitate the process for both sides."

### Evolution, Not Revolution

Unlike Internet bidding companies like EBay or priceline.com, Broadcastspots.com is not an auction house. Stations list as much (or as little) inventory as they want to sell at reduced rates and post the price. Period. Once spots are purchased online, they are removed from the inventory list. At least 12 hours are needed from the time a buyer makes their purchase to the time the commercial is aired, which allows for delivery or production of the spot.

Trumper notes that his company is currently developing a system to transfer commercials over the Internet along with the buy. "In the near future we will be able to transfer copy almost instantaneously with the purchase. It's being done now over ISDN lines in many cases, but in the very near future it's not going to be a problem" to download the spots at the same time that a buy is made.

Stations pay a commission to Broadcastspots.com after they receive payment for the order. Buyers must complete a screening process prior to being issued passwords/user IDs with which to access the system. But, ultimately, the stations must make the final analysis as to which orders they will accept.

"People view this as a revolution, but it isn't, it is evolution," says Trumper. "If I would have told you three or four years ago that you would be buying books over the Internet, the booksellers would have cried that people would stop going to the bookstore. Nothing could be further from the truth. We are still going to see business transacted as it has been previously. The Internet is



BORN ENTERTAINERS

Louise Post of Veruca Salt took to the WAAF/Boston studio to introduce her band's new record to PD Dave Douglas (l) and MD John Osterind. The album, *Resolver*, will hit the streets May 16. The first single, "Born Entertainer," will go for adds on April 4.

just one more way for the educated consumer to make their purchasing decisions.

"It's how E-Trade works," he concludes. "They provide the research, qualitative information and tools for the educated consumer to make their own buying decisions. We are providing the same type of service. It's just another avenue for doing business; it will not displace anyone in the system. This will not take the place of all of the traditional methods of selling."

### Connections

BuyMedia.com President & CEO **Mike Jackson** is also a radio veteran. He honed his sales skills at outlets such as KFOG/San Francisco and KUFJ/San Jose. His system operates for both radio and TV, and he is quick to point out that anybody who has spent time in the industry has desired a simple solution in the search for national and regional advertisers.

"Whether it's a top TV station in a big market like New York," he begins, "or a small radio station in a city like Peoria, it's the same problem: If they generate any national/regional business at all, it's only coming from the top five or six cities in the country, because stations contract their national business to a rep firm hindered by the geographical location of their sales office. We think that's ridiculous."

"We wanted to find a way to connect stations with advertisers directly in order to expand the universe of potential advertisers. We went about it a little differently than others have previously, where only subscribers were involved. We started in '95 with the premise of creating a universal system capable of letting any buyer connect to any TV or radio station in the country. We have every radio station in the top 250 Arbitron-rated markets, as well as those in many of the smaller markets, in our system. We chose the Internet as our communications platform and started working with a very large customer base of agencies and broadcast stations to learn exactly how they wanted us to build it."

Jackson compares his system to the Sabre computer reservations system, which electronically links travel agencies, corporations and consumers to

travel suppliers. "Buyers anywhere in the country tap into BuyMedia.com," he explains. "They pull up any radio or TV market, get a list of every single station, then send any form of communication to any of those stations immediately. They can send that communication to an unlimited number of stations at the same time. Or buyers can configure orders in the system, and, instead of sending them out one by one, they can preview them all on one screen, click one button, and we will automatically and instantly deliver those orders directly to the stations."

Communication between buyers and stations has not only been simplified, but is possible without regard to differing time zones or office hours. Jackson adds that the system is friendly to media buyers of all sizes. "We can handle the buying of a large agency that buys over \$100 million annually in broadcast business, as well as small and midsize agencies across the country, such as a single independent media buyer in Sacramento."

And stations continue to control all aspects of their inventory, he notes. "When we send the orders to the stations, they are still allowed direct negotiation with the buyers who use our system. We generate the orders at 3% on the net total of the business. Typically, they pay 9%-15% on their national/regional business. It's much more cost-effective for stations to utilize our sales channel."

### A Tool To Process Sales

Jackson adds that the additional services that agencies provide to their clients, such as promotions, can still be accomplished through BuyMedia.com. "We feel that if you build an advanced communication system, it can process business on a last-minute-basis or a year out in advance. It can handle all types of buying and selling."

As with Broadcastspots.com, radio stations have complete authority in terms of determining the creditworthiness of buyers using BuyMedia.com who have already passed a basic prescreening process in order to access the system.

Jackson concludes, "The momentum we're feeling is that this is a \$20 billion marketplace. We're trying to become an industry standard based on delivering advantages to both buyer and seller. We don't represent either party. This isn't a niche business or a small idea; it's really a whole new tool that we think will be used to process national/regional business."



BEYOND VERUCA

A big industry crowd recently assembled at the listening party for Veruca Salt's upcoming *Beyond* album, *Resolver*. Seen here are (back, l-r) R&R's Paul Colbert, Louise Post of Veruca Salt, R&R's Cyndee Maxwell, KLOS/L.A. MD Jim Villanueva and (front, l-r) Beyond's Liz Healy and Gina Iorillo-Corrales.



February 18, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	<b>METALLICA</b> No Leaf Clover ( <i>Elektra/EEG</i> )	1494	-37	107481	11	68/0
15	2	<b>AC/DC</b> Stiff Upper Lip ( <i>EastWest/EEG</i> )	1387	+776	95928	2	71/1
5	3	<b>RED HOT CHILI PEPPERS</b> Otherside ( <i>Warner Bros.</i> )	1174	+137	72678	5	71/0
2	4	<b>CREED</b> Higher ( <i>Wind-up</i> )	1085	-101	75584	23	66/1
7	5	<b>KENNY WAYNE SHEPHERD BAND</b> Was ( <i>Giant/Reprise</i> )	1058	+105	57613	5	63/0
3	6	<b>FILTER</b> Take A Picture ( <i>Reprise</i> )	1023	-157	58938	15	54/0
4	7	<b>FOO FIGHTERS</b> Learn To Fly ( <i>Roswell/RCA</i> )	1015	-74	64937	20	58/0
9	8	<b>CREED</b> What If ( <i>Wind-up</i> )	952	+58	57820	7	62/0
8	9	<b>MEGADETH</b> Breadline ( <i>Capitol</i> )	843	-83	55767	11	54/0
6	10	<b>SANTANA</b> FEVERLAST Put Your Lights On ( <i>Arista</i> )	834	-137	70495	19	48/0
14	11	<b>3 DOORS DOWN</b> Kryptonite ( <i>Republic/Universal</i> )	810	+189	50332	5	66/3
11	12	<b>DAYS OF THE NEW</b> Weapon And The Wound ( <i>Outpost/Interscope</i> )	800	+35	45832	5	55/0
12	13	<b>KID ROCK</b> Only God Knows Why ( <i>Top Dog/Lava/Atlantic</i> )	757	+26	42403	8	51/3
10	14	<b>BUSH</b> The Chemicals Between Us ( <i>Trauma</i> )	689	-85	49904	21	42/0
18	15	<b>LIVE</b> Run To The Water ( <i>Radioactive/MCA</i> )	685	+121	41513	4	56/3
16	16	<b>DEF LEPPARD</b> Day After Day ( <i>Mercury/IDJMG</i> )	672	+64	34246	6	45/0
13	17	<b>GODSMACK</b> Voodoo ( <i>Republic/Universal</i> )	647	+13	33080	13	42/0
17	18	<b>STONE TEMPLE PILOTS</b> Heaven And Hot Rods ( <i>Atlantic</i> )	551	-36	32839	8	44/0
19	19	<b>ZZ TOP</b> 36-22-36 ( <i>RCA</i> )	498	+20	25836	6	33/0
22	20	<b>FOO FIGHTERS</b> Stacked Actors ( <i>Roswell/RCA</i> )	473	+46	26720	3	47/2
23	21	<b>LITTLE STEVEN</b> Salvation ( <i>Renegade Nation</i> )	442	+36	27270	9	33/2
21	22	<b>KENNY WAYNE SHEPHERD BAND</b> In 2 Deep ( <i>Giant/Reprise</i> )	371	-81	19811	19	34/0
20	23	<b>R.E.M.</b> The Great Beyond ( <i>Warner Bros.</i> )	301	-168	18455	12	25/0
27	24	<b>TRAIN</b> I Am ( <i>Aware/Columbia</i> )	297	-29	24475	14	22/0
28	25	<b>LIMP BIZKIT</b> Re-Arranged ( <i>Flip/Interscope</i> )	297	-29	17000	17	18/0
34	26	<b>BUCKCHERRY</b> Check Your Head ( <i>DreamWorks</i> )	260	+71	24624	2	28/4
31	27	<b>GOVT MULE</b> Bad Little Doggie ( <i>Capricorn</i> )	253	+23	10554	4	23/2
33	28	<b>STAND</b> Home ( <i>Flip/Elektra/EEG</i> )	245	+51	13420	2	27/3
32	29	<b>BUSH</b> Letting The Cables Sleep ( <i>Trauma</i> )	235	+13	11833	5	20/0
29	30	<b>LYNYRD SKYNYRD</b> Preacher Man ( <i>CMC</i> )	232	-34	13164	15	21/0
37	31	<b>OUR LADY PEACE</b> Is Anybody Home? ( <i>Columbia</i> )	229	+42	13450	4	28/5
25	32	<b>SHANNON CURFMAN</b> True Friends ( <i>Arista</i> )	228	-115	11566	17	20/0
24	33	<b>TONIC</b> Knock Down Walls ( <i>Universal</i> )	222	-125	11756	16	21/0
42	34	<b>MARS ELECTRIC</b> Someday ( <i>Portrait/C2/Columbia</i> )	200	+28	9468	3	23/3
30	35	<b>KORN</b> Falling Away From Me ( <i>Immortal/Epic</i> )	195	-58	12400	13	20/0
38	36	<b>STEELY DAN</b> Cousin Dupree ( <i>Giant/Reprise</i> )	178	-5	14374	4	15/1
36	37	<b>RAGE AGAINST THE MACHINE</b> Guerrilla Radio ( <i>Epic</i> )	178	-11	11221	15	15/0
46	38	<b>NICKELBACK</b> Leader Of Men ( <i>Roadrunner</i> )	171	+21	9693	2	24/4
45	39	<b>UNION</b> Do Your Own Thing ( <i>Spitfire</i> )	171	+15	5309	3	20/3
35	40	<b>POWERMAN 5000</b> Nobody's Real ( <i>DreamWorks</i> )	171	-18	8313	9	15/0
39	41	<b>CHEVELLE</b> Point #1 ( <i>Squint</i> )	160	-20	5143	6	17/1
—	42	<b>PODUNK</b> Wings ( <i>Matchbox</i> )	160	+38	5715	2	16/0
44	43	<b>WARREN ZEVON</b> I Was In The House When... ( <i>Artemis</i> )	160	+3	14048	4	16/0
26	44	<b>SMASHING PUMPKINS</b> The Everlasting Gaze ( <i>Virgin</i> )	159	-178	7686	7	21/0
<b>Debut</b>	45	<b>SEVENDUST</b> Waffle ( <i>TVT</i> )	158	+63	5571	1	17/3
40	46	<b>COUNTING CROWS</b> Hanginaround ( <i>DGC/Geffen</i> )	150	-29	13252	18	11/0
<b>Debut</b>	47	<b>SMASHING PUMPKINS</b> Stand Inside Your Love ( <i>Virgin</i> )	143	+130	13031	1	27/11
<b>Debut</b>	48	<b>STIR</b> New Beginning ( <i>Capitol</i> )	142	+127	8146	1	26/9
<b>Debut</b>	49	<b>8STOPS7</b> Satisfied ( <i>Reprise</i> )	138	+34	9838	1	23/4
<b>Debut</b>	50	<b>OASIS</b> Go Let It Out ( <i>Epic</i> )	131	+12	7063	1	13/1

## Most Added.

ARTIST TITLE LABEL(S)	ADDS
<b>U2</b> The Ground Beneath Her Feet ( <i>Interscope</i> )	15
<b>SMASHING PUMPKINS</b> Stand Inside Your Love ( <i>Virgin</i> )	11
<b>TONIC</b> Mean To Me ( <i>Universal</i> )	11
<b>ZOPPI</b> One Sun ( <i>MCA</i> )	10
<b>STIR</b> New Beginning ( <i>Capitol</i> )	9
<b>LIT</b> Miserable ( <i>RCA</i> )	7
<b>OUR LADY PEACE</b> Is Anybody Home? ( <i>Columbia</i> )	5
<b>SYSTEM OF A DOWN</b> Spiders ( <i>American/Columbia</i> )	5
<b>LIMP BIZKIT</b> Break Stuff ( <i>Flip/Interscope</i> )	5
<b>BUCKCHERRY</b> Check Your Head ( <i>DreamWorks</i> )	4
<b>NICKELBACK</b> Leader Of Men ( <i>Roadrunner</i> )	4
<b>8STOPS7</b> Satisfied ( <i>Reprise</i> )	4
<b>KORN</b> Make Me Bad ( <i>Immortal/Epic</i> )	4

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>AC/DC</b> Stiff Upper Lip ( <i>EastWest/EEG</i> )	+776
<b>3 DOORS DOWN</b> Kryptonite ( <i>Republic/Universal</i> )	+189
<b>RED HOT CHILI PEPPERS</b> Otherside ( <i>Warner Bros.</i> )	+137
<b>SMASHING PUMPKINS</b> Stand Inside.. ( <i>Virgin</i> )	+130
<b>STIR</b> New Beginning ( <i>Capitol</i> )	+127
<b>LIVE</b> Run To The Water ( <i>Radioactive/MCA</i> )	+121
<b>KENNY WAYNE SHEPHERD BAND</b> Was ( <i>Giant/Reprise</i> )	+105
<b>U2</b> The Ground Beneath Her Feet ( <i>Interscope</i> )	+84
<b>LIT</b> Miserable ( <i>RCA</i> )	+80
<b>BUCKCHERRY</b> Check Your Head ( <i>DreamWorks</i> )	+71

## Breakers.

No Songs Qualified For Breaker Status This Week

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



72 Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 2/6-Saturday 2/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 400 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

from the CD "Life Before Insanity" in stores now

# Govt Mule

"bad little doggie"

R&R Rock Chart 31 - 27

This Bad Little Doggie rocks! If you can't hear this track you've missed your calling... try accounting!

Eric Weisman/WB&B



**New & Active**

<b>A3</b> Woke Up This Morning (C2/Columbia) Total Plays: 126, Total Stations: 14, Adds: 2	<b>MELISSA ETHERIDGE</b> Enough Of Me (Island/IDJMG) Total Plays: 110, Total Stations: 10, Adds: 0
<b>INCUBUS</b> Pardon Me (Immortal/Epic) Total Plays: 122, Total Stations: 12, Adds: 0	<b>COLLAPSID</b> Automatic (Cherry/Universal) Total Plays: 93, Total Stations: 12, Adds: 1
<b>P.O.D.</b> Southtown (Atlantic) Total Plays: 119, Total Stations: 17, Adds: 2	<b>U2</b> The Ground Beneath Her Feet (Interscope) Total Plays: 91, Total Stations: 20, Adds: 15
<b>THRO EYE BLIND</b> Never Let You Go (Elektra/EEG) Total Plays: 117, Total Stations: 11, Adds: 0	<b>LIT</b> Miserable (RCA) Total Plays: 87, Total Stations: 18, Adds: 7
<b>KORN</b> Make Me Bad (Immortal/Epic) Total Plays: 111, Total Stations: 16, Adds: 4	<b>ROLLINS BAND</b> Illumination (DreamWorks) Total Plays: 86, Total Stations: 11, Adds: 1

Songs ranked by total plays

**Most Played Recurrents**

<b>LIVE</b> The Dolphin's Cry (Radioactive/MCA)
<b>COLLECTIVE SOUL</b> Heavy (Atlantic)
<b>RED HOT CHILI PEPPERS</b> Scar Tissue (Warner Bros.)
<b>LENNY KRAVITZ</b> Fly Away (Virgin)
<b>GODSMACK</b> Keep Away (Republic/Universal)
<b>SANTANA F/ROB THOMAS</b> Smooth (Arista)
<b>BUCKCHERRY</b> Lit Up (DreamWorks)
<b>OLEANDER</b> Why I'm Here (Republic/Universal)
<b>GODSMACK</b> Whatever (Republic/Universal)
<b>DAYS OF THE NEW</b> Enemy (Outpost/Interscope)
<b>CREED</b> One (Wind-up)
<b>LENNY KRAVITZ</b> American Woman (Maverick/Virgin)
<b>LIT</b> My Own Worst Enemy (RCA)
<b>OFFSPRING</b> The Kids Aren't Alright (Columbia)
<b>TONIC</b> You Wanted More (Universal)
<b>METALLICA</b> Turn The Page (Elektra/EEG)
<b>EVERLAST</b> What It's Like (Tommy Boy)
<b>STAINED</b> Mudshovel (Flip/Elektra/EEG)
<b>METALLICA</b> Whiskey In The Jar (Elektra/EEG)
<b>DEF LEPPARD</b> Promises (Mercury/IDJMG)

**ROCK**

**Going For Adds**

2/22/00

<b>BOONDOCK SAINTS</b> Holy Fool (Lava/Atlantic)
<b>CAROLINE'S SPINE</b> Nothing To Prove (Hollywood)
<b>EARTH TO ANDY</b> Pollute (Giant/Reprise)
<b>TINSLEY ELLIS</b> Dyin' To Do Wrong (Capricorn)
<b>FULL DEVIL JACKET</b> Now You Know (Island/IDJMG)
<b>MACHINE HEAD</b> Silver (Roadrunner)
<b>IAN MOORE</b> Rollercoaster (Koch)
<b>PATTI SMITH</b> Glitter In Their Eyes (Arista)
<b>JOE SATRIANI</b> Until We Say Goodbye (Epic)
<b>UNAMERICAN</b> She's A Bomb (Universal)

**TUNED-IN**

ROCK

R&R/MEDIABASE 24/7



**KDKB/Phoenix**

**3am**

**RUSH** Red Barchetta  
**RED HOT CHILI PEPPERS** Otherside  
**TOM PETTY AND THE HEARTBREAKERS** Out In The Cold  
**TED NUGENT** Hey Baby  
**PEARL JAM** Black  
**BRUCE SPRINGSTEEN** Badlands  
**LENNY KRAVITZ** Fly Away  
**JIMI HENDRIX** Wind Cries Mary  
**ROLLING STONES** Rock And A Hard Place  
**AC/DC** Hell's Bells  
**BLACK CROWES** Hard To Handle

**11am**

**TONIC** You Wanted More  
**RUSH** Freewill  
**DOORS** L.A. Woman  
**STONE TEMPLE PILOTS** Plush  
**ERIC CLAPTON** It's In The Way That You Use It  
**LENNY KRAVITZ** Fly Away  
**ROLLING STONES** Midnight Rambler  
**DEF LEPPARD** Pour Some Sugar On Me  
**NIRVANA** Ah Apologies

**4pm**

**RUSH** Closer To The Heart  
**AC/DC** Stiff Upper Lip  
**SAMMY HAGAR** Your Love Is Driving Me Crazy  
**LED ZEPPELIN** What Is And What Should Never Be  
**NIRVANA** Smells Like Teen Spirit  
**JOHN COUGAR MELLENCAMP** Crumbly'n' Down  
**CREED** Higher  
**JIMI HENDRIX** Fire  
**DEF LEPPARD** Rock Of Ages  
**CREAM** Sunshine Of Your Love

**8pm**

**ERIC JOHNSON** Cliffs Of Dover  
**VAN HALEN** Love Walks In  
**FOO FIGHTERS** Learn To Fly  
**AC/DC** For Those About To Rock...  
**JIMI HENDRIX** Crosstown Traffic  
**BLACK CROWES** Twice As Hard  
**CARS** Good Times Roll  
**AEROSMITH** Dude (Looks Like A Lady)  
**COUNTING CROWS** Hanginaround  
**LED ZEPPELIN** All My Love



**WDVE/Pittsburgh**

**3am**

**ELTON JOHN** Grey Seal  
**KENNY WAYNE SHEPHERD** Was  
**STONE TEMPLE PILOTS** Vasoline  
**FOO FIGHTERS** Stacked Actors  
**PINK FLOYD** Hey You  
**LIVE** Run To The Water  
**DOORS** L.A. Woman  
**GUNS N' ROSES** Welcome To The Jungle  
**JOURNEY** Wheel In The Sky  
**TONIC** Knock Down Walls  
**STEVE MILLER BAND** Take The Money And Run

**11am**

**STYX** Blue Collar Man (Long Nights)  
**COLLECTIVE SOUL** The World I Know  
**AEROSMITH** Last Child  
**KENNY WAYNE SHEPHERD** Was  
**LED ZEPPELIN** Battle Of Evermore  
**JOHN MELLENCAMP** Wild Night  
**DONNIE IRIS** Ah, Leah!  
**AC/DC** Stiff Upper Lip  
**JIMI HENDRIX** Are You Experienced  
**KIM MITCHELL** Go For Soda  
**ERIC CLAPTON** Wonderful Tonight  
**DNO** Rainbow In The Dark

**4pm**

**STEVE MILLER BAND** Fly Like An Eagle  
**LIVE** Selling The Drama  
**NAZARETH** Hair Of The Dog  
**TRAIN** I Am  
**U2** New Year's Day  
**WHO** Athena  
**JOURNEY** Any Way You Want It  
**3 DOORS DOWN** Kryptonite  
**KENNY WAYNE SHEPHERD** Blue On Black

**8pm**

**SKID ROW** Youth Gone Wild  
**NIGHT RANGER** (You Can Still) Rock In...  
**DAVID BOWIE** Ashes To Ashes  
**ZZ TOP** Legs  
**LYNYRD SKYNYRD** That Smell  
**BEN HARPER** Burn To Shine  
**COUNTING CROWS** A Long December  
**KENNY WAYNE SHEPHERD** Was  
**RUSH** Tom Sawyer



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Monday 2/7. © 2000, R&R Inc.

**FRUSTRATED?**

There are 3 reasons to do music research:

1. Ratings 2. Ratings 3. Ratings

Consider calling Kelly Music Research.

Ask for Tom Kelly or Joe Pilson. 610-446-0318





# Rock Playlists

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

**KLOS Los Angeles**  
ABC  
(310) 840-4836  
Wide/Variety  
12+ Cume 928,788

PLAYS	ARTIST/TITLE	© (0000)
11	23 AC/DC/Sail Upper Lip	11569
11	22 METALLICA/No Leaf Clover	11066
20	18 CREEDEX/Higher	9054
10	18 SANTANA/FEVERLAST/Put Your Lights On	7545
12	18 TRAVIS/Am	5030
4	7 RED HOT CHILI.../Obsolete	3521
6	7 KERRY WYNNE.../...A Goodbye	3918
1	6 DAYS OF THE NEW/Weapon And The Weapon	2515
1	4 LITTLE STEVEN/Salvation	2012
4	4 3 DOORS DOWN/Kryptonite	2012
3	3 METALLICA/Whiskey In The Jar	1509
3	3 DEF LEPPARD/Day After Day	1508
3	3 FILTER/Take A Picture	1508
2	3 OLEANDER/Walk Away From Me	1006
2	3 COLLECTIVE SOUL/Heavy	1006
2	3 PAUL MCCARTNEY/Run Devil Run	1006
2	3 CREEDEX/Higher	1006
2	3 CROSBY, STILLS.../No Years Left	1006
2	3 CROSBY, STILLS.../Swamp	1006
2	3 BLACK CROWES/Go Farther	500
2	3 A3/Walk Up This Morning	500
1	3 CHEMICAL BROTHERS/Lead Us On	500
1	3 DEF LEPPARD/Day After Day	500
1	3 FILTER/Take A Picture	500
1	3 MELISSA ETHERIDGE/Agnostic Wrath	500
1	3 MELISSA ETHERIDGE/Agnostic Wrath	500
1	3 CREEDEX/Higher	500
1	3 PAUL MCCARTNEY/Run Devil Run	500
1	3 PAUL MCCARTNEY/Run Devil Run	500

**KSLB San Francisco**  
Clear Channel  
(415) 371-7511  
Richards/Berg  
12+ Cume 341,788

PLAYS	ARTIST/TITLE	© (0000)
25	29 METALLICA/No Leaf Clover	6409
30	28 SANTANA/FEVERLAST/Put Your Lights On	6189
27	27 SANTANA/FEVERLAST/Put Your Lights On	5857
30	26 GODSMACK/Kamp Army	5745
4	17 AC/DC/Sail Upper Lip	3426
15	16 ALICE IN CHAINS/Fear The Voices	3388
12	16 GODSMACK/No Religion	3315
15	15 3 DOORS DOWN/Kryptonite	3315
15	15 SPIN/Be My Baby	3014
15	14 ROB ZOMBIE/Drugs	3014
15	14 RED HOT CHILI.../Obsolete	3004
14	14 CREEDEX/Higher	3004
15	13 GODSMACK/Whiskey	2673
15	13 LIVE/Run To The Water	2673
13	13 PAGE AGANST.../Guerrilla Radio	2673
14	13 CREEDEX/Higher	2673
12	13 BUBBLES/Pardon Me	2673
12	13 CREEDEX/Higher	2673
15	12 LIMP BIZKIT/No Avenged	2662
13	12 KORN/Walk Away From Me	2662
12	11 ROB ZOMBIE/Drugs	2431
13	10 OFFSPRING/She's Got Issues	2210
8	3 STONE TEMPLE PILOTS/Heaven And Hot Rods	1989
8	3 GODSMACK/Whiskey	1708
7	3 LIMP BIZKIT/No Avenged	1652
7	3 STONER/Smashed	1547
4	7 SMASHING PUMPKINS/Stand Inside Your...	1547
6	6 KID ROCK/Only God Knows Why	1326
6	6 CORN CROSBY/My Friend's Song	1298
5	6 KORN/How My Bed	1298

**WMMR Philadelphia**  
Greater Media  
(610) 771-0833  
Millman/Zigoto  
12+ Cume 828,988

PLAYS	ARTIST/TITLE	© (0000)
34	38 BUCKHERRY/Check Your Head	11400
34	38 SANTANA/FEVERLAST/Put Your Lights On	11400
17	27 ZZ TOP/38-28-36	11400
13	26 BUSH/The Chemicals...	10800
14	26 AC/DC/Sail Upper Lip	10800
26	22 RED HOT CHILI.../Obsolete	8000
8	8 SMASHING PUMPKINS/Stand Inside Your...	8000
21	8 OFFSPRING/She's Got Issues	5400
25	10 CREEDEX/Higher	5400
13	10 CREEDEX/Higher	5400
15	14 FOO FIGHTERS/Learn To Fly	4200
12	12 LEBBY KRAMTZ/Fly Away	3800
12	12 BUCKHERRY/Check Your Head	3800
13	12 BUSH/The Chemicals...	3800
11	11 COLLECTIVE SOUL/Heavy	3300
14	11 LIVE/Run To The Water	3300
13	11 BUBBLES/Pardon Me	3300
12	11 CREEDEX/Higher	3300
12	11 OFFSPRING/She's Got Issues	3000
12	11 RED HOT CHILI.../Obsolete	3000
7	7 METALLICA/Whiskey In The Jar	2400
7	7 OFFSPRING/She's Got Issues	2400
6	7 DAYS OF THE NEW/Weapon And The Weapon	2100
7	7 ROB ZOMBIE/Drugs	2100
7	7 OUR LADY PEACE/Is Anybody Home?	2100
7	7 LIVE/Run To The Water	2100
7	7 FOO FIGHTERS/Check Your Head	2100

**KISW Seattle-Tacoma**  
Entercom  
(206) 285-7625  
Ryan/Feldner  
12+ Cume 266,188

PLAYS	ARTIST/TITLE	© (0000)
26	21 MEAT LOAF/Blind	4282
26	21 METALLICA/No Leaf Clover	4282
17	22 ZZ TOP/38-28-36	3956
9	25 AC/DC/Sail Upper Lip	3700
30	23 FILTER/Take A Picture	3400
20	21 LIVE/Run To The Water	3108
19	21 FOO FIGHTERS/Check Your Head	3108
21	19 OFFSPRING/She's Got Issues	2812
17	18 CREEDEX/Higher	2812
11	18 KID ROCK/Only God Knows Why	2212
10	13 CREEDEX/Higher	1924
12	13 KORN/Walk Away From Me	1924
11	13 SLOWBURN/Smashed	1924
11	13 GLAND APES/Open Your Eyes	1924
11	11 DAYS OF THE NEW/Weapon And The Weapon	1628
10	11 ROB ZOMBIE/Drugs	1628
10	11 LEBBY KRAMTZ/Fly Away	1480
10	10 BUCKHERRY/Check Your Head	1480
12	10 MONSIEUR MARGITE/Space Lord	1332
8	8 BUCKHERRY/Check Your Head	1332
11	8 COLLECTIVE SOUL/Heavy	1184
27	8 CREEDEX/Higher	1184
10	7 STONE TEMPLE PILOTS/Heaven And Hot Rods	1038
9	7 BUSH/The Chemicals...	688
4	7 OFFSPRING/She's Got Issues	688
4	7 GODSMACK/Whiskey	582
3	7 ROB ZOMBIE/Drugs	582
4	7 OLEANDER/Walk Away From Me	544
2	7 METALLICA/Whiskey In The Jar	444
3	7 OFFSPRING/She's Got Issues	444

**KONL Phoenix**  
Sundays  
(480) 897-9300  
Bonadonna/Peterson  
12+ Cume 178,188

PLAYS	ARTIST/TITLE	© (0000)
8	21 LITTLE STEVEN/Salvation	1638
12	21 AC/DC/Sail Upper Lip	1638
19	20 CREEDEX/Higher	1500
18	20 FILTER/Take A Picture	1500
18	20 DAYS OF THE NEW/Weapon And The Weapon	1482
18	20 SANTANA/FEVERLAST/Put Your Lights On	1482
18	20 KID ROCK/Only God Knows Why	1482
13	18 FOO FIGHTERS/Check Your Head	1482
19	18 RED HOT CHILI.../Obsolete	1482
6	13 LEBBY KRAMTZ/Fly Away	1014
9	13 COUNTING CROWS/Hungry For Memory	1014
11	12 DEF LEPPARD/Primitives	936
14	12 OFFSPRING/She's Got Issues	936
14	12 CREEDEX/Higher	936
14	12 TRAVIS/Am	858
14	12 JERRY LANGE/Silver Rider	780
12	12 CREEDEX/Higher	624
6	7 SMASHING PUMPKINS/Stand Inside Your...	546
7	7 WARRIOR ZEVORON/Whiskey In The Jar	546
6	7 COLLECTIVE SOUL/Heavy	468
1	7 BLACK CROWES/Go Farther	468
1	7 CHEAP TRICKS/Surrender	78

**WBAB Phoenix-Scottsdale**  
Coz  
(602) 587-1023  
12+ Cume 251,888

PLAYS	ARTIST/TITLE	© (0000)
31	29 FOO FIGHTERS/Check Your Head	5040
31	29 SANTANA/FEVERLAST/Put Your Lights On	4178
24	29 CREEDEX/Higher	3600
22	26 R.E.M./The Great Beyond	2800
22	26 COLLECTIVE SOUL/Heavy	2736
18	22 FILTER/Take A Picture	2592
18	22 KID ROCK/Only God Knows Why	2592
17	22 RED HOT CHILI.../Obsolete	2448
17	22 SMASH MOUTH/Then The Morning	2448
17	22 LITTLE STEVEN/Salvation	2448
16	22 DEF LEPPARD/Day After Day	2304
16	22 SANTANA/FEVERLAST/Put Your Lights On	2304
16	22 DAYS OF THE NEW/Weapon And The Weapon	2304
16	22 COUNTING CROWS/Hungry For Memory	2304
15	22 3 DOORS DOWN/Kryptonite	2160
15	22 STONE TEMPLE PILOTS/Heaven And Hot Rods	2160
15	22 R.E.M./The Great Beyond	1872
14	22 GUN N' ROSES/Welcome To The Jungle	1728
12	22 TRAVIS/Am	1584
8	22 AC/DC/Sail Upper Lip	1440
8	22 DEF LEPPARD/Day After Day	1296
8	22 METALLICA/No Leaf Clover	1296
8	22 RED HOT CHILI.../Obsolete	1152
8	22 LYNNY SKYNYRD/Prancer Man	1152
7	22 JERRY LANGE/Silver Rider	1008
7	22 T.A.B./B.A.M./She's So High	1008
7	22 OLEANDER/Walk Away From Me	1008
7	22 KERRY WYNNE.../...A Goodbye	1008
7	22 BOB DYLAN/Things Have Changed	1008
6	22 GOD GOD DOLLS/S	864

**WVEB Pittsburgh**  
AMFM  
(412) 837-1441  
Hard/Porter  
12+ Cume 488,888

PLAYS	ARTIST/TITLE	© (0000)
17	20 HENRY WYNNE.../...A Goodbye	5184
19	19 TRAVIS/Am	5420
19	19 LIVE/Run To The Water	5263
16	19 WARRIOR ZEVORON/Whiskey In The Jar	5263
9	18 AC/DC/Sail Upper Lip	4936
7	17 LIMP BIZKIT/No Avenged	4682
14	16 RED HOT CHILI.../Obsolete	4452
16	16 STEELY DAN/Cousin Dupree	4452
15	16 SANTANA/FEVERLAST/Put Your Lights On	4136
12	16 LITTLE STEVEN/Salvation	4136
14	16 DEF LEPPARD/Day After Day	3878
13	16 BUCKHERRY/Check Your Head	3878
14	16 METALLICA/No Leaf Clover	3878
14	16 3 DOORS DOWN/Kryptonite	3878
13	16 MEAT LOAF/Blind	3324
12	16 ZZ TOP/38-28-36	3324
14	16 CREEDEX/Higher	3047
12	16 FOO FIGHTERS/Check Your Head	2770
10	16 CROSBY, STILLS.../No Years Left	2170
6	16 STONE TEMPLE PILOTS/Heaven And Hot Rods	2493
6	16 CREEDEX/Higher	2216
10	16 CROSBY, STILLS.../Swamp	2216
9	16 OUR LADY PEACE/Is Anybody Home?	1939
7	16 R.E.M./The Great Beyond	1652
6	16 GATHERING FIELDS/Complicated Life	1652
9	16 FOO FIGHTERS/Check Your Head	1385
14	16 FOO FIGHTERS/Check Your Head	1324
3	4 SUSAN TAYLOR/Rock Me Right	1108
3	4 GRAPEVINE/My Head	1108
2	4 ALICE IN CHAINS/Fear The Voices	1108

**WVEB/Cincinnati**  
Clear Channel  
(513) 821-9326  
Hard/Porter  
12+ Cume 322,588

PLAYS	ARTIST/TITLE	© (0000)
28	24 GODSMACK/Whiskey	4984
28	24 CREEDEX/Higher	4108
27	22 METALLICA/No Leaf Clover	4752
15	16 CREEDEX/Higher	3456
18	16 3 DOORS DOWN/Kryptonite	3456
17	16 LIMP BIZKIT/No Avenged	3456
18	16 BUSH/The Chemicals...	3054
13	16 RED HOT CHILI.../Obsolete	2808
13	16 MEAT LOAF/Blind	2808
15	16 COLLECTIVE SOUL/Heavy	2592
14	16 ALICE IN CHAINS/Fear The Voices	2592
12	16 DAYS OF THE NEW/Weapon And The Weapon	2592
13	16 GODSMACK/Whiskey	2376
13	16 LIVE/Run To The Water	2376
16	16 ALICE IN CHAINS/Fear The Voices	2376
13	16 CREEDEX/Higher	2160
10	16 OLEANDER/Walk Away From Me	1944
10	16 OFFSPRING/She's Got Issues	1944
12	16 STONE TEMPLE PILOTS/Heaven And Hot Rods	1944
9	16 AC/DC/Sail Upper Lip	1944
14	16 3 TIME LOAF/It's About Time	1728
11	16 ROB ZOMBIE/Drugs	1512
7	16 OFFSPRING/She's Got Issues	1512
12	16 KERRY WYNNE.../...A Goodbye	1512
7	16 R.E.M./The Great Beyond	1512
7	16 POWER RANGERS/Power Rangers' Road	1512
5	16 INCUBUS/Pardon Me	1080
5	16 KID ROCK/Only God Knows Why	1080
4	16 METALLICA/Whiskey In The Jar	864

**KCAL Anaheim**  
Anthem  
(800) 783-3554  
Holtzman/Batterson  
12+ Cume 138,888

PLAYS	ARTIST/TITLE	© (0000)
44	40 OFFSPRING/She's Got Issues	3282
42	40 CREEDEX/Higher	3212
44	40 METALLICA/No Leaf Clover	3086
39	41 KID ROCK/Only God Knows Why	2980
44	40 MEAT LOAF/Blind	2920
44	40 FOO FIGHTERS/Check Your Head	2920
12	38 AC/DC/Sail Upper Lip	2847
24	22 GREAT WHITE/Robin's Hood	1636
14	21 RED HOT CHILI.../Obsolete	1500
18	20 STONE TEMPLE PILOTS/Heaven And Hot Rods	1410
12	20 ALICE IN CHAINS/Fear The Voices	1460
13	18 NEW AMERICAN SHAM/Under A Hat	1340
12	17 ROB ZOMBIE/Drugs	1248
14	16 COLLECTIVE SOUL/Heavy	1161
12	16 RED HOT CHILI.../Obsolete	1161
15	14 LEBBY KRAMTZ/Fly Away	1028
14	14 NEW AMERICAN SHAM/American Shams	1028
13	14 FOO FIGHTERS/Check Your Head	876
13	14 METALLICA/Whiskey In The Jar	800
6	14 ALICE IN CHAINS/We Die Young	730
10	14 OFFSPRING/She's Got Issues	657
10	14 FOO FIGHTERS/Check Your Head	657
10	14 KORN/Walk Away From Me	657
6	14 CREEDEX/Higher	511
7	14 BUCKHERRY/Check Your Head	511
3	7 NEW AMERICAN SHAM/American Shams	511
7	7 POWER RANGERS/Power Rangers' Road	511
2	7 GOD GOD DOLLS/S	292
7	7 HOLY MOLY/My Head	292
3	7 EVERETT/Remember The Name	219

**WLUM Milwaukee**  
AM Pro  
(414) 771-1021  
Harris  
12+ Cume 188,888

PLAYS	ARTIST/TITLE	© (0000)
11	20 AC/DC/Sail Upper Lip	1520
21	27 FOO FIGHTERS/Check Your Head	1458
21	27 METALLICA/No Leaf Clover	1458
22	24 CREEDEX/Higher	1296
22	22 GODSMACK/Kamp Army	1242
21	21 MEAT LOAF/Blind	1242
10	18 KERRY WYNNE.../...A Goodbye	540
9	18 FILTER/Take A Picture	486
9	18 CREEDEX/Higher	486
8	18 DAYS OF THE NEW/Weapon And The Weapon	432
6	18 OUR LADY PEACE/Is Anybody Home?	378
6	18 BUSH/The Chemicals...	378
5	18 NICKELBACK/Under the Gun	432
15	17 GODSMACK/Whiskey	378
8	7 DEF LEPPARD/Day After Day	378
7	7 OUR LADY PEACE/Is Anybody Home?	378
7	7 FOO FIGHTERS/Check Your Head	378
3	7 3 DOORS DOWN/Kryptonite	378
3	7 COLLECTIVE SOUL/Heavy	324
6	7 OLEANDER/Walk Away From Me	324
5	7 OLEANDER/Walk Away From Me	324
4	7 KID ROCK/Only God Knows Why	324
4	7 DAYS OF THE NEW/Weapon	324
4	7 STAMINA/Heaven	324
4	7 LIVE/Run To The Water	324
4	7 DASS/Go Let It Out	324
5	7 SMASHING PUMPKINS/The Everlasting Gaze	324
3	7 ROB ZOMBIE/Drugs	270

**WJLY Providence**  
AMFM  
(401) 228-0032  
Benavides/Schifano  
12+ Cume 278,288

PLAYS	ARTIST/TITLE	© (0000)
23	26 CREEDEX/Higher	5012
24	27 FOO FIGHTERS/Check Your Head	4833
18	26 COUNTING CROWS/Hungry For Memory	4524
20	26 SANTANA/FEVERLAST/Put Your Lights On	4524
18	26 AC/DC/Sail Upper Lip	3540
17	26 SANTANA/FEVERLAST/Put Your Lights On	3043
14	26 KID ROCK/Only God Knows Why	2506
14	26 METALLICA/No Leaf Clover	2506
16	26 GODSMACK/Whiskey	2327
13	26 A3/Walk Up This Morning	2327
13	26 STONE TEMPLE PILOTS/Heaven And Hot Rods	2327
6	26 BUCKHERRY/Check Your Head	2148
1		



Stations and their adds listed alphabetically by market

## Rock

**WPYX/Albany, NY \***  
PD: John Cooper  
BOB DYLAN "Things"

**KZRR/Albuquerque, NM \***  
OM: Frank Jason  
PD: Phil Mahoney  
MD: Rob Brothers  
No Adds

**WZZD/Allentown, PA \***  
PD: Robb Lee  
MD: Keith Moyer  
8 U2 "Ground"  
1 OASIS "Lif"  
FOO FIGHTERS "Stacy"  
GOV'T MULE "Doggie"

**KWHL/Anchorage, AK**  
PD: Fitz Macleod  
APD: Kathy Mitchell  
KID ROCK "Only"

**WAPL/Appleton, WI**  
PD: Joe Colgrove  
APD: Steve Blumenthal  
MD: Roseanna Stebbins  
ZORR "One"  
TOMIC "Mean"  
COLLAPSE "Automatic"

**WZLX/Atlantic City, NJ**  
PD: Steve Raymond  
MD: Kathy Caro  
23 TOMIC "Mean"  
ZORR "One"  
SYSTEM OF A DOWN "Spiders"  
A3 "Morning"  
P.O.D. "Southtown"

**KOOC/Basement, TX**  
PD: Troy Poston  
MD: Mike Davis  
11 CREED "High"  
ACDC "Shit"  
ISTOPST "Satisfied"  
SMASHING PUMPKINS "Stand"

**WKGB/Binghamton, NY**  
PD: Jim Free  
MD: Tim Boland  
TOMIC "Mean"  
STR "New"

**WRQK/Canton, OH \***  
OM: Chuck Stevens  
APD: Todd downward  
No Adds

**WPXC/Cape Cod, MA**  
OM: Steve McVie  
PD: Suzanne Tenair  
APD: Brian Kelly  
LIVE "Water"  
STR "New"  
SMASHING PUMPKINS "Stand"

**KRNA/Cedar Rapids, IA**  
PD: Joe Nugent  
MD: Tommy Lang  
KORN "Bar"

**WYBB/Charleston, SC \***  
OM: Ken Carson  
10 U2 "Ground"  
SHANON CURRYMAN "Promises"  
OUR LADY PEACE "Anybody"  
BLOOD CRY "Head"  
MOKE "Wheel"

**WKLC/Charleston, WV**  
PD: Mike Rappaport  
U2 "Ground"  
CROSBY STILLS "Stand"

**WEBN/Cincinnati, OH \***  
OM: Scott Reinhardt  
PD: Michael Walter  
MD: Bob Garvey  
4 STARD "Home"  
4 OUR LADY PEACE "Anybody"  
3 BLOOD CRY "Head"

**WVRN/Columbus, GA**  
OM: Brian Waters  
APD: Derek Myers  
BLOOD CRY "Head"

**KNCN/Corpus Christi, TX \***  
PD: Paula Housell  
APD: "Big" Al Jones  
1 SMASHING PUMPKINS "Stand"  
UNION "Thing"

**WRKQ/Danbury, CT**  
PD: Tom Blass  
MD: Mary Scavron  
STR "New"

**WTUE/Dayton, OH \***  
PD: Mike Thomas  
APD: Steve Kramer  
MD: John Boudreau  
NICKELBACK "Leader"

**KLQE/El Paso, TX \***  
PD: "Magic" Mike Ramsey  
APD: Glenn Garcia  
3 MARS ELECTRIC "Someday"  
2 LT "Miserable"  
1 COOL CHAMBER "Tears"  
SMASHING PUMPKINS "Stand"

**WPHD/Elmira-Corning, NY**  
PD: Stephen Steiner  
ZORR "One"  
TOMIC "Mean"  
FULL DEVI JACKET "Now"  
ROCKFORDS "Silver"  
A3 "Morning"  
SYSTEM OF A DOWN "Spiders"

**WRKT/Erie, PA**  
VPP/Programming: Ron Klise  
MD: Sunny Stone  
STR "New"  
BEN HAPPER "Forgive"  
LAST AVENUE "Dances"

**WVAB/Exton-Salisbury, NY \***  
U2 "Ground"

**KKEG/Fayetteville, AR**  
PD: Sandy Buss  
STR "New"  
TOMIC "Mean"  
U2 "Ground"

**WVLD/Gainesville-Ocala, FL \***  
PD: Steve Scott  
MD: David Riley  
STR "New"

**WXRA/Greensboro, NC \***  
PD: Tim Satterfield  
APD: Marisa Oen  
1 LIVE "Water"

**WDCM/Hagerstown, MD**  
PD: Mike Holder  
MD: WB Kaufman  
No Adds

**WSTZ/Jackson, MS \***  
PD: Kevin Keith  
MD: Russ Allen  
OUR LADY PEACE "Anybody"  
TOMIC "Mean"  
LAMP BOOT "Break"  
MOKE "Wheel"

**WRZK/Johnson City, TN**  
PD: Mark E. McElroy  
U2 "Ground"  
STR "New"  
RAGE AGAINST "Fire"  
SEVENTH WAVE "Heaven"  
LAMP BOOT "Break"

**WRKR/Kalamazoo, MI**  
PD: Ray Bauer  
MD: Chris Writers  
TOMIC "Mean"  
3 DOORS DOWN "Kryptonite"  
U2 "Ground"

**KOMP/Las Vegas, NV \***  
PD: John Griffin  
MD: Big Marty  
10 TOMIC "Mean"  
1 OUR LADY PEACE "Anybody"  
STR "New"

**WKDD/Lexington-Fayette, KY \***  
PD: Dennis Dillon  
LIVE "Water"  
FOO FIGHTERS "Stacy"

**KLOS/Los Angeles, CA \***  
PD: Rob Wade  
MD: Jim Villanueva  
No Adds

**WTFX/Louisville, KY \***  
OM: Michael Lee  
MD: Keith O'Leary  
LT "Miserable"

**WBRZ/Macon, GA**  
PD: Chris Ryder  
MD: Brian Scott  
SOULMATOR "Lead"

**KFRQ/McAllen, TX \***  
PD: Steve Stevens  
MD: John Dallas  
1 SYSTEM OF A DOWN "Spiders"  
U2 "Ground"  
NICKELBACK "Leader"  
LAMP BOOT "Break"  
ZORR "One"

**WBRZ/Macon, GA**  
PD: Chris Ryder  
MD: Brian Scott  
SOULMATOR "Lead"

**WRDL/Richmond, VA \***  
PD: Brian Blass  
MD: Phil Mayhew  
SMASHING PUMPKINS "Stand"

**KCAL/Riverside, CA \***  
PD: Steve Hoffman  
MD: M.J. Matthews  
No Adds

**WROD/Roseville-Lynchburg, VA \***  
PD: Buzz Casey  
MD: Matt Housman  
LT "Miserable"  
LITTLE STEVEN "Salvation"  
STARD "Home"

**WLUM/Milwaukee, WI \***  
PD: Randy Hinkle  
U2 "Ground"  
STR "New"  
LT "Miserable"  
ZORR "One"

**WCLG/Morgantown, WV**  
PD: Jeff Miller  
APD: Chris Rubbia  
KORN "Bar"  
SYSTEM OF A DOWN "Spiders"

**WDHA/Morrisstown, NJ**  
Dartmouth Prog: Larry Beach  
APD: Terrie Carr  
12 U2 "Ground"  
1 JOE STRAN "Liar"  
BEN HAPPER "Kiss"

**WVLT/WV Michigan**  
PD: Terry Ray  
MD: Thelma Frey  
U2 "Ground"  
TOMIC "Mean"  
MARS ELECTRIC "Someday"

**WVAB/Exton-Salisbury, NY \***  
U2 "Ground"

**WVLD/Gainesville-Ocala, FL \***  
U2 "Ground"

**WVLD/Gainesville-Ocala, FL \***  
U2 "Ground"

**KFZX/Odesa-Midland, TX**  
PD: Steve Driacul  
MD: Dru Dawson  
5 OUR LADY PEACE "Anybody"  
RAGE AGAINST "Fire"  
SMASHING PUMPKINS "Stand"  
311 "Towing"  
P.O.D. "Southtown"  
ZORR "One"

**KAIT/Oklahoma City, OK \***  
OM: Chris Baker  
MD: Julie Daniels  
10 U2 "Ground"  
SHADES APART "Spinik"

**KEZO/Omaha, NE \***  
PD: Kevin Patrick  
MD: Russ Patrick  
UNION "Thing"

**KCLB/Palm Springs, CA**  
PD: Ted Lacey  
LT "Miserable"  
SEVENTH WAVE "Heaven"

**WGLO/Peoria, IL**  
OM: Russ Schmitt  
APD: Tim Ylson  
STEELEY DAN "Duper"

**WWCT/Peoria, IL**  
Int. PD: Wayne Miller  
MD: Scott "Spanky" Smith  
ZORR "One"

**WMMR/Philadelphia, PA \***  
PD: Sam Millman  
MD: Ken Zepato  
No Adds

**KDKB/Phoenix, AZ \***  
PD: Joe Bonadonna  
MD: Paul Peterson  
No Adds

**WDVE/Pittsburgh, PA \***  
PD: Carl Hart  
MD: Neil Porter  
1 GOV'T MULE "Doggie"  
U2 "Ground"  
MARS ELECTRIC "Someday"

**WHLJ/Providence, RI \***  
PD: Joe Bonadonna  
MD: Brian Schellio  
LITTLE STEVEN "Salvation"  
SMASHING PUMPKINS "Stand"

**WBSB/Raleigh-Durham, NC \***  
APD: Andy Meyer  
SMASHING PUMPKINS "Stand"

**WROL/Richmond, VA \***  
PD: Brian Blass  
MD: Phil Mayhew  
SMASHING PUMPKINS "Stand"

**KCAL/Riverside, CA \***  
PD: Steve Hoffman  
MD: M.J. Matthews  
No Adds

**WROD/Roseville-Lynchburg, VA \***  
PD: Buzz Casey  
MD: Matt Housman  
LT "Miserable"  
LITTLE STEVEN "Salvation"  
STARD "Home"

**WXRK/Rockford, IL**  
PD: Jamie Marley  
BLOOD CRY "Head"

**WKQZ/Saginaw, MI \***  
OM: Jack Lawson  
APD: Tom Vander Veldt  
11 LAMP BOOT "Break"

**KDER/Salt Lake City, UT \***  
OM: Bruce Jones  
APD: Helen Powers  
2 KID ROCK "Only"  
1 KORN "Bar"  
1 ISTOPST "Satisfied"  
SMASHING PUMPKINS "Stand"

**KSJO/San Francisco, CA \***  
PD: Jim Richards  
MD: David King  
15 GOODSAMX "Religion"  
14 CREED "Arms"  
1 LAMP BOOT "Break"  
SEVENTH WAVE "Heaven"

**KZQZ/San Luis Obispo, CA**  
APD: Joe Abino  
16 SWANSON CURRYMAN "Promises"  
ZORR "One"  
3 DOORS DOWN "Kryptonite"  
U2 "Ground"  
8T0PST "Satisfied"  
STARD "Home"  
UNION "Thing"  
METHODS OF MAYHEM "New"

**KCFX/Santa Rosa, CA \***  
PD: Steve Garland  
MD: Candy Christensen  
DEVELLE "Purr"  
TOMIC "Mean"

**WYWF/Sarasota, FL \***  
OM: Jeff Carroll  
MD: Lorie Leno  
LIVE "Water"  
MARS ELECTRIC "Someday"

**KRAB/Sarasota, FL \***  
OM: Chris Squitieri  
MD: Danny Spiccoli  
27 U2 "Ground"

**WYWF/Sarasota, FL \***  
PD: Rick Struss  
APD: Rob Housman  
P.O.D. "Southtown"  
SYSTEM OF A DOWN "Spiders"  
ISTOPST "Satisfied"

**KSNW/Seattle-Tacoma, WA \***  
VPP/MD: Clark Ryan  
APD: Cathy Faulner  
2 SMASHING PUMPKINS "Stand"  
1 KORN "Bar"

**KOUC/Springfield, MO**  
PD: Kevin Kline  
MD: Mark McClain  
KID ROCK "Only"  
SMASHING PUMPKINS "Stand"

**WAQX/Syracuse, NY \***  
PD: Dave Fraime  
MD: Aless  
RAGE AGAINST "Fire"

**WZZD/Terre Haute, IN**  
PD: Jeff Strang  
APD: Debbie Hunter  
LT "Miserable"  
U2 "Ground"  
ZORR "One"  
ROLLERS BAND "Blum"  
NICKELBACK "Leader"

**WVOT/Toledo, OH \***  
PD: Don Davis  
MD: WB Worcester  
No Adds

**KLFX/Tucson, AZ \***  
OM: Larry Miles  
U2 "Ground"

**KROD/Tulsa, OK \***  
PD: Rob Hurt  
No Adds

**WREX/Wausau, WI**  
PD: Rich Summers  
No Adds

**WROD/Wilmington, NC**  
PD: Christine Martineau  
TOMIC "Mean"  
3 DOORS DOWN "Kryptonite"

**KATS/Yakima, WA**  
PD: Ron Harris  
6 SLOWRUSH "Junk"  
ISTOPST "Satisfied"  
ZORR "One"  
SYSTEM OF A DOWN "Spiders"

**WVCO/Youngstown-Warren, OH \***  
PD: Chris Patrick  
MD: Dan Martello  
STONE TEMPLE PILOTS "Scar"  
NICKELBACK "Leader"  
EARTH TO ANDY "Polite"

## Active Rock

**WOSK/Albany, NY \***  
MD: Chris Osborn  
3 DOORS DOWN "Kryptonite"

**KZRN/Amesbury, TX**  
PD: Eric Steyer  
APD: Russel Rush  
5 LAMP BOOT "Break"  
5 SMASHING PUMPKINS "Stand"

**WQOB/Ann Arbor, MI**  
OM: Mark Thompson  
APD: Ken Ward  
KORN "Bar"  
STARD "Home"

**WWWX/WXWX/Appleton-Green Bay, WI**  
PD: Chris Alan  
KORN "Bar"  
P.O.D. "Southtown"

**WCHZ/Augusta, GA**  
PD: Chuck Williams  
SMASHING PUMPKINS "Stand"  
RAGE AGAINST "Fire"  
BLOOD CRY "Head"  
LAMP BOOT "Break"

**KLBI/Austin, TX \***  
OM: Jeff Carroll  
MD: Lorie Leno  
LIVE "Water"  
MARS ELECTRIC "Someday"

**KRAB/Sarasota, FL \***  
OM: Chris Squitieri  
MD: Danny Spiccoli  
27 U2 "Ground"

**WYWF/Sarasota, FL \***  
PD: Rick Struss  
APD: Rob Housman  
P.O.D. "Southtown"  
SYSTEM OF A DOWN "Spiders"  
ISTOPST "Satisfied"

**WCPN/Blair-Culpeper, MS**  
OM: Kenny Vest  
PD: Wayne Watkins  
APD: Scott Fox  
LAMP BOOT "Break"  
TOMIC "Mean"  
SYSTEM OF A DOWN "Spiders"  
ZORR "One"  
FULL DEVI JACKET "Now"  
EARTH TO ANDY "Polite"

**WRLR/Birmingham, AL \***  
PD: Brady  
APD: Strummer  
FOO FIGHTERS "Stacy"  
LAMP BOOT "Break"

**WAAF/Boston, MA \***  
PD: David Douglas  
MD: John O'Neil  
26 LAMP BOOT "Break"  
6 RED HOT CHILI "Otherside"  
ISTOPST "Satisfied"

**WXRK/Charlotte, NC \***  
PD: Ron Bowen  
MD: Nickelback "Leader"  
ISTOPST "Satisfied"  
MOKE "Wheel"

**KFNW/Chicago, CA**  
PD: Harry Griffin  
MD: Tim Buc Moore  
STR "New"  
LAMP BOOT "Break"  
COLLAPSE "Automatic"

**KROD/Chicago, CA**  
PD: Dan Wilson  
25 LAMP BOOT "Break"  
5 SLOWRUSH "Junk"  
2 LT "Miserable"

**KLO/Colorado Springs, CO \***  
OM: Rich Hark  
APD: Dan Jamison  
ISTOPST "Satisfied"  
FULL DEVI JACKET "Now"  
LT "Miserable"

**WAZU/Columbus, OH \***  
OM: Charley Lato  
APD: Joe Passanah  
1 FOO FIGHTERS "Stacy"  
STARD "Home"

**WBCZ/Columbus, OH \***  
PD: Hal Fish  
APD: Russel Hunter  
LAMP BOOT "Break"  
METHODS OF MAYHEM "New"  
NICKELBACK "Leader"

**KEGL/Dallas-Ft. Worth, TX \***  
PD: Greg Stevens  
APD: Chris Ryan  
MD: Cindy Buss  
9 SMASHING PUMPKINS "Stand"  
DAYS OF THE NEW "Weapon"

**WKRO/Daytona Beach, FL**  
VPP/MD: Tait Moore  
PD: Dave Spain  
MD: Pat Lingo  
2 SMASHING PUMPKINS "Stand"  
2 3 DOORS DOWN "Kryptonite"

**KBP/Denver-Boulder, CO \***  
No Adds

**KAZR/Des Moines, IA \***  
PD: Sean Elliott  
APD: Paul Oulund  
SYSTEM OF A DOWN "Spiders"  
LAMP BOOT "Break"

**WRWF/Detroit, MI \***  
OM: Doug Pettit  
MD: Troy Hanson  
1 SEVENTH WAVE "Anybody"  
OUR LADY PEACE "Anybody"  
LT "Miserable"  
NICKELBACK "Leader"  
FULL DEVI JACKET "Now"

**WGBF/Evansville, IN**  
OM: Mike Sanders  
APD: Turner Whitson  
KERRY WAKE "War"  
BLOOD CRY "Head"

**WRGQ/Fayetteville, NC \***  
PD: Sydney Best  
TOMIC "Mean"  
BLOOD CRY "Head"

**WWWN/Flint, MI**  
PD: Brian Baskin  
MD: Chris Walker  
SEVENTH WAVE "Heaven"  
KORN "Bar"

**KRZR/Fresno, CA \***  
OM: E. Curly Johnson  
1 LAMP BOOT "Break"  
MOKE "Wheel"  
SYSTEM OF A DOWN "Spiders"

**WBYR/Fl. Wayne, IN \***  
PD: Jim Fox  
MD: Mike Tullio  
1 SYSTEM OF A DOWN "Spiders"  
1 ISTOPST "Satisfied"  
LAMP BOOT "Break"

**WQXZ/Fl. Wayne, IN**  
PD: Dan West  
5 MDRNA "Tobacco"  
4 COOL CHAMBER "Tears"  
1 BLOOD CRY "Head"  
1 RAGE AGAINST "Fire"  
U2 "Ground"  
SYSTEM OF A DOWN "Spiders"  
LAMP BOOT "Break"  
STR "New"

**WLFJ/Gainesville-Ocala, FL \***  
PD: Harry Guccot  
MD: Mike Kilbrow  
RAGE AGAINST "Fire"

**WQLO/Grand Rapids, MI \***  
APD: Eric B. Hall  
APD: Dan Sumner  
APD: Mark Fouts  
RAGE AGAINST "Fire"  
NICKELBACK "Leader"  
BOBBY GAYLOR "Suicide"

**WTPF/Greenville, SC \***  
PD: Jack Tyler  
MD: Taylor  
16 CREED "What"  
1 NICKELBACK "Leader"

**WQXA/Harrisburg, PA \***  
PD: Claudia DeLorenzo  
MD: Nelson  
SMASHING PUMPKINS "Stand"  
BLOOD CRY "Head"  
NICKELBACK "Leader"

**WCCC/Hartford, CT \***  
PD: Michael Picozzi  
APD: Mike Karsely  
8 LAMP BOOT "Break"  
SYSTEM OF A DOWN "Spiders"  
NICKELBACK "Leader"

**WAMX/Huntington, WV**  
PD: Debbie Wyde  
2 RAGE AGAINST "Fire"  
1 KORN "Bar"  
1 SMASHING PUMPKINS "Stand"

**WOKK/Johnstown & WQWK/State College, PA**  
PD: Pat Urban  
7 CHELLE "Purr"  
LAMP BOOT "Break"  
LT "Miserable"  
U2 "Ground"

**KRCR/Kansas City, MO \***  
PD: Vince Richards  
MD: Valerie Knight  
SYSTEM OF A DOWN "Spiders"  
LAMP BOOT "Break"  
FRANKIE MACHINE "Sur"  
KID ROCK "Only"  
3 DOORS DOWN "Kryptonite"

**KLFX/Killeen-Temple, TX**  
PD: Bob Fonda  
RAGE AGAINST "Fire"  
SMASHING PUMPKINS "Stand"  
STR "New"  
QUEENS OF "Indie"  
SYSTEM OF A DOWN "Spiders"

**WJRD/Lansing, MI \***  
PD: Bob Olson  
MD: Kevin Conrad  
LAMP BOOT "Break"

**KBEZ/Lincoln, NE**  
PD: Tim Sheridan  
APD: Jon Terry  
LAMP BOOT "Break"  
MARS ELECTRIC "Someday"  
STARD "Home"

**KFMX/Lubbock, TX**  
PD: Wes Neumann  
JAMES SHODEN "Trash"  
KERRY WAKE "War"  
ZORR "One"  
MARS ELECTRIC "Someday"

**WJJO/Madison, WI \***  
OM: Glen Gardner  
APD: Steve Pullon  
SYSTEM OF A DOWN "Spiders"  
LAMP BOOT "Break"

**WGR/Manchester, NH**  
PD: Todd Thomas  
MD: Kristin Burns  
5 LAMP BOOT "Break"  
SEVENTH WAVE "Heaven"  
BLOOD CRY "Head"

**WVFS/Memphis, TN \***  
PD: Rob Crossman  
APD: Dave Cupper  
1 ACDC "Shit"  
KITE "Breakin"  
LT "Miserable"

**WZTA/Miami, FL \***  
OM: Gregg Stone  
APD: Scott Brubaker  
MD: Kaitlin  
LAMP BOOT "Break"

**WLRZ/Milwaukee, WI \***  
PD: Keith Hastings  
MD: Marilyn Moe  
STONE TEMPLE PILOTS "Scar"  
COOL CHAMBER "Tears"  
FULL DEVI JACKET "Now"

**KOOZ/San Diego, CA \***  
PD: Ray Heston  
APD: Shanon Lester  
RUF "Stand"

**WVBR/South Bend, IN**  
PD: Joe Turner  
KORN "Bar"  
KITE "Breakin"  
ZORR "One"

**KHTO/Spokane, WA \***  
PD: Ken Richards  
5 LT "Miserable"  
3 BLOOD CRY "Head"  
LAMP BOOT "Break"

**KHOP/Muskegon, CA \***  
OM: Dan Taylor  
APD: Dan Kennedy  
MD: Dave Sparta  
No Adds

**WVLD/Springfield, IL**  
PD: Woody Carlson  
APD: John "Crash" Carroll  
STR "New"  
LAMP BOOT "Break"

**WVLD/Springfield, IL**  
PD: Woody Carlson  
APD: John "Crash" Carroll  
STR "New"  
LAMP BOOT "Break"

**WVLD/Springfield, IL**  
PD: Woody Carlson  
APD: John "Crash" Carroll  
STR "New"  
LAMP BOOT "Break"

**KZRO/Springfield, MO**  
PD: Ray Heston  
MD: George Spantoni  
LT "Miserable"  
RAGE AGAINST "Fire"  
LAMP BOOT "Break"

**WXTM/St. Louis, MO \***  
PD: Tommy Matheson  
APD: Eric Schmidt  
MD: Jeff "Woody" File  
11 LAMP BOOT "Break"  
1 STARD "Stand"  
SYSTEM OF A DOWN "Spiders"  
FULL DEVI JACKET "Now"  
ISTOPST "Satisfied"

**WXTB/Tampa, FL \***  
OM: Brad Hardin  
MD: Brian Hill  
LAMP BOOT "Break"  
KITE "Breakin"  
DAYS OF THE NEW "Weapon"  
LT "Miserable"

**WBIZ/Toledo, OH**  
PD: Chris Annet  
BLOOD CRY "Head"

**WTGX/Toronto, FL \***  
PD: Joel Simpson  
APD: Mark "The Shark" Dyle  
9 LAMP BOOT "Break"  
1 SYSTEM OF A DOWN "Spiders"

**KRTD/Tulsa, OK \***  
PD: Chris Kelly  
APD: Kelly Garrett  
7 3 DOORS DOWN "Kryptonite"  
4 STARD "Home"  
3 RAGE AGAINST "Fire"  
P.O.D. "Southtown"

**WVDC/Washington, DC \***  
PD: Bob Neumann  
APD: Buddy Riser  
6 RAGE AGAINST "Fire"

**KJFO/Portland, OR \***  
OM: Dave Hanson  
APD: Al Buss  
7 LAMP BOOT "Break"

**WVBE/Wichita, KS \***  
PD: Julie Riley  
MD: R.J. Davis  
1 LAMP BOOT "Break"  
1 METHODS OF MAYHEM "New"  
1 SMASHING PUMPKINS "Stand"

**WXBE/Wichita, KS \***  
OM: Aaron Roberts  
APD: Chris Lloyd  
LAMP BOOT "Break"  
SYSTEM OF A DOWN "Spiders"  
ROLLERS BAND "Blum"

\*=Mediabase 24/7 monitored

\*=Mediabase 24/7 monitored

72 Total Reporters  
72 Current Reporters  
72 Current Playlists

74 Total Reporters  
74 Current Reporters  
74 Current Playlists



## New & Active

**OASIS** Go Let It Out (*Epic*)  
Total Plays: 197, Total Stations: 13, Adds: 0

**311** Flowing (*Capricorn*)  
Total Plays: 190, Total Stations: 16, Adds: 0

**CRAZY TOWN** Toxic (*Columbia*)  
Total Plays: 187, Total Stations: 22, Adds: 0

**THIRD EYE BLIND** Never Let You Go (*Elektra/EEG*)  
Total Plays: 140, Total Stations: 5, Adds: 0

**LIT** Miserable (*RCA*)  
Total Plays: 122, Total Stations: 20, Adds: 8

**SYSTEM OF A DOWN** Spiders (*American/Columbia*)  
Total Plays: 116, Total Stations: 23, Adds: 13

**OLEANDER** Stupid (*Republic/Universal*)  
Total Plays: 113, Total Stations: 11, Adds: 0

**JIMMIE'S CHICKEN SHACK** Trash (*Rocket/IDJMG*)  
Total Plays: 99, Total Stations: 11, Adds: 1

**MARS ELECTRIC** Someday (*Portrait/C2/Columbia*)  
Total Plays: 89, Total Stations: 14, Adds: 3

**PUYA** Sal Pa'Fuera (*MCA*)  
Total Plays: 89, Total Stations: 9, Adds: 0

Songs ranked by total plays

## Most Played Recurrents

**SANTANA** F/EVERLAST Put Your Lights On (*Arista*)

**STATIC-X** Push It (*Warner Bros.*)

**BUCKCHERRY** Lit Up (*DreamWorks*)

**GODSMACK** Whatever (*Republic/Universal*)

**LIVE** The Dolphin's Cry (*Radioactive/MCA*)

**SEVENDUST** Denial (*TVT*)

**RED HOT CHILI PEPPERS** Scar Tissue (*Warner Bros.*)

**OLEANDER** Why I'm Here (*Republic/Universal*)

**LIMP BIZKIT** Nookie (*Flip/Interscope*)

**KORN** Freak On A Leash (*Immortal/Epic*)

**ROB ZOMBIE** Dragula (*Geffen*)

**OFFSPRING** The Kids Aren't Alright (*Columbia*)

**COLLECTIVE SOUL** Heavy (*Atlantic*)

**POWERMAN 5000** When Worlds Collide (*DreamWorks*)

**KID ROCK** Bawitdaba (*Top Dog/Lava/Atlantic*)

**LIT** My Own Worst Enemy (*RCA*)

**ROB ZOMBIE** Living Dead Girl (*Geffen*)

**SYSTEM OF A DOWN** Sugar (*American/Columbia*)

**LENNY KRAVITZ** Fly Away (*Virgin*)

**CREED** One (*Wind-up*)

## ACTIVE ROCK

### Going For Adds 2/22/00

**BOONDOCK SAINTS** Holy Fool (*Lava/Atlantic*)

**CAROLINE'S SPINE** Nothing To Prove (*Hollywood*)

**EARTH TO ANDY** Pollute (*Giant/Reprise*)

**TINSLEY ELLIS** Dyin' To Do Wrong (*Capricorn*)

**FULL DEVIL JACKET** Now You Know (*Island/IDJMG*)

**MACHINE HEAD** Silver (*Roadrunner*)

**IAN MODRE** Rollercoaster (*Koch*)

**PATTI SMITH** Glitter In Their Eyes (*Arista*)

**JOE SATRIANI** Until We Say Goodbye (*Epic*)

**UNAMERICAN** She's A Bomb (*Universal*)

## TUNED-IN

ACTIVE ROCK

R&R/MEDIABASE 24/7

**LAZER 106 WLZR/Milwaukee**

3am

**CRAZY TOWN** Toxic  
**OZZY OSBOURNE** Over The Mountain  
**BUSH** The Chemicals Between Us  
**BUCKCHERRY** Check Your Head  
**DIO** Holy Diver  
**LED ZEPPELIN** Black Dog  
**GODSMACK** Voodoo  
**LENNY KRAVITZ** Fly Away  
**MOTLEY CRUE** Kickstart My Heart  
**PUSHMONKEY** Now  
**RED HOT CHILI PEPPERS** Otherside  
**VAN HALEN** And The Cradle Will Rock

11am

**AC/DC** Rock And Roll Ain't Noise Pollution  
**CREED** Higher  
**DIO** Rainbow In The Dark  
**TOM PETTY** Runnin' Down A Dream  
**TESLA** Signs  
**BUCKCHERRY** Lit Up  
**BILLY IDOL** Rebel Yell  
**LIVE** All Over You  
**FOO FIGHTERS** Learn To Fly  
**LED ZEPPELIN** Kashmir  
**MEGADETH** Trust

4pm

**TESLA** Love Song  
**VAN HALEN** Dance The Night Away  
**GODSMACK** Voodoo  
**MOTLEY CRUE** Looks That Kill  
**FAITH NO MORE** Epic  
**TRIUMPH** Fight The Good Fight  
**KENNY WAYNE SHEPHERD** Blue On Black  
**RUSH** Overture/Temples Of Syrinx  
**BUSH** The Chemicals Between Us  
**OZZY OSBOURNE** Crazy Train  
**ALICE IN CHAINS** Would?

8pm

**NICKELBACK** Leader Of Men  
**VAN HALEN** Dreams  
**BUSH** The Chemicals Between Us  
**METALLICA** Bleeding Me  
**CREED** What If  
**KISS** Rock And Roll All Nite  
**DAYS OF THE NEW** Weapon And The Wound  
**GUNS N' ROSES** Paradise City  
**ALICE IN CHAINS** Rooster

**WAAF**  
107.3 FM

**WAAF/Boston**

3am

**BLINK-182** Dammit (Growing Up)  
**AEROSMITH** Mama Kin  
**OFFSPRING** The Kids Aren't Alright  
**METALLICA** No Leaf Clover  
**PUYA** Sal Pa 'Fuera  
**DOORS** People Are Strange  
**KORN** Blind  
**JIMI HENDRIX** Wind Cries Mary  
**LIMP BIZKIT** Break Stuff  
**SLOWRUSH** Junkie  
**POWERMAN 5000** Nobody's Real  
**PANTERA** Walk  
**GUANO APES** Open Your Eyes  
**SYSTEM OF A DOWN** Sugar  
**LIMP BIZKIT** Break Stuff

11am

**TREE** Death Wish  
**TEMPLE OF THE DOG** Hunger Strike  
**LED ZEPPELIN** Going To California  
**3 DOORS DOWN** Kryptonite  
**BEASTIE BOYS** Sabotage  
**GODSMACK** Keep Away  
**SUBLIME** What I Got  
**LIMP BIZKIT** Break Stuff  
**TDOL** Prison Sex  
**CREED** One

4pm

**METALLICA** Holier Than Thou  
**RED HOT CHILI PEPPERS** Give It Away  
**INCUBUS** Pardon Me  
**RADIOHEAD** Creep  
**LED ZEPPELIN** When The Levee Breaks  
**RAGE AGAINST THE MACHINE** Sleep Now In The Fire  
**NIRVANA** Lithium  
**GODSMACK** Voodoo  
**OZZY OSBOURNE** Over The Mountain

8pm

**METALLICA** Bleeding Me  
**FLYS** Got You (Where I Want You)  
**GUANO APES** Open Your Eyes  
**RAGE AGAINST THE MACHINE** No Shelter  
**GUNS N' ROSES** Used To Love Her  
**JIMI HENDRIX** Are You Experienced?  
**SEVENDUST** Waffle  
**LED ZEPPELIN** What Is And What Should Never Be  
**RAMMSTEIN** Du Hast



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FRESHEN UP YOUR SHOW FOR SPRING WITH:

# STEVE MASON'S CREATIVE SERVICES WEEKLY

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# R&R Active Rock Top 50

February 18, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
	1	<b>METALLICA</b> No Leaf Clover (Elektra/EEG)	2111	-41	187432	11	73/0
	2	<b>GODSMACK</b> Voodoo (Republic/Universal)	1920	+9	144622	14	73/0
	3	<b>CREED</b> What If (Wind-up)	1802	+134	152290	8	73/1
	7	<b>RED HOT CHILI PEPPERS</b> Otherside (Warner Bros.)	1744	+198	132887	7	74/1
	5	<b>KID ROCK</b> Only God Knows Why (Top Dog/Lava/Atlantic)	1590	-1	113480	9	68/1
	4	<b>LIMP BIZKIT</b> Re-Arranged (Flip/Interscope)	1428	-176	118894	20	64/0
28	6	<b>AC/DC</b> Stiff Upper Lip (EastWest/EEG)	1425	+800	130065	2	69/1
6	8	<b>KORN</b> Falling Away From Me (Immortal/Epic)	1337	-232	112704	14	88/0
14	9	<b>3 DOORS DOWN</b> Kryptonite (Republic/Universal)	1323	+257	113079	7	71/5
8	10	<b>CREED</b> Higher (Wind-up)	1138	-201	92497	23	67/0
10	11	<b>POWERMAN 5000</b> Nobody's Real (DreamWorks)	1099	-57	87970	11	70/0
9	12	<b>FILTER</b> Take A Picture (Reprise)	1098	-227	58282	15	55/0
18	13	<b>DAYS OF THE NEW</b> Weapon And The Wound (Outpost/Interscope)	1026	+86	70142	5	84/4
19	14	<b>INCUBUS</b> Pardon Me (Immortal/Epic)	1017	+78	75979	14	63/0
15	15	<b>STAIN'D</b> Mudshovel (Flip/Elektra/EEG)	992	-61	95922	31	58/0
11	16	<b>BUSH</b> The Chemicals Between Us (Trauma)	956	-173	79245	21	57/0
21	17	<b>FOO FIGHTERS</b> Stacked Actors (Roswell/RCA)	953	+114	74562	4	66/2
20	18	<b>GUANO APES</b> Open Your Eyes (Super Sonic/RCA)	931	+4	76253	17	58/0
13	19	<b>RAGE AGAINST THE MACHINE</b> Guerrilla Radio (Epic)	912	-202	93455	18	63/0
16	20	<b>GODSMACK</b> Keep Away (Republic/Universal)	900	-124	103671	42	59/0
24	21	<b>BUSH</b> Letting The Cables Sleep (Trauma)	819	+35	59989	6	54/0
23	22	<b>STONE TEMPLE PILOTS</b> Heaven And Hot Rods (Atlantic)	730	-57	64880	8	52/0
12	23	<b>MEGADETH</b> Breadline (Capitol)	703	-425	46011	12	48/0
<b>Breaker</b>	24	<b>KORN</b> Make Me Bad (Immortal/Epic)	692	+240	65237	2	60/5
25	25	<b>STAIN'D</b> Home (Flip/Elektra/EEG)	691	+35	54884	4	60/3
<b>Breaker</b>	26	<b>LIVE</b> Run To The Water (Radioactive/MCA)	677	+145	44706	3	43/1
22	27	<b>FOO FIGHTERS</b> Learn To Fly (Roswell/RCA)	656	-139	50382	20	45/0
17	28	<b>SMASHING PUMPKINS</b> The Everlasting Gaze (Virgin)	605	-415	42635	8	51/0
29	29	<b>SLIPKNOT</b> Wait And Bleed (Roadrunner)	559	-7	50624	12	51/0
27	30	<b>NINE INCH NAILS</b> Into The Void (Nothing/Interscope)	541	-89	54422	9	48/0
32	31	<b>P.O.D.</b> Southtown (Atlantic)	512	+32	45285	10	46/4
38	32	<b>SEVENDUST</b> Waffle (TVT)	508	+165	46596	2	50/5
33	33	<b>OUR LADY PEACE</b> Is Anybody Home? (Columbia)	500	+43	37855	5	47/2
31	34	<b>CHEVELLE</b> Point #1 (Squint)	498	+1	41367	8	44/1
34	35	<b>KENNY WAYNE SHEPHERD BAND</b> Was (Giant/Reprise)	494	+39	34483	5	32/2
48	36	<b>RAGE AGAINST THE MACHINE</b> Sleep Now In The Fire (Epic)	444	+264	35921	2	52/11
36	37	<b>BUCKCHERRY</b> Check Your Head (DreamWorks)	374	+19	33007	3	40/9
26	38	<b>SIMON SAYS</b> Life Jacket (Hollywood)	348	-285	22876	12	43/0
39	39	<b>KITTIE</b> Brackish (NG/Artemis)	334	+30	25972	4	33/3
37	40	<b>STONE TEMPLE PILOTS</b> Down (Atlantic)	313	-41	26138	20	31/0
<b>Debut</b>	41	<b>SMASHING PUMPKINS</b> Stand Inside Your Love (Virgin)	311	+257	33146	1	41/13
44	42	<b>8STOPS7</b> Satisfied (Reprise)	295	+86	21577	2	39/6
45	43	<b>NICKELBACK</b> Leader Of Men (Roadrunner)	289	+82	19356	2	35/9
40	44	<b>ROLLINS BAND</b> Illumination (DreamWorks)	283	0	23919	5	33/1
41	45	<b>COAL CHAMBER</b> Tyler's Song (Roadrunner)	268	+18	22323	4	30/2
42	46	<b>DEF LEPPARD</b> Day After Day (Mercury/IDJMG)	250	+19	13880	3	16/0
43	47	<b>SLOWRUSH</b> Junkie (Epic)	244	+19	22651	2	23/1
49	48	<b>METHODS OF MAYHEM</b> New Skin (MCA)	243	+84	21535	2	30/2
<b>Debut</b>	49	<b>LIMP BIZKIT</b> Break Stuff (Flip/Interscope)	220	+86	25970	1	39/32
<b>Debut</b>	50	<b>STIR</b> New Beginning (Capitol)	210	+178	13306	1	31/4

## Most Added.

ARTIST TITLE LABEL(S)	ADDS
LIMP BIZKIT Break Stuff (Flip/Interscope)	32
SMASHING PUMPKINS Stand Inside Your Love (Virgin)	13
SYSTEM OF A DOWN Spiders (American/Columbia)	13
RAGE AGAINST THE MACHINE Sleep Now In... (Epic)	11
BUCKCHERRY Check Your Head (DreamWorks)	9
NICKELBACK Leader Of Men (Roadrunner)	9
LIT Miserable (RCA)	8
8STOP7 Satisfied (Reprise)	6
FULL DEVL JACKET Now You Know (Enclave/IDJMG)	6
3 DOORS DOWN Kryptonite (Republic/Universal)	5
KORN Make Me Bad (Immortal/Epic)	5
SEVENDUST Waffle (TVT)	5

# STIR

## "New Beginning"

Debut R&R 50

See Stir Friday at Gavin  
+ Bottom of the Hill

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
AC/DC Stiff Upper Lip (EastWest/EEG)	+800
RAGE AGAINST THE MACHINE Sleep Now... (Epic)	+264
3 DOORS DOWN Kryptonite (Republic/Universal)	+257
SMASHING PUMPKINS Stand Inside... (Virgin)	+257
KORN Make Me Bad (Immortal/Epic)	+240
RED HOT CHILI PEPPERS Otherside (Warner Bros.)	+198
STIR New Beginning (Capitol)	+178
SEVENDUST Waffle (TVT)	+165
LIVE Run To The Water (Radioactive/MCA)	+145
CREED What If (Wind-up)	+134

## Breakers.

<b>KORN</b>			
Make Me Bad (Immortal/Epic)			
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART	
692/240	60/5	24	
<b>LIVE</b>			
Run To The Water (Radioactive/MCA)			
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART	
677/145	43/1	26	

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

74 Active Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 2/6-Saturday 2/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 600 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.



EIGHT STOPS SEVEN



"Satisfied"  
From: In Moderation

www.repriserec.com/8stops7

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One of the Most Added!

R&R Active 44 - 42

R&R Rock Debut 49

New Adds include:

WAAF WXTM WIYY WXRC KBER KILO  
WBYP WROQ KZOZ KIOC KATS

Already "Satisfied":

KUPD KUFO WZTA KRXQ WRIF AND  
WLZR KSJO WMMR WMMS WCCC MANY  
MORE



# Full Devil Jacket

now you know

GOING FOR ADS THIS WEEK!  
 COULDN'T WAIT

WXTM WLZR KUPD WRIF  
 WJRR KILQ WCPR WPHD



- 2/18 Kansas City
- 2/19 Cincinnati
- 2/20 Indianapolis
- 2/22 St. Paul
- 2/24 Kalamazoo
- 2/25 St. Louis
- 2/26 Milwaukee
- 2/27 Chicago

SEE THEM ON **COAL Chamber**  
 TOUR WITH **TYPE O NEGATIVE**

For info on upcoming events, updates from the road, tour dates and more, go to [www.fulldeviljacket.com](http://www.fulldeviljacket.com)  
**THEIR DEBUT ALBUM FEATURING STAIN AND NOW YOU KNOW COMING MARCH 7**



# Active Rock Playlists

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

**MARKET #5**

**WYSP/Philadelphia**  
Infinity  
(215) 625-9460  
Sabean/Minsky/Palumbo  
12x Cumc 982,800

**97.1 WYSP**  
THE ROCK STATION

PLAYS	LTW	ARTIST/TITLE	GI (888)
34	26	GOOSMACK/Keep Away	70340
34	35	LIMP BIZKIT/Re-Arranged	19175
22	32	CREED/What If	18080
31	32	METALLICA/No Leaf Clover	18080
16	30	STONE TEMPLE PILOTS/Heaven And Hot Rocks	9040
14	15	OFFSPRING/She's Got Issues	8475
17	15	KID ROCK/Only God Knows Why	8475
15	15	FOO FIGHTERS/Stacked Actors	8475
7	14	3 DOORS DOWN/Kryptonite	8475
17	14	DAYS OF THE NEW/Weapon And The Wound	7910
14	14	KORN/Falling Away From Me	7910
14	14	AC/DC/Sail Upper Lip	7910
15	13	RED HOT CHILI.../Otherside	7345
14	12	SMASHING PUMPKINS/The Everlasting Gaze	6180
11	11	POWERMAN 5000/Nobody's Real	6215
10	11	PRINCE&The New Power Generation	6215
10	11	STANDHOPE	5630
11	10	GUANO APES/Open Your Eyes	5630
10	10	NINE INCH NAILS/Into The Void	5630
10	10	RAGE AGAINST.../Sleep Now In...	5630
4	9	HOLE/Celebrity Skin	5085
9	9	GOOSMACK/Whatever	5085
6	8	BUCKCHERRY/Check Your Head	5085
12	9	STATIC-X/Push It	5085
5	8	KENNY WAYNE.../Was	4520
5	8	RED HOT CHILI.../Scar Tissue	4520
5	8	SILVERLINEN/What And Bleed	4520
5	8	HOLE/INHALATION	4520
5	7	EVERLAST/What's In This...	3955
5	7	OFFSPRING/The Kids Aren't...	3955

**MARKET #6**

**KEGL/Dallas-Ft. Worth**  
Clear Channel  
(972) 448-1058  
Stevens/Ryan/Scull  
12x Cumc 432,300

**97.1 KEGL**  
EAGLE ROCKS

PLAYS	LTW	ARTIST/TITLE	GI (888)
11	31	AC/DC/Sail Upper Lip	9455
11	28	GOOSMACK/Keep Away	7930
21	23	CREED/What If	7015
17	21	STONE TEMPLE PILOTS/Heaven And Hot Rocks	6405
23	21	RAGE AGAINST.../Guerrilla Radio	6405
24	21	METALLICA/No Leaf Clover	6405
18	18	BUSH/Introducing The Cadillac	5480
17	17	GOOSMACK/Whatever	5185
22	17	RED HOT CHILI.../Otherside	5185
17	16	MEGADETH/Breathline	5185
11	15	INCUBUS/Paradise	4575
16	15	3 DOORS DOWN/Kryptonite	4575
11	14	GUANO APES/Open Your Eyes	4270
13	13	KID ROCK/Only God Knows Why	3965
10	13	POWERMAN 5000/Nobody's Real	3965
10	13	FOO FIGHTERS/Stacked Actors	3965
9	11	COLLECTIVE SOUL/Heavy	3555
12	10	STANDHOPE	2920
10	10	KORN/Make Me Bad	3050
10	10	STONE TEMPLE PILOTS/Heaven And Hot Rocks	3050
5	9	ROB ZOMBIE/Avenged Dast Girl	2745
10	9	NINE INCH NAILS/Into The Void	2745
10	9	CREED/Higher	2745
1	9	SMASHING PUMPKINS/Stand Inside Your...	2745
14	8	BUSH/The Chemicals	2440
8	8	SEVENLUST/Waffle	2440
6	7	ALICE IN CHAINS/Get Born Again	2135
6	7	KORN/Falling Away From Me	2135

**MARKET #7**

**WRIF/Detroit**  
Greater Media  
(248) 547-0101  
Podehl/Hanson  
12x Cumc 535,200

**101 WRIF**

PLAYS	LTW	ARTIST/TITLE	GI (888)
21	25	SANTANA/EVERLAST/Put Your Lights On	3075
11	24	AC/DC/Sail Upper Lip	8712
15	22	RED HOT CHILI.../Otherside	7996
20	20	KID ROCK/Only God Knows Why	7260
16	20	METALLICA/No Leaf Clover	7260
16	18	CREED/What If	6534
18	18	3 DOORS DOWN/Kryptonite	6534
17	18	DAYS OF THE NEW/Weapon And The Wound	6171
13	17	FOO FIGHTERS/Learn To Fly	6171
16	16	LIVE/Run To The Water	5808
16	16	KENNY WAYNE.../Was	5808
14	15	GOOSMACK/Whatever	5445
11	14	PO.D./Southtown	4682
11	13	GOOSMACK/Keep Away	3993
5	11	STANDHOPE	3993
9	10	STATIC-X/Push It	3630
9	10	BUCKCHERRY/Check Your Head	3630
17	10	RED HOT CHILI.../Otherside	2630
10	10	CREED/Higher	3630
12	10	STONE TEMPLE PILOTS/Heaven And Hot Rocks	3630
12	10	RAGE AGAINST.../Guerrilla Radio	3630
12	10	CHEVELLE/Point #1	3630
3	10	MARSHALL CREECHER/Somerset	3630
11	9	OLEANDER/Why I'm Here	3267
5	9	FOO FIGHTERS/Stacked Actors	3267
6	9	KORN/Make Me Bad	3267
6	9	SMASHING PUMPKINS/Stand Inside Your...	3267
13	8	POWERMAN 5000/Nobody's Real	2904
6	7	SANTANA/SAYLA Jacket	2941

**MARKET #8**

**WAFF/Boston**  
Entercom  
(617) 236-1073  
Douglas/Osterling  
12x Cumc 544,000

**107.3 WAFF**

PLAYS	LTW	ARTIST/TITLE	GI (888)
35	38	STANDHOPE	12692
36	37	RAGE AGAINST.../Guerrilla Radio	12258
35	37	METALLICA/No Leaf Clover	12258
31	35	3 DOORS DOWN/Kryptonite	11690
31	31	KID ROCK/Only God Knows Why	10354
31	30	INCUBUS/Paradise	10220
38	27	KORN/Falling Away From Me	9018
7	28	LIMP BIZKIT/Break Stuff	9584
23	25	RUSH/Living The Cabals	8500
31	24	STATIC-X/Push It	8036
20	24	POWERMAN 5000/Nobody's Real	8016
23	21	NINE INCH NAILS/Into The Void	7014
18	20	STANDHOPE	2680
16	20	CREED/What If	6680
29	20	KORN/Make Me Bad	6680
22	19	SILVERLINEN/What And Bleed	6346
19	18	SLIPKNOT/What And Bleed	6012
18	18	FOO FIGHTERS/Stacked Actors	6012
6	18	AC/DC/Sail Upper Lip	2680
14	17	GOOSMACK/Whatever	5678
25	17	GUANO APES/Open Your Eyes	5678
15	16	GOOSMACK/Whatever	5344
11	16	DAYS OF THE NEW/Weapon And The Wound	2840
14	16	LITTLE BLOOD	5010
15	14	LIMP BIZKIT/Re-Arranged	3267
13	14	REVEAL/Le Phoenix	4676
21	14	RAGE AGAINST.../Sleep Now In...	4676
16	13	PO.D./Southtown	4342
7	14	NINE INCH NAILS/We're In This...	4008

**"VOODOO" to you**

**2 - 2**

**3 DOORS DOWN**

**"Kryptonite"**

**14 - 9**

UNIVERSAL Republic

**MARKET #12**

**WZLX/Miami**  
Clear Channel  
(305) 554-9494  
Simples/Struber/Kimba  
12x Cumc 322,100

**92.7 WZLX**  
THE ROCK STATION

PLAYS	LTW	ARTIST/TITLE	GI (888)
34	29	STANDHOPE	5162
30	29	METALLICA/No Leaf Clover	5162
28	28	GUANO APES/Open Your Eyes	4984
16	28	KORN/Falling Away From Me	4984
19	28	GOOSMACK/Whatever	4984
31	27	KID ROCK/Only God Knows Why	4806
22	27	STONE TEMPLE PILOTS/Down	3738
22	19	CREED/What If	3382
16	18	AC/DC/Sail Upper Lip	3382
17	18	CREED/Higher	2848
15	18	3 DOORS DOWN/Kryptonite	3204
17	17	FILTER/Tab A Picture	3026
13	17	SEVENLUST/Daniel	3026
15	17	FOO FIGHTERS/Stacked Actors	3026
16	17	LIMP BIZKIT/Break Stuff	2208
16	17	PO.D./Southtown	2208
15	16	RED HOT CHILI.../Otherside	2848
27	16	RAGE AGAINST.../Guerrilla Radio	2848
9	14	BUCKCHERRY/Check Your Head	2492
15	16	BUSH/Living The Cabals	2492
10	16	LITAM/Own Worst Enemy	2314
11	16	POWERMAN 5000/Nobody's Real	2314
11	16	GOOSMACK/Keep Away	2136
7	12	LIMP BIZKIT/Re-Arranged	2136
10	12	LIVE/The Dolphin's Cry	2136
5	12	DAYS OF THE NEW/Weapon And The Wound	2136
15	12	CREED/Higher	2136
8	12	OSSAGE/Let It Out	2136
12	12	SMASHING PUMPKINS/The Everlasting Gaze	2136
12	12	SMASHING PUMPKINS/Stand Inside Your...	2136
21	11	GOOSMACK/Whatever	1958

**MARKET #15**

**KIOZ/San Diego**  
Clear Channel  
(619) 555-0006  
Mazleder  
12x Cumc 268,400

**105.3 KIOZ**  
THE ROCK STATION

PLAYS	LTW	ARTIST/TITLE	GI (888)
26	23	METALLICA/No Leaf Clover	4209
7	23	AC/DC/Sail Upper Lip	3843
17	26	RAGE AGAINST.../Guerrilla Radio	3660
19	26	GOOSMACK/Keep Away	3477
18	26	GUANO APES/Open Your Eyes	3296
17	26	GOOSMACK/Whatever	3111
19	27	FOO FIGHTERS/Stacked Actors	3111
13	17	CHEVELLE/Point #1	3111
9	17	HOLE/BACKLASH/Under My Skin	3111
16	17	GUANO APES/Open Your Eyes	2920
16	16	CREED/What If	2920
17	16	INCUBUS/Paradise	2920
16	16	GOOSMACK/Whatever	2745
12	16	RED HOT CHILI.../Otherside	2745
25	16	NINE INCH NAILS/We're In This...	2745
18	16	KORN/Falling Away From Me	2379
11	12	RAGE AGAINST.../Sleep Now In...	2196
12	12	BEN HARPER/Phases	2196
13	11	ROB ZOMBIE/Avenged Dast Girl	2013
12	11	RED HOT CHILI.../Around The World	2013
11	11	BURRHEAD/No One Knows My Name	1846
9	10	STANDHOPE	1830
13	10	LIMP BIZKIT/Re-Arranged	1830
10	10	STONE TEMPLE PILOTS/Heaven And Hot Rocks	1830
11	10	RED HOT CHILI.../Around The World	1830
9	10	OFFSPRING/The Kids Aren't...	1647
13	9	NINE INCH NAILS/Into The Void	1647
13	9	POWERMAN 5000/Nobody's Real	1647
13	9	CREED/Higher	1647

**MARKET #16**

**KUPD/Phoenix**  
Sandsky  
(602) 345-5921  
Jeffries/Ventura  
12x Cumc 213,800

**98 KUPD**  
THE ROCK STATION

PLAYS	LTW	ARTIST/TITLE	GI (888)
27	34	CREED/What If	4828
27	34	METALLICA/No Leaf Clover	4828
33	32	MEGADETH/Breathline	4544
32	32	GOOSMACK/Whatever	3976
17	32	NINE INCH NAILS/Into The Void	3296
15	18	RED HOT CHILI.../Otherside	2556
15	18	STANDHOPE	2556
19	18	INCUBUS/Paradise	2556
16	18	KORN/Make Me Bad	2556
16	17	BUCKCHERRY/Check Your Head	2414
22	17	POWERMAN 5000/Nobody's Real	2414
16	17	ISTOP/3/5	2414
19	17	SMASHING PUMPKINS/The Everlasting Gaze	2414
17	16	DAYS OF THE NEW/Weapon And The Wound	2272
4	16	SYSTEM OF A DOWN/Spiders	2130
14	16	SILVERLINEN/What And Bleed	1988
3	14	RAGE AGAINST.../Sleep Now In...	1988
15	14	3 DOORS DOWN/Kryptonite	1988
9	13	STONE TEMPLE PILOTS/Heaven And Hot Rocks	1846
14	12	RTT/Beats	1846
7	12	BURRHEAD/No One Knows My Name?	1846
7	12	KORN/Falling Away From Me	1846
2	12	CRAZY TOWN/Youc	1704
20	12	LIMP BIZKIT/Re-Arranged	1704
14	12	SILVERLINEN/What And Bleed	1704
11	12	OFFSPRING/The Kids Aren't...	1704
9	11	KID ROCK/Only God Knows Why	1562
8	11	LITAM/Own Worst Enemy	1562
9	11	SANTANA/ROB THOMAS/Smooth	1562

**MARKET #17**

**KUPD/Monroe**  
ABC  
(612) 545-5601  
Linder/Castle  
12x Cumc 243,700

**93 KUPD**  
PURE ROCK

PLAYS	LTW	ARTIST/TITLE	GI (888)
27	46	AC/DC/Sail Upper Lip	6348
43	44	3 DOORS DOWN/Kryptonite	6042
7	24	POWERMAN 5000/When Worlds Collide	3312
36	23	POWERMAN 5000/Nobody's Real	3236
12	23	CREED/Higher	3236
15	22	METALLICA/No Leaf Clover	3036
22	20	KID ROCK/Only God Knows Why	2760
14	19	STANDHOPE	2622
23	18	FOO FIGHTERS/Stacked Actors	2622
19	18	RED HOT CHILI.../Otherside	2208
21	18	KORN/Falling Away From Me	2484
16	17	BUSH/Living The Cabals	2046
19	16	GOOSMACK/Whatever	2208
6	16	KID ROCK/Whatever	2208
15	16	LIMP BIZKIT/Break Stuff	2208
15	16	PO.D./Southtown	2208
18	16	BUCKCHERRY/Check Your Head	2070
18	16	SMASHING PUMPKINS/Stand Inside Your...	2070
9	16	GOOSMACK/Whatever	1932
15	14	STONE TEMPLE PILOTS/Heaven And Hot Rocks	1832
7	14	OFFSPRING/The Kids Aren't...	1832
7	13	OLEANDER/Why I'm Here	1794
20	13	ROB ZOMBIE/Avenged Dast Girl	1794
13	13	SYSTEM OF A DOWN/Sugar	1794
22	13	LITAM/Own Worst Enemy	1794
7	13	SMASHING PUMPKINS/The Everlasting Gaze	1794
7	13	OFFSPRING/She's Got Issues	1518
8	10	LERRY/KWAZI/Why Are	1380
8	10	EVERLAST/What's In This...	1380
3	9	ROB ZOMBIE/Supabass!	1242

**MARKET #19**

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**93.7 WXIA**  
PURE ROCK

PLAYS	LTW	ARTIST/TITLE	GI (888)
24	26	INCUBUS/Paradise	2632
24	26	RED HOT CHILI.../Otherside	2460
33	32	METALLICA/No Leaf Clover	2432
21	31	CREED/Higher	2356
30	30	KORN/Falling Away From Me	2780
26	29	SILVERLINEN/What And Bleed	1904
24	24	POWERMAN 5000/Nobody's Real	1824
20	24	NICKEL BACK/Under My Skin	1824
23	24	KID ROCK/Only God Knows Why	1748
26	23	NINE INCH NAILS/Into The Void	1748
22	22	GOOSMACK/Whatever	1672
20	22	OUR LADY PEACE/As Anybody Home?	1672
5	22	RAGE AGAINST.../Sleep Now In...	1672
10	22	PO.D./Southtown	1672
14	20	FOO FIGHTERS/Stacked Actors	1520
8	20	KORN/Make Me Bad	1520
15	17	COAL CHAMBER/My Song	1292
16	16	STANDHOPE	1216
16	16	DAYS OF THE NEW/Weapon And The Wound	1184
14	16	FOO FIGHTERS/Stacked Actors	1148
15	16	BUSH/Living The Cabals	1148
14	14	BUCKCHERRY/Check Your Head	1140
14	14	3 DOORS DOWN/Kryptonite	1064
1			



# active INSIGHT

By  
**Tracey Hoskin**  
Asst. Rock Editor

Lucifer with a J, a juicy Satan if you will — such a perfect description for this duo. Musically, I would describe Jucifer as Garbage meets Pantera with a splash of The Breeders. How is that for ear candy and visuals? For two people, this Athens, GA-based pair make a lot of noise. The KUPD/Phoenix and KLFX/Killeen, TX specialty shows are two of the early believers. KUPD is reporting top five phones!

Vocalist/guitarist Amber Valentine and drummer Ed Livengood originally released *Calling All Cars on the Vegas Strip* on their own label, Crack Rock, in August of 1998. Jucifer have been together since 1994. Originally a trio, they became a duo when the drummer took off. Valentine persuaded boyfriend/then-bassist Livengood to take up the skins and created a monster.

Capricorn snagged them and remastered and rereleased their collection of punk, metal, eclectic, captivating and rockin' songs. "Superman" is the single garnering all of the attention, but there are so many others that scream, "Listen to me." "Code Escovedo" starts off the ride with just a taste of Valentine's slinky yet gritty vocals and a dark groove. "Superman" begins with Valentine practically whispering lyrics and builds to a frenzied outburst of vocals, guitars, bass, drums and general chaos — but a good

Jucifer

chaos, complete with dark and menacing piano. "Malibu" is immediately captivating, with Valentine purring French lyrics over a haunting bass line and tribal drums. "44: Dying in White" is punk-oriented. "Nickel to Roll" is a sexy, dark song with a Beckish undertone — I could go on and on. There really is something to be said for every track on this album — be it uniqueness, bizarreness or general "How did two people create that much sound?" "Hero Worship" stands out on *Cars* as a killer, radio-friendly song. Just a teaser: "Wanna be like Tabitha Soren and have my own show on MTV/Cause I'm not happy with me." This is a lyrically amusing and hook-laden tune. Bass player? They don't need no stinkin' bass player — but where do those killer bass lines come from?



## R&R Top 20 Specialty Artists

February 18, 2000

- 1 **HEAVY METAL 2000 EP** (*Restless*) "Infinity," "Wishes," "Green Iron Fist"
- 2 **DEADLIGHTS** (*QED/Elektra/EEG*) "Amplifier," "Junk," "Bitter"
- 3 **KITTIE** (*Ng/Artemis*) "Brackish," "Spit," "Do You Think I'm A Whore"
- 4 **MDFMK** (*Republic/Universal*) "Rabble Rouser"
- 5 **DISTURBED** (*Giant/Reprise*) "Down With The Sickness," "Fear"
- 6 **MACHINE HEAD** (*Roadrunner*) "Silver," "Desire To Fire," "From This Day"
- 7 **FU MANCHU** (*Mammoth*) "King Of The Road," "Hell On Wheels"
- 8 **PRIMER 55** (*Island/IDJMG*) "Loose," "Introduction To Mayhem"
- 9 **SLIPKNOT** (*Roadrunner*) "Wait And Bleed," "Me Inside"
- 10 **SCREAM 3** (*Wind-up*) "Automatic," "Wanna Be A Martyr," "Crowded Elevator"
- 11 **SNAPCASE** (*Victory*) "Are You Tuned In," "Bleeding Orange"
- 12 **ROLLINS BAND** (*DreamWorks*) "Illumination"
- 13 **CHIMAIRA** (*East Coast Empire*) "Painting The White To Grey"
- 14 **AC/DC** (*EastWest/EEG*) "Stiff Upper Lip"
- 15 **INCUBUS** (*Immortal/Epic*) "Pardon Me"
- 16 **KORN** (*Immortal/Epic*) "Make Me Bad"
- 17 **STAIN'D** (*Flip/Elektra/EEG*) "Home"
- 18 **LIMP BIZKIT** (*Flip/Interscope*) "Break Stuff"
- 19 **POWERMAN 5000** (*DreamWorks*) "Nobody's Real"
- 20 **ANNIHILATOR** (*CMC Intl.*) "Back To The Palace"

Ranked by total number of shows reporting the artist, with titles listed in order of most airplay.

## Specialty Show Reporters

Shows and their Top 5 songs listed alphabetically by market

<p><b>Juno Radio Network (JRN)</b> Harrisburg Various Wesley/Lee Drake Suzanne Lunger Rage Against "Sleep Now in The..." Rage Against "Bummer" Lynyrd Skynyrd "Just Like The..." Wendy Of Mykrom "New Skin"</p>	<p><b>WAVF/Charlotte, NC</b> The Heavy Show Sunday midnight-1:30am Denny Whitehead/Hatena Muller Heavy Metal 2000 EP "Infinity" Fu Manchu "Hell On Wheels" Guns N' Roses "Sweet Little Thing" Autism Thundershow "Jerkass" Dixie Chicks "A Tribute To The..."</p>	<p><b>WXXA/Greensboro, NC</b> Guitar Limits Sunday 10-11pm Shirley Olin U2 "Ground Control Pt. 1" Black Sabbath "Check Your Head" Shannon Cummins "Playing With Fire" Sant "Honey" Fog Fighters "Stacked Actors"</p>	<p><b>WBAB/Long Island, NY</b> Fingers Metal Shop Sunday 10pm-12am Shirley Olin Joe Satriani "Always With You..." AC/DC "Stiff Upper Lip" Cix-Hedge "Can You Feel" Ruffalo Band "Thunder" Kittie "Backlash"</p>	<p><b>KATY/Oklahoma City, OK</b> KATY's Big Metal Friday midnight-2am Fingers De La Paze "Day After Day" Lynyrd Skynyrd "The Van Dam Thing" AC/DC "Stiff Upper Lip" Lynyrd Skynyrd "Sweet Little Thing" Great White "Not In The Same"</p>	<p><b>WXRK/Richmond, VA</b> The Metal File Blue-Fri 2-3am Johnny Young Kittie "Sick" Cannibal Corpse "Ecstasy In Decay" Rage Against "Bummer" Cix-Hedge "Can You Feel" Korn "Blaze Me Out" Sly &amp; The Family Stone "Hot Fun In The Shade"</p>	<p><b>KISW/Seattle, WA</b> New Music Hour Sunday 10-11pm Scott Underwood Fu Manchu "Over The Edge" Our Lady Peace "Is Anybody Home?" Rage Against "Bummer" Korn "Blaze Me Out" Korn "Blaze Me Out"</p>	<p><b>KLFX/Deer, AZ</b> Area 51 Friday 10pm-midnight Bob Foss Novella "The Phoenix" Disturbed "Just" Kittie "Backlash" Disturbed "Just" Powerman 5000 "Get On, Get Off"</p>
<p><b>ERAB/Salt Lake City, UT</b> 2-Poster Sunday 8-9pm Kittie "Sick" Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger</p>	<p><b>KFMF/Chico, CA</b> Radio/Internet Paul Griffin Rage Against "Sleep Now in The..." Korn "Blaze Me Out" Sant "Honey" Sant "Honey" Sant "Honey" Sant "Honey"</p>	<p><b>WQXA/Harrisburg, PA</b> The Sunday Show Sunday 8-10am Bob Foss John Lennon "Wonder" John Lennon "Wonder" John Lennon "Wonder" John Lennon "Wonder"</p>	<p><b>WTFX/Louisville, KY</b> Shirley Sunday 8-10pm Shirley Shirley Shirley Shirley Shirley Shirley</p>	<p><b>KATY/Oklahoma City, OK</b> Lynyrd Skynyrd Thursday midnight-1am Leo Goggin Suzanne Lunger Project 86 "PS" AP "Milkshake" Jephthah "Rage" Sant "Honey" Sant "Honey"</p>	<p><b>KRXQ/Sacramento, CA</b> Ear Whitaker Sunday 8-9:30pm Ear Whitaker Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger</p>	<p><b>WXTM/St. Louis, MO</b> Shirley Sunday 8pm-9pm Johnny Olin Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger</p>	<p><b>WVDC/Washington, DC</b> New Music Hour Sunday 8:30-10:30pm Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger</p>
<p><b>WBB/Dayton, OH</b> Suzanne Lunger Sunday 10pm-11:30pm The Band Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger</p>	<p><b>KBPI/Deer, CO</b> Shirley Saturday midnight-2am Shirley Shirley Shirley Shirley Shirley Shirley</p>	<p><b>KLFX/Killeen, TX</b> Bob Foss Saturday 10pm-midnight Bob Foss Heavy Metal 2000 EP "Wishes" Primer 55 "Introduction To..." Kittie "Backlash" Korn "Blaze Me Out" Suzanne Lunger "Just"</p>	<p><b>WQWR/Honolulu, HI</b> Whitaker Sunday 10-11pm Shirley Heavy Metal 2000 EP "Wishes" Suzanne Lunger "Just" Cix-Hedge "Can You Feel" Fog Fighters "Stacked Actors" Suzanne Lunger "Just"</p>	<p><b>KUPD/Phoenix, AZ</b> Red Radio Underground Sunday 7-9pm Lynyrd Skynyrd Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger</p>	<p><b>KSER/Salt Lake City, UT</b> Radio/Internet Sunday 10-11pm Shirley Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger</p>	<p><b>WXTM/St. Louis, MO</b> Shirley Sunday 10pm-midnight Shirley Shirley Shirley Shirley Shirley Shirley</p>	<p><b>WVDC/Washington, DC</b> Celtic Fall Of Music Sunday 8-10pm Shirley Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger</p>
<p><b>WFXC/Cape Cod, MA</b> To The Extreme Saturday 8:30-10:30pm Suzanne Lunger Rage Against "Sleep Now in The..." Lynyrd Skynyrd "Just Like The..." Sant "Honey" Korn "Blaze Me Out" Kittie "Backlash"</p>	<p><b>WKLO/Broad Rapids, MI</b> Metal At Midnight Thursday midnight-1am Suzanne Lunger Kittie "Sick" Rage Against "Bummer" AC/DC "Stiff Upper Lip" Avantasia "Blackbird" Substance D "The Devil Inside"</p>	<p><b>WJXQ/Lansing, MI</b> The FM Saturday midnight-2am Andy Greedy Heavy Metal 2000 EP "Wishes" Suzanne Lunger "Just" Disturbed "Just" Machine Head "Threat To Fire" Primer 55 "Loose"</p>	<p><b>KXRR/Minneapolis, MN</b> 2-Poster Metal Shop Friday 1-4am Shirley Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger</p>	<p><b>KUPD/Phoenix, AZ</b> Into The FM Sunday 10pm-midnight Lynyrd Skynyrd Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger</p>	<p><b>KISW/Seattle, WA</b> Metal Shop Saturday midnight-2am Adam Gault System Of A Down "Suite Pea" Heavy Metal 2000 EP "Storage" Disturbed "Down With The Sick" Primer 55 "Loose" Machine Head "Silver"</p>	<p><b>WXTM/St. Louis, MO</b> Shirley Friday 10pm-midnight Johnny Olin Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger Suzanne Lunger</p>	<p><b>WVDC/Washington, DC</b> Freddie's Closet Saturday 11pm-1am Freddie Heavy Metal 2000 EP "Wishes" Lead Earth "The Path I Choose" WVDC "Freddie" Primer 55 "Loose" Control Denied "Breaking The Broken"</p>

32 Total Reporters from the Active Rock and Rock panels.



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## #1 ROCK SPECIALTY SHOW CHART!

**FEATURING:**  
Queens Of The Stone Age  
Full Devil Jacket  
Coal Chamber

Airplay Includes:

WXRK WYSP WRIF KXXR KISW WXTM  
KBPI KUPD KUFO KLBK KLFX and more

Album Net Aggro  
8\*-5\*  
FMQB Metal  
8\*-6\*





# THIS ONE HAS LEGS. SPIDERS

ALREADY ON  
OVER 50  
ALTERNATIVE AND  
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KROQ  
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WAAF  
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## SNO-CORE 2000

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**SOLD OUT!**

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**ADD!**





## Stations and their adds listed alphabetically by market

### New & Active

**LIMP BIZKIT** Break Stuff (*Flip/Interscope*)  
Total Plays: 332, Total Stations: 35, Adds: 26  
**LONG BEACH DOB ALLSTARS** My Own Life (*DreamWorks*)  
Total Plays: 323, Total Stations: 25, Adds: 0  
**METHODS OF MAYHEM** New Skin (*MCA*)  
Total Plays: 275, Total Stations: 22, Adds: 0  
**COLLAPSID** Automatic (*Cherry/Universal*)  
Total Plays: 272, Total Stations: 23, Adds: 5  
**3 DOORS DOWN** Kryptonite (*Republic/Universal*)  
Total Plays: 254, Total Stations: 15, Adds: 4

**STIR** New Beginning (*Capitol*)  
Total Plays: 252, Total Stations: 36, Adds: 12  
**SYSTEM OF A DOWN** Spiders (*American/Columbia*)  
Total Plays: 188, Total Stations: 21, Adds: 13  
**KITTIE** Brackish (*NG/Artemis*)  
Total Plays: 187, Total Stations: 16, Adds: 2  
**CHRIS CORNELL** Preaching The End Of The World (*A&M*)  
Total Plays: 180, Total Stations: 15, Adds: 0  
**NOOGIE** Meantime (*Trauma*)  
Total Plays: 173, Total Stations: 19, Adds: 0

**GROOVE ARMADA I** See You Baby (*Electra/Jive*)  
Total Plays: 165, Total Stations: 13, Adds: 1  
**PETER SEARCY** Losing Light Fast (*Time Bomb*)  
Total Plays: 163, Total Stations: 17, Adds: 3  
**FOO FIGHTERS** Breakout (*Roswell/RCA*)  
Total Plays: 149, Total Stations: 8, Adds: 1  
**VIOLENT FEMMES** Sleepwalkin' (*Beyond*)  
Total Plays: 141, Total Stations: 17, Adds: 1

Songs ranked by total plays

### Reporters

**WEGX/Albany, NY**  
PD: John Albers  
1. FOMA APPLE 'Limp'  
2. RAGE AGAINST 'Fay'  
STR 'New'

**KTEG/Albuquerque, NM**  
PD: Scott Papak  
1. SEVEROUS 'Worm'  
2. KITTIE 'Brackish'

**WXXX/Atlanta, GA**  
PD: Brian Phillips  
1. LIMP BIZKIT 'Break'  
2. TRACY BONHAM 'Behind'  
3. FOMA APPLE 'Limp'  
4. STAND 'Home'

**WJSE/Atlantic City, NJ**  
PD: Blake Laurent  
1. MICHAEL ANASTASIO 'Stand'  
2. LIMP BIZKIT 'Break'  
3. EELS 'E's'  
4. TRACY BONHAM 'Behind'  
5. FOMA APPLE 'Limp'  
6. STAND 'Home'  
7. ROCKFORDS 'Silver'  
8. JEFF 'Dude'  
9. FLORENCE 'LPS Superstar'

**KRXX/Austin, TX**  
PD: Alan E Smith  
1. DAVE NOLAN 'Stand'  
2. DAVE NOLAN 'Stand'

**WCOW/Dingham, NY**  
PD: Stephen Shiner  
1. U2 'Ground'  
2. SMASHING PUMPKINS 'Stand'  
3. FOMA APPLE 'Limp'  
4. STAND 'Home'

**WVAJ/Birmingham, AL**  
PD: Dave Rouse  
1. HURRICANE SHANE 'Stand'  
2. LIMP BIZKIT 'Break'  
3. FOMA APPLE 'Limp'  
4. STAND 'Home'

**WVXX/Boston, MA**  
PD: Jason Johnson  
1. LIMP BIZKIT 'Break'  
2. FOMA APPLE 'Limp'  
3. STAND 'Home'

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3. STAND 'Home'

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2. FOMA APPLE 'Limp'  
3. STAND 'Home'

**WVXX/Boston, MA**  
PD: Jason Johnson  
1. LIMP BIZKIT 'Break'  
2. FOMA APPLE 'Limp'  
3. STAND 'Home'

**WOXY/Cincinnati, OH**  
PD: Mike Taylor  
1. U2 'Ground'  
2. SMASHING PUMPKINS 'Stand'  
3. SYSTEM OF A DOWN 'Spiders'  
4. LIMP BIZKIT 'Break'

**WAZC/Columbia, SC**  
PD: Gina Johnson  
1. FOMA APPLE 'Limp'  
2. LIMP BIZKIT 'Break'

**WWCO/Columbus, OH**  
PD: Andy Davis  
1. JACK DAVES 'Stand'  
2. EELS 'E's'  
3. FOMA APPLE 'Limp'

**WZAZ/Columbus, OH**  
PD: Matthew Harris  
1. STANDING 'Stand'  
2. SMASHING PUMPKINS 'Stand'

**KRAD/Corpus Christi, TX**  
PD: Cary Smith  
1. SYSTEM OF A DOWN 'Spiders'  
2. LIMP BIZKIT 'Break'  
3. BUCKLE UP 'Stand'

**KDGE/Dallas-Ft. Worth, TX**  
PD: Donna Deberry  
1. SMASHING PUMPKINS 'Stand'  
2. LIMP BIZKIT 'Break'  
3. FOMA APPLE 'Limp'

**WXEG/Dayton, OH**  
PD: Alan Rouse  
1. U2 'Ground'  
2. SMASHING PUMPKINS 'Stand'  
3. FOMA APPLE 'Limp'

**KTCL/Denver-Boilder, CO**  
PD: Mike O'Connor  
1. RAGE AGAINST 'Fay'  
2. LIMP BIZKIT 'Break'

**KOPH/Denver-Boilder, CO**  
PD: Mike O'Connor  
1. RAGE AGAINST 'Fay'  
2. LIMP BIZKIT 'Break'

**CRNX/Detroit, MI**  
PD: Murray Bouchard  
1. WOODEN JOHNSON 'Stand'  
2. LIMP BIZKIT 'Break'

**KMRO/Essex-Springfield, OR**  
PD: Dan Allen  
1. U2 'Ground'  
2. SMASHING PUMPKINS 'Stand'  
3. FOMA APPLE 'Limp'

**KFRS/Fayetteville, AR**  
PD: Kyle Gibson  
1. SMASHING PUMPKINS 'Stand'  
2. FLORENCE 'LPS Superstar'  
3. STAND 'Home'

**WJBY/Ft. Myers, FL**  
PD: Leo Daniels  
1. SMASHING PUMPKINS 'Stand'  
2. STAND 'Home'

**WEJF/Ft. Wayne, IN**  
PD: Kyle Gudevan  
1. LIMP BIZKIT 'Break'  
2. SMASHING PUMPKINS 'Stand'  
3. RAGE AGAINST 'Fay'

**KFRS/Fresno, CA**  
PD: Bruce Wayne  
1. LIMP BIZKIT 'Break'  
2. SMASHING PUMPKINS 'Stand'  
3. SYSTEM OF A DOWN 'Spiders'

**WGRD/Grand Rapids, MI**  
PD: Tony Williams  
1. LIMP BIZKIT 'Break'  
2. FOMA APPLE 'Limp'

**WXNR/Greenville, NC**  
PD: Jeff Sanders  
1. U2 'Ground'  
2. TRACY BONHAM 'Behind'  
3. EELS 'E's'

**WZEO/Hagerstown, MD**  
PD: Justin Davis  
1. FOMA APPLE 'Limp'  
2. U2 'Ground'  
3. SMASHING PUMPKINS 'Stand'

**WNRQ/Hartford, CT**  
PD: Dave Hill  
1. SYSTEM OF A DOWN 'Spiders'  
2. LIMP BIZKIT 'Break'

**KPHI/Honolulu, HI**  
PD: Mike Buege  
1. LIMP BIZKIT 'Break'  
2. U2 'Ground'  
3. STAND 'Home'

**KTZX/Houston-Galveston, TX**  
PD: Jim Trapp  
1. DAVE NOLAN 'Stand'  
2. PETER SEARCY 'Losing'  
3. COLLAPSID 'Automatic'

**WRLX/Indianapolis, IN**  
PD: Scott Jansson  
1. MICHAEL YANG 'Stand'  
2. LIMP BIZKIT 'Break'

**WFLA/Jacksonville, FL**  
PD: Russ Schmidt  
1. LIMP BIZKIT 'Break'  
2. TAMI 'Punchline'  
3. RADIOFORD 'Stop'

**WVFX/Knoxville, TN**  
PD: Dan Smith  
1. SYSTEM OF A DOWN 'Spiders'  
2. BLOODHOUND GANG 'Touch'

**KTFE/Lafayette, LA**  
PD: Rob Summers  
1. DAVE NOLAN 'Stand'  
2. P.O.D. 'Southern'

**WVVO/Lansing, MI**  
PD: Chris Grant  
1. MICHAEL ANASTASIO 'Stand'  
2. SMASHING PUMPKINS 'Stand'  
3. LIT 'Mourning'

**KTTE/Las Vegas, NV**  
PD: Dave Wellington  
1. KORN 'Bac'  
2. STR 'New'

**WXZZ/Lexington-Fayette, KY**  
PD: Derek Madden  
1. KORN 'Bac'  
2. STR 'New'

**KLEC/Little Rock, AR**  
PD: Corey Deitz  
1. LIMP BIZKIT 'Break'  
2. U2 'Ground'

**WLIR/Long Island, NY**  
PD: Gary Coe  
1. LIMP BIZKIT 'Break'  
2. BLOODHOUND GANG 'Touch'

**KROQ/Los Angeles, CA**  
PD: Kevin Weatherly  
1. GENE SANDERSON 'Stand'  
2. LIMP BIZKIT 'Break'

**WMAD/Madison, WI**  
PD: Pat Frazier  
1. AMY HADSON 'Stand'

**WHTG/Monmouth-Ocean, NJ**  
PD: Mike Suter  
1. FOMA APPLE 'Limp'  
2. COLLAPSID 'Automatic'

**KMBY/Monterey-Salinas, CA**  
PD: Chris White  
1. SYSTEM OF A DOWN 'Spiders'  
2. STR 'New'

**WZPC/Nashville, TN**  
PD: Brian Krzyz  
1. JIM PATRICK 'Stand'  
2. JASON JOYCE 'Stand'

**WVXX/New York, NY**  
PD: Steve Klugman  
1. LIMP BIZKIT 'Break'  
2. STAND 'Home'

**WVXX/New York, NY**  
PD: Steve Klugman  
1. LIMP BIZKIT 'Break'  
2. STAND 'Home'

**KMDF/New Orleans, LA**  
PD: Lura Jones  
1. RAGE AGAINST 'Fay'

**WVXX/New York, NY**  
PD: Steve Klugman  
1. LIMP BIZKIT 'Break'  
2. STAND 'Home'

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PD: Steve Klugman  
1. LIMP BIZKIT 'Break'  
2. STAND 'Home'

**WVXX/New York, NY**  
PD: Steve Klugman  
1. LIMP BIZKIT 'Break'  
2. STAND 'Home'

**WXXO/Pittsburgh, PA**  
PD: John Meschino  
1. LIMP BIZKIT 'Break'  
2. LIMP BIZKIT 'Break'

**WCYD/Portland, ME**  
PD: Herb Ivy  
1. BRIAN JAMES 'Stand'

**KNRK/Portland, OR**  
PD: Mark Hamilton  
1. JAY 'Stand'

**WDST/Poughkeepsie, NY**  
PD: Ron Van Warner  
1. RAGER MUMFORD 'Stand'

**WVXX/Providence, RI**  
PD: Tim Schiavelli  
1. BECKY POLASTRO 'Stand'

**KRZQ/Reno, NV**  
PD: Gay Dark  
1. LIMP BIZKIT 'Break'  
2. LIMP BIZKIT 'Break'

**KRZQ/Reno, NV**  
PD: Gay Dark  
1. LIMP BIZKIT 'Break'  
2. LIMP BIZKIT 'Break'

**KRZQ/Reno, NV**  
PD: Gay Dark  
1. LIMP BIZKIT 'Break'  
2. LIMP BIZKIT 'Break'

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PD: Gay Dark  
1. LIMP BIZKIT 'Break'  
2. LIMP BIZKIT 'Break'

**KRZQ/Reno, NV**  
PD: Gay Dark  
1. LIMP BIZKIT 'Break'  
2. LIMP BIZKIT 'Break'

**KITS/San Francisco, CA**  
PD: Ron Howell  
1. JAY TAYLOR 'Stand'

**KJEE/Santa Barbara, CA**  
PD: Eddie Geller  
1. SYSTEM OF A DOWN 'Spiders'  
2. BLOODHOUND GANG 'Touch'

**KNDD/Seattle-Tacoma, WA**  
PD: Phil Manning  
1. RAGE AGAINST 'Fay'  
2. GOODSMACK 'Yoo-hoo'

**WHMP/Springfield, MA**  
PD: Adam Wright  
1. RAGE AGAINST 'Fay'  
2. TRACY BONHAM 'Behind'

**WKRL/Syracuse, NY**  
PD: Mimi Griswold  
1. LIMP BIZKIT 'Break'  
2. BLOODHOUND GANG 'Touch'

**WKRL/Syracuse, NY**  
PD: Mimi Griswold  
1. LIMP BIZKIT 'Break'  
2. BLOODHOUND GANG 'Touch'

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**WKRL/Syracuse, NY**  
PD: Mimi Griswold  
1. LIMP BIZKIT 'Break'  
2. BLOODHOUND GANG 'Touch'

\* = Mediabase 24/7 monitored

81 Total Reporters  
81 Current Reporters  
81 Current Playlists

# Get On Board the...



**GROOVE ARMADA**

**"I See You Baby (Fatboy Slim Mix)"**  
from the album "Vertigo"

#1 Phones at WOXY  
Top 5 phones at KTCL, WFNX & WCYY  
Airplay Includes: KWOD, WLIR, KMBY KLLC



**On Tour In March**  
E: john.trepp@jiverecords.com  
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'An artistic victory' — Rolling Stone 3/2

'Groove Armada conquers L.A. Music fans' — L.A. Times 1/24

Album Gold in the UK & Australia  
3 Top 20 Singles in the UK





**JIM KERR**  
jimmkerr@rronline.com

## How To Sell A Small-Town Alternative

■ Owner/manager George Harris builds for the future in Binghamton

**W**hile there have been Alternative stations in markets of every size for some time now, the fact remains that the bulk of the format is concentrated in the top 50 markets. It's no surprise that one of the reasons for this is the difficulty of selling the format (and the 18-34 demo in general) in smaller markets. Even such things as event marketing and nontraditional revenue sources are limited in smaller markets due to the smaller population pool. Yet there are still stations in markets under No. 150 that are still programming the Alternative format — and doing it successfully.

This week I sat down and talked with **George Harris**, the owner and manager of one such station, WCDW-FM/Binghamton, NY. Harris' point of view is particularly interesting, for he is in the paradoxically strong, yet vulnerable, position of being an independent owner.

**R&R:** Historically, Alternative has had the reputation of being a major-market format, with demos that are very hard to sell in smaller markets. What's your perspective on that?

**GH:** That's tough for me to answer, since, to a certain degree, we are still introducing the format to the market. Binghamton hasn't had the luxury of being able to pick up this format on any outside signals other than TV, so it's still really new. It's

just like AOR was in the mid-'70s. You're garnering younger demos and hopefully going to grow with them over the next decade.

**R&R:** So your station isn't necessarily at the point where you'd expect big returns via sales.

**GH:** As a matter of fact, we're not. It's something you almost have to accept going in. Fortunately, I got in without a heavy debt burden and without too many problems or obligations, so I can grow a format. That sounds philosophically correct, but I have practical reasons too. I put this on as a new signal, and thus it's like any business that is brand-new — it takes a long time to get the ball up and rolling.

**R&R:** Why did you pick the

Alternative format?

**GH:** It is financially important to be a niche player in this type of market, and you have to find a niche that no one will bother you with. I think that's where we are. At this point in this market everybody is pretty much set in their own formats.

**R&R:** It sounds like you are building for the future. You know that you are a niche player and that you are appealing to a demo that isn't the most salable at the moment. What's the upside for you down the line?

**GH:** Well, you do have this attraction that is very strong locally, but how much this will attract in the future is hard to say, because we don't know whether we will have very large numbers over the next couple of years. If it follows the track that AOR did from the mid-'70s into the '80s, the way it just happened to explode, we've got a pretty healthy five or 10 years coming up. And the demos seem to be following that.

It's a nurturing process, and we are going to be doing it differently than perhaps AOR did it. So, from a national standpoint, that's where the concerns are: Can you sustain it? If I was somebody who had just purchased the station for several million dollars, I couldn't afford to do this format. I would have to do something much safer and more conservative.

By the way, I wouldn't say that the demos are not salable. They are salable; it's just that the numbers are small. The Northeastern markets tend to have problems with 12-35-year-olds who quickly abandon their areas and head to warmer, sunnier cli-

"We do well locally, we do OK regionally, but on a national level we don't do very much at all. If you are going to use the phrase 'not being salable,' it would refer to national sales more than anything else. Unfortunately, that's the largest category."

mates. You have a hole. Binghamton is like that — people graduate high school or college, stick around a couple of years and then leave. We do well locally, we do OK regionally, but on a national level we don't do very much at all. If you are going to use the phrase "not being salable," it would refer to national sales more than anything else. Unfortunately, that's the largest category.

**R&R:** Why is national revenue depressed?

**GH:** The biggest reason is that we haven't generated the shares we need to generate compared to the other radio stations with other formats. Fortunately, some of the national buys that do come down take format into account, but those are few and far between. Most of them look straight across the board. They'll just go with whatever the numbers dictate.

**R&R:** How do you make it work on the local sales side?

**GH:** Hiring the right account execs is important. Promotions are really important. Going to where your demos are is really important. There have to be remotes too. That is just survival. Yes, we want to get to the point where we don't have to deal with bars or less attractive clients, but in markets of this size with this format, you need to do remotes. When you get large enough and the rates get high enough, then they can't afford you anymore.

By the way, it's not necessarily bad to do remotes. You're getting down to the grass roots of the for-

mat. You are continuing to educate the people in the format. This market isn't a hip, up-and-coming, Silicon Valley type of market, so people need to be introduced to and educated about the format on a constant basis.

**R&R:** Many of the new profit centers in radio are event marketing and nontraditional revenue. Are those a big part of what your station does?

**GH:** I like those areas, and there are a lot of ways to make money with a radio station. But you really need the numbers to do that. When your cume is 1 million-plus people, it's easy to merchandise and have a merchandise wing that can make money doing that, but you really need the numbers.

**R&R:** So is it a bit early for your station to look at those types of things, or is your market size an issue?

**GH:** It is a bit early. We do some of that, but the type of cume that we are going to get at this time — and maybe even in the next few years — is just not high enough. We do not do a lot of that, but we do some.

**R&R:** It sounds like a tough battle in the short term.

**GH:** It's a grind. You do a format like this in a market this size, and it's a grind. But you know what? It's also a pleasure, and it's a great deal of fun, which is one of the stupid reasons I do this. I'm having a lot of fun, because financially it would probably make more sense for someone to come in and just do Oldies, but that would be boring as shit.

"You do a format like this in a market this size, and it's a grind. But you know what? It's also a pleasure, and it's a great deal of fun, which is one of the stupid reasons I do this."

**incubus**  
"Pardon Me"  
Jumps 20\*-14\* at BDS  
18 - 13 R&R Sales increase every week!  
BZ BUZZWORTHY





Principle Management Dublin/New York

Lyrics by Salim Rushdie.

#1 Most Added R&R Rock, including:  
WMMR WDVE KATT WBAB  
KSHE WLUM WZZO

Alternative Most Added for the Second Week in a Row, including:  
WFNS KDGE  
WFNX KNDD WXDX KFMA WXSX  
WEND

#1 Most Increased Airplay at Alternative!

R&R Debut 34  
BDS Debut 32\*



# THE MILLION DOLLAR HOTEL

THE FIRST SINGLE FROM THE SOUNDTRACK

## THE GROUND BENEATH HER FEET U2



# R&R Alternative Top 50

February 18, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (M)	WEEKS ON CHART	TOTAL STATIONS ADDED
	1	<b>RED HOT CHILI PEPPERS</b> Otherside (Warner Bros.)	2779	+219	271011	7	79/0
	2	<b>BLINK-182</b> All The Small Things (MCA)	2220	-131	195881	19	74/0
	4	<b>THIRD EYE BLIND</b> Never Let You Go (Elektra/EEG)	2084	-4	160969	7	66/0
	3	<b>FILTER</b> Take A Picture (Reprise)	1961	-180	184401	19	74/0
	5	<b>LIMP BIZKIT</b> Re-Arranged (Flip/Interscope)	1961	-121	219408	20	70/0
	9	<b>NO DOUBT</b> Ex-Girlfriend (Interscope)	1876	+167	177326	4	73/0
	7	<b>BUSH</b> Letting The Cables Sleep (Trauma)	1861	+51	168840	7	78/0
	6	<b>STROKE9</b> Little Black Backpack (Cherry/Universal)	1832	-58	158179	23	64/0
	10	<b>LIT</b> Miserable (RCA)	1797	+143	135286	10	76/3
	11	<b>VERTICAL HORIZON</b> Everything You Want (RCA)	1668	+72	117906	14	64/1
	12	<b>KID ROCK</b> Only God Knows Why (Top Dog/Lava/Atlantic)	1583	+13	130369	9	62/0
	13	<b>CURE</b> Maybe Someday (Fiction/Elektra/EEG)	1546	+32	129472	4	76/0
	18	<b>INCUBUS</b> Pardon Me (Immortal/Epic)	1472	+10	138108	15	72/0
	17	<b>OASIS</b> Go Let It Out (Epic)	1466	+3	127422	5	71/1
	15	<b>FOO FIGHTERS</b> Learn To Fly (Roswell/RCA)	1399	-90	155251	20	66/0
	21	<b>CREED</b> What If (Wind-up)	1326	-39	124391	6	64/1
	14	<b>RAGE AGAINST THE MACHINE</b> Guerrilla Radio (Epic)	1294	-203	166167	18	62/0
	20	<b>BUSH</b> The Chemicals Between Us (Trauma)	1285	-128	128911	21	68/0
	16	<b>KORN</b> Falling Away From Me (Immortal/Epic)	1276	-195	166800	14	62/0
	22	<b>APOLLO FOUR FORTY</b> Stop The Rock (550 Music/Epic)	1180	+44	97597	6	71/0
	8	<b>SMASHING PUMPKINS</b> The Everlasting Gaze (Virgin)	1144	-584	96520	8	68/0
	23	<b>FOO FIGHTERS</b> Stacked Actors (Roswell/RCA)	1137	+55	63219	4	63/0
<b>Breaker</b>	23	<b>SMASHING PUMPKINS</b> Stand Inside Your Love (Virgin)	1135	+758	130304	2	69/13
	24	<b>LIVE</b> Run To The Water (Radioactive/MCA)	1132	+68	108402	3	62/4
	27	<b>MOBY</b> Natural Blues (V2)	1092	+67	117423	7	58/0
	25	<b>SUICIDE MACHINES</b> Sometimes I Don't Mind (Hollywood)	1087	+41	85571	7	64/0
	19	<b>NINE INCH NAILS</b> Into The Void (Nothing/Interscope)	1077	-373	70427	12	65/0
	29	<b>OUR LADY PEACE</b> Is Anybody Home? (Columbia)	1041	+39	69909	5	58/1
	28	<b>311</b> Flowing (Capricorn)	1009	+1	73593	6	59/0
	30	<b>METALLICA</b> No Leaf Clover (Elektra/EEG)	955	-36	124779	10	39/0
	33	<b>KORN</b> Make Me Bad (Immortal/Epic)	928	+288	96470	2	67/7
	26	<b>POWERMAN 5000</b> Nobody's Real (DreamWorks)	906	-125	79931	11	57/0
	32	<b>GODSMACK</b> Voodoo (Republic/Universal)	735	+78	89573	5	31/5
<b>Debut</b>	34	<b>U2</b> The Ground Beneath Her Feet (Interscope)	711	+581	91106	1	56/28
	31	<b>R.E.M.</b> The Great Beyond (Warner Bros.)	702	-177	74687	13	44/0
<b>Debut</b>	35	<b>RAGE AGAINST THE MACHINE</b> Sleep Now In The Fire (Epic)	689	+395	89481	1	60/8
	38	<b>BECK</b> Mixed Bizness (DGC/Geffen)	653	+174	55512	2	41/1
	36	<b>STAINED</b> Home (Flip/Elektra/EEG)	610	+82	52281	3	50/8
	34	<b>LIMP BIZKIT</b> Crushed (Geffen)	515	-86	44377	7	29/0
	40	<b>JIMMIE'S CHICKEN SHACK</b> Trash (Rocket/IDJMG)	513	+79	25582	2	43/1
	44	<b>P.O.D.</b> Southtown (Atlantic)	476	+77	43857	2	37/3
	42	<b>A3</b> Woke Up This Morning (C2/Columbia)	467	+62	62440	2	27/2
	35	<b>OWSLEY</b> I'm Alright (Giant/WB)	449	-84	35196	12	25/0
<b>Debut</b>	41	<b>SEVENDUST</b> Waffle (TVT)	430	+128	29343	1	38/4
	43	<b>BLINK-182</b> Adam's Song (MCA)	416	+14	92121	3	15/2
	39	<b>SMASH MOUTH</b> Then The Morning Comes (Interscope)	386	-49	33777	19	22/0
	37	<b>COUNTING CROWS</b> Hanginaround (DGC/Geffen)	377	-117	33599	18	22/0
<b>Debut</b>	42	<b>BLOODHOUND GANG</b> The Bad Touch (Republic/Geffen)	347	+186	52996	1	27/12
	45	<b>MARCY PLAYGROUND</b> Bye Bye (Capitol)	341	-54	15389	4	23/0
<b>Debut</b>	49	<b>ANGIE APARO</b> Spaceship (Melisma/Arista)	337	+31	16882	1	31/4

## Most Added.

ARTIST TITLE LABEL(S)	ADDS
<b>U2</b> The Ground Beneath Her Feet (Interscope)	28
<b>LIMP BIZKIT</b> Break Stuff (Flip/Interscope)	26
<b>FIONA APPLE</b> Limp (Clean Slate/Epic)	16
<b>EELS</b> Mr. E's Beautiful Blues (DreamWorks)	14
<b>SMASHING PUMPKINS</b> Stand Inside Your Love (Virgin)	13
<b>SYSTEM OF A DOWN</b> Spiders (American/Columbia)	13
<b>STR</b> New Beginning (Capitol)	12
<b>BLOODHOUND GANG</b> The Bad Touch (Republic/Geffen)	12
<b>RAGE AGAINST THE MACHINE</b> Sleep Now In... (Epic)	8
<b>STAINED</b> Home (Flip/Elektra/EEG)	8
<b>RADFORD</b> Don't Stop (RCA)	8

## Jimmie's Chicken Shack

"Trash"

R&R Alternative 40  
New This Week: WJBX

On Tour With 311  
This Spring



The Island Def. Jam Music Group / A Universal Music Company

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>SMASHING PUMPKINS</b> Stand Inside... (Virgin)	+758
<b>U2</b> The Ground Beneath Her Feet (Interscope)	+581
<b>RAGE AGAINST THE MACHINE</b> Sleep Now... (Epic)	+395
<b>KORN</b> Make Me Bad (Immortal/Epic)	+288
<b>RED HOT CHILI PEPPERS</b> Otherside (Warner Bros.)	+219
<b>STR</b> New Beginning (Capitol)	+209
<b>BLOODHOUND GANG</b> The Bad Touch (Republic/Geffen)	+186
<b>BECK</b> Mixed Bizness (DGC/Geffen)	+174
<b>NO DOUBT</b> Ex-Girlfriend (Interscope)	+167
<b>LIT</b> Miserable (RCA)	+143

## Breakers.

**SMASHING PUMPKINS**  
Stand Inside Your Love (Virgin)

TOTAL PLAY INCREASE	TOTAL STATIONS ADDED	CHART
1135/758	69/13	●

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



81 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 2/6-Saturday 2/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 1000 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

# SEVENDUST WAFFLE

"Waffle" is a song about waffling between decisions...we didn't *waffle*, we put it right in, and it's ALREADY TOP 5 CALL YOU!!!

"Waffle" is a HIT...please pass the syrup."

Dave Wellington, PD-KXII Las Vegas



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WVMI WXTB KBPL KUTO KRKQ

R&R Alternative Debut 44  
R&R Active Rock 38 - 32  
R&R Rock Debut 45

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music

march 15-19  
austin texas



2000





# Break Through

## Artist

**THE BLOODHOUND GANG**

Track: "THE BAD TOUCH"

LP: **HOORAY FOR BOOBIES**

Label: **REPUBLIC/UNIVERSAL**

By **Jeanette Grgurevic**  
Asst. Alternative Editor

**e**ssentials: According to vocalist Jimmy Pop, the truth about The Bloodhound Gang (Jimmy Pop, vocals; Lupus Thunder, guitar; Evil Jared Hasselhoff, bass; DJ Q-Ball, DJ; and Willie The New Guy, drums) is that in 1993 they started "playing as a joke. We were a Depeche Mode cover band." The problem with Jimmy Pop is that you can never tell when he is being truthful or being sarcastic — only a year after he made that remark, The Bloodhound Gang seemed to have been working a little too hard to have started out as a joke. Within that year they produced a couple of demos that eventually led to the *Dingleberry Haze* EP on Cheese Factory and 1995's *Use Your Fingers* album on Columbia.

After *Use Your Fingers* failed miserably, some of the original bandmembers left. That left Jimmy Pop and Lupus Thunder alone to meet tour obligations, so the two were forced to put a touring band together quickly. Jimmy Pop called Evil Jared, a friend from Temple University, to play bass. Jared eventually brought his friend Spank G. to play drums (he was later replaced by Willie The New Guy), and DJ Q-Ball joined in on the fun after being recommended by his cousin.

Shortly after their reincarnation, the new and improved Bloodhound Gang set out to record a new album. The end result, in September of 1996, was *One Fierce Beercoaster*, which was released on Republic and then rereleased on Geffen in December.

Since then The Bloodhound Gang have released their latest album, *Hooray for Boobies*, and toured with the likes of Beck, Blink-182, Everclear, Smash Mouth and Pennywise, just to name a few. They will continue to tour in support of their latest release until June 1, 2001 and already have plans to release a new album at about the same time.

**Artist POV:** (Jimmy Pop, who names *The Howard Stern Show* as a key influence) "We try to hurt everyone's feelings. It makes us feel better about ourselves."



Phil Grosch, MD  
WEJE/Ft. Wayne, IN

## Phil Grosch ON THE RECORD

Rage Against The Machine's "Guerilla Radio" and Korn's "Falling Away From Me" are our two most heavily requested songs right now. ■ We just put The Cure in. I was a little hesitant about it at first because, after all, this is Indiana, where Ozzy rules. But believe it or not, a lot of our older demo is calling and requesting it. We also just put Bloodhound Gang's "The Bad Touch" in, and for just having put it in rotation, it's getting a huge response. ■ On a personal level, I'm really liking 311's "Flowing" and Owsley's "I'm Alright." Those two are my favorites right now. I really like the Oasis as well. ■ We've been playing around with Bobby Gaylor's "Suicide." It wasn't my personal favorite, but we decided to put it on twice, once in the midday and once in the afternoon, and people started calling and asking about it. Since then we've been spiking it in here and there. Actually, for the amount of time we've played it, it probably averages out to be one of our most-requested songs, based on the few times it's been played.

**ON THE RADIO**  
by Jim Kerr

U2  
Fiona Apple  
The Eels  
Methods Of Mayhem  
Lit  
The Foo Fighters  
Third Eye Blind  
No Doubt  
Moby  
Stir

RECORD OF THE WEEK Bloodhound Gang  
"The Bad Touch"

**flowing**  
the new single & video from the album "soundsystem"

## ON THESE MAJORS:

KROQ	WPLY	99X
LIVE 105	KXPK	WEND
Q101	WFNX	KNDD
KPNT	X96	KXTE
WBCN	WHFS	KEDJ
KTCL	WROX	KKND
KCXX	KWOD	WBRU
WZAZ	WMRQ	WPBZ

and many more



## Most Played Recurrents

CREED Higher (Wind-up)
STAIN'D Mudshovel (Flip/Elektra/EEG)
LIVE The Dolphin's Cry (Radioactive/MCA)
LIT My Own Worst Enemy (RCA)
BLINK-182 What's My Age Again? (MCA)
RED HOT CHILI PEPPERS Around The World (Warner Bros.)
RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)
LO FIDELITY ALLSTARS Battle Flag (Skint/Sub Pop/Columbia)
KID ROCK Cowboy (Top Dog/Lava/Atlantic)
SANTANA F/EVERLAST Put Your Lights On (Arista)
FUEL Shimmer (550 Music/Epic)
OFFSPRING The Kids Aren't Alright (Columbia)
LENNY KRAVITZ Fly Away (Virgin)
LIMP BIZKIT Nookie (Flip/Interscope)
GODSMACK Keep Away (Republic/Universal)
COLLECTIVE SOUL Heavy (Atlantic)
SANTANA F/ROB THOMAS Smooth (Arista)
GODSMACK Whatever (Republic/Universal)
OLEANDER Why I'm Here (Republic/Universal)
EVE 6 Inside Out (RCA)

## ALTERNATIVE

AIR Playground Love (Astrakwerks/Virgin)
CATATONIA Road Rage (Atlantic)
CHEMICAL BROTHERS Hey Boy, Hey Girl (Astrakwerks/Virgin)
CUPCAKES Vidiots: Take It To The Next Level (DreamWorks)
KORN Make Me Bad (Immortal/Epic)
NINE INCH NAILS Absolutely (Story Of A Girl) (550 Music/Epic)
STEREOPHONICS Roll Up And Shine (V2)

## TUNED-IN

ALTERNATIVE

R&R/MEDIABASE 24/7



WROX/Norfolk

11am

NIRVANA Come As You Are  
 OFFSPRING The Kids Aren't Alright  
 FOO FIGHTERS Learn To Fly  
 CHOPPER ONE A Punk Named Josh  
 KORN A.D.I.D.A.S.  
 RED HOT CHILI PEPPERS Otherside  
 SPONGE Moly  
 METALLICA No Leaf Clover  
 BEASTIE BOYS Alive  
 SMASHING PUMPKINS The Everlasting Gaze  
 311 Don't Stay Home  
 TOWN You Wanted More  
 CHEMICAL BROTHERS Let Forever Be

4pm

CRAZY TOWN Toxic  
 PEARL JAM Alive  
 LIMP BIZKIT Break Stuff  
 PRIMUS Jerry Was A Race Car Driver  
 FILTER Take A Picture  
 85T0P87 Satisfied  
 2 SONNY J'S Riot Nrrrrddd  
 SYSTEM OF A DOWN D-Devil  
 INCUBUS Pardon Me  
 PRODIGY Breathe  
 FOO FIGHTERS Stacked Actors  
 PENNYWISE Alien  
 APOLLO FOUR FORTY Stop The Rock  
 311 Beautiful Disaster

8pm

SMASHING PUMPKINS Zero  
 COLLECTIVE SOUL Heavy  
 311 Flowing  
 ROLLING BAND Illumination  
 DAYS OF THE NEW TOUCH, Peel And Stand  
 FILTER Take A Picture  
 JANE'S ADDICTION Been Caught Stealing  
 LIMP BIZKIT Break Stuff  
 BLOODHOUND GANG Fire Water Burn  
 PRIMUS Electric Uncle Sam  
 RED HOT CHILI PEPPERS Scar Tissue  
 FOO FIGHTERS Stacked Actors  
 INSANE CLOWN POSSE Play With Me  
 BLINK-182 All The Small Things



KCXX/Riverside

11am

HOLE Celebrity Skin  
 BUSH Letting The Cables Sleep  
 JOYDROP Beautiful  
 SMASHING PUMPKINS Today  
 COLLECTIVE SOUL Heavy  
 SPACEHOG In The Meantime  
 311 Flowing  
 PEARL JAM Evenflow  
 RED HOT CHILI PEPPERS Otherside  
 BLINK 182 All The Small Things  
 STONE TEMPLE PILOTS Down  
 ALICE IN CHAINS Fear The Voices  
 APOLLO FOUR FORTY Stop The Rock  
 KID ROCK Only God Knows Why

4pm

FOO FIGHTERS This Is A Call  
 RAGE AGAINST THE MACHINE Guerrilla Radio  
 PEARL JAM I Got Id  
 OFFSPRING She's Got Issues  
 BEN HARPER Forgiven  
 NIXX Devil Inside  
 LIMP BIZKIT Crushed  
 KID ROCK Bawitdaba  
 BLUR Song 2  
 METALLICA No Leaf Clover  
 INCUBUS Pardon Me  
 EVERCLEAR Everything To Everyone  
 LIVE Lightning Crashes

8pm

HOLE Malibu  
 BUSH Greedy Fly  
 GODSMACK Voodoo  
 OFFSPRING Come Out And Play...  
 METALLICA No Leaf Clover  
 PEARL JAM Dissident  
 STONE TEMPLE PILOTS Vasoline  
 LIMP BIZKIT Crushed  
 INCUBUS Pardon Me  
 MARILYN MANSON The Dope Show  
 SEVEN MARY THREE Cumbersome  
 BLINK-182 All The Small Things  
 KORN Got The Life  
 STATIC-X Push It  
 NINE INCH NAILS The Perfect Drug



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Monday 27. © 2000, R&R Inc.



U.S. Tour continues to sell out!

# ben harper

## "steal my kisses"

New Adds include:  
 KFOG, KAEP, KPKX, WDHA  
 Reacting at KTCL 13x, 91X 18x,  
 WDST 17x, WBTZ 16x  
 Top Ten at Adult Alternative

Appearing on  
 Letterman  
 March 2nd

"Forgiven" New adds include WMRQ  
 Already on KNDD 13x, KCXX 16x, WOXY 17x

Management: JP Plunier





## New Music Specialty Shows

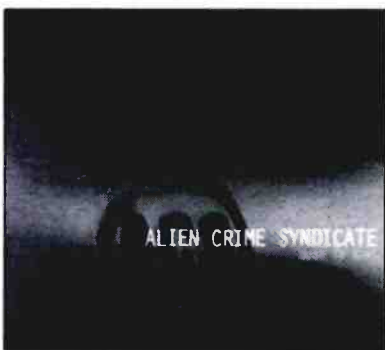
R&R's Exclusive Look At The Cutting Edge Of Alternative

### Courtney Blah

By **Jeanette Grgurevic**  
Asst. Alternative Editor

**N**erf Herder want to show you how to meet girls like Courtney Love. Obviously everyone is paying attention, because they're at No. 1 this week. Bloodhound Gang drop one spot to No. 2. The Eels move up three spots to No. 3, and MDFMK stay flat at No. 8. Debuts this week include The Llama Farmers, in at No. 8, Clinton at No. 6, Paul Van Dyk at No. 10, Frankie Machine at No. 14 and Chumbawamba at No. 15.

Things keeps getting better and better every week as far as new music is concerned. Melankolic/Astralwerks/Virgin artist **Day One** (who have the overall feel of Primitive Radio Gods meet Soul Coughing) have a couple of really cool songs up their sleeves. Their new album, *Ordinary Man*, has a number of great songs, but I really liked "Bedroom Dancing" and "Trying Too Hard." Other things worth checking out, if you haven't already, are Millencolin on Epitaph/Burning Heart.



Gorky's Zygotic Mynci's "Poodle Rockin'" on Mantra UK (this one is a lot of fun if you're into fuzzy guitar Brit rock), Alien Crime Syndicate on Collective Fruit (these guys are incredible) and Zeke on Epitaph (they're really cool for a taste of some old-school punk rock).

I'm really looking forward to R&R Convention 2000 and all the great bands we'll have playing. So mark your calendars for June 15-17. Wow, that's right around the corner! **Records Of The Week:** Saves The Day, Organica, Clinton

## Specialty Show Reporters

Shows and their Top 5 songs listed alphabetically by market

<p><b>WEQX/Albany, NY</b> Download Sunday 7-10pm Jeff White William Orbit "Barbers" Adagio Groove Armada "I See You Baby" Ren Harge "Steal My Kisses" Souhwa "Too Many DJs" Bernard Butler "I Do It Anyway"</p>	<p><b>WEJE/Fl. Wayne, IN</b> New Music Show Sunday 7:30-8:30pm Wesell No Doubt "Ex-Girlfriend" Oasis "Go Let It Out" Cradle "What If" Volent Femmes "Sleepwalkin" Cure "Maybe Someday"</p>	<p><b>KEDJ/Phoenix, AZ</b> Sneak Sunday 10pm-1am Crown Microbehead Pillars "Clambrng" Nerf Herder "Courtney" Daddy Boy "We'll Find A Way" Ari "Fatal Immortal" Toy Dolls "Devil Went Down"</p>	<p><b>KITS/San Francisco, CA</b> Soundcheck Sunday 9pm-10pm Aaron Aszeton Bloodhound Gang "The Bad Touch" Pass Pass "Intros" Get Up Kids "10 Minutes" Oasis "Where Did It All" Frankie Machine "Sell Me"</p>
<p><b>WBCH/Boston, MA</b> Regional Emissions Sunday 9-11pm O'Donoghue/Robert O Beck "Mixed Bizness" Tara MacLean "If I Fall" Chemical Brothers "Hey Boy, Hey Girl" Morphine "A Good Woman Is" Haywood "Newbie Zombi"</p>	<p><b>WEEQ/Hagerstown, PA</b> New Music This Sunday 9-11pm Austin Davis No Doubt "Ex-Girlfriend" Fiona Apple "Limp" Bloodhound Gang "The Bad Touch" Jimmy's Chicken "Trash" Angus Asaro "Spaceship"</p>	<p><b>WXDX/Pittsburgh, PA</b> Edge Of The X Sunday 9-11pm Lenny Davis Smashing Pumpkins "Stand Inside Your Mind" Morphine "Take Me With You" Filer "The Best Things" Step Kings "Right Is Wrong" On "Soluble Words"</p>	<p><b>KJEE/Santa Barbara, CA</b> Dissonant Tendencies Monday 10:00-11:00pm John Schaeffer On "Soluble Words" Tomovsky "Let's Do It" Refused "New Noise" Nerf Herder "Courtney" Llama Farmers "Get The Keys To Go"</p>
<p><b>WFNX/Boston, MA</b> The First Contact Friday midnight-2am Charlie Stroke "I Wish I Had" Underworld "18 Babes" On "Soluble Words" Llama Farmers "Get The Keys To Go" Eels "Mr. E's Beautiful"</p>	<p><b>WPLA/Jacksonville, FL</b> Forbidden Planet Saturday 8pm-1am Robert Goodman Frankie Machine "Sell Me" Kite "Brackish" MDFMK "Rabble Rouser" Gob "Paint It Black" Refused "New Noise"</p>	<p><b>KNRK/Portland, OR</b> Something Cool Sunday midnight-1am Jenna Cooney Llama Farmers "Get The Keys To Go" No. 2 "Crucial Miss" Nerf Herder "Courtney Love" New Order "Brat" Zoppa "One Sun"</p>	<p><b>KNDQ/Seattle, WA</b> Loudspeaker Sunday 11:00pm-midnight Bill Reid Snapcase "Typecast Modulator" Mary Lou Lord "Am Low" Young Kings "Emperor In The Sky" Nerf Herder "Courtney" Nerf Herder "Courtney"</p>
<p><b>WOXY/Cincinnati, OH</b> 11 O'Clock News Tuesday 11pm-midnight Mike Taylor Bastiks "Shiny Shoes" Shivaree "Goodnight Moon" Goldfinger "99 Left Balloons" Wuolenski "5 Minutes At 4 AM" Standby "Bravly"</p>	<p><b>KXTE/Las Vegas, NV</b> 11 Hurts When I Piss Sunday 10pm-11pm Tank and Young Marc One Minute Silence "Holy Man" Nerf Herder "Courtney" Fiona Apple "Limp" U.S. Crush "Bleed" SRC "Yukan" Bloodhound Gang "The Bad Touch"</p>	<p><b>WCY/Portland, ME</b> Spaced Thursday 7-9pm Shawn Jeffrey Chumbawamba "She's Got All" Fiona Apple "Limp" MDFMK "Rabble Rouser" Radford "Don't Stop" Junge Brothers "Freakin' You"</p>	<p><b>KPNT/St. Louis, MO</b> New Music Sunday Sunday 7-9:30pm Les Aaron Nerf Herder "Courtney" D. Dra'Emmin "Forget About Dre" Oasis "Sunday Morning Call" Llama Farmers "Get The Keys To Go" Andreas Johnson "Glorious"</p>
<p><b>WARQ/Columbia, SC</b> 7200 Seconds Sunday 8-10 Travis MDFMK "Rabble Rouser" O'Dell "Brackish" Oscar "13" Pillars "Agua" Mindless Self "Batches"</p>	<p><b>WLIR/Long Island, NY</b> Left Of Center Sunday 9-10:30pm Jerry Rubino On "Shifting Skin" Anniversary "All Things Ordinary" Pinehurst Kids "Burn Alone" Eels "Mr. E's Beautiful" 60 Ft. Dolls "Let It Snow"</p>	<p><b>WDSI/Poughkeepsie, NY</b> Indie Flux Thursday 10:30-11:30pm Justin Haberz Modest Mouse "Sleepwalkin" Primo "Lacquer Head" Organica "#501" Black Heart "Destroying The City" Iggly Pop "Corruption"</p>	<p><b>KWXS/Tallahassee, FL</b> Underground Lounge Sunday 8-10pm Rob The Lounge Lizard MDFMK "Rabble Rouser" Limp Bizkit "N 2 Gether" Goldfinger "99 Left Balloons" Beck "Mixed Bizness" Long Beach Dub "My Own Life"</p>
<p><b>WFCD/Columbus, OH</b> Inevitable Hits Hour Sunday 7-9pm Curtis "The" Schleiber Michael Penn "MP4" Haywood "The Men Called" Capitol Radio "Various" Lucy Peterson "unknown" Everton Bender "Live At The"</p>	<p><b>KRQQ/Los Angeles, CA</b> Reddy On The 100 Sunday midnight-2am Reddy Ringmaster Smash Mouth "Waste" Travis "Coming Around" Capogliese "Take It To" Tuli "unknown" Stereophonics "Hurry Up And Wait"</p>	<p><b>WBRU/Providence, RI</b> Brooding And Entering Wednesday midnight-2am Becky Palatinsky Eels "Mr. E's Beautiful" William Orbit "Barbers" Adagio Dixie Chicks "My Beautiful Friend" Bernard Butler "I Do It Again II" Chumbawamba "She's Got All"</p>	<p><b>KFMA/Tucson, AZ</b> Fuel Department Sunday 8-9pm Matt Spary Mr. Fusion "Sourpuss" Bastiks "Shiny Shoes" Lena Nassy "Charm Attack" Penywise "Victim Of Reality" Boner "Superfly"</p>
<p><b>KRAD/Corpus Christi, TX</b> Rad Radio Sunday 9pm-7pm J.J. The Boss Limp Bizkit "Break Stuff" Beck "Mixed Bizness" Eels "Baby's Got A New" Chemical Brothers "Hey Boy, Hey Girl" Patton "What's It Like To..."</p>	<p><b>WHTG/Monmouth, NJ</b> The Underground Sunday 11pm-midnight Joni and Matt Eels "Mr. E's Beautiful" Figgs "Waiting For..." Reverend Horton "The Girl In Blue" Harmont On Ice "Tim Gonna Watch" Clinton "People Power In..."</p>	<p><b>KRZQ/Reno, NV</b> Waka The Hoopsters Saturday 10pm-12am Primo "Lacquer Head" Saves The Day "They Being Cool" Snapcase "Designs For" Gob "Paint It Black" Modest Mouse "Making Something" Nerf Herder "How To Meet Girls"</p>	<p><b>KMYZ/Visco, OK</b> New From The Edge Tuesday 11:00-1:00am Rapping Smashing Pumpkins "Stand Inside Your Mind" Overcast "Stompbox" Kite "Brackish" Noque "Meatime" 8 Staps "Satisfied"</p>
<p><b>KDGE/Dallas, TX</b> Adventures Club Sunday 8-9pm Josh Venable The The "Shrunken Man" Cars "There Is No If" Yo La Tengo "Saturday" Morphine "A Good Woman Is" Nerf Herder "Courtney"</p>	<p><b>KMBY/Monterey, CA</b> Timeshow Sun.-Sun. midnight-12:30 DJ David X Suck-O-Mine "Pass The Dutchie" No Doubt "Fatal Hate '95" Hoggs "Love It" Madness "One Step Beyond" Goldfinger "99 Left Balloons"</p>	<p><b>KWOD/Sacramento, CA</b> Alternative Beat Sunday 10pm-2am DJ David X Snow Patrol "Starfighter Pilot" The Beach "Soundcheck" Angus Asaro "Spaceship" Bob Marley "Rainbow Country" Methods Of Mayhem "New Skin"</p>	<p><b>WFWS/Washington, DC</b> New Music This Sunday 8:00pm-10:30pm Dave Marsh Frankie Machine "Sell Me" Eels "Mr. E's Beautiful" Stroke "I Wish I Had" Cobra Verde "One Step Away" Cooter "Looking Up"</p>
<p><b>WXEG/Dayton, OH</b> The X Spin Cycle Sunday 9-10:30pm Miles Asato Fiona Apple "Limp" Live "Run To The Water" U.S. Crush "Bleed" Moby "Natural Blues" Radford "Don't Stop"</p>	<p><b>WXRK/New York, NY</b> The "Buzz" Sunday midnight-2am Bliss (Penny/Penny) Robinson Apartment 25 "Backwards" New Order "Brat" Roadrats "Silver Lining" Primo "Lacquer Head" 311 "Flowing"</p>	<p><b>KCOJ/San Bernardino, CA</b> Stromo X Saturday 9pm-2am Bliss (Penny/Penny) James Full Devil Jacket "Stan" Static X "Push It" Kite "Brackish" Rollie Band "Hemination" Snapcase "Typecast Modulator"</p>	<p><b>WSPB/West Palm Beach, FL</b> Electronic Buzz Saturday midnight-2am The Rush 20 Paul Van Dyk "Another Way" Rabun "When I Be On" Westbam "Some Empire" Freshkaka "Are U Happy?" Static X "Push It"</p>
<p><b>WJAX/Fl. Myers, FL</b> 80 Xtreme Sunday 9-10pm Lambert Lords Of Acid "Acid Queen" Dearness "Over You" Kite "Brackish" Snapcase "Mixed" SRC "Yukan"</p>	<p><b>WPLY/Philadelphia, PA</b> I-Hot Sunday 9pm-10:30pm Dan Felt Air "Playground Love" Ben Harper "Steal My Kisses" Smashing Pumpkins "100 The Morning" Supergods "Moving" Travis "Yuka"</p>	<p><b>XTRA/San Diego, CA</b> Floorshow Sunday midnight-1am Action DJ History Ten Pound Brown "Make The Stage" Nerf Herder "Courtney" Jack Johnson "Middle Man" Gob "Paint It Black" Clinton "People Power In..."</p>	<p><b>WSFM/Wilmington, NC</b> Final Hour Wednesday 11pm-midnight Justin A. Geller 8 Staps "Satisfied" Jack Johnson "Middle Man" Kite "Brackish" R.O.D. "Southwest" SRC "Yukan"</p>

## R&R Top 20 Artists

February 18, 2000

- 1 NERF HERDER (Honest Don's/ Fat Wreck Chords) "Courtney"
- 2 BLOODHOUND GANG (Republic/Geffen) "The Bad Touch"
- 3 EELS (DreamWorks) "Mr. E's Beautiful Blue"
- 4 BERNARD BUTLER (Creation/Columbia) "I'd Do It Again If I Could"
- 5 MDFMK (Republic/Universal) "Rabble Rouser"
- 6 CLINTON (Astralwerks) "People Power In The Disco Hour"
- 7 CHEMICAL BROTHERS (Astralwerks/Virgin) "Hey Boy, Hey Girl"
- 8 LLAMA FARMERS (Beggars Banquet) "Get The Keys And Go"
- 9 KITTIE (Ng/Artemis) "Brackish" "Paper Dolls"
- 10 PAUL VAN DYK (Mute) "Another Way" "Avenue"
- 11 FLAMING LIPS (Warner Bros.) "Waiting For A Superman"
- 12 SNOW PATROL (Jeepster UK) "Starfighter Pilot" "Fifteen Minutes..."
- 13 ON (Epic) "Soluble Words" "Shifting Skin"
- 14 FRANKIE MACHINE (Mammoth) "Sell Me"
- 15 CHUMBAWAMBA (Republic/Universal) "She's Got All The Friends..."
- 16 BECK (DGC/Geffen) "Mixed Bizness"
- 17 SNAPCASE (Victory) "Typecast Modulator" "Target"
- 18 PRIMUS (Prawn Song/Interscope) "Lacquer Head"
- 19 GOB (Nettwerk) "Paint It Black"
- 20 MUZE (Maverick/Taste Media) "Cave"

Ranked by total number of shows reporting artist.

40 Total Reporters

Going for Specialty Show airplay now

From the Capricorn album "Calling All Cars On The Vegas Strip"

juicer superman

As heard on: WBCN WIFS WJBX and more



February 18, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
	1	<b>TRACY CHAPMAN</b> Telling Stories (Elektra/EEG)	571	+22	41701	7	27/0
	2	<b>STEELY DAN</b> Cousin Dupree (Giant/Reprise)	483	-11	34632	6	25/0
	3	<b>VERTICAL HORIZON</b> Everything You Want (RCA)	439	-6	23835	13	18/1
	4	<b>R.E.M.</b> The Great Beyond (Warner Bros.)	417	-86	36121	13	20/0
	5	<b>FILTER</b> Take A Picture (Reprise)	370	-21	29200	12	19/0
	6	<b>THIRD EYE BLIND</b> Never Let You Go (Elektra/EEG)	368	+3	23445	5	19/0
	7	<b>BEN HARPER</b> Steal My Kisses (Virgin)	349	+52	19280	4	25/2
	8	<b>COUNTING CROWS</b> Hanginaround (DGC/Geffen)	331	-39	26027	18	23/0
	9	<b>KENNY WAYNE SHEPHERD BAND</b> Last Goodbye (Giant/Reprise)	331	-3	26839	9	18/0
	10	<b>MOBY</b> Porcelain (V2)	309	-31	16716	12	21/0
	11	<b>STING</b> Desert Rose (A&M)	298	+27	17224	5	22/2
	12	<b>MELISSA ETHERIDGE</b> Enough Of Me (Island/IDJMG)	294	+34	18857	3	21/0
	13	<b>FOO FIGHTERS</b> Learn To Fly (Roswell/RCA)	289	-40	22161	17	16/0
Breaker	14	<b>BOB DYLAN</b> Things Have Changed (Columbia)	279	+73	22045	2	23/4
Breaker	15	<b>U2</b> The Ground Beneath Her Feet (Interscope)	277	+187	35275	1	25/16
Breaker	16	<b>CURE</b> Maybe Someday (Fiction/Elektra/EEG)	271	+28	18452	3	18/2
Breaker	17	<b>TRAIN</b> I Am (Aware/Columbia)	271	+27	12418	5	18/0
Breaker	18	<b>A3</b> Woke Up This Morning (C2/Columbia)	254	+30	22567	3	17/0
	19	<b>SANTANA F/EVERLAST</b> Put Your Lights On (Arista)	252	-40	26251	16	15/0
	20	<b>RED HOT CHILI PEPPERS</b> Otherside (Warner Bros.)	247	-5	13106	4	12/0
	21	<b>STING</b> Brand New Day (A&M)	239	-27	23552	20	18/0
	22	<b>WARREN ZEVON</b> I Was In The House When... (Artemis)	238	+12	11654	5	20/1
	23	<b>BRUCE COCKBURN</b> When You Give It Away (Rykodisc)	237	-1	11182	4	19/1
	24	<b>COLLECTIVE SOUL</b> Needs (Atlantic)	233	+37	12999	4	15/0
	25	<b>TORI AMOS</b> Concertina (Atlantic)	229	+21	12770	5	16/0
	26	<b>FOLK IMPLOSION</b> Free To Go (Interscope)	196	+1	12154	5	18/0
	27	<b>MICHAEL HUTCHENCE F/BONO</b> Slide Away (V2)	188	-22	10557	4	14/0
	28	<b>FIONA APPLE</b> Fast As You Can (Clean Slate/Epic)	186	-22	10501	15	15/0
	29	<b>BURLAP TO CASHMERE</b> Eileen's Song (A&M)	185	-36	9443	11	14/0
Debut	30	<b>LEONA NAESS</b> Charm Attack (Outpost/MCA)	177	+78	12271	1	20/3

## Most Added

ARTIST TITLE LABEL(S)	ADDS
<b>U2</b> The Ground Beneath Her Feet (Interscope)	16
<b>KIM RICHEY</b> If You Don't Mind (Mercury)	8
<b>BOB DYLAN</b> Things Have Changed (Columbia)	4
<b>LEONA NAESS</b> Charm Attack (Outpost/MCA)	3
<b>TARA MACLEAN</b> If I Fall (Nettwerk/Capitol)	3
<b>AIMEE MANN</b> Save Me (Reprise)	3
<b>PRETENDERS</b> From The Heart Down (Warner Bros.)	3
<b>COUNTING CROWS</b> Mrs. Potter's Lullaby (DGC/Geffen)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>U2</b> The Ground Beneath Her Feet (Interscope)	+187
<b>LEONA NAESS</b> Charm Attack (Outpost/MCA)	+78
<b>BOB DYLAN</b> Things Have Changed (Columbia)	+73
<b>BEN HARPER</b> Steal My Kisses (Virgin)	+52
<b>SANTANA F/EAGLE-EYE CHERRY</b> Wishing It... (Arista)	+40
<b>CROSBY, STILLS, NASH &amp; YOUNG</b> Heartland (Reprise)	+38
<b>COLLECTIVE SOUL</b> Needs (Atlantic)	+37
<b>EUPHORIA</b> Delirium (Six Degrees)	+35
<b>PRETENDERS</b> From The Heart Down (Warner Bros.)	+35
<b>MELISSA ETHERIDGE</b> Enough Of Me (Island/IDJMG)	+34

## Breakers

ARTIST TITLE LABEL(S)	TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
<b>BOB DYLAN</b> Things Have Changed (Columbia)	279/73	23/4	14
<b>U2</b> The Ground Beneath Her Feet (Interscope)	277/187	25/16	15
<b>CURE</b> Maybe Someday (Fiction/Elektra/EEG)	271/28	18/2	16
<b>TRAIN</b> I Am (Aware/Columbia)	271/27	18/0	17
<b>A3</b> Woke Up This Morning (C2/Columbia)	254/30	17/0	18

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

31 Adult Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 2/6-Saturday 2/12. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 250 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

## New & Active

**OASIS** Go Let It Out (Epic)  
Total Plays: 167, Total Stations: 10, Adds: 1

**GOMEZ** We Haven't Turned Around (Hut/Virgin)  
Total Plays: 126, Total Stations: 13, Adds: 1

**EUPHORIA** Delirium (Six Degrees)  
Total Plays: 126, Total Stations: 13, Adds: 0

**GUIDED BY VOICES** Hold On Hope (TVT)  
Total Plays: 119, Total Stations: 12, Adds: 2

**MIKE YOUNGER** If By Chance We... (Beyond)  
Total Plays: 118, Total Stations: 13, Adds: 0

**JEREMY TOBACK** Perfect From The Start (RCA)  
Total Plays: 105, Total Stations: 12, Adds: 1

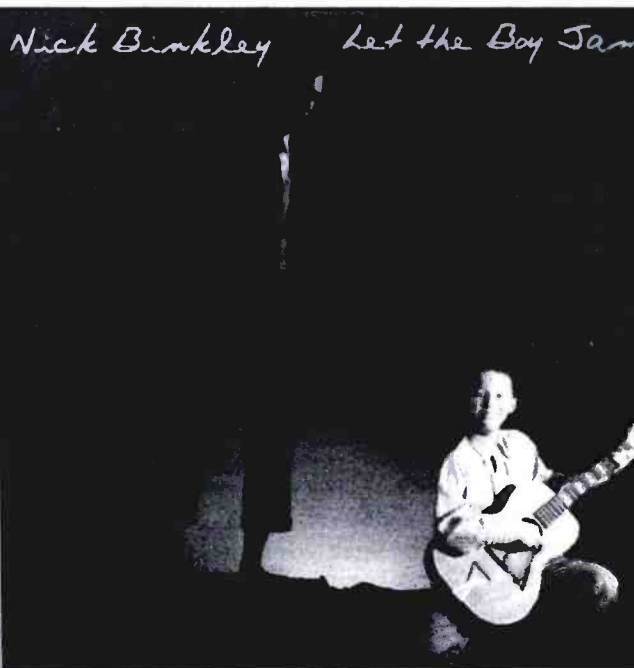
**TARA MACLEAN** If I Fall (Nettwerk/Capitol)  
Total Plays: 99, Total Stations: 15, Adds: 3

**NO DOUBT** Ex-Girlfriend (Interscope)  
Total Plays: 93, Total Stations: 5, Adds: 0

**AIMEE MANN** Save Me (Reprise)  
Total Plays: 87, Total Stations: 11, Adds: 3

**SHELBY LYNNE** Life Is Bad (Mercury/IDJMG)  
Total Plays: 82, Total Stations: 7, Adds: 0

Songs ranked by total plays



# Nick Binkley

The new CD "Let The Boy Jam"

## On Your Desk Now

### Focus Tracks:

- "A Well Respected Man"
- "New Shoes"
- "Wooden Indians"

"Binkley offers a lot of diversity...songs that work in any set imaginable"  
—J.D. Rose/KEEP & KFAN/Kerrville, TX

Contact Bryan Farrish Radio Promotion (800)647-1315





# Adult Alternative Playlists

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

**MARKET #2**

**KACD/ Los Angeles**  
Clear Channel  
(310) 451-1031  
Cunningham/Sandler  
12+ Cumc 234,288

**channel 103.1**

**PLAYS**

LTW	ARTIST/TITLE	GI (888)
25	KENNY WAYNE...Last Goodbye	2700
24	R.E.M./The Great Beyond	2700
24	SANTANA F/ROB THOMAS Smooth	2592
23	TRACY CHAPMAN/Telling Stories	2476
22	MOBY/Porcelain	2361
22	STING/Brand New Day	2316
14	SHAWN MULLINS/Lullaby	1512
14	BEN HARPER/Steel My Kisses	1512
14	COUNTING CROWS/Hangarround	1512
14	FIONA APPLE/Slide	1512
14	STEELEY DAN/Cousin Dupree	1512
14	U2/The Ground	1404
13	DAVE MATTHEWS BAND/Stay (Wasting Time)	1404
13	NATALIE MERICANT/Love Is Sweet	1404
13	LUCINDA WILLIAMS/Can't Let Go	1404
13	VAN MORRISON/Precious Time	1404
13	COLLECTIVE SOUL/No More Lies	1404
13	COLLECTIVE SOUL/Needs	1404
13	COUNTING CROWS/Hangarround	1296
13	GOO GOO DOLLS/Black Balloon	1296
12	FILTA/Take A Picture	1296
12	LOS LOBOS/This Time	1296
12	MELISSA ETHERIDGE/Enough Of Me	1296
12	JOE 30/Drive	1296
12	TORI AMOS/Concertina	1296
12	THIRD EYE BLIND/Never Let You Go	1296
12	TOAD THE WET SET/PS	1296
12	LEONA NAESS/Charm Attack	1296
12	EUPHORIA/Dulcium	1296

**MARKET #3**

**WVRT/Chicago**  
Infinity  
(773) 277-1700  
Winer/Martin  
12+ Cumc 581,288

**93.1**  
RADIO CITICOMA

**PLAYS**

LTW	ARTIST/TITLE	GI (888)
19	U2/The Ground	10693
28	SMASHING PUMPKINS-Stand Inside Your...	7704
21	ASH/Wake Up This Morning	7082
20	CURE/Maybe Someday	5478
18	R.E.M./The Great Beyond	4815
14	TRACY CHAPMAN/Telling Stories	4494
13	BECK/Seasides	4173
12	FOO FIGHTERS/Learn To Fly	3857
9	BARNAKED LADIES/It's All Been Done (Reprise)	3531
9	R.E.M./The Great Beyond	3531
8	LEONA NAESS/Charm Attack	3531
13	STEELEY DAN/Cousin Dupree	3531
6	BOB DYLAN/Things Have Changed	3531
9	FIONA APPLE/Slide	3219
10	SMASH MOUTH/Then The Morning...	2889
9	MATTHEW SWEET/What Matters	2889
9	FOLK IMPLOSION/Free To Go	2889
9	COUNTING CROWS/Hangarround	2889
9	SHERRY CROWNE/When You Come Back	2889
9	COUNTING CROWS/Mrs. Potter's	2889
11	MOBY/Natural Blues	2568
8	MELISSA ETHERIDGE/Enough Of Me	2568
8	RED HOT CHILI PEPPERS/Scar Tissue	2568
15	JERRY MURPHY/Steel My Kisses	2568
10	DAVID MATTHEWS BAND/Stay (Wasting Time)	2247
11	PRETENDERS/Postcard	2247
7	RED HOT CHILI PEPPERS/Scar Tissue	2247
7	PRETENDERS/Postcard	2247
5	BRUCE COCKBURN/Last Night Of...	2247
1	CHRIS CORNELL/Preaching The End...	2247

**MARKET #4**

**KFOG/San Francisco**  
Susquehanna  
(415) 543-1045  
Markzak/Evans  
12+ Cumc 588,888

**KFOG 104.5 FM**

**PLAYS**

LTW	ARTIST/TITLE	GI (888)
23	KENNY WAYNE...Last Goodbye	5291
11	U2/The Ground	5291
23	PRINCE & THE NEW POWER GENERATION/When Love Takes Over	4994
22	STEELEY DAN/Cousin Dupree	4994
22	STEELEY DAN/Cousin Dupree	4994
15	STING/Brand New Day	4767
20	TRACY CHAPMAN/Telling Stories	4313
18	COUNTING CROWS/Four Days	3859
10	MELISSA ETHERIDGE/Enough Of Me	3405
9	SANTANA F/ROB THOMAS Smooth	2774
12	SANTANA F/ROB THOMAS Smooth	2774
5	CHRIS ISAK/Moby-Dick	2497
11	WILLY PORTER/Rose	2497
11	SUGAR RAY/Every Morning	2270
7	GOBE/We Haven't Turned	2270
11	THIRD EYE BLIND/Never Let You Go	2270
11	ASH/Wake Up This Morning	2043
5	JERRY MURPHY/Steel My Kisses	2043
14	WOOD/Stay You	2043
9	FIONA APPLE/Slide	2043
10	TORI AMOS/Concertina	2043
14	GENESIS/The Carpet	2043
5	SARAH MCLACHLAN/When You Come Back	1816
7	STING/Brand New Day	1816
8	SHERRY CROWNE/When You Come Back	1816
6	SANTANA F/ROB THOMAS Smooth	1362
10	CROSBY STILLS...Looking Forward	1362
11	BURLAP TO CASHMERE/Eileen's Song	1362
6	NATALIE MERICANT/Love Is Sweet	1362
1	BOB DYLAN/Things Have Changed	1362

**Reporters**

Stations and their ads listed alphabetically by market

**KGSR/Austin, TX \***  
PD: Jody Deberg  
MD: Susan Castle  
9 U2 "Ground"  
BLUE RODEO "5"

**WRNR/Baltimore, MD**  
PD: Alex Corbigh  
9 WILLY PORTER "Rose"  
7 BOB DYLAN "Things"  
U2 "Ground"  
CROSBY STILLS "Heartland"

**KFXJ/Boise, ID**  
PD: Colter Langan  
MD: Carl Scheider  
COUNTING CROWS "Potter's"

**WBOS/Boston, MA \***  
MD: Amy Brooks  
1 TARA MACLEAN "Fat"  
U2 "Ground"

**WXRW/Boston, MA \***  
MD: Joanne Duddy  
1 DENNIS BRENNAN "Gone"  
3 COUNTING CROWS "Potter's"  
2 U2 "Ground"  
CURE "Someday"

**WTT/Indianapolis, IN \***  
PD: Rich Anderson  
MD: Marie McCallister  
2 "U2" "Ground"  
2 "U2" "Ground"

**KACD/Los Angeles, CA \***  
PD: Keith Cunningham  
MD: Nicole Sandler  
14 U2 "Ground"  
4 BOB DYLAN "Things"

**WMMM/Madison, WI**  
PD: Pat Gallagher  
MD: Tom Teuber  
9 U2 "Ground"  
7 PRETENDERS "Heart"  
6 GOMEZ "Turned"  
3 FIONA APPLE "Paper"

**KATC/Minneapolis, MN \***  
PD: Lauren Macleash  
APD/MD: Mike Wolf  
3 AIMEE MANN "Save"

**KPIG/Monterey, CA**  
PD/MD: Laura Hopper  
7 WARREN ZEVON "Stick"

**WRLT/Nashville, TN**  
APD/MD: Keith Coes  
1 COUNTING CROWS "Robinson"  
5 SANTANA F/ROB THOMAS "Smooth"  
ANGIE APARRO "Spacejunk"  
TARA MACLEAN "Fat"  
COCO MONTOYA "Spill"  
TOMIC "Mean"  
CHARLIS TAYLOR "Friend"

**CKEY/Butte, NY**  
PD/MD: Rob White  
U2 "Ground"  
JAWA ABDEEN "Sleepless"  
5 SANTANA F/ROB THOMAS "Smooth"  
ANGIE APARRO "Spacejunk"  
TARA MACLEAN "Fat"  
COCO MONTOYA "Spill"  
TOMIC "Mean"  
CHARLIS TAYLOR "Friend"

**WRVY/Cape Cod, MA**  
PD/MD: Barbara Deacy  
1 U2 "Ground"  
1 TARA MACLEAN "Fat"  
1 KIM RICHEY "Mind"

**WDOC/Norfolk, VA \***  
PD/MD: Paul Stogrow  
1 JERRY MURPHY "Steel My Kisses"  
COUNTING CROWS "Potter's"

**KCTY/Oakdale, ME**  
PD: Allison Steele  
ROCKFORDS "Silver"  
KIM RICHEY "Mind"  
KIM RICHEY "Mind"  
1 MOBY "Natural"  
OUR LADY PEACE "Anybody"

**WDOO/Chattanooga, TN \***  
MD: Danny Howard  
PD/MD: Jeff Martin  
OUR LADY PEACE "Anybody"

**WXRW/Chicago, IL \***  
VP/Programming: Norm Winer  
MD: Patty Martin  
5 DAVID MEAD "World"  
4 AIMEE MANN "Save"  
2 CURE "39"

**KKMR/Dallas, TX \***  
PD: Scott Strong  
MD: Jeff K  
TOMIC "Mean"

**KBCO/Denver, CO \***  
PD: Dave Benson  
MD: Scott Arbough  
14 BOB DYLAN "Things"  
14 U2 "Ground"

**CIDR/Detroit, MI \***  
PD: Wendy Duff  
MD: Rick Griffin  
2 GUIDED BY VOICES "Hold"  
KIM RICHEY "Mind"

**KNKT/Seattle-Tacoma**  
Entercorn  
(206) 233-1037  
Mays/Carlson  
12+ Cumc 222,888

**The Mountain**

**PLAYS**

LTW	ARTIST/TITLE	GI (888)
17	STING/Brand New Day	2662
19	SANTANA F/ROB THOMAS Smooth	2299
15	STEELEY DAN/Cousin Dupree	2178
10	COUNTING CROWS/Hangarround	2057
8	KENNY WAYNE...Last Goodbye	1536
14	VERTICAL HORIZON/Everything You Want	1536
22	TRACY CHAPMAN/Telling Stories	1536
9	TRAIN/Am	1536
15	SHANNON CURFMAN/True Friends	1573
11	BOB DYLAN/Things Have Changed	1573
12	ASH/Wake Up This Morning	1452
12	KIM RICHEY/Coming Around	1452
10	BURLAP TO CASHMERE/Eileen's Song	1452
12	GENESIS/The Carpet	1452
11	BEN HARPER/Steel My Kisses	1452
11	MICROD GALS/Peace Tonight	1210
11	MOBY/Porcelain	1210
8	FILTER/Take A Picture	1210
9	FOO FIGHTERS/Learn To Fly	1210
1	FIONA APPLE/Slide	1210
12	THE BEATLES/Hey Jude (Live)	1089
12	MELISSA ETHERIDGE/Angels Would Fall	1089
7	SHERRY CROWNE/When You Come Back	968
13	PRETENDERS/Postcard	968
13	CHRIS CORNELL/Preaching The End...	968
9	R.E.M./The Great Beyond	968
2	AIMEE MANN/Save Me	988
5	DAVE MATTHEWS BAND/Stay (Wasting Time)	847

**MARKET #5**

**WXPN/Philadelphia**  
Univ. of Pennsylvania  
(215) 898-6677  
Warren/Stewart  
12+ Cumc 231,100

**88.5**

**PLAYS**

LTW	ARTIST/TITLE	GI (888)
15	STEELEY DAN/Cousin Dupree	2242
16	DAVID MEAD/Bradley Street	2100
5	TRACY CHAPMAN/Telling Stories	1960
4	TARA MACLEAN/I'll Fall	1620
5	KIM RICHEY/The Way It Never Was	1620
5	BEN HARPER/Steel My Kisses	1404
3	TORI AMOS/Concertina	1120
7	LEONA NAESS/Charm Attack	980
7	BRUCE COCKBURN/When You Come Back	980
7	SHAWN MULLINS/Lullaby	980
7	WARREN ZEVON/When You Come Back	980
7	BECK/Altered Egos	980
7	RICHARD THOMPSON/Ratchets and Smiles	980
5	CHUCK PROPER/In The Hurting Business	840
5	COUNTING CROWS/Mrs. Potter's	840
5	GALACTICA/Little Hummer	840
4	TRAIN/Am	840
5	WOOD/Stay You	840
5	MACY GRAY/Why Didn't You	840
5	ASH/Wake Up This Morning	840
5	AIMEE MANN/Save Me	840
14	SHELBY LYNNE/Life Is Bad	840
5	SLAD/CLAVES/Brake Down	840
5	MARAH/Breath	840
5	DOO MOON/OVA/Calling My Spall	700
5	RICHARD MCDONELL/Confessions	700
5	STING/Brand New Day	700
6	TIM FOWLER/Death Of A...	700
6	STEELEY DAN/Forrest Now You Come Back	700
7	BLACK 47/Susan Falls Apart	700

**MARKET #6**

**KKMR/Dallas-Ft. Worth**  
Susquehanna  
(415) 526-2400  
Strong/K  
12+ Cumc 252,100

**morge 93.9 FM**

**PLAYS**

LTW	ARTIST/TITLE	GI (888)
40	VERTICAL HORIZON/Everything You Want	4551
40	FOO FIGHTERS/Learn To Fly	4440
19	TRAIN/Free	4440
40	RED HOT CHILI PEPPERS/Scar Tissue	4218
43	RED HOT CHILI PEPPERS/Scar Tissue	4218
29	COUNTING CROWS/Hangarround	3441
19	OLEANNA/Charm Attack	3330
29	SUGAR RAY/Every Morning	3219
21	LIVE/The Doghouse	3219
23	NO DOUBT/Ex-Girlfriend	3219
7	U2/The Ground	3219
32	ASH/Wake Up This Morning	2997
11	SANTANA F/ROB THOMAS Smooth	2997
29	CURE/Maybe Someday	2997
20	THIRD EYE BLIND/Never Let You Go	2997
35	R.E.M./The Great Beyond	2664
38	SANTANA F/ROB THOMAS Smooth	2664
17	COLLECTIVE SOUL/Needs	1998
18	STING/Brand New Day	1998
18	ASH/Wake Up This Morning	1778
19	DAVID MATTHEWS BAND/Stay (Wasting Time)	1778
15	EVE/Brave New Girl	1443
13	MICHAEL HUTCHENCE/Slide Away	1443
12	LITTLE MISS MONROE/Calling My Spall	1332
15	THE BEATLES/Hey Jude (Live)	1221
12	DAVE MATTHEWS BAND/Stay (Wasting Time)	1221
14	OTIS REDD/Butter Days	1221
16	Lenny Kravitz/Why	1110
15	CAME/Every Third Day	1110

**MARKET #7**

**CIDR/Detroit**  
Chum Ltd.  
(313) 961-6397  
Duff/Griffin  
12+ Cumc 224,800

**RIVER 93.9 FM**

**PLAYS**

LTW	ARTIST/TITLE	GI (888)
43	VERTICAL HORIZON/Everything You Want	1512
24	FOO FIGHTERS/Learn To Fly	1449
23	R.E.M./The Great Beyond	1449
24	TRACY CHAPMAN/Telling Stories	1449
23	STEELEY DAN/Cousin Dupree	1449
13	VERTICAL HORIZON/Everything You Want	1449
24	COUNTING CROWS/Hangarround	1008
12	TRAIN/Am	882
14	MELISSA ETHERIDGE/Enough Of Me	882
13	BARNAKED LADIES/It's All Been Done (Reprise)	882
13	SHERRY CROWNE/When You Come Back	882
15	STING/Brand New Day	882
11	THIRD EYE BLIND/Never Let You Go	756
14	PAULA PATTON/Back Around	693
8	STING/Brand New Day	630
8	BEN HARPER/Steel My Kisses	630
8	CHANTAL KREVAZUK/Before	504
6	KENNY WAYNE...Last Goodbye	441
7	LEONA NAESS/Charm Attack	441
5	BOB DYLAN/Things Have Changed	441
3	SHERRY CROWNE/When You Come Back	441
17	STING/Brand New Day	378
7	SLOWM/Long California	378
2	TARA MACLEAN/I'll Fall	378
4	U2/Sweetest Thing	315
4	CHRIS CORNELL/Preaching The End...	315
4	FASTBALL/Out Of My Head	315
4	GOO GOO DOLLS/Slide	315
4	DAVE MATTHEWS BAND/Stay (Wasting Time)	315
5	EAGLE-EYE CHERRY/Save Tonight	315

**MARKET #8**

**WBOS/Boston**  
Greater Media  
(617) 822-9600  
Brooks  
12+ Cumc 358,888

**WBOS 92.9 FM**

**PLAYS**

LTW	ARTIST/TITLE	GI (888)
30	TRACY CHAPMAN/Telling Stories	4648
27	STING/Brand New Day	4482
29	COUNTING CROWS/Hangarround	4482
30	TRAIN/Meet Virginia	4316
20	SANTANA F/ROB THOMAS Smooth	4150
16	GOO GOO DOLLS/Slide	1660
9	GOO GOO DOLLS/Slide	1494
9	WARREN ZEVON/When You Come Back	1494
11	SHAWN MULLINS/Lullaby	1328
14	JERRY MURPHY/Steel My Kisses	1328
17	GOO GOO DOLLS/Black Balloon	1162
10	COLLECTIVE SOUL/Run	1162
10	VERTICAL HORIZON/Everything You Want	1162
17	KENNY WAYNE...Last Goodbye	1162
4	SIMONS/Opening Time	996
6	DAVE MATTHEWS BAND/Stay (Wasting Time)	996
6	BARNAKED LADIES/It's All Been Done (Reprise)	996
6	BELL BOOK & CANDY/Rescue Me	830
17	MELISSA ETHERIDGE/Angels Would Fall	830
6	STEELEY DAN/Cousin Dupree	830
13	VAN MORRISON/Precious Time	664
13	RED HOT CHILI PEPPERS/Scar Tissue	664
6	SANTANA F/ROB THOMAS Smooth	664
6	NATALIE MERICANT/Love Is Sweet	498
3	BARNAKED LADIES/It's All Been Done (Reprise)	498
3	SHERRY CROWNE/When You Come Back	498
3	THELMA HOUSTON/Long	498
3	JEWEL/Down So Long	498
11	THIRD EYE BLIND/Never Let You Go	498
2	U2/Sweetest Thing	332

**MARKET #9**

**WXRW/Boston**  
Northeast  
(978) 374-4733  
Doody/Mason  
12+ Cumc 173,888

**WXRW 92.9 FM**

**PLAYS**

LTW	ARTIST/TITLE	GI (888)
14	BEN HARPER/Steel My Kisses	1785
15	MACY GRAY/Try	1760
20	TRACY CHAPMAN/Telling Stories	1700
21	STEELEY DAN/Cousin Dupree	1530
22	VERTICAL HORIZON/Everything You Want	1360
13	NATALIE MERICANT/Love Is Sweet	1360
15	CURE/Maybe Someday	1275
14	LUNA/Dear Diary	1190
14	EURYTHMICS/Power To The Meek	1190
17	BOB DYLAN/Things Have Changed	1190
12	BELL BOOK & CANDY/Rescue Me	1105
11	SMASH MOUTH/Then The Morning...	1105
12	FOLK IMPLOSION/Free To Go	1105
10	LEONA NAESS/Charm Attack	1105
12	SHELBY LYNNE/Life Is Bad	1105
12	SANTANA F/ROB THOMAS Smooth	1020
12	MOBY/Porcelain	1020
11	BURLAP TO CASHMERE/Eileen's Song	1020
16	R.E.M./The Great Beyond	1020
11	WARRNER ZEVON/When You Come Back	1020
10	COLLECTIVE SOUL/Needs	1020
9	BRUCE COCKBURN/When You Come Back	935
11	GOBE/We Haven't Turned	935
11	KENNY WAYNE...Last Goodbye	935
10	CASSELS/Let It Out	935
10	JERRY MURPHY/Steel My Kisses	850
11	JOE STRUMMER/When You Come Back	850
14	FIONA APPLE/Slide	760

**MARKET #10**

**KNKT/Seattle-Tacoma**  
Entercorn  
(206) 233-1037  
Mays/Carlson  
12+ Cumc 222,888

**The Mountain**

**PLAYS**

LTW	ARTIST/TITLE	GI (888)
17	STING/Brand New Day	2662
19	SANTANA F/ROB THOMAS Smooth	2299
15	STEELEY DAN/Cousin Dupree	2178
10	COUNTING CROWS/Hangarround	2057
8	KENNY WAYNE...Last Goodbye	1536
14	VERTICAL HORIZON/Everything You Want	1536
22	TRACY CHAPMAN/Telling Stories	1536
9	TRAIN/Am	1536
15	SHANNON CURFMAN/True Friends	1573
11	BOB DYLAN/Things Have Changed	1573
12	ASH/W	



**OPENINGS**

**OPENINGS**

**OPENINGS**

**OPENINGS**

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Looking for a CHR PD for a Top-50 market. No calls. Send material to: Alan Burns & Associates, 11705 Sumacs Street, Oakton, VA 22124. EOE

Active Rock opening. Creative digital production, phones, remotes, attitude essential. Great first gig. Develop your talent in the big east. Females & minorities encouraged. T&R's to: Jeff Miller, WCLG, Box 885, Morgantown, WV 26507. EOE

F/T Newsperson to co-host popular FM local morning show. T&R to: Emily Anton, PD, WFAS, 365 Secor Road, Hartsdale, NY 10530. No calls please. EOE

**PRODUCER  
MARKETING/CREATIVE**

WNYC Radio seeks a creative individual up to the challenge of creating fun, fresh, penetrating on-air promotional and positioning campaigns for America's most listened to public radio station.

Responsibilities include station imaging and the production of on-going promos for local talk programs; an adventurous News Department; off-beat music programs and nationally distributed news and cultural programs; coordinating with national program providers; participation and leadership in on-air fund-raisers; involvement with the creation and management of staff's promotional efforts; vocal acting, etc.

If you are a creative, crisp, witty writer skilled in analog and digital audio production with three years of promotional experience and a strong understanding of brand management, please submit a cover letter with salary requirements, resume and tape or CD to: Gerri Ippolito, HR Director, WNYC Radio, One Centre Street, New York, New York, 10007. EOE.

Closing date for applications: March 6, 2000. Only candidate selected for interview will be contacted.

This is the job you've been looking for! Start up CHR in large Northeast market looking for morning host and co-host, afternoon and evening talent. State-of-the-art facilities and all the tools to do the job. Excellent pay and benefits. Major broadcast group. Send T&R to: Radio & Records, 10100 Santa Monica Blvd., #859, 5th Floor, Los Angeles, CA 90067. EOE

**OPPORTUNITY KNOCKS**

in the pages of  
R&R every Friday.

## B-101.1

**PRODUCTION DIRECTOR**

One of America's premiere AC stations seeks a Production Director. Qualified applicant will have a well-rounded skill set including the ability to write and conceptualize commercial campaigns as well as the understanding of what's needed to image the station.

The successful candidate will have all the tools and resources needed to excel including two assistants. B101 operates in an all-digital environment with two production rooms and four additional workstations in the building.

If you get an A+ in the skills competition as well as attitude and are serious about making a positive career move, send your materials (commercials, imaging and writing samples) to: Chris Conley, WBEB, 10 Presidential Blvd., Bala Cynwyd, PA 19004. MP files are welcome at ChrisC@101fm.com. Women and Minorities are encouraged to apply. B101 is independently owned and an Equal Opportunity Employer.

**SOUTH**

Nights: Relate to adult audience and have fun. Phones, production, appearances. T&R: KITT-FM, Danny Fox, 6341 Westport Ave., Shreveport, LA 71129. EOE (02/18)

## STAR 94<sup>FM</sup> ATLANTA

**Now's YOUR CHANCE!**

Seeking overnight/swing personality. Must be energetic, self-motivated, and possess a positive attitude. Join the winning team at this legendary station in America's greatest city! If you've got 2-3 years full-time experience, send T&R to: Dan Bowen, Program Director, Star 94/WSTR, 3350 Peachtree Road, NE., Penthouse, Atlanta, GA 30326. Jefferson-Pilot Communications and WSTR-FM 94.1 Radio is an equal opportunity employer. Women and minorities are encouraged to apply.

**MIDWEST**

News/Talk/AC searching for top-notch morning or afternoon talent. Reliable, prepared. T&R: Todd Mitchell, KFYZ, Box 1658, Bismarck, ND 58502. EOE (02/18)

Newsperson/morning co-host sought. Good writing skills and great personality a must. T&R: Rick Armon, WBEV, 100 Stoddard St., Beaver Dam, WI 53916. EOE (02/18)

**Madison's Oldies Station**

is still searching for our next PD! You need three years management experience, a creative and tactical mind and the ability to develop a veteran staff to new levels of success. Can you make "fun" radio on the air and in the halls? Then send your package, including tape, resume and programming philosophies to: Operations Manager, WOLX, 7601 Ganser Way, Madison, WI 53719. No calls please! Woodward Communications, Inc. is an EEO/AA employer. Women and minorities encouraged to apply.

**FULL SERVICE  
MORNING HOST**

Immediate opening at #1 rated WHBC-AM in Canton, Ohio. Seeking highly motivated morning host to work with #1 morning team. Possible promotion to Program Director. WHBC AM is a FULL SERVICE station with heavy local involvement. Send T&R to: Ray Hexamer, GM, WHBC Radio, 550 Market Avenue South, Canton, OH 44711. EOE

Journal Broadcast Group-Wichita's Hot AC format, Mix 92.3 is seeking morning show talents who are uniquely creative, natural sounding, can relate to their audience and have fun. Send tape and resume to: Jack Stevens, 4200 North Old Lawrence Rd, Wichita, KS 67219. EOE. [www.journalbroadcastgroup.com](http://www.journalbroadcastgroup.com).

**WEST**

Morning News person sought. T&R: KOLA, 1940 Orange Tree Lane, Ste. 200, Redlands, CA 92374. EOE (02/18)

Contemporary format entertainer needed yesterday in Washington's state capitol. Rush T&R to: Bob Hart, KRXY, 2124 Pacific Ave., SE, Olympia, WA 98506. EOE

**GENERAL MANAGER**

4-station Colorado cluster seeks sales driven, high achieving General Manager with proven skills/sales management track record. Submit resume, salary requirements and all the reasons why we should hire you to: Commonwealth Communications, 2550 Fifth Avenue, #723, San Diego, CA 92103 or e-mail to: [callcom@pacbell.net](mailto:callcom@pacbell.net). EOE. Equity package available.

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IF: You always find a way to achieve a powerful Power Ratio AND you build powerful relationships...

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Please rush a resume to me today, along with your sales management philosophy and whatever else you think I should see.



Allan Hotten, Vice President and General Manager, KZQZ, 400 2nd Street, Suite 300, San Francisco, CA 94107. Fax: (415) 356-8397. email: [ahotten@kzqz.com](mailto:ahotten@kzqz.com). EOE.

[www.rronline.com](http://www.rronline.com)

**EAST**

We are looking for talent in all dayparts, including mornings for a Northeast Hot AC. Top-50 Market. If you have personality, humor and if you want to win, send tapes and resumes to: Radio & Records, 10100 Santa Monica Blvd., #856, 5th Floor, Los Angeles, CA 90067. EOE. Females and minorities encouraged.



**OPENINGS**



**CLEAR CHANNEL** — San Diego sales group is seeking a research director to develop multi-station presentations, provide sales staff training, and Arbitron rating book breakouts. Thorough knowledge required of Arbitron, Tapscan, Maximizer, Media Audit, Scarborough, radio and graphics software. 2+ years experience in radio research w/local station, group or national rep. firm wanted. Resume to: Clear Channel, 4891 Pacific Hwy., San Diego, CA 92110, Attn: HR-#AE0300. Or e-mail to: franj@clearchannel.com. EOE

**POSITIONS SOUGHT**

Hard working, friendly, experienced broadcasting school grad with smooth, soothing voice available. Will relocate. Ready to elevate my career. CHAKA (405) 329-8897. (02/18)

Team player! Personality... loves to win. Right money, benefits, solid company. Country or Oldies. Listen [www.allstarradio.com](http://www.allstarradio.com) BLAIN: (903)882-6391 or [albrblain@excite.com](mailto:albrblain@excite.com). (02/18)

Humble jock, news, or traffic dude. Will brown-nose + follow directions. Major market pipes. Obedient, but creative. MICHAEL: (352) 271-9080. <http://www.angelfire.com/mo/slx> [www.angelfire.com/mo/slx](http://www.angelfire.com/mo/slx). (02/18)

Ex IBN and Sun host seeks political/lifestyle gig. Market quality matters more than size! E-mail Greg at: [Talkshowguy2000@aol.com](mailto:Talkshowguy2000@aol.com). (02/18)

Vote for me! 8 years experience. 4 radio station = Market #6, small or large stations. Call MARTIN: (248) 335-6029. [djmartin88@hotmail.com](mailto:djmartin88@hotmail.com) (02/18)

Wyatt Earp Mornings! AC/Oldies/Country. Not a beginner begging for break! PD/MD experienced. Phones/fun/ratings. MIKE: (707) 421-1502. [stroad2@yahoo.com](mailto:stroad2@yahoo.com) (02/18)

Check My Rear stabilizer. Matthew in the Morning will fly for you. Great track record. [www.MatthewintheMorning.com](http://www.MatthewintheMorning.com). MATTHEW: (707)-526-6288. (02/18)

**OPENINGS**

## GOT GIG??

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30+ years in all formats. Currently PD of adult/pop standards station adjacent to top10 market, seeks similar position with company that wants to win. JACK: (972) 640-4781. (02/18)

Entertaining Sportscaster Available. MIKE: (336) 835-4986. (02/18)

Stand-up Comic (formerly with 96-Rock-Atlanta...funny A.M sports guy) seeks FT radio gig. Writing, side-kick, co-host, sports talk...whatever! MICHAEL: 1-(868) 2-BOOK-PD, [PDMichael@aol.com](mailto:PDMichael@aol.com). (02/18)

[www.rronline.com](http://www.rronline.com)

Are You ready to start winning? Call a PD with a track record MD/Mgr. HOOPER: (360) 642-8275. [hooper@pacifier.com](mailto:hooper@pacifier.com). (02/18)

So, your listeners are searching for a smooth yet sensual voice? Call me! Two years radio experience. Rock, Easy Listening, Jazz. SHERIE: (518) 347-0723. [Browneyes199@hotmail.com](mailto:Browneyes199@hotmail.com). (02/18)

Bitz, phone, appearances... Country morning jock that does it all! Call STEVE: (719) 391-9047 or e-mail [unclestv2000@yahoo.com](mailto:unclestv2000@yahoo.com). (02/18)

Sensual voice! Friendly, New-Age. Digital production. Strong ear, ideas, writing, looks. Classic Rock, News, sales, on-air. Relocate. KURT: (603) 352-6070. [epleades@monad.net](mailto:epleades@monad.net). (02/18)

[www.rronline.com](http://www.rronline.com)

**Payable In Advance**

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310-203-8727) or mail. Visa, MC, AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

**Deadline**

To appear in the following week's issue, your ad must be received by **Thursday noon (PDT)** eight days prior to issue date. Address all ads to: R&R Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

**OPENINGS**

**R&R Opportunities Advertising**

1x \$150/inch 2x \$125/inch

Rates are per week (maximum 35 word per inch including heading). Includes generic border. If logo, custom border or larger heading are required, add 1/2 inch (\$60 for 1x, \$50 for 2x). In addition, all ads appear on R&R's website. ([www.rronline.com](http://www.rronline.com)).

**Blind Box: add \$50**

The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping and handling.

**Positions Sought: \$50/inch**

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

**R&R Opportunities Free Advertising**

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

**Deadline**

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8450. Only free positions sought ads are accepted by e-mail to: [kmumaw@rronline.com](mailto:kmumaw@rronline.com) Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

**RADIO & RECORDS**

10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable sales tax) in the United States or \$685.00 overnight delivery (U.S. funds only), \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two R&R Directories issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher.

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POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067.

## Marketplace

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[advantageproductions.com](http://advantageproductions.com)



### CHR/POP

LW	TW	ARTIST	SON	Label
3	1	BACKSTREET BOYS	Show Me The Meaning... (Jive)	
1	2	CHRISTINA AGUILERA	What A Girl Wants (RCA)	
2	3	SAVAGE GARDEN	I Knew I Loved You (Columbia)	
6	4	'N SYNC	Bye Bye Bye (Jive)	
4	5	EFFEL 65	Blue (Da Ba Dee) (Republic/Universal)	
8	6	CELINE DION	That's The Way It Is (550 Music/Epic)	
5	7	BLAQUE	Bring It All To Me (Track Masters/Columbia)	
7	8	SMASH MOUTH	Then The Morning Comes (Interscope)	
9	9	SANTANA F/ROB THOMAS	Smooth (Arista)	
11	10	SUGAR RAY	Falls Apart (Run Away) (Lava/Atlantic)	
14	11	THIRD EYE BLIND	Never Let You Go (Elektra/EEG)	
10	12	BRIAN MCKNIGHT	Back At One (Motown/Universal)	
15	13	BLINK-182	All The Small Things (MCA)	
16	14	FILTER	Take A Picture (Reprise)	
12	15	MARC ANTHONY	I Need To Know (Columbia)	
13	16	WHITNEY HOUSTON	My Love Is Your Love (Arista)	
17	17	BRITNEY SPEARS	From The Bottom Of My... (Jive)	
21	18	LONESTAR	Amazed (BNA)	
19	19	SOMQUE	It Feels So Good (Republic/Universal)	
18	20	TRAIN	Meet Virginia (Aware/Columbia)	
22	21	TLC	Dear Lie (LaFace/Arista)	
23	22	VERTICAL HORIZON	Everything You Want (RCA)	
25	23	SANTANA F/PRODUCT G&B	Maria Maria (Arista)	
34	24	MADONNA	American Pie (Maverick/WB)	
30	25	KID ROCK	Only God Knows Why (Top Dog/Lava/Atlantic)	
20	26	EMPIQUE IGLESIAS	The Rhythm Divine (Interscope)	
29	27	AMBER	Sexual (Li Da Di) (Tommy Boy)	
33	28	MANDY MOORE	Candy (550 Music/Epic)	
31	29	MARIAH CAREY/JOE & 98 DEGREES	Thank God... (Columbia)	
28	30	FOO FIGHTERS	Learn To Fly (Roswell/RCA)	

**#1 MOST ADDED**

HOKU Another Dumb Blonde (Geffen)

**#1 MOST INCREASED PLAYS**

MADONNA American Pie (Maverick/WB)

CHR begins on Page 58.

### CHR/RHYTHMIC

LW	TW	ARTIST	SON	Label
1	1	DESTINY'S CHILD	Say My Name (Columbia)	
2	2	CHRISTINA AGUILERA	What A Girl Wants (RCA)	
3	3	MONTPELL JORDAN	Get It On...Tonight (Def Soul/IDJMG)	
5	4	DR. DRE F/EMINEM	Forgot About... (Aftermath/Interscope)	
8	5	'N SYNC	Bye Bye Bye (Jive)	
7	6	MISSY "MISDEMEANOR" ELLIOTT	Hot Boyz (EastWest/EEG)	
4	7	BLAQUE	Bring It All To Me (Track Masters/Columbia)	
11	8	EVE	Love Is Blind (Ruff Ryders/Interscope)	
9	9	MARIAH CAREY/JOE & 98 DEGREES	Thank God... (Columbia)	
6	10	EFFEL 65	Blue (Da Ba Dee) (Republic/Universal)	
20	11	SISQO	Thong Song (Dragon/Def Soul/IDJMG)	
10	12	OL' DIRTY BASTARD	Got Your Money (Elektra/EEG)	
14	13	PINK	There You Go (LaFace/Arista)	
13	14	SANTANA F/PRODUCT G&B	Maria Maria (Arista)	
15	15	BACKSTREET BOYS	Show Me The Meaning Of... (Jive)	
12	16	JUVENILE	Back That Thang Up (Cash Money/Universal)	
18	17	SONQUE	It Feels So Good (Republic/Universal)	
23	18	KUMBARIA KINGS	U Don't Love Me (EMI Latin/Capitol)	
24	19	JENNIFER LOPEZ	Feelin' So Good (Work/Epic)	
19	20	SAVAGE GARDEN	I Knew I Loved You (Columbia)	
28	21	VOICE V	When U Think About Me (MCA)	
33	22	AALIYAH	I Don't Wanna (Priority)	
27	23	ZPAC F/OUTLAWZ	Baby... (Keep...) (Amaru/Death Row/Interscope)	
31	24	JOE I	Wanna Know (Jive)	
22	25	TLC	Dear Lie (LaFace/Arista)	
29	26	DMX	What's My Name (Def Jam/IDJMG)	
25	27	DOMELL JONES	U Know... (Untouchables/LaFace/Arista)	
26	28	BOB MARLEY F/LAURYN HILL	Turn Your... (Columbia/IDJMG)	
36	29	D'ANGELO	Untitled... (How Does It Feel) (Cheeba Sound/Virgin)	
21	30	SISQO	Got To Get It (Dragon/Def Soul/IDJMG)	

**#1 MOST ADDED**

JAY-Z Anything (Roc-A-Fella/IDJMG)

**#1 MOST INCREASED PLAYS**

SISQO Thong Song (Dragon/Def Soul/IDJMG)

CHR begins on Page 58.

### URBAN

LW	TW	ARTIST	SON	Label
1	1	D'ANGELO	Untitled... (How...) (Cheeba Sound/Virgin)	
2	2	JOE I	Wanna Know (Jive)	
3	3	DESTINY'S CHILD	Say My Name (Columbia)	
10	4	SISQO	Thong Song (Dragon/Def Soul/IDJMG)	
4	5	JAGGED EDGE	He Can't Love U (So So Def/Columbia)	
5	6	J-SHIN	One Night Stand (Slip 'N Slide/Atlantic)	
6	7	EVE	Love Is Blind (Ruff Ryders/Interscope)	
7	8	MARIAH CAREY/JOE & 98 DEGREES	Thank God... (Columbia)	
11	9	GINUWINE, R.L., TYRESE, CASE	The Best Man... (Columbia)	
24	10	AALIYAH	I Don't Wanna (Priority)	
14	11	DR. DRE F/EMINEM	Forgot About... (Aftermath/Interscope)	
8	12	GINUWINE	None Of Ur Friends Business (550 Music/Epic)	
12	13	MISSY "MISDEMEANOR" ELLIOTT	Hot Boyz (EastWest/EEG)	
9	14	BLAQUE	Bring It All To Me (Track Masters/Columbia)	
17	15	SAMMIE	I Like It (Freeworld/Capitol)	
20	16	HOT BOYS	I Need A Hot Girl (Cash Money/Universal)	
21	17	DAVE HOLLISTER	Can't Stay (Def Squad/DreamWorks)	
13	18	MONTPELL JORDAN	Get It On...Tonight (Def Soul/IDJMG)	
26	19	WHITNEY HOUSTON	I Learned From The Best (Arista)	
27	20	GERALD LEVERT	Mr. Too Damn Good (EastWest/EEG)	
25	21	IDEAL	Creep Inn (Nootime/Virgin)	
30	22	DRAMA	Left, Right, Left (Atlantic)	
32	23	ZPAC F/OUTLAWZ	Baby... (Keep...) (Amaru/Death Row/Interscope)	
19	24	JUVENILE	U Understand (Cash Money/Universal)	
22	25	JAY-Z	Do It Again (Roc-A-Fella/IDJMG)	
23	26	ANGIE STONE	No More Rain (In This Cloud) (Arista)	
18	27	SISQO	Got To Get It (Dragon/Def Soul/IDJMG)	
16	28	Q-TIP	Breathe And Stop (Arista)	
29	29	DMX	What's My Name (Def Jam/IDJMG)	
37	30	GUY	Why You Wanna Keep... (MCA)	

**#1 MOST ADDED**

JAY-Z Anything (Roc-A-Fella/IDJMG)

**#1 MOST INCREASED PLAYS**

SISQO Thong Song (Dragon/Def Soul/IDJMG)

URBAN begins on Page 64.

### AC

LW	TW	ARTIST	SON	Label
1	1	SAVAGE GARDEN	I Knew I Loved You (Columbia)	
2	2	CELINE DION	That's The Way It Is (550 Music/Epic)	
3	3	LONESTAR	Amazed (BNA)	
5	4	BRIAN MCKNIGHT	Back At One (Motown/Universal)	
4	5	98 DEGREES	I Do (Cherish You) (Universal)	
7	6	ROBBIE WILLIAMS	Angels (Capitol)	
9	7	'N SYNC W/GLORIA ESTEFAN	Music Of My Heart (Epic)	
8	8	PHIL COLLINS	You'll Be In My Heart (Hollywood)	
6	9	BACKSTREET BOYS	I Want It That Way (Jive)	
10	10	PHIL COLLINS	Strangers Like Me (Hollywood)	
11	11	EDWIN MCCAIN	I Could Not Ask For More (Lava/Atlantic)	
14	12	BACKSTREET BOYS	Show Me The Meaning Of... (Jive)	
13	13	FAITH HILL	Breathe (Warner Bros.)	
15	14	SARAH MCLACHLAN	I Will Remember You (Arista)	
12	15	RICKY MARTIN	She's All I Ever Had (C2/Columbia)	
16	16	WHITNEY HOUSTON	I Learned From The Best (Arista)	
17	17	98 DEGREES	The Hardest Thing (Universal)	
19	18	SANTANA F/ROB THOMAS	Smooth (Arista)	
18	19	SIXPENCE NONE THE RICHER	There... (Squint/Elektra/EEG)	
20	20	'N SYNC	(God...) A Little More Time... (RCA)	
22	21	TINA TURNER	When The Heartache Is Over (Virgin)	
21	22	MARC ANTHONY	I Need To Know (Columbia)	
26	23	SHANIA TWAIN	Man! I Feel Like A Woman! (Mercury/IDJMG)	
—	24	MADONNA	American Pie (Maverick/WB)	
23	25	JIM BRICKMAN F/MICHELLE WRIGHT	Your... (Windham Hill)	
27	26	GARTH BROOKS AS CHRIS GAMES	That's The Way... (Capitol)	
28	27	ALISON KRAUSS	Stay (Rounder)	
24	28	MICHAEL BOLTON	Sexual Healing (Columbia)	
—	29	RICKY MARTIN F/MEJA	Private Emotion (C2/Columbia)	
25	30	JESSICA SIMPSON	I Wanna Love You Forever (Columbia)	

**#1 MOST ADDED**

ELTON JOHN Someday Out Of The Blue (DreamWorks)

**#1 MOST INCREASED PLAYS**

BACKSTREET BOYS Show Me The Meaning Of... (Jive)

AC begins on Page 68.

### HOT AC

LW	TW	ARTIST	SON	Label
1	1	SANTANA F/ROB THOMAS	Smooth (Arista)	
2	2	SMASH MOUTH	Then The Morning Comes (Interscope)	
3	3	SAVAGE GARDEN	I Knew I Loved You (Columbia)	
4	4	TRAIN	Meet Virginia (Aware/Columbia)	
5	5	GOO GOO DOLLS	Black Balloon (Warner Bros.)	
7	6	MARC ANTHONY	I Need To Know (Columbia)	
6	7	COUNTING CROWS	Hangin'around (DGC/Geffen)	
8	8	CELINE DION	That's The Way It Is (550 Music/Epic)	
12	9	THIRD EYE BLIND	Never Let You Go (Elektra/EEG)	
9	10	FILTER	Take A Picture (Reprise)	
11	11	VERTICAL HORIZON	Everything You Want (RCA)	
10	12	STING	Brand New Day (A&M)	
13	13	SUGAR RAY	Someday (Lava/Atlantic)	
16	14	FOO FIGHTERS	Learn To Fly (Roswell/RCA)	
15	15	FASTBALL	Out Of My Head (Hollywood)	
14	16	TAL BACHMAN	She's So High (Columbia)	
19	17	SUGAR RAY	Falls Apart (Run Away) (Lava/Atlantic)	
17	18	R.E.M.	The Great Beyond (Warner Bros.)	
18	19	BETH HART	L.A. Song (143/Lava/Atlantic)	
22	20	MACY GRAY	I Try (Epic)	
21	21	LONESTAR	Amazed (BNA)	
23	22	FAITH HILL	Breathe (Warner Bros.)	
27	23	MADONNA	American Pie (Maverick/WB)	
25	24	BACKSTREET BOYS	Show Me The Meaning Of... (Jive)	
24	25	EFFEL 65	Blue (Da Ba Dee) (Republic/Universal)	
26	26	BRIAN MCKNIGHT	Back At One (Motown/Universal)	
29	27	MELISSA ETHERIDGE	Enough Of Me (Island/IDJMG)	
—	28	TRACY CHAPMAN	Telling Stories (Elektra/EEG)	
30	29	EDWIN MCCAIN	Go Be Young (Lava/Atlantic)	
—	30	CHRISTINA AGUILERA	What A Girl Wants (RCA)	

**#1 MOST ADDED**

JESSICA RIDDLE Even Angels Fall (Hollywood)

**#1 MOST INCREASED PLAYS**

MADONNA American Pie (Maverick/WB)

AC begins on Page 68.

### ROCK

LW	TW	ARTIST	SON	Label
1	1	METALLICA	No Leaf Clover (Elektra/EEG)	
15	2	AC/DC	Stiff Upper Lip (EastWest/EEG)	
5	3	RED HOT CHILI PEPPERS	Otherside (Warner Bros.)	
2	4	CREED	Higher (Wind-up)	
7	5	KENNY WAYNE SHEPHERD BAND	Was (Giant/Reprise)	
3	6	FILTER	Take A Picture (Reprise)	
4	7	FOO FIGHTERS	Learn To Fly (Roswell/RCA)	
9	8	CREED	What If (Wind-up)	
8	9	MEGADETH	Breadline (Capitol)	
6	10	SANTANA F/EVERLAST	Put Your Lights On (Arista)	
14	11	3 DOORS DOWN	Kryptonite (Republic/Universal)	
11	12	DAYS OF THE NEW	Weapon And The... (Outpost/Interscope)	
12	13	KID ROCK	Only God Knows Why (Top Dog/Lava/Atlantic)	
10	14	BUSH	The Chemicals Between Us (Trauma)	
18	15	LIVE	Run To The Water (Radioactive/MCA)	
16	16	DEF LEPPARD	Day After Day (Mercury/IDJMG)	
13	17	GOODSMACK	Voodoo (Republic/Universal)	
17	18	STONE TEMPLE PILOTS	Heaven And Hot Rods (Atlantic)	
19	19	ZZ TOP	36-22-36 (RCA)	
22	20	FOO FIGHTERS	Stacked Actors (Roswell/RCA)	
23	21	LITTLE STEVEN	Salvation (Renegade Nation)	
21	22	KENNY WAYNE SHEPHERD BAND	In 2 Deep (Giant/Reprise)	
20	23	R.E.M.	The Great Beyond (Warner Bros.)	
27	24	TRAIN	I Am (Aware/Columbia)	
28	25	LIMP BIZKIT	Re-Arranged (Flip/Interscope)	
34	26	BUCKCHERRY	Check Your Head (DreamWorks)	
31	27	GOV'T MULE	Bad Little Doggie (Capricorn)	
33	28	STAND HOME	(Flip/Elektra/EEG)	
32	29	BUSH	Letting The Cables Sleep (Trauma)	
29	30	LYNYRD SKYNYRD	Preacher Man (CMC)	

**#1 MOST ADDED**

U2 The Ground Beneath Her Feet (Interscope)

**#1 MOST INCREASED PLAYS**

AC/DC Stiff Upper Lip (EastWest/EEG)

ROCK begins on Page 104.

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## National Airplay Overview February 18, 2000

### URBAN AC

LW	TW	ARTIST	SON	Label
2	1	JOE	I Wanna Know (Jive)	
3	2	D'ANGELO	Untitled...(How Does It Feel) (Cheeba Sound/Virgin)	
1	3	ANGIE STONE	No More Rain (In This Cloud) (Arista)	
6	4	WHITNEY HOUSTON	I Learned From The Best (Arista)	
4	5	MINT CONDITION	If You Love Me (Elektra/EEG)	
7	6	DONELL JONES	U Know... (Untouchables/LaFace/Arista)	
5	7	KEVON EDMONDS	24/7 (RCA)	
8	8	BRIAN MCKNIGHT	Back At One (Motown)	
9	9	DAVE HOLLISTER	Can't Stay (Def Squad/DreamWorks)	
10	10	AMEL LARRIEUX	Get Up (550 Music/Epic)	
15	11	GERALD LEVERT	Mr. Too Damn Good (EastWest/EEG)	
12	12	GINUWINE, R.L., TYRESE, CASE	The Best Man... (Columbia)	
14	13	ERIC BENET	When You Think Of Me (Warner Bros.)	
11	14	TRACIE SPENCER	Still In My Heart (Capitol)	
13	15	ERIC BENET	Spend My Life With You (Warner Bros.)	
19	16	JEFFREY OSBORNE	That's For... (Private Music/Windham Hill)	
18	17	MAXWELL	Fortunate (Rock Land/Interscope/Columbia)	
30	18	BRIAN MCKNIGHT	Stay Or Let It Go (Motown)	
22	19	BEVERLY	You Came Along (Yab Yum/Elektra/EEG)	
25	20	MARIAH CAREY/JOE & 98 DEGREES	Thank God... (Columbia)	
23	21	SMOKEY ROBINSON	Sleepin' In (Motown)	
24	22	MONTPELL JORDAN	Get It On...Tonight (Def Soul/IDJMG)	
20	23	ARTIST	The Greatest Romance Ever Sold (NPG/Arista)	
17	24	GLENN JONES	Secrets (SAR/WB)	
29	25	BRIAN CULBERTSON FLORI PERRY	I'm Gonna... (Atlantic)	
26	26	MARY J. BLIGE	Deep Inside (MCA)	
16	27	BARRY WHITE	The Longer We... (Private Music/Windham Hill)	
—	28	AL JARREAU	Last Night (GRP/VMG)	
27	29	DEBORAH COX	September (Arista)	
—	30	GUY	Why You Wanna Keep... (MCA)	

**#1 MOST ADDED**

YOLANDA ADAMS Fragile Heart (Elektra/EEG)

**#1 MOST INCREASED PLAYS**

D'ANGELO Untitled...(How Does It Feel) (Cheeba Sound/Virgin)

URBAN AC begins on Page 64.

### ACTIVE ROCK

LW	TW	ARTIST	SON	Label
1	1	METALLICA	No Leaf Clover (Elektra/EEG)	
2	2	GOODSMACK	Voodoo (Republic/Universal)	
3	3	CREED	What If (Wind-up)	
7	4	RED HOT CHILI PEPPERS	Otherside (Warner Bros.)	
5	5	KID ROCK	Only God Knows Why (Top Dog/Lava/Atlantic)	
4	6	LIMP BIZKIT	Re-Arranged (Flip/Interscope)	
28	7	AC/DC	Stiff Upper Lip (EastWest/EEG)	
6	8	KORN	Falling Away From Me (Immortal/Epic)	
14	9	3 DOORS DOWN	Kryptonite (Republic/Universal)	
8	10	CREED	Higher (Wind-up)	
10	11	POWERMAN 5000	Nobody's Real (DreamWorks)	
9	12	FILTER	Take A Picture (Reprise)	
18	13	DAYS OF THE NEW	Weapon And The... (Outpost/Interscope)	
19	14	INCUBUS	Pardon Me (Immortal/Epic)	
15	15	STAINED	Mudshovel (Flip/Elektra/EEG)	
11	16	BUSH	The Chemicals Between Us (Trauma)	
21	17	FOO FIGHTERS	Stacked Actors (Roswell/RCA)	
20	18	GUANO APES	Open Your Eyes (Super Sonic/RCA)	
13	19	RAGE AGAINST THE MACHINE	Guerrilla Radio (Epic)	
16	20	GOODSMACK	Keep Away (Republic/Universal)	
24	21	BUSH	Letting The Cables Sleep (Trauma)	
23	22	STONE TEMPLE PILOTS	Heaven And Hot Rods (Atlantic)	
12	23	MEGADETH	Breadline (Capitol)	
35	24	KORN	Make Me Bad (Immortal/Epic)	
25	25	STAINED	Home (Flip/Elektra/EEG)	
30	26	LIVE	Run To The Water (Radioactive/MCA)	
22	27	FOO FIGHTERS	Learn To Fly (Roswell/RCA)	
17	28	SMASHING PUMPKINS	The Everlasting Gaze (Virgin)	
29	29	SLIPKNOT	Wait And Bleed (Roadrunner)	
27	30	NINE INCH NAILS	Into The Void (Nothing/Interscope)	

**#1 MOST ADDED -**

LIMP BIZKIT Break Stuff (Flip/Interscope)

**#1 MOST INCREASED PLAYS**

AC/DC Stiff Upper Lip (EastWest/EEG)

ROCK begins on Page 104.

### COUNTRY

LW	TW	ARTIST	SON	Label
2	1	TIM MCGRAW	My Best Friend (Curb)	
1	2	DIKIE CHICKS	Cowboy Take Me Away (Monument)	
3	3	MARK WILLS	Back At One (Mercury)	
4	4	LOWESTAR	Smile (BNA)	
5	5	GEORGE STRAIT	The Best Day (MCA)	
6	6	TOBY KEITH	How Do You Like Me Now? (DreamWorks)	
7	7	TRACY LAWRENCE	Lessons Learned (Atlantic)	
9	8	MARTINA MCBRIDE	Love's The Only House (RCA)	
8	9	SHEDAISY	This Woman Needs (Lyric Street)	
10	10	JO DEE MESSINA	Because You Love Me (Curb)	
11	11	TRACY BYRD	Put Your Hand In Mine (RCA)	
16	12	CLINT BLACK W/STEVE WARINER	Been There (RCA)	
13	13	GARTH BROOKS	Do What You Gotta Do (Capitol)	
14	14	CHELY WRIGHT	It Was (MCA)	
15	15	PHIL VASSAR	Carlene (Arista)	
17	16	MONTGOMERY GENTRY	Daddy Won't Sell... (Columbia)	
12	17	GARY ALLAN	Smoke Rings In The Dark (MCA)	
20	18	KENNY ROGERS	Buy Me A Rose (Dreamcatcher)	
19	19	ALABAMA	Small Stuff (RCA)	
22	20	ANDY GRIGGS	She's More (RCA)	
23	21	TRISHA YEARWOOD	Real Live Woman (MCA)	
21	22	JESSICA ANDREWS	Unbreakable Heart (DreamWorks)	
26	23	SHANIA TWAIN	Rock This Country! (Mercury)	
24	24	WYNONNA	Can't Nobody Love You... (Curb/Mercury)	
27	25	VINCE GILL	Let's Make Sure We Kiss... (MCA)	
29	26	KENNY CHESNEY	What I Need To Do (BNA)	
34	27	FAITH HILL	The Way You Love Me (Warner Bros.)	
28	28	YANKEE GREY	Another Nine Minutes (Monument)	
25	29	STEVE HOLY	Don't Make Me Beg (Curb)	
31	30	JENNIFER DAY	The Fun Of Your Love (BNA)	

**#1 MOST ADDED**

FAITH HILL The Way You Love Me (Warner Bros.)

**#1 MOST INCREASED PLAYS**

FAITH HILL The Way You Love Me (Warner Bros.)

COUNTRY begins on Page 77.

### ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	RED HOT CHILI PEPPERS	Otherside (Warner Bros.)	
2	2	BLINK-182	All The Small Things (MCA)	
4	3	THIRD EYE BLIND	Never Let You Go (Elektra/EEG)	
3	4	FILTER	Take A Picture (Reprise)	
5	5	LIMP BIZKIT	Re-Arranged (Flip/Interscope)	
9	6	NO DOUBT	Ex-Girlfriend (Interscope)	
7	7	BUSH	Letting The Cables Sleep (Trauma)	
6	8	STROKED	Little Black Backpack (Cherry/Universal)	
10	9	LIT	Miserable (RCA)	
11	10	VERTICAL HORIZON	Everything You Want (RCA)	
12	11	KID ROCK	Only God Knows Why (Top Dog/Lava/Atlantic)	
13	12	CURE	Maybe Someday (Fiction/Elektra/EEG)	
18	13	INCUBUS	Pardon Me (Immortal/Epic)	
17	14	OASIS	Go Let It Out (Epic)	
15	15	FOO FIGHTERS	Learn To Fly (Roswell/RCA)	
21	16	CREED	What If (Wind-up)	
14	17	RAGE AGAINST THE MACHINE	Guerrilla Radio (Epic)	
20	18	BUSH	The Chemicals Between Us (Trauma)	
16	19	KORN	Falling Away From Me (Immortal/Epic)	
22	20	APOLLO FOUR FORTY	Stop The Rock (550 Music/Epic)	
8	21	SMASHING PUMPKINS	The Everlasting Gaze (Virgin)	
23	22	FOO FIGHTERS	Stacked Actors (Roswell/RCA)	
47	23	SMASHING PUMPKINS	Stand Inside Your Love (Virgin)	
24	24	LIVE	Run To The Water (Radioactive/MCA)	
27	25	MOBY	Natural Blues (V2)	
25	26	SUICIDE MACHINES	Sometimes I Don't Mind (Hollywood)	
19	27	NINE INCH NAILS	Into The Void (Nothing/Interscope)	
29	28	OUR LADY PEACE	Is Anybody Home? (Columbia)	
28	29	311	Flowing (Capricorn)	
30	30	METALLICA	No Leaf Clover (Elektra/EEG)	

**#1 MOST ADDED**

U2 The Ground Beneath Her Feet (Interscope)

**#1 MOST INCREASED PLAYS**

SMASHING PUMPKINS Stand Inside Your Love (Virgin)

ALTERNATIVE begins on Page 115.

### NAC/SMOOTH JAZZ

LW	TW	ARTIST	SON	Label
3	1	RICHARD ELLIOT	On The Fly (Blue Note)	
1	2	KIM WATERS	Secrets Told (Shanachie)	
4	3	KENNY GARRETT	Simply Said (Warner Bros.)	
2	4	DAVID BENOIT	Miles After Dark (GRP/VMG)	
5	5	KENNY G	Stranger On The Shore (Arista)	
6	6	BONEY JAMES	Boneyzizm (Warner Bros.)	
7	7	CHUCK LOEB	High Five (Shanachie)	
9	8	NORMAN BROWN	Paradise (Warner Bros.)	
10	9	WALTER BEASLEY	Nice And Easy (Shanachie)	
12	10	STEELY DAN	What A Shame About Me (Giant/Reprise)	
11	11	CHRIS BOTTI	Why Not (GRP/VMG)	
15	12	LARRY CARLTON	Fingerprints (Warner Bros.)	
20	13	AL JARREAU	Just To Be Loved (GRP/VMG)	
16	14	STEVE COLE	It's Gonna Be Alright (Bluemoon/Atlantic)	
8	15	JOYCE COOLING	Callie (Heads Up)	
14	16	BRIAN MCKNIGHT	Back At One (Motown)	
17	17	BRIAN CULBERTSON FLORI PERRY	Get'n Over You (Atlantic)	
18	18	DAVE KOZ	Surrender (Capitol)	
13	19	BRIAN CULBERTSON	Back In The Day (Atlantic)	
28	20	MARC ANTOINE	Palm Strings (GRP/VMG)	
25	21	PAUL TAYLOR	Avenue (Peak/Unity/N-Coded)	
19	22	SPECIAL FX	Bella (Shanachie)	
—	23	URBAN KNIGHTS	Sweet Home Chicago (Narada)	
23	24	GERALD VEASLEY	Valdez In The Country (Heads Up)	
24	25	JAZZMASTERS	Nightcrawler (Hardcastle/Trippin' 'N' Rhythm)	
21	26	KIRK WHALUM	That's The Way Love Goes (Warner Bros.)	
22	27	BOB JAMES	What's Up (Warner Bros.)	
27	28	GROVER WASHINGTON JR.	The Night Fantastic (Columbia)	
26	29	LEO GANDELMAN	Rise (Jazzica)	
—	30	SANTANA	El Farol (Arista)	

**#1 MOST ADDED**

RONNY JORDAN London Lowdown (Blue Note)

**#1 MOST INCREASED PLAYS**

AL JARREAU Just To Be Loved (GRP/VMG)

NAC begins on Page 99.

### ADULT ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	TRACY CHAPMAN	Telling Stories (Elektra/EEG)	
3	2	STEELY DAN	Cousin Dupree (Giant/Reprise)	
4	3	VERTICAL HORIZON	Everything You Want (RCA)	
2	4	R.E.M.	The Great Beyond (Warner Bros.)	
5	5	FILTER	Take A Picture (Reprise)	
7	6	THIRD EYE BLIND	Never Let You Go (Elektra/EEG)	
11	7	BEN HARPER	Steal My Kisses (Virgin)	
6	8	COUNTING CROWS	Hanging Around (DGC/Geffen)	
9	9	KENNY WAYNE SHEPHERD BAND	Last ... (Giant/Reprise)	
8	10	MOBY	Porcelain (V2)	
13	11	STING	Desert Rose (A&M)	
15	12	MELISSA ETHERIDGE	Enough Of Me (Island/IDJMG)	
10	13	FOO FIGHTERS	Learn To Fly (Roswell/RCA)	
27	14	BOB DYLAN	Things Have Changed (Columbia)	
—	15	U2	The Ground Beneath Her Feet (Interscope)	
19	16	CURE	Maybe Someday (Fiction/Elektra/EEG)	
17	17	TRAM	I Am (Aware/Columbia)	
22	18	A3	Woke Up This Morning (C2/Columbia)	
12	19	SANTANA	F/EVERLAST Put Your Lights On (Arista)	
16	20	RED HOT CHILI PEPPERS	Otherside (Warner Bros.)	
14	21	STING	Brand New Day (A&M)	
21	22	WARREN ZEVON	I Was In The House When... (Artemis)	
20	23	BRUCE COCKBURN	When You Give It Away (Rykodisc)	
28	24	COLLECTIVE SOUL	Needs (Atlantic)	
25	25	TORI AMOS	Concertina (Atlantic)	
29	26	FOLK IMPLOSION	Free To Go (Interscope)	
24	27	MICHAEL HUTCHENCE	F/BOND Slide Away (V2)	
26	28	FIONA APPLE	Fast As You Can (Clean Slate/Epic)	
23	29	BURLAP TO CASHMERE	Eileen's Song (A&M)	
—	30	LEONA NAESS	Charm Attack (Outpost/MCA)	

**#1 MOST ADDED**

U2 The Ground Beneath Her Feet (Interscope)

**#1 MOST INCREASED PLAYS**

U2 The Ground Beneath Her Feet (Interscope)

ADULT ALTERNATIVE begins on Page 125.

**Live**  
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# Publisher's Profile

By Erica Farber



## DOYLE ROSE

President/Radio Division, Emmis Communications

Wall Street has seen that consolidation has made for some great investments for their clients. But, most importantly, we are now an industry of B+ and A students. This has been said before, but in years past we were an industry of C students. We're a much better business, we've got much better people, and everyone is much more focused. The industry's never been this healthy."

### Advice for people concerned about their futures:

"You know what, if I'm scared of my job, I should be doing something else. It's the people who are confident and enjoy what they're doing and who get up every day with the right attitude who don't think about that. They're not worried about whether or not they're going to get their next job. It's the ones who've been hanging on and probably should have moved on who are generally worried about what's happening with consolidation. Those people should start thinking about moving on to another business."

**Biggest challenge:** "Finding and retaining talented people — absolutely No. 1. We're all fighting for the best people out there. I spend more time on that than probably anything else — making sure that I keep the real strong performers in our company happy and looking constantly to find people outside of our industry to bring into our company, so we can expand the talent pool both on and off air."

**His involvement with the RAB:** "For the last two years I've been on the committee for the RAB Managing Sales Conference. I volunteered to be on the committee, and, as it turned out, I'm Chairman this year. We're going through one of the most exciting times for sales that radio's ever experienced. We have a chance, if we're open and willing to learn and attend seminars and look into different ways of doing business. We have so many more ways to sell and raise revenue."

"It used to be that we learned how to sell time by selling spots and learning costs per point and fighting over our small share of the buy. Now we've got sponsorships, nonspot revenue, traffic reports, cross-promotions, e-commerce and website cross-promotions. All of these things are things that everyone's going to have to learn how to sell. I don't think we're selling spots anymore; we're selling a relationship with advertisers. It's a lot more exciting and fun. I think we've put together an agenda that really marries the old and new — the traditional way of selling and all of the opportunities in the new way of selling and the new technology."

**The importance of supporting the RAB and its conference:** "As companies get larger, they are tempted to put in their own in-house training programs and hire their own consultants and put on their own seminars. First of all, that's not very efficient. It's much more efficient to pay \$400 to send one of your people to a seminar that's being put on in some other city and have them be able to share that experience with people from all over the United States rather than remaining insular inside your own company."

"No. 2, what's kept the business down is the fact that we have been insular in terms of how we approach things. All we've done for the past 25 years is fight with each other instead of trying to share information. Here's a chance to go to a place where the best of all of the presenters, speakers and people want to share information. It's pretty easy to get used to doing things one way. Going to these seminars opens up all kinds of possibilities. You find people who have found new ways of selling and new ways of doing things. You can't get that if you remain inside your own company."

**Internet strategy:** "About a year ago, just after I got back from the RAB, it really hit me hard when I saw all the opportunities and things that were being presented having to do with the Internet that Emmis needed to get on the track. We needed to make a commitment to converging our stations with our websites and the Internet. There seemed to be many opportunities — if we could do it right — to

improve our revenue sources and find different ways to make money. When we decided to make the commitment financially, we looked into what it was going to take for us to put high-quality, deep-content websites together that would be compelling enough to get people to use them on a regular basis. We found the cost was prohibitive. Not only that, it was difficult for us to cut deals with content suppliers and e-commerce partners. Emmis was just not large enough to do that."

"I called up other group heads from companies about our size and asked about their Internet strategies. I got dead silence. They knew what they had to do, they just didn't know how to get there. I said, 'It makes sense if we band together and use all of our websites as a starting point for people, as a portal into the Internet. We could create something not dissimilar to the model of the television network.'"

"The goal of this consortium is to take all of the websites and create the architecture of a network that will be supplied to every single station's website. We think we're going to end up with somewhere between 500 to 1,000 stations. Maybe five or six companies are going to be the founding partners who will share in the equity of the new company. We have a day-to-day relationship with our P1 listeners that gives us a better chance of convincing them and relating to them than any other advertising that can be done. Who better than us to drive our listeners to our own website? That's been the most appealing thing in terms of getting people excited about being part of what we're calling The Industry Solution."

**Most influential individual:** "Jeff Smulyan has had a major influence on me. We've been together since 1982. Probably the person who's had an equal influence on me has been my wife."

**Career highlight:** "Several things. One is that some of the people I have been able to bring into the business have blossomed into really tremendous broadcasters. I'm very proud of that. WLOL/Minneapolis, KPWR (Power 106)/Los Angeles, WFAN/New York — those are things that, as I always say, are going to go in my book."

**Career disappointment:** "My only disappointment — and I really shouldn't bitch — is that I wish I had been more entrepreneurial early on as an individual. Some people are born to be entrepreneurs. If I knew what I know now, I would have jumped into ownership of radio stations or some form of business all on my own."

**Favorite radio format:** "I like hip-hop and R&B, given a choice. Also News and NAC/Smooth Jazz."

**Favorite song:** "'Overjoyed' by Stevie Wonder. Every time I hear that song, I feel good."

**Favorite television show:** "Once and Again."

**Favorite movie:** "Two, and they're both prison movies: *The Shawshank Redemption* and *Papillon*, with Steve McQueen."

**Favorite book:** "By John Irving, *The Hotel New Hampshire*. I read it a long time ago, and it really made an impression on me."

**Favorite restaurant:** "Right now, it's Asia De Cuba in L.A."

**Beverage of choice:** "Water and vodka, Stolli, separately."

**Hobbies:** "Golf, reading, and I'm very involved with my son's youth sports."

**E-mail address:** "Drose@emmiswest.emmis.com"

**Stock recommendation:** "Emmis. I like AOL-Time Warner now. I like the deal."

**Favorite website:** "AskJeeves.com, if you want to know about anything anywhere. And TheStreet.com."

**What he's most looking forward to in the new century:** "Spending more time with my family and having radio continue to prosper in the way it has in the last couple of years. It just seems it deserved to have that kind of prosperity."

When you ask people in the business which companies they respect most, one that is consistently mentioned is Emmis. Its radio division, comprised of 20 stations, ranks as the 10th-largest group, and Doyle Rose is its President. During his tenure, this division has grown from \$20 million in operating profit to over \$80 million.

With a great appreciation for the importance of a strong sales effort,

Rose has taken a leadership position not only within his company, but within the industry as well. He is this year's Chairman of the RAB's Marketing Leadership Conference, which is being held this week in Denver. It's billed as the largest gathering of sales and marketing executives ever, and Rose made a personal commitment to ensure that the conference was a big success.

**Getting into the business:** "After college I was just about to start law school. The manager of my apartment building was a radio salesman. He told me about a job selling radio time. I had a young son, and I was hurting for money, so I went down and applied for the job. I had three interviews, got the job and never went back to law school. That was with WWTC in Minneapolis."

"I left there after a year and went to work at WCCO as a salesman. I was called back a year later to interview for the sales manager job, which I got. Six months after I got that job, the manager of the station left to get out of the business. The owner, Rick Buckley, came in and said, 'I'm selling the station. Run it until the new owner comes in.' Three months later the new owner came in and retained me. After two and a half years I was the manager of a major-market station."

**Growth strategy for Emmis:** "Slow but strategic. We've been criticized by Wall Street for not growing faster. In retrospect, it's always easier to look back and say, 'If I had known we were going to have 15%-20% revenue growth, we would have bought a lot more stations.' But at the time we judged it based upon historicals. We looked at some of the multiples being paid, and it just didn't make sense. However, we've ended up buying some very good properties at the right time and the right price."

"The next step is twofold: We have identified properties that we're willing to step up and pay for because we know we can make them work inside of our company. We are probably poised better than anyone to be part of what I think is the next phase of consolidation, the consolidation of companies like ours with other companies like ours. We are definitely a buyer, and our terms are going to be that we will merge and bring in management, but we want to be the surviving, controlling entity."

**State of the industry:** "Radio is finally enjoying the recognition and prosperity it deserves. We are finally being recognized by advertisers as a great and targeted medium."



s already  
n the world  
form.  
she's  
ng home.

Don't miss CoCo's  
performance  
at the Gavin  
Awards Luncheon!

# CoCo Lee

"Do You Want My Love"

First from her highly-anticipated  
English-language debut.

"Just No Other Way."

Impact date  
February 22

Produced by  
Jimmy Greco and  
Roy Contreras for  
Immortal Productions





# Jessica Simpson

## Where You Are

(Featuring Nick Lachey)



The sizzling duet, featured in the upcoming Fox 2000 Pictures film *Here On Earth*.  
Jessica's follow up to the #1 selling single, I Wanna Love You Forever from her gold debut album "Sweet Kisses."

## Where She Is...

### On TV:

- ♥ "Snowed In" hour long special February 5+6, repeating all month.
- ♥ NBA's "Team Up" February 12.
- ♥ "Making Of The Video" debuting February 14, repeating in March.
- ♥ *Here On Earth* TV Ad campaign featuring Where You Are starting mid-March.
- ♥ "The Tonight Show" with Jay Leno March 14.

### On Line:

- ♥ MSN.com chat, February 14.
- ♥ LYCOS promotion, all February.

### In Print:

- ♥ *YM* cover out now.
- ♥ Jessica and Nick on the cover of *Seventeen* in March.
- ♥ *Jump* and *Entertainment Teen* covers in March.
- ♥ Features in *People*, *Teen People*, *Interview*, *TV Guide*, *Glamour*.
- ♥ Partnership For A Drug Free America campaign running now.

### In Film:

- ♥ Trailers for *Here On Earth* featuring Where You Are in theaters now.
- ♥ *Here On Earth* stars Chris Klein (*American Pie*),  
Leelee Sobieski (*Joan Of Arc*), and Josh Hartnett (*The Faculty*).

Film opens nationwide Friday, March 24.

Produced by Louis Biancaniello and Sam Watters  
General management: Joe Simpson for JT Entertainment  
Nick Lachey appears courtesy of Universal



Here On Earth  
Soundtrack  
in stores  
Tuesday, March 14.



"Sweet Kisses"  
Album in stores  
now.

[www.columbiarecords.com/jessicasimpson.com](http://www.columbiarecords.com/jessicasimpson.com) [www.foxmovies.com](http://www.foxmovies.com)



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