Womack Hits Another Country No. 1 MCA/Nashville's Lee Ann Womack is firmly estab-
lished as a Country
superstar as "I
Hope You Dance"
moves to No. 1 on
lhis week's, Country
chart. The song
was produced by
MCA/Nashville's
perennial hitmaker,
Mark Wright.


THE IWDUSTRYS NTEWSPAPFR
www.rronline.com

## JUNE 30, 2000

Industry Achievement Awards Issue
This week R\&R puts the spotight on the R\&R Industry Achievement Award winners who were announced at R\&R Convention 2000. You voted for your favorite stations, PDS, MDs, record labels and label execs, and now we introduce you to the winners.



## 410 Casoltire"

 >

From the thingly anilignitied loathanming abuan FEARIESSO

Jart Smith, Keith Slagaili, and Temi Clark
Management: AGF Entertalinment LTO
Visit: www.mercurynashville.com


## INS I DE MMS.

management \& marketing * sales
Can you produce your own station concert? Sales \& Marketing Editor Pam Bker talks with concert promoters at SFXAAvalon about how stations around the country are successtully producing their own concerts while accumulating a substantial amount of nonspot revenue. Aso in this week's Management,
Marketing \& Sales section, the GM Spotight honors KPWR (Power 106)/Los Angeles' Val Maki, and Infinity Promotions Group's Jeanlne BrillonJonkins shares her valuable sales tip on reading, research and relationships.

Pages 10-16

## RAR NDUSTRY <br> AWARD WINNERS

We encourage you to read each format section this week, as all of the editiors spotight the R\&R Industry Achievement Avard Winners from this year's convention. Find out more about these phenomenal radio and music executives.

Pages 34, 44, 46, 63, 76.
86, 95, 100, 112, 120

## IN THE NEWS

David Kantor to exit
AMFM Radio Networks

- 3Com acquires Kerbango
for $\$ 80$ million
- SBS names Chuck Brooks VPNest Coast, Dennis Roberts GM for KSAH 8 KLEY/San Antonio
Meg Stevens becomes
PD at WGAR/Cleveland
- Regpie Jordan now Clear Channel/ Richmond VP/Market Mgr.

Page 3

## THIS WWEEK

CHRPOP

- WSruC It's Gonna Be Me (Jive)

CHR/AHYTHMIC

- EMINEM The Real Silm Shady (Aftermath/niferscope)

URBAN

- JAGGED EDGE Let's Get Married (So So Dof/Columbia)

URBAN AC

- CARL Thomas I Wish (Bad Boy/Atrsta)

COUMTRY
-LEE ann womack I Hope You Oance (MCA)
AC

- FUTH HILL Breathe (Wamer Bros,)

HOT AC

- VEnICMR HORIZOM Evernthing You Wam (RCA)

MAC/SMOOOTH JAZZ
HMEs \& BRAUN Grazin' In The Grass (Wamer Bros.)
ROCK

- CREED With Arms Wide Open (Wind-up)
aCTVE ROCK
- MEtallica Disappear (Hothwood)
alteprative
- 3000RS OOWN Kyppoonite (fepubbic Universal)
adLlt altepmative
- Marchbox rwentr bent llavaitanatic)



## JUWE 30, 2000

12-24s: The Future Of Radio
Edison study shows how to attract key demo
By Steve Wonsilwicz
R\&R MUSIC EDTTOR
Despite declining TSL among 12-24-year-olds. radio in general outpaced the Intemet and TV as the medium of choice for music among teens and twentysomethings. That's according to an Edison Medin Research study called "Radio's Future Today's 12-24-Year-Olds." which was unveiled during R\&R Convention 2000.

Presented by EMR President/co-founder EDISOMSEe Page 35


## Emmis Settles Sinclair Suit; Swaps For K7LA <br> After paying \$220M for St. Louis sextet, Emmis trades four to Bonneville

## By Jeafrey Yorke <br> R\&R WASHINGTON BUREAU CHIEF yorke erronline.com

More than a year after it became embroiled in a lawsuit over buying the rights to Sinclair Broadcasting's six radio stations and one TV outlet in St. Louis from former Sinclair CEO-designate Barry Baker, Emmis agreed to a setulement last week that allows it to acquire Sinclair's WRTH, KIHT, KPNT, KXOK-FM, WIL-FM \& WVRV - but not KDNLTV - for $\$ 220$ million. Emmis also plans to swap WRTH, WIL \& WVRV, as well as its own WKKX/St. Louis, to Bonneville in exchange for KZLALLos Angeles.
Emmis Chairman/CEO Jeff Smulyan said the deal achieves "both our immediate goal of reaching closure on Sinclair and, more importantly, our iong-term goal of
owning a second FM in Los Angeles." Emmis also owns KPWR (Power 106)/L.A. Smulyan noted that this was the third major Emmis radio acquisition in the last two weeks - first was the acquisition of three Hearst-Argyle stations in Phoenix, and then the purchase of Clear Channel spinoffs Denver and Phoenix and "demonstrates our strong commitment to growing our radio group."
Smulyan had been criticized by Wall Street analysts for buying 15 TV stations from Lee Enterprises for $\$ 562$ million last month. At the time he said he understood - and expected - io take some heat from the Street, but assured the investment community that there were plenty of radio deals in Emmis' future.

EMMIS/See Page 35

## Emmis Fiscal 01 Beats The Street

> Emmis has rocketed into the new century with returns that should hush nayseyers and delight investors.
> The international multimedia compary, which is generally seen as a radio industry bellwether of financial pertormance, last week reported its earnings tor the fiscal first quarter ending May 31 with after-tax cash flow up $80 \%$ over the same period a year ago. ATCF soared from $\$ 12.2$ million, or 38 cents per share, to an astounding $\$ 22$ million, or 46 cents.
> Broadcast cash flow was up nearly $44 \%$, from $\$ 26.9$ million to $\$ 38.7$ million. The Indianapolis-based group's net revenue grew $39 \%$, from $\$ 72.4$ million to $\$ 100.5$ million. Net income per share jumped from 1 cent to 8 cents and beat First Call analysts' estimate of a6cent gain. On a samestation basis, net reverres increased almost $18 \%$, and BCF was up $22 \%$. Same-station domestic radio revenue increased $27 \%$, and BCF rose $36 \%$.
> EARuINGS/5ee Page 35

## Braveman Gets PD Post At KABC/.A.

By Al Peterson
RER NEWSTALEK EDTTOR
alpererson@ rrminine.con
All the rumors of the past few weeks became reality last Friday
 (6/23), when KABC/Los Angeles Asst. PD Erik Braverman was officially promoted to PD for the ABC Radio News/ Talk station. Braverman has been serving as interim PD since the recent departure of Drew Haycs.
"I couldn't be happier in announcing Erik's promotion," said KABC Presiden/GM Bill Sommers. "He brings a wealth
bravermam/See Page 35


## What's The Frequency, L.A.?

AMFM's KCMG (Mega 100) and KKBT (92.3The Beat) are set to swap Los Angeles frequencies today ( $6 / 30$ ) al 5 pm . Mega's "Jammin'Oldies"format will move 10 92.3FM, whileThe Beat's Uitan programming will reside at 100.3 . Pictured here are the stations' new logos, reflecting the new frequencies.

The switch is the result of Radio One's
deal to buy KKBT, its format and the 100.3 frequency as part of the Clear Channel-AMFM spinotls. The transaction is expected to close in the third quarter and marks Radio One's entry into L.A

Both stations have been promoting the switch on-air, and KCMG even inserted "Mega 92.3 FM" bumper stickers in last Sunday's Los Angeles Times. The station is conducting a contest in which it's giving away a total of $\$ 92,000$ in cash and prizes to drivers displaying the new sticker.

## Radio Rides Wall St. Roller Coaster Analystdowngrades spark stock selloft

- Several media analysts weighed in with downgrades last week. causing radio stocks to fall on Wall Street.
First, A.G. Edwards analys Michael Kupinski encouraged investors to "underweight" the radio broadcasting sector on expectations of slower advertising growth next year. He downgraded Clear Channel, Westwood One, Disney and Viacom from "accumulate" to "maintain position" on Friday (6/23), causing significant decreases in those companies' share prices. Clear Channel, the largest radio group, with about 900 radio stations, fell more than 5\%, down $\$ 4$ per share to $\$ 74.25$ Infinity parent Viacom was off $\$ 2.25$ to $\$ 64$. Westwood One which syndicates such shows as Don Imus. G. Gordon Liddy and Don \& Mike - was off more than $\$ 3.43$ to $\$ 35$. And Disney, which owns $A B C$. decreased $\$ 1.875$ to $\$ 39.625$.
"Although there are no com-pany-specific reasons for our ratings changes and the current

ANALYSTS/See Page 35

## AMFM Taps Martin As Dit./Prog. For KMEL \& KYLD/S.F.

By Tony Nown
R\&R CHR EDITOR
R\&R CHR EDITOR
movia@ rronline.com


AMFM has promoted CHR/Rhyth mic KYLD/ San Francisco PD Michael Martin to the newly created position of Di-rector/Programming for KYLD and CHR/Rhyth mic sister KMEL. Martin replaces KMEL PD Joey Arbagey. who has exited.
"The decision to combine the programming leadership over two uniquely successful radio

MARTIM/See Page 27

## everclear



Songs from an American Movie, Vol. One: Learning How To Smile


## Kantor To Exit AMFM Radio Nets

David Kantor, who departed the President's post at ABC Radio Net-


Kantor works in October '97 to accept similar duties at AMFM Radio Networks. will lave AMFM upon the closing of the companys merger with Clear Channel Communications.
As a result of the AMFM/Clear Channel union. AMFM Radio Nets will be placed under the same umbrella as Kraig Kitchin-led Premiere Radio Net works. In an interview with R\&R. Kantor commented about how that led to his decision to leave.
-Thanks to some soul-searching, I really know that I am an entrepreneur." he said. "I really enjoyed working in the boutique atmosphere I had back at AMFM, and I really enjoy working with talent. I don't have anything planned, but I would like to stick with that. There's a lot of opportunity out there now, and this one is the right opportunity to take advantage of. I don't plan on being in the network radio business in the nearterm."
Kantor added that he will most likely become a consultant for the combined AMFM/Premiere and has already agreed to work with "close friend and business associate" Tom Joyner on the development of several African-Americanfocused Internet and television initiatives.
During his $21 / 2$-year tenure at AMFM Kantor helped lure Casey Kasem to the company and resurrected American Top 40 for the legendary countdown host. While at ABC Kantor helped create and develop such programming as Radio Disney and ESPN Radio. Kantor rose to President of ABC Radio Nets in 1996, and before that served as VP of the division. Before joining ABC in 1991, Kantor served as a VP of Cox Cablevision.

## R\&R Observes Independence Day

Due to the Independence Day holiday, R\&R's Los Angeles, Nashville and Washington, DC offices will be closed Monday, July 3 and Tuesday, Juty 4. R\&R will process and publish all news and charts on Wednesday, July 5.


The 13th Annual T.J. Martell Music Industry Roast, held in New York City, was termed "Allanta Burns Again," as the 2000 roastee was none other than WNNX (99X)/Atlanta PD Leslie Fram. Pictured fiere(l-r) are WNNX's Jimmy Barron, Susquehanna's Brian Philips, V2 Records'Matt Pollack, RCA Records' Ron Poore, Columbia Records' Kid Leo (event chairman), Randy Lane Company's Randy Lane, Sean Demery. Fram, Universal Records'Monte Lipman, Capricorn Records' Nan Fisher and JustWest Entertainment's Lanny West.

## 3Com To Acquire Kerbango For $\$ 80$ Mil. RCA will manutacture Kermango Intemet Radio

Kerbango, which developed the first standalone Internet radio, has been sold to $\mathbf{3 C o m}$ for $\$ 80$ million. The deal is expected to close in the 2001 fiscal first quarter.
Kerbango's standalone Internet radio appliance was introduced this year. It can pull in virtually any station that streams over the Intemet, along with the multitude of Internet. only stations that are emerging. Kerbango's other products include the Kerbango Tuning Service. a global directory for accessing Internet audio, and its website (www:kerrongo.com), which helps users find more than $\mathbf{5 , 0 0 0}$ stations around the world.
"Joining 3Com is like strapping a booster rocket to Kerbango," said Kerbango CEO Jon Fitch, who will become VP/GM of 3Conis Intemet Audio Division. "3Com has the
manufacturing, distribution and strategic partnerships - as well as a proven track records and a strong brand with consumers - which we intend to immediately leverage. We chose 3Com because the two companies have the same goal: to create radically simple and rich network solutions for consumers that will fuel the adoption of Internet appliances like Kertango's Intemet Radio."
In a separate announcement. Thomson Multimedia signed on to brand and distribute an RCA-brand Internet radio that utilizes the Kerbango Internct Tuning Service. After its acquisition of Kerbango closes. 3Com intends to follow a similar licensing strategy of forming alliances with key distribution partners to increase distribution of the Kerbango product and services.

## Brooks Becomes VP/Nest Coast For SBS Roberts rises to KSAH \& KIIFYSan Antonio GM

Spanish Broadcasting System has continued to realign its management team west of the Mississippi River, placing a former Rodriguez Communications executive in charge of all its stations in the region and naming a Rodriguez GM as head of its two stations in San Antonio.
Chuck Brooks has accepted duties as VP/West Coast for SBS. In his new role Brooks will oversee SBS ${ }^{-}$Los Angeles, Riverside, San Francisco. Dallas and San Antonio properties. SBS recently agreed to acquire KFOX/L.A. KREA/Riverside, KXJO/S.F. and KSAH/San Antonio from Rodriguez, as well as

KXEB \& KTCY/Dallas from Rodriguez subsidiary New World Broadcasters, for $\$ 165.2$ million in cash and stock. Brooks had been instrumental in adding those stations to the Rodriguez fold.
Brooks is a veteran of Spanishlanguage radio, having begun his career at KESS/Dallas. He then became Sales Manager of KLAT/ Houston for then-owner Latin American Broadcasting. Following that station's purchase by Tichenor Media Systems (now Hispanic Broadcasting), Brooks relocated to Chicago to serve as GM of WIND and.

SBS/See Page 35

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## Stevens Heads To WGAR/Cleveland As PD

WBBS/Syracuse PD Meg Stevens has been named PD at Clear Channel sister WGAR/Cleveland. She begins her new duties at Country WGAR on July 24.
Stevens succeeds Clay Hunnicutt. who is returning to Chattanooga, TN as OM for Cumulus' five-station cluster, in addition to being PD of Country WUSY. Clear Channel is searching for Stevens' replacement at WBBS.

I look forward to joining the talented staff at WGAR." Stevens told R\&R. "You don't get any more fortunate than I am at this point in my carcer. It's a legendary station. and I hope I can add something to it." A seven-year veteran of WBBS. Stevens has served as PD for the past two years and was Asst. PD prior to that. Her decade-long career in the Syracuse market also includes a stint at WAQX.

## Clear Channel/Richmond Elevates Jordan

Reggie Jordan has been named VP/Market Manager for Clear Channel's WRNL, WRVA, WRCL, WRVQ, WRXL \& WTVR/Richmond and the Virginia News Network. He will also serve as VP/GM for WRNL. WRVA. WRCL \& WTVR. having served as WTVR's VP/ GM.
WRVQ \& WRXL VP/GM Linda Forem will remain in her position and report to Jordan. Carl McNeil. who was VP/GM for WRNL. WRVA and the Virginia News Network, assumes the newly created Richmond Director/Sales position, while WTVR GSM Jean Massey will add GSM duties at WRCL when the Clear Channel-AMFM merger closes.
"Reggie's appointment as Market Manager is a tribute to his outstanding performance with WTVR for the last seven years." said Clear Channel Eastern Regional Sr. VP George Sosson. "We wish Reggie and Carl well in their new positions."
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## Bloomberg Ranks Radio Exec Earnings

## $\square$ AMFM's Steve Hicks comes out on top

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kek washingiton hurene


According to a survey conducted by Bloomberg. radio executives were among the highest-paid businesspeople between May 31, 1999 and May 31. 2000. The wire service surveyed the 500 largest U.S. companies by industry, including media and entertainment, banking, diversified finance, insurance, computers and software, Internet and telecommunications businesses.

The survey results showed that AMFM Vice Chairman/COO Steve Hicks was the clear radio winner. boasting total pay of $\$ 16.5$ million. which includes a $\$ 752,000$ salary, a $\$ 1$ million bonus and $\$ 14.8$ milion in stock.
Pay tigures were taken from each company's latest proxy statement tiled between May 31, 1999 and May 31, 2000. Total pay was defined as salary, homuses, the estimnated value
at grant of stock options during the year, the value at grant of free shares of slock awarded. puyouts made on other fong-term inkentive plans and "all other compensation" as defined by the Securities and Exchange Commission
Viacom President/COO Mel Karmizan and Clear Channel Chairman/CEO Lowry Mays each made $\$ 12.1$ million last year. with Karmazin carning a $\$ \mathbf{\$ 0 0 , 0 0 0}$ solary.
a $\$ 6$ million bonus and $\$ 2$ million in stock. Mays salary was \$972.000. his bonus was $\$ 2.75$ million, and his stock was worth $\$ 8.2$ milion. American Tower's Steve Dodge made $\$ 4.2$ million. Cox Radio's Bob Neil raked in $\$ 1.16$ million. and Hispanic Broadcasting's McHenry Tichenor made $\$ 1.14$ million. Also on the list were West wood One's Joel Hollander. with total pay of $\$ 856,000$, and, near the bottom of the media and entertainment roster, Viacom Chairman Sumber Redstone, with $\$ 114,000)$.
R\&R previously reported (4/14) that. according to Business Week. the saliaries of CEOS of pablicly traded companies roxe $17 \%$ in 1999, with av crage compensation rising to $\$ 12.4$ milliom. up from $\$ 10.6$ million in 1998

# SAG/AFTRA Strike Ends Ninth Week; No Progress Reported 

## $\square$ Radio industry seems unaffected

July I will mark the beginning of the third month of the SAG/ AFTRA strike. An agreement has not been reached as yet between the advertising industry and the two unions, which together represent more than 135,000 entertainers who are still protesting residual wages paid to actors appearing in television commercials.
On Monday (6/26) the strike entered its ninth week as union members picketed AT\&T's Chicago corporate office. AFTRASAG accused AT\&T of "aggressively pursuing commercial production since the strike began."
On May 24 R\&R reported that the unions had distributed leaflets at an AT\&T shareholdens meeting in Chicago because. SAG/AFTRA claimed. the company was using ronunion talent in comnercials traditionally made
with union actors
However, AT\&T Public Relations Director Mike Pruyn told R\&R at the time. "Only one commercial has been produced" since the strike began. He added. "We have been a longtime supporter [of the unions]. and we are hoping for a quick resolution to the strike:"
AFTRA/SAG said that AT\&T CEO C. Michacl Armstrong told union nembers that he woukd "look into" signing the unions* interim
agreements. which would allow AT\&T to produce union commercials during the strike. However. the unions report that there has been no action from AT\&T.
While this strike is clearly affecting the television industry, according to AFTRASAG, the radio business seems untouched thus far. Radio Advertising Bureau President Gary Fries iold R\&R, "There may be some isolated incidents, but overall. radio advertising has not been affected: Fries added that he is not fearfu about the strike because there has been no indication yet that there is anything to fear.
In fact. for local and national radio ad revenue combined. Q2 numbers

## Bloomberg

## E1F5LMTESS

 $371=5$
## Japanese Listeners Similar To Those in U.S.

AArbitron study conducted last November and December for the Japanese NAB found that $69 \%$ of the Japanese population listens to radio during the week. Almost three-quarters ( $74 \%$ ) of that country's in-car commuters listen to radio, compared to $80 \%$ of U.S. drivers. The data from the study is available for free on Arbitron's website at hitp://mt2000japan. arbitron.com in Japanese and English.

In related news, 19 -year Arbitron veteran Brad Bediord is elevated to VP/Asian Marketing. He will continue to manage the West Coast division of the company's radio station services.

## Cox Offering Should Wet \$344.5 Million

n early June Cox Radio said it would offer 8.8 million shares of class A common slock, and last week the group sel the share price at $\$ 29$. Cox Enterprises will purchase an additional 3.6 million shares in a private placement at the same price, while the underwriters were granted the option to buy an additional 1.3 million shares to cover overallolments. Lead-man aged by Credit Suisse First Boston and Morgan Stanley Dean Witter and co-managed by Allen \& Company, Banc of America Securities, First Union Securities, Robertson Stephens and Salomon Smith Barney, the offering was expected to be consummated this week.

## American Tower To Offer 12.5 Million Shaves

Boston-based American Tower expects to raise about $\$ 514$ million by selling $\mathbf{1 2 . 5}$ million class A shares. Certain stockholders will also sell 1.18 million shares, which are expected to raise about $\$ 49$ million. Lehman Brothers will handle the public offering, which was expected to settle this week.

## Tithune Sells Education Businesses

Qaying it wants to locus on its broadcasting, publishing and interactive operations, Tribune Company sotd Tribune Education to McGraw-Hill on Monday ( $6 / 26$ ) for about $\$ 635$ million. The deal follows Tribune's recent acquisition of the Times-Mirror Co.

## MextMedia Buys Whec-AM \& FM For \$43.5 Million

-arl Hirsch's NextMedia will take over Beaverkettle Co's Canton, OH duo July 1. News/TalkWHBC-AM has been on the air since 1925 and was acquired by its present owner in 1939. AC WHBC-FM went on the air

Centimed en Prge 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.

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| :---: | :---: | :---: | :---: | :---: | :---: |
| Radio Index | 299.80 | 315.08 | 34480 | +6\% | -8.62\% |
| Dow Industrinks | 10,855.56 | 10,404.75 | 10,499.. 0 | 4.15\% | -. $90 \%$ |
| S\&P S00 | 1.342.84 | 1.441.48 | 1,464.46 | +7.35\% | +1.57\% |

sacrsee Page 8

# ${ }^{4}$ specialize in two things: Increasing sales and improving the sales management at radio stations in the United States." 

> Irwin
Pollack
> Broadcastings Leader in
> Samek and Mantexerme in
> Training:
 consulf you-for just one day-I'll show you af least 10 documentable ways to increase your billing... or the day is FREE!"
"And I-I-I-will always love you-u-u-u.

# Misic ahannes avervihinno 

And no one offers you the range and quality of music that we do.

BMI operates as a non-profit-making organization of songwriters, composers and music publishers that licenses songs for public performance.

## DEAL OF THE WEEK

\author{

- WVRV-FMMEast St. Louis; KXON-FM/FIorissant; KPNT-FMMSte. Genevieve; and WRTH-AM, KHIT-FM \& Wh-FMSt. Lowis, 1 $\$ 220$ million
}


# 2000 DEALS TO DATE <br> Dollars To Date: $\quad \$ 7,145,143,426$ <br> (Last Year: $\$ 1,770,780,863.90$ ) 

Dollars This Week: $\quad \$ 285,127,500$
Stations Traded This Year:
664
(Last Year: 598)
Stations Traded This Week: 18
(Last Year: 26)

## TRANSACTIDNS

## Emmis Increases Presence In St. Louis

Buys six stations from Sinclat for \$220 million

## Deal of the Week

WVRV-FM/East St. Louis; KXOK-FM/FIorissant; KPNT-FM/Ste. Genevieve; and WRTH-AM, KIHT-FM \& WIL-FM/St. Louis, IL
PRICE: \$220 million
TERMS: Asset sale for cash BUYER: Emmis, headed by President/CEO Jeff Smulyan. It owns 23 other stations, including KSHE-FM Crestwood, MO \& WXTM-FM/ Jerseyville (St. Louis), IL. Phone: (317) 266-0100

SELLER: Sínclair Communications, headed by Chairman David Smith. Phone: (410) 662-4700 FREOUENCY: $101.1 \mathrm{MHz} ; 97.1$ MHz; 105.7 MHz; 1430 kHz; 96.3 MHz : 92.3 MHz
POWER: 44 kw at 518 feet; 100 kw at 561 feet; 100 kw at 1,375 feet: 5 kw ; 80 kw at 1,027 leet; 100 kw at 910 feet FORMAT: Hot AC; Classic Rock; Alternative; Adult Standards; Classic Hits; Country
COMMENT: In a related transaction, Emmis has signed a letter of intent to swap WRTH-AM, WIL-FM, WKKXFM \& WVRV-FM/St. Louis to Bonneville in exchange for KZLA-FM Los Angeles.

## California

KATD-AM/Pittsburg (San Francisco)
PRICE: $\$ 4.5$ million
TERMS: Asset sale for cash
BUYER: Radio Unica, headed by Chairman Joaquin Blaya. It owns 15 other stations, including KIQI.AM/ San Francisco. Phoné: (305) 463 5000
SELLER: Peoples Radio inc., headed by President Joe Rosa. Phone: (408) 259-2988
FREQUENCY: 990 kHz
POWER: 5 kw
FORMAT: TalkSpports

## Minnesota

KXSS-AM \& KLZZ-FM Walte Park and KKSR-FM Sartell
PRICE: $\$ 5$ million
TERMS: Asset sale for cash BUYER: Regent Communications, headed by Chairman/CEO Terry Jacobs. It owns 40 other stations, including WJON-AM, KMXK-FM \& WWJO-FM/St. Cloud, MN. Phone: (606) 292-0030

SELLER: StarCom, headed by President Dennis Carpenter. Phone: (320) 253.9600 FREQUENCY:-1390 kHzi, 103.7 MHz; 96.7 MHz
POWER: 2.5 kw day $/ 1 \mathrm{kw}$ night;.6kw at 328 feet; 15.5 kw at 909 feet FORMAT: Aduth Standards; Classic Rock; AC

## Missouri

## FM CP/Warsaw

PRICE: $\$ 47,500$
TERMS: Asset sale for cash BUYER: D\&H Media LLC, headed by member Vance DeLozier. Phone: (660) 747-7043

SELLER: John Mahaffey. No phone listed.

## Nevada

KHIX-FM/Carlln (Elko)
PRICE: \$225,000
TERMS: Asset sale for cash BUYER: Desert Sky Media LLC, headed by Manager Bruce Brazil. Phone: (312) 204-9900
SELLER: L. Topaz Enterprises, headed by President Dale Ganske. Phone: (608) 831-8708

## TRANSACTIONS AT A GLANCE

a KATD-AMPittsburg, CA (San Francisco) $\$ 4.5$ million

- KXSS-AM \& KLZ2-FM/Wathe Park and KKSR-FM/Sartell, MN $\$ 5$ million
- FM CP/Warsaw, MO \$47,500
- KHIX-FMCCarlin, NV (Elko) \$225,000
- WJRZ-FMManahawkin, NJ (Monmouth-Ocean) $\$ 6.5$ million
- WHBC-AM \& FMMCanton, $\mathbf{O H} \$ 43.5$ million
- WBZK-AMYork, SC \$500,000
- KGBC-AM/Galveston,TX (Houston) \$745,000
- KXGM-FMMMuenster, TX $\$ 4.11$ million

FREOUENCY: 96.7 MHz BROKER: Greg Merrill of Media Services Group
COMMENT: This transaction represents a construction permit (CP) for KHIX, a Class C facility recently relocated from Ely, NV.

## New Jérsey

WJRZ-FMMManahawkin (Monmouth-Ocean) PRICE: 56.5 million
TERMS: Asset sale for cash BUYER: Now Jersey Broadcasting, headed by President Beth Coton. It owns three other stations, including WRAT-FM/Monmouth-Ocean. Phone: (973) 538.1250
SELLER: Jersey Shore Broadcasting Corp., headed by Owners Joseph Knox and Brent McNally. Phone: (732) 349-1100 FREQUENCY: 100.1 MHz POWER: 3 kw at 499 feet FORMAT: Country
BROKER: Larry Patrick of Patrick Communications

## Ohio

WHBC-AM \& FMCanton
PRICE: $\$ 43.5$ million

TERMS: Asset sale for cash BUYER: NextMedia Group, headed by President Steve Dinetz It owns 42 other stations. Phone: (303) 256-6222 SELLER: Beaverkettie, headed by President Rex Hexamer. No phone listed. FREQUENCY: 1480 kHz ; 94.1 MHz POWER: 15kw day/5kw night; 45kw at 515 feet
FORMAT: News/Talk; AC

## South Carolina

## WBZK-AM/York

PRICE: $\$ 500,000$
TERMS: Asset sale for cash
BUYER: Baker Family stations, headed by President Vernon Baker. It owns 13 other stations. Phone: (540) 552-4252

SELLER: Clover Broadcasting, headed by Curtis Sigmon. No phone listed.
FREQUENCV: 980 kHz
POWER: 3.1 kw day/250 watts night FORMAT: Oddies
BROKER: John Pierce \&o. (Baker Family Stations) and Force Communications \& Consultants (Clover Broadcasting)

Continued on Page 8


## (0) $=1$

 lools for Highly-Targeied Internet Stations
## Iransactions

Continued from Page 6

## Texas

KGBC-AM/Galveston (Houston)
PRICE: $\$ 745,000$
TERMS: Assel sale for cash
BUYER: Prete/Blum Media Co. Inc., headed by Richard Prets. No phone listed.
SELLER: Harbor Broadcasting
Co., headed by President Pate Miller. Phone: (409) 744-4567 FREQUENCY: 1540 kHz

## SAG

## Conlinued from Page 4

climbed to $22 \%$ for the month of April. compared to last year's local sales increase of $19 \%$. National numbers also went up. $32 \%$ this year.
SAG Acting Director/Communications Greg Krizman told R\&R, "Advertising agencies are reporting record numbers for revenue and are crying poverty when it comes to compensating actors. All we are asking for is our fair share."
On June 14 the unions and the advertising industry, represented by the Association of National Advertisers and the American Association of Adventising Agencies, went back to the bargaining table. However, Krizman told R\&R. "Nothing happened. It was an exploratory talk organized by federal mediators to see if either side was willing to give in. At this point the answer is a big, fat no."
While Krizman agrees that the radio industry is not being affected by the strike, he feels differently about the television industry. "We have reduced the number of commercial shooting days in Los Angeles, and the picketing has been extremely effective. Not only are we targeting large cities such as Los Angeles and New York. there is also activity in Denver, Orlando and Portand. We are also reaching the interior of the country," he told R\&R.
Krizman reported that union mo-

POWER: 1kw day/250 watts night FORMAT: Odies/Adutt Standards BROKER: Bill Whitloy of Modia Services Group Inc.

## KXGM-FMMuenster

PRICE: $\$ 4.11$ million
TERMS: Asset sale for cash BUYER: First Broadcasting LP, headed by member Ronald Unkefer. Phone: (214) 855-0002
SELLER: Gain Alr Inc., headed by President Charles Henderson. Phone: (940) 668-1065 FREQUENCY: 106.5 MHz POWER: 6kw at 328 leet FORMAT: AC
> "There may be some isolated incidents, but overall, radio advertising has not been affected." Gary Fries

rale is high and that the unions are "holding their own, considering who they are up against." That is, the ad industry, which has continued to shoot commercials despite the strike.
On Tuesday (627) the ANA/AAAA reported that it had been able to shoot 862 new commerials between May 15 and June 15 using nonunion talent. According to AAAA Join Policy Committee Counsel Ira Shepard. "This is dramatic evidence that the inchustry has been able to contime widespread commercial production during the strike at the same levels as in years past. This is consistent with the Join Policy Commitue's findings that union session fees are down 73\%. and nomumion session fees are up by $1.400 \%$ in the moss recent strike period. All indications are that commercial production is, in fact, increasing."

- Jennifer Markham


## Bloomberg <br> 

## Contimual fram Pase 5

in 1947. Canton is rated by Arbitron twice a year, and in the lall '99 survey WHBC-AM \& FM placed second and first, respectively. Rex Hexamer will remain the stations' PresidenVGM, and NextMedia PresidenvCOO Skip Weller says the company has "no intention of making any changes to the stations' format or staffing."

## Regent Doubles ip In St. Clowd, MM

Regent will acquire StarCom Inc.'s KXSS-AM, KKSR-FM 8 KLZZ-FM for $\$ 5$ million and will begin operating the R stations through a time-brokerage agreement July 1. Regent, which already owns WJON-AM, KMXK-FM \& WWJO-FM in SI. Cloud, expects the deal to close by the end of the year.

## Secret Gets KFYI-FWM/ustin

Clear Channel Oldies station KEYI-FM/Austin was part of a trio going to Hispanic Broadcasting for $\$ 127$ million Until the DO's Antitrust Division niseed the deal. Last week Secret Communications chief Frank Wood, a 33 -year broadcasting veteran, acknowledged to RaR that he had stepped in and picked up a new piece for his radio puzzie.
"Oocasionally a deal pops up, and I see opportunity," Wood said. "This was an economic opportunity." He added that the deal had to be done quickly to avoid holding up the AMFM merger, but he declined to discuss financial details. The other two Clear Channel stations that were supposed to go to Hispanic - KXPKDDenver and KKFR/Phoenix were sold to Emmis for $\mathbf{\$ 1 0 8}$ miltion.

## Cumulus Closes On WWUZ-FIM/Mpelo, MS

Cumulus has closed on the deal for WWKZ-FM, Tupeto, MS, paying Broadcasters \& Publishers more than $\$ 2.9$ Inillion for the CHR/Pop outiet. Cumulus owns four other stations in the market.

## Radio Unica Pays \$4. 5 MIIlion For KATD-AMMan Francisco

R
adio Unica recently bought KATD-AM from People's Radio, but no price was disclosed (ReR 6/16). ReR 1 has learned that the price is $\$ 4.5$ million. Radio Unica intends to move KATD's 5 kw signal at 990 kHz from the San Francisco suburb of Pittsburg to Sacramento, allowing the company's 10kw day/1500-watt night KIQI-AM/San Francisco to increase its signal.

## FCC Actions

I arsha MacBride, who has been Commissioner Michaet Powell's legal adviser on mass media and cable issues, will leave in late July to become VP/Government Relations in the Wat Disney Co.'s DC office. Powell called MacBride "an outstanding public servant with exceptional leadership" and said her absence from his office will be "elt profoundly."

- Geraid Faulhaber has been named the FCC's Chief Economist. Faulhaber is a professor of Public Policy \& Management at the Wharton School of the University of Pennsylvania, and he will assume the FCC position on July 1 for one year. Faulhaber will replace Howard Shelanski, who has served as Chief Economist since last July.


## Ackeriey Group Expects Strong 92 Results

anagement at the Ackerley Group, the Seattle-based media and entertainment group, said Tuesday (6/27) that it expects an after-tax cash flow of at least 20 cents per share based on strong performances by the company's outdoor media and television segments.
"The positive trends in same-store revenues at our outdoor media companies and television stations hiave continued to date," says co-President/COO Denis Curtey. Ackerley owns seven TV stations in several markets and five radio stations in the Seattle-Tacoma area. It also owns the NBA Seattle SuperSonics and the WNBA Seattle-Storm.

## Lowry Mays Set For HMB Radlo Show

ou Dobbs, host of United Stations Radio Networks' syndicated Lou Dobbs/NBC Financial Report, is slated to moderate a one-on-one discussion with Clear Channel ChairmanCEO Lowry Mays at the NAB Radio Show. The Radio Show will be held in San Francisco Sept. 20-23.

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# STAIION CONCERTS - BIG RISKS, BIGGER REWARDS 

Is your station up for the challenge?


Sales \& Marketing Editor pambakeremonline.com


You don't need a magic wand to produce a successful station concert, just a clear and concise plan, a strong sales strategy and lots of hard work and effort. The results? Incredible listener loyalty, effective station branding and unlimited options for nonspot revenue!

In Los Angeles several amaz ingly successful station-produced concerts have recently taken place, including Alternative KROQ's Weenie Roast 2000 and CHR / Pop KIIS-FM's Wango Tango 2000. Here's a brief rundown of those events.

KROQ's Eighth Annual Weenie Roast, Saturday, June 17, at Edison Field in Anaheim, CA. Sold-out show ( 45,000 attendees) with performances by Incubus, Lit, Everclear, Cypress Hill, Godsmack, Third Eye Blind, Stone Temple Pilots, No Doubt, Moby, Creed, The Offspring, Limp Bizkit, Ozzy Osbourne and Kom. Ticket prices were $\$ 45$ and $\$ 55$. A conservatively estimated $\$ 1$ million in nonspot revenue was generated by the event.

KIIS-FM's Million Dollar Wango Tango 2000, May 13 at Dodger Stadium in Los Angeles. Hosted by 'N Sync, the sold-out concert ( 65,000 attendees) featured Enrique Iglesias, Jessica Simpson, Sugar Ray, Lenny Kravitz, Brian McKnight, The Goo Goo Dolls, Marc Anthony, Eiffel 65, Bosson, Sisqo and Hanson. Ticket prices ranged from $\$ 35$ to $\$ 95$. KIIS generated more than $\$ 2$ million in nonspot revenue with the event.

For this article I spoke with two hands-on players from SFX/A valon: Promotion Director Jolene Pellant and VP/Booking Nick Masters. SFX Entertainment (unww.sfx.com) is the world's leading promoter, producer and presenter of diversified live entertainment.

## OPTIONSI OPTIONSI OPTIONS!

What concert options do radio stations have? According to Pellant, there are two basic choices. "The first option is a rental, which is the simplest deal for the promoter to be involved in because it just rents the building," Pellant explains. "Usually, what the promoter receives is a fee for the facility, if it's an owned-and-operated facility. What the venue would keep is the ancillary revenue, which includes the concessions and parking, but it wouldn't keep any money on the ticket sales, and it wouldn't retain any sponsorship rights unless it was to the name and title of the venue. For instance, Irvine Meadows Amphitheater is now called Verizon Wireless Amphitheater. The radio station is required to identify the concert location as Verizon Wireless, and it cannot sell any sponsorships that compete with Verizon's services."

It your station decides to rent a venue, be aware of the realistic costs associated with producing a concert. "This is the biggest risk for a radio station because the station is responsible for everything: artists' fees, production costs and making sure everything is covered in the ticket prices," says Pellant. "But it's also the biggest possible gain for the radio station because it has an unlimited ability to sell sponsorships. It recoups any percentages over what the net costs would be with
the ticket prices, so the ticket revenues pay off all the fees, and the radio station keeps the rest."

Most radio stations don't have the manpower or the know-how to produce concerts on their own. SFX and other show producers can help stations with the production elements of putting on a concert

Production costs may include, but are not limited to, lighting staging stagehands, sound systems, a floor plan and seating, parking security, catering, artists' requirements and coordination with the press. "At Wango Tango we had to fly in ' N Sync for the day because they were on tour," notes Pellant. "So you have to consider unexpected costs."

Another element to consider seriously is renting big screens. "If you're going to go with a big venue with all the modern technology, you need to have big screens and video," says Masters. "I don't think it's fair to ask a customer to pay that kind of money to sit there and not be able to see." Don't look at renting big screens asjust another cost: It's a sales opportunity.

## SHARING TIE SPOTLCHT

The second option for radio stations is co-promoting a concert in conjunction with a promoter. "The radio station accepts some of the financial risk, but not all of it," says Pellant. "It may split the fees for paying the artist, or it may turn over a certain amount of airtime to promote the event and to run commercial spots. There is always some sort of payment involved. That doesn't necessarily mean it's a cash transaction, but if it's trade, it has to be a massive level of trade.
"There is a station in North Carolina that is taking this year's Christina Aguilera show and turning it into its own radio concert. The promoter is taking all the risk as far as production costs, and the radio station is providing extensive promotional and advertising exposure, as well as securing sponsor partners."

In a co-producing partnership SFX would also incluide its building sponsors in the show, thereby limiting the radio station's sponsorship categories. For example, if Budweiser is the official beer of the arena, that category is off-limits to the radio station.

## BOONIWG THE BANDS

Obviously, a major draw for any concert is the artist lineup. "Ticket prices are always determined based on what the artists require as payment," says Pellant. "That's the No. 1 way of setting a ticket price. That cost depends on the radio station's ability to book the show and work with the record labels."

Masters adds that the artists' fees vary among markets. "The more important the station, the easier it is to obtain the services of the artist," he says. This is a situation where good, strong relationships with record labels pay off. "Britney Spears played at last year's Wango Tango," says Masters. "KIIS approached the record label and worked out a deal. For most radio concerts, the radio station books the artists through the record labels."

What if you're not in a top- $\mathbf{2 5}$ market, or you're an Oldies or Classic Rock station? "SFX has the ability to bring in artists lower than the rate card based on our relationships with them," says Pellant. "So we may be able to negotiate a better deal."

## THE FREE SHOW DEBATE

Another type of station concert is the free show, which is typically underwritten by a sponsor or
sponsors. All the tickets are distributed through the radio station or the radio station's clients - for example, at a retail outlet. That would be a rental situation, where the station recoups its money through sponsorships, or the station's marketing budget covers all the costs of the concert.

Is a free concert a good idea? "I don't believe in free tickets," remarks Masters. "I believe that the value has to be perceived. I've dealt with stations in the past that have done free shows, and I don't think people appreciate a free show. I'm not saying that tickets need to be \$95, but I'm saying that there should be a value attached to those tickets so people will pay more attention. It will mean more to them when they get them - when they buy them and when they win them. If you win free tickets to a show that was already free, what's the point?"

Classic Rocker KLOS/Los Angeles PD Rita Wilde has a different take on the free concert approach. "During the past five years KLOS has put on two free concerts, one featuring ZZ Top and the other headlined by The Black Crowes," says Wilde. "If we subscribed to the philosophy that our audience doesn't appreciate a free concert, why would we ever want to give away anything like regular concert tickets, CDs, money, movie tickets or trips? Are those things devalued because they are free? I've worked in this market for over 20 years, and I have never ericountered a listener who didn't appreciate something gratis. Isn't the whole idea to endear ourselves to our listeners?"

Would KLOS ever produce another free show? "I would love to," says Wilde, "but in this day and age it has become more and more cost-prohibitive. If we had the opportunity, we most certainly would."

## IT'S MOREE THM NUST SINEINS

"We seem to hear a lot of talk about the high cost of a concert ticket," comments Masters. "But look at the value that people are getting and the fact that they went to that show and saw all those artists at one time. They didn't get a full hour-and-a-half or two-hour show out of each act, but if they, over the course of a year, bought tickets to see each one of those acts, it would be a hell of a lot more money.
"And it's an experience. There was a lot more going on at Wango Tango than people singing. There were effects on the stage, there were games, they had an amusement park in the parking lot before you came in there was a lot happening.

Masters goes on, "The pop shows are really great, because in most cases it's the first concert experience for these children, and in many cases it's the first concert experience for their folks. They come and play by the rules, and they obey them - they're just a joy. Doing these shows, like the one we just did with ' N Sync at the Rose Bowl, was great! Everyone has fun. We had 57,000 people there and no problems. It was awesome!"

## ACTION PLAH

"SFX produces over 70 radio shows annually around the country," remarks Pellant. "Each deal is structured differently, so the costs depend on the type of deal the station chooses." The best advice is to contact your local SFX or other promoter and schedule a meeting with all the station's key players and brainstorm ideas. SFX or a local promoter can assist your station in developing and executing a realistic game plan. Don't get frustrated remember, you can always take these big ideas and scale them down to fit your station.

## Experience. Stability. Vision. And Bob Agnew.

When Bob Agnew joined Susquehanna, he came home... to the city he loved, and an opportunity he relished.

Susquehanna needed to make some changes at KNBR, a heritage AM station in San Francisco. It was to become Talk \& Sports. There would be no more music.

Everyone in the business knows that format changes can lead to chaos. But with Susquehanna it was different. "They have the vision to make changes," says Bob, "and they're smart enough to stay the course and not panic." Hired as the Program Director to implement the transition, Bob is now KNBR's Operations Manager. In Bob's words, "When you work for Susquehanna Radio, you can make a difference and you can grow. You not only have opportunities to succeed, but you can create opportunities as well."

## Make a Sound Career Choice!

With operations in major markets across the USA, Susquehanna offers a number of employment options. For more information about radio career opportunities, call our Human Resources Department at (717) 852-2132.

Bob Agnew<br>Operations Director KNBR, San Francisco

Lil' Mak-Valli in the Power house!

This week's GM Spotlight pays tribute to 18-year radio veteran Val Maki of Emmis' highly successful KPWR (Power 106)/Los Angelés. One R\&R reader writes, "Val's smart, she works extremely hard, and she's fair." Another col-league adds, "She's guiding the radio station to new heights in ratings and revenue." Congratulations!

I decided to enter the world of broadcasting because:
"I won a Minnesota state high school speech contest and then had to record the speech at a local radio station. Even though the equipment was intimidating, it got me interested in the magic, fun and entertainment that are in our business."

First job in broadcasting:
"As a Traffic Manager-in-training and receptionist at KRSP-AM \& FM in Salt Lake City."
Career highlights:
"Sixteen years with Emmis and having had the privilege of being based at or working directly for some of the best stations in the world: Power 106, WKQX/Chicago, KSHE/St. Louis, WFAN/

New York, WLOL/Minneapolis and others." The most challenging aspect of being a GM:
"Making sure I'm focused on the results stuff, the people stuff - getting input, providing direction and support, then removing barriers so people can fly as fast as they can - and the bigpicture stuff, all without getting too bogged down in the administrative stuff."

My most unforgettable moment at a radio station:
"We're working on one right now! There really are too many. The Power 106 staff creates unforgettable moments all the time. Last year Power did the first-ever sold-out arena hiphop show in the country. That was followed up by the first Dre-Snoop reunion, in Hawaii. You had to be there." I'm most proud of:
"Personally, it's the relationship I have with my family members. Professionally, it's that I am lucky enough to be at the No. 1 standalone radio station in the country." The best words of advice I've ever received were:
"I've been given lots of good advice, but here's some: The Emmis Eleven Commandments, includ ing, 'Be passionate about what you do and compassionate about how you do it' and 'Admit your mistakes.' And from [Emmis Chairman/CEO Jeff] Smulyan's Essential Rules for Emmis Managers: 'Hire people who are smarter than you' and 'Never mistake kindness for weakness.'"

You'd be surprised to know that....
"I have lived in eight markets and have enjoyed all of it. Also, the town where 1 grew up had about as many people as the floor I lived on in my apartment building in Manhattan, a perspective 1 find very valuable."


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


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

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## PUT ME IN, COACH!

## By Michello Envland

The more market ing and promotions professionals I talk to in the radio industry, the more it surprises me that those professionals are often not vital members of the teams that determine the marketing plans for their radio stations. I know marketing directors, sales managers and GMs get frustrated because the internal sales process doesn't always run smoothly (duh), but do they realize that the people responsible for executing sales programs are being left in the dark? When you don't know why you're being asked to do something, you're driving down the road with no destination.

Not only are marketing directors not informed about plans, they are being wasted as a vital resource for determining those plans. Marketing people think in terms of communicating benefits to generate results. They know what it's like to put together a concept, project or promotion that is designed to meet a targeted goal. Yet these are the same staff members who are not a part of - and who, even more shamefully, are often unaware of - station budget goals and how management hopes to achieve them. Sales departments are left only to execute without a handle on management's plans, so each sales request is too often looked at like the first notice to pay the phone bill: Avoid until you get the "disconnect letter," then deal with it as best you can. There is little proactive desire without a buy-in to the plan.

## PART OF THE PROCESS

To be fair, all the blame cannot be placed on management. Marketing directors need to voice their desire to be part of the process. When you are a part of determining the plan, you are also accountable. The turnaround in my perspective Was amazing when specific sponsorship packages for large station events were actually my suggestions. My work had a purpose that I understood, and I accepted it as a means for us to achieve our revenue goals. I was in.

Managers, if you are not using your marketing directors to help you determine station strategies and tactics to achieve revenue goals, you are ignoring a tremendous asset. And you marketing professionals, if you are not honing your skills and asking for a chance to be involved, you are missing an opportunity to provide direction for your staff - and a purpose to the madness!

## a REAL-LIFE STRATEGY

A good friend of mine in marketing at a heritage Classic Rock station asked me for help. She was dealing with new owners, who had
brought new revenue pressures and a lack of direction. Once operational issues had been addressed, here is how I suggested she start planning.

## Objective:

- Increase revenue by $\mathbf{1 5 \%}$ : local by $10 \%$, national by 5\%.
Strategies:
- Increase the station's share by two ratings points in core demo
- Determine the station's highest-billing and potentially high-billing accounts, and develop specific plans to meet those clients' needs and win a higher percentage of their budgets.
- Create true, solid NTR programs that are quantifiable and do not originate from or replace adrevenue billing.
Tactics:
- Construct memorable activities, events and promotions with programming, and include criteria for evaluation (think like a radio consumer, and play the ratings game). Evaluate the competitive environment along with the universe of radio. What is real? How can we get our consumers to remember us? What makes us appealing? Look at your promos, contests and IDs: If you were channel surfing and heard them, would you remember?
- Work with the sales manager and staff on accounts. Look at the big picture. Who is our future? How can we satisfy our best advertising customers to win more business? Are we meeting their needs above all the other stations on the buy? Build relationships with the clients that mean the most to you, and attack potential clients head-on.
- Create opportunities for secondary accounts, but keep those opportunities manageable and realistic. Continually analyze the secondary accounts with the sales manager to determine which have the potential to be primaries and how you can get them there.
- Research and explore possibilities for NTR programs. Think of consumers other than typical radio advertisers. Would consumers respond to a station magazine that could be funded by typical print advertisers? Can you create a partnership with an Internet service provider to promote membership and share in fees? Think of ways to take revenue from companies' print, Internet, event and promotions budgets. Don't confine yourself to your radio habits. How can you leverage your station or group to advertisers as an interactive medium?

Bring the plan for your station, along with this issue of R\&R, to your next promo meeting.

Michelle England owns England Marketing Group. She can be reached at mengland@c3mail.com.


Jeanine Ertlon-Jenitins, Exec. Dfr, Infinity Promotions Groumios Ametes

There are three R's for sales and marketing professionals: Reading, research and relationships.


Reading: Read relevant daily and weekly trades, such as The Wall Street Journal, Brandzuek, Promo Magazine and Business 2.0, to find out what is happening in your prospect's industry. Has the company recently downsized or re-created itsel? Does it have a new product rollout? Look at your prospect's website; company sites can often provide a wealth of information about current products and national promotions. Educate yourself on your prospect's history and find out who your prospect's parent company is, what their annual revenue is and where they're headquartered.

Research: Research to find out the title of the decisionmaker you want to call and have a basic understanding of what your prospect company does. These things will be critical in creating the positioning statement you'll use when you are attempting to set your first appointment. Many times I have had salespeople come to me and say, "They asked me to call their advertising agency." In some cases being sent to the agency may be an advancement and not a brushoff, but in most cases being sent to the advertising agency when you know you are speaking to the decisionmaker means that you didn't position your phone call correctly - it didn't seem to make sense for the decisionmaker to deal with you. For example, talking to a national brand manager about a project in a single market will probably not be important to that person. Talking to a regional sales manager about a 12 market mobile sampling tour - no matter how relevant it is to the brand - will probably lead nowhere.

Relationships: Building relationships and selling face-to-face are always easier and more cost-effective than dealing with people who are out of your area. Although your prospect's parent company may be headquartered out of your market, always try to find a local decisionmaker you can meet with in person.

Remember, as you build lasting relationships with your prospects, that the people you are meeting with are there to do a job, and so are you. Make sure that you know where the people you're working with want to go within their companies. If you can help them get there, they'll probably take you along.

R\&R invites all sales managers and AEs to contribute favorite sales advice for the Seles Tip of the Weak. Not onty will you help other AEs around the country, you'll also get your photo in R\&R. For more information, contact Pam Baker at (310) 788-1654 or via e-mail at pambakere rontine.com.


The syndicated MJ \& BJ Show selected 16 castaways for its $\$ 10,000$ Survivor Island contest. WFLZ-FM/Tampa created a "desert island" out of $\mathbf{1 5 0}$ tons of beach sand in its parking lot, complete with a cascading waterfall and palm trees, and the island became the contestants' "home" for five long days. Pictured is MJ Kelli teasing one of the contestants. Andrew Duvall from St. Louis won the $\$ 10,000$ grand prize.

## Far rai subndyri and forl, and mimite and spring!



RETRO COUNTRY USA
A hip, informative two hour spotlight on the hottest country hits of the 80s. Great no-burn hits in a hot format your listeners will look forward to every weekend.

Host Ken Cooper (WRBQ/Tampa, KZLAMLA, NBC, TNM) creates big weeldy tume-in on America's most respected country stations. Adding Retro Country USA is like odding a fresh promotion to your station every weekend ... it gives your air staff something to promote, and something your listeners will look forward to. Now on over 100 stations including WRBQ Tampa, WDSY Pittsburgh, WKKX St. Louis, WSOC Charlotte...and just added WYNY Y-107 New York!

LOST IN THE 80'S
Parachute pants, fot shoelaces, Cosby Show, and Purple Rain gave us some of the most fin and unique moments in
 history. Lost in the 80s targets listeners in both the 18-49 and 25-54 demos and can be a great specialty program for both Urban Adult and Mainstream formats.

Every week, WALP/Atlonto's Derrick Jomam and Melissa Summers spotlight classic 80s music and pop culture with features like
 80s Classic Moments, One-Hit Wonders, 80s Club Jam, and Top Eight 80s.

## RETROPOP REUNION

The great music from the mid eighties through the mid-nimeties defines the culture of the video music era. And it bursts every weekend from a great four hour show designed to fill
 a feature airshift and put a spike in your ratings. Air it Friday or Soturday nights, Safurday or Sunday mornings.

## 80'S TiME CAPSULE

A daily Monday through Friday 30-second feature perfect for Urban Adult and mainstream radio.

Vignettes feature 80s news, actualities, factoids, movie and music clips based on Datelines hugely popular Do You Know Whot Year it Was? time lines. Works well as a morning or afternoon drive feature.

Every week, Joe Cortez features sound bytes from the era's TV and movies, plus clips of news events that made the era's biggest headlines. Plus, every show features a "mini-countdown", looking back of a particular week in one year.


## RiSE UP

is a positive country program that delivers rotings and changes lives without changing the sound of your
 station. Host John Riffer plays established country artists like Garth Brooks, Randy Travis, Alabama, LeeAnn Rimes, Diamond Rio, Kathy Mattea, Brain White, and hot new Christian artists like Dove award winning Mid-South, Rebas sister, Suzi Luchsinger, Paul Overstreet, Charlie Daniels, and Marty Raybon.

Each week we interview top country artists, and you'll hear of life changing experiences in our segment, Food for Thought.

Call Superadio today to check availability in your market - 508-480-9000

## MANAGEMENT

## PEOPLE: YOUR COWPANY'S GREATEST ASSET


#### Abstract

By Dick Karan This is the story of an entrepreneur who started with little and built an incredible fortune. John Tu, along with his partner David Sun, sold $80 \%$ of their firm Kingston Technology in 1996 for a staggering $\$ 1.5$ billion in cash and stock. The buyer was Softbank, a Japanese conglomerate. Then, in a remarkable show of generosity, Tu and Sun set aside $\mathbf{\$ 1 0 0}$ million as bonuses for the $\mathbf{4 5 0}$ employees working for them at the time because they believed their success was a result of the outstanding work of these people.


Subsequently, Softbank got into financiai difficulty and sold the company back to Tu and Sun for $\$ 450$ million. Today, Fountain Valley, CA-based Kingston, a major supplier of computer memory modules, has 2,000 employees, offers 5,000 products globally and does $\$ 1.5$ billion in annual sales. Recently, 1 interviewed Shanghaiborn, 58 -year-old John Tu to find out how the company became so successful and ask what advice he could offer to benefit you.

Tu's and Sun's success sprang from adversity. In 1986 they owned a small high-tech firm that they sold for $\$ 5$ million. Tu, who had come to America in 1972 with little money or business knowledge, says this was "the American dream come true, beyond our wildest imagination. We were not sure what to do with the money. A friend of David's who was a stockbroker said he should manage it for us. We trusted him and said, 'Please be conservative.' At first it went well, but then he wanted to do better for us. October 17, 1987, was Black Monday for the stock markets, and everything was collapsing. We couldn't reach the stockbroker, and so we drove to his home. He was so upset. He looked like a broken man and kept apologizing. We'd lost everything, and we owed a million dollars each. We knew that unless something happened soon, we'd be out on the street.
"But if this disaster hadn't happened, Kingston would never have happened, because we were so comfortable with what we had. Even when you are at the end of your rope, you should never give up hope. When disaster strikes, there's a reason why
it's happening. You may not know it at that time, but it will turn into an opportunity. We came up with a business idea to build and market a computer memory product. We had no money, no contacts and no reputation for doing that, but the timing was right because there was a shortage. We couldn't afford to give terms to our customers, so we received cash, which allowed us to start without capital."

What was the key to their success? "We treated people the way we wanted to be treated. We made it easy to do business with us, so people liked us, and the word spread very fast. In life, everything is about people and relationships. The success of Kingston was made possible by all the people. The team that is this company we call 'family.' The priority of publicly traded companies is the bottom line, and people become expendable. What you lose is your best asset, which is people.
"In a competitive environment, very few companies can dominate by saying, 'I have something you don't have.' Technology and change happen too fast today. Tomorrow what you have will become a commodity How do you keep yourself successful? You must differentiate yourself. If it's with pricing, it just gets cheaper. That's a losing strategy. You must have value added for your customers. It's service, service and service. Who's behind the service? It's the people, so the priority to us has always been the people."
Another key factor in Tu's and Sun's success is accessibility. They don't have private offices, but instead sit in open bays with their employees. This keeps them directly involved in every aspect of the company's activities and shows employees that they don't treat themselves better than anyone else. It also reinforoes their belief that the greatest asset in any company is its people, a lesson well worth remembering in a people-driven business like radio.

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

## MARK YOUR CALENDARS

Important dates and events in the coming months

- June 29-Sepl. 20 - Summer Arbitron.
- July 11 - Major League Baseball All-Star Game. Turner Field, Atlanta.
- July 12 - 2000 Arbitron PD Seminar Series: Beyond the Basics. Marriott City Center, Minneapolis (before The Conclave); (612) 349-4000.
- July 13-16 - The Conclave 25th Learning Conference. Marriott City Center Hotel, Minneapolis; (612) $927-$ 4487.
- July 22-25 - NAB Executive Development Seminar for Radio Broadcasters. Georgetown University, Washington; (202) 775-3511.
- Aug. 3-5 - Morning Show Boot Camp 2000. Wyndham Canal Place Hotel, New Orleans; (770) 926-7573.
- Aug. 15-17 — NAB/Latin America Broadcasting Conference. Loews Miami Beach Hotel, Miami; (202) 429-3191.
- Aug. 24 - 2000 Arbitron PD Seminar Series: Beyond the Basics. Marriott Boston Newton, Boston; (617) 9691000.
- Aug. 26-29 - American Women in Radio and Television 49th National Convention: "A Century of Progress, à New Century of Promise." Regal Biltmore Hotel, Los Angëles; (707) 605-3290.
- Sept. 13-14 - 2000 Arbitron PD Seminar Series: Arbitron 101. Arbitron headquarters with accommodations at the Sheraton Columbia Hotel, Columbia, MD; (410) 730-3900.
- Sept. 15-0ct. $\uparrow$ - 2000 Olympics. Sydney, Australia.
- Sept. 20-23 - NAB Radio Show. Moscone Center, San Francisco; (202) 429-4194.
- Sept. 21-Dec. 13 - Fall Arbitron

BADID GETS RESUITS
SUCCESS STORIES FROM THE RAB

## THE DCOTOR ON THE EDEE!

It's "image, image, image" when you're targeting the Generation $X \& Y$ crowd. The Chancellor Marketing Group in Dalias teamed up with cutting-edge footwear manulacturer Dr. Martens to sponsor the main stage at KDGE's Edgefest concert. Held April 29 at the Starplex Amphitheater, the concert featured performances by Everclear, 311, The Mighty Mighty Bosstones, Stir, Bowling For Soup. Dynamite Hack, Splender, The Nixons, Stroke 9 and Oleander.

Category: Concerts Market: Dallas-Fort Worth Subimitted By: Chancellor Marketing Group and KDGE (94.5 The Edge)/Dallas
Client: Dr. Martens
situarion: More than just 30 second and 60 -second ads. radio is atotal solution provider, and radio's
 advertisers now have myriad platiorms for their messages. Dr. Martens, an established footwear brand, found valuable synergy in a major presence at Edgefest. Chancellor Marketing Group Sales PromotionEvents Manager Jon Volmar reports that 20,000 tickets to the event sold out within woo hours. "Advertisers looking to target the Gen-X and -Y audience were eager to get involved in the many sponsorship opportunities. That included several national and local sponsors." Edgefest was great for Or. Martens, which has enjoyed its identification with youth and the counterculture for decades.
OQECTIVE: Dr. Martens had a simple aim when it chose to get involved with Edgefest. Identification with the event strengthened the "edgy" image of the brand and secured a strong position in the minds of fashion-conscious consumers. For KDGE, the event supported the station's brand and provided nontraditional revenue streams.
CAMPAIGN: Atter the retail event sold out, KDGE launched numerous "Ticket Raids" with various retailers. These live remotes - with trattic-generating ticket giveaways - provided a chance for other retailers to get involved in the event. Dr. Martens created offsite attention for the event through a monthiong gift-withpurchase program, giving away tickets at selected retailers. The concert venue provided additional opportunities for booths and banners for KDGE advertisers. Dr. Marten's presence at the event was unmistakable: a giant balloon in the ciassic Dr . Martens boot shape, a variety of promotional items (temporary tattoos, visors, etc.) distributed from their booth and a 20 -foot-by- 60 -foot banner along the back wall of the venue. "Dr. Martens was everywhere," says Volmar, "and the kids who went to the festival will remember that Dr. Martens was a sponsor of a very cool event." Volmar reports that the 2000 EdgeFest generated more than $\$ 340,000$ in sponsor revenue, a station record.
RESULTS: KDGE AE Lance Ludwig reports that Dr. Martens used a nearly no-lose strategy. "When a manufacturer like Dr. Martens wants to build its brand with consumers, it's all about lifestyle," he says. "They wanted to blur the lines between the station and the advertiser as much as possible, creating a one-on-one relationship with their best consumers, our listeners. EdgeFest was the perfect platiorm." Dr. Martens is involved with similar events around the country.

## RAB TOOLBOX

## More marketing information and resources from the RAB

Here you'll find more marketing information and resources from the RAB. For more information, call the RAB's Member Service HelpLine at (800) 232-3131, or log on to RadioLink at www. rab.com.
faOM RAB'S PRIVATE EYE TARGET REPORT
Alternative/Adult Alternative: Compared to all U.S. adults 18+, the Alternative listener is $97 \%$ more likely to have changed jobs in the last 12 months; $55 \%$ more likely to identify him- or herself as "somewhat liberal"; 55\% more likely to have purchased a new car in the last two years; and $94 \%$ more likely to be an Internet user. FROM RAB'S RADIO MARKETNG GUIDE AND FACT BOOK
Radio's weekly reach among adult concertgoers $18+$ in the past year: Attended country music concert ( $95.2 \%$ ); attended rock or pop music concert ( $96.4 \%$ ); attended opera, symphony or theater (94.9\%). (The Media Audit, January 1999-March 2000 National Report, Radio)


FROM ALL YOUR FRIENDS AT

# Ex-Radio Execs Launch First Of 83 Planned 'Net Stations 

Cleveland executives Join for locally inspired music website



From media critic Tom Feran in the June 17 Cleveland Plain Internet jockeys, instead of DJs or VJs. The music is on hard drive, so no one spins any discs, and they webcast online instead of broadcasting over airwaves.
"Program director 'Big Dave' Eubanks said he's learning a whole new vocabulary at ClevelandHits.com, the Internet music and entertainment website that launched this week.
"il may look like he's doing the same sort of work he did as a disc jockey and program director at 'Jammin' 92' (WZJM, now Rhythmic Oldies), the old contemporary-dance FM, but he sees it as (being) as different from radio as it is from TV...
"Its single audio channel will feature 'any genre of music listeners want to hear,' Eubanks said, 'trom pop Britney and ' $N$ Sync to alternative to rap to house to


'80s,' and the target audience is ages 18-34.
"About half the music will be programmed by Eubanks and his staff. The rest will be decided hourly by users clicking their choices, in a process the site calls 'musical democracy in action' ..
"Eubanks, working the midday online shift, leads a 24-hour young staff including broadcasting school graduates and club DJs. They work out of an all-black studio, designed to reduce downloading time for the streaming video from six wall- and ceiling-mounted cameras ..
"[President Mike] Hilber said he got the idea for ClevelandHits.com from a newspaper story that suggested webcasting ... would be the solution to the homogenization of radio formats caused by ownership consolidation.
"They started work on the project last year with backing from Golenberg Schmitz Capital Partners [and] the Los Angeles venture capital firm of former Clevelanders Glenn Golenberg and Clarence Schmitz ..."
"'This is not some disgruntled disc jockey site,' Hilber said. 'It's a huge undertaking.' He and Wilson

Continued on Page 20

## What's Your Opinion?

If you'd like to contribute your observations on ClevelandHiits.com, the Metallica vs. Napster battle or Emmis' jobcityusa.com site, please join the discussion at RAIN: The Radio And Internet Newsletter. Look for the feedback form on the RA/Nhomepage, www.kurthan son.com.
RAIN features regular updates on these issues, plus other news of interest to radio programmers and managers who want to keep in touch with the world of Internet radio. A fresh issue of RAIN is available every day at www.kurthanson.com.


## Wehsite Without Streaming: Arrow 93 Does II Successiully

Infinity's Classic Rock KCBS (Arrow 93)/Los Angeles, run by former programmer Dave Van Dyke, is an interesting example of a successful station website (www.arrowfm.com) that's designed to complement listening that's done on a radio rather than via streaming.

Arrow 93 was the nation's first " 70 s Oldies" station when it debuted in the early '90s. A couple of years ago, when crosstown KLSX segued from Classic Rock to FM Talk, the station made a minor format adjustment to take the vacated Classic Rock position in the market. The station's PD since
 its debut has been former WLS-AM/ChicagoAnimal Stories cohost Tommy Edwards.

In the mid-1990s Arrow 93 was also one of the first stations in the country, it not thetirst, to use "Now Playing" billboards as part of its outdoor advertising. The feature now appears on the homepage of its site in one of the most attractive treatments you'll find.

The website has a three-person full-time editorial staft, and the station recently hired full-time salespeople for the site as well.
The opening page is updated daily and almost always includes references to current events - an allusion to Who Wants to Be a Millionaire, an alert about an Arrow core artist appearing on TV, info abouta concert rebroadcast, etc. It'sclear that if you come back tomorrow, the information will have changed.


Although Arrow 93 plays only classic rock on the air, the website gives the station a chance to tie in with current releases from its core artists. For example; the site's "Listening Studio" features a $21 / 2$-minute montage from Santana's Supematural. Each montage in the Listening Studio is introduced by a diffierent Arrow personality, and the feature is sponsored by Virgin Records Online. Of course, there is also a link to purchase CDs.
"I Need to Know" (the name is presumably a reference to the Tom Petty song), also known as the "Music ID Zone," is an absolutely excellent feature. "So you hear a song on Arrow 93," reads the site, "and you're about to smash your radio trying to figure out what the song is called ... Select a day and hour [within the past three days], and you'll get a list of songs and artists played on Arrow 93." You can hear also snippets of each song.
"Ask Dr. Music" is an on-air feature that works well on the website. A couple of music-related questions - on Friday (6/ 23) there was a question about whether Bob Dylan's song "Hurricane" was based on real events - are answered on the page. "Ask Dr. Music" features are available as archived audio, and site visitors are encouraged to tune in to Arrow every moming at 8am for more.

Rock ' $n$ ' roll trivia is another feature that works whether or not you're listening to the station. Forty-seven different quizzes are archived on the site. Also, the "This Day in Rock \& Roll History" page draws traffic from around the world, according to Van Dyke. (The site gets a prominent listing on the Yahool web portal.)
The Arrow 93 site proves that even if you don't stream your audio, you can still come up with a site that can reinforce the image of your radio station, encourage additional listening. provide quality customer service and bring in additional revenues.

Y our listeners are on-line; spending hours a week surfing the net. Wouldn't it be nice to corral the power of the Internet and get real-time song and perceptual information from them?
NotQuest makes it easy by linking your website visitors directly to the NetQuest song survey. Set the recruiting parameters based on demographics, gender, ethnicity, cume and preference, even music clusters. Customize the look and feel of MetQuest to match your website and provide a fun, interactive experience for yourlisteners while collecting meaningful and actionable music research at the same time. (Did we mention NTR possibilities?)

NetQuest is a product of ComQuest Callout, the leader in callout research software. Our interactive systems have collected over 50 million scores around the world. We don't design websites and we don't consult radio stations. Our singular mission is providing software solutions that empower radio stations to produce accurate in-house research. Now we are pleased to offer this cutting-edge Internet-based technology to your station.

If you're serious about seizing the opportunity that is the Internet, or even if you're still shaping your station's "Web Strategy", you need MerQuest in your research arsenal. Give us a call to see how easy it is to get up close and personal with your listeners today.

# Ex-Radio Execs Launch First Of 83 Planned 'Net Stations 

Continued from Page 18

intend Clevelandhits.com as the first entry in their nationwide Hits Network, which will establish separate sites for 82 other cities, each offering local personalities, promotions and requests ...
"[Eubanks] said the Webcaster has a promotional budget equal to that of the old 'Jammin' 92,' and a van with the ClevelandHits $\log 0$ sits outside the facility. 'If you want to get your message out, I firmly believe you have to hit the streets,' he said. 'That's why we've got the van."

## Some Background

Hits Network President Mike Hilber spent 16 years as SM for Zapis Communications. CEO Tom Wilson operates Sports Marketing Inc; owns TV stations in Missouri, Mlinois and Nevada; and has managed and co-owned various Cleveland radio stations, including WDOK, WWWE and WRMR.

I spoke to Hilber recently about his plans for the site.

R\&R: Mike, what's the rollout schedule for your 83 markets?

MH: I want to act as a sales manager on this project for the next 120 days or so to build a foundation of sales. I just want to hand-hold that myself. The end of that period will trigger another four or five stations being launched in the next 12 to 14 months. Chances are we'll be choosing East Coast markets so I can get to them easily - Atlanta, DC, Boston, Detroit, Columbus and Philadelphia are the likely ones.

R\&R: How many salespeople do you have, and what kind of experience do they have?

MH: I have four so far and will eventually replace myself as sales manager. They have a little bit of radio station experience, but, actually, they're more Internetsawy.

R\&R: What are your marketing plans? How will people find you?

MH: Television. I've got a spot that's been adjusted from a radio spot by Robert Michelson in San Francisco. That will start somewhere around the second week in July. Interviews are also an important thing for us. We'll interview any young-skewing artist who sells tickets. And e-mail - we'll send out an $e$ e-mail every single day telling listeners what's going to be new on the site tomorrow.

So far, it's going great. We've had 400 people register as users in three days, just from the newspaper coverage. The chat room's full, and they're voting. You know, it's amazing how inexpensively you can build a radio station when there's no license involved!

## Planting The Flag

Hilber told me that his firm intends to put a looped, taped version of the format onto each of its planned 82 additional sites in the near future "to plant [its] flag." The company has registered domain names for its various target markets, including www.newyorkhits.com, www.lahits.com, www.bostonhits.com and www.puertoricohits.com.

According to the press release, ClevelandHits.com is being streamed by Star-Bak, "pioneers in website hosting and streaming-data technology."

Somewhat oddly, given that it's an Internet venture, neither the firm's venture capital firm nor its streaming company seem to have websites.

## Emmis Launches Career Website Tied In With N.Y.C. Stations

From The Wall Street Journal:"To cast a wider net for job seekers, one online recruitment service is trying a new medium: urban radio stations.
"Jobcityusa.com, a New York job board, shares programming and ads with three New York radio stations that have mainly African-American listeners. [CHR/ Rhythmic WOHT, NAC/SJ WOCD and Urban AC WRKS/New York] and the website are owned by Emmis Communications ...
"Jobcityusa supplies programming to the stations in exchange for airtime. It says the radio presence heips it reach about 4 million people a week $-75 \%$ of them from minority groups 'often missed by traditional recruitment efforts' ...
"The radio stations air career-advice shows based on content jobcityusa produces for the Internet, including 10 -minute call-ins and e -mail chats with recruiters about job-hunting. Targeted commercials for jobcityusa air on the stations, and the website carries ads for the radio stations."

Apparentity, the site design for jobcityusacom (wuw.jobcityusa.com) was licensed from a Clevelandbased firm called Job Options (www.joboptions.com), which atso has deals with Xoom, Earthlink, Deja.com and others. According to the press release announcing the deal eartier this year, Emmis stations are providing $\$ 4$ million in advertising to jobcityusa.com.

Incidentaliy, that press release begins, "More than 3 million minority radio listeners in the New York Tri-State area - New York, New Jersey and Connecticut - are searching the Internet daily to find jobs on a new partnered website, jobcity usa.com."

That is, of course, a lie - unless every single one of the three stations' listeners was using the site the moment it launched, which seems unlikely. The week that sentence was written, actual site usage was probably closer ta a few hundred people than it was to 3 million.

## Render feedrack

RAIN readers (and a ClevelandHits exec) otfer their opinions.

## From a RAN reader:

Local radio stations can easily combat this approach by providing great websites and streaming their own music to reach their target audiences. In other words, why go to Cleveland Hits.com to hear CHR when you can already get it on your favorite local CHR station?
From CievelandHiss.com PD Dave Eubanks:
In response to the reader who said, "Local stations can easily combat this approach," I would like to submit that Hits Network and ClevelandHits.comare designed to simply offer at-home entertainment consumers another choice. We are taking our place alongside radio.
ClevelandHits.com and Hits Network are not format-focused. We are offering an opportunity for listeners to have their voices heard and participate in the actual programming of the site. In offering a true choice to consumers, we enable them to interact and have instant results. After all, isn't that what the Internet was actually designed to do?
All Hits Network sites will be locally operated and designed for their respective cities. We will also be focusing on local music scenes, offering an outlet to local groups who can't get any exposure on the air, even though they sell out local venues.

There is so much music out there that deserves to be heard, and no one station or format can handle the load. We are another choice.

## From consultant Bill Goldsmith:

Well, l'd say they have a long way to go. The site design is - ahem - a bit hard on the eyes. During the noon hour the day I listened they had a grand total of 13 responses to their online request feature - and each listener can select up to seven songs. Plus they make the curious choice to give people who choose the 56 k streaming option better video (of a DJ at a control board) and worse audio than those who choose 28.8. Wait a minute, folks - this is radio, right?
These are all fixable. But what about the concept itself? There are good reasons why you don't find any broadcast stations playing Offspring, Lipps Inc. and Enrique Iglesias in the same half-hour (as I heard during the time I listened to ClevelandHits.com). The whole concept is a step backward to the "if it's a hit, we'll play it" era of '60s Top 40. Why would anyone think that would be a good thing?

The reason those stations worked was that they were generally the only places you could hear any hit music. You sat through Henry Mancini to hear the new Stones single (or vice versa) because that was the only place you could hear it. Why would a contemporary listener suffer through Madonna and N Sync to hear Stone Temple Pilots when they could more easily, by turning on the radio, sit through Nivana and Limp Bizkit instead? Or by funing into another Internet channel, find something that homes in on their personal tastes more


Every decade or so, something comes along that forces you to rethink the way you market your radio station.

This time, it's FastBlast, a proven concept that uses the power of today's most explosive medium: The internet. FastBlast has pioneered a method for placing Internet banner ads in your local market on the websites your listeners use most--from Yahoo to AOL. These ads encourage click-through to a custom-designed website that promotes listening to your station and participation in
an on-air contest. In an incredibly short time, FastBlast delivers millions of impressions while building station awareness, recall, involvement and an active database.

Stations all over the country, like $\mathrm{Y}-100$ in Philadelphia, WRIF in Detroit, WLZR in Milwaukee and KNDD in Seattle have used FastBlast to increase listening and ratings. Over half of all Americans are on-line. Yet, only a fraction of radio stations are reaching them. Get to them first, with FastBlast.

FON DETALS, CNL (D10) 303.3275, ON LDG OW FASTOLAST.COM

# Metallica Vs. Napster Cartoons Rule At CampChaos.com 

Earlier this month, as part of R\&R Convention 2000 in Los Angeles, rock consultancy Jacobs Media hosted its Jacobs Media 2000 Summit for several dozen Active Rock and Alternative programmers. The keynote speaker was Jason Calacanis, editor and publisher of a variety of Internet-oriented trade publications, including The Silicon Alley Reporter and Digital Music Weekly.

Calacanis concluded his speech by visiting a website called CampChaos.com ( www.campchaos.com), which offers a number of short Flash cartoons that show CampChaos' take on the Metallica vs. Napster controversy. The first cartoon Napster BAD!, succinctly expresses Metallica's position as: "Money good. Napster bad."

After extremely positive audience response to Napster BAD!, Calacanis showed two of its follow-ups:

## REDDER FEEDBACK

From 3WK Undergroundradio GM Wanda Adelinson:
I always scope out the "competition," and the ClevelandHits idea sounded interesting, so imagine my dismay (and competitive delight) at discovering another fine mess the terrestrial radio mind has declared to be "Internet radio."

Terrible-looking site - so busy I get a headache. Our sales manager described it as "a trip to Coney Island on a budget." But the worst problem is that the audio quality was so bad at 28.8 that I couldn't hear anything. It was buffering so badly that every syllable was garbled. It even timed out on me.

Maybe this is an opening-day problem, but I tend to think they're putting all their money into marketing and press releases and nothing into content, design or audio quality. And letting your listeners program your content? Korn into Britney Spears? Keep up the good work, guys.

I despair of terrestrial radio ever "getting" Internet radio. But at the same time, I'm delighted they don't. Give us "amateurs" a chance to build our audiences!

"Regis" asks a simple question in CampChaos.com's Metallica Millionaire.

MetalliGreed, in which actual members of Motley Crue give their take on the issue, and MetalliCOPS, in which Metallica bandmembers bust a fan they catch downloading an MP3.

They're all available at CampChaos.com, along with a new entry in the series, Metallica Millionaire. I strongly recommend you watch them in the order above, as the jokes build on one another. And a word of warning: Napster BAD! and MetalliCOPS in particular feature incredibly foul language. They are not for even Slightly sensitive ears

CampChaos.com's version of Metallica frontman James Hetfield.


## 

## Radio Unica Invests Ss Million In SportsYal

SportsYA! is a Spanish- and Portuguese-language sports portal serving Hispanic markets in the U.S., Latin America and Spain. As part of the partnership the companies will crosspromote each other on one another's websites, and they plan to jointly cover the summer Olympics in Sydney, Australia.

## Jim De Cestro Self 100,000 AMFM Shaves

SEC documents revealed that former AMFM Vice Chairman and Radio Group President/CEO Jim de Castro sold the shares through Salomon Smith Barney on June 14. Based on that day's closing price, the shares were worth about $\$ 7.3$ million. De Castro is in the process of establishing his new Internet venture, Nothing But Net.

## Mediahmerica To Represent Radiomol.com

Interactive radio station website and audio streamer RadioMOI.com has chosen MediaAmerica as its ad rep.

## Wolley Fool Pulls Phy On Magazine

The Alexandria, VA-based financial advice empire Motley Fool, which began with a syndicated radio show, toldR\&R that it will stop publishing its year-old, financially successful monthly print magazine in July. The company doesn't want to make the investment to expand the magazine's format and beel up its circulation of 15,000 . It will continue to offer advice on such things as stocks, college savings programs and retirement funds on its website at www.fool.com.

## XW Adds To List Ol Batribs

XM Satelite Radio announced agreements to market and sell XM -ready radios and service through regional retailers The Good Guys, Ultimate, AI \& Ed's, CarToys, Sound Advice and Mobile-One, as well as cataiog retailer Crutchfield. XM had previously announced retail deals with national retailers Circuit City and Best Buy, as well as the regional chain Tweeter.

## Eletronics Resawch Soins USADRS Coallion

Electronics Research, a manufacturer of transmitter equipment. antennas and towers for radio and TV broadcasting, has forged a joint technology and marketing agreement with USA Digital Radio. ER will develop, test and promote FM combiners and filters that are compatible with USADR's IBOC technology.

\$1,000,000 GIVEAWAYS... Survivors pools.. moming show contests. . .baby pools. . .sports \& entertainment events...THE SKY IS THE UMTT!

FUN for your listeners! Increase your website traffic, generate NTR income and website stickiness while collecting valuable demographic information.

## ALL SET UP BY US ON YOUR WEBSTE AND RUN FOR YOU FREE OF CHARGE!

CALL DIAL COMMUNICATIONS TODAY!
212-768-7474 or visit us at
unw.interactivepools.com/radio


##  



## Manage 'Net Expectations

Co-branding is a phrase we heard a tor at R\&R Convention 2(00). What does it mean? Dees it really help? What about the draw away from your site? After all, there's really not much sense in puting the logo for a really strong brand on your site if it's just going to lead people away to the strong brand's site ... or is there?
Overall. the attendee at several of the extremeIy well run Internet sessions expressed disappointment in the actual results of e-commerce through partnership and
 co-branding.
Mike Kranker, Markeling Director al WAAF offiered. "We've promoted the heck out of our website on the air. we've got buy buttons on the What's Playing Now page. and we've sold 21 CDE. Total." For all that effort on-air. it's pretty ctear that direct sales are not the mod to success for WAAF, but according to Kramer. "It's about inlaging. mot protit, and l'd recominemb that anyone still do this. even if it makes little or no noney."
thall comes down to expectations: yours and the listeners: Your expectations can be way too high. especially considering the hype over the Internet. We've been led stories for several years now about the death of brick-ind-nontar retailers and the impending 'Net retailing explosion. thasn't happened. and although online holiday shopping has been steadily increasing over the last few years. that is hardly an indication that our most venerable real-wortd retail stores have any thing to worry about.
People are much more inclined to get in the car. go to the mall and buy something right now than to make those purchases on the web. Customer service issues aside, web buying is still a bit cumbersome and. for smes. untrustworthy.
What does this mean for yout? Well. even if you sell a few thousind CDs a week on your site - and only the very hottest sites are doing that - is the 50 cents you make on those CDs amounting to $\$ \mathbf{5 0 0}-\mathbf{\$ 1 . 5 0 0}$ profit - worth the tine you give your site on the air? Or could you sell that time for more per minute than you make per week?
And why isn't it working? Maybe because your listeners' expectations are not being met or ane heing confused: They expect you to play music or to hear your talk hosits online. not be cajoled to huy everything in sight Their expectations are that you are an enterainment outlet and that your site is a place where they can find information. that. community and pictures of your air personalities. not a retail establishnent. The moment you cross the line from. Hey. if you want to huy WXXX hasehall cap.
 they're over here." to a

## Buy Me! button next to every

CD cover on your site, you've moved out of the casual arena and, into the pushy. Is that what you want? Further. is that what your listenen want?
Questions? Comments? david@netmasic countdown.com.

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 Intemet antortainment.

## 

You can tell that the concert season is underway and that fans are rushing home to check out the latest releases after the show is over. Nearly one haff of the Country E-Chart artists this week are new to the top 20, and the movement is both on the sales side and in the refreshing of playlists on the streaming side. Similar turnover is happening on the NAC/Smooth Jazz side of things, while the Urban, Hot AC and CHR charts are settling in for the summer. Not to fear ... new releases are on the way, and 'Net fans are-early adopters.

Greal Meeting Ya: In the world of the Internet, it's not so rare for partners never to meet face-to-face and to make millions of dollars with each other before running into each other on the street. The distancing
factors of e-mail, faxes and phone calls can keep people apart for years. That's what made R\&R Convention 2000 so much fun for me: I got to meet several of the representatives from our reporters (and hang out with them in the suites) as well as some of the NMC affiliates. Come to think of it: it's always been that way in radio, hasn't it?

Dueling URLs: For both sides of the Napster/abel controversy and a horritying look at what might have been if Courtney Love had become a mathematician instead of a grril rocker, check out Love's Saion article at www.salon.com/tech/feature/2000/06/14nove/index.html and an opposing view from Michael Robinson, the Bay Area artist who has moved from MP3 to Liquid Audio at mw.stopnapster.com.

- David Lawrence


## CHR/Pop

TW ARTIST COTTIIE
1 BRITNEY SPEARS Oops! ... I Did It Again/"Oops!"
2 matchbox nwewty Mad Season/"Bent"
3 "N SYNC No Strings Aftached/"Gonna"
4 CREED Human Clay/"Higher"
MACY GRAY On How Life Is/"Try
6 SANTAMA Supernatural/"Maria"
EMINEM Marshall Mathers LP/-Slim
8 enrioue iglesias Enique/"Be"
-9 Savage garoen affirmation/"Crash" 10 MOBY Play/"Body
11 VERTICAL HORIZON Everything You Want/"Everything"
12 MARC ANTHONY Marc Anthomy/"Sang"
13 STING Brand New Day/"Desert"
14 Christina aguilera Christina Aguilera/"Turn"
15 FAITH HILL Breather"Breathe"
16 GOO GOO OOLLS Dizzy Up The Girt"Broadway"
17 RED HOT CHILI PEPPERS Californication/"Other side"
18 TONI BRAXTON The Heat/"Man
19 SISOO Unleash The Dragon/"Incomplete
20 WHITNEY HOUSTON Greatest Hits/"Kiss"

## Country

LW TW ARTIST CDTItle
LEE ANN WOMACK I Hope You Dance/"Hope"
2 FANTH HILL Breather Way"
3 CDLLIN RAYE Couldn't Last A Moment""Moment" 4 DIXIE CHICKS FW/"EarI"
5 CLAY WALKER Live, Laugh, Love/Chain
6 KENHY CHESNEY Everywhere We Go/"What"
ANDY GRIGGS You Won't Ever Be Lonely/"She's"

- CLAY DAVIDSON Unconditiona//Unconditional"

9 ERIC HEATHERLY Swimming in Champagne/"Flowers"
10 RASCAL FLATSS Rascal Flatts/ ${ }^{2}$ Daylightr'
2011 TIM MCGRAW Place in The Sun/"Change
12 LONESTAR Lonety Grill Now
1613 KEIH URBAN Keith Urban/"Everything"
14 TRACE ADXINS More/"More
15 CHAD BROCK Yes!/"Yes!"

- 16 REEA MCENTIRE SO Good Together/"Be"

1317 GEORGE STRNTLatest Greatest Straitest Hits/-Best'

- 18 PHIL VASsan Phil Vassar/"Cartene"
- 18 CLINT BLACK $D$ hectrified/"Been"

1120 TOBY KERTH How Do You Like Me Now/"Country"

## Hot AC

## Lw Tw ARTIST COTTitle

1 matchbox Twenty mad Season/"Bent
2 STIWG Brand New Day/"Desert
3 VERTICML HORIZON Everything You Want/"Everything"
DOON HENLEY Inside Job/"HOme"
5 macy gray on How Lite IS/"Try"
6 SAMTAMA Supernatural/"Smooth"
CREED Human Clay/"Higher"

- THIRD EYE Blind Blue/"Never

9 FATH HILL Breathe/"Breathe
10 MARC ANTHONY Marc Anthony/"Sang"
11 'N SYNC No Strings Attached/"Byt"
12 RED HDT CHILI PEPPERS Californication/ Otherside"
13 TRACY CHAPMAN Telling Stories/"Telling"
14 GOO GOO ODLLS Dizy Up The Gir/ Broadway
15 SÁVAGE GAROEN Affirmation/"Crash"
16 NO OOUBT Return Ot Salurn/"Simple"

- 17 SmaSh mOUTH Astro Lounge/"Morning
- 18 Enridue iglesias Enique/"With"

1719 NINE OAYS The Madding Crowd/"Absolutely"
2020 BEN HARPER Burn To Shine/"Kisses"

## Urban

LW Tw artist cotite
1 TON BRAXTON The Heat"Man"
2 EmINEM Marsha/ Mathers LP/"Slim"
3 WHITNEY HOUSTON Greatest Hits/"Script"

- Joe the Wood Soundtrack Wanna"

5 CARL THOMAS Emotional/"Wish"
6 DONELL JONES Where I Wanna Be/"Wanna"
7 mary mary Thankful/"Shackles"
8 SISOO Unleash The Dragon/"Incomplete"
D DMX Then There Was X/"Party"
10 KEVON EDMONDS 24/7/"No"
11 DR DRE Dr Dre 2001/"Episode"
12 TEMPTATIONS I'm Here/"Here"
13 Alliyah Romeo Must Dte/-Try
14 LUCY PEARL Lucy Pearl"Dance"
15 D'ANGELO Voodoo/"Send"
16 JagGed edge Je heartbreak/"Mastied
17 DESTINY'S CHLL Writing's On The Wall"Jumpin"
18 BRIAN MCKNIGHT Back Ai One/" $6.8,12$
19 MYA t/JADAKISS fear Of Flying/"Best"
20 YOLANDA ADAMS Mountain High .- Valley Low/"Heart"

## NAC/Smooth Jazz

LW TW ARTIST CDTTitle
1 STEELY DAN Iwo Against Nature/"Shame"
2 DON HENLEY inside Job/"Home"
3 BONEY JAMES \& RICK BRAUN Shake it Up/"Grazin"
4 RONNY JORDAN Brighter Day/"London"
5 URBAN KNIGHTS Urban Knights 3/"Sweet
6 BRIAN CULBERTSON Somethin 'Bout Love/"Really"
Jeff GOLuB Dangerous Curves/"Two"

- marsa ali My life/"Stiong"

9 al Jarrean Jomorrow Ioday/"Loved"
10 BEBEL GILEERTO Tanto Tempo/-Augus
11 MORMAN BROWN Celebration" "Celebration
12 JaY BECXENSTEIN Eye Contact/"Sunrise"
13 RIPPINGTOHS Live Across America/"Kabuki"
14 BOB JamES layride/"Roof"
15 MEN MAVARRD istand Lite/"Island"
16 MARK WHITFIELD Soul Conversation ${ }^{\prime}$ "Whatever"
17 GEORGE BENSON Absolute Benson/"Deeper"
15 MARIEA RNTOINETTE Sexy Paradise/"Sery
19 LARRY CARLTON Fingerprints/"Fingerprints
20 TOM GRANT Tune It $I /{ }^{\prime \prime}$ Tune"

## Alternative

LW TW ABTIST COTitle
21 CREED Human Clay/"Arms"
2 Matcheox TwENTY Mad Season/-Bent"
3 METALLICA Mission: Impossible 2 Soundtrack"Disappear"
43 DOORS DOWN Bether Lite/"Kryptonite"
5 PEARL JAM Binaura//"Nothing"
6 A PERFECT CIRCLE Mer De Homs/"Judith"
7 LIMP BIZKIT Mission: Impossible 2 Soundtrack/"Look
B. EMINEM Marshall Mathers LP/"Slim"

9 STOME TEMPLE PILDTS No. 4/"Sour"
10 BLINK-182 Enema Of The State/"Adam's"
11 KID ROCK History Of Rock"American"
12 RED HOT CHILI PEPPERS Californication/"Otherside"
13 MOBY Play/"Parcelain"
14 INCUBUS Make Yoursell/"Pardon
15 KORN /ssues/"Make
16 NINE OAYS The Madding Crowd"Absolutely"
19. 17 FOO FIGHIERS There is Nothing Lett To Lose/"Breakout"

1818 RAGE AGANSTTHE MACHINE Ihe Battle OHLOSAngeles/"Sleep"
1719 LIMP BIZKIT Significant Other/"Stuff"
1620 NO OOUBT Ex-Girtriend" "Simple"

## Epic Ups McPherson To EVP/A\&R-Urban

Epic Records Group has promoted David McPherson to Exec
 VP/A\&R-Urban Music. Based in New York and reporting to ERG President Polly Anthony McPherson will direct the groups: A\&R activities and oversee its urban music deparment.
"Since joining the company, David has helped bring the Epic Records and 550 Music A\&R efforts to a whole new level, signing and nurturing a series of artists who will help to define the future of both urban and pop music," Anthony said. "David's broad musical tastes and committed approach to A\&R development give the Epic Records Group a tremendous advantage in the marketplace."

McPherson was most recently Sr . VP/A\&R-Urban Music at Epic Record/550) Music, a post he had held since 1998. He began his carcer in 1991 at Mercury Records, where he worked in a variety of aveas, including publicity, marketing and A\&R. leaving the label as Director) A\&R. He then joined Jive Records as Director/A\&R and was subsequenily pronored to VP/A\&R.

## Grullon 'Mueva' GM As Mega Flips WGME

Mega Communications has named Rafael Grullon GM for WGNE/Daytona Beach. Clear Channel has sold the station's 98.1 MHz signal to Mega. while Renda Broadcasting is acquiring WGNE's intellectual property. Thanks to an immediate LMA with Clear Channel. Mega signed on "La Nueva 98.1" - featuring a Tropical/Spanish Contemporary hybrid format last Friday ( $\mathbf{(} / 23$ ) at noon.

## Steele Now Capitol Sr. Dir./Pop Promo



## Thomas Tapped As PD At WFBO/ndy

WTUE \& WXEG/Dayton PD Mike Thomas has been named PD for AMFM's Classic Rock WFBQ/ndianapolls. 'FBQ OM Marty Bender who has been programming the station, will continue to oversee the outlet. as well as sister stations WRZX \& WNDE.
'Obviously ${ }^{\text {'FBQ }}$ is an incredible radio station with a ton of heritage and a veteran airstaff", Thomas told R\&R. "I'm just excited about the opportunity to work with the staff that Chris Wheat and Marty Bender have put together. There is so much talent there, and I'm looking forward to feeding off their talent and helping. Q95 continue to be the incredible, award-winning radio station that it already is. The trophy case speaks for itself in that building!"

Thomas has been at the Dayton stations since late last year. He had previously programmed WYMG/Springfield, IL.

Mega, which will change the station's calls to WNUE, is making a full-fledged effort to make "La Nueva" an Orlando station. "The signal is extremely strong and covers all of Orlando." Grution told R\&R. "We're very happy with it. and our job is to make it sound better. It is the only Latin FM in a nine-county area that is conmercial - and 100,000 watts."

Grullon will serve as interim PD until a permanent replacement is found. He most recently served as GM of Mega's Boston properties and launched the company's FM in Philadelphia; its Washington, DC stations: and its Tampa-St. Petersburg properties. "I was hired to help
launch all of these stations, and now I will be staying in Orlando to run 'La Nueva."' he told R\&R. Before joining Mega, Grullon served as PD of WTEL-AM/Philadelphia under Beasley Broadcasting.
When asked why he decided on a format that is $60 \%$ Tropical (featuring Jerry Rivera. Marc Anthony, Elvis Crespo and Gilberto Santa Rosa) and $40 \%$ contemporary (featuring Shakira, Fey, Mana and Ricky Martin), Grullon said. "The market represents a mix of Puerto Ricans, Dominicans and others from throughout Latin America. It makes more sense to place a CHR fornat on the FM so you can get a wider audience."

## EXECUTIVE ACTION

## Sochacki To Oversee Metro's Great Lakes Region <br> - etro Networks has promoted Jill Sochacki to VP/Regional Director of Operations, Great Lakes. She was most recently Director/Operations, San Francisco and will now oversee all operational matters for the Great Lakes region, including Charlotte, Detroit, Grand Rapids and Greenville, SC. <br> Sochacki reports to Metro/Shadow Broadcast Services Regional VP/ Greal Lakes Tony Rizza, who commented, "Metro Networks is pleased to have Jill as part of the management team. Her managerial skills and experience on-air and behind the scenes give her unique qualities that will be greatly utilized in the Great Lakes region." <br> A 22-year broadcasting veteran, Sochacki first joined Metro in 1996. Be-

 fore working in San Francisco, she was Director/Operations, Denver for Metro
## Galluwi On Board As Gobstopper Teams With Palm

D aim Plictures, the new record company lounded by entrepreneur Chris Blackwell, has partnered with noted producer Steve Lillywhite's Gobstopper Records. Concurrently, Lillywhite has named former MTV Sr. VPMusic \& Taient Patti Galured as a partner in the new record company. Galluzzi will be based in New York.

The Palm-Gobstopper deal reunites Lillywhite with Blackwell. Lillywhite produced the first three U2 albums for Blackwell's island Records.

Gobstopper is Lillywhite's first record label venture, and Palm will provide marketing, promotion and

Lillywhite


LIMywho

Galluzzi
 distribution for the company. The Parfance of Our Time, by Elwood, is the first album bearing the Gobstopper logo to be distributed through Palm. It was released in May. Lillywhite produced three tracks on the album: "Sundown," "Red Wagon" and "Picture of You."

## Kilgore To Manage Citadel/Syracuse

Citadel/Syracuse, NY Director/Sales Ed KHgore has been elevated to Station Manager for the four-station cluster of WNSS, WAQX, WLTI \& WNTQ. He replaces GM Michacl Doyle, who accepted a job with Entercom/Rochester, NY (R\&R 4/28).
"I am very grateful to Citadel Communications for the opportunity," Kilgore told R\&R. "I believe the Citadel/Syracuse cluster is one of the finest groups of radio stations in the country, and this is the finest assemblage of broadcast personnel I have ever encountered. I look forward to the challenges that lie ahead and to the success and prosperity I hope we will all enjoy."
Kilgore began his radio career in Syracuse with WTVH-TV as an AE. He then went to New City Communications as an AE. rejoined WTVH as LSM and NSM, then moved to Pilot Communications as NSM and LSM for WLTI \& WNTQ. He was later promoted to Director/Sales for the cluster.

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## TALK AMERICA

## National Radio

- WESTWOOD ONE broadcasts Reba McEntire: The Singer's Diary, a 90 -minute concert special, on Saturday, Aug. 19 and Sunday. Aug. 20

Additionally, WW1 andWordWresting Federation Entertainment present Summer Slam Preview, a two-hour radio special on Saturday. Aug. 26 from 8-10pm ET. It features WWF performers and a listener call-in. For more intormation, call TellyWong at (212) 641-2057.

## Records

- AMY DeROUEN is upped to OM/Artist Relations for Lava/Allantic Records. She was previously Executive Assistant for Lava.


## Changes

CHR: KBTE/Corpus Christi. TX moning driver Chuey D. adds MD stripes

Coumry: Ben Walker is on afternoons at KRST/Albuquerque, and the station adds Cliff Dumas \& Lisa Monroe for mornings ... WSSL/Greenville. SC morning show co-kost Chris James exits.

News/Talk: Dave Goucher does Boston Bruins play-by-play for WBZ-AMBexton ... Dan Hoard is now football and basketball an-

## PROS ON the LOOSE

Lise Adams, KBBT/Portland APDMD, (503) 469-9036.


## Benson

- STACY KREISBERG is tapped as VP/

Business \& Legal Affairs for Jimmy and

Doug's Farmclub.com, and LARRY LINIETSKY is now VP/Business Development for the label.

## Industry

- SUPERTRACKS names new hires: ADAM SEXTON is Chief Marketing Officer. He was previously Arista Records VP/Product Management. ALLEN GRAZER is now VP/ Engineering. He is a veteran of the IT indusity. AMELIA BRYANT moves to Sr. Dir./Distribution Pro. grams. She was Sr. Dir./Marketing for Universal Music. MANDY BARTON joins as Sr. Business Development Analyst. She was previously Project Coordinator for the Madison Project.
nouncer for University of Cincinnati games on WLW-AM/Cincinnati.

Records: Michael Kauffman becomes Sr. VP/Sales \& Catalog Development for The Verve Music Group. and Nate Herr is named Sr. VP/Marketing \& Production for the company ... Alan Kennedy rises to Sr. Dir./Intemational Product Development for Atlantic Records ... Universal Records taps Doug Koch and George Marolda as co-Heads of the company's finance department.

Industry: Musicblita inks a distribution deal with Koch Intemational .. Enigma Digital taps Tammy Kizer
as its Sr. Dir/E-commerce ... Tony Dunaif is upped to VP/Business Development for MTV and VHI.

## CHRONICLE

## Condolences

Music manager Forest HamIIton Jr., 55, June 15.

## Bumts

WROO/Jacksonville morning co-host Dee Davenport, husband Terry, son Jacob Keilh, June 22. Roadrunner Records VP/Promotion Dave Loncao, wile Laurie, daughter Riley Ava, June 16.

## Martin

Continued from Page 1
brands like KMEL and KYLD was not an easy one." remarked AMFM/ San Francisco Market VP Doug Steme. "But having Michael's music know ledge and strategic instincts at the ready allows us to take this step forward."
AMFM Exec. VP/Programming Steve Smith told K\&R. "At this time in the development of KMEL and KYLD. I can't think of a stron-
ger programmer than Michael to lead the two stations to higher levels of ratings success. Michael is a true programming warrior and is uniquely qualified to maximize each station's enterainment potential."
Martin added. "Over the years both KMEL and KYLD have made their mark in Bay Area radio. My goal is to keep both stations on the leading edge in their respective formats while growing combined market share. Both stations' stafts are
intensely passionate about their products. so I am very grateful for this opportunity.

Marnin joined KYLD in 1992 as MD. then was promoted to PD in 1996. He was MD at KIIS/Los Angeles before coming to KYLD. Martin also currently serves as Exec. Producer of AMFM Radio Networks' Hollywood Hamilton's Rhylim Top 30 Comutiown (R\&R $5 / 26$ ) and consults AMFM's KGGI/ Riverside.

aLTERMATIVE PROGRAMMAME
Steve froll - (800) 231-2818 Gery Knoll

Rack
PAPA ROACH Last Resort
OUEENS OF THE STOME ACE The Lost Art of

## Alterantive

maxpX Responsibility
PEARL Jum Lignt Years

## CHRMOT AC

No Adds
Mainstretin AC
everclen Wonderful
CEAMM RIMES I Need You

## Lite AC

jof I Wanna know
MAC
dave koz Can't let you Go
$\boldsymbol{\omega}$
aulyar tomax come Back In One Prece

BROADCAST PROBRAMmms
Kon Moultrie • (000) 426-5082

## Alternative

Tresesa Cook
at Inm. Douchty Never Gonna Come Back Down VERTICNL HORIZOM You Te A God
whearus Teenage Dirtbag

## Hat AC

Josh Hester
no ODVET Simple Kind Of Life
Cin
Josh Mosler
JaY 2 IUKG Big Pimpin
SPLENDER I Think God Can Explain
Rhythmic CHR
Josh Hosler
JAGCED EDCE Let's Get Married

Soft AC
Mike Bettell
No Adds
Mainstream AC
Milke Bettell
wesillfe Swear it Again

## Detilah

MIke Beftell
No Adds

## JONES RADIO WETMORK

Jon Hollday - (303) 784-8700

## Adult Mit Radio

$\boldsymbol{\mu}$ McKay
BEN HARPER Steai My Kisses
JOE I Wanna Know

## Rock Classies

Aich Eryan
No Adds

## Soft Hits

Alick Brady
Lara faban I Will Love Again

## RNDN OWE METWORAS

Tony Mauro • (970) 949-3339

## Choice AC

Yvoane Day
No Adds
Now Reck
Stove Lelgh
otathatay My Lunatic frients
SR-71 Right Now

WESTWOOD OME RADNO WETWORAS
Charlle Cook - (805) 294-9000 Bob Blackburn

Adult Rock 8 Roll
Jeff Gonzer
No Adds
Soft AC
Andy fuller
No Adds

## Bright AC

Jim Hays
SISIER HAZEL Change Your Mind


## 'zinescene

## Whitney's 'Drug Dealer’ Tells AII! <br> Whitney Houston is this week's National Enquire cover girl. In the 'zine, "Uncle Rob" - who claims to have supplied drugs to Houston and her husband, Bobby Brown, for more than a decade - spills the beans about Houston's and Brown's drug activity. He says Houston spends more than $\$ 100,000$ a year freebasing cocaine and even ventures info the

 dealer's dangerous New Jersey neighborhood to buy it from him directly.Speaking of potential jail sentences, Puff Daddy is taking boxing lessons to prepare himself just in case he receives one, according to the Star. The 'zine reports that Puff's really throwing himself into it, pumping Iron and training nearly every day, and he hopes to be able to practice in the ring with real fighters. However, his girlfriend, Jenniter Lopez, is airaid he'll get hurt and is urging him to take up golf instead.

## Who The Guys Mant

Or don't want, as is the case with Enrique Iglesias and his father, Julio Iglesias Cosmopolitan reports that even though Enrique enjoyed Christina Aguilera's company recently at a New York nightelub, it doesn't look like love is in the air. Enrique is having such a hard time fending off Christina's advances that he has apparently stopped taking her phone calls. And the Star reports that Julio recently dumped his fiancee and live-in lover, Miranda the mother of two of his children and the woman he called the love of my life" - for the maid!
Pull out the Kleenex, girls, because Backstreet Boy Kevin Richardson found the girl he did want - and married her, People reports. The lucky lady who took one of People's Sexiest Men Alive off the market is Richardson's long time girlfriend, Kristin Willits, whom he met in 1993 when they both worked as performers at DisneyMGM Studios. The big event took place June 17 outside Richardson's hometown of Lexington, KY.

## Mother's Little Helper

Mick Jagger obviously doesn't need any help in the love department, but he's going to be helping ex-wife Jerry Hall ... in the babysltting department! 'Zines including Newsweek, US Weekly and the Globe report that Hall will replace Kathleen Turner in the London stage production of The Graduate on July 29 and, Jike Turner, will even appear nude in one bedroom scene. Jagger will support Hall by baby-sitting their four kids while she's at work. What a guy! Maybe they could play with his new baby....

## CYBERSPACE

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

## 'Net Chats

- Rocker Bil Naked bares all for you - chatwise, that is on Friday (6/30) at 7 pm ET, 4pm PT (chat.yahoo.com).
- Holy dogs! It's a chance to speak with trio Stir on Monday (7/3) at 9 pm ET, 6 pm PT (www


Dr. Dre twec.com). - The doctor is in! Rap with Dr. Dre about Eminem and others on Friday (6/30) at $9 \mathrm{pm} E T$, 6pm PT (chat.msn.com).

- Talk tunes and flicks with songwriter Glen Ballard, producer of the Titan A.E. soundtrack, on Wednesday (7/5) at 9 pm ET, 6 pm PT. (www.sonic net.com).
- Find out what he thinks about solo life apart from The Newsboys when you chat with Phil Joel on Thursday (7/6) at 9 pm ET, 6pm PT (chat yahoo. com).

On The Web

- Ska-meisters Perfect Thyroid will grab you by the throat on Monday (7/3) at 4pm ET/ 1pm PT (ww.twec.com).


## Music \& MOVIES

## CURRENT

- BIG MOMMA'S HOUSE (So So Def/Columbia)

Singles: J. DUPRI \& NAS /MONICA l've Got To Have it
DA BRAT That's What I'm Looking For
LIL BOW wow Bounce With Me
Other Featured Artists: KANDI, JAGGED EDGE \& BLAOUE, JESSICA

- GONE IN 60 SECONDS (Island/IDJMG)

Single: CULT Painted On My Heart
Other Featured Artists: DMẌ, GOMEZ, MOBY, ICE CUBE

- MISSION: IMPOSSIBLE 2 (Hollywood)

Singles: LIMP BIZKIT Take A Look Around. METALLICA I Disappear+
Other Featured Artists: ROB ZOMBIE, GODSMACK, TORI AMOS

- ROADTRIP (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

- titan a.e. (Capitol)

Single: LIT Over My Head (Java/Capitol)
Other Featured Artists: POWERMAN 5000, JAMIROQUAI, URGE

## COMING

- NUTTTY PROFESSOR II: THE KLUMPS

Single: JANET Doesn't Really Matter (Def SoulIDJMG). THE PERFECT STORM (Sony Music Sounotrax)

Single: JOHN MELLENCAMP Yours Forever

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

## MASIC DATEBOOK

MONDAY, JULY 10
1968/Eric Clapton announces the end of Cream.
1970/After featuring such rockers as Jimi Hendrix in 1969, the Newport Jazz Festival reverts to the all-jazz format it had relied on since 1954.
1979Chuck Berry is sentenced to four months in prison for income tax evasion.
1980/Bob Marley \& The Wailers begin what will prove to be Marley's last tour with a show in Dublin.
1986/Grateful Dead frontman Jerry Garcia enters the hospital in a diabetic coma.
Born: Arlo Guthrie 1947

## TUESDAY, JULY 11

1959Folk legend Joan Baez makes her first recording, taped at the Newport Folk Festival.
1967/Kenny Rogers, having just left The New Christy Minstrels, announces the formation of The First Edition
1977/Cher and then-husband Gregg Allman become parents to son Elijah Blue.
1979/Neil Young's Rust Never Sleeps album and movie are reteased.
1995/R.E.M. bassist Mike Mills has emergency abdominal surgery in Germany while the band is on tour in Europe. The next seven shows are canceled
Born: Richie Sambora (Bon Jovi) 1960 Suzane Vega 1960
WEDNESDAY JULY 12
1962TThe Roiling Stones perform for the first time, at the Marquee Club in London
$1969^{\prime \prime}$ Supergroup" Blind Falth, featuring Eric Clapton, Ginger Baker and Steve Winwood, begin their first and only U.S. tour.

1975/K.C. \& The Sunshine Band make their chart debut with "Get Down Tonight." The disco staple will be the first of four No. 1 hits for the band.
1979SOulful singer 佔innie Riperton dies of cancer in Los Angeles at age 31.
Born: Christine McVie (ex-Fleetwood Mac) 1943, Eric Cart (Kiss) 19501991

## THURSDAY, JULY 13

1977/A blackout in New York ends a Boz Scaggs show. The blackout lasts two days and leads to arson and rioting throughout the city.
1985The Live Aid concerts, organized by Boomtown Rats frontman Bob Geldof, are held in Philadelphia and London. Nearly 1.5 billion people watch the televised show, and the Live Aid effort raises millions for African famine relief.
Released: The Shirelles' "This Is Dedicated to the One I Love" 1961, Steppenwolfs "Born to Be Wild" 1968

## FRIDAY, JULY 14

1967TThe Who begin their first U.S. tour opening for Herman's Hermits 1989 The first closed-captioned video airs - Cyndi Laupers "My First Night Without You." Captioning has since become standard.


1992/Guns N' Roses' Axl Rose surrenders to St Louis police. He'd been charged in 1991 with inciting a
riot when he dove into the crowd in pursuit of a fan taking pictures. -1995/After a protracted battle, George Michael receives his release from Sony and signs with DreamWorks, which reportedly bought out his contract for $\$ 40$ million.
Born: Woody Guthrie 1912, Tanya Donelly (Belly) 1966

## SATURDAY, JULY 15

1966/The soul classic "When a Man Loves a Woman" becomesPercy Sledges only gold record. Also The Beatles' Yesterday and Today is released, complete with controversial "baby butchers" cover art. Capitol Records quickly reissues the album with an innocuous cover.
1989/Pink Floyd perform for over 150,000 tans at a free concert in Venice's St. Mark's Square.
1995A passenger is shot and injured when Queen Latifah's BMW is carjacked in New York. Latifah is unhurt.
Born: Linda Ronsladt 1946, Alicia Bridges 1948, Trevor Horn 1949, Joe Satriani 1956

## SUNDAY JULY 16

1972Smokey Robinson plays his last show with The Miracles, in Washington, DC
1976folk-pop duo Leggins \& Mes sina announce their breakup.
1981 Singer-songwriter Harry Chapin is killed in an auto accident in Jericho, NY. On this day in 1987 Harry Chapin Park is dedicated in Brooklyn Heights.
Born: Stewart Copeland (ex-Police) 1952

- Bride Comnolly
azines in search of everything from the sublime to the ridiculous in music news. R\&R has not verified any of these reports.



## PLAYS

EmINEM The Real Slim Shady
OR. ORE The Next Episode
murahtry Apain
matheox Twevir bent
Lar-ziNGK Big Pimpin*
Papa Roach Last Reson
AED HOT CMU PEPPERS Califorication
metulucal disappeas
rown braxtow He Wasn't Man Enough
Everciena Wondertul
JOE I Wanna Know
WIME DAYS Absolutely (Story OIA Girl)
Qusta Rhrumes Get Out
Defromes Change (In The House Of flies) JESSICA SIMPSONI Thunk tim in Love With You
w SYMC It's Gonna Be Me
no oover Simple Kind Of Lite
BRITMEY SPEARS OOps! ... IDdiltagain
CREEO With Arms Wide Open
KDAM Mare Me Bad
3000RS DOWW Kyptonite
a peafect ciacle Judint
XIMA Girl From The Gutter
Mirrahtomx Come Back In One Prece
0.0. Aock The Party (Ot The Hook)

UMCLE KPACKEER Yean Yeah Yeah
KID ROCK American Bas Ass
SAITAMA IFEVERLAST Put Your Lights On
aCCISTREE BOYS The One
mandy modal I Wamma Be With You
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Dancelo Sendion
Sisoo thong Song
THIROEYE BLIND 10 Days Late
nmanuro a micoo We At tigain
LUCY PeARL Dance Tonigtt
cumx. 1 Rzadamis Song
DmX Pary Up (Up In Here)
artie Charlote
trans Why Does It Abways Rain On Me?
DA BRRT What chu Like?
concoovolls Breadia
CHBBSIMA RGULEBA I Tum To You
OO FICHTERS Breakon
memun Back Here
LITO ver My Head
ค. KELUY BadMan
wax Witey
weur Country Granmar
wesfufe Swear It Agan
mGCED EDGE Le's Get Married
EETMY S CHLD Jumpin' Jumpin
VTAMHIC Graduation (Friends Forever)
ornamite hice Boy- N -The-Hood
stamo just Go
DEsTupaed Stupity
STONE TEMPLE PLOTS Sour Girl
mer char wny Didnt You Call Me?
cec Cube Helio
DONEL JONES Where I Warina Be
HI' XIM No Matter What They Say
Video play ist for the week ending June 24


## National Top 20

SAMmiE Crazy Things I Do
Eminem The Real Slim Shady
Sisoothong Song
w SyMC Its Gonna Be Me
melty Country Grammar
R月ITMEY SPEARS Oops! ... I Did It Agan
mpar ROACH Last Resont
ESSICA SIMPSONI Thinin Im In Love with You
MEXTWier
Creeo Win Arms Wide Open
JUVENILE I Got That fire
A. KELLY Bad Man
mxpx Responsionity
JEAMAME DUPRIS MAS IMONICA Ive Got To Have It
A-TEEWS Dancing Oueen
nely paiceas we lay
nimie Charlotre
IG TYMERS Get Your Roll On
oruma Double Time
wag yung Twus Whistle While You Twurt

Video playiss for the week ending Jure 25.

70 million householits
Wayme lsaah
EVPPProgramming

## ADDS

JAMET Doessit Really Marter
A.B. EIWGFRiC chaprow Riding With The King

MOTLIY CRUE Hetl On High Heels
h. réuy Bac Man

WrCLEF JEAM II Doesnit Matter
INSIDE TRACKS
macy GaAYI Ty
VERTCLL HORIZOW Everything You Wan
XL
CREED Higher
WUTCHEOK TWENTYBent

STING Desen fose
VEATCAL HORTZOW Evergating You Wan
NEW
BOW JOVIH's My Lite
CREED With Ams Wride Open
JAMETDoesnit Really Manter
macy GRAY WTy Didn' You Cal Me?
W. Houstowe. GLIEsus Couls I Have This Kiss

AED HOT CMIM PEPPEPSC Calitomiction

## LARGE

Doors 0 OWHM Krypontente
MAR1AH CHAEY Can't Take That Away (Marian's Theme)
FCO FIGHTERS Breakout
GOOGOODOLS Brozaway
DON HEMLEY Taking You Home
HIME OAYS Absolut
NO DOUBT Simole Kind (Sory OT A Girl)
no Doubr mimple Kind of Lite
STOWe TEMPL PMOTS Sour Gir
MEDIUM
TONI BRAXTION He Wasni Man Enough
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JOE I Wanna Know
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SIMEAD O COMWOR No Man's Homan
ramis Why Does th Aways Rain On Me?
CUSTOM
${ }^{\text {a }}$ aparimet cincle judit
MLVFAH Try Again
ACOC Stitit Upper Lip
Fioma apfe Paper 8ag
many J. Quce Your Chio
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WCLEF JEM H Doesnil Manter
now maiosw The Watier Man
00mill hime where IWama Be
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Koprock Ony God Knows Why
LUCY PEARL Dance Tonight
MOILEY CRUF Hell On High Heet
MELY PRICE As We Lay LEAMM RIDESSI Need You
SATIMALEVERLAST PUT Your Lights O
SPLEMDERI Ihink God Can Explain
CARE THOMES IWist

Video airplay from Juty 3.9.

36 million bouseholds
Cindy Mahmoud
Entertainment


## VIDEO PLAYLSST

## MaGGED EDGE Let's Get Martred <br> many J. Qube Your Child

DONELL JONES Where I Wanna Be
OA. DRE USHODP DOGG The Nexx Episode
D'AMGELOS Send II 0
cara thomasiwis
avant Separated
DA CRAT ITYRESE What chu Like? wExTWite

## RAP CITY

## Ye lijapaxiss Got It A

BIG TYMEAS Get Your Roil
kELLY Country Gramma
DA. ORE ISNOOP DOGG The NexE Episode IL' HIW No Matter What They Say
mustar parmes Get Out
omx tescol What You What THREE SXX MAFIIASlippin' On Some Syruo

## TELEVISION

TOP TEN SHOWS
UNE 19-25
Towe Aucience
(ss.9 mimion howsentide)
Survivor
2 NBA Finats Gane 6 (nciana it Los Angales)
Who Warts To Be A
Mionale (Suncter 933 pm)
4 Who Kantsto Be A mim
Conaive (Thursdex 9:30pm
Whownts To BeA Me
Honaive (Thursctes 9:30pm)
6 Who Wants To BeA
Minlionaire (Tuesclay)
7 Who Wants To BeA
Minionaire (Sundeys Spm)
8 NBA Finals Tip-OH Game 6

## 9 60 Minutes

10 Dateinne NBC (Tuesdey)

Persons 12-17

1 NEA Finals Game 6 (Inclian ef Los Angeles)
2 Survivor
(4) WWF Smackdown!

4 Simpeons
5 Making The Bend
6 Makcom in The Middle
7 Drew Carey Show
8 Maving The Band (9pm)
9 Wonderful World Or Disney
(Model Behavior)
10 Eth Anmual Blockbuster Awarcts

Source: Nielsen Media Research

## COMING NEXT WEEK

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

## Friday, $6 / 30$

- Go-Gos, The Tonight Show With Jay Leno (NBC, check local listings for time).
- Diana Krall and Mark lsham perform on PES' Sessions at West 54th (check local listings for time and chamel).


## Saturday, $7 / 1$

- Phish, Hard Rock Live N+1, midhight).

- Ringo Ster narrates Hollywood Rocks the Movies: The Early Years, a documentary that serves as the kickofl to AMC's
four-day marathon of rock ' $n$ ' rollthemed movies (10pm ET/7pm PT).


## Monday, $7 / 3$

- Judy Collins is featured on Lifetime's Intimate Portrait ( 7 pm ).
- Brtan Witeon, The Late Show With David Letterman (CBS check local listings for time).


## Tuesday, $7 / 4$

- Ray Chartes and Lee Ann Womeck perform from Wastington, DC on A Capitol Fourth 2000 (PBS, check local listings for time and charnel).
- Pumh Stere, Lato Late Show With Craig Kilbom (CBS, check local listings for time).


## Wednesday, $7 / 5$

- Sheryl Crow \& Siove Earte, David Letherman


## Thursday, 7/6

- Allison Krauss pertorms on PBS' Evening at Pops (check tocal listings for time and channel).
- Julie Gidiow

All show times are ETIPT unloss otherwise noted, subtract one hour for $C T$. Cheok istings for showings in the Mountain time zone. All listings subject to change

## FILMS

BOX OFFICE TOTALS
June 23.25
$7 i l t$
Dist
5 Weekend
(S To Date)

1 Me, Myself a Irene | $\$ 24.20$ |
| ---: |
| Fox* |

2 Chicken Run $\quad \$ 17.50$
DreamWorks* (\$17.50)
3 Shaft
$\$ 12.70$
Paramount
4 Gone In 60 Seconds $\$ 9.45$
Buena Vista (\$68.85)
5 Big Momma's House $\$ 8.54$
Fox
( 585.22 )
$2 \quad 57.58$
6 Mission: Impossible $2 \quad \$ 7.58$ Paramount
(\$188.88)
7 Gladiator DreamWorks (\$165.43)

Fox
$\$ 3.73$
$\$ 16.89)$
$\$ 16.89)$
9 Dinosaur Buena Vista
(\$126.81)
10 Boys And Girls $\quad \begin{array}{r}\$ 3.23 \\ \text { Miramax }\end{array}$
Miramax
(\$14.19)

## Alligures in milions <br> - First week in retease <br> Source: ACNielsen ED

COMING ATTRACTIONS:
This week's openers include The Pentect Storm, starring George
Clooney and former recording artist Mark Wahlberg. The film's Sony Clessical soundtrack contains original music by James Horner as well as the movie's theme song, "Yours Forever," performed by John Mellencamp
Now playing in special engagements is Jesus' Son, starring Billy Crudup and recording artist Jack Black. The fitr's Mammoth/Universal soundtrack showcases two cuts each by Wilco ('She's a Jar" and "Airline to Heaver") and Joe Henry ("Jesus' Son" and "Unchain My Heart"), along with Floyd Cramer's "Last Date," Joe Tex's "The Love You Save (May Be Your Own)," Barbera Mason's "Yes, I'm Ready" Peggy Scott 8 Jo Jo Benson's "Lover's Holiday,' Tommy Roe's "Sweet Pea," Doug Sahm's "(Is Anybody Going To) San Antone," Paul Revere \& The Raiders' "Indian Reservation," SSgt. Barry Sadler's "The Ballad of the Green Berets" and The Louvin Brothers' "The Family Who Prays."

## VIDEO

## -THE TALENTED MR. RIPLEY

 (Paramount)Matt Damon and Gwyneth Paltrow star in this feature film which carries a Sony Classica soundtrack with Sinead O'Con nor's "Lullaby for Cain," Chartie Parker's "Ko-Ko." Mies Davis' "Nature Boy," Dizzy Gillespie's "The Champ" and more.

- Nuro cidtow

RED HOT CXU UPEPPERS Caiftornication
LEDMA MaEss Charm Attack
Everchear wondertut
a ferfect cricle jucion
MME MCH MAMS Start "ckers inc.
Froun appre Paper Bag
Mo oovert Simple Kind of Lite
RICHAROASMCBDFTA SOng for The Lover
PATHCE STRUCE U ALEXA Be RIVIN

# Bucking Talk's Conservative Tide 

$\square$ Providing "worldwide progressive Talk radio" is the Boulder station's mission

while Talk radio does have its liberal-leaning voices scattered here and there around the dial, it's tough to deny that the majority of News/Talk stations tend to offer listeners a pretty conservative menu of programs overall. After all, conservative Talk has been a winning formula that has catapulted the format to the top of the ratings pile in cities and towns across America. Besides, everybody knows that a liberal-leaning Talk station could never succeed.

Everybody. that is, except the people working al KWAB-AM/Boulder and its owners. San Franciscobased media, telephone and finance company Working Assets. With programming designed to be an alternative to conservative Talk radio and a dedication to "intelligent news and talk that focuses on progressive and current issues concerning the economy, environment. politics and human rights." KWAB was launched on-air and online last October under GM Chuck Iontine.

Lontine was named to head the fledgling station following a 20 -year career that began when he was a teenager at the old KLZ-AM/Denver. II started out as a gofer there while going to college," Lontine recalled. "Over time I worked my way up and eventually got on the air as a news reporter and anchor. In 1982 I moved
into sales, ultimately becoming NSM. In 1985 I was offered the opportunity to work at KOME-FM/San Jose for a little company called Infinity Broadcasting.
"I stayed around the Bay Area for a number of years, working for Olympic Broadcasting at KKCY-FM. before moving to WLS-AM/Chicago. where I got my first introduction to major-market Talk radio working with Tom Tradup and Drew Hayes. Following that I moved to WYSPFM/Philadelphia, then to the suburbs to become GM at WLAN-AM\&FM/ Lancaster, PA.
"After five years there I returned thone to KHOW-AM/Denver as GSM and stayed there through the iransfer of that station from Noble to Jacor in 1996. I was very fortunate to land a position as Director of National Sales for Tribune's Denver cluster, where I remained until the KWAB opportunity came up last year."

## Charting A New Course

While not everyone would characterize the chance to manage a 1.000 watt liberal AM Talker in Boulder as
an "opportunity." Lontine is quick to point out that he believes strongly in what both the station and Working Assets stand for. "There were a lot of defining pieces to my career that led me to where I am today," he says.
"Getting to watch a very prudent and frugal operator like Mel Karmazin, being a part of Olympic's very progressive experiment at "The City' [KKCY-FM] in San Francisco - it was sor of like All Things Comsidered meets The Grateful Dead getting to be part of WLS' evolution to Talk and representing Howard Stern's show in the carly days of it in Philly - all of those experiences led me to this."
Lontine pegs radio's deregulation in the mid- 90 s as the major reason for Talk radio's shift to the right. "It was amazing how quickly it developed," he says. "As an NSM, I traveled from New York to Chicago and Los Angeles, and you could literally hear it happening. I used to look forward to getting in the rental car to hear how local radio sounded wherever I was, but after deregulation it all just started sounding the same:
"I started kicking around this nutty idea of an Internet station that programmed news and talk that mattered, a station that was not conservative and was pattemed on what you hear on public radio, but with the edge and mass-appeal sound of a commercial station."

Rush, Dr. Laura. Howard. maybe a local right-winger or two and then Art Bell at night.
"So I started kicking around this nutty idea of an Internet station that programmed news and talk that mattered. a station that was not conservative and was patterned in an intellectual sense - on what you hear on public radio, but with the edge and mass-appeal sound of a commercial station. It was conceived for the Internet because at that point it seemed impossible at that point to find any independent broadcaster to buy a terrestrial signal to do a format like this. And pitching it to a company like a CBS or Clear Channel. well, that jus didn't seem to be realistic to me."

Although Lontine wasn't actively pursuing the idea for his dream station every day, he could never seem to abandon it. either. While researching a variety of companies as porential investors that he might be able to tap into. Lontine came across Working Assets.
"I'd updated my plan to take a dying AM and also simulcast it on the 'Net." he says. "As luck would have t. a media broker who was helping me to find an investor introduced me to [Working Assets President/COO] Michael Kieschnick. At the time Michael had retained the services of the same broker to help find a GM for an AM station they were purchasing in Boulder. How ironic was that? ${ }^{\text {P }}$

## The Perfect Match

It didn't take long for Kieschnick and Lontine to realize they'd both met the match each was seeking. "Within hours of meeting Michael. I knew he was the boss I wanted to be working with for the rest of my life." says Lontine. "I sensed right away that my personal mission of wanting o provide an alternative voice on the radio and Internet airwaves coupled with Working Assets' top-line mission of creating a safer and better world would be a good fil."
Perhaps best known as a long-distance telephone supplier. Working Assets (established in 1985) is also a credit card, Intemet and broadcasting company that its founders say was created to "build a world that is more jus. humane and environmentally sustainable." The San Francisco-based company donates a portion of its revenues to nonprofit groups that are "working for peace, human rights, equality, education and the environnent."
To that end Working Assets has donated some $\mathbf{\$ 2 0}$ million to date to nonprofit organizations including Greenpeace. Oxfam America, the Rainforest Action Network, the Gay and Lesbian Task Force. Planned Parenthood. the Children's Defense Fund, the AIDS Action Council and Amnesty International.

Continued on Page 32

## DAN PATRRICK



RADIO

## Nobody's Hotter Than Dan Patrick

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C. Take Him With You - to affiliate, call (972) 991-9200

## Talk's Conservative Tide <br> Continued from Page 30

So it would seem that Lontine had, indeed. met the right partner to launch a station that has - in his own words - "a very succinet and well-defined political agenda." "We want to provide al satecy zone for listeners. both on and off the air." says Lontine. "Our job is to provide alternative and progressive viewpoints on issues of humanity. culture, education and the safety of our children in an increasingly violent world.".
Lontine admits that he gets a lot of raised eyebrows from lis friends in traditional Talk radio when he tells them about what he's doing these days. Asked if he feels like the proverbial tone voice crying out in the wilderness. Lontine replies. laughing. "You know. there may be a reason why nobody hats done this. But, seriously. I know that it's beginning to catch on. For example, in March our website had fewer than $\mathbf{2 0 0 0 0 0 0}$ listeners. By May that number rose to more than 500.000 . Also. our RealAudio bill is geting bigger and
bigger every month. So not only is our audience growing in the local Boul-der-Denver area. but our Internet audience is also growing all across Norgh America.'

## New Twists On Old Ideas

The idea of a station giving away money, cars or trips isnot new in the arsenal of radio station promotions. and KWAB did devise a contest where they gave away cash. But Lontine knew that KWAB couldn't rely on the ustual marketing and promotional tricks that most of us in radio have used at one time or another to attract listener attention.
"Working Assets provided us with a solid and sizeable customer base to start out with." he says. "So we did a lot of direct marketing via their customers" phone bills. But we also had a generous marketing budget to work with.
"We knew we could do something traditional, like go out and buy an SUV to give away. or maybe a trip. or have listeners call in and win cash. But none of it fit. We're on the air talking about compaign finance reform. gun control and enhancing edu-
cation, so to stop and tell people. -OK, be caller 10 right now for your chance to win." seemed ridiculous. So we decided that the best approach was to follow the tead of Working Assets and provide aid and funding to nonprofit organizations."

That idea turned into KWAB's Spring Donation Drive 2000. The contest offered listeners an opportunity to nominate their favorite nonprofit group to receive a minimum of $\$ 5.000$ cash. KWAB would announce the name of both the group and the nominating listener, then each had an hour to call the station and claim their "prize."
"Instead of the person calling in to win the money, the group that the caller nominated got it." says Lontine. "We gave away more than $\$ 140,000$ from thousands of nominations. We sent out a mailing to organizations telling them right up front that it was a contest - we didn't try o pretend it was something else.
"We simply wanted them to tell their constituents about us and ask them to nominate their group. Then all they had to do was listen, call in, and get the cash - no strings at-


Dr. Joy Browne
Relationship Doc

The Dolans
Consumer Survival


Bob Grant
Let's Be Heard

## Joan Rivers

Can We Talk?


Dr. Ronald Hoffman
Intelligent Living

Joey Reynolds
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> "Our job is to provide alternative and progressive viewpoints on issues of humanity, culture, education and the safety of our children in an increasingly violent world."
tached. With every passing week we would get calls, letters and e-mails from people who had never heard of us who were introduced to KWAB through this promotion. The media attention that we garnered from this was fantastic. and $I$ consider it to have been a big success."

## Courting Advertisers

Aside from a varied group of decidedly unconservative on-air talk hosts. Lontine credits the staff behind the scenes with much of KWAB's initial success. "Our Operations Manager. Dave Skinner. is sonkeone with whom I've worked since the early '90." he says. "He and our Executive Producer, Stephanie Beldotti. have done a phenomenal job of developing the sound and on-air product of KWAB. It's not easy to book guests of the caliber that we have had when you're a standalone 1,000 watter in Boulder. so you have to understand and know how to sell the dot-com side of what we do.
"It's also worth noting that we actually have a Political Director for the station. Gien Galaich - who also hosts a show - who has wired us into Capitol Hill. So much so. in fikt. that we now have a dedicated room from which we broadcast at Senator Gephardi's office. Glen will also be responsible for overseeing our coverage of both parties' political conventions in Philadelphia and Los Angeles later this year."
Perhaps the biggest gauge of any station's success is advertiser suppor, and Lontine admits that hasn't been an easy portion of the puzzle to solve. "It's been a struggle," is his matter-of-fact response. "When we first signed on. we had pretty strong support from the local advertising community. But is soon as we staned talking about a lor of these heavy and controversial topics, several of them fled. It was just too intense an environment for some of them.
"Fortunately they were quickly replaced by other husinesses that heard us for the lirst time and said. Hey, these guys are talking about stuff I believe in, and it needs to be supported. So we lost a Mitsubishi dealer here and picked up a Volvo dealer there. But there's no question that it's been a difficult challenge to cultivate ad revenues.
"I have personally visited every major ad agency in the country to pitch this concept, and I get the same reaction everywhere I go: 'This is something that's needed, every market should have a station like this. and as soon as you get at least a I rating, call me.""

## A Unique Challenge

As already noted. Lontine has held a variety of positions at both music and Talk stations over the past couple of decirles. Although it was only re cently that he became a part of the unorthedox approach at KWAB, he knows already that it has been the most challenging and rewarding experience of his professional life. "Every single day is an uphill batle." he says.
"In mainstream radio there are always those ebbs and flows in the tide of revenues and ratings, and you jus have to weather them. But being here, where we are starting something from virtually nothing, has made me feel fortunate. fulfilled because I actually feel like I'm doing something that matters - and ex hausted. But it's a good pain to have to exercise muscles you ve neve used and to have to truly think out of the box."

Lontine is confident that the future for what he and the company call "radio for change" looks pretty good. He says, "I figure that it's only a mater of time before some bright program mer with one of the big broadcals companies says. You know, there s $x$-million Democrats out there along with all those Republicans. and they all have a different view on issues like human rights, gun control. education reform and so on. Maybe thowe guys in Boulder are really on to something, so let's take them out.'
"The difference is that Working Assets has no endgame. none of that typical launch an IPO, build it up and unload it' mentality. We just want to grow this thing and use it to help create change.
So what has Lontine learned about himself from this experiment so far? "We all know there are plenty of welltested formulas out there for Talk where you plug in the elements and it works." he says. "But there is no formula for a progressive News/Talk station. So I guess what I've leamed is that I really need to pay a lot more at tention to what it is $1 \mathrm{~d} \mathrm{dm}^{\prime}$ ' know."

## TALK BACK TO R\&R!

Do you have questions,
comments or feedback regarding
this column or other issues?
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Fax: (858) 486-7232
Or post your comments
now. Go to www.rronline.com and click on Message Boards.



When the Oldies and Classic Rock winners were announced in Los Angeles, it was "deja vu all over again" in the PD and Station of the Year categories at this year's R\&R Industry Achievement Awards.

Both Oldies WCBS-FM/New York and Classic Rock WFBQ/Indianapolis celebrated their second consecutive Station of the Year wins. with PD of the Year awards going to WCBS-FM's Joe McCoy and WFBQ's Marty Bender. It was a sweep for WFBQ, which also scored Personality of the Year honors for the second straight year.


Radio industry consultant Dan 0'Day moderated the Oldies seminar at R\&R Convention 2000, covering the challenges of the format in keeping onair product fresh and defining a station's ULP.

## Oldies

## Station Of The Year:

 WCBS-FM/New YorkWhen the conversation turns to the world's best Oldies stations. the short-list atways includes WCBS-FM. With PD Joe McCoy at the helm, the station's airstafl is filled with legends who have remained fixtures of New York radio since the 'ors. The personnel turnover is almost nonexistent morning personality Harry Harrison has been there for two decades. Other WCBS-FM air veterans include Bill Brown (3) years). Don K. Reed (29 years) and Bob Shannon (19 years).

## PD Of The Year: Joe McCoy, <br> WCBS-FM/New Yqrk

Joe McCoy has programmed WCBS-FM for virtually all of his 19-year career at the Oldies powerhouse. Commenting on the PD and Station of the Year awards, McCoy tells R\&R. "I'm thrilled about our 'win-win'! Needless to say, any time you win an award selected by your peers, it is truly an honor."


Personality Of The Year: Shotgun Tom Kelly, KRTH/Los Angeles
Since all of the Oldies wins were within the Infinity family, Shotgun Ton Kelly accepted the two other awards on behalf of WCBS-FM. In accepting his Oldies Personality of the Year Award at R\&R Convention 2000 , Kelly made a point of mentioning the names of all the other nominees. Kelly explains. 'We're all winners, so I share this award with all of them. I want to thank K-Earth 101 PD Mike Phillips. He's very firm and wants quality, but he achieves his goals through kindness. He demands that everything be perfect, but he gets that because of his attitude. When you're working with a PD like

## STATION of the YEAR <br> OLDIES <br> 

Mike, you don't want to let him down. That philosophy works so well here, and I think other PDs could learn from Mike's example at K-Earth." As for his Personality of the Year win. Kelly said. "I feel that I'm in very good company, because the very last person who won this award at my station was the late Robert W. Morgan."

## Classic Rock

Station Of The Year: WFBQ/Indianapolis

## PD Of The Year: <br> Marty Bender, <br> WFBQ/Indianapolis

Personality Of The Year:
The Bob \& Tom Show, WFBQ/Indianapolis
With WFBQ's domination of all three Classic Rock categories, the only new name at the $R \& R$ Industry Achievement Awards is The Boh \& Tom Show. However, it's certainly not the first honor for Bob Kevoian, Tom Griswold and their team, because the show is also a three-time Marconi winner.

WFBQ PD Marty Bender, who also serves as Executive Producer for The Boh \& Tom Show, tells R\&R. "We're certainly proud to receive the award for Bob \& Tom, as we are about to break into the 100 -plus affiliate range. We're pretty proud of that. In this day and age, when the management of Classic/Heritage Rock radio sta-


## Bob \& Tom

tions spend most of their time making excuses about why 'it ain't what it used to be,' I'm proud of the staff at this station as we continue to grow. It shows that in every mathematical equation. there's got to be some exception to the rule. We're glad to be that exception - and honored to be recognized by the readers of R\&R."
"When you're working with a PD like Mike Phillips, you don't want to let him down."

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## Emmis

Continued from Page 1
Enmis spokeswomam Kate Healey toldR\&R that Emmin trought the option to buy the St. Louis stations from Baker for "an undisclosed, nominal fee." Baker received the first half more that a year ago and the balance last week. Coincidentally. Baker resigned as President/COO at cable elevision company USA Networks the day before Emmis announced these deals.

Enmmis expects to settle on its St. Louis huys and swaps within 60 days. but also expects to be mamaging KZLA even sooner, by Aug. I (see related story in Street Talk. Page 36).


Pleishap/CEO Erica forter


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## Earnings

Continued from Page
The strength of our radio business - especially in major markets - is the best in the 30 years l've been in broadcasting;" noted Emmis Chairman/CEO Jeff Smulyan. The industry is on fire, and Emmis' results are outpacing the industry:"

## Braverman

Continued from Page 1 of knowledge and understanding of our format. which will enable us to reach our expectations."
A 13-ycar Talk radio veteran. Bravenuan first joined KABC in 1996 as Exec. Producer following a broadcast career that began at KILT-AM \& FM/Houston when he was 17 years old. His resume also includes stints as a producer and talent coordinator at Talker KFLL.A. and as both a producer for Tom Leykis and West Coast Director/Talk Programming during his two years at Westwood One.
Asked how he thought his life woukd be most different now that the word "assistant" has been dropped from his title. Braverman quipped. "In a word: stress! As the Asst. PD. you're paid to give your opinions and diagnose any problems that you see. As the PD. you not only have to diagnose the problems, you must fix them. Ohher than that. I'll spend more time talking with the dozens of syndicators that call every day, and I'll have a bigger office."
Braverman takes over a programming chair that has seen quite a bit of turnover in the past few years at a station that recently experienced the worst ratings performance in its Talk radio history. "The ulimate challenge at KABC is convincing listeners to give the station a chance again." Braverman told R\&R. "We've been in the format since 1960, so it's an understatement to say that there are some preconceived notions about us."

## SBS

Continued from Page 3 later WOJO. He then joined Rodriguez in Dalfas, working initially with KLTY.

In related news. Dennis Roberts has become GM for KSAH \& KLEY/ SanAntonio. He previously served as KSAH:GM under Rodriguez, which he joined when KSAH was sold by Ganadores. Roberts had been a shareholder and board member of Ganadores.

A 30-year Spanish radio veteran, Roberts told R\&R that le actually recruited Brooks tojoin him in KLAT's sales department. In fact. Roberts also began his career at KESS

Although KSAH and KLEY were competitors. Brooks says SBS "is working on sone format adjustments. We're still trying to differentiate the stitions a little bit more." Roberts sticceeds Peggy McCormick. who has been appointed Director/National Sales. Texas for SBS. Meanwhile. Terry Elena accepts the LSM position for SBS/San Antonio.

## Analysts

Continued from Page 1
pace of radio revenue growth is strong." Kupinksi said. "investors are encouraged to be cintions over the next several months. given the forecasted slowdown."
But Salonon Smith Barney analyst Niraj Gupta says those downgrades were "without nerit. Radio stocks are already discounting a deceleration in growth. In our opinion. today's market concerns are all about perception and not at all about reality. We believe that analysts' estimates for 2001 are understated by roughly $10 \%$. Radio companies enjoy the best economic model of any media sector. given their fixed cost structure and extraordinary free cash flow generation. We view the weakness in the group as a buying opportunity."
Kupinski did have good things to say about Emmis: He maintained his "buy/aggressive" rating on the issue and touted Emmis as "our favorite play in the group." Kupinski also noted that Emmis could grow faster than the industry averages and that at separation of the group's radio and TV assets "could unlock some of the company's hidden value."
Despite Kupinski's praise. Emmis was cut from "strong buy" to "outperform" by Morgan Stanley Dean Witter analyst Frank Bodenchak. That prompled Emmis' shares to lose all they gained - and more - from Thursday's good news regarding the company's earnings and its acquisitions fromi Sinclair and Bonneville (see stories. Page 1). Emmis ended the week down more than $10 \%$ from Thursday's $\$ 48$ clove. sliding $\$ 4.94$ to \$43.16.


Elaktra recording artists Ween, currently on a nationwide tour to support their album White Pepper, recently performed two sold-out concerts at New York's Irving Plaza. At both shows the band treated fans to an intense three-hour-kong set composed of songs from their previous releases as well as trom their new album. Pictured (1.r) are Ron Brown (McGathy Promotions) Mike DePippa (Elektra Colloge Promotion) Gene Ween Justin Gressley (AAM), Dean Ween, Keith Jankins (WNHY), Melissa Emert (McGathy Promotions), Tyson Haller (Elektra College Promotion) and Dawn Barger (McGathy Promotion).

Still. Bodenchak raised Emmis 12-month target price from $\$ 57$ to $\$ 58$. He said the company's management is strong and "may ultimately drive Emmis' stock above $\mathbf{\$ 5 8}$ in 2001.' He called Emmis' radio assets "attractive," but noted that the naijority of its revenues come from TV and publishing. He said he isn't sure if selling the TV operations or splitting them-off into a separate stock is a good idea for Emmis. "We are unconvinced that either event will necessarily prove a positive, as Emmis trades above its $\$ 43$ sum-ofparts valuation and typically trades down during equity offerings."
Emmis Chairman/CEO Jeff Smulyan told R\&R he was "a bit surprised" by Bodenchak's rating and was "disappointed with the selloff."
By Tuesday (6/27) some analysts
were speaking up for radio - expecially Clear Channel. Merrill Lynch's Jessica Reif Cohen. one of Wall Street's most respected analysts, reiterated her near-tern and long-term "buy" ratings for Clear Channel and restated her 12 -month target price of $\$ 105$ per share. PaineWebber's Leland Westerfield repeated his "buy" rating on Clear Channel and theld his target at \$92, while Banc of America Securities' Timothy Wallace reiterated Cicar Channel's "strong buy" rating. Clear Channel was also reiterated "buy" by Lazard Freres analyst Christopher Ensley, with a $\$ 107$ per share target.

Merrill Lynch's Cohen also reiterated her near-term and long-term "buy" ratings for Infinity and held on to her $\mathbf{1 2}$-month target of $\$ 47$ per share.

- Jeffrey Yorke


## Edison

## Continued from Page 1

Larry Rosin. the study outlined some intriguing opportunities and challenges radio faces in atrocting a demo that few stations target. Rosin's recommendations to radio regarding this age group: Send stations after this demo or watch them fade away: coop Internet audio or lose it: consider industry advertising like the "Got Milk" campaign to reach the demo: and recruit young people to work at the stations.

The quandary in balancing the younger listeners with the 25-54 "money demo" was best highlighted in EMR's look into the most popular music among 12-24s. Respondents ranked as the most popular artists Eminem. 'N Sync. Limp Bizkit. Brituey Spears, Kom. The Backstreet Boys. DMX. Dr. Dre, Metallica and Blink-182.

Rosin observed, "If anything jumps out, it's the appeal of rap and hip-hop, and it shows the challenge. If you have any interest in the 25 -plus demo, which virtually every station has, you virtually have to eliminate the type of music that is nost popular with 12-24s. Which means you
either have to go after this demo or not."

Internet audio channels, said Rosin. might alleviate some of that problem. "Radio should explore cobranded stations. since they are great areas that allow you to experiment with new music. It's the moss natural thing in the world:
While very few stations service 1224 s . the deno gave radio high marks when it came to discovering new music. Some $46 \%$ of respondents sid radio is the best place to find out about new music. compared to $27 \%$ for the Internet. $13 \%$ for TV and $10 \%$ for magazines. Rosin cautioned. however, that "it looks like the Intemet is poised to surpass radio. especially among men. That's probably a nattural finding. given that very few radio stations target men 12-24. But you kind of reap what you sow, so it's not surprising they're going somewhore else to tind out about music."
As expected. those numbers dovetail with EMR's analysis into how "cool" a medium radio is compared to other media outlets. EMR's ditta showed that $31 \%$ of respondents said the Internet was the most fun way to sperd tince. compared to $30 \%$ for radio and $\mathbf{2 4 \%}$ for TV. Rosin noted.
"That's prelty amazing, given how new the Internet is."
Nevertheless. 64\% of respondents said they spend more tince listening to radio this year than last year, compared to $58 \%$ for the Intenvet, $51 \%$ for telephones and 44\% each for reading magazines. going to movies and reading the newspaper. At first glance that might run counter to Arbitron data that shows 12-24 TSL down since September 1993. But Rosin stressed. "These listeners are essentially increasing their radio usage at a much slower rate. which means the net amount of radio listening is down. It's a subtle hut importint point:"
Regarding what $12-24 \mathrm{~s}$ don't like athout radio, the majority (75\%) said there were too minly commercials. Sone $74 \%$ siid they like to listen to CD.calssettes more than radio. while $63 \%$ said radio contaned too much talk. More than half $(51 \%)$ said they don: like the music. $47 \%$ prefer to watch TV. and $43 \%$ said they just don't think athout listening. It was the latter calegory that prompted Rosin to comment. "F look at a tinding like that and all the money radio spends to promote itself, and it makes me woiker. Have we forgoten to remind this demo to listen to radio? ${ }^{\cdots}$

# What's Next For KZLA? 

With Emmis' pending acquisition of Country KZLALLos Angeles, tongues are waggin' across Radioland over the station's formatic future. At a station staff meeting last week, Emmis brass said they'd explore the possibility of improving KZLA's fortunes without changing formats - but hesitated to make any promises. Nashville label execs are carefully monitoring the situation, considering the importance of Southern California for touring and record sales. Should Emmis flip KZLA to another format, it seems rather doubtful that a full-power L.A. FM would fill the void. KZLA billed just $\$ 17$ million in 1999 - exactly half of the average $\$ 34$ million of the 21 stations that rank above it. With KIKF/Anaheim, CA's flip to an eclectic Hot AC format Monday morning, that leaves KFRG/River-side-San Bernardino as the principal alternative Country choice for the L.A. basin and Orange County. Listeners in the San Fernando Valley would be left with KHAY/Oxnard-Ventura, CA if KZLA were to drop Country, although its signal is weak in many areas. Could a suburban L.A. player eventually wind up with KZLA's intellectual property and calls? Stay tuned....

More format questions also arise for Emmis, given the perceived format duplication that now exists in its St. Louis stable. According to Emmis Market Manager John Beck, his company now possesses two Rockers, a Classic Rocker, a Classic Hits station and two Alternative-leaning stations. He hinted at changes in an interview with the St. Louis Post-Dispatch: "You've got two Rock stations [WXTM and KSHE] doing close to the same thing and two Alternative stations [WVRV and KPNT] doing the same thing. So we have to look at what makes sense." For the record, WXTM is an Active Rock reporter to R\&R, and KSHE is a heritage Rock station; WVRV reports to R\&R's Hot AC panel and is considered Pop/Alternative, while KPNT is an Alternative reporter.

As most of Radioland knows by now, Dr. Laura Schlessinger conducted a lengthy and rather candid exclusive interview with Time magazine that appears in this week's issue. While there were many choice quotes, we can only offer a sampling of what appears. When asked what's fueling her show's growth and her suc-
cess, she cited her "basic moral intuition about what's right and wrong." When asked to set the record straight about her comments concerning homosexual behavior, Schlessinger said that she never called homosexuals "deviants" and simply "pointed out that homosexual behavior deviates from the norm of heterosexuality and is forbidden by Scriptures." When Time questioned her statements about gays and lesbians being a "biological error," the doctor retorted, "We have vaginas and penises. We were biologically meant to give birth to more people. Not being able to relate normally to a member of the opposite sex is some kind of error. I do not see that as insulting at all. It is a statement of biological fact. When you read the whole thing in context, I'm anything but insulting to human beings. Some people just don't want to hear the truth."


Thanks to the success of CBS-TV's reality show, radio has "borrowed" Survivor's concept and created countless versions of its own as cool promotion events. "We've been flooded with requests from radio stations to do Survivor contests and promotions," CBS spokesman Chris Ender told USA Today, which recently ran a feature on how radio "has proved to be Survivor's real publicity gold mine." While ST has told you about some of the more unique and noteworthy contests, the article described a promotion at WTIC-FM/Hartford in which five people were blindfolded and driven to the middle of nowhere armed only with cell phones, then had to race to find their way back to the station's studios! The first contestant back collected $\$ 5,000$.

Among the endless number of radio stations conducting Survivor-inspired contests is KZON (Zone 101.5)/Phoenix. It has concocted a "Survive it \& Drive It" competition in which four contestants must survive for seven days in an SUV with nothing but food and the clothing they have on in order to win the vehicle. While other stations have created their own islands (WLDINest Palm Beach PD Jordan Knight

Continued on Page 38

[^0]은THE FIRST SINGLE AND WORLDWIDE SENSATION FROM THE NEW ALBUM "BETTER PART OF ME."
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# Summer 

## is about

 to get hotter

Continued from Page 36
turned his office into a Survivor-inspired campground!), to re-create the feeling of the TV show, KZON opted to park the SUV in the food court of the Arizona Mills mall. Guess that should eliminate any feasting on rats!

Axe those rumors that Westwood One syndicated talker Tom Leykis is hot to host a TV show. Leykis tells ST that he's never been in pursuit of such a deal and isn't now - although he admits he's been approached to do TV. "Radio is my franchise," he says. "Radio is what got me to L.A. and made me notorious, and anything else I do has to augment and help nurture whatever radio project I am working on at that time."

Irene Mojica, a 21-year radio veteran and top-rated midday host at WGCI/Chicago, has called it quits, the Chicago Sun-Times reports. Mojica was seeking a substantial raise and "a new relationship" with station management and had been off the air since June 1, following a dispute over office space and computer time. Mojica had been working without a contract for several years.

## - Bad Judgment ... One More Time

Last week ST told you about WMRV/Binghamton, NY's phony Britney Spears visit, which ended in tragedy. Evidently the folks at WBHT/ Wilkes Barre-Scranton didn't read their R\&R. The station began attracting die-hard Britney fans at 2am last Friday (6/23), all eager to see the teen queen arrive for a pre-plugged visit one day before a scheduled show at nearby Montage Mountain. At 8:30am the limousine arrived to the delight of the crowd of 400 parents and kids. But when the limo's doors were opened, Britney was completely plastic - and still in her box. It seems morning co-host Bill Fox thought bringing out a Spears doll would be a funny prank. Parent Micheile Brady told the Scranton Times Leader that Fox told the livid crowd, "See, I told you she was a real doll to work with." As tears streamed down little girls' fac-


The fun folks over at Warner Bros. sent R\&R Rock Editor Cyndee Maxwell this little man from the stars in a jar keychain in support of Don Henley's latest single, "They're Not Here, They're Not Coming." The single's release comes just one week after the 53rdianniversary of the Roswell, NM "UFO" incident. While Henley's song title suggests that there's no such thing as an alien, Maxwell will still continue to look into the night sky wearing her $x$-files pajamas.

## Rumbles

- Cumulus Corporate NSM Tom O'Brien exits the company with no replacement named.
- Jim Hanemaayer joins Salem Broadcasting's KCTK-AM \& KPXQ-AM/Phoenix as GM, replacing Michael Hamilton. Hanemaayer previously served as GM and GSM of KMYL-AM \& FMPhoenix.
- Radio One's wBOT/Boston names Cherry Martinez MD/midday host. Chuck Dogg takes afternoons, and Lemar Robinson (a.k.a. "The LBD") accepts nights. The station also adds the company's syndicaled Russ Par Morning Show With Olivia Fox.
- KSYN/Joplin, MO PD Kevin Scott is appointed PD at WVSR/Charleston, WV.
- Former CHR/Rhythmic KKSS/Albuquerque PD/ morning driver Tony Manero and APD/MD/morning co-host Jackie James join KLZKLubbock for similar positions. KMMG/Albuquerque morning driver Cerlos Duran also joins for nights.
-WRVO/Richmond MD Travis Dillon joins WXLK Roanoke-Lynchburg as MD/afternoon driver.
- WCILCarbondale, IL MD/nighttimer Allay Fatth is appointed MD/night host al WIFC Wausau, WI.
-KSFMSacramento morning driver Davey D joins KKFR/Phoenix for similar duties, and Big Willie (a.k.a. Casey Walker) moves from overnights.
- After serving a short jail stint, WKTU/N.Y. morning co-host Goumbe Johnny returns to the station.
- Veteran Motor City air talent Ken Calvert joins wCSXDetroit for afternoons, effective July 10.
- WNVZNorfolk middayer Troy Shannon exits for the morning shift at KKWD/Okiahoma City.
- WLUP-FM/Chicago atternoon host Eddie Webb exils. Midday host Seaver will take Webb's old post on an interim basis, while evening host Cara Carriveau shifts to middays. Scott Loftus fills the evening slot.
- WKSUGreensboro middayer P.J. joins WBTS/AIlanta for middays.
- WFLY/Albany interim nighttimer Joey Kid earns permanent stripes as Brian Cody segues to mornings.
es, their parents removed their self-installed $V$ Chips, and a tense situation ensued as teenagers began chanting "KRZ" in reference to WBHT's crosstown rival. While Fox apologized for any inconvenience and insisted that listeners should have been able to "read between the lines," one angry listener hurled a bottle that many believed was intended for Fox. Unfortunately, it hit Brady's 5 -year-old daughter, Cora, in the head. Cora needed only ice for her injury, and no other casualties were reported.

Entercom Rocker KORC-FM/Kansas City is still struggling to return to its full 100kw power thanks to a bolt of lightning that hit the station's transmitter on June 19. A station engineer tells ST the station was running off another station's auxiliary transmitter until Monday (6/26) and as of last Tuesday was using its own auxiliary tower. It was uncertain when 'QRC would return to full strength.

Across I-70, KSD-FM/St. Louis has done a half-lip to a different format. The station has retained its Hot AC format from 3am to 5pm, but will air rhythmic oldies the rest of the time. The station also unveils the Dusty Dance Lunch between noon and 1 pm.

## 'Student Radio' Starts Up In NY

Arthur Liu's Multicultural Broadcasting recently obtained WNYG/Long Island from a group of trustees who had been temporarily running the


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Continued from Page 38
station while its owners were sent to bankruptcy court for failing to make the station profitable. While there was much speculation that Liu had purchased 'NYG to improve the signal of WNSW/Newark, NJ, which broadcasts at an adjacent signal, WNYG GM Jack McCloy tells ST that he has flipped the low-power AM to CHR as "Student Radio 1440." The station will become "a student learning center and commercial radio station," providing students with an opportunity to explore careers in broadcasting. "It's an introduction to what goes on at a radio station." Students will be placed in account executive positions and will solicit advertising, which McCloy hopes will make the radio station profitable (he's also seeking underwriting opportunities). "There'll be no charge for participating students," McCloy says.

A few weeks ago ST told you about WWLO/Gainesville morning man Mike Young, who underwent liposuction live on the air June 12 to remove his "love handles." The surgery failed, leaving Young with internal bleeding and a purple, disfigured belly. Now, Young has hired a mail-order bride service to provide him with a Filipino wite who will cook, clean, pick up his dirty underwear off the floor and give him sex whenever he wants. After Young cuts a check for $\$ 595$, the service will select a Filipina and send her to Florida, where Young plans to marry her on the air in late September. "I'm sick of trying to pick up American chicks in dance clubs," Young says.

Hollywood's Electro-Vox recording studio, made famous in the golden days of radio, will close its doors today ( $6 / 30$ ) for the final time, ending a 69 -year history. The studio produced the first wireless broadcasts for the West Coast, along with countless radio commercials and the first recorded version of Henry Mancini's "Moon River." Owner Alan Gottschalk, whose father, Bert, coined the term "aircheck," told the Los Angeles Times he's decided to retire because most of his clients are also retired or deceased.

Radio Disney has returned to Albuquerque, courtesy of Henry Taioya's KDEF, a 5 kw day/500w night signal at 1150 kHz . The Children's format had previously aired in the market on KIVA, but was abruptly dropped in favor of Adult Standards last year.

Congrats to KGO/S.F. afternoon news anchor Rosie Allen, who was named Best News Anchor by the American Women in Radio \& Television at a ceremony held earlier this month.

ST is saddened to report the death of veteran record executive Mike Luska, who passed away of natural causes last Wednesday (6/21) at age 54. Luska spent 12 years at Motown during its heyday and most recently worked with

## Records

[^1]

- Roy Wunsch elevated to the new President post at CBS/Nashville.
- John Chaftee elected President/COO of Malrite.
- Joe Dorton launches Ameron Broadcasting.
- John Shomby set as PD of WZLXBoston
- Bill Drake decides to consull KRTH/L.A.
- Step Johnson upped to A\&M VP/Promo.
- Nick Bazoo (a.k.a. Nick Ferrara) buzzes back to EZ Communications as PD of WBZZ (B94)/ Pittsburgh.
- Erica Farber named VP/GM at Interep.
- R.J. Curtis promoted to PD at KLAC/L.A
- Neil Rockoff becomes VP/GM of KHJ/L.A.
- WRKO/Boston sets Bob Fish as GM and Charlle Van Dyke as PD.
- Mike Harvey chosen as GM of WPEZ \& WWSW/ Pittsburgh.
- Randy Kabrich recruited as PD of WZUU-AM \& FMMMilwaukee.
- Bob Moore hired as GSM for KHTZ/L.A.
- Sean Conrad appointed PD of KSFX/S.F.
- Howard Hoffman joins the airstaff of WPIX/N.Y.

record producer Eddie Holland. Condolences also go out to the family and friends of record industry executive Ronald Mosley, who died on Saturday (6/28) after a lengthy illness, and the family and friends of former WCCO/Minneapolis Radio and Television President Robert Blair Ridder, who died on Saturday at age 80. Ridder also served as President of WDSM-AM/Duluth, MN.

If you have Street Talk, call the RaR Nows Desk at (310) 788-1699 or e-mail streettalk Ormonline.com

## IFHMDIDH2 DAMLWUEIC HIOUP  Ah MONUL! <br> DMX What You Want" (Ruff Ryders/DJMG) 58 adds 6/30 <br> sIS@O "Incomplete" <br> (Dragon/Dei'SoulhDJMG) 71 adds 6/16 <br>  <br> JANET "Doesn't Really Matter" (Def Soul/DJMG̣) 71 adds $6 / 23$ <br> KELLY PRICE "As We Lay" <br> (Drei Soul/DiJMG) <br> 72 adds $6 / 9$ <br> 

"Didn't you know - June is IDJMG Month at Urban! Seriously, on behalf of all our chart staff at RerR, congratulations to the Urban Promotion team at Island Def Jam Music croup on this very impressive accomplishment!"

## -KEVIN McCABE, RER DIRECTOR, CHARTS \& FORMATS

( 3
(def) soul

To our friends in the broadcast and music industries:

In 1998, Radio \& Records awarded the very first "Independent Music

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On behalf of the entire staff of Jeff McClusky \& Associates, I would like to thank our peers in the radio and record industry for recognizing and honoring us for this commitment for the third consecutive year. I especially want to express my appreciation to the incredible JMA employees for their determination, loyalty and passion for super-service. This team of 40 people is unstoppable, and I am proud to be associated with them. They make it all happen!

Best regards,


Jeff McClusky

Thank you from all of us at Jeff McClusky \& Associates


Don Anti


Rick Cooper


Ron Herbert


Neela Marnell


James Schureck


Matt Arrants


Jeff Davis


John Kilgo


Jeff McClusky


Jon Scott


Tom Barsantl


Susan Filer


Beth Kilkelly


Holly McCormack

Tom Silver



Dixie Tipton


Scott Burton


概el Floss


Kevin Kollins

Stephanie McNary

Rick Stone


Rob Buswell


Jim Gallo


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Chris Stowers


Chris Cardella


Marie Carter


Ayme Gomoluch


Steve Gordon


Sean Lynch


Greg Peck


Alan Stuart


Kelly Maciejewski


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Geary Tanner

## Not Pictured:

Kala Brinkman Vicki Cole Kim Lavin

Kirk Untersee


Thomas Westfall

# R\&R Achievement Award 2000 Winners 

LABEL of the YEAR
PLATINUM
crata
GOLD


$\square$ Ganis, McClusky three-peat; Arista, DreamWorks, Grund pick up first trophies

Arista Records, in its last year under the leadership of founder Clive Davis, was voted Platinum Label of the Year, and Atlantic Records Exec. VP Andrea Ganis and Jeff McClusky \& Associates landed their third consecutive trophies for Senior Promotion Executive of the Year and Independent Promotion Firm of the Year during R\&R Convention 2000. Other key honors went to DreamWorks Records, which scored its first Gold Label of the Year award, and to Interscope/Geffen/A\&M Baltimore/Washington rep Pam Grund, who was named Local Promotion Executive of the Year.

Platinum Label Of The Year: Arista Records
Its apropos that Arista took the Platinum Label trophy just days before ex-President/CEO Clive Davis left the building after founding the label 25 years ago. The record company is also about to report its hest sales year in its storied history.
Arista has been remarkably consistent in its performance over the years. The record company ranked No. 2 in R\&R's 1999 Label Performance Review with $9.2 \%$ chart share, a full two points higher than the previous year thanks to its commanding lead in CHR/Rhythmic. Urban and Urban AC. The label took top honors in 1996 and has ranked either No. 2 or No. 3 every year since. Already 2000 is shaping up very strong thanks to significant airplay from acts such as Angic Stone, Black Rob, Carl Thomas. Pink, Santana. Donell Jones. Next and Toni Braxton.
In accepting the award. Arista Sr. VP/Promotion Richard Palm-
ese comments, "This is very exciting and especially important to us as we celebrate 25 years in business. This year, in fact, will be our biggest year in the history of the label. Thus, it's a fiting acknowledgement of Clive Davis' dream come truc: Arista Records.
"Certainly, when you win this award, you first must acknowledge the artists and the great music we are privileged to have. I would also like to acknowiedge the excellence of the hard work and dedication of all the deparments within Arista. When you win label of the year, it's not about one or two departments, it's about all of our people throughout the company who have worked tremendously hard and have a genuine love and passion for our artists."

## Gold Label Of The Year: <br> DreamWorks Records

The winner in the Gold Label of the Year category, DreamWorks. has emerged as mini-major over the last couple of years. In 1999 the
company had impressive success with rock bands Buckeherry and Powerman 5000, country acts Randy Travis and Jessica Andrews and urban vocalist Dave Hollister. Leading the charge this year were hard rock band Papa Roach; pop female singer-songwriter Kina: urban acts Sole. Tamar and Def Squad: and country artists Darryl Worley and Tohy Keith.
In accepting his company's first label award, DreamWorks Records principal Michael Ostin comments, "We started as little more than an A\&R outpost five years ago, signing artists we believed in and working to develop their careers from scratch. We're proud of what we've built so far, celebrating a broad spectrum of music from pop and urban to country and soundtracks. It's particularly gratifying to be able to win R\&R's Gold Label award so carly in the game. We're honored to be recognized by our peers. On behalf of the entire staff at Dream Works Records, thank you."

## Senior Promotion Executive

 Of The Year: Andrea GanisGanis scores the first hat trick for the Senior Promotion Executive of the Year award. Under her direction, Atlantic's promotion department was the No. 3 label last year, in terms of chart share.
Ganis has been a member of Atlantic's promotion team
 for over 20 years, having joined the label in 1980 as Director/Secondary Pop Promotion. She was subsequently elevated to Associate Director, Director and Sr . Director in the national singles promotion de-
partment. In 1988 she was named VP/National Promotion. Two years later she was upped to Sr. VP and was officially promoted to Exec. VP in October 1998. Prior to joining Allantic. Ganis held national promotion posts at Polydor Records and Infinity Records.
In accepting her award. Ganis comments, "I am more than thrilled to receive this tribute. It is truly an honor to be granted this by my peers in both radio and records. Though it might sound cliched, it is an award that must be shared with the great Allantic staff and artists with whom I've lived for 21 years. A special thank you goes out to Allantic Records Group co-Chairman/coCEO Val Azzoli for his continual support and inspiration. I am surprised, grateful and overwhelmed by the three-peat and want to thank R\&R for granting me the award."

## Local Promotion Executive <br> Of The Year: Pam Grund

Grund, who was nominated last year in the same category, has worked for Interscope since its inception. In accepting her award, Grund comments. "While my goal has never been winning awards. it is a heartwarming honor
 to be recognized by such an esteemed group of peers. Thank you very much.
"I ans extremely proud of and grateful to Interscope co-founders Jimmy Iovine and Ted Field for having the vision to create such a great company. Also. I want to express my sincere appreciation to Mare Benesch, who convinced ne 10 years ago to join a small new label called Interscope.
"I would also like to thank interscope Head/Promotion Brenda Romano for taking us to this new and higher level and for taking my carcer to new heights. Head/Top 40 Promotion Chris Lopes for challenging me to be my professional best, and 'Lil Kel.' who's always been there for me. Many names have changed from the original tean, but this is the best promotion staff since the inception. This award is just as much theirs as it is mine."

Independent Promotion Firm Of The Year: Jeff McClusky \& Associates
Another three-peater. JMA founder Jeff McClusky has been working for nearly two decades in various aspects of the record industry. Headquartered in Chicago with oflices in Los Angeles and Atlanta. JMA operates a full-service, multiformat music promotion and marketing company reprewenting major and independent record labels. publishing companies. Internet music companies and artist management and film companies. JMA has played a crucial role in the succes of numerous artists. including Alanis Morisselte, Puff Daddy, Lauryn Hill. Celine Dion. Mariah Carcy, Jay $-Z$, Will Smith. The Beastie Boys, Jewel and Limp Bizkit.
 the company works with such act as U2. Garkage, Elton John, Bjork. Depeche Mode and Creed.
In accepting the award. McClusky comments. "Our primary goal at Jeff McClusky \& Associates has always been to be the best independent promotion company in the country. This year's Independent Music Promotion Company of the Year award is especially meaningful to all of us, because for thre consecutive years our peers in the radio and record communities have given us this award. recognizing us for our commitment. creativity and dedication.
"Our goal in the coming year is to continue to set the industry standard for comprehensive entertainment promotion utilizing our capabilities as the largest artist exposure company with music, broadcast and new media expertise.
"I especially want to personally thank the incredible JMA staft for their determination, loyalty wind passion for superservice. They are the ones who make it all happen."

## TALK BACK TO R\&R!

Do you have questions, comments or feedback regarding this column or other issues?
e-mail me at: swonz@rronline.com

LAUNCHING PAD

## Neve's' Ilts Over Now' Begins Anew

Not tos many recording acts get a second chance. yet that's exactly the cate for Portrait/Columbia Records pop rock group Neve, and the fresh start is resulting in impressive pop airplay for the band's debut single. "It's Over Now."

Among the stations supporting the song are Hot AC KLI.Y/Bakersfield. KZZO/Sacramento. KCDU/ Monterey. KYSR/l os Angeles, KAL/Z/Fresno. KCDA/ Spokane and KL.L.CSan Franciseo, as well as CHR/Pop outlets KBKS/Seatte. WFBC/Greenville. KQKQ/ Omaha. WPRO/Providence. WRVW/Nashville. K7HTT Salt L.ake City and WSTR/Atlanta.
Hailing from Los Angeles. Neve stared taking shape in summer '97, when vecalistguitarist John Stephens and guitaristyocalist Michacl Raphael began writing songs together. The duo later added bassist Tommy Gruber and drummer Brian Burwell and began performing in the area.
Portrait Assoc. Director/A\&R John Weakland rememhers. "Their manager is al lriend of mine. and he told me about the group, sol agreed to see them in this club where just about anybody can play. As soon as they began playing. I knew the songs would work at radio, and I also saw a group with star potential."


Neve

That was in late 1998. A few months later the group became nembers of the Columbia Records Group lamily. and in spring '99 they entered the studio to record their self-titled debut album. Weakland continues, "Once we had the deal done. we had them spend a couple of months writing while we looked around for producers. We were fortunate to have Don Gilmore, who was just conning off successes with Eve 6 and Lit. agree to prodice the albun. It was really good timing."
Intersstingly. while the group were completing their album, the Matt Serletic-produced "It's Over Now" was included on the soundtrack to the movic The Faculty. Before the alhum was even released. the track began taking off at Altemative thanks to suppore from such heavyweight stations as $\mathrm{KROQ} /$ Los Angeles. KDGE/Dallas and KWOD/Sacramemo. "Il's Over Now" eventuatly reached the top 30 at the format wilhout any touring or video.
Despite the early suceess. PorraikColumbia felt that it had to rethink its marketing and promotion approach for the pop rock band. Porrait VP Pam Fdwards recalls. "For every hand like Matchbox Twenty that breaks through. there are hundreds that fail. But if a band can break through. they will enjoy a long career and have a lot of options open to them.
"looking back, we felt that the band were imaged a little too alternative and a little tox old and that we got a bit of a false starn at Alternative. Tommy is only 19 years old. He's barely out of high sehowl. We wanted to go in another direction and reach the group's audience, which is a little younger. Moxt of the kids who go to Neve's shows are under 21 years old. That's not to say there aren't older fans of the group, but we felt it was important to pay close attention to the younger demo."
To that end. PortraikColumbia arranged a seven-week residency tour in conjunction with Jolly Rancher candies and the

Hard Rock Cafe. That tour hit about two or three cities a week and had the group perfiorming in front of different high schools in each narket. CHR/Pop was a vital part of the campaign.
Edwards comments. "We got the band in frome of over 70,000) kids. The group gave away over 1.000 prizes on their website as a part of the campaign. And the group;s antiviolence and antidrug public service effors nesulted in at least I million impressions. That's what we need to do in order to reach the kids."
That mairriage of imaging and airplay is exactly what Columbia Sr. VP/Promotion Charlie Walk plans to capitalize on. "When "It's Over Now' lirst came out, the timing probably wasn't right for that kind of music." the says. "And from a marketing perspective. the band weren't at a level that we would like them to have been at. because these days you need to have a lot of oher things happening. If the only thing you have going on is a song, that's the only impression people will have of the band.
"When the group were able to do their residency tour. we were able to see how the kids reacted and how radio reaced. That's real market research. Over the course of time we' ve been able to build things up. Now the group's image is growing. and were able to brand and image the group with radio. That's the way you sell records."
One programmer whos been involved with the record since early on is KYSR API)/MD Chris Patyk. who played the trach while working in Alternative radio in Phoenix. Patyk agrees that the group had some imaging problems last year, but says that Portrait's efforts are beginning to pay off. "It's starting to finally have an impact." says Patyk. "And I'm amized at how active their lian base is. I visited the message board at their website and read a few posts from people talking abour requesting the record on our station and about the group's promo effors."
Commenting on "It's Over Now." Patyk notes. "I really believe this one's going to grow. It's not a one-listen record. You need to listen to it a few times and visualize, for lack of a beter word. how it would sound on your station. We're getting a lot of positive fiedback on the record. Plus it's a great middle-of-the-road pop rock record that fits perfectly with where our station and the format are going."

Going forward, the promos stritegy is "work this market by narket and find new believers in the group." Walk says. "And once we find the believers, we want to spread that to other stations in the market. We"ve had a great start in June. and we plan to bring the group back to a lot of these markets in August to continue reinforcing the branding and imaging with radio."

Neve's self-titled debut alhum was released June 27.

## Ready For Takeoff

Mainstream rock fans should get their ducks in a now quickly if they want to sign the Biloxi. MS band Sandwich. The group has the backing of hometown Active Rocker WCPR. which added the band's song "Superlero" about a month ago. Last week the station. which was instrumental in setting the stage for Universal/Reputlic rock band 3 Doors Down's success. played "Superhero" about 18 times.
That aiplay has prompted nearly every major label to begin taking a look at the group. As bassist Kevon Norvell sums up."The first day after the song was added. we received around 13 calls, and over the next few days we received about another 13. Some of the labels are way beyond the music and talking about things like image and styling."

Norell says the band expect to have a label deal within the month. For more information. contict Sandwich at (228) 388-3820) or their attorney. Iee Beitchman, at (404) 897-5252.
-Steve Wonsiewicr

## MIUSIC NFWS\& VIEWS <br> DreamWorks A\&R Hits Web

DreamWorks Records has beeled up its efforts to sign artists from the internet. Partnering with Launch.com and HarmonyCentral.com, the label is allowing aspiring artists to upload their music (one track every three months) for streaming on the website. The label's A\&R team will review the material, and the public will also be able to offer comments. DreamWorks A\&R exec Luke Wood says, "We're still going to rely on our partners in publishing and legal to get the majority of our material. What we're saying with this site is that if you have a good song, we want to hear it. And this is a direct way to do that without any of the other hierarchical barriers."

## R. Kelly's Now CD Bows

Multiplatinum artist/songwriter/producer R. Kelly will release his fifth Jive Records album, TP-2.COM, Oct. 24. The disc's first single, "I Wish," goes for adds Aug. 28. Kelly's previous, album, R., was cerrified for sales of 6 million copies. Kelly, who won three Grammy Awards in 1998 for the single "I Believe I Can Fly," recently released a single from the soundtrack to the hit movie Shaft, "Bad Man."

A new report by hightech research firm Mercury Research predicts that the market for portable digital audio players will explode over the next few months from around 1 million players in 1999 to 2.8 million
 this year. Concurrently, shipments of chip sets to build the players will more than double to 3.5 million units. Saying the industry is about to enter a "second phase" of growth. Mercury's Dean McCarron says digital audio "is appealing only to those who are both computer-sawy and who are willing to dedicate the time and effort to maintain their music collections in digital form ... When those consumers can easily buy and play digital music, then the market will really explode. That's what we forecast will happen in the third phase of the digital music revolution."
In the studio: Marilyn Manson are working on their next album, which could be released by Halloween ... Carlos Santana will team up again with Everlast on the latter's new album. The two are set to record the track "Babyion Feeling," which will appear on Everlast's Eat at Whitey's, slated for release this September.
Tour news: Following weeks of speculation, The Beastie Boys and Rage Against The Machine will hit the road together beginning Aug. 2 at Toronto's Molson Park ... The WuTang Clan - sans Ol' Dirty Bastard, who has been enrolled in a court-ordered rehab program - begin a national headlining tour July 24, in State College, PA ... The Limp BizkitCypress Hill Napster-sponsored free tour starts July 11 in Detroit.
This ' $n$ ' that: The Meat Puppets have inked a deal with Breaking Records, the Atlantic Records/Hootie \& The Blowfish joint-venture imprint ... Michael Bolton and Columbia Records have parted ways after some 17 years together ... Mobb Deep's Prodigy will release his solo album, H.N.I.C., Sept. 19.


# Kieley And Cavanah Get Their First Industry Achievement Awards 

## $\square$ KIIS-FM turnaround rewarded at R\&R Convention 2000

KIIS-FM/Los Angeles' turnaround began in the winter '99 Arbitron, and it hasn't stopped since. R\&R readers rewarded KIIS-FM PD Dan Kieley by giving him his first R\&R Industry Achievement Award, which was presented at R\&R Convention 2000. WBBM-FM (B96)/Chicago PD Todd Cavanah also received his first Industry Achievement Award. Both stations also won the Station of the Year award in their respective formats.

KIIS-FM received a total of five awards, including National Station of the Year. CHR/Pop Station of the Year. PD of the Year, Personality of the Year (Rick Dees) and Marketing Director of the Year (Von Freeman). B96 also cleaned up. receiving awards for $\mathrm{CHR} /$ Rhythmic Station of the Year and PD of the Year. Also. B96's MD Erik Bradley received the MD of the Year award.
In label action, after another stellar year for Jive. CHR/Pop voters chose the label as Platinum Label of the Year. DreamWorks brought hone the Gold. Jive's Denise George won her first award as Promotion Executive of the Year. On the Rhythmic side. Arista was voted Platinum Label of the Year. and Tonnmy Boy struck Gold. Universal/Motown's Val DeLong captured her first award as Rhythnic Pronotion Executive of the Year.

## CHR/POP

## Station Of The Year:

 KIIS-FM/Los AngelesKIIS-FM President/GM Roy Laughlin had this to say: "Recognition from industry peers is a highly regarded achievement among our staff. Everyone at KIIS-FM truly appreciates the award, and we look forward to living up to it into the new millennium."

## Program Director

 Of The Year: Dan Kieley,
## KIIS-FM/Los Angeles

'I've said for years that it's an honor just to be nominated - *\#** that! fis more fun to win. Thanks to


Dan Kieley
Denise George
everyone at R\&R, and thanks to Clear Channel for letting us continue to win at KIIS-FM."

Music Director Of The Year: Paul "Cubby" Bryànt, WHTZ-FM (Z100)/New York
"It is such an honor to be voted Music Director of the Year. For both the radio and record communities to acknowledge me makes me want to work even harder. I'd also like to say thank you to my awesome teammates at Z100 for being a part of this award. Again. this means a lot."

Personality Of The Year: Rick Dees,
KIIS-FM/Los Angeles
"KIIS is on a roll, and it feels good to be part of a great team that has been recognized by these Industry Achievement Awards."
Platinum Label Of The Year: Jive
Jive Sr. VP Joe Riccitelli says. This achievement award is a reflection of the passion. hard work and focus of our entire promotion staff on a daily basis. For every artist we release at pop radio, we concentrate on

## LABEL of the YEAR CHR/Pop



GOLD



Val DeLong
Todd Cavanah
strategy and setup. which the staff has executed flawlessly. We also have to thank radio for embracing our artists. This has made Jive one of the premier music labels in the world."

Gold Label Of The Year: DreamWorks
DreamWorks Records Sr. VP/Promo Mark Gorlick says, "I agree with Dan Kieley. It's an honor to be nominated. but it's even better to win. On behalf of everyone here at DreamWirks. I'd like to thank everyone at radio and in the industry who recognizes what we are trying to build."

## Promotion Executive

 Of The Year: Denise George, Jive"I am very grateful and deeply indebted to radio for its continued support of Jive Records and me. This is a dream cone true, and I could not have done it without the best promotion staff in the business. I am proud and privileged to work with them."

## CHR/Rhythmic

Station Of The Year: WBBM-FM(B96)/Chicago

Program Director Of The Year: Todd Cavanah, WBBM-FM (B96)/Chicago
"Thank you to an incredible staft at B96, and thank you to everyone who voted for me. You know what they say: You never forget your first one!"
Music Director of the Year: Erik Bradley WBBM-FM (B96)/Chicago
would also like to recognize our incredible field staff. who really deserve this award for all of their hard work. Thanks to the entire radio and record community for acknowledging Arista in the Rhythm genre. God bless."

Gold Label Of The Year: Tommy Boy
Jack Cyphers. Top 40/CrossoverPromotion. says. "Everyone in the Tommy Boy family is extrencly excited and at the same time very appreciative of the suppor given by the radio and record community. I know that this also necans a great deal to the anists here at Tommy Boy. Thank you!'

Promotion Executive Of The Year: Val DeLong,
Universal/Motown
I feel this award is for the entire format and my friends who program the music. This is a special achievement for me because I believe in the music and artists that CHR/Rhythnic represents. It's great to be involved in a format that thrives on loyalty and knows how to make the music industry about music again."

I'm thrilled and honored to be named the CHR/Rhythmic Music Director of the Year. This award really belongs to two groups of people: my mentors. who challenge and inspire me to achieve excellence in this industry, and my radio programming peers. who continue push me to meet my goals."

## Personality Of The Year:

## Big Boy,

KPWR (Power 100)Mos Angeles
"I won't believe I've won until I see my name on the award! Usually. when sonething this good happens io me, something bad follows. So I'll probably end up using this award as a sign on my homeless shopping cart. Seriously. I'm on cloud 9000 ! Thanks to $\mathbf{R \& R}$ and to everyone who voted for me!"

## Platinum Label Of The Year:

 AristaArista VP/Crossover/Promotion Tom Maffei says, "Winning this award three years in a row is such an honor and a testament to the strength of Clive Davis and our A\&R departnent, who continuously deliver us hit records. I

Rhythmic



Anyone whose last name is Novia has got to be a troublemaker. Thus, Michael Novia of Interscope Records and artist Hoku gave KZQZ/San Francisco staffers a run for their money recently. Pictured here are (l-r) KZQZ morning guy Woody and MD L.A. Reid, Novia, Hoku and KZOZ PD Casey Keating.

## LABEL of the MEAR CHR/Rhythmic

PLATINUM
GOLD TommY


EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES Jume 30, 2000
Callout Americae song selection is based on the top 25 titles from the R\&R CHR/Pop chart for the airplay week of June 4-10.

|  | CHR/POP <br> TOTAL AVERAGE favorabilty esimule (1.5) |  |  |  |  |  | OEMOGRAPHICS |  |  | REGIONS |  |  |  | Callout America$\frac{\text { Hot Scores }}{\text { By Kevin McCabe }}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ARTST TITE LABELS | TW | LW | 2 w | 3W |  |  | $\begin{aligned} & \text { NUNEN } \\ & \hline 12 \end{aligned}$ | $\begin{aligned} & 18-24 \\ & \hline \end{aligned}$ | $25-34$ |  |  |  | west |  |
| HF 3 DOORS DOWN Kryptonite (Republic/Universal) | 3.99 | 3.79 | 3.79 | 3.89 | 45.0 | 7.0 | 4:19 | 4.01 | 3.75 | 3.90 | 4.17 | 3.96 | 3.98 | Re- |
| EMINEM The Real Slim Shady (Aftermath/nterscope) | 3.84 | 3.92 | 3.96 | 4.08 | 84.0 | 25.7 | 4.09 | 3.95 | 3.27 | . 3.73 | 3.75 | 3.92 | 3.96 | sal) clirnbs to No. 1 - proving itself to |
| HP) JAY-Z Big Pimpin' (Roc-A-FellaIDJMG) | 3.78 | 3.92 | 3.84 | 3.92 | 64.6 | 14.8 | 3.86 | 3.84 | 3.36 | 3.75 | 3.83 | 3.82 | 3.70 | huge a hit al Pop as it has been |
| HR DR. DRE The Next Episode (Aftermath/nterscope) | 3.77 | - | - | - | 56.2 | 10.4 | 3.87 | 3.83 | 3.29 | 3.49 | 3.83 | 3.70 | 3.96 | at Active Rock. Rock and Alternative. Callout Anmerica's three demo break- |
| NELLY Country Grammar (Fo' Reelluniversal) | 3.74 | 3.90 | - | - | 45.5 | 9.2 | 4.14 | 3.60 | 3.06 | 3.66 | 3.74 | 3.79 | 3.75 | men 18-24 and wom- |
| NINE DAYS Absolutely (Story Of A Girl) (550 Musia/Epic) | 3.71 | 3.60 | 3.52 | - | 70.7 | 13.3 | 3.93 | 3.50 | 3.67 | 3.86 | 3.68 | 3.64 | 3.62 | en 25-34 - all rate "Kryptonite" with strong likes and favorites. CHR/Pop air- |
| VERTICAL HDRIZON Everything You Want (RCA) | 3.71 | 3.63 | 3.72 | 3.66 | 82.8 | 24.0 | 3.85 | 3.68 | 3.59 | 3.72 | 3.74 | 3.73 | 3.67 | $y$ is picking up as Mediabase detects |
| 'N SYNC It's Gonna Be Me (Jive) | 3.68 | 3.82 | 3.81 | 3.68 | 88.4 | 26.2 | 4.03 | 3.65 | 3.27 | 3.60 | 3.66 | 3.69 | 3.78 | 50 plays at WYOY/Jackson. MS: 40 plays at WZEE/Madison. WI: and 34 |
| CREED Higher (Wind-up) | 3.66 | 3.65 | 3.69 | 3.74 | 85.2 | 23.7 | 3.67 | 3.75 | 3.54 | 3.72 | 3.67 | 3.56 | 3.69 | plays al KRUF/Shreveporr. L.A. |
| AALIYAH Try Again (BlackGround) | 3.63 | 3.60 | 3.58 | 3.78 | 77.7 | 23.7 | 3.79 | 3.57 | 3.42 | 3.58 | 3.62 | 3.55 | 3.76 | One of the highlights of the recent R\&R Convention was the presentation |
| FAITH HILL Breathe (Warner Bros.) | 3.60 | 3.47 | . 3.68 | 3.64 | 86.9 | 33.4 | 3.33 | 3.73 | 3.77 | 3.48 | 3.69 | 3.45 | 3.80 | of an in-depth research study on todia's |
| JDE I Wanna Know (Jive) | 3.60 | 3.54 | 3.68 | 3.69 | 73.4 | 20.8 | 3.83 | 3.54 | 3.30 | 3.41 | 3.77 | 3.49 | 3.71 | 12-24-year-olds. conducted by Edison Media Rescarch President Iarry Rosin. |
| MATCHBOX TWENTY Bent (Lava/Atlantic) | 3.58 | 3.59 | 3.44 | 3.51 | 70.0 | 16.2 | 3.40 | 3.60 | 3.78 | 3.43 | 3.71 | 3.62 | 3.55 | The study looked at media. Internet and |
| PINK There You Go (Laface/Arista) | 3.57 | 3.69 | 3.78 | 3.75 | 77.0 | 25.2 | 3.81 | 3.51 | 3.21 | 3.71 | 3.58 | 3.49 | 3.52 | entertamment usage by this very important segment of the U.S. population. |
| SISOD Thong Song (Dragondef Soullo.MMG) | 3.57 | 3.62 | 3.74 | 3.81 | 84.7 | 39.2 | 3.94 | 3.59 | 2.99 | 3.55 | 3.65 | 3.54 | 3.55 | Needless to say, hip-hop music is the |
| H\& DMX Party Up (Up In Here) (Ruff Ryders/IDJMG) | 3.56 | 3.58 | 3.61 | 3.72 | 69.7 | 20.1 | 3.78 | 3.67 | 2.82 | 3.65 | 3.41 | 3.68 | 3.53 | young adults listening to the radio. Fu- |
| SAvaGE GARDEN Crash And Burn (Columbia) | 3.47 | 3.46 | 3.49 | 3.57 | 66.1 | 14.5 | 3.51 | 3.47 | 3.41 | 3.27 | 3.46 | 3.57 | 3.54 | e columns and special issues of R\&R |
| DESTINY'S CHILD Say My Name (Columbia) | 3.45 | 3.52 | 3.57 | 3.65 | 88.9 | 40.2 | 3.74 | 3.45 | 3.07 | 3.33 | 3.56 | 3.26 | 3.66 | will examine the results of the study in detail. |
| WESTLIFE Swear it Again (Arista) | 3.45 | 3.45 | 3.53 | 3.45 | 65.9 | 20.1 | 3.59 | 3.38 | 3.35 | 3.45 | 3.29 | 3.40 | 3.63 | Callout America has fairly consis- |
| b8mak Back Here (Hollywood) | 3.43 | 3.42 | 3.45 | 3.37 | 58.1 | 12.8 | 3.46 | 3.53 | 3.28 | 3.29 | 3.56 | 3.36 | 3.52 | recent Edison study as many hip-hop |
| GDD G00 DOLLS Broadway (Warner Bros.) | 3.42 | 3.43 | 3.34 | 3.43 | 62.0 | 17.9 | 3.31 | 3.44 | 3.57 | 3.27 | 3.40 | 3.49 | 3.52 | songs have risen to the top on the strength of their appeal in those demos. |
| MANDY MOORE I Wanna Be With You (550 Music/Epic) | 3.42 | - | - | - | 63.0 | 17.2 | 3.65 | 3.30 | 3.17 | 3.41 | 3.61 | 3.22 | 3.47 | This week three hip-hop titles each re- |
| BRITNEY SPEARS Oops! .. I Did It... (Jive) | 3.39 | 3.46 | 3.38 | 3.36 | 93.9 | 38.5 | 3.53 | 3.39 | 3.23 | 3.49 | 3.28 | 3.32 | 3.47 | ceive the Hit Potential tag because they have yel to chart in the top 25 on R\&R's |
| backstreet boys The One (Jive) | 3.36 | 3.37 | 3.58 | 3.32 | 73.8 | 24.7 | 3.48 | 3.23 | 3.34 | 3.49 | 3.39 | 3.59 | 2.99 | Pop chart. "Big Pimpin" by Jay-Z |
| SANTANA I/PRODUCT GasB Maria Maria (Arista) | 3.36 | 3.24 | 3.37 | 3.48 | 90.6 | 44.1 | 3.18 | 3.35 | 3.60 | 3.37 | 3.66 | 3.10 | 3.29 | (Roc-A-Fella/II).IMG) ranks No. 3 overall with a 3.78. "The Next Episode" |
| VITAMIN C Graduation (Friends Forever) (Elektra/EEG) | 3.35 | 3.50 | 3.47 | 3.43 | 80.6 | 29.1 | 3.62 | 3.16 | 3.17 | 3.25 | 3.29 | 3.40 | 3.47 | Dr. Dre (Aftermath/Interscupe) de- |
| EwRIOUE IGLESLAS Be With You (Interscope) | 3.28 | 3.39 | 3.61 | 3.28 | 81.6 | 31.0 | 3.19 | 3.29 | 3.39 | 3.30 | 3.21 | 3.17 | 3.43 | buts at No. 4 with a 3.77 tolal score. "Country Grammar" by Nelly (Fo' |
| ChPistima aguilera I Tum To you (RCA) | 3.26 | 3.34 | 3.56 | 3.38 | 76.0 | 30.5 | 3.42 | 3.20 | 3.08 | 3.04 | 3.45 | 3.28 | 3.29 | e/Universal) rounds ont the top five |
| macy gray Ity (Epic) | 3.20 | 3.25 | 3.17 | 3.25 | 88.1 | 39.7 | 3.02 | 3.17 | 3.43 | 3.11 | 3.32 | 3.18 | 3.18 | verall with a 3.74. The appeal of each ong is the cank amoing female teens |
| alice Deejay Better Off Alone (Republic Universal) | 3.19 | 3.15 | 3.21 | 3.25 | 60.5 | 22.8 | 3.17 | 3.21 | 3.20 | 3.23 | 3.03 | 3.15 | 3.34 | and women 18-24. |

 respondents who recognized the song. Totel bum represents the number of respondents who said they are tired of hearing the song. Songs must reach $40 \%$ tamiliarity before they appear in print. HE Potontbe (HP) represents songs that have yet to chart in the top 25 on R\&FS 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: EASF: Baltimore, Boston, Long Island, New York, Philadelphia, Pittsburgh, Providence, Washington, DC. SOUTH: Atlanta, Dallas, Houston, Miami, San Antonio, Tampa. M1OWEST: Chicago, Cincinnati, Cleveland, Columbus, Detroit, Kansas City, Milwaukee, Minneapolis, St. Louis. WEST: Los Angeles, Phoenix, Portland, Sacramento, San Diego, San Francisco, Seatte. © 20:00, R\&A Inc.


|  | arnss tile laselis) | \%own | M ${ }^{\text {n }}$ | wramssons |  | Torustumus | Most Added. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 'N SYNC It's Gonna Be Me (Jive) | 9480 | +176 | 1008322 | 10 | 172/0 | AmTST TTLE Lestls | a00s |
| (2) | MATCHBOX TWENTY Bent (Lava/Atlantic) | 8390 | +543 | 805273 | 11 | 167/0 | EVERCLEAR Wonderiul (Capoitol) | 12 |
| 23 | BRITNEY SPEARS Oopst ...I Did It Again (Jive) | 8363 | -598 | 813255 | 12 | 172/0 | macy Gray why Didn't You Call Me (Epic) | 69 |
| (4) | PINK There You Go (LaFace/Arista) | 8280 | +577 | 965766 | 17 | 156/1 | Jon secada Stop (550 Musicfepic) | 26 |
| 5 | CREED Higher (Wind-up) | 8199 | +7 | 877000 | 23 | 163/0 | SHAGGY Dance \& Shout (MCA) | 5 |
| $4{ }^{6}$ | VERTICAL HORIZON Everything You Want (RCA) | 7867 | -273 | 876405 | 29 | 165/0 | no Authority Can I Get Your Number (Mave | 23 |
| (7) | AALIYAH Ty Again (BlackGround) | 6749 | +641 | 783904 | 10 | 155/5 | DESTINY'S CHILD Jumpin, Jumpin (Columbia) | 22 |
| 78 | ENRIQUE IGLESIAS Be With You (interscope) | 6634 | -782 | 639066 | 17 | 167/0 | sonioue Sky (Farmclub/Republic/universal) | 20 |
| 9 | JOE I Wanna Know (Jive) | 6577 | +634 | 652656 | 10 | 161/1 | JaNET Doesn't Really Matter (Def Soulidumg) | 19 |
| (1) | NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic) | 6367 | +657 | 740628 | 9 | 164/2 | OEBELAH MORGAN Dance With Me (DAS/Atlantic) | 17 |
| 10 | BACKSTREET BOYS The One (Jive) | 5921 | -127 | 559763 | 9 | 169/0 | DON PHiLIP You Make Me Love You....More (Jive) | 13 |
| $8 \quad 12$ | MaCY Gray I Ty (Epic) | 5906 | -763 | 591673 | 23 | 162/0 | DON MILP You Mane Me Love You.... |  |
| (13) | BBMAK Back Here (Hollywood) | 5476 | +296 | 531084 | 12 | 169/1 |  |  |
| $15 \quad 14$ | G00 G00 DOLLS Broadway (Warner Bros.) | 4867 | -275 | 442602 | 13 | 148/0 |  |  |
| (5) | MANDY MOORE I Wanna Be With You (550 Music/Epic) | 4811 | +278 | 499470 | 11 | 165/3 |  |  |
| (1) | JESSICA SIMPSON I Think I'm In Love With You (Columbia) | 4792 | +949 | 467343 | 5 | 165/6 |  |  |
| 13 17 | CHRISTINA AGUILERA I Turn to You (RCA) | 4668 | -880 | 459171 | 13 | 159/0 |  |  |
| $17 \quad 18$ | EMINEM The Real Slim Shady (Attermath/interscope) | 4655 | -50 | 584638 | 8 | 139/0 |  |  |
| $16 \quad 19$ | SISQO Thong Song (Dragon/Det Soul/IDMM) | 4329 | . 790 | 480022 | 15 | 149/0 |  |  |
| $19 \quad 20$ | DESTINY'S CHILD Say My Name (Columbia) | 3852 | -430 | 420045 | 22 | 131/0 | Most Mncreased |  |
| (2) | SPLENDER I Think God Can Explain (C2/Columbia) | 3690 | +202 | 313188 | 16 | 132/1 |  |  |
| 21.22 | WESTLIFE Swear It Again (Arista) | 3590 | . 12 | 330365 | 19 | 142/3 | Plays |  |
| 23) | TONI BRAXTON He Wasn't Man Enough (Laface/Arista) | 3050 | +474 | 430628 | 9 | 107/9 |  |  |
| (2) | SISTER HAZEL Change Your Mind (Universal) | 2876 | +322 | 229235 | 6 | 123/1 | afRSt time |  |
| Braeker ${ }^{(25}$ | STING Desert Rose (A\&M/interscope) | 2569 | +416 | 298430 | 7 | 133/4 | JESSICA SIMPSON IThink I'm In Love... (Columbia) |  |
| (20) | DESTINY'S CHILD Jumpin, Jumpin (Columbia) | 2487 | +671 | 273041 | 4 | 104/22 | Janet Doesn't Really Matter (Def SoulidjMG) | 721 |
| (27) | W. HOUSTON \& E. IGLESIAS Could I Have This Kiss... (Arista) | 2483 | +135 | 256320 | 6 | 137/3 | 3 DOORS DOWN Kryplonite (Republic/Universal) | +712 |
| (28) | SOULDECISION Faded (MCA) | 2332 | +488 | 186949 | 3 | 132/9 | DESTINY'S CHILD Jumpin, Jumpin (Columbia) | +671 |
| 23.29 | SAVAGE GARDEN Crash And Buri (Columbia) | 2322 | -574 | 299654 | 15 | 122/0 | NINE DAYS Absolutely (Story...) (550 Music/Epic) |  |
| $25 \quad 30$ | ALICE DEEJAY Better Off Alone (Republic/Universal) | 2193 | -465 | 386322 | 17 | 112/0 | AaliYaH Ty Again (BlackGround) | +641 |
| (3) | lara fabian I Will Love Again (Columbia) | 2134 | +385 | 281950 | 5 | 118/9 | JoE I Wanna Know (Jive) | +634 |
| (32) | BON JOVI It's My Life (ISland/IDJMG) | 1827 | +355 | 198142 | 6 | 99/6 | PINK There You Go (Laface/Arista) | +577 |
| (3) | 3 DOORS DOWN Kryptonite (Republic/Universal) | 1796 | +712 | 137646 | 2 | 108/6 | SHAGGY Dance \& Shout (MCA) | +568 |
| (3) | Janet Doesn't Really Matter (Def Souvidumg) | 1748 | +721 | 214701 | 3 | 106/19 | MATCHBOX TWENTY Bent (Lava/Atlantic) | +543 |
| $28 \quad 35$ | RED HOT CHILI PEPPERS Otherside (Warner Bros.) | 1723 | -686 | 181897 | 17 | 95/0 |  |  |
| 36 | OMX Party Up (Up In Here) (Ruff Ryders/IDJMG) | 1604 | +70 | 179863 | 7 | 70/1 |  |  |
| (3) | NO DOUBT Simple Kind Of Life (Interscope) | 1438 | +144 | 118525 | 4 | 91/10 |  |  |
| $34 \quad 38$ | marc anthony you Sang To Me (Columbia) | 1325 | -230 | 145663 | 19 | 102/0 |  |  |
| $24 \quad 39$ | VITAMIN C Graduation (Friends Forever) (ElektraEEG) | 1280 | -1441 | 143303 | 15 | 115/0 |  |  |
| (10) | BRIAN MCKNIGHT 6,8,12 (Motown/Universal) | 1263 | +174 | 118834 | 4 | 74/5 |  |  |
| 36 | EN VOGUE Riddle (EastWesteEG) | 1050 | -435 | 151427 | 11 | 65/0 |  |  |
| (2) | JuY-Z Big Pimpin' (Roc-A-Fella/IDMM) | 1010 | +175 | 115632 | 2 | $54 / 7$ |  |  |
| Debut) (3) | ShagGy Dance \& Shout (MCA) | 980 | +568 | 141647 | 1 | 88/25 | Breakers. |  |
| (4) | LFO West Side Story (Arista) | 868 | +156 | 61710 | 2 | 59/2 |  |  |
| 50 | HANSON If Only (Island/IDMM) | 836 | +203 | 88309 | 2 | 54/4 |  |  |
| Debut) 16 | NIMA GORDON Tonight And The Rest Of My... (Warner Bros.) | 811 | +219 | 75883 | 1 | 65/4 | STNG |  |
| (4) | INNOSENSE Say No More (RCA) | 783 | +79 | 79155 | 2 | 69/1 | Desert Rose (A\&M/nterscope) <br> total playsmacrease total stationsiados |  |
| (18) | BLAQue 808 (Track Masters/Columbia) | 771 | +64 | 60132 | 8 | 8/0 |  |  |
| Debut (4) | Take 5 Shake It Off (ElektraEEG) | 735 | +116 | 61038 | 1 | 68/3 | 2569/416 133/4 | 25 |
| Debut (50 | Santana feverlast put Your Lights On (Arista) | 673 | +43 | 46877 | 1 | 53/0 |  |  |
|  | 173 CHR/Pop reponters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the ainplay week of Sunday $6 / 18$-Saturday 624 . Bullets appear on songs gaining plays or remaining flat from previous week. 11 two songs are tied in lotal plays, the song being played on more stations is placed first. Breaker status is assigned tosongs reaching 2500 plays or more for the lirst time. Songs betow No. 20 are moved to recurent atter 20 weeks. Gross Impressions equals Average Ouarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copynght 2000, The Arbitron Company). © 2000. R\&R Inc. |  |  |  |  |  | Mout Added te the lotel mumber of new adde officiefly reported to Rat <br>  <br>  |  |



## Now \& Active

Meveli's Over Now (Porraitc2 Columbia) Total Plays: 663. Total Stations: 54, Adds: 7

TIM JAMES I'l Be Your Secret (C2Columbia) Total Plays: 595, Total Stations: 56, Adds: 3

KINA Girl From The Gutter (Dream Works) Total Plays: 577, Total Stations: 63, Adds: 8
D.CRUI Will Be Waiting (Elektra/EEG)

Total Plays: 547, Total Stations: 50, Adds: 3
BOYZ H GIRLZ UNITED Messed... (Edel America)
Total Plays: 483. Total Stations: 35, Adds: 4
EvERCLEAR Wonderful (Capitol)
Total Plays: 459. Total Stations: 115, Adds: 112
HoKUHow Do IFeel (Geffen/Interscope)
Total Plays: 440, Total Stations: 47, Adds: 5
MEXTWitey (Arista)
Total Plays: 393, Total Stations: 30, Adds: 7

SOMIQUESky (Farmclub/Republic/Universal) Total Plays: 356 , Total Stations: 51, Adds: 20

NO AUTHORITY Can I Get Your Number (Maverick) Total Plays: 346, Total Stations: 66, Adds: 23

DEBELAH MORGAN Dance With Me (DAS/Atlantic) Total Plays: 329, Total Stations: 56, Adds: 17

NELLY Country Grammar (Fo'ReelUniversal) Total Plays: 318, Total Stations:22. Adds: 4

DON PHILIP You Make Me Love You....More (Jive)
Total Plays: 246, Total Stations: 41, Adds: 13
nobody's AMgEL I Can't Help Myself (Hollywood) Total Plays: 209, Total Stations: 26, Adds: 4

ELWOOOSundown (PalmLondon)
Total Plays: 196, Total Stations: 22, Adds: 6
macy gray Why Didn't You Call Me (Epic) Total Plays: 180, Total Stations: 90, Adds: 89

Sengs ranked by total plays

## R\&R And Lawman Promotion's First Annual Rhythmic Jam



R\&R and Lawman Promotion's first annual Rhythmic Jam was a success. Convention-goers went crazy enjoying the free food and cocktails. Pictured here are (l-r) Lawman's Jim Burgin, Dan Posner, Gary Spangler, Desiree Ornelas, R\&R CEO Erica Farber, Lawman's Greg Lawley, R\&R Dir./Charts \& Formats Kevin McCabe, CHR Editor Tony Novia, our new CHR CoAsst. Editor Gloria Guzman, and CHR Asst. Editor Renee' Bell.


Lawman Promotion's Greg Lawley has got his eye on this lovely young lady, not to mention his arm, his cheek.... They don't call him "Daddy" for nothing! Here's Lawley with Virgin recording artist Crystal.


Lazie Bone from Bone Thugs-N-Harmony stopped by the Century Plaza Hotel to check out the Rhythmic Jam. Pictured here are (l-r) Lawman Promotion's Greg Lawley, Koch's Nat'l Dir./Rhythm Crossover Promotion Dee Sonaram, Layzie of Mo Thugs Family and Lawman's Dan Posner.


Here's KYLD/San Francisco APD/MD Jazzy Jim at the turntables entertaining the Rhythmic Jam attendees by the pool at the Century Plaza Hotel.


If you missed this party, you missed a chance to hang out with BlackGround recording artist Aaliyah. She stopped by the Rhythmic Jam to chill out and get her groove on. Pictured here are (l-r) Lawman's Dan Posner and Greg Lawley, Aaliyah and Lawman's Gary Spangler and Desiree Ornelas.

June 30, 2000

## Most Played Recurrents

SONIQUE it Feels So Good (Farmclub/Republic/Universal)
SANTANA F/PRODUCT G\&B Maria Maria (Arista) 'N SYNC Bye Bye Bye (Jive)

FAITH HILL Breathe (Warner Bros.)
THIRD EYE BLIND Never Let You Go (Elehtra/EEG)
SANTANA F/ROB THOMAS Smooth (Arista)
BLAQUE Bring It All To Me (Track Masters/Columbia)
marc anthony I Need To Know (Columbia)
Christima aguilera what a Girl Wants (RCA)
LONESTAR Amazed (BNA)
TRAIN Meet Virginia (Aware/Columbia)
SAVAGE GARDEN I Knew I Loved You (Columbia)
SMASH MOUTH All Star (Interscope)
SUGAR RAY Someday (Lava/Atlantic)
CHRISTINA AGUILERA Genie In A Bottle (RCA)
ILC Unpretty (LaFace/Arista)
JENNIFER LOPEZ If You Had My Love (Work/Epic)
CELINE DION That's The Way It Is ( 550 Music/Epic)
bRIAN MCKMIGHT Back At One (Motown/Universal) G00 G00 DOLLS Slide (Warner Bros.)

## CHR/POP <br> Coing For Adels $7 / 300$

DR. DRE The Next Episode (Aftermath/Interscope)
SHagGY Dance \& Shout (MCA)
WAMDUE PROJECT King Of My Castle (Republic/Universal)


Will all industry fodk please report to the nearest bar for a music meeting? Pictured are (l-r): WNOU/Indianapolis PD Scrap Jackson, JMÁs Rick Cooper, KZON/Phoenix PD Chris Ebbot, JMA's John Kilgo, WNOU MD Jana, IDJMG's Danny Cooper and Mike Eastertin; R\&R's Tony Novia, and IDJMG's Ken Lane.

TUNED-IN

## CHR/POP

## WYYB/Daytona Beach

## 3 am

eackstaeet bors as Long As You Love Me veatical horizon Everything You Want JEWEL Who Will Save Your Soul JOE I Wanna Know
EIFFEL 65 Biue ( $D a \operatorname{Ba}$ Dee)
mamoY moore I Wanna Be With You BRAMOV \& MONICA The Boy Is Mine ENRIOUE IGLESLAS Be With You FAITH HILL This Kiss
DESTINY'S CHILO Say My Name GAEEN OAY Time Of Your Life (Good...) EMIMEW The Real Slim Shady CREED Higher
SAMTANA IEVERLAST Put Your Lights On NINE OAYS Absolutely (Story Of A Girl)

## 11am

SMASH MOUTH AII Star BRITMEY SPEARS Oops! .. I Did It Again melissa etherioge I'm The Oniy One LONESTAR Amazed
oestiny's Chilo Say My Name
AEROSMITH I Don't Want To Miss A Thing
LEANW RIMES I Need You
COLLECTIVE SOUL December
macy orarity
blaque Bring It All To Me
CHERBelieve
EIFFEL 65 Blue (Da Ba Dee)

## 4 pm

RICKY MARTN Livin' La Vida Loca MATCHBOX TWENTY Bent
CELINE OION That's The Way It is PINK There You Go
sucar Rar Someday
THIRD EYE BLIND Never Let You Go
ALICE OEELAY Better Off Alone
veatical horizon Everthing You Want TLC Unpretty
SHAWW MULLANS Lullaby
DESTWY'S CHIL Say My Name LOU eEGA Mambo No. 5 (A Little Bit Of...)

## $8 p m$

'W SYAC Bye Bye Bye
CAEEO Higher
ALCNIS MORISSETIE You Oughta Know
MABC ANTHOWY I Need To Know
G00 GOO OOLLS Broadway
sixpence none the richer there She Goes
SANTAMA F/EVERLAST Put Your Lights On
TONE-LOC Funky Cold Medina
INI Kamoze Here Comes The Hotstepper
SOULOECISIONFaded
macy grayity
BRLAM mсxwIcht Back At One
Backstreet mors the One

RAR/MEDIABASE 24/7

## Tilitim WhVW/Nashville $3 a m$

HINE OAYS Absolutely (Story Of A Girf)
MEXT Too Close
JESSICA SIMPSONI Think I'm In Love With You
BLESSIO UNION OF SOULSI Wanna Be There
3 000RS 00Ww Kryptonite
mact grayity
aEROSMITH Cryin
MATCHBOX TWENTYBENt
FAITH HILL Breath
blues traveler hook
JOEI Wanna Know
GOO GOO OOLLS It's Over Now
MEVE It's Over Now
PINK There You Go

## $11 a m$

VERTICAL HORIZOW Everything You Want 'W SYWC Bye Bye Bye Splemoer I Think God Can Explain
MATCHBOX 20 Real World BRITMEY SPEARS OOps! .. IDid It Again G00 $\mathbf{G 0 0} 00 \mathrm{LLS}$ Iris backstaeet bors The One
LEN Steal My Sunshine
mact GrayI ty
FASTBALL The Way
Shaggy Dance \& Shout
ROBYW Show Me Love
LENAY KRAVITZ Ay Away

## 4 pm

TLC Creep
splewder I Think God Can Explain
BLINK-182 All The Small Things
w SYuC It's Gonna Be Me
BALIN MCKNIGHTAnytime
VERTICAL HORIZON Everything You Want
manoy moore I Wanna Be With You GIW BLOSSOMS Hey Jealousy
BOW JOVIIt's My Lite
RED HOT CHIL PEPPERS Scar Tissue
JOE I Wanna Know
SMASH MOUTHAII Star

## $8 \%$

PIWK There You Go
BackstaEET BOVS The One
matchbox Twewtrbent
'W SYAC It's Gonna Be Me
WESTLIFE Swear It Again
MLIVAH Ty Again
JESSICA SIMPSOWI Think I'm In Love With You
EmMem The Real Slim Shady
mANOY MOOREI Wanna Be With You
THIRD EVE BLIND Never Let You Go
WEVE It's Over Now
s8max Back Here
mailaHcarey Aways Be My Baby

Stattous and itulr ands listod alpinetrotically by mextot



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

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 1 | EMINEM The Real Slim Shady (Aftermath/lnterscope) | 3727 | -163 | 543600 | 10 | 66/0 |
| 2 | JAY-2 Big Pimpin' (Roc-A-Fella/IDJMG) | 3269 | +123 | 500800 | 12 | 64/0 |
| 23 | AALIYAH Try Again (BlackGround) | 3257 | -123 | 480324 | 17 | 65/0 |
| 4 4 | JOE I Wanna Know (Jive) | 2961 | -108 | 425250 | 24 | 64/0 |
| 5 | DESTINY'S CHILD Jumpin, Jumpin (Columbia) | 2810 | +20 | 314219 | 16 | 53/0 |
| 6 | DR. DRE The Next Episode (Aftermath/interscope) | 2514 | +195 | 430528 | 9 | 60/2 |
| 7 | NEXT Witey (Arista) | 2311 | +41 | 300501 | 7. | 58/0 |
| 98 | DMXX Party Up (Up in Here) (Ruff Ryders/IDJMG) | 2209 | -10 | 285112 | 19 | 61/0 |
| 10 9 | NELLY Country Grammar (Fo' ReelUniversal) | 2204 | +249 | 292806 | 13 | 58/2 |
| 10 | SISOO Thong Song (Dragon/Def SoullidJMG) | 2196 | -338 | 289165 | 22 | 65/0 |
| 12 (11) | 'N SYNC It's Gonna Be Me (Jive) | 1969 | +262 | 233405 | 7 | 41/1 |
| 13 (12) | DA BRAT What'chu Like (So So Def/Columbia) | 1844 | +175 | 348491 | 8 | 50/2 |
| 13 | BRITNEY SPEARS Oops!...I Did It Again (Jive) | 1702 | -212 | 176729 | 11 | 40/0 |
| 16 (14) | JANET Doesn't Really Matter (Def SoulliDJMG) | 1656 | +338 | 237579 | 5 | 51/2 |
| 14 | PINK There You Go (LaFace/Arista) | 1493 | -171 | 279788 | 23 | 44/0 |
| 17 (16) | JAGGED EDGE Let's Get Married (So So Det/Columbia) | 1364 | +86 | 218127 | 9 | 43/2 |
| 18 | AVANT Separated (Magic JohnsonMCA) | 1297 | +142 | 196012 | 5 | 43/1 |
| $15 \quad 18$ | TONI BRAXTON He Wasn't Man Enough (LaFace/Arista) | 1236 | -209 | 233554 | 17 | 45/0 |
| Eramker (19) | PINK Most Girls (LaFace/Arista) | 1146 | +233 | 136729 | 3 | 43/6 |
| Eramer 20 | IDEAL Whatever (NoontimeNirgin) | 1072 | +176 | 148898 | 5 | 42/2 |
| $23 \quad 21$ | 504 BOYZ Wobble, Wobble (No LimitPriority) | 1045 | +39 | 189717 | 11 | 40/3 |
| Eranker (22) | KURUPT Who Ride Wit Us (Antra/Artemis) | 1002 | +123 | 137705 | 7 | 38/2 |
| $20 \quad 23$ | CHRISTINA AGUILERA I Tum To Yqu (RCA) | 939 | -120 | 93563 | 13 | 33/0 |
| $21 \quad 24$ | CARL THOMAS I Wish (Bad Boy/Arista) | 938 | -89 | 166495 | 12 | 39/0 |
| $31 \quad 25$ | LUCY PEARL Dance Tonight (OverbrookPookie/Beyond) | 915 | +155 | 209073 | 6 | 34/5 |
| 36 | SISOO Incomplete (Dragon/Def Soul/IDJMG) | 899 | +309 | 137203 | 2 | 47/2 |
| $22 \quad 27$ | MYA F/JADAKISS Best Of Me (University/Interscope) | 883 | -124 | 155312 | 13 | 37/0 |
| ${ }^{24} \quad 28$ | NU FLAVOR 3 Little Words (Reprise) | 881 | -111 | 100856 | 14 | 30/0 |
| 29 | ENRIQUE IGLESIAS Be With You (Interscope) | 798 | -175 | 112403 | 16 | 25/0 |
| $28 \quad 30$ | BRIAN MCKNIGHT 6,8,12 (Motown/Universal) | 797 | -94 | 105580 | 8 | 41/0 |
| $30 \quad 31$ | ALICE DEEJAY Better Off Alone (Republic/Universal) | 774 | -34 | 179631 | 17 | 29/0 |
| 40 | RUFF ENDZ No More (Epic) | 749 | +196 | 135454 | 2 | 44/6 |
| 32 | LIL' KIM No Matter What They Say (Queen Bee/Undeas/Atlantic) | 736 | +1 | 120732 | 4 | 42/1 |
| 37 | AALIYAH F/DMX Come Back In One Piece (BlackGround) | 720 | +143 | 102169 | 3 | 28/2 |
| 3935 | BIG TYMERS Get Your Roll On (Cash Money/Universal) | 663 | +96 | 123940 | 5 | 28/0 |
| $35 \quad 36$ | DONELL JONES Where I Wanna Be (Untouchables/LaFace/Arista) | 595 | -7 | 159325 | 8 | 17/0 |
| 44 | SON BY FOUR Purest... (A Puro Dolor) (Sony Discos/Columbia) | 594 | +93 | 110618 | 3 | 24/1 |
| 45 | MADISON AVENUE Don't Call Me Baby (C2/Columbia) | 585 | +105 | 89213 | 2 | 19/4 |
| Debut 39 | KANDI Don't Think I'm Not (So So Def/Columbia) | 567 | +317 | 96089 | 1 | 35/19 |
| 12. 40 | SNOOP DOGG PRESENTS EASTSIDAZ Got Beel (Dogghouse/TVT) | 531 | +10 | 132914 | 6 | 24/1 |
| $34 \quad 41$ | BACKSTREET BOYS The One (Jive) | 526 | -81 | 41956 | 7 | 21/1 |
| Debut (4) | ICE CUBE F/DR. DRE \& MC REN Hello (Lench Mob/Priority) | 524 | +129 | 92940 | 1 | 34/0 |
| $49 \quad 43$ | JESSICA SIMPSON I Think I'm In Love With You (Columbia) | 507 | +82 | 76452 | 2 | 20/3 |
| 38.44 | BLACK ROB Whoa! (Bad Boy/Arista) | 471 | -97 | 63070 | 18 | 33/0 |
| $33 \quad 45$ | BUSTA RHYMES Get Out (Violator/Flipmode/Elektra/EEG) | 461 | -184 | 76704 | 6 | 41/0 |
| $41 \quad 46$ | SAMMIE I Like It (Freeworld/Capitol) | 453 | -75 | 69368 | 13 | 14/0 |
| 43.47 | TQ Daily (ClockWork/Epic) | 440 | -63 | 81137 | 6 | 24/0 |
| Debut 48 | EVE F/JADAKISS Got it All (Ruff Ryders/interscope) | 401 | +90 | 85155 | 1 | 28/5 |
| Debut 49 | COMMON The Light (MCA) | 396 | +214 | 80010 | 1 | 21/3 |
| Debut 50 | EMINEM Stan (Aftermath/interscope) | 392 | +81 | 64040 | 1 | 4/1 |
|  | 66 CHR/Rhythmic reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday $6 / 18$-Saturday $6 / 24$. 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. |  |  |  |  |  |


| armst tite Labels | ADOS |
| :---: | :---: |
| KANDI Don't Think L'm Not (So So Def/Columbia) | 19 |
| DMX What You Want (Ruff Ryders/IDJMG) | 10 |
| SONIOUE Sky (Farmclub/Republic/Universal) | 8 |
| DEBELAH MORGAN Dance With Me (DAS/Atlantic) | ) |
| RUFF END2 No More (Epic) | 6 |
| PINK Most Girls (Laface/Arista) | 6 |
| TONY TOUCH I Wonder Why (He's...) (Tommy Boy) | y) |
| WYCLEF JEAN It Doesn't Matter (Ruffhouse/Colum | mbia) 6 |
| LUCY PEARL Dance Tonight (Overbrook/Pookie/Be | Beyond) 5 |
| EVE F/Jadakiss Got It All (Ruff Ryders/Interscope) | ) |
| SHAGGY Dance \& Shout (MCA) | 5 |
| TONI BRAXTON Just Be A Man About It (Laface/Arisa) | Arista) 5 |
| trima Pull Over (Slip ${ }^{\text {N Slide/Atlantic) }}$ | 5 |
| Most Maressec plays |  |
| aftist tile labeliss | $\begin{gathered} \text { Total } \\ \text { NCLAY } \\ \text { ICREASE } \end{gathered}$ |
| JaNET Doesn't Really Matter (Def Soul/IDJMG) | +338 |
| KANDI Don't Think I'm Not (So So Det/Columbia) | +317 |
| SIS00 Incomplete (Dragon/Def Soul/IDJMG) | +309 |
| SHAGGY Dance \& Shout (MCA) | +292 |
| 'N SYNC It's Gonna Be Me (Jive) | +262 |
| NELLY Country Grammar (Fo' ReelUniversal) | +249 |
| PINK Most Girls (LaFace/Arista) | +233 |
| COMMON The Light (MCA) | +214 |
| RUFF ENDZ No More (Epic) | +196 |
| DR. DRE The Next Episode (Attermath/Interscope) | ) +195 |

## Breakers.

| PINK <br> Most Girls (LaFace/Arista) |  |  |
| :---: | :---: | :---: |
|  |  |  |
| 1146/233 | 43/6 | 19 |
| IDEAL |  |  |
| Whatever (NoontimeNirgin) |  |  |
|  |  |  |
| 1072/176 | 42/2 | 20 |
| KURUPT |  |  |
| Who Ride Wit Us (Antra/Artemis) |  |  |
| total plavsaccease | total satomshios | \%mant |
| 1002/123 | 38/2 | 22 |

[^2]
# DOES YOUR NODEPENDENT OR DOES YOUR NDDEPENDENT 

## Opening Show Date: June 15, 2000 - San Diego, CA @ Coors Amphitheater


 Promotions). Nio Cusinetio Materscope Recordsh. Dave Soliven (Jo-xhtifiol, Entain Onfoin (nterscope Records)

8

$*$


Oan Posicer, Greg Lawhey, XuIBr, Lisa Karsting, Dale Sollven


Den poaner, Gan spangter, SuperSnate (On-Ai-xhrZयio), ce cuse, Greg Lowloy Lize Korting.





[^3]
# UP W SWOKE TOUR 

 StarringDr Dre, Snoop Dogg, Eminem, lce Cube, Xhibit, Warren G, Kurupt, Nate Dogg, Eastsidaz and TQ

##  Z6LZ-999(Slt) :Xe」 766 L -c99 (Stb) ;iol <br> 



# CHYOWS NI dI MOA ANTEE iSSV EnO din axou's MOTE 

|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |


| Mex e Active |  |
| :---: | :---: |
| WARREN G. FJ.D. 8 N. DOGG Havin'... (G-funk Restiess) Total Plays: 381, Total Stations: 27, Adds: 2 | debelah morgan dance With Me (DAS/Atiantic) Total Plays: 195, Total Stations: 19, Adds: 7 |
| W. HOUSTON \& E. IGLESUS Could I Have... (Arista) Total Pays: 363. Tota Sutions: 22. Adds: 0 | macy gray I Try (Epic) Total Plays: 185, Total Stations: 7. Adds: 1 |
| ShagGY Dance \& Shout (MCA) Total Plays. 361, Tota Stations: 15, Adds: 5 | GHOSTFACE KILLAH Cherchez... (Aazor Sharp/Epic) Total Plays: 184, Total Sations: 15. Adds: 1 |
| DEF SOUAD Focus (DreamWorks) Total Pasys: 327, Total Sutions: 14, Ados: 2 | KUMBBA KINGS U Don't Love Me (EMI LatinCapitol) Total Plays: 181. Total Stations: 9, Adds: 0 |
| SAMMIE Crazy Things I Do (FreeworldCapitol) Total Plays: 308. Total Stations: 20. Adds: 3 | SOMIOUE SKy (Farmclub/Republic/Universal) Total Pays: 180. Total Stations: 15, Adds: 8 |
| OR. ORE Xxplosive (Aftermath/Interscope) Total Plays: 306, Total Stations: 6, Adds: 0 | O-CRU I Will Be Wating (ElehtraEEG) Tota Plays: 162. Total Stations: 10. Adds: 0 |
| DmX What You Wart (Rutf Ryders/IDJMG) Total Pays: 304, Total Sutions: 14, Adds: 10 | TAME 5 Shake It Off (ElektraEEG) Total Plass: 148, Total Stations: 13. Adds: 2 |
| THREE 6 MAFA Sippin' On... (Hypnotize MinosLoud) Total Plays: 281, Toal Stations: 9. Adots: 3 | TONY TOUCH I Wonder Why (He's...) (Tommy Boy) Total Plays: 139. Total Stations: 13, Ados: 6 |
| MNDV MOOPE I Wama Be Wín Yau (550 Musiceppic) Total Play: 274, Total Stations: 9. Ados: 2 | KELLY Price As We Lay (Def SoulidJMG) Total Plays: 139, Total Sutions: 9. Ados: 0 |
| santaua Corazon Espinado (Arista) Total Plays: 242, Total Sertions: 17, Ados: 3 | BIG PUMISHER 100\% (Loud) Total Plays: 132, Total Stations: 7, Adds: 4 |
| Songs ranked by total plays |  |

## CHR/Rhythmic Reporters <br> Stations and their adds listed alphabetically by market



## Fif Mix Show Top 30

## (8) June 30, 2000

1 DR. ORE The Next Episode (Aftermath/Interscope)
2 EMINEM The Real Slim Shady (Aftermath/Interscope)
3 DMX Party Up (Up In Here) (Ruff Ryders/IDJMG)
4 MALIYAH Try Again (BlackGround)
5 JAY-Z Big Pimpin' (Roc-A-Fella/IDJMG)
6 NELLY Country Grammar (Universal)
7 DA BRAT What'chu Like (So So Def/Columbia)
8 DESTINY'S CHILD Jumpin' Jumpin' (Columbia)
9 KURUPT Who Ride Wit Us (Antra/Artemis)
10 NEXT Wifey (Arista)
11504 BDYZ Wobble Wobble (No Limit/Priority)
12 alice deejay Better Off Alone (Republia/Universal)
13 SISOO Thong Song (Dragon/Def Soul/IDJMG)
14 BLACK RDB Whoa! (Bad Boy/Arista)
15 JUVENILE Back That Azz Up (Cash Money/Universal)
16 madison avenue Don't Call Me Baby (C2/Columbia)
17 PINK There You Go (LaFace/Arista)
18 MYA F/JADAKISS Best Of Me (University/Interscope)
19 DR. DRE Xplosive (Aftermath/Interscope)
20 DR. DRE F/SNOOP \& DEVON F**k U (Attermath/Interscope)
21 EVE F/JADAKISS Got it All (Ruff Ryders/Interscope)
22. ICE CUBE F/DR. DRE \& MC REN Hello (Priority)

23 JOE I Wanna Know (Jive)
24 LIL' KIM No Matter What They Say (Oueen Bee/Undeas/Atlantic)
25 DR. DRE F/EMINEM Forgot About Dre (Aftermath/interscope)
26 CARL THOMAS I Wish (Bad Boy/Arista)
27 LOX Ryde Or Die. Chick (Ruff Ryders/Interscope)
28 SNOOP PRESENTS EASTSIDAZ Got Beef (Dogghouse/TVT)
29 LUCY PEARL Dance Tonight (OverlookPookie/Beyond)
30 GHOST FACE KILLAH Cherchez Laghost (Razor/Epic)

## Contributing Stations

## kkSS/Albuquerque, MM

 ковт//uusilin. TX kisvBakerstield. CA WBHJ/Birmingham, AL WJMNBoston, MA wввMChitago. It kzFMCorpus Christi, TX kRBV/Dallas-ft Worth. TX KPRR/EI Paso, TXWJFX:FI. Wayne, IN keos/fresno, cA kSEQ/fresno. ca KIII/Honolualu, Hi KBXOHAOsson-Galveston. TX kLuc/as Vegas, hy KPWAROSAngeles, CA KXHTMemphis. TM WPOW/Miami,fl

KOOMM Monterer-Salinas. CA waht New York. My wnvzMortolk, va косн/Omana, NE WPY0/Oriando. FL KCAO/Oxnard-Venturn, CA KKFAPhoenix, Al KXJM,Portiand, on WWIXPProvidence, RI

KBMB/Sacramenio, CA KSFmSacramentioca kifmsan Antonio, ix XHTL/San Diego. CA KMELSan Frantisco. CA KYLO/San Francisco. CA kUBE/Seante-Tacoma, wa wllofampa, fl kOHTTueson, az WPGCNastingyton, OC


She left her fans dangling by a Velvet Rope for a brief spell, but now she's back with a new look, sound and vibe. Janet is co-starring in the upcoming comedy Nutty Professor II: The Klumps, in which she plays Denise Gains, a colleague of Professor Sherman Klump (Eddie Murphy). Her latest release, "Coesn't Really Matter," continues to gain major airplay and climb the charts - not to mention that it's Most Added at Urban, CHR/Pop and Rhythmic. The song is about a woman who tries to convince her man that what others say about the relationship doesn't matter, that what matters is that they love each other. But, as always, somebody else has to put their two cents in. There's always a meddling friend or relative who feels as though they should offer relationship advice, and usually they are unattached... Hmm. Overall the track is simple, but the catchy chorus and breakdown in the middle of the song are what set it off for me. I had to listen to it a couple of times to really feel it, but it grew on me. I guess it's because it was such a different sound for Janet. But because I'm one of her biggest fans, I had to give it another listen.

- Renee Bell

CHR Asst. Editor

## HVDUSTRYTROFTUE.

Pablo Sato
MD - KIKI/Honolulu

Unfortunately. I had a desire to get into the radio business when a local radio station talent search came to my high school. Ever since then I wanted to get into the biz. I started off as an intern, and the radio bug just hit me. A triend hooked me up with the local night jock. I started coming in about twice a week and then, bam! - I started coming in every night. Eventually I wound up doing overnights. Right now I'm doing afternoons from 3 to 4. My plans are just to improve the situation l'm in and maintaining. One day I want to run my own station in a major market

## RER's Year-End Chart Pack...



## Most Played Recurrents

DESTINY'S CHILD Say My Name (Columbia)
DR. DRE F/EMINEM Forgot About Dre (Aftermath/interscope)
SANTANA F/PRODUCT G\&B Maria Maria (Arista)
JUVENILE Back That Thang Up (Cash Money/Universal)
702 Where My Girls At? (Motown/Universal)
'N SYNC Bye Bye Bye (Jive)
BLAQUE Bring It All To Me (Track Masters/Columbia)
SONIOUE It Feels So Good (Farmclub/Republic/Universal)
OL' DIRTY BASTARD Got Your Money (Elektra/EEG)
MISSY "MISDEMEANOR" ELLIOTT Hot Boyz (EastWest/EEG)
CHRISTINA AGUILERA What A Girl Wants (RCA)
BLAQUE 808 (Track Masters/Columbia)
112 Anywhere (Bad Boy/Arista)
bRIAN MCKNIGHT Back At One (Motown/Universal)
JAY-Z F/AMIL AND JA Can I Get A... (Def Jam/IDJMG)
CHRISTINA AGUILERA Genie In A Bottle (RCA)
TLC No Scrubs (LaFace/Arista)
MARIAH CAREY Heartbreaker (Columbia)
DESTINY'S CHILD Bills, Bills, Bills (Columbia)
DESTINY'S CHILD Bug A Boo (Columbia)

## CHR/RHYTHMIC Coing For Adds 715,00

SHAGGY Dance \& Shout (MCA)
WAMDUE PROJECT King Of My Castle (Republic/Universal)

## TUNED-IN

## CHR/RHYTHMIC

## 北或

WNVZ/Nortolk
11am
MOMIFAH Touch It
OR. DRE FFEMMEM Forgot About Dre
BRIAN MCKMIGHT 6, 8,12
OL' DIRTY BASTARD Got Your Money
BRITMEY SPEARS Oops! ... Did It Again
PUFF DADOY I/MASE Can't Nobody Hold Me...
blaque Bring it All To Me
AALIYAH try Again
DA BRATIITYRESE What chu Like
EVE Love Is Blind
JENMIFER LOPEZ If You Had My Love
SAMMIE / Like It
DESTINY'S CHIL D No No No
JAGGED EDGE Let's Get Married

## 4pm

DR. DRE The Next Episode
SALT-N-PEPA ShOOD
BRITNEY SPEARS Oops!... I Did It Again
WHITNEY HOUSTON MY Love Is Your Love
NU FLAVOR 3 Little Words
MASE Feel So Good
AALIYAH Ty Again
OUTKAST Rosa Parks
NEXT Witey
PINK There You Go
EMINEM The Real Slim Shady
DESTINY'S CHILD Bug A BOO
BACKSTREET BOYS The One

## 8pm

PINK There You Go
'N SYNC It's Gonna Be Me
JUVENILE Back That Thang Up
NEXT Wiley
NICOLE Make it Hot
DESTINY'S CHILO Jumpin, Jumpin SANTANA I/PRODUCT G\&B Maria Maria CHRISTINA AGUILERA I TUTI To You DR. DRE F/EMINEM Forgot About Dre JANET Doesn't Really Matter
BRITNEY SPEARS Dops!..I Did It Again W. HOUSTON IE. IGLESIASCould I Have This. G/NUWINE What's So Different

## H0

 106WWKX/Providence 11am

OMX Party Up (Up in Here) CHRISTINA AGUILERA / TUTn To You
EVE Love Is Blind
NEXT Wifey
NOREAGA Superthug
SISQO Thong Song
AVANT Separated
OIGABLE PLANETS Rebirth Of Slick (Cool like...)
JOE I Wanna Know
NELLY Country Grammar
LAURYN HILL Ex-Factor

## 4pm

MARIAH CAREY Heartbreaker'
OA BRAT I/TYRESE What'chu Like
JaY-Z Big Pimpin'
LAURYN HILL Can't Take My Eyes Off You
SOLE' I/GINUWINE It Wasn't Me
BEANIE SIGEL IIEVE Remember Them Days
NEXT Wifey
OMX Party Up (Up in Here)
SISOO Thong Song
SALT-N-PEPA Do You Want Me?
JOE I Wanna Know
504 BOVZ Wobble, Wobble

8pm
beanie siael t/EVE Remember Them Days JAGGED EDGE Let's Get Married
BIG PUNISHER It's So Hard
OR. ORE The Next Episode
AVANTSeparated
MELL Y Country Grammar
NEXT Wifey
EMINEM The Real Slim Shady
ALICE OEEJAY Better Ot Alone DESTWY'S CHIL D Jumpin, Jumpin BIG TYMERS Get Your Roll on 504 BOYZ Wobble. Wobble

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 6/19. © 2000. R\&R inc.




# oclasoul 

///ART OFFICIAL INTELLIGENCE: MOSIAC THUMP


THE SINGLE //FEATURING REDMAN

## GOING FOR ADDS JULY 10 EARLY SPINS AT HOT 97/NY \& KKBT/LA



# II's A Wrap! 

R\&R Industry Achievement Award Winners for Y2K

t's year No. 3 of the R\&R Industry Achievement Awards, and here are the winners for 2000. All of our winners received their trophies two weeks ago at R\&R Convention 2000.Thanks once again for taking the time to fill out your ballots and vote. Our sincere thanks to Miller, Kaplan, Arase \& Co. for their efficiency in tabulating the ballots again this year. Are you ready? OK, here we go!

## Urban

## Station Or The Year: WGCI-FM/Chicago

WGCI-FM/Chicago is on a threeyear roll of winning the R\&R Industry Achievement Award for Urtan Station of the Year. GCl continues at the top of the market's ratings: In the current spring Phase 2 Arbitrend WGCl is still ranked No. I overall with a 6.9 share. WGCI OM/PD Elroy R.C. Snith says. TI want to thank Gox., who's the consultant for this radio station. I also want to thank R\&R and all the people who respect what we do here at WGCI. It's always challenging here. and things sonketimes happen in this building that are shacking. But at the same time. it's a family environment. It's really about this team we have here. Marv and I have just helped to lay the foundation. and the team runs with it from there.
"I just want to give the credit for this award to the team. Why? Because they are prople who are passionate about working at this radio station, especially our jocks, who treat their airshifts as shows, no just litele radio shifts. So the sounds of the radio station come from the hard work of the jocks. And all the people who work behind the scenes. who are rarely acknowledged, deserve credit as well. This is a team effor and a commitment we've made to winning and to this radio station. All I can say is thanks!

## Program Director Of The Year: Helen Little, WUSL-FM/Philadelphia

As a programmer, WUSL.FM (Power 99) OM Helen Little has put her mark on the Philadelphia Urtan radio station. Helen says. "Finst. let ne say
that I am really sorry I had to miss this year's R\&R Convention. We had a big promotion event I had to attend. But I was totally surprised and very excited when I got the news. It really means a lot to ine to win an award from R\&R because it's such a highly respected publication. All I can say is that being recognized by your peers is always greal. Thanks."

## Music Director Of The Year: Angela Harris, <br> WQUE/New Orleans

Angela Harris is the 2000 Urban MDof the Year. "Uptown Angela." as she's known down in New Orlcans, is truly deserving of this award. Angela started her career right there in her hometown at 'QUE, and she's showing what can happen with the popularity of a hometown girl.

## Personality Of The Year: Wendy Williams, <br> WUSL-FM/Philadelphia

Wendy Williams has done it again. This makes back-to-back wins for the Power 99 moming personality. Wendy is well-known in the city and continues to get ratings results as well as remaining popular with her industry peen.

## Platinum Label Of The Year: Arista Records

For the third consecutive ycar Arista has been voted the Urban Platinum Label of the Year. Aristacontinues to ride high with its powerful stable of hitmaking artists, such as veteran Whitncy Houston, Puff Daddy. TLC and now Cart Thomas. The Arista promotional staff continues to show its professionalism while getting great results.


## Gold Label Or The Year: Priority

Prionity Records is this year's descrving recipient of the R\&R Gold Label of the Year Industry Achievement Award.

## Promotion Executive Of The Year: <br> Larry Khan, Jive

This nakes two consecutive years that Larry Khan has won Promotion Executive of the Year. In 1999 he won for Urban AC, and this year he wins for Urban. Khan tells me. "It's very hearwarming to know that this award isn't just something someone dreaned up. It's nice to know that my peers really do care about me and respect me in this industry and that they voted for me to get this award. That makes this award all that much more meaningful. Knowing that there are real ballots and that people really voted makes it special.
"I really want to thank my staff. because I couldn't do it without them. Plus. I'd really like to thank my three mentors, Varmell Johnson. Barry Weiss and the infanous Joey Bonner."

## Urban Ac

## Station Of The Year: WDAS-FM/Philadelphia

For the past two ycars WDAS-FM has been the recipient of the Urhan AC Station of the Year, and once again the station has made a ckean sweep of the R\&R Industry Achicvement Awards in the programming. music and station categories. The only category it didn't tuke this year was Urban AC Perwnolity.

- DAS continues its love affair with the people of the City of Brotherly Love. It's kind of like the words Frankie Crocker used when he was on the radio every day back on WBLS/New York. We 'll adapt it for WDAS: "This is WDAS on your radio, or your radio isn't really on!" I think that says it all when you're speaking of WDAS in Philadelphia.

> Program Director Of The Year:
> Joe "Butterball" Tamburro,
WDAS/Philadelphia WDAS/Philadelphia

"Three-peat!" is the chant from the excited crowd. and. sure enough. Joe "Butterball" Tamburro has been voted
in as Urban AC Program Director of the Year for the third time. Obvionsly. there are oher excellent Urthan AC stations and PDs in this country, but Tamburro seems to have chemistry with the people who do the voling.
Joe. as he's always been. is humbled by the news of his win. "Winning this award one time was very flattering and exciting. To win it two years in a row was like, wow! I was speechless. Then to know that a panel of your peers did the voting is really incredible. Now to win a third time - 1 am just speechless at this honor. On behalf of the entire staff here at WDAS-FM. we are all most grateful to have won Urban AC Station. PD and MD of the Year. Daisy Davis and 1 are buth very appreciative of atl lle people who work very hard here and make our jobs look easy. Thanks to everybody."

## Music Director Of The Year: Daisy Davis, <br> WDAS-FM/Philadelphia

Davis has been in her position as MD of WDAS for a number of years. Here's what she says about the award: "This is fantastic. What an honor for a radio station. for Joe and myself. The faet that this is the third year we ve been honored.... I don't know what to say. Not being egotistical or arrogant. we're very humbled by these awards again this year, but we think the award for Urban AC Station of the Year should just he named the WDAS-FM Award. Tom Joyner won an award so many times that they just named it after him. Why can't we be like Toni?'

## Personality Of The Year: Isaac Hayes, WRKSNew York

Hayes won this honor two years ago, and he's back again this year in a big way. With the current success of the new Shafi movie. it's quite fitting that Isaic Hayes of WRKS/New York is the Urban AC Personality of the Year. I guess you could say. "Just talkin' about Shaft!"

## Platinum Label Of The Year:

 AristaArista records has once again done the so-called impossible! The company won for the third consecutive year in both the Urban and Urban AC categories. The Arista pronnotions twam understands what it means to get the joh done on a consistent basis. Arista EVP/Black Music Lionel Ridenour remarks, ${ }^{\prime \prime}$ think that it's a great honor coming from a publication like R\&R, which is basically the report card of the industry every week. I think that it's a great tribute to the leadership of my national staff: Michace Johnson. Cece McClendon. Vanessa Barryer. James Cochran and Martha Frye. Their leadership, execution and dedication are what makes it happen. We accept the award with pride and with the goal of trying to achieve these same heights next year."

## Gold Label Of The Year: <br> Qwest

In the Urthan AC Gold Label of the Year catcgory. Quincy Jones' Qwest Records has taken the R\&R Industry Achievencent Award. Qwest has done an oustanding job this year, and you, our voters, have noticed. Qwest's Lamy Davis says. "It goes without saying that we are both excited and pleased to be this year's winner of this award. We share the award with all of our employcess, our supponters at radio and our partners at Warner Bros. and WEA. This is a true honor."

## Promotion Executive

## Or The Year:

Cynthia Johnson,
Columbia Records Group
Sr. VP/Promotion Cynthia Johnson of the Columbia Records Group has captured this year ${ }^{\text {s }}$ Urban AC Promotion Executive of the Year Award. Our sincere congratulations to Cynthia for her direction and leadership in the industry. The Notre Dame graduate continues to excel each year she's in the business.


| $\underset{\text { WeEk }}{\text { Lusy }}$ | June 30, 2000 aHMST TILE LaBELS) | 8084 | in |  | maxam | Trustarame | d |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 1 | JAGCED EDGE Let's Get Married (So So Def/Columbia) | 3182 | -134 | 425743 | 12 | 83/0 | antise tile ueels) A003 |
| $2 \quad 2$ | AVANT Separated (Magic Johnson/MCA) | 3169 | -29 | 391507 | 14 | 83/2 | DMX What You Want (Ruff fyders/DJMG) 50 |
| 3 | NEXT Witey (Arista) | 2816 | +203 | 312130 | 8 | 820 | LIL' ZANE F/112 Callin' Me (Worltwide/Priority) 50 |
| $3 \quad 4$ | DONELL JONES Where I Wanna Be (Untouchables/afaca/Arista) | 2719 | -166 | 405534 | 16 | 79/0 | NO QUESTION I Don't Care (RuffnationWB) 46 |
| 5 3 | LUCY PEARL Dance Tonight (OverbrookPookie/Beyond) | 2572 | +15 | 304020 | 11 | 80/2 | JESsICA Get Up (Restless) |
| . | IDEAL Whatever (NoontimeNirgin) | 2381 | +105 | 244860 | 7 | 80/3 | CARL THOMAS Summer Rain (Bad Boy/Arista) 34 |
| $6 \quad 7$ | CARL THOMAS I Wish (Bad Boy/Arista) | 2264 | -190 | 362090 | 15 | 77/0 | WYCLEF JEAN It Doesn't Matter (Ruffhouse/Columbia) 30 |
| 128 | SISOO Incomplete (Dragon/Def SoulIDIMG) | 2242 | +372 | 302502 | 5 | 81/0 | 8EEMIE Mun Girds Them Sugar (Virgin) 28 |
| (9) | WHITNEY HDUSTON \& OEBORAH COX Same Script... (Arista) | 2195 | +116 | 244260 | 8 | 78/0 | BIG PUNISHER 100\% (Loud) 27 |
| (10) | DA BRAT What'chu Like (So So Def/Columbia) | 2066 | +196 | 237851 | 8 | 80/1 | PHAT CAT PLAYERS F/COCO BROWN Sundress (Parlane) 24 |
| 19 (11) | RUFF END2 No More (Epic) | 1913 | +292 | 245422 | 4 | 80/2 | LL BOW WOW Bounce With Me (So So Def/Columbia) 12 |
| 14 (12) | NELLY Country Grammar (Fo' ReelUniversal) | 1905 | +95 | 222301 | 12 | 63/2 | TONY TOUCH I Wonder Why (He's...) (Tommy Boy) 12 |
| 13 | JaY-2 Big Pimpin' (Roc-A-Fella/lDMG) | 1857 | -160 | 249395 | 12 | 72/0 |  |
| 13 | D'ANGELO Send It On (Cheeba SoundNirgin) | 1772 | -45 | 158523 | 9 | 76/1 |  |
| 18 (15 | JOE Treat Her Like A Lady (Jive) | 1749 | +75 | 178160 | 6 | 81/0 |  |
| 20 (16) | SAMMIE Crazy Things 1 Do (Freeworld/Capitol) | 1694 | +151 | 163501 | 7 | 66/2 |  |
| 10 | AALIYAH Try Again (BlackGround) | 1647 | -256 | 281101 | 16 | 69/0 | cet Incratsed |
| 23 - 18 | KELLY PRICE As We Lay (Def Soullidumg) | 1640 | +258 | 211046 | 4 | 78/0 |  |
| $15 \quad 19$ | TRICK DADOY Shut Up (Slip 'N Slide/Atlantic) | 1612 | -183 | 157727 | 13 | 74/0 |  |
| $22 \quad 20$ | DR. DRE The Next Episode (Aftermath/Interscope) | 1569 | +174 | 188317 | 6 | 70/0 | antist Tile labels)  <br> TONI BRAXTON Just Be A Man... (Laface/Arista) INCREASE <br> .+457  |
| 212 | BIG TYMERS Get Your Roll On (Cash Money/Universal) | 1558 | +17 | 174488 | 10 | 62/0 | SISOO Incomplete (Dragon/Det SoulIDJMG) |
| (22) | Janet Doesn't Really Matter (Def Soullid.jMG) | 1539 | +366 | 193035 | 3 | 77/3 | JaNET Doesn't Really Matter (Det Soul/IDMMG) +366 |
| 24 | R. Kelly Bad Man (LaFace/Arista) | 1537 | +167 | 169505 | 3 | 74/0 | COMMON The Light (MCA) |
| 34 (24) | LIL' KIM No Matter What They Say (Queen Bee/Undeas/Atlantic) | 1422 | +231 | 153558 | 4 | 74/2 | RUff ENDZ No More (Epic) |
| 26 | DESTINY'S CHILD Jumpin, Jumpin (Columbia) | 1413 | +106 | 131999 | 4 | 71/2 | LIL BOW WOW Bounce... (So So Def/Columbia) +269 |
| $17 \quad 26$ | EMINEM The Real Slim Shady (Aftermath/Interscope) | 1382 | -300 | 186933 | 8 | 71/0 | EVE F/JADAKISS Got It All (Ruff Ryders/interscope) +262 |
| 16 | 504 BOYZ Wobble, Wobble (No LimitPriority) | 1373 | -342 | 154889 | 13 | 68/0 | KELLY PRICE As We Lay (Def Soul/IDJMG) +258 |
| $34 \quad 28$ | AALIYAH F/DMX Come Back In One Piece (BlackGround) | 1336 | +209 | 122309 | 3 | 68/1 | GERALD LEVERT Baby U Are (EastWestEEG) +253 |
| ${ }^{28}$ | MARY J. BLIGE Your Child (MCA) | 1316 | +59 | 181307 | 13 | 75/1 | LIL' KıM No Matter... (Queen Bee/Undeas/Atlantic) +231 |
| 2930 | METHRONE Loving Each Other 4 Life (Clatown/Capitol) | 1307 | +92 | 122569 | 8 | 56/6 | LiL |
| $32 \quad 31$ | BUSTA RHYMES Get Out (Violator/Flipmode/Elehtra/EEG) | 1193 | +6 | 104381 | 7 | 74/0 |  |
| 25 | MYA F/JADAKISS Best Of Me (University/Interscope) | 1141 | -203 | 148331 | 12 | 62/0 |  |
| ${ }^{27} \quad 33$ | TONI BRAXTON He Wasn't Man Enough (LaFace/Arista) | 1120 | -150 | 172201 | 17 | 67/0 |  |
| Breaker 34 | TORREY CARTER F/MISSY ELLIOTT Take That (EastWest/EEG) | 1084 | +96 | 87659 | 7 | 61/1 | Srealserso |
| Breaker 35 | YOLANDA ADAMS Open My Heart (Elektra/EEG) | 1076 | +100 | 120641 | 4 | 61/0 |  |
| Breaker 36 | TONI BRAXTON Just Be A Man About it (LaFace/Arista) | 1052 | +457 | 109082 | 1 | 73/10 |  |
| Breaker 37 | ICE CUBE F/OR. DRE \& MC REN Hello (Lench Mob/Priority) | 1012 | +113 | 82983 | 4 | 64/0 | TORREY CARTER F/MISSY ELLIOTT <br> Take That (EastWest/EEG) |
| $47 \quad 38$ | EVE F/JADAKISS Got It All (Ruff Ryders/Interscope) | 998 | +262 | 123738 | 2 | 64/0 | Take That (EastWest/EEG) <br> TOTAL PLAYSMNCAEASE TOTAL STATIONS/ADOS - |
| I | SOMETHIN' FOR THE PEOPLE Bitch! With No Man (Warner Bros.) | 995 | -219 | 58883 | 9 | 49/0 | 1084/96 61/1 (34 |
| $45 \quad 40$ | THREE 6 Mafla Sippin' On Da Syrup (Hypnotize Minds/Loud) | 959 | +109 | 111940 | 3 | 49/3 | YOLANBA ADANS |
| $43 \quad 41$ | JUVENILE I Got That Fire (Cash Money/Universal) | 851 | -9 | 62646 | 5 | 53/0 | Open My Heart (Elektra/EEG) |
| $40 \quad 42$ | DMX Party Up (Up In Here) (Rutf Ryders/IDJMG) | 832 | -81 | 141451 | 19 | 54/0 | total plarsmichense total stanowsidis |
| 35 | MARY MARY Shackles (Praise You) (C2/Columbia) | 825 | -172 | 128992 | 16 | 55/0 | 1076/100 61/0 35 |
| Debut (4) | GERALD LEVERT Baby U Are (EastWest/EEG) | 817 | +253 | 80557 | 1 | 65/2 | TGM EPM |
| 3745 | SAMM SALTER Once My Sh** (LaFace/Arista) | 772 | -213 | 48624 | 9 | 41/1 | Just Be A Man About it (LaFace/Arista) <br> total maysmcrease total statiomsiados |
| $39 \quad 46$ | BIG PUNISHER It's So Hard (Loud) | 761 | -164 | 119555 | 12 | 44/0 | $\begin{array}{ccc}\text { 1052/457 } & 73 / 10\end{array}$ |
| Debut 47 | COMMON The Light (MCA) | 739 | +294 | 86710 | 1 | 64/4 | IEE CIBE F/DR. BiE \& MS PEX |
| $46 \quad 48$ | JERMANE DUPRI \& MAS F/MONICA I've Got ... (So So Def/Columbia) | 684 | -89 | 51771 | 5 | 53/0 | Hello (Lench Mob/Priority) |
| Debut 49 | OMX What You Want (Ruff Ryders/IDJMG) | 669 | +172 | 103568 | 1 | 60/58 | Total plarsincaease trom statoushaos chart |
| $48 \quad 50$ | RAH DIGGA Break Fool (Violator/Fipmode/Elektra/EEG) | 661 | 41 | 51365 | 3 | 45/0 | 1012/113 64/0 (3) |
|  | 85 Unan reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Redio Networks. Songs ranked by total plays for the airplay week of Sunday 6/18-Saturday 6/24. Bulets appear on songs gaining plays or remaining flat from previous week. It two songs are tied in total plays. the song being played on more stations is placed lirst. Breaker status is assigned to songs reaching 1000 plays or more for the first time, Songs betow No. 20 are moved to recurrent after 20 weeks. Gross impressions equals Average Quanter Hour Persons times number of plays (times 100). Average Ouarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000. The Arbitron Company). © 2000. R\&R Inc. |  |  |  |  |  | Moes Added is the lotell mumber of now edise oflecilly reporved to RLA oy sech raporting station. Songe unreportid as mode do not counk wowerd overall boted stetiona playing a song. Moat harseed Plays lists <br>  Weighted chart apprers on RAR OWLINE MUSIC TRACKMG. |



THIS WEEKS 2ND MOSF LDDED TRACK AT URBNU RADIOHI

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| WBLK | WHRK | WQOK | WROU | WCDX |
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| WPAL | WWHIZ | WBLX | WWDIM | WHET |
| Whime | KRiPl | WJII | WEUP | WFXA |
| WOHH | WJIMI | wozz | WTL | KTCX |
| KDKS | WJZI | WIEH | WIBB | WHBX |
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## 

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## ARTIST BREAKDown

ARTIST: LIL' ZANE F/112 SONG "CALLIN' ME" LABEL: WORLDWIDE/PRIORITY

Iloved 112 's "Anywhere." but when 1 heard a voice proclaim. "We can do it in a black 500 with the top down." an eyebrow was raised. The remix of that song featured the lyrical skills of a young man by the name of Lil' Zane. I liked his flow, but I had no idea who he was: he was probably some relative or someone's homic just thrown into the mix. Nonetheless, every time I'd hear "Any where." I couldn't wait till Zane's part came on so I could rap along (I guess it would have helped

if I'd known the words). Then one day former Priority Mix Show Coordinator Robert Patt brought Zane to R\&R. Not only was Zane soow polite and personable. he's got the cutest smik!! It was at that moment I realized that if his MC skills don't win over the industry, that "Kool-Aid" smile definitely will.
"I live the life of a celebrity/A made figga/ Way bigga than them other cats you love to see," exclaims Zane on "Callin" Me," the second single from his forthcoming album. Young World: The Future. Rapping about the craziness of fame. Lil' Zane (sounding like 2 Pac 's younger brother) talks about the demands of his hectic schedule, getting chased by fanatic females wanting autographs and making some serious money. "I'm gettin" paid like I'm 'pose to/My homies call me on my mobile/Wanna hang/We still close too," expresses the lyrical MC. Explaining how he makes his, Zame conveys. "I switched positions with them poor cats/I write raps." (I write poetry, how much can I make?) Noticing a dramatic change in his lifestyle due to his entrance into the rap game. Zane professes. "Been all around the world/Turning squares into true playas/Cheap watches turned into Cartiers."
"Callin' Me" has a lively track with Zane's 2Pac-ish flow bouncing off it and 112 s vocals coasting the melody. This song isn't overbearing or offensive: it is simply a fun rap revealing the life of a "made figga."

When I had the pleasure of seeing Zane perform in Nashville. I was very impressed by a poem that he did a cappella. This poem. which seemed to be about his life. was emotionally touching; socially educating and profoundly thoughtful. That morning, at the Priority breakfast. Zane sounded more like the hip-hop icon 2Pac than I've heard thus far. 2Pac and Notorious B.I.G. sat on the pedestal of hip-hop not becausé of their. sound, but because of the intensity of their lyrical content. Zane's poem might just be the first step in his own elevation. Peace.

- Tanya O'Quinn

Asst. Urban Editor

## INMYOPINON

Johnny Taylor
"Soul Heaven" (Malaco)

## with <br> Thomas Henderson

PD/MD - WKGN/Knoxville, TN

Johnny Taylor's new single, "Soul Heaven," is abaut a man who dreams about musical artists who have gone on before us. Taylor cites many of them, from Mahalia Jackson to Otis Redding to members of The Templations. This song is a soulful dedication to the legendary arists of yesteryear whose talent was genuine, and listening to it brings back a lot of memories.

I think both Urban and Urbon AC should give a listen to "Soul Heaven." It displays a lot of our history, as far as black music is concerned. The irony is that Mr. Taylor has recently passed on himself, and I guess he's with those artists he mentions in the song. Urbon AC, by all means, should definitely give a listen to this song. It can be added to the Quiet Storm of any format, mainstream or adult. I don't think anyone would go wrong by listening to Johnny Taylor's "Soul Heaven."

## ADDVance NOTICE

Giving you fair warning: These are the singles thai are going for adds on Wednesday
TIMBALAND \& MAGOO We At it Again (BlackGround/Virgin)


The souffully smooth vocalist BeBe Winans has just compteted a project on Motown Records. The debut single from that project, "Coming Back Home," teatures tear-jerking balladeer Brian McKnight and ultrasensitive crooner Joe. During R\&R Convention 2000 Motown threw a party to unveil Winans'project. Pictured here (from I-f) are Motown National Dir/Promotions Cheryl Winston, R\&R Dir JUrban Music Marketing Herb Jones, Winans and Motown VP/Urban Promotion Sandra Sullivan and West Coast Regional Manager Philipp Embuido.

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## He's cana Be Bic.

Charlie Mac . WJUC PD "this is a single that is positive for my young audience and adds to my 12+ audience and time spent listening for my station.

JJ Fox - WNE2/ Asst po "We are geling heay phones: The girls have a now star to love,"

Damed rohnect tMy Tapo "We purt this one num if thas all the makings of a hilt

Tawal Sharp - KKBT Asst, MD "The nexi generalion of super stars has emerged! Best beware: Ithle dogs are the most vicious. 80 w

## Wow Wow. <br> Bobby O'Jay , WHRK <br> "The kid is a star?"

## His debur sincle and uideo from the Bic wommis mouse Soundtrack.



Produced by Jermaine Dupri for So So Def Productions. Ine.
wun sosodeficom wam columberecords.com
 Impactinc now.

Now \& Active

OONELL JONES DO What I Gotta Do (LaFace/Arista) Total Plays 597, Total Stations: 45. Adds ;
BEAMIE SIGEL F/EVE Remember... (Roc-A-Fella/IDJMG) otal Plays: 524. Tolal Slations 42, Alds :
RPM 2000 I Want Your Body (Grand Jury/WB)
Total Plys. 454 . Total Stations: 37, Adds:0
Total Pleys 454. Total Stations: 37, Aods. 0
LIL BOW WOW Bounce With Me (So So Def/Columbia)
Total Plays 399. Total Stations: 55 Adds: 12 rotal Plays 393. Total Stations: 55. Adds:
PARENTAL ADVISORY Sundown (DreamWorks)
Total Plays 389 , Total Stations: 32 Adss: 0 (
Total Plays 389, Total Stations: 32 Adds: 0
TONY TOUCH I Wonder Why (He's...) (Tommy Boy)
Total Pays 385. Total Stations 39. Acds: 12
BLACK ROB F/IIL'KIM \& G-OEP Espacio (Bad Boy/Arista)
Total Piors 377 Tola Statons: 42. Adods. 0
Total Plasy 37, Total Stations: 42. Adods: 0
AMEL LARRIEUX Sweet Misery ( 550 Music/Epic)
Total Ploys 309 Total Stations: 38 . Adds 11 Total Plyys 309 Total Stations: 38. Adds 11
BONE THUGS-N-HARMONYCan't Give ItUp (Ruthless/Epic) rotal Plass 299, Total Stations 36. Adds' 2
DAVE KO2 F/MONTELL JOROAN Careless... (Capitol) Total Plays: 286, Total Stations 26, Adds: 0 CALVIN RICHAROSON I'll Take Her (Universal) Total Plyys 283. Total Stations: 16. Adds; ;

LIL' WAYNE Respect Us (Cash Money/Universal) Total Plays: 269. Total Stations 25. Ados. 0 RASHEEOA F/PASTOR TROY Do It (Motown) Total Plays. 242. Total Stations 22. Adds 2 DEF SQUAD Focus (Def Squad/DreamWorks)
Total Plays. 235. Total Stations. 31. Acos: 3 Tota Rays 230. Total Stations. 31. Acoss: CUBAN LIAK Flowers For.... (Terror Squad/Atlantic)
Total Plays 194, Totai Stations. 15 , Acds: 0 Total Plays 194, Totai Stations 15, Acds 0 DEBELAH MORGAN Dance With Me (DAS/Atlantic)
Total Plays 171, Tolal Stations 30. Acds 10 10 Total Plays 171, Tolal Stations 30. Acds 10 KURUPT Who Ride Wit Us (Antra/Artemis) Total Plays 160. Total Stations 22. Adod MATURE FMAS The Ultimate... (Track Masters/Columbia)
Total Plays. 158 . Tolal Stations 23 .Acds:2 Total Plays. 158. Total Stations 23. Acols: 2 JESSICA Get Up (Restless) Total Plass: 150. Total Stations 42. Acds. 41 CAMEO Sexy Sweet Thing (BMD)
Total Plays: 148 . Total Stations : 3 . Adds 0 Total Plays: 148 . Total Stations is. Adds 0 WELVIN RILEY Scream And Shout (Bogard) Total Plays 142: Total Stations 9, Aoos: 0

Songs ranked by total plays

Most Played Recurrents

JOE I Wanna Know (Jive)
SISOO Thong Song (Dragon/Def Soul/IDJMG)
AALIYAHI Don't Wanna (BlackGround/Priority) DESTINY'S CHILD Say My Name (Columbia) DONELL JONES U Know What's Up (Untouchables/LaFace/Arista) MISSY "MISDEMEANOR" ELLIOTT Hot Boyz (EastWesUEEG)

MONTELL JORDAN Get It On...Tonite (Def Soul/IDJMG)
JagGed edge He Can't Love U (So So Det/Columbia)
JUVENILE Back That Thang Up (Cash Money/Universal)
DR. DRE F/EMINEM Forgot About Ore (Aftermath/Interscope)
ANGIE STDNE No More Rain (in This Cloud) (Arista)
HOT BOYS I Need A Hot Girl (Cash Money/Universal)
DRAMA Left, Right, Left (Atlantic)
L0X Ryde Or Die, Chick (Ruff Ryders/Interscope)
gerald levert Mr. Too Oamn Good (EastWesveEg)
O-TIP Vivrant Thing (Def Jam/IDJMG)
SAMMIE I Like It (Freeworld/Capitol)
ERIC benet Spend My Life With You (Warner Bros.)
702 Where My Girts At? (Motown)
BLAQUE Bring it All To Me (Track Masters/Columbia)

## TUNED-IN

R\&R/MEDIABASE 24/7

## URBAN

设青 WJLB/Detroit
3am
mativah try Agaln
504 BOYZ Wobble. Wobble
mary J. blige Your Child
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SAM SAL TER Once My Sn.*
OR. ORE IEMINEM Forgot About Ore
KELLY PRICE It's Gonna Rain
total twotorious b.i.G. Cant You See
Jar-z Blg Pimpin
beame siget the Truth

## 11am

JaGGED EDGE Let's Get Married thick dador shut Up
kELLY PRICE I's Gonna Rain
BIG TYMERS Get Your Roill on
SISOO Addicted
HDT BOY I Need A Hol Girl
METHRONE Loving Each Other 4 Life
SAM Sal ter Once My Sh.*
DR. ORE IEMINEM Forgot About Ore
KELIY PRICE As We Lay

## 4pm

SISOO incomplete
weLL Y Country Grammar
ALIYAH tIDMX Come Back in One Piece
DA BRAT UTYRESE What'chu Like
METHRONE Loving Each Other 4 Life
THAEE 6 MAFLA Sippin' On Some Syrup
UNET Doesnt Really Matter
MGGED EOGE Let's Get Maried
MISSY ELLWTH HOt BOYZ
FOXY BAOWH TDRU HRL Big Bad Momma
8pm
Durx esisco What You Want
wELLY Country Grammar
MLIVAH Try Again
THAEE 6 MAFLA Sippin' On Some Syrup
S1500 incomplete
OR. ORE The Next Episode
BIG TYMERS Get Your Roll On
EMINEM The Real Slim Shady
SISOO Addicted
MAS IEIWUWINE You Owe Me

## WROU/Dayton

## 3am

mYa IJADANKISS Best Of Mo
AVANTSeparated
JAZZY JEFF $\&$ THE FAESH PAINCE Summertime '98 TEMPTATIONS I'm Here
OONELL JONES U Know What's Up
OA BRAT ITYRESE What chu Like
NEXT Wifey
JOE Don't Wanna Be A Player
A. KELLY Bad Man

LUCY PEARL Dance Tonight
DR. ORE The Next Episode
10EAL Creep inn
BLACK ROB Whoa!
trick oadoy shut Up
11am
NEXT Wiley
YOLAMDA ADAMS Open My Heant
EARTH, WIWD \& FIRE Shining Star
geral d Levert Mr. Too Damn Good
LUCY PEARL Dance Tonight .
BRIAN MCKWIGHT Back Al One
D'ANGELO Lady
KEVON EDMONDS No Love (I'm Not Used To)
CARL THOMAS I Wish
TOWI BRAKTON He Wasn' M Man Enough for Me
CON FUNK SHUN Love's Irain
BRAMOY \& MONICA The Boy Is Mine

AVANT Separated
MYA UJMDAKISS Best Of Me
LEVERT Casanova
whitwey houstow \& oeborah cox same Script.
Jiterent Cast
JaY-Z Big Pimpin'
ANGIE STONE IDEVOX Everyday
allivah try Again
JoE I Wanna know
OA BRAT UTYRESE What chu Like
YOLANOA ABAMS Open My Heart
8pm
ICE CUBE ... Hello
DESTWY'S CHILO Jumpin' Jumpin'
EMWEM The Real Slim Shady
BHG TYMERS Get Your RoH On
MAGED EDGE Let's Get Married
a H Y-z Big Pimpin'
Siscoo incomplete
SISCO Incomplete
BLAOUE Bring It Ah To Me
JUVEWLE IMMNWY FRESH I Got That Fire
JUVENLE IMKNWY FRESH
JOE Freat Her Like A Lady
METHOD MAN fMMARY J. BLIGE III Be There For Vou...

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 6/19. © 2000, R\&R Inc.


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

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## Hes conna Be Big.


ispurce with Me
His debut sincle and video from the BIG MOMMAS HOUSE Soundtrack IN STORES NOW
Werch his rise at $\left\{\begin{array}{l}\text { Whel } \\ \text { and }\end{array}\right.$


Lif Bowllow's debut album, "Beware of Doc." IN STORES September 2000.

Stations and their adds listed alphabetically by market
Urban



## Urban Playlists



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



## June 30, 2000

| Wex w | atist tite labelis) | morn | +1/is |  | WEESSON | Toticisfanow |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 11 | CARL THOMAS I Wish (Bad Boy/Arista) | 863 | -26 | 146240 | 16 | 35/0 |
| 2 | WHITNEY HOUSTON \& DEBORAH COX Same Script... (Arista) | 741 | +87 | 101981 | 8 | 37/0 |
| 3 | YOLANDA ADAMS Open My Heart (Elektra/EEG) | 712 | +109 | 104035 | 8 | 37/1 |
| $3 \quad 4$ | TEMPTATIONS I'm Here (Motown) | 670 | -18 | 102094 | 13 | 36/0 |
| 5 | DONELL JONES Where I Wanna Be (Untouchables/LaFace/Arista) | 662 | $+44$ | 105471 | 13 | 32/1 |
| 26 | KEVON EDMONDS No Love (I'm Not Used To) (RCA) | 615 | -128 | 104316 | 19 | 31/0 |
| 7 7 | JOE I Wanna Know (Jive) | 566 | -19 | 104538 | 26 | 30/0 |
| 8 | D'ANGELO Send It On (Cheeba Sound/Virgin) | 461 | +6 | 60755 | 9 | 31/2 |
| 10 | MARY MARY Shackles (Praise You) (C2/Columbia) | 431 | -13 | 70987 | 14 | 21/0 |
| 10 | TONI BRAXTON He Wasn't Man Enough (LaFace/Arista) | 422 | -47 | 78544 | 17 | 31/0 |
| Breaker 11 | AVANT Separated (Magic Johnson/MCA) | 358 | +12 | 46422 | 7 | 19/2 |
| $13 \quad 12$ | DAVE KOZ F/MONTELL JORDAN Careless Whisper (Capitol) | 350 | -2 | 31809 | 10 | 26/1 |
| $12 \quad 13$ | BRIAN MCKNIGHT 6,8,12 (Motown) | 340 | -21 | 33713 | 8 | 29/0 |
| 29.14 | TONI BRAXTON Just Be A Man About It (LaFace/Arista) | 323 | +156 | 36840 | 2 | 26/4 |
| 15 (15 | JOE Treat Her Like A Lady (Jive) | 318 | +17 | 39625 | 4 | 29/2 |
| 1645 | LUCY PEARL Dance Tonight (Overbrook/Pookie/Beyond) | 304 | +5 | 71605 | 6 | 16/2 |
| $(17$ | KELLY PRICE As We Lay (Def Soul/IDJMG) | 296 | +6 | 48200 | 4 | 30/2 |
| 18 | ERIC BENET When You Think Of Me (Warner Bros.) | 296 | -91 | 40050 | 22 | 270 |
| 20.18 | JAGGED EDGE Let's Get Married (So So Def/Columbia) | 288 | +20 | 64862 | 5 | 15/1 |
| 23.20 | MARY J. BLIGE Your Child (MCA) | 270 | +28 | 42629 | 7 | 23/1 |
| 1921 | PHAT CAT PLAYERS F/COCO BROWN Sundress (Pariane) | 263 | -15 | 27149 | 17 | 29/1 |
| 25 (22) | R. KELLY Bad Man (LaFace/Arista) | 258 | +67 | 33671 | 2 | 24/1 |
| $21 \quad 23$ | METHRONE Loving Each Other 4 Life (Clatown/Capitol) | 254 | -2 | 18230 | 5 | 20/1 |
| 26 (24 | WILL DOWning When You Need Me (Motown) | 245 | +71 | 31418 | 2 | 270 |
| $27 \quad 25$ | GERALD LEVERT Baby U Are (EastWest/EEG) | 242 | +69 | 29573 | 2 | 2900 |
| $22 \quad 26$ | ANGIE STONE Coulda Been You (Arista) | 235 | -10 | 13993 | 5 | 15/0 |
| Debut 12 | LV Woman's Gotta Have It (Loud) | 175 | +47 | 17806 | 1 | 15/0 |
| 3028 | URBAN KNIGHTS F/HARDEMAN Strung Out (Narada) | 166 | +6 | 10778 | 6 | 14/0 |
| $24 \quad 29$ | GLENN JONES 24/Seven (SARWB) | 153 | -60 | 11379 | 9 | 16/0 |
| Debut (30 | ISAAC HAYES Shaft 2000 (LaFace/Arista) | 138 | +53 | 16618 | 1 | 12/0 |

[^4]
## Neiv a LCtive

J.T. TAYLOR How (Taylor Made)

Total Plays: 134, Total Stations: 12, Adds: 0
DEAL Whatever (NoontimeNirgin) Total Plays: 120. Total Stations: 4, Adds: 0 GEORGE BENSON The Ghetto (GRPNMG) Total Plays: 116. Total Stations: 18, Adds: 1
SSSOO Incomplete (Dragon/Def Soul/ID.JMG)
Total Plays: 115, Total Stations: 13, Adds: 3
MEKT Witey (Arista)
Total Plays: 115, Total Stations: 4, Adds: 0

RUFF ENOZ No More (Epic)
Total Plays: If0, Total Stations: 10, Adds: 0
AMEL LARRIEUX Sweet Misery (550 Music/Epic)
Total Plays: 104, Total Stations: 17, Adds: 3
JaNET Doesn't Really Matter (Def Soul/DJMG)
Total Plays: 88, Total Stations: 5, Adds: 1
RPM 2000 I Want Your Body (Grand Jury/WB)
Total Plays: 56. Total Stations: 8, Adds: 2
mary J. blige don't Waste Your Time (MCA)
Total Plays: 51 , Total Stations: 4 , Adds: 0
Songs ranked by tolai plays

## Most Added.

artist tile labels) ..... a00sBARAY WHITE Which... (Private MusicWindham Hill) 20 CARL THOMAS Summer Rain (Bad Boy/Arista) 15 AL JARREAU Just To Be Loved (GRPNMG) 12 TONI BRAXTON Just Be A Man About It (LaFace/Arista) 4 NO QUESTION I Don't Care (RuffnationWB) AMEL LARRIEUX Sweet Misery ( 550 Music/Epic) SISOO Incomplete (Dragon/Def Soul/IDJMG) EXPRESSION Chasin' The Wind (Kalimba) TOMmy SIMS Alone (Chery/Universal)

# Most Increased Plays 

artist titic labelis)
total
play
TONL BRAXTON Just Be A Man... (LaFace/Arista) - 155 YOLANDA ADAMS Open My Heart (Elektra/EEG) +109 WHITHEY HOUSTON \& OEBORAH COX Same...(Arista) +87 WILL DOWNING When You Need Me (Motown) GERALD LEVERT Baby U Are (EastWestEEG)
R. KELLY Bad Man (LaFace/Arista) AMEL LARRIEUX Sweet Misery ( 550 Music/Epic) ISNAC HAYES Shaft 2000 (LaFace/Arista)
LV Woman's Gotta Have It (Loud)
CASE F/JOE Faded Pictures (Def Jam/IDJMG)
$\qquad$

## Breakers.

AVANT
Separated (Magic JohnsonMCA) TTTM Marsmcrease roim statomenoos с'Mart 358/2 19/2
 by ecct reporting getion. Songet unrporived as adots do not count

 Woigtiod chert appeire on ReR OWINE MUSIC TRACKNG.

## Are you Satisfien?

R\&R/MEDIABASE 24/7
June 30, 2000

## Most Played Recurrents

| Gerald levert Mr. Too Damn Good (EastWesteeg) |
| :---: |
| ANGIE STONE No More Rain (In This Cloud) (Arista) |
| DONELL JONES U Know What's Up (Untouchables/LaFace/Arista) |
| KEVON EDMONDS $24 / 7$ (RCA) |
| D'angelo Untitled (How Does It Feel?) (Cheeba SoundVirgin) |
| ERIC Benet Spend My Life With You (Warner Bros.) |
| MAXWELL Fortunate (Rock Land/Interscope/Columbia) |
| brian mcknicht back At One (Motown) |
| JEFFREY OSBORNE That's For Sure (Private MusicWindham Hill) |
| MINT CONDITION If You Love Me (Elektra/EEG) |
| DAVE HOLLISTER Can't Stay (Def Squad/DreamWorks) |
| GINUWINE, R.L., TYRESE, CASE The Best Man I Can Be (Columbia) |
| CASE Happily Ever After (Def Jam/IDJMG) |
| TEMPTATIONS Stay (Motown) |
| CHANTE' MOORE Chante's Got A Man (Silas/MCA) |
| CASE F/JOE Faded Pictures (Def Jam/IDJMG) |
| JESSE POWELL You (Silas/MCA) |
| Whitney houston My Love is Your Love (Arista) |
| ARETHA FRANKLIN A Rose Is Still A Rose (Arista) |
| temptations this is My Promise (Motown) |

## Urban ac Going For Adds 7/5/00

If you'd like to see your artists listed here, contact Asst. Urban Editor Tanya O'Quinn at (310) 788-1655.


Of course they are! Asst. Urban Editor Tanya O'Quinn, and convention attendees La Keska Blue (left) and Spectrum Broadcasting Production Coordinator and th Huh COO Amilcar Welton (right) enjoy themselves and one another at this year's convention. It seems the three met at an AA meeting and got re-acquainted at the R\&R Convention. It's truly'a small world'.

## TUNED-IN

INED=IN URBANAC

9\%/ want wamg/Greensboro

## $3 a m$

Whitmer houstow It's Not Right, But It's Okay LUTHER INGRAM If Loving You'ls Wrong. GLENA JONES Show Me DOMELL JOMES Where I Wanna Be LEVERT ABC-123
GROTMERS JOHNSON Stomp aretha framxlin a Rose Is Still a Rose AL GREEN I'm Still In Love With You babyface Soon As I Get Home SANTAMA IPPRODUCT G\&B Maria Maria oebra laws very Special TEOOY PENOEAGRASS Close The Door oeborah cox thal We Can't Be Friends

## 11am

ORU HILL These Are The Times IEmpTATIONS I Wish It Would Rain CAMEO Candy
JAGGEO EOGE Let's Get Married rufus IChaka Khan ain't Nobody LSG My Body
CASE Happily Ever After harolo melvin \& the bluenotes wake Up. luther Vanoross Give Me The Reason TEMPTATIONS I'm Here babyface And Our Feelings OENIECE WILLIAMS Free

## 4pm

TOWI BRAXTON I Love Me Some Him hOWARD HEWETT Say Amen DONELL JONES Where I Wanna Be Cheryl Lywn got To Be Real SLAVE Just A Touch Of Love lucy Pearl Dance Tonight levert Casanova
EARTH, WINO \& FIRE Keep Your Head To The Sky temptations I'm Here
PEABO BRYSON I'm So Into You

## 8pm

SMOKEY ROBINSON Quiet Storm temptations This is My Promise natalie cole Our Love ANITA BAKER Sweet Love OONELL JONES Where I Wanna Be JOE All The Things (Your Man Won't Do) guy Let's Chill
isley brotheas for The Love of You YOLANDA AOAMS Open My Heart ANITA BAKER I Apologize
LUTHER VANDROSS Because Its Really Love

O'JAYS Cried Together montell jordan Once Upon a Time
MARVIN GAYE Distant Lover kELLY PRICE As We Lay Luther vandoross Creepin' TONI BRAKTOW He Wasn't Man Enough For Me GO Sitting In The Park
MAXWELL Fortunate
ISAC HAYES Theme From Shatt B08By womack if You Think You're Lonely Now JAGGED EDGE Let's Get Married TONI BRAXTON Seven Whole Days

## 11am

EUGENE WILOE Gotta Get You Home Tonight JANET Doesn't Really Matter
PEABO BRYSON I'm So Into You
FAITH EVANS Never Gonna Let You Go GROOVE THEOAY Tell Me JONES GIRLS I Just Love The Man JagGeo eoce Let's Get Married HALL 8 OATES Sara Smile tow braxtow he Wasn't Man Enough For Me mary J. blige not Gon" Cry
CARL THOMAS I Wish
112 Love You Like I Did

## 4pm

AL B. SUAEI Nite \& Day
KEVON EDMONOS No Love (I'm Not Used To) aUfus Do You Love What You Feel? BRIAN MCKNIGHT Stay or Let It Go MASON VAUGHAN \& CREW Bounce. Rock. Skate. JOE I Wanna Know
EARTH, WINO \& FIRE Atter The Love Is Gone o'angelo Send it On
slave Watching You
TEmPTATIONS Treat Her Like A Lady

## 8pm

auff enoz no More
mason vaughan e Crewbounce, Rock. Skate... DONELL JONES Where I Wanna Be commooores Just To Be Close To You mary J. blige Seven Days
gLenn Jones we ve Only Just Begun...
SISOO Got To Get It floateas float On
kelly paice as We Lay anITA BAKER Same Ole Love (365 Days...)

[^5]Stations and their adds listed alphabetically by market


# R\&R 2000 Achievement Awards 

## $\square$ The country record industry winners profiled

You voted, the accountants counted, and we presented the R\&R Industry Achievement Awards at R\&R Convention 2000. Here are the record industry winners. The radio winners will be profiled next week

## Platinum Label Of The Year: MCA

R\&R's readers voted MCA/Nashville Platinum Label of the Year for the third consecutive year. It's most fitting, because MCA has been R\&R's top country label based on year-end airplay tabulations for the last nine consecutive years. While the two may seem similar, it strikes me that they are not. The end-of-the-year tabulation of plays, which ranks the labels for all of their releases. is what it is - a cold calculation of airplay.

The R\&R Achievement Award measures something else entirely. Because the winner is determined by our readers. the label is being judged not only by the music it delivers. but by the level of service its people provide to radio. as well as its image in the Nashville music conmunity. MCA has not only delivered the most spins in the last decade, it has done so with the utmost in class and professionalism.

Commenting on the latest R\&R Industry Achieventent Award to adorn the imprint's conference room. MCA Nashville Chairman Bruce Hinton says. "It's very gratifying that R\&R's readers have honored MCA/Nashwille for the third year in a row. We pride ourselves on delivering both great music and great service to the industry, and this recognition means a lot."

## Gold Label Of The Year:

 CurbR\&R's Gold Label of the Year award for 2000 went to Curb for the second consecutive year. $\mathbf{R} \& \mathbf{R}$ separated the label categories into two groups for the first time last year. Platinum labels are those that include a distribution system under their ownership unnbrellas, while those in the Gold division do not.

Curb continued its incredible success on both the airplay and sales charts. led by multiplatinum sellens and hitmakers Tim McGraw. LeAnn Rimes. Sawyer Brown and Jo Dee Messina. The last year also saw music from newconers Shane McAnally and Sleve Holy. Curb is getting ready to bring out music from The Clark Family Experience, produced by Tim McGraw and Byron Gallimore, later this year.
Curb owner Mike Curb says he feels like he's beginning the new millennium with a return to the ${ }^{8} 80 \mathrm{~s}$. "A few years ago we had Hank Williams Jr. on WB/Curb. Sawyer Brown on Capitol/Curb and The Judds on RCA Curb: now we're working with WB on the Tim McGraw/Faith Hill record. with Mercury on the Wynnona single and with Capitol on the LeAnn Rimes record."
Commenting on the label's win. Curb says, "We're very proud of this honor. It's a team effort. and every one at Curb shares in this award. We appreciate $\mathbf{R \& R}$ and its, readers for recognizing our company."

Promotion Executive Of The Year: Bobby Kraig, Arista/Nashville


Arista/Nashville VP/Promo tion Bobby Kraig took the top promo exec honornot bad for sonebody who's only been in the record business for seven years. The first 21 of Kraig's 28 Bobby Kraig years in country were spent in radio. A graduate of the Brown Institute in Minneapolis. his

## LABEL of the YEAR

## PLATINUM

MUS 1 ciconponation
©AMERICA
first radio gig was at WHSM/Hayward. WI. It was block-programmed at the time. and he was doing the Top 40 "kids-coming-home-from-school afternoon show." One day he inadverently put on Susan Raye’s "L.A. International Airport." "The GM kicked open the door and asked what all the country crap was on the air." he recalls with a laugh. "I didn't know much about country, but I really liked the record.
"I decided it was probably time to get outta there, so I ran an ad in the trades and got a job at WWCM/Brazil, IN - near Terre Haute - which was changing to Country, but doing it with a CHR approach." Kraig left there for an airshift at WONEDDayton.
His programming career began a couple of years later, when the GSM at WTHI/Terre Haute. IN was promoxed to GM. He knew of Kraig from WWCM and called to offer him the PD job. "I told him I had never programmed before." says Kraig. "He said that was OK. because he had never been a GM before." Three years later, in 1981, Kraig noved to Dallas as PD of KPLX.
Kraig made a major caneer change in 1993. when he becane Director/ National Promotion for Arista/Nashville. "It was really an easy decision for me." explains Kraig. "Over the years I had gotten to know lots of people in Nashville. I liked the record community and wanted to get closer to the music. I wasn't looking to leave KPLX. but as I considered the future. I didn't think that programming another station down the road made much sense. Also. I found my interests were more in the music anyway.
"So one day I was talking to |then-Arista-Nashville President) Tim DuBois about artist management. He asked me why in the world I would want to do that and pretty much talked me out of it. That was really the end of that. but he must have remembered the conversation, because it was over a year later that he and then-VP/Promotion] Allen Butter offered me the national promotion job at Arista."

As for working in promotion. Kraig says, "I like getting a report card every Monday. If I don't like it. I can attack, it and change it in a week. Sure. there's a lot of pressure, but I like it. In radio. I had to wait much longer to

## Edison Media Research Responds

In a recent R\&R Country column (6/9), we reprinted an article from a Harker Research newsletter that was critical of a pair of Edison Media Research studies commissioned by the Country Radio Broadcasters and presented at recent Country Radio Seminars. Here with a response is Edison Media Research President Larry Rosin.

We are pleased to see that the discussion from our two presentations at CRS continues. Two quick points: First, Harker, in his article, seems to imply that our charge from the CRB was to conduct an exhaustive survey examining every possible reason why Country shares have declined. Instead, we were merely asked to present findings and issues that would generate debate. I think we succeeded on this score. Second, there are many, many factual inaccuracies in Harker's article. For a more accurate representation of the work we did, we encourage your readers to visit our website, www.edisonresearch.com. In addition to the two CRS reports, you will also see the results from our four Internet studies, the at-work study, the spotload study and the national survey of $12-24$ s presented at the recent R\&R Convention.

We are proud of our efforts to help radio by bringing it new information, and we plan to continue to provide a positive contribution to the industry.

The views expressed in a letter to the editor are those of the writer only. The writer is solely responsible for the content. R\&R reserves the right to edit letters.
see what was working. That always frustrated me."

## Regional Promoter Of The Year: Denise Roberts, MCANashville

MCA/Nashville West Coast Regional Denise Robers completes another triple play for MCA, as she once again snags the honor as Regional Promoter of the Year.
Before joining the label 7 1/2 years ago. she spent a year with the Los Angeles-


The Gary Group and three years be fore that with KLAC \& KZLA/Los Angeles. Her first job with MCA wz as Northeast Regional Promoter based in Baltimore. Three years late she moved back to the West Coas when Bill Macky was promoted from West Coast regional to Director 1 stional Promotion.

MCA/Nashville Chairman Brued Hinton says of Roberts. "Denise third win in a row reinforces the card with which the promotion department carries out its job.

Roberts comnents. "It is truly aut honor to win three in a row. Thanksw MCA and all of my co-workers there it really is a team effort. Also. congrat to the other nominees. The job hay gotten much harcker in the last year, an I know how hard they work."


RCA recording artist Sara Evans stopped by our L.A. office for a postconvention performance. Pictured (l-r) are R\&R Sales and Marketing Director Jeff Gelb, RCA VP/Promotion Mike Wilson, R\&R Country Assistant Editor Heidi Van Alstyne, Evans, RCA Label Group Chairman Joe Galante, R\&R Manager Jill Bauhs and RCA West Coast Regional Sam Harrell.

## THRNKS RADIO

For the third consecutive year in a row you have voted MCA Nashville

R\&R's Platinum Country Label Of The Year \&
Denise Roberts Country Regional Promotion
Executive Of The Year

Denise Roberts


## Doing The 'Grip-And-Grin'

## $\square$ Fan Fair is a time for artists and fans to mingle and for labels to shine

Country artists occasionally refer to their backstage meet-and-greets as a "grip-and-grin" or a "shake-and-howdy." There was plenty of that taking place June 12-16 in Nashville at the 29th annual Country Music Fan Fair. Among the highlights were the first Fan Fair showcases presented by several new country labels and the announcement that two pioneer artists will be inducted into the Country Music Hall of Fame in October.


Audium Entertainment, one of Nashville's newest labels, presented its firstever Fan Fair concert, with performances by Daryle Singletary, Ricky Van Shelton and Country Music Hall of Fame member Loretta Lynn. Audium players gathering backstage are (l-r) Dir./Promotion Johnny Mitchell, Dir./Sales \& Marketing Barry Yarbrough, Singletary, Dir./Promotion Chuck Rhodes and CEO Simon Renshaw.


When Montgomery Gentry decided to sponsor a $\$ 10,000$ scholarship fund through the Future Farmers of America, they brought this year's recipient to Nashville for Fan Fair activities. The winner, Kim Bristol of Garland, NE, is an honors student studying Agriculture at the University of Nebraska in Lincoln. Bristol's sisters accompanied her to Nashville, where they spent quality time with Montgomery Gentry throughout Fan Fair. Pictured here are (l-r) Nicole Dunn, Eddie Montgomery, Jill Kocian, Christina Bristol, Troy Gentry and Kim Bristol.


To help kick off its 75 th anniversary celebration, the Grand Ole Opry launched a series of free Friday night concerts in the Opry Plaza. Curb recording artist Junior Brown (shown onstage) joined BR5-49 as the first performers in the series. Brown returns there this Friday night.


When emotions run high at Fan Fair, it's usually in a good way. Fans wait in long lines for the chance to get an autograph from their favorite country stars. In this photo one young fan broke into tears of joy when she finally came face to face with Tim McGraw and Faith Hill.


Fan Fair marked the beginning of the Country Weekly Presents the TNN Music Awards, a three-hour country awards show, telecast live on TNN. Among the winners were Clint and Lisa Hartman Black, who captured Collaborative Event of the Year honors for their single When I Said I Do." Pictured backstage are (l-r) Country Weekly Editor Neil Pond, Dir./Marketing Tracy Rogers and VP/Publisher Sheri Warnke, along with the Blacks.

June 30, 2000
LEE ANN WOMACK I Hope You Dance (MCA) CHAD BROCK Yes! (Warner Bros.)
COLlin raye Couldn't Last A Moment (Epic) CLAY DAVIDSON Unconditional (Virgin)
REBA MCENTIRE I'll Be (MCA)
TIM MCGRAW Some Things Never Change (Curb)
RASCAL FLATTS Prayin' For Daylight (Lyric Street) LONESTAR What About Now (BNA)
ERIC HEATHERLY Flowers On The Wall (Mercury)
ALAN JACKSON It Must Be Love (Arista)
JO DEE MESSIMA That's The Way (Curb)
DIXIE CHICKS Cold Day In July (Monument)
KETTH URBAN Your Everything (Capitol)
SHEDASY I Will...But (Lyric Street)
BROOKS \& OUNN You'll Always Be Loved By Me (Arista)
JOE DIFFIE It's Always Somethin' (Epic)
GARTH BROOKS When You Come Back To Me Again (Capitol) Darryi worley When You Need My Love (DreamWorks) TOBY KEITH Country Comes To Town (DreamWorks)
MARK WILLS Almost Doesn't Count (Mercury)
LEANN RIMES I Need You (Sparrow/Curb/Capitol)
FAITH HILL W/TIM MCGRAW Let's... (Warner Bros./Curb) BILLY GILMAN One Voice (Epic)
WARREN BROTHERS FISARA EVANS That's The Beat... (BNA)
MARTINA MCBRIDE There You Are (RCA)
STEVE HOLY Blue Moon (Curb)
mONTGOMERY GENTRY Self Made Man (Columbia)
VINCE GILL Feels Like Love (MCA)
ARRON TIPPIN Kiss This (Lyric Street)
Gary allan lovin' You Against My Will (MCA)
KinLEYS She Ain't The Girl For You (Epic)
TRACY LAWRENCE Lonely (Atlantic)
DIAMOND RID Stuff (Arista)
PHIL VASSAR Just Another Day In Paradise (Arista) TAMMY COCHRAN If You Can (Epic)
WYNONHA Going Nowhere (Curb/Mercury)
PATTY LOVELESS That's The Kind Of Mood I'm In (Epic)
WADE HAYES Goodbye Is The Wrong... (DKC/Monument)
TRAVIS TRITT Best Of Intentions (Columbia)
CLINT BLACK Love She Can't Live Without (RCA)
SARA EVANS Born To Fly (RCA)
BRAD PASLEY We Danced (Arista)
WILKINSONS Shame On Me (Giant) JESSICA ANDREWS I Do Now (DreamWorks) ANITA COCHRAN Good Times (Warner Bros.)
CRNG MORGAN Paradise (Atlantic)
CHELY WRIGHT She Went Out For Cigarettes (MCA)
TRISHA YEARWOOD Where Are You Now (MCA) KENNY ROGERS He Will, She Knows (Dreamcatcher)
Vankee grey This Time Around (Monument)

Total nomis 27991

27991
27202 23637 22941 21934 20061 19900 19492 18900 18023 16650 16077 14248 14028 12282 12272 11947 1192

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## 1301

 1152 1058 1043$728 \quad 134$


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$150 / 0$
ARTST TITE Wegls
SARA EVANS Bom, To fly (RCA) BRAD PAISLEY We Danced (Arista) billy gilman One Voice (Epic) KENHY ROGERS He Will, She Knows (Dreamcatcher) 16 FATH HILL w/Im MCGRAW Let's... (Wamer Bros/Curt) 15 TRAVIS TRITT Best Of Intentions (Columbia) CLIMT BLACK Love She Can't Live Without (RCA) MARON TIPPIN Kiss This (Lyric Street) Yaukee GREY This Time Around (Monument) MARTIM MCBRIOE There You Are (RCA) VINCE GILL Feels Like Love (MCA)

## Most Increased Points

antist title laselis) TOTAL
PONT
IMCREASE FAIH HIL W/RM MCCPAW LLe's... (Wanes Bros/Curb) +3350 TOBY KEITH Country Comes To Town (DreamWorks) +2900 BILLY GILMAN One Voice (Epic) ALAN JaCKSON it Must Be Love (Arista) REBA MCENTIRE I'II Be (MCA) MARTINA MCBRIDE There You Are (RCA) LONESTAR What About Now (BNA) ERIC HEATHERLY Flowers On The Wall (Mercury) +1611 RASCNL FLATTS Prayin' For Daylight (Lyric Street) +1546 VINCE GILL Feels Like Love (MCA) JO DEE MESSINA That's The Way (Curb) MRON TIPPIN Kiss This (Lyric Street) DARRYL WORLEY When You... (DreamWorks) LEE ANN WOMACK I Hope You Dance (MCA) TRAVIS TRITT Best Of intentions (Columbia) +1041

## Most Increased Plays <br> antest tite luselis)

$\underset{\substack{\text { total } \\ \text { pLar }}}{\text { and }}$
FATH HILL w/InM MCCRAW Let's... (Wames Bros/Cum) +653
TOBY KETTH Country Comes To Town (DreamWorks) +555 Billy gilman One Voice (Epic)
ALAN JACKSON It Must Be Love (Arista) E月IC heatherly flowers On The Wall (Mercury) +367 REBA MCENTIRE I'Il Be (MCA)
maRTIMA MCBRIDE There You Are (RCA) +352
LONESTAR What About Now (BNA)
JO DEE MESSIMA That's The Way (Curb) $\mathbf{2 8 7}$
RASCAL FLATTS Prayin' For Daylight (Lyric Street) $\mathbf{+ 2 8 6}$

## Breakers.

Biar eiman
One Voice (Epic)
$63 \%$ of our reporters on it ( 95 stations) 15 Adds • Moves 29-23

150 Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total points for the airplay week of Sunday $6 / 18$-Saturday $6 / 24$. Bullets appear on songs gaining points/ plays or remaining flat from previous week. If two songs are tied in total points/plays, the song being played on more stations is placed first. Breaker status is assigned to songs achleving airplay at $60 \%$ of reporter base for the first time. Songs that are down In points/plays for three consecutive weeks and below No. I are moved to recurrent. Gross impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R\&R Inc.

[^6]
## R\&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

| ants tie fasel) | $\begin{aligned} & \text { toral s.atones } \\ & \text { atos } \end{aligned}$ | romal | $\begin{aligned} & \text { poratal } \\ & \text { pars } \end{aligned}$ | sat | 20 | 30.39 | 20.28 | 19.19 | 1.9 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GARY ALLAN Lovin' You Against My Will (MCA) | 29/1 | 1389 | 449 | 0 | 0 | 1 | 9 | 14 | 5 |
| JESSICA ANDREWS I Do Now (DreamWorks) | 8/3 | 164 | 50 | 0 | 0 | 0 | 0 | 4 | 4 |
| CLImt black love She Can't... (RCA) | 16/2 | 448 | 152 | 0 | 0 | 0 | 0 | 10 | 6 |
| CHAD BROCK Yes! (Warner Bros.) | 34/0 | 3940 | 1235 | 1 | 8 | 21 | 3 | 1 | 0 |
| GARTH BROOKS When You Come... (Capitol) | 32/0 | 2200 | 704 | 0 | 1 | 2 | 19 | 9 | 1 |
| BROOKS \& DUNN You'll Always Be Loved..., (Arista) | 36/0 | 2731 | 848 | 0 | 1 | 5 | 21 | 9 | 0 |
| AnIta COCHRAN Good Times (Warner Bros.) | 70 | 205 | 67 | 0 | 0 | 0 | 0 | 3 | 4 |
| tammy COCHRAN If You Can (Epic) | 12/1 | 366 | 126 | 0 | 0 | 0 | 2 | 5 | 5 |
| Billy ray CYhus You Won't Be ... (Monument) | 3/3 | 86 | 31 | 0 | 0 | 0 | 1 | 1 | 1 |
| CLAY DAVIDSON Unconditional (Virgin) | 370 | 3885 | 1226 | 1 | 8 | 18 | 6 | 3 | 1 |
| DIAMOND RIO Stuff (Arista) | 24/0 | 1054 | 333 | 0 | 0 | 0 | 3 | 19 | 2 |
| JOE DIFFIE It's Always Somethin' (Epic) | 370 | 2694 | 844 | 0 | 1 | 2 | 25 | 8 | 1 |
| DIXIE CHICKS Cold Day in July (Monument) | 370 | 2992 | 938 | 0 | 2 | 6 | 26 | 2 | 1 |
| SARA EVaNS Born To Fly (RCA) | 12/6 | 261 | 85 | 0 | 0 | 0 | 0 | 6 | 6 |
| VINCE GILL Feels Like Love (MCA) | 37/4 | 1766 | 552 | 0 | 0 | 1 | 13 | 16 | 7 |
| BILLY GILman One Voice (Epic) | 27ח | 1016 | 329 | 0 | 0 | 2 | 1 | 15 | 9 |
| WADE HAYES Goodbye Is...(DKC/Monument) | 711 | 186 | 64 | 0 | 0 | 0 | 0 | 3 | 4 |
| ERIC HEATHERLY Flowers On The Wall (Mercury) | 35/0 | 3083 | 990 | 0 | 3 | 11 | 18 | 3 | 0 |
| FAITH HILLTIM MCGRAW Let's ... (Warner Bros.) | 31/8 | 1135 | 367 | 0 | 0 | 1 | 4 | 12 | 14 |
| STEVE HOLY Blue Moon (Curb) | 28/0 | 1242 | 405 | 0 | 0 | 0 | 5 | 17 | 6 |
| ALAN JACKSON It Must Be Love (Arista) | 36/0 | 3158 | 999 | 0 | 2 | 11 | 20 | 3 | 0 |
| TOBY KEITH Country Comes To Town (DreamWorks) | ks) 370 | 2090 | 652 | 0 | 0 | 2 | 13 | 19 | 3 |
| KINLEYS She Ain't The Girl...(Epic) | 16/1 | 590 | 182 | 0 | 0 | 0 | 2 | 8 | 6 |
| TRACY LAWRENCE Lonely (Atlantic) | 28/2 | 1191 | 376 | 0 | 0 | 0 | 7 | 14 | 7 |
| LONESTAR What About Now (BNA) | $37 / 0$ | 3602 | 1122 | 1 | 4 | 13 | 17 | 2 | 0 |
| PATTY LOVELESS That's The Kind ... (Epic) | 18/1 | 614 | 200 | 0 | 0 | 0 | 1 | 11 | 6 |
| MARTINA MCBRIDE There You Are (RCA) | 35/0 | 1811 | 583 | 0 | 0 | 0 | 11 | 23 | 1 |
| REBA MCENTIRE I'll Be (MCA) | 370 | 4084 | 1267 | 1 | 6 | 20 | 10 | 0 | 0 |
| TIM MCGRAW Some Things Never Change (Curb) | 370 | 3759 | 1173 | 1 | 4 | 19 | 12 | 1 | 0 |
| JO DEE MESSINA That's The Way (Curb) | $37 / 0$ | 2904 | 915 | 0 | 1 | 7 | 22 | 7 | 0 |
| GEORGIA MIDDLEMAN No Place Like Home (Giant) | 1/1 | 19 | 5 | 0 | 0 | 0 | 0 | 0 | 1 |
| RONNIE MILSAP Time, Love And Money (Virgin) | 5/1 | 207 | 61 | 0 | 0 | 0 | 1 | 2 | 2 |
| montgomery gentry Self Made Man (Columbia) | 320 | 1576 | 493 | 0 | 0 | 0 | 7 | 22 | 3 |
| CRAIG MORGAN Paradise (Atlantic) | 1/1 | 8 | 3 | 0 | 0 | 0 | 0 | 0 | 1 |
| RASCAL FLATTS Prayin' For Daylight (Lyric Street) | 370 | 3457 | 1081 | 1 | 2 | 15 | 15 | 4 | 0 |
| COLLIN RAYE Couldn't Last A Moment (Epic) | 33/0 | 3620 | 1147 | 1 | 5 | 19 | 5 | 3 | 0 |
| LEANN RIMES I Need You (Sparrow/Curb/Capitol) | 33/1 | 1731 | 555 | 0 | 0 | 0 | 11 | 18 | 4 |
| KENnY ROGERS He Will, She Knows (DreamWorks) | ) $4 / 3$ | 60 | 21 | 0 | 0 | 0 | 0 | 1 | 3 |
| SAWYER BROWN Perfect World (Curb) | 8/4 | 167 | 51 | 0 | 0 | 0 | 0 | 3 | 5 |
| SHEDAISY I Will...But (Lyric Street) | 370 | 2738 | 867 | 0 | 1 | 3 | 26 | 6 | 1 |
| ALRON TIPP1N Kiss This (Lyric Street) | 27/4 | 1066 | 351 | 0 | 0 | 0 | 5 | 14 | 8 |
| KEITH URBAN Your Everything (Capitol) | 32/1 | 2276 | 726 | 0 | 1 | 4 | 18 | 7 | 2 |
| Phil vassar Just Anpther Day (Arista) | 297 | 910 | 288 | 0 | 0 | 0 | 2 | 16 | 11 |
| WARREN BROTHERS/SARA EVANS That's ... (BNA) | 32/0 | 1484 | 483 | 0 | 0 | 1 | 5 | 21 | 5 |
| WILKINSONS Shame On Me (Giant) | 710 | 225 | 75 | 0 | 0 | 0 | 0 | 5 | 2 |
| MARK WILLS Almost D́oesn't Count (Mercury) | 36/1 | 2100 | 667 | 0 | 0 | 0 | 18 | 14 | 4 |
| LEE ANN WOMACK I Hope You Dance (MCA) | 370 | 4349 | 1367 | 1 | 8 | 24 | 4 | 0 | 0 |
| DARRYL WORLEY When-You Need... (DreamWorks) | s) $37 / 0$ | 2357 | 743 | 0 | 0 | 2 | 21 | 13 | 1 |
| CHELY WRIGHT She Went Our For ... (MCA) | 15/1 | 566 | 185 | 0 | 0 | 0 | 3 | 7 | 5 |
| WYNONMA Going Nowhere (Mercury/Curb) | 7/2 | 175 | 56 | 0 | 0 | 0 | 0 | 5 | 2 |
| Yankee grey this Time Around (Monument) | 3/3 | 93 | 29 | 0 | 0 | 0 | 0 | 2 | 1 |
| TRISHA YEARWOOD Where Are You Now (MCA) | 16/4 | 457 | 144 | 0 | 0 | 0 | 0 | 8 | 8 |

37 Country Indicator reporters in markets 124-202. Songs ranked alphateticalfy for the airplay week of Sunday 6/18-Saturday 6/24.

## Most Aclded.

## aftist tine lasels)

BRAD PAISLEY We Danced (Arista)
F. HILL W/T. MCGRAW Let's Make... (Warmer Bros/Curb) 8

PHIL VASSAR Just Another Day in Paradise (Arista)
BILLY GILMAN One Voice (Epic)
SARA EVANS Born To Fly (RCA)
VINCE GILL Feels Like Love (MCA)
AMRON TIPPIN Kiss This (Lyric Street) TRISHA YEARWOOD Where Are You Now (MCA) SAWYER BROWN Perfect World (Curb) TRAVIS TRITT Best Of Intentions (Columbia) JESSICA ANDREWS I Do Now (DreamWorks) KENHY ROGERS He Will, She Knows (Dreamcatcher) 3 BILLY RAY CYRUS You Won't Be Lonely... (Monument) 3 YanKee grey This Time Around (Monument) TRACY LAWRENCE Lonely (Atlantic)
CLINT BLACK Love She Can't Live Without (RCA) WYNONMA Going Nowhere (Curb/Mercury) COLLIN RAYE W/BOBBIE EAKES Tired Of Loving... (EDic) 2

## Most Increased Points

## atist tine labels)

F. Hil W/. McGRAW Let's Make... (Wamer Bros/Curb) +493 GARTH BROOKS When You Come Back... (Capitol) +396 LONESTAR What About Now (BNA) REBA MCENTIRE I'II Be (MCA)
BILLY GILMAN One Voice (Epic) MARTINA MCBRIDE There You Are (RCA) AARON TIPPIN Kiss This (Lyric Street) MaRK WILLS Almost Doesn't Count (Mercury) RASCAL FLATTS Prayin' For Daylight (Lyric Street) +261 bRAD PAUSLEY We Danced (Arista)
TOBY KEIH Country Comes To Town (DreamWorks) +195 DIXIE CHICKS Cold Day In July (Monument) WARREN BROS. FSNAREVNNS That's The Beat... (BNA) +1 JO DEE MESSINA That's The Way (Curb) STEVE HOLY Blue Moon (Curb)

## Most Increased Plays

## The New Album Gallery

In Stores: July 4, 2000


## Porter Wagoner

## The Best l've Ever Been (Shell Point)

Porter Wagoner is celebrating his 43 rd anniversary as a Grand Ole Opry member, but The Best I've Ever Been is his first album of all-new naterial in 25 years. Wagoner has charted almost 100 singles in his career. including his first No. I. "A Satisfied Mind," and a string of chassics that include "Green, Green Grass of Home," "The Carroll County Accident" and duets with Dolly Parton. White Wagoner remained one of the Opry's most devoted members. he says. "I didn't want to go back into the studio with a bunch of junk just to say 1 recorded an album. I don't want to turn back the other way. I don't want to be successful and then go back to the beginning again. To me, that's not how you ought to set up your life." Wagoner's interest in recording was rekindled after hearing a collection of songs written by Damon Black. a Missouri farmer who found limited success when he came to Nashville in the '70s. After returning to Missouri, Black found the time to concentrate on his songwriting after he sold a tract of his farm to Wal-Mart for a reported $\$ 3.5$ million. Wagoner admits that he was skeptical when he received Black's 22 -song tape. When he finally got around to listening to the songs. Wagoner says, "They just hit me right in the hearn - every one of them. Every one of them was so unique and so different. I don't know if it's because I haven't heard any great songs in a long time, but the songs just absolutely huilt a tire under me." At age 72. Wagoner's voice remains strong, prompting Parton to comment on the album. "This is truly the best he's ever been, and these are some of the best songs I've ever heard. I was even knocked over - and I thought I knew how good Porler could be."


Filmmakers Joel and Ethan Coen picked Nashville's Ryman Auditorium as the place to preview music from their newest project, 0 , Brother, Where Art Thou? With performances by Emmylou Harris, Gillian Welch, Ralph Stanley, Alison Krauss and others, the sold-out show was captured on film by D.A. Pennebaker. Mercury/Nashville will be releasing the film soundtrack later this year. Pictured backstage are (l-r) Welch, Ethan Coen, actor Tim Blake Netson, Joel Coen, Stanley, actress Holly Hunter and Mercury/Nashville President Luke Lewis.


## YEAR ACO

- No. I: "Write This Down" - George Strait (third week)
yEARS AGO
- No. 1: "Tell Me I Was Dreaming" - Travis Tritt yERRS MCOO
- No. I: "The Dance" - Garth Brooks (second week)

YEARS RCO

- Na. I: "Forty Hour Week (For A Livin')" - Alabama


## YEARS MCIO

- Ha. I: "He Stopped Loving.." - George Jones (second week) yemes nco
- Mo. I: "Movin' On" - Merte Itagerd



## New \& Active

BILLY RAY CYRUS You Won't Be Lonely Now (Monument) Total Stations: 11, Adds: 8, Polnts: 569, Plays: 105 (+53) RONNIE MILSAP Time, Love And Money (Virgin) Total Stations: 11, Adds: 5, Points: 550, Plays: $115(-3)$ SAWYER BROWN Perfect World (Curb) Total Stations: 18, Adds: 8, Points: 519, Plays: 113 (+33) DANNI LEIGH I Don't Feel That Way (Monument) Total Stations: 15, Adds: 4, Points: 361, Plays: 93 (+43) gEORGIA MIDDLEMAN No Place Like Home (Giant) Total Stations: 10, Adds: 8, Points: 147, Plays: 32 (+12)

Songs ranked by total points.


WUSW gathered together for a photo with Mark Cottie at the Old Time Festival in Hattiesburg, MS. Pictured (l-r) are Morning co-host Sherri Marengo, Morning host and Program Director Coyote McGee, syndicated personality Lia Knight, Mark Collie and midday personality and MD Beth Brooks.


After a year of on-air love confessions and marriage proposals to BNA recording artist Kenny Chesney, Kix $96 / \mathrm{WJCL}$ morning co-host Laura Anderson finally got to meet the country cutie at the George Strait Jacksonville show!

## PLEASE SEMD YOUR PHOTOS

R\&R wants your best snapshots (color or black \& white).

Please include the names and titles of all pictured and send them to:
R\&R clo Heidl Van Alstyne: 10100 Santa Monica Bhd., 5th Floor, Los Angeles, CA 90067

## National Radio Formats

## ABC RADIO NETWORKS

## Coast-To-Coast

Mark Edwarts • (972) 991-9200
Adds:
pattr loveless That's The Kind of Mood I'm In AARON TIPPIN Kiss Thls
Hottest:
GARTH BROokS When You Come Back To Me Again
VNCE GILL Feels Like Love
FAITH HILLITIM MCGRAW Let's Make Love
MARTINA MCBRIDE There You Are

## ALTERMATIVE PROGRAMMMIG

Steve Knoll - (800) 231-2818
Adds:
CLINT BLACK Love She Can't Live Without RONMIE MILSAP Time, Love And Money CRAIG MDRGAN Paradise
Hottest:
rascal flatts Prayin' For Daylight SHEDAISY I Will...But
BROADCAST PROGRAMMMG
Ken Moultrie • (800) 426-9082
Mainstream Country
L.J. Smith

Adds:
Billy gilman One Voice
FAITH HILLTIM MCGRAW Let's Make Love

## Hottest:

LOMESTAR What About Now
CLAY DAVIISSON Unconditional
TIM MCGRAN Some Things Never Change
LEE ANN WOMACK I Hope You Dance
REBA MCENTIRE P"I Be
New Country
L.J. Smith

Adds:
BILLY Gillman One Voice
PHIL VASSAR Just Another Day In Paradise

## Hottest:

REBA MCENTIRE I'll Be
LONESTAR What About Now
DIXIE CHICXS Coid Day In July
rascal FLatis Prayin' For Daylight
LEE ANW WOMACK I Hope You Dance
L1

## Ken Mouftrie

Adds:
so DeE messma That's The Way
SHEDNSY I Will. But
KEITH URBMM Your Everything
Voftust:
CLAY DAVIDSON Unconditional
REBA MCENTIRE III Be
CHAD BROCK Yes!
Tim mcgraw Some Things Never Change
LEE ANM WOMACK I Hope You Dance
WMESRADO NETWORK
Jim Murphy • (303) 784-8700
CDCOUNTRY
John Hendricks

## Adds:

JOHN RICH I Pray For You
SHEDAISY I Will... But
Hottest:
RASCAL FUATS Prayin' For Daylight
JD DEE MESSIMA That's The Way
TII MCGBAW Some Things Never Change DixIE CHICKS Cold Day In July
cLaY dAvioson unconditiona
CgRETT AMERICAN COUNTITY
John Hondricks

## Ades:

LLSA amgelle a Woman Gets Lonety

| jones radio metwork contimuea |
| :---: |
| Patty LOVELESS That's The Kind Of Mood I'm In | KATHY MATTEA BFD

## Elite:

LEE ANN WOMACK I Hope You Dance
REBA MCENTIRE I'll Be
RASCAL FLATTS Prayin' For Daylight
Garth brooks when you come back To Me Again
CLAY DAvIOSON Unconditional
KEITH URBAN Your Everything
ERIC HEATHERLY Flowers On The Wall
BILLY GILMAN One Voice
CHAD BROCK YES!
OARRYL WDRLEY When You Need My Love

## PREMIERERADIO NETWORRS

After Midnite
KELLY ERICKSON • (818) $461-5435$
Adds:
mONTGOmeRy GENTRY Self Made Man
WARREN BROS. ISARA EVANS That's The Beat

## Hots:

CHAD BROCK Yes!
CLAY DAVIDSON Unconditiona
COLLIN RAYE Couldn't Last A Moment
LEE ANN WDMACK I Hope You Dance
REBA MCENTIRE I'II Be
aLAN JACKSON It Must Be Love
ERIC HEATHERLY Flowers On The Wall LONESTAR What About Now

## RADIO ONE COUNTRY PLAYLST

JIM WEST • (970) 949-3339
Adds:
No Adds
Hottest:
LEE ANN WOMACK I Hope You Dance
CLAY DAVIDSON Unconditional
TIM MCGRAW Some Things Never Change
WESTWOOD OME RABMO NETWORAS
Charlie Cook - (805) 294-9050
Mainstream Country
David Folker
Adds:
VINCE GILL Feels Like Love
MARTMA MCBAIDE There You Are
Hottest:
CHAD BROCK Yes!
CLAY WhLKER The Chain Of Love
LEE AwH WOMACX I Hope You Dance
collin raye Couldn't Last A Moment
CLAY DAMOSON Unconditional
Hot Comity
David Felker
Adds:
BILLY GILMAN One Voice
TOBY KEITH Country Comes To Town

## Hottest:

AEBA MCENTIRE I'll Be
COLLIN RAYE Couldn't Last A Moment
LEE ANH WOMACX I Hope You Dance RASCAL FLAITS Prayin' For Daylight CHAD BROCK Yes!


## ADDS

JESSICA ANDREWS I DO Now
VINCE GILL Feels Like Love
ARON IIPPIN Kiss This
RICKY VAN SHELTON Call Me Crazy

## ELITE

LEE ANN WOMACX I Hope You Dance
REBA MCENTIRE I'Il Be
RASCAL FLATTS Prayin' For Daylight
GarIH Broocs When you Come Back to Me Agpin
CLAY OAVIDSON Unconditional
cLAY malren The Chain of Love
KEITH UREAM Your Everything


## ADDS

LISA ANGELLE A Woman Gets Lonety PATTY LOVELESS That's The Kind Of Mood Im in матнY MATTEABFD

## TOP 10

LEE ANN WOMACKI Hope You Dance
FAITH HILL The Way You Love Me
Biliy gilman One voice
TOBy keIth How Do You Like Me Now? RESA MCENILRE/"IBe
GAATH BROOKS When You Come Back To Me Again LeAMN AIMESI Need You CHAD BROCKYes!
ALECIAELLIOTT You Wanna What?
CLAY WALKEA The Chain Of Love
IComation curremt as of June 16


Parf, DirectorfProgramming Paul Hastaba. VPMCM

## ADDS

USA a McELLEA WOMan Gets Lonem
LOMESTA W What About Now
Patty Lovtless Thats The Kind OTMood imin in TREWT SUMMAR \& THE NEW ROW MOB New NOney

## TOP 10

Fauth hill the Way Youtove Me
LEE ANH WOMACKI Hope You Dance
CHKO BAOCKYes!
CLAY OMVDSOW Uncondidional
RELA MOEMTHPEITBE
truce aommsmare
SHEOASYI Will But
ERIC HERTHERLY Flowers On The Wali
METTH LPALAM Your Everything
rascul flatts Prayin for Dasiopt

## HEAVY

CHO Mincx yes!
CLW OwiDsow Unconditional
ouxe crucus coostye far
EAC HEATHERY Fowers On The Wat cahth broous When You Come Back To Me Again 50 OEE MESSIMAThat's The Way
GETTH URBAN Your Everything
LEE ANH WOMACK I Hope You Dance ruscal FIATTS Prayin' For Daylight
RELA MCENTIRE DIBe
SHEDASYIWill But


## HOT SHOTS

MAON TIPPM Kiss This
AL LISOW MOORER SENd DOWn Ar Angel
Buly gilmanone Vorce
butly ray CyRus You Wont be Loney Now cOL LIW RREEROBby Eaxes Tired Of Lowng This Way Dumono Riostull
LeAMM RIMESI Need You
pativ Loveless Thats The Kind of Mood im in
TOBY KEITH When COUntry Comes To Town
TREMT SUMMAR \& THE WEW ROW MO8 New Money TRISHA YEaRwooo Where Afe You Now VIMCE GILI Feets Like Love

Heavy roation songs receive 28 plays per week. Hor Shots recerve 21 plays per week
information curremt as of June 28

## Most Played Recurrents

CLAY WALKER The Chain Of Love (Giant)
FAITH HILL The Way You Love Me (Warner Bros.)
ANDY GRIGGS She's More (RCA)
TOBY KEITH How Do You Like Me Now? (DreamWorks)
KENNY CHESNEY What I Need To Do (BNA)
GEORGE STRAIT The Best Day (MCA)
KENNY ROGERS Buy Me A Rose (Dreamcatcher)
TRACE ADKINS More (Capitol)
DIXIE CHicks Cowboy Take Me Away (Monument)
TIM MCGRAW My Best Friend (Curb)
TIM MCGRAW Something Like That (Curb)
FAITH HILL Breathe (Warner Bros.)
bRAD PAISLEY He Didn't Have To Be (Arista)
PHIL VASSAR Cariene (Arista)
maRtina mceride i love you (RCA)

## LONESTAR Amazed (BNA)

MARTINA MCBRIDE Love's The Only House (RCA)
TRACY LAWRENCE Lessons Learned (Atlantic)
JO DEE MESSINA Lesson In Leavin' (Curb)
GEORGE STRAIT Write This Down (MCA)

## COUNTRY Going For Adds $7 / 5100$

CRAIG MORGAN Paradise (Atlantic)


Lynic Street recording artists SHeDASY performed at "Taste of Cincinnati". Pictured (l-r) are Lyric Street Senior National Director of Promotion Kevin Herring; WYGY Music Director J.J. Gerrard; SHeDAISY's Kelsi; WYGY Program Director Patti Marshall; SHeDAISY's Kassidy; WUBE Program Director Tim Closson; SHeDAISY's Krystn; Lyric Street NE Rep Chris Palmer; and WUBE Assistant Program Director Grover Collins.

## WWGR/FI. Myers

## $3 a m$

handy travis Deeper Than The Holler TIM mCGRAW My Best friend KINLEYS She Ain't The Girl For You
STEVE WARINEA Holes in The Floor Of Heaven alabama if You're Gonna Play in..
JO DEE MESSIMA Heads Carolina, Tails Califomia CHAD BROCK Yes!
VINCE GILL Tyin' To Get Over You
andy griggs you Won't Ever Be Lonely
TRISHA YEARWOOO Walkaway Joe
ALAN JACKSON It Must Be Love
Party LOVELESS That's The Kind Of Mood I'm in
JOHN MICHAEL MONTGOMERY Be My Baby...
IM mCGRAW One Of These Days
FAITH HILL The Way You Love Me
GARTH BROOKS Papa Loved Mama
george strait the Best Djay

## 11am

CLAY DAVIDSON Unconditional
travis tait heip Me Hold On SHEOASY I Will ... But
kenny Chesney you had Me from Hello
BROOKS \& DUNN Lost And found
MABTIHA MCBRIDE There You Are GARTH BROOKS If Tomorrow Never Comes -PHIL VASSAR Cartene
FAITH HILL It Matters To Me
FAITH HILL Let's Go To Vegas
george strut you know Me Better Than That RASCAL FLATTS Prayin' for Daylight JoE OIFFIE Pickup Man
IIm mCcraiw Some Things Never Change

## 4pm

GARTH BROOKS Shameless
KENNY CHESNEY What I Need To Do REBA MCENTIRE Fancy
bato paisley he Didn't have To Be ALAN JACKSON Livin' On Love billy gilman one voice oIXIE CHICKS There's Your Trouble ERIC HEATHERLY Flowers On The Wall TIM MCGRAW I Like It, I Love It SHANIA TWAIN Whose Bed Have Your Boots. LEE ANN WOMACK I Hope You Dance hal KETCHUM Small Town Saturday Night FAITH HILL Piece Of My Heart CHAD BROCK Yes!

## 8pm

MARK WILLS Back At One
alan jackson Chasin' That Neon Rainbow JOE DIFFIE If's Always Somethin' BROOKS \& DUNN That Ain't No Way To Go SHEDASYI Will ... But
RHETT AKINS Don't Get Me Started alabama (God Must Have Spent) A Little . fascal flatts Prayin' for Daylight deana carter Strawberry Wine DWIGHT YOAKAM Fast As You brad paisley We Danced bill y rar Cyrus You Won't Be Lonely Now LEE ANN WOMACK / Hope You Dance lonestar no news

## WCKT/Ft. Myers

## $3 a m$

aLAN JACKSON It Must Be Love george stail Carrying Your Love With Me JOE DIFFIE If's Always Somethin' TAISHA YEARWOOD HOW DO I Live BROOKS \& DUNN Beer Thirty
DIXIE CHICKS There's Your Trouble WADE HAYES Goodbye is the Wrong Way To Go SHANIA TWAIN Honey I'm Home PHIL VASSAR Carlene
JOHN MICHAEL MONTGOMEAY Be My Baby CHAD BROCK Yes!
NEAL MCCOY No Doubt About It
VINCE GILL Feeis Like Love
FAITH HILL This Kiss
MARK WILLS Back At One
george stant Love Bug
CLAY DAVIDSON Unconditional

## 11am

CLAY DAVIDSON Unconditional
faith hill The Way You Love Me mITY GAITTY DIRT ... Fishin' In The Dark SHEDAISY IWill... But GEOAGE STRAIT Meanwhile
AARON TIPPIN Kiss This GARTH BROOKS The Thunder Rolls aEBA MCENTIRE ILI Be
alabama i'm in A Hurry (And Don't...) MONTGOMERY GENTRY Hillbilly Shoes alan jackson i Don't Even Know Your Name OIXIE CHICKS Cold Day In Juty travis tritr Can I trust You With My Heart

## $4 p m$

collin raye Couldn't Last A Moment VINCE GILL When I Call Your Name brooks \& Ounn You'll Always Be Loved By Me JO OEE MESSINA Because You Love Me beba mCentiab is There Life Out There montgomerr gentry Self Made Man george stant One Night At a Time EAIC HEATHERLY Flowers On The Wall lonestar Smile
faith hill piece Of My Heant
YANKEE GREY All Things Considered
DIXIE CHICKS Cold Day In July JOE DIFFIE Pickup Man
ALAN JACKSON II Must Be Love

## 8pm

george strait I Cross My Heant
TOBY KEITH How Do You Like Me Now? JOE DIFFIE If's Always Somethin' SAWYER BROWN The Race is On andy griges you Won't Ever Be Lonely tracy Lawrence Lonely
JOHN MICHAEL MONTGOMERY SOd (The Gnindy ..)
ALAN JACKSON II Must Be Love
martina mcbride My Baby Loves Me
WYnonna I Saw The Light
Shanla iwain come On Over
GARTH BROOKS That Summer
IIM MCGRAW Some Things Never Change ALABAMA Born Country
CHAD BROCK Yes!

Country Playlists
FIND COMPLEIE PLAYLISTS FOR ALL COUNTRY REPORTERS ON R\&R ONLINE MUSIC TRACKING




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




| Mury | antisimite | al |
| :---: | :---: | :---: |
| 4039 |  | 1323 |
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# These Are The Champions 

## $\square$ This year's winners of the AC and Hot AC R\&R Industry Achievement Awards

Some repeat winners and several first-time nominees carted off the hardware two weeks ago in R\&R's third annual Industry Achievement Award competition. But all the nominees were winners in our book, and they have our congratulations. We'd also like to thank all who took time to vote and who were with us in Los Angeles when we ripped open the envelopes. As they have in each of the three years we've been doing this, the tuxedo-clad honchos of the accounting firm of Miller, Kaplan, Arase \& Co. tabulated the ballots and verified the results.

## Aclult Contemporary

## Station Of The Year: WLTW/New York

Lite FM was once again the dominant station in the No. I market among females 25-54 and 35-64 in the latest fall and winter books. This winter WLTW boasted nearly identical shares among women 25 54 (9.4) and women 35-64 (9.5). "You always feel great when your station is No. I in the ratings, but it means so much when your peers recognize that your staff performs as a true team," VP/GM Rona Landy comments to R\&R. "Winning this award is especially gratifying when you consider the tremendous radio stations that were nominated this year along with WLTW."
This year's competition included WSNY/Columbus. KOST/Los Angeles. WBEB/Philadelphia, WASH/ Washington and WEAT-FM/West Palm Beach.
WLTW has been nominated twice for Industry Achievement Awards (1998 and 2000) and won both times.
Last year's winner in this category: KODA/Houston.

## PD Or The Year: <br> Jim Ryan, <br> WLTW/New York

"I owe so much to so many people for my winning this award." Ryan remarks to R\&R. "I have become better by working with the other great programmers in our company and having a great staff to support me in my efforts. I'd like to thank
[R\&R Publisher/CEO] Erica Farber and her staff for another great convention."
Jim Ryan has been nominated all three years and is the only threetime winner in any AC or Hot AC category.

## MD Of The Year:

## Charlie Lombardo,

## WALK/Long Island, NY

He's won both times he's been nominated ( 1998 and 20000). Others in this year's field included WYJB Albany's Chris Holmberg, WMJX/ Boston's Mark Lawrence, WASH/ Washington's Randi Martin. WAHR Huntsville's Bonny O'Brien and WLHT/Grand Rapids' Mary Turner

Last year's winner in this cat egory: KIOI/San Francisco's Mark Carlson.

## Promotion Executive Of The Year: <br> Elaine Locatelli, Columbia

"This is a wonderful way to begin the millennium." the label's VP/ Mainstream AC Promotion tells R\&R. "I'm truly overwhelmed and grateful for winning this $\mathbf{R \& R}$ award. My sincere thanks goes out to everyone who made this possible. It's particularly gratifying to receive it when Columbia has brought so many new artists, like Lara Fabian. Marc Anthony and Jessica Simpson. to adult radio. These new voices truly complement Columbia's already great core artists."

Locatelli has thrice been nominated and was also last year's winner in this category.

LABEL of the YEAR AC


Air Personality or The Year: Trapper Jack, WDOK/Cleveland
"We've always known that Trapper was one of the best in the country." says WDOK PD Dave Popovich. "ll's great that he's received recognition with this R\&R award." The winner jokingly asks. "How did this happen? Were the other candidates pedophiles? Seriously, though. I'm honored to be recognized by my peers with this award. I'm ecstatic."

This was Trapper Jack's first nomination

KIOI/San Francisco's Don Bleu won in this eategory in 1998 and 1999.

Platinum Label Of The Year: Arista
The label has won in two of the three years it has been nominated ( 1998 and 2000). This year's field included Atlantic. Columbia. Island Def Jam Music Group. Jive and Warner Bros.
Last year's winner in this category: Columbia.

## Gold Label Of The Year: Hollywood

"After such commitment and dedication have been made to delivering the best possible music. it's extremely rewarding to be recognized by the industry," Sr. Director/ Adult Formats Nick Bedding comments. "This award is a testament to Hollywood Records for that kind of quality." The label was also nominated last year.
Last year's winner in this category: DreamWorks.

## Hot AC

Station Of The Year: WBMX/Boston
"I'm thrilled that Mix 98-5 has picked up its first-ever R\&R Industry Achievement Award." VP/Programming Greg Strassell remarked. "Boston' is an extremely competitive market,where the battle is fought every day. It's a dream come true that our peers in the industry recognize the passionate, winning sta-

tion we've created. Thanks to a killer staff, including GM Mark Hannon, MD Mike Mullaney and morning co-host John Lander.

The Pop/Alternative wins in its first year of nomination. Fellow Pop/Alt KFMB-FM/San Diego was the two-time defending champ in this category.

## PD Of The Year: <br> Greg Strassell, WBMX/Boston

The serious tone Strassell took in accepting the Station of the Year award at R\&R Convention 2000 was lightened quite a bit when he commented, "I'm happy that KFMB-FM's Tracy Johnson is a GM and not a PD."
This was Strassell's first time being nominated in this category.
Last year's winner in this category: KDMX/Dallas’ Jimmy Steal. who now programs CHR/Rhythmic KPWR/Los Angeles.

## MD Of The Year: <br> Tony Mascaro, <br> WPLJ/New York

Another first-time nominee wins the trophy. Others in this year's field were WWMX/Baltimore's Greg Carpenter, WKTI/Milwaukee's Leonard Peace. KFMB-FM/ San Diego's Jen Sewell. KLLC/San Francisco's Julie Stoeckel and WLNK/Charlote's Patty Vaughn.
Last year's winner was WSHE's Miami Shark, who is now APD/MD at Pop/Alt KMXB/Las Vegas.

## Promotion Executive

 Of The Year:Mary Conroy, Atlantic
"I just wish there was enough room on this beautiful award to lis all the names of our great field and national staffs who truly deserve recognition." Conroy notes to R\&R. "Our successes and achievements are only attained through total team effort. I'd like to say thank you on behalf of all at Allantic."

Among the Atlantic artists having chart hits in the February 1999-February 2000 survey period were Jewel. Beth Hart, Edwin McCai and Sugar Ray.

Mary Conroy is a three-time nominec and two-time winner ( 1998 and 2000).
Last year's winner in this cat egory: Elektra's Dana Keil
Air Personality Of The Year: Scott Shannon \& Todd Pettingill, WPLJ/New York

Thanking those who voted for 'PLJ's wake-up team. PD Scon Shannon quipped, "We though you'd all be sick of us by now." Panner Pettingill added, "It means a lor to be recognized by your peers. If times get tough. I can sell the awand for a box of Rice-A-Roni and a package of Lee Press-On Nails."
The two were also nominated in 1998.

Winners in this category for the past two years: KFMB-FM/San Diego's Jeff \& Jer.

## Platinum Label Of The Year:

 AristaBolstered by the phenomenal strength of Santana"s "Smooth." Arista is victorious in its first year of nomination in the Hot AC cat egory. This year's field included Atlantic. Columbia, Jive. RCA and Warner Bros.

Winner in this category the past two years: Atlantic.

## Gold Label Of The Year:

 Hollywood"We have great forthcoming mu sic from artists like BBMak: Fastball. Jennifer Paige and Jessica Riddle," Sr. Director/Adult Formats Nick Bedding points out. "So like the Los Angeles Lakers - Hol lywood Records will bring it home again next year."
With this year's victory, the label successfully defends last year; honor.

LABEL of the YEAR Hot AC
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| 1 | FATH HILL Breathe (Wamer Bros.) | 2665 | -33 | 324666 | 24 | 1120 |
| 2 | marc anthony you Sang To Me (Columbia) | 2426 | +52 | 284636 | 19 | 1090 |
| 3 | LEANN RIMES I Need You (Sparrow/Cur//Capitol) | 2301 | +128 | 236243 | 14 | 1100 |
| 34 | LONESTAR Amazed (BNA) | 2275 | -71 | 270360 | 41 | 111/0 |
| (5) | DON HENLEY Taking You Home (Warner Bros.) | 2215 | +38 | 243118 | 9 | 109/0 |
| 66 | BaCkstreet boys Show Me The Meaning Ofi.. (Jive) | 2008 | -38 | 224546 | 23 | 1070 |
| 1 , | SAVAGE GARDEN I Knew I Loved You (Columbia) | 1948 | -95 | 263797 | 37 | .1110 |
| 88 | CELINE DION That's The Way it is (550 Music/Epic) | 1690 | -75 | 212053 | 34 | 109/0 |
| (9) | SAVAGE GARDEN Crash And Bum (Columbia) | 1683 | +112 | 162925 | 14 | 105/1 |
|  | ELTON JOHN Someday Out Of The Blue (DreamWorks) | 1639 | -89 | 202167 | 19 | 106/0 |
| (1) | CHRISTINA AGUILERA I Turn To You (RCA) | 1603 | +50 | 204760 | 9 | 102/2 |
| $10 \quad 12$ | BRIAN MCKNIGHT Back At One (Motown/Universal) | 1555 | -130 | 195800 | 28 | 96/1 |
| (3) | CELINE DION I Want You To Need Me (550 MusicEpic) | 1472 | +69 | 180314 | 11 | 103/0 |
| (4) | PHIL COLLINS You'll Be in My Heart (Hollywood) | 1458 | +67 | 181696 | 63 | 102/0 |
| (15) | W. HOUSTON \& E. IGLESIAS Could I Have This Kiss Forever (Arista) 1 | 1225 | +90 | 148876 | 6 | 98/2 |
| 16 | 98 DEGREES I Do (Cherish You) (Universal) | 854 | -65 | 98202 | 43 | 90/0 |
| (17) | macy gray I Try (Epic) | 827 | +10 | 124484 | 13 | 6011 |
| - | SANTAMA F/ROB THOMAS Smooth (Arista) | 825 | -55 | 121369 | 34 | 45/0 |
| (19) | lara fablan I Will Love Again (Columbia) | 793 | +118 | 118532 | 6 | 87/8 |
| (20) | SARAH MCLACHLAN I Will Remember You (Arista) | 755 | +18 | 105491 | 65 | 87/0 |
| 21 | WESTLIFE Swear It Again (Arista) | 516 | -17 | 47409 | 11 | 58/2 |
| (2) | BACKSTREET BOYS The One (Jive) | 492 | +128 | 69951 | 3 | 57/5 |
| (23) | SASHA If You Believe (Reprise) | 476 | +31 | 33266 | 5 | 62/3 |
| 24 | BETH NIELSEN CHAPMAN Shake My Soul (RCA) | 403 | -8 | 28679 | 5 | 53/0 |
| (25) | Mark Schultz He's My Son (WordEpic) | 342 | +113 | 39848 | 2 | 56/12 |
| 27.26 | DAVE KOZ Know You By Heart (Capitol) | 323 | +23 | 30636 | 7 | 54/3 |
| ${ }^{28}$ | 'N SYNC Bye Bye Bye (Jive) | 282 | -3 | 51729 | 12 | 25/0 |
| Debut (2) | SUZY K W/DONNY OSMOND Now I Know (Vellum) | 225 | +74 | 16838 | 1 | 39/2 |
| 29 | JOHN TESH F/RICHARD PAGE When She... (Garden City/TeshMedia) | ) 225 | -77 | 21755 | 15 | 24/0 |
| Debut (30) | KENHY ROGERS Buy Me A Rose (Dreamcatcher) | 158 | +37 | 11635 | 1 | -19/2 |


| $0$ | 115 AC reporters. Monitored airplay dala supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday $6 / 18$-Saturday $6 / 24$. 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. |
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## Now a Active

MUSON KRAUSS it Wouldn't Have Made Any Difterence (Rounder) Total Plays: 124, Total Stations: 29, Adods: 2

DC TALK Godsend (ForefrontVirgin)
Total Plays: 114, Total Stations: 18, Adds: 0
IESSICA SIMPSON I Think I'm in Love With You (Columbia) Total Plays: 105, Total Stations: 20. Adds: 3
JOW SECADA Stop (550 Musictepic) Total Plays: 102. Total Stations: 33, Adds: 16
JOE I Wanna Know (Jive)
Total Plays: 76. Total Stations: 22. Acoss: 8

TIIM JMMES IIII Be Your Secret (C2Columbia)
Total Plays: 64 , Total Stations: 12. Aods: 1
Carly Simon So Many Stars (Arista)
Total Plays: 40, Total Stations: 14, Adds. 5
JOHN MELLENCAMP Yours Forever (Sony ClassicalColumbia) Total Plass: 4, Tota Slations: 14. Aods: 14
JaNIS UN Jolene (Windham Hill) Total Plays: 0. Total Stations: 16. Acos: 16

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## Most Acldod.



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LEANN RIMES I Need You (Sparrow/Cura/Capitol) +128 BACXSTREET BOYS The One (Jive) LARA FABIAN I Will Love Again (Columbia) MARK SCHULTZ He's My Son (Word/Epic) SAVAGE GARDEN Crash And Burn (Columbia) JON SECAOA Stop (550 Music/Epic)
JON SECADA Stop (550 Music/Epic) MARK SCHULTZ He's My Son (Word/EDic) LARA FABIAN I Will Love Again (Columbia) JOE I Wanna Know (Jive)

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C.O. LANG Summerting (Warner Bros) Sasha li You Believe (Reprise) JESSICA SIMPSON I Think I'm In Love... (Columbia) W. HOUSTON \& E. IGLESIAS Could I Have... (Arista) +90 SHANIA TWAN From This Moment On (Mercury) +88 SUZY K W/DONNY OSMOND Now I Know (Vellum) +74 CELINE DION I Want You To Need Me ( 550 MusicEpic) +69

## Breakers.

Mo Songs Qualified For Breaker Status This Week
 by each reporting stition. Songs unreported es edis do not count

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## DON HENLEY taking you home <br> From the new album INSIDE JOB

 AC CHART 5
## Most Played Recurrents

EDWIN MCCAIN I Could Not Ask for More (Lava/Atlantic)
backstreet boys I Want it That Way (Jive)
SHANIA TWAN From This Moment On (Mercury/IDJMG)
'N SYNC (God Must Have Spent) A Little More Time On You (RCA)
Shamia twaln You're Still The One (Mercury/IDJMG)
CHER Believe (Wainer Bros.)
98 DEGREES The Hardest Thing (Universal)
'N SYNC w/GLORIA ESTEFAN Music Of My Heart (Epic)
FAITH HILL This Kiss (Warner Bros.)
SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)
PHIL COLLIMS True Colors (Atlantic)
natalie imbruglia tom (rCa)
MARC ANTHONY I Need To Know (Columbia)
RICKY MARTIN She's All I Ever Had (C2/Columbia)
aEROSMITH I Don't Want To Miss A Thing (Columbia)
backstreet boys all I Have To Give (Jive)
Shania twain You've Got A Way (Mercury/IDJMG)
SHANIA TWAIN Man! I Feel Like A Woman! (Mercury/IDJMG)
SHANIA TWAIN That Don't Impress Me Much (Mercury/IDJMG)
ENRIQUE IGLESIAS Bailamos (OverbrookInterscope)

## $A C$ Going for Adds $7 / 5 / 00$

Each week R\&R lists songs going for adds in this section and in the $A C$ format faxes. To see your song listed, please call AC Assistant Editor Mike Davis at (310) 788-1651, fax to (310) 203-9763, or e-mail: mdavis@rronline.com.


Vellum Entertainment artist Suzy $\mathrm{K}(\mathrm{l})$ celebrates her first release with Executive Producer Tom Callahan and R\&R Publisher/CEO Erica Farber at R\&R's Convention 2000.

## TUNED-IN

 $A C$
## WLHT/Grand Rapids

$3 a m$
debarge Rhythm Of The Night
LEANN RIMES I Need You
ELTON JOHN The Last Song
BILLY JOEL My Life
ARRON NEVILLE Everybody Plays The Fool blll $\operatorname{Y}$ VERA $\&$ BEATERS At This Moment
FAITH HILL This Kiss
LaUba branigan Self Control
bACKSTAEET BOYS The One
ERIC CLAPTON Tears In Heaven berliw Take My Breath Away
BETH N CHAPMAN Shake My Soul

## 11am

PHILIP BAILEY \& PHIL COLLINS Easy Lover STEPHANIE MILLS Never Knew Love Like This.. marc anthony you Sang To Me Shania twaiw You're Still The One FLEETWOOD MAC Go Your Own Way MICHAEL BOLTON Love Is A Wonderful Thing CHICAGOLook Away
98 OEGREES I Do (Cherish You)
blondie the fide is High
SASHA if You Believe
Jeff heal Y band Angel Eyes
SIMPLE MINOS Don't You (Forget About Me)

## 4 pm

STEVE WINWOOD Don't You Know What The... DON HENLEY Taking You Home commodores Lady (You Bring Me Up) aOO STEWART Downtown Train SANFOAD/TOWNSEND BAND SmOKe From A... Cher Believe
BOB SEGER Against The Wind
WIL SON PHILLIPS You're in Love TAYLOR DAYNE With Every Beat Or My Heart

## 8pm

Chais deburgh lady in Red
LIONEL RICHIE Ballerina Girt
ALL-4-ONE I Can Love You Like That SHANIA TWAIN From This Moment On LUTHER Vandoross Here And Now CELINE DION I Want You To Need Me LOGGINS \& MESSINA Danny's Song MARIAH CAREYHero
PHIL COLLINS You'll Be in My Heart medieymanales (ive Had) The Time Of My Life

## ${ }^{\circ}$ cans $9^{\circ}$ <br> WCRZ/Flint $3 a m$

SUPREMES Love Child PEACHES \& HERB Reunited GAYE \& TERRELL Your Precious Love RASCALSGroovin'

JR. WALKER \& AIL STARS What Does It Take. mary wells you Beat Me To The Punch ROY ORBISON Oh! Pretty Woman
RARE EARTH I Just Want To Celebrate
JACKSON 5 I Want You Back EDWIN STARR Twenty-Five Miles COMMODORES Sail On STEVIE WONDER For Once in My Life STEVIE WONDER Living for The City ALL-4-ONE I Swear
MARVIN GAYE Sexual Healing

## 11am

fighteous brotheas Unchained Melody ELTON JOHN Someday Out Of The Blue BILLY JOEL You May Be Right R. KELLYY Believe I Can Fly RICHARD MARX Right Here Waiting SAVAGE GARIDEN I Knew I Loved You HEART Alone
M. CAREY/BOYZ II MEN One Sweet Day ebic CLapton Layla (Unplugged) LEANW AIMES I Need You SMOKEY ROBINSON \& THE MIRACLESIGOtta.. FOUNOATIONS Build Me Up Buttercup

## 4pm

EAGLES One Of These Nights
CELINE OION That's The Way It is POLICE Every Breath You Take hOOTIE \& THE BLOWFISH Let Her Cry hUEY LEWIS \& THE NEWS If This is it 'w SYNC/G. ESTEFAN The Music Of My Heart BAYAN ADAMS Please Forgive Me JOHN COUGAR MELLENCAMP Small Town savage gafdeen Crash And Burn foxetre it Must Have Been Love hall \& OATES You Make My Dreams SARAH MCLACHLANI WIII Remember You (Live)

## 8pm

SHERIFF When I'm With You
PHIL COLLINS True Colors MARIAH CAREY Always Be My Baby EARTH, WIND \& FIRE After The Love Has Gone JOURNEY When You Love A Woman
TAYLOR DAYNE I'Il Always Love You dIANA ROSS Ain't No Mountain High Enough LEANN RIMES I Need You
lUTHER VANDROSS Here And Now kenny bogers lady
chicago You Some To My Senses

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-ln is based on sample hours taken from Monday $6 / 19$. . 2000. R\&R inc

# AC Playlists 

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| (1) | VERTICAL HORIZON Everything You Want (RCA) | 3894 | +76 | 414221 | 27 | 92\% |
| 2 | MATCHBOX TWENTY Bent (Lava/Atiantic) | 3287 | +172 | 339672 | 11 | 85/0 |
| 33 | MacY Gray I Ty (EDic) | 2904 | -118 | 307522 | 23 | 86/0 |
| (4) | STING Desert Rose (A\&M/IIterscope) | 2745 | +155 | 319778 | 10 | 90/2 |
| 5 | G00 GOO DOLLS Broadway (Warner Bros.) | 2716 | +52 | 268432 | 12 | 81/0 |
| $6{ }^{6}$ | FAITH HILL Breathe (Warner Bros.) | 2450 | -161 | 275699 | 22 | 71/0 |
| (7) | CREED Higher (Wind-up) | 2383 | +42 | 253612 | 17 | 62/ |
| 58 | THIRD EYE BLIND Never Let You Go (Elehtra/EEG) | 2379 | -237 | 245133 | 25 | 82/0 |
| (0) | NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic) | 2261 | +164 | 262200 | 9 | 74/5 |
| 110 | SMASH MOUTH Then The Morning Comes (Interscope) | 2064 | -11 | 235121 | 34 | 79/0 |
| 911 | SANTANA F/ROB THOMAS Smooth (Arista) | 2017 | -137 | 223927 | 50 | 88/0 |
| (12) | Savage garden Crash And Burn (Columbia) | 1877 | +26 | 176106 | 12 | 6710 |
| (13) | SPLENDER I Think God Can Explain (C2/Columbia) | 1867 | +69 | 176445 | 15 | 62/0 |
| (1) | RED HOT CHILI PEPPERS Otherside (Warner Bros.) | 1767 | +4 | 164668 | 14 | 60/0 |
| (15) | BEN HARPER Steal My Kisses (Virgin) | 1663 | +22 | 142674 | 10 | 70/2 |
| $15 \quad 16$ | LONESTAR Amazed (BNA) | 1622 | -26 | 162785 | 23 | 59/0 |
| (1) | SISTER HAZEL Change Your Mind (Universal) | 1507 | +126 | 132727 | 5 | 72/3 |
| 17 | MARC ANTHONY You Sang To Me (Columbia) | 1389 | -46 | 186081 | 13 | 55/1 |
| $18 \quad 19$ | TRAN Meet Virginia (Aware/Columbia) | 1361 | -49 | 146911 | 45 | 71/0 |
| (20) | DON HENLEY Taking You Home (Warner Bros.) | 1253 | +136 | 143379 | 6 | 62/0 |
| 21 | SANTAMA F/PRODUCT G\&B Maria Maria (Arista) | 1173 | -116 | 124090 | 12 | 59/0 |
| (2) | NO DOUBT Simple Kind Of Life (Interscope) | 968 | +100 | 97914 | 5 | 40\% |
| 23 | 'N SYNC Bye Bye Bye (Jive) | 859 | -116 | 80401 | 15 | 39/0 |
| (2) | BRITNEY SPEARS Oops! ... Did It Again (Jive) | 795 | +54 | 74884 | 4 | 28/2 |
| $25 \quad 25$ | GUSTER Fa Fa (Never Be The Same...) (Hybrid/Sire) | 776 | -64 | 60839 | 7 | 40/0 |
| ${ }^{27} \quad 26$ | ENRIQUE IGLESIAS Be With You (Interscope) | 735 | -9 | 95089 | 4 | 25/0 |
| $23 \quad 27$ | TRACY CHAPMAN Telling Stories (There Is...) (Elektra/EEG) | 729 | -171 | 77875 | 20 | 43/0 |
| Debut (3) | nina gordon Tonight And The Rest of My.... (Warner Bros.) | 719 | +145 | 64773 | 1 | 50/3 |
| 29 | KID ROCK Only God Knows Why (Top Dog/ava/Atlantic) | 715 | -81 | 56971 | 18 | 27M |
| (3) | BBMAK Back Here (Hollywood) | 687 | +80 | 56023 | 2 | 38/4 |

95 Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday $6 / 18$-Saturday $6 / 24$. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 1300 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R\&R Inc.

## Now \& Active

## CHRISTIMA AGUILERA I TuIn TO YOU (ACA) <br> Tovil Pays. 651, Total Stations: 40, Adoss: 0

dooo Here With Me (Arista)
oral Pays: 603. Total Stations: 33, Aods 3
Masi Heavy Things (ElehtraEEG) Toal Plags 524, Total Stations 38. Adds 2
mor Porcelain (V2)
Teze Plyys 517, Total Stations: 25, Adds 2
yend O'CONMOR No Man's Woman (Atiantic)
Toza Peys 465. Total Sutions: 25, Adds 0
Lnve Rumes I Need You (Sparrow/Curth/Capiod) Towal Plyss 445. Total Stations: 23. Adds 1 MCISTREET ROYS The One (Jive)
Totel Pleys. 437, Total Stations 19, Adts. 0 Toel Pleys 437, Total Stations 19, Adas. 0
NSWMC It's Gonna Be Me (Jive)
toval Pleys 426. Total Stations 17, A00s: 5

Weve li's Over Now (PortrailCC2Columbia)
Total Plays: 419. Total Stations: 30, Acos: 4
TRMES Why Does it Always Rain On Me? (Independientelfpic) Total Pleys 387, Total Stations 3i, Acos 2
DURAM OURAM Someone Eise Not Me (Horthwood) Total Plays 329, Total Stations 33, Ades: 2
uninuat Im Goma Make You Love Me (Amencancoumbia) Total Plays 318. Total Stations: 23, Adds: 1 80W JOW It's My Lite (IslandiD.MMG) Total Plays 317, Total Stanons: 25, Adds 2 SETH HART Delicious Surprise ( $143 / 2 \mathrm{ava} /$ Atalantic) Total Plays 310. Total Stations 18, Adds: 1 Everclear Wonderful (Capitol) Total Plays 309, total Stations: 42, Acos 36 mchelle Tumes do ya? (Sparrow) Total Plyys 288, Total Stations: 14, Ados: 0

3000 ars oown kryplonite (Aepublic/Universal) Total Plyys: 284, Total Statione: 24. Ados: 6 THISway Nice (Reprise)
otal Plyys: 218. Total Statons: 19, Aocs: 0 LaRA FABLAN I Will Love Again (Columbia) Total Plays: 188, Total Sutaions: 12 , Adoss 3
 deAJHRAY Now That I Am Blind (Capricom) Totas Plage: 133. Total Stations: 11, Adds: 0 SHMUPEE GOodnight Moon (Capitol) Total Plyys: 133, Total Stations 11, Adds: 0 vERTICAL Horizow You're A God (RCA) Total Playr 82. Total Statons: 39, Ados: 39 macy gray Why Didn' You Call Me? (Enic) rotal Pleys 41, Total Stations 24, Ados: 24 Total Plays 3. Total Sutions: 10, Ados 10 (10

## Most Added.

aftist title label(S)

VERTICAL HORIZON You're A God (RCA) EVERCLEAR Wonderful (Capitol) MACY GRAY Why Didn't You Call Me (Epic) TRACY CHAPMAN Wedding Song (Elektra/EEG) DOGSTAR Cornerstore (Ultimâtum) 3 OOORS DOWN Kryptonite (Republic/Universal) NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic) 5 'N SYNC It's Gonna Be Me (Jive) TONIC Sugar (Universal) BBMAK Back Here (Hollywood)
NEVE It's Over Now (PortraitC2/Columbia) STONE TEMPLE PILOTS Sour Girl (Atlantic)

# Most Incroased Plays 

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## Breakers.

Mo Songs Qualified For
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 Walgtied chat apperes on R\&A OMUME MUSIC TRACKNC.


# BBMAK 

R\&R Debut 30 687x ( +80 )
Adult Top 40 Monitor $35^{*}-34^{*} 561 x$ ( +61 )
Top 40 Monitor 16*-13* 3731x (+181)
Already On 38 Stations
4 New Adds This Week:
WTIC-Hartford
WWMX-Baltimore
KEZR-San Jose
WZTR-Louisville
\#1 Billboard New Artist Sales Chart! \#5 Billboard Singles Chart!
"Top 10 callout two weoks in a row. It's going up."
-Tracy Johnson, KFMB/San Dlego
"'Back Here' is getting Number One phones and fantastic callout across the board."
-David Israel, WOMX, Orlando
"We were the first to add it in Salt Lake and now FOUR stations in the market are playing it! Top 5 sales, great phones and callout!" -Rusty Keys, KBEE, Salt Lake City

Most Played Recurrents

MARC ANTHONY I Need To Know (Columbia) GOO GOO DOLLS Black Balloon (Warner Bros.) SUGAR RAY Someday (Lava/Atlantic)
tal bachman She's So High (Columbia)
SMASH MOUTH All Star (Interscope)
faSTBaLl Out Of My Head (Hollywood)
GOO GOO DOLLS Slide (Warner Bros.)
CELINE DION That's The Way it is ( 550 Music/Epic)
SAVAGE GARDEN I Knew I Loved You (Columbia)
SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)
backstreet boys Show Me The Meaning of Being Lonely (Jive)
NATALIE IMBRUGLIA Tom (RCA)
SUGAR RAY Every Moming (Lava/Atlantic)
LENNY KRAVITZ I Belong To You (Virgin)
eagle-eye cherry Save Tonight (WorkEpic)
SARAH MCLACHLAN I Will Remember You (Arista)
LENNY KRAVITZ Fly Away (Virgin)
BLINK-182 All The Small Things (MCA)
STING Brand New Day (A\&M/Interscope)
COUNTING CROWS Hanginaround (DGC/Geffen/llterscope)

## HOT AC

## Going For Adds 7/5/00

Each week R\&R lists songs going for adds in this section and in the Hot AC format fax. To see your song-listed, please call AC Assistant Editor Mike Davis at (310) 788-1651, fax to (310) 203-9763, or e-mail: mdavis@rronline.com.


Welcoming Lara Fabian (c) to KBIG/Los Angeles are two of the Hot AC's air personalis ties Leigh Ann Adam and ("The Nearly Famous") Billy Burke.
93.3WSNE

## WSNE/Providence

 3amSARAH MCLACHLANAngel
SIMPLY REO If You Don't Know Me By Now SIMPLE MINDS Don't You (Forget About Me) FAITH HILL Breathe
hod STEWARTMy Heart Can't Tell You No
GLORIA ESTEFAN \& MIAMI... Anything For You
SAVage garoen Crash And Burn
WALLFLOWERS One Headight JOURNEY Faithfully
natalie imbruglia torn
SPLEnOER I Think God Can Explain TRAVIS Why Does It Always Rain On Me?

## 11am

BONMIE RAITT Something To Talk About EOWIN MCCAINIIHE
PAULA ABOUL Straight Up
SEAL Kiss From A Rose
CELINE OION That's The Way It is
PHIL COLLINS Sussudio
JEWEL Foolish Games
backstaeet boys Show Me The Meaning Of... ELTON JOHN Nikita
MARC ANTHONY I Need To Know
enriaue iglesias bailamos

## 4pm

ELTON JOHN Something About The Way You... no doubt Don't Speak
SOFT CELL Tainted Love
CELINE DION That's The Way It is ROD STEWART Have I Told You...(Unplugged) CLORIA ESTEFAN \& MIAMI SOUND... Conga 98 OEGREES The Hardest Thing hOOTIE AND THE BLOWFISH Time STEVE PERRY Foolish Heart SAVAGE GARDEN Truly Madly Deeply vertical horizon Everything You Want

## 8pm

LIONEL RICHIE Ballerina Girl
ALL-4-ONE I Can Love You Like That Shania Iwain from This Moment On LUTHER VANDROSS Here And Now CELINE DION I Want You To Need Me LOGGINS \& MESSINA Danny's Song MARIAH CAREY Hero
PHIL COLLINS You'll Be in My Heart MEDLEYMARNES (Ive Had) The Time Of My Life

## KSMG/San Antonio <br> $3 a m$

LEVEL 42 Something About You
SEL ENA I Could Fall In Love
U2 With Or Without You
FAITH HILL Breathe
PAULA ABOUL Straight Up
John COUGAR Jack \& Oiane SHANIA TWAIN Man! I Feel Like A Woman! ERIC CLAPTON Tears in Heaven blonoie Call Me
CELINE DION That'S The Way it is POLICE Every Little Thing She Does. Shervi CROW My Favorite Mistake JOHN WAITE Missing You MATCH8OX 203 3am

## 11am

nO DOUBT Don't Speak
FAITH HILL Breathe
SPIN DOCTORS Two Princes
pat benatar Love is A Battiefield PHIL COLLINS You'll Be in My Heart CUTTING CREW (I Just) Died in Your Arms SPLENDER I Think God Can Explain hONEYOIPPERS Sea Of Love
tracy chapman Give Me One Reason Katrina \& the waves Walking On Sunshine EAGLES Hotel California

## 4pm

SISTER HAZEL All For You FAITH HILL Breathe
hUMAN LEAGUE Don't You Want Me ERIC CLAPTON Tears in Heaven SIXPENCE NONE THE RICHER KISS Me pat benatar Hit Me With Your Best Shot RICKY MARTIN Livin' La Vida Loca matchbox twentrbent
JEwEL Foolish Games DUNCAN SHEMK Barely Breathing roxette listen To Your Heart UB4D Red Red Wine

## 8pm

RICK SPRINGFIELD Don't Talk To Strangers belinda Carlisle mad About You MICHAEL JACKSON Wanna Be Startin'Somethin' tayl or dayne Don't Rush Me STEVIE NICKS \& TOM PETTYStop Draggin'My... JOHN COUGAR Authority Song KENNY LOGGINS Footloose
POLICE Roxanne
GREGORY ABBOTT Shake You Down billy ocean When The Going Gets Tough BILL Y JOEL My Life
R.E.M. The One I Love

JANN ARDEN Insensitive

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 6/19. © 2000, R\&R Inc.

# Hot AC Playlists 

FIND COMPLETE PLAYLISTS FOR ALL HOT AC REPORTERS ON R\&R ONLINE MUSIC TRACKINGG





##  POP/ALTERNATIVE <br> 94.9- WPTENorfolk

## $3 a m$

FOO FIGHTERS Leam To Fly no doubr Don't Speak CIIIZEN KIMG Better Days (And The Bottom...) ALAMA DAVIS 32 Flavors olink-182 All The Small Things counting chows mr. Jones SUGAR RAY Someday matalie meachant break Your Heart THIRD EYE BLIND How's It Going To Be? eagle-EyE Cheary Save Tonight CREED Higher
ALANIS MOAISSETTE You Learn travis Why Does It Always Rain On Me? LA'S There She Goes tal bachman She's So High

## 11am

MIME DAYS Absolutely (Story Of A Giri)
baremaked ladies one Week
Matchbox TWEWTY Bent
IHXS Never Tear US Apart
rowic You Wanted More
CHumbawumba Tubthumping
GUSTEA Fa Fa (Never Be The Same Again)
EVERYTHNG Hooch
SPLENDEA I Think God Can Explain
GOO GOO DOLLS Name
PHISH Heavy Things
JEWEL You Were Meant For Me
DEPECHE MODE Enjoy The Silence
$4 p m$

EDIE BAICKELL \& MEW BOHEMIAMS What I Am Cewny kravitz I Belong To You
ALANIS MORISSETTE Unsent
thind eye blind Never Let You Go melissa etheridge I'm The Only One STING Brand New Day
OMC How Bizarre
MINE DAYS Absolutely (Story Of A Giri) VEATICAL HOAIZOW Everything You Want matalie meachant Carnival
tRIMKET Boom

## 8pm

shawn colvin Suriny Came Home veatical horizow Everything you Want sumdars Summertime WINE Dars absolutely (Story Of A Girt) pearl Jam better Man
tracy chapman Telling Stories. baremaxed Ladies it's all Been Done aED HOT CHILI PEPPERS Otherside ALANIS MORISSETTE Thank $U$ macy gray I try
SARAH MCLACHLLA POSSession JaYhawrs I'm Gonna Make You Love Me fastball The Way

## Now \& Active

MOBY Porcelain (V2)
Total Plays: 425, Total Stations: 25. Adds: 2
NIMA GORDON Tonight And The Rest... (Warner Bros.) Totai Plays 418, Totai Stations: 24, Adds: 2
DOO Here With Me (Arista)
Total Plays 359. Total Stations: 19. Adas:
SINEAD D'CONNOA No Man's Woman (Atlantic) Total Plays: 346. Total Stations: 22. Adds: 0
PHISH Heaw Things (Elehtra/EEG)
Total Plays 346 , Total Slations: 22. Adds: 1

MEVE It's Over Now (Portrail/C2/Columbia) Total Plays: 326. Total Stations: 21, Adds: 2
IRavs Why Does II Always Rain... (Independienteefpic) Total Plays: 264, Total Slations: 19, Adds: 1 EVERCLEAR Wondertul (Capitol) Total Plays: 245. Total Slations' 26. Adds: 21
DOW HENLEY Taking You Home (Warner Bros.) Total Plays: 234, Total Stations: 14. Ados: 0

DURAN DURAM Someone EIse Not Me (Hollywood) Total Plays: 215. Total Stations: 18. Adds: 1

## Contributing Stations

KPEN/AIBuquerque, MM kamx/hustin, TX KLLY/Bakerstield, CA WBmxBoston, MA WLIMKCharlotte, MC wтmх/Chieapo, IL KVUU/Colorado Springs, CO кxPW/Corpus Civisti, TX KVSR/Fresno, CA WVTI/Grand Aapids, MI WKSI/Greensboro, MC

KUCDMonolulu, HI KmxBRas Vegas, NV MYSR/Los Aageles, Ca WXPT/Minneapolis, MM rosomodesto, Ca NCDU/Monterey-Salinas, CA WPTENortolk. VA KYISDoklahoma City, OK KZOM/Phoenix, AZ nicarieno, MV WZWERochester, WY

KZZOßacramento, CA wravist. Louis, mo xambisali lake City, ut KFMB/San Diego, CA KLLC/San Franciseo, CA NMHX/Santa Rosa, CA wssa/tampa, FL MZPT/Tucson, AZ WMBXNest Palm Beach, FL WXLONWorcesier, MA

| XPEEMAlbuquerque MM | XUCDMonolulu, HI | -k70saeramento Ca |
| :---: | :---: | :---: |
| KAmX/Austin, TX | KmxBRas Vegas, NV | WVRY/St. Louis, Mo |
| KLLY/Bakerstield, CA | MYSRRLos Aageles, CA | KOMB/Salt Lake City, UT |
| WBax/Boston, ma | WXPT/Minneapolis, MM | XFMB/San Diego, CA |
| WLMXCharlote, MC | nosomodesto, Ca | KLLC/San francisco, CA |
| WTMXKChicago, IL | MCDU/Monterey-Salinas, CA | numX/Sente Rosa, Ca |
| KVUU/Colorado Springs, ${ }^{\text {a }}$ (0 KUPW/Corpus Ciristi, TX | WPIEMortoln, VA <br> WYISNotahoma City, OX | wssh/ampa, FL |
| KVSR/Fresno, CA | NZOW/Phoenix, AZ | M2PT/Tucson, M2 |
| WVTI/Grand Aapids, mI | NLCAReno, MV | WMBXNWest Palm Beach, FL |
| WXSI/Greensboro, MC | wZMERochester, WY | WXLONWorcesier, wa |



## CAROL ARCHER

# May IHave The Envelope, Please? 

R\&R presented its Industry Achievement Awards two weeks ago during R\&R Convention 2000 in Los Angeles. From an outstanding field of nominees in every category, these are the NAC/Smooth Jazz winners. Congratulations to all!

## Station Of The Year: WNUA/Chicago

WNUA wins Station of the Year for the third consecutive year. This rarefied distinction reflects the station's leadership and continuing success, which is spearheaded by VP/GM Ralph Sherman Jr. (referred to internally as "the Zen master"). PD Bob Kaake has crafted a compelling on-air product that routinely produces top-5 25-54 - and frequently top-2 35-64 rankings. APD/MD Steve Stiles is one of a dwindling number of his major-market peers to still break records on a consistent basis. WNUA also continues to grow revenue. With billing that exceeds $\$ 30$ million, it is one of this format's most profitable stations.
WNUA PD Bob Kaake comments. "Wow! Once again it's a privilege to be so honored by our pers in the industry. Thank you! I'm incredibly proud of the entire staff. It's a true pleasure to work with this wonderful and talented group of people. Of course, we all want to thank our GM, Ralph Sherman. His steady hand and quiet leadership have created a work environment that encourages great things to happen every day.
"It mystifies ne to see some managen give up on Smooth Jazz when obvious sigins of its success are all ovet the country in markets both large and small. This format can work well everywhere, but you have to commit to its success. bring the right team together and work hard at it every day. Consider this: Smooth Jazz is a format that is unique, credible and based in a key benefit to listeners. What a concept! You decisionmakers out there, please consider Smooth Jazz. It's a real opportunity!"

## Program Director Of The Year: Chris Brodie, KTWV (The Wave)/ Los Angeles

Aboard since the station's launch in 1987. Chris Brodie has been The Wave's PD for the past 11 years. Particularly over the past six years, Brodic has proven her skill and consistency by delivering nearly unbroken stream of top 5 25-54 ratings successes. Not only that, but in many books since 1994 The Wave has scored as the market's leading English-
 language station. Brodic also won this award in 1998.
"There's a great 'pride vibe' in the halls at The Wave," Brodie comments. "It has a lot to do with being the No. 6 -ranked revenue station in the country in 1999, but there's more to it. Winning the PD of the Year award really reflects all the dedication and enthusiasm that emanates from the entire staff here. And so I'd like to dedicate this award to the staff and management of The Wave. We all worked together to make the station what it is today.
"Our VP/GM, Tim Pohlman, has a favorite saying: 'Quielly making noise.' That's what The Wave has done over the past 13 -plus years, and that's precisely what we'll continue to do in the years to come. Thanks to R\&R. Infinity Broadcasting Corp. and, especially, my Smooth Jazz colleagues for their vote of confidence."

## LABEL of the MEAR

PLATINUM

Music Director Of The Year: KTWV/L.A. APD/MD Ralph Stewart and WNUA/Chicago APD/MD Steve Stiles
For the first time in $\mathbf{R \& R}$ Achievement Award history in any category we have a tie vote. Esteemed by their colleagues on both sides of the industry. Stewart and Stiles both enjoy well-deserved reputations for piching hits and breaking records. Says Stewart. "In my first radio job I realized that having one's name on the R\&R routing sheet was a sign of prestige at the station because $\mathbf{R \& R}$ was a protected commodity. The first tine my name was printed in R\&R, I felt that I'd truly arrived. I'm blown away that, 20 years into this career. R\&R has provided me with an-


Ralph Stowart


Steve Stiles
other unforgetable milestone, one that I am honored to share with Steve Stiles and the person I have the daily privilege of working with and learning from, Chris Brodic."
Stiles says that. personally and professionally, the past year has been an amazing one for him. "To have won Station of the Year is the highest honor that could be bestowed upon us," he says. "It represents the efforts of everyone at the station who contributes to its success. And to be recognized by my peers as MD of the Year - an award I gladly share with my longtune friend Ralph Stewart - is tuly special. I am forever grateful to Bob Kaake and Ralph Sherman for the tremendous support and encouragement they give ne on a daily basis. Thank you to all my friends in both the radio and record comnunities. I dedicate this award to my musc. my love, my life, Debi Stiles. Without her by my side. none of this would be possible."

## STATION of the MEAR <br> 

Personality of The Year: Ramsey Lewis, WNUA/Chicago
"Being an on-air personality at WNUA is one of the greatest privileges of my life because I get to work with some of the best - and most professional - people in the wortd." Lewis offers. "I should accept this award. really, for the tean that makes the moming show what it is. If I'm sone sort of unusual personality, it's
 because Karen Williams is onc of the greatest cohoses in the world. We couldn't do without her radio experience and everything she brings to the table. because my main experience is
Ramsey Lewis playing the piano! We also have a greal producer, Bob Kessler, who helps put the show together and brings us fresh ideas. it's a team effort. Thank yout very much."

## Platinum Label Of The Year: Blue Note

"We were really thrilled to win this award." Blue Note Presiden Brace Lundvall comments. "Part of Blue Note's heritage goes back to the carly '70s and the carly stages of what is now called smooth jazz. which involved artists like Ear Klugh. Bobbi Humphrey, Nocl Pointer and Ronnie Laws, whon George Butler signed. That heritage continues as part of our current artist roster strategy, with artists like Richard Elliot. Pieces Of A Dream. Everette Harp, Ronnic Laws. Paul Jackson Jr. and Dave Koz, whom I signed on Capitol. We're very proud to be selected in this category be-
cause it is very much a part of the label's ongoing direction, as well as its heritage."

## Gold Label Of The Year: Shanachie

Shanachic Entertainment GM Randall Grass says, "It's great to win this award for several reasons. First. it's a deserved tribute to our radio promotion team, especially Claudia Navarro. It's also a reason to look at the mountain Shanachie has climbed in only a few shor years in the NAC world. Sometimes we're too busy doing batte to fully appreciate what we've achieved. Fi nally, it's a challenge to us to be a positive force in an evolving format, and we intend to deliver the gords. Thank you for this recognition! ${ }^{\prime}$

## Promation Executive Of The Year:

 Deborah Lewow, Warner Bros. Sr. Dir./NAC Promotion' 7 am wo truly blessed in so many ways," says Lewow. "Warner Bros./ Jazz has, to my mind. the absolute finest moster of artists making some of the very best music out there. We have a wonderful team of musicdriven professionals in our department who love their work, and it shows! Unlike many other formats. the NAC family" is a real and hearfelt statement about how we foel ahout each other and this mu-
 besings goes on and on. 1 am so grateful to everyone no only for the honor of this award. but because they enrich my life every day Thank you!"


All That Jazz's annual party that kicks off the R\&R Convention has become a format institution. This year ATJ joined forces with Samson Records at Santa Monica's Arcadia for an evening of music and merriment. Among the " $A$ " list revelers were (l-r) Jango's Steve Nieves, KTWV/L.A's Ralph Stewart, Samson Pres. Steve Barri, Jango's Steve LeGassick, Carol Archer, WNUA/Chicago's Steve Stiles, artist Jeff Lorber and Samson VP/Promotion Mike Klein.

|  | ARTIST TITE Label(s) | Toin | pilurs | $\begin{aligned} & \text { Gross } \\ & \substack{\text { Grasssions } \\ (00)} \end{aligned}$ | WEESSON | $\begin{aligned} & \text { Toracsuntons } \\ & \text { LDOS } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | BONEY JAMES \& RICK BRAUN Grazin'... (Warner Bros.) | 802 | -31 | 126116 | 9 | 37/0 |
| 2 | GEORGE BENSON Deeper Than You Think (GRPNMG) | 637 | +30 | 101416 | 8 | 35/0 |
| 3 | PAUL TAYLOR Avenue (Peak Unity/ $N$-Coded) | 635 | +2 | 93249 | 22 | 32/0 |
| 4 | MARC ANTOINE Palm Strings (GRPNMG) | 568 | -42 | 67663 | 22 | 31/0 |
| 5 | BRIAN CULBERTSON Do You Really Love Me (Atlantic) | 557 | +38 | 93723 | 11 | 35/0 |
| 6 | CHRIS STANORING Hip Sway (Instinct) | 553 | +58 | 90618 | 11 | 35/0 |
|  | BOB JAMES Raise The Roof (Warner Bros.) | 553 | -35 | 62987 | 18 | 33/0 |
| 3 8 | URBAN KNIGHTS Sweet Home Chicago (Narada) | 530 | -86 | 66408 | 20 | 31/0 |
| 10 | OOWN TO THE BONE The Zodiac (Internal Bass) | 493 | -2 | 83577 | 11 | 34/1 |
| 10 | RONFY JORDAN London Lowdown (Blue Note) | 492 | -59 | 74552 | 18 | 3310 |
| 11 | JOYCE COOLING Before Dawn (Heads Up) | 441 | -10 | 57441 | 13 | 32/0 |
| 14 (12) | RICHARD ELLIDT Moomba (Blue Note) | 422 | +16 | 53960 | 7 | 33/0 |
| $12 \quad 13$ | STEELY DAN Jack Of Speed (Giant/Reprise) | 420 | -18 | 37970 | 9 | 30/1 |
| Breaker (14) | JEFF GOLUB F/PETER WHITE No Two Ways About It (GRPNMG) | 414 | +24 | 57294 | 7 | 33/1 |
| $17 \quad 15$ | EUGE GROOVE Vinyl (Warner Bros.) | 359 | -7 | 44254 | 8 | 31/0 |
| $13 \quad 16$ | maysa Got To Be Strong (Rice $/$-Coded) | 345 | -72 | 36196 | 14 | 25/0 |
| $18 \quad 17$ | CLUB 1600 Stay (N-Coded) | 342 | -7 | 57031 | 12 | 27/0 |
| 21 (18) | JAY BECKENSTEEN Sunrise (Windham Hill) | 338 | +19 | 48539 | 11 | 29/2 |
| $20 \quad 19$ | BRENDA RUSSELL Catch On (Hidden Beach) | 325 | -3 | 37427 | 6 | 26/2 |
| $15 \quad 20$ | LARRY CARLTON Fingerprints (Warner Bros.) | 318 | - 82 | 55489 | 23 | 24/0 |
| 22 (21) | BRIAN MCKNIGHT 6,8,12 (Motown) | 311 | +9 | 38206 | 6 | 23/0 |
| $25 \quad 23$ | OAve K0Z Can't Let You Go (The Sha...) (Capitol) | 307 | +120 | 46618 | 2 | 34/4 |
| 23 | ACOUSTIC ALCHEMY Beautiful Game (Higher Octave) | 275 | +33 | 21635 | 3 | 25/0 |
| 24 (24 | TONI BRAXTON Spanish Guitar (LaFace/Arista) | 255 | +56 | 40358 | 4 | 22/3 |
| $26 \quad 25$ | TOM GRANT Tune it in (Windham Hill Jazz) | 172 | -15 | 12866 | 15 | 14/0 |
| 29 | CHUCK LOEB Silver Star (Shanachie) | 155 | +13 | 27491 | 3 | 14/0 |
| $27 \quad 27$ | KIRK WHALUM Same Ole Love (Warner Bros.) | 148 | -22 | 27986 | 15 | 11/0 |
| ${ }^{28} \quad 28$ | OWIGHT SILLS Desert Skies (Citylights/Monarch) | 146 | -10 | 11988 | 18 | 13/0 |
| $30 \quad 29$ | DON HENLEY Taking You Home (Warner Bros.) | 132 | +5 | 9827 | 5 | 9/0 |
| - 30 | MICHAEL MCDONALD The Meaning Of Love (Ramp) | 109 | +28 | 6369 | 1 | 11/4 |

37 NAC/Smooth Jazz reporters. Songs ranked by total plays for the airplay week of Sunday 6/18-Saturday 6/24. Bullets appear on songs gaining plays or remaining flat from previous week. It wo songs are tied in total plays. the song being played on more stations is placed first. Breaker status is assigned to songs reaching 400 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross impressions equais Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Abbitron Company (Copyright 2000. The Abtitron Company). © 2000. R\&R Inc.

## Now a Activo

JUZZMASTERS London Chimes (Hardcastie/Trippin 'N' Rhythm)
Total Plays: 106, Total Stations: 12, Adds: 0
KEN NAVARRO Island Lite (Positive)
Total Plays: 85, Total Stations: 10, Adds: 1
VARIOUS ARTISTS Manenberg (Heads Up)
Total Plays: 79, Total Stations: 9, Adds: 1
CHIELI MINUCCI Endless Summer (Shanachie) Total Plays: 78, Total Stations: 7, Adds: 0
GENE DUNLAP Got 'Til It's Gone (Avenue Jazz) Total Plays: 76, Total Stations: 8, Adds: 0 NORMAN BROWN Celebration (Wamer Bros.) Total Plays: 74, Total Stations: 7, Adds: 0

MICHAEL LINGTON Twice In A Lifetime (Samson)
Total Plays: 73, Total Stations: 8, Adds: 0
NELSON RAMgELL All In All (Shanachie)
Total Plays: 57, Total Stations: 8, Adds: 2
YOLANOA ADAMS Fragile Heart (Elehtra/EEG)
Total Plays: 57, Total Stations: 5, Adds: 0
SAM CARDON Last Night of Summer (Treble V)
Total Plays: 46, Total Stations: 6 , Adds: 1
SOUL CONVERSATION Whatever it Takes (Transparent)
Total Plays: 46, Total Stations: 5, Adds: 0

## Most Added.

aftst tite laselis)
CRAIG Chaquico Cafe Carnival (Higher Octave) OAVE KOZ Can't Let You Go (The Sha...) (Capitol) MICHAEL MCOONALD The Meaning Of Love (Ramp) KIM WATERS Hudson River Nights (Shanachie) TONI BRAXTON Spanish Guitar (LaFace/Arista) BONEY JAMES All Night Long (Warner Bros.) STEVE COLE Got It Goin' On (Bluemoon/Atlantic) LARRY CARLTON Silky Smooth (Warner Bros.) JAY BECKENSTEIN Sunrise (Windham Hill) BRENDA RUSSELL Catch On (Hidden Beach) NELSON RANGELL All In All (Shanachie) bebel gilberto so ... (Summer Samba) (Six Degrees) 2

## Most Increased Plays

artist title laeelis)
DAVE KOZ Can't Let You Go (The Sha...) (Capito CHRIS STANDRING Hip Sway (Instinct) TONI BRAXTON Spanish Guitar (LaFace/Arista) BRIAN CULBERTSON Do You Really Love Me (Atlantic) +38 ACOUSTIC ALCHEMY Beautiful Game (Higher Octave) $\mathbf{+ 3 3}$ GEORGE BENSON Deeper Than You Think (GRPNMG) +30 MICHAEL MCDOMALD The Meaning Of Love (Ramp) +28 BONEY JANES All Night Long (Warner Bros.) JEFF GOLUB FPPETER WHITE No Two... (GRPNMG) +24 WALTER BEASLEY Comin' At Cha (Shanachie) RAY SILKMAN So Saxual (Silktone)

## Breakers.

JEFF COLDS 1/PETER WHITE No Two Ways About it (GRPNMG)

# NAC notes 

JTames \& Braun's "Grazin' in the Grass" (Warner Bros.) holds No. 1 - and the fellows also have the strength of their current tour to bolster them. But George Benson's "Deeper Than You Think" (VMG/GRP) bursts 5-2*, though it trails Boney/Braun by 165 total plays. Two reporters - WJJZ/Philadelphia and WLVE/Miami - have yet to add Benson, which is their prerogative. But I have to wonder at what point stations must honestly re-evaluate a track - whether or not they hear it or like it themselves - and admit that it's a hit after all. Impressive sales on Absolute Benson continue, and "Deeper Than You Think" is in top rotation at the following stations: 28 plays on WJZW/Washington and KOAI/Dallas. 24 plays at KKSF/San Francisco and WVMV/Detroit and 23 plays at KTWV (The Wave)/Los Angeles.

Brian Culbertson's "Do You Really Love Me" (Atlantic) surges 8-5* - The Wave APD/MD Ralph Stewart calls Culbertson "a litte hit machine"- while Chris Standring's "Hip Sway" (Instinct) bounds 9-6*.

There's dizzying momentum on Dave Koz's "Can't Let You Go" (Capitol). which moves 25-22* this week. Ninetytwo percent of the panel is playing it already. and the track is by far the Most Increased with a gain of 120 plays.

Michael McDonald's "The Meaning of Love" (Ramp) debuts at $30^{*}$ with four new adds. including one at KSSJ/Sacramento. The track is already being given 18 plays by Bernic Kimble at WNWV/ Cleveland.

Most Added honors are earned by Craig Chaquico. whose very cool "Cafe Carnival" (Higher Octave) captivated seven reporters, including KIFM/San Diego: KHIH/Denver: WJZA/Columbus: KJZY/Santa Rosa, CA: and KOAZ/Tucson. Chaquico and keyboardist Ozzic Ahlers have crafted an intriguing melody with distinctive Bravilian overtones - the
perfect vehicle for Chaquico's supple guitar lines - and Ahler's piano parts really shine. This is one of Chaquico's strongest, most commercial offerings and well worth your serious consideration.

Kim Waters" "Hudson River Nights" (Shanachie) ties McDonald with four new adds, including KHIH.

Steve Cole's outstanding "Got It Goin" On" (Allantic) was added at The Wave and is already in medium rotation at WNUA (see Under the Radar for more). To my ear this one's an instant add.

I really appreciate AI Jarreau's "Last Night" (VMG/GRP). His reading of this tenderhearted midtempo pop tune communicates just the right touch of jazz flavor.

A perfect follow-up to Larry Carlton's chart-topping "Fingerprints" is on your desk now, "Silky Smooth" (Warner Bros.) The song title aptly describes Carlton's sublime guitar approach on this appealing track, which is further enhanced by Steve Cole's eloquent saxophone parts.

I don't know whether it's Warner Bros.' intention to release the track "Come Rain or Come Shine" from the B.B. King \& Eric Clapton collaboration Riding With the King as a single, but I hope programmers will give it earnest consideration for airplay in any case. Trading verses and guitar solos, the musical giants do justice to a classic tune, their voices instantly recognizable to the entire breadth of the adult demo. Those soulful blues guitar lines are perfectly compatible with the format's sound while contributing muchneeded vitality.

Other projects that merit your attention include David Benoit's "Red Baron" (VMG/ GRP) from Here's to Yon, Charlic Brown: 50 Great Years, on which the pianomeister gets able support from guitarist Marc Antoine: Walter Beasley's soul-drenched "Comin' at Cha" (Shanachie) - Beasley's got a gorgeous tone - and Maceo Parker's "The Greatest Romance Ever Sold" (What Are Records?). with its mile-deep grooves and world-class hook. Remember Maceo's sax work in James Brown's and Gcorge Clinton's bands? This guy's sooroo bad. A collaboration with Prince, who also produced this track, certainly adds another reason for consideration. but it's the hook - I was humming it after the first listen. and now I can't get it out of my head! - that screams. "Yes!"

Steve Cole's 1999 solo debut CD, Stay Awhile, was one of the most auspicious debuts in memory. It spawned two No. 1 singles - "When I Think of You" and "Say It Again" - one top 5 track and another that went top 10. And now, if early endorsements on the first single from Cole's forthcoming CD, Between Us (Atlantic), are any indication, the track "Got It Goin' On" is a smash too. WNUA/Chicago, where it's already in medium rotation, added tbe tune two weeks ago, as did WJZW/Washington. This week Cole was added by KTWV (The Wave)/Los Angeles. WNUA APD/MD Steve Stiles discusses his enthusiasm for the project.

I've been living with the single over the past eight months, as Steve and producer Brian Culbertson have been recording it. Every time Steve has come in to play it for me and said, "This is it," he's called back a day or two later to say they're redoing it. I don't have the full record, but I've heard every incarnation of this single.
"Got It Goin' $\mathrm{On}^{\prime \prime}$ is brilliant! With a shamelessly infectious hook and melody, it's got No. 1 written all over it. One of the things I love about Steve's playing and his collaborations with Brian is their pop sensibility, where you can almost hear the lyric in your head. The four minutes of the song move very quickly. They spent a lot of time on this song to get the mix to where they were really happy with it.
In Steve's career this record represents the next natural progression in his artistic growth. That's not to say I didn't love the first record, because I did, but this one isn't a sophomore effort. It's an intelligent, well-thoughtout and mature undertaking. Steve's gone to the next level on this one.
People accuse this format of not breaking new artists, but Steve Cole is an example of someone who has broken huge over the past 18 months. His debut album went four singles deep: Two of them went to No.1, one went top 5 and another top 10 . That's huge, really impressive, and something he and all of us in radio should be very proud of. Why was that record so big? He had really great songs that were hooky and melodic. It's not only important to have a first song that can go to No.1, but there have to be a couple more if the audience is going to connect with the project. People aren't necessarily going to buy a CD based on one song, no matter how long it stays at No. 1.
We have great belief in Steve Cole. He'll be playing the last of our summer concerts at Navy Pier with Brian Culbertson and Marc Antoine. It'll be something of a homecoming for Brian and Steve, and Marc is the perfect way to round out the bill. The show's almost sold out.

## RADAR R













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## "Hudson River Nights"

# Most Added <br> New this week: <br> KHH/Denver KRVR/Modesto 

## NAC/Smooth Jazz Reporters

## Stations and their adds listed alphabetically by market



|  |  |
| :---: | :---: |
|  | AL JARREAU Just To Be Loved (GRPNMG) |
|  | WALTER BEASLEY Nice And Easy (Shanachie) |
|  | DAVE KOZ Surrender (Capitol) |
|  | KENNY G Stranger On The Shore (Arista) |
|  | KIM WATERS Secrets Told (Shanachie) |
|  | BONEY JAMES Boneyizm (Warner Bros.) |
|  | CHRIS BOTTI Why Not (GRPNMG) |
|  | KENNY GARRETT Simply Said (Warner Bros.) |
|  | DAVID BENOIT Miles After Dark (GRPNMG) |
|  | NORMAN BROWN Paradise (Warner Bros.) |
|  | EVE COLE It's Gonna Be Alright (Bluemoon/Atlantic) |
|  | BRIAN MCKNIGHT Back At One (Motown) |
|  | CHUCK LOEB High Five (Shanachie) |
|  | JOYCE COOLING Callie (Heads Up) |
|  | DAVE KOZ Together Again (Capitol) |
|  | ROGER SMITH Off The Hook (Miramar) |
|  | RICHARD ELLIOT On The Fly (Blue Note) |
| KENNY G W/LOUIS ARMSTRONG What A Wondertul World ( | W/LOUIS ARMSTRONG What A Wonderiul World (Arista) |
|  | CHRIS BOTT( Drive Time (GRPNMG) |
|  | RAIG CHAQUICO Forbidden Love (Higher Octave) |

## nac/smooth Jazz Going For Adds

Please contact R\&R Asst. NAC/Smooth Jazz Editor Peter Petro to announce impact dates at (310) 788-1647 or petro@rronline.com.

National Specialty Programming

## JazTTrax

## Art Gooo <br> 818-504-5787

| David Lanz | Gaia |
| :--- | :--- |
| Craig Chaquico | Cafe Carnaval |
| Jimmy Haslip | Novelas |
| Soul Conversation | Whatever it Takes |
| James \& Braun | Central Avenue |

## Netradio.com

## Rob Moore

612-379-6253

| Michael Lington | Twice In A Lifetime |
| :--- | :--- |
| Boney James | All Night Long |

Dave Koz Radio Show

## Renee DePuy

609-921-1188
no adds

FINO COMPLETE PLAYLISTS FOR ALL NAC REPORTERS ON R\&R ONLINE MUSIC TRACKING


# Speech! Speech! 

## Award winners gush with gratefulness

Now that the third annual R\&R Industry Achievement Awards have been presented, it's time to give the winners space to speak their minds and make their thank you's. Overall, WAAF/ Boston, KISW/Seattle and Atlantic Records each won two awards. On behalf of everyone at $\mathbf{R \& R}$ and the industry at large, congratulations to all of the winners!

## Rock <br> Station Of The Year: WDVE/Pittsburgh

"It's a great honor to receive this award. WDVE has been rockin` Pittsburgh for 31 years. and we continue to renew and refresh the image and sound of the station to keep in top-ofmind in "The Burgh.' Thanks to all who voted for DVE and ... let it rock!" - Garrell Hant. PD

## PD Of The Year:

Michael "Dolphin" Walter, WEBN/Cincinnati
*Not since Jesse Ventura has the drunken throw-away vote come back to haunt so many. I would be remiss if I did not give credit where credit is due - WEBN is truly the product of many twisted minds. Thanks to Scot Reinhart. Joel Moss and Bob Garrett. who deserve equal recognition for continuing the evolution that is The Lunatic Fringe of American


FM. ${ }^{\text {' }}$ By the way, that whole smallpenis thing from last year? That's all true. Thanks again."

## MD Of The Year: Cathy Faulkner, KISW/Seattle

TIm grateful for the show of support from my peers (via voting) and truly honored to receive this award. Special thanks go to the rest of the incredible KISW team. without whom ... well. let's just say they make me book good!"


Warner Bros. artist Don Henley performed a special rehearsal concert in Culver City, CA recently. After the show he invited all 300 attendees to an authentic Texas barbecue dinner with his favorite chef, who drove his barbecue wagon all the way to L.A. for the event. After checking our chins for sauce, we posed with Don for this shot. Seen here are (l-r) R\&R's Kristy Reeves, Henley, R\&R friend Paula Rudolph and R\&R's Cyndee Maxwell.


Personality Of The Year: Bob Rivers \& Twisted Radio, KISW/Seattle

## Promotion Executive Of The Year: Lea Pisacane Atlantic

"I fancy myself something of an iconoclast, so I was quite surprised at how pleased I felt to be granted this award. To be recognized by one's peers is undeniably gratifying, especially in this fucking hell we call promotion."

## Platinum Label Of The Year: Atlantic

## Gold Label Of The Year: Trauma

Wow. I didn i know anyone was keeping score! I would advise anyone who was dumb enough to vote for us to rethink how they are conducting the rest of their life." - Mike Jacobs. Sr. VP

## Active Rock

Station Of The Year: WAAF/Boston

## PD Of The Year:

 Dave Douglas, WAAF/Boston

STATION of the MEAR


Rock
里
Active Rock (1075
go to AM/FM for blowing up WRCX/Chicago and making this possible."

## MD Of The Year: Cindy Scull, KEGL/Dallas

Personality Of The Year: Johnny Dare,

## KQRC/Kansas City

"Obviously. it's a great honor to be included among the likes of the other winners. people like Kevin \& Bean. Rick Dees. Trapper Jack and Bob Rivers. These guys are truly
 ary air talents. and to be included anywhere near that kind of a group. even in the same breath. is absolutely amwzing. I really appreciate it!"

## Promotion Executive Of The Year: Bill Burrs, RCA

"First of all. this was quite a surprise. I didn't think I had a chance against so many pros! This was my first year dedicated to Rock. so this was a sweet ending! I have to thank some people who made my career possible: Bill Pfordresher. Tony Davis. Ray Gmeiner and especially Warren Christensen. for leaching me the Rock ropes and the right way to do things. Also. I'd like to thank my


Cindy Scull

new friends at RCA. Ron Geslin. Roo Poore and Kim Langbecker. And thanks to R\&R and all the PDs. MDs and music professionals who mate this possible."

## Platinum Label Of The Year:

 Interscope/Geffen/A\&M"After a hectic year of transition a Interscope, Geffen and A\&M, wher I feel our staff didn't miss a beat. I am happy to see them rewarded with this achicvement. They earned it and deserve all the credil because they were the Active Rock staff of the year." Dave Ross, Head/Rock Pronstion

## Gold Label Of The Year:

 DreamWorksI'm thankful for the industry; acknowledgement of the work thas we're doing at DreamWorks. It's: big homor to be recognized, especially since we're still a new company. Thanks to everyone at DreamWods for their teamwork and support. This award belongs to everyone al the is bel." - Laura Curtin. Hcad/Roct Promotion

## So, What Do You Think?

Share your opinion about this or any other column. Go to www.rronline.com and click on Message Boards, then click again on Rock/Active Rock, and post your thoughts.
LABEL of the YEAR Active Rock

$6 / 27 / 00$ - Roadrunner \& SLIPKNOT celebrate the I year anniversary with the release of the second single...


Headining TATTOO THE EARTH TOUR and combining with METALLICA'S SUMMER SANITARIUM TOUR for GIANTS STADIUM show - 7/20

On your desk now
Going for adds July 11
Already on:
WRIF WFBQ WHJY WLZR WXRC WAPL WROQ WGLO WRQR WIQB WZXL WRKT 'YPYX

## last <br> goodlyyekenny waye shepherd band

From the new album Live On The follow-up to the platinum album trouble is...

|  | aftist mil label(s) | Howis | H1* |  | Wexs on | Tota stanous |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | CREED With Arms Wide Open (Wind-up) | 1747 | +25 | 108533 | 12 | 69\%0 |
| 22 | 3 DOORS DOWN Kryptonite (Republic/Universal) | 1555 | -96 | 104864 | 24 | 67/0 |
| $3{ }^{3}$ | METALLICA I Disappear (Hollywood) | 1510 | -12 | 91755 | 10 | 66/0 |
| (3) | STONE TEMPLE PILOTS Sour Girt (Atlantic) | 1297 | +42 | 73078 | 13 | 60/0 |
| 5 | AC/DC Satellite Blues (EastWest/EEG) | 1104 | +58 | 64139 | 7 | 66/1 |
| 6.6 | RED HOT CHILI PEPPERS Otherside (Warner Bros.) | 834 | -145 | 53441 | 24. | 58/0 |
| (1) | MaTCHBOX TWENTY Bent (Lava/Atlantic) | 784 | +7 | 44123 | 11 | 40/0 |
| 10 8 | U.P.O. Godiess (Epic) | 773 | +53 | 46771 | 12 | 57/0 |
| 8 - | NICXELBACK Leader Of Men (Roadrunner) | 733 | -28 | 43715 | 21 | 47/0 |
| 11 (10) | A PERFECT CIRCLE Judith (Virgin) | 701 | $+8$ | 42260 | 11 | 50\% |
| Ereater (11) | RED HOT CHILI PEPPERS Califomication (Wamer Bros.) | 601 | +239 | 38612 | 2 | $58 / 5$ |
| 12 (12) | B.B. KING/ERIC CLAPTON Riding With The King (DuckReprise) | 584 | +23 | 37081 | 6 | 38/0 |
| 13 | PEARL JAM Nothing As it Seems (Epic) | 574 | -157 | 31059 | 11 | 440 |
| 13 | FOO FIGHTERS Breakout (Roswell/RCA) | 525 | -13 | 27408 | 10 | 44/0 |
| 15 (15) | IRON MADEN The Wicker Man (PortraitColumbia) | 500 | +9 | 26980 | 6 | 45/1 |
| 17 (16) | JESSE JMMES DUPREE Mainline (V2) | 492 | +49 | 21219 | 7 | 441 |
| $14 \quad 17$ | GODSMACK Voodoo (Republic/Universal) | 483 | -18 | 30297 | 32 | 35/0 |
| Ineater (18) | motley crue Hell On High Heels (Motley/Beyond) | 447 | +106 | 23786 | 3 | 41/4 |
| $16 \quad 19$ | CREED Higher (Wind-up) | 424 | -62 | 40745 | 42 | 48/0 |
| Sramer 20 | EVERCLEAR Wonderful (Capitol) | 408 | +34 | 24422 | 5 | 32/1 |
| $20 \quad 21$ | BUSH Warm Machine (Trauma) | 395 | -15 | 23298 | 9 | 30/0 |
| $30 \quad 22$ | CULT Painted On My Heart (Island/ID.JMG) | 378 | +98 | 20076 | 3 | 36/0 |
| 21 - 23 | INDIGENOUS Little Time (Pachyderm) | 369 | -27 | 23048 | 9 | 31/0. |
| 26 (24) | PAUL RODGERS Dritters (CMC/SRG) | 367 | +26 | 21196 | 6 | 30/0 |
| $27 \quad 25$ | PEARL JANM Light Years (Epic) | 365 | +55 | 23930 | 3 | 32/0 |
| 29 | EVE 6 Promise (RCA) | 324 | +36 | 18189 | 3 | 33/1 |
| 28 (2) | DEFTONES Change (In The House Of Flies). (Maverick) | 308 | +4 | 16505 | 5 | 25/0 |
| 37.28 | PAPA ROACH Last Resort (DreamWorks) | 285 | $+68$ | 13522 | 4 | 25/2 |
| 31 | STEVE EARLE Transcendental Blues (E-Squared/Artemis) | 268 | $+4$ | 11995 | 7 | 25/0 |
| 3930 | godsmack Bad Religion (Republic/Universal) | 268 | +63 | 17737 | 2 | 23/1 |
| $24 \quad 31$ | G00 G00 DOLLS Broadway (Wamer Bros.) | 245 | -98 | 16045 | 13 | 19/0 |
| 46.33 | 3 DOORS DOWN Loser (Republic/Universal) | 238 | +62 | 13536 | 4 | $29 / 11$ |
| $34 \quad 33$ | BON JOVI It's My Life (IslandIDJMG) | 231 | 4 | 12521 | 6 | 21/0 |
| $33 \quad 34$ | INCUBUS Pardon Me (Immorta/Epic) | 229 | -19 | 14627 | 17 | 16/0 |
| $35 \quad 35$ | KID ROCK American Bad Ass (Top Dog/Lava/Atlantic) | 228 | +4 | 12919 | 8 | 20/0 |
| $36 \quad 36$ | MmmiY PAGE \& BLACK CROWES What Is \& ... (Musicmaker.com/TV) | 221 | -2 | 25176 | 17 | 21/0 |
| 413 | QUEENS Of THE STONE AGE The Lost Art Of... (Interscope) | 218 | +34 | 13930 | 2 | $28 / 2$ |
| $40 \times 38$ | KORN Make Me Bad (Immortal/Epic) | 199 | 4 | 10756 | 19 | 16/0 |
| $47 \quad 39$ | ALICE COOPER Blow Me A Kiss (Spitfire) | 195 | +24 | 6443 | 5 | 17/0 |
| 42.40 | JIMMY PAGE \& BLACK CROWES Ten Years... (Musicmaker.com/V) | 190 | $+8$ | 12219 | 4 | 16/1 |
| 43 | DISTURBED Stupify (Giant/Reprise) | 187 | +7 | 10117 | 5 | 19/0 |
| Debut 4 | ONE WAY RIDE Painted Perfect (Refuge/MCA) | 184 | +94 | 8720 | 1 | 2977 |
| 45 | bramhall I'm Leavin' (RCA) | 179 | +3 | 10023 | 2 | 21/0 |
| Debut (4) | UNION UNDERGROUND Turn Me On... (PortraitColumbia) | 167 | $+40$ | 7190 | 1 | 25/3 |
| $38 \quad 45$ | MONSTER MAGNET Silver Future (Restless) | 166 | -42 | 10473 | 15 | 13/0 |
| Debut 46 | LTT Over My Head (Java/Capitol) | 151 | +20 | 8959 | 1 | 14/0 |
| $48 \quad 47$ | OFFSPRIING Totalimmortal (Elektra/EEG) | 141 | -23 | 9003 | 7 | 15/0 |
| $44 \quad 48$ | DON HENLEY Workin' It (Warner Bros.) | 134 | -45 | 7594 | 14 | 12/0 |
| $49 \quad 49$ | NIXONS First Trip (Koch) | 132 | -28 | 9241 | 11 | 15/0 |
| Debut 50 | LIMP BIZKIT Take A Look Around (Theme...) (Hollywood) | 122 | -5 | 4486 | 1 | 10/2 |

70 Rock reporters. Monitored aiplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the alplay week of Sunday $6 / 18$-Saturday $6 / 24$. 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 eaching 400 ptays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross impressions equals Average Quarer Hour Persons times number of plays (times 100), Average Quarter Hour Persons used hereln with permission from The Aititron Company (Copyright 2000, The Arbitron Company). O2000. R\&R Inc.


Most Increased Plays antast tile caecls)

Toral
May
menetsen RED HOT CHM PEPPERS Californication (Wamer Bros.) +239 mdtLey Crue Hell On High Heels (Motley/Beyond) +106 CULT Painted On My Heart (IIsland/IDJMG) ONE WAY RIOE Painted Perfect (RefugeMCA) PRIMUS W/OZZY N.I.B. (Divine/Priority) PAPA ROACH Last Resort (DreamWorks) ISLE OF 0 Little Scene (Universal) G00Smack Bad Retigion (Republic/Universal) 3 DODRS DOWN Loser (Republic/Universal) AC/DC Satellite Blues (EastWest/EEG)

Breakers.



| EVERCLEAR Wonderful (Capitol) |  |  |
| :---: | :---: | :---: |
| TOTAL PLAYSANCREASE 408/34 | total stanousmados $32 / 1$ | ${ }^{\text {charr }}$ |
| Most Added is the to by each reporting st the tongs with the Weighted chant appe |  | $\begin{aligned} & \text { orat } \\ & \text { coun } \\ & \text { puits } \\ & \hline \end{aligned}$ |


| Jume 30,2000 |  |
| :---: | :---: |
| Mexy \& Arsine |  |
| FOO FIGHTERS F/BRUN MAY Have A... (Hollywood) Total Plays: 116. Total Stations: 11, Adds: 1 | BROUGHAM Murked Out (Warner Bros.) Total Pays: 81. Total Stations: 11, Adds: 0 |
| ISLE OF 0 Little Scene (Universal) Total Plays: 108. Total Stations:21, Ados: 8 | BENOER Superfly (NT) <br> Total Pays: 80, Totai Stations: 10. Adds: 0 |
| PRIMUS wJOZZY N.I.B. (Divine/Priority) Total Plays: 104. Total Stations: 21, Adds: 17 | COWBOY MOUTH Easy (Blackbird/Atlantic) Total Plays: 76. Total Slations: 8 , Adds: 0 |
| P.O.O. Rock The Party (OH The Hook) (Atlantic) Torai Plays: 97. Total Stations: 14. Adds: 0 | LIVE They Stood Up For Love (RadioactiveMCA) Total Pays: 38. Total Stations: 20, Ados: 18 |
| INCUBUS Stellar (ImmortaUEpic) Total Plays: 97, Total Slations 14. Adds: 3 | 8STOPS7 Question Everything (Reprise) Total Plays: 27, Total Stations. 20, Adds: 16 |
| Songs ranked by total plays |  |



## Rock Going for Adds 73,00

Each week R\&R lists songs going forr adds in this section and in the rock format faxes. To see your song listed, please call Rock Assistant Editor Tracey Hoskin at (310) 788-1669, fax to (310) 203-9763, or e-mail: traceyh@rronline.com.

## ROCK

gencer WYBB/Charleston

## 11am

ERIC JOHNSON Trademark JOHN COUGAR I Need A Lover CROSBY, STLLS, MASH\& YOUMGSOuthem Cross matcheox twewrrbent
LYNYRD SKYWYRODonit Ask Me No Ouestions CAEEDENCE CLENAWATER REVNNL Down On.. JACKSON BROWNE Boulevard STEVE MILLEA Rock 'N Me STEEL Y DAN Hey Nineteen ALLMAN BROTHERS BAND Ramblin'Man FOREIGNER Juke Box Hero AEROSMITH Taste Of India
JOE WALSH Lite's Been Good

## $4 p m$

GEORGE THOROGOOO WhO DO YOU LOVe MOTLEY CRUE Smokin' In The Boys Room LEO ZEPPELIN Rock \& Roll AEROSMITHCryin' BOSTON Feelin' Satisfied JOHN COUGAR MELLENCAMP Rain On The... LYNYRO SKYNYRD Free Bird
000RS Love Me Two Times REO HOT CHIL PEPPEAS Califormication HEART Barracuda
zz TOP Sleeping Bag
CULT Fire Woman

## 8pm

23 rop Legs
ROLLING STONES Sympathy For The Devil indIGENOUSLittle Time
bob SEGER Turn The Page stevie ray vaughan Cold Shot TOM PETTY \& THE HEARTBREAKERS DONYDO... AEROSMITHP Pink
James gang walk Away
BILL Y IDOL Rebel Yell
aUEEN We Will Rock Yow'We Are The Champions tesla Signs
GUESS WHO American Woman
JFSSE JAMES OUPREE Maintline
FOGHAT Fool For The City

## KNCN/Corpus Christi

11am

TOW PETTY \& TME MERRTBAEAKERSDON' DO.. collective soul heavy U2 Desire
FITLEA The Best Things
SOUNOGAROEN SDOONman JUDAS PRIEST Living After Midnight motley Crue Hell On High Heels
AEROSMITH What It Takes
GODSmack Keep Away
JANE'S ADDICTION Jane Says
PEARL JAM Nothing As it Seems
collective soul gel
GUNS 'N ROSES Sweet Child O' Mine

## 4pm

GUNS 'N ROSES Nightrain GUNS 'N ROSES My Michelle GUNS 'N ROSES Sweet Child 0 ' Mine GUNS 'N ROSES Sympathy For The Devil metallica enter Sandman Stevie ray vaughan The House is Rockin' poounk Dashboard Mary U2 Pride (In The Name Of Love) FOO FIGMTERS Stacked Actors vaw hal en Everybody Wants Some PEARL JAM Nothing As It Seems

## 8pm

LED ZEPPELIN Rain Song
LED ZEPPELIN Song Remains The Same ACDC Satellite Blues

TOOL Stinkfist
GREAT White house Of Broken Love
indIGENOUS Little Time
f00 fighteas Learn To Fly
GARY HOEY Hocus Pocus
FILTER The Best Things
STABBING WESTWARD Save Yourself
SMASHING PUMPKINS Stand Inside Your Love METALLICA Wherever I May Roam


Stations and their adds listed alphabetically by market


|  | June 30, 2000 <br> ARTST TTLE LABELSS | ${ }^{\text {rotara }}$ | núrs | Hunissous | Mexss an |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | METALLICA I Disappear (Hollywood) | 2121 | -52 | 177040 | 10 | 72/0 |
| 2 | CREED With Arms Wide Open (Wind-up) | 2112 | +49 | 171749 | 14 | 71/0 |
| 3.3 | 3 DOORS DOWN Kryptonite (Republicuniversal) | 1904 | -42 | 174754 | 26 | 69/0 |
| (4) | A PERFECT CIRCLE Judith (Virgin) | 1891 | +41 | 142935 | 12 | 72/0 |
| 5 | PAPA ROACH Last Resort (DreamWorks) | 1559 | +128 | 128224 | 16 | 70/2 |
| 6 | U.P.O. Godless (Epic) | 1512 | +71 | 107480 | 13 | 68/0 |
| 7 | deftones Change (In The House Of Flies) (Maverick) | 1358 | +86 | 104101 | 7 | 70,0 |
| 78 | STONE TEMPLE PILOTS Sour Girl (Atlantic) | 1330 | -39 | 93509 | 15 | 620 |
| (9) | GODSmaCK Bad Religion (Republicuniversal) | 1086 | +115 | 83637 | 6 | 66/1 |
| 10.10 | KORN Make Me Bad (ImmortalEpic) | 1074 | -139 | 109464 | 21 | 56/0 |
| $9 \quad 11$ | NICKELBACK Leader Of Men (Roadrunner) | 1044 | -198 | 74851 | 21 | 55/0 |
| (12) | LIMP BIZKIT Take A Look Around (Theme...) (Hollywood) | 1030 | +40 | 86464 | 11 | 54/3 |
| $11 \quad 13$ | KID ROCK American Bad Ass (Top Dog/ava/Atlantic) | 981 | . 50 | 79570 | 9 | 61/0 |
| (1) | FOO FIGHTERS Breakout (Roswellrca) | 980 | +8 | 70264 | 10 | 59/0 |
| (5) | RED HOT CHILI PEPPERS Californication (Warner Bros.) | 957 | +286 | 82084 | 4 | 69/10 |
| (15) | DISTURBED Stupity (Giant/Reprise) | 943 | +63 | 73892 | 14 | 66/1 |
| 13 17 | InCUBUS Pardon Me (ImmortaVEpic) | 925 | -49 | 76963 | 33 | 55/0 |
| (18) | 3 DOORS DOWN Loser (Republic/Universal) | 835 | +155 | 64064 | 7 | 54/4 |
| (1) | AC/DC Satellite Blues (EastWestEEG) | 806 | +50 | 56420 | 6 | 50/0 |
| $18 \quad 20$ | RED HOT CHILI PEPPERS Otherside (Warner Bros.) | 694 | -152 | 55849 | 26 | 56/0 |
| (2) | Everclear Wonderiul (Capitol) | 684 | +45 | 39406 | 5 | 35/0 |
| $24 \quad 22$ | LIMP BIZKIT Break Stuff (Flip/Interscope) | 596 | . 50 | 59967 | 20 | 40/0 |
| (23) | PEARL JAM Light Years (Epic) | 573 | +75 | 43713 | 3 | 45/1 |
| (24) | UNION UNDERGROUND Tum Me On... (PortraitColumbia) | 533 | +86 | 47896 | 3 | 53/0 |
| (25) | IRON MAIDEN The Wicker Man (PorraitColumbia) | 522 | +2 | 44839 | 6 | 44/1 |
| (20) | QuEENS OF THE STONE AGE The Lost Art Of... (Interscope) | 488 | +37 | 36313 | 5 | 49/2 |
| (27) | InCUBUS Stellar (Immorta/Epic) | 476 | +183 | 31981 | 2 | 47/4 |
| $21 \quad 28$ | MONSTER MAGNET Siver Future (Restless) | 459 | -224 | 40827 | 16 . | 34/0 |
| $28 \quad 29$ | APARTMENT 26 Basic Breakdown (Hollywood) | 454 | -72 | 43378 | 11 | 48/0 |
| (30) | ONE WAY RIOE Painted Perfect (RefugeMCA) | 424 | +171 | 31989 | 2 | 49/5 |
| $33 \quad 31$ | JESSE JAMES OUPREE Mainline (V2) | 407 | -10 | 21565 | 7 | 340 |
| (32) | EVE 6 Promise (RCA) | 397 | +84 | 26687 | 3 | 35/4 |
| $27 \quad 33$ | FULL OEVIL JACKET Now You Know (IISand/IDJMG) | 362 | -199 | 30135 | 17 | 34/0 |
| $37 \quad 34$ | BENOER Superfly (TVT) | 340 | -15 | 20222 | 8 | 32/0 |
| 35 | CULT Painted On My Heart (ISland/IDJMG) | 340 | +101 | 25088 | 2 | $26 / 2$ |
| (30) | motLey Crue Hell On High Heels (Motley/Beyond) | 338 | +55 | 33844 | 3 | 31/3 |
| (37) | P.O.O. Rock The Party (Off The Hook) (Atantic) | 325 | +52 | 26436 | 4 | 37/ |
| $26 \quad 38$ | PEARL JAM Nothing As it Seems (Epic) | 317 | -268 | 20738 | 11 | 29/0 |
| $35 \quad 39$ | OFFSPRING Totalimmortal (Elektra/EEG) | 293 | -108 | 19662 | 8 | 3200 |
| (10) | KTITE Charlotte (NG/Artemis) | 275 | +33 | 18609 | 2 | 30/1 |
| $36 \quad 4$ | NIXONS First Trip (Koch) | 269 | -91 | 19669 | 12 | 21/0 |
| 42 | brougham Murked Out (Wamer Bros.) | 243 | -31 | 20354 | 6 | 2900 |
| $46 \quad 43$ | MATCHBOX TWENTY Bent (Lava/Atantic) | 229 | -24 | 21192 | 10 | 11/0 |
| ${ }^{4}$ | STEP KINGS Right Is Wrong (Roadrunner) | 220 | -54 | 21617 | 7 | 26/0 |
| (3) | UT Over My Head (Java/Capitol) | 214 | +2 | 11920 | 2 | 180 |
| Debut) (6) | PANTERA Goddamn Electric (EastWestEEG) | 187 | +44 | 21328 | 1 | 2200 |
| - 47 | PROEECT 86 One-Armed... (Play On) (BECTOoth \& NaiVatantic) | 172 | -1 | 11286 | 1 | 23/2 |
| 478 | BLINK-182 Adam's Song (MCA) | 172 | .78 | 14162 | 14 | 11/0 |
| Debut (4) | ISLE OF Q Little Scene (Universal) | 168 | +105 | 16072 | 1 | 26/9 |
| - 50 | FU MANCHU Over The Edge (Mammoth) | 167 | + | 1142 | 2 | 2100 |

[^7]
## June 30, 2000

## New \& Active

CREASE Frustration (Roadrunner)
Total Plays: 161, Total Stations: 19, Adds: 2

PAIMUS W/OZZY N.I.B. (Divine/Priority)
Total Plays: 157. Total Slations: 27. Adds. 19
J. PAGE \& BLACK CROWESTEn... (Musicmaker.com $N T I$ )

Total Plays: 136, Total Stations: 12. Adds: 1

ALICE COOPER Blow Me A Kiss (Spitfire) Total Plays: 131. Total Stations: 14, Adds: 0

ROB ZOMBIE Scum Of The Earth (Hollywood)
Total Plays: 98 . Total Stations: 44 , Adds: 41

COWBOY MOUTH Easy (Blackbird/Atlantic) Total Pays: 96. Total Stations: 9. Adds: 1

8STOPS7 Question Everything (Reprise) Total Plays: 89. Total Stations: 27, Adds: 18

DOPE You Spin Me Round (Like...) (Flip/Epic) Total Plays: 86, Total Stations: 8, Adds: 4

BOWLIMG FOR SOUP The Bitch Song (Sivertone/Jive) Total Plays: 86, Total Stations: 8, Adds: 0

SLIPKNOT Spit It Out (Roadrunner)
Total Plays: 75, Total Stations: 15, Adds: 12

Songs ranked by total plays

| Most played Fecurremis |
| :---: |
| BUSH Warm Machine (Trauma) |
| STAIND Home (Flip/Elektra/EEG) |
| GODSMACK Voodoo (Republic/Universal) |
| STAIND Mudshovel (Flip/Elektra/EEG) |
| METALLICA No Leat Clover (Elektra/EEG) |
| CREED Higher (Wind-up) |
| GODSmack Keep Away (Republic/Universal) |
| Creeo What If (Wind-up) |
| GODSmack Whatever (Republic/Universal) |
| LIMP BIZKIT Re-Arranged (Flip/Interscope) |
| KORM Falling Away From Me (Immorta/Epic) |
| rage against the machine Sleep Now in The Fire (Epic) |
| BUSH The Chemicals Between Us (Trauma) |
| RAGE AGAINST THE MACHINE Guerrilla Radio (Epic) |
| SEVENDUST Waffile (TVT) |
| BUCKCHERRY Lit Up (DreamWorks) |
| ROB ZOMBIE Dragula (Geffen/Interscope) |
| FOO FIGHTERS Learn To Fly (Roswell/RCA) |
| KID ROCK Only God Knows Why (Top Dog/Lava/Atlantic) |
| RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.) |

## ACTIVE ROCK

## Going For Adds 7/500

Each week R\&R lists songs going for adds in this section and in the rock format faxes. To see your song listed, please call Rock Assistant Editor Tracey Hoskin at (310) 788-1669, fax to (310) 203-9763, or e-mail: traceyh@rronline.com.

## TUNED-IN <br> ACTIVE ROCK

## Kockg73 WRLR/Birmingham

- 3am

SMASHING PUMPKIMS 1979 STONE TEMPLE PILOTS Vasoline
PAPA ROACH Last Resort
SOUndgarden Pretty Noose
motley CaUe Hell On High Heels
BUSH Little Things
UMOW UNOERGROUNOTUM ME On(Mr. Deadman)
RED HOT CHILI PEPPERS OTherside
DANZIG Mother
A PERFECT CIRCLE Judith
SEVEN MARY THREE CUmbersome
OLEANDER I Walk Alone
RAGE AGAINST THE MACHINE Kiling In The Name
ALICE IN CHAINS Sea Of Sorrow

## 11am

SMASHING PUMPKINS Today
CREED With Arms Wide Open
METALLICA Master Of Puppets
GREEN DAY Time Or Your Life (Good Riddance) STATIC-XPush It
CRACKERLOW
inCUBUS Pardon Me
ROB 20MBIE Living Dead Girt
3 DOORS DOWN Loser
PEARL JAM Elderly Woman Behind The...
GODSMACK Keep Away
collective soul Shine

## 4pm

mIRVAMALithium
METALLICA I Disappear
BLACK CROWES Jealous Again
RED HOT CHILI PEPPERS Scar Tissue KIO ROCK Bawitdaba
MONSTER MAGNET Space Lord
ALICE IN CHAINS Would?
BUSH The Chemicals Between Us
PEARL JAM Better Man
GREEN DAY Basket Case
PAPA ROACH Last Resort

## 8pm

METALLICA The Unforgiven II
metallica King Nothing
3 000As 00WNKryptonite
temple of the dog Hunger Strike
KIO ROCK American Bad Ass
NIRVANA Rape Me
incUBUSStellar
STONE TEMPLE PILOTS Big Empty
GODSMACK Voodoo
PAPA ROACHLast Resort
LIVE Lightning Crashes

KHOP/Modesto
$3 a m$
motiey crue Looks That Kill
BUSH Warm Machine
TOADIES POSSum Kingdom
UNION UNOERGROUNOTUTM Me On "Mr. Deadman"
aUSH Tom Sawyer
CREED With Arms Wide Open CANDLEBOXYOU
BENDEA Superfly
DANZIG Mother
oueens of the stone age the Lost Att... DOKKEN It'S Not LOVE
MONSTER MAGNET Space Lord STONE TEMPLE PILOTS Sex Type Thing LED 2EPPELIW What Is \& What Should Never Be

## 11am

LIVING COLOUR Cutt Of Personality
NEW AMERICAN SHAME Under /t All
BUSH Comedown
NICKELBACK Leader OT Men
TOM PETTY Runnin' Down A Dream
smashing pumprwis Bullet With Buttertiy Wings
AEROSMITH The Other Side
3000RS DOWN Kryptonite
GUNS 'W ROSES Knockin' On Heaven's Door
metallica Until it Sleeps
BLACK SABBATH Paranoid
BLACK CROWES Remedy

## $4 p m$

JUOAS PRIEST You've Got Another Thing Comin sUSH The Chemicals Between US metallica I Disappear pINK FLOYO One Slip ALICE IN CHANMS Over Now DEF LEPPARD Hysteria 3 000RS DOWN Kryptonite bROTHER CANE That Don't Satisty Me GODSMACK Whatever PEARL JAM In Hiding

## 8pm

VAN HALEN Unchained
oEf LePPARD Day Atter Day
WHITE ZOMBIE More Human Than Human AC/DCS Satellite Blues
motley Crue Girls, Girls, Girls GUNS N' ROSES Welcome To The Jungle SCORPIONS Rock You Like A Hurricane A PERFECT CIRCLE Judith BLACK CROWES Twice As Hard REO HOT CHILI PEPPERS Californication OZZY OSBOURNE Mr. Crowley

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 6/19. O 2000, RAR inc.

FIND COMPLETE PLAYLISTS FOR ALL ACTIVE ROCX AEPORTERS ON R\&A ONLINE MUSIC TRACKING


## Isle of Q <br> "Little Scene" <br> ACTIVE ROCK DEBUT © <br> New stations include: WXTB KQRC WAZU KOMP WXRA WRAT WKLQ and more



|  |  |
| :---: | :---: |
|  |  |

# incinitui <br> <br> \section*{by <br> <br> \section*{by Tracey Hoskin Tracey Hoskin Asst. Reck Editor} 

 Asst. Reck Editor}}

R2

## Top 20 Specialty Artists

## June 30, 2000

1 NATIVITY IN BLACK 2 (Divine/Priority) "Sweet...," "Electric...." "N...B."
2 PANTERA (EastWestEEG) "Goddamn Electric," "Hell Bound"
3 IRON MAIDEN (PortraitCOlumbia) "The Wicker Man," "Fallen Angel"
4 TAPROOT (Atlantic) "Again And Again," "Mirror's Reflection"
5 MOTORHEAD (CMC/SRG) "See Me Burning," "Wake The Dead"
6 DISTURBED (Giant/Reprise) "Stupify," "Voices"
7 KITTIE (Ng/Artemis) "Charlotte"
8 DEFTONES (Maverick) "Change"
9 (HED) PLANET EARTH (Jive) "Bartender," "Killing Time"
10 UNION UNDERGROUND (PortraitColumbia) "Turn Me On (Mr. Deadman)"
11 ULTRASPANX (Epic) "Push," "Thanks"
12 EARTH CRISIS (Victory) "Slither"
13 ONE MInUTE SILENCE (V2) "Food For The Brain"
14 PITCHSHIFTER (Geffen/IIterscope) "Condescension"
15 FIMGER ELEVEN (Wind-up) "Drag You Down"
16 VENOM (SPV) "Resurrection"
17 ISLE OF 0 (Universal) "Little Scene"
18 RORSCHACH TEST (E-magine) "Satan," "Fornicator"
19 ALICE COOPER (Spitfire) "Brutal Planet"
20 STUCK MOJO (Century Media) "Hatebreed"

Aenked by total number of shows reporting the artist, with tities ustod in onder of most airpilay.

## Specialty Show Reporters

Shows and their Top 5 songs listed alphabetically by martet

| Jomes Radio Networt (JRN) <br> Mentivive <br> Yarions <br> Resy mpalion Intus <br> Boider Room Do Hagain- <br> Mar: <br> Isie OrO Latie Seene <br> a Pertect Circle "Thuming of You* <br>  |
| :---: |
| mall Broadcasting (mJi) <br> Pile Dive Vuiem Mant Ranulorey Nalke Dethones "Crange Hon Maseen "The widier Mam" Unen Unsterituma Twin we on we <br>  Hent coosmear rocoso |
| WOBK/Albany, WY <br> Kich The PA <br> Sunday 8 -9pm <br> Tim Noble <br> Oancy "Unspeazabe" <br> Nimmy in Buck 2 Beminct The was. <br> Prapa Rosch "Otesc cet" <br> Bie "inearue" <br> is elo 1 Ime Scene |
| KWHL/Anchorage. AK <br> The Pil <br> Sundey 8.9pm <br> Bearted John <br> UNexçan: Themis <br> Prersmem Conoscorison Shem " Uramen 235 Here IC Comes Fingem Eleven Drap tou Down |

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WPXC/Cape Cod, MA To fre frbeme Erite surimed
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KRPI/Denver, CO
Motailis
Encritay masty
Unclat Masty
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``` Hestipe Britencel
KR2A/Fresno, CA
Extremities
Thersder 9pm
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Hem Meta Mon- Staroper One Mresis silence Food for
WKLQ/Grand Rapids, wI
WKLa/Grand Rapids
Metal At muldnight
Metal at Milunight.
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Rowscruch rese Pemo Mons ome
Motornater FWh The
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| KISW/Seattle, WA notal suep $\qquad$ <br> Charosans Cructution* <br> Distenwic Facwown Abados SIC <br> in Memorum This Blood Bescowed" <br> Nevermore 7 Am The $\mathrm{Dog}^{\circ}$ |
| :---: |
| KISW/Seattis, Wh Memosic haw sconl Yawemped <br>  Elem. Towit Mo Aone" Masmite Pussy Hion As thert <br>  |
| KZRO/Springtield, MO Revalutian <br> Senday 10 mald nighi E-man <br> Disturbed "The farme <br> Kuttie "Buadusi" <br> Devsights 'Smeet Obingor <br> Heaw Hetal $20000^{\text {I immortaly }}$ Insane <br> Pichshater "Condescension" |
| WXTMSI. Louls, MO Static <br> Scimaty 8pm-9pm <br> Johmay Dit <br> Outhos Kimpary <br> Deakhoght "Smeet Ootrinon <br> Emper Eleven Dixa You Down Remerie fiesh 8 Biood <br> Natrivey In Biach 2 "Snowbind |

WXTM/St. Levis, MO





WXTM/SI. Louls, MO Mataired
Fridey 10 Dm -midaigen


 Witem Oron-Pperis
KLPX/Tucson, $\boldsymbol{A Z}$ Arear
Fridy
10 Fridry $10 p m$-midnight
Bed Ritctie:

 Anertect Come wivari"

WXBE/Wikes Barre, PA Freedie's Closel
Saturiay 11 Saturtay $11 \mathrm{pm}-1 \mathrm{am}$ Fredilie



Decto
30 vole reporters from the Actwe Rock


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## aperfecteirele-

R\&R Alternative 4 Modern Rock BDS 5*

## R\&R Active Rock 4 Active Rock BDS 4*

## Album Approaching GOLD!



## judith

the first single from the album mer de noms
"Judith' is a smash for WBCN!" —Steven Strick
billy howerdel maynard james keenan
paz lenchantin
josh freese troy van leeuwen
"...our biggest reaction record and testing Top 5 in all demos." -Tommy Mattern,WXTM "...could be one of the biggest records of the year" - Dave Douglas, WAAF
"I'm sure 'Judith' will be a monster and there aren't many records you can say THAT about.
-"Pat Martin, KRXQ
"Best album of the year 2000. It gives the millennium a whole new meaning." -Sophia John, KRQC

## produced by billy howerdel

mixed by alan moulder and billy howerdel
management: arthur spivak/stuart sobol for spivak entertainment
www.aperfectcircle.com www.virginrecords.com

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## Winners All <br> $\square$ Third winner in three years for Label promotion executive of the year marks this year's Achievement Awards

0nce again, one of the highlights of R\&R Convention 2000 was watching our format honor its best and brightest. Here are the winners, tabulated and certified by accounting firm Miller, Kaplan, and Arase from ballots mailed in by $\mathbf{R \& R}$ subscribers.

Program Director Of The Year: Leslie Fram, WNNX/Atlanta
It always makes me happy when good things happen to nice people. sol ann especially happy that Leslie Fram - one of the nicest people in the radio industry - has won the PD of the Year award. You should not think, however, that Leslie has
 won all the awards she has won this year simply because she is nice. The truth be told. she is truly a formidable programmer.

This past year is the perfect example. After ycars of aging with its audience. 99X made a strategic shift and started to embrace more of its younger audience. This is not an easy thing to do. and it is a testament to Fram that 99X has rebounded so quickly from the expected hit it took when it made the move.
Beyond her strategic gifts, Fram is one of those rare individuals who is not only an astute judge of air talent, but an exceptional air talent herself. She keeps a complex organization that includes a magazine. a sophisticated database marketing system, a live concert series,
a web page rich in conient - and let's not forget a radio station all running smoothly. All of these things don't just take time, they take a tremendous amiount of work, and Fram is one of the hardestworking programmers in the business.

## Music Director Of The Year: Chris Williams, WNNX/Atlanta

With the rich musical tradition of 99 X . stepping into the position of Music Director had to be somewhat intimidating for Chris Williams this past year, especially when you consider that the previ-
 ous MD, Scan Demery; was last year's R\&R Music Director of the Year. However, Williams kept his head about him and not only continued 10 Chris Williams break new music, but also oversaw the difficult musical transition of the station to a younger focus.
He has all of the qualities you would expect in a top-notch music director: He is a rabid fan of new music who isn't afraid to put a song on the air if his gut tells him it's the right thing to do. At the same time

## LABEL of the MEAR

PLATINUM


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he also has a keen programming mind. and he knows when to put his personal feelings aside. All in all, his talent. his ears, his positive attitude, his spirit - all of these things - have earmed Williams the MD of the Year award.

## Personality Of The Year: Kevin \& Bean, KROQ/Los Angeles

This is the second time that Kevin \& Bean have won this award. When they won it the first time. I made some kind of com-


## Kevin \& Bean

ment like. "They are on the top of their game." Well, I was obviously mistaken. because as good as they were two years ago, they are on a whole new level now. In the latest Arbitrend they were sitting with a 4.7 share $12+$ and an even more impressive number 18-34. The bottom line is that Kevin \& Bean continue to provide Los Angeles with a compelling, fun. interesting and downright entertaining show every moming.

## Station Of The Year: <br> KROQ/Los Angeles

I have a secret to tell everyone who dresn't live in Los Angeles: KROQ really is that good. Its music is razor-sharp and right in line with what today's young people are passionate about. Its airstaff is by far the best in the format, and probably one of the best of any format. Its production director is regarded as an industry leader, and with good reason. Its promotions are creative and sound great on the air.

An example of how great KROQ is can be seen in how it dealt with losing its high-profile night guy. Sluggo. KROQ didn't miss a beat: and when new night

STATION of the YEAR
guy Stryker hit his stride. lo and behold, he was No. 1 in his daypart. The names may change. the music may change. but KROQ keeps rolling along - and that's the sign of a great radio station.

> Platinum Label Of The Year:
> Interscope/Geffen/ A\&M Records

Combine three labels with a rich history within the format. and you either end up with a complete mess or an awe-inspiring hit machine. Luckily, with Brian MacDonald at the helm Interscope has been able to bring home big-name hit after big-name hit. I was amazed when everyone was talking about the onslaught of superstar releases last fall at just how many were on an Interscope imprint.

Another aspect of Interscope's strength within the format is the pure breadth of its roster. From pop to rock to hip-hop. odds are that Interscope has an artist who has hit the Alternative chart from that genre. Add to this a refreshing and deep collection of quirky and truly "alternative" releases. and it is clear that Interscope deserves its honor as the label of the year.

## Gold Label Of The Year:

 Hollywood RecordsHollywood Records has always ained at being a full-service label, but increasingly its big successes are coming out of the Alternative format.

The perfect example is its latest project. the Missiom: Impossible 2 soundtrack. With extremely strong tracks by Limp Bizkit and Metallica. this soundrack looks like it will anchor Hollywood's sales efforts for the next few months.

## Promotion Executive Of <br> The Year: Ron Poore, RCA Records

It wasn that long ago that RCA had a downright anemic rock department. Things started to turn around right about the time that Ron Poore arrived in the department. and I don't think that it's a coincidence. Poore brought a much-needed dose of musical passion and an overwhelming desire to his job. The results are undeniable, and the list of bands that he
 was instrumenal in breaking looks als All lik a who's who of late 90s Alternative rock: Lit, Eve 6. Vertical Horizon. Dave Matthews. ete. Perhaps the most impressive part of Poore's achievement is that he developed brand-new artists with little more than their music and his passion to work with. Luckily, for a man of Poore's talents. that was more than enough to get the job done.


Here's Interscope's Robbie Lloyd being showered with noogies and congratulations from R\&R Alternative Editor Jim Kerr for winning the Platinum Label of the Year award.

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| 1 | 3 DOORS DOWN Kryptonite (Republic/Universal) | 2735 | -114 | 296776 | 19 | 74/0 |
| (2) | CREED With Arms Wide Open (Wind-up) | 2376 | +37 | 214258 | 14 | 70/0 |
| 3 | STOME TEMPLE PLLOTS Sour Girl (Atlantic) | 2250 | +7 | 213445 | 13 | 74/0 |
| (4) | A PERFECT CIRCLE Judith (Virgin) | 2233 | +31 | 229733 | 12 | 720 |
| ( | EVERCLEAR Wonderful (Capitol) | 2201 | +83 | 187194 | 6 | 75/0 |
| $6 \quad 6$ | BLINK-182 Adam's Song (MCA) | 2082 | -1 | 173336 | 22 | 73/0 |
| 7 | PAPA ROACH Last Resort (DreamWorks) | 2074 | +168 | 230125 | 14 | 71/1 |
| 8 | DEFTONES Change (In The House Of Flies) (Maverick) | 1941 | +87 | 195130 | 7 | 75/0 |
| (9) | EVE 6 Promise (RCA) | 1820 | +192 | 168397 | 4 | 75/0 |
| (10) | LIMP BIZKIT Take A Look Around (Theme...) (Hollywood) | 1774 | +66 | 223359 | 12 | 6011 |
| (1). | RED HOT CHIL PEPPERS Califomication (Wamer Bros.) | 1723 | +449 | 196391 | 5 | $71 / 2$ |
| 10 | metallica I Disappear (Hollywood) | 1668 | -2 | 170579 | 10 | 59/0 |
| $13 \quad 13$ | DYNAMITE HACK Boyz-N-The-Hood (Farmclub.com/Universal) | 1646 | +88 | 163352 | 10 | 63/1 |
| 11. | INCUBUS Pardon Me (ImmortalEpic) | 1606 | -59 | 195195 | 33 | 66/0 |
| ( | SR-71 Right Now (RCA) | 1589 | +217 | 140591 | 8 | 74/1 |
| 16 (16) | NO DOUBT Simple Kind Of Life (Interscope) | 1357 | +11 | 113285 | 9 | 57/0 |
| 17 | NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic) | 1172 | -206 | 78961 | 14 | 46/0 |
| $21 \quad 18$ | FENIX TX All-My Fault (Drive-ThruMCA) | 1071 | -40 | 90504 | 13 | 64/1 |
| 18 19 | FOO FIGHTERS Breakout (Roswell/RCA) | 1053 | -186 | 91925 | 16 | 55/0 |
| $23 \quad 20$ | EmINEM The Real Slim Shady (Aftermath/interscope) | 1052 | +18 | 136224 | 8 | 49/0 |
| Arsaker 21 | CYPRESS HILL Superstar (Ruffhouse/Columbia) | 1034 | +58 | 148852 | 16 | 43/0 |
| Aramker 22 | LTI Over My Head (Java/Capitol) | 1024 | +55 | 82899 | 4 | 54/0 |
| 22 | MOBY Porcelain (V2) | 1020 | -18 | 106092 | 9 | 51/0 |
| (2) | LIMP BIZKIT Break Stuff (Fip/Interscope) | 889 | +23 | 109925 | 19 | 48/0 |
| $25 \quad 25$ | MATCHBOX TWENTY Bent (Lava/Atlantic) | 889 | -87 | 56649 | 11 | 37/0 |
| (26) | INCUBUS Stellar (ImmortalEpic) | 880 | +281 | 113503 | 2 | 65/8 |
| $27 \quad 27$ | OFFSPRING Totalimmortal (Elektra/EEG) | 813 | -112 | 74478 | 9 | 56/0 |
| $30 \quad 28$ | Rage agandst tie machine Sleep Now In The Fire (Epic) | 780 | -49 | 110815 | 20 | 47/0 |
| (29) | VERTICAL HORIZON You're A God (RCA) | 751 | +309 | 58392 | 2 | 48/4 |
| (30) | DISTURBED Stupify (Giant/Reprise) | 729 | +66 | 60309 | 6 | 47/3 |
| $31 \quad 31$ | KID ROCK American Bad Ass (Top Dog/ava/Atlantic) | 718 | . 56 | 62797 | 8 | 46/0 |
| $36 \quad 32$ | MICXELBACK Leader Of Men (Roadrunner) | 695 | +120 | 32328 | 5 | 45/1 |
| (33) | PEARL JaM Light Years' (Epic) | 683 | +126 | 91991 | 3 | 41/4 |
| 34 | EEWOOD Sundown (Pa/m/London) | 670 | +32 | 46596 | 8 | 40/2 |
| ${ }^{28} \quad 35$ | THIRD EYE BLIND 10 Days Late (Elektra/EEG) | 604 | -273 | 50270 | 11 | 420 |
| $38 \quad 36$ | 311 Large In The Margin (Capricorn) | 562 | +19 | 24372 | 4 | 403 |
| 37 | KOTTONMOUTH KINGS Peace Not Greed (Suburban Noize/Capitol) | 544 | +37 | 41007 | 4 | 47/0 |
| $47 \quad 38$ | Smake RIVER CONSPIRACY How Soon Is Now? (Reprise) | 522 | +126 | 27683 | 2 | 42/6 |
| 39 | mXXPX Responsibility (A\&M/Interscope) | 521 | +70 | 29373 | 3 | 36/1 |
| 32.40 | STROKE9 Letters (Cherry/Universal) | 447 | -234 | 37939 | 13 | 24/0 |
| 40 | BUSH Warm Machine (Trauma) | 441 | -87 | 27192 | 7 | 30/0 |
| Debut (12) | P.O.D. Rock The Party (Off The Hook) (Atlantic) | 361 | +95 | 22658 | 1 | 34/5 |
| $42 \quad 43$ | TRAVIS Why Does It Always Rain On Me? (Independiente/Epic) | 357 | -146 | 30218 | 8 | 27/0 |
| $39 \quad 44$ | MIGHTY MIGHTY BOSSTONES So Sad To Say (Big Rig/IDJMG) | 356 | -181 | 17742 | 14 | 27/0 |
| 49 | SLIPKNOT Wait And Bleed (Roadrunner) | 349 | -12 | 70044 | 18 | 24/0 |
| Debut 46 | COWBOY MOUTH Easy (Blackbird/Atlantic) | 332 | +23 | 14743 | 1 | 18/2 |
| Debut 4 | BT Never Gonna Come Back Down (NettwerkCapitol) | 327 | +166 | 55363 | 1 | 36/13 |
| - | CATHERINE WHEEL Sparks Are Gonna Fly (Columbia) | 303 | -66 | 19121 | 9 | 18/0 |
| - 49 | BOWLING FOR SOUP The Bitch Song (Silvertone/Jive) | 302 | +19 | 14973 | 2 | 23/0 |
| Debut) 50 | MEST What's The Dillio (Maverick) | 290 | +57 | 50044 | 1 | 33/18 |
|  | 79 Altemative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays ior the airptay week of Sunday $6 / 18$-Saturday $6 / 24$. Bullets appear on songs gaining plays or remalning 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 atter 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 Abitron Company) © 2000, R\&R Inc. |  |  |  |  |  |



## Most Increased

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| 1024/55 | 54/0 | 22 |
| Most Added is the total number of new adds ofticially reported to RAR by each reporting station. Songs unreported as adds do not count toward overah total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. |  |  |
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"Never Gonna Come Back Down"
featuring vocals by M.Doughty

Another Breakthrough Week!
R\&R Alternative Debut: 47

| KNDD Top 5 Phones KR0Q | WHFS | Q101 | KTCL | KITS |
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| WFNX KNRK KEDS | WXDX | WXTM | WBRU | WLIR |
| WEDG WHRL WXZZ | KFMA | WWCD |  |  |

New At: 91X KPNT X96 WBCN WEQX KMYZ WPBZ WMRQ KJEE WMAD \& more! "THE cool song for the summer!" -Jay Taylor/LIVE 105

## BreakThrough Artist

 MEST Track: "WHAT'S THE DILLIO?" LP: WASTING TIME Labe: MAVERICK8ssentials: On Wasting Time, Mest's major-label debut, the band serves up a well-tuned mix of punk and pop-rock, which is just what the kids are asking for these days. Since the band formed in the summer of 1995 in their hometown of Blue Island, Illinois, Mest (Tony Lovato, lead vocals; Jeremiah Rangel, guitar; Nick Gigler, drums; and Matt Lovato, bass) have been working hard to hit the big time. The album's first single, "What's The Dillio?" might help them do just that.

## By

Dayna Talley Assi. Alternative Editor

During their first three years in existence, Mest kept busy playing clubs in Chicago and nearby cities and found the time to record their self-released CD, Mo Money Mo Forties. It wasn't until 1998, when this twentysomething foursome grabbed the attention of Goldfinger frontman John Feldman, that things began to happen for them. Although Feldman was not impressed with their initial music submission, the band's persistence and increasingly improved songwriting led him to take the boys seriously. With his help they eventually scored a demo deal with Maverick, which shortly thereafter culminated in an official record deal for the band. Not only was Feldman instrumental in Mest's signing with Maverick, he also produced Wasting Time.

With the first single off the album, "What's The Dillio?" already making its way onto Alternative playlists across the nation, Mest are definitely a band to watch.

POV: "We all love. music - that's the most important element in our chemistry," says Rangel. "We all agree that making good music is our one common goal, and we all have a great sense of humor. That keeps everything in perspective."



Leading things off this weck is format cornerstone Korn, who bring in 31 adds 8Stops7. who rocked the R\&R Convention. come in at a strong No. 2 with 2 dds Nearing 20 adds apiece are Stir. Mest. Live and Vibrolush To adraphrase Brian MacDonald on his new Lefty single. "Girls." don't overthonk paraphrase Brian MacDonald on mis new Lete play it ..Lets talk dayparts. C'mon folks. A Perfect Circle isn't that hard of a record. And what about Papa folks. A Perfect Circle isnt thot Harct acserictions I saw on that song last week Roach? I was appalled at the daypart restrend the clock. As MD Chris Williams No less than $99 \mathrm{X} / \mathrm{Aclanta}$ is spinning it around says. "ti's the biggest record we have on the arr right now ...No tener session. Do MDs chose Linkin Park at this year's Rate Auz was about. Just heard Sum 41 's yourself a favor and hear what the buzz was abo .Makes No Difference: Wow, what a

> ON THE RADIO by Jim Kerr
"Makes No Difference" Wow, what a great summer-punk rock tunc. Dirtbag?" Hell. I'm 33, and I want to be a teenage dirtbag.... One song 1 like that I hope doesn't fall through the cracks is P.J. Olsson's "Visine." RECORD OF THE WEEK:Vibrolush's "Touch and Go"

## Snake River Conspiracy 

 the new single trom the debut album SONIC JiHADfind out more @ wurw repriserec.com/src
"Better Than The Original!"- Morrissey

## R\&R: 38 from 46, 522x, +126 <br> Monitor: Debut @ 40*, 388x, +126

New Adds WROX, WJBX, WXNR, WEQX, WMAD Requesting @ KITS-17x, KNRK-24x, WXDX-18x, WRZX-15x, KJEE-21x, KRFF-29x, WBTZ-19x Sonic Jihad in stores 7/1//00

Jume 30, 2000
Most Played Recurrents

KORN Make Me Bad (Immorta/Epic)
GODSMACK Voodoo (Republic/Universal)
RED HOT CHILI PEPPERS Otherside (Warner Bros.)
LT Miserable (RCA)
BUSH The Chemicals Between Us (Trauma)
BLINK-182 All The Small Things (MCA)
LIMP BIZKIT Re-Arranged (Flip/Interscope)
CREED Higher (Wind-up)
VERTICAL HORIZON Everything You Want (RCA)
FOO FIGHTERS Learn To Fly (Roswell/RCA)
STAND Home (Flip/Elektra/EEG)
LIT My Own Worst Enemy (RCA)
BLINK-182 What's My Age Again? (MCA)
rage agamst the machine Guerrilla Radio (Epic)
KORM Falling Away From Me (ImmortaVEpic)
MO DOUBT Ex-Girtfriend (Interscope)
RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)
STROKE9 Little Black Backpack (Cherry/Universal)
STAIND Mudshovel (Flip/Elektra/EEG)
LO FIDELITY ALLSTARS Battle Flag (Skint/Sub Pop/Columbia)

## ALTERNATIVE

Going For Adds 715100

Each week R\&R lists songs going for adds in this section and in the Alternative format faxes. To see your song listed, please call Alternative Assistant Editor Dayna Talley at (310) 788-1656, fax to (310) 203-9763, or $e$-mail: dtalley@rronline.com.

## TUNED-IN alternative

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### 106.7 KKNDNew Orleans $3 a m$

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## $8 p m$

METALLICA The Unforgiven II
metallica Creeping Death metallica Whiskey in The Jar IMP BIZKIT Break Stuft OADIES Possum Kingdom EVE 6 Promise
IEMPLE OF THE DOG Hunger Strike RED HOT CHILI PEPPERS Around The World 3 DOORS DOWN Kryptonite SMASHING PUMPKINS 1979 COWBOY MOUTH Easy BLINK-182 What's My Age Again

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 6/19. © 2000, R\&R Inc.

OWKYS KOMC WXTU WBT WQLZ KEES WEDR Radio Alegria WNVZ WKIX WKXP KSMB Scot-FM WNEL WPRM Radio Venus WOOK WENN KOKU§


When you're ready to take it to the streets, the Thunder Truck ${ }^{\text {TM }}$ is a great, customized remote vehicle. Built-in remote studio, custom graphics, LED message signs .... create an impact when your station vehicle pulls up to a remote! Call for more Information, because the vehicle can be completely customized for you.


## Stations and their adds Ilsted alphabotically by market

GODSmaCx Bad Religion (Republic/Universal)
Total Plays: 283; Total Stations: 19, Adds: 5
ben harper Steal My Kisses (Virgin)
Total Plays: 268. Total Stations: 14, Adds: 0
UHCLE KRACKEA Yeah, Yeah, Yeah (Top Dog/Lava/Atlantic)
Total Plays: 253, Total Stations: 23, Adds: 1
kITTIE Charlote (NG/Artemis)
Total Plays: 237, Total Stations: 22. Adds: 2
WHEATUS Teenage Dirtbag (Columbia)
Total Plays: 223. Total Stations: 22, Adds: 7
U.P.O. Godiess (Epic)

Total Plays: 222, Total Stations: 20, Adds: 5
SUICIDE MACHINES Permanent Holiday (Hollywood)
Total Plays: 217, Total Stations: 21, Adds: 1

## Now \& Activo



## Complete $\boldsymbol{R}: \mathbb{R}$ Classified Advertising

R\&R Today: the leading management daily fax
rronline.com: Radio's Premiere Web Site
R\&R: The Industry's Newspaper with the largest help wanted section

## Alternative Playlists

FIND COMPLETE PLAYLISTS FOR ALL ALTERNATIVE REPORTERS ON R\&A ONLINE MUSIC TRACKING


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## New Music Specialty Shows

## R\&R's Exclusive Look At The Cutting Edge Of Alternative

## Hello, All

By<br>Dayna Talley<br>Asst. Afternative Editor

As you know. Jeanette Grgurevic is well on er way to groovedom ( $\quad$ ww gnopieradio. com. that is), and I am taking over the reins from her. I know that those are some pretty funky, cool shoes to fill. but l'm gonna do my very best to keep you well-informed on what is hip and happening in the specialty show world. For those of you who don't know me yet, I am a total music freak. Whatever you have. I want to give it a lis-

ten. So if you want to chat about music that you are really into (or just introduce yourself). give me a shout at (310) 788 -1656 or send an e-mail to dralley@rnomline.com.

Rancid kicked some butt and ended up at No. I this week with their new single. "Lei Me Go." and that Sunny Day Real Estate just won't drop off the chart. They end up at No. 2. It looks as though now that the entire Deftones album has been serviced, it's a specialty show winner. It takes a spot at No. 3. Debuts this week include Flak at No. 12, Lefly at No. I4, Infectious Grooves an No. 18 and the Ass Ponys at No. 19.

I haven't had much time to spend with new music this week. because I am the new girl and all that. but so far l've found some cool stuff from Drive-Thru Records Midtown and A New Found Clory. Taproot's "Again and Again" on Allantic, as well as a great unsigned buzz band called Organic. Records Of The Week: Broadcast, Pillbox and The Clarks

## anuritoman

## PRP Top 20 Artists

## June 30, 2000

1 RANCID (Epitaph) "Let Me Go"
2 SUNNY DAY REAL ESTATE (Time Bomb) "One"
3 DEFTOMES (Maverick) "Elite," "Feticeira"
4 BTM. DOUGHTY (Nettwerk/Capitol) "Never Gonna Come Back Down"
5 WHEATUS (Columbia) "Teenage Dirtbag"
6 TAHTTI 80 (Minty Fresh) "Heartbeat"
7 DANDY WARHDLS (Capitol) "Bohemian Like You"
8 MODEST MOUSE (Epic) "Tiny Cities Made Of Ashes"
9 KGB (DreamWorks) "Captain Max"
10 MXPX (A\&MMIIterscope) "Responsibility"
11 RICHARD ASHCROFT (HutVirgin) "A Song For The Lovers"
12 FLaK (Restless) "Tune In"
13 LNN ASTBURY (Beggars Banquet) "High Time Amplifier"
14 LEFTY (Interscope) "Girs"
15 MEW SCHODL VS. DLD SCHOOL VOL. 2 (Jive Electro)
16 NOFX (Epitaph) "Bottles To The Ground"
17 URGE (ImmortaWirgin) "Too Much Stereo"
18 INFECTIDUS GROOVES (Suicidal) "Just A Lil' Bit"
19 ASS POWYS (Checkered Past) "Swallow You Down"
20 DELGADOS (Chemikal Underground) "American Trilogy"

Specialty Show Reporters

## Shows and their Top 5 songs listed alphabotically by market




# Clean Sweep For Chicago's 'XRT 

$\square$ Heritage station takes station, PD, MD, air personality awards

By Adam Jacobson<br>R\&R Radio Editor

nfinity's longtime Windy City Adult Alternative station. WXRT, faced a tremendous challenge from some fine radio stations and their respective programmers and air talent in this year's competition for R\&R Industry Achievement Awards. However, this year's results mirrored those from last year: WXRT and its staff took a cakewalk.

## Station Of The Year: WXRT/Chicago

Thanks to the support of R\&R readers. who jammed the ballot boxes at Miller, Kaplan. Arase \& Co., 'XRT once again swept the radio portion of the Adult Alternative awards. The station not only took Station of the Year honors. but WXRT's PD. MD and morning host now have companions for last year's awards. Since the mid- -70 s WXRT has been giving the Windy City the best in progressive rock hits and the choicest album cuts. Today, many of the artists first made popular by 'XRT share the airwaves with current hits from the likes of Matchbox Twenty. Ben Harper, Phish. The Tragically Hip and The Jayhawks.

## Program Director Of The Year: Norm Winer, WXRT/Chicago

The ever-busy Winer was not in attendance at R\&R Conven tion 2000 and was unavailable for conment following the conference. Perhaps he's already preparing the sta-
 tion for another sweep in 2001 .
Winer is an AOR veteran who has served as VP/Programming of WBCN/Boston and morning host of KSAN/San Francisco among many other positions over a 25 year span. He became PD of WXRT in August 1979 and wats promoted to VP/Programming in

June 1992. What more would one expect from a Brooklyn-born Brandeis graduate?

Music Director Of The Year: Patty Martin, WXRT/Chicago
"I couldn't be more excited about winning this award. There were some really talented people UT up for it. and if I hadn't voted for myself. it would have been really hard to pick just one of the nominees. It's quite an honor to be given this award."
When asked about XRT receiving Station of the Year honors, Martin commented, "There was some particularly stiff competition in the Station of the Year category this year, and to be recognized for the top honor from our peers in the industry is quite an amazing feat."

## Personality Of The Year:

 Lin Brehmer, WXRT/Chicago*While winning this award for the third straight time might make a less-focused Chicagoan retire to play minorleague baseball for the White Sox. I am just impressed that people can spell my name, let alone remember it. Finally.
 there's some-
thing about my professional life that I can share with my parents. Thanks to everybody!'

## Platinum Label Of The Year:

 Atlantic"As a relatively new department, we are ecstatic to win the Label of the Year award. It is a huge honor, and we are very proud of the accomplishment. Thank you to everyone who voted for us." Bonnie Slifkin. Kris Metzdorf and Lee Anne Callahan for Atlantic Records

## Gold Label Of The Year: Capricorn

Capricorn has consistently delivered quality music to the Adult Alternative format. $\mathbf{R \&} \mathbf{R}$ readers voting in this category were obviously very familiar with the lasting impact Capricorn has had on the format.

## Promotion Executive Of The Year: Ray Gmeiner, Virgin

"It's an honor to be voted the AA Promotion Executive of the Year by the readers of R\&R. It's also an honor to be in the illustrious company of the other nominees. Thanks to
 Nancy Berry
Ray Cooper. Ashley Newton. Michael Plen. Jeffrey Nauman, Dawn Hood and the entire Virgin staff for their continued support. Most importantly. I would like to thank Virgin's artists for giving us such great music for the format."

TELL US WHAT YOU THINK!
Share your opinion about this column - go to www. rronline.com and click the Message Boards button.

## STATION of the YEAR



Former KFOG/San Francisco PD Paul Marszalek (I) with SBR Creative Media's Dave Rahn, illustrating a point concerning KFOG.

## Rewarding Records

R\&R Charts \& Music Director Kevin McCabe and Radio Editor Adam Jacabson assisted in the record label Industry Achievement Award distribution at R\&R Convention 2000.


|  | June 30, 2000 |  |  |  |  |  |
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| 1 | MATCHBOX TWENTY Bent (Lava/Atlantic) | 680 | $+9$ | 53920 | 11 | 26/0 |
| 3 | PHISH Heavy Things (Elektra/EEG) | 498 | +1 | 37959 | 11 | 27/0 |
| 4 | B.B. KINGERIC CLAPTON Riding With The King (DuckRReprise) | 471 | +24 | 35306 | 6 | 25/0 |
| 24 | STING Desert Rose (A\&MInterscope) | 459 | 41 | 37950 | 24 | 240 |
| 55 | JAYHAWKS I'm Gonna Make You Love Me (AmericanColumbia) | 434 | -8 | 33083 | 13 | 240 |
| $6{ }^{6}$ | COUNTING CROWS Mrs. Potter's Lullaby (DGC/Geffen/interscope) | 408 | -29 | 31795 | 16 | 24/0 |
| 7 | ROBERT BRADLEY'S BLACKWATER... Baby (RCA) | 347 | +37 | 28100 | 10 | 2200 |
| 10 | STEELY DAN Jack Of Speed (GiantReprise) | 309 | +15 | 21000 | 10 | 19/0 |
| 89 | XTC I'm The Man Who Murdered Love (Idea/TV) | 307 | +5 | 19708 | 7 | 23/1 |
| 12 | SHMaree Goodnight Moon (Capitol) | 297 | +18 | 15400 | 9 | 220 |
| 14 | NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic) | 290 | +18 | 15184 | 11 | 14/0 |
| 15 | DAMID GRAY Babylon (ATO) | 278 | +25 | 18478 | 5 | 19/1 |
| 13 | GOO GOO DOLLS Broadway (Warner Bros.) | 274 | -2 | 21186 | 9 | 14/0 |
| Eramtor (1) | EVERCLEAR Wonderful (Capitol) | 266 | +42 | 19334 | 3 | 14/0 |
| 15 | ben Harper Steal My Kisses (Virgin) | 261 | -40 | 25356 | 23 | 21/0 |
| 16.16 | SINEAD O'CONNOR No Man's Woman (Attantic) | 253 | +2 | 16125 | 6 | 19/0 |
| $11 \quad 17$ | GUSTER Fa Fa (Never Be The Same...) (HybridSire) | 244 | -48 | 14800 | 12 | 20/1 |
| 20 | TRACY CHAPMAN Wedding Song (Elektra/EEG) | 236 | +14 | 18428 | 5 | $22 / 1$ |
| $21 \quad 19$ | STEVE EARLE Transcendental Blues (E-Squared/Artemis) | 233 | +19 | 13729 | 8 | 17/0 |
| 18 (20 | STONE TEMPLE PILOTS Sour Girl (Atlantic) | 233 | 4 | 21291 | 8 | 14/0 |
| 24 | JONNY LANG Breakin' Me (A\&M/Interscope) | 229 | +51 | 19386 | 2 | $19 / 2$ |
| $23 \quad 22$ | BILLY BRAGG \& WILCO Secret Of The Sea (ElektraEEG) | 226 | +34 | 15302 | 4 | 20/0 |
| $22 \quad 23$ | TRavIS Why Does It Always Rain On Me? (Independiente/Epic) | 225 | +18 | 14724 | 4 | 16/1 |
| Debut (2) | VERTICAL HORIZON YOu're A God (RCA) | 180 | +83 | 10461 | 1 | 13/3 |
| $29 \quad 25$ | SISTER HAZEL Change Your Mind (Universal) | 157 | +43 | 8752 | 2 | 12/0 |
| $27 \quad 26$ | PAT MCGEE BAND Runaway (GiantWB) | 154 | -10 | 11373 | 6 | 13/0 |
| Debut 27 | NO DOUBT Simple Kind Of Life (Interscope) | 135 | +31 | 7185 | 1 | 6/0 |
| 28 | INDIGENOUS Little Time (Pachyderm) | 122 | +1 | 7450 | 3 | 11/0 |
| Debut 29 | FISHBONE The Suftering (Hollywood) | 109 | +15 | 7385 | 1 | 11/0 |
| Debut 30 | DANIEL CAGE Sleepwalking (MCA) | 104 | +58 | 5732 | 1 | 13/3 |


| minuxss | 29 Adult Ahemative reporters. Monitored ainplay data supplied by Mediabase Research, a division of Premiere Radio Networks. |
| :--- | :--- |
| Songs ranked by total plays for the aiplay week of Sunday $6 / 18$-Saturcay $6 / 24$. . Bullets appear on songs gaining plays or remaining |  |

## Now \& Activo

AMMEE MANN Red Vines (Superego)
Total Plays: 100, Total Stations: 9, Adds: 1
LOS LOBOS Cumbia Raza (Hollywood)
Total Plays: 99, Total Stations: 10, Adds: 0
OON HENLEY Taking You Home (Wamer Bros.)
Total Plays: 97, Total Stations: 5, Adds: 0
CAEED Higher (Wind-up)
Total Plays: 94, Total Stations: 5, Adds: 0
PATII SMITH LO \& Beholden (Arista)
Total Plays: 93, Total Stations: 10, Adds: 0
K.D. LNNG Summerfing (Warmer Bros.)

Total Plays: 90, Total Stations: 7, Adds: 1
RICHARD ASHCROFT A Song For The Lovers (HutVirgin) Total Plays: 84, Total Stations: 9, Adds: 1
NIM GORDON Tonight And The Rest Of My... (Warner Bros.) Total Plays: 82, Total Stations: 5, Adds: 0
BETH HART Delicious Surprise (143/Lava/Atlantic)
Totad Plays: 67, Total Stations: 6, Adds: 0
LITILE FERT Rag Mama Rag (CMCISRG)
Total Plays: 64, Total Stations: 6, Adds: 1


Breakers.
Everclear
Wondertul (Capitol)
total marsmcmease toth stanowsidos CMART 266/42 14/0

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MOST ADDED OUT OF THE BOX: WXRT KMTT WXRV CIDR WRLT
WYEP KBXR KMMS KOTR KLRQ
KROK KFAN WMWV WJAA WBZC


From the Abum "Burn To Shine"
WMMM KCTY
KSPN KFMU
STADIUM TOUR WITH THE DAVE MATTHEWS BAND STARTS $6 / 29$


| WBOS |
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| 929 FM |



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| Stations and thair adds Isted alphabetically by mentet |  |  |
| KGSR/Austin, TXPO: Jody DenbergM | WTTSAmdiamapolis, IM * | KTHX/Reno, NV |
|  | PD: Rich Ammon | P0: Bruce van Dyke |
| MD: Susan Castie | MD: Marie McCallister | MD: Harry Reynolds |
| ${ }_{\text {g }} 9$ MELL YOUMG Goos |  |  |
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|  |  | docstan -Comer |
|  | KACDALOs Angeles, CA* |  |
| WRNR/Baltimore, MD | POMD: Nicole Sandier 4 TRANIS WM |  |
| PD: Alex Coriright Nell YOUNG "Good SHEL BY LYNNE Gotha DANHICKS Cello | 2 YOUMG Dublimens never' | KENZ/Salt Lake City, UT ' <br> PO: Bruce Jones <br> 6 astops $7^{2}$ Ouestion" |
|  | WMMM/Madison, WI | STIR CClimbung* |
|  | POMO: Tom Teuber |  |
| KRVE/Boise, 10 |  |  |
|  |  | KXST/San Diego, CA * |
|  |  | PO,MO: Dona Shaieb |
| MD: Carl Scheider XTC TManSISTER SEVEN ONY | KTCZMMinneapolis, MN * |  |
| SISTER SEVEN ONY* SHELBYIYNN "Golta' | PO: Lauren Macleash |  |
|  | APOMO: Milie Woll |  |
| WBOS/Boston, MA - | No ados |  |
| PD: Shirley MaldonatoM0: Amy Brooks |  | KFOG/San Francisco, CA* |
|  | KPIG/Monteray, CA | PO: Oave Benson APD: Bill Evans |
| MO: Amy Brooks No Adds | POMMO: Laura Hopper | mo |
|  | 8 Mill YOUHG Good | Mo. noades |
| WXRY/Boston, MA * | $4 \text { LNPALONE Days }$ |  |
| PO: Joanne Doody | BEM HARPEA S Sure ${ }^{\text {c }}$ |  |
| Acting MO: Xeith Androws |  | KRSH/Santa Rosa, CA* |
| BEN HARPER Foigren shelby lywe -cota" | WRLIMastrville, TM | PD: Benjl McPhail |
|  | APO/MD: Xeith Coes | Welly Yulng ${ }^{\text {Good }}$ SISTEA SEVEM -Onk" |
| CKEY/Buthalo; NY | BEE HAP PER Togewn ${ }^{-1}$ | SHELB LYMME -Gopa |
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| wucygrar car |  |  |
| W000/Chattanooga, TN: | Wooo 'Couth ${ }^{\text {a }}$ | KMTT/Seatie.WA* |
|  | WOUSPREADPANC-AMen" | GMPO:Cmris Mars |
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|  | 6 INOIGOGLRLS CON- |  |

## Most Played Recurrents

VERTICAL HORIZON Everything You Want (RCA)
THIRD EYE BLIND Never Let You Go (Elektra/EEG)
BOB DYLAN Things Have Changed (Columbia)
RED HOT CHILI PEPPERS Otherside (Warner Bros.)
TRACY CHAPMAN Telling Stories (There Is...) (Elektra/EEG)
TRAIN I Am (Aware/Columbia)
TRAIN Meet Virginia (Aware/Columbia)
SANTANA F/ROB THOMAS Smooth (Arista)
COUNTING CROWS Hanginaround (DGC/Geffen/Interscope)
F00 FIGHTERS Learn To Fly (Roswell/RCA)
STIMG Brand New Day (A\&M/Interscope)
G00 G00 00LLS Black Balioon (Warner Bros.)
COLLECTIVE SOUL Run (Hollywood/Atlantic)
SANTANA F/EVERLAST Put Your Lights On (Arista) G00 600 00LLS Slide (Warner Bros.)
REO HOT CHILI PEPPERS Scar Tissue (Warner Bros.)
barewaked ladies lt's All Been Done (Reprise)
VAN mORRISON Precious Time (Point BlankVirgin)
SUGAR RAY Every Morning (Lava/Atlantic)
OAVE MATTHEWS BAND Stay (Wasting Time) (RCA)

## Openings

## NATIONAL

## A \& R Manager

Q Reconds, an independent lalkel onnned bv QVC and distributed by Atlantic Records. is in search of an energetic Art ist \& Repertoire Manlager with strong musical knowiedge of contemporary music in all genres to discover talent, supervise recondings and $A \& R$ entire projects. Responsibilities include developing projects, search for new reconding talent, producers, writers and matching repertoin to artist. The ideal candidate we seek will possess an "insider's" understanding of the record industry with an eve toward art ist development and marketing, a grea ear and enthusiasm to develop and coordinate projects and content. Other du ties include efficiency and time lines of projects and managing recording budgets tooptimize investment. Industry experience of 2.5 years preferred.

QVC offers a state-of-the-art live broad cast studio. competitive benefits and compensation package. If a fast-paced, creative environment suits vou, qualified candidates may fax your resume and sal ary requirements to:
QVC, lnc. Human Resources-Dept. DR/AR/RR. Fax\# 610-701-1150. Equal Opportunity Employer. Drug Free/Smoke Free Work Envimonment
Pre-mplovment drug screening required. Visit us at www:quc.com.

QVC a great place to work

## EAST

## ROCK JOCK-NIGHTS

Want to do radio the way it used to $h$ and live in the biggest college town in New England!!!?

WHMP FM, Springfield MA (market 80) seeks a night time rock \& roll lunatic who lives the lifestyle and knows how to communicate to $18-34$ demo. You must he a show prep junkie who loves to do appearances, can find your way around a state of the art on air studio, excel at digital production, and live to create radio art.

Must have fierce competitive spirit, positive attitude and a willingness to do whatever it takes to get the job done. You must be proficient at digital production, have at least 2 years professional experience and want to hane out here in beauifful Western MA for a while. No ioh funpers please. Oh yeal,, if your tape begins with you reading the weather, save the postage!

If this is you and you have the guts to challenge yourself to being the best jock vou can he, we want to hear from you. Rush TER to Adam Wright, P.D WHMP 15 Hampton Ave, Northampton, MA 01060 . NO CALLS PLEASE!! AM/FM is an equal opportunity employer.

THE NEW STAR 102.5 IS LOOKING FOR BUFFALO'S FUTURE MORNING RADIO SUPERSTARS!! IF YOU RELATE WELL TO ADULT WOMEN, WANT TO HAVE 110,000 WATTS OF POWER AND ARE READY TO MAKE YOUR LAST MOVE, TAPES AND RESUMES SHOULD GO TO SUE O'NEIL 500 CORPORATE PARKWAY, BUFFALO, NY 14216. NO CALLS PLEASE.

## Openings

Morning Pro Lite Rock 96.9 WFPG Atlantic City is searching for a morning personality for our 50.000 watt legendary Adult Contemporary station. Can you relate to our target, females $25 / 54$ ! You must be a total team player who understands the most music in the morning philosophy. Excellient salary and benefits package. T\&R to: Gary Guida, WFPG FM. 950 Tilton Road, Northfield, New Jersey 08225. Citadel Communications Corp. is an EOE

WPPRO-AM, Heritage News-Tall, Market Radio News Leader has rare opening for Anchor/Reporter. Seeking those who can make our news sound network quality. Street and Enterprise reporting skills a must. Ability to work in tandenı witl our team of 4 reporters is critical. Send tape and resume to Bill Haberman, WPPRO, 1502 Wampanoag Trail, East Providence, RI 02915.

## PROGRAMMERS WANTED

Shanmock Communications, a familv-anned media conpany for over 75 years, seeks qualified Programmers for future opportunities. Our diverse formatic spectrum covers Rock, Oldies, Rock AC, Smooth Jazz, Talk. etc. Are you looking for a great position with a real radio company? Then rush your info in strict confidence to: Bill Nish/ Hunkin Resoumes Dinector, Shamrock Communications, 149 Penn Avenue, Scranton, PA 18503, FAX: 570-207-3489. EOE

## WEEI PRODUCTION DIRECTOR <br> ENTERCOM BOSTOM

Responsible for all commercial, production and station imaging at the $\# 1$-rated sports station in America. Must be creative with exceptional production skills. Prior major market experience required. T\&R to: HR Director, WEEI, 116 Huntington Ave., 10th Floor, Boston, MA 02116. Hr@entercomboston.com. EOE

## SOUTH

Rock the afternoons in Memphis. Locally owned, stand-alone, WMFS has immediate opening for the right person. If it's vou, vou will have at least 3 years of on-air experience. You will turn out exceptional pro duction. You'll have a passion for live appearances, and you'll get your tape, resume, and references here ASAP!
Overnight to: Progran Director, WMFS, 1632 Svcamore View. Memphis, TN 38134. EOE

Successful SW Hot AC losing 5 year Morning Personality/News person. Can you fill her shoes? Rush T\&R to: Courtney Nelson, K51I, 4150 Pinnacle \#120, El Paso. TX 79902. No calls.

Possible mornings and, or mid-days on top rated Country station. Remember why you first fell in love with radio? So do we! T\&R to: Radio \& Reconds, 10100 Santa Monica Blvd., "891, 5th Floor, Los Angeles, CA 90067. EOE

## Openings

GYNDICATED \& NETWORK
Dlrector, Talent Relation: Country Live Tonight

Join the team of Country Radio's most successful new weekly show. Candidate must be Nashville based and have solid contacts with Country music industry to book artists on a 52 week basis for weekly live radio series. A stron knowledge of Country Radio is required, with minimum of 3 years experience in programming and/or a music director position

Please fax or e-mail cover letter with qualifications, resume, and references to

Gary Krantz - VP Programming, Music 8 Entertainment
AMFM Radio Networks
1775 Broadway, Suite 720 - NY, NY 10019 FAX: 212-664-8815 - EFAX: 603-761-7540 Email: gkrantzomfmradio.net

## EEO



Top 50 Rocker looking for:
I. Imaging Genius. Must be ultra-creative writer, cutting edge producer, digitally literate, on-air experienced, and intouch with pulse of music, sports, en tertainment worlds
2. Experienced on-air talent for full time shift open now.
One candidate may hit jackpot and fill both openings. Send T\&R to: Radio \& Records. 10100 Santa Monica Blyd. \#892. 5th Floor, Los Angeles, CA 90067. EOE

Assistant PD/possible PD middays for new rock station. Must have great ear for imaging and be ready to live the job. Radio \& Records, 10100 Santa Monica Blivd., \#889, Sth Floor, Los Angeles, CA 90067. EOE

New CHR in one of America's finest small markets is looking for "hired assassins" to help wage war in a very competitive radio market. We're looking for that right morning talent or team and we're looking for talented radio performers to fill other shifts as well. How does living in a beach community in the Southeast sound to you? How about working all new state-of-theart equipment in a positive and fun work environment? If you want to become part of the South's next CHR legend, don't hesitate!! Rush your T\&R today! Radio \& Records, 10100 Santa Monica Blvd., \#887. 5th Floor, Los Angeles, CA 90067. EOE

HOT AC B101.5 WBOB Fredericksburg, Virginia (near DC) ha openings night now. TRA: Don Gosselin. 1914 Mimosa Slree
Fredericksburg. VA 22405. EOE (06/30)

## WPEG POWER 98

SOUTHERN URBAN STATION SEARCHING FOR AN OVERNIGHT PERSONALITV 2-3 YEARS EXPERIENCE, GOOD DIGITAL PRODUCTION SKILLS, GREAT AT AP. PEARANCES. SEND TAPES AND RESUMES TO:
IBC HUMAN RESOURCES, 4205 B STUART ANDREW BLVD. CHARLOTTE, NC 28217. EOE

## Openings

## TOP 10 MARKET MORNINGS

Leading mainstream rock station looking for morning show with proven track record. Ready to rock in the big leagues! Can you build numbers to equal and surpass our already solid music dayparts? Can you build morning identity and loyalty, but still be a team player and address goals and needs of the station AND show! Experienced pros who understand "The Big Picture"; (No egos or attitudes please). M/F EOE. Tape/CD, ratings info and resumes etc to: Radio \& Records, 10100 Santa Monica Blvd., \%8888, Sth Floor, Los Angeles, CA 90067. EOE

Montgomery Alabama mainstream AC Mix 103 is seeking a morning co-host. Not a sidekick. The ability to provide content and nelate to adult women is essential. Send package to: Brian Taylor Cumulus Broadcasting One Commerce Sureet, Suite 300 Montgomery Alabana 36104 brisn, fqulorarumulusb. som Cu mulus Broadcasting is an Equal Opportunity Employer.

## MIDWEST

## SPORTS-TAINMENT TALK HOST

KTRS-AM Radio seeks entertaining, informative sports talk host who can deliver more than just boring box scores and indepth analysis. Rush aircheck and resume to Kipper McGee, PD, KTRS-AM Radio, 638 West Port Plaza, St. Louis, MO 63146. Equal Opportunity Employer.

## RADIONOW HAS ONE OPENING LEFT!!!

Indy's happenin' new CHR is looking for one last slammin drive time talent to round out our cast of true personalities. Not a typical gig. Must appreciate the net. show prep, team plaver, sick radio passion, mad creativity, intelligence to grow outside the studio and innovative instincts. Selector skillz. helpful. Also, nust have the kind of swagger, emotion and confidence to step up to the mic and shake up our city like the old boss jocks did back in the dav. Radio needs a kick in the ass! How big is your foot?? Listen to us at "uw.radionow 93 !.com, then send your feedback and stuff to: Scrap; Jackson, PD, RadioNow, One Enmis Plaza, 40 Monument Circle, Suite 600 , Indianapolis. IN 46204. Emmis Communications is an equal opportunity employer.

## IT'S ABOUT TIME YOU HAO FUN!

MIDWEST COMMUNICATIONS INC. HAS AN JMMEDIATE MORNING SHOW HOST OPENING. A great company is looking for more great people. If you have a positive attitude, are dedicated to winning and have at least once in your life been called a radio geek, apply today. EOE

```
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Kalamaz00, Mi. 49002
attn: P.j. Lacey
```


## MIDWEST

WEST

## WE ARE LOOKING FOR THE NEXT LA SUPERSTAR TO JOIN THE KIISFM/LA SALES TEAM <br> WITH THE NEW PROMOTION OF OUR GSM TO SSVP/A... AND OUR LSM TO GSM... WE ARE LOOKING FOR THE NEXT SUPRESTRR LSM @ XIIFM. <br> - OULLFICATONS: WNNER AT ANY SALSS LIVEL N ANY MUEKET SIEE -START DANE: FOR ME MEHT RESON FROW MEMEDUVELY TO SEPTEMERR IST <br> 

worning cohoed KWWW-FM HotAC small market in Washing
 aged. Email lodeyl Fiaterdobs esol.com. EOE (0630)
Peetime Ar Telemf lor Plock station KISM. TAR: Greg Pobert 2219 hew Smeot Poed, Belinghem, WA 98226. EOE (08/30)

Fumime overvight opening wath tull service AC The Figitumy Stations". T\&R: Lance Todd, KHWY, Box 1668, Barstow, CA 92312. EOE (06/30)

## SMOOTH IAZZ PD OPENING

KSRN, Reno's newest station, has the ultimate opportunity for the lover of smooth jazz and the out doors! If you possess a winning attitude along with some on-air and Selector experience, you should contact us immediately! If you want to work in an exciting environment while enjoying the beauty of the surrounding Siera's, rush your T\&R to Scott Scidenstricker, KSRN, 300 E. 2nd. Street, 14th Floor, Reno, NV, 89501. KSRN is an EOE and we unge women and minorities apply:

## R\&R Opportunities <br> 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.

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To appear in the following week's is sue, your ad must be received by Thursday noon (PST), eight days prior to issue date. Free Opportunities listings should be typewritten or printed on $81 / 2^{\prime \prime} \times 11^{\prime}$ company/station létterhead and are accepted only by mailor fax: 310-203-8450. Only free positions sought ads are accepted by e-mail to: kmumaw@rronline.com Address all 20 -word ads to R\&R Free Opportunities, 10100 Santa Monica Blvd.. Fifth Floor, Los Angeles, CA 90067

MORNING TEAM/SOLO IN THE ROCKIES CURRENT FORMAT DOESNT matter. local and topical, me. DIUM MARKET. BLUE IS OK, SMART IS BETTER CONFIDENTIAL
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POSITIONS SOUGHT

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$(06 / 30)$

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Throe yoer woteren searching io
station in north central indianal
TONY: (765) 456-3209, tonyriclen $\varphi$ yahoo.com. (06/30)
General Meneger, Orector of Sales/Markeling, or Internet sportshog $1490{ }^{\circ}$ aol.com. (06/30) No right or hefl wing lacky. Try this bright C-SPAN with a ky
buzzer guy. Sotd TAR. E.Mail REX HAVOC:
WritersbockPReaol.com. (08/30) Writersbtock PReaol.com. (08/30)
Make your hourty newscasts shine! Hive mel Radio nows pro with network \& mayor market experience seeks new gig. MICHA.

L: (724) 744-3270. (06/30)

une Henk Snow sang Tive been everywhere son . OwnerMan | ager/Sales Jock.News. Seeking news reader, or announcor/pro- |
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[^8]about we musk and let he musk do te rakin 1 know my role! Rädiochica.com. GERALDINE: (518) 373-0324. (06/30 Searching for major market lemale voice talent for your imag ing needs? Log on to www melanietaylor.cc. (06/30)
$20+$ yeer radio vet seeking tultime position including sports $P$. B-P. Jock, Talk, News. beautoodt $Q$ hotmail. com (808) 935.717 $4426 . \quad(0830)$

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The Trivia Psychicl Cool psychic trivia, like this: Nixon's vice president was Ford, and Clinton's is Gore: Both Gore and Ford have the letters $O-R$ in the middle of their last names. G, as in "Gore," is the next consecutive letter in the alphabet after $F$, as in "Ford." E , at the end of "Gore," is the next consecutive letter in the alphabet after D, as at the end of "Ford." What else do AI Gore and Gerald Ford have in common? it goes without saying, the word "BORE!!!" Let me amaze your callers by fielding their psychic questions with a sense of humor. Great guest for Morning Drive or Talk Radio. JOE KING (817) 649-1927, www.joekingfanclub.com

## OPPORTUNITY KNOCKS

in the pages of
R\&R every Friday

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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 (POT) eight days prior to issue date. Address all ads to:R\&R Opportunities, 10100 Santa Monica Bivd., Fitth Fioor, Los Angeles, CA 90067

## R\&R Opportunities Advertising

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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 ( 560 for $1 \mathrm{x}, \mathbf{\$ 5 0}$ for 2 x ). In addition, all ads appear on R\&R's website. (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.

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Individuals seeking employment may run ads in the Positions Sought section at the special rate of $\$ 50 /$ inch.


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| e-mail: shannon@rr | ine.com |  |

## CHR/POP

## 'N SYNC It's Gonna Be Me (Live)

MATCHBDX TWENTY Bent (Lava/Atlantic) baitmey Spears Oops!...I Did It Again (Jive) PINK There You Go (LaFace/Arista) CREED Higher (Wind-up)
VEATICAL HORIZON Everything You Want (RCA)
aAluYah Try Again (BlackGround)
ENRIQUE IGLESIAS Be With You (Interscope)
JOE I Wanna Know (Jive)
NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic)
backstreet boys The One (Jive)
12 macy gray I Ty (Epic)
(13) BBMAK Back Here (Hollywood)

GOD GOO DOLLS Broadway (Warner Bros.)
(15) MANOY MODRE I Wanna Be With You (550 MusicEEpic)
(16) JESSICA SIMPSDN I Think I'm In Love With You (Columbia) CHRISTIMA agullera I Turn To You (RCA)
18 EMINEM The Real Slim Shady (Aftermath/Interscope)
19 SISOO Thong Song (Dragon/Del SouliINMG)
20 DESTINY'S CHILD Say My Name (Columbia)
(21) SPLENDER I Think God Can Explain (C2/Columbia)

22 WESTLIFE Swear It Again (Arista)
23 TONI BRAXTON He Wasn't Man Enough (Laface/Arista) SISTEA HAZEL Change Your Mind (Universal) STIMG Desert Rose (A\&M/interscope)
DESTINY'S CHILD Jumpin, Jumpin (Columbia) W. HOUSTON \& E. IGLESIAS Could I Have This Kiss... (Arista) SOULDECISION Faded (MCA)
29 SAVAGE GARDEN Crash And Burn (Columbia)
30 alice deejay Better Off Alone (RepublicNniversal)
\#1 MOST ADDED
EVERCLEAR Wonderfui (Capitol)
\#1 MOST INCREASED PLAYS
JESSICA SIMPSON I Think I'm In Love With You (Columbia)
CHR begines on Page 46.

## AC

1 FATHH HILL Breathe (Warner Bros.)
MARC ANTHONY You Sang To Me (Columbia) LEAMN RIMES I Need You (Sparrow/Curb/Capitol) LONESTAR Amazed (BNA)
DON HENLEY Taking You Home (Warner Bros.) baCKSTAEET BOYS Show Me The Meaning Ot... (Jive) SAVAGE GARDEN I Knew I Loved You (Columbia)
CELINE DION That's The Way It Is ( 550 Musictepic) savage garden Crash And Burn (Columbia) ELTON JOHN Someday Out Of The Blue (DreamWorks) Christima aguilera i turn to you (RCA) BRIAN MCKNIGHT Back At One (Motown Universal) CELINE DION I Want You To Need Me (550 Music/Epic) PHIL COLLINS You'll Be in My Heart (Hollywood) W. HOUSTON \& E. IGLESIAS Could I Have This Kiss... (Arista) 98 DEGREES I Do (Cherish You) (Universal) macy gray I Ty (Epic)
SANTAMA FROB THOMAS Smooih (Arista) lara fablan I Will Love Again (Columbia) SARAH MCLACHLAN I Will Remember You (Arista)
WESTLIFE Swear It Again (Arista)
backstaeet boys the One (Jive)
SASHA If You Believe (Reprise)
BETH NIELSEN CHAPPMAN Shake My Soul (RCA)
mark schultz He's My Son (Word/Epic)
dave koz know You By Heart (Capitol)
'N SYNC Bye Bye Bye (Jive)
28 SUZY K W/DONNY OSMOND Now I Know (Vellum)
2629 JOHN TESH FRICHARD PAGE When... (Garden City/TeshMedia)

- (30 KENNY ROGERS Buy Me A Rose (Dreamcatcher)
\#1 MOST ADDED
JON SECADA Stop (550 Musicépic)
\#1 MOST INCREASED PLAYS
LEANN RIMES I Need You (Sparrow/Curt/Capitol)
AC begins on Page 86.


## CHR/RHYTHMIC

## EMINEM The Real Slim Shady (Aftermath/interscope)

Jay-2 Big Pimpin' (Roc-A-Fella/IDJMG) Aaliyah Try Again (BlackGround) JOE I Wanna Know (Jive)
DESTINY'S CHILD Jumpin, Jumpin (Columbia) DR. DRE The Next Episode (Aftermath/lnterscope) NEXT Wifey (Arista)
DMX Party Up (Up In Here) (Ruut Ryders/IDJMG)
neLLY Country Grammar (Fo' Reel/Universal)
SISOO Thong Song (Dragon/Def Soul/IDJMG)
'N SYNC It's Gonna Be Me (Jive)
DA BAAT What'chu Like (So So Def Columbia)
BRITNEY SPEARS Oops!...I Did It Again (Jive)
JaNET Doesn't Really Matter (Def SoulIDJMG)
PINK There You Go (Laface/Arista)
JAGGED EDGE Let's Get Married (So So Det/Columbia) AVANT Separated (Magic JohnsonMCA)
TONI BPAXTON He Wasn't Man Enough (Laface/Arista)
PINK Most Girls (LaFace/Arista)
DEAL Whatever (NoontimeNirgin)
504 80YZ Wobble. Wobble (No LimitPriority)
KURUPT Who Ride Wit Us (Antra/Artemis)
23 Christima aguilera i Turn To You (RCA)
24 CARL THOMAS I Wish (Bad Boy/Arista)
(25) LICY PEARL Dance Tonight (OverbrookPookie/Beyond)

SSSOO Incomplete (DragonDef SouVIDJMG)
27 mYA F/Ladakass Best of Me (University/nterscope)
28 NU FLAVOR 3 Little Words (Reprise)
29 ENRIQUE IGLEsUAS Be With You (Interscope)
30 BALuN MCKmaHT 6.8.12 (Motown/Universal)
\#1 MOST ADDED

## \#1 MOST INCREASED PLAYS

JanEt Doesn't Realiv Matter (Def Soultidmg

## CHR boplina en Page 46.

## HOT AC

## ${ }^{\text {TW }}$

VERTICAL HORIZON Everything You Want (RCA) maTCHBOX TWENTY Bem (Lava/Atantic) macy cray I Try (Epic)
STMGG Desert Rose (A\&M/interscope)
GOO GOO DOLLS Broadway (Warner Bros.)
FAITH HILL Breathe (Warner Bros.)
CREED Higher (Wind-up)
THIRD EVE BLIND Never Let You Go (Elehtra/EEG) NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic) SMASH MDUTH Then The Morning Comes (Interscope)
SANTAMA FROB THOMAS Smooth (Arista)
savage garden Grash And Bum (Columbia)
SPLENDER I Think God Can Explain (C2/Columbia)
RED HOT CHILI PEPPERS Otherside (Warner Bros.)
ben harper steal My kisses (Virgin)
LONESTAR Amazed (BNA)
SISTER hazeL Change Your Mind (Universal)
18 marc anthony you Sang To Me (Columbia)
19 TRAN Meet Virginia (AwareColumbia)
(20) DON HENLEY Taking You Home (Warner Bros.)

SANTAMA F/PRODUCT G\&B Maria Maria (Arista)
no doubt Simple Kind Of Lite (Interscope)
' N SYNC Bye Bye Bye (Jive)
ERITNEY SPEARS Oops!...I Did It Again (Jive)
25 GUSTER Fa Fa (Never Be The Same...) (HybridSire)
26 enriaue iglesias be With You (interscope)
2327 TRACY CHAPMAN Telling Stories (There Is...) (Elektra/EEG)

- 20 nima gordon Tonight And The Rest of My... (Warner Bros.)

2629 KID ROCK Only God Knows Why (Top Doghava/Atlantic)
вBmak Back Here (Hollywood)
\#1 MOST ADDED
vertical horizon You're A God (rCA)
\#1 MOST INCREASED PLAYS
MATCHBOX TWENTY Bent (Lava/Atlantic)
ac Degins on Page 86.

## URBAN

## 1 JAGGED EDGE Let's Get Married (So So Def/Columbia)

2 AVANT Separated (Magic JohnsonMCA)
3 NEXT Wifey (Arista)
DONELL JONES Where... (Untouchables/LaFace/Arista)
5 LUCY PEARL Dance Tonight (OverbrookPookie/Beyond)
IDEAL Whatever (NoontimeNirgin)
CARL THOMAS I Wish (Bad Boy/Arista)
8) SISOO Incomplete (Dragon/Def Soul/IDJMG)

Whitney hduston \& deborah cox Same Script... (Arista) DA bRAT What'chu Like (So So Def/Columbia) RUFF ENDZ No More (Epic)
NELLY Country Grammar (F0 ReelUniversal)
JaY-z Big Pimpin' (Roc-A-Fella/IDJMG)
D'angelo Send It On (Cheeba SoundNirgin)
JOE Treat Her Like A Lady (Jive)
sammie Crazy Things I Do (Freeworld/Capitol)
maliYah Try Again (BlackGround)
18 KELIY PRICE As We Lay (Det Soulidumg)
19 TRICK DADDY Shut Up (Slip 'N Slide/Atlantic)
DR. DRE The Next Episode (Attermath/interscope)
BIG TYMERS Get Your Roll On (Cash Money/Universal) Javiet Doesn't Really Matter (Der SoulliduMg)
R. KElliY Bad Man (LaFace/Arista)

UL' KIIM No Matter What... (Oueen Bee/Undeas/Atlantic)
DESTINY'S CHILD Jumpin, Jumpin (Columbia)
26 EMMNEM The Real Slim Shady (Aftermathilnterscope)
27504 BOYZ Wobble, Wobble (No LimitPriority)
aluyah Fomx come Back in One Piece (BlackGround)
maiy J. blige Your Child (MCA)
methrome Loving Each Other 4 Lite (Clatown/Capitol)
\#1 MOST ADDED
\#1 MOST InCREASED PLAYS
toni braxton Just Be A Man About it (LaFace/Arista)
HREAN Hoghes en Page 63.

## Rock

CREED With Arms Wide Open (Wind-up)
3 DOORS DOWN Knyptonite (RepublicUniversal)
metallica I Disappear (Hollywood)
STONE TEMPLE PLLOTS Sour Girt (AtIantic)
AC/DC Satellite Blues (EastWest/EEG)
RED HOT CHILI PEPPERS Otherside (Warner Bros.)
MATCHBOX TWENTY Bent (Lava/Atlantic)
U.P.O. Godess (Epic)
nicxelback Leader of Men (Roadrunner)
a Perfect circle judith (Virgin)
RED HOT CHILI PEPPERS Californication (Warner Bros.)
8.B. KING/ERIC CLAPTOM Riding With The... (DuckReprise)

PEarl Jam Nothing As II Seems (Epic)
14 FOO FIGHTERS Breakout (Roswell/RCA)
(15) IRON MADEN The Wicker Man (Porrait Columbia)

JESSE JAMMES DUPPEE Mainline (V2)
16
17 GDOSSMACK Voodoo (Republic/Universal)
motiey Crue Hell On High Heels (Mottey/Beyond)
CREED Higher (Wind-up)
(20) EvERCLEAR Wonderful (Capitol)

21 BUSH Warm Machine (Trauma)
CULT Painted On My Heart (Island/IOJMG)
inoigenous Litte Time (Pachyderm)
PAUL RODGERS Dritters (CMC/SRG)
PEARL JAM Light Years (Epic)
EVE 6 Promise (RCA)
DEFTONES Change (In The House Of Flies) (Maverick)
PAPA ROACH Last Resort (DreamWorks)
STEVE EARLE Transcendental Blues (E-Squared/Artemis)
godsmack Bad Religion (Republic/Universal)
\#1 MOST ADDED
Live They Stood Up For Love (RadioactiveMCA)

## \#1 MOST INCREASED PLAYS

RED HDT CHILI PEPPERS Californication (Warner Bros.)
ROCK begins on Page 100.


## URBAN AG

## Tw

1 CARL THOMAS I Wish (Bad Boy/Arista) 2. WHITMEY HOUSTON \& OEBORAH COX Same Script... (Arista) yolanoa adams Open My Heart (Elektra/EEG) temptations I'm Here (Motown)
5 OONEL JONES Where... (Untouchables/aFace/Arista) KEVON EOMONOS No Love (I'm Not Used To) (RCA) JOE I Wanna Know (Jive)
(8) o'angelo Send it On (Cheeba Sound Virgin)

9 mary mary Shackles (Praise You) (C2/Columbia)
10 TONI BRAXTON He Wasn't Man Enough (Laface/Arista)
AVNNT Separated (Magic JohnsonMCA)
dave kOz fmontell jordan Careless Whisper (Capitol)
BRIAN MCKNIGHT 6.8.12 (Motown)
TONI BRAXTON Just Be A Man About It (LaFace/Arista) JOE Treat Her Like A Lady (Jive)
LUCY PEARL Dance Tonight (Overbrook/Pookie/Beyond) kelly PRICE As We Lay (Det Soullidumg)
eric benet When You Think of Me (Warner Bros.)
JagGeo eoce Let's Get Married (So So Def/Columbia)
MARY J. BLIGE Your Child (MCA)
21 Phat cat playens f/COCO bROWw Sundress (Partane)
22) R. KELLY Bad Man (LaFace/Arista)

23 METHRONE Loving Each Other 4 Life (Clatown/Capitol) WILL OOWNING Wheri You Need Me (Motown)
GERALO LEVERT Baby U Are (EastWestEEG)
angie stone Coulda Been You (Arista)
LV Woman's Gotta Have It (Loud)
URBAN kNiGHTS FMARDEman Strung Out (Narada)
GLENH JONES 24/Seven (SARWB)
ishac hayes Shaft 2000 (LaFace/Arista)

## \#1 MOST ADDED

BARRY white which Way is Up (Privare Music/Windham Hill) \#1 MOST INCREASED PLAYS
TONI BRAXTON Just Be A Man About it (LaFace/Arista) URBAN begins on Page 63.

## AGTIVE ROGK

> 1 METALLICA I Disappear (Hollywood)
> CREED With Arms Wide Open (Wind-up)
> 3 DOORS DOWN Kryplonite (RepublicUniversal)
> a perfect circle Judith (Virgin)
> PAPA ROACH Last Resort (DreamWorks)
> U.P.O. Godless (Epic)

> DEFTONES Change (In The House of Flies) (Maverick)
> STONE TEMPLE PILOTS Sour Girl (Atlantic)
> godsmack Bad Religion (Republic/Universal)
> KORN Make Me Bad (Immorta/Epic)
> 11 NICKELBACK Leader Of Men (Roadrunner)
> (12) LIMP BIZKIT Take A Look Around (Theme...) (Hollywood)

> KID ROCK American Bad Ass (Top Dog/Lava/Atlantic)
> FOO FIGHTEAS Breakout (Roswell/RCA)
> FOO FIGHTEES Breakout (Roswell/RCA) (Warner Bros.)
REO HOT CHILI PEPPERS Californication (Wal
> DISTURBED Stupify (GiantReprise)
> incubus Pardon Me (Immortalepic)
> (B) 3 DOORS DOWN Loser (RepublicUniversal)
> (9) AC/DC Satelite Blues (EastWestEEG)

> 20 RED HOT CHIL PEPPERS Otherside (Warner Bros.)
> (21) EvERCLEAR Wondertul (Capitol)

> 22 LIMP BIZKIT Break Stuff (flip/Interscope)
> PEARL JAM Light Years (Epic)
> UNION UNOERGROUND Turn Me On... (PortraitColumbia) IRON MAIDEN The Wicker Man (PortraiUColumbia) OUEENS OF THE STONE AGE The Lost Art Of... (Interscope) InCUBUS Stellar (ImmortalEpic)
> 28 MONSTER MAGNET Siver Future (Restless)
> 29 APARTMENT 26 Basic Breakdown (Hollywood)
> 29 APARIMENT
(30) ONE WAY RIOE Painted Pertect (RefugeMMCA)

*1 MOST ADDED
ROB ZOMBIE Scum of The Earth (Hollywood) \#1 MOST INCREASED PLAYS
RED HOT CHILI PEPPERS Californication (Warner Bros.) rock begins on Page 100.

## COUNTRY

## 21 LEE ANN WOMACK I Hope You Dance (MCA)

2 Chao BROCK Yes! (Warner Bros.)
3 COllin raye Coutdn't Last A Moment (Epic)
4 CLAY OAVIOSON Unconditional (Virgin)
aEBA MCENTIRE l'I Be (MCA)
5 TMM MCGRAW Some Things Never Change (Curb)
1 rascal flatrs Prayin' For Daylight (Lyric Street)
3 LOMESTAR What About Now (BNA)
9 ERIC HEATHERLY Flowers On The Wall (Mercury)
alan jackson it Must Be Love (Arista)
JO DEE MESSIMA That's The Way (Curb)
DIXIE CHICKS Cold Day In July (Monument)
KIXIE CHICKS COIA Day in Juhy Monume Your Everything (Capitol)
KEITH URBA Y Your Everything (Cap
SHEOASY I Will.. But (Lyric Street)
BROOKS \& OUNW You'll Always Be Loved By Me (Arista) JOE OIFFIE II's Always Somethin' (Epic)
gARTH BROOKS When You Come Back To Me Again (Capitol)
8 OARRYL WORLEY When You Need My Love (DreamWorks)
9 tosy reith Country Comes To Town (DreamWorks)
mahK WILLS Almost Doesn't Count (Mercury)
2. LEANN RIMES I Need You (Sparrow/Curt/Capitol)
2. FAITH HILL WITIM MCGRAW Let's... (Warner Bros.Curb) 3) billy gilman One Voice (Epic)
6. WARAEN BROTHERS FSARA EVANS That's The Beat... (BNA)
(75) martima mcbrioe There You are (RCA)
(26) STEVE HOLY Blue Moon (Curb)
montcomery gentay Seff Made Man (Columbia)
MONTGOMERY GENTAY Sef Made
VINCE GILL Feels Like Love (MCA)
29. VINCE GILL Feels Like Love (MCA)
AROON TIPPIN Kiss This (Lyric Street)
(0) GARY ALLAN Lovin You Against My Will (MCA)
\#1 MOST ADDED
SARA Evans Bom To FIy (RCA)
*1 MOST INCREASED PLAYS
Fatth hill w/tum mcgraw Let's Make Love (Warner Bros/Curb) COUNTAY begins on Page 75.

## ALTERNATIVE

## (w Tw

3 DOORS DOWN Kryptonite (Republic/Universal)
2) CREED With Arms Wide Open (Wind-up)

STOME TEMPLE PILOTS Sour Girl (Atlantic)
A PERFECT CIRCLE Judith (Virgin)
EVERCLEAR Wondertul (Capitol)
BLuNK-182 Adam's Song (MCA)
7 PAPA ROACH Last Resort (DreamWorks)
PAPA ROACH Last Resort (DreamWorks)
8. OEFTONES Change (in The House of Flies) (Maverick) EVE 6 Promise (RCA).
(10) LIMP BIZKIT Take A Look Around (Theme...) (Hollywood) 11 Red hot chil peppers Californication (Warner Bros.) MEtALLICA I Disappear (Hollywood)
(3) DYMAMITE HACK Boyz-N-The-Hood (Farmclub.com/Universal) 14 incubus Pardon Me (Immorta/Epic)

INCUBUS Pardon Me (1)
SR-71 Right Now (RCA)
(6) NO DOUBT Simple Kind Of Lite (Interscope)

17 NINE OAYS Absolutely (Story Of A Girl) (550 Music $/ E$ pic)
18 FENIX TX All My Fault (Drive-ThruMCA)
19 f00 FIGHTERS Breakout (Roswell/RCA)
(20) EMINEM The Real Slim Shady (Aftermathinterscope)
(2) CYPRESS HILL Superstar (Ruffhouse/Columbia)

22 LT Over My Head (JavaCapitol)
23 MOBy Porcelain (V2)
23
23. LIMP BIZKIT Break Stuft (Flip/Interscope)

25 MATCHBOX TWENTY Bent (Lava/Atlantic)
(20) incubus Stellar (Immortal/Epic)

27 OFFSPRING Totalimmortal (ElektraEEG)
28 rage against the machine Sleep Now in The Fire (Epic)
vertical horizon you're A God (RCA)
VERICAL HORIZON You're A God (RCW
DISTURBED Stupity (GiantReoprise) \#1 MOST ADDED
KORN Somebody Someorie (ImmortalEpic)
\#1 MOST INCREASED PLAYS
REO HOT CHLL PEPPEAS Californication (Warner Bros.) altermative begins on Page 112.

## NAC/SMOOTH JAZZ

1 BONEY JAMES \& RICK BRAUN Grazin'...(Wamer Bros.)
? GEORGE BENSON Deeper Than You Think (GRPNMG)
PAUL TAYLOR Avenue (PeakUnity/N-Coded)
4 marc antoine Palm Strings (GRPNMG)
5 brian culbertson do you Really love Me (Atlantic)
ChRIS Stanoring Hip Sway (Instinct)
BOB JaMES Raise The Roof (Warner Bros.)
8 URBAN KNIGHTS Sweet Home Chicago (Narada)
9 OOWN TO THE BONE The Zodiac (Internal Bass)
10 RONNY JORDAN London Lowdown (Blue Note)
11 JOYCE COOLING Before Dawn (Heads Up)
(12) RICHARD ELLLOT Moomba (Biue Note)

13 STEELY OAN Jack Ot Speed (GiantReprise)
(15) JEFF GOLUR FPPETER WHITE No Two Ways... (GRPNMG)

15 EUGE GROOVE Vinyl (Warner Bros.)
16 MAYSA Got To Be Strong (RiceN-Coded)
17 CLUB 1600 Stay ( $N$-Coded)
(18) JaY BECKENSTEEM Sunrise (Windham Hill)

19 bRENOA RUSSELL Catch On (Hidden Beach)
20 LARRY CARLTON Fingerprinis (Warner Bros.)
21 BRLAN MCKNIGHT 6,8,12 (Motown)
) OAVE KOZ Can't Lei You Go (The Sha...) (Capitol)
3 acoustic alchemy beautiful Game (Higher Octave)
TONI BRAXTON Spanish Guitar (Laface/Arista)
5 TOM GRANT Tune It In (Windham Hill Jazz)
6 CHUCK LOEB Siver Star (Shanachie)
27 KIAK WhaLum Same Ole Love (Warner Bros.)
28 DWIGHT SLLLS Desent Skies (Citylights/Monarch)
28 OWIGHT SILLS Desen Skies (CityilighisMonarch)
29 DON HENLEY Taking You Home (Warner Bros.)
michael mcoomald The Meaning of Love (Ramp)
\#1 MOST ADDED
CRAIG ChaQuico Cate Carnival (Higher Octave) \#1 MOST INCREASED PLAYS
dave koz Can't Let You Go (The Sha...) (Capiol)
NAC begins on Page 95.

## ADULT ALIERNATIVE

## (1) MATCHBOX TWENTY Bent (Lava/Atlantic)

PHISH Heavy Things (ElekraEEEG)
B.B. KING/ERIC CLAPTON Riding With The... (DuckReprise)

STING Desert Rose (A\&M/interscope)
JaYhawks. I'm Gonna Make You... (American/Columbia)
6 COUNTING CROWS MIS. Potter's... (DGC/Geffen/interscope)
8 ROBERT BRADLEY'S BLACKWATER... Baby (RCA)
STEELY OAN Jack Of Speed (GiantReprise)
9 XTC I'm The Man Who Murdered Love (Idea 7 VT)
0 SHIVAREE Goodnight Moon (Capitol)
1 NINE OAYS Absolutely (Story Of A Girl) ( 550 Music/Epoic)
david gray babylon (ATO)
3 G00 G00 OOLLS Broadway (Warner Bros.)
(4) Everclear wondertul (Capitol)

15 BEN HARPER Steal My Kisses (Virgin)
(15) SINEAD O'CONNOR NO Man's Woman (Atlantic)

17 GUSTER Fa Fa (Never Be The Same...) (Hybrid/Sire)
(18) TRACY CHAPMAN Wedding Song (Elektra/EEG)

STEVE EARLE Transcendental Blues (E-Squared/Anemis)
STONE TEMPLE PILOTS Sour Girl (Atlantic)
JONNY LANG Breakin' Me (A\&M/interscope)
BILLY BRAGG \& WILCO Secret Of The Sea (Elektra/EEG)
TRAVIS Why Does it Always Rain On Me? (Independiente/Epic)
vERTICAL HORIZON You're A God (RCA)
SISTER HNZEL Change Your Mind (Universal)
Pat mCgee band Runaway (Giantwb)
27) no doubt Simple Kind of Life (Interscope)

InOIGENOUS Little Time (Pachyderm)
FISHBONE The Suffering (Hollywood)
OANIEL CAGE Sleepwalking (MCA)
nell young Good To See You (Reprise)
\#1 MOST INCREASED PLAYS
vERTICAL HORIZON You're A God (RCA) adult alternative degins on Page 120.


W1
hile it certainly isn't perceived as being the most exciting aspect of business, everyone knows the importance of having a strong accounting firm working for them. And there is one accountant who has become quite a friend to broadcasters: George Nadel Rivin, a partner with Miller, Kaplan, Arase \& Co. Having been bitten by the broadcast bug in high school, Rivin came to the realization early in his career that he was not destined to be in front of the mike. Accounting degree in hand, he was able to combine his education with his love of the business, and he focused $100 \%$ of his energies on specializing in the broadcast industry.

Beginning his career: "I started out in radio in high school in Des Moines. The local educational station, run by Des Moines Technical High School, would bring in people and allow them to do an hour a day in the afternoons. The person right before me was Big Ron OBrien, who has gone on to a pretty good career. I quickly recognized that I didn't have quite the talent he did and figured $I$ better do something honest for a living. So I went into accounting.

II went to the University of lowa and did the football scoreboard program on KXIC in Iowa City. I then went to KCHF in Sioux Falls and became News Director and then went to Loveland, CO as News Director. I finished up my education through a lot of correspondence courses with Sioux Falls College and Colorado State. After my senior year I spent a couple of months selling advertising space in city directories and then started out with one of the Big Five national CPA firms.

II then became Manager for Internal Audit for CBS, which at that time had considerably more than just the broadcast operations. They were into publishing, stereo stores and toy manufacturing. Our ternitory was the Western U.S., the Orient and Australia/New Zealand. I was interviewing with one of the national firms, and the partner said, In 35 years of sitting across the desk from people like yourself, this is the first time I've encountered someone with both broadcasting and accountingexperience: Right then a little light went on, and I thought that would be a good way to proceed."

Mission of Miller, Kaplan, Arase: "Founded 60. years ago, it was one of the first accounting firms to specialize. They set up a specialization in labor/ management negotiated trust funds and recognized the benefits of specializing."

Producing monthly market revenue reports: "The original concept of putting out monthly market revenue reports was that it was something that would get clients familiar with us. By providing an auxiliary service, we would have a good opportunity to get their full-service

GEORGE NADEL RIVIN, CPA<br>Partner in Charge of Broadcast Services, Miller, Kaplan, Arase \& Co.

work and become their auditors and do their tax work and all. The first market we began to do, back in 1982, was Tucson. Each station faxes over a sheet to our tollfree number that details its revenue by sales category, local/national and so on. We compile the numbers and put out the reports. It's now in approximately 120 markets. A lot of the sales management we work with refer to it as their report card. The way I look at it, audience share is a means to an end, and that end is revenue share."

State of radio: "T'm pleased to see how healthy the industry is. The passage of the Telecom Act has been a real boon to the industry. The initial relaxation that allowed two AMs and two FMs within a market created the economies of scale necessary for radio to really become a healthy industry. About 10 years ago, when we served 2,000 stations and no one owned more than two, we must have had maybe 1,200 to 1,300 companies participating in market revenue reporting. There was not a week that went by that we didn't get at least two bankruptcy notices. I don't think anyone recognized more than ourselves the need to relax the ownership rules."

How his job has changed: "It's changed very markedly. Before Telecom we were the auditors for 21 broadcast groups, and we were responsible for their tax planning and preparation. Within a year's time all but a handful had sold out to public companies, and we had to replace the lost revenue and expand our market as a whole service. That was the catalyst for developing Media Market X-Ray."

A description of Market X-Ray: "It is a tool designed to bring new dollars to radio and to expand radio's share of the advertising pie. During the four months ended April 2000 the composite revenue growth rate in the 20 -some X-Ray markets was $29.1 \%$. Those markets without access to the newspaper and television expenditure data for prospecting were up $11.4 \%$. It's been obvious to us - both through that measurement and also looking at radio's percentage of the total newspaper, television and radio revenue - that literally every market we serve with X-Ray has increased its radio share by at least one percentage point over the past year. That's gratifying to see.
"Stations e-mail us their billing files, and we compile the data and marry it with the newspaper and television information. Then we go around the country conducting workshops where we load a particular station cluster's live data and point out the opportunities to bring in new dollars to the sales management personnel."

Radio's biggest challenge: "Not getting too greedy, keeping spotloads within reason and continuing to be hungry, not getting complacent."

On radio depending too much on dot-com dollars for growth: "I wouldn't say that radio's depending too much on the dot-coms, but what is happening is that the additional demand has helped push up rates. When we grow in excess of $30 \%$ in major categories like specialty retail and automotive, a good part of that is being driven by brick-and-mortar operations wanting to retain a presence and not be totally overshadowed by dot-com advertising."

Something about his company that might surprise our readers: Those people whose only connection to our firm is their participation in market revenue reports would be surprised to learn that we serve 120 markets and that broadcast is just one of many specializations within our firm that have made us one of the 75 largest firms in the country."

Most influential individual: "My father. I had a chance to observe his work ethic day in and day out. He
retired a couple of years ago from owning a sporting goods retail store. He would work 11- and 12-hour days, and the honor with which he ran that operation and the loyalty of the clients have influenced me to treat every one of our clients as if they were our only client and to go above and beyond the call to see to it that they are happy with what we're providing them."

Career highlight: "A highlight is when I conduct workshops and hear the success stories stations tell me about how they've added hundreds of thousands of dollars by converting newspaper advertisers to radio, and when I see account executives who tell me that they might not be sitting there if our X-Ray weren't in place. By our allowing sales management to see the shares that account executives are getting on the dollars available on their account lists, by our making it possible for them to identify those areas of strength, they are able to sit down with someone they might not otherwise have had the time to really work with and show them in black and white what's happening with the accounts. It's very satisfying knowing that people who have talent are remaining in radio sales when they might have wound up selling something very different."

Career disappointment: It was certainly a disappointment when we lost the audit and tax work over such a short period of time. but it turned out to have a silver lining, in that it really got us to concentrate on specific market products."

Favorite radio format: "I am a notorious buttonpusher, but I do enjoy Alternative and Talk, all the way from FM Talk to traditional Talk to Sports Talk."

Favorite song: "I like anything by Tom Petty, Free Fallin" in particular."

Favorite television show: "I watch a lot of live sports and breaking news coverage, but anything created by either David E. Kelley or Stephen Bochco has me hooked!"

Favorite book: "Right now I'm into the Harry Potter books. I love to escape into the world of wizardry."

Favorite movie: "Same Time, Next Year."
Favorite restaurant: "Cafe Bizou in Sherman Oaks, CA. ${ }^{\prime \prime}$

Beverage of choice: "An Italian wine, Frescati."
Hobbies: "Swimming, tennis, traveling."
Stock recommendation: "Communications and technology stocks have really established themselves as leaders on the cutting edge. They are great for long-term growth. I really feel we're on the brink of a technology revolution that's going to be looked back at in history right up there with the Industrial Revolution. *

What's going on with the market: I expect to see rates go up probably another one-half to $1 \%$ over the course of the next four months. Then, after maybe a year or so of stability, I expect them to go back down and approach the levels they were at before the Fed began hiking them last year."

On broadcast stocks: "What's taking place is that all of those stocks that have had performances that looked too good to be true are going through a pause right now. Once people see the continued earnings growth and recognize the opportunities these companies have being tied in with concert promotions and billboards and having the ability to cross-promote - things will pick up again. The best days are ahead for all of the radio stocks."

E-mail address: "Grivin@millerkaplan.com."
One thing he would say to broadcasters: "Believe in your product. Don't feel that anything's out of reach. Go after major newspaper advertisers who have not historically bought radio and tell your story, because it's a great one!"


Gran Torino / Two / 26.2 Music This as of yet unsigned band has seen impressive sales as a result of their growing radio presence throughout the country.


Debut Releases From ASCAP Members


Bowling for Soup / Let's Do It For Johnnry / Jive/Silvertone Modern Rock Radio will soon be all over this promising band from Texas.







EVT




[^0]:    Single Produced by Charles Fisher for Minute Productions Pty. Ltd. Femi Jlya, and soulDecision
    Mixed by Chris Lord-Alge Engineered by Fomi Jiya Management: Garry Francis for Francis Emertainment, Arthur Sphak \& Stuant Sobol/spivak Entoribinment

    WWW.soulDecision.com
    www.mcarecords.com
    

[^1]:    - Artemis lands label vet and tormer Glant promo head. Ritch Bloom as its new Director/West Coast Promo.
    - Epic Dallas local Nedo "Lepperd" Tobin and the label part ways.

[^2]:    Most Added is the total number of new adds olficially reported to R\&R by each reporting station. Songs unreported as adds do not count the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R\&R ONLINE MUSIC TRACKING.

[^3]:    or. Dre s Snow s stege set-c.

[^4]:    

    37 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 $6 / 18$-Saturday $6 / 24$. Bullets appear on songs gaining plays of remaining flat from previous week. Hto songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to prengs reaching 350 plays or more for the first time. Songs below No. 20 are moved to recurrent atter 20 weeks. Gross impressions songs reaching 350 plays or more for the first time. Songs betw No. 20 are moved to recurrent ater 20 weeks. Gross impressions
    equals Average Quarter Hour Persons times number of plays (imes 100). Average Quarter Hour Persons used herein with permission equals Average Quarter Hour Persons simes number of plays (imes iny). Average Cuarter
    from The Artitron Company (Copynight 2000. The Arbitron Company). © 2000. RaR Inc.

[^5]:    

    Monitored alplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sampte hours taken from Monday 6/19. O 2000. R\&R Inc.

[^6]:    Moet Added is the they mumber of now edde ofinclally raperted to RAR by each roporting station. Songe unnportod ase adth do not count Polinterpieys lite the songe the gromet
    

[^7]:    72 Active Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airpley week of Sunday $6 / 18$-Saturday $6 / 24$. Bullets appear on songs gaining plays or remaining frat from previcus week. It two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 600 plays or more for the first time. Songs betow No. 20 are moved to recurrent after 20 weeks. Gross impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Ouarter Hour Persons used herein with permission from The Abtitron Company (Copyright 2000, The Arbitron Company). O2000, R8R Inc.

[^8]:    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 Biva, 5th Floor, Los Angeles. California 90067 . Annual subscriptien plan includes the weekly newspaper plus two R\&R Directories issues and other special publications. Relunds are proraled based on
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