

NEWSSTAND PRICE \$6.50

### Slim Shady Stands Up

Eminem's "The Real Slim Shady" (Aftermath/Inter-scope) climbs to the top of this week's CHR/Rhythmic chart and is No. 1 on R&R's Callout America. The explosive rap hit helped drive sales of Eminem's *Marshall Mathers LP* to over 1 million in its debut week.



**THE INDUSTRY'S NEWSPAPER**  
www.ronline.com

JUNE 2, 2000

### Walking The Hiwire

R&R introduces a spiffy new streaming-media application you can put on your very own desktop. The Club R&R Tuner is available for free download at [www.ronline.com](http://www.ronline.com). Check out the details, next page.



# BONEY JAMES RICK BRAUN

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**SHAKE IT UP**



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Sales consultant **Sylvia Allen** has published *How to Be Successful at Sponsorship Sales*, a must-read reference for sales managers, AEs or anyone else who needs to learn Allen's important element of radio selling. In this week's MMS section, Sales and Marketing Editor **Pam Baker** lists some of the highlights of Allen's book. Also this week: Columnist **Dick Kazan** highlights why it's sometimes important to speak directly to a decision maker when doing business; our Sales Tip of the Week comes from KCBS-AM/ San Francisco's **Noel Wax**; and in the GM Spotlight this week is AMFM/Minneapolis VP/GM **Marc Kalman**.

Pages 12-18

**SPANNING THE GENERATIONS**

This week two of our editors take a look at generational segments that are important to their formats. N/T Editor **Al Peterson** explores the so-called "Generation Jones," the 35-44-year-old segment of baby boomers. Rock Editor **Cyndee Maxwell** sets her sights a little younger and takes a look at "Generation Y," the 11-22-year-olds.

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IN THE NEWS

- **Clear Channel** resets programmers in San Diego, San Jose, Albuquerque
- **Bob Jamieson, Jack Rovner** to head new RCA Records Group
- **Tom Lee** becomes PD of Fox Sports Radio Network
- **The FCC** considers new market definitions

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THIS #1 WEEK

- CHR/POP**
- **BRITNEY SPEARS** Oops! ... I Did It Again (Jive)
- CHR/RHYTHMIC**
- **EMINEM** The Real Slim Shady (Aftermath/Interscope)
- URBAN**
- **JAGGED EDGE** Let's Get Married (So So Def/Columbia)
- URBAN AC**
- **CARL THOMAS** I Wish (Bad Boy/Arista)
- COUNTRY**
- **FAITH HILL** The Way You Love Me (Warner Bros.)
- AC**
- **FAITH HILL** Breathe (Warner Bros.)
- HOT AC**
- **VERTICAL HORIZON** Everything You Want (RCA)
- HAC/SMOOTH JAZZ**
- **BOB JAMES** Raise The Roof (Warner Bros.)
- ROCK**
- **3 DOORS DOWN** Kryptonite (Republic/Universal)
- ACTIVE ROCK**
- **METALLICA** I Disappear (Hollywood)
- ALTERNATIVE**
- **3 DOORS DOWN** Kryptonite (Republic/Universal)
- ADULT ALTERNATIVE**
- **MATCHBOX TWENTY** Bent (Lava/Atlantic)

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**NAB Spends Big On Campaigns**

■ **WW1's Pattiz** also a major contributor in 2000

The entertainment industry has donated lavish amounts to various political candidates in this election year — most of it ending up in Democratic hands — but the NAB put most of its money behind Republican candidates.

According to *USA Today*, the NAB was the No. 1 source of funds in the "arts, entertainment and print media" category during

the first quarter of 2000. It gave \$503,335 to various candidates, political parties and committees, with 74% of that amount going to Republicans. Westwood One Chairman Norm Pattiz evened things out, however: He donated \$267,500 to various campaigns in the first quarter, and not a penny went to Republican candidates.

CONTRIBUTIONS/See Page 21

**R&R Adds Two New High-Tech Attractions**

■ **'Club R&R Tuner'** captures 3,000 streaming radio stations in a standalone desktop player

R&R has announced the launch of the "Club R&R Tuner," an Internet radio tuner available for download beginning today at [www.rroonline.com](http://www.rroonline.com). The Club R&R Tuner, powered by Hiwire technology, is a standalone desktop application that will enable users to access over 3,000 radio stations, from music and News to Talk and Sports.

With a download size of only two megabytes and a sleek user interface, the Club R&R Tuner provides instant access to streaming entertainment. From an icon on the desktop, the tuner plays all Windows Media and RealPlayer streams, offers a powerful search function that scans listed stations for programming data and

features dynamic updating of tuner and station lists to avoid clicking on expired links.

"We're proud to offer our readers the Club R&R Tuner," said R&R Publisher/CEO Erica



Farber. "We are always looking for new ways to provide benefits to our customers, and with the help of the engineers at Hiwire, we're able to offer the latest in tuner technology, with dozens of interactive features." The tuner will also feature Hiwire's unique ad manager software, allowing

TUNER/See Page 3

**RAIN To Provide Content To R&R**

**RAIN: Radio And Internet Newsletter** — the daily web-based newsletter covering Internet-delivered radio — will provide three pages of weekly content to R&R, starting next week. RAIN is published by respected radio researcher and consultant Kurt Hanson.



Hanson

Editorial content provided by RAIN to R&R will include a mix of stories from previous editions of the web-based newsletter and custom-written material that will appear in RAIN after its appearance in R&R. Hanson launched RAIN last November, and the newsletter currently has 1,200 subscribers.

RAIN/See Page 39

**FCC Opens LPFM Filing Window**

BY JEFFREY YORKE  
R&R WASHINGTON BUREAU CHIEF  
[yorke@rroonline.com](mailto:yorke@rroonline.com)

The FCC opened its first filing window for low-power FM licenses on Tuesday (5/30), allowing would-be broadcasters from Alaska, California, the District of Columbia, Georgia, Indiana, Louisiana, Maine, the Mariana Islands, Maryland, Oklahoma, Rhode Island and Utah to submit applications through June 5.

An FCC spokesman told R&R the commission received "a bunch ... at least nine" applications on opening day, which gave nonprofit community, church and school groups their first opportunity to file for the highly controversial broadcast privileges.

Last week the FCC expected heavy demand for applications — limited to one per person or group — for construction permits. Applications can be downloaded and filed electronically using Form 318 on [www.fcc.gov/mmb](http://www.fcc.gov/mmb).

LPFM/See Page 39

**Hollywood Appoints Fontaine SVP/Promo**

BY STEVE WONSIEWICZ  
R&R MUSIC EDITOR  
[swonze@rroonline.com](mailto:swonze@rroonline.com)

**Hollywood Records** has named **Justin Fontaine Sr.** VP/Promotion. Based in Los Angeles, he reports to Buena Vista Music Group Chairman Bob Cavallo.

"I'm delighted to welcome Justin to Hollywood Records," Cavallo commented. "It's a great time in the label's development to be able to add such an experienced and widely respected executive. Justin is an instrumental part of our continued growth."

Fontaine most recently was VP/National Promotion at Capitol Records. Prior to that he spent five years as VP/Promotion at The Work Group in Los Angeles. Between 1991-92 he was National Director/Pop Promotion for Chrysalis Records in L.A. Fontaine, who also has handled Midwest regional promotional duties for Mercury

FONTAINE/See Page 39

**Indecency & The FCC: An Insider's View**

■ **Infinity attorney Lerman** helps make sense of the commission's broad definition

BY MATT SPANGLER  
SPECIAL TO R&R  
[mailroom@rroonline.com](mailto:mailroom@rroonline.com)

Washington, DC communications attorney **Steve Lerman** has a broad vocabulary, but there are seven *bon mots* with which he is intimately familiar.

They are as follows: "sh—" ... Well, you can just go listen to the George Carlin record.

For more than two decades Lerman has represented Infinity Broadcasting at the FCC. His staunch advocacy of the First Amendment — or, as Lerman says, "freedom from overzealous governmental intrusion" — was tested in the mid-1980s, when Howard Stern's raunchy routines pushed the Mark Fowler-led commission to recast the so-called "seven dirty

words" standard. Stern's antics eventually led Infinity to make a \$1.7 million "voluntary contribution" to the U.S. Treasury in 1995 as part of an overall settle-

*"Dr. Ruth elaborating on the male organ might be OK with the FCC, but the same subject in a joking session with Lorena Bobbitt's ex-husband might not be."*

("poop talk," Lerman calls it). But Lerman says the commission still needs to spell out for broadcasters what they can and can't say on the radio.

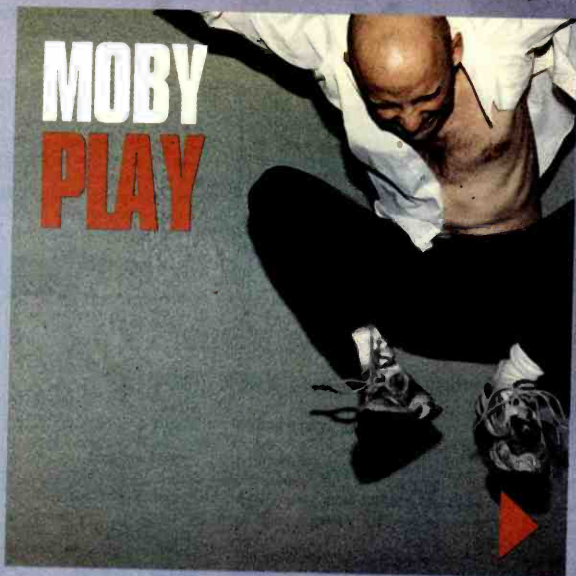
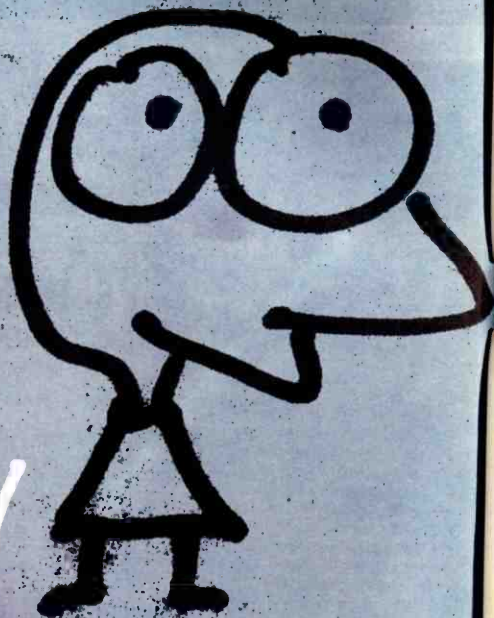
He's waiting for the agency to fulfill its obligation under a 1994 court settlement with Evergreen Media (since merged into Chancellor and renamed AMFM and now merging with Clear Channel) to issue indecency guidelines. But those were due more than five years ago, so he's not holding his breath.

Infinity's anticensorship warrior spoke with R&R about how the FCC reviews indecency complaints and offered his advice about how to stay out of the commission's sights.

LERMAN/See Page 39

# MOBY PORCELAIN

From the critically acclaimed album **PLAY**



- \* 2x Grammy Nominee including Best Alternative Music performance
- \* The Tonight Show May 5th
- \* Sessions at west 54th Street May 12th
- \* Cover of Spin May 6th

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Over 28,000 units scanned last week alone!

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KNRK/Portland - 43x  
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**BIG Modern Adult Adds @:**

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*"There is no ignoring Moby! Magazine covers, billboards, commercials and without a doubt - album sales! This is the most visible 'secret' around! 'Porcelain' is THE crossover smash off of 'Play'!"*  
Chris Patyk  
KYSR/Los Angeles

*"The last time I saw phones like this was 'Bittersweet Symphony'. Amazing how something a little different can set you apart."*  
Barry James  
Vice-President  
Programming  
WTMX-FM/Chicago



## Jamieson, Rovner Add Duties At New RCA Music Group

BMG Entertainment has named Robert Jamieson President and Jack Rovner Exec. VP/GM of the newly created RCA Music Group. Both hold the same titles at RCA Records and will now oversee RCA Records, BMG Classics and Windham Hill.

"With recent changes in the marketplace, this restructuring underscores BMG's commitment to being the most creative, innovative and efficient worldwide music company." BMG Entertainment President/CEO Strauss Zelnick said. "Under the leadership of BMG Classics' David Eyer and Windham Hill's Steve Vining, both labels are solid performers that have become synonymous with quality and artistic integrity. We applaud their outstanding accomplishments."

While BMG's classical A&R will continue, marketing and sales efforts will be refocused at the local level. Windham Hill will continue to target jazz-based adult music. All labels will retain their own imprints.

## Tuner

Continued from Page 1

broadcasters to deliver targeted ads to listeners in live streams. Club R&R Tuner users will receive Internet radio ads tailored by age, gender and city from Hiwire-enabled partner stations. For the first time, Internet radio listeners will be treated like a "local" market by those stations.

"The ability to offer targeted ads through the Club R&R Tuner will help our partner stations pay for the cost of streaming the signal," Hiwire co-founder/President Jim Pavilack said. "And it enhances the user experience when they hear ads relevant to them. Our partnership with the preeminent radio trade is a big step toward growing the base of terrestrial stations that stream their signal on the 'Net.'"

Hiwire is the foremost developer of advertising solutions for streaming-media content providers. Based in Los Angeles, Hiwire is privately held and is the first company to create an online marketplace for targeted ads in a live stream. Through a proprietary audio and video ad-insertion network, Hiwire opens up the world of netcasting to advertisers and broadcasters, offering them an online strategy that reaches consumers and generates revenue.

## Lopez Mines Platinum



Work/Epic artist Jennifer Lopez was recently honored with a plaque commemorating worldwide sales of 5 million units of her debut effort. On the 6. Pictured (l-r) are Epic Records Group Chairman David Glew, Sony Music Entertainment Chairman/CEO Thomas Mottola, Lopez, Epic Records Group President Polly Anthony and manager Benny Medina.

## Clear Channel Sets Dirs./Programming

Richards moves to San Diego as Schoenwetter takes over in San Jose; May heads to Albuquerque

Get out your scorecards, because Clear Channel has named three new Directors/Programming.

Jim Richards will oversee the San Diego FMs — Classic Rock KGB, CHR/Pop KHTS, Active Rock KIOZ, Oldies KJQY, Hot AC KMSX, Oldies XHRM and Alternative XTRA — and relinquish his San Jose Director/Programming post to Alternative KCNL-FM/San Jose Gary Schoenwetter, who adds day-to-day duties for Rock trimulcast KFJO-FM, KSJO-FM & KXJO-FM and Classic Rock KUFX-FM.

Meanwhile, KIOZ/S.D. PD Bill May will head to Clear Channel/Albuquerque's Classic Rock KLSK-FM, Hot AC KPEK-FM, AC KSYU-FM, Alternative KTEG-FM and Rock KZRR-FM as Director/Programming on June 5.

"Each of these guys has exhibited unparalleled programming ability coupled with precision fiscal re-



Richards



Schoenwetter

sponsibility and a passionate desire to exploit new technologies with digital platforms," said Clear Channel Regional VP/Programming Jack Evans. "It was a no-brainer to promote these exemplary programmers."

Richards joined the San Jose stations under Jacor and once served as Director/FM Operations for Jacor's Cincinnati properties. His

CLEAR CHANNEL/See Page 22

## Lee PD For Fox Sports Radio Network

Premiere Radio Networks has named KJR-AM/Seattle PD Tom Lee to the newly created position of PD for the soon-to-be-launched Fox Sports Radio Network. In his new job Lee will oversee all programming, production and broadcast operations for the network, which is scheduled to debut nationally Aug. 28.

"Lee's outstanding track record at KJR speaks for itself, as he's built one of the most respected Sports/Talk stations in the country," com-



Lee

mented Fox Sports Radio VP/GM Scott Savage, to whom Lee will report. "His ability to hire and coach great talent will serve him well in managing Fox Sports Radio's on-air product."

A Kansas native, Lee spent the first five years of his broadcast career at Entercom's News/Talk KMBZ-AM/Kansas City, where he was eventually named Asst. PD before moving on to KJR

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JUNE 2, 2000

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## FCC Considers Market Redefinition

Commission tells Congress it plans to retain newspaper/broadcast cross-ownership regulations

By Jeffrey Yorke  
R&R WASHINGTON BUREAU CHIEF  
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The FCC said Tuesday (5/30) that it will consider rule changes to address concerns about the way it defines local radio ownership rules, particularly the way it defines radio markets and counts the number of stations within them. The commission also said it will likely retain its longtime rule on newspaper/broadcast cross-ownership, which generally prohibits a local newspaper from owning broadcast outlets in the same market, in order to promote diversity of viewpoints.

The FCC stated these positions as part of its mandatory report to Congress. The Telecom Act of 1996 requires the FCC to perform the housekeeping review every two years in order to update regulations. Any recommendations the FCC may have would be followed by a formal proposal to change the rules.

In his review of the report FCC Chairman Bill Kennard said the commission "has provided signifi-

cant regulatory relief to the broadcast industry. The industry is still in the process of responding to this new regulatory environment. Although the marketplace is still in flux, we do know the regulatory changes have allowed broadcasters in large markets to respond to competitive dynamics without sacrificing our long-cherished diversity and competition principles."

The FCC has been at odds over market counts since the Telecom Act raised the number of large-market stations a licensee could hold to eight. The commission has struggled in its use of a standard that considers overlapping signal contours as a measuring method rather than Arbitron market definitions.

"I have long supported revising our rules to correct our convoluted definition of radio markets," said Commissioner Susan Ness. Still, she believes that any changes the FCC makes should not affect market

FCC/See Page 8

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## Triad Buys 15 Stations Down South

□ Acquisition brings total stations to 42

By JENNIFER MARKHAM  
R&R WASHINGTON BUREAU  
jmarkham@rtronline.com

Last week R&R reported that Triad had closed on five stations in Nebraska in a \$12 million deal. This week the company is at it again: Triad purchased 15 small-market radio stations for \$25.6 million from Adventure Communications, which owns no other stations.

The 10-month-old Triad is adding WGO-FM/Midway, WLOW/Bluften and WGZR-FM/Savannah, GA; WFXH-AM & FM and WWVV-FM/Hilton Head, SC; WBDY-AM, WHIS-AM & WTZE-AM/Tazewell, VA and WKEZ-AM, WHAJ-FM, WHKX-FM & WHQZ-FM/Cedar Bluff, VA; and West Virginia's WKOY-FM/Princeton and WKQY-FM/Bluefield. The company will also enter into a local marketing agreement for WGZO-FM/Parris Island, GA.

Triad President/CEO David Ben-

jamin said, "This transaction represents a tremendous growth opportunity for Triad Broadcasting Company. We are very pleased to be adding these 15 select stations to the radio group that we are assembling in fast-growing U.S. markets. In addition, we're enthusiastic about the sales and local marketing agreement with WGZO-FM, which is an attractive addition to the six-station cluster in Hilton Head-Savannah. These stations have a rich heritage and are well-respected in the industry. Moreover, this acquisition

will further our strategy to build a profitable group of quality radio properties with strong management and excellent market positions in small to midsized markets."

Adventure Communications CEO Mike Shot is excited about the deal as well. He said, "We are gratified that these high-performing stations will be joining a company whose focus is on quality and excellence. Listeners, advertisers and employees in the Bluefield and Hilton Head-Savannah markets will benefit greatly from Triad's commitment to local radio programming, and that's a big win for everyone."

The deal was brokered by Bergner & Co. and is expected to close by the end of the third quarter.

## Will There Be Secondary Markets For Radio?

□ Licensees concerned about reallocation

One day before the public forum on Secondary Markets In Radio Spectrum, FCC Office of Engineering and Technology Chief Dale Hatfield held a press briefing on the commission's plan for creating a secondary market for radio spectrum. The concept was first introduced in February by FCC Chairman William Kennard in an address to the Cellular Telecommunications Industry Association. A secondary market would allow licensees to lease unoccupied spectrum space to others who wish to use the spectrum. This would maximize spectrum space, which is part of the FCC's plan.

According to Hatfield, certain parts of the spectrum are more valuable than others, particularly the area between 300MHz and 3GHz. This is the space competitors are vying for. "The

commission would like to see spectrum space moving back and forth between users in a marketplace environment," said Hatfield. "The commission has gotten faster with get-

ting spectrum into the hands of the public, but it would like to see the spectrum space changing hands a little more."

A secondary market would allow a much quicker response to the marketplace because a licensee would sublease space from an existing licensee. This minimizes the extensive and costly paperwork that can prolong applicants' attempts to gain spectrum space.

The idea of introducing a secondary market is still in its infancy, and the commission is exploring ways to implement it effectively. And with

RADIO/See Page 8

## Bloomberg

BUSINESS BRIEFS

### Triathlon Settles Shareholder Lawsuit

Triathlon shareholder Herbert Behrens has agreed to drop his lawsuit against the San Diego-based broadcaster in exchange for 11 cents more for each of the 5.8 million depository shares outstanding. Behrens filed suit in Delaware Chancery Court in Wilmington in July 1998 after Capstar Broadcasting said it would pay \$190 million for Triathlon. Behrens determined he would get only \$10.38 per depository share, while Class A common shares would be bought for \$13 apiece.

Also in exchange for dropping the suit, Capstar agreed to pay Behrens up to \$150,000 in legal fees. The settlement must be approved by a judge.

### Viacom To Buy Back \$1 Billion In Stock

Viacom said last week it would launch another campaign to repurchase its class B common stock. The buyback program was to begin immediately. The announcement came on the heels of the media giant's closing of its merger with CBS Corp. last month and completion of a \$1 billion stock buyback in April. Shares of Viacom have fallen about 2% since the CBS merger, and stock buybacks generally bolster share prices. There are 1.37 billion class B shares outstanding, along with 137.5 million class A shares. Shares closed up 44 cents at \$55.50 on May 25, the day of the announcement, and had jumped to \$60.63 by R&R's Tuesday (5/30) press time.

Meanwhile, Viacom President/COO Mel Karmazin last week won a seat on the board of directors of Blockbuster, a publicly traded Viacom subsidiary. Karmazin is already busy: He holds board seats at Infinity Broadcasting and Westwood One and a seat on the New York Stock Exchange, and he is VP/Chairman of the Museum of Television & Radio.

### Viacom Keeps Merrill Lynch 'Buy' Rating

Merrill Lynch analyst Jessica Reif Cohen on Tuesday reiterated her near- and long-term "buy" ratings on Viacom. Cohen's 12-month target price on the issue is \$75 per share.

Meanwhile, Lehman Brothers analyst Robert Peck reiterated his "buy" recommendation for Sirius Satellite Radio, and CIBC World Markets analyst Robert Bek raised his rating on Radio Unica to "buy" from "hold." Bek set a target price range of \$8-\$10 per share.

### Hispanic Broadcasting To Split Stock

Hispanic Broadcasting's board of directors voted on Friday to declare a two-for-one split. The split's record date will be June 5, with June 15 as

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				
	One Year Ago	5/29/99	5/22/99	One Year Ago	5/22-5/29
Radio Index	286.55	308.37	300.98	+7.61%	+2.76%
Dow Industrials	10,599.74	10,323.90	10,829.28	-2.60%	-4.67%
S&P 500	1301.84	1381.52	1330.29	+6.12%	+3.85%

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*Skip Tash*  
Skip Tash  
Executive VP Radio Division,  
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(KISS-FM, Los Angeles, hundreds more).

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Lee Abrams, Legendary Radio Programmer  
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spontaneous, affluent and influential 25-54 listeners. Radio is changing at a lightning pace, and now is the time to get ready. **HERO RADIO** arms you with our exclusive, dynamic, standout programming, custom localization, plus, the magnetic **HERO RADIO** sales and marketing platform for your sales team. There's room for a **HERO** in every radio market, and one of your stations is probably perfect for it. Join the rapidly growing number of stations already poised to launch with us right out of the box! Download cd quality demos and information at [www.heroradio.com](http://www.heroradio.com) or call us toll free at **(877)457-HERO**. Reserve your market exclusivity now!

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## DEAL OF THE WEEK

• **WLOW-FM/Blufton, GA; WGCO-FM/Midway, GA; WFXH-AM & FM and WWV-FM/Hilton Head, SC; WGZR-FM/Ridgeland, SC (Savannah, GA); WKEZ-AM, WHAJ-FM, WHKX-FM, WHQX-FM/Cedar Bluff, WV; WKOY-FM/Princeton, WV; WBDY-AM, WHIS-AM, WTZE-AM and WKQY-FM/Tazewell, VA \$25.6 million**

## 2000 DEALS TO DATE

**Dollars To Date: \$6,067,668,926**  
(Last Year: \$1,659,756,054.41)

**Dollars This Week: \$51,970,001**  
(Last Year: \$19,648,348.05)

**Stations Traded This Year: 552**  
(Last Year: 528)

**Stations Traded This Week: 24**  
(Last Year: 13)

## TRANSACTIONS AT A GLANCE

- **KRVQ-FM/Blanchard & KSYR-FM/Minden (Shreveport), LA \$7.9 million**
- **KTLD-AM/Pineville (Alexandria), LA \$180,000**
- **WEBO-AM/Owego (Binghamton), NY \$1**
- **WFUN-AM & WREO-FM/Ashtabula, OH (Erie, PA) \$11 million**
- **WTNR-AM/Waynesboro, TN \$40,000**
- **WXEZ-FM/Yorktown, VA (Norfolk) \$7 million**
- **KMJY-FM/Newport, WA \$250,000**

## TRANSACTIONS

# Triad's Up For Adventure Down In Dixie

Acquires 15 stations for \$25.6 million; Erie duo go for \$11 million

### Deal of the Week

**WLOW-FM/Blufton, GA; WGCO-FM/Midway, GA; WFXH-AM & FM and WWV-FM/Hilton Head, SC; WGZR-FM/Ridgeland, SC (Savannah, GA); WKEZ-AM, WHAJ-FM, WHKX-FM, WHQX-FM/Cedar Bluff, WV; WKOY-FM/Princeton, WV; WBDY-AM, WHIS-AM, WTZE-AM and WKQY-FM/Tazewell, VA**

PRICE: \$25.6 million  
TERMS: Asset sale for cash  
BUYER: Triad Broadcasting, headed by President/CEO David Benjamin. It owns 27 other stations. Phone: (831) 655-6350  
SELLER: Adventure Communications, headed by President/CEO Michael Shott. Phone: (304) 325-3514  
FREQUENCY: 107.9 MHz; 98.3 MHz; 1130 kHz; 106.1 MHz; 106.9 MHz; 104.9 MHz; 1240 kHz; 104.5

MHz; 106.3 MHz; 107.7 MHz; 100.9 MHz; 1190 kHz; 1440 kHz; 1470 kHz; 100.1 MHz  
POWER: 24kw at 725 feet; 100kw at 981 feet; 1kw day/500 watts night; 25kw at 594 feet; 100kw at 801 feet; 3kw at 299 feet; 1kw; 100kw at 1,549 feet; 500 watts at 1,122 feet; 9.1kw at 541 feet; 500 watts at 1,063 feet; 10kw; 5kw day/500 watts night; 5kw; 4.2kw at 390 feet  
FORMAT: Adult Standards; Oldies; Sports; Classic Hits; B/EZ; B/EZ; AC; Country; Ccountry; Oldies; Country; Sports; News; News; Oldies  
BROKER: Bergner & Co.

### Louisiana

**KRVQ-FM/Blanchard & KSYR-FM/Minden (Shreveport)**

PRICE: \$7.9 million  
TERMS: Asset sale for cash  
BUYER: Access 1 Communications, headed by Chairman Sydney Small. Phone: (212) 714-1000  
SELLER: Ninety-Five Point Seven, headed by Chairman John Mitchell. Phone: (318) 222-0636

FREQUENCY: 102.1 MHz, 95.7 MHz  
POWER: 14kw at 440 feet; 50kw at 469 feet  
FORMAT: Oldies, CHR/Pop

**KTLD-AM/Pineville (Alexandria)**

PRICE: \$180,000  
TERMS: Asset sale for cash  
BUYER: Peoples Broadcast Network, headed by Manager Otto Miller. Phone: (203) 968-6444  
SELLER: Hill Country Broadcasting, headed by President Troy DeRamus. Phone: (318) 473-4388  
FREQUENCY: 1110 kHz  
POWER: 2kw  
FORMAT: Talk  
BROKER: Bishop Talben Pope

### New York

**WEBO-AM/Owego (Binghamton)**

PRICE: \$1  
TERMS: Asset sale for cash  
BUYER: Tioga Media, headed by President Mary Frances Harrington. It also owns WLTB-FM/

Binghamton. Phone: (607) 687-9605  
SELLER: WEBO Radio, headed by VP Steven Gilinsky. Phone: (607) 748-9131  
FREQUENCY: 1330 kHz  
POWER: 5kw day/50 watts night  
FORMAT: AC

### Ohio

**WFUN-AM & WREO-FM/Ashtabula (Erie, PA)**

PRICE: \$11 million  
TERMS: Asset sale for cash  
BUYER: Clear Channel, headed by CEO Lowry Mays. It owns 897 other stations. Phone: (606) 655-2267  
SELLER: Radio Enterprises of Ohio, headed by President Richard Rowley. Phone: (440) 992-2658  
FREQUENCY: 970 kHz; 97.1 MHz  
POWER: 5kw day/1kw night; 50kw at 500 feet  
FORMAT: Oldies/Talk; AC  
BROKER: Associated Broadcasters

### Tennessee

**WTNR-AM/Waynesboro**  
PRICE: \$40,000

TERMS: Asset sale for cash  
BUYER: Wayne County Community Radio, headed by Managing Member Gerald Dilts. Phone: (301) 908-4680  
SELLER: Ohio Broadcast Associates. Phone: (361) 883-3516  
FREQUENCY: 930 kHz  
POWER: 470 watts day/91 watts night  
FORMAT: Talk

### Virginia

**WXEZ-FM/Yorktown (Norfolk)**

PRICE: \$7 million  
TERMS: Asset sale for cash  
BUYER: Barnstable Broadcasting, headed by Chairman Al Kaneb. It owns 18 other stations, including WGH-AM & FM, WCMS-AM & FM and WWSO-FM/Norfolk. Phone: (617) 527-0062  
SELLER: Yorktown Communications, headed by Chairman William Eure. No phone listed.  
FREQUENCY: 94.1 MHz  
POWER: 40kw at 532 feet

Continued on Page 8

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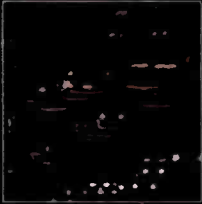
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## Radio

Continued from Page 4  
new concepts come new concerns. One of the FCC's preliminary con-

**"The commission has gotten faster with getting spectrum into the hands of the public, but it would like to see the spectrum space changing hands a little more."**

Dale Hatfield

cerns is the issue of "transfer of control." With a secondary market, the FCC is faced with finding out how to contact sublessees if they violate FCC rules. Hatfield says, "The licensee gives us a hook because it's easier to go after a person who is a licensee, as opposed to someone who is leasing space." A second concern raised by present licensees is that they will be penalized if they admit to owning unused spectrum. "Licensees need to know that the FCC will not step in and reallocate spectrum," said Hatfield.

After the public forum the FCC will evaluate the idea further, and the meeting could lead to immediate internal changes within the commission or a Notice of Proposed Rulemaking as soon as a year from now.

—Jennifer Markham

## FCC

Continued from Page 3

clusters that were assembled under the commission's current rules. Whatever definition is adopted, Ness added, the FCC "should also remain consistent with the intent of Congress to relax the radio ownership restrictions."

On the other hand, the NAB likes the way the market counts are performed now and will likely lobby against any proposed changes to the method. "The definition as it stands now is perfectly acceptable, perfectly appropriate," NAB spokesman Dennis Wharton told R&R.

The newspaper/broadcast ownership rule may present a problem for a commission intent on reinventing its regulatory landscape and keeping up with fast-changing technological advances. It has frequently issued waivers to newspaper owners in big cities, allowing publishers to hold the license of one or two radio outlets in the same market if there was evidence that there was a diversity of viewpoints. Ness supports that way of thinking, but voices concern that the same rules may not apply in smaller markets where there is only one newspaper and a handful of radio outlets.

Wharton says his group objects to the rule entirely. "The rule is a relic of a bygone era. It belongs in the dust bin of history. We say eliminate it."

## Transactions

Continued from Page 6

FORMAT: B/EZ

BROKER: Blackburn & Company

## Washington

KMJY-FM/Newport

PRICE: \$250,000

TERMS: Asset sale for cash

BUYER: ALC Communications,

headed by General Partner Chris

Gilbreth. Phone: (509) 527-1000

SELLER: James & Helen Stargel.

Phone: (208) 437-5700

FREQUENCY: 104.9 MHz

POWER: 6kw at 36 feet

FORMAT: Country

BROKER: MCH Enterprises Inc.

## Bloomberg

## BUSINESS BRIEFS

Continued from Page 4

the payment date. The vote comes a day after the group moved to the New York Stock Exchange as "HSP" after trading on Nasdaq.

Moving to the big board was a daylong event for President/CEO MacTichenor: He was the first to buy HSP shares the morning of May 25 — shares that will be donated to the Committee for Hispanic Children and Families, which engages in programs for community education and youth development. He later joined NYSE CEO Dick Grasso to ring the Exchange's closing bell. The issue was up \$4.94 — almost 8% — to \$66.81 just before the market closed. On Friday shares were up \$3.25 to \$69.13, and they moved up another \$1 to close at \$70, up 12.5 cents, on Tuesday (5/30).

## Bank of America Begins Selling Radio One Loan

Bank of America held a lenders meeting in New York Thursday and announced that Credit Suisse First Boston has joined as a syndication agent on the Radio One loan, and TD Securities has joined as a documentation agent. Radio One is borrowing \$750 million in order to finance its \$1.3 billion acquisition of 12 Clear Channel spinoffs.

## Disney Settles GoTo.com Suit

The Walt Disney Co. last week agreed to pay \$21.5 million to GoTo.com and to permanently discontinue its use of the original "Go Network" logo and the current replacement logo. GoTo.com sued Disney in February 1999 for trademark infringement.

## NABEF Recognizes WSYR-AM/Syracuse, KPWR/L.A.

Clear Channel's Talk WSYR has won the NAB Education Fund's second annual Partnership Award for a program it began to prevent child abuse and help victimized children. The award is given to broadcasters and corporate or community partners for exemplary public service. Emmis' CHR/Rhythmic KPWR was selected for the Friend in Need Award for its "Knowledge Is Power" program, a 5-year-old nonprofit fund that targets gang-impacted youths for positive guidance. The awards will be presented June 12 at the NAB's Service to America Celebration in Washington, DC. Bob Schieffer, host of CBS' *Face the Nation* and a regular contributor to Westwood One's *Imus in the Morning*, will be the Master of Ceremonies for the event, which will also honor President Jimmy Carter and Rosalynn Carter for their leadership and community service.

## Sirius Hires Ad Agency; Tweeter Stores To Sell XM Service

Sirius Satellite Radio has selected San Francisco-based Goodby, Silverstein & Partners as its national advertising agency. The agency will launch a national TV ad campaign to introduce Sirius' 100-channel satellite service, beginning in the first quarter of 2001. The agency, which has been behind such high-profile ad campaigns as the Budweiser lizards and the California Milk Processor Board's "Got milk?" campaign, will create a multifaceted brand-building campaign that will include retail, trade and online advertising to introduce the benefits of satellite broadcasting.

Fellow satellite broadcaster XM Satellite Radio has entered into an agreement with Tweeter Home Entertainment Group to market its receivers and subscriptions through Tweeter's 84 retail stores nationwide. The stores operate under the Tweeter Etc., Bryn Mawr Stereo & Video, HiFi Buys, Home Entertainment, DOW Stereo/Video and United Audio Centers names in the New England, Mid-Atlantic, Southeast, Texas, Southern California and Chicago markets, respectively. XM signed a similar agreement with Best Buy stores last week.

## FCC Gives Florida Pirate Maximum Fine

The commission fined Jean R. Jonassaint \$10,000 for illegally operating an FM station without authorization from the FCC. Jonassaint was fined the maximum penalty of \$10,000 because he failed to respond to the notices of forfeiture issued by the FCC. FCC Enforcement Bureau Assistant Chief John Winston told R&R, "In every case we go for the maximum penalty, but if the offender stays off the air, there is generally no penalty. In this case, he did not respond." Pirates are subject to imprisonment, a fine or both.

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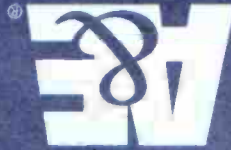


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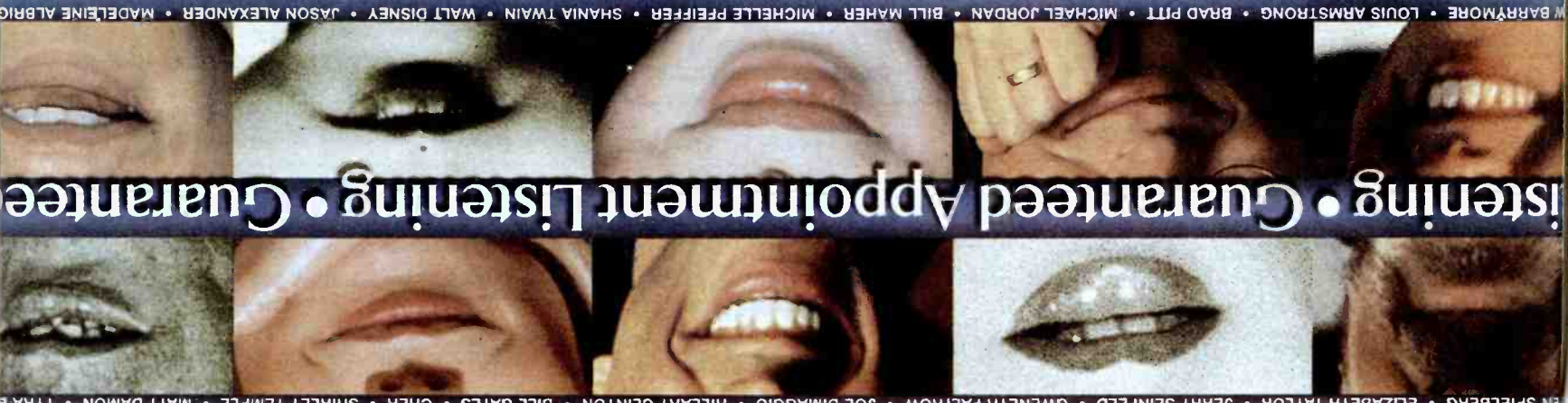
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## AGENDA

### WEDNESDAY, JUNE 14, 2000

**9:00AM**  
REGISTRATION OPENS

**12:00-5:00PM**  
Internet Displays & Exhibits Open

**1:00-3:00PM**  
**INTERNET**  
Introduction To Radio Websites:  
A Required Course!

**1:00-5:00PM**  
Jacobs Media Alternative  
& Active Rock Summit

### THURSDAY, JUNE 15, 2000

**8:30AM-3:00PM**  
Pollack Media Group  
International Radio Summit

**9:30-11:00AM**  
**PROGRAMMING**  
Cume Magnets & Recycling

**10:00AM-1:00PM**  
Jacobs Media Alternative  
& Active Rock Summit

#### CONCURRENT SESSIONS 11:00AM-1:00PM

- **TALENT**  
Coaching And Motivating Talent
- **INTERNET**  
Programming Your Website

#### 1:00-2:30PM

- **HERITAGE ROCK/CLASSIC ROCK**  
The Big Squeeze:  
Keeping Heritage Rockers Dominant
- **INTERNET**  
Now That's Radiol!  
How Broadband And Wireless  
Devices Will Expand Your Audience

#### 3:00-4:30PM

- **ALTERNATIVE**  
The Second Annual  
Alternative Rate-A-Record\*
- **HOT AC**  
Taking Stock Of The Industry
- **INTERNET**  
Why Didn't I Think Of That?  
Learning From Real Innovators
- **NAC/SMOOTH JAZZ**  
Label Heads:  
The Intersection of Art & Commerce
- **SALES & MARKETING**  
Non-Traditional Revenue
- **URBAN**  
Minority Ownership In  
The New Millennium

### THURSDAY, JUNE 15, 2000 (Continued)

**7:00-9:00PM**  
OPENING COCKTAIL PARTY

**10:00PM-12:00AM**  
CLUB R&R

**11:00PM-3:00AM**  
R&R LATE NIGHT LOUNGE

### FRIDAY, JUNE 16, 2000

**10:00-11:00AM**  
GENERAL SESSION

#### CONCURRENT SESSIONS 11:15AM-12:45PM

- **ADULT ALTERNATIVE**
- **CHR**  
How To Be A Champion  
Featuring Boxing Champion  
Oscar De La Hoya
- **INTERNET**  
Chrome Wheels And Leather Seats:  
How To Properly Accessorize Your  
Station Website
- **NAC/SMOOTH JAZZ**  
It's The Revenue, Stupid!
- **ROCK**  
Does Active Rock Need To Split?

**1:00-2:45PM**  
LUNCH

#### CONCURRENT SESSIONS 3:00-4:30PM

- **AC**  
Superstars - Part Two
- **ALTERNATIVE**  
How Hard Is Too Hard?
- **INTERNET**  
Would You Like Fries With That?  
Turning e-listeners Into e-consumers
- **SPANISH LANGUAGE RADIO**
- **URBAN**  
Radio And Records, The New Reality

**5:00-7:00PM**  
FIRST ANNUAL R&R RHYTHMIC JAM

**8:00-10:00PM**  
THE BIG FRIDAY NIGHT SHOW

### FRIDAY, JUNE 16, 2000 (Continued)

**10:00PM-12:00AM**  
CLUB R&R

R&R COUNTRY INDUSTRY  
ACHIEVEMENT AWARDS SHOW

**12:00-2:00AM**  
JAVA CAFE

**11:00PM-3:00AM**  
R&R LATE NIGHT LOUNGE

### SATURDAY, JUNE 17, 2000

#### CONCURRENT SESSIONS 11:15AM-12:45PM

- **CHR**
- **INTERNET**  
31 Flavors: Serving Your Audience  
According To Their Tastes
- **NAC/SMOOTH JAZZ**  
Tomorrow's Technology Today
- **POP/ALTERNATIVE**  
Rate-A-Record
- **ROCK**  
Rockin' The Net

**1:00-2:45PM**  
LUNCH

#### CONCURRENT SESSIONS 3:00-4:30PM

- **COUNTRY**  
The State Of Radio And Records
- **INTERNET**  
KWEB Is My Life! How To  
Effectively Build Community Online
- **MUSIC RESEARCH**  
I Give It A 10! Using Your Website  
To Test New Music
- **NAC/SMOOTH JAZZ**  
Play My Record, Dammit!
- **OLDIES**  
Defining Your Station's ULP

**7:30-9:30PM**  
R&R URBAN INDUSTRY  
ACHIEVEMENT AWARDS SHOW

**10:00PM-12:00AM**  
CLUB R&R

R&R Convention 2000 Agenda Subject To Change  
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**ONLINE registration at: [www.rronline.com](http://www.rronline.com)**

Please print carefully or type in the form below.  
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 Please include a separate form for each registration.  
 Photocopies are acceptable. Registrations are non-transferable.

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### REGISTRATION FEES

— 3 OR MORE APRIL 29 - JUNE 9, 2000 <small>(All 3 Attendee Names Must Be Submitted Together)</small>	\$450 EACH
— SINGLE APRIL 29 - JUNE 9, 2000	\$475 EACH
— EXTRA THURSDAY COCKTAIL TICKETS	\$ 85 EACH
— EXTRA FRIDAY EVENT TICKETS	\$100 EACH
— DAY PASSES Thurs. ___ Fri. ___ Sat. ___	\$225 EACH
— ON-SITE ONLY REGISTRATION AFTER JUNE 9, 2000	\$550 EACH

### METHOD OF PAYMENT

Amount Enclosed: \$ \_\_\_\_\_  
 Visa  MasterCard  AMEX  Discover  Check   
 Account Number \_\_\_\_\_ Exp. Date: \_\_\_\_\_  
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**CANCELLATION POLICY:** All cancellations must be submitted in writing. A full refund less a \$75.00 administrative fee will be issued after the convention if notification is received on or before April 28, 2000. Cancellations received between April 29 and May 19, 2000 will be subject to a \$150.00 cancellation fee. No refund will be issued for cancellations after May 19, 2000 or for "no shows."

## HOTEL REGISTRATION

### CENTURY PLAZA HOTEL

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- To confirm your reservation, your reservation is guaranteed by charging your rights of deposit to a major credit card. We may accept payment by mail. Deposits will be refunded only if reservation is cancelled by **May 25, 2000**.
- Reservations requested after **May 25, 2000** or after the 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 1:00 pm.

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HOTLINE AT (310) 788-1696**

- Marc Kalman in the GM Spotlight, Page 14
- Sales Tip from KCBS-AM's Noel Wax, Page 16
- The Top 25 Radio Advertisers, Page 18

# MMS

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"When you get right down to the root of the meaning of the word *succeed*, you find that it simply means to follow through."

— F.W. Nichol

SALES

## SOLD! SPONSORSHIP SALES MADE EASY

■ **Brush up on the basics of nontraditional sales**

**By Pam Baker**

Sales & Marketing Editor  
pambaker@ronline.com

The RAB recently published Sylvia

Allen's *How to Be Successful at Sponsorship Sales*. The book is fantastic, and it's a must for sales managers and AEs who want to learn the step-by-step process of selling sponsorship packages. As President of Allen Consulting, a full-service marketing agency in Homdel, NJ, Allen also publishes the monthly *Sponsorship Newsletter*.



PAM BAKER

How have sponsorships changed over the years? "You have to think 'nonlinear,'" says Allen. "If there's any one thing that will help people get out of the box — and I hate 'the box,' but we'll call it that — it's to get out of linear thinking. Sponsorship used to be linear. You're with the NFL, and I hand you a \$50,000 check. You reply, 'Here are your tickets on the 50-yard line. See you next year.' It doesn't work like that anymore. My whole philosophy is to think about that other person and what's important to them. Once you worry about what's important to them, the residual to you is automatic."

What are the biggest mistakes AEs make when approaching clients to be sponsors? "The first is approaching them too late. The second is, 'Hi, I'm here to sell you something.' And the third is giving them too much stuff," Allen replies.

Another important element of successfully selling a sponsorship package is very basic: *Customize the package for your client*. Amazingly, most AEs don't do this. Don't give a client a generic sponsorship proposal. "Look at Polaroid and Kodak. Polaroid hates signage. Kodak loves signage," observes Allen. "Why would you go to both clients with the same package?"

### HOW TO VALUE EVENT COMPONENTS

Every sponsorship package should include the basics: the title of the event, the date and hours, the location, the audience or attendance and the marketing opportunities available. Use the formulas below when preparing a proposal. Keep in mind that these are ballpark figures that can be raised or lowered based on value as perceived by the sponsor.

- Radio, TV and print ads: Use the rate-card value (quantity times price).
- Direct mail components (posters, flyers, brochures, etc.): \$50 per thousand impressions, or \$50 CPM. That's 5 cents per person.
- Table tents: \$50 CPM.
- On-site marketing components (banners, exhibit space, hospitality, ticket backs, etc.): \$100 CPM.
- Sampling: 1 1/2 cents per person (\$15 CPM).
- Attendance, category-exclusiveness, psychographic matching and title sponsorship: These can be estimated at \$1 per person.

### WHAT TELEVISION LOOKS FOR

Don't overlook TV as a partner in your NTR activities. The added value of television exposure is a key marketing tool to attract top corporate sponsors. TV stations receive hundreds of requests to sponsor events each year. Here are some of the guidelines TV uses in evaluating a sponsorship opportunity:

- Is it consistent with who we are and who we want to be?
- Is it consistent with our branding?

- Does it meet the needs of the community?
- Does it increase awareness of our station, programming and talent?
- Does it differentiate us from our competition?
- Does the event have revenue-generating opportunities?
- What is the track record of the event organizers?
- Does the event provide an opportunity to add to our database?
- Does the event conflict with our ratings "sweeps" promotions?

Of course, each station will base its judgments on its resources, people and inventory.

### WHY A RETAIL PARTNER

What does a retail outlet have that is valuable to you and your event? Customers, extensive advertising and high visibility through in-store display space. And what do you have that is valuable to the retailer? Attendance (customers), extensive media exposure and high visibility. You have a match!

Retail outlets can be supermarkets, drugstores, department stores, quick service restaurants, gas stations, sporting goods stores, delicatessens or minimarkets — any store that carries a wide range of products and attracts a wide range of customers.

### PARTNERING WITH A CABLE COMPANY

In addition to the obvious benefit of airtime, consider the following assets available through your local cable company:

- Statement stuffers. Invoice promotions.
- Community bulletin board.
- "Crawlers" across the weather or other channels.
- Event promotion through on-site production/broadcasting.
- Cable TV guide.
- Access to cable talent.
- Cross-promotion with existing cable advertisers.

Cable companies have another reason to partner with your radio station. "Every cable company has a franchise, and that franchise in your community comes up for renewal," says Allen. "Find out what the renewal time is. They have a charter, and their charter is to serve the community. So if you can help them capitalize on the charter, what they can do for the radio station is give you television spots, TV interviews, coverage — and now you've enhanced the value of your media and enhanced the value of the event and created a greater awareness."

"The events don't have to be charity-related," explains Allen, "as long as they are within the community. The key thing that that you have to remember is that the person making that decision is not going to be the ad manager or the marketing manager or the general manager; it will be the government relations manager or the PR director. That's the person who is negotiating to keep that franchise in the community."

### PARTNERING WITH A NEWSPAPER

When an independent show organizer approaches a newspaper about co-producing an event, there are several elements that can make a deal attractive:

- A unique concept that is new in the market, fills a niche or rides an emerging trend — advanced technology, for example.
- A history of producing successful events.
- A well-developed plan for launching an event with a clear, defined role for the newspaper. A special advertising section alone doesn't always make a worthwhile deal.

- Specific strategies for selling sponsorships, generating advertising and promoting circulation.
- Realistic revenue and expense projections with a bottom-line estimate of what participation means to the newspaper.

### HOSPITALITY: THE SILENT BENEFIT

"There are several kinds of hospitality," explains Allen. "One is, very simply, hospitality for your employees. It's very hard to get, much less keep, good employees nowadays. And you have to keep enhancing the employee benefit package to keep them."

"The station can host hospitality for its employees — or the station can go to a client and say, 'Here's an opportunity to reward your top 20 employees,'" says Allen. "Let's say you're going after a soft drink distribution company. The company wants to entertain the trade — to entertain its best customers. So it might tell the sales staff, 'The top 10 buyers for last quarter will be our guests at the radio station event.'" Make your station's hospitality a unique experience. Create a meet-and-greet with clients that includes Polaroid photos taken with radio station personalities or celebrity guests.

### MORE THINGS TO THINK ABOUT

The following are additional criteria beyond the basic demographic and reach statistics to assess a property's value. Think about your prospective client, and answer these questions:

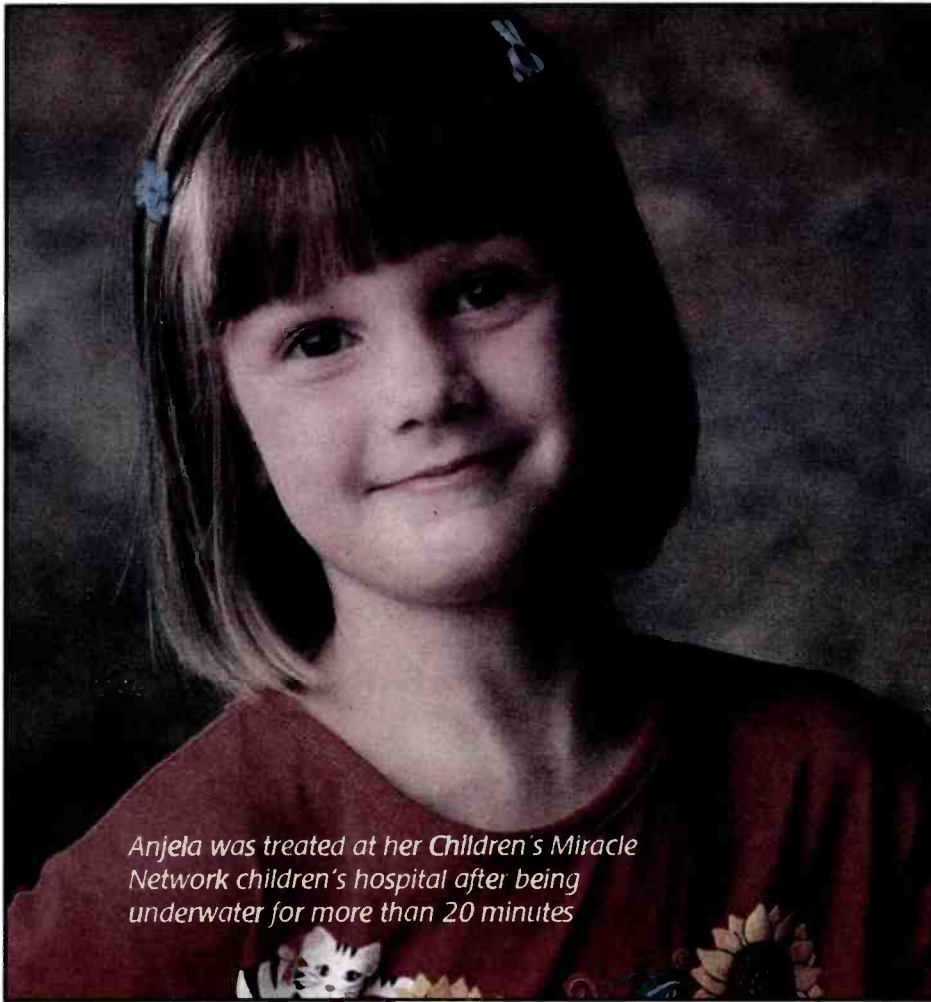
- Does the event enhance or reinforce the company's image and product leadership among customers?
- Does the event create a high level of loyalty and affinity between attendees and sponsors?
- What are the seasonal implications of the event, and are they in alignment with the brand's?
- Does the event have national appeal to consumers and, therefore, broader promotional implications?
- Does the sponsorship allow the sponsor to recoup its investment through sales of product or self-liquidating offers?
- Does the event appeal to employees, especially salespeople, so that it can be used as motivation or an incentive to satisfy internal business objectives?
- Does the event create trade or entertainment hospitality vehicles?
- Does the event provide for account-specific promotion opportunities?
- Does the event block out the competition? Is the category exclusive?
- Is there an appropriate cost/benefit relationship for participating and leveraging?
- Is the event selective about the number and type of sponsors and messages? How many other sponsors are there?
- Does having a relationship with the event help generate positive nonpaid media/PR?
- Does the event market and promote aggressively?
- Does the event facilitate a positive, cooperative working relationship?

Some of the most common reasons marketers sponsor events:

- Increase awareness of product or product name.
- Identification with a particular lifestyle.
- Differentiate product from competitor's.
- Enhance commitment to community or ethnic group.
- Entertain key clients; business-to-business marketing.
- Merchandising opportunities.
- Shape or reinforce the public's perception of a product's attributes.
- Impact the bottom line.

How to Be Successful With Sponsorship Sales by Sylvia Allen is available to RAB members for \$60. Nonmembers are encouraged to call the RAB at (800) 252-7234 for more details.

# The Real Power of Radio



Anjela was treated at her Children's Miracle Network children's hospital after being underwater for more than 20 minutes



## Thanks for Raising \$10.2 Million to Help 14 Million Hospitalized Children

Nothing demonstrates the power of radio more than the 130 radio stations producing Children's Miracle Network Radiothons. These Radiothons raise funds for their local children's hospital and the kids they treat. 100% of the funds raised by Children's Miracle



Network Radiothons stay in the local market to benefit kids and families in the station's own community hospitals. Each year, the 170 Children's Miracle Network children's hospitals treat 14 million kids suffering from diseases and injuries of every kind.

The efforts of Children's Miracle Network Radiothon will be recognized on June 12, 2000 with the presentation of the Samaritan Award by the National Association of Broadcasters Education Foundation.

KBCY Abilene-Sweetwater, TX	KHAK Cedar Rapids, IA	WWFN Florence-Myrtle, SC	WECL La Crosse-Eau Claire, WI	WXBM Pensacola, FL	KELO Sioux Falls, SD	KWTX Waco-Temple-Byron, TX
KCDD Abilene-Sweetwater, TX	WRYV Charleston, WV	WHLZ Florence-Myrtle, SC	KVLC Las Cruces, NM	WLCE Philadelphia, PA	WNNS Springfield, IL	WAAL Washington, DC
WKDD Akron, OH	WLYT Charlotte, NC	KMLJ Fresno-Visalia, CA	KSSH Little Rock, AR	KMLE Phoenix, AZ	KGMY Springfield, MO	WBDR Watertown, NY
WQBB Albany, GA	WTMX Chicago, IL	KSRS Fresno-Visalia, CA	CQEZ London, OH	WBZZ Pittsburgh, PA	SILOU St. Louis, MO	WYCO Wausau-Rhinelander, WI
WGY Albany, NY	WGAR Cleveland, OH	KMAX Fresno-Visalia, CA	KLVE Los Angeles, CA	WRAL Raleigh-Durham, NC	WNTQ Syracuse, NY	WMBX West Palm Beach, FL
KKOB Albuquerque, NM	KPLA Columbia, MO	KYSR Fresno-Visalia, CA	KLLI Lubbock, TX	Rapid City, SD	WWWM Toledo, OH	KNIN Wichita Falls, TX
KQHD Alexandria, LA	WKCN Columbus, GA	WBXY Gainesville, FL	WPEZ Macon, GA	KBUL Reno, NV	WIBW Topeka, KS	KTLL Wichita Falls, TX
WMAXV Altoona, PA	KRYS Corpus Christi, TX	WYGC Gainesville, FL	CJOB Manitoba	WRVQ Richmond-Petersburg, VA	CFRB Toronto, ON	WAGS Wilkes-Barre, PA
KMAH Arroyo, TX	WHKO Dayton, OH	WOOD-FM Grand Rapids, MI	WSRR Memphis, TN	WRVO Richmond-Petersburg, VA	WTFM Tri-Cities, TN	CKLW Windsor, ON
KASH Anchorage, AK	KSTZ Des Moines, IA	WKSC Green Bay, WI	WRJH Milwaukee, WI	WRCL Richmond-Petersburg, VA	KVOD Tulsa, OK	KYQO Wichita, KS
KVET Austin, TX	WDRR Dothan, AL	WESC Greenville, SC	KMDO Mineola, TX	WSLQ Roanoke-Lynchburg, VA	WWZD Tupelo, MS	KXDD Yakima, WA
KERN Bakersfield, CA	KTSAM El Paso, TX	CHFX Halifax, NS	KSTP Minneapolis/St. Paul, MN	WYYD Roanoke-Lynchburg, VA	WYLY Tyler, TX	
WVWX Baltimore, MD	WFGO Erie, PA	WRKZ Harrisburg, PA	WMAX Mobile, AL	WVOR Rochester, NY	WZLW Utica, NY	
WFMF Baton Rouge, LA	WJET Erie, PA	WKSS Hartford-New Haven, CT	KTOM Monterey, CA	KRXQ Sacramento, CA	KAGG Waco-Temple-Byron, TX	
KQXY Beaumont, TX	KDUK Eugene, OR	KINE Honolulu, HI	WHYH Montgomery, AL	KSEG Sacramento, CA		
WAAL Binghamton, PA	WCRZ Flint, MI	WDRM Huntsville, AL	WVAQ Morgantown, WV	KDND Sacramento, CA		
WZZK Birmingham, AL	WBZF Florence-Myrtle, SC	KJMK Joplin, MO	WAFR Muscle Shoals, AL	KSSJ Sacramento, CA		
KKYS Bryan/College Station, TX	WYNN Florence-Myrtle, SC	WENS Indianapolis, IN	WRVW Nashville, TN	KQXT Sacramento, CA		
WJYE-FM Buffalo, NY	WCAG Florence-Myrtle, SC	KMXV Kansas City, KS	WRVZ Norfolk, VA	CKOM Saskatoon, SK		
KCIX Boise, ID	WHSC Florence-Myrtle, SC	KYUL Killeen, TX	KGEE Odessa-Midland, TX	WYKZ Savannah, GA		
WOKO Burlington, VT	WMXT Florence-Myrtle, SC	WIVK Knoxville, TN	KOKQ Omaha, NE	KGLI Sioux City, IA		



**IOF FORESTERS**  
THE INDEPENDENT ORDER OF FORESTERS

Children's Miracle Network Radiothon is made possible through the generous support of IOF Foresters

To find out how your station can get involved, visit [www.cmn.org/radio](http://www.cmn.org/radio)

**R&R** **GM**  
spotlight

**MARC KALMAN**  
VP/GM — KDWB-FM, KTCZ-FM & WLOL-FM/  
Minneapolis (AMFM Inc.)



■ **Taking that extra step and giving back to the community**

This week's GM Spotlight honors 33-year radio enthusiast Marc Kalman. He's worked in small-, medium- and large-market radio and held positions as a DJ, PD, AE, LSM, NSM and GSM in his career. He's now VP/GM for three of AMFM's Minneapolis stations. Kalman's leadership and commitment have helped guide KDWB in raising over \$2.5 million for the KDWB-Variety Family Center. As one R&R reader comments, "Marc's passion, enthusiasm and sense of humor are infectious." Another reader adds, "His passion for others is truly genuine." Congratulations!



*I decided to enter the world of broadcasting because:*

"As a young boy I always wanted to be a DJ, and the broadcast bug has never left me to this day."

*First job in broadcasting:*

"PD at WJPD in Ishpeming, MI."

*Career highlights:*

"Leading KDWB to be one of America's top CHR stations, including winning two NAB Marconis, two NAB Crystal Radio Awards and several local Minnesota Broadcasters' Media Best Awards. Also, bringing the dream of the KDWB Family Center to fruition at the University of Minnesota campus. That is a \$2 million commitment on our part and a tremendous achievement."

*The most challenging aspect of being a GM:*

"Keeping the staff poised, pumped, aggressive and caring with a hunger to win day after day, month after month, year after year."

*My most unforgettable moment at a radio station:*

"Winning our first-ever NAB Marconi and bringing the radio station to this level."

*I'm most proud of:*

"The entire staff at KDWB, KTCZ and WLOL and our community involvement. If you can't give back to the community, it's pretty hard to claim that you're a great broadcaster. You can't just take; you have to give."

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

"From my father: 'Always work with honesty, dignity and integrity, and you'll never lose.'"

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

"I just became a grandpa for the first time!"

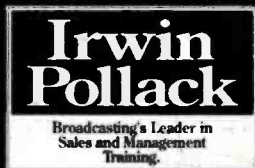


The GM Spotlight is selected by your nominations. Acknowledge the GM who made a difference in your career! E-mail nominations to [pambaker@rronline.com](mailto:pambaker@rronline.com).



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## MANAGEMENT

## THINK BIG AND GROW

By Dick Kazan

In 1977 Noel Irwin Hentschel took her entire savings of \$5,000, put \$2,000 more on her credit card and, with Michael Fitzpatrick, started American Tours International. Today the pair's Los Angeles-based travel firm has offices coast to coast and \$150 million in annual revenue. It employs 450 people and brought nearly 1 million visitors to America last year. So how did this company become so successful after such modest beginnings?



DICK KAZAN

From its start American Tours International has done what few radio salespeople have the courage to do: Rather than working through intermediaries, the partners solicited huge accounts directly. Hentschel recalls, "Our presentation was very professional, our concept was innovative, we knew the business, and, when they checked us out, we both had good reputations from working in the travel industry." Their persistence landed the German Automobile Club, Qantas Airways, British Airways and other high-profile clients. The lesson? Think big, believe in yourself and what you offer, and take action.

Hentschel observes, "It's equally important to hold on to accounts. We give the majority of our time to making sure we do a good job for our existing clients. It's less expensive than soliciting new accounts, and if you're creative, you can induce existing clients to expand the business relationship. Also, new accounts come to you because of your reputation with well-respected companies."

I asked Hentschel how she motivates and retains the people who work for her. "We have one of the highest staff-retention rates in the industry. On average, our people have been here 10 years. It's being the leader in our industry. People like to work for the leading company in the field. We also

have a rapid promotion process, promoting from within first, and because we've grown quickly, there's more opportunity for advancement. In addition, we pay well and provide excellent benefits, such as health, dental, a 401(k) plan and travel discounts. But the most important thing is a very positive work environment. There's high energy and a lot of cross-training opportunities, and we're technologically advanced."

What other employee advice does Hentschel offer? "Make sure you're not dependent on one person, and have backup for all your key positions. Have your employees document everything and cross-train. Then if you have an employee who decides to leave or gets hit by a car, you'll have other people who know what's going on."

On another subject dear to radio, Hentschel says, "Be careful of consultants. They can be very beneficial, provided that you have a clear understanding in writing of what their objective is and how much it's going to cost and strict time lines and budgets that you manage. If you realize you've made a mistake, cut the cord quickly. It's harder to get out as you get further in because you become dependent."

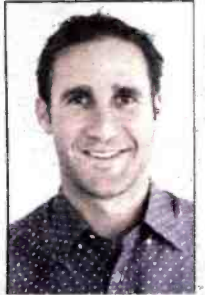
As a final tip, Noel shares a story from her firm's first tour. "A German woman was upset that our bus was five minutes late in departing. She kept screaming, 'Zeit ist Geld.' I ran around trying to find out what that meant. It means, 'Time is money.' I said, 'It's true, and let's keep that as our internal philosophy,' which it has been ever since."

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

THE ROAD TO SUCCESS

## \$SALES TIP of the WEEK

Noel Wax

NTR and Interactive Sales Manager  
KCBS-AM/San Francisco

The biggest impact of nontraditional revenue is, of course, directly related to station events, the web, sponsorships and other customized NTR programs. In these competitive days NTR is no longer a luxury, it's imperative for making your year-end budget. If you have the resources to create 10 or 15 unique NTR opportunities, you'll be surprised at the impact they'll have on your station's bottom line.

Salespeople need more creative and unique sales opportunities to open doors and stand out in an increasingly competitive marketplace.

Turnkey solutions that are not labor-intensive and are effective for your clients can be scaled for any station in your radio group. Impress on your prospects and clients that you can deliver the same solution through any of your stations. As part of an NTR sales strategy, it is important for sales managers to set up commission structures that specifically outline AEs' compensation and guidelines for selling NTR programs within a group.

A simple example: Design a web-based promotion that is flexible enough to work for any station in any market. Create a theme for the promotion — for example, an "Online Investment Challenge." Then design a microsite or bridge page that any radio station website can link into. Now you have built the backbone for an NTR promotion that can generate upsell dollars from existing clients and serve as a manageable opportunity for first-time buyers.

R&R invites all sales managers and AEs to contribute favorite sales advice for the Sales Tip of the Week. Not only will you help other AEs around the country, you'll also get your photo in R&R. *Here's a tip:* Send a copy of the article to your clients. They'll be impressed — and think you're a sales expert! For more information, contact Pam Baker at (310) 788-1654 or via e-mail at [pambaker@ronline.com](mailto:pambaker@ronline.com).

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## RULES FOR RAINMAKERS

**By Chris Witting** Imagine you're going on a big fishing trip.

What's the most important part of the trip? Is it a well-equipped tackle box? A fishing rod?

Bucket of bait? How about a cooler of beer? All wrong, says Jeffrey Fox, author of *How to Become a Rainmaker* (Hyperion Books, 2000). In reality, the most important part of a successful fishing trip is ... the fish! Seems obvious, doesn't it? But as Fox told me, most people overlook the obvious and get lost in the details — and, he says, the same thing happens in the selling process. Salespeople get so busy handling details that they sometimes forget the basics. The basic rule in sales? Cast your line where the fish are.

Fox is a best-selling author, a Harvard MBA and a successful marketing CEO. He recently explained to me that top salespeople (he calls them "rainmakers") follow rules that lesser salesfolks miss. Some of his rules seem obvious, such as: "Onionize" (get to the core of what customers want), "Dare to be dumb" (ask lots of questions), "Call back" (return every phone call the same day) and "Be the best-dressed person you will meet today."

But other rules sound like inside secrets from a radio sales veteran: "Park in the back" (they can't see you fumbling with your briefcase or jacket), "Break the ice at the end" (get to the point, get a commitment, and then admire the photos of their kids), and "Always sell on Fridays after 3pm" (your competition doesn't, and besides, clients will often make decisions before the weekend).

Fox says being a great salesperson is like being a great baby sitter. While some don't take



CHRIS WITTING

baby sitters or salespeople very seriously, he reminded me that both groups are responsible for their clients' most precious possessions. (In the case of radio salespeople, that usually refers to the client's image and bottom-line success.)

Good baby sitters also know that when the parents return, there are two important rules to follow. First, no matter how bad the kids were, no matter how much trouble they caused, when the parents ask if there were problems, always say: "No problems, everything was fine." And second, always leave the parents' house looking a little better than you found it. The same holds true for rainmakers: Your client doesn't want to hear about all your problems. All they want is for you to do a great job for them. And, of course, they love it when you do a little more than they expected — and they'll reward you for it down the road.

Fox's book is a quick read, but his last chapter contains even quicker rules you can apply, starting today. Some examples: Clip and send an article of interest to someone; call a satisfied customer this minute and ask them to recommend someone to you; send a thank you gift to somebody who helped you; write a letter to a publication your customers read; add 15 people to your mailing list today, and so on.

Of course, there are hundreds of books and tapes on the market to help you sharpen your sales and marketing skills. The bottom line? Successful people find time to hone their sales skills on an ongoing basis. They've learned the ultimate truth about business: There's no middle ground. You're either getting better or getting worse. Which way are you headed?

Chris Witting's *Success Journal* is heard on 200 stations. For free syndication tips, visit [www.syndication.net](http://www.syndication.net).

## RADIO GETS RESULTS

### SUCCESS STORIES FROM THE RAB

**CATEGORY:** Department Stores

**MARKET:** Los Angeles, California

**SUBMITTED BY:** Southern California Broadcasters Association

**CLIENT:** Sears

**SITUATION:** Joe Diaz, manager of the Sears branch in the Boyle Heights area of Los Angeles, says that radio is a major part of the magic that has made his store successful. Diaz says that eight years ago the store was recording only about \$17 million in sales and was on the verge of being closed because of its lack of profitability. That would change, however, as Diaz's predecessor, visionary manager Al Tapia, began to turn things around by advertising on Spanish-language radio, TV and newspapers and with door hangers on every door within a five-mile radius of the store.

**OBJECTIVE:** Tapia, like current manager Diaz, knew that to be successful Sears would need to establish and maintain a relationship with its mostly Hispanic customers. Meeting that objective was effortless once the store began to advertise on Spanish-language radio stations.

**CAMPAIGN:** This Sears store hosts about a dozen radio events every year, including ticket giveaways, live remotes and contests. Sears uses radio not only to create traffic, but to thank customers for shopping at the store. The store works with Mendoza, Dillon & Associates to produce Spanish-language commercials.

**RESULTS:** Regarding his customers' response to radio, Diaz says, "It isn't unusual to have fans dancing out in the parking lot during our remotes. They bring their lawn chairs and listen to a two- or three-hour program. Then they put their chairs into their vehicles and come into Sears to shop. We see sales spikes when we host 'Radio Weekends.' Throughout the neighborhood on the weekends backyard mechanics have their car hoods up and the Craftsman tools out. They are not sitting and watching TV. They have their boom boxes tuned to radio, and it's playing loudly. Everyone in the neighborhood can hear it." Diaz has seen the benefits of long-term consistency too. "In the four years that I have been store manager, our business has grown significantly, to \$50 million. We rank in the top 10 out of 34 stores in the greater L.A. area in sales volume." Diaz also says that his store sells more Levi's jeans, more children's clothes and more lingerie than any other store in the company. "Radio brings traffic. We tailor the store to reflect the community we serve, then we use radio to speak to that community. It works very well for us."

## RAB TOOLBOX

**More marketing information and resources from the RAB**

Here you'll find more marketing information and resources from RAB. 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).

### INSTANT BACKGROUND — DEPARTMENT STORES

Factors termed most important in creating a feeling of loyalty among department store customers: 1) A large variety of merchandise, 71%; 2) Convenient location, 69%; 3) Store carries desired brands, 66%. (American Express Retail Index, 1998)

Department store websites, including Wal-Mart.com and Sears.com, saw a 228% increase in unique visitors to their sites in the past year — the largest increase for any category of website. (Media Metrix, 2000)

### FROM RAB'S PRIVATE EYE TARGET REPORT

Hot categories for Spanish-language radio: Automotive; Banking/Business/Finance; Beer and Wine; Tobacco; Electronics; Technology; Food; Kids and Pets; Personal; Sports and Leisure; and Travel.

Demographic breakdown of the Hispanic audience: Adults 18-24, 19.07%; Adults 25-34, 29.41%; Adults 35-44, 24.58%; Adults 45-54, 13.18%; Adults 55-64, 5.52%; and Adults 65+, 8.23%.

### FROM THE RADIO MARKETING GUIDE AND FACT BOOK FOR ADVERTISERS

"In our high-speed, multitasking world, people can't devote as much time to anything anymore ... including comparison shopping. Time-starved shoppers need to be able to gather data on the fly. Radio reaches 63% of adults 25 to 54 within one hour of making their largest purchase of the day."

"America's fastest-growing ethnic group is tuned in to radio! 96% of Hispanics age 12 and older listen to radio each week for an average of 24 hours."

## TOP 25 NATIONAL RADIO ADVERTISERS OF 1999

■ **And not a single dot-com on the list**

Interop has released its annual analysis of the top 25 national radio advertisers. The analysis reveals that these radio patrons spent \$756 million on national spot and network radio in 1999 — 24% of all national radio billing. Here is the complete list:

- |  |   |
|--|---|
| 1. AT&T, \$41.3 million                          | 16. Ford Motor Dealers Assn. *, \$22.3 million  |
| 2. DaimlerChrysler Dealers Assn., \$40.9 million | 17. Albertson's Inc. *, \$22 million            |
| 3. Berkshire Hathaway, \$37.7 million            | 18. Ford Motor Co. *, \$21.5 million            |
| 4. Time Warner, \$37.1 million                   | 19. Procter & Gamble, \$21.1 million            |
| 5. Diageo, \$34.4 million                        | 20. Sprint Corp., \$20.6 million                |
| 6. GTE Corp., \$34.3 million                     | 21. Sears Roebuck *, \$20.2 million             |
| 7. Allstate Corp., \$31.1 million                | 22. Bell Atlantic *, \$19.8 million             |
| 8. News Corp., \$31 million                      | 23. Tricon Global Restaurants *, \$19.6 million |
| 9. SBC Communications, \$30.1 million            | 24. Ito-Yokado (7-Eleven) *, \$18.4 million     |
| 10. General Motors, \$29 million                 | 25. Airtouch Communications *, \$17.5 million   |
| 11. National Amusements, \$26.8 million          |   |
| 12. DaimlerChrysler, \$25.7 million              |   |
| 13. Walt Disney *, \$25.4 million                |   |
| 14. Target Corp., \$24.9 million                 |   |
| 15. U.S. Government, \$23.6 million              |   |

The companies marked with an asterisk are new to the top 25 list. Portions of this data are Competitive Media Reporting figures cited by Interop. Data from CMR includes network and national spot radio spending only. Many national advertisers place the majority of their advertising directly with stations and not through a network or agency; those advertisers' expenditures may not be properly reflected in the data.



# GRAPHIC RADIO

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**Classic Rock 'XCR/  
Albany Flips To CHR**

Clear Channel continued its "Kiss" rollout last Friday (5/26) at 9am, when it flipped WXCR/Albany from Classic Rock to CHR/Pop as "102.3 Kiss FM." The station, which is running jockless with 10,000 songs in a row, becomes the second CHR in the market after heritage WFLY.

Susan Groves, OM/PD for co-owned Alternative WHRL and Rock simulcast WQBJ & WQBK, has added OM/PD duties for 'XCR. "WFLY has a long heritage, but that's one of their problems," she said. "They haven't had any competition. We're ready to give them a run for their money. This is the most fun I've had in years."

WXCR began stunting the day before the flip by playing songs by artists who varied from The Captain & Tennille to Static-X. At 6pm 'XCR began playing all songs by

**Hootie Find Inspiration From Above**



Hootie & The Blowfish recruited the help of some of their friends when recording the soundtrack for the recently aired CBS-TV miniseries Jesus. The track "City by a River" included the voices of BeBe Winans, Michael Ross and the Faith Tabernacle Church Mass Choir. Pictured at the session are (l-r) keyboardist John Nau, guitarist Mark Bryan, producer Don Dixon, vocalist Darius Rucker, drummer Jim Sonefeld and bassist Dean Felber.

the band Kiss, and two hours later it faded into a montage of sound effects that included the sound of a

fly-swatter and liners that prompted listeners to tune in at 9am for a "new species of radio station."

**EXECUTIVE ACTION**

**Chancellor Mktg. Group Taps Storch, Cawthorne**

Wendy Storch has joined Chancellor Marketing Group as Managing Director for the AMFM-owned sales promotion agency's San Francisco and Sacramento offices. She most recently spent 10 years with Western International Media, now Initiative Media, where she served as Exec. VP/Managing Director of Promotion House, an in-house promotions company she created for the agency.

"My experience has shown me the power of local media to deliver effective consumer-focused promotions," Storch said. "CMG's media ownership and promotional expertise allow me to bring together an understanding of the media landscape with an intimate knowledge of the consumer to create compelling and creative promotional programs."

Meanwhile, CMG has named Cyndi Cawthorne National Events Director. She joined the firm last year from Zapis Communications, where she was Director/Big Bang Event Marketing.

**Wind-up Promotion Elevates Galbraith**

Wind-up Records has upped Alan Galbraith to National Director/Promotion, Rock Formats. Based in New York and overseeing Rock and Alternative promotion, he reports to Sr. VP/Promotion Shanna Fischer.



Galbraith

"Alan was one of the first people to join the department three years ago," Fischer said. "His dedication and commitment to the artists

on this label have been exemplary, and I look forward to Alan making even more contributions to Wind-up in his important new position."

Galbraith was previously based in Dallas as Regional Director/Promotion, Southwest. He noted, "I am thrilled to be able to continue to grow with the company in this new and challenging position."

**Contributions**

Continued from Page 1

In general, the USA Today article pointed out that corporate spenders tended to be less partisan than individuals. Walt Disney Co., for example, distributed 55% of its \$458,817 in donations to Republicans and 45% to Democrats. DreamWorks ex-

ecutives Jeffrey Katzenberg and Steven Spielberg each donated \$218,000 — all to Democrats. DreamWorks exec David Geffen spent \$1,000 on a Republican (Sen. John McCain's presidential campaign) and \$222,000 on various Democratic candidates.

Viacom was the only other radio broadcasting entry on the USA To-

day list. It spent \$177,161 in the first quarter, with 47% each going to Republicans and Democrats. Recording giant Seagram Co. shelled out \$345,691 to various campaigns; two-thirds went to Republicans. Motown Records founder Berry Gordy spent \$190,500 — 97% went to Democrats, and just 1% went to Republicans.

**FOUR WEEKS FORWARD**

Sales & Promotion Planning Calendar

June 25-July 1

June 25-July 1 National Camping Week, Amateur Radio Week, Men's Health Week

25

National Strawberry Parfait Day  
Doonesbury Day  
George Orwell born (1903)

26

U.N. Charter Day  
Bicycle patented by W.K. Clarkson of New York (1819)  
Peter Lorre born (1904)

27

National Orange Blossom Day  
Bill Graham closes Fillmore East (1971)  
H. Ross Perot born (1930)

28

Paul Bunyan Day  
National Tapioca Day  
Kathy Bates born (1941)

29

Camera Day  
"Rock Around the Clock" tops charts (1955)  
Richard Lewis born (1947)

30

Sky Day  
National Ice Cream Soda Day  
Florence Ballard born (1943)

1

American Stamp Day  
National Gingersnap Day  
Carl Lewis born (1961)



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NEWS NETWORK

## National Radio

• **NBG RADIO NETWORK** contracts with PTN Media to syndicate *The Julie Show*, a weekly live two-hour show hosted by Downtown Julie Brown expected to launch this month. For more information, contact Gina DeWitt at (503) 802-4624, ext. 784.

• **THE MTV RADIO NETWORK** presents coverage of the *2000 MTV Movie Awards*, carried by Westwood One in

two 15-minute feeds, June 5 and 9 at 5:40am ET. For more information, contact Telly Wong at (212) 641-2057.

• **WESTWOOD ONE** premieres a series of six three-hour shows. The *Oldies Six-Pack Specials* begins with *The Beach Boys Story* July 15-16. For more information, contact Telly Wong at (212) 641-2057.

• **KING BISCUIT RADIO** launches *Lost & Found*, a customizable daily pro-

## CHRONICLE

### CONDOLENCES

WQBA-AM/Miami talk host **Roberto Avalos**, 48, May 20.

gram featuring interviews and live tracks from the archives of *The King Biscuit Flower Hour*. For more information, contact Sally Fineburg at (212) 758-4636, ext. 229.

**Waldman** ... WEVD-AM/New York picks up ESPN Radio's *The Dan Patrick Show*, 1-4pm ET.

**National Radio: Joe Vlazny** joins Big City Radio as Dir./Image Production and picks up swing duties.

**Records:** EMI Music Distribution names Amy Cox Dir./Business Development; Julie Brown Dir./Sales & Marketing Performance Analysis; Andrew Broughton Dir./Finance; and Derek Abdul Dir./Corporate Development ... Lexi Ben-Meir is now Mgr./Artist Development for MCA Records ... Mike Engstrom is upped to Dir./Marketing for Kid Rhino, while Joe Mohone is appointed Urban Retail Mgr. for the label ... Sony Classical names John Vernile VP/Promotion ... Nancy Roof joins Jive Records as Dir./A&R Administration, and Benny Tarantini becomes Assoc. Dir./Publicity for the label.

master duties ... Former KHFI/Austin swinger **Robbie Cruise** segues to KKWD/Oklahoma City for similar duties ... WSKS/Utica-Rome, NY adds **Kookenbacher** as morning show co-host ... **Laura Woolf** joins WJYY/Manchester, NH as morning co-host ... **WDBR/Springfield, IL** nighttimer **JoJo Collins** exits ... **KGOT/Anchorage, AK** scores **Moe Rock** for nights.

**News/Talk:** KABC-AM/Los Angeles adds three live weekday market/business reports hosted by **Jim Newman** ... Jones Radio Network's *Rhona at Night* inks new affiliations with KFH-AM/Wichita, CFYI-AM/Toronto and CJME-AM/Regina, Canada.

**Sports:** WFAN/New York replaces midday hosts **Russ Salzberg** and **Steve Somers** with 'FAN evening hosts **Jody McDonald** and **Suzyn**

wait to get down to San Diego and figure out why Qualcomm has lost over half its value since I bought it in January," Richards remarked. "Our San Diego stations are fine: 'QCOM' is what's hurting most!" Before moving to San Jose, Schoenwetter was PD at KXPK/Denver. He also spent three years

programming WEQX/Albany and was a WXRT/Chicago intern.

May previously programmed WRNO/New Orleans, KKLZ/Las Vegas and WQMF/Louisville. "Jack Evans promised I would still have an ocean view," May said in regard to his Albuquerque move. "That's really true, isn't it?"

Supersonics radio and TV broadcasts. Lee will relocate to Los Angeles to begin his new duties on June 5.

"This really is a great career opportunity for me," Lee told R&R. "It was going to take something really outstanding to pull me away from KJR, and this is it. I'm excited about

the chance to work on building this new network from the ground up alongside people like Scott Savage and [Premiere President/COO] Kraig Kitchin. I'm thrilled to be a part of the Fox Sports Radio team, and I'm really looking forward to getting started."

## Changes

**CHR:** WQZQ/Nashville appoints **Marco MD** ... WAEB/Allentown MD/middayer **Jennifer Knight** joins WKRZ/Wilkes Barre for similar duties ... **WBTS/Atlanta** nighttimer **Stick** exits ... **KIXY/San Angelo, TX** afternoon driver **Marino** joins KPTY/Phoenix for similar duties ... **KFSM/Sacramento** morning driver **Davey D** exits ... **WGTZ/Dayton** swinger **Kevin Cruise** moves to KUUU/Salt Lake City for middays ... **WNVZ/Norfolk** nighttimer **Michael Mann** joins KZQZ/San Francisco for late-nights ... Clear Channel's new CHR/Pop WFSJ/Jacksonville hires **Kane** for nights ... **KDGS/Wichita** morning driver **Kidd Chris** exits ... Former WKCI/New Haven, CT middayer **Samantha Stevens** re-joins for middays and adds web-

## Clear Channel

Continued from Page 3

other programming credits include WMYU & WYST/Knoxville, WSNX/Muskegon, MI and WBHV/State College, PA.

"While I'll miss the great group of people here in San Jose, I can't

## Lee

Continued from Page 3

in 1993. During his seven-year tenure in the Emerald City Lee helped transition the former News/Talker into Seattle's only 24/7 Sports/Talk station. Since 1997 he has also served as Director/Broadcast for the NBA's Seattle

## NATIONAL RADIO FORMATS



**ALTERNATIVE PROGRAMMING**  
**Steve Knoll** • (800) 231-2818  
**Gary Knoll**

### Rock

DEFTONES Change (In The House Of Flies)

### Alternative

DYNAMITE HACK Boyz-N-The-Hood

NDXPX Responsibility

311 Large In The Margin

### CHR/Hot AC

DMX Party Up (Up In Here)

RE2N Mirror Mirror

SISTER HAZEL Change Your Mind

### Mainstream AC

DE MAK Back Here

BRITNEY SPEARS Oops! ... I Did It Again

THISWAY Nice

### Lite AC

LINDA EDER Vienna

### MAC

ACOUSTIC ALCHEMY Beautiful Game

DON HENLEY Taking You Home

### UC

BUSTA RHYMES Get Out

DR. DRE The Next Episode

JOE Treat Her Like A Lady

NEXT Wifey

**BROADCAST PROGRAMMING**  
**Ken Moultrie** • (800) 426-9082

### Alternative

Teresa Cook

BUSH Warm Machine

EVERCLEAR Wonderful

### Hot AC

Josh Hosler

DON HENLEY Taking You Home

### CHR

Josh Hosler

HOUSTON INGLESIAS Could I Have This Kiss Forever

JANET Doesn't Really Matter

### Rhythmic CHR

Josh Hosler

DA BRAT /TYRESE What'chu Like

JANET Doesn't Really Matter

### Urban Contemporary

Josh Hosler

No Adds

### Soft AC

Mike Bottelli

No Adds

### Mainstream AC

Mike Bottelli

LARA FABIAN I Will Love Again

### Dellish

Mike Bottelli

SAMAGE GARDEN Crash And Burn

### JONES RADIO NETWORK

Joe Holliday • (303) 784-8700

### Adult Hit Radio

JJ McKay

BACKSTREET BOYS The One

'N SYNC It's Gonna Be Me

NINE DAYS Absolutely (Story Of A Girl)

### Rock Classics

Rick Bryan

No Adds

### Soft Hits

Rick Brady

No Adds

### RADIO ONE NETWORKS

Tony Mauro • (970) 949-3339

### Choice AC

Yvonne Day

No Adds

### New Rock

Steve Leigh

EVERCLEAR Wonderful

### WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

Bob Blackburn

### Adult Rock & Roll

Jeff Gonzer

No Adds

### Soft AC

Andy Fuller

HOUSTON INGLESIAS Could I Have This Kiss Forever

### Bright AC

Jim Hays

DON HENLEY Taking You Home

STING Desert Rose

L.A. KFI  
up **56%**  
A35-54  
(Sp99-W00)

Phoenix KTAR  
up **418%**  
W35-54  
(W99-W00)



Dayton WHIO  
up **204%**  
M35-54  
(W99-W00)

Raleigh/Durham WPTF  
up **89%**  
M35-54  
(F99-W00)

**Spot the trend. Want a contract?**  
**Clark Howard is the New Big Thing.**

Las Vegas KXNT  
up **178%**  
A35-54  
(F99-W00)

Milwaukee WTMJ  
up **64%**  
M25-54  
(W99-W00)

Atlanta WSB  
**#1 Rank**  
at 12.6 M25-54  
(W99-W00)



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—John Patrick, Program Director,  
WBXX/895 Battle Creek

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## Schedule and Registration

All seminars run from 8:30AM to 4:45PM. Check the seminar you wish to attend, complete the form below and fax to (972) 385-5377. Questions? E-mail Bob Michaels at [bob.michaels@arbitron.com](mailto:bob.michaels@arbitron.com) or call (972) 385-5357.

**Los Angeles**  
Beyond the Basics  
Wed., June 14 (before the R&R Convention)  
Registration deadline: June 7  
Century Plaza Hotel, Los Angeles, CA

**Dallas**  
Hispanic PD Seminar  
Thurs., June 22  
Registration deadline: June 15  
Crowne Plaza North Dallas/Addison, Addison, TX

**Minneapolis**  
Beyond the Basics  
Wed., July 12 (before the Conclave)  
Registration deadline: July 5  
Marriott City Center, Minneapolis, MN

**Boston**  
Beyond the Basics  
Thurs., August 24  
Registration deadline: August 17  
Marriott Boston Newton, Newton, MA

**Columbia, MD**  
Arbitron 101 PD Seminar  
Wed.-Thurs., September 13-14  
Registration deadline: September 6  
Seminar held at Arbitron Headquarters  
Host hotel: Sheraton Columbia Hotel, Columbia, MD

**Columbia, MD**  
Beyond the Basics and  
Arbitron University  
Wed.-Thurs., November 8-9  
Registration deadline: November 1  
Seminar held at Arbitron Headquarters  
Host hotel: Sheraton Columbia Hotel, Columbia, MD

Note: A confirmation letter will be faxed to you within 72 hours of receipt with more detailed information.

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Title \_\_\_\_\_ Station \_\_\_\_\_

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## zinescene

Bloodhound Gang:  
A Matter Of Taste!

**J**immy Pop of the Bloodhound Gang is just as surprised as anybody regarding the band's success. About securing a record deal, Pop says in *Rolling Stone*, "We never expected to play more than house parties. It's shocking that so many people have bad taste ... Can you believe that a record company gives us a million dollars for 12 songs, and one of them is made on a Casio with lyrics about a stripper?"

Also in the 'zine, Pop shows his respect for *N Sync*, after members **Lance Bass** and **Joey Fantone** did a few numbers with the Hounds during a show in Atlanta. Sums up Pop: "They're proud, getting laid and making money. What else could you ask for?"

## Suit Yourself

*Newsweek* devotes its cover to the ongoing Napster fracas, addressing how Napster "nabs tunes" and getting opinions on the matter from recording artists. Says **Neil Young**, "It's great. Whatever gets the music around. [The record labels] will worry about that, and I'll worry about the music." Warns **Dr. Dre**, "As an artist, there are so many ways that we can be taken advantage of. To have yet one more way to strip an artist of making an honest living is just too much. That's why I sued."

The most vocal opponent of Napster, **Metallica's Lars Ulrich**, writes his own pagelong view in the 'zine. As for fan backlash because of the band's stance, he says, "You have to isolate yourself from putting the fan in the driver's seat, because we are not a product. We aren't toothpaste ... We are bewildered by the lack of support from the record industry since we filed the lawsuit."

## Young Love ... Really!

"Dolly's Hot Affair With 15-Year Old" screams the *Globe* headline. **Blaise Tosti** says **Dolly Parton** seduced him when he was just 15! A country music source who remembers both Blaise and Dolly back in the '70s offers, "He was very, very proud of the love he shared with Dolly. It was an open secret at the time, and everybody accepted that he was having an affair with her."

## Beauty Rules!

Six divas — **Christina Aguilera** ("I want to be a pop girl with an edge"), **Mary J. Blige** ("I like to look sexy but not trashy. But if I want to throw it on, I throw it on real hard"), **Shirley Manson** ("I see trends and try to do the opposite just to be a



**DIRECTIONLESS** — "I didn't just pop up one day as this cool American badass and write a hit like 'Cowboy,'" explains **Kid Rock** in *Newsweek* on why he released an album of his early material. "I'd been writing stuff like that for a long time, but it was very hard to get out there when people around me were saying, 'Pick a direction: Do you wanna rap, or do you wanna rock? You can't do it all.' But I did, and it worked, so f—k 'em." On people's misconception that he is a "dick," he says, "I'm probably one of the nicest people I've ever met — I'm very smart, very witty. I'm a little cocky too."

devil"), **LeAnn Rimes**, **Toni Braxton** and **Gloria Estefan** ("I like things that feel good on my body ... Cleavage is nice too") — are featured in *InStyle*, where they share their favorite fashion and makeup items.

What The World  
Needs Now....

"I think families are great as long as they can get along," suggests **Keith Richards**, whose extended family is featured in *Bazaar's* "Family Issue." "And if you can do it with a couchful, why not a worldful? How wonderful life would be!" Also in the feature is **Mary J. Blige**, who poses with her older sister, **LaTonya**, and younger brother, **Bruce**.

## Love Smackdown!

**Courtney Love** was in fine form at the recent Digital Hollywood conference, says *New York* magazine. She taunted the paparazzi, stormed off the stage twice and branded her lawyer, **Ken Hertz**, a "sleazebag." Quipped an attendee, "She's like someone from the WWF; she likes to bait people for fun."

Speaking of bad love, *N Sync* fans will be sad to hear that their favorite boy band callously "toss out all the gifts lovesick fans give them. After a recent in-store appearance at the Virgin Megastore in Hollywood, CA, the trash cans outside were filled with hand-made drawings, paintings, letters and photos given to the guys!" (*Star*)

— Margo Ravel

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

- Get a life by chatting with the boys in **Westlife** on Monday (6/5) at 8pm ET/5pm PT ([www.getmusic.com](http://www.getmusic.com)).

- Talk about the emergence of boy bands and other sorts of *Pop Trash* with **Duran Duran** on Wednesday (6/7) at 6pm ET/3pm PT ([www.sonicnet.com](http://www.sonicnet.com)).

- Later Wednesday evening, ask **Brian McKnight** what he thinks of Mark Willis' version of "Back at One," among other things, at 9pm ET/6pm PT ([www.twec.com](http://www.twec.com)).

- Let **Christina Aguilera** turn to you, and join in a live cyberchat on Thursday (6/8) at 8pm ET/5pm PT ([chat.msn.com/msnlive](http://chat.msn.com/msnlive)).

## On The Web

- Rev up your computer and tune in to a recent performance by **The Gas Giants** on Sunday (6/4) at 9pm ET/6pm PT ([www.liveconcerts.com](http://www.liveconcerts.com)).

- Enjoy a cyberconcert from singer-songwriter **Dar Williams** on Monday (6/5) at 4pm ET/1pm PT ([www.twec.com](http://www.twec.com)).

## MUSIC &amp; MOVIES

## CURRENT

- **BLACK AND WHITE** (*Loud*)  
Featured Artists: **LV**, **BIG PUN & KOOL G RAP**, **EVERLAST**
- **THE FLINTSTONES IN VIVA ROCK VEGAS** (*Hip-o*)  
Featured Artists: **REV. HORTON HEAT**, **NICK LOWE**, **SUSAN TEDESCHI**
- **HIGH FIDELITY** (*Hollywood*)  
Featured Artists: **ELVIS COSTELLO**, **STEREOLAB**, **BOB DYLAN**
- **MISSION IMPOSSIBLE: 2** (*Hollywood*)  
Singles: **LIMP BIZKIT** Take A Look Around...  
**METALLICA** I Disappear  
Other Featured Artists: **ROB ZOMBIE**, **GODSMACK**, **TORI AMOS**
- **ROAD TRIP** (*DreamWorks*)  
Single: **SUPERGRASS** Pumping On Your Stereo  
Other Featured Artists: **BUCKCHERRY**, **RUN-D.M.C.**, **KID ROCK**
- **ROMEO MUST DIE** (*BlackGround*)  
Singles: **AALIYAH** I Don't Wanna  
**AALIYAH** Try Again  
Other Featured Artists: **DESTINY'S CHILD**, **GINUWINE**
- **WHERE THE HEART IS** (*RCA*)  
Featured Artists: **LONESTAR**, **LYLE LOVETT**, **JOHN HIATT**

## COMING

- **BIG MOMMA'S HOUSE** (*So So Def/Columbia*)  
Singles: **J. DUPRI & NAS** I/MONICA I've Got To Have It  
**DA BRAT** That's What I'm Looking For  
Other Featured Artists: **KANDI**, **JAGGED EDGE & BLAQUE**, **JESSICA**
- **GONE IN 60 SECONDS** (*Island*)  
Featured Artists: **DMX**, **GOMEZ**, **MOBY**, **ICE CUBE**
- **THE MILLION DOLLAR HOTEL** (*Interscope*)  
Featured Artists: **U2**, **DANIEL LANOIS**, **MILLA JOVOVICH**

"Music & Movies" lists current and upcoming film soundtracks as well as singles appearing on R&R's format charts and other featured artists.

## MUSIC DATEBOOK

## MONDAY, JUNE 12

1965/ **The Beatles** are made Members of the Order of the British Empire.

1987/ Hundreds of schoolgirls turn out to greet **Madonna** as she arrives for her first tour of Japan.

1997/ Internet rumors that **Pink Floyd's** *The Dark Side of the Moon* can serve as an alternate soundtrack to *The Wizard of Oz* lead to a surge in Floyd sales.

Born: **Jim Nabors** 1932, **Chick Corea** 1941, **John Linnell** (The *Might Be Giants*) 1959

## TUESDAY, JUNE 13

1975/ **John Lennon** gives his last TV performance, on a British tribute to TV entrepreneur **Lord Lew Grade**.

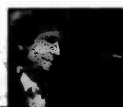
1989/ **Jerry Lee Lewis** receives a star on the Hollywood Walk of Fame.

1992/ Texas law enforcement agencies hold a press conference requesting a sales and airplay ban on **Ice-T's** "Cop Killer." Several chain stores had already refused to carry the controversial single.

Born: **Bo Donaldson** (Bo Donaldson & The *Heywoods*) 1954

## WEDNESDAY, JUNE 14

1965/ **Bob Dylan** records "Like a Rolling Stone," his first recording featuring electric instruments. Later that year incensed folk fans boo Dylan's electrified set at the Newport Folk Festival.



Bob Dylan: Things have changed.

1972/ Sweet-voiced **Drifters** frontman **Clyde McPhatter** dies of a heart attack at age 40.

1995/ Country star **Ty Herndon** is arrested in Ft. Worth for possession of methamphetamines. His scheduled show for an organization of police chiefs is canceled.

Released: **Janis Ian's** "At Seventeen" 1975

Born: **Alan White** (Yes) 1949, **Boy George** 1961

## THURSDAY, JUNE 15

1982/ Bassist **Pete Farndon** leaves **The Pretenders** a day before guitarist **James Honeyman-Scott** dies of a drug overdose. Farndon will later overdose as well.

1986/ **Led Zeppelin** take first place in an *L.A. Times* poll asking rock fans what band they'd most like to see reunited. The Partridge Family also make the top 10.

1992/ **Bruce Springsteen** plays in Stockholm, opening his first tour since '88 and his first tour without the *E Street Band*.

Born: **Waylon Jennings** 1937, **Harry Nilsson** (1941-1994), **Russell Hitchcock** (Air Supply) 1951

## FRIDAY, JUNE 16

1967/ The Monterey Pop Festival begins. Some 50,000 fans see **Jimi Hendrix**, **The Who**, **Janis Joplin** and others.

1994/ Hole bassist **Kristen Pfaff** dies in Seattle of a heroin overdose at age 27.

1995/ In a protest over service charges.

**Pearl Jam** begin a 13-date tour scheduled entirely in venues not served by Ticketmaster. The tour is canceled after six dates.

Born: **Billy "Crash" Craddock** 1939, **Gino Vannelli** 1952

## SATURDAY, JUNE 17

1965/ **The Kinks** arrive in New York to begin their first U.S. tour.

1978/ Jefferson Starship's **Grace Slick** is ill and unable to perform at a show in St. Goarhausen, Germany. A small riot ensues.

1973/ **Led Zeppelin** begin their last tour.

1997/ **Black Sabbath** don't show for an Ozfest date in Columbus, OH due to **Ozzy Osbourne's** illness. Disappointed fans tear down fences and set fires.

Released: **The Hollies'** "Carrie Ann," **Looking Glass'** "Brandy" 1972

## SUNDAY, JUNE 18

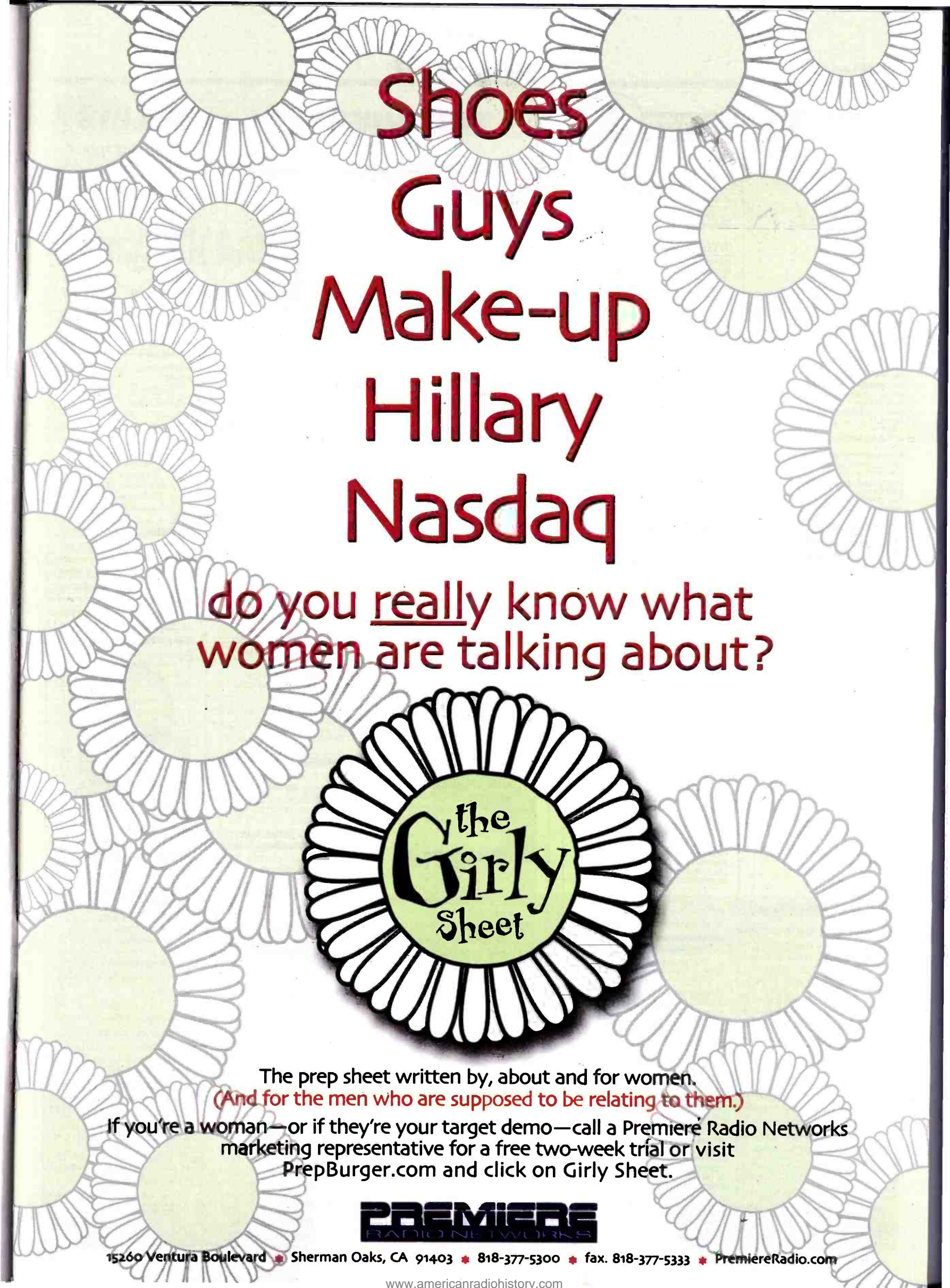
1977/ Sex Pistols frontman **Johnny Rotten** is attacked and stabbed in London.

1980/ **The Blues Brothers** opens in New York. The movie features cameos by **Aretha Franklin**, **Ray Charles** and **James Brown**.

1987/ **Motley Crue** are sued by a fan who claims her hearing was damaged at a 1985 Florida concert. Also ... **Luther Vandross** cancels two sold-out shows in Phoenix to protest Arizona's decision not to observe **Martin Luther King Jr.** Day.

Born: **Paul McCartney** 1941, **Allison Moyet** (ex-Yaz) 1961

— Brida Connolly



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72 million households



## PLAYS

Artist	Title	Plays
EMINEM	The Real Slim Shady	29
'N SYNC	It's Gonna Be Me	22
CHRISTINA AGUILERA	I Turn To You	19
SISQO	Thong Song	19
BRITNEY SPEARS	Oops!... I Did It Again	18
DR. DRE	The Next Episode	17
KID ROCK	American Bad Ass	16
AALIYAH	Try Again	15
DMX	Party Up (Up In Here)	15
MATCHBOX TWENTY	Bent	15
JAY-Z / UGK	Big Pimpin'	14
DESTINY'S CHILD	Say My Name	14
BACKSTREET BOYS	The One	12
METALLICA	Disappear	12
NO DOUBT	Simple Kind Of Life	12
TOM BRAXTON	He Wasn't Man Enough	11
FOO FIGHTERS	Breakout	10
BLINK-182	Adam's Song	10
3 DOORS DOWN	Kryptonite	10
PINK	There You Go	9
NINE INCH NAILS	Start* ckers Inc.	9
NINE DAYS	Absolutely (Story Of A Girl)	9
MYA / JADAKISS	Best Of Me	9
ENRIQUE IGLESIAS	Be With You	9
BO ISAK	Back Here	9
KINA	Girl From The Gutter	9
PAPA ROACH	Last Resort	8
BLAQUE	I Do	8
GOO GOO DOLLS	Broadway	8
MOBY	Body Rock	8
NIGHTY NIGHTY BOSSTONES	So Sad To Say	8
MARIAH CAREY	Can't Take That Away (Mariah's Theme)	8
TRAVIS	Why Does It Always Rain On Me?	8
CYPRESS HILL	(Rock) Superstar	7
BLACK ROX	Whoa!	7
CARL THOMAS	I Wish	7
VITAMIN C	Graduation (Friends Forever)	7
KID ROCK	Bawitaba	7
DYNAMITE HACK	Boyz-N-The-Hood	7
LIMP BIZKIT	Break Stuff	6
JOE	I Wanna Know	6
MANDY MOORE	I Wanna Be With You	6
BIG PUN	It's So Hard	6
FENIX TX	All My Fault	6
DR. ORE / EMINEM	Forgot About Dre	6
BLINK-182	All The Small Things	6
RED HOT CHILI PEPPERS	Otherside	5
A PERFECT CIRCLE	Judith	5
'N SYNC	Bye Bye Bye	5
HANSON	This Time Around	5
LIMP BIZKIT	Nookie	5
DA BRAT	What'chu Like	4
VERTICAL HORIZON	Everything You Want	4
THIRD EYE BLIND	10 Days Late	4
AALIYAH / DMX	Come Back In One Piece	4
SANTANA	Everlast Put Your Lights On	4
MARY J. BLIGE	One Me You	3
KORN	Make Me Bad	3
DONELL JONES	Where I Wanna Be	3
LUCY PEARL	Dance Tonight	3
GHOSTFACE KILLAH	Cherchez La Ghost	2
STONE TEMPLE PILOTS	Sour Girl	2
EMINEM	Guilty Conscience	2
NELLY	Country Grammar (Hot Sh*t)	2
AMERICAN CREAM TEAM	It's Not A Game	2
FAT LIP	What's Up Fat Lip	2
HANSON	If Only	2
DEAD PREZ	Hip Hop	2
DRAMA	Left, Right, Left	2
WESTLIFE	Swear It Again	2
STAND	Home	1
504 BOYZ	Wobble, Wobble	1
EASTSIDAZ	Got Beef	1
M2M	Mirror Mirror	1
A*TEENS	Dancing Queen	1
BLOODHOUND GANG	The Bad Touch	1
MARIAH CAREY	Crybaby	1
DISTURBED	Shutty	1
WYCLEF JEAN	Thug Angels	1
DOPE	Everything Sucks	1
GOODIE MOB / TLC	What It Ain't	1
RAH DIGGA	Break Fool	1
GROOVE ARMADA	I See You Baby	1
B. C.	Bling Bling	1
OJ QUIN	Pitch In On A Party	1

Video playlist for the week ending May 27.

55 million households



## National Top 20

EMINEM	The Real Slim Shady	29
BACKSTREET BOYS	The One	22
BRITNEY SPEARS	Oops!... I Did It Again	19
SAMMIE	Crazy Things I Do	19
JAGGED EDGE	Let's Get Married	18
KID ROCK	American Bad Ass	16
VITAMIN C	Graduation (Friends Forever)	15
BIG TYMERS	Get Your Roll On	15
NELLY	Country Grammar (Hot Sh*t)	14
MARIAH CAREY / SHOOP DOGG	Crybaby	14
AALIYAH / DMX	Come Back In One Piece	14
CHRISTINA AGUILERA	I Turn To You	14
SISQO	Thong Song	14
A PERFECT CIRCLE	Judith	14
JAY-Z / UGK	Big Pimpin'	14
TRICK DADDY	Shut Up	14
DMX	Party Up (Up In Here)	14
DONELL JONES	Where I Wanna Be	14
DA BRAT	What'chu Like	14
504 BOYZ	Wobble, Wobble	14

This week's chart is frozen.

50.8 million households



## ADDS

AC/DC	Satellite Blues
PAULA COLE	Be Somebody
DURAN DURAN	Someone Else Not Me
BRIAN MCKNIGHT	6, 8, 12

## INSIDE TRACKS

MACY GRAY	I Try
VERTICAL HORIZON	Everything You Want

## XL

CREED	Higher
FAITH HILL	Breathe
MATCHBOX TWENTY	Bent
RED HOT CHILI PEPPERS	Otherside
VERTICAL HORIZON	Everything You Want

## NEW

CHRISTINA AGUILERA	I Turn To You
BACKSTREET BOYS	The One
SON JOVITT	It's My Life
FOO FIGHTERS	Breakout

## LARGE

MARIAH CAREY	Can't Take That Away (Mariah's Theme)
GOO GOO DOLLS	Broadway
DMX	Party Up (Up In Here)
ENRIQUE IGLESIAS	Be With You
LENNY KRAVITZ	I Belong To You
NINE DAYS	Absolutely (Story Of A Girl)
NO DOUBT	Simple Kind Of Life
SANTANA	Maria, Maria
STING	Desert Rose
STONE TEMPLE PILOTS	Sour Girl

## MEDIUM

3 DOORS DOWN	Kryptonite
TOM BRAXTON	He Wasn't Man Enough
MACY GRAY	I Try
JOE	I Wanna Know
SAVAGE GARDEN	Crash And Burn
SINEAD O'CONNOR	No Man's Woman
TRAVIS	Why Does It Always Rain On Me?

## CUSTOM

A PERFECT CIRCLE	Judith
AALIYAH	Try Again
AC/DC	Stiff Upper Lip
AC/DC	Satellite Blues
PAULA COLE	Be Somebody
DESTINY'S CHILD	Say My Name
CELINE DION	I Want You To Need Me
DURAN DURAN	Someone Else Not Me
EN VOGUE	Ridde
LARA FABIAN	I Will Love Again
GUSTER	Fa Fa (Never Be The Same)
IRON MAIDEN	The Wicker Man
DONELL JONES	Where I Wanna Be
KID ROCK	Only God Knows Why
KINA	Girl From The Gutter
GERALD LEVERT	Mr. Too Damn Good
LUCY PEARL	Dance Tonight
BRIAN MCKNIGHT	6, 8, 12
MEGADETH	Breadline
METALLICA	Disappear
OASIS	Where Did It All Go Wrong?
PANTERA	Revolution Is My Name
LEANN RIMES	I Need You
SLENDER	I Think God Can Explain
CARL THOMAS	I Wish
DWAYNE WIGGINS	What's Really Going On (Strange Fruit)

Video airplay from June 5-11.

36 million households



## VIDEO PLAYLIST

JAGGED EDGE	Let's Get Married
MARY J. BLIGE	Your Child
DONELL JONES	Where I Wanna Be
MYA / JADAKISS	Best Of Me
AALIYAH	Try Again
D'ANGELO	Send It On
EMINEM	The Real Slim Shady
CARL THOMAS	I Wish
ANANT	Separated
DA BRAT / TYRESE	What'chu Like

## RAP CITY

EVE / JADAKISS	Got It All
JUVENILE	I Got The Fire
BIG TYMERS	Get Your Roll On
L.I. / WYCLEF JEAN	Respect Us
DR. DRE / SHOOP DOGG	The Next Episode
JERMAINE DUPRI & NAS / MONICA	I've Got To Have It
DA BRAT / TYRESE	What'chu Like
BUSTA RHYMES	Get Out
EMINEM	The Real Slim Shady
THREE SIX MAFIA	Slippin' On Some Syrup

Video playlist for the week ending June 4.

# TELEVISION

## COMING NEXT WEEK

Due to the Memorial Day holiday, Nielsen ratings were not available at press time. The ratings will return next week.

### Tube Tops

Boyz II Men, Diamond Rio, Amy Grant, Kenny Loggins, 'N Sync, 98 Degrees, Collin Raye, LeAnn Rimes, SheDaisy, Britney Spears, Tanya Tucker and Tyrese are scheduled to perform when the *Children's Miracle Network Champions Telethon* airs live in syndication (Saturday, 6/3 and Sunday, 6/4; check local listings for time and channel).

### Friday, 6/2

• Chris Isaak and Kelly Willis, *Sessions at West 54th* (PBS, check local listings for time and channel).

### Sunday, 6/4

• The Go-Go's are the subjects of this week's installment of VH1's *Behind the Music* (9pm).

### Monday, 6/5

• Lou Reed, *The Tonight Show With Jay Leno* (NBC, check local listings for time).  
• Nine Days, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).

### Tuesday, 6/6

• Clint Black is profiled on A&E's *Biography* (8pm).



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

• Lee Ann Womack, *Jay Leno*.  
• Steve Earle, *The Late Show With David Letterman* (CBS, check local listings).  
• Monica, *Craig Kilborn*.  
• Loudon Wainwright III, *Late Night With Conan O'Brien* (NBC; check local listings for time).

### Wednesday, 6/7



• Britney Spears performs from Waikiki Beach when Fox presents *Britney in Hawaii*, which also features guest performances by Joe and Destiny's Child (8pm).  
• Aimee Mann, *Jay Leno*.  
• Don Henley, *David Letterman*.  
• Goo Goo Dolls, *Conan O'Brien*.

### Thursday, 6/8

• D'Angelo, Metallica and 'N Sync are slated to perform on the *2000 MTV Movie Awards* (9pm).  
• Destiny's Child, *Jay Leno*.  
• Sinead O'Connor, *David Letterman*.  
• Luna, *Craig Kilborn*.

— Julie Gidlow

# FILMS

## BOX OFFICE TOTALS

May 26-29

Title	Distributor	\$ Weekend (\$ To Date)
1	<i>Mission: Impossible 2</i>	\$70.81 (Paramount* (\$91.81))
2	<i>Dinosaur</i>	\$32.03 (Buena Vista (\$80.44))
3	<i>Shanghai Noon</i>	\$19.64 (Buena Vista* (\$19.64))
4	<i>Gliadiator</i>	\$17.06 (DreamWorks (\$126.99))
5	<i>Road Trip</i>	\$13.51 (DreamWorks (\$35.27))
6	<i>Small Time Crooks</i>	\$3.89 (DreamWorks (\$8.90))
7	<i>Frequency</i>	\$3.61 (New Line (\$35.08))
8	<i>U-571</i>	\$3.26 (Universal (\$68.95))
9	<i>Center Stage</i>	\$2.67 (Sony (\$12.75))
10	<i>Where The Heart Is</i>	\$1.94 (Fox (\$28.52))

All figures in millions  
\* First week in release  
Note: Figures reflect a three-day weekend.  
Source: ACNielsen EDI

## COMING ATTRACTIONS:

This week's openers include *Big Momma's House*, starring Martin Lawrence. The film's *So So Def* soundtrack contains various artist collaborations, including:

• "That's What I'm Looking For (Mr. Dupri Remix)" by Da Brat / Missy Elliott & Jermaine Dupri



Jermaine Dupri

• "I've Got to Have It" and "I've Still Got to Have It" by Jermaine Dupri & Nas / Monica  
• "Bounce With Me" by Lil Bow Wow / Xscape

• "You Can Always Go" by Jagged Edge & Blaque / R.O.C.  
• "Radio" by Kurupt, R.O.C. & Phats Bossi

• "Big Momma's Theme" by Da Brat & Vita / Destiny's Child  
• "Treated Like Her" by Latocha Scott & Charité Moore

The CD also contains two cuts by Lil Jon & The Eastside Boyz ("I Like Dem" and "Ooh Big Momma"), as well as Devin's "I Want to Kiss You," Marc Nelson's "Love's Not Love," Jessica's "Get Up" and Kandis's "What I'm Gon' Do to You."

— Julie Gidlow



# 2

NINE INCH NAILS	Start* ckers Inc.
LEONA NAESS	Charm Attack
CYPRESS HILL	Superstar
NO DOUBT	Simple Kind Of Life
TOMC	Mean To Me
WISEGUYS	Start The Commotion
SUPERGRASS	Pumping On Your Stereo
TRAVIS	Why Does It Always Rain On Me?
RAGE AGAINST THE MACHINE	Sleep Now In The Fire
EMINEM	The Real Slim Shady
KID ROCK	American Bad Ass
PAPA ROACH	Last Resort
NINE DAYS	Absolutely (Story Of A Girl)

NIGHTY NIGHTY BOSSTONES	So Sad To Say
GUSTER	Fa Fa (Never Be The Same)
FOO FIGHTERS	Breakout
3 DOORS DOWN	Kryptonite
FENIX TX	All My Fault
STONE TEMPLE PILOTS	Sour Girl
SPOOKS	Things I've Seen

Video playlist for the week May 22-28.



**AL PETERSON**  
alpeterson@rronline.com

# News/Talk And Generation Jones

Recent study suggests those prized 25-54-year-olds are not all alike

The term "Generation Jones," coined by author and pop-culture expert Jonathan Pontell in his new book of the same name (Vanguard Press), are those people aged 35-44 who are not quite baby boomers but not exactly Generation X, either.

In recent weeks other R&R editors have written articles about this newly identified demographic, which you may have read. However, because 35-44s are such an integral part of the News/Talk target audience, I thought Generation Jones would be worth further exploration, as profiled in a recent report by Houston-based Shane Media Services.



**Keith Rovell**

The author of that report is Shane Media Programmer/Consultant Keith Rovell. The 26-year veteran broadcaster, who has spent most of his career in News/Talk radio, joined Shane Media in 1997. His report, *Radio's Untapped Generation: An Analysis of Generation Jones*, offers an in-depth look at the potential impact of this newly identified demographic on the future of your Talk station's programming and marketing efforts.

**R&R:** What first piqued your interest in *Generation Jones*?

**KR:** When we first heard about the book, we were immediately intrigued by its premise. As radio guys, it made sense to us. For years we've known that the coveted 25-54 demo

sought by advertisers and targeted by many radio stations is ridiculously broad. And although we've learned over the years to separate out the younger end — the so-called Gen Xers — it just never made sense that the rest of the demo were all baby boomers. After meeting with Jonathan Pontell, needless to say we became even more intrigued and

wanted to learn more. The results of that learning are what we have included in our report on Generation Jones.

**R&R:** What made you believe that Pontell was onto something new, and what made you think it was information that radio could use?

**KR:** When I shared what I'd learned with the rest of the staff at Shane Media, we thought it would be interesting to take this information and apply it to radio. Although in our discussions

with Pontell we were actually looking at 35-46-year-olds, we felt confident that we could translate that information to the standard 35-44 Arbitron demo.

By reviewing research projects and ratings results through the lens of this new perspective, many of the things we learned seemed to explain some of the discrepancies that we've seen over the years when trying to program effectively to the broad 25-54 demographic.

**R&R:** Were you surprised at how different 35-44s were from those in

**"Avoid references to TV shows and characters from 1949-1969, World War II, the Korean War and other things tied to older boomers and senior citizens. That will only exacerbate the Jonesers' 'boomer fatigue.'"**

the demo who are 45-54?

**KR:** No, because I'm a Joneser myself. I've always sensed there was something different between me and



**FEARSOME FOURSOME**

Taking a break at the recent Rick Scott Sports Radio Conference 2000 are (l-r) Clear Channel Communications Director/News, Talk, Sports Gabe Hobbs; Premiere Senior VP/Talk Greg Noack and President/COO Kraig Kitchin; and Tony Bruno, host with the soon-to-be-launched Fox Sports Radio Network.

my older baby boomer sister. Right here in our office we have Jonesers, Gen Xers and boomers, and we often view things in life in very different ways. Even though most of the Jonesers and the boomers lived through the 1960s, the fact is, we remember it differently, and our nostalgia is very different. So it wasn't really a surprise; it was more a confirmation of many personal feelings I'd had for some time.

**R&R:** Do you think this information means there could be another viable approach to Talk radio not currently being pursued?

**KR:** We're starting to see a new approach just sort of naturally evolve. Two examples that come to mind are [Fisher Entertainment's] Ed Tyll and [Dame-Gallagher's] Mike Gallagher. They're hosts who talk about topics

and life experiences that seem to appeal to this group. When I hear a host talking about his teenage son at the prom, as a Joneser, I can relate to that. On the other hand, ideological, political debates bore me, and T&A ceases to be particularly funny after you've been married for 20 years and have grown into a mature adult. Sure, there's a place for both of those approaches, but neither will really attract the Generation Jones listener to any great extent.

**R&R:** How do you explain the 35-44 success of a host like Howard Stern — certainly no stranger to T&A content?

**KR:** Along with T&A, Howard also talks about subjects like married life, kids and his own divorce. He also says what a lot of Jonesers think when he offers his opinions on subjects in a very pragmatic and practical way. Even though at times he may get a little out there topic-wise for some in this demo, there's a lot he says that the average 35-to-44-year-old wishes he

Continued on Page 29

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**Generation Jones**

Continued from Page 27

could say about a given subject that makes them relate to him.

**R&R:** *It's been said that Gen Xers are downright hostile toward baby boomers. Is that true of Generation Jones too?*

**KR:** Well, I don't know about hostile, but to use Pontell's term, they are certainly suffering from "boomer fatigue." They're tired of hearing about how great The Beatles were — a group of guys who haven't been a band for 30 years! Much like Gen Xers, this demographic has also had its fill of the boomer influence on their lives, and they're seeking to be recognized for who they are — and that's definitely not their older boomer siblings.

**R&R:** *What are some things that News/Talk PDs and GMs can do to better attract listening by this group?*

**KR:** First of all, with News/Talk demos aging rapidly, a focus on Generation Jones is just what the format needs to think younger. Jonesers will listen to a station that relates to them, whether it's on AM or FM. But remember, their habitual listening patterns are centered on the FM band, so AM News/Talk stations seeking to attract them must do aggressive external marketing to make Jonesers aware of their existence.

Perhaps most important is to talk about subjects that interest them. Again, the broad, standing ideological issues like gun control, abortion, capital punishment and liberals-vs.-conservatives are all examples of issues that are not of much interest to this group. They simply don't believe that anyone can save the world. They do, however, care about practical solutions to fixable problems.

**R&R:** *What about a host like Dr. Laura? Can she relate to this crowd?*

**KR:** Yes, I think she can in many ways, although they don't like being preached at. However, this group is generally married with children at home. They see marriages crumbling all around them, and many come from divorced family backgrounds, whereas the boomer generation mostly had parents who stayed together, at least for the kids. Their relationships with their spouse, children and parents are paramount in their lives right now. We're not talking about T&A relationships. This demo is right in the middle of real-life relationships, and they want to talk about that.

**R&R:** *Can you offer some tips for hosts who want to target this group?*

**KR:** If you center your historical perspective in the 1970s and early '80s, you'll get their attention. I wouldn't go back a whole lot further than that. Every topic, discussion, promo and contest must relate to people who were teenagers in the '70s and twentysomethings in the '80s. While Jonesers may respect the World War II generation and admire them for what they did, waxing nostalgic about those times isn't relevant to them at all. Avoid references to TV shows and characters from 1949 to

1969, World War II, the Korean War and other things tied to older boomers and senior citizens. That will only exacerbate the Jonesers' boomer fatigue.

Music played, and still plays, an important part in Jonesers' lives, so try to use music they can relate to for bumpers and promo beds. Since most people generally relate best to songs that were hits during their senior year of high school, focus on hit music from 1973 to 1984. Additionally, Jonesers are very Internet-savvy. If you want to reach this audience, and your station is not yet streaming its audio on the web, I think you're making a big mistake.

**R&R:** *Can an established Talk station, featuring highly successful boomer-targeted shows like Rush Limbaugh, successfully mix in elements that will attract Jonesers too?*

**KR:** Yes, I think it can. But those 35-year-old Talk listeners who began listening to Rush 10 years ago are now 45. And although that show is very much a discussion of political issues — something that Jonesers don't find all that appealing — if I had his show on my station, I'd want to keep him there, especially with the election coming up this year. That being said, as the years go on, even a show as strong as Limbaugh's will become less and less relevant to the Jonesers, just as it is pretty much irrelevant to the Gen Xers now.

I do think it's possible to have a combination of hosts who can cross over between Jonesers and boomers. Some of the things that Rush and Dr. Laura talk about can be of interest to Generation Jones. Certainly much of what is discussed by the hosts I mentioned earlier can also appeal to boomers. There is indeed some overlap there. Can you have a station that appeals to the 45+ crowd as well as the 25-34 crowd? Of course not. But there is enough overlap between Jonesers and boomers to be able to effectively program for both as long as you're highly selective with regard to hosts and topics.

**R&R:** *Does that overlap exist on the younger end too? Can a Gen X-focused FM Talker also appeal to the Jonesers?*

**KR:** Sure. If you look at the most successful FM Talk stations, they are already doing that. But if you want to bridge the gap at the lower end, I suspect your demos would peak out at about 38-40 years old at the most. If your station was all sex talk, chances are you'd have very few 40+ listeners. And if you're all politics, you probably won't attract many listeners under 40. But, frankly, I can't think of any truly successful Talk

station that is one-dimensional. You do need to cross over demos at one end or the other, depending on the demos you want to target for your radio station.

**R&R:** *So are you saying that Jonesers are much more likely to listen to an FM Talk station?*

**KR:** Yes, I think that is probably the case. This is the generation that began switching from their transistor radios to FM stereo receivers about 1970 or '71. Although AM Top 40 was still out there at the time, it just wasn't the cool thing to listen to for this generation. Generation Jones grew up with FM as the dominant radio medium and were taught that less talk and more music was the way to go.

But, as with every generation, as they've grown older and gained more experience in life, Talk radio becomes more and more interesting to them. So although their natural tendency is to listen to FM and come stations on that band, if you were to put a station on AM that was heavily targeted to their wants and needs and then aggressively marketed that station to them externally — telling them why they would really like it —

**"If you simply put programming on an AM station that is targeted to appeal to a Generation Jones audience and expect that somehow they will magically discover you by word of mouth, chances are they'll be 45+ by the time they ever find you!"**

it's totally possible to get them to migrate to AM.

On the other hand, if you simply put programming on an AM station that is targeted to appeal to a Generation Jones audience and expect that somehow they will magically discover you by word of mouth, chances are they'll be 45+ by the time they find you!

**R&R:** *Does this new information foretell a dramatic change for the future of Talk radio?*

**KR:** The days of being able to put an ideologically and politically conservative Talk station on the air and get big shares with it are, in fact, gone. That's not to say that talented

hosts who do that genre well — like Rush — won't still be able to draw a substantial audience. But the days of succeeding with a lineup of a lot of Rush wannabes are gone forever. Remember, Jonesers make up one of every four adults in the United States today. That's a pretty sizable chunk of audience, and I can't imagine any Talk radio station not wanting a piece of it.

**Coming Next Week:** *Why News/Talk radio should be proud of its 50+ demo strength, and why "seasoned citizens" are attractive to your advertisers.*



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Relationship Doc



**The Dolans**  
Consumer Survival



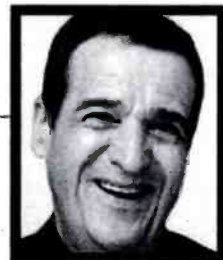
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## Tracking Trends: Single Female

25 years old.  
Drinks bottled water.  
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Want to know  
what all this  
really means?

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## Street Talk®

# Don't Bet On 'MET, Los Angeles

The ST Radio Rumor Center has been blazing with talk that Clear Channel has all but secured the legendary KMET calls for one of the five L.A. FMs it will own following its merger with AMFM. One website, Chris Morales' RadioSpectrum.net, cites several e-mails and another site — RadioReady.com — as saying a rock-formatted KMET will replace KCMG's "Jammin' Oldies" format once that station relocates to 92.3 MHz. Morales further states that Clear Channel is all set to move KACD's Adult Alternative format to KYSR, putting an end to 8-year-old Hot AC "Star 98.7." Morning co-hosts **Danny Bonaduce** and **Jamie White** would depart, while the status of afternoon driver **Ryan Seacrest** is still up in the air, he claims. When asked about the KMET scenario, Clear Channel Regional VP/Programming **Jack Evans** told ST that he didn't know a thing about the idea. "We've had talks about L.A., but that hasn't come up." When asked about the return of KMET and the future of KACD, Clear Channel President/GM **Roy Laughlin** referred ST to AMFM Exec. VP/Western Region **David Lebow**. Lebow said Morales' report "is wrong on both counts. We will have 'Jammin' Oldies' on 92.3, and KYSR will remain 'Star.' We are not making any format changes whatsoever ... although KMET are cool call letters! It is inaccurate, and I guarantee it."

Meanwhile, the Clear Channel camp has lost the services of longtime WFLZ/Tampa morning co-host **MJ Kelli** thanks to an on-air squabble with **Bubba The Love Sponge**, who handles wake-ups on co-owned Roker WXTB. It seems MJ and co-host **BJ Harris** had offered their assistance to a 500-pound-plus local man who wished to have weight reduction surgery. The duo were set to broadcast live from the surgery site in San Diego last Friday but were forced to cancel the trip when Bubba disclosed on his show the day before that the man had once been arrested for a sexual offense. Bubba's disclosure so steamed Kelli that he immediately cleaned out his desk. Kelli told the *St. Petersburg Times*, "It was our attempt to save a guy's life. [Bubba's comments] were in blatant violation of an internal agreement among Clear Channel morning

shows not to undermine, bash or attack any sister stations. I'm in consultation with my attorney, and at this point the future of MJ on 'FLZ is in serious doubt." Clear Channel/Tampa GM **Dave Reinhart** did not return ST's calls.

### Bare-Bodied DJs On 'BIG Website!

**KBIG/Los Angeles** told its listeners last Wednesday that nude pictures of the entire air-staff were on the station's website. A special message warned visitors who wanted to view the photos that they had to be at least 18 years old. However, when ST visited the KBIG site last night and selected the "Air Personalities" page, we were able to see all of the jocks in the buff without any content warning! Turns out the photos were rated G (for "goo-goo") ... they were the staffers' baby pictures!

If you're looking for plenty of bare-chested women, look no further than **WBCN/Boston's** River Rave music festival, held last Saturday at Foxboro Stadium. *The Boston Globe* reports that the 12-hour event resulted in a whopping 126 arrests — surpassing the previous record of 90, set at a Grateful Dead show in the '80s. Thousands of teens rushed over barricades separating loge seats from the field level during Godsmack's set, at which point lead singer **Sully Erna** jumped into the crowd and did some body surfing. Meanwhile, scenes of topless women in the crowd were being shown on the big screens. At one point 'BCN host **Nik Carter** took to the stage with a local sportscaster to encourage the women in attendance to flash their breasts — and the hosts received a high compliance rate. Erna said of the crowd: "These kids have to listen to people tell them what to do at school and listen to their parents. So the music is a way to say [expletive] to all of that

Continued on Page 32

### Rumbles

• Will **KANR/Wichita** be **CHR/Rhythmic** by the time you read this? Has former crosstown **KDGS PD Steve Dorrell** been hired to oversee such a switch?

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## Street Talk

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and to get out their aggressions. They're not trying to punch each other in the face. They're just trying to have fun."

### With Right Cookie You Get Creed

Perhaps 'BCN didn't use the proper Zen techniques to get a crowd to enjoy a big rock show without resorting to violence and nudity. Take, for instance, the way **WZTA (Zeta)**/Miami's promotions department decided to reward attendees to its recent Asian-themed "Bonzai" concert. Incoming fans were given Zeta-brand fortune cookies, complete with such philosophical statements as "Look ahead, but be aware of your behind." Of the 15,000 or so cookies made, one had an extra-special message: "You've won a backstage pass to meet Creed." When the hunger-mongers at **ST** opened one of the Zeta cookies, our fortune read, "This cookie is Soilent [sic] Green." At least it wasn't stale.



With the *Lord of the Flies*-themed *Survivor* game show already on the small screen, **KSTP (KS95)**/Minneapolis morning hosts **Van & Cheryl** thought staging a Twin Cities version of the game would be a fun way to give away \$5,000. Between now and June 7 they'll select six contestants, who will pack all of their essentials into lunch boxes and live in a camper for a week. Each day the contestants will vote on which two should leave, but listeners will have the final say. The last one in the camper gets the cash. Follow the contest at [www.ks95.com](http://www.ks95.com).

### L.A. Radio Station Vanishes!

Regional Mexican **KBUA-FM** mysteriously disappeared from the Phase I spring 2000 Arbitrends report for Los Angeles, even though it could still be heard loud and clear throughout the San Fernando Valley. It seems **KBUA**, one-half of **Liberman Broadcasting's** Que Buena simulcast, simply wasn't included in the survey. According to Arbitron brass, no one at **Liberman** told Arbitron that **KBUA** was a simulcast partner of **KBUE**, and **KBUA** failed to make the minimum reporting standards for the trend. "Now that we know that they are there, Phase II will

## Rumbles

- Despite chatter that he'd be rejoining **XHTZ/San Diego** as PD, **Rick Thomas** tells **ST** he's staying put as PD of Clear Channel's **KJQY-FM** and Binational-owned partner **XHRM-FM (Magic 92.5)**.
- **New Wave Broadcasting Dir./Programming Brock Whaley** departs Honolulu for Atlanta, where his wife has found a new job.
- **Rick Stewart** assumes the PD post at **Z-Spanish's Urban Oldies KHZZ/Sacramento**.
- Former **KKRD/Wichita** nighttimer **Greg Williams** is appointed PD at crosstown **CHR/Rhythmic KDGS**.
- **WVSR/Charleston, WV PD Brett Sharp** exits to program **WSLC/Roanoke**.
- **Cyndi Cawthorne** becomes Nat'l Events Dir. for **AMFM's** Chancellor Marketing Group.
- **Greg Williams** joins **CHR/Rhythmic KDGS/Wichita** as PD, replacing **Steve Dorrell**. **MD Ricardo Cherry** also exits.
- **KHTQ/Spokane** welcomes **Barry Bennett** as MD/nights.
- **WTCF/Saginaw, MI** morning driver **Leroy Eggleston** and **MD/nighttimer Mason Schreder** are appointed co-PDs.
- **KBTE/Corpus Christi, TX** morning driver **Chuey D.** adds MD stripes.
- **WIFC/Wausau, WI** **MD/nighttimer Wes McKane** segues to the MD chair at **WXSS/Milwaukee**.
- Consultant **Dan Vallie** joins the Radio Advisory Board of **PickTheHits.com**.

be processed as simulcast partners," Arbitron VP Thom Mocarsky said. This trend will have the correct historical data. In case you forgot, updates for Arbitron's spring survey are due back by June 22.

For about an hour last Thursday afternoon (5/25) **Buckley Pop/Alternative KLLY-FM/Bakersfield** suddenly started playing country music. Did the station flip formats without notice? No, says **GM Randy Warwick**. It seems **KLLY** lost power at its studios, but its transmitter remained active. And, by some coincidence that can be blamed on the FCC, **KLLY's** STL frequency is identical to **Buck Owens' Country KCWR-FM** — which has its studios just three miles down the road! After an hour the electricity returned, and **KLLY** was back on the air.

We've read all the stories about what's been auctioned off on **EBay**. Now **KLEC (Lick 106.3.com)**/Little Rock wake-up artists **Corey Deitz** and **Jay Hamilton** have decided to auction off their radio show! The highest bidder will receive the only known audio copy of their May 23 program and all show prep materials that went into the making of the program. Bidding began at \$1.06. Money raised will benefit **St.**

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Continued from Page 32

Francis House, a Little Rock charity that feeds the homeless. The auction ends June 6.

Is your child looking for a sure way to win a school election? Don't rent that Reese Witherspoon/Matthew Broderick flick — get the King of All Media to endorse 'em! **Jay Rosnick**, 17, was in a tough battle for student council president at Bucks County, PA's Neshaminy High School. With little ammo left in his campaign, Rosnick gathered enough courage to phone **Howard Stern's** radio show and ask for an official endorsement. Stern delivered, taking to the school's PA system to declare his support of Rosnick! The plug worked: Rosnick won the election and some newfound fame in the process.



Veteran Southern California air talent **Johnny Hayes** was recently honored for his many years in radio with his own star on the Hollywood Walk of Fame! Here's the KRTH-FM/L.A. early afternoon jock with a framed version of what can be seen on Hollywood Blvd.

**WRMF/West Palm Beach** morning co-hosts Mickey Miller and Russ Morely devoted Tuesday's show to raising funds to help cover funeral expenses for Barry Grunow, a Lake Worth, FL middle school teacher who was killed by a student on the final day of classes last Friday. By noon, callers had pledged \$10,000 in support. A memorial service was held later in the day at a West Palm Beach church.

Oldies combo **WWSW-AM & FM/Pittsburgh** observed Memorial Day Monday by inviting 10 local veterans to guest DJ for an hour each between 9am and 7pm. Vets mixed their favorite songs with tales of their experiences in the U.S. Armed Forces.

**Records**

• Warner Bros. Records Chairman/CEO **Russ Thyret** has a new long-term offer on the table from the company. Word is that Thyret will eventually become co-Chairman of WB once Tom Whalley exits Interscope-Geffen-A&M in January 2002, as **ST** reported last week.

• There's lots of action at Restless Records, where **Tony Hicks** rises to Sr. Dir./Urban Promo, reporting to Sr. VP/Promo Dave Darus. Hicks' first project will be young vocalist Jessica. Also expect Atlanta regional **Chris Cunningham** to get a promotion just in time to lend Hicks a hand on the Jessica record. Meanwhile, there's word that a deal is in the works — and in the hands of the lawyers — to bring TVT Sr. VP/Promo **Marc Benech** into the Restless fold. Stay tuned....

• Arista chief Antonio "L.A." Reid taps former Island exec **Larry Mestel** as Head/Business Affairs.

• **Rich Robinson** segues from Mystic Music to Sanctuary Records for Northeast Regional duties.

**RADIO RECORDS**

1

- **Bob Catania** upped to Head/Promo of Giant Records.
- **Bruce Walker** named GM/Urban Division of DreamWorks Records.
- **Alan Oda** appointed PD of KZZO/Sacramento.

5

- **Harold Austin** rises to Dir./Ops. of KKBT/Los Angeles.
- **Jim Teeson** tapped as Program Manager of KOAI/Dallas.
- **Mary Ellen Kachinske** boosted to PD of WOAL/Cleveland.
- **Glenn Ordway** promoted to PD of WEEI/Boston.
- **Robert John** accepts the PD gig at KCMO-FM & KLTH-FM/KC.

10

- **George Castrucci** elected President/COO of Great American Broadcasting.
- **Danny Clayton** captures the PD cap for WBZZ (B94)/Pittsburgh.
- **Bob DeCarlo** resumes PD duties at WUSA (W101)/Tampa.
- Miami radio veteran **Rick Shaw** celebrates 30 years in South Florida radio by signing a five-year deal with WAXY.

15

- **Kris Robbins** upped to OM of WNOE-AM & FM/New Orleans.
- **Gary Nolan** named PD of WGBB/Long Island.
- **Bernie Miller** made PD of WLUM/Milwaukee.
- *Leap o'the week:* PD **Brian Thomas** goes from KCAQ/Oxnard-Ventura, CA to WBJW-AM & FM (BJ105)/Orlando.

20

- **Les Garland** appointed GM/West Coast Operations for Atlantic Records.
- **Ronald Pancratz** promoted to GM of WJR/Detroit.
- **Steve Casey** named Ops. Dir. of KKKQ & KUPD/Phoenix.

25

- **Steve Labunski** appointed Exec. VP/GM for Merv Griffin's stations.
- **Ruth Meyer** returns to WMCA/New York as OM.
- **Jeff Kinzbach** hired by WABX/Detroit as PD.
- **Harv Moore** named PD of WYSL/Bufalo.

WGN-AM/Chicago has released *There's Something About Bob: The Best of Bob Collins*, a tribute CD featuring the legendary Chicago morning talk host who died in a plane crash in February. WGN OM/PD Mary June Rose tells **ST** that the station has already sold more than 8,000 copies at \$10 each and that all proceeds are being split between WGN's Neediest Kids Fund and the Salvation Army, which was Bob's favorite charity. The CD is available at [www.wgnradio.com](http://www.wgnradio.com).

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## PART TWO OF A TWO-PART SERIES

## Blackwell's Plans For Palm

□ Palm Pictures founder Chris Blackwell discusses how he will lead the company forward

Last week's Sound Decisions featured an interview with Island Records founder **Chris Blackwell**, who talked about his reasons for seeking outside investors — and their \$100 million — to fund his plans for Palm Entertainment Properties. He also discussed his immediate plans for his nascent record company.

This week Blackwell chats about some of the short-term issues facing his company and the industry.

**R&R:** What are some of the positive things about today's business environment, and what are some of the negatives that hinder progress?

**CB:** The new media environment has good and bad aspects to it. What's good is that it gives you the opportunity to reach a worldwide online community with your talent. The bad is that the same technology can take a lot of the edge off something when it's successful.

**R&R:** What can the industry do to improve the positive aspects and lessen the negative ones?

**CB:** That's difficult. For instance, bootlegging has always been around. It comes, in general, from two sources. One is what I call "third world sources," where the material has either been unavailable or priced out of reach of what people can afford. When I say "third world," I'm talking about flea market or streetside sellers.

Then there are the college kids who, more than anything, simply love the game of it — the game being getting around this or that. With today's technology, the game is even more exciting, even more widespread. Most of it appears to be illegal, but some is legal. The biggest challenge

of that artist as they can.

**R&R:** U2 and Bob Marley fit that description as well.

**CB:** Exactly. The main expense in the record business in recent years has been reaching the consumer. That's where all the money is being spent, and a lot of that is spent within the business, like buying price and positioning at retail.

**R&R:** There is a lot of inside chatter about how the record companies need to be in the song-swapping business — if you can't fight 'em, join 'em. Does the record industry need to adopt a song-based sales model and go against the traditional album-based model?

**CB:** Much of that depends on the artist. The pure singles business hasn't been a part of the industry for 20 years or more. Some of the artists who have one-off tracks — tracks where you really don't care who the artist is, but you just love the record — are the ones who will get hit the hardest.

If you plan on developing artists — and by that I mean artists you want to know more about and whose albums you want to buy to hear all of their songs — that will continue. That includes groups like The Backstreet Boys. I'm sure their tracks are being downloaded, but they are probably selling more records, because those tracks get people to know more about them. People want to own the album, just as they want to own the poster or T-shirt. They buy into the artist and want to own as much

of that artist as they can.

**R&R:** U2 and Bob Marley fit that description as well.

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**"We want to continue spending the right amount of time and giving personal attention to our projects, which is what makes Rykodisc so valuable."**

The Internet allows you to reach out and get your artist known for much, much less. That allows you to build something — to build a ground swell like we did with Supreme Beings Of Leisure, where we had a virtual tour.

In the old days artists would build a following and demand for their records by touring. Now, if people can log on and hear a song, you can build interest in the artist, and you can keep promoting the artist's music through the online world. If the artist is a real one, as I was describing before, one who has the potential for a career, then those online efforts will translate into people saying, "Oh, yeah, I heard that track. I want to buy that album."

**R&R:** Is that why online has been a big part of your company, especially Rykodisc?

**CB:** Yes.

**R&R:** Where does the online entertainment company sputnik7 come into play?

**CB:** We are an outside investor in sputnik7. We work with them very

**"Some of the artists who have one-off tracks — tracks where you really don't care who the artist is, but you just love the record — are the ones who will get hit the hardest by Napster."**



2 SKINNEE J'S GET READY TO 'ABANDON EARTH'

Capricorn Records alt rock outfit 2 Skinnee J's are thistclose to finishing work on their second album for the label. Tentatively titled *Abandon Earth*, the album is being produced by Mickey Petrallia (Beck, Luscious Jackson) and is slated to be released Aug. 29. The group will be on the road this summer with Incubus apd 311. Pictured here are (front, l-r) Petrallia, engineer Ryan Boesch and (back, l-r) 2 Skinnee J's members Eddie Eyeball and Steve Spice.

closely, but they are their own entity.

**R&R:** What are your thoughts about all the consolidation in the radio, retail and record industries these days?

**CB:** It was something that started years ago when the small retail stores and chains got pushed out. I have always been a big believer in mom and pop stores, because you get a very good feeling there whether you buy a record or not. Years ago, when there were more of those kinds of stores around, more people would visit them, and for a lot of different reasons — one of them being that the clerk would always tell you about new acts and sounds. That was an important way that people discovered music.

The industry has become kind of like the grocery business. The more the big chains bought, the less they had to pay. The little independent stores were run out of business because they couldn't afford to operate at the lower prices.

Now the record companies have to spend a fortune for price and positioning and all kinds of other things to get the public to know about their records. Before, you could break things through the specialty outlets. That's not the case anymore.

**R&R:** Is Rykodisc positioned well to work with the mom and pops?

**CB:** Yes. Ryko distributes to the specialty stores, the mom and pop stores and the major retail chains. In terms of expanding the distribution business, our plan is to do it very carefully, because we could become ineffective if we suddenly started taking on a lot of catalog. We want to continue spending the right amount of time and giving personal attention to our projects, which is what makes Rykodisc so valuable.

**R&R:** What is your interest in the DVD format?

**CB:** Well, I'm very interested in DVD as a sort of visual CD of the future. The material that is released on DVD can come from different sources, like artists or Japanese animation, which we have done. Or it

could come from movies, particularly our low-budget digital movies. But more particularly, I'm very interested in releasing DVD singles, so when we do a video for an act, we can use that material.

**R&R:** The record business has been trying for years to come up with a configuration other than the CD. The movie industry has done a masterful job at that and at exploiting new ancillary revenue streams with their products.

**CB:** It's absurd to spend anywhere from \$20,000 to \$1 million on a video and not make it available for sale.

**R&R:** That locks up content that people definitely might be interested in purchasing.

**CB:** I believe we're the first company to lead the way, and I definitely believe it will happen.

**"Bootlegging is always going to exist. In the past it just took a little bit off the top of sales. Now, with Napster, it is going to take much more off the top."**

**R&R:** Naturally, titles will vary in length and budget, but how many do you foresee releasing this year and next?

**CB:** It will pretty much match the pop product schedule. For each of the pop projects, we will have a DVD single.

**R&R:** Any other pronouncements or announcements?

**CB:** Only that I hope Elwood is No. 1.



MUSIC NEWS & VIEWS

CHR/Pop In The 'Gutter' With Kina

Is a new era dawning for female African-American songwriters? It certainly seems that way, based on the success of a group of artists whose wide variety of music is currently stirring things up at radio.

The latest to make waves with her potent brand of rock-based alterna soul is DreamWorks Records artist Kina, whose debut single for the label, "Girl From the Gutter," is steadily winning over programmers. Among the stations spinning the track are major-market CHR/Pops **KHIS/Los Angeles**, **KALC/Denver**, **WXKS/Boston**, **WKQI/Detroit** and **WFLZ/Tampa**. Hot ACs **KZZO/Sacramento**, **WMXB/Richmond** and **KCDU/Monterey** have picked it up, and a growing number of smaller-market CHR/Pops and Hot ACs are also playing the cut.

Raised in Detroit, Kina moved to Los Angeles and eventually joined the female R&B group Brownstone, who enjoyed top-10 radio success in the mid-'90s. Kina and the group parted amicably in 1997 after 2 1/2 years. Kina notes, "The experience was great, but I felt that, creatively, it wasn't taking me where I wanted to go."

Kina then hooked up with producer London Jones. The two clicked almost immediately and set about recording Kina's debut solo album.

Soon thereafter DreamWorks principal Lenny Waronker entered the picture. "About a year and a half ago or so one of our Urban A&R executives, Darryl Jones, brought Kina's three-song demo into an A&R meeting." Waronker says, "After we listened to it, it was pretty obvious that something

was going on. Ultimately, we went to see her in a studio in Glendale, CA, where she was working on her album with London Jones. We saw her perform the vocals to 'Girl From the Gutter.' Even though it was just her singing with the headphones on, you could feel the whole package. From then on we knew we had to move forward quickly."

While DreamWorks was eager to sign Kina, one thing it didn't do was interfere with the Kina/Jones magic happening in Glendale. Waronker continues, "You could feel their creative bond and the creative energy in the studio. There was no need to bring in other producers or songwriters. Our thinking was, 'Why mess with it?' That was one of the most important first moves that wasn't made."

When the album was completed in the summer of '99, DreamWorks faced a big decision about when to release the disc. Waronker recalls, "We all believed that putting out the record too quickly would be a big mistake, especially during the very busy fourth quarter, where it could get lost. So we used the time to allow her to work on her live performance and get a little touring experience."

Kina's touring took her to the top 15 markets twice before "Girl From the Gutter" went to radio. Not surprisingly, those performances went a long way toward convincing influential programmers of Kina's potential. DreamWorks Head/Promotion Mark Gorlick comments, "I remember the first time I saw her perform. It was when she was still finishing her album. She virtually grabbed me — and just about everybody else in the club — by the shirt in an incredibly endearing way. It was magical.

"So instead of organizing some junket and flying programmers out to see her, we used the extra time to get

radio out to see her in the clubs. And it worked. No matter how jaded the programmer, nearly everyone who saw her got it."

As for radio, DreamWorks also faced another important decision: What format should kick off the project? While the rock stylings and lyrics of "Girl From the Gutter" fit perfectly at Adult Alternative, the label opted for CHR/Pop. Gorlick explains, "If you look at mainstream CHR, the style of music and the pool of talent have never been wider.

"The music now, from groups like M2M and 'N Sync, definitely leans young, but older demos are also picking up on it. But when you look at it, there are still precious few artists who appeal to 25-34-year-old women. Kina's music talks directly to them, but we also believe that its appeal will inevitably spill down to the younger demos."

That's pretty much how KHIS APD/MD Michael Steele sees Kina fitting into the station's programming mix. "It's a great uptempo pop record that has a little edge and attitude to it," he says. "It's the kind of song that most women want to hear, and it totally relates to 28-34-year-old females."

While KHIS has only just begun spinning "Gutter," Steele is bullish about the song's prospects, "Look, not everything reacts as instantly as 'N Sync's 'Bye Bye Bye.' We just play great songs and put them on the air. That's what we're doing with this song, because it sounds great and sounds like KHIS."

Going forward, DreamWorks is putting the finishing touches on a third round of club shows for Kina, beginning in the middle of June. That jaunt begins on the West Coast and heads east. Kina's self-titled debut album will be released July 18.

Ready For Takeoff

Fans of alt pop should take a close look at the Sacramento-based quartet **The Willknots**, whose new single, "Crush," has received support from hometown Alternative **KWOD**. The station had spun the track over 70 times as of May 24. During the seven-day period ending May 24 the station played the track 11 times, with over half of those spins during pm drive.

"Crush" is from the group's new five-song demo, which has not been commercially released. Manager **Douglas Deibel** says the current plan is to continue working "Crush" to area stations and shopping for a label deal. The group are also looking at recording a handful of new songs and possibly releasing an album in late spring or early summer.

The group formed in early 1996 and sold more than 1,000 copies of their independently released eight-song EP, *i.c.f.* A staple on the Sacto music scene, The Willknots have performed with such groups as Oleander, Better Than Ezra, The Flies, Harvey Danger, Collapsis, Zoppi and Econoline Crush.

Contact Deibel at (916) 423-9617 or [douglas@willknots.com](mailto:douglas@willknots.com) for more information.

— Steve Wonsiewicz



The Willknots



Master P

Master P Hooks Up

Multiplatinum rapper and record company mogul Master P (a.k.a. Percy Miller) has launched No Limit Communications, a venture that will offer a wide range of telecom services and products, including local home phone service; long distance calling cards; cellular, paging and Internet service; and e-commerce. It's one of the most ambitious communications undertakings ever by a recording artist, and it has the entrepreneur partnering with New Orleans telecom firm Alliance Network. The joint venture will bow in New Orleans and then launch in Atlanta, Los Angeles, Houston, Dallas, Newark, Miami and New York before going nationwide. A native of the Big Easy, Miller has a net worth of \$362 million, according to *Fortune* magazine, and he was ranked by the publication as one of the richest people under 40 in the U.S. Master P's **No Limit Records** has sold more than 35 million albums by himself and other label acts such as **Snoop Dogg**, **Mystikal**, **Silkk The Shocker**, **C-Murder**, **Mia X**, **Flend**, **504 Boyz** and **TRU**.

TVT Sues MP3.com

TVT Records has become the first independent record company to sue MP3.com over alleged copyright violations. TVT filed the lawsuit May 25 in New York Federal District Court. The suit is over the MP3.com service My.MP3.com, which allows users to store and access music over the Internet. In early May the big five major record companies successfully sued MP3.com over the same issue, resulting in the website pulling all major-label repertoire from its service.

In other digital news, MP3.com has launched a new retail music licensing division. The operation will license music to grocery stores, clothing stores, shopping malls, restaurants and other retail outlets ... **Hookt.com**, a hip-hop fashion, music and entertainment website, has landed \$12 million in equity from Warburg, Pincus Equity Partners, Quetzal/Chase Capital Partners and Chase Capital Entertainment Partners. Hookt expects to launch sometime next month ... Semiconductor powerhouse Intel has become an equity investor in online jukebox software maker **MusicMatch**. No price was disclosed.

This 'n' that: **Edel America** has signed the Swedish duo **Roxette** and will release a greatest hits set in September and a new studio album in early 2001 ... **Squint Entertainment's Sixpence None The Richer** have begun mixing their new studio album, expected to be released later this year ... MTV Online reports that **D'Angelo**, **Erykah Badu**, **Macy Gray**, **Maxwell** and **Isaac Hayes** will participate in **Guru's** third *Jazzmatazz* album, tentatively due later this year ... **Everlast's** next studio album is well under way and is expected to hit retail late in the third or early in the fourth quarter ... **AC/DC** will embark on their national headlining tour Aug. 1 in Grand Rapids ... **Third Eye Blind** kick off their headlining tour in July; **Vertical Horizon** open ... Alt country outfit **Wilco** begin a summer tour July 1 in Florence, MA.



CONCERT PULSE

Pos.	Artist	Avg. Gross (In 000s)	Among this week's new tours:
1	BACKSTREET BOYS	\$1,344.0	
2	CROSBY, STILLS, NASH & YOUNG	\$1,235.5	
3	BRUCE SPRINGSTEEN	\$1,129.8	
4	TINA TURNER	\$1,098.9	
5	CHER	\$723.8	
6	KISS	\$560.8	
7	ELTON JOHN	\$488.8	
8	LUIS MIGUEL	\$482.0	
9	BRITNEY SPEARS	\$467.7	
10	"RUFF RYDERS/CASH MONEY"	\$446.3	
11	KORN	\$377.4	
12	RED HOT CHILI PEPPERS	\$347.8	
13	ZZ TOP/LYNYRD SKYNYRD	\$259.8	
14	CREED	\$232.2	
15	BARRY MANLOW	\$182.4	

AC/DC
CATHERINE WHEEL
DANDY WARHOLS
FOLK IMPLOSION
HAL KETCHUM
KID ROCK
K.D. LANG
SISTER HAZEL
STAIN'D P.O.D.

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

## RecordTV.com

The darling of the web this past week was an ugly duckling of a website called RecordTV.com. It has received much publicity lately—having been featured on ZDNet, CNET, Slash-Dot and others—but it is still a small operation. Until recently it operated with only a T1 line.

Here's the entire idea in all its simplicity: It's an Internet VCR. You visit RecordTV.com and request that it record a TV show for you. Later you go back and watch it by streaming the video on your computer. That's it. Just like a VCR. And that could be a problem.

I spoke to David Simon, President of RecordTV.com. He's from Cleveland, so right away I felt that he was a good guy. Simon's a bit overwhelmed, but not bewildered, by the phenomenal attention his little company is getting. The decidedly homegrown site has gone from receiving 2,000 visits a day to 2 million, and recently, an OC 48 broadband connection was added to the site. All this is from an idea his daughter had: "Why can't I record TV shows on my computer?"

With all the controversy surrounding Napster, I had to ask Simon how RecordTV compares, and he was vehement about how different they are. "Napster is giving something away so people don't have to buy," he said. "RecordTV is not taking viewers away from broadcast TV. In fact, we're bringing in additional viewers who couldn't watch otherwise. And we're bringing them the show just as they would have seen it, all commercials intact. Also, we're not broadcasting. This is one to one, not one to many. It's just like using your own VCR."

He also pointed out that RecordTV behaves like a VCR for legal rather than technical reasons. It was possible for him to implement more functions in his site, but he chose not to do so in order to keep the site within what he considers its legal limits.

It is clear that Simon is not out to do any paradigm-shifting or to re-create media or challenge existing copyright law. In fact, he'd rather quit if it becomes too much of a hassle. "I'm getting calls from lawyers every 10 minutes," he complained. "It's clear that the law is gray, and I'm not the guy to be tilting at windmills. If the networks have a problem with this, I'll change it."

This is a cool concept, and there could be some interesting spinoff

ideas. Simon is gathering basic demographic information from his users to help him develop a ratings list based on the most popular shows recorded and streamed on his site. Maybe this type of time-shifting is ripe to be developed for appointment shows in other media... like, um, radio?

Questions? Comments? [david@netmusic-countdown.com](mailto:david@netmusic-countdown.com)



David Lawrence

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

## e-charts

## AMAZING LEAPS

The E-Charts are filled this week with some amazing debuts, including No Doubt's "Simple Kind of Life," STP's "Sour Girl" and Cypress Hill's "Superstar" on the Alt side. Toni Braxton jumps into the top 10 on the CHR E-Chart with "He Wasn't Man Enough," and The Backstreet Boys fill some pent-up demand with "The One." Movement onto the Urban Chart is a bit more subdued, as Eminem reveals "The Real Slim Shady" and Mya and "Best of Me" drag Jagged Edge's "Let's Get Married" to the bottom of the top 20.

Lonestar and Tim McGraw click onto the lower half of the Country E-Chart with a wholesale flipping of the guard in the middle range. The NAC/Smooth Jazz E-Chart shows The Rippingtons and Jay Beckenstein starting higher than the returning Kenny G, who was gone for a few

weeks, but is now back. The Hot AC E-Chart has the least elasticity this week, as Ben Harper has the only cut to crack the top 20 for the first time, "Steal My Kisses."

**DEN TO THE LIONS:** With the spectacular failure of DEN.com last week, the buzz is already building about a coming shakeout in the streaming-media realm. The consensus is that life is becoming all too real for sites that send their management around first class, waste tons of cash branding on the Super Bowl and spend money lavishly not on the screen and in the speakers, but on office and employee perks. Oddly enough, the sites that are least worried may not have an espresso machine for every four-cube pod, but instead actually look at the bottom line to see if the ink there is black.

—David Lawrence

## CHR/Pop

LW	TW	ARTIST	CD/Title
1	1	'N SYNC	No Strings Attached/"Bye"
3	2	SANTANA	Supernatural/"Maria"
2	3	MACY GRAY	On How Life Is/"Try"
11	4	FAITH HILL	Breathe/"Breathe"
9	5	BRITNEY SPEARS	Oops!...I Did It Again/"Oops!"
8	6	CHRISTINA AGUILERA	Christina Aguilera/"Turn"
10	7	MARC ANTHONY	Marc Anthony/"Sang"
6	8	ENRIQUE IGLESIAS	Enrique/"Be"
—	9	TONI BRAXTON	The Heat/"Man"
5	10	VERTICAL HORIZON	Everything You Want/"Everything"
4	11	DESTINY'S CHILD	Writing On The Wall/"Say"
12	12	CREED	Human Clay/"Higher"
7	13	SISQO	Unleash the Dragon/"Thong"
13	14	SAVAGE GARDEN	Affirmation/"Crash"
—	15	BACKSTREET BOYS	Millennium/"One"
14	16	RED HOT CHILI PEPPERS	Californication/"Otherside"
16	17	KID ROCK	Devil Without A Cause/"God"
17	18	THIRD EYE BLIND	Blue/"Never"
—	19	MATCHBOX TWENTY	Mad Season/"Bent"
18	20	SOMIQUE	Hear My Cry/"Feels"

## Country

LW	TW	ARTIST	CD/Title
1	1	DIXIE CHICKS	Fly/"Earl"
3	2	FAITH HILL	Breathe/"Way"
2	3	GEORGE STRAIT	Latest Greatest Straitest Hits/"Best"
5	4	TOBY KEITH	How Do You Like Me Now?"How"
4	5	PHIL VASSAR	Phil Vassar/"Carlene"
13	6	TRISHA YEARWOOD	Real Live Woman/"Woman"
11	7	SHEDAISSY	The Whole Shebang/"Will"
18	8	COLLIN RAYE	Couldn't Last A Moment/"Moment"
7	9	KENNY CHESNEY	Everywhere We Go/"What"
6	10	JO DEE MESSINA	I'm Alright/"Because"
8	11	CLAY WALKER	Live, Laugh, Love/"Chain"
9	12	ANDY GRIGGS	You Won't Ever Be Lonely/"She's"
—	13	LONESTAR	Lonely Grill/"Now"
14	14	MARTINA MCBRIDE	Emotion/"Love's"
12	15	CLINT BLACK	D'Lectrified/"Been"
15	16	CHELSEY WRIGHT	Single White Female/"Was"
—	17	TIM MCGRAW	Place In The Sun/"Things"
18	18	CLAY DAVIDSON	Unconditional/"Unconditional"
20	19	BRAD PAUSLEY	Who Needs Pictures/"Neither"
16	20	REBA MCGENTIRE	So Good Together/"I'll"

## Hot AC

LW	TW	ARTIST	CD/Title
1	1	VERTICAL HORIZON	Everything You Want/"Everything"
2	2	MACY GRAY	On How Life Is/"Try"
4	3	STING	Brand New Day/"Desert"
3	4	SANTANA	Supernatural/"Smooth"
7	5	FAITH HILL	Breathe/"Breathe"
6	6	TRACY CHAPMAN	Telling Stories/"Telling"
5	7	THIRD EYE BLIND	Blue/"Never"
8	8	RED HOT CHILI PEPPERS	Californication/"Otherside"
9	9	CELINE DION	All The Way/"That's"
10	10	'N SYNC	No Strings Attached/"Bye"
11	11	MARC ANTHONY	Marc Anthony/"Sang"
17	12	MATCHBOX TWENTY	Mad Season/"Bent"
13	13	SAVAGE GARDEN	Affirmation/"Crash"
15	14	BACKSTREET BOYS	Millennium/"Show"
12	15	CREED	Human Clay/"Higher"
14	16	LENNY KRAVITZ	Five/"Belong"
16	17	GOO GOO DOLLS	Dizzy Up The Girl/"Broadway"
18	18	LONESTAR	Lonely Grill/"Amazed"
—	19	BEN HARPER	Burn To Shine/"Kisses"
19	20	SPLENDER	Halfway Down The Sky/"God"

## Urban

LW	TW	ARTIST	CD/Title
2	1	TONI BRAXTON	The Heat/"Man"
1	2	JOE	The Wood Soundtrack/"Wanna"
8	3	CARL THOMAS	Emotional/"Wish"
3	4	SISQO	Unleash the Dragon/"Thong"
7	5	DMX	Then There Was X/"Party"
5	6	AALIYAH	Romeo Must Die/"Try"
10	7	DONELL JONES	Where I Wanna Be/"Wanna"
12	8	MARY MARY	Thankful/"Snackles"
13	9	ANGIE STONE	Black Diamond/"Everyday"
14	10	KEVON EDMONDS	24/7/"No"
4	11	DESTINY'S CHILD	Writing's On The Wall/"Say"
16	12	GERALD LEVERT	G/"Damn"
11	13	MARY J. BLIGE	Mary/"Give"
15	14	BLACK ROB	Life Story/"Whoa!"
17	15	TEMPTATIONS	I'm Here/"Here"
—	16	EMINEM	Marshal Mathers LP/"Slim"
19	17	JAY-Z	Vol. 3: The Life & Times Of Shawn Carter/"Pimpin'"
9	18	D'ANGELO	Voodoo/"Send"
—	19	MYA	(W)A.I.S.S. Fear Of Flying/"Best"
—	20	JAGGED EDGE	JE Heartbreak/"Married"

## NAC/Smooth Jazz

LW	TW	ARTIST	CD/Title
1	1	STEELY DAN	Two Against Nature/"Shame"
2	2	BRIAN CULBERTSON	Something/"Bout Love/"Really"
4	3	RONNY JORDAN	Brighter Day/"London"
14	4	RICHARD ELLIOT	Chill Factor/"Fly"
6	5	PETER WHITE	Perfect Moment/"San Diego"
5	6	GEORGE BENSON	Absolute Benson/"Deeper"
11	7	BONEY JAMES & RICK BRAUN	Shake It Up/"Grazin'"
12	8	KEN NAVARRO	Island Life/"Island"
2	9	DAVID BENNETT	Professional Dreamer/"Miles"
10	10	NORMAN BROWN	Celebration/"Paradise"
3	11	URBAN KNIGHTS	Urban Knights 3/"Sweet"
—	12	RIPPINGTONS	Live Across America/"Kabuki"
—	13	JAY BECKENSTEIN	Eye Contact/"Sunrise"
7	14	BEBEL GILBERTO	Tanto Tempo/"August"
15	15	TOM GRANT	Tune It In/"Tune"
16	16	ANDREAS VOLLENWEIDER	Cosmopolis/"Stella"
18	17	AL JARREAU	Tomorrow Today/"Loved"
—	18	KENNY G	Classics In The Key Of G/"Stranger"
19	19	BONEY JAMES	Body Language/"Boneyizm"
20	20	GOTA	Let's Get Started/"Let's"

## Alternative

LW	TW	ARTIST	CD/Title
8	1	CREED	Human Clay/"Arms"
3	2	3 DOORS DOWN	Better Life/"Kryptonite"
1	3	RED HOT CHILI PEPPERS	Californication/"Otherside"
4	4	BLINK-182	Enema Of The State/"Adam's"
15	5	PEARL JAM	Binaural/"Nothing"
—	6	NO DOUBT	Ex-Girlfriend/"Simple"
6	7	BLOODHOUND GANG	Hooray For Boobies/"Bad"
7	8	LIMP BIZKIT	Significant Other/"Stuff"
11	9	INCUBUS	Make Yourself/"Pardon"
—	10	STONE TEMPLE PILATES	No. 4/"Sour"
13	11	KORN	Issues/"Make"
10	12	MOBY	Play/"Porcelain"
9	13	GOOSMACK	Godsmack/"Voodoo"
19	14	MATCHBOX TWENTY	Mad Season/"Bent"
5	15	SMASHING PUMPKINS	Machina-Machines Of God/"Stand"
—	16	CYPRESS HILL	Skulls & Bones/"Superstar"
—	17	TRAVIS	The Man Who/"Rain"
14	18	FOO FIGHTERS	There Is Nothing Left To Lose/"Breakout"
16	19	RAGE AGAINST THE MACHINE	The Battle Of Los Angeles/"Sleep"
12	20	LIT	A Place In The Sun/"Miserable"

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



## Lerman

Continued from Page 1

**R&R:** How are indecency complaints handled by the commission?

**SL:** It always started in Enforcement. They would review a complaint, then decide whether there was a *prima facie* case. They would then refer it to the Mass Media Bureau. The bureau was really one guy: [Deputy Chief] Bob Ratcliffe. Ratcliffe would then decide whether to issue a notice of apparent liability or perhaps only a letter of inquiry, based on the recommendation of Enforcement.

As I understand it, the bureau is now out of the process. Indecency

enforcement resides exclusively in the newly formed and jurisdictionally expanded Enforcement Bureau. So as I understand it, when a complaint comes in, they make a determination, issue a letter of inquiry if they need more information or dismiss it. If the letter of inquiry is used, then they decide, based on the information provided by the respondents, whether to issue an NAL.

Often they will get a complaint they don't consider actionable because it's not accompanied by a tape or transcript. It's just an allegation: a joke somebody made or some salacious comment. Then they may ask the licensee whether they broadcast that material or not. They may ask other questions: Do you have procedures in place? Do you educate your people about indecency policies? They look at those answers and decide whether to issue an NAL. The NAL is like a speeding ticket before you get to court.

**R&R:** What incentive is there to pay NALs when they are so rarely referred to the Justice Department for trials de novo?

**SL:** The only way the commission could incentivize someone to pay is to use outstanding proceedings against them in another context — essentially administrative blackmail. In some circumstances I think that the Justice Department would pursue a case.

I don't think it's responsible, in most cases, for a licensee to say, "Come and get me." But if you have a reasonable disagreement with the government over whether they have applied any rule or regulation appropriately, I don't think you should pay. We constantly advise our clients not to pay.

Some of them don't want to run the risk of either the approbation of the agency or the Justice Department initiating a collection suit against them in a district court.

**R&R:** Based on the broadened definition of indecency, what does the commission consider actionable? What do they listen for?

**SL:** Answering that question really is a part of the issue. I'm not sure what they're looking for. You can draw certain conclusions from all the cases that have been decided. I would say very generally that they seemed to be more concerned about excretory functions than sexual matters. But these NALs sometimes surprise me, because they don't follow a very consistent pattern.

The problem is not so much the [generic indecency] standard. The problem is the way the standard is implemented. Unfortunately, if you read these decisions, there is not a wealth of explanatory material. Generally the NALs and memorandum opinions and orders say, "The material falls squarely within the indecency definition. Pay the teller." They don't even go into what part of a transcript is offensive.

It does make it difficult for talent, who are spontaneously trying to make these decisions, to divine how the commission will react.

**R&R:** So when are they going to put out indecency guidelines?

**SL:** Your guess is as good as mine. I got tired of asking them. They've had six years. I believe the guidelines have been drafted and exist and have been sitting over there gathering dust. I'm not sure why the commission has decided not to issue them, but I believe the commission is legally bound to do so. The commitment to issue those guidelines was part of the judicially approved settlement agreement from six or seven years ago.

**R&R:** What advice would you offer to a new client who's worried that a particular bit may set off the FCC trigger?

**SL:** We have tutorials. There is enough information about the commission's indecency scheme to give clients very general guidelines. There are a finite number of cases, for example, so we can have the clients review them and make what they can out of them. There are certain principles that can be derived from the cases, like repetitive use of expletives. Repetitive, deliberate use of a case of it. But it's very difficult. It's not like complying with the telephone rule, for example.

**R&R:** In your tutorials, do you specify certain words that can't be uttered on the air?

**SL:** You would tell them that these are the seven dirty words, but the concern is not limited to these words. It is also words like these words that confer a sexual or excretory meaning.

That part is easy. The problem is, what's a good context, what's a bad context? What's a clinical context, what's a satirical context that the commission may not perceive as getting as much protection? Dr. Ruth elaborating on the male organ might be OK, but the same subject in a joking session with Lorena Bobbitt's ex-husband might not be. But maybe the Bobbitt discussion is OK in the context of a news item.

**R&R:** How do you think "indecency" should be defined?

**SL:** I don't think they would change the definition. I think what the commission needs to offer is some reasoning. What's conspicuously absent from their decisions is any reasoning: What's the context? What do they consider to be patently offensive descriptions?

The touchstone for a lot of our clients is "when in doubt, take it out." I think that's an offensive constitutional approach. The commission should be in the business of safeguarding First Amendment rights, not withholding information that would help people operate.

**R&R:** How has the political environment at the commission changed since the 1980s?

**SL:** It's a considerably better environment now than it was then. The Republicans are into the censorship game, as are the Democrats. The Republican form of censorship is to get you to stop saying certain things that rub against the grain. The liberal Democrat form of censorship is to

get you to put on certain types of programming that you wouldn't otherwise put on. It's an affirmative kind of censorship: "You will do children's programming."

I think the record will show that this commission, being reflective of the Clinton administration, is more interested in having broadcasters do positive things rather than the negative form of censorship. I do think one of the problems of the FCC is that it's become more politicized over the years.

**R&R:** What will happen if a Republican administration is elected in 2000?

**SL:** The Republicans who are likely to prevail are considerably more moderate than the Reagan-era Republicans. My view is that the First Amendment wasn't created for consensus broadcasts: it was created for people on the edges so that we have more robust discussion and debate. [Former] Commissioner Andrew Barrett had it right: The answer is to change the channel.

## Fontaine

Continued from Page 1

Records, began his music industry career with Capitol in Chicago in 1983 as a field merchandiser.

"There are two things that made my decision to come to Hollywood Records very easy: music and people," Fontaine noted. "Bob Cavallo has assembled a very talented executive staff and surrounded them with incredibly gifted artists. I look forward to working with all of them and breaking a lot of records along the way."

## LPFM

Continued from Page 1

"There has been a lot of interest and a lot of hits on the FCC web page, as one would expect," the spokesman told R&R. Another FCC staffer said the commission's LPFM web page has had "between 2,000 and 5,000" hits since its mid-April launch. Many of the users have sought instructions on how to proceed with electronic filings, the FCC said.

As is the case with paper filings, electronically filed applications will not be made public until after the close of the window. In addition, electronically filed applications may be accessed and amended at any point before to the close of the window through the electronic filing system.

The rest of the states and U.S. territories have been split into four other groups, and filing opportunities will be opened over the next few months. The first LPFM broadcasts are set to begin late this year.

## Senate Bill Gains Steam

Since its meager beginnings two years ago, FCC Chairman Bill Kennard's LPFM plan has raised the ire of plenty of powerful Capitol Hill politicians. Kennard's relentless push

## RAIN

Continued from Page 1

**R&R** Publisher/CEO Erica Farber remarked, "Many of us at R&R have been acquainted with Kurt for years, and we've respected all of his accomplishments, especially his latest with the RAIN newsletter. As the radio, record and Internet industries continue their convergence, Kurt's insights have become an important source of unbiased and level-headed wisdom. We're happy to showcase his writings in R&R."

Hanson noted, "This is a critical time for the radio industry. It looks as if it's going to be very important for radio to take a serious look at such issues as knowing the type of content that belongs on their websites, ad insertion and adding sub-channels of related styles of music. I began the RAIN newsletter to help identify the threats and opportunities associated with the advent of the streaming audio capabilities of the Internet."

In addition to Hanson's full-time efforts on his Internet publishing venture, he serves as Chairman of Strategic Media Research, the music and perceptual research firm he founded in 1980. (Strategic is now managed on a day-to-day basis by CEO Deborah Richman, an executive Hanson recruited last fall.)

Hanson observed, "While I hope that RAIN continues its good relationships with all of the industry trade publications, this association seems like the prototypical relationship for this era."

to mete out FM spectrum to the people has left NAB President/CEO Eddie Fritts vowing to fight the LPFM movement to its death.

The legislative effort to stop LPFM gained momentum last week, as Sen. Judd Gregg's bill to prohibit the FCC from launching low-power radio service snagged its 33rd and 34th co-sponsors in Nebraska's Chuck Hagel and Colorado's Wayne Allard. Wyoming's Mike Enzi and Illinois' Peter Fitzgerald had signed up a week earlier.

But the bill's biggest hurdle might be getting past Commerce Committee Chairman John McCain — for two reasons. First, McCain introduced his own version of LPFM regulation, which would permit low-power licenses to be issued but would allow established broadcasters to sue those LPFM operators who interfered with full-powered signals. And second, Gregg led the primary campaign for presidential hopeful George W. Bush in New Hampshire. One staffer declined to comment on McCain's personal feelings about Gregg, but did tell R&R that McCain believes his LPFM bill "is the fairer approach and does not punish LPFM operators until there is a reason to."



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PART TWO OF A TWO-PART SERIES

## Mission Possible: Power 106 Retools and Refocuses

□ Pending market changes may have a powerful effect on ratings

The Los Angeles radio wars are about to heat up once again. Several different scenarios are in play that will reshuffle many stations and have a direct effect on ratings shares in the near future.

First up is Clear Channel's pending marriage with AMFM. Will there be a format change at KCMG (Mega 100.3) and will it move to KKBT (The Beat)'s frequency of 92.3? Will Radio One, which paid \$400 million-plus to buy The Beat, drop hip-hop and go to mainstream Urban in an attempt to recapture the coveted 25-54 money demo? With KYSR and KBIG joining the Clear Channel family, will there be moves to open things up even more for cash cow KIIS?

Can Emmis cut a deal to add another radio station to Los Angeles standalone KPWR (Power 106)? If that happens, most market watchers predict that Emmis would put on a rhythmic-leaning pop station in an attempt to thwart KIIS' broader music stance. Needless to say, between today and the Clear Channel closing, watching the Los Angeles radio market is going to be exciting.

Whatever ends up happening, one person keeping a close eye on every move is Power 106 VP/PD Jimmy Steel. If Radio One does shift KKBT

and Emmis does add a sister to Power 106, it would be great news for KPWR and Steel, but he's not counting on anything. His mission for the last 10 months has been to contemporize the station's presentation, help bring out the best in people, add a layer of show business to the station, make the personalities even bigger stars and nurture a creative environment. He's also tried to focus his time and energy on creativity and execution.



Jimmy Steel

So far, it seems to be working, and in part two of our interview, Steel tells us why.

**R&R:** *KIIS, the cume leader in Los Angeles, has opened up a 600,000-person cume lead on Power 106. Your thoughts on why?*

**JS:** [PD] Dan Kieley is doing a great job over there. I'm sure he'd agree, though, that the primary fuel is great pop music and 20-year morning man Rick Dees. The promotion and marketing are also right on, helping to make the product even more compelling to their audience. Remember, formats

move in cycles. Just as they went up, they can easily go back down.

**R&R:** *Do you feel like you are beginning to make ratings inroads?*

**JS:** I'm very proud of our team and excited about what we're already accomplishing. In the winter Arbitron Phase 2 Power 106 is second in English-speaking 12+ and tied for first in English-speaking 18-34. We're second with overall teens, and we show large gains in all demos on weekends as well. We put on a massive February extrapolation across-the-board with a 7.4 18-34, which is good for No. 1 adults 18-34. I believe that the best is yet to come.

**R&R:** *From your perspective, why did KKBT go hip-hop, directly against Power 106, at a time when it had higher 25-54 numbers and higher revenues than your station?*

**JS:** I do not have an answer for that. It had to have something to do with ego, because it does not make sense for a station to go directly against yours when it's already billing more than you. That is not a good business model. The people who worked on this project, both at KKBT and corporate, possess an incredible depth of knowledge, but their logic here escapes me. I think we'll see a flip back to more of a 25-54 format when Radio One takes over, because of the amount of money they paid for that facility. I don't think they can afford to make the same mistake twice.

**R&R:** *I'm sure you joined Emmis with expansion in mind, but then Emmis was shut out of the Clear Channel spinoffs, including the coveted KKBT. What were your thoughts when you saw it all come down?*

**JS:** I wasn't surprised, but I was disappointed. On the positive side, we recently had corporate meetings in Orlando where [Emmis CEO] Jeff Smulyan made it clear that he is absolutely, positively committed to expansion somewhere in the billion-dollar area. One of the most exciting things about this business is that you never know what is going to happen next.

**R&R:** *Compare Emmis to the five other companies you have worked for.*

**JS:** Emmis is an awesome operator. Power 106's billing exceeded its budget in 1999 by 20% and is currently pacing 16% ahead of a very ambitious

## They Don't Call Him Big Boy For Nothing

Power 106 morning driver Big Boy was discovered by the station in 1994 while he was working security for a Los Angeles hip-hop group. Although he had experience hosting parties and performing as a DJ for local schools, Big Boy had never been on the radio. It didn't take long, however, for him to figure it out. He has worked all shifts, including nights and afternoons, and now has his own morning show.

*Big Boy's Neighborhood* consists of topical entertainment features and comic bits that poke fun at pop culture. Big Boy and his neighborhood homies Fuzzy, DJ Ray and Julissa focus on being energetic and upbeat.

Big Boy's success on Power 106 has led to numerous TV and movie roles. He was the announcer for the late-night talk show *Vibe* with Sinbad, and he has made cameo appearances in such movies as *The Players Club*, *Foolish* and *Trippin'*. Fox Television's KKTU/Los Angeles enlisted Big Boy to guest host its morning news show for a week while its anchors were on vacation. Other TV appearances have included MTV's *The Cut*, *Rap City*, *Leeza Gibbons*, the KTLA/L.A.'s *Morning News*, KABC-TV's *Eye on L.A.*, *Vista L.A.*, *Malcolm & Eddie* and *The Jamie Foxx Show*.

Big Boy has been nominated for an R&R Industry Achievement Award this year as CHR/Rhythmic Personality of The Year.



BIG BOY'S DAYWATCH

Big Boy announces to the crowd that he will co-star with rocker Tommy Lee and Pamela Anderson Lee in their next home video.

2000 budget. This is quite a tribute to Jeff Federman and the station sales staff. Everyone who works at this radio station, full- or part-time, received a stock bonus because we achieved our revenue goals. These people possess the skill sets for winning and are also wonderful people who I am learning from both personally and professionally.

**R&R:** *Give me an example of Power 106's core artists and core sound.*

**JS:** Dre and Snoop. They are our superstars, just as Britney Spears, The Backstreet Boys and 'N Sync are to mainstream CHR. We are also a hip-hop station that includes R&B in its recipe. The R&B broadens our appeal somewhat and makes us a little bit more female-friendly.

**R&R:** *Does the R&B blow off the core?*

**JS:** No. I think we are smart about not putting on R&B records until our core accepts them. But like any radio station, whether you are juggling a wide target demo or the two sexes, it's really difficult to find something that is going to appeal to everyone.

**R&R:** *Is your callout 100% Hispanic?*

**JS:** Yes.

**R&R:** *With KKBT still doing hip-hop and KIIS so strong, and without knowing where the music is going, can you continue to build the ratings?*

**JS:** Absolutely. The radio station will

be back up over million and a half cume. When the research that we have on our morning show totally translates to Arbitron awareness, Big Boy and the morning show will drive the radio station forward. It is my goal to be the No. 1 English-speaking radio station across-the-board, 12-34.

We also have some stellar new talent on middays and afternoons [Khol-Aid and The Goodfellas]. The stations in front of us now are some pretty good franchises with some strong music. In our situation, with music coming back and our morning show kicking in, if Power 106 was a stock right now, it would be a good time to buy.

**R&R:** *So you think it is a little undervalued?*

**JS:** Absolutely.

**R&R:** *With the strength of Latin pop music further fueling stations like KIIS, can you get these listeners back if the music fades?*

**JS:** Yes. Part of what is fueling that resurgence in pop are some of the Latin-leaning acts like Marc Anthony, Ricky Martin and Jennifer Lopez. It is a big trend, and we have attempted to integrate some of it into Power 106. But our audience makes it crystal-clear to us what they will and won't accept.

Let's also not forget that in the fall book we were a close No. 2 to KIIS with teens. Although we may have an invisible ceiling on us right now, we

Continued on Page 46



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| WKTI | WNCI | KZHT | KBEE                |
| KISN | WVMX | WWDE | WPTE                |
| WLNK | WNKS | WZPL | WXXL                |
| WKSI | WRVW | WJLK | WDCG                |
| KAMX | WDJX | WVOR | WFLY                |
| WQEN | WMXB | WNTQ | WSTW                |
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R&R Pop Alternative Debut 28

# R&R Callout America

## EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES June 2, 2000

CALLOUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of May 7-13.

ARTIST TITLE LABEL(S)	CHR/POP				TOTAL % FAMILIARITY	TOTAL % BUEN	DEMOGRAPHICS			REGIONS			
	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)						WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
	TW	LW	2W	3W									
<b>HP</b> <b>EMINEM</b> The Real Slim Shady (Aftermath/Interscope)	4.14	3.96	—	—	78.4	13.7	4.45	4.10	3.47	4.12	3.84	4.45	4.20
<b>HP</b> <b>3 DOORS DOWN</b> Kryptonite (Republic/Universal)	3.86	—	—	—	40.0	3.9	3.94	3.80	3.74	3.91	4.04	3.86	3.65
<b>PINK</b> There You Go (LaFace/Arista)	3.82	3.65	3.69	3.59	72.3	18.4	3.77	4.01	3.61	3.88	3.94	3.79	3.68
<b>HP</b> <b>JOE</b> I Wanna Know (Jive)	3.81	3.65	3.65	3.64	60.3	15.2	3.82	4.01	3.34	3.75	3.80	4.07	3.65
<b>'N SYNC</b> It's Gonna Be Me (Jive)	3.77	—	—	—	75.2	17.9	4.15	3.54	3.44	3.77	3.77	3.51	4.03
<b>HP</b> <b>JAY-Z</b> Big Pimpin' (Roc-A-Fella/IDJMG)	3.76	3.63	—	—	55.6	12.7	3.87	3.83	3.00	3.63	3.69	4.20	3.58
<b>CREED</b> Higher (Wind-up)	3.75	3.69	3.80	3.65	81.4	20.8	3.70	3.65	3.97	3.80	3.91	3.54	3.77
<b>SISQO</b> Thong Song (Dragon/Def Soul/IDJMG)	3.75	3.69	3.81	3.90	82.1	30.4	3.97	3.97	2.96	3.76	3.74	3.70	3.80
<b>LONESTAR</b> Amazed (BNA)	3.73	3.59	3.75	3.72	85.0	25.7	3.55	3.84	3.86	3.75	3.70	3.59	3.90
<b>HP</b> <b>AALIYAH</b> Try Again (BlackGround)	3.72	—	—	—	67.6	15.2	3.73	3.81	3.51	3.77	3.75	3.89	3.49
<b>FAITH HILL</b> Breathe (Warner Bros.)	3.71	3.78	3.70	3.76	88.2	30.1	3.63	3.66	3.88	3.76	3.70	3.51	3.87
<b>HP</b> <b>DMX</b> Party Up (Up In Here) (Ruff Ryders/IDJMG)	3.68	3.74	3.90	3.76	62.7	15.4	3.67	3.73	3.53	3.58	3.51	4.08	3.56
<b>VERTICAL HORIZON</b> Everything You Want (RCA)	3.64	3.72	3.78	3.69	83.8	25.5	3.67	3.64	3.59	3.80	3.58	3.45	3.71
<b>'N SYNC</b> Bye Bye Bye (Jive)	3.63	3.67	3.72	3.77	94.6	37.7	3.79	3.60	3.44	3.73	3.69	3.31	3.78
<b>VITAMIN C</b> Graduation (Friends Forever) (Elektra/EEG)	3.62	3.51	3.68	3.72	73.8	23.3	3.80	3.54	3.42	3.42	3.86	3.49	3.75
<b>MATCHBOX TWENTY</b> Bent (Lava/Atlantic)	3.58	3.43	3.36	—	54.9	13.0	3.71	3.44	3.54	3.56	3.65	3.54	3.58
<b>GOO GOO DOLLS</b> Broadway (Warner Bros.)	3.55	3.29	3.45	3.40	56.4	15.9	3.57	3.63	3.40	3.36	3.51	3.65	3.68
<b>DESTINY'S CHILLO</b> Say My Name (Columbia)	3.53	3.65	3.63	3.65	86.3	36.5	3.65	3.69	3.12	3.74	3.52	3.45	3.39
<b>CHRISTINA AGUILERA</b> I Turn To You (RCA)	3.49	3.43	3.63	3.35	69.1	20.8	3.68	3.38	3.26	3.35	3.54	3.53	3.58
<b>BRITNEY SPEARS</b> Oops!...I Did It Again (Jive)	3.48	3.42	3.57	3.36	89.7	29.7	3.66	3.27	3.48	3.67	3.60	3.10	3.54
<b>SAVAGE GARDEN</b> Crash And Burn (Columbia)	3.48	3.51	3.54	3.40	63.5	17.2	3.44	3.51	3.53	3.45	3.16	3.35	3.87
<b>BACKSTREET BOYS</b> The One (Jive)	3.46	—	—	—	60.3	16.2	3.60	3.21	3.47	3.50	3.22	3.37	3.75
<b>HP</b> <b>WESTLIFE</b> Swear It Again (Arista)	3.46	3.34	3.47	3.33	61.8	16.4	3.63	3.34	3.35	3.51	3.20	3.40	3.61
<b>ENRIQUE IGLESIAS</b> Be With You (Interscope)	3.42	3.40	3.43	3.28	76.5	27.0	3.23	3.76	3.29	3.36	3.56	3.23	3.51
<b>BBMAK</b> Back Here (Hollywood)	3.39	—	—	—	44.6	10.8	3.40	3.43	3.31	3.35	3.03	3.41	3.67
<b>SANTANA</b> I/PRODUCT G&B Maria Maria (Arista)	3.34	3.48	3.44	3.57	86.8	43.9	3.21	3.40	3.49	3.38	3.38	3.51	3.11
<b>MACY GRAY</b> I Try (Epic)	3.32	3.46	3.38	3.51	86.5	39.5	3.20	3.26	3.55	3.38	3.50	3.16	3.26
<b>KID ROCK</b> Only God Knows Why (Top Dog/Lava/Atlantic)	3.30	3.37	3.45	3.44	67.9	25.2	3.11	3.23	3.80	3.39	3.41	3.39	3.00
<b>MARC ANTHONY</b> You Sang To Me (Columbia)	3.29	3.18	3.27	3.30	67.6	25.2	3.04	3.48	3.45	3.58	3.17	3.19	3.18
<b>SONIQUE</b> It Feels So Good (Republic/Universal)	3.27	3.05	3.13	3.28	73.0	29.4	2.92	3.60	3.38	3.49	3.25	3.24	3.09
<b>THIRD EYE BLIND</b> Never Let You Go (Elektra/EEG)	3.26	3.27	3.25	3.16	78.9	30.6	3.15	3.25	3.42	3.06	3.28	3.16	3.54
<b>ALICE DEEJAY</b> Better Off Alone (Republic/Universal)	3.25	3.19	3.29	3.08	63.0	23.5	3.11	3.52	3.08	3.38	3.48	3.04	3.06

## CALLOUT AMERICA® Hot Scores

By ANTHONY ACAMPORA

**E**minem, who joins **The Backstreet Boys**, **Britney Spears** and **'N Sync** in selling well over a million albums in the first week of release, tops **Callout America** with "The Real Slim Shady" (Aftermath/Interscope). The first single from his sophomore release, *The Marshall Mathers LP*, vaults to a 4.14 total favorability score. "Slim" is tops with teens and 18-24s.

Three songs debut in the top 10 on **Callout America** this week with three very different sounds:

**3 Doors Down** currently top a trio of **R&R** charts: Active Rock, Rock and Alternative. They debut at a strong No. 2 with "Kryptonite" (Republic/Universal). The freshman single from the Biloxi, MS band scores a 3.86 total favorability score. "Kryptonite" tests across-the-board, ranking fourth with teens, eighth 18-24 and fifth 25-34 and showing huge Hit Potential.

'N Sync debuts with "It's Gonna Be Me" (Jive). The follow-up to the chart-topping "Bye Bye Bye" ranks fifth overall and second with teens.

**Aaliyah**, who has topped both the **CHR/Rhythmic** and **Urban** charts, debuts in 10th place overall with the Hit Potential track "Try Again" (BlackGround). "Try" is 10th with teens and seventh 18-24.

Other notable moves include **Pink's** climb to third overall with "There You Go" (LaFace/Arista). "Go" tests across-the-board this week, ranking ninth with teens, second 18-24 and sixth 25-34.

Also, "Big Pimpin'" by **Jay-Z** (Roc-A-Fella/IDJMG) ranks sixth overall, fifth with teens and sixth with 18-24s.

"Bent" by **Matchbox Twenty** (Lava/Atlantic) continues to build nicely, with a three-week trend of 3.36-3.43-3.58. "Bent" is ninth this week among 25-34s.

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



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Urban AC **14**  
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WRAX/Birmingham

The first single "Sundown"  
Produced by Steve Lillywhite

From the Debut Album "Parlance of Our Time"

Management: Madgroove Entertainment Sam Kling



June 2, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
2	1	BRITNEY SPEARS Oops!...I Did It Again (Jive)	9055	+391	925732	8	172/0
1	2	MACY GRAY I Try (Epic)	8500	-472	828034	19	172/0
3	3	VERTICAL HORIZON Everything You Want (RCA)	8347	-288	855382	25	168/2
4	4	CREED Higher (Wind-up)	7759	+327	754108	19	158/1
6	5	ENRIQUE IGLESIAS Be With You (Interscope)	7353	+34	812492	13	170/1
5	6	SISQO Thong Song (Dragon/Def Soul/IDJMG)	7207	-196	786534	11	160/0
8	7	CHRISTINA AGUILERA I Turn To You (RCA)	6444	-8	670273	9	170/0
18	8	'N SYNC It's Gonna Be Me (Jive)	6045	+1166	716020	6	170/3
13	9	PINK There You Go (LaFace/Arista)	5882	+318	719601	13	147/7
7	10	DESTINY'S CHILD Say My Name (Columbia)	5767	-722	605175	18	145/0
16	11	MATCHBOX TWENTY Bent (Lava/Atlantic)	5513	+573	527147	7	163/1
14	12	VITAMIN C Graduation (Friends Forever) (Elektra/EEG)	5502	+53	567898	11	167/1
17	13	BACKSTREET BOYS The One (Jive)	5320	+389	521512	5	170/1
11	14	SANTANA F/PRODUCT G&B Maria Maria (Arista)	5257	-644	591692	22	156/0
10	15	SONIQUE It Feels So Good (Republic/Universal)	5239	-743	659237	20	153/0
9	16	'N SYNC Bye Bye Bye (Jive)	5234	-1134	565585	20	161/0
12	17	SAVAGE GARDEN Crash And Burn (Columbia)	5158	-442	503869	11	157/0
19	18	GOD GOO DOLLS Broadway (Warner Bros.)	5085	+246	493186	9	158/1
21	19	ALICE DEEJAY Better Off Alone (Republic/Universal)	4395	-102	553058	13	147/0
20	20	FAITH HILL Breathe (Warner Bros.)	4257	-546	485794	18	137/0
15	21	KID ROCK Only God Knows Why (Top Dog/Lava/Atlantic)	4146	-969	385966	18	145/0
22	22	BBMAK Back Here (Hollywood)	4079	+274	412605	8	161/3
24	23	JOE I Wanna Know (Jive)	3986	+560	439058	6	141/7
29	24	NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic)	3564	+596	416604	5	148/7
30	25	AALIYAH Try Again (BlackGround)	3521	+608	476996	6	118/14
27	26	MANDY MOORE I Wanna Be With You (550 Music/Epic)	3394	+223	343143	7	149/1
32	27	EMINEM The Real Slim Shady (Aftermath/Interscope)	3322	+795	412473	4	121/10
26	28	WESTLIFE Swear It Again (Arista)	3207	+31	310346	15	138/2
28	29	RED HOT CHILI PEPPERS Otherside (Warner Bros.)	3132	+17	337971	13	129/1
23	30	MARC ANTHONY You Sang To Me (Columbia)	2821	-650	306194	15	130/0
31	31	SPLENDER I Think God Can Explain (C2/Columbia)	2710	+142	239284	12	114/4
34	32	EN VOUGUE Riddle (EastWest/EEG)	1745	+117	183922	7	94/3
41	33	W. HOUSTON & E. IGLESIAS Could I Have This Kiss... (Arista)	1533	+487	157344	2	120/4
35	34	MONTELL JORDAN Get It On...Tonight (Def Soul/IDJMG)	1490	-77	219201	17	87/0
33	35	EIFFEL 65 Move Your Body (Republic/Universal)	1349	-340	129067	7	95/0
38	36	TONI BRAXTON He Wasn't Man Enough (LaFace/Arista)	1335	+215	177547	5	65/8
49	37	SISTER HAZEL Change Your Mind (Universal)	1281	+530	100204	2	96/14
42	38	STING Desert Rose (A&M/Interscope)	1179	+157	119238	3	98/11
36	39	BLAQUE I Do (Track Masters/Columbia)	1122	-158	108761	6	70/0
42	40	DMX Party Up (Up In Here) (Ruff Ryders/IDJMG)	1009	+180	96709	3	57/7
39	41	JESSICA SIMPSON I Think I'm In Love With You (Columbia)	991	+736	85731	1	107/28
44	42	ANASTACIA I'm Outta Love (Epic)	961	-146	121289	10	65/0
45	43	MOBY Body Rock (V2)	958	+113	110547	4	77/2
45	44	M2M Mirror Mirror (Atlantic)	953	+110	75562	4	72/1
37	45	MARY J. BLIGE Give Me You (MCA)	910	-232	97459	6	85/0
48	46	BON JOVI It's My Life (Island/IDJMG)	905	+144	105874	2	67/6
40	47	LARA FABIAN I Will Love Again (Columbia)	891	+182	140624	1	69/11
40	48	TRAIN I Am (Aware/Columbia)	891	-165	84572	6	57/0
43	49	DR. DRE F/EMINEM Forgot About Dre (Aftermath/Interscope)	865	-131	97152	12	64/0
46	50	TRINKET Boom (RCA)	816	-14	60278	3	66/0

## Most Added

ARTIST TITLE LABEL(S)	ADDS
JESSICA SIMPSON I Think I'm In Love... (Columbia)	28
NO DOUBT Simple Kind Of Life (Interscope)	19
AALIYAH Try Again (BlackGround)	14
SISTER HAZEL Change Your Mind (Universal)	14
HANSON If Only (Island/IDJMG)	14
SOUL DECISION Faded (MCA)	13
STING Desert Rose (A&M/Interscope)	11
LARA FABIAN I Will Love Again (Columbia)	11
EMINEM The Real Slim Shady (Aftermath/Interscope)	10
JANET Doesn't Really Matter (Def Soul/IDJMG)	10

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
'N SYNC It's Gonna Be Me (Jive)	+1166
EMINEM The Real Slim Shady (Aftermath/Interscope)	+795
JESSICA SIMPSON I Think I'm In Love... (Columbia)	+736
AALIYAH Try Again (BlackGround)	+608
NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic)	+596
MATCHBOX TWENTY Bent (Lava/Atlantic)	+573
JOE I Wanna Know (Jive)	+560
SISTER HAZEL Change Your Mind (Universal)	+530
W. HOUSTON & E. IGLESIAS Could I Have... (Arista)	+487
BRITNEY SPEARS Oops!...I Did It Again (Jive)	+391

## 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.

173 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 5/21-Saturday 5/27. 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.

# We've Reinvented the Countdown

with the



where music, your listeners and the internet just click!

America Hears



For show demos, call United Stations at 212-869-1111 x.0 or email us at nmc@unitedstations.com

CHR • HOT AC • ALTERNATIVE

## New &amp; Active

**MARY MARY** Shackles (Praise You) (C2/Columbia)  
Total Plays: 811, Total Stations: 49, Adds: 0

**LEANN RIMES** I Need You (Sparrow/Curb/Capitol)  
Total Plays: 660, Total Stations: 53, Adds: 2

**BRIAN MCKNIGHT** 6,8,12 (Motown/Universal)  
Total Plays: 653, Total Stations: 64, Adds: 6

**DESTINY'S CHILD** Jumpin, Jumpin (Columbia)  
Total Plays: 590, Total Stations: 25, Adds: 8

**BEN HARPER** Steal My Kisses (Virgin)  
Total Plays: 523, Total Stations: 41, Adds: 5

**NO DOUBT** Simple Kind Of Life (Interscope)  
Total Plays: 445, Total Stations: 55, Adds: 19

**INNOSENSE** Say No More (RCA)  
Total Plays: 365, Total Stations: 46, Adds: 6

**KINA** Girl From The Gutter (DreamWorks)  
Total Plays: 310, Total Stations: 39, Adds: 5

**D-CRU** I Will Be Waiting (Elektra/EEG)  
Total Plays: 294, Total Stations: 36, Adds: 5

**HANSON** If Only (Island/iDJMG)  
Total Plays: 260, Total Stations: 35, Adds: 14

**BOYZ N GIRLZ UNITED** Messed Around (Edel America)  
Total Plays: 259, Total Stations: 24, Adds: 3

**SANTANA F/EVERLAST** Put Your Lights On (Arista)  
Total Plays: 247, Total Stations: 31, Adds: 7

**BOSSON** Where Are You (Capitol)  
Total Plays: 225, Total Stations: 28, Adds: 7

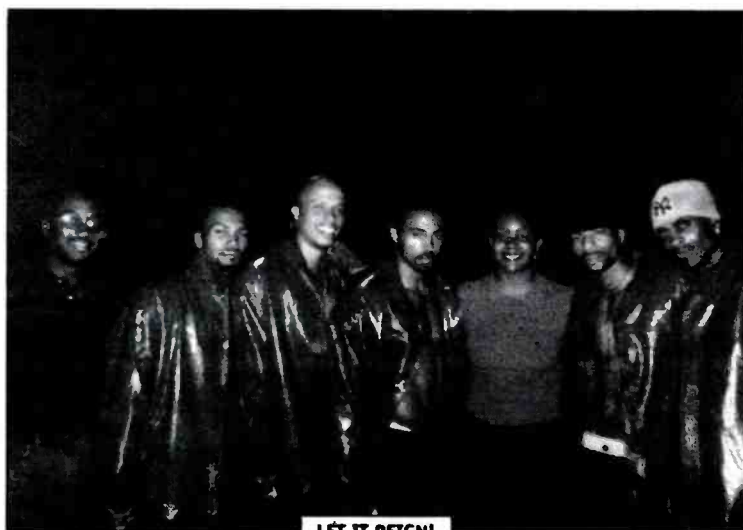
**DEATHRAY** Now That I Am Blind (Capricorn)  
Total Plays: 215, Total Stations: 25, Adds: 2

**TIM JAMES** I'll Be Your Secret (C2/Columbia)  
Total Plays: 187, Total Stations: 34, Adds: 8

**NEVE** It's Over Now (Columbia)  
Total Plays: 142, Total Stations: 17, Adds: 5

**SOUL DECISION** Faded (MCA)  
Total Plays: 134, Total Stations: 18, Adds: 13

Songs ranked by total plays



LÉT IT REIGN!

Icon Entertainment recording group Reign put on an incredible show at the Century Club in L.A. as they gave some industry cats a taste of what's to come with their incredible harmonizing and stage presentation. Pictured with the guys are R&R Sales Rep. Paul Colbert and Asst. CHR Editor René Bell.



WHERE YOU ARE

WHTZ recently hosted the premier of *Here on Earth* at New York's Ziegfeld Theater, where Nick Lachey of 98 Degrees and Jessica Simpson performed their hit single "Where You Are." Pictured are (l-r) Lachey, Z100 MD Paul "Cubby" Bryant and Simpson.

## Power 106

Continued from Page 40

go away and a pop music fireball that may be reaching its zenith.

**R&R:** Who makes the music decisions at Power 106?

**JS:** I am in every music meeting, along with our MD, E-Man, who is extraordinary and does an amazing job on our logs and with the mixers. Mr. Chalk, who is our totally wired Mix Coordinator, is completely plugged in. Then there's Damion Young, who not only knows music inside out, but has production credits with artists like Mariah Carey.

I am so lucky to have such an amazing brain trust. One thing I learned about being a PD is that if you lead people, or, in cases such as this, follow their lead, you do not have to manage as much. I will follow wherever these guys lead, because they totally get it. They are all about the music and the artists.

**R&R:** Can you stress the importance of working with artists and labels in your format?

**JS:** Relationships with the labels and artists are vital. As I mentioned, our programming staff is extremely entrenched in the hip-hop community. Just to give you an idea of how much we value the artists, we have a two-hour weekly show hosted by Snoop, who also happens to be a Power 106 core artist. Imagine if you were a pop station and could have The Backstreet Boys in your studio every week for two hours!

We are also very tuned into rap and rock. We have a Sunday-night show at 10pm called *Channel Xero*. It is hosted by the DJ from Korn, C Minus, and DJ Homicide, a mixer and member of Sugar Ray. We've had Fred Durst on the air, and it's all to help build the Power 106 brand.

**R&R:** Morning man Big Boy is all over the place these days, including the big screen.

**JS:** Flip on the TV any night, and more than likely you are going to see Big Boy on BET or on sitcoms like *Malcolm & Eddie* and *Mo'isha*. I know his role in the movie *Duce Bigelow* is going to lead to a lot more roles for him. Those roles are great for him and also for the radio station. As he gets more integrated into the Hollywood community, stars like Andy Garcia and Arnold Schwarzenegger are showing up on his morning show.

The true benchmark of any extremely successful personality is to have an appeal above and beyond the format. We see that with personalities like Howard Stern. Big Boy is all set up to be a bigger-than-life personality. He brings star power to the radio station, and we turn right around and multiply it in our promos and marketing. I'm thrilled having Big Boy, his producer, Jason Ryan, and the rest of *Big Boy's Neighborhood* here. They are great to work with.

**R&R:** You like the show-biz aspect of radio and great promotions. What are some of the things Power 106 has done recently that you are particularly proud of?

**JS:** I should start by saying that we have a truly amazing Marketing Director in Dianna Obermeyer. She makes even the most difficult undertakings come off seamlessly. She makes my life easier every day by executing bigger-than-life promotions like our Snoop and Dre reunion in Hawaii and our Sega Dreamcast giveaways. We gave away one an hour, every hour, for a month when they first hit the market.

Then there was our "World Premier Ice

Cube Power Party," where Cube voiced the promo and the solicits for our exclusive event. Also, last year's "Power's All-Star Powerhouse Concert" featured Eminem, Krayzie Bone, Mariah Carey, Snoop and Dre, Ja Rule, Ginuwine, Nas and DJ Quick, to name a few. Dianna, along with APD Damion Young, does an incredible job on our shows. This year's show is coming up, so stay tuned for details. We also lengthened our two daily mix shows: *Hip-Hop Party Mix* now runs from noon-2pm, and *Two-Hour Traffic Jam* runs from 5-7pm. Our street team, Flava Unit, is second to none and does an incredible job. They hit up to 30 promotions a weekend over the summer.

**R&R:** Speaking of show biz, tell me about that Mike Tyson morning show bit.

**JS:** We talked about pushing show biz through the speakers. A great example of this was our chance meeting with Mike Tyson. I was out to lunch with the morning show at a restaurant in Hollywood, and we literally ran into Mike Tyson on a street corner. After Big Boy chatted with him for a few minutes, he invited Mike up to visit the morning show. They met on a Tuesday, and Friday of the same week Tyson came up and spent the entire morning on the air with Big Boy. It was some incredible radio.

**R&R:** In your 10-month reign at Power 106, what remains your biggest frustration?

**JS:** Some people and some sectors of our business do not fully realize how integrated hip-hop has become in our society. Hip-hop and alternative are the two types of music that I feel exude the most passion and extract the same from their audiences. Hip-hop is still viewed as a niche. Most people don't realize that the first rap record came out in 1978. People should acknowledge the genre for what it really is. The Grammy Awards did; then the film industry joined in.

This music has influenced a generation of people, including a lot of mainstream pop stars like Jennifer Lopez, Mariah Carey, The Beastie Boys and Janet Jackson. It seems like mainstream society is still having a hard time embracing the format for what it is and what it has done. It drives ratings for MTV and sells a lot of magazines and clothing lines. It's the music that gets people moving in sports arenas and sells a lot of records, but it has not fully gotten its due yet. Look at the ratings and revenue on Power 106 and Hot 97 [WQHT/New York]. This is big business.

**R&R:** What are you most proud of at this time?

**JS:** It wasn't that long ago that "The Beat" [KKBT/Los Angeles] came on the air, doing hip-hop with a lot of fanfare. It was a direct attack on us. Now, to see them slide so precariously down in the ratings and for us to maintain is an extremely satisfying victory. It is a tribute to the entire staff of this radio station.

**R&R:** Do you believe *The Beat*, as we know it today, will go away?

**JS:** I have to believe that anyone who spent in excess of \$400 million for a station that is going to be changing frequency will have to target the 25-54 demo — especially on the heels of a very unsuccessful foray into our younger-demo arena. But that said, "never say never" logic doesn't always win out! If I'm Radio One, either I go Urban AC or sell it. I'm fine with either one.

**R&R:** I'll bet you are. Would it be a happy day at Power 106?

**JS:** They will probably hear me back in Dallas!



**Most Played Recurrents**

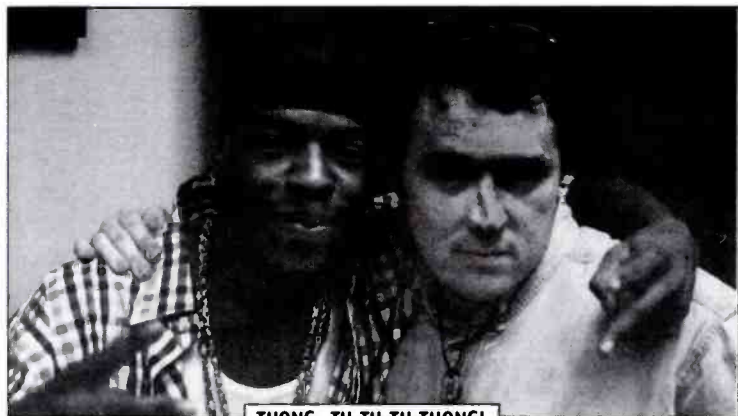
- SANTANA F/ROB THOMAS Smooth (Arista)
- BLAQUE Bring It All To Me (Track Masters/Columbia)
- LONESTAR Amazed (BNA)
- CHRISTINA AGUILERA What A Girl Wants (RCA)
- MARC ANTHONY I Need To Know (Columbia)
- CELINE DION That's The Way It Is (550 Music/Epic)
- BACKSTREET BOYS Show Me The Meaning Of... (Jive)
- TRAIN Meet Virginia (Aware/Columbia)
- SAVAGE GARDEN I Knew I Loved You (Columbia)
- SMASH MOUTH All Star (Interscope)
- EIFFEL 65 Blue (Da Ba Dee) (Republic/Universal)
- TLC Unpretty (LaFace/Arista)
- BRIAN MCKNIGHT Back At One (Motown/Universal)
- SUGAR RAY Someday (Lava/Atlantic)
- CHRISTINA AGUILERA Genie In A Bottle (RCA)
- JENNIFER LOPEZ If You Had My Love (Work/Epic)
- WHITNEY HOUSTON My Love Is Your Love (Arista)
- LEN Steal My Sunshine (Work/Epic)
- GOO GOO DOLLS Slide (Warner Bros.)
- JENNIFER LOPEZ Waiting For Tonight (Work/Epic)

**TOP 101-200 CHR/POP POWER GOLD**

- |  |  |
|--|--|
| <ul style="list-style-type: none"> <li>101 NO MERCY Where Do You Go</li> <li>102 COLLECTIVE SOUL The World I Knew</li> <li>103 EVERCLEAR I Will Buy You A New Life</li> <li>104 PAUL COLE Where Have All The Cowboys Gone?</li> <li>105 LISA LOEB &amp; NINE STORIES Stay (I Missed You)</li> <li>106 BMF Unbelievable</li> <li>107 JANET JACKSON Go Deep</li> <li>108 GIN BLOSSOMS Hey Jealousy</li> <li>109 HOOTIE &amp; THE BLOWFISH Only Wanna Be...</li> <li>110 BLIND MELON No Rain</li> <li>111 DISHWALLA Counting Blue Cars</li> <li>112 INNER CIRCLE Sweat (A La La Long)</li> <li>113 PRINCE Little Red Corvette</li> <li>114 SOUL II SOUL Back To Life</li> <li>115 HOOTIE &amp; THE BLOWFISH I Go Blind</li> <li>116 SOFT CELL Tainted Love</li> <li>117 SMASHING PUMPKINS 1979</li> <li>118 DES'REE You Gotta Be</li> <li>119 DEEE-LITE Groove Is In The Heart</li> <li>120 SARAH MCLACHLAN Building A Mystery</li> <li>121 DAVE MATTHEWS BAND Ants Marching</li> <li>122 DESTINY'S CHILD No No No</li> <li>123 SALT-N-PEPA Push It</li> <li>124 DIONNE FARRIS I Know</li> <li>125 BODEANS Closer To Free</li> <li>126 NATALIE MERCHANT Carnival</li> <li>127 TONY RICH PROJECT Nobody Knows</li> <li>128 CLUB NOUVEAU Lean On Me</li> <li>129 SPIN DOCTORS Little Miss Can't Be Wrong</li> <li>130 TLC Creep</li> <li>131 PEARL JAM Better Man</li> <li>132 CRYSTAL WATERS 100% Pure Love</li> <li>133 NO DOUBT Spiderwebs</li> <li>134 INI KAMOZE Here Comes The Hotstepper</li> <li>135 B-52'S Love Shack</li> <li>136 2 PAC /DR. DRE California Love</li> <li>137 SHERYL CROW Strong Enough</li> <li>138 TONI BRAXTON You're Makin' Me High</li> <li>139 ROB BASE &amp; DJ EZ ROCK It Takes Two</li> <li>140 MELISSA ETHERIDGE Come To My Window</li> <li>141 NEW ORDER Bizarre Love Triangle</li> <li>142 CECE PENISTON Finally</li> <li>143 MELISSA ETHERIDGE I'm The Only One</li> <li>144 COOLIO 1, 2, 3, 4 (Sumpin' New)</li> <li>145 PETER GABRIEL In Your Eyes</li> <li>146 EURHYTHMICS Sweet Dreams (Are Made Of This)</li> <li>147 BACKSTREET BOYS I'll Never Break Your Heart</li> <li>148 SOPHIE B. HAWKINS Damn, I Wish I Was...</li> <li>149 NICKI FRENCH Total Eclipse Of The Heart</li> <li>150 MADONNA Vogue</li> </ul> | <ul style="list-style-type: none"> <li>151 4 NON BLONDES What's Up</li> <li>152 R.E.M. Losing My Religion</li> <li>153 CRANBERRIES Linger</li> <li>154 KEITH SWEAT Twisted</li> <li>155 HOOTIE &amp; THE BLOWFISH Let Her Cry</li> <li>156 SOFT CELL Tainted Love/Where Did Our...</li> <li>157 NATALIE MERCHANT Jealousy</li> <li>158 MADONNA Into The Groove</li> <li>159 BIZARRE INC. I'm Gonna Get you</li> <li>160 AEROSMITH Cryin'</li> <li>161 MADONNA Like A Player</li> <li>162 COLLECTIVE SOUL Shine</li> <li>163 GHOST TOWN DJ'S My Boo</li> <li>164 TRACY CHAPMAN Give Me One Reason</li> <li>165 MASE Feel So Good</li> <li>166 TECHNOTRONIC Move This</li> <li>167 CORONA Rhythm Of The Night</li> <li>168 COOLIO /L.V. Gansta's Paradise</li> <li>169 AEROSMITH Crazy</li> <li>170 CELINE DION Because You Loved Me</li> <li>171 GIN BLOSSOMS Follow You Down</li> <li>172 BRYAN ADAMS Summer Of '69</li> <li>173 FREAK NASTY Da' Dip</li> <li>174 FOUR SEASONS December 1963 (Oh What...)</li> <li>175 PRINCE Let's Go Crazy</li> <li>176 SIMPLE MINDS Don't You (Forget About Me)</li> <li>177 SALT-N-PEPA Let's Talk About Sex</li> <li>178 NAKED EYES Always Something There To...</li> <li>179 PRINCE I Would Die 4 U</li> <li>180 PLANET SOUL Set U Free</li> <li>181 BILLY IDOL Mony Mony</li> <li>182 ROBIN S Show Me Love</li> <li>183 TOAD THE WET SPROCKET All I Want</li> <li>184 SHANNON Let The Music Play</li> <li>185 CELINE DION My Heart Will Go On</li> <li>186 HOOTIE &amp; THE BLOWFISH Time</li> <li>187 SARAH MCLACHLAN Adia</li> <li>188 DEAD OR ALIVE You Spin Me Around (Like A...)</li> <li>189 YOUNG MC Bust A Move</li> <li>190 BOYS II MEN End Of The Road</li> <li>191 SHERYL CROW Everyday Is A Winding Road</li> <li>192 CAPTAIN HOLLYWOOD PROJECT More And More</li> <li>193 ACE OF BASE The Sign</li> <li>194 SOPHIE B. HAWKINS As I Lay Me Down</li> <li>195 DJ MIKO What's Up</li> <li>196 MIGHTY MIGHTY BOSSTONES The Impression...</li> <li>197 MADONNA Holiday</li> <li>198 NO DOUBT Just A Girl</li> <li>199 UB40 Can't Help Falling In Love</li> <li>200 JESUS JONES Right Here, Right Now</li> </ul> |
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**CHR/POP Going For Adds 6/2/00**

- BUFFALO NICKEL Good Day (Universal)
- CHICANE F/BRYAN ADAMS Don't Give Up (Xtravaganza/C2)
- ELWOOD Sundown (Palm/London)
- NINA GORDON Tonight And The Rest Of My Life (Warner Bros.)
- HOKU How Do I Feel (Geffen/Interscope)
- JAY-Z Big Pimpin' (Roc-A-Fella/IDJMG)
- NOBODY'S ANGEL I Can't Help Myself (Hollywood)
- SETTIE I Know A Girl (Iguana/Ark 21)
- SOUL DECISION Faded (MCA)
- TAKE 5 Shake It Off (Elektra/EEG)
- 3 DOORS DOWN Kryptonite (Republic/Universal)



**THONG, TH-TH-TH-THONG!**

The dragon known as Sisco stopped by KXHT/Memphis to hang out with PD Lee Cagle. They discussed Sisco's next chart-topping release, and the singer restocked the station's supply of thongs.



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 200 Power Gold is based on monitored airplay data taken from April, 1999 through March, 2000. Songs 1-100 appeared in the April 7, 2000 issue of R&R. © 2000, R&R Inc.











# **TONY TOUCH**

## **I WONDER WHY?**

### **(HE'S THE GREATEST DJ)**

**FEATURING KEISHA AND PAM OF TOTAL**



**EARLY DETECTIONS AT:**

**WQHT 8x**

**KPWR 4x**

**KMEL 3x**

**KYLD**

**WJMN**

**WPGC 6x**

**KBXX 7x**

**KBMB 8x**

**WERQ 4x**

**XHTZ 3x**

**KTFM**

**WWKX**

**WJMH**

**KBOS**

**KOHT 7x**

**KLUC**

**KBTE**

**KPRR**

**KDON**

**and Hot Mix.**

**Impacting: CHR/Rhythmic 6/13/00**

June 2, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS ('00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
2	1	<b>EMINEM</b> The Real Slim Shady (Aftermath/Interscope)	3927	+129	603136	6	65/0
1	2	<b>AALIYAH</b> Try Again (BlackGround)	3705	-261	502731	13	67/0
3	3	<b>SISQO</b> Thong Song (Dragon/Def Soul/IDJMG)	3282	-352	472901	18	66/0
4	4	<b>JOE</b> I Wanna Know (Jive)	3255	-170	433752	20	66/0
5	5	<b>JAY-Z</b> Big Pimpin' (Roc-A-Fella/IDJMG)	3162	+164	500144	8	64/1
6	6	<b>DESTINY'S CHILD</b> Jumpin, Jumpin (Columbia)	2917	-35	337095	12	53/0
7	7	<b>DMX</b> Party Up (Up In Here) (Ruff Ryders/IDJMG)	2534	-4	394727	15	64/0
10	8	<b>BRITNEY SPEARS</b> Oops!...I Did It Again (Jive)	1981	+71	239467	7	41/0
8	9	<b>PINK</b> There You Go (LaFace/Arista)	1892	-214	276409	19	51/0
9	10	<b>TONI BRAXTON</b> He Wasn't Man Enough (LaFace/Arista)	1860	-65	290968	13	54/0
15	11	<b>NEXT</b> Wifey (Arista)	1704	+325	220923	3	54/2
11	12	<b>MYA F/JADAKISS</b> Best Of Me (University/Interscope)	1610	-94	214608	9	52/0
17	13	<b>DR. DRE</b> The Next Episode (Death Row/Interscope)	1552	+264	290640	5	51/3
12	14	<b>CHRISTINA AGUILERA</b> I Turn To You (RCA)	1517	-52	123899	9	44/0
13	15	<b>DR. DRE F/EMINEM</b> Forgot About Dre (Aftermath/Interscope)	1449	-96	206079	23	54/0
14	16	<b>DESTINY'S CHILD</b> Say My Name (Columbia)	1368	-133	219127	24	62/0
16	17	<b>NU FLAVOR</b> 3 Little Words (Reprise)	1273	-66	120753	10	45/0
25	18	<b>NELLY</b> Country Grammar (Hot Sh*t) (Universal)	1228	+208	121898	9	46/7
23	19	<b>DA BRAT</b> What'chu Like (So So Def/Columbia)	1212	+143	224796	4	44/4
18	20	<b>'N SYNC</b> Bye Bye Bye (Jive)	1189	-84	144463	20	39/0
<b>Breaker</b>	21	<b>'N SYNC</b> It's Gonna Be Me (Jive)	1142	+296	191711	3	35/1
22	22	<b>CARL THOMAS</b> I Wish (Bad Boy/Arista)	1116	+21	201129	8	44/1
26	23	<b>ENRIQUE IGLESIAS</b> Be With You (Interscope)	1106	+102	180807	12	30/0
21	24	<b>ALICE DEEJAY</b> Better Off Alone (Republic/Universal)	1061	-42	186125	13	37/0
19	25	<b>SOLE' F/GINUWINE</b> It Wasn't Me (DreamWorks)	1029	-192	142512	10	38/0
30	26	<b>JAGGED EDGE</b> Let's Get Married (So So Def/Columbia)	943	+68	165495	5	33/0
24	27	<b>BLACK ROB</b> Whoa! (Bad Boy/Arista)	928	-127	156723	14	42/0
31	28	<b>BRIAN MCKNIGHT</b> 6.8.12 (Motown)	920	+49	129374	4	54/1
28	29	<b>504 BOYZ</b> Wobble, Wobble (No Limit/Priority)	889	-7	152014	7	34/2
29	30	<b>BEFORE DARK</b> Monica (RCA)	855	-40	76032	8	40/0
32	31	<b>SAMMIE</b> I Like It (Freeworld/Capitol)	844	-26	78907	9	28/0
33	32	<b>VITAMIN C</b> Graduation (Friends Forever) (Elektra/EEG)	784	-76	56902	7	26/1
36	33	<b>MARY MARY</b> Shackles (Praise You) (C2/Columbia)	741	-101	50996	12	31/0
39	34	<b>BUSTA RHYMES</b> Get Out (Violator/Flipmode/Elektra/EEG)	732	+99	142760	2	48/0
35	35	<b>ICE CUBE F/KRAYZIE BONE</b> Until We Rich (Priority)	696	-146	63798	12	35/0
37	36	<b>BIG PUNISHER</b> It's So Hard (Loud)	679	-30	139170	7	27/3
38	37	<b>BACKSTREET BOYS</b> The One (Jive)	669	0	72907	3	28/1
<b>Debut</b>	38	<b>AVANT</b> Separated (MCA)	625	+301	100077	1	35/4
<b>Debut</b>	39	<b>IDEAL</b> Whatever (Noontime/Virgin)	615	+197	119921	1	30/3
43	40	<b>KURUPT</b> Who Ride Wit Us (Antra/Artemis)	573	+56	102054	3	26/6
41	41	<b>DONELL JONES</b> Where I Wanna Be (Untouchables/LaFace/Arista)	565	+23	149438	4	16/0
50	42	<b>LUCY PEARL</b> Dance Tonight (Overbrook/Pookie/Beyond)	554	+133	105580	2	23/2
47	43	<b>TQ</b> Daily (ClockWork/Epic)	533	+83	73939	2	31/3
40	44	<b>AALIYAH</b> I Don't Wanna (BlackGround/Priority)	509	-83	69989	18	22/0
48	45	<b>TRICK DADDY</b> Shut Up (Slip 'N Slide/Atlantic)	485	+39	112066	2	27/0
46	46	<b>SNOOP DOGG PRESENTS EASTSIDAZ</b> Got Beef (Doghouse/TVT)	453	-10	91810	2	29/3
<b>Debut</b>	47	<b>BIG TYMERS</b> Get Your Roll On (Cash Money/Universal)	414	+68	71567	1	20/4
	48	<b>DA BRAT</b> That's What I'm Looking For (So So Def/Columbia)	409	+9	102832	16	22/0
<b>Debut</b>	49	<b>JANET</b> Doesn't Really Matter (Def Soul/IDJMG)	395	+395	68373	1	5/2
<b>Debut</b>	50	<b>TORREY CARTER F/MISSY ELLIOTT</b> Take That (EastWest/EEG)	385	+55	63420	1	28/4

## Most Added

ARTIST TITLE LABEL(S)	ADDS
LIL' KIM No Matter... (Queen Bee/Undeas/Atlantic)	34
WARREN G Havin' Things (G-Funk/Restless)	13
SANTANA Corazon Espinado (Arista)	9
NELLY Country Grammar (Hot Sh*t) (Universal)	7
KURUPT Who Ride Wit Us (Antra/Artemis)	6
BEANIE SIGEL F/EVE Remember... (Roc-A-Fella/IDJMG)	6
DA BRAT What'chu Like (So So Def/Columbia)	4
AVANT Separated (MCA)	4
TORREY CARTER F/MISSY ELLIOTT Take... (EastWest/EEG)	4
BIG TYMERS Get Your Roll On (Cash Money/Universal)	4
JESSICA SIMPSON I Think I'm In Love... (Columbia)	4
SON BY FOUR Purest Of Pain (Sony Latin)	4
MADISON AVENUE Don't Call Me Baby (C2/Columbia)	4

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JANET Doesn't Really Matter (Def Soul/IDJMG)	+395
NEXT Wifey (Arista)	+325
AVANT Separated (MCA)	+301
'N SYNC It's Gonna Be Me (Jive)	+296
DR. DRE The Next Episode (Death Row/Interscope)	+264
NELLY Country Grammar (Hot Sh*t) (Universal)	+208
IDEAL Whatever (Noontime/Virgin)	+197
JAY-Z Big Pimpin' (Roc-A-Fella/IDJMG)	+164
DA BRAT What'chu Like (So So Def/Columbia)	+143
LUCY PEARL Dance... (Overbrook/Pookie/Beyond)	+133

## Breakers

**'N SYNC**  
It's Gonna Be Me (Jive)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1142/296	35/1	21

67 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 5/21-Saturday 5/27. 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.

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.



# WARREN G MOST ADDED THIS WEEK!

new single **HAVIN' THINGS** featuring **Jermaine Dupri** and **Nate Dogg**

Z90, KBMB, KCAQ, KOHT, KWIN, KWWV, KPSI, KHTN, KFAT, KQBT, KYLZ, WTCF, WOWZ, KUUU



UP IN SMOKE TOUR with DR. DRE and SNOOP DOGG SUMMER 2000



## R&R Hip Hop Top 20

June 2, 2000

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS TW	TOTAL STATIONS/ ADDS LW
2	1	EMINEM The Real Slim Shady (Aftermath/Interscope)	5299	4990 137/1
1	2	JAY-Z Big Pimpin' (Roc-A-Fella/DJMG)	5204	5008 141/1
3	3	DMX Party Up (Up In Here) (Ruff Ryders/DJMG)	3927	4159 133/0
4	4	504 BOYZ Wobble, Wobble (No Limit/Priority)	2869	2871 120/2
5	5	DA BRAT What'chu Like (So So Def/Columbia)	2581	2282 128/6
7	6	NELLY Country Grammar (Hot Sh't) (Universal)	2422	2094 122/12
11	7	DR. DRE The Next Episode (Death Row/Interscope)	2362	1901 127/10
10	8	TRICK DADDY Shut Up (Slip 'N Slide/Atlantic)	2137	2053 107/1
9	9	BIG PUNISHER It's So Hard (Loud)	2018	2069 101/3
8	10	BLACK ROB Whoa! (Bad Boy/Arista)	1754	2092 110/0
13	11	BIG TYMERS Get Your Roll On (Cash Money/Universal)	1723	1650 93/5
12	12	DR. DRE FEMINEM Forgot About Dre (Aftermath/Interscope)	1653	1781 101/0
14	13	BUSTA RHYMES Get Out (Violator/Flipmode/Elektra/EEG)	1632	1527 131/0
6	14	SOLE F/GINUWINE It Wasn't Me (DreamWorks)	1542	2110 99/0
15	15	NAS F/GINUWINE You Owe Me (Columbia)	1204	1523 81/0
16	16	DA BRAT That's What I'm Looking For (So So Def/Columbia)	969	1029 89/0
-	17	JUVENILE I Got That Fire (Cash Money/Universal)	924	729 80/1
-	18	TQ Daily (ClockWork/Epic)	857	699 72/5
19	19	SNOOP DOGG PRESENTS EASTSIDAZ Got Beef (Doghouse/TVT)	817	793 84/3
-	20	JERMAINE DUPRI & NAS F/MONICA I've... (So So Def/Columbia)	806	691 85/2

67 CHR/Rhythmic and 84 Urban reporters combine into a custom chart. Hip Hop titles are ranked by total plays for the airplay week of Sunday 5/21-Saturday 5/27. For complete reporter lists refer to CHR/Rhythmic and Urban sections. ©2000, R&R Inc.

## Now & Active

W. HOUSTON & E. IGLESIAS Could I Have... (Arista)  
Total Plays: 341, Total Stations: 26, Adds: 2

LA RISSA I Do Both Jay & Jane (Aureus/Warlock)  
Total Plays: 273, Total Stations: 15, Adds: 1

GHOSTFACE KILLAM Cherchez... (Razor Sharp/Epic)  
Total Plays: 236, Total Stations: 19, Adds: 1

DJ QUICK Pitch In Ona Party (Arista)  
Total Plays: 236, Total Stations: 13, Adds: 0

JUVENILE I Got That Fire (Cash Money/Universal)  
Total Plays: 209, Total Stations: 17, Adds: 0

SNOOP DOGG PRESENTS EASTSIDAZ Got Beef (Doghouse/TVT)  
Total Plays: 207, Total Stations: 10, Adds: 0

LIL' KIM No Matter What... (Queen Bee/Undeas/Atlantic)  
Total Plays: 200, Total Stations: 36, Adds: 34

SON BY FOUR Purest Of Pain (Sony Latin)  
Total Plays: 190, Total Stations: 11, Adds: 4

LARA FABIAN I Will Love Again (Columbia)  
Total Plays: 188, Total Stations: 10, Adds: 1

BEANIE SIGEL FEVE Remember... (Roc-A-Fella/DJMG)  
Total Plays: 185, Total Stations: 21, Adds: 6

JERMAINE DUPRI & NAS F/MONICA I've Got... (So So Def/Columbia)  
Total Plays: 180, Total Stations: 14, Adds: 2

MIRACLE Bounce (Universal)  
Total Plays: 168, Total Stations: 9, Adds: 0

MADISON AVENUE Don't Call Me Baby (C2/Columbia)  
Total Plays: 143, Total Stations: 6, Adds: 4

JONNY Z Ku Ku (Thump)  
Total Plays: 113, Total Stations: 7, Adds: 0

RUFF ENOZ No More (Epic)  
Total Plays: 99, Total Stations: 9, Adds: 3

JESSICA SIMPSON I Think I'm In Love... (Columbia)  
Total Plays: 79, Total Stations: 11, Adds: 4

D-CRU I Will Be Waiting (Elektra/EEG)  
Total Plays: 70, Total Stations: 9, Adds: 2

SANTANA Corazon Espinado (Arista)  
Total Plays: 59, Total Stations: 11, Adds: 9

WARREN G Havin' Things (G-Funk/Restless)  
Total Plays: 38, Total Stations: 13, Adds: 13

Songs ranked by total plays

## CHR/Rhythmic Reporters

Stations and their adds listed alphabetically by market

**KKSS/Albuquerque, NM \***  
PD: Sam Houston  
2 SNOOP DOGG PRESENTS EASTSIDAZ "Beef"  
BEANIE SIGEL FEVE "Days"  
KURUPT "Who"  
JERMAINE DUPRI & NAS "Have"

**WSSP/Charleston, SC**  
PD: Kati Reynolds  
1 LIL' KIM "Mater"  
BIG PUR "Hard"

**KSEQ/Fresno, CA \***  
PD: Tommy Dot Rie  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KLUC/Las Vegas, NV \***  
PD: Cal Thomas  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KDON/Monterey-Salinas, CA \***  
PD: Ben Watson  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KPSI/Palm Springs, CA**  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WOCW/Salisbury, MD**  
PD: Wanda  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KUBE/Seattle-Tacoma, WA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KYLZ/Albuquerque, NM \***  
PD: Jimmy  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WBBM/Chicago, IL \***  
PD: Todd Cowan  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WJMH/Greensboro, NC \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KHTE/Little Rock, AR \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WRTU/New York, NY \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KKFR/Phoenix, AZ \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KUUL/Salt Lake City, UT \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KWIN/Stockton, CA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KPRF/Amarillo, TX**  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KBTE/Corpus Christi, TX**  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KIKI/Honolulu, HI \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KPWR/Los Angeles, CA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WQHT/New York, NY \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KJLM/Portland, OR \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KTFM/San Antonio, TX \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WLLD/Tampa, FL \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KFAT/Anchorage, AK**  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KZFM/Corpus Christi, TX \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KOME/Honolulu, HI \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KLZK/Lubbock, TX**  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WVNZ/Norfolk, VA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WWIX/Providence, RI \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**XHTZ/San Diego, CA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KOHT/ Tucson, AZ \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KQST/Austin, TX \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KKKS/Denver-Boulder, CO \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KBOV/Houston-Galveston, TX \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KOHT/Memphis, TN \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KBAT/Dallas-Midland, TX**  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KKWB/Oklahoma City, OK**  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KMEL/San Francisco, CA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WOWZ/Alta-Roma, NY**  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KSV/Bakersfield, CA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KPRVE/ Paso, TX \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WNNH/Indianapolis, IN \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KHTN/Merced, CA**  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KOCH/Omaha, NE \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KGGR/Riverside, CA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KYLD/San Francisco, CA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WPGC/Washington, DC \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WERO/Baltimore, MD \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WCKZ/Fl. Wayne, IN**  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WNNH/Indianapolis, IN \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KHTN/Merced, CA**  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KOCH/Omaha, NE \***  
10 JAY-Z "Big Pimpin'"  
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13 LIL' KIM "Mater"

**KGGR/Riverside, CA \***  
10 JAY-Z "Big Pimpin'"  
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12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KYLD/San Francisco, CA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WPGC/Washington, DC \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WJMN/Boston, MA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WJFX/Fl. Wayne, IN \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WNNH/Indianapolis, IN \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KHTN/Merced, CA**  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KOCH/Omaha, NE \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KGGR/Riverside, CA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KYLD/San Francisco, CA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WPGC/Washington, DC \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WJMN/Boston, MA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KBOS/Fresno, CA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WJBT/Jacksonville, FL \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KBTU/Monterey-Salinas, CA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KCAQ/Oxnard-Ventura, CA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WTCF/Saginaw, MI \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**KYLD/San Francisco, CA \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

**WPGC/Washington, DC \***  
10 JAY-Z "Big Pimpin'"  
11 MADISON AVENUE "Baby"  
12 SANTANA "Corazon"  
13 LIL' KIM "Mater"

\* = Mediabase 24/7 monitored

67 Total Reporters  
67 Current Reporters  
67 Current Playlists



**R&R** Mix Show Top 30  
 June 2, 2000

- 1 **EMINEM** The Real Slim Shady (Aftermath/Interscope)
- 2 **DMX** Party Up (Def Jam/IDJMG)
- 3 **AALIYAH** Try Again (BlackGround)
- 4 **JAY-Z** Big Pimpin' (Roc-A-Fella/IDJMG)
- 5 **DR. DRE** The Next Episode (Death Row/Interscope)
- 6 **SISQO** Thong Song (Dragon/Def Soul/IDJMG)
- 7 **DA BRAT** What Chu Like (So So Def/Columbia)
- 8 **DESTINY'S CHILD** Jumpin' Jumpin' (Columbia)
- 9 **BLACK ROB** Whoa! (Bad Boy/Arista)
- 10 **ALICE DEEJAY** Better Off Alone (Republic/Universal)
- 11 **MYA I/JADAKISS** Best Of Me (Interscope)
- 12 **504 BOYZ** Wobble Wobble (No Limit/Priority)
- 13 **JUVENILE** Back That Thang Up (Cash Money/Universal)
- 14 **PINK** There You Go (LaFace/Arista)
- 15 **NEXT** Wifey (Arista)
- 16 **SONIQUE** It Feels So Good (Republic/Universal)
- 17 **SNOOP/EASTSIDAZ** Got Beef (Dogghouse/TVT)
- 18 **SOLE I/GINUWINE** It Wasn't Me (DreamWorks)
- 19 **BIG PUN** It's So Hard (Loud)
- 20 **BUSTA RHYMES** Get Out (Elektra/EEG)
- 21 **DR. DRE** F\*\*k U (Aftermath/Interscope)
- 22 **MADISON AVENUE** Don't Call Me Baby (C2/Columbia)
- 23 **KURUPT** Who Ride Wit Us (Antra/Artemis)
- 24 **NELLY** Country Grammar (Hot Sh\*t) (Universal)
- 25 **OL' DIRTY BASTARD** Got Your Money (Elektra/EEG)
- 26 **DR. DRE I/EMINEM** Forgot About Dre (Aftermath/Interscope)
- 27 **LOX** Ryde Or Die, Chick (Ruff Ryders/Interscope)
- 28 **TONI BRAXTON** He Wasn't Man Enough (LaFace/Arista)
- 29 **TRICK DADDY** Shut Up (Slip N Slide/Atlantic)
- 30 **HOT BOYS** I Need A Hot Girl (Cash Money/Universal)



37 CHR/Rhythmic Mix Show Reporters

**Contributing Stations**

NKSS/Albuquerque, NM	WJFX/Ft. Wayne, IN	KDON/Monterey-Salinas, CA	KBMB/Sacramento, CA
KOBT/Austin, TX	KBOS/Fresno, CA	WOHT/New York, NY	KSBM/Sacramento, CA
KISV/Bakersfield, CA	KSEQ/Fresno, CA	WNVZ/Norfolk, VA	KTFM/San Antonio, TX
WBHJ/Birmingham, AL	KIKI/Honolulu, HI	KOCH/Omaha, NE	XHTZ/San Diego, CA
WJMN/Boston, MA	KBXX/Houston-Galveston, TX	WPYO/Orlando, FL	KMEL/San Francisco, CA
WBBM/Chicago, IL	KLUC/Las Vegas, NV	KCAQ/Oxnard-Ventura, CA	KYLD/San Francisco, CA
KZFM/Corpus Christi, TX	KPWR/Los Angeles, CA	KKFR/Phoenix, AZ	KUBE/Seattle-Tacoma, WA
KRBV/Dallas-Ft Worth, TX	KXHT/Memphis, TN	KXJM/Portland, OR	WLLD/Tampa, FL
KPRR/El Paso, TX	WPOW/Miami, FL	WWKX/Providence, RI	KOHT/Tucson, AZ
			WPGC/Washington, DC

**ARTIST**  
**BREAK DOWN**

**SNOOP/EASTSIDAZ** Track: "GOT BEEF"  
 Label: DOGHOUSE/TVT



Why is it when I hear this song, I get a strong urge to Crip walk? I don't know how, but I want to anyway. The D-O double G is back with a tight posse representing the east side. The Eastsidaz are an all-star group consisting of Snoop, Goldie Loc, and Loc's longtime collaborating partner, Tray Dee. Their clique is tight, and they let you know up front in the single "Got Beef." "If you got beef with DPG/Holla at me, the D-O-G" warns Snoop.

● Snoop was introduced to the hip-hop community on Dr. Dre's *The Chronic*, which helped to make Snoop a rap superstar. He defined what was fiction and what was reality, and together both Dre and Snoop helped to make gangsta rap global. Once the buzz about Snoop was out there, fans couldn't wait for his next release. His first solo project, *Doggystyle*, earned multiplatinum status and contained the top 10 singles "What's My Name?" and "Gin & Juice." His latest project with Tha Eastsidaz has already begun to make waves. "Got Beef" is a great record to play, especially during your mix shows. If you're not on it, get on it. ● In between putting in many hours in the studio to record more hits and touring across the country, Snoop spends his Saturday afternoons on the air at KPWR (Power 106)/L.A. From 4-6 pm Snoop is heard in the homes and cars of every hip-hop fanatic within range of the "Dogg airwaves." This Saturday, while I tune in to Power 106 to listen to *The Snoop Dogg Show*, I'll be sipping my gin and juice and practicing my Crip walk. Got beef?

— Renee Bell  
 CHR Asst. Editor

**INDUSTRY PROFILE**

Essential Performance  
 Chris Roker

I was the National Promotion Director for NAC and Urban radio at Sin-Drome Records, home of smooth jazz artist Bobby Caldwell, who was influential in the evolution of the rap genre. In 1997 I founded a marketing, promotion, management and consulting company called Essential Performance, a company that's totally diverse in its clientele. I work closely with Rawkus Records, who were instrumental in breaking Mos Def and Pharoahe Monch. I am also the West Coast consultant for Shot Callas Entertainment, a music, marketing and management company that manages artists like Sporty Thieves, Brand Nubians and David Miller. I will continue to consult JWP/USA Records. In addition, I am VP/Promotions at Down Low Music.

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## Most Played Recurrents

SANTANA F/PRODUCT G&B Maria Maria (Arista)
SONIQUE It Feels So Good (Republic/Universal)
JUVENILE Back That Thang Up (Cash Money/Universal)
MONTELL JORDAN Get It On...Tonight (Def Sou/IDJMG)
MISSY "MISDEMEANOR" ELLIOTT Hot Boyz (EastWest/EEG)
BLAQUE Bring It All To Me (Track Masters/Columbia)
CHRISTINA AGUILERA What A Girl Wants (RCA)
702 Where My Girls At? (Motown/Universal)
OL' DIRTY BASTARD Got Your Money (Elektra/EEG)
112 Anywhere (Bad Boy/Arista)
BLAQUE 808 (Track Masters/Columbia)
BRIAN MCKNIGHT Back At One (Motown/Universal)
TLC No Scrubs (LaFace/Arista)
CHRISTINA AGUILERA Genie In A Bottle (RCA)
JAY-Z F/AMIL AND JA Can I Get A... (Def Jam/IDJMG)
MARIAH CAREY Heartbreaker (Columbia)
PUFF DADDY F/R. KELLY Satisfy You (Bad Boy/Arista)
MARC ANTHONY I Need To Know (Columbia)
LIL' TROY Wanna Be A Baller (Short Stop/Republic/Universal)
DESTINY'S CHILD Bills, Bills, Bills (Columbia)

## CHR/RHYTHMIC Going For Adds 1600

AALIYAH f/DMX Come Back In One Piece (BlackGround)
MARY J. BLIGE Your Child (MCA)
CANIBUS Mic-Nificent (Universal)
CHICANE f/BRYAN ADAMS Don't Give Up (Xtravaganza/C2)
LIL' WAYNE Respect Us (Cash Money/Universal)
LOX Recognize (Ruff Ryders/Interscope)
PINK Most Girls (LaFace/Arista)
KELLY PRICE As We Lay (Def Sou/IDJMG)
R. KELLY Bad Man (LaFace/Arista)
RUFF ENDZ No More (Epic)
TAKE 5 Shake It Off (Elektra/EEG)

## TOP 101-200 CHR/RHYTHMIC POWER GOLD

101 MISSY ELLIOTT Sockit2me	151 CHERYL LYNN Got To Be Real
102 TAG TEAM Whoomp! (There It Is)	152 REAL MCCOY Another Night
103 GEORGE CLINTON Atomic Dog	153 ROBIN S Show Me Love
104 BEASTIE BOYS Brass Monkey	154 TLC Red Light Special
105 SLICK RICK Children's Story	155 SNOOP DOGGY OOG Ain't No Fun
106 COOLIO I/L.V. Gangsta's Paradise	156 PRINCE Kiss
107 2 PAC Dear Mama	157 'N SYNC I Want You Back
108 SHAGGY Boombastic	158 TONI BRAXTON You're Makin' Me High
109 WYCLEF JEAN We Trying To Stay Alive	159 TOTAL f/NOTORIOUS B.I.G. Can't You See
110 2 PAC Keep Ya Head Up	160 SELENA I Could Fall In Love
111 NU FLAVOR Heaven	161 QUEEN PEN Party Ain't A Party
112 EN VOGUE My Lovin' (You're Never Gonna...)	162 TONY! TONII TONE! Feels Good
113 AALIYAH If Your Girl Only Knew	163 SHAJ If I Ever Fall I Love
114 AALIYAH One In A Million	164 SHANNON Let The Music Play
115 MC LYTE Cold Rock A Party	165 TONI BRAXTON Un-Break My Heart
116 JANET JACKSON I Get Lonely	166 ERIC SERMON & FRIENDS Rapper's Delight
117 LIL' KIM Crush On U	167 LL COOL J Around The Way Girl
118 JUNIOR M.A.F.I.A. Get Money	168 MASE Lookin' At Me
119 H-TOWN Knockin' Da Boots	169 ADINA HOWARD Freak Like Me
120 UNCLE SAM I Don't Ever Want To See You...	170 EN VOGUE Hold On
121 KEITH SWEAT I Want Her	171 R. KELLY Your Body's Callin'
122 MARIAH CAREY Honey	172 HEATWAVE Always And Forever
123 ROBYN Show Me Love	173 MARVIN GAYE Let's Get It On
124 BOYZ II MEN End Of The Road	174 ICE CUBE It Was A Good Day
125 SELENA Dreaming Of You	175 ANGELINA Release Me
126 LL COOL J I Need Love	176 JAY-Z/FOXY BROWN Ain't No N****
127 ZAPP More Bounce To The Ounce	177 RICK JAMES Super Freak
128 MARVIN GAYE Sexual Healing	178 DEBBIE DEB Lookout Weekend
129 SWV Right Here	179 MARY J. BLIGE Not Gon' Cry
130 SUGARHILL GANG Rapper's Delight	180 GAP BAND You Dropped A Bomb On Me
131 TOM TOM CLUB Genius Of Love	181 BRANDY Baby
132 69 BOYZ Tootsee Roll	182 LIL SUZY Take Me In Your Arms
133 JOCELI Come & Talk To Me	183 SUBLIME Santeria
134 WYCLEF JEAN Gone Till November	184 MC SHY D Shake It
135 BACKSTREET BOYS As Long As You Love	185 JANET JACKSON Go Deep
136 DIGITAL UNDERGROUND Freaks Of The Industry	186 FUGEES Fu-Gee-La
137 NOTORIOUS B.I.G. Juicy	187 ONE WAY Cutie Pie
138 SNOOP DOGGY DOG What's My Name?	188 2 LIVE CREW Me So Horny
139 LUKE Scarred	189 INI KAMOZE Here Come The Hotstepper
140 RDB BASE & D.J. EZ ROCK Joy And Pain	190 TONY RICH PROJECT Nobody Knows
141 YOUNG MC Bust A Move	191 SALT-N-PEPA Let's Talk About Sex
142 STEVIE B Spring Love (Come Back To Me)	192 BACKSTREET BOYS Everybody (Backstreet's Back)
143 SOUL II SOUL Back To Life	193 JOCELYN ENRIQUEZ A Little Bit Of Ecstasy
144 MONICA For You I Will	194 MARY J. BLIGE Everything
145 BOYZ II MEN I'll Make Love To You	195 ZAPP Computer Love
146 TONY! TONII TONE! Let's Get Down	196 KEITH SWEAT I'll Give All My Love To You
147 COMMODORES Brick House	197 CECE PENSTON Finally
148 SALT-N-PEPA Whatta Man	198 SWV I'm So Into You
149 S.D.S. BAND Take Your Time (Do It Right)	199 CHUBB ROCK Treat 'Em Right
150 RICKY MARTIN Maria	200 RICK JAMES Give It To Me Baby



Monitored airplay data supplied by Medlabase Research, a division of Premiere Radio Networks. Top 200 Power Gold is based on monitored airplay data taken from April, 1999 through March, 2000. Songs 1-100 appeared in the April 7, 2000 issue of R&R. © 2000, R&R Inc.

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**WALT LOVE**  
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# Nashville Is Urban Country!

■ **WQKQ-FM bolsters its lead in the Music City**

**T**he country music capital of the world serves as the background for this week's column. Why? Because WQKQ-FM (92Q)/Nashville is rollin' musically, promotionally and in every other way you can imagine.

Several years ago I pointed out the success of Urban 'QKQ, and most in our industry cried, "Oh, it's just a fluke book." Now, after consistently successful ratings periods for 92Q over the past couple of years, the "fluke book" comments have died down at last.

Let's take a look at some of the station's wonderful winter numbers in all the major demographics. In persons 12+ WQKQ retained the market crown by soaring 8.4-9.7. Among persons 18-34, WQKQ rose a full point, 12.2-13.2. WQKQ also is up among persons 25-54, jumping from 6.5 (fifth place) to 8.0 (second-place tie). PD/afternoon driver **Terry Foxx** says the station is ranked No. 1 in TSL among 25-54s at 10 hours, 30 minutes. He adds that the station's target demo is 18-34, while 25-54 is secondary. WQKQ also is looking to garner some 18-49 listening.

The Dickey Brothers property has really come into its own under VP/GM Michael Dickey, OM Jim Kennedy and Foxx. I recently visited the physical plant and had the opportunity to interact with the management, airstaff and office personnel, and they were firing on all 12 cylin-



**Terry Foxx**

ders, working toward a common goal.

### Back In The Saddle

Foxx has had an illustrious career as an air personality in both the Urban and CHR radio arenas. In Urban, Foxx did an airshift in Dallas at KKDA-FM (K104). Then he moved to CHR, where he spent two years in late-nights at WPLJ/New York in the early '90s and 6 1/2 years in afternoon drive at WBBM-FM (B96)/Chicago.

An 18-year industry veteran, Foxx has been in his current position for the past eight months. (He's also PD of co-owned Urban Oldies WNPL.) Kennedy had 92Q on track, and now Foxx is putting it on the map as a consistent competitor in the market. WQKQ isn't seen as that "jittle R&B station" anymore.

What was it like for Foxx to return to Urban radio as a PD and to have his radio station perform as he wants it to in a short period of time? "I'll be honest with you," he says. "I don't think you are ever truly prepared for going from being a jock on the air to programming. I've always kept up with the music and trends, whether they be urban or pop, but

I've always felt I would have a good feel for leading a team of air personalities when the opportunity presented itself.

"It feels great doing Urban radio again. I'm a great believer in the fundamentals of radio: I don't believe they change. If you do good radio, no matter the format, eventually you're going to get positive results. It's really a dream come true for the station and the staff to perform so quickly."

WQKQ staged a major promotion for the winter 2000 book. "I'm a big fan of these game shows on TV, and

**"If you do good radio, no matter the format, eventually you're going to get positive results. It's really a dream come true for the station and the staff to perform so quickly."**

one of my favorites is *Who Wants to Be a Millionaire*," Foxx says. "While watching it one night, I thought, 'This would be a great radio promotion for us to do on the air.' So we started doing 'Were You Born to Be a Millionaire?' It's really gotten the entire city excited, because we're giving one lucky listener the opportunity to win a million bucks. It's quite simple: It's all based on the last four digits of your Social Security number. The implementation of this contest on the air has become the true buzz of Nashville."

### Learning From The Pros

Foxx admits that he's had help on his path toward success. "I've been very fortunate during my career to work with some of the best professionals in our industry, and I was able to watch them and learn from them," he says. "I've watched people like [veteran broadcasters] Michael Spears and Brian White do it right, and I've watched a number of others do it wrong."

"When you're a jock wanting to learn about programming, you have to



**THANKFUL**

That could describe the sentiments of WQKQ-FM (92Q) staffers when C2/Columbia recording artist Mary Mary came by the station for a visit. Taking advantage of a photo opportunity are (l-r) 92Q nighttimer Derek Mason, the singing sisters known as Mary Mary and 92Q PD Terry Foxx and middayer Yolanda Neely.

think about how and what you want to do when you finally get your shot to program. Learning from these people in earlier years has helped me to know how to do things right. I've learned a lot, and now it's paying off."

One of the main things Foxx has learned is to respect his staff. "I really believe in the old fundamentals: When you have a staff, you treat them with respect. You do regular aircheck critiques, which are vital for the radio station's and the air talents' continued growth. More importantly, you have to lead by example. Your staff has to believe in you as a leader, and when you go in there to do an airshift, you do what they do: you listen.

"I've always wanted to thank my airstaff by name. They helped us get these numbers. Middayer Yolanda Neely does a great job, and nighttimer Derrick Mason, whom I found in Ft. Wayne, IN, has some of the best ears for music. And I really want to thank the rest of our support staff; they really work hard."

### A True Team Effort

"I'm very fortunate to have an OM like Jim Kennedy, because he respects what I've done over the years as a jock and respects the fact that I have a good knowledge of the music and the format," Foxx continues. "He

gives me the room to breathe, grow and implement some of my own ideas. All that helps me get the job done properly.

"GM Michael Dickey has certainly been right there in giving me assistance every step of the way. I had always kept in touch with Lew Dickey, the President of our company, and then I got to know his brothers, John and Michael.

"One of the advantages here is being able to have a person on-site like Michael Dickey, who's in charge and part of the ownership team. Having an owner in the building is a blessing, because if you ever need to get something accomplished that requires a command decision, you can get an answer and results quickly. You don't have to go through the corporate chain to get something approved. I'm thankful the Dickey's and Jim Kennedy gave me this opportunity to program for them.

"This is truly a team effort here. You can't have a successful radio station without everybody coming to the plate as a team member. You can't win without a team effort and organizational harmony. It's nice to know that when people ask what the No. 1 radio station is in Nashville, the answer is, 'It's not a Country radio station, it's an Urban radio station.'"

## URBAN FACT



**The average radio listening time for African Americans is 25 hours per week.**

source: Arbitron Fall 1998 National Database.

Establish your brand in the African American community using local Urban Radio.

Contact  
**BRIAN KNOX**, VP/Managing Director  
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**A LITTLE 'RUFF' AROUND THE EDGES**

Epic recording artists Ruff Endz paid the R&R crew a visit while on trade runs. Before the guys could leave, they posed for a snapshot with the Urban and CHR departments. Pictured with Ruff Endz are (l-r) Urban Editor Walt "Baby" Love, Asst. Urban Editor Tanya O'Quinn, Asst. CHR Editor Renee Bell, Epic's Maurice Warfield and Info Services Rep Gloria Guzman.



# Bone thugs-n-harmony

Another Hot Single Off The Platinum Album  
BTNHIRESURRECTION

Can't Give It Up

GOING FOR ADDS JUNE 12th & 13th

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COUNTRY  
MUSIC  
OF  
TENNESSEE  
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OF  
THE  
SOUTHWEST  
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MOUNTAIN  
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SOUTHEAST  
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SOUTHERN  
STATES  
OF  
THE  
UNITED  
STATES  
OF  
AMERICA



# RECOGNIZE

1

DUFF  
DYERS

June 2, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (x100)	WEEKS ON CHART	TOTAL STATIONS/ADDS
2	1	JAGGED EDGE Let's Get Married (So So Def/Columbia)	3292	+258	420376	8	82/0
1	2	CARL THOMAS I Wish (Bad Boy/Arista)	3109	-171	412186	11	80/0
4	3	DONELL JONES Where I Wanna Be (Untouchables/LaFace/Arista)	2968	+51	403743	12	81/0
5	4	AVANT Separated (MCA)	2840	+168	352379	10	80/0
3	5	AALIYAH Try Again (BlackGround)	2656	-329	359935	12	80/0
7	6	JAY-Z Big Pimpin' (Roc-A-Fella/IDJMG)	2306	+42	275377	8	75/0
10	7	LUCY PEARL Dance Tonight (Overbrook/Pookie/Beyond)	2211	+224	255747	7	73/2
6	8	MYA F/JADAKISS Best Of Me (University/Interscope)	2205	-214	252100	8	73/0
9	9	504 BOYZ Wobble, Wobble (No Limit/Priority)	2060	+18	224532	9	70/0
18	10	NEXT Wifey (Arista)	1952	+424	257751	4	79/2
8	11	TONI BRAXTON He Wasn't Man Enough (LaFace/Arista)	1931	-307	254065	13	76/0
12	12	MARY MARY Shackles (Praise You) (C2/Columbia)	1793	-27	170296	12	70/0
15	13	TRICK DADDY Shut Up (Slip 'N Slide/Atlantic)	1722	+61	162114	9	71/1
17	14	D'ANGELO Send It On (Cheeba Sound/Virgin)	1642	+113	160514	5	78/0
19	15	WHITNEY HOUSTON & DEBORAH COX Same Script... (Arista)	1621	+191	209603	4	76/1
13	16	JOE I Wanna Know (Jive)	1620	-112	262862	22	67/0
20	17	EMINEM The Real Slim Shady (Aftermath/Interscope)	1600	+185	197959	4	73/1
11	18	DMX Party Up (Up In Here) (Ruff Ryders/IDJMG)	1594	-263	231651	15	68/0
21	19	IDEAL Whatever (Noontime/Virgin)	1552	+189	169367	3	75/0
16	20	BIG PUNISHER It's So Hard (Loud)	1511	-34	185975	8	57/0
23	21	DA BRAT What'chu Like (So So Def/Columbia)	1489	+165	166498	4	78/2
14	22	SISQO Thong Song (Dragon/Def Soul/IDJMG)	1415	-297	205370	20	69/0
22	23	BIG TYMERS Get Your Roll On (Cash Money/Universal)	1367	+16	164526	6	60/2
28	24	NELLY Country Grammar (Hot Sh*t) (Universal)	1276	+133	127875	8	53/5
Breaker	25	SAMMIE Crazy Things I Do (Freeworld/Capitol)	1098	+208	88479	3	64/5
Breaker	26	SOMETHIN' FOR THE PEOPLE Bitch! With No Man (Warner Bros.)	1092	+112	61091	5	57/0
27	27	AALIYAH I Don't Wanna (BlackGround/Priority)	1075	-110	186042	19	36/0
Breaker	28	JOE Treat Her Like A Lady (Jive)	1055	+441	126056	2	76/4
Breaker	29	KELIS Get Along With You (Virgin)	1023	+88	68535	6	57/0
24	30	NAS F/GINUWINE You Owe Me (Columbia)	974	-326	169207	16	57/0
34	31	BUSTA RHYMES Get Out (Violator/Flipmode/Elektra/EEG)	965	+19	97509	3	74/0
31	32	MARIAH CAREY Crybaby (Columbia)	920	-104	53624	5	63/0
39	33	SAM SALTER Once My Sh** (LaFace/Arista)	908	+114	65992	5	52/0
43	34	METHRONE Loving Each Other 4 Life (Clatown/Capitol)	900	+134	108778	4	46/5
26	35	KEVON EDMONDS No Love (I'm Not Used To) (RCA)	898	-291	97357	16	55/0
48	36	DR. DRE The Next Episode (Death Row/Interscope)	896	+241	111609	2	63/7
25	37	MARY J. BLIGE Give Me You (MCA)	871	-395	104040	13	63/0
29	38	BLACK ROB Whoa! (Bad Boy/Arista)	859	-220	131964	17	55/0
36	39	SANTANA F/PRODUCT G&B Maria Maria (Arista)	834	-76	173448	9	19/0
38	40	TEMPTATIONS I'm Here (Motown)	804	+1	71546	6	45/0
42	41	MIRACLE Bounce (Universal)	795	+28	75542	5	39/0
47	42	BEFORE DARK Monica (RCA)	781	+93	46087	3	44/1
44	43	BRIAN MCKNIGHT 6,8,12 (Motown)	765	+6	69271	3	63/0
Debut	44	SISQO Incomplete (Dragon/Def Soul/IDJMG)	748	+147	142998	1	4/0
49	45	TORREY CARTER F/MISSY ELLIOTT Take That (EastWest/EEG)	746	+129	62823	3	49/2
Debut	46	JUVENILE I Got That Fire (Cash Money/Universal)	737	+174	68173	1	55/1
30	47	J-SHIN Treat U Better (Slip 'N Slide/Atlantic)	712	-320	47500	7	43/0
Debut	48	JERMAINE DUPRI & NAS F/MONICA I've Got To... (So So Def/Columbia)	691	+81	46420	1	59/0
46	49	DA BRAT That's What I'm Looking For (So So Def/Columbia)	627	-65	104854	16	38/0
Debut	50	LIL' MO Ta Da (Gold Mind/EastWest/EEG)	616	+47	45859	1	45/0

## Most Added

ARTIST TITLE LABEL(S)	ADDS
LIL' KIM No Matter What... (Queen Bee/Undeas/Atlantic)	57
DESTINY'S CHILD Jumpin, Jumpin (Columbia)	55
YOLANDA ADAMS Open My Heart (Elektra/EEG)	40
BLACK ROB F/LIL' KIM & G-DEP Espacio (Bad Boy/Arista)	37
DRAMA Double Time (Drama's Cadence) (Atlantic)	27
CALVIN RICHARDSON I'll Take Her (Universal)	12
BEANIE SIGEL F/EVE Remember... (Roc-A-Fella/IDJMG)	9
LIL' WAYNE Respect Us (Cash Money/Universal)	8
DR. DRE The Next Episode (Death Row/Interscope)	7

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JOE Treat Her Like A Lady (Jive)	+441
NEXT Wifey (Arista)	+424
LIL' KIM No Matter What... (Queen Bee/Undeas/Atlantic)	+299
JANET Doesn't Really Matter (Def Soul/IDJMG)	+281
ICE CUBE F/DR. DRE & MC REN Hello (Priority)	+272
JAGGED EDGE Let's Get Married (So So Def/Columbia)	+258
DR. DRE The Next Episode (Death Row/Interscope)	+241
LUCY PEARL Dance Tonight (Overbrook/Pookie/Beyond)	+224
SAMMIE Crazy Things I Do (Freeworld/Capitol)	+208
WHITNEY HOUSTON & DEBORAH COX Same Script... (Arista)	+191

## Breakers

<b>SAMMIE</b>		
<b>Crazy Things I Do (Freeworld/Capitol)</b>		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1098/208	64/5	25
<b>SOMETHIN' FOR THE PEOPLE</b>		
<b>Bitch! With No Man (Warner Bros.)</b>		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1092/112	57/0	26
<b>JOE</b>		
<b>Treat Her Like A Lady (Jive)</b>		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1055/441	76/4	28
<b>KELIS</b>		
<b>Get Along With You (Virgin)</b>		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1023/88	57/0	29

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.

84 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 5/21-Saturday 5/27. 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.

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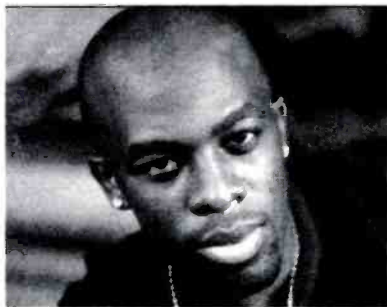
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# ARTIST BREAKDOWN

ARTIST: **JOE**  
ALBUM: **MY NAME IS JOE**  
LABEL: **JIVE**

I'm feelin' this album," I say to Jive West Coast Rep Minus. "Yeah," he replies. "And he's cool too. He don't even act like he's sold all those albums: he's just a regular guy." Minus is referring to the artist who simply goes by one short name, Joe. (But a "regular guy" could not be responsible for the sensual and romantic tunes contained on the CD I've been listening to.) *My Name Is Joe* is filled with tender ballads accentuated by Joe's soft and passionate vocals. His smooth and sincere approach to love is very impressive, not to mention extremely stimulating.

The first single from *My Name Is Joe*, "I Wanna Know," kept the humble crooner on the romantic pedestal where many females had placed him after his debut single a few years back, "All the Things (Your Man Won't Do)." On his second single, "Treat Her Like a Lady," Joe asks, "Tell me when was the last time/You brought her roses home from work/Tell me when was the last time/You rubbed her feet when she said they hurt?" The attentive singer highlights some of the little things one can do to express love toward one's mate. The lyrics of this song should be mailed to your significant other, just as a friendly reminder that relationships don't simply exist.



they have to be *maintained*.

"Cocoa butter skin/I can't wait till I get in your body," exclaims Joe in "Somebody Gotta Be on Top." In his romantically blunt way, Joe invades bedrooms all over the country with this CD. Confronting an unfaithful lover is the scene in "Stutter." It seems dude doesn't need circumstances or witnesses to validate his suspicion: homegirl gives herself away every time she opens her mouth. And after listening to track No. 4, I'm calling information for the number to the restaurant where Joe and his lady have reserved "A Table for Two." After the way Joe describes his maitre d' skills, I don't think I could last past the appetizer. He requests from his companion a chance to "taste her wine" and assures her that there will be "no IOUs" issued. (That's what I'm talkin' about: settling one's tab in any way possible.)

Joe's favorite song, "5 6 3," strokes the singer's own ego, but "Peep Show" offers stroking of a different sort. "Taking you from the bed to the walls to the floor" — those are the points of interest along this erotic journey. And when Joe says, "Break out your birthday suit/I wanna freak you/I like it nasty," I'm like, "OK, but the suit's an extra large." In the heated "So Beautiful," Joe warns, "I'll send shivers down your spine/Girl, this thing will blow your mind."

Not completely made up of sex and sensuality, this CD also has a heartwarming duet with 'N Sync, "I Believe in You," and the grateful "Thank God I Found You" with Mariah Carey and Nas. You can relax to those tunes while smoking your cigarette (or eating a sandwich or whatever activity you engage in after...)

A must-have for the true romantic, *My Name Is Joe* comes on strong with relationship-based episodes of sex, love, romance and more sex. Peace.

— Tanya O'Quinn  
Asst. Urban Editor

# IN MY OPINION

with **Tawala Sharp**

**Eminem**  
**The Marshall Mathers LP**  
(Aftermath/Interscope)

AMD — KKBT/Los Angeles

Those of you with a sick and twisted sense of humor who aren't offended easily and don't take life too seriously, hesitate no longer. Rush out to the closest record store and pick up a copy of Eminem's *The Marshall Mathers LP*. It's maniacally funny lyrical mayhem at its best! This project, while comically evil and dark-minded, maintains a level of hilarity throughout. It's a very brave CD, to say the least, as Eminem in no way, shape or form holds his tongue. Rapping about drug abuse, murder and rape (among other things), he gives his fans an insightful glimpse into his past, thus helping them to understand his poetry. The life he claims is one of physical and verbal abuse at home and on the streets. With hatred for his mother and having been bullied throughout his past, Eminem seems to have led a life of self-loathing and drug dependency, and all of that pain and torment manifests itself in *The Marshall Mathers LP*.

Be brave. Delve into this project with an open mind. Trust me, you won't be disappointed. The production is unbelievable, and no one in the world can deny Eminem's lyrical prowess. As MCs go, he is one of the best around. The album is clever and viciously witty. I, for one, would hate to be on Em's bad side and end up in one of his songs. Enjoy!

# ADVANCE NOTICE

Giving you fair warning: These are the singles that are going for adds on Tuesday '6 5

AALIYAH f/DMX Come Back In One Piece (BlackGround)

MARY J BLIGE Your Child (MCA)

CANIBUS Magnificent (Universal)

R. KELLY Bad Man (Arista)

DAVE KOZ f/ MONTELL JORDAN Careless Whisper (Capitol)

GERALD LEVERT Baby U Are (EastWest/EEG)

LOX Recognize (Ruff Ryders/Interscope)

NATURE Ultimate High (Columbia)

KELLY PRICE As We Lay (Del Soul/IDJMG)

RPM 2000 I Want Your Body (Grand Jury/WB)

RUFF ENDZ No More (Epic)

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The Years  
In Review



**New & Active**

**MARY J. BLIGE** *Your Child (MCA)*  
Total Plays: 573, Total Stations: 37, Adds: 0

**RAH DIGGA** *Break... (Violator/Flipmode/Elektra/EEG)*  
Total Plays: 557, Total Stations: 49, Adds: 1

**ICE CUBE F/DR. DRE & MC REN** *Hello (Priority)*  
Total Plays: 546, Total Stations: 61, Adds: 3

**YOLANDA ADAMS** *Open My Heart (Elektra/EEG)*  
Total Plays: 468, Total Stations: 49, Adds: 40

**LIL' KIM** *No Matter... (Queen Bee/Undeas/Atlantic)*  
Total Plays: 455, Total Stations: 58, Adds: 57

**PARENTAL ADVISORY** *Sundown (DreamWorks)*  
Total Plays: 409, Total Stations: 38, Adds: 0

**SNOOP DOGG P/EASTSIDAZ** *Got Beel (Doghouse/TVT)*  
Total Plays: 371, Total Stations: 27, Adds: 2

**THREE 6 MAFIA** *Sippin'... (Hypnotize Minds/Loud)*  
Total Plays: 371, Total Stations: 24, Adds: 5

**TQ Daily** *(ClockWork/Epic)*  
Total Plays: 363, Total Stations: 37, Adds: 2

**DESTINY'S CHILD** *Jumpin, Jumpin (Columbia)*  
Total Plays: 321, Total Stations: 58, Adds: 55

**BEANIE SIGEL F/EVE** *Remember... (Roc-A-Fella/IDJMG)*  
Total Plays: 305, Total Stations: 41, Adds: 9

**DRAMA** *Double Time (Drama's Cadence) (Atlantic)*  
Total Plays: 255, Total Stations: 29, Adds: 27

**LIL' JON & THE EASTSIDE BOYZ** *I Like... (Independent)*  
Total Plays: 255, Total Stations: 10, Adds: 0

**50 CENT F/DESTINY'S CHILD** *Thug... (Track Masters/Columbia)*  
Total Plays: 251, Total Stations: 37, Adds: 5

**SHANDOZIA** *Damn You (Qwest/WB)*  
Total Plays: 233, Total Stations: 29, Adds: 0

**RA RA** *Throw It Up (MCA)*  
Total Plays: 233, Total Stations: 29, Adds: 0

**NIGHT & DAY** *What The Deal Be? (Baby's...) (Jive)*  
Total Plays: 214, Total Stations: 18, Adds: 0

**LIL' WAYNE** *Respect Us (Cash Money/Universal)*  
Total Plays: 211, Total Stations: 24, Adds: 8

**RASHEEDA** *Do It (Independent)*  
Total Plays: 204, Total Stations: 18, Adds: 0

**CAP1 F/MOKIO** *They Luv Dat (Motown)*  
Total Plays: 185, Total Stations: 23, Adds: 4

**SPEECH** *Real Love (TVT)*  
Total Plays: 160, Total Stations: 14, Adds: 0

**DEF SQUAD F/SLICK RICK...** *Why Not (DreamWorks)*  
Total Plays: 145, Total Stations: 17, Adds: 0

**ANGIE STONE** *Coulda Been You (Arista)*  
Total Plays: 138, Total Stations: 21, Adds: 5

Songs ranked by total plays

**TOP 101-200** **URBAN POWER GOLD**

- 101 **BABYFACE** Whip Appeal
- 102 **AL B. SURE!** Nite & Day
- 103 **SILK** Freak Me
- 104 **2PAC I/DR. DRE** California Love
- 105 **MONICA** For You-F Will
- 106 **ONE WAY** Cutie Pie
- 107 **HEATWAVE** Always And Forever
- 108 **D'ANGELO** Brown Sugar
- 109 **SOUL II SOUL** Back To Life
- 110 **MINT CONDITION** What Kind Of Man Would I Be
- 111 **LUTHER VANDROSS** Never Too Much
- 112 **FAITH EVANS** Soon As I Get Home
- 113 **EMOTIONS** Best Of My Love
- 114 **MARY J. BLIGE** Be Happy
- 115 **MINT CONDITION** Breaking My Heart...
- 116 **MARK MORRISON** Return Of The Mack
- 117 **TLC** Waterfalls
- 118 **ART OF NOISE** Moments In Love
- 119 **TEENA MARIE** Square Biz
- 120 **TONY TERRY** With You
- 121 **MONICA** Before You Walk Out Of My Life
- 122 **ISLEY BROTHERS** For The Love Of You
- 123 **MASTER P** How Ya Do Dat
- 124 **LOX** Money, Power, Respect
- 125 **PRINCE** Adore
- 126 **TONY! TONY! TONE!** Anniversary
- 127 **2PAC** I Ain't Mad At Cha
- 128 **MARY J. BLIGE** Not Gon' Cry
- 129 **SWV** Weak
- 130 **JANET JACKSON** Any Time, Any Place
- 131 **ERYKAH BADU** Outside Of The Game
- 132 **FOXY BROWN** Get Me Home
- 133 **D'ANGELO** Your Precious Love
- 134 **GUY** Let's Chill
- 135 **2PAC** Do For Love
- 136 **JODECI** Stay
- 137 **ROB BASE I/D.J. E-Z ROCK** It Takes Two
- 138 **BEENIE MAN** Who Am I
- 139 **MARY JANE GIRLS** All Night Long
- 140 **XSCAPE** Who Can I Run To
- 141 **GROOVE THEORY** Tell Me
- 142 **TOM BRAXTON** You're Makin' Me High
- 143 **TOM BROWNE** Funkin' For Jamaica
- 144 **PUFF DADDY I/FAITH EVANS & 112** I'll Be...
- 145 **KEITH SWEAT** I Want Her
- 146 **WILL SMITH** Miami
- 147 **AFTER 7** Ready Or Not
- 148 **AARON HALL** I Miss You
- 149 **DMX** Get At Me Dog
- 150 **JOHNNY GILL** My, My, My
- 151 **GAP BAND** Yearning For Your Love
- 152 **GUY** I Like
- 153 **TLC** Baby-Baby-Baby
- 154 **MTUME** Juicy Fruit
- 155 **FAITH EVANS** You Used To Love Me
- 156 **DRU HILL** 5 Steps
- 157 **BOYZ II MEN** A Song For Mama
- 158 **JOE** The Love Scene
- 159 **CRIGG MACK** Flava In Ya Ear
- 160 **LIL' KIM & FRIENDS** Not Tonight
- 161 **LL COOL J** Doin' It
- 162 **SMOKEY ROBINSON** Quiet Storm
- 163 **K.P. & ENVYI** Swing My Way
- 164 **EARTH, WIND & FIRE** Reasons
- 165 **EN VOGUE** Hold On
- 166 **S.O.S. BAND** Take Your Time (Do It Right)
- 167 **DR. DRE** Nuthin' But A 'G' Thang
- 168 **WHISPERS** And The Beat Goes On
- 169 **FUNKADELIC** One Nation Under A Groove
- 170 **CHERYL LYNN** Encore
- 171 **SOMETHIN' FOR THE PEOPLE** My Love Is The...
- 172 **MARY J. BLIGE** You Remind Me
- 173 **CHIC** Good Times
- 174 **MCFADDEN & WHITEHEAD** Ain't No Stoppin'...
- 175 **QUINCY JONES** The Secret Garden
- 176 **KEITH SWEAT** Twisted
- 177 **DOUG E. FRESH** The Show
- 178 **SNOOP DOGGY DOGG** Gin & Juice
- 179 **WILL SMITH** Gettin' Jiggy Wit It
- 180 **AL GREEN** Let's Stay Together
- 181 **MAXWELL** Sumthin' Sumthin'
- 182 **R. KELLY** I Can't Sleep Baby (If I)
- 183 **SWV** Rain
- 184 **ATLANTIC STARR** Secret Lovers
- 185 **PRINCE** I Wanna Be Your Lover
- 186 **ROME** I Belong To You
- 187 **LOOSE ENDS** Hangin' On A String...
- 188 **GQ** Disco Nights
- 189 **JAZZY JEFF & THE FRESH PRINCE** Summertime
- 190 **JODECI** Cry For You
- 191 **MARVIN GAYE** Got To Give It Up
- 192 **R. KELLY** Seems Like You're Ready
- 193 **LORD TARIQ & PETER GUNZ** Deja Vu
- 194 **MISSY ELLIOTT** Sock It 2 Me
- 195 **BABYFACE** Never Keeping Secrets
- 196 **FORCE MD'S** Tender Love
- 197 **TOTAL** Kissin' You
- 198 **MAKAVELI** Hail Mary
- 199 **RICK JAMES** Give It To Me Baby
- 200 **RICK JAMES** Mary Jane



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 200 Power Gold is based on monitored airplay data taken from April, 1999 through March, 2000. Songs 1-100 appeared in the April 7, 2000 issue of R&R. © 2000, R&R Inc..

**Most Played Recurrents**

- DESTINY'S CHILD *Say My Name (Columbia)*
- DONELL JONES *U Know What's Up (Untouchables/LaFace/Arista)*
- JAGGED EDGE *He Can't Love U (So So Def/Columbia)*
- MONTELL JORDAN *Get It On...Tonite (Def Soul/IDJMG)*
- MISSY "MISDEMEANOR" ELLIOTT *Hot Boyz (EastWest/EEG)*
- ANGIE STONE *No More Rain (In This Cloud) (Arista)*
- GERALD LEVERT *Mr. Too Damn Good (EastWest/EEG)*
- SAMMIE *I Like It (Freeworld/Capitol)*
- DR. DRE F/EMINEM *Forgot About Dre (Aftermath/Interscope)*
- LX *Ryde Or Die, Chick (Ruff Ryders/Interscope)*
- DRAMA *Left, Right, Left (Atlantic)*
- HOT BOYS *I Need A Hot Girl (Cash Money/Universal)*
- JUVENILE *Back That Thang Up (Cash Money/Universal)*
- CHICO DEBARGE F/JOE *Listen To Your Man (Motown)*
- EVE *Love Is Blind (Ruff Ryders/Interscope)*
- ERIC BENET *When You Think Of Me (Warner Bros.)*
- GINUWINE, R.L., TYRESE, CASE *The Best Man I Can Be (Columbia)*
- IDEAL *Get Gone (Noontime/Virgin)*
- Q-TIP *Vivrant Thing (Del Jam/IDJMG)*
- BLAQUE *Bring It All To Me (Track Masters/Columbia)*

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MARKET #21 KJLH/333 Amigo (310) 333-5555... KJLH

MARKET #13 WJAZ/Chicago (773) 363-9000... WJAZ

MARKET #11 WNOV/Hirevoice (414) 469-6668... WNOV

MARKET #34 WJXC/Columbia, OH (614) 461-7444... WJXC

MARKET #15 WDAJ/Philadelphia (610) 617-4500... WDAJ

MARKET #17 WDRB/Dallas-Ft. Worth (972) 263-9911... WDRB

MARKET #14 WDMB/Detroit (313) 259-2000... WDMB

MARKET #18 WYPR/Morfolk (757) 486-0009... WYPR

MARKET #35 WYFC/Cincinnati (704) 333-0131... WYFC

MARKET #20 WZZM/Detroit (313) 965-7000... WZZM

MARKET #16 WHUR/Philadelphia, DC (202) 896-3500... WHUR

MARKET #12 WMMJ/Indianapolis, IN (317) 955-9552... WMMJ

MARKET #33 WTLF/Indianapolis (317) 955-9552... WTLF

MARKET #32 WJHM/Orlando (407) 919-1000... WJHM

MARKET #10 WKMG/Houston-Galveston (713) 623-2108... WKMG

MARKET #11 WALR/Atlanta (404) 888-0068... WALR

MARKET #12 WHOT/Miami (305) 444-4404... WHOT

June 2, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	<b>CARL THOMAS</b> I Wish ( <i>Bad Boy/Arista</i> )	1006	-22	146426	12	38/0
2	2	<b>KEVON EDMONDS</b> No Love (I'm Not Used To) ( <i>RCA</i> )	815	-19	110990	15	36/0
3	3	<b>JOE</b> I Wanna Know ( <i>Jive</i> )	733	-21	110340	22	34/0
5	4	<b>TEMPTATIONS</b> I'm Here ( <i>Motown</i> )	692	+47	87140	9	38/1
7	5	<b>WHITNEY HOUSTON &amp; DEBORAH COX</b> Same Script... ( <i>Arista</i> )	632	+67	79303	4	37/1
6	6	<b>DONELL JONES</b> Where I Wanna Be ( <i>Untouchables/LaFace/Arista</i> )	604	+31	81270	9	31/0
4	7	<b>TONI BRAXTON</b> He Wasn't Man Enough ( <i>LaFace/Arista</i> )	603	-93	85254	13	35/0
8	8	<b>PHAT CAT PLAYERS F/COCO BROWN</b> Sundress ( <i>Parlane</i> )	499	-1	52707	13	32/0
11	9	<b>MARY MARY</b> Shackles (Praise You) ( <i>C2/Columbia</i> )	494	+21	90517	10	23/0
10	10	<b>ERIC BENET</b> When You Think Of Me ( <i>Warner Bros.</i> )	481	-4	59640	18	33/1
12	11	<b>YOLANDA ADAMS</b> Open My Heart ( <i>Elektra/EEG</i> )	465	+87	72022	4	33/2
9	12	<b>GERALD LEVERT</b> Mr. Too Damn Good ( <i>EastWest/EEG</i> )	439	-54	58957	19	33/0
Breaker	13	<b>D'ANGELO</b> Send It On ( <i>Cheebea Sound/Virgin</i> )	416	+81	48450	5	32/0
14	14	<b>BRIAN MCKNIGHT</b> 6,8,12 ( <i>Motown</i> )	343	+31	33695	4	30/1
16	15	<b>DAVE KOZ F/MONTELL JORDAN</b> Careless Whisper ( <i>Capitol</i> )	285	-2	22430	6	26/1
21	16	<b>AVANT</b> Separated ( <i>MCA</i> )	272	+48	37884	3	18/3
18	17	<b>MARY J. BLIGE</b> Give Me You ( <i>MCA</i> )	268	-10	32900	12	25/0
20	18	<b>GLENN JONES</b> 24/Seven ( <i>SAR/WB</i> )	253	+14	19439	5	25/0
17	19	<b>D'ANGELO</b> Untitled...(How Does It Feel) ( <i>Cheebea Sound/Virgin</i> )	220	-66	44124	21	27/0
27	20	<b>LUCY PEARL</b> Dance Tonight ( <i>Overbrook/Pookie/Beyond</i> )	220	+55	49058	2	13/0
22	21	<b>DWAYNE WIGGINS</b> Strange Fruit ( <i>Motown</i> )	197	-12	17267	4	20/0
Debut	22	<b>ANGIE STONE</b> Coulda Been You ( <i>Arista</i> )	186	+84	12006	1	17/1
25	23	<b>URBAN KNIGHTS F/HARDEMAN</b> Strung Out ( <i>Narada</i> )	183	+8	15017	2	15/0
Debut	24	<b>JAGGED EDGE</b> Let's Get Married ( <i>So So Def/Columbia</i> )	183	+43	32670	1	12/1
Debut	25	<b>METHRONE</b> Loving Each Other 4 Life ( <i>Clatown/Capitol</i> )	182	+35	10289	1	17/5
-	26	<b>MARY J. BLIGE</b> Your Child ( <i>MCA</i> )	181	+34	32044	3	5/2
23	27	<b>JEFFREY OSBORNE</b> That's For Sure ( <i>Private Music/Windham Hill</i> )	169	-12	22891	19	17/0
28	28	<b>EN VOGUE</b> Riddle ( <i>EastWest/EEG</i> )	169	+7	8574	2	14/0
26	29	<b>SANTANA F/PRODUCT G&amp;B</b> Maria Maria ( <i>Arista</i> )	158	-12	49696	5	4/0
29	30	<b>PHIL PERRY</b> Closer To Heaven ( <i>Peak/Private/Windham Hill</i> )	148	-9	12456	14	13/0

## Most Added

ARTIST TITLE LABEL(S)	ADDS
<b>METHRONE</b> Loving Each Other 4 Life ( <i>Clatown/Capitol</i> )	5
<b>J.T. TAYLOR</b> How ( <i>Taylor Made</i> )	4
<b>AVANT</b> Separated ( <i>MCA</i> )	3
<b>JOE</b> Treat Her Like A Lady ( <i>Jive</i> )	3
<b>YOLANDA ADAMS</b> Open My Heart ( <i>Elektra/EEG</i> )	2
<b>MARY J. BLIGE</b> Your Child ( <i>MCA</i> )	2
<b>CALVIN RICHARDSON</b> I'll Take Her ( <i>Universal</i> )	2
<b>R. KELLY</b> Bad Man ( <i>LaFace/Arista</i> )	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>YOLANDA ADAMS</b> Open My Heart ( <i>Elektra/EEG</i> )	+87
<b>ANGIE STONE</b> Coulda Been You ( <i>Arista</i> )	+84
<b>D'ANGELO</b> Send It On ( <i>Cheebea Sound/Virgin</i> )	+81
<b>WHITNEY HOUSTON &amp; DEBORAH COX</b> Same Script... ( <i>Arista</i> )	+67
<b>LUCY PEARL</b> Dance Tonight ( <i>Overbrook/Pookie/Beyond</i> )	+55
<b>AVANT</b> Separated ( <i>MCA</i> )	+48
<b>TEMPTATIONS</b> I'm Here ( <i>Motown</i> )	+47
<b>JAGGED EDGE</b> Let's Get Married ( <i>So So Def/Columbia</i> )	+43
<b>JANET</b> Doesn't Really Matter ( <i>Def Soul/IDJMG</i> )	+42
<b>J.T. TAYLOR</b> How ( <i>Taylor Made</i> )	+38



38 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 5/21-Saturday 5/27. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 350 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

## New & Active

**SY SMITH** Good N Strong (*Hollywood*)  
Total Plays: 127, Total Stations: 11, Adds: 0

**SPEECH** Real Love (*TVT*)  
Total Plays: 115, Total Stations: 9, Adds: 0

**MINT CONDITION** Is This Pain Our Pleasure (*Elektra/EEG*)  
Total Plays: 114, Total Stations: 10, Adds: 0

**IDEAL** Whatever (*Noontime/Virgin*)  
Total Plays: 109, Total Stations: 6, Adds: 1

**J.T. TAYLOR** How (*Taylor Made*)  
Total Plays: 93, Total Stations: 15, Adds: 4

**MACY GRAY** I Try (*Epic*)  
Total Plays: 83, Total Stations: 7, Adds: 0

**JOE** Treat Her Like A Lady (*Jive*)  
Total Plays: 75, Total Stations: 5, Adds: 3

**BONEY JAMES** I Get Lonely (*Warner Bros.*)  
Total Plays: 59, Total Stations: 8, Adds: 0

Songs ranked by total plays

## Breakers

**D'ANGELO**

Send It On (*Cheebea Sound/Virgin*)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
416/81	32/0	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.

Tracking Trends:  
Single Female

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

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## Most Played Recurrents

<b>KEVON EDMONDS</b> 24/7 (RCA)
<b>ANGIE STONE</b> No More Rain (In This Cloud) (Arista)
<b>DONELL JONES</b> U Know What's Up (Untouchables/LaFace/Arista)
<b>GINUWINE, R.L., TYRESE, CASE</b> The Best Man I Can Be (Columbia)
<b>DAVE HOLLISTER</b> Can't Stay (Def Squad/DreamWorks)
<b>ERIC BENET</b> Spend My Life With You (Warner Bros.)
<b>MAXWELL</b> Fortunata (Rock Land/Interscope/Columbia)
<b>BRIAN MCKNIGHT</b> Back At One (Motown)
<b>MINT CONDITION</b> If You Love Me (Elektra/EEG)
<b>BRIAN MCKNIGHT</b> Stay Or Let It Go (Motown)
<b>AL JARREAU</b> Last Night (GRP/VMG)
<b>WHITNEY HOUSTON</b> I Learned From The Best (Arista)
<b>JESSE POWELL</b> You (Silas/MCA)
<b>BRIAN CULBERTSON FLORI PERRY</b> I'm Gonna Miss You (Atlantic)
<b>TEMPTATIONS</b> Stay (Motown)
<b>TEMPTATIONS</b> This Is My Promise (Motown)
<b>LAURYN HILL</b> Ex-Factor (Ruffhouse/Columbia)
<b>WHITNEY HOUSTON</b> My Love Is Your Love (Arista)
<b>DEBORAH COX</b> We Can't Be Friends (Arista)
<b>KIRK WHALUM</b> All I Do (Warner Bros.)

## URBAN AC

## Going For Adds 6/5/00

**MARY J. BLIGE** Your Child (MCA)  
**ISAAC HAYES** Shaft (LaFace/Arista)  
**GERALD LEVERT** Baby U Are (EastWest/EEG)  
**KELLY PRICE** As We Lay (Def Soul/IDJMG)



LET'S GET MARRIED!

exclaims Asst. Urban Editor Tanya O'Quinn (c) to So So Def/Columbia recording artists Jagged Edge. In an effort to get "the keys to the Range (s)," O'Quinn proposed to all four of the handsome singers during their R&R visit. Apparently none of them spoke English, because no one answered. O'Quinn made a last-ditch effort at matrimonial bliss: "Consigamos casado!" (Spanish); "Se marions!" (French); "Lassen Sie uns heiraten!" (German); "Otteniamo sposato!" (Italian); "Let's go to Vegas!" (Comptonian).

## TOP 101-200

URBAN AC  
POWER GOLD

<b>101 STEVIE WONDER</b> That Girl	<b>151 SHALAMAR</b> This Is For The Lover In You
<b>102 HAROLD MELVIN &amp; THE BLUENOTES</b> Waka Up...	<b>152 LUTHER VANDROSS</b> Don't You Know That
<b>103 BLOODSTONE</b> Natural High	<b>153 CHIC</b> Le Freak
<b>104 SOUL II SOUL</b> Back To Life	<b>154 DEBARGE</b> I Like It
<b>105 MINT CONDITION</b> What Kind Of Man Would I Be	<b>155 EARTH, WIND &amp; FIRE</b> September
<b>106 ISLEY BROTHERS</b> Groove With You	<b>156 NATALIE COLE</b> I've Got Love On My Mind
<b>107 ROSE ROYCE</b> I Wanna Get Next To You	<b>157 FOUR TOPS</b> Ain't No Woman (Like The One I Got)
<b>108 R. FLACK &amp; D. HATHAWAY</b> The Closer I Get...	<b>158 MICHAEL JACKSON</b> Rock With You
<b>109 S.O.S. BAND</b> Tell Me If You Still Care	<b>159 WHISPERS</b> Rock Steady
<b>110 STEVIE WONDER</b> Ribbon In The Sky	<b>160 ANITA WARD</b> Ring My Bell
<b>111 JOHNNY GILL</b> My, My, My	<b>161 SPINNERS</b> Could It Be I'm Falling I'm Love
<b>112 EARTH, WIND &amp; FIRE</b> Can't Hide Love	<b>162 RICK JAMES</b> Super Freak
<b>113 PATTI LABELLE</b> Love & Need & Want You Baby	<b>163 ARETHA FRANKLIN</b> Respect
<b>114 O'JAYS</b> Forever Mine	<b>164 MARY JANE GIRLS</b> All Night Long
<b>115 TEENA MARIE</b> Square Biz	<b>165 ROSE ROYCE</b> Car Wash
<b>116 TEDDY PENDERGRASS</b> When Somebody Loves...	<b>166 ANITA BAKER</b> No One In The World
<b>117 LOOSE ENDS</b> Hangin' On A String (Contemplating)	<b>167 BARRY WHITE</b> Playing Your Games, Baby
<b>118 STYLISTICS</b> You Are Everything	<b>168 NEW BIRTH</b> Wildflower
<b>119 LEVERT</b> Casanova	<b>169 USHER</b> You Make Me Wanna...
<b>120 ATLANTIC STARR</b> Secret Lovers	<b>170 STEPHANIE MILLS</b> Never Knew Love Like This...
<b>121 AL B. SURE!</b> Nite & Day	<b>171 O'JAYS</b> Love Train
<b>122 MIDNIGHT STAR</b> Slow Jam	<b>172 H. MELVIN &amp; THE BLUENOTES</b> Hope That We...
<b>123 ISLEY/JASPER/ISLEY</b> Caravan Of Love	<b>173 MAZE</b> Can't Get Over You
<b>124 CHERRELLE/ALEXANDER O'NEAL</b> Saturday Love	<b>174 STEPHANIE MILLS</b> I Feel Good All Over
<b>125 NORMAN CONNORS</b> You Are My Starship	<b>175 ZAPP</b> Computer Love
<b>126 ISLEY BROTHERS</b> That Lady (Pt. 1)	<b>176 PATTI LABELLE</b> Right Kind Of Lover
<b>127 MTUME</b> Juicy Fruit	<b>177 LUTHER VANDROSS</b> Here And Now
<b>128 WHITNEY HOUSTON</b> You Give Good Love	<b>178 GLENN JONES</b> We've Only Just Begun...
<b>129 BARRY WHITE</b> I'm Gonna Love You...	<b>179 MANHATTANS</b> Shining Star
<b>130 BARRY WHITE</b> I Got So Much To Give	<b>180 REGINA BELLE</b> Baby Comè To Me
<b>131 BARRY WHITE</b> Practice What You Preach	<b>181 LUTHER VANDROSS</b> Superstar/Until You...
<b>132 RICK JAMES</b> You And I	<b>182 BILLY PAUL</b> Me And Mrs. Jones
<b>133 RUFUS</b> Tell Me Something Good	<b>183 HEATWAVE</b> The Groove Line
<b>134 BABYFACE</b> Never Keeping Secrets	<b>184 KOOL &amp; THE GANG</b> Ladies Night
<b>135 CAMEO</b> Sparkle	<b>185 PEABO BRYSON</b> Feel The Fire
<b>136 BROTHERS JOHNSON</b> Strawberry Letter 23	<b>186 ROSE ROYCE</b> Wishing On A Star
<b>137 EVELYN KING</b> I'm In Love	<b>187 SADE</b> The Sweetest Taboo
<b>138 KEITH SWEAT</b> I Want Her	<b>188 BROTHERS JOHNSON</b> I'll Be Good To You
<b>139 STAPLE SINGERS</b> Let's Do It Again	<b>189 EARTH, WIND &amp; FIRE</b> After The Love Has Gone
<b>140 RICK JAMES</b> Give It To Me Baby	<b>190 COMMODORES</b> Just To Be Close To You
<b>141 PEABO BRYSON</b> I'm So Into You	<b>191 FLOATERS</b> Float On
<b>142 MARVIN GAYE</b> Inner City Blues (Make...)	<b>192 PATTI LABELLE &amp; MICHAEL McDONALD</b> On My...
<b>143 GREGORY ABBOTT</b> Shake You Down	<b>193 LUTHER VANDROSS</b> So Amazing
<b>144 EVELYN KING</b> Love Come Down	<b>194 ONE WAY</b> Cutie Pie
<b>145 L. VANDROSS / CHERYLL LYNN</b> If This World...	<b>195 ANITA BAKER</b> Same Ole Love (365 Days...)
<b>146 EARTH, WIND &amp; FIRE</b> Love's Holiday	<b>196 O'JAYS</b> Backstabbers
<b>147 TONI BRAXTON</b> I Love Me Some Him	<b>197 SPINNERS</b> Mighty Love
<b>148 CHI-LITES</b> Have You Seen Her	<b>198 KOOL &amp; THE GANG</b> Summer Madness
<b>149 ANITA BAKER</b> You Bring Me Joy	<b>199 RENE &amp; ANGELA</b> Your Smile
<b>150 DENICÉ WILLIAMS</b> Free	<b>200 H. MELVIN &amp; THE BLUENOTES</b> If You Don't...



Monitored airplay data supplied by Mediatrace Research, a division of Premiere Radio Networks. Top 200 Power Gold is based on monitored airplay data taken from April, 1999 through March, 2000. Songs 1-100 appeared in the April 7, 2000 issue of R&R. © 2000, R&R Inc.

# Country Reporters

## Stations and their adds listed alphabetically by market

<p><b>WKYC/Akron, OH *</b> PD: Bob Smith AP/MD: Scott Stewart 1 ERIC HEATHLEY "Flowers" 1 LONESTAR "Now"</p>	<p><b>WZZM/Birmingham, AL *</b> PD: Jim Jones AP/MD: Scott Stewart 2 REBA MCINTIRE "It"</p>	<p><b>KFLX/Dallas-Ft. Worth, TX *</b> PD: Steve Pappas AP/MD: Brock Pierce MD: Duely Allen No Adds</p>	<p><b>KIKS/Fresno, CA *</b> PD: Ron Brown MD: Jason Hunt 4 BILLY GILMAN "Voice" 2 MARTINA MCBRIDE "There" 2 TAMMY COCHRAN "It" 1 MONTGOMERY GENTRY "Shit"</p>	<p><b>WRSS/Jackson, MS *</b> PD: Rick Adams MD: Jim Jones 1 JO DEE MESSINA "Way" 1 GARY ALAN "Love" 1 TOBY KEITH "Country"</p>	<p><b>KZLA/Las Vegas, NV *</b> MD: R.L. Curtis 1 GARY ALAN "Love" 1 VANCE GILL "Teas"</p>	<p><b>WYNY/New York, NY *</b> PD: David Smith MD: Paul Marzulli 2 TRACY LAWRENCE "Lonely" 1 WARREN BROTHERS "Best" 1 GARY ALAN "Love"</p>	<p><b>KWJL/Portland, OR *</b> PD: Mike Stangor MD: John Montgomery No Adds</p>	<p><b>KJIA/San Antonio, TX *</b> MD: Jim Jones AP/MD: Scott Stewart MD: Jason Hunt 2 JO DEE MESSINA "Way"</p>	<p><b>WTHV/Terre Haute, IN</b> MD: Barry Hunt AP/MD: Scott Stewart 1 AARON TIPPIN "This" 1 GEORGE JONES "Smiles"</p>
<p><b>WDAW/Albany, NY *</b> PD: Bob Smith MD: Jason Hunt 1 MARTINA MCBRIDE "There"</p>	<p><b>KZZN/Baton Rouge, LA *</b> PD: Bob Smith AP/MD: Scott Stewart MD: Jason Hunt 12 MARTINA MCBRIDE "There" 1 VANCE GILL "Teas" 1 TAMMY COCHRAN "It" 1 TOBY KEITH "Country"</p>	<p><b>KJCS/Dallas-Ft. Worth, TX *</b> PD: Steve Pappas AP/MD: Brock Pierce MD: Duely Allen No Adds</p>	<p><b>WJCT/Grand Rapids, MI *</b> PD: Paul Marzulli AP/MD: Scott Stewart MD: Jason Hunt 1 VANCE GILL "Teas" 1 MARTINA MCBRIDE "There" 1 MONTGOMERY GENTRY "Shit" 1 WARREN BROTHERS "Best"</p>	<p><b>WJAX/Jacksonville, FL *</b> PD: Paul Marzulli AP/MD: Scott Stewart MD: Jason Hunt 1 VANCE GILL "Teas" 1 MARTINA MCBRIDE "There" 1 MONTGOMERY GENTRY "Shit"</p>	<p><b>KLLA/Lubbock, TX *</b> PD: Paul Marzulli AP/MD: Scott Stewart MD: Jason Hunt 14 GARTH BROOKS "When" 14 TRACY LAWRENCE "Lonely" 1 TOBY KEITH "Country"</p>	<p><b>WYNY/New York, NY *</b> PD: David Smith MD: Paul Marzulli 2 TRACY LAWRENCE "Lonely" 1 WARREN BROTHERS "Best" 1 GARY ALAN "Love"</p>	<p><b>WJCL/Portland, OR *</b> PD: Mike Stangor MD: John Montgomery No Adds</p>	<p><b>KCTY/San Antonio, TX *</b> PD: Steve Pappas AP/MD: Brock Pierce MD: Duely Allen 4 REBA MCINTIRE "It" 3 TOBY KEITH "Country"</p>	<p><b>WWSW/Wagoner, KS</b> MD: Barry Hunt AP/MD: Scott Stewart MD: Jason Hunt 1 BILLY GILMAN "Voice"</p>
<p><b>WYMA/Albuquerque, NM *</b> PD: Bob Smith MD: Jason Hunt 1 GARY ALAN "Love" 1 DARRYL WORLEY "When"</p>	<p><b>WOLB/Boston, MA *</b> PD: Jim Jones AP/MD: Scott Stewart MD: Jason Hunt No Adds</p>	<p><b>WYDF/Dallas-Ft. Worth, TX *</b> PD: Steve Pappas AP/MD: Brock Pierce MD: Duely Allen No Adds</p>	<p><b>WJHL/Greensboro, NC *</b> PD: Paul Marzulli AP/MD: Scott Stewart MD: Jason Hunt 1 VANCE GILL "Teas" 1 MARTINA MCBRIDE "There" 1 MONTGOMERY GENTRY "Shit"</p>	<p><b>WJAX/Jacksonville, FL *</b> PD: Paul Marzulli AP/MD: Scott Stewart MD: Jason Hunt 1 VANCE GILL "Teas" 1 MARTINA MCBRIDE "There" 1 MONTGOMERY GENTRY "Shit"</p>	<p><b>KLLA/Lubbock, TX *</b> PD: Paul Marzulli AP/MD: Scott Stewart MD: Jason Hunt 14 GARTH BROOKS "When" 14 TRACY LAWRENCE "Lonely" 1 TOBY KEITH "Country"</p>	<p><b>WYNY/New York, NY *</b> PD: David Smith MD: Paul Marzulli 2 TRACY LAWRENCE "Lonely" 1 WARREN BROTHERS "Best" 1 GARY ALAN "Love"</p>	<p><b>WJCL/Portland, OR *</b> PD: Mike Stangor MD: John Montgomery No Adds</p>	<p><b>KCTY/San Antonio, TX *</b> PD: Steve Pappas AP/MD: Brock Pierce MD: Duely Allen 4 REBA MCINTIRE "It" 3 TOBY KEITH "Country"</p>	<p><b>KMIA/Tucson, AZ *</b> PD: Paul Marzulli AP/MD: Scott Stewart MD: Jason Hunt No Adds</p>
<p><b>WYMA/Albuquerque, NM *</b> PD: Bob Smith MD: Jason Hunt 1 GARY ALAN "Love" 1 DARRYL WORLEY "When"</p>	<p><b>WOLB/Boston, MA *</b> PD: Jim Jones AP/MD: Scott Stewart MD: Jason Hunt No Adds</p>	<p><b>WYDF/Dallas-Ft. Worth, TX *</b> PD: Steve Pappas AP/MD: Brock Pierce MD: Duely Allen No Adds</p>	<p><b>WJHL/Greensboro, NC *</b> PD: Paul Marzulli AP/MD: Scott Stewart MD: Jason Hunt 1 VANCE GILL "Teas" 1 MARTINA MCBRIDE "There" 1 MONTGOMERY GENTRY "Shit"</p>	<p><b>WJAX/Jacksonville, FL *</b> PD: Paul Marzulli AP/MD: Scott Stewart MD: Jason Hunt 1 VANCE GILL "Teas" 1 MARTINA MCBRIDE "There" 1 MONTGOMERY GENTRY "Shit"</p>	<p><b>KLLA/Lubbock, TX *</b> PD: Paul Marzulli AP/MD: Scott Stewart MD: Jason Hunt 14 GARTH BROOKS "When" 14 TRACY LAWRENCE "Lonely" 1 TOBY KEITH "Country"</p>	<p><b>WYNY/New York, NY *</b> PD: David Smith MD: Paul Marzulli 2 TRACY LAWRENCE "Lonely" 1 WARREN BROTHERS "Best" 1 GARY ALAN "Love"</p>	<p><b>WJCL/Portland, OR *</b> PD: Mike Stangor MD: John Montgomery No Adds</p>	<p><b>KCTY/San Antonio, TX *</b> PD: Steve Pappas AP/MD: Brock Pierce MD: Duely Allen 4 REBA MCINTIRE "It" 3 TOBY KEITH "Country"</p>	<p><b>KMIA/Tucson, AZ *</b> PD: Paul Marzulli AP/MD: Scott Stewart MD: Jason Hunt No Adds</p>
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187 Total Reporters  
150 Monitored Reporters  
37 Country Indicator



LON HELTON  
helton@rronline.com

## Are We Narrowcasting To An Audience With Broad Tastes?

□ Rick Torcasso takes programmers to task for musical narrow-mindedness

Is Country radio limiting its potential by stubbornly clinging to outmoded ideas of what songs belong on a Country station? And if so, does this myopic view come at precisely the wrong time, a time when listeners are being exposed to a wider variety of music than ever before?

Those questions arose after I read a *New York Times* article on record sales in the '90s and chatted with consultant/researcher Rick Torcasso later that day. While the two questions are basically unrelated, they did make me think about the variety and diversity available to people in this era of limitless entertainment alternatives. The audience and their "entertainment attitude" may well have changed in recent years. Has Country radio changed to keep up with them? Perhaps more importantly, should it?



Rick Torcasso

### Decade Of Musical Diversity

A recent *New York Times* piece by Eric Weisbard focused on the wide-ranging musical tastes of today's American music consumer. In the article Weisbard examined music-buying habits in the U.S. during the '90s, as measured by SoundScan. For his article, SoundScan provided a list of the 1,000 best-selling albums from May 25, 1991 (SoundScan's inception) until the end of the decade.

Weisbard is fascinated by the public's buying habits. He notes, "This decade wasn't the age of hip-hop, new

country, alternative rock or teen pop. It was the age of everything.... It placed widely welcomed into the big tent former punks, deliberately crude rappers and some of the blandest ballads ever recorded. There was so much music that most of us were too bewildered to remember to feel excited."

In an accompanying list of the 10 top-selling albums of the '90s, Weisbard points out, "No single genre dominated the '90s, a decade of diversity in pop music." The list includes Shania Twain (*Come on Over*, No. 2) and Garth Brooks (*Ropin' the Wind*, No. 9) as well as Metallica (No. 3), Celine Dion (No. 5) and The Backstreet Boys (Nos. 8 and 10).

The list of the 10 best-selling artists of the decade includes three country artists — Brooks (No. 1), George Strait (No. 7) and Reba McEntire (No. 9), plus Mariah Carey (No. 2), The Beatles (No. 5), Kenny G. (No. 6), Pearl Jam (No. 8) and Pink Floyd (No. 10). Now *that's* diversity.

So if people's music-buying habits are wide-ranging, can a case be made that their listening habits and desires are also broad? It is no more reason-

able to assume that our listeners live in a world where all they're exposed to is country music than it is to assume that only country fans bought Garth and Shania in the last decade.

Do you think Country PIs bought any music except for what they heard on Country radio? Or, for that matter, can we assume that the *only* country music they bought in the '90s was the music on Country radio? Would you be surprised to learn, as Weisbard points out, that "George Jones and Willie Nelson, themselves legends of country music, each sold a total of 6.5 million albums" during the '90s?

It seems that there are so many entertainment sources today that people can't help but be exposed to different kinds of music.

### In Search Of Variety

A few hours after I read Weisbard's article, I talked with Torcasso, who has been conducting some groundbreaking artist research at the New Research Group, of which he is President.

He believes Country Partisans are indeed seeking more from their favorite station than a highly restricted country diet. He says, "Country radio has become so narrow that the audience is going to other places in search of variety. Look at the duplication rates. Country radio shares with other formats more than ever. Ask the country audience about The Backstreet Boys, and you'll find they like them more than they like a number of not-so-well-known country artists."

"The many new forms of entertainment available to people today enable them to pick and choose what they want and to decide for themselves what they like and what they don't like more than ever before. To them, Country radio is too narrow."

### Be Listener-Compatible

Torcasso feels that Country radio's narrowness is inbred, a product of its close relationship with Nashville and the reluctance of PDs to rock the Music City boat. He says, "Country is very unique with regard to its source of music. Virtually all of the music comes from one place — Nashville."

"Most other formats don't have to worry about where the music comes from, because it comes from all over

the world. There's a ton of stuff that shifts the musical environment for those formats. The CHR of eight months ago is a different animal than the CHR of today, while Country is the same of thing."

"Country shifts from one point. Everyone connects Country to Nashville. Maybe there was a point when that was true, but now it's holding back the format. Programmers are currently saying, 'Is the music I'm choosing compatible with country music?' They should be asking, 'Is it compatible with the country audience?' Those are two very different things."

"Much of that attitude stems from the fact that unless music comes from Nashville, Country radio doesn't even look at it. Country radio needs to realize that to be more compatible with its audience, it has to broaden itself. If Country programmers don't figure that out, they will continue to be narrow."

### Broader Than Before

"Now, it must be said that in today's environment it's OK to be narrow anything," Torcasso continues. "Just don't expect the ratings Country used to get. Country stations are

**"Music should be compatible with the country audience, not with Nashville."**

losing compatibility with the country audience because they are providing them with a narrow set of attractions.

"The reality is that the Country audience is broader than it used to be; there's a greater appreciation for different genres. Technology has put so much at people's fingertips. At the end of the day there are many songs the country audience likes but Country stations never play because the songs aren't from Nashville."

"Country programmers should decide who the country artists are, not Nashville. Artists should be compatible with listeners, not with Nashville. Don't get me wrong: The folks in

**"Country programmers should be arrested by the entertainment police. They think they can just continue doing the same old stupid basics and win."**

Nashville are great. They're very smart and make great music. But if you're only allowed to pull any resource from just one place, you get very narrow, very fast.

"Nashville has lost its connection and compatibility with the audience. PDs allowed it to happen. They should go outside of Nashville for music, but they're too scared and narrow-minded."

"Country ratings aren't going down because 'it's just something that happens.' Country radio is doing it to themselves. The audience doesn't necessarily want to go elsewhere, but Country radio says, 'Here, take this,' while the audience says they want something more. As other entertainment products become available, people will use them."

### Environmentally Unsound

While taking programmers to task for their focus on Nashville's music, Torcasso says that Nashville itself is "inwardly focused." "It's a closed community," he explains. "They're not concerned with music from anywhere else. They think country is Nashville, and only Nashville. They don't consider the marketplace, which doesn't care if the music is from Nashville or Australia, as long it's what they like."

"The audience realizes that they like more music than just what comes from Nashville, but Nashville doesn't seem to understand that. As long as Nashville continues to look inward, it will be a vicious circle. This is actually a cultural phenomenon called 'losing fit with the environment.'"

"Because Nashville is an inwardly focused community, it goes through a cycle where it loses its fit with the environment. Of course, every few years they hit the right spot. They figure they've found the formula and keep doing it, maintaining the status quo. But the marketplace moves on, and they suffer another downturn."

"When you're successful, you have a lot invested in the status quo, so it's easy to lose fit with the environment. But because the environment continues to move, they are put on a collision course with reality. In this case, the environment changes, but Nashville doesn't, and the whole process starts again. When you're inwardly focused, you will eventually become unfit for the environment. It's a cycle that takes about 10 years."

Continued on Page 72



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# The New Album Gallery

In Stores: June 6, 2000



## Ronnie Milsap

**40 #1 Hits** (Virgin)

Ronnie Milsap put a soulful spin on country music and became an unstoppable hit machine for RCA in the '70s and '80s. Forty of those chart-toppers have been collected for the first time for Milsap's initial Virgin/Nashville project. Actually, the two-CD set contains a total of 42 tracks — Milsap recorded two new songs with

Virgin/Nashville President Scott Hendricks at the production helm. Milsap says, "What I got enthusiastic about was working with a producer I respect and feel comfortable with. With Scott Hendricks, I felt challenged to really do my best. That's a feeling I've missed — getting in there, looking for good songs and trying to make the best music I can." As for the rest of the songs, the collection features remastered versions of Milsap's original recordings, including "Pure Love," "Day Dreams About Night Things," "(I'm a) Stand by My Woman Man," "It Was Almost Like a Song," "What a Difference You've Made in My Life," "Smoky Mountain Rain" and "I Wouldn't Have Missed It for the World."



## Rascal Flatts

**Rascal Flatts** (Lyric Street)

With the continuing success of their debut single, "Prayin' for Daylight," Rascal Flatts are off to a strong start among this year's newcomers. And while Lyric Street decided to make it a self-titled release, Rascal Flatts' debut album was originally titled *One Good Love*, after a song written by Annie Roboff and Marcus

Hummon. Bandmember Joe Don Rooney says of the song, "This tune, I think, wraps up everything we're about: love of family, love of God, love of life." Bandmate Gary Levox adds, "It's kind of gospel-ish, it's kind of bluegrass, it's what we love. It's our roots, and it kind of sums us all up in one tune. We've been on a fast track. Everything happened so quickly, and it took 'one good love' to do all that — because if God didn't have his thumbprint on it, none of this would have worked." The album also features "It's Not Just Me," a song bandmember Jay DeMarcus wrote with Hummon. Describing the Rascal Flatts sound, DeMarcus says, "We've always liked to try to be different, even if we were just playing at some little dive. When someone listens to Rascal Flatts, they're going to hear a lot of harmony and a lot of funkiness, because we love to groove. It's so encouraging for us to see country music going more in that direction."



## Tim Wilson

**Hillbilly Homeboy** (Capitol)

Tim Wilson is unapologetic about his Georgia roots. "I'm not writing to please people in New York," he explains. "I'm Southern, like Elvis was Southern. Skynyrd were Southern. That's what I know. And if you're going to write a NASCAR song, it better be Southern as hell." Wilson's pride in his background extends to his comedy songs and stand-up routines. "I don't do relationship humor," he says. "I'm a Southerner. We shouldn't even talk about sex." So what you get are Wilson's observations about fireworks stands, motorcycles, family reunions and Baptists. On his third Capitol album Wilson also offers his take on the current state of music in "Ugly Country," which includes the lines "I liked country better back when it was ugly/Girls never threw panties at David Allan Coe." It's not as though Wilson avoids social commentary, either, as indicated by "Ballad of John Rucker," dealing with the stupidity of racism, and the title track, a song about a gangsta rapper who goes hillbilly. While the emphasis is on the comedy, Wilson says, "Musically, this album is better than my last. I really concentrated on getting the music right." Wilson has previously worked in the studio with members of the Atlanta Rhythm Section, and *Hillbilly Homeboy* features Levon Helm, a member of the legendary rock group The Band. Wilson says, "I'm sitting there in the vocal booth, looking out at Levon Helm in the drum booth asking me, 'Is that OK with you?' That's a dream come true."

## C O U N T R Y FLASHBACK

### 1 YEAR AGO

• No. 1: "Please Remember Me" — Tim McGraw (second week)

### 5 YEARS AGO

• No. 1: "Still Dancin' With You" — Wade Hayes

### 10 YEARS AGO

• No. 1: "She Came From Ft. Worth" — Kathy Mattea

### 15 YEARS AGO

• No. 1: "She Keeps The Home Fires Burning" — Ronnie Milsap (3rd week)

### 20 YEARS AGO

• No. 1: "Don't Fall In Love..." — Kenny Rogers & Kim Carnes (2nd week)

### 25 YEARS AGO

• No. 1: "You're My Best Friend" — Don Williams

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# R&R AC Top 30

June 2, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	FAITH HILL Breathe (Warner Bros.)	2681	-50	324671	20	112/0
3	2	BACKSTREET BOYS Show Me The Meaning Of... (Jive)	2334	-64	295492	19	111/0
2	3	LONESTAR Amazed (BNA)	2307	-271	263692	37	113/0
4	4	MARC ANTHONY You Sang To Me (Columbia)	2251	-43	273542	15	110/0
5	5	SAVAGE GARDEN I Knew I Loved You (Columbia)	2160	-101	278724	33	112/0
6	6	ELTON JOHN Someday Out Of The Blue (DreamWorks)	2092	-118	251450	15	111/0
7	7	LEANN RIMES I Need You (Sparrow/Curb/Capitol)	1989	+61	217982	10	111/0
8	8	CELINE DION That's The Way It Is (550 Music/Epic)	1884	+15	239155	30	111/0
11	9	DON HENLEY Taking You Home (Warner Bros.)	1795	+368	207795	5	107/0
9	10	BRIAN MCKNIGHT Back At One (Motown/Universal)	1784	-75	224558	24	99/0
10	11	PHIL COLLINS You'll Be In My Heart (Hollywood)	1380	-141	176788	59	103/0
12	12	SAVAGE GARDEN Crash And Burn (Columbia)	1295	+15	139484	10	103/4
13	13	CELINE DION I Want You To Need Me (550 Music/Epic)	1289	+199	153653	7	100/1
15	14	98 DEGREES I Do (Cherish You) (Universal)	1057	+66	121313	39	95/0
17	15	CHRISTINA AGUILERA I Turn To You (RCA)	998	+101	146388	5	89/5
14	16	SANTANA F/ROB THOMAS Smooth (Arista)	944	-60	149937	30	48/0
18	17	SARAH MCLACHLAN I Will Remember You (Arista)	924	+54	123309	61	89/0
16	18	BACKSTREET BOYS I Want It That Way (Jive)	827	-99	99098	56	97/0
19	19	EDWIN MCCAIN I Could Not Ask For More (Lava/Atlantic)	774	+82	82642	50	86/0
24	20	W. HOUSTON & E. IGLESIAS Could I Have This Kiss... (Arista)	715	+303	96162	2	81/11
21	21	JOHN TESH F/RICHARD PAGE When... (Garden City/TeshMedia)	614	+1	57535	11	61/1
22	22	MACY GRAY I Try (Epic)	600	+19	99064	9	52/3
23	23	WESTLIFE Swear It Again (Arista)	469	+12	37464	7	51/2
25	24	'N SYNC Bye Bye Bye (Jive)	369	-40	47546	8	32/0
26	25	LARA FABIAN I Will Love Again (Columbia)	328	+55	29673	2	54/8
Debut	26	SASHA If You Believe (Reprise)	276	+68	18640	1	50/7
Debut	27	BETH NIELSEN CHAPMAN Shake My Soul (RCA)	259	+44	20105	1	43/3
27	28	LINDA EDER Vienna (Atlantic)	236	-13	24380	4	41/0
30	29	DAVE KOZ Know You By Heart (Capitol)	230	+6	20110	3	46/2
29	30	GERALD LEVERT Mr. Too Damn Good (EastWest/EEG)	210	-16	26192	2	38/4



115 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 5/21-Saturday 5/27. 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

**MARIAH CAREY** Can't Take That Away (Mariah's Theme) (Columbia)  
Total Plays: 199, Total Stations: 29, Adds: 0

**SOLEIL MOON** Willingly (MFO)  
Total Plays: 170, Total Stations: 31, Adds: 0

**DC TALK** Godsend (Forefront/Virgin)  
Total Plays: 130, Total Stations: 27, Adds: 2

**KENNY ROGERS** Buy Me A Rose (Dreamcatcher)  
Total Plays: 91, Total Stations: 11, Adds: 5

**TINA TURNER** Whatever You Need (Virgin)  
Total Plays: 86, Total Stations: 14, Adds: 0

**ALISON KRAUSS** It Wouldn't Have Made Any Difference (Rounder)  
Total Plays: 60, Total Stations: 17, Adds: 3

**BACKSTREET BOYS** The One (Jive)  
Total Plays: 30, Total Stations: 18, Adds: 17

Songs ranked by total plays

## Most Added

ARTIST TITLE LABEL(S)	ADDS
BACKSTREET BOYS The One (Jive)	17
W. HOUSTON & E. IGLESIAS Could I Have... (Arista)	11
LARA FABIAN I Will Love Again (Columbia)	8
SASHA If You Believe (Reprise)	7
CHRISTINA AGUILERA I Turn To You (RCA)	5
KENNY ROGERS Buy Me A Rose (Dreamcatcher)	5
SAVAGE GARDEN Crash And Burn (Columbia)	4
GERALD LEVERT Mr. Too Damn... (EastWest/EEG)	4
MARK SCHULTZ He's My Son (Word/Epic)	4
MACY GRAY I Try (Epic)	3
BETH NIELSEN CHAPMAN Shake My Soul (RCA)	3
ALISON KRAUSS It Wouldn't Have... (Rounder)	3

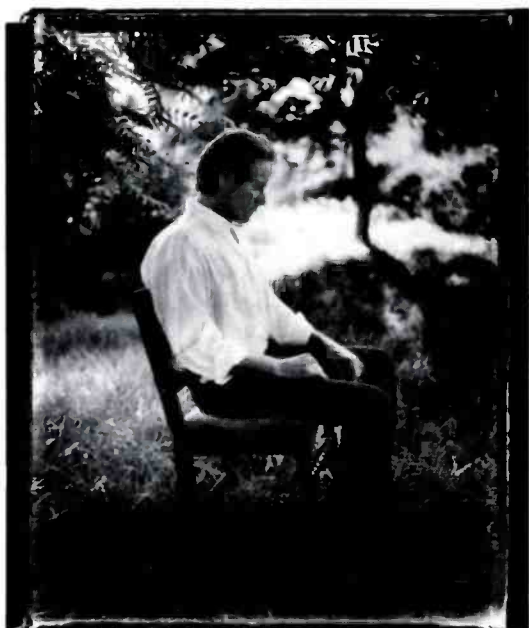
## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DON HENLEY Taking You Home (Warner Bros.)	+368
W. HOUSTON & E. IGLESIAS Could... (Arista)	+303
CELINE DION I Want You To... (550 Music/Epic)	+199
SHANA TWAIN You're Still The One (Mercury/IDJMG)	+115
CHRISTINA AGUILERA I Turn To You (RCA)	+101
COCHRAN & BRICKMAN After... (Windham Hill)	+97
EDWIN MCCAIN I Could Not Ask... (Lava/Atlantic)	+82
SASHA If You Believe (Reprise)	+68
98 DEGREES I Do (Cherish You) (Universal)	+66
LEANN RIMES I Need You (Sparrow/Curb/Capitol)	+61

## 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.



# DON HENLEY

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# AC CHART 11 - 9

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**Most Played Recurrents**

- SHANIA TWAIN You're Still The One (Mercury/IDJMG)
- SHANIA TWAIN From This Moment On (Mercury/IDJMG)
- CHER Believe (Warner Bros.)
- 98 DEGREES The Hardest Thing (Universal)
- 'N SYNC w/GLORIA ESTEFAN Music Of My Heart (Epic)
- 'N SYNC (God Must Have Spent) A Little More Time On You (RCA)
- SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)
- FAITH HILL This Kiss (Warner Bros.)
- PHIL COLLINS True Colors (Atlantic)
- MARC ANTHONY I Need To Know (Columbia)
- NATALIE IMBRUGLIA Tom (RCA)
- RICKY MARTIN She's All I Ever Had (C2/Columbia)
- AEROSMITH I Don't Want To Miss A Thing (Columbia)
- ROBBIE WILLIAMS Angels (Capitol)
- BACKSTREET BOYS All I Have To Give (Jive)
- SHANIA TWAIN You've Got A Way (Mercury/IDJMG)
- SHANIA TWAIN That Don't Impress Me Much (Mercury/IDJMG)
- SHANIA TWAIN Man! I Feel Like A Woman! (Mercury/IDJMG)
- BRITNEY SPEARS Sometimes (Jive)
- ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope)

**AC** **Going For Adds**

See your new release listed here. Contact R&R AC/Hot AC assistant editor Mike Davis at (310) 788-1651, by fax at (310) 203-9763, or e-mail: mdavis@rronline.com.



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**TOP 101-200 AC POWER GOLD**

- |   |  |
|---|--|
| 101 VANESSA WILLIAMS Colors Of The Wind           | 151 PEABO BRYSON If Ever You're In My Arms Again |
| 102 PHIL COLLINS You Can't Hurry Love             | 152 ENGLAND DAN & JOHN FORD COLEY I'd Really...  |
| 103 TAYLOR DAYNE I'll Always Love You             | 153 GLORIA ESTEFAN It's Too Late                 |
| 104 CHICAGO If You Leave Me Now                   | 154 PHIL COLLINS In The Air Tonight              |
| 105 RICHARD MARX Hold On To The Nights            | 155 BILL WITHERS Lean On Me                      |
| 106 STARSHIP Nothing's Gonna Stop Us Now          | 156 JAMES TAYLOR You've Got A Friend             |
| 107 MARIAH CAREY I'll Be There                    | 157 JIMMY BUFFETT Margaritaville                 |
| 108 DAN FOGELBERG Rhythm Of The Rain              | 158 JACKSON BROWNE Stay                          |
| 109 FLEETWOOD MAC Dreams                          | 159 PATTI AUSTIN & JAMES INGRAM Baby, Come To Me |
| 110 EXTREME More Than Words                       | 160 MARIAH CAREY & BOYZ II MEN One Sweet Day     |
| 111 MR. MISTER Broken Wings                       | 161 BOB SEGER We've Got Tonite                   |
| 112 BILLY JOEL The Longest Time                   | 162 BEN E. KING Stand By Me                      |
| 113 JOE COCKER & JENNIFER WARNES Up Where...      | 163 JEWEL Foolish Games                          |
| 114 WILSON PHILLIPS Hold On                       | 164 CELINE DION If You Asked Me To               |
| 115 BREATHE Hands To Heaven                       | 165 CROWDED HOUSE Don't Dream It's Over          |
| 116 SPANDAU BALLET True                           | 166 HEATWAVE Always And Forever                  |
| 117 PAUL YOUNG Everytime You Go Away              | 167 HUEY LEWIS & THE NEWS But It's Alright       |
| 118 SIMPLY RED Holding Back The Years             | 168 GENESIS Hold On My Heart                     |
| 119 NAKED EYES Always Something There To...       | 169 SARAH MCLACHLAN Adia                         |
| 120 LINDA RONSTADT & AARON NEVILLE All My Life    | 170 AARON NEVILLE Everybody Plays The Fool       |
| 121 STEVE PERRY Foolish Heart                     | 171 GLORIA ESTEFAN & MIAMI... Words Get In...    |
| 122 TONI BRAXTON Breathe Again                    | 172 GLORIA ESTEFAN & MIAMI... Here We Are        |
| 123 BILLY OCEAN Caribbean Queen (No More...)      | 173 LIONEL RICHIE All Night Long (All Night)     |
| 124 PETER CETERA Glory Of Love                    | 174 ROD STEWART Downtown Train                   |
| 125 WHITNEY HOUSTON The Greatest Love Of All      | 175 PATTY SMYTH w/DON HENLEY Sometimes...        |
| 126 ELTON JOHN Blessed                            | 176 BRUCE SPRINGSTEEN Dancing In The Dark        |
| 127 DAN HARTMAN I Can Dream About You             | 177 MICHAEL BOLTON How Am I Supposed To Live...  |
| 128 STEVE WINWOOD Higher Love                     | 178 HOOTIE & THE BLOWFISH Only Wanna Be...       |
| 129 JAMES INGRAM I Don't Have The Heart           | 179 JOHN COUGAR MELLENCAMP Small Town            |
| 130 MADONNA Crazy For You                         | 180 STEVE WINWOOD Roll With It                   |
| 131 SHERYL CROW All I Wanna Do                    | 181 AMERICA Sister Golden Hair                   |
| 132 GLENN FREY The One You Love                   | 182 DEBARGE Rhythm Of The Night                  |
| 133 BILLY JOEL She's Got A Way                    | 183 LINDA RONSTADT & J. INGRAM Somewhere...      |
| 134 DON HENLEY The End Of The Innocence           | 184 TONI BRAXTON Another Sad Love Song           |
| 135 LIONEL RICHIE You Are                         | 185 FLEETWOOD MAC Don't Stop                     |
| 136 OIONNE WARWICK & FRIENDS That's What...       | 186 STEVE PERRY Oh Sherrie                       |
| 137 LIONEL RICHIE Stuck On You                    | 187 STEVIE WONDER I Just Called To Say I Love... |
| 138 FINE YOUNG CANNIBALS She Drives Me Crazy      | 188 SEALS & CROFTS Get Closer                    |
| 139 BRYAN AOAMS Heaven                            | 189 HUEY LEWIS & THE NEWS If This Is It          |
| 140 LUTHER VANDROSS Always And Forever            | 190 TINA TURNER I Don't Wanna Fight              |
| 141 MICHAEL BOLTON Said I Loved You... But I Lied | 191 ELTON JOHN Sacrifice                         |
| 142 GLORIA ESTEFAN & MIAMI... Anything For You    | 192 TONI BRAXTON You Mean The World To Me        |
| 143 BONNIE TYLER Total Eclipse Of The Heart       | 193 SERGIO MENDES Never Gonna Let You Go         |
| 144 TAKE THAT Back For Good                       | 194 QUINCY JONES & JAMES INGRAM Just Once        |
| 145 WHITNEY HOUSTON I Wanna Dance With...         | 195 GLORIA ESTEFAN & MIAMI... Can't Stay Away... |
| 146 PHIL COLLINS A Groovy Kind Of Love            | 196 FLEETWOOD MAC Landslide                      |
| 147 MONICA For You I Will                         | 197 FOREIGNER Waiting For A Girl Like You        |
| 148 ROD STEWART You're In My Heart                | 198 AMY GRANT That's What Love Is For            |
| 149 GLORIA ESTEFAN Don't Wanna Lose You           | 199 ELTON JOHN The One                           |
| 150 BETTE MIDLER The Rose                         | 200 ELTON JOHN Your Song                         |

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 200 Power Gold is based on monitored airplay data taken from April, 1999 through March, 2000. Songs 1-100 appeared in the April 7, 2000 issue of R&R. © 2000, R&R Inc.



Stations and their ads listed alphabetically by market

AC

Table listing radio stations and their advertisers in the AC market. Includes stations like WTKR/Charlottesville, VA; WYFF/Charlotte, NC; WRVA/Richmond, VA; and WFLX/Tallahassee, FL.

115 Total Reporters  
115 Current Reporters  
115 Current Playlists

97 Total Reporters  
97 Current Reporters  
97 Current Playlists

Hot AC

Table listing radio stations and their advertisers in the Hot AC market. Includes stations like WYFF/Charlotte, NC; WRVA/Richmond, VA; WTKR/Charlottesville, VA; and WFLX/Tallahassee, FL.

97 Total Reporters  
97 Current Reporters  
97 Current Playlists

97 Total Reporters  
97 Current Reporters  
97 Current Playlists





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## Most Played Recurrents

MARC ANTHONY I Need To Know (Columbia)

GOO GOO DOLLS Black Balloon (Warner Bros.)

SUGAR RAY Someday (Lava/Atlantic)

CELINE DION That's The Way It Is (550 Music/Epic)

TAL BACHMAN She's So High (Columbia)

SAVAGE GARDEN I Knew I Loved You (Columbia)

FASTBALL Out Of My Head (Hollywood)

SMASH MOUTH All Star (Interscope)

GOO GOO DOLLS Slide (Warner Bros.)

SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)

SUGAR RAY Every Morning (Lava/Atlantic)

NATALIE IMBRUGLIA Tom (RCA)

EAGLE-EYE CHERRY Save Tonight (Work/Epic)

FILTER Take A Picture (Reprise)

STING Brand New Day (A&M/Interscope)

SARAH MCLACHLAN I Will Remember You (Arista)

COUNTING CROWS Hanginaround (DGC/Geffen/Interscope)

BLINK-182 All The Small Things (MCA)

GOO GOO DOLLS Iris (Warner Sunset/Reprise)

LENNY KRAVITZ Fly Away (Virgin)

### HOT AC

### Going For Adds 6/500

BUFFALO NICKEL Good Day (Universal)

NINA GORDON Tonight And The Rest Of My Life (Warner Bros.)

REGURGITATOR Happiness (Ark 21)

SETTIE I Know A Girl (Iguana/Ark 21)

3 DOORS DOWN Kryptonite (Republic/Universal)

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5th Floor, Los Angeles, CA 90067

## TOP 101-200

HOT AC  
POWER GOLD

- |  |  |
|--|--|
| 101 ACE OF BASE The Sign                         | 151 TEARS FOR FEARS Head Over Heels            |
| 102 PAT BENATAR We Belong                        | 152 ROXETTE The Look                           |
| 103 BLIND MELOON No Rain                         | 153 SOFT CELL Tainted Love                     |
| 104 T'PAU Heart And Soul                         | 154 MADNESS Our House                          |
| 105 SHERYL CROW Strong Enough                    | 155 PROCLAIMERS I'm Gonna Be (500 Miles)       |
| 106 SPIN DOCTORS Little Miss Can't Be Wrong      | 156 EMF Unbelievable                           |
| 107 LISA LOEB I Do                               | 157 JOURNEY Faithfully                         |
| 108 LISA LOEB & NINE STORIES Stay (I Missed You) | 158 CROWDED HOUSE Don't Dream It's Over        |
| 109 JOHN COUGAR Hurts So Good                    | 159 MELISSA ETHRIOGE I Want To Come Over       |
| 110 SOFT CELL Tainted Love/Where Did Our...      | 160 ERIC CLAPTON Tears In Heaven               |
| 111 4 NON BLONDES What's Up                      | 161 GIN BLOSSOMS Found Out About You           |
| 112 EVERYTHING BUT THE GIRL Missing              | 162 CLASH Should I Stay Or Should I Go         |
| 113 SHERYL CROW Everyday Is A Winding Road       | 163 SINEAD O'CONNOR Nothing Compares 2 U       |
| 114 JOAN OSBORNE One Of Us                       | 164 SMASHING PUMPKINS 1979                     |
| 115 GIN BLOSSOMS Til I Hear It From You          | 165 FIXX One Thing Leads To Another            |
| 116 TRACY CHAPMAN Fast Car                       | 166 ROXETTE It Must Have Been Love             |
| 117 PAT BENATAR Hit Me With Your Best Shot       | 167 EURYTHMICS Here Comes The Rain Again       |
| 118 INXS Need You Tonight                        | 168 EDDIE MDNEY Take Me Home Tonight           |
| 119 VERVE PIPE The Freshmen                      | 169 10,000 MANIACS Because The Night           |
| 120 TEARS FOR FEARS Shout                        | 170 DURAN DURAN Hungry Like The Wolf           |
| 121 DEXY'S MIDNIGHT RUNNERS Come On Eileen       | 171 BLONDIE Heart Of Glass                     |
| 122 GREEN DAY When I Come Around                 | 172 ROD STEWART Forever Young                  |
| 123 PRINCE When Doves Cry                        | 173 BANGLES Manic Monday                       |
| 124 SHERYL CROW A Change Would Do You Good       | 174 SOPHIE B. HAWKINS Damn, I Wish I Was...    |
| 125 COUNTING CROWS Mr. Jones                     | 175 FOUR SEASONS December 1963 (Oh What...)    |
| 126 DON HENLEY The Boys Of Summer                | 176 MIGHTY MIGHTY BOSSSTONES The Impression... |
| 127 GIN BLOSSOMS Hey Jealousy                    | 177 R.E.M. It's The End Of The World As...     |
| 128 CUTTING CREW (I Just) Died In Your Arms      | 178 CLUB NOUVEAU Lean On Me                    |
| 129 WANG CHUNG Dance Hall Days                   | 179 R.E.M. Stand                               |
| 130 ACE OF BASE Don't Turn Around                | 180 ERIC CLAPTON Layla (Unplugged)             |
| 131 JESUS JONES Right Here, Right Now            | 181 FLEETWOOD MAC Landslide (Alt. Version)     |
| 132 ERIC CLAPTON My Father's Eyes                | 182 ANNIE LENNOX Walking On Broken Glass       |
| 133 ERIC CLAPTON Change The World                | 183 JOURNEY Don't Stop Believin'               |
| 134 TEARS FOR FEARS Everybody Wants To Rule...   | 184 J. GEILS BAND Centerfold                   |
| 135 PAT BENATAR Love Is A Battlefield            | 185 HOWARD JONES Things Can Only Get Better    |
| 136 ROBYN Show Me Love                           | 186 LEVEL 42 Something About You               |
| 137 LEANN RIMES How Do I Love                    | 187 GO-GO'S We Got The Beat                    |
| 138 U2 Pride (In The Name Of Love)               | 188 FRANKIE GOES TO HOLLYWOOD Relax            |
| 139 PRINCE Little Red Corvette                   | 189 BRYAN ADAMS (Everything I Do) I Do It...   |
| 140 MEN AT WORK Down Under                       | 190 WHEN IN ROME The Promise                   |
| 141 ELTON JOHN Something About The Way...        | 191 SQUEEZE Tempted                            |
| 142 A-HA Take On Me                              | 192 TLC Waterfalls                             |
| 143 MADONNA Into The Groove                      | 193 GO-GO'S Our Lips Are Sealed                |
| 144 PHIL COLLINS In The Air Tonight              | 194 FIONA APPLE Criminal                       |
| 145 LOREENA MCKENITT The Mummer's Dance          | 195 CELINE DION My Heart Will Go On            |
| 146 JOHN WAITE Missing You                       | 196 R. KELLY I Believe I Can Fly               |
| 147 MADONNA Like A Prayer                        | 197 ALANNAH MYLES Black Velvet                 |
| 148 KATRINA & THE WAVES Walking On Sunshine      | 198 PET SHOP BOYS West End Girls               |
| 149 CELINE DION Because You Loved Me             | 199 PRETENDERS I'll Stand By You               |
| 150 ROMANTICS Talking In Your Sleep              | 200 QUARTERFLASH Harden My Heart               |



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 200 Power Gold is based on monitored airplay data taken from April, 1999 through March, 2000. Songs 1-100 appeared in the April 7, 2000 issue of R&R. © 2000, R&R Inc.



Top 20		POP/ALTERNATIVE		
LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS TW	TOTAL STATIONS/ ADDS LW
1	1	VERTICAL HORIZON Everything You Want (RCA)	1557	1580 32/0
2	2	MATCHBOX TWENTY Bent (Lava/Atlantic)	1434	1365 33/0
3	3	MACY GRAY I Try (Epic)	1263	1342 31/0
4	4	CREED Higher (Wind-up)	1253	1265 30/0
5	5	RED HOT CHILI PEPPERS Otherside (Warner Bros.)	1216	1192 32/0
6	6	THIRD EYE BLIND Never Let You Go (Elektra/EEG)	1168	1192 31/1
7	7	GOO GOO DOLLS Broadway (Warner Bros.)	1165	1144 32/0
8	8	STING Desert Rose (A&M/Interscope)	1105	997 32/1
11	9	NINE DAYS Absolutely (Story Of A Girl) (550 Music)	894	851 31/1
10	10	BEN HARPER Steal My Kisses (Virgin)	884	901 33/0
13	11	SPLENDER I Think God Can Explain (C2/Columbia)	828	811 29/0
9	12	TRACY CHAPMAN Telling Stories... (Elektra/EEG)	793	931 32/0
12	13	SMASH MOUTH Then The Morning Comes (Interscope)	787	820 32/0
16	14	TRAIN Meet Virginia (Aware/Columbia)	774	802 28/0
14	15	SANTANA F/PRODUCT G&B Maria Maria (Arista)	758	806 25/0
15	16	FAITH HILL Breathe (Warner Bros.)	737	805 22/0
18	17	SANTANA F/ROB THOMAS Smooth (Arista)	638	669 30/0
17	18	LENNY KRAVITZ I Belong To You (Virgin)	601	710 22/0
19	19	SAVAGE GARDEN Crash And Bum (Columbia)	567	551 20/0
20	20	GUSTER Fa Fa (Never Be The Same...) (Hybrid/Sire)	485	514 26/0

35 Pop/Alternative reporters. Songs ranked by total plays for the airplay week of Sunday 5/21-Saturday 5/27. © 2000, R&R Inc.

TOP 101-200		POP/ALTERNATIVE POWER GOLD	
101	HOOTIE & THE BLOWFISH I Go Blind	151	SOPHIE B. HAWKINS As I Lay Me Down
102	10,000 MANIACS These Are Days	152	SUBLIME Santeria
103	SHERYL CROW Everyday Is A Winding Road	153	10,000 MANIACS Trouble Me
104	D. N. A. /SUZANNE VEGA Tom's Diner	154	SINEAD O'CONNOR Nothing Compares 2 U
105	TOM PETTY Free Fallin'	155	REMBRANOTS I'll Be There For You
106	PEARL JAM Better Man	156	U2 One
107	PROCLAIMERS I'm Gonna Be (500 Miles)	157	MADNESS Our House
108	SOFT CELL Tainted Love	158	R.E.M. Everybody Hurts
109	SOFT CELL Tainted Love/Where Did Our...	159	8-52'S Roam
110	WHEN IN ROME The Promise	160	SUNDAYS Summertime
111	BERLIN No More Words	161	TEARS FOR FEARS Shout
112	EVERYTHING BUT THE GIRL Missing	162	OEXY'S MIDNIGHT RUNNERS Come On Eileen
113	NEW ORDER True Faith	163	LIVE Lightning Crashes
114	SAVAGE GARDEN Truly Madly Deeply	164	POLICE Every Little Thing She Does Is Magic
115	FIONA APPLE Criminal	165	BANGLES Walk Like An Egyptian
116	CURE Friday I'm In Love	166	COUNTING CROWS A Long December
117	OURAN DURAN Ordinary World	167	DURAN DURAN Hungry Like The Wolf
118	HOOTIE & THE BLOWFISH Only Wanna Be...	168	OASIS Wonderwall
119	PRETENDERS Brass In Pocket	169	PRINCE When Doves Cry
120	10,000 MANIACS Because The Night	170	VIOLENT FEMMES Blister In The Sun
121	LISA LOEB I Do	171	WHITE TOWN Your Woman
122	BODEANS Closer To Free	172	ANIMATION Obsession
123	DEPECHE MODE Personal Jesus	173	MERRIL BAINBRIDGE Mouth
124	MELISSA ETHERIDGE I Want To Come Over	174	BLACK CROWES Hard To Handle
125	MIGHTY MIGHTY BOSSTONES The Impression...	175	TOM COCHRANE Life Is A Highway
126	POLICE Every Breath You Take	176	FIXX One Thing Leads To Another
127	COLLECTIVE SOUL Shine	177	HUMAN LEAGUE Don't You Want Me
128	HOOTIE & THE BLOWFISH Let Her Cry	178	SARAH MCLACHLIN Possession
129	DAVE MATTHEWS BAND Ants Marching	179	SPIN DOCTORS Little Miss Can't Be Wrong
130	DEAD OR ALIVE You Spin Me Round (Like A...)	180	BANANARAMA Cruel Summer
131	DEPECHE MODE Enjoy The Silence	181	PAT BENATAR Hit Me With Your Best Shot
132	NENA 99 Red Balloons	182	PETER GABRIEL Solisbury Hill
133	EURHYTHMICS Here Comes The Rain Again	183	GO GO'S We Got The Beat
134	FRANKIE GOES TO HOLLYWOOD Relax	184	HOOTIE & THE BLOWFISH Hold My Hand
135	NEW ORDER Bizarre Love Triangle	185	HOWARD JONES Things Can Only Get Better
136	VERVE PIPE Bitter Sweet Symphony	186	LOREENA MCKENITT The Mummer's Dance
137	BARENAKED LADIES The Old Apartment	187	U2 Where The Streets Have No Name
138	TRACY CHAPMAN Fast Car	188	CYNOI LAUPER Girls Just Wanna Have Fun
139	R.E.M. The One I Love	189	DONNA LEWIS I Love You Always Forever
140	U2 Pride (In The Name Of Love)	190	PEARL JAM Daughter
141	BRYAN ADAMS Summer Of '69	191	R.E.M. Stand
142	TORI AMOS Silent All These Years	192	TALKING HEADS And She Was
143	DIONNE FARRIS I Know	193	PAT BENATAR We Belong
144	HOOTIE & THE BLOWFISH Time	194	BLESSIO UNION OF SOULS Let Me Be The One
145	ROMANTICS What I Like About You	195	BLONDIE One Way Or Another
146	BLONDIE Heart Of Glass	196	DIVINYLS I Touch Myself
147	CURE Love Song	197	INXS Never Tear Us Apart
148	INXS What You Need	198	ANNIE LENNOX Walking On Broken Glass
149	A FLOCK OF SEAGULLS I Ran (So Far Away)	199	PET SHOP BOYS West End Girls
150	A-HA Take On Me	200	BILLY IDOL Mony Mony

New & Active	
<b>NO DOUBT</b> Simple Kind Of Life (Interscope) Total Plays: 469, Total Stations: 23, Adds: 2	<b>SINEAD O'CONNOR</b> No Man's Woman (Atlantic) Total Plays: 216, Total Stations: 18, Adds: 0
<b>KID ROCK</b> Only God... (Top Dog/Lava/Atlantic) Total Plays: 397, Total Stations: 17, Adds: 0	<b>PHISH</b> Heavy Things (Elektra/EEG) Total Plays: 186, Total Stations: 17, Adds: 4
<b>SISTER HAZEL</b> Change Your Mind (Universal) Total Plays: 325, Total Stations: 26, Adds: 6	<b>TRAVIS</b> Why Does It Always... (Independiente/Epic) Total Plays: 163, Total Stations: 16, Adds: 1
<b>TRINKET</b> Boom (RCA) Total Plays: 313, Total Stations: 16, Adds: 0	<b>GAS GIANTS</b> Quitter (Atomic Pop) Total Plays: 155, Total Stations: 8, Adds: 0
<b>COUNTING CROWS</b> Mrs. Potter's... (DGC/Geffen/Interscope) Total Plays: 280, Total Stations: 15, Adds: 0	<b>MOBY</b> Porcelain (V2) Total Plays: 154, Total Stations: 15, Adds: 4
<b>DIDO</b> Here With Me (Arista) Total Plays: 274, Total Stations: 15, Adds: 2	

Songs ranked by total plays

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# When The Lights Go Out

Four programmers tell how they attract nighttime listeners

By Broadcast Architecture Dir./Programming Renee DePuy

**W**hile the challenge for NAC/Smooth Jazz stations — and an important factor in their success — is to win the battle for workday listeners, many of them still experience their highest ratings in the 7pm-mid. daypart. Programmers and listeners agree that the passionate music and smooth presentation seem tailor-made for nighttime enjoyment.

According to the Arbitron winter 2000 ratings, stations such as WQCD/New York, WVMV/Detroit, WJZW/Washington, KIFM/San Diego and KYOT/Phoenix all placed in the top three among 7pm-mid. listeners in the key 25-54 demo. This week, four successful PDs discuss how their stations' nighttime programming differs from — or resembles — their stations' daytime sound.

### 'Lites Out' In San Diego

*Lites Out San Diego*, KIFM's nighttime show, is one of NAC/Smooth Jazz's oldest commercial outlets. The station's overall success is led by its nighttime numbers, as the winter 2000 Arbitrons saw KIFM on top there for the second straight book among 25-to-54-year-olds. PD **Mike Vasquez** explains the history of *Lites Out* and his theory on the key to its current success.

"Smooth Jazz on San Diego radio actually started with Art Good's *Lites Out* program back in March 1982," Vasquez says. "Initially it was an hour-long program that eventually evolved into 24-hour programming on KIFM. Now Art is on the KIFM airwaves seven nights a week. He does the *Lites Out* show Monday through Saturday, and we run his syndicated *JazzTrax* program on Sunday nights.

"Art Good is truly a legend in the San Diego market, and his show's longevity has a lot to do with his authentic passion for this format. He brings the artists and the music to life with his compelling anecdotes and engaging conversation. The amazing thing is that he's been voice-tracking the show from his home studio in Los Angeles for the past couple of years via ISDN line.

"However, he's one of the best voice-trackers I've heard, in that he actually takes the time to do his show prep. Therefore, night in and night out, you'd swear that he was right here in San Diego because of his ability to relate to the market's lifestyle in what seems like 'real time.'"

### In The Spotlight

"Art's musical presentation has its subtle differences in comparison to the other KIFM dayparts," Vasquez continues. "Like a lot of Smooth Jazz stations, we feature a number of selections that are exclusive to the *Lites Out* show because of their texture, tempo and overall nighttime appeal.



Mike Vasquez



Nick Francis



Bernie Kimble



Bob Kaake

"We do have an exclusive current category just for nights, which is where a lot of our new music starts out. It works out well because San Diego is used to Art breaking new records. So we continue that perception while building familiarity with our new music before feeding it to the other dayparts.

"In early 1999 I noticed that our night numbers were trending downward a little bit, and I felt that it was time to reintroduce Art to the market. After all, we were bringing in more come than ever before, and there had to be some listeners who had never listened to the station at night. So we debuted a new segment at 9pm called 'In the Spotlight,' in which he features three songs by the same artist.

"This gave us something new to talk about in the promos that we began to run throughout the day. Plus, Art uses promos to sell the benefits of listening at night with his ultracool delivery. Suddenly, curiosity killed the competition, and Art regained the No. 1 slot at night for two books in a row, 25-54 and 35-64!

"Some believe that nights are a throwaway daypart, but we're fortunate to have Bruce Walton — one of the station's former owners — as our GSM. Bruce lives for this format and understands the validity of every daypart on KIFM. His passion is contagious with his sales force, which includes several veterans, and we're often sold out up until midnight."

### 'Desert Nights' In Phoenix

KYOT (The Coyote)/Phoenix was also No. 1 at night in the winter book, taking top honors in the 25-54, 35-54 and 35-64 demos. As with The Coyote's midday and afternoon dayparts, *Desert Nights* is voice-tracked. The show is hosted by Los Angeles-based voice talent (and former KKSF/S.F. personality) Barbara Blake.

KYOT PD **Nick Francis** says that's not the only resemblance between days and nights: "It's important to give your night show a name in order to make it special when you talk about it during the day," he explains. "We use *Desert Nights*. We do very little dayparting of our music, and we don't have tunes that are 'nights only.' It's important to be consistent musically, though I think you can distinguish the night show with a different presentation, sweepers and liners.

"You have to have a good host, too, someone whose voice and attitude are relaxing and relatable, and who understands the mind-set of the nighttime listeners. We have one of the best hosts in the business doing our show, the incomparable Barbara Blake. The format is ideally suited for nighttime, better than any format in radio."

### 'Cleveland After Dark'

In addition to achieving the highest 12+ NAC/Smooth Jazz share in the country (5.3) in the winter book, WNWW/Cleveland's night show, *Cleveland After Dark*, placed fourth 25-54 and first 35-54 and 35-64. According to PD **Bernie Kimble**, "It's not what you do, it's what you say you do.

"We keep the music list the same 24 hours a day. We don't daypart any songs. The clocks do change just a slight bit to showcase one or two more library tracks. The cover of darkness gives a whole different perception and appreciation of the same music that is played during the day.

"There is a lot less distraction when people are home or even working at night. Listeners have said that the music is relaxing and even sexy, even though it's the same music. People can actually listen with no phones, fluorescent lights and deadlines to meet. The music in this format is so compelling and emotional that it really sets a mood.

"You have to have a good host, someone whose voice and attitude are relaxing and relatable, and who understands the mind-set of the nighttime listeners."

Nick Francis

"We call our night show *Cleveland After Dark*. This is our only daypart that has a name. Gato Barbieri's 'Europa' is the theme; we do the show's intro over it. The show's host, Joan Kelly, focuses on local events of that day and evening or the next day. During nights she stresses the benefits of using *Cleveland After Dark* to enhance the evening. We also have special recorded liners that run in the show cut by Jon Butterfield."

### A Chicago Tradition

As one of the oldest and most successful NAC/Smooth Jazz stations in the country, WNUA/Chicago has established itself firmly in the cultural and civic landscape of the Windy City. Similarly, *Lights Out Chicago* has become a nighttime tradition, placing fourth among 25-to-54-year-olds and third in the 35-54 and 35-64 demos.

Like KIFM's and KYOT's night talent, WNUA's Danae Alexander is a mainstay in the format, having hosted *Lights Out* for over a decade. WNUA PD **Bob Kaake** shares his thoughts on the elements that contribute to the station's nighttime success.

"At WNUA we make *Lights Out Chicago* sound special by adjusting the texture of the music mix rather than adding many songs not played in different dayparts," he says. "After all, your listeners know what they like. Why would a song they don't like during the day be any better at night? But we do daypart some songs and adjust the tempo flow with Selector to achieve a more intimate feel at night. The station is also a little more instrumental-based

at night, another subtle way of making the station feel less intrusive.

"If you don't have special production telling listeners they're listening to *Lights Out* or whatever you call your special programming, you're missing a great opportunity to brand the show and sell its key benefits. Sweepers, jingles, production beds: They're all important in creating a special sound. It doesn't hurt that I have one of the world's best production people to create that magic. Bill Cochran is absolutely the best!

"Danae Alexander is no cookie-cutter. 'Here's a laundry list of songs, and now let me read the appropriate liner'-type of talent. She's a true personality. Her passion for the station and for what she's doing comes through in every break. She creates a special world at night. It's just you and her.

"Do I coach her differently than the other talent? To tell the truth, I don't need to. I let Danae be Danae. She has an intuitive sense of what her listeners want. She has a 'the boss is gone, so we can break a few rules' feel and an intimacy with her listeners that really works for the show.

"Time buyers know how to read an Arbitron. They know there are fewer listeners tuned to radio at night. Don't expect them to pay rates comparable to middays. But there are opportunities to sell the sizzle of a special show at night, to sell sponsorships. We do it with *Lights Out Chicago*, and I know we're not alone in taking advantage of the opportunity. Our sales department is also very good at managing inventory. We never seem to have any unsold slots going begging!"



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# R&R NAC/Smooth Jazz Top 30

June 2, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
	1	<b>BOB JAMES</b> Raise The Roof (Warner Bros.)	752	-7	104370	14	37/0
6	2	<b>BONEY JAMES &amp; RICK BRAUN</b> Grazin' In The Grass (Warner Bros.)	700	+123	117930	5	38/0
3	3	<b>URBAN KNIGHTS</b> Sweet Home Chicago (Narada)	698	-4	103820	16	33/0
5	4	<b>MARC ANTOINE</b> Palm Strings (GRP/VMG)	653	+14	92344	18	32/0
4	5	<b>DAVE KOZ</b> Surrender (Capitol)	609	-90	78642	19	34/0
2	6	<b>LARRY CARLTON</b> Fingerprints (Warner Bros.)	608	-120	80676	19	34/0
7	7	<b>RONNY JORDAN</b> London Lowdown (Blue Note)	531	+17	75206	14	35/0
9	8	<b>PAUL TAYLOR</b> Avenue (Peak/Unity/N-Coded)	497	+38	80548	18	31/0
10	9	<b>MAYSA</b> Got To Be Strong (Rice/N-Coded)	457	+17	54241	10	32/0
11	10	<b>BRIAN CULBERTSON</b> Do You Really Love Me (Atlantic)	434	+5	64756	7	33/0
8	11	<b>AL JARREAU</b> Just To Be Loved (GRP/VMG)	430	-45	52588	17	33/0
Breaker	12	<b>JOYCE COOLING</b> Before Dawn (Heads Up)	417	+21	48251	9	31/0
Breaker	13	<b>DOWN TO THE BONE</b> The Zodiac (Internal Bass)	411	+12	76143	7	32/0
Breaker	14	<b>STEELY DAN</b> Jack Of Speed (Giant/Reprise)	400	+8	35105	5	28/0
18	15	<b>GEORGE BENSON</b> Deeper Than You Think (GRP/VMG)	395	+58	71955	4	32/0
16	16	<b>CHRIS STANDRING</b> Hip Sway (Instinct)	375	+15	47008	7	32/1
17	17	<b>CLUB 1600</b> Stay (N-Coded)	338	-7	42680	8	27/1
15	18	<b>CHRIS BOTTI</b> Why Not (GRP/VMG)	306	-68	38886	22	22/0
23	19	<b>JAY BECKENSTEIN</b> Sunrise (Windham Hill)	279	+51	25834	7	26/1
24	20	<b>JEFF GOLUB F/PETER WHITE</b> No Two Ways About It (GRP/VMG)	277	+57	38346	3	25/0
22	21	<b>EUGE GROOVE</b> Vinyl (Warner Bros.)	268	+29	31139	4	28/2
25	22	<b>RICHARD ELLIOT</b> Moomba (Blue Note)	268	+49	43623	3	24/0
27	23	<b>BRIAN MCKNIGHT</b> 6,8,12 (Motown)	233	+44	35471	2	19/1
21	24	<b>KIRK WHALUM</b> Same Ole Love (Warner Bros.)	233	-10	40458	11	13/0
20	25	<b>TOM GRANT</b> Tune It In (Windham Hill Jazz)	232	-45	16514	11	18/0
26	26	<b>DWIGHT SILLS</b> Desert Skies (Citylights/Monarch)	210	-6	11946	14	20/1
30	27	<b>BRENDA RUSSELL</b> Catch On (Hidden Beach)	203	+82	25687	2	20/3
28	28	<b>SAMANTHA SIVA</b> Living Alone (Genie)	175	0	9751	12	14/0
29	29	<b>BRIAN TARQUIN</b> Tangled Web (Instinct)	119	-27	19384	8	9/0
-	30	<b>DON HENLEY</b> Taking You Home (Warner Bros.)	110	-3	7212	2	7/0

## Most Added

ARTIST TITLE LABEL(S)	ADDS
<b>ACOUSTIC ALCHEMY</b> Beautiful Game (Higher Octave)	4
<b>BRENDA RUSSELL</b> Catch On (Hidden Beach)	3
<b>JAZZMASTERS</b> London... (Hardcastle/Trippin' N' Rhythm)	3
<b>EUGE GROOVE</b> Vinyl (Warner Bros.)	2
<b>CHUCK LOEB</b> Silver Star (Shanachie)	2
<b>TONI BRAXTON</b> Spanish Guitar (LaFace/Arista)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>BONEY JAMES &amp; RICK BRAUN</b> Grazin'... (Warner Bros.)	+123
<b>BRENDA RUSSELL</b> Catch On (Hidden Beach)	+82
<b>ACOUSTIC ALCHEMY</b> Beautiful Game (Higher Octave)	+64
<b>GEORGE BENSON</b> Deeper Than You... (GRP/VMG)	+58
<b>JEFF GOLUB F/PETER WHITE</b> No Two... (GRP/VMG)	+57
<b>JAY BECKENSTEIN</b> Sunrise (Windham Hill)	+51
<b>RICHARD ELLIOT</b> Moomba (Blue Note)	+49
<b>BRIAN MCKNIGHT</b> 6,8,12 (Motown)	+44
<b>PAUL TAYLOR</b> Avenue (Peak/Unity/N-Coded)	+38
<b>SOUL CONVERSATION</b> Whatever It Takes (Transparent)	+32

## Breakers

ARTIST TITLE LABEL(S)	TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
<b>JOYCE COOLING</b> Before Dawn (Heads Up)	417/21	31/0	12
<b>DOWN TO THE BONE</b> The Zodiac (Internal Bass)	411/12	32/0	13
<b>STEELY DAN</b> Jack Of Speed (Giant/Reprise)	400/8	28/0	14

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

## New & Active

**TONI BRAXTON** Spanish Guitar (LaFace/Arista)  
Total Plays: 105, Total Stations: 9, Adds: 2

**GARDEN PARTY FM** (No Static At...) (Samson)  
Total Plays: 96, Total Stations: 9, Adds: 1

**CHUCK LOEB** Silver Star (Shanachie)  
Total Plays: 82, Total Stations: 11, Adds: 2

**GOTA** If I Could (Instinct)  
Total Plays: 82, Total Stations: 7, Adds: 0

**ACOUSTIC ALCHEMY** Beautiful Game (Higher Octave)  
Total Plays: 66, Total Stations: 11, Adds: 4

**NORMAN BROWN** Celebration (Warner Bros.)  
Total Plays: 64, Total Stations: 7, Adds: 1

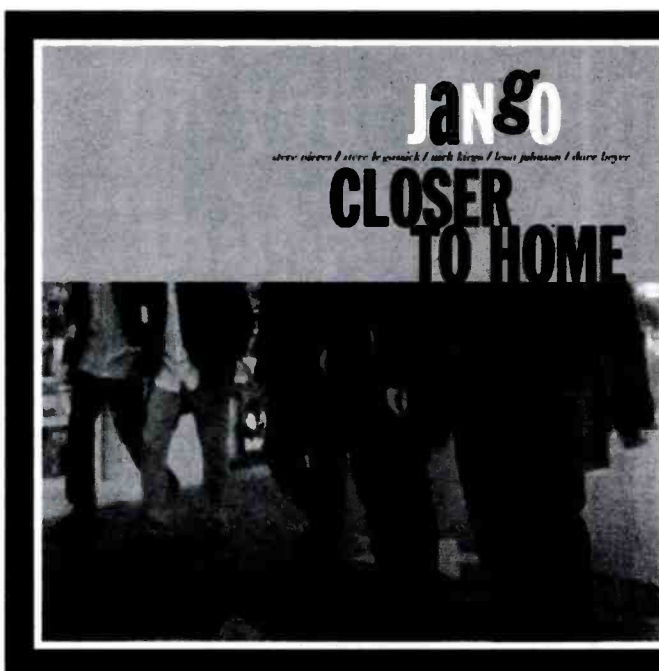
**TOM SAVIANO** You Move Me (Miramar)  
Total Plays: 62, Total Stations: 5, Adds: 1

**GENE DUNLAP** Got 'Til It's Gone (Avenue Jazz)  
Total Plays: 50, Total Stations: 7, Adds: 1

**KEN NAVARRO** Island Life (Positive)  
Total Plays: 43, Total Stations: 5, Adds: 0

**SOUL CONVERSATION** Whatever It Takes (Transparent)  
Total Plays: 34, Total Stations: 4, Adds: 0

Songs ranked by total plays



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# NAC notes

with Peter Petro

**B**oney James and Rick Braun don't earn any adds this week, but how could they? Every reporter in the format is already playing "Grazin' in the Grass," which leaps 6-2\* thanks to 123 additional plays — it's this week's Most Increased. Marc Antoine's "Palm Strings" continues to push forward, moving 5-4\* after 17 weeks on a very competitive chart. It's a big week for Breakers, which suggests that listeners appreciate strong new music. "Before Dawn" from Joyce Cooling, "The Zodiac" from Down To The Bone and "Jack of Speed" from Steely Dan have each provided a

unique sound and compositional voice to the format, making it stronger for everyone. George Benson's "Deeper Than You Think" will surely follow suit next week and achieve Breaker status; 80% of reporters are on it, and they like it.

Vocalists, take heart! Brian McKnight moves up four slots to 23\* with his follow-up crossover, "6.8.12." McKnight is among the top-selling artists on NAC/Smooth Jazz radio and is still selling over 10,000 copies of *Back at One* each week nine months after the CD hit retail. Brenda Russell's "Catch On" and Toni Braxton's "Spanish Guitar" earn significant adds this week — WJZZ/Philadelphia adds Russell, and KKJZ/Portland adds both Russell and Braxton. Braxton's sensual sophistication has a good chance of charting next week, and Russell was second Most Increased this week. Finally, Don Henley's "Taking You Home" has fought its way back onto the chart this week after debuting two weeks ago at 29\*. If you haven't taken a listen to the entire album yet, you're doing a tremendous disservice to your ears!

## Heads

Acoustic Alchemy  
The Beautiful Game  
Higher Octave

Like many longtime fans of Acoustic Alchemy, I was devastated by co-founder Nick Webb's death in 1998 of pancreatic cancer. The grief I felt was like a knife wound, raw and still tender even after it appeared to have healed. I was worried too — even doubtful — about the future of music made under Alchemy's banner without Webb's blithe spirit at play in it.

Happily — joyously! — the release of *The Beautiful Game (Higher Octave)* calms such fears. It is a revitalized and wholeheartedly exuberant musical statement that advances the group's impressive musical legacy while it authentically honors Webb's life and work. On this recording Alchemy co-founder Greg Carmichael sought fresh influences, and the production was greatly influenced by the contributions of Richard Bull, whose studio credits include Incognito and George Benson. Carmichael co-wrote for the CD with longtime Alchemist John Parsons and with guitarist Miles Gilderdale and keyboardists Frank Felix, Terry Disley and Tony White, the latter known for his techno keyboard style.

The title track, reminiscent of previous Alchemy tunes (and thus a comfort zone), was added instantly by WNUA/Chicago's Steve Stiles; anticipate a successful national run. But this project is extremely rich. "The Angel of the South" is an alluring (and commercial) homage to the deep connection Deborah Lewow has had with the band through the years. Other standouts include "Kidstuff," "Big Sky Country" and my personal favorite, a rollicking Nashville version of "Trail Blazer." When he heard *The Beautiful Game* on cosmic radio, I'm sure Nick loved it!



KYOT/Phoenix PD Nick Francis responds to comments made here by Broadcast Architecture CEO Frank Cody and me two weeks ago (5/19) about Joni Mitchell's *Both Sides Now* (Warner Bros.).

Carol, I think your love for Joni includes not only her music, but her personhood too. You two are "peers" in so many ways — generationally, sexually, culturally. I cannot imagine how you could *not* relate to Joni in the most profound way. My wife, Sharon, once described her as a "woman's woman," and I totally agree. But here's the deal: Most people are not like you and Joni, and they don't understand the things that you and she understand. ■ There's no doubt from anyone in the universe that Joni Mitchell is a bona fide artist. Whether in sound or in paint (which I hear is her *real* love), the woman has gone her own way and has created a deep, impressive body of work. She will undoubtedly influence musicians through the end of time and continue to have a base of deeply loyal fans. ■ But to assume that just because she's "deep," she should be played on Smooth Jazz radio is to go against the core of what successful radio does. Our job is to find artists and songs with "wide" appeal; the ones who are liked across the biggest spectrum of people we can reach. That doesn't mean you can't be both "deep" and "wide" — it's the ideal combo — but "wide" is absolutely essential. "Deep" appeal assumes time and assumes the body of work that's amassed — the turnings, the interesting pathways that an artist makes from record to record. It's not just *Both Sides Now* that you're hearing, it's everything you know and feel about Joni, plus *Both Sides Now*. With wide appeal, it's very much in the moment and is built on the immediate rush of "now" and the chatter and associations of the world around you. Wide is the core essence of pop culture; wide is the world of hits. That's why I would consider, for instance, Santana's "Maria, Maria" or the new Macy Gray record before I would consider anything on the new Joni. ■ There was a time when Joni was both deep and wide, and that was in the *Court and Spark* years. And that's been it. Even in the mid-'80s, when this format started, our listeners either loved or hated her. Like it or not, a lot of people think she's a self-indulgent navel-gazer. Steve Feinstein and I used to discuss her — as well as artists like Rickie Lee Jones, Robbie Robertson, Joan Armatrading and Bruce Cockburn — and lament that so many people just "didn't get it." But again, if we just play what we like on the air, we lose. ■ Personally, I used to be the biggest Joni fan. I've listened to everything — everything — and I still look forward to every new release. But the last album that really grabbed me and took me away was *Hejira*, and that was over 20 years ago. Since then I've liked a few things, but when Sharon and I are home and get the urge to hear Joni, we want to hear *Blue* and *Ladies of the Canyon*, not *Turbulent Indigo* or *Mingus*. Or *Both Sides Now*. ■ What can you say? Each human being hears music in a different way. Totally. Tastes in music are as unique as fingerprints and DNA. It's the most subjective thing imaginable, which is why music is so beautiful and mysterious.



Nick Francis

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# NAC/Smooth Jazz Reporters

Stations and their adds listed alphabetically by market

<b>WZMR/Albany, NY</b> PD: Patrick Ryan No Adds	<b>KDAI/Dallas-Ft. Worth, TX</b> PD: Maxine Todd MD: Teresa Kincaid 8 RICHARD ELLIOT "Fly"	<b>WSMJ/Knoxville, TN</b> PD/MD: Tom Miller No Adds	<b>WLOQ/Orlando, FL</b> PD: Dave Kosh MD: Patricia James No Adds	<b>KSRN/Reno, NV</b> GM/PD: Scott Seidenstricker No Adds	<b>KJZY/Santa Rosa, CA</b> PD: Gordon Zlot MD: Rob Singleton No Adds	<b>WJZW/Washington, DC</b> PD: Kenny King No Adds
<b>KNIK/Anchorage, AK</b> DM/PD: Aaron Wallender MD: Jennifer Summers 13 ACOUSTIC ALCHEMY "Game"	<b>KHHH/Denver-Boulder, CO</b> PD/MD: Becky Taylor No Adds	<b>KTWW/Los Angeles, CA</b> PD: Chris Brodie APD/MD: Ralph Stewart No Adds	<b>WJZJ/Philadelphia, PA</b> PD: Anne Gress APD/MD: Michael Tozzi BRENDA RUSSELL "Catch"	<b>KSSJ/Sacramento, CA</b> PD: Steve Williams APD/MD: Ken Jones No Adds	<b>KWJZ/Seattle-Tacoma, WA</b> PD: Carol Handley MD: Dianna Rose EUGE GROOVE "Vinyf"	<b>KWSJ/Wichita, KS</b> PD: Ron Allen MD: Patrick Murphy 2 TONI BRAXTON "Spanish" CHRIS STANDING "Sway"
<b>WNUA/Chicago, IL</b> PD: Bob Kaake APD/MD: Steve Stiles EUGE GROOVE "Vinyf" JAZZMASTERS "Chimes"	<b>WVMV/Detroit, MI</b> PD: Tom Sleaker MD: Sandy Kovach No Adds	<b>WJZL/Milwaukee, WI</b> PD: Chris Moreau MD: Debbie Young 5 ACOUSTIC ALCHEMY "Game"	<b>KYDT/Phoenix, AZ</b> PD: Nick Francis APD/MD: Greg Morgan No Adds	<b>KBZM/Salt Lake City, UT</b> PD/MD: Rob Riesen No Adds	<b>KDAZ/Tucson, AZ</b> PD/MD: Erik Foxx NELSON RANGELL "AI" ACOUSTIC ALCHEMY "Game"	<b>JRM/Jones NAC/National</b> PD: Steve Hibbard 2 JAZZMASTERS "Chimes" GENE DUNLAP "Got"
<b>WNWV/Cleveland, OH</b> PD/MD: Bernie Kimble ACOUSTIC ALCHEMY "Game" DARYL STUERMER "Follow"	<b>KEZL/Fresno, CA</b> PD: J. Weidenheimer 2 BRENDA RUSSELL "Catch"	<b>KSBR/Mission Viejo, CA</b> DM/PD: Terry Wedel MD: Derrick Dixon No Adds	<b>KKJZ/Portland, OR</b> PD: Chris Miller MD: David Shult 23 JOYCE COOLING "Callie" 5 BRENDA RUSSELL "Catch" 5 JAY BECKENSTEIN "Sunrise" 4 TONI BRAXTON "Spanish"	<b>KIFM/San Diego, CA</b> PD: Mike Vasquez APD/MD: Kelly Cole No Adds	<b>38 Total Reporters</b> <b>38 Current Reporters</b> <b>34 Current Playlists</b>  <b>Reported Frozen Playlist (1):</b> KRVR/Modesto, CA  <b>Did Not Report, Playlist Frozen (3):</b> WJZF/Atlanta, GA WLVE/Miami, FL WSJT/Tampa, FL	
<b>WJZA/Columbus, OH</b> PD/MD: Bill Harman MICHAEL McDONALD "Meaning" PAUL TAYLOR "Aerial" JAZZMASTERS "Chimes"	<b>KCIY/Kansas City, MO</b> PD: Steve Wiersman MD: Michelle Chase No Adds	<b>WQCD/New York, NY</b> PD: John Mullen MD: Rick Laboy CHUCK LOEB "Silver" CLUB 1600 "Slay"	<b>WWND/Raleigh-Durham, NC</b> 11 NORMAN BROWN "Celebratio" 11 GARDEN PARTY "FM" 11 TOM SAVIANO "Move"	<b>KMGQ/Santa Barbara, CA</b> PD: Mark De Anda APD/MD: Steve Bauer BRIAN MCKNIGHT "6.8.12" CHUCK LOEB "Silver"		

## Most Played Recurrents

- WALTER BEASLEY Nice And Easy (Shanachie)
- NORMAN BROWN Paradise (Warner Bros.)
- KENNY G Stranger On The Shore (Arista)
- STEVE COLE It's Gonna Be Alright (Bluemoon/Atlantic)
- KIM WATERS Secrets Told (Shanachie)
- DAVID BENOIT Miles After Dark (GRP/VMG)
- KENNY GARRETT Simply Said (Warner Bros.)
- BONEY JAMES Boneyizm (Warner Bros.)
- JOYCE COOLING Callie (Heads Up)
- CHUCK LOEB High Five (Shanachie)
- RICHARD ELLIOT On The Fly (Blue Note)
- BRIAN CULBERTSON Back In The Day (Atlantic)
- ROGER SMITH Off The Hook (Miramar)
- GOTA Let's Get Started (Instinct)
- CRAIG CHAQUICO Forbidden Love (Higher Octave)
- JAZZMASTERS Lost In Space (Hardcastle/Trippin 'N' Rhythm)
- BONEY JAMES Body Language (Warner Bros.)
- DAVE KOZ Together Again (Capitol)
- BRIAN MCKNIGHT Back At One (Motown)
- NORMAN BROWN Out'a Nowhere (Warner Bros.)

## NAC/SMOOTH JAZZ Going For Adds

6/5/00

AKA PROJECT Souled Down The East River (Internal Bass)  
 PATRICK YANDALL Marcus St. (Zangi)

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- George Benson One On One

### Netradio.com

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No Adds This Week

### Dave Koz Radio Show

Renee DePuy  
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- Brenda Russell Catch On
- George Benson Deeper Than You Think
- Dave Koz Can't Let You Go







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PART ONE OF A TWO-PART SERIES

# An Exploration Of Generation Y

□ Today's teens provide a recipe for tomorrow's hot ideas and trends

**F**or the sixth straight year Jacobs Media will present a seminar for Alternative radio just prior to the R&R Convention. However, for the first time the two-day session will include the Active Rock format as well.

A breakout of meeting times and topics appears on this page. While most of the people listed on the agenda will be familiar to you, two speakers have been invited to address the conference from outside of radio: Jason Calacanis, Editor of the *Silicon Alley Reporter*, and Jane Buckingham, President of the renowned research and consulting firm Youth Intelligence. This week we'll introduce you to Buckingham, and next week we'll talk to Calacanis.



Jane Buckingham

Buckingham returns to the seminar by popular demand. Youth Intelligence studies and analyzes American youth, and no company provides better data on the issues, likes and dislikes of both Generation X and Y. The firm currently works with such multinational companies as McDonald's, Coca-Cola, MTV, Disney and Sony. Buckingham says, "We try to understand what Gen X and Gen Y are doing now, what they'll do in the future, and how

that can help companies better work with them."

## Trends Come From The Young

Buckingham notes that while Generation X is now composed of 23-to-34-year-olds, Generation Y is all about those between 11 and 22. While the Xers are obviously an important part of a Rock station's demographic, Buckingham explains why it's equally important to understand the Y's: "So many trends today are coming from young people. That's always the case, but today you probably see that more than ever due to the

news is that Gen Y is a much more optimistic and hopeful generation, and they're having a big impact on how Gen X thinks," she explains.

"I think Gen X is going to abdicate a lot of responsibility and leadership and thought-opinions to the Gen Y's. Thus the Gen Y's will be the ones in control, and they'll be taking over. Even so, Gen X is changing quite quickly and dramatically in some of its attitudes and behaviors, even just over the last year or two."

What are some of the things we can learn about Gen Y? "We'll see a lot of really traditional behaviors and a certain rejection of technology," Buckingham says. "Rejection is probably too strong a word, but I think the media is overhyping the role of technology in their lives, and there will be a backlash against it. They want to write letters instead of just e-



sheer size of Generation Y, which is the biggest population of teens since the baby boom."

Myths abound concerning these two groups, and programmers and marketers must be made aware of them, Buckingham says. "The good

email. They don't give the Internet any extra credit for being cool. It has to actually deliver."

## The Changing Consumer

Declining audience share is certainly a concern for programmers. Is radio still important to Gen Y, the next demographic for many stations? "Music is important," Buckingham emphasizes, "and radio needs to once again find its importance — especially with satellite technology and everybody being able to download whatever they want and customize it."

"It's a huge question of what radio can and should offer. Radio is changing in their lives, and all of the media are going to have to change — given the innovations, given the Internet, given a changing consumer."

"Music is defining them, probably more so than ever, because there are so many different genres of music, and they can have such an involvement with it. They're desperately looking for leaders and icons, and there is a cult of personality in which musicians play a huge part."

## A Return To Tradition

If Gen Y's are optimistic, are they then like the hippies of the '60s? Buckingham says yes. "I think Y's are more like the boomers than they

## The Agenda

Here is the agenda for the R&R/Jacobs Media Alternative and Active Rock Summit. Subtitled "The Threat and New Opportunities With Technology," the summit will be held at the Century Plaza Hotel on June 14 and 15. It is free and open to everyone in the radio and record industries.

### Wednesday, June 14

• **1-1:30pm:** Opening Remarks — Fred Jacobs and Dave Beasing.

• **1:30-2:30pm:** Jason Calacanis, Editor, *Silicon Alley Reporter*. The *Silicon Alley Reporter*, based in New York, is the leading Internet trade publication. Calacanis is a dynamic speaker who understands how the Internet is changing consumer habits, particularly as those habits relate to accessing and listening to music.

• **2:45-3:30pm:** Heidi Kramer, Group Promotions, Greater Detroit Radio Group. In the presentation "Retail Radio," Kramer will discuss how to market stations with declining budgets.

• **3:45-4:45pm:** Larry Rosin, Edison Media Research. In February Edison Media Research unveiled its latest Arbitron/Internet study, which focused on streaming-media listening. In "Online Habits of Rock and Alternative listeners" the company will unveil new data from the study specifically keyed to Rock and Alternative listeners. This data, which will be made public for the first time, should help us devise new tactics for developing streaming audio.

### Thursday, June 15

• **9-10am:** During "Open Season on Jacobs Media" company honchos Fred Jacobs, Paul Jacobs, Bill Jacobs, Tim Davis and Dave Beasing provide an opportunity for attendees to ask questions and pick their brains on programming, trends, the Internet, promotions and so on.

• **10-11am:** Jane Buckingham, President of the consulting firm Youth Intelligence and a popular speaker at last year's summit, returns to update us on her research into the habits and attitudes of young adults. She'll discuss how technology is changing their lifestyle and how radio fits into their hierarchy of entertainment choices.

• **11:15-Noon:** Format breakout rooms: Active/Mainstream Rock with Fred and Bill Jacobs; Alternative with Dave Beasing and Jane Buckingham.

• **Noon-12:30pm:** Closing remarks, Q&A with Jacobs Media staff.

are like the Xers," she explains. "They are in a lot of ways quite similar to the boomers — they're the next evolution of boomers. They might even be more like the boomers' parents than like the boomers."

"They are looking for a lot of the things that we've lost from the past and are trying to bring them forward again, although they don't know exactly how to do it, because there are no right answers anymore, and they are still pretty young. There's never been such a good economy, such a time without war and such a time without a host of negative things happening. This is a generation that's poised like no other, especially at the start of a new millennium."

With a hopeful Generation Y on the scene, Buckingham says. "The only thing that can happen to Xers that's worse than having everyone think they're slackers is to have no one even want to talk to them. No one cares about them now, and they're being completely ignored. "I'm hoping that some of the myths

are gone, but it seems that people have just given up on them, and I don't think they should have. Xers are an important generation, because their thinking has carved a path for the generations around them."

"The reality of today's Gen Xer, although it sounds trite, is that they are a group of people who are going through their midlife crises 20 years too early. It's not that they want to look like they're slackers, but they're afraid to do things and make their own choices. They're desperately trying to strike the balance of 'What do I want?' vs. 'What can I have?' vs. 'What's going to make me happy?'

"That's why we're seeing such a focus on self-awareness and self-expression. Because if you don't know what's going to make you happy, you have to figure out who you are in order to figure out what'll make you happy."

Buckingham will share much more research about these important demographic groups at the summit.



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**New & Active**

<b>PAPA ROACH</b> Last Resort ( <i>DreamWorks</i> ) Total Plays: 116, Total Stations: 14, Adds: 1	<b>BROUGHAM</b> Murked Out ( <i>Warner Bros.</i> ) Total Plays: 73, Total Stations: 11, Adds: 2
<b>J. PAGE &amp; BLACK CROWES</b> Ten... ( <i>Musicmaker.com</i> ) Total Plays: 116, Total Stations: 14, Adds: 3	<b>BENOER</b> Superfly ( <i>TVT</i> ) Total Plays: 72, Total Stations: 10, Adds: 0
<b>POONK</b> Dashboard Mary ( <i>Matchbox</i> ) Total Plays: 86, Total Stations: 7, Adds: 1	<b>SISTER HAZEL</b> Change Your Mind ( <i>Universal</i> ) Total Plays: 67, Total Stations: 8, Adds: 0
<b>3 DOORS DOWN</b> Loser ( <i>Republic/Universal</i> ) Total Plays: 83, Total Stations: 8, Adds: 2	<b>QUEENS OF THE STONE AGE</b> The Lost... ( <i>Interscope</i> ) Total Plays: 55, Total Stations: 10, Adds: 1
<b>FOO FIGHTERS</b> F/BRIAN MAY Have A Cigar ( <i>Hollywood</i> ) Total Plays: 79, Total Stations: 8, Adds: 1	<b>GODSMACK</b> Bad Religion ( <i>Republic/Universal</i> ) Total Plays: 44, Total Stations: 10, Adds: 5

Songs ranked by total plays

**Most Played Recurrents**

- CREED What If (*Wind-up*)
- FOO FIGHTERS Learn To Fly (*Roswell/RCA*)
- COLLECTIVE SOUL Heavy (*Atlantic*)
- RED HOT CHILI PEPPERS Scar Tissue (*Warner Bros.*)
- SANTANA F/EVERLAST Put Your Lights On (*Arista*)
- GODSMACK Keep Away (*Republic/Universal*)
- LIVE The Dolphin's Cry (*Radioactive/MCA*)
- LENNY KRAVITZ Fly Away (*Virgin*)
- GODSMACK Whatever (*Republic/Universal*)
- SANTANA F/ROB THOMAS Smooth (*Arista*)
- BUSH The Chemicals Between Us (*Trauma*)
- BUCKCHERRY Lit Up (*DreamWorks*)
- FILTER Take A Picture (*Reprise*)
- OLEANDER Why I'm Here (*Republic/Universal*)
- EVERLAST What It's Like (*Tommy Boy*)
- LENNY KRAVITZ American Woman (*Maverick/Virgin*)
- PINK FLOYD Young Lust (*Columbia*)
- LIT Miserable (*RCA*)
- METALLICA Turn The Page (*Elektra/EEG*)
- DEF LEPPARD Promises (*Mercury/IDJMG*)

**ROCK Going For Adds 6/6/00**

- RICHARD ASHCROFT A Song For The Lovers (*Hut/Virgin*)
- BUFFALO NICKEL Good Day (*Universal*)
- COWBOY MOUTH Easy (*Blackbird/Atlantic*)
- CREASE Frustration (*Roadrunner*)
- CULT Painted On My Heart (*Island/IDJMG*)
- EVE 6 Promise (*RCA*)
- KITTIE Charlotte (*Ng/Artemis*)
- LITTLE FEAT Sample In A Jar (*CMC*)
- PEARL JAM Light Years (*Epic*)
- PROJECT 86 One-Armed Man (*BEC/Tooth & Nail/Atlantic*)
- REVEILLE Flesh And Blood (*Elektra/EEG*)
- ULTIMATE FAKEBOOK Tell Me What You Want (*550 Music/Epic*)
- UNION UNDERGROUND Turn Me On "Mr. Deadman" (*Columbia*)
- URGE Too Much Stereo (*Immortal/Virgin*)

**TOP 101-200 ROCK POWER GOLD**

- 101 JIMI HENDRIX Hey Joe
- 102 TED NUGENT Stanglehold
- 103 CARS Just What I Needed
- 104 KISS Rock & Roll All Nite
- 105 PEARL JAM Alive
- 106 BAD COMPANY Feel Like Makin' Love
- 107 MOLLY HATCHET Flirtin' With Disaster
- 108 LED ZEPPELIN Hey Hey What Can I Do
- 109 DOORS Roadhouse Blues
- 110 FOGHAT Slow Ride
- 111 ZZ TOP Cheap Sunglasses
- 112 PINK FLOYD Happiest Days/Another Brick In...
- 113 LYNRYO SKYNYRO Call Me The Breeze
- 114 GEORGE THOROGOOD I Drink Alone
- 115 ERIC CLAPTON Cocaine
- 116 WHO Who Are You
- 117 LYNRYO SKYNYRO Gimme Three Steps
- 118 DEF LEPPARD Foolin'
- 119 U2 Pride (In The Name Of Love)
- 120 QUEEN We Will Rock You/We Are The Champions
- 121 WHITESNAKE Here I Go Again
- 122 GEORGE THOROGOOD Who Do You Love
- 123 RUSH Fly By Night
- 124 VAN HALEN Hot For Teacher
- 125 BLACK CROWES She Talks To Angels
- 126 AEROSMITH Same Old Song & Dance
- 127 STEPPENWOLF Magic Carpet Ride
- 128 JOE WALSH Life's Been Good
- 129 U2 New Year's Day
- 130 METALLICA Ender Sandman
- 131 ALICE IN CHAINS Man In The Box
- 132 COLLECTIVE SOUL Shine
- 133 CREED My Own Prison
- 134 LED ZEPPELIN Fool In The Rain
- 135 LYNRYO SKYNYRD What's Your Name
- 136 LED ZEPPELIN O'yer Mak'er
- 137 NIRVANA Come As You Are
- 138 TOM PETTY Free Fallin'
- 139 QUEEN Bohemian Rhapsody
- 140 ROLLING STONES It's Only Rock And Roll...
- 141 VAN HALEN Beautiful Girls
- 142 STYX Renegade
- 143 EVE 6 Inside Out
- 144 JUDAS PRIEST Livin' After Midnight
- 145 DIRE STRAITS Sultans Of Swing
- 146 PEARL JAM Jeremy
- 147 PEARL JAM Evenflow
- 148 AEROSMITH Back In The Saddle
- 149 BOSTON Don't Look Back
- 150 CREAM White Room
- 151 STEPPENWOLF Born To Be Wild
- 152 TOM PETTY AND THE HEARTBREAKERS Refugee
- 153 VAN HALEN Finish What Ya Started
- 154 STEVE MILLER The Joker
- 155 COLLECTIVE SOUL December
- 156 VAN HALEN Jump
- 157 LED ZEPPELIN Heartbreaker
- 158 DEF LEPPARD Rock Of Ages
- 159 BLACK SABBATH Iron Man
- 160 VAN HALEN Why Can't This Be Love
- 161 RUSH Subdivisions
- 162 FREE All Right Now
- 163 LED ZEPPELIN Living Loving Maid (She's...)
- 164 BOB SEGER Turn The Page
- 165 OEREK AND THE OOMINOS Layla
- 166 LED ZEPPELIN Misty Mountain Hop
- 167 ZZ TOP Got Me Under Pressure
- 168 STEVE MILLER BAND Rock N' Me
- 169 BILLY SQUIER Everybody Wants You
- 170 STEVE MILLER BAND Take The Money And Run
- 171 AEROSMITH Janie's Got A Gun
- 172 DEEP PURPLE Smoke On The Water
- 173 ROLLING STONES Miss You
- 174 HEART Music Man
- 175 RUSH Closer To The Heart
- 176 LYNRYO SKYNYRO Free Bird
- 177 TOM PETTY AND THE HEARTBREAKERS Mary...
- 178 GUNS N' ROSES Patience
- 179 VAN HALEN Dancing In The Streets
- 180 CARS Good Times Roll
- 181 DOORS L.A. Woman
- 182 ROLLING STONES Gimme Shelter
- 183 ROLLING STONES You Can't Always Get...
- 184 AEROSMITH Train Kept A-Rollin'
- 185 AEROSMITH Pink
- 186 LENNY KRAVITZ Are You Gonna Go My Way
- 187 DIRE STRAITS Money For Nothing
- 188 AEROSMITH Love In An Elevator
- 189 YES Owner Of A Lonely Heart
- 190 PEARL JAM Better Man
- 191 AC/DC Shoot To Thrill
- 192 VAN HALEN Unchained
- 193 METALLICA Nothing Else Matters
- 194 38 SPECIAL Hold On Loosely
- 195 ROLLING STONES Shattered
- 196 AC/DC For Those About To Rock
- 197 HEART Crazy On You
- 198 FOREIGNER Double Vision
- 199 STEVIE RAY VAUGHAN The Sky is Crying
- 200 LED ZEPPELIN Going To California



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 200 Power Gold is based on monitored airplay data taken from April, 1999 through March, 2000. Songs 1-100 appeared in the April 7, 2000 issue of R&R. © 2000, R&R Inc.

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

MARKET #4 KSJQ/San Francisco Greater Media (415) 371-7511 Milkman/Zepeto 12x Cumé 610,700

MARKET #5 WWMR/Philadelphia Greater Media (610) 771-0933 Milkman/Zepeto 12x Cumé 610,700

MARKET #14 KISW/Seattle-Tacoma Entercom (206) 285-7625 Ryan/Fajulter 12x Cumé 243,480

MARKET #16 KDKB/Phoenix Sandusky (480) 897-9300 Bonadona/Elio 12x Cumé 194,200

MARKET #18 WBAB/Massachusetts Suffolk (631) 587-1023 Edwards/Tortora/Pariz 12x Cumé 453,700

MARKET #22 WVE/Pittsburgh AM/FM (412) 937-1441 Hart/Porter 12x Cumé 434,500

MARKET #26 WEBC/Cincinnati Clear Channel (513) 621-9326 Walter/Garrett 12x Cumé 308,400

MARKET #28 KCAL/Riverside Azteca Media (951) 793-3554 Holtman/Matthews 12x Cumé 142,700

MARKET #31 WLUM/Wisconsin AM/FM (414) 771-1021 Hawala 12x Cumé 122,800

MARKET #33 WRVY/Providence AM/FM (401) 228-0302 Benavente/Schifino 12x Cumé 0

MARKET #35 KBER/Salt Lake City Clear Channel (801) 485-6700 Hammer/Porter 12x Cumé 143,400

MARKET #40 KOMP/Las Vegas Lotus (702) 876-1460 Salt/Walt 12x Cumé 96,600

MARKET #42 WRRG/Greensboro Clear Channel (336) 727-8826 Salt/Walt 12x Cumé 184,400

MARKET #48 WBBB/Raleigh-Durham Curtis (919) 876-3831 Nyles/O'Leary 12x Cumé 151,500

MARKET #53 WTKF/Louisville Clear Channel (502) 479-2222 Nyles/O'Leary 12x Cumé 113,600

MARKET #54 KATT/Oklahoma City Citadel (405) 848-0100 Baker/Daniels 12x Cumé 131,700

MARKET #56 WTUE/Dayton Clear Channel (937) 224-1137 Thomas/Kramer/Beaulieu 12x Cumé 162,300

MARKET #57 WRXL/Richmond Clear Channel (804) 756-6400 Iles/Mayhew 12x Cumé 116,200

MARKET #59 WPTX/Albany, NY AM/FM (518) 785-9061 Cooper 12x Cumé 112,600

MARKET #61 KLPX/Tucson Lotus Communication (520) 622-6711 Miles 12x Cumé 87,800







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PART ONE OF A TWO-PART SERIES

## 'Jimmy The Sports Guy' Looks Back

□ Jimmy Kimmel on developing talent, working at KROQ and the state of personality radio

**W**ith the proliferation of voice-tracking and programming conservatism, it certainly seems that radio as a personality-driven medium is under siege. There is no better person to talk to about this state of affairs than someone who has been a talented and compelling personality in the radio medium — and who has also been exposed to how talent is treated in other media. To that end, I called former KROQ/Los Angeles morning show sports commentator Jimmy "The Sports Guy" Kimmel and got his thoughts on the state of radio talent.

**R&R:** You're a perfect example of one of the things that depresses me about radio. The medium nurtures wonderful talents, then lets them get away to another medium, like TV.

**JK:** It is a shame, and you know, it is amazing the difference in how talent in television gets treated as compared to radio. Just to give you an idea, at KROQ [morning team] Kevin & Bean don't have their own parking spaces, and KROQ is the best-case scenario for radio stations.

It's weird, but I think what happens is that DJs get promoted to program director, and they see themselves as being above the other DJs. Then they say, "I'm not going to treat this guy special. I don't care who he is." Until you reach a position like Howard Stern's, people treat you like you work for them and not like a talent who has to be kind of stroked. Anybody who's worth anything has to get a certain amount of that, and if you are a radio talent, you just don't get it.

**R&R:** Is the lack of appreciation for talent typical of radio?

**JK:** Every radio station that I ever worked at doing morning shows, with the exception of KROQ, wanted me to use comedy service bits and encouraged stealing of material. They just wanted me to do stupid things that had been done a thousand times before. They didn't want me to try anything new on their dime.

The problem is that most guys go along with it, because they aren't willing to get fired over and over again. If you do that and pad your show, and every break you have some comedy service bit that was paid for or you're doing some bit that Kidd Kraddick did on KHKS in Dallas, then you don't improve.

You don't end up stretching yourself, and you end up staying at the level you're at.

**R&R:** I interviewed WBCN/Boston afternoon drive jock Nik Carter about this, and we couldn't come to any conclusion as to who was to blame. Is it the talent for not sticking up for themselves, is it the PDs for wanting it to be safe, or is it the broadcasting companies for not focusing on creativity and talent?

**JK:** Well, it's probably a combination of all those things. Ultimately, radio is a job where you can be a celebrity but not really have any of the good things that go along with celebrity, like money. It's weird, because you're a celebrity if you choose to be, but most of the time people don't recognize you. You're like a D-level celebrity, but you have all the insecurities of being an A-level one. For example, when someone criticizes your show, they're criticizing you. They're saying, "You are not funny." There are no two ways about it — it's you who is being criticized, and it's hard not to take it personally.

I think a lot of PDs just want to control their talent and wind up beating them down. So most of the talent end up just doing what they are told to do. Whether it is because they are scared because jobs are so hard to get or because they are not creative enough to really experiment, I don't know. I think it varies by case.

I had this PD in Seattle who was an idiot. He wanted us to do "jokes for doughnuts," where people would call up and tell jokes, and we would give them doughnuts. He thought this was a huge brainstorm. I mean, I would rather be working at the doughnut shop than doing "jokes for doughnuts." I really would.

**R&R:** Obviously, you got to the point where you were able to spread your wings in radio. I'm specifically thinking of when you were at KROQ as "Jimmy The Sports Guy."

**JK:** KROQ is the exception to the rule in radio. It was the one



Jimmy Kimmel

"I think a lot of PDs just want to control their talent and wind up beating them down. So most of the talent end up just doing what they are told to do."

place where they understood that comedy had some value, and it wasn't all about being safe and not making clients or listeners mad. The first year I was at KROQ a lot of people didn't like me. A lot of people liked me, too, but that's not enough for most radio stations. But to KROQ's credit, they rode it out and saw that the stuff was funny and that, eventually, people would come around. Most stations won't do that.

When you're doing something different and really aggressive, it takes a while, especially on an established morning show like Kevin and Bean's, where people are used to things being a certain way. In that instance, you come on and you're different, and sometimes people will react in a negative way.

**R&R:** Did you deal mostly with Kevin and Bean or with PD Kevin Weatherly?

**JK:** I've known Kevin Weatherly since I was in college in Phoenix, so he really hired me to come to the station. But Kevin and Bean and I were the team, so we put together the show. Then we would talk to Weatherly every day. He really was great. He was one of the two guys I've liked working for, him and [then-KKLQ/San Diego PD] Garry Wall.

**R&R:** What kind of advice do you give to jocks who are in the kind of position you were in, with the PD telling them to do doughnut jokes?

**JK:** Well, I was 20 years old when I did my first morning show in Seattle. It was *The Me and Him Show*, which I did with Kent Voss, who does FM Talk in Philadelphia now. I was an intern on his show in Phoenix, and he brought me out to do mornings with him. We had no idea what we were doing. Unfortunately, nobody at the station did, either, so we thought we were doing a great show. I look back and realize that we weren't, but the direction they were pushing us in was the wrong direction. They were pushing us in the [consultant] Dwight Douglas/"Here's a list of bits you can do because my other clients are doing them" direction, and to me, that's the worst thing you can do.

If I had to do it all over again, and I was 20 years old, I think I would go to a really good radio station like KROQ and become an intern. I would not go the small-market route to the big markets. I would start out in a big market and learn from people who knew what they were doing, rather than having to figure it out for myself, because that takes a

lot longer. I really had no idea what I was doing until I met Garry Wall, and even then it took me five years to do a halfway decent show. He was rough, but he was the only one who pushed me in the right direction.

**R&R:** One of the reasons Capstar launched its Star System two years ago was its feeling that the air talent in smaller markets wasn't very good. Do you think that kind of criticism could be avoided if we had better program directors in those markets?

**JK:** Yeah, but it's not going to happen. I don't want to be too negative about small markets though. I still think that if you have talent and you're willing to work hard for free for a while, you'll make it in radio. The sad thing is that I don't know if more people feel that way anymore.

When I first started out in radio, I loved being in a radio station, and I mean any radio station. I was just ecstatic when I was in one, because it's such a great medium. There's no running things by this guy or that guy. You go on, you do your show, you get yelled at after the show, and you're back the next day. There's not nearly as much red tape as with TV or writing or other areas where you're doing comedy.

But while I looked for any excuse to be in a radio station, in the five years that I was at KROQ, we had very few people come in as interns and say, "I want to be on the air." There were maybe five of them, literally. It is so surprising to me, because there's such an opportunity for good interns who are willing to sacrifice. Those guys would be snapped up. Lightning, who now produces *Kevin & Bean*, was one of them, and he's doing pretty well for himself. I brought Adam Corolla in off the street. He had no radio experience, but he was instantly a popular character, and a year later he was hosting *Lovelines*.

Especially in big markets, you really need to look for guys to help you out. Kevin & Bean have been fortunate with that. They've had me, they've had Adam, they've had Ralph Garman, and they've had Mark Davis. All those guys do is beef up the quality of Kevin & Bean's show, and if you can do that, that's when you get strong. You'll have a little staff of guys who are working for four hours on the one bit they're going to do that day. That's where the opportunities are for people.

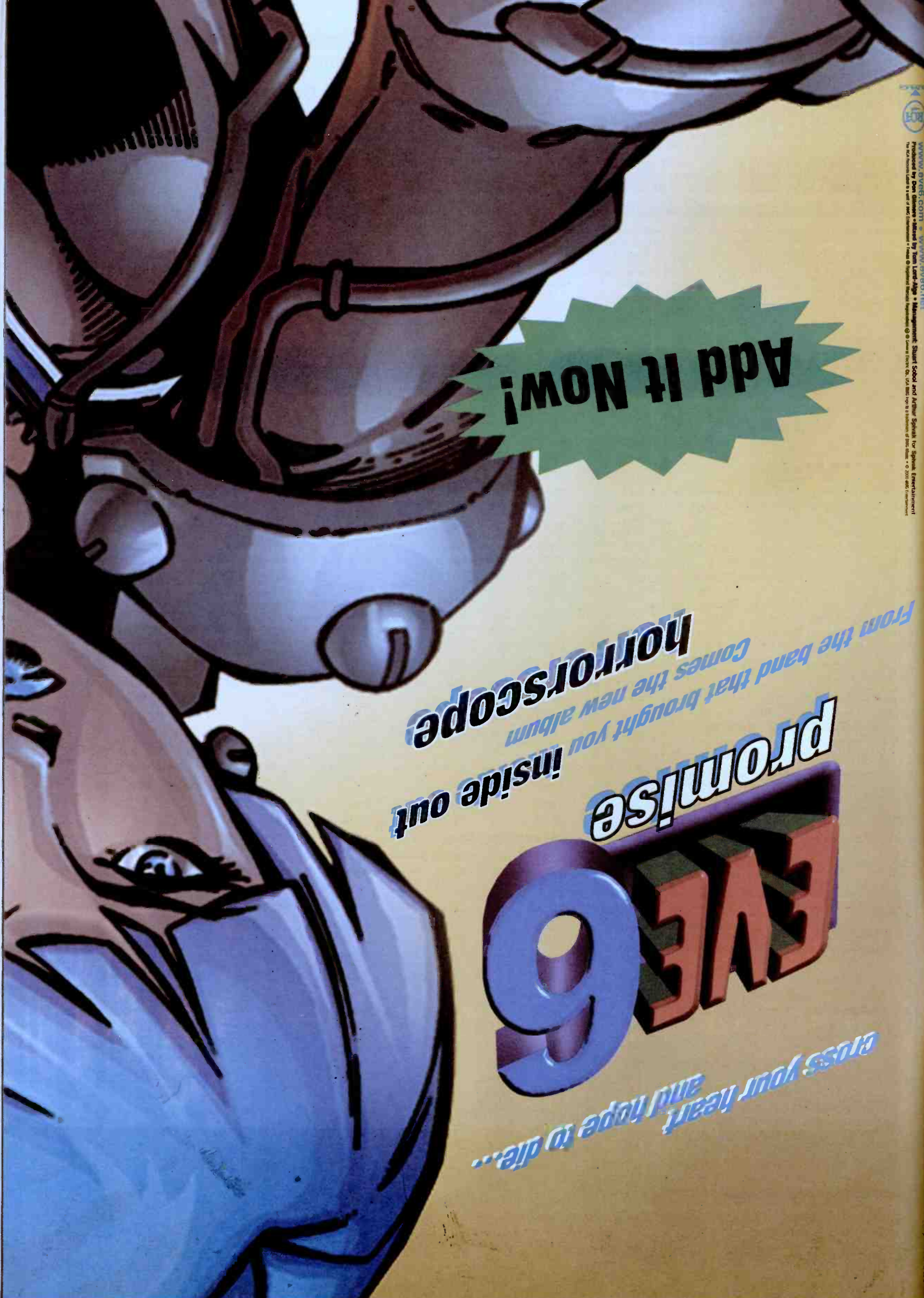


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# R&R Alternative Top 50

June 2, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS '00	WEEKS ON CHART	TOTAL STATIONS ADDS
1	1	<b>3 DOORS DOWN</b> Kryptonite (Republic/Universal)	2842	-95	292734	15	76/0
2	2	<b>BLINK-182</b> Adam's Song (MCA)	2435	-173	212036	18	78/0
3	<b>3</b>	<b>CREED</b> With Arms Wide Open (Wind-up)	2349	+63	231196	10	73/0
4	<b>4</b>	<b>STONE TEMPLE PILOTS</b> Sour Girl (Atlantic)	2072	+19	186254	9	73/0
5	5	<b>INCUBUS</b> Pardon Me (Immortal/Epic)	1936	-55	202669	29	70/0
6	<b>6</b>	<b>FOO FIGHTERS</b> Breakout (Roswell/RCA)	1828	+38	110194	12	73/0
9	<b>7</b>	<b>A PERFECT CIRCLE</b> Judith (Virgin)	1787	+85	176853	8	70/0
6	8	<b>RED HOT CHILI PEPPERS</b> Otherside (Warner Bros.)	1696	-176	145646	22	75/0
7	9	<b>KORN</b> Make Me Bad (Immortal/Epic)	1672	-122	170829	17	68/0
10	10	<b>NINE DAYS</b> Absolutely (Story Of A Girl) (550 Music/Epic)	1597	-8	108751	10	56/0
<b>Breaker</b>	<b>11</b>	<b>EVERCLEAR</b> Wonderful (Capitol)	1581	+667	159811	2	75/0
14	<b>12</b>	<b>METALLICA</b> I Disappear (Hollywood)	1527	+90	157380	6	59/0
15	<b>13</b>	<b>DYNAMITE HACK</b> Boyz-N-The-Hood (Farm Club/Universal)	1475	+74	144121	6	62/0
18	<b>14</b>	<b>DEFTONES</b> Change (In The House Of Flies) (Maverick)	1420	+220	163415	3	73/1
13	15	<b>MIGHTY MIGHTY BOSSTONES</b> So Sad To Say (Big Rig/IDJMG)	1416	-64	103345	10	67/0
11	16	<b>GODSMACK</b> Voodoo (Republic/Universal)	1367	-226	123947	20	61/0
12	17	<b>PEARL JAM</b> Nothing As It Seems (Epic)	1353	-214	106294	7	68/0
19	<b>18</b>	<b>PAPA ROACH</b> Last Resort (DreamWorks)	1316	+122	159614	10	64/3
16	19	<b>MATCHBOX TWENTY</b> Bent (Lava/Atlantic)	1305	-62	82317	7	53/0
20	<b>20</b>	<b>NO DOUBT</b> Simple Kind Of Life (Interscope)	1261	+81	120388	5	58/0
23	<b>21</b>	<b>LIMP BIZKIT</b> Take A Look Around (Theme...) (Hollywood)	1258	+185	155926	8	53/2
17	22	<b>RAGE AGAINST THE MACHINE</b> Sleep Now In The Fire (Epic)	1251	-65	155812	16	60/0
21	<b>23</b>	<b>THIRD EYE BLIND</b> 10 Days Late (Elektra/EEG)	1193	+50	93914	7	64/2
22	<b>24</b>	<b>LIMP BIZKIT</b> Break Stuff (Flip/Interscope)	1119	+13	149554	15	51/0
<b>Breaker</b>	<b>25</b>	<b>FENIX TX</b> All My Fault (Drive-Thru/MCA)	1021	+52	93385	9	63/3
24	26	<b>STROKE9</b> Letters (Cherry/Universal)	963	-11	65683	9	50/0
28	<b>27</b>	<b>OFFSPRING</b> Totalimmortal (Elektra/EEG)	953	+53	110252	5	61/2
26	<b>28</b>	<b>MOBY</b> Porcelain (V2)	951	0	123203	5	48/2
32	<b>29</b>	<b>SR71</b> Right Now (RCA)	939	+145	89227	4	68/3
30	<b>30</b>	<b>CYPRESS HILL</b> Superstar (Ruffhouse/Columbia)	842	+26	116099	12	41/0
37	<b>31</b>	<b>EMINEM</b> The Real Slim Shady (Aftermath/Interscope)	742	+90	108514	4	42/6
35	32	<b>KID ROCK</b> American Bad Ass (Top Dog/Lava/Atlantic)	710	-12	63673	4	50/0
33	33	<b>STAINED</b> Home (Flip/Elektra/EEG)	669	-98	73742	18	40/0
34	34	<b>SMASHING PUMPKINS</b> Stand Inside Your Love (Virgin)	626	-110	52615	16	47/0
29	35	<b>BLOODHOUND GANG</b> The Bad Touch (Republic/Geffen/Interscope)	607	-212	48680	16	48/0
31	36	<b>FILTER</b> The Best Things (Reprise)	585	-221	29527	11	40/0
40	<b>37</b>	<b>CATHERINE WHEEL</b> Sparks Are Gonna Fly (Columbia)	561	+15	34865	5	41/0
42	<b>38</b>	<b>NINE INCH NAILS</b> Starsuckers, Inc. (Nothing/Interscope)	557	+42	41445	8	42/0
43	<b>39</b>	<b>TRAVIS</b> Why Does It Always Rain On Me? (Independiente/Epic)	532	+52	64733	4	37/3
39	40	<b>GOO GOO DOLLS</b> Broadway (Warner Bros.)	530	-63	25864	8	24/1
46	<b>41</b>	<b>BUSH</b> Warm Machine (Trauma)	526	+93	32238	3	36/0
36	42	<b>8STOPS7</b> Satisfied (Reprise)	516	-170	37116	12	38/0
38	43	<b>NO DOUBT</b> Ex-Girlfriend (Interscope)	511	-136	61554	19	38/0
44	<b>44</b>	<b>ELWOOD</b> Sundown (Palm/London)	476	0	35781	4	36/3
45	45	<b>SLIPKNOT</b> Wait And Bleed (Roadrunner)	408	-29	76190	15	32/0
48	<b>46</b>	<b>DISTURBED</b> Stupify (Giant/Reprise)	398	+62	26784	2	35/5
41	47	<b>STIR</b> New Beginning (Capitol)	377	-158	27720	15	30/0
<b>Debut</b>	<b>48</b>	<b>RED HOT CHILI PEPPERS</b> Californication (Warner Bros.)	350	+82	95964	1	16/6
<b>Debut</b>	<b>49</b>	<b>KOTTONMOUTH KINGS</b> Peace Not Greed (Suburban Noise/Capitol)	343	+102	20203	1	38/2
<b>Debut</b>	<b>50</b>	<b>NICKELBACK</b> Leader Of Men (Roadrunner)	332	+69	13745	1	27/4

80 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 5/21-Saturday 5/27. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 1000 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

## Most Added®

ARTIST TITLE LABEL(S)	ADDS
LIT Over My Head (Java/Capitol)	18
CRAZY TOWN Darkside (Columbia)	10
311 Large In The Margin (Capricorn)	7
EMINEM The Real Slim Shady (Aftermath/Interscope)	6
RED HOT CHILI PEPPERS Californication (Warner Bros.)	6
DISTURBED Stupify (Giant/Reprise)	5
KITTIE Charlotte (NG/Artemis)	5
NICKELBACK Leader Of Men (Roadrunner)	4
SR71 Right Now (RCA)	3
PAPA ROACH Last Resort (DreamWorks)	3
FENIX TX All My Fault (Drive-Thru/MCA)	3
TRAVIS Why Does It Always... (Independiente/Epic)	3
ELWOOD Sundown (Palm/London)	3

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## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
EVERCLEAR Wonderful (Capitol)	+667
EVE 6 Promise (RCA)	+271
311 Large In The Margin (Capricorn)	+269
DEFTONES Change (In The House Of Flies) (Maverick)	+220
LIMP BIZKIT Take A Look... (Theme...) (Hollywood)	+185
SMASHING PUMPKINS I Of The Mourning (Virgin)	+163
SR71 Right Now (RCA)	+145
PAPA ROACH Last Resort (DreamWorks)	+122
LIT Over My Head (Java/Capitol)	+115
MPX Responsibility (A&M/Interscope)	+109

## Breakers®

<b>EVERCLEAR</b>		
Wonderful (Capitol)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1581/667	75/0	11
<b>FENIX TX</b>		
All My Fault (Drive-Thru/MCA)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1021/52	63/3	25

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



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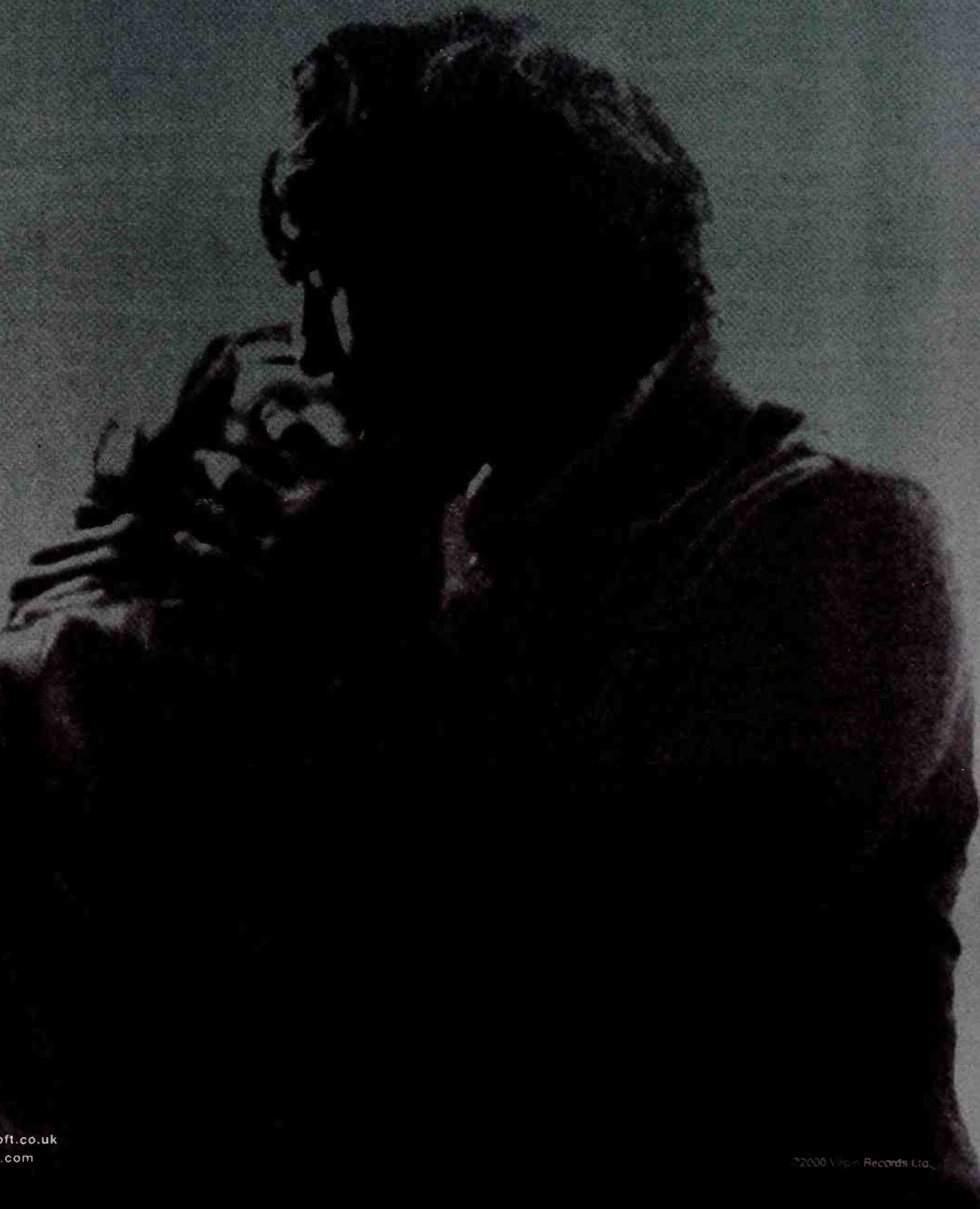
# Richard Ashcroft

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**Artist**

**DISTURBED**  
Track: "STUPIFY"  
LP: **THE SICKNESS**  
Label: **GIANT/WB**

By **Jeanette Grgurevic**  
Asst. Alternative Editor

**e**ssentials: One of the first words that appears in the Disturbed biography is "punishing," and it's the perfect description of this band's sound and live performances. With such an intense vibe, it's no wonder it took the band a long time to fill its ranks. Guitarist Dave Donegan, drummer Mike Wengren and bassist Fuzz were endlessly frustrated in their attempts to find a vocalist who could fit their style and vision. Holding out for the right person to complete the band turned out

to be a smart move. The band eventually hooked up with David Draiman, who not only brought a heartfelt enthusiasm for the band's approach, he also came up with the name the band now carries.

Actually, Draiman is a good representative for the band as a whole. Growing up within a conservative religious family seemed to indicate a future of pressed pants and sedate ties, but his attitude and future both screamed out "disturbed," especially when you consider that he attended and was kicked out of five different boarding schools.

With their current single, "Stupify," making its way onto Alternative stations across the country, there can be no denying that Disturbed's attitude is hitting a nerve, which is just the way they want it.

**Artist POV:** (Fuzz on waiting for Draiman) "He was the first singer to come in and say, 'Let's improvise.' That took some balls. No other singer who we had worked with had done that. They all wanted to sing covers of other bands' songs."



**Rob Goldklang**  
National Director/  
Alternative Promotion  
Warner Bros.

**Rob Goldklang**  
**ON THE RECORD**

There are a few songs at radio now that I really like. I think that The Deftones are awesome, and SR-71's "Right Now" is very cool. And, of course, I like Eminem's "The Real Slim Shady." You've got to love that Alternative radio is playing some hip-hop. So I have to throw some props just for that reason alone. ■ On a personal level, I think that the new Jayhawks album is killer. I also like DMX's "Party Up (Up in Here)," and the albums from Travis, Modest Mouse and Supergrass are all really cool. Another cool record is Monk & Canatella's "Slagger." Lenny at WXDX/Pittsburgh sent me the video, and the song is great. It's kind of a cross between Prodigy and Rammstein.

You have to hand it to **Gary Spivack** Capitol hasn't exactly given him a lot of time between big spring projects, and he has hands-down delivered, spending the month of May sitting near the top of the Most Added column week after week for project after project. This week he continues where he left off with **Everclear** (and started with **Kottonmouth Kings**) as **Lit** pull in almost 20 adds in a light, holiday-shortened week for their soundtrack song "Over My Head"... Hip-hop rock continues to produce some of the most compelling music out there. **Crazy Town** are one of the better examples of the genre, with some songs rocking pretty hard. "Darkside" is a good moving deep into the hip-hop camp, and other songs rocking pretty hard. "Darkside" is a good example of the latter, and it garners double-digit adds this week. Keep an eye on this band and their deep album... **311** sit near the top of the Most Added column again this week as they continue to spread the story on "Large in the Margin"... It's nice to see **Nickelback** debut on the chart this week. "Leader of Men" is just a killer rock song... Over half the panel is now playing **Eminem's** "The Real Slim Shady," a song that will melt your phone lines and clearly differentiate your station as being much more "alternative" than the Active Rock outlet... Two records not to forget about: **Fenix TX** (hits Breaker status this week and still has great callout/requests) and **MxPx** (still early, but a nice buzz from the places that put it on). Look out for a big week of releases coming up. I like a lot of them, but my favorite is the **RECORD OF THE WEEK: Ultimate Fakebook** "Tell Me What You Want"

**ON THE RADIO**  
by **Jim Kerr**

"too much stereo"

Impacting June 20

#2 Phones at KPNT

**THE URGE**



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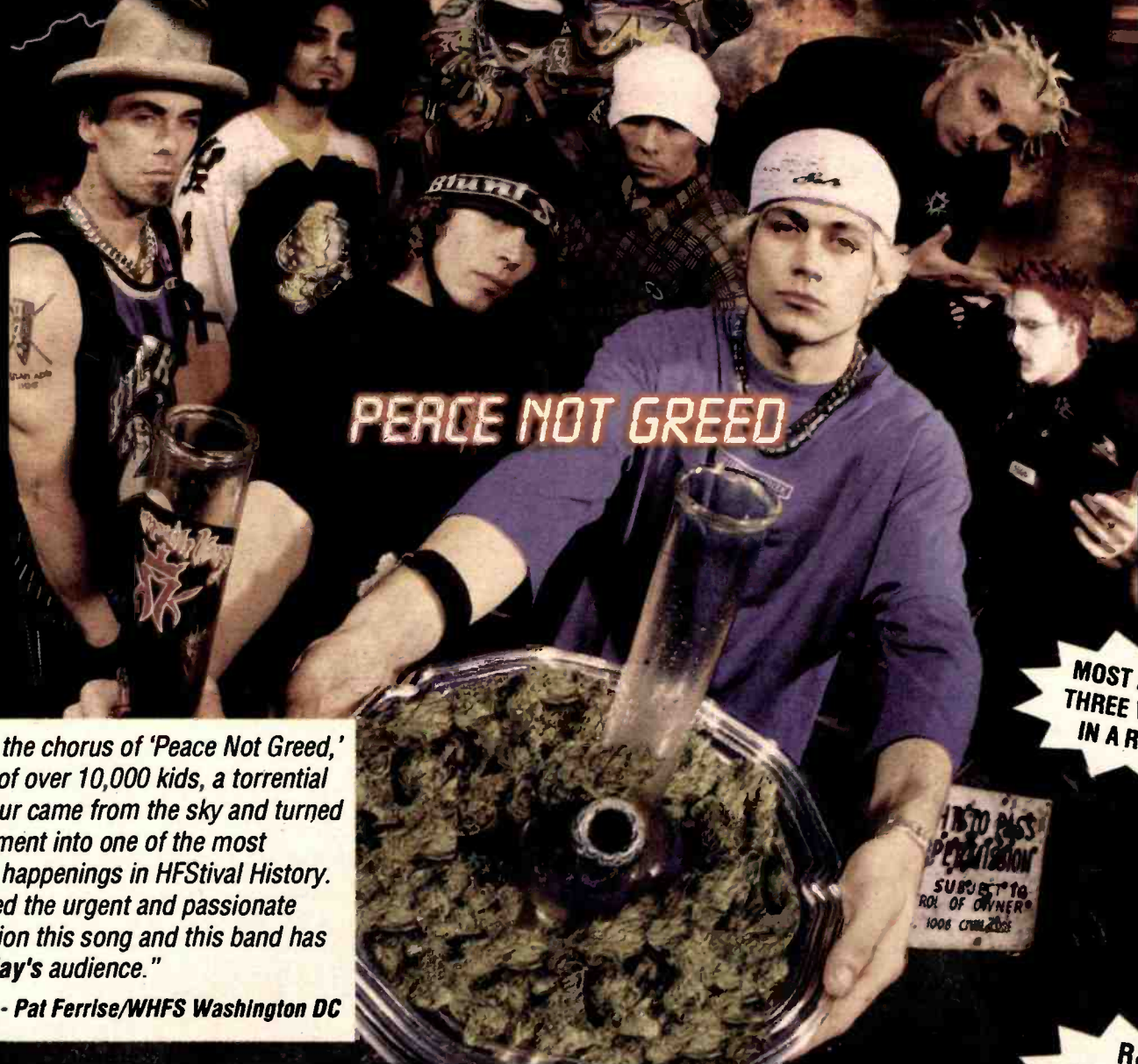
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"How would life be if the world smoked weed?  
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# Kotarmouth Kings



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## Most Played Recurrents

LIT Miserable (RCA)
BUSH The Chemicals Between Us (Trauma)
LIMP BIZKIT Re-Arranged (Flip/Interscope)
VERTICAL HORIZON Everything You Want (RCA)
BLINK-182 All The Small Things (MCA)
CREED Higher (Wind-up)
LIT My Own Worst Enemy (RCA)
FOO FIGHTERS Learn To Fly (Roswell/RCA)
BLINK-182 What's My Age Again? (MCA)
RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)
RAGE AGAINST THE MACHINE Guerrilla Radio (Epic)
FILTER Take A Picture (Reprise)
STROKE9 Little Black Backpack (Cherry/Universal)
STAIN'D Mudshovel (Flip/Elektra/EEG)
BUSH Letting The Cables Sleep (Trauma)
FUEL Shimmer (550 Music/Epic)
CREED What If (Wind-up)
THIRD EYE BLIND Never Let You Go (Elektra/EEG)
KORN Falling Away From Me (Immortal/Epic)
LIVE The Dolphin's Cry (Radioactive/MCA)

## ALTERNATIVE Going For Adds 6/6/00

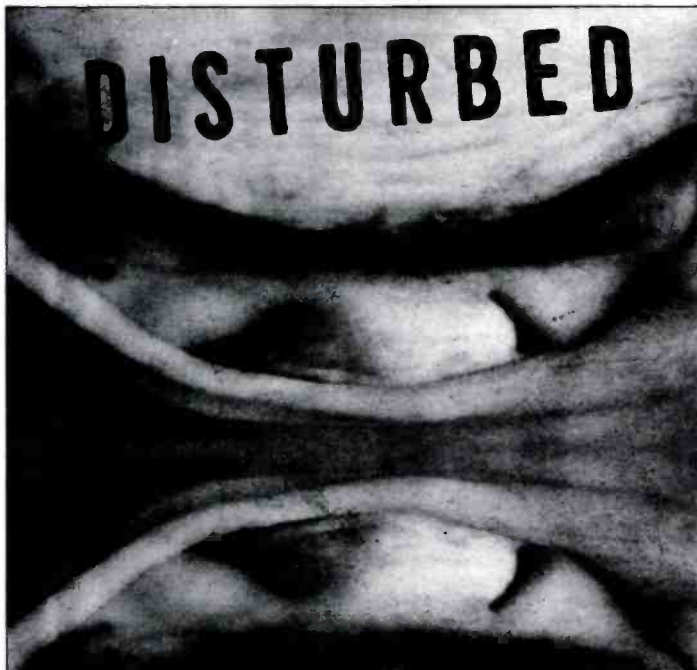
CULT Painted On My Heart (Island/IDJMG)
EVE 6 Promise (RCA)
NINA GORDON Tonight And The Rest Of My Life (Warner Bros.)
PEARL JAM Light Years (Epic)
RICHARD ASHCROFT A Song For Lovers (Hut/Virgin)
SNAKE RIVER CONSPIRACY How Soon Is Now (Reprise)
SUICIDE MACHINES Permanent Holiday (Hollywood)
ULTIMATE FAKEBOOK Tell Me What You Want (550 Music/Epic)
U.P.O. Godless (Epic)
XTC I'm The Man Who Murdered Love (Idea/TVT)

## TOP 101-200 ALTERNATIVE POWER GOLD

101 PEARL JAM Yellow Ledbetter	151 SMASHING PUMPKINS Perfect
102 VERVE Bitter Sweet Symphony	152 TOOL Stinkfish
103 SUBLIME Doin' Time	153 RAMONES I Wanna Be Sedated
104 BEASTIE BOYS Brass Monkey	154 CANDLEBOX You
105 SEMISONIC Closing Time	155 BEASTIE BOYS So What'cha Want
106 GARBAGE Only Happy when It Rains	156 CRANBERRIES Zombie
107 SMASHING PUMPKINS Cherub Rock	157 GARBAGE Stupid Girl
108 GREEN DAY She	158 GOO GOO DOLLS Name
109 ALICE IN CHAINS No Excuses	159 MATCHBOX 20 Push
110 STONE TEMPLE PILOTS Sex Type Thing	160 R.E.M. Losing My Religion
111 WHITE ZOMBIE More Human Than Human	161 R.E.M. The One I Love
112 SMASHING PUMPKINS Tonight Tonight	162 BECK Devil's Haircut
113 BUSH Little Things	163 PEARL JAM Corduroy
114 R.E.M. It's The End Of The World...	164 RAGE AGAINST THE MACHINE Killing In The Name
115 311 Beautiful Disaster	165 SPACEHOG In The Meantime
116 LIMP BIZKIT Faith	166 DISHWALLA Counting Blue Cars
117 TONIC If You Could Only See	167 RED HOT CHILI PEPPERS Breaking The Girl
118 OFFSPRING Gotta Get Away	168 NIRVANA About A Girl
119 WEEZER Buddy Holly	169 ALICE IN CHAINS Heaven Beside You
120 BREEDERS Cannonball	170 RED HOT CHILI PEPPERS Love Rollercoaster
121 SPONGE Plowed	171 COLLECTIVE SOUL The World I Know
122 BECK The New Pollution	172 PEARL JAM Dissident
123 DAVE MATTHEWS BAND Ants Marching	173 BEASTIE BOYS Girls
124 FASTBALL The Way	174 CURE Just Like Heaven
125 GREEN DAY Welcome To Paradise	175 STONE TEMPLE PILOTS Wicked Garden
126 CRYSTAL METHOD Busy Child	176 GIN BLOSSOMS Hey Jealousy
127 U2 Mysterious Ways	177 ALICE IN CHAINS Heaven Beside You
128 OFFSPRING Gone Away	178 GARBAGE #1 Crush
129 CRANBERRIES Dreams	179 U2 Sunday Bloody Sunday
130 SUGAR RAY Fly	180 CURE Friday I'm In Love
131 BETTER THAN EZRA Good	181 MODERN ENGLISH I Melt With You
132 MATCHBOX 20 3AM	182 BARENAKED LADIES The Old Apartment
133 FOLK IMPLOSION Natural One	183 WALLFLOWERS One Headlight
134 CLASH Should I Stay Or Should I Go?	184 U2 New Year's Day
135 THIRD EYE BLIND How's It Going To Be?	185 BEASTIE BOYS Sure Shot
136 BETTER THAN EZRA Desperately Wanting	186 COUNTING CROWS Mr Jones
137 METALLICA Enter Sandman	187 SIMPLE MINDS Don't You (Forget About Me)
138 COLLECTIVE SOUL Shine	188 FOO FIGHTERS Monkey Wrench
139 THIRD EYE BLIND Graduate	189 SMASHING PUMPKINS Ava Adore
140 RAGE AGAINST THE MACHINE Bulls On Parade	190 METALLICA The Unforgiven
141 SOUNDGARDEN Burden In My Hand	191 PRODIGY Breathe
142 SILVERCHAIR Tomorrow	192 DEPECHE MODE Personal Jesus
143 VERVE PIPE The Freshman	193 SMASHING PUMPKINS Zero
144 BEASTIE BOYS No Sleep Till Brooklyn	194 NINE INCH NAILS Down In It
145 U2 Pride (In The Name Of Love)	195 MEAT PUPPETS Backwater
146 PEARL JAM Elderly Woman Behind...	196 ALANIS MORISSETTE You Oughta Know
147 MATCHBOX 20 Real World	197 OASIS Wonderwall
148 NO DOUBT Just A Girl	198 FOO FIGHTERS I'll Stick Around
149 NIRVANA The Man Who Sold The World	199 METALLICA Until It Sleeps
150 COLLECTIVE SOUL December	200 NO DOUBT Spiderwebs



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 200 Power Gold is based on monitored airplay data taken from April, 1999 through March, 2000. Songs 1-100 appeared in the April 7, 2000 issue of R&R. © 2000, R&R Inc.



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New Music Specialty Shows

R&R's Exclusive Look At The Cutting Edge Of Alternative

Caught By The Great Music

By Jeanette Grgurevic Asst. Alternative Editor

Hey, who likes to party? I do, and so does Howie Miura at Island Def Jam Music Group. We went to see Supergrass at the Roxy in Los Angeles last week, and they were absolutely amazing live. They even played my favorite song, "Caught by the Fuzz." Don't you think that's one of their best?

I was quite the party girl last week. Not only did I see Supergrass, I saw Queens Of The Stone Age, who rocked. Have you heard that album? "Feel Good Hit of the Summer" and "The Lost Art of Keeping a Secret" are my faves! Which reminds me, Queens Of The Stone Age are at No. 9 this week. NOFX come in at No. 1, a five-spot jump from last week. Sunny Day Real Estate make quite a debut this week, coming in at No. 4. Other debuts this week include Broadcast at No. 8, The Urge at No. 14, Nina Gordon at No. 16 and Belle & Sebastian at No. 19.

There are so many great new things out right now! I just love the Eminem feat and Dido's "Stan," and the new Bowery Electric is a great driving record. Moloko's "Sing It Back" scores pretty high in my book too. And I've always been a sucker for Saint Etienne, even though their sound has changed over the years; it's Sarah's voice I love. Their new album, Sound of Water, on Sub Pop is another incredible driving record.



XTC AND FRIENDS

R&R Assistant Alternative Editor Jeanette Grgurevic and a few of her friends went out to dinner recently with alt combo XTC. Pictured (l-r) are XTC's Colin Moulding, Grgurevic, Ford Music/Modeling's Dayna Talley, XTC's Andy Partridge and TVT's Kerry Marsico.

I really, really love BT's "Never Gonna Come Back Down" on Nettwerk, featuring M. Doughty from Soul Coughing. This song is a smash and a half! All it takes is one listen, and you know it belongs on the radio. With its hard-hitting beats and Doughty's vocal, this song will easily break up the rock monotony, add some flavor and score some huge callout and requests. The other thing I'm really digging is the new Tinfed album. "Drop" and "Immune" (the latter on the Mission Impossible: 2 soundtrack) are amazing. Aaron Axelsen at KITS/San Francisco has been playing "Drop" every week. Records Of The Week: Tom Chasteen, Queens Of The Stone Age, Madison Avenue

R&R Top 20 Artists June 2, 2000

- 1 NOFX (Epitaph) "Bottles To The Ground"
2 MXPX (A&M/Interscope) "Responsibility"
3 PRIMAL SCREAM (Astralwerks/Virgin) "Kill All Hippies"
4 SUNNY DAY REAL ESTATE (Time Bomb) "One," "Television," "The Ocean"
5 PITCHSHIFTER (MCA) "Condescension"
6 RICHARD ASHCROFT (Hut/Virgin) "A Song For Lovers"
7 BLOODHOUND GANG (Republic/Geffen/Interscope) "Mope"
8 BROADCAST (Tommy Boy) "Come On Let's Go"
9 QUEENS OF THE STONE AGE (Interscope) "The Lost Art Of Keeping A Secret"
10 APPLES IN STEREO (SpinArt) "The Bird That You Can't See"
11 SLEATER-KINNEY (Kill Rock Stars) "You're No Rock 'N Roll Fun"
12 ULTIMATE FAKEBOOK (550 Music/Epic) "Tell Me What You Want"
13 DANDY WARHOLS (Capitol) "Godless"
14 URGE (Immortal/Virgin) "Too Much Stereo"
15 A PERFECT CIRCLE (Virgin) "Judith," "Hollow"
16 NINA GORDON (Warner Bros.) "Tonight And The"
17 BAD RELIGION (Atlantic) "Believe It," "New America"
18 LOOPER (Sub Pop) "Mondo 77"
19 BELLE & SEBASTIAN (Matador) "Legal Man"
20 MARAH (Artemis) "Point Breeze"

Ranked by total number of shows reporting artist.

Specialty Show Reporters

Shows and their Top 5 songs listed alphabetically by market

Table with columns for radio station, show name, and top 5 songs. Stations include WEOX/Albany, NY; WXEG/Days, OH; WMPS/Memphis, TN; KCOX/San Bernardino, CA; WHRL/Albany, NY; KTCL/Denver, CO; WHTG/Monmouth, NJ; WKRX/New York, NY; WRXK/Hagerstown, MD; WBCN/Boston, MA; WJAX/Fl. Myers, FL; WFRX/Boston, MA; WEEQ/Hagerstown, MD; WEDG/Buffalo, NY; WMRQ/Hartford, CT; WBTZ/Burlington, VT; WEDJ/Indianapolis, IN; WWCD/Columbus, OH; WRXZ/Indianapolis, IN; KRAD/Corpus Christi, TX; KXTE/Las Vegas, NV; KRQG/Los Angeles, CA; KRZQ/Reno, NV; KWOD/Sacramento, CA; KITS/San Francisco, CA; KJEE/Santa Barbara, CA; KNDD/Seattle, WA; KSPI/Silverwater, OK; WPLV/Philadelphia, PA; WWSR/Tallahassee, FL; WDXP/Pittsburgh, PA; KFMA/Tucson, AZ; WBRU/Providence, RI; WHFS/Washington, DC; WPRZ/West Palm Beach, FL; WFSM/Wilmington, NC.

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**PART TWO OF A TWO-PART SERIES**

## Is This What's Next?

Two stations offer alternative takes on adult-appealing formats

By Adam Jacobson  
R&R Radio Editor

In the last Adult Alternative column (5/19), an in-depth look at SBR Creative Media-consulted KAEP-FM/Spokane provided a glimpse of what the future of Adult Alternative might resemble. This week we continue our journey by exiting the format altogether with stops at a heritage Alternative in Columbus and a very cutting-edge Pop/Alternative in San Francisco.

Julie Stoeckel calls KLLC (Alice@97.3)/San Francisco a "hit-driven radio station" that's very Pop/Alternative — but not Adult Alternative. Stoeckel, the station's APD, could very well be correct. However, Alice is far from a CHR and hardly resembles many of its Pop/Alternative contemporaries that have added songs from such artists as 'N Sync and Marc Anthony in recent weeks. Its top spins include songs by Moby, Creed, Vertical Horizon and Ainee Mann.

### A Tailor-Made Station

"My goal when I first came on board was to tailor-make a station that was just for me and all of my friends, something that mirrors the Live 105 of 10 years ago," Stoeckel says, referring to cross-town Alternative KITS-FM. "About nine years ago I had a vision of what 'Modern Adult' or Pop/Alternative would be now. I got really excited about Adult Alternative at the time, but it has evolved into more of a classic rock/blues format. I think that when they coined the term Adult Alternative, they were using it to describe an alternative listening choice for adults."

Alice's playlist reaffirms Stoeckel's original vision of Adult Alternative from a decade ago. The station appeals to those in their upper 20s and 30s more than teens or older males, the latter of which prefer crosstown KFOG-FM and its heritage progressive format. And, given the station's physical location, Stoeckel believes her music decisions are right on target with the hip Bay Area music fan.



Julie Stoeckel Andy Davis

"Our audience is very much ahead of the curve in having a thirst and desire to hear a lot of new music," she says. "Our station is definitely about the music, but we also built the format around the parameters of our listeners. Our target is adults 25-34, whereas KFOG attracts the 40-year-old male who likes Tom Waits and Eric Clapton."

Stoeckel says KLLC doesn't daypart and in an average hour will play four recurrences, two gold tracks and three new tracks. The rest of the songs will be currents. While the station was designed to attract women, she notes, "We're getting them, but we're also getting the boyfriends, husbands and their gay friends. The station's male-to-female ratio is 45% to 55%."

### New Heritage To Lean On

Stoeckel is a Bay Area native and grew up listening to a new wave station called "The Quake" before shifting over to KITS. "That's why I feel more comfortable in the Pop/Alternative arena, rather than in Hot AC. There is nothing AC about any of the stations like ours. We don't even think twice about

playing The Smiths' 'How Soon Is Now.'" Stoeckel draws the line, however, at some of the poppier '80s material, including songs that were new wave hits. "I don't think I'd play 'Obsession' by Animotion," she says.

Stoeckel admits that she's very curly on a lot of records, but while the market enjoys the familiar, it also loves to hear the new. "The format is so now, but it's important for us to agree as a format who our core artists will be. We can all agree that Matchbox Twenty, Third Eye Blind and The Dave Matthews Band will be core artists. When Sarah McLachlan's new album comes out, I want it to be successful.

"This format has so much potential to make a shitload of money! We're lucky in that we're targeting a group of people who are active and have money to burn. They're not ready to listen to Celine Dion, but they consider the stuff at Alternative too jarring for their ears."

Stoeckel says that in order to fill the holes left by the absence of harder, edgier songs, a Pop/Alternative should take chances on fringe records. Doing so has given Alice a solid niche, and the station has broken records in the Bay Area. "Fleming and John's 'Ugly Girl' is a huge record for us and is still a top request," Stoeckel says.

"Why is it not a hit? Radio has become very uncreative, and people are very gun-shy when playing fringe records like this. Dido's 'Here With Me' was a fringe record for us, and now it's top 5. I just wish programmers would go with their gut. We have a world music/electronic show on Sunday nights, and that showcase featured Cheb Mami a year ago. When I heard the new Sting song, I said to everyone in our music meeting, 'That's Cheb Mami! We've already played stuff from him!'"

### Bringing The Past To Tomorrow

Across the nation in Columbus, OH, a heritage Alternative has carved a niche for itself by targeting the 28-year-old male, but it's not the niche you'd expect in a time when Metallica has mysteriously become an "alternative" artist. WWCD-FM (CD101) has retained its catalog of new rock gems from such artists as The Lemonheads, Dada, Live and Depeche Mode, yet the station has also given ample airplay to new artists such as Guster, Foo Fighters, Stone Temple Pilots and even local talent Willie Phoenix.

## Guess The Format

The following playlists are from the two stations profiled in this week's column. Without peeking, can you guess which playlist belongs to which station and what the formats of the stations are? (Hint: They're not Adult Alternative). The answers appear below.

### Station A

- MATTHEW SWEET Faith In You
- PEARL JAM Daughter
- HUFFAMOOSE Wait
- PATTI SMITH Because The Night
- MOBY Porcelain
- ELVIS COSTELLO Veronica
- NO DOUBT Ex-Girlfriend
- SEAL Crazy
- GAS GIANTS Quitter
- WALLFLOWERS The Difference
- FOUNTAINS OF WAYNE Radiation Vibe

### Station B

- LEONA NAESS Charm Attack
- JARS OF CLAY Flood
- RED HOT CHILI PEPPERS Otherside
- FLEMING & JOHN Ugly Girl
- COUNTING CROWS Hanginaround
- DES'REE You Gotta Be
- BEN HARPER Steal My Kisses
- MATCHBOX TWENTY Back 2 Good
- BELL, BOOK & CANDLE Rescue Me
- SQUEEZE Tempted
- VERTICAL HORIZON Everything You Want
- HEATHER NOVA London Rain

Answers: A: Alternative WWCD/Columbus, OH, May 5, 2000, 2pm. B: Pop/Alternative KLLC/San Francisco, May 4, 2000, 1:30pm.

PD Andy Davis believes that his station represents the "truly alternative." CD101 is an Alternative reporter to R&R, yet it has much in common with Adult Alternative KAEP/Spokane. "I just don't get playing Limp Bizkit," Davis says. "I don't get the fact that there's no counterculture connection to anything that Alternative stands for. There are artists out there like Moby, who created his album through hard work, his heart and soul."

While Davis credits KROQ/Los Angeles for finding a radio home for Moby, he says that his station has moved with the audience to an upper level, while KROQ has shifted itself to appeal to younger listeners. That may not be the best move in the long run for Alternative, Davis says. "There needs to be a balance and structure and a core that makes sense. You want P2s and P3s to stop on your station because they enjoy something that they are hearing."

"The record industry has enabled radio to co-opt Metallica at Alternative. So where is the industry going to find the Led Zeppelin of the next 15 years? Their albums sold and sold and sold. Everyone knows Led Zeppelin IV, but can you name the titles of more than one Smash Mouth album?"

"CD101 has stepped up and said we are going to support artists. Matthew Sweet is a perfect example." The station also plays Sarah McLachlan, a holdover from the station's days as a reporter to R&R's former Progressive panel. "Within a quarter-hour the lanes

of the radio station have gone back and forth, and no one gets tired."

Some of Davis' recent adds, however, have left even his own staffers scratching their heads in wonderment. Take Macy Gray's "I Try," for instance. "I added Macy Gray on January 24 and was the first to do so in Columbus," Davis says. "Why isn't she Alternative? Good god, it's a great record! She's awesome, and no one else was playing the record, which can flow nicely when put up against a Huffamoose record. Put it up against Brad, and it works. Look at the Afghan Whigs — the band spent half their lives listening to R&B."

CD101 won't play Phish's new single — it did poorly in a recent music meeting — but Davis loves the new Flaming Lips CD. "In my opinion, that is a perfect song for Alternative," he says. Unfortunately, Alternative as Davis knows it may exist on only a handful of commercial radio stations today. Thus the suggestion that an Adult Alternative format that reflects the tastes of adults who grew up on heritage Alternative stations could be the next big thing.

### TALK BACK TO R&R!

Do you have questions, comments or feedback regarding this column or other issues?

Call me at (310) 788-1661  
or e-mail:  
jacobson@rronline.com



WASP STARS SHINE ON CHANNEL

XTC bandmembers Andy Partridge (l) and Colin Moulding took time out before a recent "Studio C" performance on KACD & KBCD (Channel 103.1)/L.A. to pose with MD Nicole Sandler. While they all look serious in this shot, we were assured a fun time was had by all.

# R&R Adult Alternative Top 30

June 2, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	<b>MATCHBOX TWENTY</b> Bent (Lava/Atlantic)	655	+31	53751	7	26/1
	2	<b>STING</b> Desert Rose (A&M/Interscope)	547	-71	44107	20	27/1
	3	<b>COUNTING CROWS</b> Mrs. Potter's Lullaby (DGC/Geffen/Interscope)	510	-38	34751	12	28/1
	4	<b>PHISH</b> Heavy Things (Elektra/EEG)	426	+72	31111	7	26/0
	5	<b>JAYHAWKS</b> I'm Gonna Make You Love Me (American/Columbia)	365	-12	26715	9	25/1
	6	<b>BEN HARPER</b> Steal My Kisses (Virgin)	346	+8	33467	19	23/0
Breaker	7	<b>B.B. KING/ERIC CLAPTON</b> Riding With The King (Duck/Reprise)	311	+75	29312	2	25/0
	8	<b>NEIL YOUNG</b> Razor Love (Reprise)	284	-14	19220	10	22/0
	9	<b>GOO GOO DOLLS</b> Broadway (Warner Bros.)	275	+12	21507	5	14/2
	10	<b>THIRD EYE BLIND</b> Never Let You Go (Elektra/EEG)	271	-54	21369	20	17/0
	11	<b>STEELY DAN</b> Jack Of Speed (Giant/Reprise)	270	-4	20599	6	19/0
	12	<b>GUSTER</b> Fa Fa (Never Be The Same...) (Hybrid/Sire)	267	0	16994	8	21/1
	13	<b>ROBERT BRADLEY'S BLACKWATER...</b> Baby (RCA)	261	-5	23105	6	21/0
	14	<b>VERTICAL HORIZON</b> Everything You Want (RCA)	251	-57	25403	28	17/0
	15	<b>SINEAD O'CONNOR</b> No Man's Woman (Atlantic)	245	+30	15959	2	18/0
	16	<b>NINE DAYS</b> Absolutely (Story Of A Girl) (550 Music/Epic)	238	-2	13711	7	11/0
	17	<b>BOB DYLAN</b> Things Have Changed (Columbia)	231	-29	27856	17	14/0
	18	<b>DON HENLEY</b> Workin' It (Warner Bros.)	229	-38	16188	10	17/0
	19	<b>RED HOT CHILI PEPPERS</b> Otherside (Warner Bros.)	226	-3	18595	19	10/0
	20	<b>TRACY CHAPMAN</b> Telling Stories (There's Is...) (Elektra/EEG)	224	-43	22303	22	19/0
	21	<b>XTC</b> I'm The Man Who Murdered Love (Idea/TVT)	208	+13	14295	3	19/2
	22	<b>STONE TEMPLE PILOTS</b> Sour Girl (Atlantic)	196	+22	17515	4	10/0
Debut	23	<b>TRACY CHAPMAN</b> Wedding Song (Elektra/EEG)	189	+45	16501	1	21/2
	24	<b>SHIVAREE</b> Goodnight Moon (Capitol)	187	-11	9146	5	19/1
	25	<b>SHANNON CURFMAN</b> I Don't Make Promises (I...) (Arista)	184	-55	9427	11	15/0
	26	<b>STEVE EARLE</b> Transcendental Blues (E-Squared/Artemis)	178	-1	10652	4	17/0
Debut	27	<b>DAVID GRAY</b> Babylon (ATO)	176	+29	11560	1	15/1
	28	<b>SHELBY LYNNE</b> Life Is Bad (Island/IDJMG)	172	-7	12605	10	14/0
	29	<b>JOHN HIATT</b> Let It Slip Away (RCA)	169	-20	9198	5	14/0
	30	<b>PAT MCGEE BAND</b> Runaway (Giant/WB)	159	+3	9995	3	15/1

## Most Added

ARTIST TITLE LABEL(S)	ADDS
<b>EVERCLEAR</b> Wonderful (Capitol)	5
<b>PATTI SMITH</b> Lo & Beholden (Arista)	4
<b>BILLY BRAGG &amp; WILCO</b> Secret Of The Sea (Elektra/EEG)	3
<b>TRACY CHAPMAN</b> Wedding Song (Elektra/EEG)	2
<b>XTC</b> I'm The Man Who Murdered Love (Idea/TVT)	2
<b>GOO GOO DOLLS</b> Broadway (Warner Bros.)	2
<b>SISTER HAZEL</b> Change Your Mind (Universal)	2
<b>JONNY LANG</b> Breakin' Me (A&M/Interscope)	2
<b>ENTRAIN</b> Arm Yourself With Love (Dolphin Safe)	2
<b>YOUNG DOUBLINERS</b> Neverending (Higher Octave)	2
<b>NINA GORDON</b> Tonight And The Rest Of My... (Warner Bros.)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>B.B. KING/ERIC CLAPTON</b> Riding With... (Duck/Reprise)	+75
<b>PHISH</b> Heavy Things (Elektra/EEG)	+72
<b>BILLY BRAGG &amp; WILCO</b> Secret Of The Sea (Elektra/EEG)	+65
<b>TRACY CHAPMAN</b> Wedding Song (Elektra/EEG)	+45
<b>EVERCLEAR</b> Wonderful (Capitol)	+40
<b>MATCHBOX TWENTY</b> Bent (Lava/Atlantic)	+31
<b>SINEAD O'CONNOR</b> No Man's Woman (Atlantic)	+30
<b>SISTER HAZEL</b> Change Your Mind (Universal)	+30
<b>DAVID GRAY</b> Babylon (ATO)	+29
<b>NORTH MISSISSIPPI ALLSTARS</b> Shake 'Em... (Tone-Cool)	+25



29 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 5/21-Saturday 5/27. 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

- TRAVIS** Why Does It Always Rain On Me? (Independiente/Epic)  
Total Plays: 141, Total Stations: 12, Adds: 0
- INDIGENOUS** Little Time (Pachyderm)  
Total Plays: 122, Total Stations: 12, Adds: 0
- BILLY BRAGG & WILCO** Secret Of The Sea (Elektra/EEG)  
Total Plays: 121, Total Stations: 16, Adds: 3
- 3 DOORS DOWN** Kryptonite (Republic/Universal)  
Total Plays: 112, Total Stations: 3, Adds: 0
- SONIA DADA** You Don't Treat Me No Good (Calliope)  
Total Plays: 103, Total Stations: 8, Adds: 0

- KENNY WAYNE SHEPHERD BAND** Was (Giant/Reprise)  
Total Plays: 92, Total Stations: 5, Adds: 0
- CREED** With Arms Wide Open (Wind-up)  
Total Plays: 91, Total Stations: 2, Adds: 0
- SISTER HAZEL** Change Your Mind (Universal)  
Total Plays: 86, Total Stations: 9, Adds: 2
- FISHBONE** The Suffering (Hollywood)  
Total Plays: 85, Total Stations: 10, Adds: 0
- DON HENLEY** Taking You Home (Warner Bros.)  
Total Plays: 84, Total Stations: 6, Adds: 0

Songs ranked by total plays

## Breakers

B.B. KING/ERIC CLAPTON		CHART
Riding With The King (Duck/Reprise)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	
311/75	25/0	7

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.

**ON TOUR NOW**

# YOUNG DUBLINERS

"Neverending" from the new album **RED**  
IN STORES JUNE 20th

ALREADY ON:  
KBAC WERU KPIG WKPQ KRSH KTHX  
WRNX WCBE KTAO KMTN KFMV KCTY

# A.J. CROCE

"SUMMER CAN'T COME TOO SOON"

FROM THE ALBUM  
**TRANSIT**  
IN STORES NOW

Adult Alternative  
Add Date  
June 12th

**TOUR BEGINS JUNE 3rd**

www.higheroctave.com

# 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+ Cum 264,000

**Channel 93.7**

PLAYS	ARTIST/TITLE	GI (899)
12	BOB DYLAN/Things Have Changed	2760
21	MATCHBOX TWENTY/Bent	2645
23	COURTNEY CROWMS/Mrs. Potter's...	2645
22	STING/Desert Rose	2530
22	TRAVIS/Why Does It	2530
22	VERTICAL HORIZON/Everything You Want	2530
12	WARREN ZEVON/For Your Man	1610
12	FOLK IMPLOSION/Free To Move	1495
10	XTC/In The Man	1495
10	RECOGNIZE/Move Beyond	1495
11	AMIEE MANN/Save Me	1495
11	PHISH/Heavy Things	1495
12	HONKA APPLE/Paper Bag	1390
12	EUPHORIA/Delirium	1390
12	GUSTAF/FA (Never Be...)	1390
12	GONZALEZ/Haven't Turned...	1390
12	JAYHAWKS/I'm Gonna Make...	1390
12	JE9/Drive	1390
11	ROBERT BRADLEY'S...Baby	1265
11	DON HENLEY/You're Not Alone	1265
11	TRACY CHAPMAN/Wedding Song	1265
11	U2/The Ground...	1265
11	NEIL YOUNG/Razor Love	1265
13	SHELBY LYNN/Ale Is Bad	1150
10	KENNY WAYNE.../As Good As	1150
12	THIRD EYE BLIND/Never Let You Go	1035
8	BRUCE COCKBURN/Last Night (L...	1035
8	COLLECTIVE SOUL/Run	1035
8	MOBY/Natural Blues	1035
8	LUCINDA WILLIAMS/Can't Let Go	1035

**MARKET #3**

**WXRT/Chicago**  
Infinity  
(773) 777-1700  
Winer/Martin  
12+ Cum 499,800

**93.7**  
RADIO CHICAGO

PLAYS	ARTIST/TITLE	GI (899)
12	KING CLAPTON/Hiding With The King	5859
20	MATCHBOX TWENTY/Bent	5022
10	MOBY/Prezious	4464
11	BEN HARRIS/Save My Kisses	3627
11	BILLY BRAGG & WILCO/Sacred O' The Sea	3348
7	PEARL JAM/Off The Grid	3348
13	PHISH/Heavy Things	3069
8	PEARL JAM/Things As It Seems	3069
9	SONIA DADA/You Don't Treat Me	3069
3	STONE TEMPLE PILOTS/Sour Girl	3069
11	GOD GOD DOLLS/Broadway	3069
11	PEARL JAM/Thin Air	3069
11	ELLIOTT SMITH/Son Of Sam	2790
7	GUSTAF/FA (Never Be...)	2790
10	SMASHING PUMPKINS/Age Of Innocence	2790
9	XTC/In The Man	2790
13	COURTNEY CROWMS/Mrs. Potter's...	2790
9	VERTICAL HORIZON/Everything You Want	2790
4	ROBERT BRADLEY'S...Baby	2511
13	ELLIOTT SMITH/In The...	2511
14	STING/Desert Rose	2511
11	STEVE EARLE/Transcendental Blues	2511
11	SINEAD O'CONNOR/No Man's Woman	2511
6	SMASHING PUMPKINS/Of The Mourning	2511
11	SMASHING PUMPKINS/Slide Ride You...	2511
6	FOLK IMPLOSION/Free To Go	2232
3	NO. MISSISSIPPI.../Shake 'Em On Down	2232
7	DAVID MEAD/World Of A King	2232
7	LEONARDAS/Charm Attack	2232
4	MATTHEW BRADLEY'S...Baby	1953

**MARKET #4**

**KFOG/San Francisco**  
Susquehanna  
(415) 543-1045  
Benson/Evans/Jones  
12+ Cum 578,400

**KFOG**  
104.5 97.7

PLAYS	ARTIST/TITLE	GI (899)
25	MATCHBOX TWENTY/Bent	6792
21	BEN HARRIS/Save My Kisses	6792
18	BOB DYLAN/Things Have Changed	6509
21	KING CLAPTON/Hiding With The King	6226
23	STING/Desert Rose	5943
19	KENNY WAYNE.../Was	5943
24	COURTNEY CROWMS/Mrs. Potter's...	5660
16	PHISH/Heavy Things	4528
10	RED HOT CHILI.../Scar Tissue	3396
11	EUPHORIA/Delirium	3113
11	DON HENLEY/You're Not Alone	3113
14	VERTICAL HORIZON/Everything You Want	3113
10	ROBERT BRADLEY'S...Baby	2830
11	STONE TEMPLE PILOTS/Sour Girl	2830
13	TRACY CHAPMAN/Telling Stories...	2830
9	SANTANA F/CHERRY/Wishing It Was	2547
9	STEELY DAN/Jack Of Speed	2547
1	TRACY CHAPMAN/Wedding Song	2264
1	PAT MCGEE BAND/Runaway	2264
8	NEIL YOUNG/Razor Love	2264
15	SHANNON CURFMAN/True Friends	1981
3	GOD GOD DOLLS/Black Balloon	1981
7	R.E.M./The Great Beyond	1981
9	JOE SATRIAN/Free To Go	1981
11	SANTANA F/ROB THOMAS/Smooth	1698
9	TRAVIS/Am	1698
5	TRAIN/Am	1698
2	COBAYO JUNKIES/Miles From Our Home	1415

## Reporters

Stations and their ads listed alphabetically by market

<b>KGSR/Austin, TX</b> PD: Jody Denberg MD: Susan Castle	<b>WTTS/Indianapolis, IN</b> PD: Rich Anton MD: Marie McCallister	<b>KTHX/Reno, NV</b> PD: Bruce Van Dyke MD: Harry Reynolds
<b>WRNR/Baltimore, MD</b> PD: Alex Cortright MD: Carl Schneider	<b>KACD/Los Angeles, CA</b> PD: Keith Cunningham MD: Nicole Sandler	<b>KENZ/Salt Lake City, UT</b> PD: Bruce Jones
<b>KRVB/Boise, ID</b> PD: Carter Langaa MD: Carl Schneider	<b>WMMM/Madison, WI</b> PD/MD: Tom Teuber	<b>IKST/San Diego, CA</b> PD/MD: Dona Staieb
<b>WBOS/Boston, MA</b> PD: Shirley Maldonado MD: Amy Brooks	<b>KTCZ/Minneapolis, MN</b> PD: Lauren MacLeach MD: Mike Wolf	<b>KFOG/San Francisco, CA</b> PD: Paul Marszalek APD: Bill Evans
<b>WXRV/Boston, MA</b> PD: Joanne Doady Acting MD: Keith Andrews	<b>KPIG/Monterey, CA</b> PD/MD: Laura Hopper	<b>KRSH/Santa Rosa, CA</b> PD: Benj McPhail
<b>CKEY/Buttalo, NY</b> PD/MD: Rob White	<b>WRWT/Chattanooga, TN</b> OM: Danny Howard PD/MD: Jeff Martin	<b>KMTT/Seattle, WA</b> PD/MD: Chris Mays MD: Dean Carlson
<b>WXRT/Chicago, IL</b> VP/Programming: Norm Winer MD: Patty Martin	<b>WKOC/Norfolk, VA</b> PD: Paul Shrugro MD: Kristen Croft	<b>KAEP/Spokane, WA</b> PD: Dom Cassal MD: Karl Bushman
<b>KKMR/Dallas, TX</b> PD: Scott Strong MD: Jeff K	<b>KCTY/Omaha, NE</b> PD: Allison Steele MD: Cliff Boier	<b>WRNX/Springfield, MA</b> GM/MD: Tom Davis

\* = Mediabase 24/7 monitored

**MARKET #6**

**KKMR/Dallas-Ft. Worth**  
Susquehanna  
(214) 526-2400  
Strong/IK  
12+ Cum 306,500

**merge 93.9**

PLAYS	ARTIST/TITLE	GI (899)
43	MATCHBOX TWENTY/Bent	4601
43	RED HOT CHILI.../Scar Tissue	4261
35	OLEANDER/Walk Alone	4494
32	NIRV DAVE/Absolutely...	4066
36	3 DOORS DOWN/Kryptonite	3852
35	STING/Desert Rose	3745
34	STONE TEMPLE PILOTS/Sour Girl	3210
30	STIR/New Beginning	3140
29	GOD GOD DOLLS/Broadway	3103
25	TOMMY ALLEN To Me	2996
27	BEN HARRIS/Save My Kisses	2889
27	PHISH/Heavy Things	2889
25	CREED/We Are Wide Open	2675
25	EVERCLEAR/Wonderful	2675
23	XTC/In The Man	2675
24	NO DOUBT/Single Kind Of Life	2568
23	VERTICAL HORIZON/Everything You Want	2461
20	RUSH/Letting The Cabins...	2461
23	COLLECTIVE SOUL/Heavy	2461
19	ANGIE APARDO/Spaceship	2033
15	LIT/Alibi	1605
12	CARP/POLICE/The Best Thing	1294
8	EVERLAST/Put Your Lights On	1177
9	DAVE MATTHEWS BAND/Stay (Wasting Time)	1177
10	TRAIN/Am	1070
1	VERTICAL HORIZON/You're A God	1070
9	TAL BACHMANN/She's So High	963
9	FOO FIGHTERS/Learn To Fly	963
6	RADFORD/Don't Stop	963
1	COURTNEY CROWMS/Hangaround	963

**MARKET #7**

**CIDR/Detroit**  
Chum Ltd.  
(313) 961-6397  
Duff/Griffin  
12+ Cum 194,300

**THE RIVER 93.9 FM**

PLAYS	ARTIST/TITLE	GI (899)
24	DOWNHILL/What's It	1320
24	MATCHBOX TWENTY/Bent	1320
24	STING/Desert Rose	1320
24	COURTNEY CROWMS/Mrs. Potter's...	1265
23	STEELY DAN/Jack Of Speed	1265
23	BEN HARRIS/Save My Kisses	1265
23	JAYHAWKS/I'm Gonna Make...	1045
17	ROBERT BRADLEY'S...Baby	1045
17	SONIA DADA/You Don't Treat Me	1045
15	SHANNON CURFMAN/Don't Make...	935
15	GUSTAF/FA (Never Be...)	935
12	DAVID GRAY/Babylon	826
12	KING CLAPTON/Hiding With The King	826
16	BOB DYLAN/Things Have Changed	880
17	PHISH/Heavy Things	880
16	NEIL YOUNG/Razor Love	880
12	XTC/In The Man	690
11	U2/The Ground...	690
12	KIM RICHLEY/The Way It Never Was	605
11	TRAGICALLY HIP/My Music At Work	605
11	GREAT BIG SILENCE/Consequence Free	605
11	SHARON G/Goodnight Moon	605
11	TRAIN/Am	550
12	SHELBY LYNN/Ale Is Bad	550
11	ELLIOTT SMITH/Son Of Sam	550
12	THIRD EYE BLIND/Never Let You Go	550
8	TRAVIS/Why Does It...	550
7	LENNY KRAVITZ/Runaway	385
7	SADYNE.../Kiss Me	385
6	VERTICAL HORIZON/Everything You Want	385

**MARKET #8**

**WBOS/Boston**  
Greater Media  
(617) 822-9600  
Maldonado/Brooks  
12+ Cum 366,200

**WBOS 92.9 FM**

PLAYS	ARTIST/TITLE	GI (899)
33	MATCHBOX TWENTY/Bent	3811
29	GOD GOD DOLLS/Broadway	3810
27	THIRD EYE BLIND/Never Let You Go	3683
28	VERTICAL HORIZON/Everything You Want	3556
25	U2/The Ground...	3175
12	TRAIN/Am	2286
16	PHISH/Heavy Things	2032
15	SANTANA F/ROB THOMAS/Smooth	1905
12	COURTNEY CROWMS/Mrs. Potter's...	1905
14	COURTNEY CROWMS/Hangaround	1778
10	BEN HARRIS/Save My Kisses	1651
12	GUSTAF/FA (Never Be...)	1651
12	TRACY CHAPMAN/Telling Stories...	1524
12	STING/Desert Rose	1143
6	STING/Desert Rose	1143
12	JAYHAWKS/I'm Gonna Make...	1143
14	GOD GOD DOLLS/Slide	1016
12	SONIA DADA/You Don't Treat Me	889
3	KING CLAPTON/Hiding With The King	762
4	EVERLAST/Put Your Lights On	762
11	JILL SOBLEN/One Of These Days	762
8	KENNY WAYNE.../As Good As	762
12	TAL BACHMANN/She's So High	762
3	PAT MCGEE BAND/Runaway	635
4	CREED/High	635
4	NATALIE MERCHANT/Kind & Generous	508
5	COLLECTIVE SOUL/Run	508
7	LENNY KRAVITZ/Runaway	508
6	SANTANA F/EVERLAST/Put Your Lights On	508
2	BARONARD LADIES/One Week	381

**MARKET #9**

**WXRV/Boston**  
Northeast  
(978) 374-4733  
Doody/Andrews  
12+ Cum 174,400

**93.5**

PLAYS	ARTIST/TITLE	GI (899)
21	DAVID GRAY/Babylon	1596
20	SINEAD O'CONNOR/No Man's Woman	1444
18	MATCHBOX TWENTY/Bent	1368
18	BOB DYLAN/Things Have Changed	1216
16	BOB DYLAN/Things Have Changed	1216
16	EUPHORIA/Delirium	1216
16	INDIGO NOUS/Alle Time	1216
12	STONE TEMPLE PILOTS/Sour Girl	1216
15	PHISH/Heavy Things	1140
15	WEEBIE/When It Don't	1140
15	NEIL YOUNG/Razor Love	1140
15	KING CLAPTON/Hiding With The King	1140
15	DON HENLEY/You're Not Alone	1140
15	SISTER HAZEL/Change Your Mind	1140
15	SHARON G/Goodnight Moon	1064
14	MOBY/Natural Blues	1064
13	JAYHAWKS/I'm Gonna Make...	968
13	TRAVIS/Why Does It...	968
11	XTC/In The Man	912
10	COURTNEY CROWMS/Mrs. Potter's...	760
13	SHELBY LYNN/Ale Is Bad	684
9	TRACY BORN/Am Behind Every Good...	684
8	MATTHEW BRADLEY'S...Baby	684
8	STEELY DAN/Jack Of Speed	684
5	JOSEPH ARTHUR/Chemical	608
8	TRACY CHAPMAN/Telling Stories...	608
7	JOHN HATTI/Let It Slip Away	608
7	PAT MCGEE BAND/Runaway	608
6	BIG WU/Kangaroo	608

**MARKET #14**

**KMTT/Seattle-Tacoma**  
Entercom  
(206) 233-1037  
Mays/Carlson  
12+ Cum 231,400

**The Mountain 102.1**

PLAYS	ARTIST/TITLE	GI (899)
19	MATCHBOX TWENTY/Bent	2667
18	STING/Desert Rose	2540
19	COURTNEY CROWMS/Mrs. Potter's...	2413
18	BOB DYLAN/Things Have Changed	2413
18	BEN HARRIS/Save My Kisses	2413
17	PHISH/Heavy Things	2387
16	STEELY DAN/Jack Of Speed	2310
12	SHELBY LYNN/Ale Is Bad	1524
12	SINEAD O'CONNOR/No Man's Woman	1325
10	STEVE EARLE/Transcendental Blues	1270
9	JOHN HATTI/Let It Slip Away	1270
11	ROBERT BRADLEY'S...Baby	1270
8	KING CLAPTON/Hiding With The King	1270
11	DAVID GRAY/Babylon	1270
8	TRACY CHAPMAN/Wedding Song	1143
9	JAYHAWKS/I'm Gonna Make...	1143
9	MORNING/TOP Floor...	1143
8	KENNY WAYNE.../Was	1143
9	NEIL YOUNG/Razor Love	1143
9	BILLY BRAGG & WILCO/Sacred O' The Sea	1143
9	SHANNON CURFMAN/Don't Make...	1143
10	EUPHORIA/Delirium	1143
11	GUSTAF/FA (Never Be...)	1143
8	TRAIN/Am	1143
8	TRAVIS/Why Does It...	1016
7	RED HOT CHILI.../Otherside	1016
7	DON HENLEY/You're Not Alone	889
5	MELISSA ETHEREDGE/Angels Would Fall	635

**MARKET #15**

**IKST/San Diego**  
Compass  
(619) 678-0102  
Shareb  
12+ Cum 139,800

**SETS 102.1**

PLAYS	ARTIST/TITLE	GI (899)
35	MATCHBOX TWENTY/Bent	2695
32	COURTNEY CROWMS/Mrs. Potter's...	2618
30	STEELY DAN/Jack Of Speed	2541
33	BOB DYLAN/Things Have Changed	2464
32	PHISH/Heavy Things	2387
11	KING CLAPTON/Hiding With The King	2310
29	SANTANA F/CHERRY/Wishing It Was	2310
31	STING/Desert Rose	2156
19	NEIL YOUNG/Razor Love	2079
22	JAYHAWKS/I'm Gonna Make...	1948
14	DON HENLEY/You're Not Alone	1771
29	TRAIN/Am	1386
5	TRACY CHAPMAN/Wedding Song	1309
16	JOHN HATTI/Let It Slip Away	1232
15	SINEAD O'CONNOR/No Man's Woman	1155
24	TRACY CHAPMAN/Telling Stories...	1078
4	STEVE EARLE/Transcendental Blues	1078
16	THIRD EYE BLIND/Never Let You Go	1078
14	VERTICAL HORIZON/Everything You Want	1078
15	STONE TEMPLE PILOTS/Sour Girl	1078
14	KENNY WAYNE.../Was	1001
12	GOD GOD DOLLS/Broadway	508
12	SHELBY LYNN/Ale Is Bad	924
12	SHANNON CURFMAN/Don't Make...	924
14	KENNY WAYNE.../As Good As	924
15	BEN HARRIS/Save My Kisses	847
14	FLTER/Take A Picture	770
12	FOO FIGHTERS/Learn To Fly	770
7	PAT MCGEE BAND/Runaway	770
10	VAN MORRISON/Precious Time	770

**MARKET #17**

**KTCZ/Minneapolis**  
AMFM  
(612) 339-0000  
MacLeach/Wolf  
12+ Cum 230,800

**Cities 97**

PLAYS	ARTIST/TITLE	GI (899)
33	TRACY CHAPMAN/Telling Stories...	3656
33	RED HOT CHILI.../Otherside	3656
33	GOD GOD DOLLS/Broadway	3472
30	MATCHBOX TWENTY/Bent	3360
30	STING/Desert Rose	3360
28	SANTANA F/ROB THOMAS/Smooth	3136
28	DON HENLEY/You're Not Alone	3136
27	BEN HARRIS/Save My Kisses	3024
26	MELISSA ETHEREDGE/Enough Of Me	3024
25	VERTICAL HORIZON/Everything You Want	2800
23	ROBERT BRADLEY'S...Baby	2576
22	JAYHAWKS/I'm Gonna Make...	2464
22	EUPHORIA/Delirium	2464
20	NIRV DAVE/Absolutely...	2240
17	THIRD EYE BLIND/Never Let You Go	1904
13	PAT MCGEE BAND/Runaway	1456
14	COURTNEY CROWMS/Mrs. Potter's...	1456
6	SISTER HAZEL/Change Your Mind	1456
12	COURTNEY CROWMS/Mrs. Potter's...	1344
12	PHISH/	

**OPENINGS**

**OPENINGS**

**OPENINGS**

**OPENINGS**

**NATIONAL**

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Premiere Radio Networks is seeking a highly motivated and enthusiastic individual to join our growing affiliate marketing/relations team in a newly created position.

Executive Marketing Director

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Radio Disney has a unique opportunity for qualified individuals with 6-10 years experience in sales, marketing and promotions. Due to recent and anticipated expansion, we have General Manager positions available in various markets across the country. Ideal candidates will be energetic, organized, professional and savvy. We are looking for creative sellers who can grasp concept marketing and are capable of developing close partnerships with key individuals within the community. NTR experience and a proven track record in motivating and leading others to higher levels of success are helpful.

If you're considering a fun new career path and want to inspire others in a children and family market arena, please send your resume to: ABC Radio, Two Carlson Parkway-Suite 350, Plymouth, MN 55447. Radio Disney is an Equal Opportunity Employer.

**OPPORTUNITY KNOCKS**

in the pages of R&R every Friday

CALL: 310-553-4330

**EAST**

Mornings on classic rock in northern New York. Info and personality a must. Decent bucks. The Wireless Works. (315) 393-1100. 9AM-Noon, Eastern. (6/2)

Middays/MD at B104/Allentown. Relate to femal demo plus production, appearances, and Selector editing. T&R: Brian Check. WAEB, 1541 Alta Dr, Whitehall, PA 18052. (6/2)

Looking for a network manager with a passion for news, who excels in motivating a very talented, experienced staff. Strong people skills are vital along with a 'team' perspective. Should have an established track record of delivering relatable news combined with great use of tape. ROSRs and natural sound. Responsibilities include day-to-day editorial supervision of newsroom, oversight of daily assignments, special coverage planning, coordination with television correspondents and stringers around the world and ongoing, direct contact with affiliates. Both local and network experience a plus but must understand the needs and desires of today's local radio programmers. Please send resume to: Harvey Nagler, CBS RADIO NEWS, 524 West 57th Street, NYC 10019. No phone calls.

**ON-AIR HOSTS**

Not your father's public radio station! New York's unique non-com AAA station, WFUV, has immediate full-time openings for music hosts. Are you an intelligent communicator (think Scott Simon or Terry Gross) with excellent music knowledge? Rare opportunities for NY-savvy music lovers at one of public radio's fastest-growing stations. Much-acclaimed format blends roots rock, singer-songwriters, Americana, world and more. Listen at [www.wfuv.org](http://www.wfuv.org). If you're a good fit, send resume and tape by June 19 to: Dr. Ralph Jennings, WFUV, Fordham University, Bronx, NY 10458. No phone calls. EOE

**MUSIC DIRECTORS**

One of a kind opening in one of a kind city. New York's non-com AAA station WFUV is searching for a Music Director. Unique opportunity at one of public radio's fastest-growing stations. Much-acclaimed format blends roots rock, singer-songwriters, Americana, world and more. Listen at [www.wfuv.org](http://www.wfuv.org). If you're a good fit, send resume and tape by June 19 to: Dr. Ralph Jennings, WFUV, Fordham University, Bronx, NY 10458. No phone calls. EOE

**SOUTH**

Operations Manager/Program Director needed. Multifaceted experience OM/PD for six (6) FM cluster in Peoria. Rush tape, resume and programming philosophy to: Brian Krysz, 1824 Murfreesboro Road, Nashville, TN 37217. EOE

**TULSA GENERAL SALES MANAGER WANTED**

Shamrock Communications is seeking a General Sales Manager for 94.1 KCFM — Tulsa's classical station. Candidate must have a proven success record, dynamic leadership capabilities and strong presentation skills. We are seeking an individual who loves a challenge, thrives on competition and can build a strong team. Great compensation plan without limitation. If you are committed to success, able to differentiate this upscale, advertiser-friendly format and eager to join forces with a long-term family-owned media company, then apply at once. EOE Send resume to: Bill Nish — Human Resources Director, Shamrock Communications, 149 Penn Avenue, Scranton, PA 18503 Fax: (570) 207-3489

**Group Production Director:** It's more than just great pipes. Curtis Media Group in Raleigh needs a production GURU immediately. Can you lead a team? Do you realize that salespeople work as hard as you do?  
**Asst. Production Director:** The GURU above needs someone who wants to steal their job, and WQDR needs a top-notch afternoon entertainer. Can you do it all? Both of you need to overnight your tape, resume, copywriting examples and salary requirements to: Brant Curtiss, 3012 Highwoods Blvd., Ste 201, Raleigh, NC 27604. Females encouraged. EOE



**MORNING PRO**

Talent search under way for morning host on one of the South's highest-rated and most award-winning Country stations, locally owned in one of America's most liveable small markets. Tape & resume to: Larry Blakeney, WBBN/WXRR/WKZW, P.O. Box 16596, Hattiesburg, MS 39404. EOE

WXNR, Alternative Rocker on the coast of Eastern North Carolina (market #81) is looking for qualified air talent for various dayparts. Responsibilities might also include Promotions or Production Director. Send tape, resume and photo to: WXNR, Attn: Jeff Sanders, 207B Glenburnie Dr., New Bern, NC 28560. EOE.

Country giant seeks contagious combo morning show. Top-50 market. We need compelling entertainers. Show has to create a buzz on the street and push the envelope! Creativity and energy are a must, country experience is not. Impress us! Great salary for the right people. Solid company. Radio & Records, 10100 Santa Monica Blvd., #880, 5th Floor, Los Angeles, CA 90067. EOE

**MIDWEST**

PT air talent. Great sense of humor, outgoing. Nights, overnights and weekends. Some radio experience preferred. Chris Bullock. WEJT/WZNX/WYDS, 410 N Water St. #C, Decatur, IL 62523. (6/2)

Fast growing Northwest group has openings for all positions. T&R: KSEI, PO Box 40, Pocatello, ID 83204. (6/2)

**WEST**

Christian radio KFLA seeks FT/PT production/board operators. Good voice, previous experience. Computer skills a must. digital editing a plus. T&R: Steve Gasser, 1425 River Park Dr, #520, Sacramento, CA 95815. (6/2)

Part time overnight opening with the famous Barstow to Vegas "Highway Stations." T&R: Lance Todd, KHVY, Box 1668, Barstow, CA 92312. (6/2)

MORNINGS: Successful Top 30 Very Hot AC. Team/solo. Lifestyle bits/comedy/entertain 18-34. Great money, great city. Confidentiality assured. Radio & Records, 10100 Santa Monica Blvd., #879, 5th Floor, Los Angeles, CA 90067. EOE



Single female in Denver seeking M/F w/great personality to fill my empty nights. Must be great in person as well as on the phone with 3-5 years experience. Can entertain and stimulate me? No flings, looking for a long-term relationship. If you want FUN, I could be for you. Rush T&R to my boyfriend, Jim Lawson, PD, KLAC, 1200 17th Street, Suite 2300, Denver, CO 80202. No Calls Please. EOE

# Opportunities

## OPENINGS

Major Market radio station seeks a well-informed, professional, strong personality who has the ability to work solo or in a team environment. Someone who can interview big newsmakers as well as quarterback an information-based show with phone callers. The ideal candidate will have a track record, a strong on-air presence and a desire to win in one of America's greatest cities. All submissions will be kept in the strictest confidence. Women and minorities are encouraged to apply. Radio & Records, 10100 Santa Monica Blvd., #878, 5th Floor, Los Angeles, CA 90067. EOE.

### Affiliate Relations

Los Angeles syndicator looking for experienced, individual to handle all aspects of station relations for several short-form features. Flexible hours, excellent opportunity for growth. If you are self motivated, love talking to radio people and enjoy working in a fun, casual environment. Send your resume to Linda @ Strand Media Group, Inc., 12240 Venice Blvd #23, Los Angeles, CA 90066. No Calls Please. EOE

### Medium Market Country Middays

The right person has huge personality, but can be coached; understands local great phones; and loves appearances. T&R ASAP! Females and Minorities strongly encouraged. Radio & Records, 10100 Santa Monica Blvd., #877, 5th Floor, Los Angeles, CA 90067. EOE

### VICE PRESIDENT BUSINESS DEVELOPMENT/San Francisco.

Pre-IPO music-related Internet start-up seeks an experienced Biz. Dev. exec. Music industry experience preferred. Our staff includes some of the music and Internet industry's leaders and influencers. E-mail resume to: [jobs@mubu.com](mailto:jobs@mubu.com), or call 415-9726809 for more info.

## OPENINGS

### ON-AIR ANNOUNCER

98KUPD has an opening for a late-night announcer (Midnight to 5:30am). Aggressive, hungry and experienced announcers only need to apply. Must have a minimum of 3 years on-air experience. Good production skills a must. Must be a team player. NO CALLS PLEASE. Send tape and resume to: J.J. Jefferies, PD, 98KUPD, 1900 W. Carmen, Tempe, AZ 85283. Sandusky Radio Inc., is an Equal Opportunity Employer.

[www.rronline.com](http://www.rronline.com)

## POSITIONS SOUGHT

Fantastic sports PBP, according to PDs and Athletic Directors nationwide. They have no openings. Do you?? Outstanding sales background. RANDY: (805) 692-9518. (6/2)

ACC experienced broadcaster seeks FT sports gig. Basketball, football, lacrosse experience plus heard on 7 station network including Richmond, VA. MATT PERRY: [mjperrault@yahoo.com](mailto:mjperrault@yahoo.com). (6/2)

Unique? Compelling? Intelligent adult morning show? (ring a bell with you?) JIM: (904) 384-8979 or [jimseagull@hotmail.com](mailto:jimseagull@hotmail.com). (6/2)

Young So. CA air talent. Have degree, announcing, production and promotional experience from 91X, KRXQ, KPBS, KCR. ANDY: (619) 229-2156 or [andyhawk49@yahoo.com](mailto:andyhawk49@yahoo.com). (6/2)

Detroit, Michigan - Spring cleaning?? Martin is ready for you. Promotion, producer, DJ. Big or small station. MARTIN: (248) 335-6029 or [djmartin88@hotmail.com](mailto:djmartin88@hotmail.com). (6/2)

Mahoney in the morning, on the loose after 22 years AM drive. Experience aplenty. Do you date to be better in morning drive. Prefer WV or close. (304) 624-9766 or [djbilm@aol.com](mailto:djbilm@aol.com). (6/2)

Are you ready for "Hot NAC"? It's already worked and doubled the stations numbers in 3 months. JIM SEAGULL: (904) 384-8979 or [jimseagull@hotmail.com](mailto:jimseagull@hotmail.com). (6/2)

Middays/APDMD/Selector/15 years. Once made Bob by Knight weep like a Teletubby. Call or just keep on sucking. KEITH: (765) 742-0595. (6/2)

## POSITIONS SOUGHT

I really suck ... less than the other morning shows in your market. Hear the package that sucks less. [www.MatthewInTheMorning.com](http://www.MatthewInTheMorning.com). MATTHEW: (707) 526-6288. (6/2)

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Unique, fast-paced call-in show in top 10 market. Male 35-54 rocketed 4 points in first book! STEPHEN: [anchorguy7@aol.com](mailto:anchorguy7@aol.com). (6/2)

I'm in a NY state of mind and I want to leave it! Radiochica on the move! GERALDINE: (518) 373-0324. [radiochica.com](http://radiochica.com). (6/2)

## 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.

## 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.

## 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.

## RADIO & RECORDS

10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable sales tax) in the United States or \$695.00 overnight delivery (U.S. funds only), \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two R&R Directories issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher.

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- CURRENT #240, KHKS/Dominic, WNNX/Barnes, Leslie & Jimmy, WFOX/Randy & Spill, KHM/Larry & Shelly, KRBY/Howie Black, WSTR/Billy Brown, Y100, KMLE. \$7.50
- PERSONALITY PLUS #PP-149, WFLZ/MJ & B. J., KVLR/Ron Chapman, WRBQ/Cooper & Ritter, KL0U/Greg-o, Pruett & Boner. Cassette. \$7.50
- PERSONALITY PLUS #PP-148, KHLS/MJ & B. J., KVLR/Ron Chapman, WRBQ/Cooper & Ritter, KL0U/Greg-o, Pruett & Boner. Cassette. \$7.50
- PERSONALITY PLUS #PP-147, WSTR/Steve & Vicki, WXTB/Bubba The Love Sponge, KDWB/Tim & Mark, WMC-FM/Ron, Steve & Karen. Cassette. \$7.50
- ALL COUNTRY #CY-96, KASE, KALIA, KYCY, KSCS, KPDX, KYNG, WNOE. \$7.50
- ALL AC #AC-74, WSB-FM, WPCB, KVIL, KDNX, WPLJ, WFLC, WLYF. \$7.50
- ALL CHR #CHR-66, Z100, KIIS, KHKS, KRBY, KFMS, WSTR, WOOD, WEZB. \$7.50
- PROFILE #S-414, DALASI CHR KHKS, KRBY AC KDNX, KVIL, KFBI City KPLX, KSCS, KYNG Gold KTXQ, KLUV AOR NEGL, KZPS, KDGE, UC KODA. \$7.50
- PROFILE #S-415, NEW ORLEANS! CHR WEZB, KUMX AC WITS, WLMG City WNOE, UC WQVE, WYLD, KMEZ AOR WRNO, WCKW, KQND Gold WTKL. \$7.50
- PROMO VAULT #P-10, promo samples - all formats, all market sizes. Cassette. \$10
- SWEEPER VAULT #S-26, Sweeper & Legal ID samples, all formats. Cassette. \$10
- #0-22 (OLDIES), #CHN-27 (CHR NIGHTS), #E-26 (ALL FEMALE), #UC-21 (URBAN), #JD-1 (JAZZ), #DIES, #E-8 (TALK), #MR-8 (ALT. ROCK), #S-112 (MAMA) at \$7.50 each
- CLASSIC #C-234, Color Channel 98 KFWB/Los Angeles from start to finish 1958-1968! Previously used clips of ten years of LA's Top 40 legend KFWB! \$11
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\* Tapes marked with \* may be ordered on CD for \$3 additional

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1 time	\$90.00
6 insertions	85.00
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26 insertions	75.00
51 insertions	65.00

Marketplace  
(202) 463-8500 Fax: (202) 463-0432  
e-mail: shannon@ronline.com

# R&R The Back Pages.

National Airplay Overview June 2, 2000

## CHR/POP

LW	TW	
2	1	<b>BRITNEY SPEARS</b> Oops!...I Did It Again (Jive)
1	2	<b>MACY GRAY</b> I Try (Epic)
3	3	<b>VERTICAL HORIZON</b> Everything You Want (RCA)
4	4	<b>CREED</b> Higher (Wind-up)
6	5	<b>ENRIQUE IGLESIAS</b> Be With You (Interscope)
5	6	<b>SISQO</b> Thong Song (Dragon/Def Soul/IDJMG)
8	7	<b>CHRISTINA AGUILERA</b> I Turn To You (RCA)
18	8	<b>'N SYNC</b> It's Gonna Be Me (Jive)
13	9	<b>PINK</b> There You Go (LaFace/Arista)
7	10	<b>DESTINY'S CHILD</b> Say My Name (Columbia)
16	11	<b>MATCHBOX TWENTY</b> Bent (Lava/Atlantic)
14	12	<b>VITAMIN C</b> Graduation (Friends Forever) (Elektra/EEG)
17	13	<b>BACKSTREET BOYS</b> The One (Jive)
11	14	<b>SANTANA F/PRODUCT G&amp;B</b> Maria Maria (Arista)
10	15	<b>SONIQUE</b> It Feels So Good (Republic/Universal)
9	16	<b>'N SYNC</b> Bye Bye Bye (Jive)
12	17	<b>SAVAGE GARDEN</b> Crash And Burn (Columbia)
19	18	<b>GOO GOO DOLLS</b> Broadway (Warner Bros.)
21	19	<b>ALICE DEEJAY</b> Better Off Alone (Republic/Universal)
20	20	<b>FAITH HILL</b> Breathe (Warner Bros.)
15	21	<b>KID ROCK</b> Only God Knows Why (Top Dog/Lava/Atlantic)
22	22	<b>BBMAK</b> Back Here (Hollywood)
24	23	<b>JOE</b> I Wanna Know (Jive)
29	24	<b>NINE DAYS</b> Absolutely (Story Of A Girl) (550 Music/Epic)
30	25	<b>AALIYAH</b> Try Again (BlackGround)
27	26	<b>MANDY MOORE</b> I Wanna Be With You (550 Music/Epic)
32	27	<b>EMINEM</b> The Real Slim Shady (Aftermath/Interscope)
26	28	<b>WESTLIFE</b> Swear It Again (Arista)
28	29	<b>RED HOT CHILI PEPPERS</b> Otherside (Warner Bros.)
23	30	<b>MARC ANTHONY</b> You Sang To Me (Columbia)

### #1 MOST ADDED

JESSICA SIMPSON I Think I'm In Love With You (Columbia)

### #1 MOST INCREASED PLAYS

'N SYNC It's Gonna Be Me (Jive)

CHR begins on Page 48.

## CHR/RHYTHMIC

LW	TW	
2	1	<b>EMINEM</b> The Real Slim Shady (Aftermath/Interscope)
1	2	<b>AALIYAH</b> Try Again (BlackGround)
3	3	<b>SISQO</b> Thong Song (Dragon/Def Soul/IDJMG)
4	4	<b>JOE</b> I Wanna Know (Jive)
5	5	<b>JAY-Z</b> Big Pimpin' (Roc-A-Fella/IDJMG)
6	6	<b>DESTINY'S CHILD</b> Jumpin, Jumpin (Columbia)
7	7	<b>DMX</b> Party Up (Up In Here) (Ruff Ryders/IDJMG)
10	8	<b>BRITNEY SPEARS</b> Oops!...I Did It Again (Jive)
8	9	<b>PINK</b> There You Go (LaFace/Arista)
9	10	<b>TONI BRAXTON</b> He Wasn't Man Enough (LaFace/Arista)
15	11	<b>NEXT</b> Wiley (Arista)
11	12	<b>MYA F/JADAKISS</b> Best Of Me (University/Interscope)
12	13	<b>DR. DRE</b> The Next Episode (Death Row/Interscope)
17	14	<b>CHRISTINA AGUILERA</b> I Turn To You (RCA)
13	15	<b>DR. DRE F/EMINEM</b> Forgot About Dre (Aftermath/Interscope)
14	16	<b>DESTINY'S CHILD</b> Say My Name (Columbia)
16	17	<b>NU FLAVOR</b> 3 Little Words (Reprise)
25	18	<b>NELLY</b> Country Grammar (Hot Sh*t) (Universal)
23	19	<b>DA BRAT</b> What'chu Like (So So Def/Columbia)
18	20	<b>'N SYNC</b> Bye Bye Bye (Jive)
34	21	<b>'N SYNC</b> It's Gonna Be Me (Jive)
22	22	<b>CARL THOMAS</b> I Wish (Bad Boy/Arista)
26	23	<b>ENRIQUE IGLESIAS</b> Be With You (Interscope)
21	24	<b>ALICE DEEJAY</b> Better Off Alone (Republic/Universal)
19	25	<b>SOLE</b> FGINUWINE It Wasn't Me (DreamWorks)
30	26	<b>JAGGED EDGE</b> Let's Get Married (So So Def/Columbia)
24	27	<b>BLACK ROX</b> Whoa! (Bad Boy/Arista)
31	28	<b>BRIAN MCKNIGHT</b> 6,8,12 (Motown)
28	29	<b>504 BOYZ</b> Wobble, Wobble (No Limit/Priority)
29	30	<b>BEFORE DARK</b> Monica (RCA)

### #1 MOST ADDED

LIL' KIM No Matter What They Say (Queen Bee/Undeas/Atlantic)

### #1 MOST INCREASED PLAYS

JANET Doesn't Really Matter (Def Soul/IDJMG)

CHR begins on Page 48.

## URBAN

LW	TW	
2	1	<b>JAGGED EDGE</b> Let's Get Married (So So Def/Columbia)
1	2	<b>CARL THOMAS</b> I Wish (Bad Boy/Arista)
4	3	<b>DONELL JONES</b> Where... (Untouchables/LaFace/Arista)
5	4	<b>AVANT</b> Separated (MCA)
3	5	<b>AALIYAH</b> Try Again (BlackGround)
7	6	<b>JAY-Z</b> Big Pimpin' (Roc-A-Fella/IDJMG)
10	7	<b>LUCY PEARL</b> Dance Tonight (Overbrook/Pookie/Beyond)
6	8	<b>MYA F/JADAKISS</b> Best Of Me (University/Interscope)
9	9	<b>504 BOYZ</b> Wobble, Wobble (No Limit/Priority)
18	10	<b>NEXT</b> Wiley (Arista)
8	11	<b>TONI BRAXTON</b> He Wasn't Man Enough (LaFace/Arista)
12	12	<b>MARY MARY</b> Shackles (Praise You) (C2/Columbia)
15	13	<b>TRICK ODDY</b> Shut Up (Slip 'N Slide/Atlantic)
17	14	<b>D'ANGELO</b> Send It On (Cheeba Sound/Virgin)
19	15	<b>WHITNEY HOUSTON &amp; DEBORAH COX</b> Same Script... (Arista)
13	16	<b>JOE</b> I Wanna Know (Jive)
20	17	<b>EMINEM</b> The Real Slim Shady (Aftermath/Interscope)
11	18	<b>DMX</b> Party Up (Up In Here) (Ruff Ryders/IDJMG)
21	19	<b>IDEAL</b> Whatever (Noontime/Virgin)
16	20	<b>BIG PUNISHER</b> It's So Hard (Loud)
23	21	<b>DA BRAT</b> What'chu Like (So So Def/Columbia)
14	22	<b>SISQO</b> Thong Song (Dragon/Def Soul/IDJMG)
22	23	<b>BIG TYMERS</b> Get Your Roll On (Cash Money/Universal)
28	24	<b>NELLY</b> Country Grammar (Hot Sh*t) (Universal)
37	25	<b>SAMMIE</b> Crazy Things I Do (Freeworld/Capitol)
32	26	<b>SOMETHIN' FOR THE PEOPLE</b> Bitch! With... (Warner Bros.)
27	27	<b>AALIYAH</b> I Don't Wanna (BlackGround/Priority)
50	28	<b>JOE</b> Treat Her Like A Lady (Jive)
35	29	<b>KELIS</b> Get Along With You (Virgin)
24	30	<b>NAS F/FGINUWINE</b> You Owe Me (Columbia)

### #1 MOST ADDED

LIL' KIM No Matter What They Say (Queen Bee/Undeas/Atlantic)

### #1 MOST INCREASED PLAYS

JOE Treat Her Like A Lady (Jive)

URBAN begins on Page 58.

## AC

LW	TW	
1	1	<b>FAITH HILL</b> Breathe (Warner Bros.)
3	2	<b>BACKSTREET BOYS</b> Show Me The Meaning Of... (Jive)
2	3	<b>LONESTAR</b> Amazed (BNA)
4	4	<b>MARC ANTHONY</b> You Sang To Me (Columbia)
5	5	<b>SAVAGE GARDEN</b> I Knew I Loved You (Columbia)
6	6	<b>ELTON JOHN</b> Someday Out Of The Blue (DreamWorks)
7	7	<b>LEANN RIMES</b> I Need You (Sparrow/Curb/Capitol)
8	8	<b>CELINE DION</b> That's The Way It Is (550 Music/Epic)
11	9	<b>DOON HENLEY</b> Taking You Home (Warner Bros.)
9	10	<b>BRIAN MCKNIGHT</b> Back At One (Motown)
10	11	<b>PHIL COLLINS</b> You'll Be In My Heart (Hollywood)
12	12	<b>SAVAGE GARDEN</b> Crash And Burn (Columbia)
13	13	<b>CELINE DION</b> I Want You To Need Me (550 Music/Epic)
15	14	<b>98 DEGREES</b> I Do (Cherish You) (Universal)
17	15	<b>CHRISTINA AGUILERA</b> I Turn To You (RCA)
14	16	<b>SANTANA F/ROB THOMAS</b> Smooth (Arista)
18	17	<b>SARAH MCLACHLAN</b> I Will Remember You (Arista)
16	18	<b>BACKSTREET BOYS</b> I Want It That Way (Jive)
19	19	<b>EDWIN MCCAIN</b> I Could Not Ask For More (Lava/Atlantic)
24	20	<b>W. HOUSTON &amp; E. IGLESIAS</b> Could I Have This... (Arista)
21	21	<b>JOHN TESH F/RICHARD PAGE</b> When... (Garden City/TeshMedia)
22	22	<b>MACY GRAY</b> I Try (Epic)
23	23	<b>WESTLIFE</b> Swear It Again (Arista)
25	24	<b>'N SYNC</b> Bye Bye Bye (Jive)
26	25	<b>LARA FABIAN</b> I Will Love Again (Columbia)
—	26	<b>SASHA</b> If You Believe (Reprise)
—	27	<b>BETH NIELSEN CHAPMAN</b> Shake My Soul (RCA)
27	28	<b>LINDA EDER</b> Vienna (Atlantic)
30	29	<b>DAVE KOZ</b> Know You By Heart (Capitol)
29	30	<b>GERALD LEVERT</b> Mr. Too Damn Good (EastWest/EEG)

### #1 MOST ADDED

BACKSTREET BOYS The One (Jive)

### #1 MOST INCREASED PLAYS

DON HENLEY Taking You Home (Warner Bros.)

AC begins on Page 81.

## HOT AC

LW	TW	
1	1	<b>VERTICAL HORIZON</b> Everything You Want (RCA)
2	2	<b>MACY GRAY</b> I Try (Epic)
3	3	<b>FAITH HILL</b> Breathe (Warner Bros.)
5	4	<b>MATCHBOX TWENTY</b> Bent (Lava/Atlantic)
4	5	<b>THIRD EYE BLIND</b> Never Let You Go (Elektra/EEG)
8	6	<b>GOO GOO DOLLS</b> Broadway (Warner Bros.)
6	7	<b>SANTANA F/ROB THOMAS</b> Smooth (Arista)
7	8	<b>SMASH MOUTH</b> Then The Morning Comes (Interscope)
9	9	<b>CREED</b> Higher (Wind-up)
11	10	<b>RED HOT CHILI PEPPERS</b> Otherside (Warner Bros.)
10	11	<b>LONESTAR</b> Amazed (BNA)
16	12	<b>STING</b> Desert Rose (A&M/Interscope)
13	13	<b>SAVAGE GARDEN</b> Crash And Burn (Columbia)
12	14	<b>SANTANA F/PRODUCT G&amp;B</b> Maria Maria (Arista)
14	15	<b>TRAIN</b> Meet Virginia (Aware/Columbia)
19	16	<b>BEN HARPER</b> Steal My Kisses (Virgin)
17	17	<b>MARC ANTHONY</b> You Sang To Me (Columbia)
21	18	<b>NINE DAYS</b> Absolutely (Story Of A Girl) (550 Music/Epic)
15	19	<b>TRACY CHAPMAN</b> Telling Stories (There Is...) (Elektra/EEG)
20	20	<b>SPLENDER</b> I Think God Can Explain (C2/Columbia)
18	21	<b>'N SYNC</b> Bye Bye Bye (Jive)
23	22	<b>BACKSTREET BOYS</b> Show Me The Meaning Of... (Jive)
22	23	<b>LENNY KRAVITZ</b> I Belong To You (Virgin)
24	24	<b>KID ROCK</b> Only God Knows Why (Top Dog/Lava/Atlantic)
26	25	<b>CHRISTINA AGUILERA</b> I Turn To You (RCA)
25	26	<b>GUSTER</b> Fa Fa (Never Be The Same...) (Hybrid/Sire)
27	27	<b>DON HENLEY</b> Taking You Home (Warner Bros.)
—	28	<b>SISTER HAZEL</b> Change Your Mind (Universal)
—	29	<b>NO DOUBT</b> Simple Kind Of Life (Interscope)
29	30	<b>BRITNEY SPEARS</b> Oops!...I Did It Again (Jive)

### #1 MOST ADDED

SISTER HAZEL Change Your Mind (Universal)

### #1 MOST INCREASED PLAYS

SISTER HAZEL Change Your Mind (Universal)

AC begins on Page 81.

## ROCK

LW	TW	
1	1	<b>3 DOORS DOWN</b> Kryptonite (Republic/Universal)
2	2	<b>CREED</b> With Arms Wide Open (Wind-up)
3	3	<b>METALLICA</b> I Disappear (Hollywood)
4	4	<b>RED HOT CHILI PEPPERS</b> Otherside (Warner Bros.)
5	5	<b>PEARL JAM</b> Nothing As It Seems (Epic)
6	6	<b>STONE TEMPLE PILOTS</b> Sour Girl (Atlantic)
7	7	<b>NICKELBACK</b> Leader Of Men (Roadrunner)
8	8	<b>MATCHBOX TWENTY</b> Bent (Lava/Atlantic)
17	9	<b>AC/DC</b> Satellite Blues (EastWest/EEG)
9	10	<b>AC/DC</b> Stiff Upper Lip (EastWest/EEG)
14	11	<b>A PERFECT CIRCLE</b> Judith (Virgin)
12	12	<b>U.P.D.</b> Godless (Epic)
10	13	<b>GOODSMACK</b> Voodoo (Republic/Universal)
18	14	<b>CREED</b> Higher (Wind-up)
21	15	<b>GOO GOO DOLLS</b> Broadway (Warner Bros.)
16	16	<b>METALLICA</b> No Leaf Clover (Elektra/EEG)
23	17	<b>FOO FIGHTERS</b> Breakout (Roswell/RCA)
20	18	<b>KID ROCK</b> Only God Knows Why (Top Dog/Lava/Atlantic)
11	19	<b>STR</b> New Beginning (Capitol)
15	20	<b>DON HENLEY</b> Workin' It (Warner Bros.)
22	21	<b>MONSTER MAGNET</b> Silver Future (Restless)
26	22	<b>INDIGENOUS</b> Little Time (Pachyderm)
24	23	<b>STAINED</b> Home (Flip/Elektra/EEG)
13	24	<b>CAROLINE'S SPINE</b> Nothing To Prove (Hollywood)
29	25	<b>B.B. KING/ERIC CLAPTON</b> Riding With The... (Duck/Reprise)
19	26	<b>JIMMY PAGE &amp; BLACK CROWES</b> What Is &... (Musicmaker.com)
25	27	<b>BUSH</b> Warm Machine (Trauma)
27	28	<b>JESSE JAMES DUPREE</b> Mainline (V2)
45	29	<b>IRON MAIDEN</b> The Wicker Man (Portrait/Columbia)
28	30	<b>COUNTING CROWS</b> Mrs. Potter's... (DGC/Geffen/Interscope)

### #1 MOST ADDED

BRAMHALL I'm Leavin' (RCA)

### #1 MOST INCREASED PLAYS

AC/DC Satellite Blues (EastWest/EEG)

ROCK begins on Page 96.



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## National Airplay Overview June 2, 2000

### URBAN AC

LW	TW	
1	1	<b>CARL THOMAS</b> I Wish ( <i>Bad Boy/Arista</i> )
2	2	<b>KEVON EDMONDS</b> No Love (I'm Not Used To) ( <i>RCA</i> )
3	3	<b>JOE</b> I Wanna Know ( <i>Jive</i> )
4	4	<b>TEMPTATIONS</b> I'm Here ( <i>Motown</i> )
7	5	<b>WHITNEY HOUSTON &amp; DEBORAH COX</b> Same Script... ( <i>Arista</i> )
6	6	<b>DONELL JONES</b> Where... ( <i>Untouchables/LaFace/Arista</i> )
4	7	<b>TONI BRAXTON</b> He Wasn't Man Enough ( <i>LaFace/Arista</i> )
8	8	<b>PHAT CAT PLAYERS F/COCO BROWN</b> Sundress ( <i>Parlane</i> )
11	9	<b>MARY MARY</b> Shackles (Praise You) ( <i>C2/Columbia</i> )
10	10	<b>ERIC BENET</b> When You Think Of Me ( <i>Warner Bros.</i> )
12	11	<b>YOLANDA ADAMS</b> Open My Heart ( <i>Elektra/EEG</i> )
9	12	<b>GERALD LEVERT</b> Mr. Too Damn Good ( <i>EastWest/EEG</i> )
13	13	<b>D'ANGELO</b> Send It On ( <i>Cheeba Sound/Virgin</i> )
14	14	<b>BRIAN MCKNIGHT</b> 6,8,12 ( <i>Motown</i> )
16	15	<b>DAVE KOZ F/MONTELL JORDAN</b> Careless Whisper ( <i>Capitol</i> )
21	16	<b>AVANT</b> Separated ( <i>MCA</i> )
18	17	<b>MARY J. BLIGE</b> Give Me You ( <i>MCA</i> )
20	18	<b>GLENN JONES</b> 24/Seven ( <i>SAR/WB</i> )
17	19	<b>D'ANGELO</b> Untitled... (How Does It Feel) ( <i>Cheeba Sound/Virgin</i> )
27	20	<b>LUCY PEARL</b> Dance Tonight ( <i>Overbrook/Pookie/Beyond</i> )
22	21	<b>DWAYNE WIGGINS</b> Strange Fruit ( <i>Motown</i> )
—	22	<b>ANGIE STONE</b> Coulda Been You ( <i>Arista</i> )
25	23	<b>URBAN KNIGHTS F/HARDEMAN</b> Strung Out ( <i>Narada</i> )
—	24	<b>JAGGED EDGE</b> Let's Get Married ( <i>So So Def/Columbia</i> )
—	25	<b>METHRONE</b> Loving Each Other 4 Life ( <i>Clatown/Capitol</i> )
—	26	<b>MARY J. BLIGE</b> Your Child ( <i>MCA</i> )
23	27	<b>JEFFREY OSBORNE</b> That's For... ( <i>Private Music/Windham Hill</i> )
28	28	<b>EN VOGUE</b> Riddle ( <i>EastWest/EEG</i> )
26	29	<b>SANTANA F/PRODUCT G&amp;B</b> Maria Maria ( <i>Arista</i> )
29	30	<b>PHIL PERRY</b> Closer To Heaven ( <i>Peak/Private/Windham Hill</i> )

#### #1 MOST ADDED

**METHRONE** Loving Each Other 4 Life (*Clatown/Capitol*)

#### #1 MOST INCREASED PLAYS

**YOLANDA ADAMS** Open My Heart (*Elektra/EEG*)

**URBAN** begins on Page 58.

### ACTIVE ROCK

LW	TW	
2	1	<b>METALLICA</b> I Disappear ( <i>Hollywood</i> )
1	2	<b>3 DOORS DOWN</b> Kryptonite ( <i>Republic/Universal</i> )
3	3	<b>CREED</b> With Arms Wide Open ( <i>Wind-up</i> )
4	4	<b>A PERFECT CIRCLE</b> Judith ( <i>Virgin</i> )
5	5	<b>KORN</b> Make Me Bad ( <i>Immortal/Epic</i> )
6	6	<b>PEARL JAM</b> Nothing As It Seems ( <i>Epic</i> )
7	7	<b>NICKELBACK</b> Leader Of Men ( <i>Roadrunner</i> )
7	8	<b>INCUBUS</b> Pardon Me ( <i>Immortal/Epic</i> )
10	9	<b>STONE TEMPLE PILOTS</b> Sour Girl ( <i>Atlantic</i> )
9	10	<b>STAINO</b> Home ( <i>Flip/Elektra/EEG</i> )
12	11	<b>U.P.O.</b> Godless ( <i>Epic</i> )
14	12	<b>MONSTER MAGNET</b> Silver Future ( <i>Restless</i> )
11	13	<b>RED HOT CHILI PEPPERS</b> Otherside ( <i>Warner Bros.</i> )
16	14	<b>KID ROCK</b> American Bad Ass ( <i>Top Dog/Lava/Atlantic</i> )
17	15	<b>PAPA ROACH</b> Last Resort ( <i>DreamWorks</i> )
22	16	<b>DEFTONES</b> Change (In The House Of Flies) ( <i>Maverick</i> )
13	17	<b>GODSMACK</b> Voodoo ( <i>Republic/Universal</i> )
15	18	<b>LIMP BIZKIT</b> Break Stuff ( <i>Flip/Interscope</i> )
20	19	<b>FOO FIGHTERS</b> Breakout ( <i>Roswell/RCA</i> )
21	20	<b>BUSH</b> Warm Machine ( <i>Trauma</i> )
19	21	<b>FULL DEVIL JACKET</b> Now You Know ( <i>Enclave/IDJMG</i> )
18	22	<b>RAGE AGAINST THE MACHINE</b> Steep Now In The Fire ( <i>Epic</i> )
24	23	<b>DISTURBED</b> Stupify ( <i>Giant/Reprise</i> )
25	24	<b>LIMP BIZKIT</b> Take A Look Around (Theme...) ( <i>Hollywood</i> )
27	25	<b>AC/DC</b> Satellite Blues ( <i>EastWest/EEG</i> )
23	26	<b>STOP7</b> Satisfied ( <i>Reprise</i> )
30	27	<b>OFFSPRING</b> Totalimmortal ( <i>Elektra/EEG</i> )
28	28	<b>APARTMENT 26</b> Basic Breakdown ( <i>Hollywood</i> )
26	29	<b>BLINK-182</b> Adam's Song ( <i>MCA</i> )
44	30	<b>GODSMACK</b> Bad Religion ( <i>Republic/Universal</i> )

#### #1 MOST ADDED

**GODSMACK** Bad Religion (*Republic/Universal*)

#### #1 MOST INCREASED PLAYS

**DEFTONES** Change (In The House Of Flies) (*Maverick*)

**ROCK** begins on Page 98.

### COUNTRY

LW	TW	
1	1	<b>FAITH HILL</b> The Way You Love Me ( <i>Warner Bros.</i> )
2	2	<b>ANDY GRIGGS</b> She's More ( <i>RCA</i> )
4	3	<b>CHAD BROCK</b> Yes! ( <i>Warner Bros.</i> )
3	4	<b>CLAY WALKER</b> The Chain Of Love ( <i>Giant</i> )
5	5	<b>COLLIN RAYE</b> Couldn't Last A Moment ( <i>Epic</i> )
7	6	<b>CLAY DAVIDSON</b> Unconditional ( <i>Virgin</i> )
6	7	<b>LEE ANN WOMACK</b> I Hope You Dance ( <i>MCA</i> )
8	8	<b>KENNY CHESNEY</b> What I Need To Do ( <i>BNA</i> )
10	9	<b>TIM MCGRAW</b> Some Things Never Change ( <i>Curb</i> )
9	10	<b>TRACE ADKINS</b> More ( <i>Capitol</i> )
11	11	<b>REBA MCENTIRE</b> I'll Be ( <i>MCA</i> )
12	12	<b>RASCAL FLATTS</b> Prayin' For Daylight ( <i>Lyric Street</i> )
14	13	<b>ERIC HEATHERLY</b> Flowers On The Wall ( <i>Mercury</i> )
15	14	<b>LONESTAR</b> What About Now ( <i>BNA</i> )
13	15	<b>YANKEE GREY</b> Another Nine Minutes ( <i>Monument</i> )
17	16	<b>KEITH URBAN</b> Your Everything ( <i>Capitol</i> )
18	17	<b>ALAN JACKSON</b> It Must Be Love ( <i>Arista</i> )
19	18	<b>DIXIE CHICKS</b> Cold Day In July ( <i>Monument</i> )
20	19	<b>SHEDAISY</b> I Will... But ( <i>Lyric Street</i> )
22	20	<b>BROOKS &amp; DUNN</b> You'll Always Be Loved By Me ( <i>Arista</i> )
23	21	<b>JOE DIFFIE</b> It's Always Somethin' ( <i>Epic</i> )
28	22	<b>JO DEE MESSINA</b> That's The Way ( <i>Curb</i> )
24	23	<b>STEVE WARINER</b> Faith In You ( <i>Capitol</i> )
26	24	<b>DARRYL WORLEY</b> When You Need My Love ( <i>DreamWorks</i> )
29	25	<b>GARTH BROOKS</b> When You Come Back To Me Again ( <i>Capitol</i> )
27	26	<b>MARK WILLIS</b> Almost Doesn't Count ( <i>Mercury</i> )
25	27	<b>LEANN RIMES</b> I Need You ( <i>Sparrow/Curb/Capitol</i> )
21	28	<b>JUDDS</b> Stuck In Love ( <i>Curb/Mercury</i> )
32	29	<b>WARREN BROTHERS F/SARA EVANS</b> That's The Beat... ( <i>BNA</i> )
30	30	<b>STEVE HOLY</b> Blue Moon ( <i>Curb</i> )

#### #1 MOST ADDED

**MARTINA MCBRIDE** There You Are (*RCA*)

#### #1 MOST INCREASED PLAYS

**JO DEE MESSINA** That's The Way (*Curb*)

**COUNTRY** begins on Page 69.

### ALTERNATIVE

LW	TW	
1	1	<b>3 DOORS DOWN</b> Kryptonite ( <i>Republic/Universal</i> )
2	2	<b>BLINK-182</b> Adam's Song ( <i>MCA</i> )
3	3	<b>CREED</b> With Arms Wide Open ( <i>Wind-up</i> )
4	4	<b>STONE TEMPLE PILOTS</b> Sour Girl ( <i>Atlantic</i> )
5	5	<b>INCUBUS</b> Pardon Me ( <i>Immortal/Epic</i> )
8	6	<b>FOO FIGHTERS</b> Breakout ( <i>Roswell/RCA</i> )
9	7	<b>A PERFECT CIRCLE</b> Judith ( <i>Virgin</i> )
6	8	<b>RED HOT CHILI PEPPERS</b> Otherside ( <i>Warner Bros.</i> )
7	9	<b>KORN</b> Make Me Bad ( <i>Immortal/Epic</i> )
10	10	<b>NINE DAYS</b> Absolutely (Story Of A Girl) ( <i>550 Music/Epic</i> )
27	11	<b>EVERCLEAR</b> Wonderful ( <i>Capitol</i> )
14	12	<b>METALLICA</b> I Disappear ( <i>Hollywood</i> )
15	13	<b>DYNAMITE HACK</b> Boyz-N-The-Hood ( <i>Farm Club/Universal</i> )
18	14	<b>DEFTONES</b> Change (In The House Of Flies) ( <i>Maverick</i> )
13	15	<b>MIGHTY MIGHTY BOSSTONES</b> So Sad To Say ( <i>Big Rig/IDJMG</i> )
11	16	<b>GODSMACK</b> Voodoo ( <i>Republic/Universal</i> )
12	17	<b>PEARL JAM</b> Nothing As It Seems ( <i>Epic</i> )
19	18	<b>PAPA ROACH</b> Last Resort ( <i>DreamWorks</i> )
16	19	<b>MATCHBOX TWENTY</b> Bent ( <i>Lava/Atlantic</i> )
20	20	<b>NO DOUBT</b> Simple Kind Of Life ( <i>Interscope</i> )
23	21	<b>LIMP BIZKIT</b> Take A Look Around (Theme...) ( <i>Hollywood</i> )
17	22	<b>RAGE AGAINST THE MACHINE</b> Steep Now In The Fire ( <i>Epic</i> )
21	23	<b>THIRD EYE BLIND</b> 10 Days Late ( <i>Elektra/EEG</i> )
22	24	<b>LIMP BIZKIT</b> Break Stuff ( <i>Flip/Interscope</i> )
25	25	<b>FENIX TX</b> All My Fault ( <i>Drive-Thru/MCA</i> )
24	26	<b>STROKER</b> Letters ( <i>Cherry/Universal</i> )
28	27	<b>OFFSPRING</b> Totalimmortal ( <i>Elektra/EEG</i> )
26	28	<b>MOBY</b> Porcelain ( <i>V2</i> )
32	29	<b>SR71</b> Right Now ( <i>RCA</i> )
30	30	<b>CYPRESS HILL</b> Superstar ( <i>Ruffhouse/Columbia</i> )

#### #1 MOST ADDED

**LIT** Over My Head (*Java/Capitol*)

#### #1 MOST INCREASED PLAYS

**EVERCLEAR** Wonderful (*Capitol*)

**ALTERNATIVE** begins on Page 108.

### NAC/SMOOTH JAZZ

LW	TW	
1	1	<b>BOB JAMES</b> Raise The Roof ( <i>Warner Bros.</i> )
6	2	<b>BONEY JAMES &amp; RICK BRAUN</b> Grazin' In The... ( <i>Warner Bros.</i> )
3	3	<b>URBAN KNIGHTS</b> Sweet Home Chicago ( <i>Narada</i> )
5	4	<b>MARC ANTOINE</b> Palm Strings ( <i>GRP/VMG</i> )
4	5	<b>DAVE KOZ</b> Surrender ( <i>Capitol</i> )
2	6	<b>LARRY CARLTON</b> Fingerprints ( <i>Warner Bros.</i> )
7	7	<b>RONNY JORDAN</b> London Lowdown ( <i>Blue Note</i> )
9	8	<b>PAUL TAYLOR</b> Avenue ( <i>Peak/Unity/N-Coded</i> )
10	9	<b>MAYSA</b> Got To Be Strong ( <i>Rice/N-Coded</i> )
11	10	<b>BRIAN CULBERTSON</b> Do You Really Love Me ( <i>Atlantic</i> )
8	11	<b>AL JARREAU</b> Just To Be Loved ( <i>GRP/VMG</i> )
13	12	<b>JOYCE COOLING</b> Before Dawn ( <i>Heads Up</i> )
12	13	<b>DOWN TO THE BONE</b> The Zodiac ( <i>Internal Bass</i> )
14	14	<b>STEELY DAN</b> Jack Of Speed ( <i>Giant/Reprise</i> )
18	15	<b>GEORGE BENSON</b> Deeper Than You Think ( <i>GRP/VMG</i> )
16	16	<b>CHRIS STANDRING</b> Hip Sway ( <i>Instinct</i> )
17	17	<b>CLUB 1600</b> Stay ( <i>N-Coded</i> )
15	18	<b>CHRIS BOTTI</b> Why Not ( <i>GRP/VMG</i> )
23	19	<b>JAY BECKENSTEIN</b> Sunrise ( <i>Windham Hill</i> )
24	20	<b>JEFF GOLUB F/PETER WHITE</b> No Two Ways... ( <i>GRP/VMG</i> )
22	21	<b>EUGE GROOVE</b> Vinyl ( <i>Warner Bros.</i> )
25	22	<b>RICHARD ELLIOT</b> Moomba ( <i>Blue Note</i> )
27	23	<b>BRIAN MCKNIGHT</b> 6,8,12 ( <i>Motown</i> )
21	24	<b>KIRK WHALUM</b> Same Ole Love ( <i>Warner Bros.</i> )
20	25	<b>TOM GRANT</b> Tune It In ( <i>Windham Hill Jazz</i> )
26	26	<b>DWIGHT SILLS</b> Desert Skies ( <i>Citylights/Monarch</i> )
30	27	<b>BRENDA RUSSELL</b> Catch On ( <i>Hidden Beach</i> )
28	28	<b>SAMANTHA SIVA</b> Living Alone ( <i>Genie</i> )
29	29	<b>BRIAN TARQUIN</b> Tangled Web ( <i>Instinct</i> )
—	30	<b>DOON HENLEY</b> Taking You Home ( <i>Warner Bros.</i> )

#### #1 MOST ADDED

**ACOUSTIC ALCHEMY** Beautiful Game (*Higher Octave*)

#### #1 MOST INCREASED PLAYS

**BONEY JAMES & RICK BRAUN** Grazin' In The Grass (*Warner Bros.*)

**NAC** begins on Page 91.

### ADULT ALTERNATIVE

LW	TW	
1	1	<b>MATCHBOX TWENTY</b> Bent ( <i>Lava/Atlantic</i> )
2	2	<b>STING</b> Desert Rose ( <i>A&amp;M/Interscope</i> )
3	3	<b>COUNTING CROWS</b> Mrs. Potter's... ( <i>DGC/Geffen/Interscope</i> )
5	4	<b>PHISH</b> Heavy Things ( <i>Elektra/EEG</i> )
4	5	<b>JAYHAWKS</b> I'm Gonna Make You... ( <i>American/Columbia</i> )
6	6	<b>BEN HARPER</b> Steal My Kisses ( <i>Virgin</i> )
19	7	<b>B.B. KING/ERIC CLAPTON</b> Riding With The... ( <i>Duck/Reprise</i> )
9	8	<b>NEIL YOUNG</b> Razor Love ( <i>Reprise</i> )
15	9	<b>GOD GOO DOLLS</b> Broadway ( <i>Warner Bros.</i> )
7	10	<b>THIRD EYE BLIND</b> Never Let You Go ( <i>Elektra/EEG</i> )
10	11	<b>STEELY DAN</b> Jack Of Speed ( <i>Giant/Reprise</i> )
11	12	<b>GUSTER</b> Fa Fa (Never Be The Same...) ( <i>Hybrid/Sire</i> )
14	13	<b>ROBERT BRADLEY'S BLACKWATER...</b> Baby ( <i>RCA</i> )
8	14	<b>VERTICAL HORIZON</b> Everything You Want ( <i>RCA</i> )
21	15	<b>SINEAD O'CONNOR</b> No Man's Woman ( <i>Atlantic</i> )
17	16	<b>NINE DAYS</b> Absolutely (Story Of A Girl) ( <i>550 Music/Epic</i> )
16	17	<b>BOB DYLAN</b> Things Have Changed ( <i>Columbia</i> )
13	18	<b>DON HENLEY</b> Workin' It ( <i>Warner Bros.</i> )
20	19	<b>RED HOT CHILI PEPPERS</b> Otherside ( <i>Warner Bros.</i> )
12	20	<b>TRACY CHAPMAN</b> Telling Stories (There Is...) ( <i>Elektra/EEG</i> )
23	21	<b>XTC</b> I'm The Man Who Murdered Love ( <i>Idea/TVT</i> )
27	22	<b>STONE TEMPLE PILOTS</b> Sour Girl ( <i>Atlantic</i> )
—	23	<b>TRACY CHAPMAN</b> Wedding Song ( <i>Elektra/EEG</i> )
22	24	<b>SHIVAREE</b> Goodnight Moon ( <i>Capitol</i> )
18	25	<b>SHANNON CURFFMAN</b> I Don't Make Promises (... ) ( <i>Arista</i> )
25	26	<b>STEVE EARLE</b> Transcendental Blues ( <i>E-Squared/Artemis</i> )
—	27	<b>DAVID GRAY</b> Babylon ( <i>ATO</i> )
26	28	<b>SHELBY LYNNE</b> Life Is Bad ( <i>Island/IDJMG</i> )
24	29	<b>JOHN HIATT</b> Let It Slip Away ( <i>RCA</i> )
29	30	<b>PAT MCGEE BAND</b> Runaway ( <i>Giant/WB</i> )

#### #1 MOST ADDED

**EVERCLEAR** Wonderful (*Capitol*)

#### #1 MOST INCREASED PLAYS

**B.B. KING/ERIC CLAPTON** Riding With The King (*Duck/Reprise*)

**ADULT ALTERNATIVE** begins on Page 120.

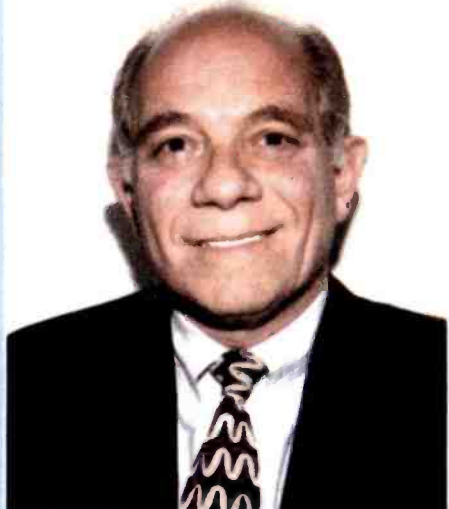
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RESEARCH

# AUDITORIUM MUSIC TESTING

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# Publisher's Profile

By Erica Farber



## ROBERT SHERMAN

President/CEO, Roberts Radio

**Mission of the company:** "Our intention from the beginning was to grow a small-market radio company where we could apply the skills that we had honed in larger marketplaces to the small markets where the entrance fee was less than in the bigger markets. This happened with the advent of the Telecom Act. We are currently in eight markets and have 29 stations."

**Long-term goals:** "We continue to grow the company through sensible acquisition and merger opportunities, and at the same time we focus on getting better at what we do operationally. In our four years as a company we've been able to keep pace with industrywide revenue growth and have achieved margins comparable to those of major markets, which is unusual."

**His definition of "small market":** "We started the company with properties that Bob already owned in unrated markets — Four Corners, NM; Vail, CO; and Santa Fe, NM — three FMs, only one of which was on the air at the time, the one in Four Corners. Originally, we thought unrated markets might provide the best opportunities for flying under the radar screens of those radio companies that, with the advent of Telecom, would be more focused on larger markets. The plan was to get in at lower multiples, and I think we did a good job of that."

"Subsequently, we've gotten into somewhat larger markets, for example Poughkeepsie, NY. Santa Fe is now rated, and several of our markets are being surveyed for inclusion as Arbitron-rated markets. We are careful to make sure that we go into markets where the economy would lend itself to our applying what skills we have to grow revenues beyond those usually garnered in small markets. We have been averaging, and in some places exceeding, national revenue growth over the past four years. To be able to say that from a small-market perspective is rare."

**Difference working in smaller markets:** "The biggest difference is the necessity to let control, on a daily operational basis, be wrested from you by the local folk. One of the things that gets more true the smaller the market is, is that the markets become more idiosyncratic. The skills that major-market, or even medium-market, people learn in our industry may or may not be specifically relevant or as relevant in a local, small market as that personal relationship honed over a number of years between a seller in the market and the advertising community. The fact that I can rattle off OES backwards and what it means to run an OES schedule and why that's important might be more impressive to a medium-market or large-market advertiser than it would be to a local fellow who is mostly interested in whether Joe or Mary delivered on the promise they made over a protracted period of time."

"My trick is to find a couple of people who I can relate to very well in our markets, give them the benefit of whatever experience we as a company have in our back pocket, urge them to pick and choose among those solutions that would be most sensible and applicable for them in their marketplaces, and then trust them to do the job. I spend a lot of time in conversation with local people at every level, including salespeople, supporting them on almost a daily basis. They hear from me regularly in an encouraging way, and in a celebratory way too."

**Biggest challenges facing his company:** "To acquire properties at sensible entrance fees and to continue to grow revenue and cash flow at our customary double-digit pace. And, frankly, to finalize a successful Internet strategy."

**Thoughts on the Internet:** "The biggest challenge facing the industry is for radio to successfully integrate with the Internet community as well as positioning some of the new technologies, such as satellite delivery, as the niche businesses that I believe they will be. With respect to the Internet, the power radio has to direct consumer activity really needs to be harnessed via the Net to benefit listeners, advertisers and ourselves. In our case, as almost incidental beneficiaries of the process, we have to figure

that out, and our company is working on those concepts with all of that in mind."

"We're at a point now where we've registered each of our marketplaces in a special way. Our intention is that when people are interested in Santa Fe, for example, we would drive them to a specific place to learn about Santa Fe, and we would have local partnerships in Santa Fe where we present all the information somebody would be interested in from every perspective. There would also be significant opportunities to learn about our radio station and our clients. We will be getting started on this in the near rather than the long term. We certainly have the advantage of some expert counseling on the subject."

**Something about Roberts Radio that might surprise our readers:** "Many of them might be surprised to know the kinds of margins and revenue growth we're able to obtain in smaller marketplaces."

**Most influential individual:** "I have been blessed with the opportunity to work for and with the best and brightest in our industry and related industries. I've also sat in boardrooms with Bob Pittman and Jerry Della Fama. To point to one would probably not make much sense. I've learned from all of them."

**Career highlight:** "My career highlight is my next one. I have to admit that turning WNBC radio around with Pittman and Imus was a lot of fun. I was at NBC from mid-'79 through '82. I was at WNBC for about a year and a half, then went to do the corporate thing."

**Career disappointment:** "I learned that being overleveraged and undercapitalized wasn't a lot of laughs. I've tried not to do that again."

**Favorite radio format:** "I'm afraid I'm going the way of all flesh. I listen to AM now. I've become my father. I guess Talk and News."

**Favorite song:** "The Roaring Brook Elementary School Fight Song! I've had children in that school for 11 years and won't be done with it for another five. I will be over 62 when I attend my last PTA meeting at elementary school."

**Favorite television show:** "It used to be *60 Minutes*, but I don't think I have a favorite show anymore. Now it's CNN and catch as catch can — maybe playoff games, sporting events. I don't get to watch much television."

**Favorite movie:** "*Thelma and Louise*. As far as I'm concerned, the Susan Sarandon and Geena Davis roles are perfect role models for my daughters."

**Favorite book:** "The next one I finish. I tend to love all the books I finish, but I leave many unfinished. If a book is worth finishing for me, it's usually been a terrific book."

**Favorite Internet site:** "One of my favorites is Prudential Securities, although not in the last couple of weeks. Timing is everything."

**Favorite restaurant:** "A local place, a Thai restaurant in Thornwood, NY. I think it's called House of Thai."

**Beverage of choice:** "Used to be a vodka martini. Now, it's water."

**Stock recommendation:** "Not from me. I don't want to hurt anybody."

**Hobbies:** "I spend a lot of time coaching sports with my kids and the local community kids. One of the things that gives me the most pleasure is that I've lived in our town for about 14 years, and most days walking through town, which is only a traffic light away from our office. I'll hear, 'Hey, Coach,' four or five times."

**E-mail address:** "robradio@aol.com."

**One thing he would influence broadcasters to do:** "I would encourage them to just keep on keeping on. In the last five years people in our industry have performed better than they have during any period prior to that — certainly during the period I've been involved in it, and that's over 30 years now. We have become better programmers, much better sellers, better servicers of our advertisers and much better advocates of our industry than ever before."

**W**ith 32 years of experience in major-market radio, Robert Sherman has worked with the best: Westinghouse, CBS and NBC — all powerhouses. Having risen through the sales ranks, he has managed sales forces, individual stations and even a major group. He is well-schooled and focused on the importance of achieving results.

In 1995 he sold the WPR Radio Group to Patterson Broadcasting. He talked to his good friend and current partner Robert Pittman, and within months they had teamed up to found Roberts Radio.

With the company's focus on small-market radio, Roberts has proven that you don't have to be in the big markets to have financial success.

**Getting into the business:** "My father, Paul Sherman, worked for WINS/New York for 38 years as a DJ and a newsman. He was the crown prince of rock 'n' roll, as it were. Then later, in '65, when they changed to all News, he became a newsman. As I had hung out at the studios for all of those years, it was kind of inevitable that I would get involved with radio. I learned early from my dad that salespeople made good money and that PDs were evil, untalented people, so I chose sales. That, in fact, was where I got my first job in radio: at WINS, in sales."

**State of radio:** "The industry could not be in much better shape than it's in now. Historically, radio has weathered every threatening technological storm that gave consumers additional media choices. Industry revenues keep growing. New categories of advertisers rely on radio to stake their claims. I believe the reason for this enduring growth is that, used correctly, radio works, and it works every time. It grows businesses."

"I also think that radio leadership has never been stronger, from the NAB with Eddie Fritts to the RAB with Gary Fries to today's group heads. Consolidation has put stations into the hands of many executive visionaries who have both improved their products and the industry's people. The result has been better servicing of advertisers and consumers alike. The health of the industry is probably the proof in the pudding."

**The founding of Roberts Radio:** "Bob Pittman and I started Roberts Radio in late '95. Pittman was between contracts. He was closing on the Six Flags theme parks, which he was selling on behalf of Time Warner, where he was a President. He had announced that he would be leaving Time Warner after that transaction closed. I was between contracts, and I was selling the WPR Radio Group to Patterson Broadcasting. Bob and I had known each other for a while, and we decided to do this. I am the full-time operator, and he is Chairman of the company and a very valuable counselor."



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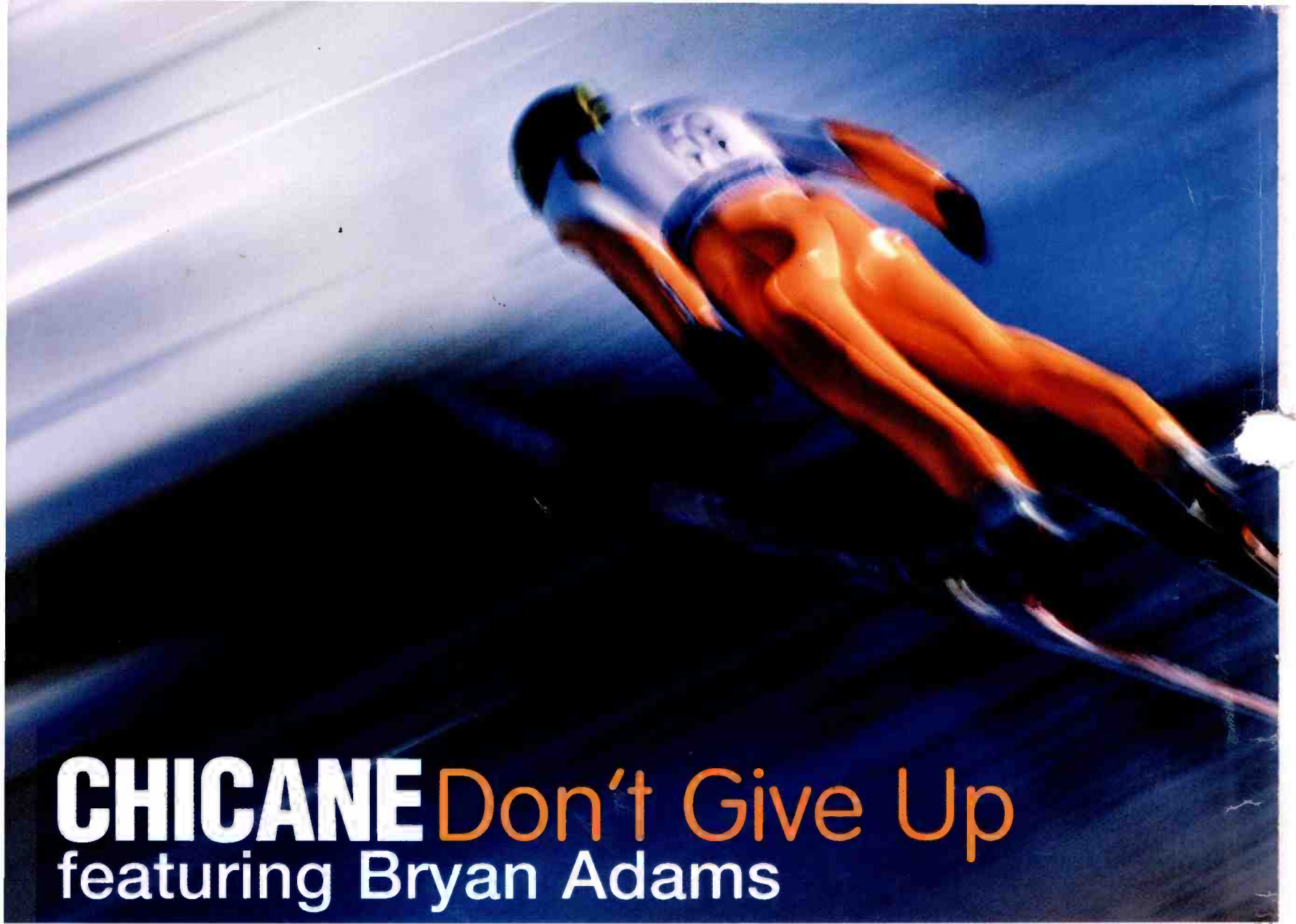
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"tonight and the rest of my life"

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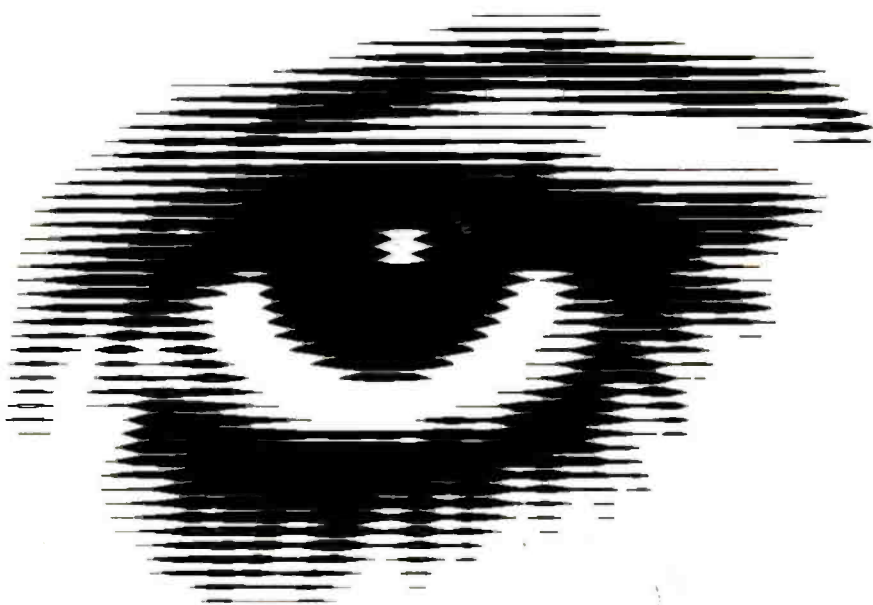
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		WQZQ		



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