

NEWSSTAND PRICE \$6.50



### Smooth And Sultry

"Spanish Guitar" by Toni Braxton (LaFace/Arista) pulls in a bumper crop of adds this week at multiple formats. The Diane Warren-penned track earns a total of 93 adds, and it's No. 1 Most Added at Urban AC.



**THE INDUSTRY'S NEWSPAPER**

[www.ronline.com](http://www.ronline.com)

NOVEMBER 10, 2000

JLK

### Streaming Radio Theme Issue

The traditional radio industry has never faced as many competitive challenges as it will in 2001 — notably from the thousands of streaming audio services on the Internet. This week R&R's editors take a look at the many facets of streaming audio, including the numerous over-the-air stations that stream their signals.



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Produced and Mixed by Ben Grosse  
Co-Produced by Carl Bell

Management: Gregory Epler & David Sestak, Media Five Entertainment

There are a couple of handfuls of companies that provide some kind of ad-insertion technology for Internet streaming broadcasts. Sales & Marketing Editor **Pam Baker** compares and contrasts some of them and the services they offer. This week's expanded Management, Marketing & Sales section also features stories about online employment advertising, an essay by the RAB's **Mike Mahone** about the importance of the Internet and a critique of dot-com advertising by **Dan O'Day**.

Pages 10-20

**MORE ON BMG-NAPSTER DEAL**

In addition to writing this week's front-page story on streaming audio, columnist **David Lawrence** shares his thoughts about the BMG-Napster collaboration announced last week. This week's Internet News & Views section also features reviews of two streaming audio listening devices, and R&R's **Kevin McCabe** compares companies that offer ways to test music over the Internet.

Pages 22-34

**IN THE NEWS**

- **Rudi Gassner** named to succeed **Strauss Zelnick**, **Michael Dornemann** at **BMG**
- **Ken Benson** named Exec. VP/Programming for **Citadel**
- **Dave Dillon** to program **KABL & KIOI/San Francisco**
- **Timothy McCarthy** rises to President/GM of **WABC & WQEW/N.Y.**

Page 3



**Viacom Gets Hold Of BET**

■ \$2.9 billion deal could give Infinity XM access

Viacom, the world's third-largest media company, got a tad larger on Nov. 3. That's when it agreed to buy **BET Holdings** for \$2.9 billion, giving it access to America's fast-growing and lucrative African-American audience.

Viacom said it will issue 40 million class B common shares worth \$2.34 billion, based on the Nov. 2 closing price of \$58.50

per share, while assuming \$570 million in debt. The final purchase price will be based on the share price 20 days before the transaction is completed, which is expected to be early next year.

**Robert Johnson**, the Chairman/CEO and majority stockholder of **BET Holdings** and the founder of **Black Entertainment Television**, will continue as

**BET/See Page 55**

**The Urge To Merge: Radio And The Internet**

■ The visions of some of America's most tuned-in experts

By **DAVID LAWRENCE**  
SPECIAL TO R&R  
david@netmusiccountdown.com

Streaming. ASX. Broadband. Pipe. MP3. Wireless IP. Buffering. Ripping. The world of delivery of sound over the Internet has spawned a whole lexicon of its own, and the future is bound to bring even more new terms into common use.

I recently had a chance to talk with a series of players who understand the different aspects of the Internet audio reality-distortion field, including the former CEO of Yahoo!, the Director/Radio for CDNOW and one of radio's most respected Talk programmers. Below, nine of the radio, recording and Internet industries' best minds give their predictions about where we'll all be getting music, talk, sports and local services over the next decade.

Will 24/7 Internet radio have any significant negative impact on traditional terres-



Cuban



Sabo

trial broadcasting in the next five to 10 years? **Voquette CEO Philip Monego**, whose company serves mobile business professionals and delivers targeted content via wireless devices, says, "Research shows that radio listeners have become apathetic about the traditional terrestrial broadcast radio experience. Too many commercials and a lack of control over programming are not serving the radio listener's interests. People will want to control their experiences and personalize them

See Page 30

**Streaming Audio Special Issue!**

All of R&R's editors address the important issue of streaming audio in this issue:

- Internet News & Views Pages 22-30
- Music Research on the 'Net Pages 32-34
- CHR Page 56
- Urban Page 70
- Country Page 86
- AC Page 100
- NAC/Smooth Jazz Page 111
- Rock Page 116
- Alternative Page 128

**Epic Group Names Shaev EVP/Promo**

By **STEVE WONSIEWICZ**  
R&R MUSIC EDITOR  
swonz@rronline.com

Making official what was announced earlier as part of the restructuring of its promotion department, **Epic Records Group** has promoted **Hilary Shaev** to Exec. VP/Promotion.



Shaev

Based in New York, she reports to **ERG President Polly Anthony**.

"Hilary has been a crucial member of the Epic team for the last seven years," Anthony said. "I have watched her grow from a great promotion person into a great executive. Her impeccable leadership skills, combined with her keen sense of strategy and musical instinct, will allow her to guide and direct this new team to great heights. I am thrilled to announce Hilary's well-deserved promotion."

SHAEV/See Page 55

**THIS #1 WEEK**

- CHR/POP**
  - **CREED** With Arms Wide Open (*Wind-up*)
- CHR/RHYTHMIC**
  - **JA RULE** ... Between Me ... (*Murder Inc./Def Jam/IDJMG*)
- URBAN**
  - **R. KELLY** I Wish (*Jive*)
- URBAN AC**
  - **YOLANDA ADAMS** Open My Heart (*Elektra/EEG*)
- COUNTRY**
  - **TRAVIS TRITT** Best Of Intentions (*Columbia*)
- AC**
  - **BBMAK** Back Here (*Hollywood*)
- HOT AC**
  - **CREED** With Arms Wide Open (*Wind-up*)
- NAC/SMOOTH JAZZ**
  - **JEFF KASHWA** Hyde Park ("..." Song) (*Native Language*)
- ROCK**
  - **3 DOORS DOWN** Loser (*Republic/Universal*)
- ACTIVE ROCK**
  - **3 DOORS DOWN** Loser (*Republic/Universal*)
- ALTERNATIVE**
  - **FUEL** Hemorrhage (In My Hands) (*550 Music*)
- ADULT ALTERNATIVE**
  - **U2** Beautiful Day (*Interscope*)

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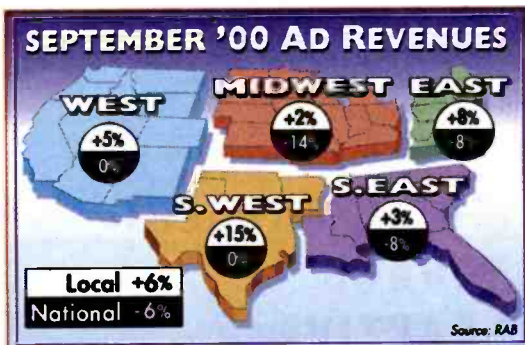
**Clear Channel Files \$88 Million Suit Against Inside Radio**

By **JEFFREY YORKE**  
R&R WASHINGTON BUREAU CHIEF  
yorke@rronline.com

**Clear Channel** has filed an eight-count, \$88 million civil lawsuit against radio industry newsletter **Inside Radio** and its publisher, **Jerry Del Colliano**. The suit accuses **Del Colliano** and his operation of waging a "vicious and concerted campaign of coercion, public vilification and harassment" after the publisher made several failed pitches to persuade **Clear Channel** to buy his publication.

In a blistering 23-page document filed Monday in the New York federal district court, **Clear Channel** charges that the publication committed "tortious acts" by publishing "a series of disparaging, false and injurious

CLEAR CHANNEL/See Page 55



**Storm Warnings: Nat'l Revs Decline**

Radio executives have known for months that late-year national radio revenues were pacing south. The numbers are in, and their fears are beginning to be realized. On a year-to-year basis industry revenues rose only 3% in September, and national revenues were off 6%. Local business grew 6% compared to September '99.

**RAB** President/CEO **Gary Fries** warned that the results are "the beginning of a course correction that will level out after the new year."

On a year-to-date basis overall business is up 16% compared to the same three quarters from last year. Local year-to-date numbers are 15% higher, and national business is still up a healthy 20%.

**Johnson Appointed Arista Sr. VP/R&B**

**Arista Records** has elevated **Michael Johnson** to Sr. VP/R&B Promotion. Based in New York, he reports to Exec. VP **Lionel Ridenour** and will direct the department's programs at all levels.



Johnson

"Michael is a veteran promotion executive whose accomplishments at **Arista** over the past 12 months have contributed greatly to our success," **Ridenour** said. "This is a well-deserved promotion. We look forward to Michael's continued leadership and innovative ideas, which are vital parts of our team."

JOHNSON/See Page 55



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OCT 24 ILLINOIS STATE UNIVERSITY • OCT 26 ST. LOUIS UNIVERSITY • OCT 27 UNIVERSITY OF MISSOURI  
OCT 28 TRUMAN STATE • OCT 30 UNIVERSITY OF COLORADO @ BOULDER  
NOV 1 UNIVERSITY OF CALIFORNIA @ IRVINE • NOV 4 SANTA BARBARA CITY COLLEGE  
NOV 5 UNIVERSITY OF CALIFORNIA SAN DIEGO • NOV 6 CAL POLY TECH • NOV 7 SAN JOSE STATE UNIVERSITY

*Look for MTV's Campus Invasion Tour in Spring 2001*

NOVEMBER 10, 2000

NEWS & FEATURES

<b>Radio Business</b>	4	<b>Ratings</b>	45
Business Briefs	4	<b>Street Talk</b>	46
Transactions	6	<b>Sound Decisions</b>	53
<b>MMS</b>	10	<b>Nashville</b>	88
<b>Internet News &amp; Views</b>	22	<b>Publisher's Profile</b>	144
<b>E-Charts</b>	29		
<b>Show Prep</b>	40	<b>Opportunities</b>	139
'Zine Scene	40	<b>Marketplace</b>	141
National Video Charts	42		

FORMATS & CHARTS

<b>News/Talk</b>	43	<b>Adult Contemporary</b>	100
<b>CHR</b>	56	AC Chart	102
CHR/Callout America	57	AC Tuned-In	105
CHR/Pop Chart	58	Hot AC Chart	107
CHR/Pop Tuned-In	60	Hot AC Tuned-In	108
CHR/Rhythmic Chart	65	Pop/Alternative	110
CHR/Rhythmic Tuned-In	68	<b>NAC/Smooth Jazz</b>	111
<b>Urban</b>	70	NAC/Smooth Jazz Chart	112
Urban Chart	75	NAC/Smooth Jazz Action	113
Urban Action	76	<b>Rock</b>	116
Urban Tuned-In	78	Rock Chart	118
Urban AC Tuned-In	83	Rock Tuned-In	119
Urban AC Chart	84	Active Rock Chart	122
<b>Country</b>	86	Active Rock Tuned-In	123
Country Chart	89	Rock Specialty Show	125
Country Indicator	90	<b>Alternative</b>	128
Country Action	91	Alternative Chart	130
Country Tuned-In	93	Alternative Action	132
		Alternative Tuned-In	133
		Alternative Specialty Show	136
		<b>Adult Alternative</b>	137
		Adult Alternative Chart	137

The Back Pages 142

Gassner Tapped To Helm BMG

Dornemann, Zelnick turn in their resignations

By STEVE WONSIEWICZ  
R&R MUSIC EDITOR  
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The other shoe dropped at Bertelsmann on Monday when the German media giant announced a broad restructuring that includes the appointment of Rudi Gassner as President/CEO of BMG's music division, effective Jan. 1, 2001. Gassner, the former BMG Entertainment International President/CEO who left the company in mid-January, will also assume the Chairman post on July 1, 2001.

Concurrently, the company said that BMG Entertainment Chairman Michael Dornemann and President/CEO

Strauss Zelnick have both resigned. Dornemann exits on June 30, 2001, while Zelnick will officially leave at the end of this year. Dornemann has been with Bertelsmann for 18 years, including 16 years as a member of its executive board. Zelnick joined BMG in January 1995 as President/CEO of the company's North American division.

The announcements come one week after BMG shocked the music industry when it inked a partnership with Napster to finance — in return for an undisclosed equity stake — the

BMG/See Page 8

WWDB/Philly Gets 'The Point'

Beasley drops Talk after quarter-century

Following "extensive market research of radio listeners" throughout the Delaware Valley, Beasley Broadcast Group surprised listeners to heritage Talker WWDB-FM/Philadelphia on Monday by dropping the format. After a full day of an automated countdown clock, the station officially flipped to an '80s pop/rock format modeled after KHPT/Houston. In fact, 'WDB is



not only using the same moniker as KHPT — "The Point" — but also signed on with the same song, Simple Minds' "Don't You (Forget About Me)."

Among the artists heard during the first hour of The Point were Simple Minds, John Cougar, Eurythmics, Bryan Adams and Huey Lewis & The News. The station is

WWDB/See Page 38

Dillon Set As PD For KABL & KIOI/S.F.

Two-year Journal Broadcast Group VP/Radio Programming Dave Dillon has accepted the position of Director/Programming for KABL & KIOI/San Francisco. He succeeds Bob Lawrence, who recently departed the Clear Channel Adult Standards-Hot AC combo.

"There's not a lot that would get me to leave a corporate job that I worked so hard for so many years

to get," Dillon told R&R. "But this was an opportunity that was just too good to pass up. It's in one of the most beautiful cities in the world — certainly in the U.S. Clear Channel, the market size and the challenge were among the things that appealed to me. What's not to like?"

Corporate travel, he told R&R,

DILLON/See Page 38

Brown Rises To Radio One Regional PD

Radio One has elevated Kathy Brown to Regional PD, overseeing the programming departments of WKJS & WPLZ/Richmond and WWIN/Baltimore. She will also serve as on-site PD for Urban AC WMMJ (Majic 102.3)/Washington, succeeding Chris Connors. Brown, who reports to Radio One Regional VP Pam Somers and COO Mary Catherine Sneed,



Brown

was most recently WWIN's PD.

When asked why Brown was chosen for the job, Sneed told R&R. "I first met Kathy Brown when I returned a call to her at WJPZ/Chicago years ago. She answered the phone, and at the same time she was on the air doing afternoon drive. She was also

BROWN/See Page 55

KKTL/Houston Flips To CHR/Rhythmic

Cox Radio's KKTL/Houston broke from its Oldies simulcast with KLDE and flipped to CHR/Rhythmic on Saturday under the guidance of consultant Randy Kabrich and Cox Top 40 Format Coordinator Jeremy "JJ" Rice. The station, which chose DMX's "Party Up" as its first song, has picked up the KTHH call letters and will use the moniker "Hot 97.1, Houston's Hottest Hit Music." None of the

staff were affected, since it was the breakup of a simulcast.

"I was extremely excited and grateful when Cox President/CEO Bob Neil assigned me this project," Rice told R&R. "Through a combination of research and gut, we saw there was a big hole for top 40/rhythmic music in Houston. Clear Channel's KBXX is very Urban/

KKTL/See Page 55

Burke Becomes PD At KYGO/Denver

Joel Burke has been named PD for Country KYGO/Denver, effective Nov. 16. He succeeds John St. John, who is now handling programming duties for NAC/Smooth Jazz sister KJCD. Burke comes from Memphis, where he served as OM for Entercom's Adult Standards WJCE, Country WOGY and AC WRVR, as well as PD for WRVR.

mented. "He knows how to win Country radio battles. I'm particularly impressed with Joel's well-rounded programming knowledge from overseeing not only Country, but AC, Classic Rock and Modern Rock stations as well."

"I'm very excited to have Joel, and his tremendous experience, at KYGO," Jefferson-Pilot/Denver Radio Sr. VP/GM Bob Call com-

JP Corporate VP/Operations & Programming Don Benson added. "Joel is an outstanding radio person. As his multifaceted experience indicates, he is passionate about programming and cognizant of the

BURKE/See Page 55

Citadel Appoints Benson EVP/Prog.



Benson

Ken Benson has joined Citadel Communications as Exec. VP/Programming. Benson, who had been Sr. VP/Programming for AMFM before that company's merger with Clear Channel, will be what Citadel calls its "chief programming strategist."

"Given Ken's extensive experience and qualifications, he was simply the best person for this position," Citadel Chairman/CEO Larry Wilson commented. "By focusing on quality personnel at all levels of the Citadel organization, we will bring the best quality radio to our listeners, the best platform for our advertisers and the best value to our shareholders."

BEINSON/See Page 38

McCarthy Elevated At WABC & WQEW



McCarthy

ABC Radio New York has promoted Tim McCarthy from Station Manager to President/GM of Talk WABC and Radio Disney WQEW. McCarthy's duties overseeing both stations will not change significantly with his new title, and he will continue to report directly to ABC Radio Stations/Group I President Mitch Dolan.

"It's always nice to be recognized by your company for the job you are doing," McCarthy told R&R. "I appreciate the confidence that has been placed in me by Mitch and everyone here at ABC Radio."

McCarthy has spent the past decade moving up through the ranks at ABC Radio's New York City stations. He first joined the company as an AE for WPLJ in 1990, then moved into the Local and National

McCARTHY/See Page 55

R&R Observes Thanksgiving

Due to the Thanksgiving holiday, R&R's Los Angeles, Nashville and Washington, DC offices will be closed Thursday, Nov. 23 and Friday, Nov. 24.

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## Spanish Broadcasting System To Buy KFSG-FM/L.A. For \$250 Million

□ S&P downgrades SBS' outlook to 'negative'

By Jeffrey Yorke  
R&R WASHINGTON BUREAU CHIEF  
yorke@rronline.com

Spanish Broadcasting System's acquisition of KFSG-FM/Los Angeles is a classic good news/bad news story. In a whopper of a deal announced last week, SBS said it had agreed to pay the International Church Of The Foursquare Gospel \$250 million in cash for the 54kw Contemporary Christian/Religious station. SBS, which had been struggling for a place in the national limelight, achieved that when the deal was billed as the largest-ever single-station radio transaction.

SBS, which will own three Los Angeles stations in addition to KFSG once its purchase of Rodriguez Communications is settled, is almost certain to drop KFSG's current format in favor of a Spanish-language format.

SBS President/CEO Raul Alarcon Jr. calls KFSG's acquisition "an integral part of our strategy to significantly improve our competitive position in the Los Angeles market," which has about 6 million Spanish speakers.

On the bad news side, Standard & Poor's rating service revised its rating on SBS from "stable" to "negative" based on the increased financial risk that comes with such a large deal. S&P says it is concerned that "interest coverage will be weakened beyond the level appropriate for the ratings, assuming the purchase is largely debt-financed." But S&P also offset the negatives by noting that KFSG "has a full-market signal and considerably strengthens the company's business profile in the largest U.S. Hispanic market, where SBS' KLAX has faced significant competitive challenges."

## FCC Enforcement Bureau Celebrates First Anniversary

□ Big indecency fines among inaugural-year highlights

By Joe Howard  
R&R WASHINGTON BUREAU  
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FCC Enforcement Bureau Chief David Solomon met with reporters Nov. 2 to highlight some of the strides his bureau has made since its inception on Nov. 8, 1999. Citing the bureau's "Firm, Fast and Flexible" slogan, Solomon reviewed a list of actions that included two especially steep indecency fines levied on radio stations.

Solomon said the agency keeps a close eye on indecency and that it backed up its policies when it fined WQAM-AM/Miami \$35,000 in January and penalized WXTB-FM/Clearwater, FL twice in June, once for \$7,000 and again for \$23,000. While those fines were exceptional, the Enforcement Bureau has issued or proposed indecency fines for 10 stations over the past year, including WQAM and WXTB, for a total of over \$120,000 in penalties. Most fines ranged from \$2,000 to \$7,000.

Solomon also said that notification to callers when telephone calls

are being aired live or recorded for broadcast is another area closely watched by the Enforcement Bureau. Indeed, the bureau has issued or proposed \$40,000 in fines against eight stations over the past year for such violations, with individual fines ranging from \$4,000 to \$6,000.

Station contest misrepresentations are "typically the thing that could lead to license revocation," according to Solomon, and it seems broadcasters are doing their best to abide by the rules on such matters. The bureau has proposed fines against only three stations in the past year for misleading

broadcast contests, for a total of \$10,000. R&R asked Solomon to comment on Andy Martin's letter to FCC Chairman Bill Kennard seeking an investigation into Clear Channel's national contests, but Solomon would say only that such a letter exists and he has seen it.

### Shutting Down The Pirates

Regarding pirate radio stations, Solomon said that the Enforcement Bureau shares Chairman Kennard's commitment to enforcement, pointing out that the bureau shut down a record 180 pirate stations in the past year, up from the roughly 150 per year closed in years past. Bureau investigations have also resulted in the issuing of eight injunctions by federal courts against pirate broadcasters and the arrests of two pirates by law enforcement agencies.

## More Third-Quarter Radio Results

□ Regent moves into the black in Q3

By Joe Howard and Jeffrey Yorke  
R&R WASHINGTON BUREAU  
mailroom@rronline.com

The flurry of financial reporting from radio companies continued this week as several companies released positive results, and, in some cases, big news outside of finances.

### Good News At Radio One

Radio One had good news for investors as Q3 after-tax cash flow beat street estimates and soared 154%, from \$6.7 million, or 12 cents per share, to \$17 million, or 20 cents. First Call analysts had expected an ATCF return of 15 cents per share. Broadcast cash flow rose 86%, from \$12 million to \$22.3 million, while the BCF margin improved from 50% to 52%. Net broadcast revenue in-

creased 78%, from \$24.1 million to \$42.9 million. Radio One's net loss was \$4 million, or 5 cents per share, compared to a gain of \$1.9 million, or 4 cents, last Q3. The company, whose earnings per share were not covered by First Call, said its net loss was the result of a \$7.6 million tax provision related to the acquisition of 12 Clear Channel spinoffs. On a same-station basis, net revenues were up 13%, and BCF rose 20%. The

news sent ROIA shares up about 28% just before the market closed on Tuesday.

Analysts rewarded Radio One's strong quarter as First Union Securities' James Boyle reiterated his "buy" recommendation and listed a 12-month target of \$19 per share the day after Radio One's Nov. 2 earnings report. In addition, the company's newly created D shares (ROIAK) shot ahead of ROIA shares for the first time on Nov. 2, closing up \$2.94 to \$13.19, a 29% gain.

EARNINGS/See Page 6

## Bloomberg

BUSINESS BRIEFS

### Beasley-Centennial Deal On Hold

The sale of six Centennial Broadcasting stations to Beasley Broadcasting will not go forward as originally negotiated. Beasley said Tuesday that the acquisition under current terms "would not meet [Beasley's] acquisition criteria." The original \$138 million agreement expires Dec. 31, 2000 unless otherwise extended. The parties said they will continue to renegotiate the transaction and are in close discussions to reach a new agreement. Beasley CEO George Beasley said, "We feel that the Centennial stations are beachfront property, and we are committed to continuing our negotiations to reach an agreement more in line with today's market values."

### Big Programming Plans For Jones Radio Networks

Jones International Networks CFO Jay Lewis revealed at Tuesday's Q3 earnings announcement new programming plans for Jones Radio Networks, the company's radio programming subsidiary. Included will be a financial news show starring MSNBC.com's Chris Byron. The show will air daily at 4pm. Jones has also signed an agreement with former radio group owner Ragan Henry and Urban programmer Don Kelly to distribute and sell 24-hour Urban formats, with a planned rollout next year.

### Regent To Sell CA Trio For \$13.5 Million

Regent Communications said last week that it will sell its California trio to Concord Media Group for \$13.5 million. Concord will add KVOY-AM & KTFI-FM/Lancaster-Palmdale and KOSS-FM/Rosamond to the eight stations it already owns in such markets as Austin; Charleston, SC; Jacksonville; Pensacola, FL; and San Diego. Regent Chairman/CEO Terry Jacobs said the group is divesting the properties to refocus on larger markets, including Albany and Grand Rapids, and will apply the proceeds from the sale to additional deals. Closing is expected next year.

### Year-To-Date L.A. Radio Revenues Hit \$641 Mil.

Los Angeles radio stations had record revenues of \$641 million in the first nine months of 2000, according to the Southern California Broadcasters Association. That's over \$100 million more than the figures for January-September 1999. The Los Angeles radio market billed \$70 million in September as national numbers rose 6% to more than \$18 million, but local revenues, at \$51.5 million, were slightly below last year's figures.

### Advertisers To Radio: Shorten Your Stopsets

Advertisers want smaller blocks of advertising. So said client after client to the RAB's board, meeting in Chicago last week. Advertising executives from Ford, Sprint PCS, Sears and FOX Television complained about the problem, and almost all of them said they would consider paying a premium in order for their spots to be alone or in a shorter stopset. Said Sprint's David Dess, "If there are more than eight or nine spots in a radio pod, we're not buying."

### Media Buyers Predict Ad Slowdown In 2001

Agency execs on hand for the RAB board meeting in Chicago didn't suggest there would be a decline in advertising next year, but they did say growth could slow to the low single-digits. Reyn Leutz of MindShare USA predicted a soft market: "2001 will be a correction year. This is expected after several years of increases." Another exec, Phil Gerber, said TV salespeople have been urging him to book spots on their stations in Q4 because demand has been so light, and he further predicts that TV ad sales could be anywhere from 2% down to 4% up next year.

In other Radio Advertising Bureau news: Clear Channel Radio Sr. VP David Crowl has been named Chairman of the RAB board.

### CCU, Salem, Radio Seaway Swap In Ohio

In a major three-way trade announced last week, Salem Communications will get Radio Seaway's Classical WCLV-FM/Cleveland while Clear Channel gets Salem's Religious WHK-FM/Canton, OH. Radio Seaway picks up Salem's Religious WHK-AM/Cleveland and Clear Channel's suburban Cleveland CHR/Pop WAKS-FM/Lorain, OH. Radio Seaway said it will flip its new acquisitions to Classical, and WCLV is expected to switch to a Religious format. It's not known whether WAKS' present format will move to WHK-FM or if Clear Channel will unveil a new station on that signal.

## R&R Stock Index

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

	Change Since				
	11/03/99	10/27/00	11/03/00	11/03/99	10/27/00-11/03/00
R&R Radio Index	350.55	234.50	259.37	-26%	+10%
Dow Industrials	10,609.06	10,590.62	10,817.95	+2%	+2.1%
S&P 500	1354.93	1379.57	1426.68	+5.3%	+3.4%

# What do you call a General Manager who does perceptual research at least once a year?



**Smart.** Doing at least an annual check-up allows them to see clearly what has taken place in their market and to fine-tune their product to avoid problems before they start affecting the ratings. Often, they can do one perceptual for their entire cluster, and that makes an annual study pretty affordable.

Now is the time to schedule your annual check up. Call us at (719) 540-0100...from 8:00 am to 5:00 pm mountain time, Monday through Friday. It's the smart thing to do.

## Moyes Research



America's Leading Independent  
Research Firm

## DEAL OF THE WEEK

• **KFSG-FM/Los Angeles**  
**\$250 million**

## 2000 DEALS TO DATE

**Dollars To Date: \$8,064,092,726**  
(Last Year: \$27,320,257,614)

**Dollars This Week: \$27,150,000**  
(Last Year: \$45,660,646)

**Stations Traded This Year: 1,025**  
(Last Year: 1,616)

**Stations Traded This Week: 13**  
(Last Year: 29)

## TRANSACTIONS AT A GLANCE

- KVEC-AM/San Luis Obispo, CA \$950,000
- KAVC-AM/Mojave, KOSS-FM/Rosamond and KTPI-FM/Tehachapi (Lancaster-Palmdale), CA \$13.5 million
- WILD-AM/Boston \$5 million
- KINN-AM & KZZX-FM/Alamogordo, NM \$850,000
- WQSL-FM & WXQR-FM/Jacksonville, NC \$2 million
- WPJC-AM/Adjuntas, PR \$350,000
- WYAK-FM/Surfside Beach (Myrtle Beach), SC \$2 million
- WOWF-FM/Crossville, TN \$2.5 million

**FOR THE RECORD:** Last week's transaction involving the sale of four Southern Broadcasting properties to Saga incorrectly listed the call letters and city of license of WZZP-FM, which represents a construction permit in Fort Campbell, KY. R&R regrets the error.

## SBS Grabs Foursquare Gospel's L.A. Gem

□ **Acquires KFSG-FM in stunning \$250 million cash deal; Radio One grabs Nash's WILD daytimer**

## Deal of the Week

## KFSG-FM/Los Angeles

PRICE: \$250 million

TERMS: Asset sale for cash

BUYER: Spanish Broadcasting System, headed by President Raul Alarcon. Phone: 305-441-6901

SELLER: The International Church Of The Foursquare Gospel, headed by President Paul Risser. Phone: 213-483-5374

FREQUENCY: 96.3 MHz

POWER: 54kw at 480 feet

FORMAT: Contemporary Christian/Religious

## California

## KVEC-AM/San Luis Obispo

PRICE: \$950,000

TERMS: Asset sale for cash

BUYER: Clear Channel Communications, headed by Chairman/CEO, Radio Randy Michaels. Phone: 606-655-2267

SELLER: Chorro Communications. Phone: 805-543-8830

POWER: 1kw day/500 watts night

FREQUENCY: 920 kHz

FORMAT: News/Talk

**KAVC-AM/Mojave, KOSS-FM/Rosamond and KTPI-FM/Tehachapi (Lancaster-Palmdale)**

PRICE: \$13.5 million

TERMS: Asset sale for cash

BUYER: Concord Media Group, headed by President Mark Jorgenson. Phone: 813-926-9260

SELLER: Regent Communications, headed by Chairman/CEO Terry Jacobs. Phone: 859-292-0030

FREQUENCY: 1340 khz; 105.5 MHz; 103.1 MHz

POWER: 1kw; 2.9kw at 308 feet; 1.9kw at 577 feet

FORMAT: Religious; AC; Country

## Massachusetts

## WILD-AM/Boston

PRICE: \$5 million

TERMS: Merger agreement. Radio One is purchasing Nash Communications for cash and stock valued at \$5 million. Nash's lone asset is WILD.

BUYER: Radio One, headed by President/CEO Alfred Liggins III. Phone: 301-306-1111

SELLER: Nash Communications, headed by President Bernadine Nash. Phone: 617-427-2222

POWER: 5kw

FREQUENCY: 1090 kHz

FORMAT: Urban

## New Mexico

## KINN-AM &amp; KZZX-FM/Alamogordo

PRICE: \$850,000

TERMS: Asset sale for cash

BUYER: Bill Kurt Broadcasting, headed by owner Bill Kurt. No phone listed.

SELLER: KZZX Inc., headed by owners Dave Nicholson and Vera Vaughn. Phone: 505-437-4440

FREQUENCY: 1270 kHz; 105.5 MHz

POWER: 1kw day/80 watts night; 3kw at -630 feet

FORMAT: Talk; Country

## North Carolina

## WQSL-FM &amp; WXQR-FM/Jacksonville

PRICE: \$2 million

TERMS: Asset sale for cash

BUYER: NextMedia Group, headed by President Skip Weller. Phone: 303-694-9118

SELLER: Cumulus Broadcasting, headed by President Lew Dickey. Phone: 414-615-2800

FREQUENCY: 92.3 MHz; 105.5 MHz

POWER: 22.7kw at 725 feet; 19kw at 794 feet

FORMAT: CHR/Pop; Rock

## Puerto Rico

## WPJC-AM/Adjuntas

PRICE: \$350,000

TERMS: Asset sale for cash

BUYER: WPAB Inc. Phone: 787-840-5550

SELLER: Tanama Communications. Phone: 787-894-5737

FREQUENCY: 1020 kHz

POWER: 1kw

FORMAT: Spanish Full Service

## South Carolina

## WYAK-FM/Surfside Beach (Myrtle Beach)

PRICE: \$2 million

TERMS: Asset sale for cash

BUYER: Cumulus Broadcasting, headed by President/CEO Lew Dickey. It also owns WJXY-AM & FM, WDAI-FM, WSEA-FM, WSYN-FM & WXJY-FM/Myrtle Beach. Phone: 414-615-2800

SELLER: Myrtle Beach Stations Trust. No phone listed.

FREQUENCY: 103.1 MHz

POWER: 8kw at 528 feet

FORMAT: Country

## Tennessee

## WOWF-FM/Crossville

PRICE: \$2.5 million

TERMS: Asset sale for cash

BUYER: Plateau Communications. No phone listed.

SELLER: Commsouth Radio Inc. Phone: 931-707-1025

FREQUENCY: 102.5 MHz

POWER: 25kw at 308 feet

FORMAT: Country

## Controversial Clear Channel Foe Loses Senate Bid

The Florida voters' ballots have been counted, and Independent Senate candidate Andy Martin, the self-described "troublemaker" who accused Clear Channel Communications of defrauding its listeners through its nationwide contests and of "smearing" him personally, has lost his bid for a U.S. Senate seat. With the election over, will Martin pursue his campaign against the nation's largest radio owner, or will he turn his attention to something new?

Martin has insisted from the outset that he is not the issue. He told R&R in an earlier interview, "I'm an irrelevancy," and insisted he was "merely the instigator" of the accusations against Clear Channel. He said the matter "will be fought by the attorneys general of the states, the Department of Justice and Clear Channel."

In addition to letters filed with the attorneys general of all 50 states, Martin filed letters with the Department of Justice and the FCC. In his letter to FCC Chairman Bill Kennard, Martin asked that the commission investigate Clear Channel for "using its deceptive marketing on a nationwide basis." Whether the FCC or any of

the attorneys general Martin contacted will take any action is open to debate, especially given Martin's checkered history.

## A Checkered Past

In interviews with R&R Martin repeatedly insisted that his credibility was not the issue and sought to keep the focus on Clear Channel and the "individual facts of his accusations." "What have I done that undermines my charges?" he asked.

But, by his own admission, Martin is controversial, and it wouldn't be unfair to call him litigious. In a January decision the Supreme Court of Florida said Martin had "a long history of being one of Florida's most

active and abusive" litigants and said he has been the source of "hundreds of lawsuits, motions and miscellaneous pleadings, all but a fraction of which lack any merit whatsoever." The court also said Martin has been censured on numerous occasions for his "scurrilous allegations against numerous judges, attorneys and other persons." In fact, that court required the clerk of the court to accept no petitions from Martin unless they were "legitimate or accompanied by a filing fee."

Of his history in the courts, Martin has said, "If more judges are irritated, it's a sign I'm doing my job." Martin's plans are uncertain in light of his election loss, but Clear Channel isn't done with him: The company referred to Martin in the civil lawsuit it filed against *Inside Radio* (see story, Page 1), calling him the "archetypal unreliable source" and "notoriously untrustworthy."

R&R was unable to reach Martin for comment on Clear Channel's remarks.

## Earnings

Continued from Page 4

Radio One CEO/President Alfred Liggins spoke of "an exciting future" for his company and said he expects Q4 to be a transition quarter. He added that the integration of the stations Radio One has acquired this year is going very smoothly, pointing to Radio One's KKBT/Los Angeles, which Liggins said has "tremendous audience growth momentum" and which has seen an increase in ratings from a 2.4 share to 2.8. Liggins said he hopes to see that num-

ber go as high as 3.5 next year and noted that a single ratings point in the L.A. market can translate to about \$9 million in revenue.

In the face of the overall downturn in radio stocks, Radio One Exec. VP/CFO Scott Royster urged investors to stay calm. He said the downturn is "an overreaction by investors" and gave shareholders reason to breathe easy when he announced that the company saw revenues increase in 12 of the 16 markets where it operates. Liggins said the company's stock is

EARNINGS/See Page 8



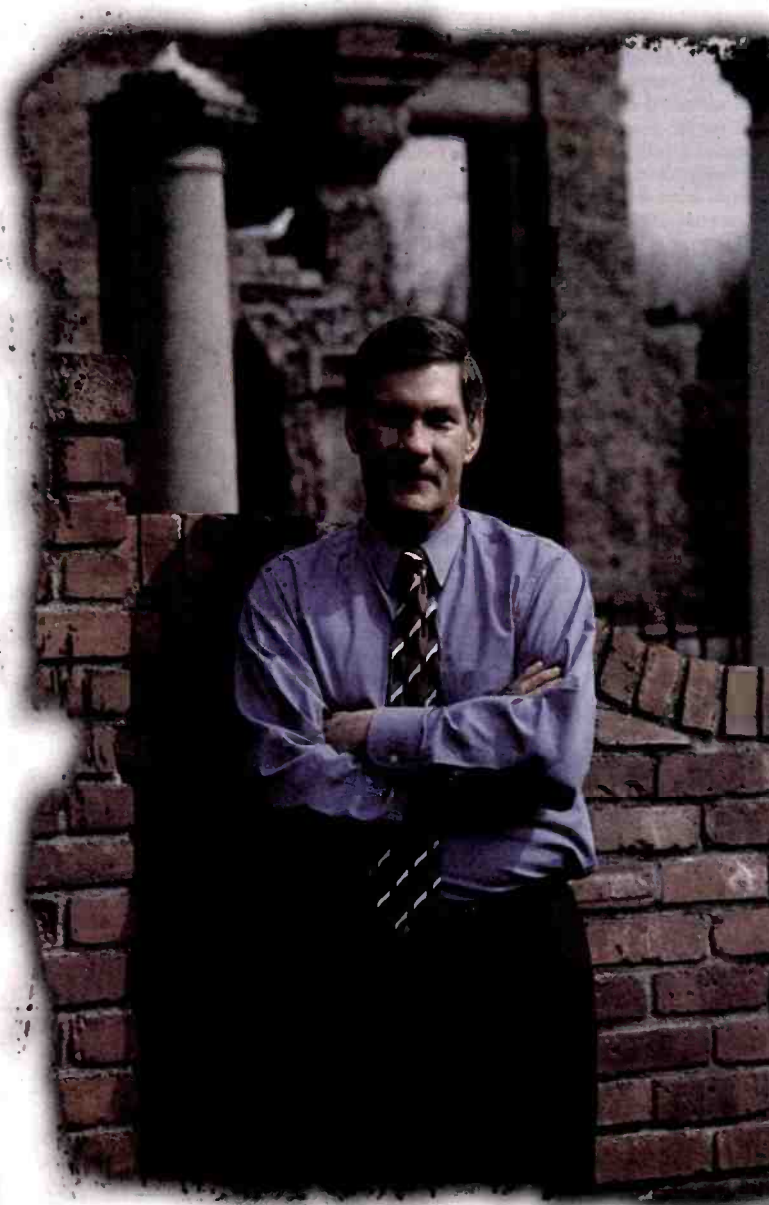
# Experience. Stability. Vision. *And Max Turner.*

Here's a guy who makes the most of his opportunities. After ten years of on-air work at WFMS, Max wanted to better utilize his electronics skills. Susquehanna gave him the chance, with a promotion to Chief Engineer.

Then, just two years ago, as Engineering Manager of three Indianapolis stations, Max had the opportunity to fulfill a lifelong dream.

"My dream," he says, "a total rebuild of the facilities...a chance to design the studios the way we always wanted, with state-of-the-art equipment."

As he took the stations from records and carts to a touch-screen digital operation, Max enjoyed total support from the corporate office. In his words, "Susquehanna has the best group of engineers in the industry. We all communicate and share ideas."



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## Earnings

Continued from Page 4

"trading at a steep discount," which he said is below its private market value and noted that Viacom's interest in acquiring BET only validates Radio One's strategy of focusing on Urban formats and African-American listeners.

Royster's contract with Radio One was set to expire at the end of next year, but on Nov. 1 he signed on for five more years. The deal can be extended an additional five years by agreement of both parties. Royster also agreed to buy 1 million of the newly issued class D common shares and to assume additional operating responsibilities for the group's programming partnership with XM Satellite Radio. Radio One also announced plans to acquire Boston-based Nash Communications for \$5 million. Nash owns WILD-AM, which Radio One has been programming under a time-brokerage agreement since May. The cash and stock deal also calls for Nash President Bernadine Nash to join Radio One to manage its Boston properties, which include WBOT-FM.

## Acquisitions Aid Entravision, Entercom

Acquisitions helped Entravision in Q3. Its acquisitions of Latin Communications and Z-Spanish Media helped it turn in impressive net revenues, with an improvement of 186% to \$45 million, up from \$15.7 million in Q3 1999. Broadcast cash flow rose from \$6.7 million to \$17.7 million, a gain of 163%. The company's

net loss was \$25.2 million (30 cents per share), compared to a net loss of \$10.9 million (34 cents) last Q3. On a same-station basis, net revenues were up 25% to \$17.8 million, and BCF increased 31% to \$7.9 million.

Entercom's Q3 was also aided by acquisitions as it completed the purchase of four Sinclair stations in St. Louis for \$126.6 million and divested three stations in the market to Susquehanna for \$113 million. Entercom released its better-than-expected Q3 results late on Oct. 30. Net revenues climbed 56%, from \$59.2 million to \$92.5 million, while broadcast cash flow grew 68%, from \$23.2 million to \$39 million. As a result of the Susquehanna sale, Entercom recognized a gain of \$41.5 million in Q3. On a pro forma basis, excluding all gains or losses from the sale of assets, after-tax cash flow rose from \$14.9 million, or 40 cents per share, to \$24.3 million, or 54 cents. Pro forma net income was \$8.3 million, or 18 cents per share, compared to \$8 million, or 22 cents, last Q3. First Call analysts had estimated a 15 cent gain. In spite of the good Q3 performance, the issue was downgraded from "strong buy" Tuesday by Barrington Research Associates analyst James Goss.

## Hispanic Beats Estimates, Regent Improves

Hispanic Broadcasting also beat First Call's earnings estimate, turning in 12 cents per share on \$13.1 million in net income, a penny ahead of First Call's estimate. Net revenues improved 24%, from \$52.4 million to \$64.9 million, and broadcast cash

flow grew 22%, from \$24.8 million to \$30.3 million. On a same-station basis, net revenues increased 19%, and BCF was up 25%. The company also came in ahead of First Call's 20 cent after-tax cash flow estimate as ATCF rose from \$19 million, or 18 cents, to \$23.7 million, or 21 cents.

President/CEO MacTichenor said the company will incur additional expenses in Q4 to promote KLVE/Los Angeles' 25th anniversary and WOJO/Chicago's revamped format and to step up promotion for WCAA/New York. The company expects Q4 BCF to approximate \$30 million and ATCF to be about 21 cents per share.

Still, HSP shares were met with analyst downgrades — they were lowered from "accumulate" to "hold" by Prudential Securities' James Marsh and from "strong buy" to "outperform" by Morgan Stanley's Frank Bodenachak on Tuesday. Marsh's 12-month target is \$32 per share, and Bodenachak's is \$37.

Even with a reported net loss, there was still some good news for Radio Unica investors as the company improved on its Q3 loss. Radio Unica's net loss decreased from \$28.8 million (\$2.60 per share) to \$6.5 million (31 cents). First Call analysts had estimated a 30-cent loss. Net revenues gained 83%, from \$4.7 million to \$8.7 million. EBITDA before stock option compensation expense improved 62%, from a loss of \$3.2 million to a loss of \$1.2 million. Chairman/CEO Joaquin Blaya said Q4 is pacing in line with Radio Unica's revised expectations and that the company expects to generate positive EBITDA in Q3 and Q4 2001.

Regent investors saw net income improve from a loss of \$790,000 in Q3 1999, or \$9.19 per share, to a gain of \$18 million, or 51 cents, for Q3. Net revenues rose 76%, from \$6.6 million to \$11.7 million, while broadcast cash flow increased 119%, from \$1.7 million to \$3.7 million. On a pro forma same-station basis, excluding results from stations held for sale, net broadcast revenues increased 12%, and BCF was up 26%. Regent Chairman/CEO Terry Jacobs said Q4 same-station revenue is pacing in the 12%-13% range, and BCF is in the 25%-30% range. First Call analysts did not cover Regent in Q3.

## Cox Revenues Climb, Interep Improves

First Call did follow Cox Radio, and that company met First Call's 10 cent earnings-per-share estimate as net revenues climbed 19%, from \$79.7 million to \$95 million. Broadcast cash flow rose 21%, from \$33.2 million to \$40.5 million. On a same-station basis, net revenues went up 12% to \$70 million.

Interep had a lot of news to report, including after-tax cash flow per share, which climbed from 14 cents to 45 cents while earnings per share improved from a loss of 47 cents to a loss of 8 cents. Revenue increased 10% on a pro forma basis, from \$24.6 million to \$27.1 million. Operating EBITDA rose 66%, from \$3.8 million to \$6.4 million.

The company also reported that 2000 billings have been solid despite a pacing slowdown marked by a decline in dot-com advertising. The Interep report states that sev-

eral ad categories have remained strong, including political, telecommunications, automotive aftermarket, and medical and health services. Retail and telecommunications return to their traditional spots as the top two advertisers, each with 13%-14% of billings. While dot-com advertising falls from the No. 1 spot it held last year to third this year with 7%, the sector still wins the year-to-date top-dollar category due to heavy spending in the first two quarters.

Regarding the downturn of radio stocks, Interep CFO Bill McEntee said, "Wall Street has to get up to speed." McEntee told R&R that he and CEO Ralph Guild will be meeting with current and prospective investors in the coming weeks to "tell the Interep story." That story includes McEntee's assertion that Interep will strive to deliver positive results and his hope that the company's stock price will rise to a level more reflective of the company's value. While he acknowledged that radio investors have "a lot of anxiety over what lies ahead," he added that he doesn't get a lot of calls from Interep shareholders worried about the company's stock value.

Privately held Nassau Broadcasting doesn't have stockholders to answer to, but the news for CEO Lou Mercatanti was good. Nassau's Q3 reported total revenues were \$9.6 million, a 10% increase from Q3 1999. Broadcast cash flow was up 17% to \$3.4 million. Both figures exclude results of the tower company that Nassau sold in Q1 2000. First Call does not cover Nassau.

## Latest Calls From Wall Street

Company	Analyst, Company	Rating	Target Price, If Available
Beasley	Timothy Wallace, Banc Of America	Strong buy	\$20
	Andrew Marcus, Deutsche Banc	Market perform	N/A
	Paul Sweeney, Credit Suisse	Buy	N/A
Disney	Jordan Rohan, Wit SoundView	Buy	N/A
	Christopher Dixon, UBS Warburg	Strong buy	N/A
	Scott Davis, First Union	Buy	N/A
Entravision	Niraj Gupta, Salomon Smith Barney	Buy	N/A
	Keith Fawcett, Merrill Lynch	Near-term accumulate	N/A
	Jessica Reif Cohen, Merrill Lynch	Near-term accumulate	N/A
Hispanic Broadcasting	Leland Westerfield, UBS Warburg	Buy	N/A
	Anne Thompson, Wedbush Morgan	Buy	N/A
	Timothy Wallace, Banc Of America	Strong buy	N/A
	James Marsh, Prudential Securities	Hold	N/A
	P. Gordon Hodge, Thomas Weisel	Buy	N/A
	Frank Bodenachak, Morgan Stanley	Outperform	N/A
Interep	Andrew Marcus, Deutsche Banc	Strong buy	N/A
	Victor Miller, Bear Stearns	Buy	\$18
Radio One	J. Timothy Keefe, HCFB/Brenner	Strong buy	N/A
	James Boyle, First Union	Buy	N/A
	Andrew Marcus, Deutsche Banc	Buy	N/A
Regent	James Marsh, Prudential Securities	Strong buy	N/A
	Frank Bodenachak, Morgan Stanley	Strong buy	N/A
	Niraj Gupta, Salomon Smith Barney	Outperform	N/A
Saga	James Marsh, Prudential Securities	Strong buy	N/A
	James Boyle, First Union	Market perform	N/A
	Andrew Marcus, Deutsche Banc	Buy	N/A
Sirius Satellite Radio	Frank Bodenachak, Morgan Stanley	Neutral	N/A
	William Kidd, CE Unterberg Towbin	Strong buy	\$100
	Jonathan Lawrence, Dain Rauscer	Buy	N/A
	Marc Nabi, Merrill Lynch	Near-term accumulate	N/A
XM Satellite Radio	Robert Peck, Bear Stearns & Co.	Buy	N/A
	William Kidd, CE Unterberg	Strong buy	\$60
	Robert Peck, Bear, Stearns & Co.	Buy	N/A
	Marc Nabi, Merrill Lynch	Near-Term accumulate	N/A

## BMG

Continued from Page 3

rollout of a subscription service based on Napster's song-duplicating software (R&R 11/3). It also caps a tumultuous period that saw the exit of Arista Records founder Clive Davis and a bitter dispute with Jive Records over 'N Sync.

In announcing the restructuring, Bertelsmann cited "the fundamental changes taking place in the media and communications markets" in its decision to form three new divisions. The new business units are Content, which is comprised of Random House, BMG, Gruner+Jahr, RTL Group and Bertelsmann Springer; Media Services, which is made up of printing, the Services Group, information technology and storage media; and Direct-to-Customer, which consists of the book and music clubs as well as BeCG, the e-commerce division that, in addition to the Napster partnership, includes barnesandnoble.com, CDNow and Bertelsmann Broadband Group.

Under the new alignment the BMG music division's current structure will remain intact, with no division between the North America and international operations. The regional and U.S. label and distribution heads will continue to report to the President/CEO.

Commenting on Gassner's appointment, Bertelsmann said, "Over the course of his stellar career, [Rudi] has earned the reputation as an aggressive, savvy, content-oriented entrepreneur."

In accepting his new post, Gassner said, "[Bertelsmann Chairman/CEO] Thomas Middelhoff presented me

with the opportunity to lead BMG into an exciting and challenging future, and I am honored to accept. To be able to return to a company I know and love as much as BMG, with the clear, singular charge of developing our music, is truly a dream realized. I also consider it an honor to step into Michael Dornemann's shoes. He brought me into this company originally and gave me the freedom and support to build a powerhouse international organization. I hold him in the highest personal regard.

"In terms of my plans for the company, they are very simple. I, and every single member of the BMG family, will concentrate exclusively on the development, marketing and distribution of music. BMG is home to some of the finest artistic talent in the world, and they deserve nothing less. Thomas has given me his assurance that we will have no distraction from that goal, and I have every confidence that when this singular focus is achieved, our profitability and market share numbers will take care of themselves.

"Moreover, Bertelsmann has laid the groundwork for BMG to fully leverage emerging technologies for the distribution of our music. I look forward to working hand-in-hand with our sister companies to ensure that we are employing every technological means available to get our music heard."

Gassner, who will be based in New York, joins the company from Edel Music, where he most recently was Chairman of the Supervisory Board. Before that he was International President/CEO for BMG Entertainment. Prior to his tenure with BMG, he spent 18 years in various capacities with PolyGram.

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Vidpak combines the targeting efficiencies of direct marketing, the novelty of receiving a videotape in the mail, and the power of a five minute TV commercial, into one powerful package. That's why Vidpak works, and that's why dozens of stations, in markets big and small, have had consistently dramatic results.

So in 2001, if you want your message to get noticed and get heard, do something different—use Vidpak from IQ.



- 60% of people who get it, watch it\*
- Over 90% watch it to the end\*
- It's the power of TV, plus the targeting of direct mail

## "HIGHEST RECALL"

"70% of the people who received it watched it—and John Coleman just finished some research for us indicating that the KYGO Vidpak had the highest recall of any marketing he's ever seen in Denver."

-Mark Etchason, Marketing Director KYGO, Denver

## "UP 51%"

"In the month of the Vidpak promotion there was a 51% increase in the 25-54 demo, 12+ increased 39% and 18-34 went up 54%."

-Charlie Ochs, GM WMZO Washington D.C.

## "INCREDIBLE"

"Our big war is in middays. We went into the book with middays at #9 (18-34) and came out of the book at #1. The rate of people watching this thing was incredible."

-Jeff Allen, PD WKKX, St. Louis

\*Critical Mass Media Vidpak Studies available at [www.vidpak.com](http://www.vidpak.com)

See the numbers and the research at:

[www.vidpak.com](http://www.vidpak.com)

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- Emmis' Tom Severino in the GM Spotlight, Page 12
- Big bucks with online employment advertising, Page 16
- Dan O'Day's Commercial Copy Makeover, Page 20

# MMS

management marketing sales

"Getting information off the Internet is like taking a drink from a fire hydrant."  
—Mitch Kapor

SALES & MANAGEMENT

## AD-INSERTION TECHNOLOGY

■ Is it radio's answer to covering streaming costs and generating revenue?

By Pam Baker

Sales & Marketing Editor  
pambaker@ronline.com



PAM  
BAKER

The idea is brilliant: Create a way for radio stations to automatically insert targeted ads into Internet broadcasts. This dramatically increases the ad's value to the consumer, the advertiser and the station. Not only can stations charge more for ads delivered exclusively to local online listeners, they can attract more national advertisers by participating in national ad campaigns and promotions.

Confused? I'll try to make it simple. Ad-insertion technology lets broadcasters insert ads heard

only by online listeners into their Internet audio streams. For example, a New York resident listening to a Dallas radio station on the Internet would hear an automobile commercial from a New York dealership instead of a Dallas dealer. On top of that, there are application technologies available that can customize ad insertion even more. If that New York resident makes more than \$120,000 per year, the auto ad can be targeted with a more upscale car — a BMW, Mercedes or Lexus.

According to Arbitron Internet Services/Edison Media Research, online listening has more than tripled in America since 1998, from 6% of Americans to 20%. In addition, 13% of the population has tuned in to an Internet-only radio station.

Over the past few years many companies have popped up that offer streaming and ad-insertion technologies. For a radio broadcaster, it can be overwhelming to find out about all the options and figure out what technology will best suit a station's needs.

Below are brief backgrounds on eight ad-insertion providers and related companies. I encourage you to visit their websites and call them directly for more information. Before committing yourself to a provider, do your research, and ask for specific success stories or revenue figures. Follow that up by talking with the companies' clients. It's amazing what you can learn just by networking with other stations; it can save you thousands of dollars and many hours.

If executed correctly, ad-insertion technology just might be the perfect opportunity for an individual station, station cluster or group. Happy surfing!

### ADACOUSTICS

A division of The MusicBooth  
[www.adacoustics.com](http://www.adacoustics.com)  
914-235-2099

AdAcoustics' technology enables advertisers to seamlessly integrate highly targeted commercial messages into audio and video programming streamed



**AdAcoustics**  
A Division of The MusicBooth LLC

over the 'Net. With this technology radio stations that were previously limited to using the local ads from their regular broadcasts in their online programming can customize ads to individual listeners, regardless of market. AdAcoustics creates customized solutions for each station.

Using such information as the user's ZIP code, gender, age, purchasing history and web preferences, AdAcoustics allows advertisers to efficiently and flexibly deliver personalized messages to listeners about products or services that those listeners are most likely to be interested in. Its system includes an onscreen, interactive feature called "i-fetch" that enables listeners to respond to ads immediately.

AdAcoustics does not require a download to operate. That allows a listener instant access to content without having to install and set up a program. This is also beneficial to those listening at work who may be behind firewalls or otherwise unable to install programs on their computers.

The cost of the AdAcoustics technology is individually negotiated with each station or group and may include revenue share, ad sales and per-ad-play charges.

Later this month AdAcoustics will be announcing several strategic partnerships and station group deals. AdAcoustics parent MusicBooth recently entered into an agreement with Interep under which it will sell targeted audio advertising for the AdAcoustics Network.

### COOLINK BROADCAST NETWORK

[www.clbn.com](http://www.clbn.com)  
469-737-4500

Coolink Broadcast Network is a complete Internet broadcast solutions provider. Using enhanced compression technology, CLBN delivers audio and video over the Internet, providing its online business partners with a revolutionary real-time and interactive medium to deliver content anywhere in the world.

CLBN has the ability to track and report detailed listener demographic, psychographic and geographic data in real time through its DemoTrak technology, eliminating the need for costly Internet ratings services. Customizable reports on specific demographics, geographic regions, ZIP codes and TSL can be viewed and generated in real time for an individual station, market or network, and broadcasters and advertisers can access this data from DemoTrak's online database. If a station chooses, CLBN will assist in developing and nurturing one-on-one interactive relationships with the audience by implementing a permission marketing campaign that sends targeted e-mails offering special discounts, promotions and Internet-only promotional and marketing campaigns for advertisers and sponsors.

CLBN has partnerships with Akamai Technologies, Hispanic Broadcasting, Foundry Networks, Next Audit, Omnia/Telos, UUNET and Citadel Broadcasting. Since its launch, CLBN has partnered with Citadel to stream over 100 radio stations. For a complete list of participating stations, go to [www.clbn.com/03c.htm](http://www.clbn.com/03c.htm).

### IBEAM BROADCASTING

[www.ibeam.com](http://www.ibeam.com)  
877-811-9440 or 408-523-1600

iBEAM offers stations a complete menu of services to help move business to the Internet. Some of the key features of the iBEAM Radio Solution include:

- PureStream encoder: The easy-to-install PureStream encoder is optimized to stream low-bit-rate audio with high fidelity across the Internet. iBEAM remotely monitors and manages the system 24 hours a day.

- Nationwide DSL acquisition: iBEAM can acquire audio signals directly from your station and carry them on a private, digital network using DSL technology.

- Live ad insertion: iBEAM has developed On-Target, its own technology for inserting live advertising. iBEAM's live ad insertion uses a tone-based detection system and is interoperable with leading radio automation systems.

- Ad sales: iBEAM lets radio stations sell ads themselves or use a pooled block of presold advertising.

- Arbitron-compliant reporting: iBEAM provides Arbitron-compliant logs at no extra charge, allowing stations to be part of the Arbitron Webcast Ratings.

- Profitability enhancers: In addition to live ad insertion, iBEAM offers other tools to help stations make money, including pay-per-view events, event webcasting and secure digital downloads.

More than 275 companies use iBEAM's services, including Sony Music Entertainment, MSNBC.com, Rollingstone.com and LAUNCH.com. In September iBEAM formed a strategic partnership with Interep Interactive, making Interep's advertising representation services available to iBEAM customers. Interep will also use iBEAM's On-Target infrastructure to insert ads into live and on-demand audio content.

### HIWIRE

[www.hiwire.com](http://www.hiwire.com)  
213-489-3900

Hiwire is a Los Angeles-based company that makes streaming media a viable and lucrative business. Through Hiwire's ad-targeting system, audio ads can be delivered

to specific listeners in markets around the world, generating premium revenue for every broadcaster and extending the reach of every ad campaign. Through a combination of ad-targeting technology, a leading sales force and a global marketplace for online audio ads, Hiwire offers broadcasters and advertisers global reach into local markets.

The Hiwire encoder software, which works with all standard automation systems, is installed at the station. Hiwire-enabled stations can sell a new inventory of avails or let Hiwire's global sales force sell for them. Hiwire delivers premium spots to targeted listeners that can be tracked in real time. Its intelligent delivery adds value for the advertiser and generates higher CPMs for the broadcaster.

Hiwire's key benefits for broadcasters are:

- Increases available inventory of online audio ads
- Offers a complete delivery system using Hiwire's worldwide sales organization to sell spots for out-of-market listeners
- Generates higher CPMs than banner or gateway ads
- Works with both live and on-demand streams
- Provides access to a premier marketplace of advertisers

Hiwire provides sales and ad-insertion services for

Continued on Page 14

# TALK AMERICA RADIO NETWORKS

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702-795-8255 Phone 702-312-5777 Fax

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R&R **GM**  
spotlight**TOM SEVERINO**  
VP/GM of WIBC-AM/Indianapolis,  
Network Indiana and AgriAmerica Network  
(Emmis Communications)**■ The 'Voice of Indiana' speaks**

This week's GM Spotlight honors 28-year radio executive Tom Severino. "He is easy to work with, very approachable with any and all concerns and always fair-minded in addressing problems at the station. We're lucky to have him," e-mails one R&R reader. "Tom not only has enormous sales ability, he understands programming and marketing," comments a WIBC staffer, who adds, "He allows his team to manage, to be creative, to try new things and to have fun." Congratulations!

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

"While growing up with the great Top 40 stations, like WIXY 1260 in Cleveland and CKLW in Canada, I couldn't think of anything better than being on the radio. I was always fascinated with the entertainment and information business. Radio was the easiest entry into that world. It seemed like a great way to make a living."

**First job in broadcasting:**

"My first commercial job was at WRWR in Port Clinton, OH. I was the morning man and the newsman and even did a talk show. While the records played, I was on the phone to the various news sources and typing my next newscast. I also did production after my airshift. You have to love this business to work that hard for

**AgriAmerica****NETWORK  
INDIANA**

minimum wage. It took me almost three years to figure out I wasn't going to be the next million-dollar morning man, and then I decided to go into sales. Ed Christian hired me at WNIC in Detroit. It was his first GM job and my first sales job. He either had a good eye for talent or was desperate, or maybe both. But it worked out for both of us."

**Career highlights:**

"I have been a very fortunate person. I have worked in such great radio markets as Detroit, Chicago, Cincinnati and Indianapolis, and with some extremely talented people in each city. Winning a Marconi Award for Large Market Station of the Year at WCKY in Cincinnati was a thrill, but, more than awards, my biggest accomplishments have come from building great teams of people. I also consider working with and becoming friends with people like Jeff Smulyan, John Dille, Ed Christian and Doyle Rose to be highlights in my career."

**The most challenging aspect of being a GM:**

"Balancing the needs of the company with the needs of the staff."

**My most unforgettable moment at a radio station:**

"It is a long story that includes a fugitive, the state police, a disc jockey and a listener. My

program director interrupted a meeting to tell me a listener had called to inform him that the contest we were running was fixed. The PD said the listener provided him enough information to make him think she was right. I immediately put a halt to the contest until we could get to the bottom of it. As it turned out, our midday jock had set us up and fixed some winners. He might have gotten away with it, except the winner, who was a female, picked up a one-night stand who happened to be a fugitive from the law. The fugitive found out about the scam and blackmailed both the girl and the disc jockey. She panicked and called the state police, who then contacted me. I never knew what happened to the fugitive, but the money was paid back to the station — and it was the only time I ever enjoyed firing someone."

**I'm most proud of:**

"First, my family. Second, all the people I have worked with who have gone on to achieve their goals and the satisfaction that I have been a small part of that."

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

"Take what you do seriously, but not yourself."

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

"I have been trying to be adopted by Jeff Smulyan or Lowry Mays. Smulyan is pending, and Mays wants me to sign a preadoption agreement."

1070  
**WIBC**

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

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We understand if you're a bit nervous about trying Spot Traffic, the revolutionary new Internet spot delivery system. Change can be scary. However, stations from coast to coast are finding that Spot Traffic is the quickest, easiest, and most reliable way to receive radio spots and traffic instructions. All you need is a web-connected computer and your station is ready. No fancy software. No passwords. No user names. Just point and click. And did we mention that it's free? Ah, suddenly it's a lot less scary. Call us today at (800) 229-7234 or visit our web site. We'll hook you up and tell the advertising world that your station is "web-ready".

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[www.americanradiohistory.com](http://www.americanradiohistory.com)

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**Ad-Insertion**

Continued from Page 10

Premiere Radio Networks, DiscJockey.com, GWR (the largest radio group in the U.K.), Jefferson-Pilot Communications and Salem Broadcasting, as well as a variety of broadcast and Internet-only radio stations.

**LIGHTNINGCAST**

www.lightningcast.com  
703-535-5806

Founded in 1999, Lightningcast is a streaming-media advertising network. By inserting ads into streaming media, Lightningcast provides advertisers the opportunity to reach a potential audience of over 25 million streaming-media users.



With a scalable, patent-pending technology that does not require downloads and works with all forms of streaming media, Lightningcast enables advertisers to reach specific audiences by using profiling techniques based on behavior, geography and demographics. With Lightningcast's targeting capability, the cost-to-acquisition for radio per consumer is considerably lowered. Advertisers are guaranteed a global, pre-qualified audience.

Lightningcast's network affiliates include 2000radio.com, ChoiceRadio.com, CyberRadio2000.com, DiscJockey.com, E-RadioLive, Golfvision.com, Kundi.com, Morfeo.com and TradeMentor. Lightningcast brokers advertising time on behalf of these companies.

**RCS**

www.rcsworks.com  
914-428-4600

RCS has developed two software products, InSert and SplitStream, that enable broadcasters to insert targeted advertising into Internet audio streams. InSert



can replace any given spot in a stream with an alternate spot. SplitStream is more sophisticated, using specific

database and profile information to insert ads targeted to each listener. These advertisements can include graphical components and click-throughs to encourage impulse buying. Either ad-insertion system can be combined with another RCS product, RadioShow, which is an Internet audio player and graphic synchronizer that enables interactive advertising and provides animated graphics and e-commerce capability to any webcaster.

RCS is a leading provider of broadcast software used by more than 5,000 radio stations worldwide. Activate, RCS and Engage recently partnered to launch the Activate Radio Network, featuring RCS' SplitStream.

**RUN SPOT RUN**

A division of Sonicbox Inc.  
www.sonicbox.com  
650-967-4842

In September Sonicbox announced the creation of Run Spot Run, an ad-insertion and e-commerce system for stations featured on Sonicbox's iM Band broadband-optimized Internet radio network. RSR is a highly

flexible, software-only solution that enables stations to generate nontraditional revenue through precisely targeted advertisements.

With RSR, targeted ads can be inserted over local spots on a per-user basis, giving advertisers the ability to reach specific demographics. Listeners can also act on ads instantly by pressing a "Tell Me More" button on iM Tuning-enabled hardware or software. All products using the iM Tuning Service feature "Tell Me More" and "Smile And Frown" buttons that allow listeners to receive up-to-date news and purchase information on the artist being heard and to offer feedback and participate in contests and polls. These features make it easy for radio stations on the iM Band to track revenue, gauge marketing effectiveness and increase revenue for their advertisers.



RSR-compliant stations on the iM Band include BnetRadio, Beethoven.com, Flashback Radio, Audiocandy.com, Tikhut, Cool Jazz, Cablemusic, Box O'Bones, Adventures In Radio and Lovcats, to name a few. Other stations on the iM Band that are not yet RSR-compliant but do use other Sonicbox interactive capabilities include KNAC.com, GrooveRadio.com, KIISFMi.com, Radio Margaritaville, KMEL/San Francisco, WGN/Chicago and WNNX/Atlanta.

**SPOTTAXI.COM**

www.spottaxi.com  
206-903-3400

SpotTaxi.com is not an ad-insertion provider, but a true business-to-business application service designed by ad traffic professionals. Its primary function is to facilitate the fast, accurate and cost-effective distribution of radio spots to broadcasters. Spots can be at radio stations across the country

within minutes of the final mix. For radio stations, this minimizes confusion, prevents "lost spots" and delivers one-stop downloading.

AdOutlet and SpotTaxi.com have formed an alliance to create an integrated, end-to-end solution for placing, trafficking and distributing advertising for radio and Internet radio through the seamless transfer of data between the partners' websites. Through this partnership both AdOutlet's and SpotTaxi.com's customer bases will be able to access both companies' resources.

In addition, agencies will be able to go to one source for both radio and Internet radio media campaigns. Agencies can use AdOutlet's ADS platform to generate their target-specific media buys.

Once that's completed, AdOutlet pushes the creative requests to Spot Taxi.com, which can fulfill the agencies' creative and traffic needs.

SpotTaxi.com sends stations high-quality, broadcast-ready MP2 files. If you use Windows 95, 98 or NT with the WindowsMedia Player, you can play MP2s. The SpotTaxi.com rate card outlines spot distribution orders (charge per delivery) of:

One to four spots	\$10
Five to 10 spots	\$15
Traffic instructions only	\$1
Thumbnail audio delivery	\$2.50
Archive retrieval	\$10

Since its April launch, SpotTaxi.com has worked with over 1,000 radio stations, production studios and advertising agencies, including Publicis, DDB, McCann-Erickson and Wong Doody. Activate.net, Lightningcast.com and Hiwire also use SpotTaxi.com's delivery of stream-ready spots.

**THE FOURTH ARBITRON/EDISON INTERNET STUDY**

As part of the ongoing collaboration between Arbitron Internet Information Services and Edison Media Research, the companies have conducted a study that takes a comprehensive look at the state of the Internet and, in particular, the growing streaming media space. This information, along with all the research findings from Arbitron and Edison's earlier studies, can be found free of charge at <http://internet.arbitron.com> and [www.edisonresearch.com](http://www.edisonresearch.com).

Here are some highlights of the most recent study.

- "Streamies," those people who watch or listen to Internet audio and video, are consumers worth their weight in gold. Streamies represent 43% of web users and 24% of all Americans. These are the most experienced web users, and they spend 46% more time online than the average person. Streamies are twice as likely to click on web ads and make online purchases. They spend lots of money online and plan to spend even more. Streamies are very interested in new devices that will enable them to consume streaming media in more convenient ways.

- Between 17 million and 40 million Americans say they are very interested in such new content-delivery technologies as downloading music files to a Walkmanlike device; commercial-free music channels for the car; web-enabled cell phones, cars and personal digital assistants; and devices that play webcasts via a radiolike device or via radios throughout the house. Persons 12 to 24 show significant interest in these concepts.

- Nineteen percent of Americans (34% of web users) have now listened to online audio (radio stations on the web or Internet-only audio channels). Fourteen percent of Americans (25% of web users) have viewed video on the Internet.

- In the last six months the number of people listening to audio available only on the Internet has doubled.

- Consuming streaming media is not easy. Nearly 20% of people who tried to access video and audio from the web were unsuccessful. Nearly one in three says trying to listen to or watch webcasts is difficult.

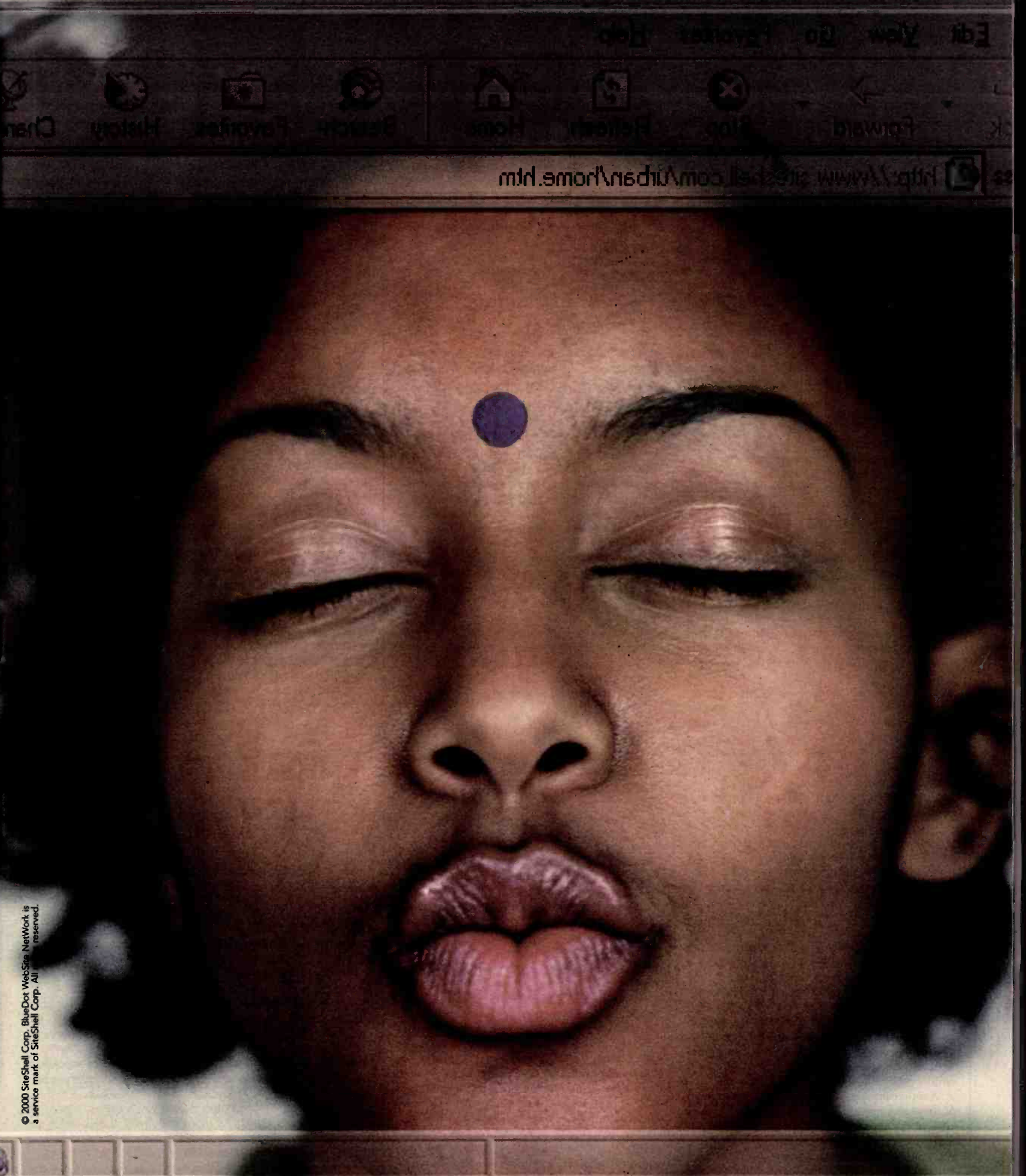
- The number of American Internet users who have visited a website as a result of radio advertising has surged from 29% to 45%. Visits to radio station websites also continue their steady rise.

- Radio is the top companion to web use. More Americans say they listen to the radio while online than listen to recorded music, talk on the phone or watch TV.

- Dot-com advertisers have mostly targeted America's largest markets, based on the idea that those markets are where Internet use is strongest. There is actually very little difference in web use and online-purchasing behavior between large and small markets.

- A majority of senior advertising executives indicate that webcasters will get a significantly larger share of ad spending in the next three years. Yet only half of advertising agencies report having been approached by webcasters trying to sell time.





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Home of the BlueDot WebSite NetWork

## ONLINE EMPLOYMENT ADVERTISING: BILLIONS UP FOR GRABS

■ **Why broadcast media is poised to dominate classified employment advertising on the web**

**By Mike Kappel** Online employment advertising is a big-money game — a potential \$7.1 billion game, according to Forrester Research. And, of course, games have winners and losers. So who's going to win the billions of online classified advertising dollars? Will it be the monstrosity large national job-board websites? Or will the newspapers come from behind to win some of the profits that are now going to those national sites? My answer is: neither. My money's on broadcast media.

### WHY BROADCAST WILL WIN

Newspapers have already lost the game. Newspaper readership is at an all-time low and dropping. Increasingly, business professionals are receiving their news from online and radio sources during the day and from the plethora of local and cable news channels in the evening. Worse still for the newspapers, searching the Sunday want ads with a pair of scissors in hand is giving way to surfing the 'Net for hot job openings.

The weakened newspaper industry is scrambling to gain ground online, as we've recently witnessed in the mergers of large newspaper groups and their efforts to create their own online job boards. Of course, these print-media-funded job boards must be promoted in order to be successful. But papers can't advertise their online employment classifieds in their own print classified sections — that would be shooting themselves in the foot — so they must spend money to promote their services elsewhere.

Why the giant Internet job boards' days are numbered: There are fundamental problems with the business model. First, most hiring is done on a local level. Hiring authorities don't want to search through a nationwide pool of applicants to fill a local position. These large sites are already branded in consumers' minds as national, and employment classifieds are thought of as a local thing, not a national thing.

Radio and TV, on the other hand, talk directly to the local market, which is what job seekers and employers want. Most people don't want to relocate in order to change jobs, and most employers don't want the hassle and costs associated with relocating a new employee. Thus, the local employment market is ripe for domination.

Another inherent flaw in the business model of these national job boards is the need for massive ad expenditures to support name recognition and site traffic. These sites are created in a wave of public relations, but they must be sustained by massive ad campaigns. Thus the site that can advertise the most wins the game. The constant need to advertise not only drains the big boards' funds, it makes them vulnerable to any organization that can out-advertise them.

Why broadcast will win this game: Broadcast is set to take the field, fresh off the bench and has a built-in promotional tool: broadcast stations. Radio, broadcast TV and cable are incredibly effective means for reaching the masses, and thus for dominating the local employment markets. Broadcast entities can advertise and promote their websites and job centers more economically than

any other industry, and they can do it through a medium the public is already consuming heavily.

### PLUG-IN JOB CENTERS

The process works this way: Broadcast companies acquire "plug-in" employment centers for their websites. These online job centers allow local employers and local job-seekers to come together with a few clicks of a mouse. Outsourced software developers do all the installation and site maintenance, and the station simply activates the job center after the software company has customized the center to fit station specs.

Broadcasters should compare employment center software carefully: Some software packages give the appearance that the employment center is the broadcaster's own creation, and all user traffic remains on the broadcaster's site. Other software providers steer traffic away to their own sites — the broadcaster's job center simply serves as a link. These packages also prominently display their own logos, branding themselves and not the broadcaster.

### HOW YOU MAKE MONEY

Here's how you make money: Employers send you money to post their jobs on your site, just as they do with newspapers. Will companies pay to advertise on your site? Yes, they will. Advertising is the third-largest revenue generator on the Internet today. Forrester Research says online employment advertising in 1999 totaled \$602 million and predicts it will grow to \$7.1 billion by 2005. And that number is conservative compared to Hunt-Scanlon's — that company predicts there will be \$16 billion generated through online employment classifieds by 2005.

What will it cost? This is often the first question a media company asks when deciding whether to install and maintain an online job center. The answer depends on the software company you go with — some will even set up the center for free. As far as effort on the part of the media company, most software allows stations to simply set up the job center, then be responsible for nothing but promoting it. In addition to site maintenance, software companies can handle all financials, including credit card processing, collections, etc.

So there may be no cost and no labor needed from media companies adopting this technology. For their part, the software companies receive a portion of the money from the employers that pay to advertise in the employment centers.

Once broadcast executives understand that winning this \$7.1 billion game can happen without adding a sales force, without going into the software business and without shelling out any upfront dollars, a clear winner in the game of online employment advertising is sure to emerge.

**Mike Kappel** is President of Top Echelon. Founded in 1988, Top Echelon is the world's largest and most profitable network of recruiting firms. Top Echelon has been creating technology for employment solutions for 12 years. For more information and examples of plug-in classified employment ad technology, visit [www.employment-classifieds.com](http://www.employment-classifieds.com).

## HOW TO INTERVIEW FOR A JOB BY PHONE

**By Dick Kazan** There's a job you really want, and you just landed a telephone interview. If you're like most people, you'd prefer to interview face to face, but this is still a great opportunity. How do you capitalize on it? By doing the following.

**Do your homework.** Learn as much as you can about the history, products, people, reporting structure and earnings of the company you'll be interviewing with, along with as much other useful information as you can gather. Visit the company's website, and make some calls. Being well-informed will make you feel more confident, and with the knowledge you've gained, you'll make a better impression.

**Find out the company's objectives.** If the company ran an ad for the job you want, study that ad for clues. Then, early in the telephone interview, ask what the company would like the person in that position to accomplish. Candidates seldom do this, yet the question goes right to the heart of why the recruitment is being conducted. It's very much of interest to the interviewer and something he or she will often discuss.

**Remember your goal.** Because it's not likely you'll be hired by phone, your primary objective is a face-to-face interview. The phone is usually used to screen candidates, and you want to get to the finals.

**Eliminate any distractions.** This is no time to have a dog barking, a TV blaring, call waiting going off or any other interruptions. Think of it as if you're meeting with the interviewer in a conference room. To help you get that

feeling and to make it easier to concentrate, take the call in a private home office or at a professional facility.

**Make a brief opening comment.** To make a good first impression, put

a smile in your voice and sincerely say something positive about the company you're interviewing with. You could refer to its rapid growth, its ability to create new products, its outstanding reputation or even its potential. For example, you might say, "Good morning. I'm Dick Kazan, and I thank you for inviting me to this interview. I've been looking forward to our discussion, because your firm has had remarkable growth, becoming the dominant company in its industry in only five years. It's nice to have the opportunity to speak with you."

**Have your resume handy.** The interviewer will ask about the information on your resume, so review it in advance and note any key points you'd like to make during the interview. Do you have any special skills you want to emphasize? Anything you want to add that may have been overlooked or understated? The interview is your chance to make those points.

**Take notes.** Taking notes makes you a better listener and lets you answer questions more effectively. It also helps you keep the interviewer's key points in mind and respond to them throughout the discussion.

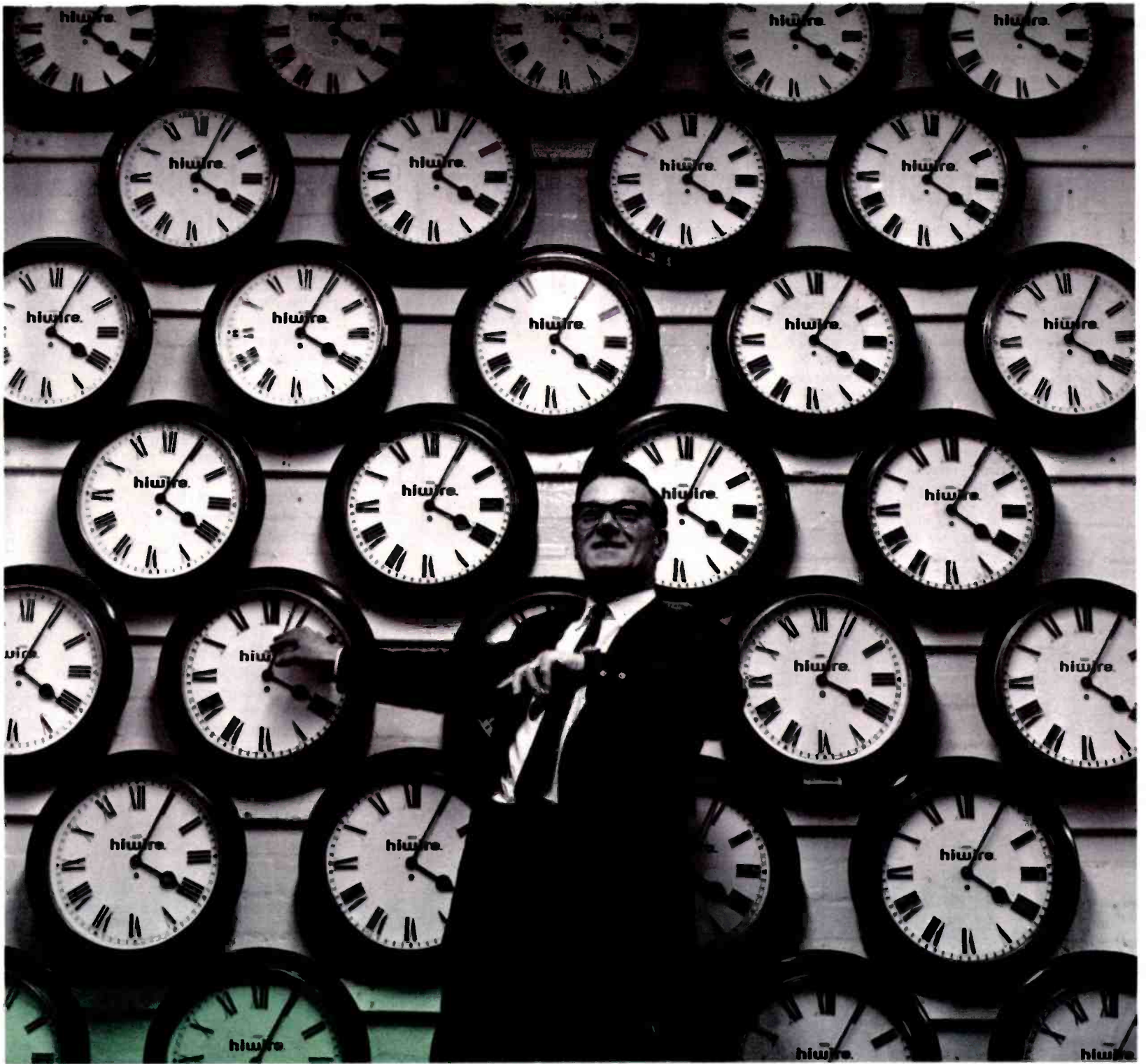
Phone interviews are difficult because you can't see the body language or the facial expressions of the person you're speaking with, and you won't be aware of any distractions on the interviewer's side, such as people coming and going, other calls being taken or documents being signed. But if you'll follow these tips, you'll make the most of your opportunity and show the interviewer you're an outstanding candidate. You'll dramatically raise the likelihood of your becoming a finalist.

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



DICK KAZAN





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## DON'T UNDERESTIMATE THE IMPACT OF THE INTERNET

**By Mike Mahone** What's happening on the Internet? Wall Street has recently frowned on Internet companies, and the entire technical sector has suffered. Venture capital for Internet startups has slowed to a trickle. A slew of web-based companies have closed their doors. Many people who left our business to make their fortunes on the 'Net are coming back to radio. The wave of unbridled spending on advertising by dozens of major dot-coms has receded and, in many cases, dried up completely.

So the naysayers were right. The dot-com frenzy is over. There's no need for radio to worry about the impact the Internet will have on business. Right?

Wrong!

In his book *Business at the Speed of Thought*, Microsoft founder Bill Gates points out that businesses almost always overestimate the short-term effects of major shifts in technology — and severely underestimate the long-term effects.

### THE TIME MACHINE

Jump into my time machine, and let's go back 10 years. Suppose it was 1990, and I pointed to the big, heavy, bulky telephone sitting on your desk and told you that by the turn of the century, millions of people would carry a phone with them at all times, hanging on their belts or in their purses. You probably would have called me crazy, or, at the very least, thought of me as someone who spent too much time watching *Star Trek*. And that perspective would have been perfectly understandable because, unless you were really focused on that area of technology, it would have been difficult, or even impossible, to foresee the advancements in wireless communications and microchip technology that have ultimately made mobile phones nearly as common as desktop phones.

The Internet is most assuredly one of those major shifts in technology to which Gates was referring. It's the fastest-growing medium in history, having taken less than five years to achieve a "critical mass" of over 50 million U.S. users (it took radio 38 years and TV 13 years to do the same). Almost 50% of the U.S. population now has Internet access, and it is estimated that, worldwide, seven new users log on to the 'Net every second.

At the same time the Internet is still in its infancy. And, like most babies, it must crawl before it walks, stumble and fall a few times, cry, whine and even throw a few temper tantrums. But make no mistake about it, the Internet will continue to grow. Technological advances will continue at a rapid pace, and, ultimately, accessing content via the 'Net will be as quick, easy and commonplace as turning on the radio or picking up the telephone.

### THE 'NET IS NOT FAILING

It's important that we don't equate the failure of some of the first wave of Internet startups — those companies that overestimated the short-term impact of the 'Net — with an overall failure of the medium. The Internet has not failed; the baby just fell on its butt. Many companies made a lot of wrong assumptions about practical business models, the power of Wall Street, and, most importantly, how fast the public would be willing to embrace a combination of new technology, a new system of commerce and a host of brand-new businesses.

Despite all the initial problems, the Internet still represents the biggest threat and the greatest opportunity

in the history of our industry. It's a threat because very soon the technological issues that have thus far limited the 'Net will disappear. The availability and cost of bandwidth will soon no longer be issues, and audio and video will be delivered with unparalleled quality and speed. Wireless, untethered access to the 'Net will be commonplace. Dozens of devices, including TVs, car radios, mobile phones, personal digital assistants and even wristwatches will be Internet receivers. The computer will become just one of many ways consumers will access the web.

### FIVE HUNDRED NEW COMPETITORS

Be aware that we already have over 500 new competitors webcasting on the Internet. Most are streaming multiple channels of highly targeted formats. Many are offering listeners the opportunity to completely customize the listening experience. Additionally, portals like AOL, music sites like MTV, aggregators like Yahoo! Broadcast, record companies like Sony and even retailers like The Gap are in the business of broadcasting audio on the Internet. Additionally, our traditional competitors — newspaper, TV and direct mail — are all offering new and compelling audio options to their Internet audiences.

The good news for radio is that, over the long term, the consumer is not going to care if the programming to which he or she is listening is arriving via the Internet, a terrestrial signal, cable or satellite or a wireless technology. And since all the listening devices available will be capable of receiving transmissions from all of these sources, why should consumers care? But what they will care about is content. What they will want — make that *demand* — is programming that is entertaining, compelling and targeted to their individual interests and desires.

Radio has the potential to maintain its position as the king of content if it is willing to focus a portion of its attention, talents and resources on understanding and mastering the dynamic new medium of the web.

### IS ANYBODY MAKING MONEY?

Of course, being radio broadcasters, the first question we ask is, "Is anyone making money on the Internet?" The answer is yes, but today it's only a few courageous pioneers — those companies or individual stations with sufficient operational autonomy that also have an understanding of the Internet medium and an entrepreneurial spirit. Those companies have been willing to make the initial investments and take the short-term losses that are part of any new venture.

Today Internet-savvy radio stations are generating small but ever-growing revenue streams through sponsorships, banners, links, jump pages, classifieds, coupons, e-mail, music sales, merchandising and e-commerce. Streaming audio with digital ad insertion is one of the newest opportunities.

Some of those options will continue to grow and generate serious dollars. Some will prove to be less profitable, some will disappear, and, undoubtedly, a vast array of brand-new online revenue opportunities looms on the horizon.

Here's the bottom line: The Internet is not going to go away. As it continues its dynamic and unprecedented growth, it can become a profitable and complementary component of our business, or it can become a competitive nightmare.

It's your choice.

**Mike Mahone** is Exec. VP/Services for the Radio Advertising Bureau.



MIKE MAHONE

## STREAMING MEDIA'S ROLE IN THE TRADITIONAL MEDIA MIX

**By Graham Keenan** An aura of uncertainty still surrounds the integration of streaming media into the traditional media mix. This ambiguity generally stems from two points: First, will the mass adoption of streaming media occur? And, if it does, how will that impact the role of traditional media in consumers' lives?

Interop recently commissioned four leading academicians specializing in audio entertainment to share the findings of their research. The resulting white papers, part of Interop's Radio 20:20 initiative, offer an intriguing perspective on the future of audio entertainment.

With regard to the question of streaming audio eventually achieving mainstream penetration, the answer appears to be yes. Approximately 20% of consumers have already sampled streaming audio, and the numbers continue to climb. Since researchers generally consider 25% to be the "tipping point" for mass adoption of technology, the mainstream use of audio streaming certainly seems likely.

How will this affect broadcast radio? A more difficult question, perhaps, but one on which the aforementioned experts agreed. All their research papers suggested that, while some aspects of the radio industry may change completely, others will merely be reformed, and still others will remain unchanged. In other words, consumers will continue to have the need and desire for broadcast radio even after streaming usage reaches critical mass.

Our Radio 20:20 experts concluded that streaming audio will not replace, but will work in conjunction with, terrestrial radio for a variety of reasons. First, from a historical perspective, a new-media technology generally does not replace its predecessor because it cannot reproduce the exact experience or benefits of that predecessor. The photograph did not replace the drawing; radio did not replace the newspaper; television did not replace radio; and the Internet seems unlikely to replace newspapers, television or radio.

Second, the adoption of a medium is a cultural process as well as a technological one. Consumers use a medium not simply because it exists, but because it answers a real need or desire. But not all people have the same needs, and people don't have the same needs and desires all the time. For those who enjoy actively programming their own entertainment, the flexibility of Internet radio will offer an appealing option. However, this hands-on approach is not for everyone. And while the Internet audio trend seemingly has the potential to reduce terrestrial radio audiences, many consumers will likely rediscover the more comfortable and uncomplicated joys of passive consumption in their audio entertainment.

**Graham Keenan** is Managing Partner for Interop Interactive. He can be reached at 212-916-0711 or [keenan@interop.com](mailto:keenan@interop.com). For Interop's complete Radio 20:20 white papers, visit its website at [www.interop.com](http://www.interop.com).



GRAHAM KEENAN

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DAN O'DAY'S COMMERCIAL  
COPY MAKEOVER

# DOT-COM ADVERTISING

## Too many Internet companies choose comedy over content

The dot-com advertising orgy has begun to slow down, after having squandered the most money in the history of the world (not including projects initiated or administered by politicians). The waste was very democratic. Dot-com companies displayed their advertising incompetence on radio, on television, in print and on billboards.

While I'm as delighted as anyone else to see all those 19-year-old former millionaires out on the streets being forced to look for honest work, I do feel bad for the Internet companies that offer valuable services but that have been badly served by the people who create their radio advertising. Not just because I'm a radio guy, but because radio has proven to be the single most effective offline medium for driving traffic to websites.

To effectively advertise a website with a clear Unique Selling Proposition, or USP, you do not need to be particularly creative. You do not need to entertain. You do, however, need to be able to:

1. Identify the one clear message you have to communicate
2. Identify the target audience for your message
3. Communicate that message to that audience

### WHAT DOT-COMS DON'T UNDERSTAND

Here is what 90% of dot-com advertisers do not understand: *Advertising solves problems.* And, by a wonderful coincidence, successful business websites solve problems too. Even better, radio is a terrific way to help people find the sites that solve their problems.

But most people who create dot-com radio commercials don't have a clue about problem-solving. They think the first—or, too often, the only—job of a commercial is to entertain.

In fact, I don't think I have ever heard a single produced dot-com spot that didn't try to be funny. Not one.

Do you want your dot-com commercial to set itself apart from the crowd? To be heard above the cacophony of comedy? Then try opening the mike and talking straight. Tell listeners how your site will solve their problems. Show them, if possible. Then tell them how to find your site. Unfortunately, that kind of commercial won't win any awards. It won't make your co-workers laugh when you play it for them. All it will do is make money for the client.

### WHAT DOT-COM SPOTS DON'T DO

Here is what 90% of all radio commercials, television spots and print ads do not do—even though if they don't do it, they'll fail: They don't answer the question "Why?"

In addition to solving consumer problems, successful advertising must answer that question. To test a commercial's effectiveness, you should state the spot's desired consumer response and then ask, on behalf of the listener, "Why?"

"Why should I test-drive a BMW and not a Mercedes?"

"Why should I shop at Sears and not J. C. Penney?"

"Why should I fly American Airlines instead of United?"

"Why should I visit your website instead of the other 10 million on the World Wide Web?"

Below are some examples of dot-com advertising, along with my analyses.

### EXAMPLE NO. 1: NETWORK SOLUTIONS

Here's a commercial that most Americans have either seen on TV or heard on the radio.

(SFX: Typing on computer keyboard)

Man: Hmmm ... Let's see. How about "bob-the-bug-killer.com?" No, no, no. Wait, wait, wait: "bugs-begone.com." No, that's no good, either.

Announcer: Network Solutions makes it incredibly easy to get your business online. Now we've made it even easier with a savings of 20%.

Man: "Bugs-not-in-your-rugs.com!" Yes! I mean, no! Um ... "Ex-live-bugs.com." That doesn't even make sense!

Announcer: Call today and get a web address and a one-page website, and pay only \$48. Or choose to get a web address, a one-page website and an e-mailbox for only \$68.

Man: "Whama-whama-lama-drop-dead-bug.com!" I don't know, I don't know! "The-bug-reaper.com!" That's brilliant. I'm the man!

Announcer: Your only challenge is deciding on the perfect dot-com name. For details, visit us at [networksolutions.com](http://networksolutions.com), or call 1-800-4DOT.COM. Network Solutions: the dot-com people.

Problem illustrated: Difficulty in naming a website.

Solution offered by advertiser: None.

Advertising effectiveness score: 2% (for remembering to mention the name of the client).

What is the core message of the Network Solutions commercial? Quick, think about what you just read. What is the one image in your mind? It's that guy, desperately trying to name his website. So I guess the core message is "It's really hard to name websites." And does Network Solutions offer the solution to that problem? Let's check. Which one of the following features listed in the ad solves that problem? A 20% discount? No. A web address? Nope. A one-page website? Sorry. An e-mailbox? No.

Look at the announcer's very first line: "Network Solutions makes it incredibly easy to get your business online." From that line we know at whom this commercial is aimed: businesses that are not yet online. For a business that isn't online but wants to be, the biggest problem is not what URL to register. The questions such a business is likely to ask are "Why should we go online?" "What would we want our site to accomplish?" and "How do we begin?"

Maybe—*maybe*—Network Solutions can help answer that third question. After all, its core business is website registration. But someone who has never registered a URL is likely to be intimidated by the prospect and asking, "What do I have to do? How do I do it? What if I make a mistake?" The Network Solutions spot doesn't address any of those questions, either.

Frankly, it looks like Network Solutions doesn't have any idea what it wants to communicate. The commercial is apparently focused on the efforts of a professional exterminator to choose a name for his business' website. (I'm taking the liberty of ruling out the possibility of his representing online bug fetishists.) But the ad's offer includes a *one-page* website! Exactly how much business does he expect to conduct with that one page? The most he can do is provide a digital copy of his yellow pages ad, which is a pathetic waste of the marketing power of the web.

Maybe the ad agency was stuck with a "fact sheet" with several bullet points that had to be included in the commercial. (That's probably why the company phone number is in the spot too.) Or maybe Network Solutions said, "We don't know what we want to communicate, but someone told us it's important to advertise. So here's a few million dollars. Please make sure you spend it all."

### EXAMPLE NO. 2: APARTMENTGUIDE.COM

(Music: heavy metal)

Voice: You found high-quality music online.

(Music: Caribbean)

Voice: You booked your vacation online.

(SFX: car horns, traffic)

Voice: You found your car online.

(SFX: fabric ripping)

Voice: You found your trousers online.

(Music: jazz)

Voice: Why not find your next apartment online? ApartmentGuide.com. Point, click, rent.

Problem illustrated: None.

Results demonstrated: None.

Advertising effectiveness score: 0.5%.

Brilliant. A 30-second commercial that devotes its first 25 seconds to talking about something other than what is being advertised. If ApartmentGuide.com couldn't think of anything else of value to say, it should have flooded the airwaves with five-second spots.

How does it do on the "why" test? Remember, to test a commercial's effectiveness in answering that, you state the spot's desired consumer response and then ask on behalf of the listener, "Why?"

In the above commercial, the desired response is for the consumer to go to ApartmentGuide.com. To which we respond, "Why?" Um...because I found high-quality music online? Well, no. Because my pants ripped? No, I don't think ApartmentGuide.com could help me there. So why should I visit ApartmentGuide.com? The commercial doesn't tell me. So I went to the website to find out, and then I quickly wrote this copy:

If you're looking for an apartment but haven't found exactly what you're looking for, then ApartmentGuide.com is exactly what you need. Just enter your desired neighborhood and price range, number of bedrooms, whether you want a swimming pool or a fireplace or a balcony, and ApartmentGuide.com will instantly provide you with an up-to-date list of apartments that meet your specifications, complete with photographs, floor plans and even a map that shows you where it's located. ApartmentGuide.com makes it easy to find the exact apartment you're looking for. See for yourself at ApartmentGuide.com.

Problem illustrated: Finding an apartment that fits your desires.

Results demonstrated: Using ApartmentGuide.com to find an apartment.

Advertising effectiveness score: You be the judge.

### EXAMPLE NO. 3: FIRSTLOOK.COM

(Music: Somber piano solo)

Announcer: It's tragic. Each week millions of people make the wrong entertainment choices. They are the people frozen in front of endless rows of new releases at the video store, unable to choose.

Man: I rented a three-hour German film about cabbage. I'll never get that time back.

Announcer: They are the ones who buy a CD because someone recommended it.

Woman: My mother swore I would love Latin punk. Now even the used-CD stores won't buy it back.

Announcer: The people who buy a video game based on the box.

Man No. 2: Man, that game had a great box. Now it's just a \$40 coaster.

Announcer: These stories are all too real for millions of people. Fortunately, there is help. Firstlook.com helps people make the right entertainment choices by giving them samples of movies, music and games. If you or someone you know needs help, log on to Firstlook.com. With Firstlook.com, you don't have to rely on the opinion of your mother. You can see for yourself before you buy.

Problem illustrated: Having to buy a movie, video game or CD without first knowing if you'll like it.

Results demonstrated: Finding out what a particular movie, video or CD is like before deciding to buy it.

Why should I visit Firstlook.com? To test-drive movies, video games or CDs before deciding to buy them.

Advertising effectiveness score: 98%

A tiny copy quibble: I don't know any grown woman who would trust her mother's opinion on what kind of music to buy. Change "mother" to "girlfriend," and the believability problem disappears.

A larger copy quibble: This commercial is otherwise so well-written that I'm surprised to see it illustrate the announcer's concept of "buying a video game based on the box" with a guy who says, "Man, that game had a great box." He's simply repeating the announcer's line. The problem would disappear if the guy said, "Man, that game really had some cool-looking packaging"—the same message with a new key word.

But quibbles aside, if you ever purchase movies or video games or CDs, I'll bet you can see the value in Firstlook.com—and all from that one, simple commercial.

This column is excerpted from *The Dan O'Day Radio Advertising Letter*. For your free e-mail subscription, send your request to [danoday@danoday.com](mailto:danoday@danoday.com) with "R&R Ad Request" in the subject line. Or you can subscribe online at [www.danoday.com](http://www.danoday.com).

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## Akoo's Kima: Taking 'Net Radio Off The Computer

**By Paul Maloney**

*RAIN: Radio And Internet Newsletter*

The Kima system is one of the more impressive attempts to streamline the process of listening to

Internet radio. Introduced in September by Chicago-based Akoo, the Kima system aims to improve the Internet audio experience by enabling listeners to listen to Internet radio over a stereo system anywhere in the house, thus liberating users from their computers.

Streaming audio has not yet achieved the mass acceptance of instant messaging, e-mail, file-sharing, online auctions or the other Internet applications that have become a familiar part of the daily experience of millions of people.

Certainly, the less-than-overwhelming reception for webcasting by the Internet audience does not reflect the hopes and beliefs of an industry that has made available thousands of streams backed by millions of dollars in investment capital.

The industry is doing its best to come up with an explanation for the slow adoption of audio streaming, but the most valid explanation may be the simplest: The process of receiving and listening to Internet audio is,



compared to traditional radio, just too difficult. Which is not to say that downloading a player, finding a station one might enjoy and minimizing it while working on other things ranks near the pinnacle of human achievement. But traditional radio is easy; it always has been. You turn it on. If you don't like the station, press a button or turn a dial. Go outside, get in your car, and radio's there. There's no logging on, no buffering, no dropouts and no being stuck near your PC.

The Kima system consists of two nearly identical units, each under five inches wide and 3 1/2 inches tall. The units have a rounded, silver-and-black design, and each is crowned by an antenna resembling that of a cordless phone. The system was a breeze to set up. The base unit plugs directly into the output of your computer's sound card, in the same jack you'd use for speakers or headphones. Then the output of your computer's sound card is converted to a 900MHz signal — the same frequency your cordless phone uses. Although precautions have been taken to keep the signals separate, should you find yourself hearing

Continued on Page 24

## Sonicbox Makes Worthy Attempt To Corral The 'Net

**By Ron Rodrigues**

*R&R Editor-in-Chief*

Earlier this year Sonicbox became the first appliance to make an

attempt to corral the vast audio resources on the Internet. The three-piece setup is not a standalone device; it requires a full-time connection to a computer, as well as a wired connection to your stereo.

Sonicbox is distinctive because of its futuristic IM tuning device — about the size of a videocassette — which allows a listener to access more than 800 online radio stations. The device can also be used to control volume, skip songs (on webcasts that allow it) and register user likes and dislikes for particular programming. Listeners can also inquire about particular songs by pressing the "Tell Me More" button.

Setup of the device — while not exactly a breeze — can be accomplished in about half an hour. For me, the hardest part of installation was navigating through the yards of wiring behind my computer to access the necessary ports and plugs.

The system includes a transmitter that sits by the



computer and plugs into a USB port and sound card, a pager-sized receiver that plugs into your stereo and the IM tuner. Sonicbox also comes with a CD-ROM that includes the necessary drivers and desktop software.

Once everything was hooked up, I had trouble tuning in to a decent signal. Sonicbox uses the 900MHz band — the same band used by most cordless telephones — and things were pretty noisy even when nothing was being transmitted. After about another half-hour of fine-tuning of both transmitter and receiver, I was able to pick up a signal that was tolerable, but noisier and subject to more interference than an FM broadcast signal.

Once most of the kinks had been ironed out, Sonicbox performed well. The hardware seemed very responsive to commands generated by the IM remote. If you switch stations, a "preroll" announcement fills the gap while programming is buffered.

Users can choose from 25 genres of online radio — going to "A" for Alternative, "B" for Blues and so on — and then select any of 32 on-air and Internet radio stations from the U.S. and abroad within each genre. The "Z" band is reserved for up to 32 of the user's favorite stations and can include any online stations or audio content stored on the user's computer.

Listeners don't have to remember which letter

Continued on Page 24



## Thelceberg.com: A Unified Vision

Rarely do I see Internet radio so nicely presented as it is at Thelceberg.com ([www.thelceberg.com](http://www.thelceberg.com)). Its three channels look like the result of serious end-to-end thinking.

Here's what I mean: Pick an Internet radio site. Visit the site as though you have never seen it before, as though you don't work in the industry. You may find that the site you choose, like so many Internet audio sites, doesn't look like it has a guiding spirit in its design and implementation.



Some webcasters have done a great job of programming their music. They've gone to the trouble and expense to get gifted, experienced programmers to get the music just right. They then hit the web — as if the quality of the music will attract listeners even through the murkiness of shoddy-looking design, poor-quality streams or less-than-reliable hosting. "The music's good; nobody pays attention to the rest of that stuff," seems to be the thinking. On other sites one or two individual elements are brilliant, but the whole suffers because the other facets don't stand up. Thelceberg.com, however, has the whole package.

Toronto-based Iceberg Media is an all-in-one developer of audio and video programming, a production and design house and a streaming provider. The Iceberg.com site features scheduled and archived concert video and audio from



PrimeTicket.net, an online magazine called Deeper and three round-the-clock streaming stations. 1Groove.com is Thelceberg's electronic and dance offering, 2Kool4Radio.com is for indie and alternative fans, and Illnoiz.com covers rap and hip-hop. All three stations do a nice job of delivering the music their format partisans want, presenting it with a sense of style and the attitude appropriate to their audiences. You can listen live 24/7 to a full roster of air talent on each station, and archived shows, with playlists, are available for all three channels. The station sites are also searchable, should you want to hunt for a particular artist or piece of music, and there are some interesting lifestyle features as well (such as a "Samhain Halloween ritual" promised on 2Kool4Radio).

Continued on Page 24



**KURT HANSON**

*RAIN: Radio And Internet Newsletter* Publisher and Editor Kurt Hanson is a well-known researcher and consultant who also serves as Chairman of Strategic Media Research, the firm he founded in 1980. *RAIN* is available daily at [www.kurthanson.com](http://www.kurthanson.com).



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### Akoo

Continued from Page 22

Eminem instead of Grandma, the Kima gives you a choice of four channels on which to transmit. The base unit also includes a quarter-inch output, so you can reconnect your computer's speakers.

The receiving unit can sit near any stereo in the house, up to 1,000 feet away from the base. If you have a stereo system without a tuner and with an extra input available, simply connect the receiving unit to the amplifier as you would any other stereo component. If your system is more of the clock radio or boom box variety, with no external inputs, simply tune the radio to 88.1 or 88.3 and set the same frequency on your receiving unit. The receiver then transmits a very limited FM signal for your tuner to pick up.

With everything in place, you'll now hear the output of your sound card through your stereo — that means Internet radio, CDs and the AOL guy's "You've got mail!" You can even listen to the sound from computer games on your stereo. But don't forget, the idea here is to be able to listen to Internet radio in different rooms or even outside.

We first listened to the output from the Kima over the RAIN test lab's tuner. We were very pleased when the first strains of Louis Armstrong were heard (not that we expected Kima to disappoint; we're just happy when

technology comes through). The levels were a little low, and the signal was a little noisy, but fiddling with the FM antenna wire on the Kima receiver helped a bit. Then we tried connecting the system to one of our stereo's inputs. As expected, that took away most of the hiss. Cranking up the output on the Kima base unit and the volume on the sound card brought the sound level up to a more acceptable level.

But the sound still wasn't quite up to par with most of what we hear on the FM dial. The dynamic range wasn't very wide — the highs seemed muffled, and the lows weren't really "there." So we picked another station, one with a broadband stream, figuring wider bandwidth would improve the sound. The broadband station was more impressive, but still not up to FM quality in side-by-side comparisons. So, as a final test, we popped a CD into the PC and the same CD into the stereo's CD player. That improved the performance of the Kima even more, but not to the point that we couldn't tell the difference between the two sources.

This is not to say that the Kima is unlistenable. On the contrary, we were very pleased with the unit's performance and ease of use. Perhaps with a higher-end sound card and better-quality streams the Kima could rival FM stereo. But there is one possible shortcoming to the system: There is no remote tuner, so if you lose the connection or want to dial up another stream, you have to go back to the computer to make the change.



Continued from Page 22

Being a streaming company, Thelceberg handles streaming right, with nice broadband audio in RealAudio format that came over my cable modem with a minimum of problems.

Each of the three channels has cool little navigational gimmicks — spinning records and slidable mixer controls on 1Groove, spiffy transitions on Illinois, etc. Nothing overdone, just little things that make it look like Thelceberg is trying to make visiting its sites a cool experience overall.

So can Thelceberg make money from this venture? That remains to be seen, but the company obviously has a plan: Get the product up and running exactly the way it envisions it, then work on selling it.

—Paul Maloney

### Sonicbox

Continued from Page 22

belongs to a particular genre — a complete list is printed on the back of the IM tuner. However, they're on their own when trying to figure out which stations are on each of the 32 channels within each genre. The ideal solution would be an LED readout on the tuner that could display the station, song titles (and even store locations) while commercials are playing.

The "Thumbs-Up" and "Thumbs-Down" listener feedback buttons are nice — they can provide some insight as to listener preferences for music and other content. But the same information can probably be gleaned from other listener behaviors, such as when the listener turns up the volume or switches stations. A better use for the buttons would be to allow listeners to

use "Thumbs-Down" to exclude a particular artist from future play on a station and "Thumbs-Up" to increase plays.

Much more useful is the "Tell Me More" button, which allows stations to provide more information about a song or commercial. Again, the button could be rendered even more valuable if the requested information could be displayed right on the IM tuner, but, as things stand now, the information is delivered by e-mail.

Perhaps Sonicbox's biggest shortcoming is at the receiver end of its setup. The receiving device must be plugged into a stereo using RCA connectors. If you want to listen in another location of your house, you'll need to reach in back of your receiver, unplug the connectors and find another receiver in your house with the same kind of connectors. Most portable and

clock radios can't be used because they lack RCA jacks.

Sonicbox is licensing its technology to a number of third-party companies, and it will be more useful when it is built into computers instead of having to be added as an aftermarket item. The company has also created a new, scaled-down product, dubbed the K.O. Wireless Remote. Designed for offices and dorm rooms, the K.O. lacks the Sonicbox's wireless receiver but still allows remote control of radio station tuning.

Finally, Sonicbox suffers from a limitation common to all Internet radio tuners: Despite the thousands of webcasters on the Internet, only so many can be listed at any given time. Sonicbox limits this even further by including 25 genres that may or may not appeal to a particular listener. There are genres for "Eclectic," "Upbeat" and "Dance," but only one genre for all of rock. It would be great if listeners were able to create their own genres in a future version.



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Internet Newsletter

## Fischer Becomes FullAudio VP

Radio programming vet **Michael Fischer** has joined web company **FullAudio** as VP/Content & Programming. Chicago-based FullAudio is developing technology that will allow consumers to use portable devices to hear the music of their choice on an on-demand basis. The company also appointed Thomas Leavens VP/Legal and General Counsel.

"Michael and Thomas are key new members of our team, and we are pleased to have attracted executives with their level of industry experience and talent," remarked FullAudio President/CEO Chris Gladwin. "As the digital music revolution progresses, both will be instrumental in



MICHAEL FISCHER

KIFM/San Diego.

keeping FullAudio ahead of the curve and shaping its growth and development."

Fischer will be responsible for the development, creation and acquisition of original music and editorial content for FullAudio. He will also produce genre-specific music preview channels for the service, as well as custom subscription packages.

Fischer was most recently Director/Programming for SW Networks, where his duties included the development of a 24-hour satellite channel. He has also worked in programming positions at WNUA/Chicago, KOAI/Dallas and

## DIGITAL BITS

### Echo Effect Found In People Meter Testing

A Philadelphia station that encoded its radio signal as part of **Arbitron's** Personal People Meter testing found its air personalities heard an echo every time they spoke into the microphone, Arbitron spokesperson Thom Mocarsky told **R&R**. Eight other stations in Philly and nearby Wilmington experienced similar trouble, and new software is being developed that will erase the reverberation. "Engineers at the stations have been very cooperative, and we're working on solutions," Mocarsky said. "Preliminary results of tests on our new software have been very encouraging."

### MeasureCast, Harris Identify 'Typical' Streaming Media Consumer

According to a new **Measurecast-Harris** Interactive study, the typical streaming media consumer is a 36-year-old white male who lives in the Midwest, has completed some college and earns between \$50,000 and \$75,000 annually. That typical consumer is online for at least eight hours per week and is more likely than other 'Net users to have a broadband connection. The study also

found that 67% of the online population is familiar with streaming media, and people with household incomes of \$50,000 or more are significantly more familiar (71%) with streaming than households earning less than \$50,000 (65%). The complete study can be viewed at [www.measurecast.com/study](http://www.measurecast.com/study).

### NetRadio.com Adds Six New Channels

**NetRadio.com** has announced the addition of six new channels to its Internet audio service. Users of the service's RealPlayer 8 and RealNetwork preset menus now have 20 stations to choose from: The new stations are "Solid Gold Soul," "Smooth Urban Hits," "Hard Rock," "Power Hits," "Disco" and "Lite Hits."

### SurferNETWORK To Stream New Northwest Stations

**SurferNETWORK** has announced an agreement to stream 42 New Northwest stations by December. Streaming will roll out immediately for New Northwest's 12 stations in Yakima, WA and Tri-Cities, WA. Stations in Billings, MT; Astoria, Klamath Falls and Coos Bay, OR; and Anchorage and Fairbanks, AK will follow.

## CYBERSPACE

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

### Net Chats

- Those punk pranksters **The Offspring** are available for heckling on Monday (11/13) at 9pm ET, 6pm PT ([www.tweec.com](http://www.tweec.com)).
- They signed with The Beatles' Apple label and had a string of hits in the late '60s. Right, mate, 'ave yourself a chat with **Badfinger** on Monday (11/13) at 8pm ET, 5pm PT ([chat.yahoo.com](http://chat.yahoo.com)).
- Want the lowdown on reggae legends Bob Marley and Peter Tosh? Ask radio host and music historian **Roger Stefens** on Wednesday (11/15) at 6pm ET, 3pm PT ([chat.yahoo.com](http://chat.yahoo.com)).
- Drummer **Russell Simins** busts out of the Jon Spencer Blues Explosion for some serious soloing. Talk to him on Friday (11/17) at 5pm ET, 2pm PT ([www.soundbreak.com](http://www.soundbreak.com)).

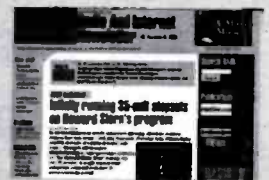
### On The Web

- He's gone from being a homie to Ice-T to fronting an Irish-American rap group. Now **Everlast** stands alone, performing on Monday (11/13) at 3pm ET, 12pm PT ([www.hob.com](http://www.hob.com)).
- They're a little bit techno, a little bit rock 'n' roll. Join **Vibrolush** in performance on Thursday (11/16) at 9pm ET, 6pm PT ([www.getmusic.com](http://www.getmusic.com)).

—Michael Anderson

## New Technology Good For Net Radio?

Do devices like the Sonicbox and Akoo's Kima really simplify Internet audio? Find out how these devices and others like them work in the real world — and if they'll really



help Internet radio become more popular. Follow new developments daily with **RAIN: The Radio And Internet Newsletter** at [www.kurthanson.com](http://www.kurthanson.com).

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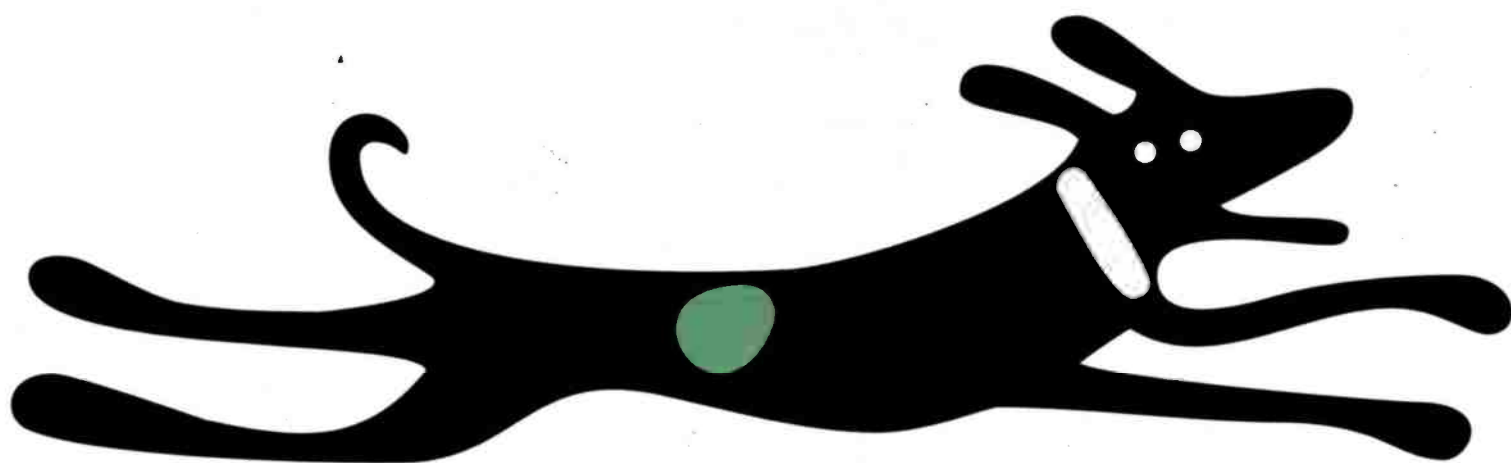
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# This dog is a real cash cow.

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What if you could match exact demos to ads for your Webcast?

What if you could transform your audio streams into major revenue streams? Now you can with Run Spot Run. The simple, inevitable targeted audio ad-insertion system from Sonicbox. Now you can make serious money by targeting ads within streaming programming. Run Spot Run is a breeze to implement, and you'll get new P1 listeners from around the world. Want more? Then mosey by booth #53 at Webnoize to get an earful of Run Spot Run.



Come to our booth at Webnoize and register to win a Sonicbox K.O. and SPOT the i/Dog.

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[www.sonicbox.com](http://www.sonicbox.com)

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## Marriage Made In Heaven?

Peel back the layers of last week's Bertelsmann/Napster announcement, and there are far more questions raised than answers offered by the parties involved. On the surface the happy couple would like you to think that they are trying to change the world by breaking ranks with the status quo and allowing Napster to do its thing with BMG artists.



David Lawrence

But is that really possible?

The plan calls for Bertelsmann to drop its portion of the RIAA lawsuit against Napster after Napster successfully develops a pay-for-play model that compensates BMG artists for the music "shared" on Napster. Bertelsmann will give Napster the money to do this. There will still be a free area of Napster for promotional cuts and artists who don't care if their stuff is shared — sort of the Fred Durst memorial area.

The obvious questions are whether or not the other labels will play along, why David Boies and Napster's legal team aren't making any noise about the agreement (it kind of makes their whole "fair use" argument suspect), and just how much rubber Napster users will leave behind as they race off to steal elsewhere.

The not-so-obvious questions are: What file format will traded music use? MP3? If the RIAA's membership is so adamant that encoded music will be our future, MP3 is not a good idea. Why would a user want to become Bertelsmann's warehouses for no compensation? The users who grab songs in this brave new Napster world will be grabbing them from other users. The whining is already starting from kids who had no problem acting as a repository up until now but, now that there's money involved, have a sudden moral imperative against Big Music co-opting their gigabytes.

A real doozy: What's to stop Napster users from using the free area to merrily go about "sharing" files like they've done all along? If Napster has some sort of method of determining which cuts belong in this free area and which don't, why aren't they using it now to filter out copyrighted works?



And, finally, what of the artists, the songwriters and the producers of these works of art, who all have compensation due them? \$4.95 a month, even if Napster keeps 10% of its audience, means a fairly small amount to split between Napster and all the labels, and who can say what will end up in the hands of the creators? Do the math. Once again, it appears that the artists get left out.

Questions? Comments? [david@netmusiccountdown.com](mailto:david@netmusiccountdown.com), or post to the "Internet" folder on the [www.rroonline.com](http://www.rroonline.com) message board.

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

## e-charts™

## WHAT NAPSTER USERS ARE SAYING

Predictably, the response to Napster's deal with Bertelsmann has riled the site's spelling-challenged user base. It took just one fairly complimentary message about the deal on Napster's "Speak Out" forum to draw a bunch of negative replies: "Signing with BMG was a mistake. Napster has just given up in the fight against giant music corporations, and joined their forces. Thank you Napster for becoming a bitch to money." "They are just another large corporations HOE...Ohh and by the way BMG, please don't send me this months selection automatically. Yech." Ouch.

Other Napster users voiced their support for the proposed monthly rate, but have, in the process, confused Napster founder Shawn

Fanning with the artists who own the music: "i myself have gotten over 1,300 songs and put them on cd...\$4.95/month you say? big deal that is less then i spend on lunch a day...ask yourself this . did i even once think of saying thanks Shawn or maybe i should give shawn a couple bucks for the entire year of free music we got?" But the next posting brought the argument right back to where it started: "screw it.. Napster was just a convenience, I don't pay for that small of a convenience. You're completely right, 4.95 isn't that much money, but it's the principal of the matter."

Yes, but which principle?

— David Lawrence

### CHR/Pop

LW	TW	ARTIST	CD/Title
1	1	MADONNA	<i>Music</i> / <i>"Music"</i>
2	2	CREED	<i>Human Clay</i> / <i>"Arms"</i>
3	3	3 DOORS DOWN	<i>The Better Life</i> / <i>"Kryptonite"</i>
5	4	N SYNC	<i>No Strings Attached</i> / <i>"Promise"</i>
4	5	98 DEGREES	<i>Revelation</i> / <i>"Night"</i>
16	6	WALLFLOWERS	<i>Breach</i> / <i>"Sleepwalker"</i>
6	7	BARENAKED LADIES	<i>Maroon</i> / <i>"Pinch"</i>
7	8	MATCHBOX TWENTY	<i>Mad Season</i> / <i>"Gone," "Bent"</i>
20	9	CHRISTINA AGUILERA	<i>Christina Aguilera</i> / <i>"Over"</i>
12	10	DESTINY'S CHILD	<i>Writing's On The Wall</i> / <i>"Jumpin'"</i>
11	11	PINK	<i>Can't Take Me Home</i> / <i>"Girls"</i>
9	12	BRITNEY SPEARS	<i>Oops!...I Did It Again</i> / <i>"Lucky"</i>
14	13	BON JOVI	<i>Crush</i> / <i>"Life"</i>
15	14	FAITH HILL	<i>Breath</i> / <i>"Love"</i>
18	15	NELLY	<i>Country Grammar</i> / <i>"Grammar"</i>
—	16	SOULDECISION	<i>No One Does It Better</i> / <i>"Faded"</i>
13	17	RED HOT CHILI PEPPERS	<i>Californication</i> / <i>"Californication"</i>
—	18	JANET	<i>Nutty Professor 2 Soundtrack</i> / <i>"Matter"</i>
—	19	VERTICAL HORIZON	<i>Everything You Want</i> / <i>"God"</i>
17	20	BAHA MEN	<i>Who Let The Dogs Out</i> / <i>"Dogs"</i>

### Urban

LW	TW	ARTIST	CD/Title
3	1	TONI BRAXTON	<i>The Heat</i> / <i>"Man"</i>
5	2	JILL SCOTT	<i>Who Is Jill Scott?</i> / <i>"Gettin'"</i>
2	3	NELLY	<i>Country Grammar</i> / <i>"E.I."</i>
1	4	SISOO	<i>Unleash The Dragon</i> / <i>"Incomplete"</i>
7	5	LIL' BOY WOW	<i>Big Momma's House Soundtrack</i> / <i>"Bounce"</i>
8	6	YOLANDA ADAMS	<i>Mountain High Valley Low</i> / <i>"Heart"</i>
6	7	RUFF ENDS	<i>Love Crimes</i> / <i>"More"</i>
—	8	JA RULE	<i>Rule 3:36</i> / <i>"Between"</i>
14	9	LIL' ZANE	<i>Young World: The Future</i> / <i>"Callin'"</i>
13	10	NEXT	<i>Welcome To Nextacy</i> / <i>"Queen"</i>
16	11	JAGGED EDGE	<i>JE Heartbreak</i> / <i>"Married"</i>
12	12	MYSTIKAL	<i>Let's Get Ready</i> / <i>"Snake"</i>
11	13	ERYKAH BADU	<i>Mama's Gun</i> / <i>"Lady"</i>
10	14	DOONELL JONES	<i>Where I Wanna Be</i> / <i>"Luv," "Wanna"</i>
9	15	CARL THOMAS	<i>Emotional</i> / <i>"Summer"</i>
4	16	JOE MY NAME IS JOE	<i>Joe</i> / <i>"Lady"</i>
—	17	KELLY PRICE	<i>Mirror Mirror</i> / <i>"Should've"</i>
18	18	MARY J. BLIGE	<i>Mary</i> / <i>"Child"</i>
—	19	R. KELLY	<i>R.</i> / <i>"Wish"</i>
—	20	WHITNEY HOUSTON	<i>Whitney: The Greatest Hits</i> / <i>"Fine"</i>

### Country

LW	TW	ARTIST	CD/Title
1	1	FAITH HILL	<i>Breath</i> / <i>"Love"</i>
3	2	DIXIE CHICKS	<i>Fly</i> / <i>"Without"</i>
2	3	GEORGE STRAIT	<i>Go On</i> / <i>"Go"</i>
6	4	TRAVIS TRITT	<i>Down The Road I Go</i> / <i>"Intentions"</i>
4	5	JOHN M. MONTGOMERY	<i>Brand New Me</i> / <i>"Little"</i>
5	6	TOBY KEITH	<i>How Do You Like Me Now?</i> / <i>"Country"</i>
7	7	PHIL VASSAR	<i>Phil Vassar</i> / <i>"Paradise"</i>
—	8	SARA EVANS	<i>Born To Fly</i> / <i>"Fly"</i>
10	9	LEANN RIMES	<i>Jesus Miniseries: TV Soundtrack</i> / <i>"Need"</i>
9	10	MARTINA MCBRIDE	<i>Emotion</i> / <i>"There"</i>
14	11	LONESTAR	<i>Lonely Grill</i> / <i>"Tell"</i>
8	12	LEE ANN WOMACK	<i>I Hope You Dance</i> / <i>"Ashes," "Dance"</i>
12	13	AARON TIPPIN	<i>People Like Us</i> / <i>"Kiss"</i>
13	14	KEITH URBAN	<i>Keith Urban</i> / <i>"Everything," "Grace"</i>
11	15	TIM MCGRAW	<i>Place In The Sun</i> / <i>"Thirty"</i>
17	16	VINCE GILL	<i>Let's Make Sure We Kiss Goodbye</i> / <i>"Feels"</i>
15	17	STEVE WARNER	<i>Faith In You</i> / <i>"Kate"</i>
18	18	PATTY LOVELESS	<i>Strong Heart</i> / <i>"Mood"</i>
—	19	CHAD BROCK	<i>Yes</i> / <i>"Visit"</i>
20	20	BRAD PAISLEY	<i>Who Needs Pictures</i> / <i>"Danced"</i>

### NAC/Smooth Jazz

LW	TW	ARTIST	CD/Title
1	1	B.B. KING/ERIC CLAPTON	<i>Riding With The King</i> / <i>"Rain"</i>
2	2	NORMAN BROWN	<i>Celebration</i> / <i>"Paradise"</i>
3	3	BONEY JAMES	<i>Body Language</i> / <i>"Night"</i>
4	4	DAVID BENOIT	<i>Professional Dreamer</i> / <i>"Miles"</i>
6	5	KIM WATERS	<i>One Special Moment</i> / <i>"Secrets"</i>
—	6	CHIELI MINUCCI	<i>Sweet On You</i> / <i>"Sunday"</i>
7	7	WARREN HILL	<i>Life Thru Rose Colored Glasses</i> / <i>"Take"</i>
5	8	BONEY JAMES & RICK BRAUN	<i>Shake It Up</i> / <i>"R.S.V.P.," "Grazin'"</i>
9	9	JOYCE COOLING	<i>Keeping Cool</i> / <i>"Dawn"</i>
8	10	KIRK WHALIM	<i>For You</i> / <i>"Goes"</i>
12	11	WALTER BEASLEY	<i>For Your Pleasure</i> / <i>"Nice"</i>
20	12	SPYRO GYRA	<i>Got The Magic</i> / <i>"Breezeaway"</i>
10	13	FOURPLAY	<i>Yes Please</i> / <i>"Robo"</i>
13	14	TOM SCOTT	<i>Smokin' Section</i> / <i>"Smokin'"</i>
19	15	BRIAN TARQUIN	<i>Soft Touch</i> / <i>"Web," "Darlin'"</i>
11	16	JEFF GOLUB	<i>Dangerous Curves</i> / <i>"Two"</i>
16	17	PETER WHITE	<i>Perfect Moment</i> / <i>"San Diego"</i>
—	18	WARREN HILL	<i>Love Life</i> / <i>"Mambo"</i>
—	19	RIPPINGTONS	<i>Life In The Tropics</i> / <i>"Ocean"</i>
—	20	GERALD VEASLEY	<i>Love Letters</i> / <i>"Valdez"</i>

### Hot AC

LW	TW	ARTIST	CD/Title
1	1	BARENAKED LADIES	<i>Maroon</i> / <i>"Pinch"</i>
18	2	WALLFLOWERS	<i>Breach</i> / <i>"Sleepwalker"</i>
2	3	CREED	<i>Human Clay</i> / <i>"Arms"</i>
3	4	3 DOORS DOWN	<i>Better Life</i> / <i>"Kryptonite"</i>
4	5	MADONNA	<i>Music</i> / <i>"Music"</i>
5	6	STING	<i>Brand New Day</i> / <i>"Desert"</i>
6	7	DIO	<i>No Angel</i> / <i>"Here"</i>
—	8	DAVID GRAY	<i>White Ladder</i> / <i>"Babylon"</i>
8	9	VERTICAL HORIZON	<i>Everything You Want</i> / <i>"God"</i>
10	10	CORRS	<i>In Blue</i> / <i>"Breathless"</i>
11	11	U2	<i>All That You Can't Leave Behind</i> / <i>"Beautiful"</i>
14	12	EVERCLEAR	<i>Songs From An American Movie Pt. 1</i> / <i>"Wonderful"</i>
9	13	RED HOT CHILI PEPPERS	<i>Californication</i> / <i>"Californication"</i>
7	14	MATCHBOX TWENTY	<i>Mad Season</i> / <i>"Gone," "Bent"</i>
16	15	SISTER HAZEL	<i>Fortress</i> / <i>"Change"</i>
15	16	FAITH HILL	<i>Breath</i> / <i>"Way"</i>
17	17	NINA GORDON	<i>Tonight And The Rest Of My Life</i> / <i>"Tonight"</i>
13	18	BON JOVI	<i>Crush</i> / <i>"Life"</i>
12	19	EVAN AND JARON	<i>Evan And Jaron</i> / <i>"Crazy"</i>
19	20	SANTANA	<i>Supernatural</i> / <i>"Smooth"</i>

### Alternative

LW	TW	ARTIST	CD/Title
1	1	GREEN DAY	<i>Warning</i> / <i>"Minority"</i>
5	2	WALLFLOWERS	<i>Breach</i> / <i>"Sleepwalker"</i>
2	3	3 DOORS DOWN	<i>Better Life</i> / <i>"Loser"</i>
3	4	U2	<i>All That You Can't Leave Behind</i> / <i>"Beautiful"</i>
4	5	RADIOHEAD	<i>Kid A</i> / <i>"Optimistic"</i>
14	6	DRGY	<i>Vapor Transmission</i> / <i>"Fiction"</i>
6	7	FUEL	<i>Something Like Human</i> / <i>"Hemorrhage"</i>
—	8	COLLECTIVE SOUL	<i>Blender</i> / <i>"Why"</i>
12	9	CREED	<i>Human Clay</i> / <i>"Ready"</i>
8	10	BARENAKED LADIES	<i>Maroon</i> / <i>"Pinch"</i>
7	11	WHEATUS	<i>Wheatus</i> / <i>"Teenage"</i>
15	12	LIMP BIZKIT	<i>Chocolate Starfish...</i> / <i>"Rollin'," "Generation"</i>
9	13	INCUBUS	<i>Make Yourself</i> / <i>"Stellar"</i>
—	14	MOBY	<i>Play</i> / <i>"Southside"</i>
18	15	A PERFECT CIRCLE	<i>Mer De Noms</i> / <i>"Libras"</i>
19	16	DISTURBED	<i>Sickness</i> / <i>"Stupify"</i>
16	17	MATCHBOX TWENTY	<i>Mad Season</i> / <i>"Crutch"</i>
13	18	OEFONES	<i>White Pony</i> / <i>"Change"</i>
—	19	BLINK-182	<i>The Mark, Tom, &amp; Travis Show</i> / <i>"Overboard"</i>
10	20	PAPA ROACH	<i>Infest</i> / <i>"Broken," "Last"</i>

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

# The Urge To Merge: Radio And The Internet

Continued from Page 1

and will welcome the opportunity to do so."

CDNOW Director/Radio & Radio Services **Ali Castellini** sees an expansion of radio's offerings. "I don't think it's going to blow traditional radio out of the water, but I think the 'Net can further the distribution of traditional radio, and there will be further fragmentation of the audience."

**Mark Cuban**, founder and former CEO of Broadcast.com (now Yahoo! Broadcast) sees a longer timeline. The now-Dallas Mavericks owner says, "Five years? No. Ten years? Yes, definitely. No one will buy a stereo or

**"A star will be created by the medium of an interactive broadband show. When that star emerges, that's when the potential of broadband will be realized and embraced."**

Walter Sabo

a CD player. All music will be digital, sourced from a lot of different places, and there is a 50-50 chance that there will be 75% or more penetration of digital media signals into cars by then."

BroadcastAMERICA.com VP/Sales & Marketing **Mike McPherson** looks at the issue from an aggregator's viewpoint: BroadcastAMERICA has over 700 radio stations and syndicators in its audio "mall." McPherson says that radio broadcasters need to be more responsive and take advantage of new delivery systems for radio content. "Not understanding where the industry is going is shortsighted. The world is com-

ing to compete in broadcasters' markets."

**Ken Kohl**, OM for News/Talk KFBK and Talk KSTE, Clear Channel's market-dominating Sacramento outlets, predicts further fragmentation of the existing radio listenership base. "I see terrestrial radio and the Internet operating side-by-side, each complementing the other, with radio driving people to the web and the web enhancing the radio experience by providing video, music, subchannels, background information, links to topics, guests, shopping, webcams and God knows what else."

WGN/Chicago has one of the most-trafficked websites in the industry, and Asst. PD and webmaster **Randy Eccles** sees the impact already. "Office listening and peripheral listening [late night and weekends] are beginning to see the earliest impact. Well-branded broadcast streamers have a huge head start playing on the Internet."

McPherson remarks, "Convergence means radio and Internet, TV and Internet and lots of devices that untether you — Sony Playstation 2 has enough computing power to make people concerned that it could be an outlet for radio and TV delivery. The overlap continues, and the lines will continue to blur."

And what kind of devices will the listener in 2010 be carrying around to take advantage of that overlap? Castellini says she uses a radio and CD player right now, and that's not likely to change for her any time soon.

Cuban sees the devices or sources as being irrelevant to the listener. "Bits are bits. There will be a variety of programmers. Some will come from the radio industry, some won't."

### The Cost

What about the cost of delivery of audio on the Internet? Will someone find a model that works? Or will it still be, for the foresee-

able future, too expensive to deliver an audience large enough to matter to advertisers? Kohl says not to worry: The size of the audience can be replaced by the quality of the audience. "Don't forget the value of a highly targeted audience to a specific advertiser," he reminds us. "Think of selling the qualitative vs. selling the cume."

Castellini notes that it's a Japanese business model to cooperate with competitors to get to the customer, and adds, "The Akamai Technologies and the iBEAMs of the world will be the important back end, but the content people will drive these partnerships."

Sabo Media President **Walter Sabo** often answers questions with a different, more reflective question. The legendary programmer and consultant says, "What about the cost of delivery of audio on the radio? The cost of entry to terrestrial radio today is impossible for any startup or moderate investor."

**"Don't forget the value of a highly targeted audience to a specific advertiser."**

Ken Kohl

Eccles looks to database marketing. "The cost-per-listener may continue to be radio's greatest advantage, but at some point database Internet marketing may make each listener's stream pay for itself," he says, and asks, "Can cost-per-point and cost-per-stream become compatible?"

Cuban adds a pessimistic note: "Webcasting of music as a standalone business will have to die before it lives. The RIAA will see to it that the economics of webcasting music destroys the business as a standalone. Music as part of a

**"Webcasting of music as a standalone business will have to die before it lives. The RIAA will see to it that the economics of webcasting music destroys the business as a standalone."**

Mark Cuban

bigger digital media play will work fine — Yahoo, AOL and others, with profits from other parts of their businesses, will be able to subsidize the RIAA's extortion."

Performance rights concerns play a role in everyone's plans. **Bennett Lincoff** is Sr. Counsel at Darby & Darby and a former Director/Legal Affairs for New Media at ASCAP, where he developed and authored the organization's webcasting license agreement. His take on the security issue: "The industry will not likely be able to ensure that audio players operate only with files containing particular codes. Not all audio is music, not all music is copyrighted, and not all copyright owners want to limit online uses of their works. Moreover, 'copyright-friendly' players may raise free speech concerns, depending on whether and how they impede individuals from communicating with one another."

### Room to Grow

Is what we now know as broadband really broad enough to support a successful Internet audio industry? Castellini asks, "How many people are capable of going through one pipe now if you want to deliver a great live event? Five hundred? A thousand? That pales in comparison to the half-million that any major-market station can deliver at any moment. It may be there someday, but no, not now."

Sabo disagrees, saying that there's enough room: "Every medium has created stars uniquely capable of thriving in that medium. Fred Allen was a huge star on radio in the '30's but was a failure on TV. A star will be created by the medium of an interactive broadband show. When that star

emerges, that's when the potential of broadband will be realized and embraced.

"The stupidity of the financial markets is that they have pulled away from content sites and invested in hardware. If they bet wrong on hardware, there is some liquidation recapture of the monies spent. But it will be chump change compared with the fortunes that will be realized by the content sites that create stars, that create the best shows and draw people to them. Content is the correct place to put financial bets. People don't watch the VCR. They watch the tape in the VCR."

Clear Channel/Washington, DC AM Manager **Jim Weiskopf** says that the technology we have now is good enough. "You can have good audio on a 28.8 modem, and you don't need broadband. 48k is overkill, and a 28.8 modem will keep most people happy."

Eccles agrees that we may already be there. "Broadband may be broad enough," he says, but adds, "As we've already seen, design and content will always meet and crave additional capacity."

### What About Napster?

All the experts I talked to weighed in on the Napster question except for CDNOW's Castellini, whose company is owned by Bertelsmann, which recently allied with Napster. The final "keep it or kill it" tally ran in favor of killing the file-sharing service, with a clear thread of "unless it can make the artists whole" in the answers.

The speed with which the Internet audio industry is changing can only give us all new questions to ask over the next decade of Internet-audio convergence.



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# Internet Music Research: Unlimited Opportunities

□ Flexibility and affordability are key benefits

By Kevin McCabe,  
R&R Director/Charts & Formats

In the fast-paced and very successful world of online investing, Charles Schwab was a guy with an Internet vision. The famed San Francisco stock wizard was an early and leading force in the field of e-investing. Schwab has often been quoted in newspapers and magazines as saying that his original instinct to invest \$30 million to create an online entity for his company was one of the smartest moves he has made in his illustrious career in the financial industry.

Having an online vision paid off for Schwab. The financial sector is a model for Internet success — so much so that the stock market boom of 1997-1999 has largely been attributed to the ease of investing online for millions of people on a global level. The point is that the Internet works and is here to stay.

Radio stations and record companies are looking to the Internet to help shape their futures. Research conducted online presents major opportunities for radio and labels, and as part of this Internet/tech special issue we turn our attention to three innovative companies leading the charge. RateTheMusic.com's Mark Todd, RadioResearch.com's Jonathan Little and PickTheHits.com founder Alan Burns explain how their companies are structured and define the opportunities that await radio stations that get on board with this powerful new way to research an audience.

## RateTheMusic.com

Premiere Radio Networks and Mediabase Research recently announced their acquisition of RateTheMusic.com, which was founded in 1998 by programming veterans Bill Richards, Mark Bolke and Mark Todd. RateTheMusic.com entered the marketplace with a sound strategy for both national and local music research estimates for seven formats.

**R&R:** Describe your company's methodology for testing music on the Internet.

**MT:** RateTheMusic.com has de-



Mark Todd



Jonathan Little



Alan Burns

veloped a tiered method of screening participants — much like a radio station would screen for traditional research — in both our local-station and national systems. There are actually four screeners that a prospective participant must go through to sign up as a member of RateTheMusic.com.

First, on the local level they are screened for their station partisanship, and nationally by format preference using broad format descriptors.

Second, the prospective panel member is screened for their favorite type of music within the format, such as the different rock, pop and rhythm sounds that make up CHR or the metal to alternative sounds that make up Rock.

Third, we determine a participant's listening habits and their passion level for their secondary formats of preference.

Finally, the participant is screened again for format preference with much narrower format descriptors on a double-check and for use in report filtering.

We have developed a very thor-

ough yet flexible screener that can provide a multitude of custom reports based on specific needs.

**R&R:** What are the advantages and disadvantages of testing music on the Internet compared to traditional forms of music research?

**MT:** This is not callout research; this is Internet research, and they are different animals, using different technologies. Internet music research is another tool in the war for ratings and determining what is or isn't a hit. The participant receives an e-mail inviting them to take part in a survey that they can do at their leisure. It is not dictated by the timing of a phone call. A mother trying to clean up after dinner and get the kids ready for bed, who previously could not participate in music research, can participate in an Internet survey. People who could not, or would not, participate in a phone call can do it on the Internet.

An example would be: May 8, 2000 Creed's "Higher" hits No. 4 on the RateTheMusic.com pop chart; July 7, 2000 "Higher" hits No. 4 on the R&R CHR/Pop chart. We have dozens of examples in multiple formats that demonstrate the predictive capabilities of this kind of research.

Sample size and the low cost of achieving results are other clear advantages. Users of our system can send 1,000 invitations at 5pm and find 200 to 250 completed surveys in the morning.

**R&R:** How about quality control and security issues? What measures do you have in place to ensure that the sample is accurate and not controlled by a few repeat individuals who participate under different identities?

**MT:** We have instituted a lot of different levels of security in the system. First, the sheer number of participants is a tremendous advantage. The Internet allows us sample sizes five to 10 times greater than traditional forms of music research. Second, each rater must receive an invi-

tation to participate any given week. This is not request-line-type Internet research, where one person can vote as many times as they like, whenever they like, to win a prize. Only a portion of the database is used each week. This is to keep participants from burning out, as well as to prevent "professional test-takers" from skewing the results.

Obviously, without sharing too many secrets, technology has its advantages, and we have systems and software in place that not only identify attempted abuse of our system, but disregard any suspect data and track its source. Twelve-year-olds are breaking into the Pentagon and banks; if they want to get in, they will. However, the large sample size makes the impact of any fraudulent data minute.

**R&R:** What is the greatest benefit to radio stations and record labels?

**MT:** For radio stations, this is an extremely cost-effective way to gather information about the music based on three or four times the sample size of traditional callout with incredible turnaround time.

RateTheMusic.com can also be used for perceptual information. If you have questions about marketing, morning shows or music, you can get answers quickly. RateTheMusic.com is also a terrific e-mail database management system. Wednesday night, right before you leave the radio station, you can send a message to 10,000 station PIs reminding them that you are giving away \$1,000 tomorrow morning at 7:20am, and it costs you nothing.

For the record labels, RateTheMusic.com provides a variety of services to not only identify an individual song's potential before release, but also to identify which track out of three has the greatest potential at which format and with which specific audiences. Does the song have crossover potential or not? It costs hundreds of thousands of dollars to roll out a release. For a very small investment, labels are armed with data that used to be cost-prohibitive. Finally, once a song does receive national airplay, our chart research picks up on its potential very early on.

**R&R:** What is the biggest difference between Internet research and traditional callout?

**MT:** It's more cost-effective; it has larger sample sizes; and it's open 24 hours a day, seven days week, 365 days of the year. Also its turnaround

"This is not callout research; this is Internet research, and they are different animals, using different technologies."

Mark Todd

time, accessibility and predictive capabilities. The people participating with us are the passionate music lovers and trendsetters. According to Arbitron, 20% of a station's cume delivers 80% of its Average Quarter Hours. Percentages of music purchases in comparison to the population are probably similar.

## RadioResearch.com

**R&R:** Describe your company's methodology for testing music on the Internet.

**JL:** The focus of RadioResearch.Com is providing local radio stations with an online tool that allows them to communicate more effectively with

## RadioResearch.Com

regard to music, programming and promotion. Music testing is just one function of our system. It involves the use of an e-mail invitation to a select database of a station's cume. Participants click on song titles to hear song hooks. Weekly, the survey participants provide familiarity, popularity and fatigue responses on up to 30 songs.

Following the submission of song responses, participants are asked a perceptual question, which can be anything the programming or marketing departments of the stations want to know about music, programming, contesting, lifestyle, buying behaviors, etc.

It's important to point out that most programmers who become RadioResearch.Com subscribers do so initially for the fast, cost-effective generation of music data from their most loyal listeners. They quickly discover that the verbatim comments generated by the perceptual questions are extremely valuable and in many cases more actionable than the music research. "The power of the perceptual" is what has motivated us to develop even more sophisticated perceptual research, including online focus groups, which will be introduced in 2001.

**R&R:** What are the advantages and disadvantages of testing music on the Internet compared to traditional forms of music research?

**JL:** A major advantage of Internet testing is that you can receive almost instant feedback from a maximum number of listeners for a minimum investment. It costs no more to test your music with 5,000 listeners than it does to test it with 50 listeners. A clear advantage for a budget-conscious

"We have systems and software in place that not only identify attempted abuse of our system, but disregard any suspect data and track its source."

Mark Todd



*Paul Revere on foot.*

*Paul Revere in a boat.*

*Paul Revere on a horse.*

*Paul Revere on a horse.*

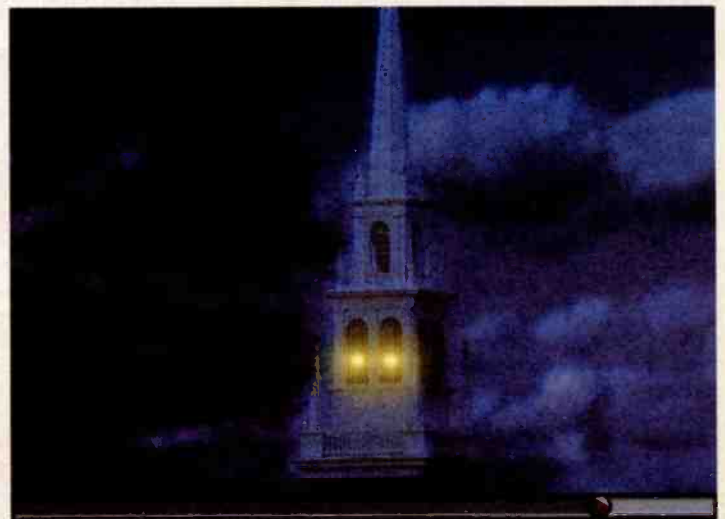
*Paul Revere and  
his sore butt on a horse.*

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

*Paul Revere on foot.*



*The lantern guy in  
the Old North Church.*



*Patriot militia in Concord.*

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## Internet Music Research

Continued from Page 32

program director is that weekly Internet research costs about 80% less than traditional weekly callout or two AMTs annually.

Internet research for radio is fast, inexpensive and effective. Also, Internet research allows a PD to get feedback from a huge number of people who are usually hard to reach: PIs. Some stations in our industry spend six figures a year just to try to get feedback from 35 PIs a week on the phone. On the web we can get 35 hundred a week or more.

**R&R:** *What measures do you have in place to ensure that the sample is accurate and not controlled by a few repeat individuals who participate under different identities?*

**JL:** RadioResearch.Com provides complete quality control over the testing process. We have a full-time staff responsible for conducting surveys, providing client service and writing new enhancements. In contrast to some recent competitors who provide stations with a do-it-yourself tool, we do the entire survey function on behalf of our subscribers. They e-mail us the song list and perceptual question; we do all the rest. With a secure username and password, the client station's programmer can view the survey data in real time.

A survey respondent is able to participate only if they're a preregistered member of a station's Listener Advisory Board. It takes a unique e-mail address to participate. The program director has the ability to view the entire database at any time and can delete any suspicious respondents if he or she desires.

Huge sample sizes diminish the impact of individuals attempting to participate under different identities. The average database of our client stations is nearly 3,000. If the survey is sent to the entire database, 40% to 50% will respond, so you're looking at data from 1,200 to 1,500 people.

Our random survey feature allows us to send music tests and perceptual questions to randomly selected segments of the database. That prevents any participants from becoming weekly respondents and also reduces the possibility of survey contamination.

**R&R:** *What is the greatest benefit to radio stations and record labels?*

**JL:** There are multiple benefits to radio stations. If budget is paramount, the cost benefit is greatest. We believe there are four or more benefits. Web research is fast. Most respon-

dents complete a survey within 48 hours of receiving it.

It's flexible. A program director can ask about anything they can think of. Have a question today? Have the answer to it by tomorrow. It really opens up a lot of new possibilities when you can find out anything at any time.

It's effective. Our clients are learning things about their audiences that they could never have known any other way, which gives them a competitive advantage.

It's inexpensive. Most traditional callout runs \$40,000 to \$60,000 a year for far fewer than 52 surveys a year. Internet-based research can be conducted for a fraction of that cost.

Our experience shows that Internet-based research for record labels on new releases or potential releases has yet to be perfected. We've seen strong early scores on new songs tested along with well-established songs. Some went on to become hits; some didn't. Most music-survey respondents refuse to score a song they're not familiar with, so you're often looking at responses from a minority of a station's database when you're testing new music within a list of mainly recognizable songs.

If a test involves brand-new music, respondents are likely to be hearing a song for the first time. Back in the mid-'70s, when music research was in its infancy, a Texas researcher, Dr. Tom Turricchi, concluded that the average person had to hear a song approximately 11 times before they decided if they liked it or not. Online focus groups, which we're introducing in early 2001, may provide us some new insights on how to pick the hits with a high level of confidence.

**R&R:** *What is the biggest difference between Internet research and traditional callout?*

**JL:** Other than the speed, flexibility, lower cost, immense sample size and promotional value in asking for opinions from loyal listeners, there are a couple other differences between Internet research and traditional callout.

In fairness to companies conducting traditional music research, we must acknowledge that most Internet research on music is not done in a scientific-fashion. Internet research is, in reality, a feedback system that seems to produce results similar to those of scientific traditional callout. But our client stations who are using callout keep telling us that traditional callout is harder and harder to accomplish. Some markets have been so overtelemarketed that it's nearly im-

possible to find a random sample that represents the station's audience. Many stations have moved to a two-week rolling average of 100 respondents. With caller ID, more and more folks choose to not be bothered at home in the evening.

With Internet-based research, the listener can select a convenient time within their routine to give 15 minutes of feedback on music and opinions on programming. They choose to participate. They have a voice in the music and programming heard on their favorite station, and the radio station is looking at data from thousands, not dozens, of respondents.

### PickTheHits.com

**R&R:** *Describe your company's methodology for testing music on the Internet.*

**AB:** First of all, PickTheHits was created as a way for labels and artists to expose new music and gather feedback on it. It's both a marketing and a research tool for them. However, PickTheHits has three major benefits to radio stations.

First, it helps labels bring stations records that are right for those stations. If a label rep brings you a song and says, "This tested in the top 10% with target consumers of your format on PickTheHits," you know the record has already been confirmed by consumers before you take a chance on it. And, by the way, if a station wants to call us, we'll verify whether the label's representation of the results is accurate.

Second are the promotional benefits to stations. How would you like to be able to offer your listeners \$1,000,000 just for listening to cool new music? PickTheHits is available for radio stations to frame inside the station's site. That way no one ever leaves the station's site. Then the station runs liners like, "What do you think of the new song by so-and-so? You could win \$1,000,000 for listening to new music. Just go to [www.xxx.com](http://www.xxx.com) and click on 'Pick The Hits!'" With that, the station is working on its new music image, offering its audience a million dollars, and driving more traffic to its website.

Third, stations can test their own music. Coming soon, we'll be introducing a way that stations can test their own playlists confidentially through PickTheHits.

The benefit of PickTheHits to labels is this: They can expose new music and generate consumer feedback on it at the same time. Right now the exposure level is about equal to the AQH of three large-market CHRs, and it's growing fast. With the feedback we provide, labels can refine their marketing and targeting, use resources more efficiently, and — when consumers confirm a song — show radio positive acceptance by listeners before the station has to take a chance on the song.

Internet users come to PickTheHits to hear new music and have their

**"The focus of RadioResearch.Com is providing local radio stations with an online tool that allows them to communicate more effectively with regard to music, programming and promotion."**

Jonathan Little

opinions about music be heard. They can also win cash. We've been giving away \$5,000 a month, and we're about to up that to a \$1,000,000 weekly lottery. Users give us demographic and music-preference information, stations they listen to and some information about their music-purchasing habits. They then listen to and evaluate songs that they choose from categories like Top 40, Alternative, Hip Hop, Adult, etc. We then provide the client label or artist with aggregated information like, "Here's how your song did with 18-34-year-old Top 40 fans who are heavy record buyers."

This is important: PickTheHits'

information is much more like a census than a survey. In small-sample surveys you talk to a few dozen or a few hundred people and try to project

from them what the rest of the population thinks. In a census you interview everyone. A census is the final word, the information a small-sample study is trying to estimate.

Instead of talking to a few people, PickTheHits gathers information from thousands and thousands, and ultimately it has the same effect as talking to everyone. The results are very, very accurate. So far, it's been 100% dead-on.

**R&R:** *What are the advantages and disadvantages of testing music on the Internet compared to traditional forms of music research?*

**AB:** For one thing, cooperation rates have been plummeting for telephone-based research, so telephone-based surveys are not as accurate as they used to be. Also, with Internet studies, the respondents can listen to songs and give responses at their convenience, so cooperation and response are better.

Also, with a service like PickTheHits, we can gather information from massive numbers of people — many more people than you could ever reach in a phone or auditorium study.

**R&R:** *What measures do you have in place to ensure that the sample is accurate and not controlled by a few repeat individuals who participate under different identities?*

**AB:** First of all, there is absolutely no incentive for respondents to cheat or misrepresent themselves. We want people to listen to and rate songs as often as they want. If someone listens to and votes on a song a dozen times, they have a dozen chances to win some money, but only one of those votes — the latest one — is counted. And we have some pretty sophisticated security software that can identify people or organizations that might try to "jam" the votes.

**R&R:** *What is the greatest benefit to radio stations and record labels?*

**AB:** As I said, PickTheHits gives radio stations a great way to work on their current music image and offer their listeners \$1,000,000 just for listening to music. And it is about to reveal a new program that will allow the station to conduct its own playlist research.

For labels, PickTheHits helps refine their targeting, marketing and priorities and helps them do a better job of taking hits to radio. Both radio and the music industry benefit when labels have better information about the appeal of their product.

**R&R:** *What is the biggest difference between Internet research and additional callout?*

**AB:** For PickTheHits vs. traditional research, the advantages are speed and size. We're more accurate than callout due to the massive numbers of people who participate, and, second, things happen faster on the Internet. We can see positives or negatives much faster than with traditional research.

**"Internet users come to PickTheHits to hear new music and have their opinions about music be heard. They can also win cash."**

Alan Burns

**"In contrast to some recent competitors who provide stations with a do-it-yourself tool, we do the entire survey function on behalf of our subscribers."**

Jonathan Little

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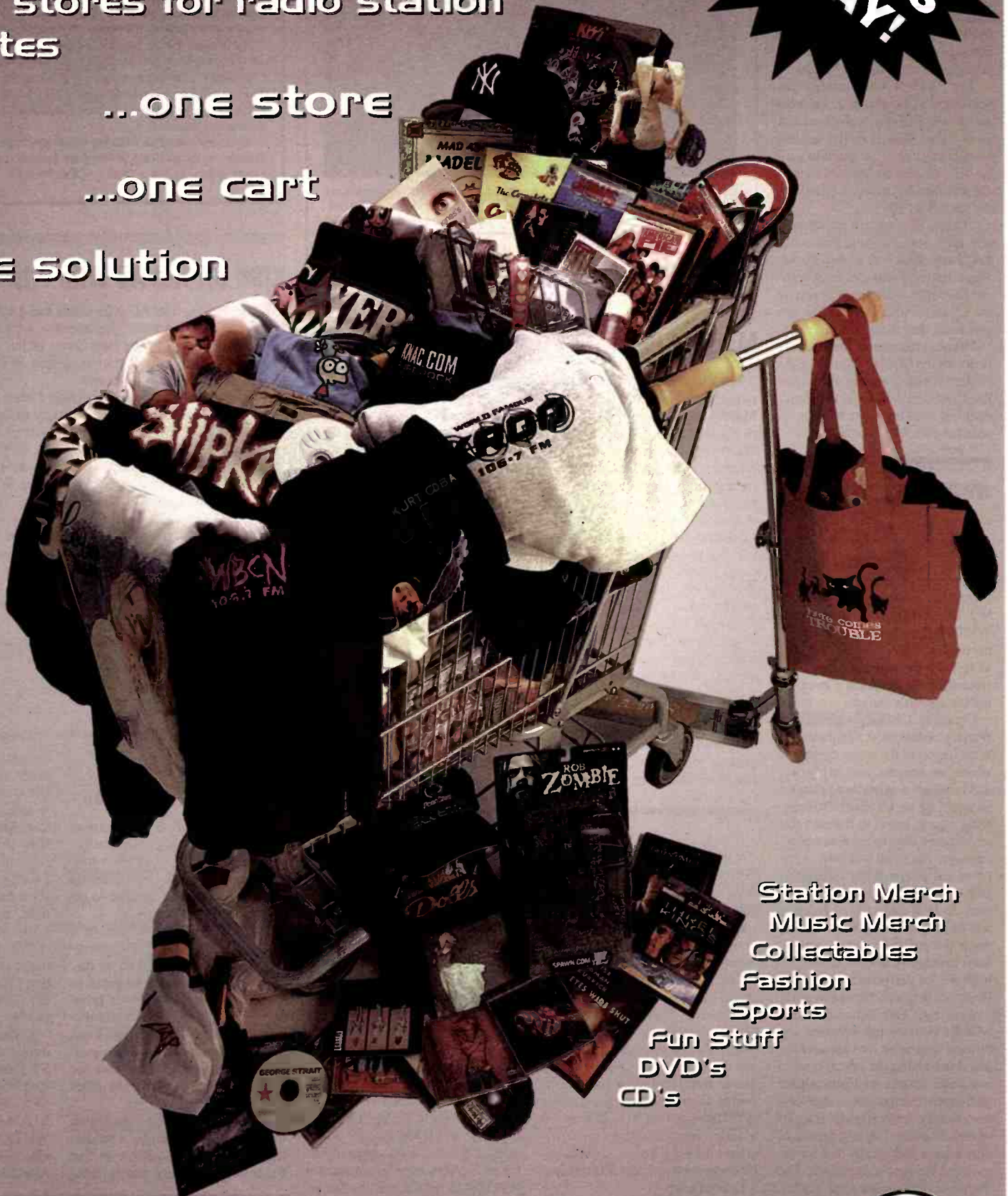
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## Oldies 'SUN/Tampa Goes Alternative

After stunting with the theme to 2001: *A Space Odyssey*, Cox Radio flipped Oldies WSUN/Tampa on Nov. 3 to "97X, Tampa's New Rock Alternative." WHPT & WSUN OM Chuck Beck oversaw the sign-on with the assistance of consultants from Jacobs Media.

The WSUN call letters are scheduled to be changed, but new call letters had not been chosen at press time. Tampa is the second Florida market in one week to gain an Alternative station: Infinity flipped WOCL/Orlando on Halloween (R&R 11/3).

"Tampa Bay needed an Alternative radio station where you could find Limp Bizkit, 3 Doors Down, Stone Temple Pilots and Beck without having to wade through classic rock," Beck told R&R. "We are providing that radio station."

Morning man Scott Robbins exited with the flip, but the rest of the airstaff is being reassigned within the Cox/Tampa cluster. Currently running jockless, the station is searching for a PD and airstaff.

### WWDB

Continued from Page 3

presently commercial-free and is in the process of hiring a PD. Dave Donahue, currently GM at sister WXTU, adds GM duties for WWDB. Donahue succeeds Dennis Begley, who exited on Monday, along with the entire airstaff. Consultant Randy Kabrich is overseeing the station's launch.

Company CEO/founder George Beasley commented, "Philadelphia is the largest of the seven markets in which we operate, and, with over \$283 million in advertising revenue annually, we are committed to delivering a great sound to listeners and an attractive demographic to our advertisers. The Point will help us improve our platform in Philadelphia with a competitive format that appeals to both underserved listeners and to an advertising base eager to reach the post-baby boom generation. Beasley is always striving to improve its performance, and the Point will help us achieve that goal."

Beasley COO Bruce Beasley added, "Beasley has invested significant resources into researching and determining the best format to meet the desires of Philadelphia audiences. Our goal is to deliver a previously unavailable mix of sounds from the 1980s, a decade of pure excess and energy that set the tone for the new millennium. The Point not only satisfies the market, but is a format that has proven itself with great ratings in other markets around the country. It will allow Beasley to raise the performance of its Philadelphia cluster another notch."

In the summer 2000 Arbitron ratings for Portland, Infinity took KVMX to No. 1 in one book with a similar '80s format. But, in the City of Brotherly Love, that feat will be difficult to accomplish.

## Creed Climbs 'Higher' And Reaches 10 Million In Sales



Before a recent performance in Columbia, MD, Creed received plaques from the RIAA to commemorate combined sales of more than 10 million copies of their albums *Human Clay* and *My Own Prison*. Pictured (l-r) are Creed's Scott Phillips and Scott Stapp, the RIAA's John Henkel and Creed's Mark Tremonti.

## Martin Climbs To PD At KRXQ/Sacto

KRXQ (98Rock)/Sacramento Asst. PD Pat Martin has been promoted to PD of the Rock station. Martin, who retains his midday airshift, has been at the station for 13 years, the last five as Asst. PD.

Station Manager Curtiss Johnson, who has been doing double duty as PD, noted, "Since I first arrived here in 1995, Pat has been an invaluable resource for me. His long-term market experience, industry knowledge and passion for making great radio have been an integral part of the success of the station. In the past year, as my role has expanded within Entercom, Pat has become much more involved in the day-to-day operational issues of guiding 98Rock. As I've relied on Pat more and more, I felt it only



Martin

natural he should assume the title of Program Director as well."

"I'm obviously thrilled with the appointment," Martin told R&R. "A great deal of my life has gone into this radio station, so to have it pay off and be recognized is extremely gratifying. A very special thanks to Curtiss Johnson for making this happen. It makes sense for me to officially take the reins of 98Rock on a day-to-day basis as Curtiss takes more of a global role in his programming and management viewpoints, overseeing both KRXQ and KSEG. I'd also like to thank VP John Geary for his belief in me and his vote of confidence. We've just come off our best book in eight years, so life is pretty good right now."

Clear Channel's WLCE (Alice 104.5) offers many of the same titles as WWDB with its "Rockin' Hits of the '80s, '90s and '70s" presentation. AC WBEB and Classic Hits WMGK will also see shared listening with WWDB.

When asked about WLCE's image in the market as a place to hear '80s music, Kabrich told R&R, "Alice plays music from the '80s, '90s, '70s and today. We're playing one decade of music, and they play music from four decades. It's as simple as that." During the hour of WWDB's sign-on, WLCE featured a wide variety of titles from such artists as Fine Young Cannibals, Chumbawamba, Free, Journey and 3 Doors Down.

Kabrich added that the switch to an '80s format was the best move for a Talk station that had fallen on hard times after 25 years in the format. "It would have taken five years to build itself as a Talk station — it was a shell of its former self. Like a dog that's been hit by a car, we put it out of its misery. It was a mercy killing. We explored several formats, but this one looked as if it would have the biggest impact and

fill the biggest hole in the market. This was unfilled territory."

In related news, WXTU GSM Natalie Conner has become Director/Sales for both 'XTU and WWDB. Neil Latamore will serve as The Point's interim PD.

The end of WWDB-FM's tenure as a Talk station comes just as "FM Talk" has matured into a powerful format, delivering rich financial rewards for such companies as Infinity. While WWDB did not offer male-oriented, in-your-face programming, the station was one of the first Talkers on the FM dial. Donahue told R&R that the departure of Rush Limbaugh and Dr. Laura Schlessinger to crosstown WPHT-AM helped seal the fate of WWDB.

When asked about "Hot Talk" with such hosts as Tom Leykis and Rick Emerson, Donahue said, "I think that's another opportunity in this market, but we feel that at this point we have identified a more significant opportunity for WWDB."

R&R Radio Editor Adam Jacobson and News/Talk Editor Al Peterson contributed to this story.

## EXECUTIVE ACTION

### Shockley Named OM For WODL & WZZK/Birmingham

WODL/Birmingham PD Rick Shockley has been elevated to OM for the Cox Oldies station and Country sister WZZK. He replaces Jim Tice, who spent 14 years as PD of WZZK. Tice exits Nov. 17, as Cox has chosen to not pick up the option on his contract.

"I'm thrilled to be a part of Cox Radio," Shockley told R&R. "This company stands head and shoulders above the rest. I'm excited to have the opportunity to move into a position of leadership and follow in the big footsteps of Jim Tice, who did a tremendous job at the stations. I hope to live up to his legacy, add some freshness to the stations and carry the torch for another 20 years."

Shockley's resume includes a five-year stint as PD at Oldies WODS/Boston. He joined Cox's Birmingham operation in February following a 19-month tenure as PD at Oldies KOOL/Phoenix.

## KISN Off Hot AC With Flip To '80s

Long-standing Hot AC KISN/Salt Lake City relinquished that format Nov. 3 in favor of a more '80s-intensive approach. The station's new slogan is "Kissin' 97 — The Best Songs of the '80s and More." Representative artists on the new station include Bryan Adams, The Cars, Phil Collins, Journey and Supertramp.

PD Sam Elliott, the station's heritage *Fisher, Todd & Erin* morning show (which will celebrate its 15th anniversary in February) and the KISN calls remain in place. Middayer Brian Fox moves to 1-6pm, as former afternoon driver Elliott comes off the air.

"The core of the station falls right in the middle of the '80s," Elliott told R&R. "It definitely has a rock feel to it. We're playing late-'70s songs that fit that feel, as well as some '90s songs." KISN isn't including songs from after 1994.

Given the number of Salt Lake City stations playing contemporary music, Elliott said, "It was a struggle to get a music position. I expect we'll lose 30% of our cume, but we hope to make up for that with men coming in. It will probably be a 60% female/40% male-appeal station."

Regarding timing, Elliott added, "Our research was screaming that this is the hole, and we needed to do it before someone else did. I know [Citadel's new Exec. VP/Programming] Ken Benson is a huge '80s fan, and Citadel has Hot AC KBEE here. We had less than four days to put this on the air."

Among persons 12+ this summer, Alternative KXRR (6.4) was the market leader. KISN ranked 17th (3.0) in a field of 32 signals.

### Dillon

Continued from Page 3

also played a part in his decision. "Things are bad when flight attendants know your name when they see you, but your son asks who you are. You know that's the time to get off airplanes."

On the other hand, he said, he'll miss being a Journal owner/employee. "It's been a fabulous run. We made light-year progress in some situations and slower progress in others. It's been a wonderful experience, and I'm glad I had the chance to work for a non-public company for a while and see how things are done on the other side of the industry."

As far as what awaits him, Dillon told R&R, "I listened for a bit during the NAB Radio Show in San Francisco. I'm very comfortable

with KIOI's Hot AC direction. I've never met KIOI morning man Don Bleu, but I'm sure it will be great working with a morning man like that. Since Dr. Don Rose is gone, Bleu is the heir apparent to morning entertainment radio in San Francisco. Finding a good morning show that knows the market is, perhaps, the hardest thing to do with a Hot AC.

"We need to make it a little more usage-oriented and polish the station. There's really nothing else to say going in, other than we intend to win."

Dillon — who begins his new duties Dec. 1 — was previously VP/Programming for Capstar and Regional VP/Programming for SFX. He has also programmed KODA/Houston, WJQY/Miami, WHTX/Pittsburgh, WAIV/Jacksonville, WEZS/Richmond and WQQQ/Allentown.

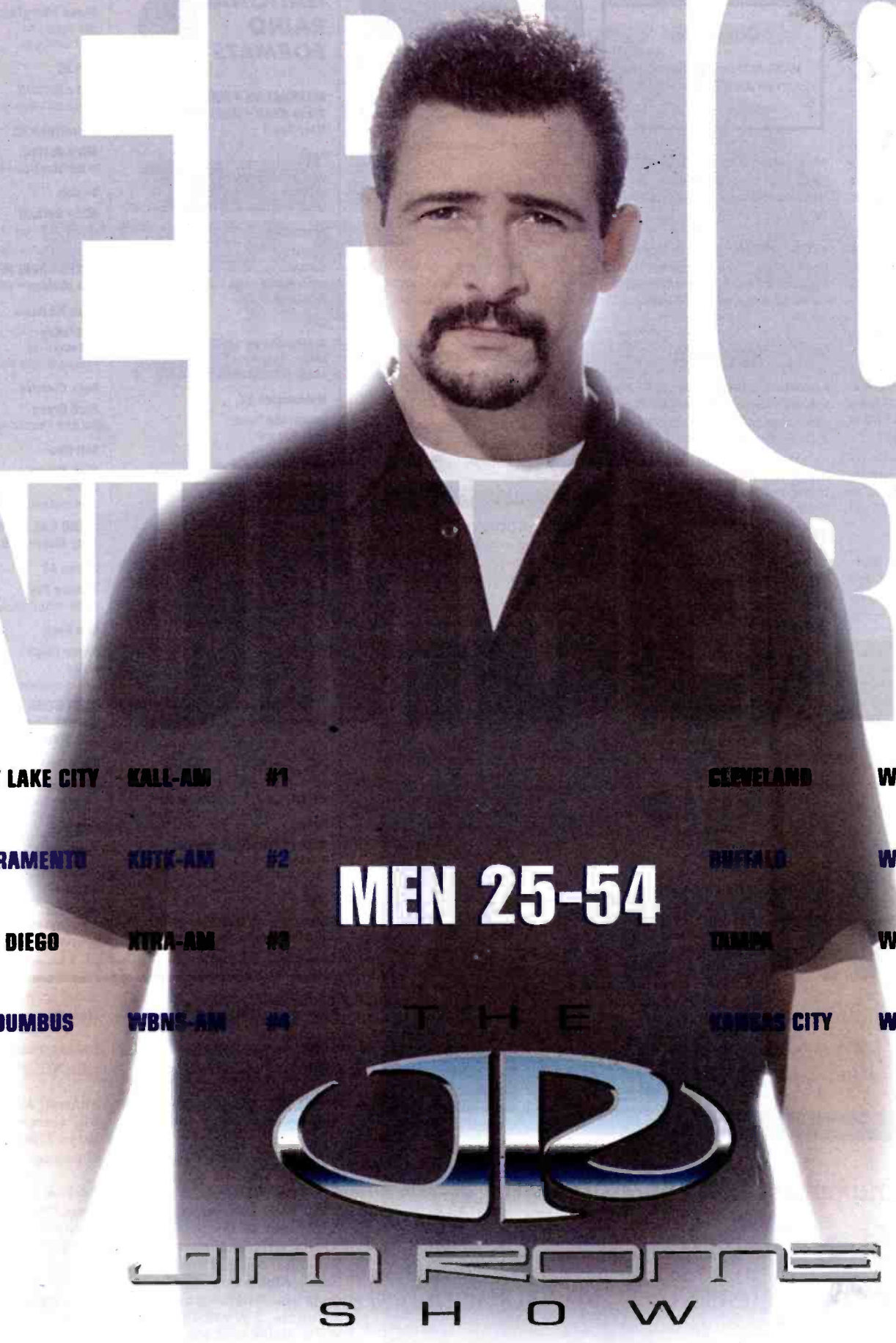
### Benson

Continued from Page 3

A 16-year industry veteran, Benson has also served as VP/Music Programming for MTV and PD of KKRZ/Portland. His early radio industry experience included various programming and on-air positions at middle-market stations throughout the eastern U.S.

"Ken's appointment supports Citadel's strategy of bringing major-market programming and sales techniques to midsized markets throughout the U.S.," said President/COO Bob Proffitt. "With Ken's innovation and expertise, we will continue to create an exciting radio product that steals share from competing local media such as newspapers and television."

# LEADERBOARDS



SALT LAKE CITY KALL-AM #1

CLEVELAND WKNR-AM #2

SACRAMENTO KJTK-AM #2

BUFFALO WGR-AM #2

SAN DIEGO XTRA-AM #3

TAMPA WDAE-AM #4

COLOUMBUS WBNS-AM #4

KANSAS CITY WHB-AM #4

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Source: Spring 2000, Arbitron, MSA M-F, AOH rank Actual Show Times

## National Radio

• **SYNDICATED SOLUTIONS** presents *The Herbal Pharmacist Show*, airing Saturdays from 7-9am ET and repeating Sundays from 9-11am ET, beginning Dec. 2. For more information, contact Matthew Sullivan at 203-921-1548.

• **BURBANK CREATIONS** now carries the weekend comedy show *Gary Burbank's Weekly Rear View*. For more information, contact Rick Consolo at 800-327-5748.

• **TALK RADIO NETWORK** debuts the automotive talk shows *Motor Trend Radio Magazine*, airing on Saturdays, and *Motor Trend Weekend*, on Sundays, both from 8-10am ET and PT. For more information, contact Mary McGeachy at 949-363-8120.

• **WESTWOOD ONE** presents *Alabama & Friends: A Salute to 20 Years of Hits*, airing Nov. 23-26 as part of WW1's Country Six Pack series.

Also, WW1 airs the live simulcast of Faith Hill's network TV special *Faith!* on Thursday, Nov. 23 from 8-9pm ET. For more information, contact Todd Goodman at 212-641-2177.

• **TALK AMERICA RADIO NETWORK** now carries *Inside/Out With*

## CHRONICLE

### CONDOLENCES

• **WOR-AM**/New York broadcaster, columnist Jack O'Brian, 86, Nov. 5.

*Michael Levine*, airing 9-10pm ET Sundays. For more information, contact Rebecca Gallegos at 323-692-9999, ext. 13.

• **ZONI MEDIA** makes available the news feature "There You Have It," hosted by David Jones. For more information, contact David Jones at 480-488-1000, ext. 24.

## Records

• **DAWN ROBERTS** is named VP/Marketing for Virgin Entertainment Group. She was previously VP/Brand Alliances at Digital Brandcast Corp.

• **STEVE DOWNES** is now Sr. Dir. for Syndicated Solutions. He was most recently Exec. VP/GM of WODX-AM/Marco Island, FL.

• **SHARLOTTE BLAKE** is appointed Head/Marketing for Giant Records. She

## PROS ON THE LOOSE

WMXQ/Jacksonville morning hosts **Monk & Kelly**; 904-264-7852; monkandkelly@aol.com.

was previously an executive at Alchemy Marketing.



Lauriot-Prevost

• **MATTHIEU LAURIOT-PREVOST** is promoted to SVP/Int'l for the Island Def Jam Group. He rises from VP/Int'l.

## Industry

• **SHIRA BERK** is named VP/Media Relations for Clickradio. She was most recently Dir./Publicity for *Rolling Stone*.

## Products & Services

• **JASONCOOPERCREATIVE.COM** launches a custom imaging service through its website. For more information, contact Jason Cooper at 601-938-4545.

## NATIONAL RADIO FORMATS

ADDED THIS WEEK

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

### Rock

**EVE 6** On The Roof Again  
**LIFEHOUSE** Hanging By A Moment  
**STRAIT UP** I/LAJON OF SEVENDUST Angel's Son

### Alternative

**EMINEM** Stan  
**FASTBALL** This Is Not My Life  
**MOBY** I/GWEN STEFANI Southside  
**NICKELBACK** Breathe

### CHR

**BBMAK** Still On Your Side  
**FISHER** I Will Love You  
**TIONNE "T-BOZ"** WATKINS My Getaway

### Mainstream AC

**KARISSA NOEL** Corrupt  
**SR-71** Right Now

### Lite AC

**BARENAKED LADIES** Pinch Me  
**NATALIE COLE** Angel On My Shoulder  
**BRIAN MCKNIGHT** Win

### MAC

**BRENDA RUSSELL** You Can't Hide Your Heart

### UC

**JAGGED EDGE** Promise  
**JAY-Z** I Just Wanna Love U (Give It...)  
**MACK 10** I/T-BOZ Tight To Def  
**OUTKAST** Ms. Jackson

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

### Alternative

**Teresa Cook**  
**CRAZY TOWN** Buttery  
**EVERCLEAR** When It All Goes Wrong Again

### Hot AC

**Steve Young/Josh Hosler**  
**'N SYNC** This I Promise You

### CHR

**Steve Young/Josh Hosler**  
**BRITNEY SPEARS** Stronger

### Rhythmic CHR

**Steve Young/Josh Hosler**  
**LIMP BIZKIT** Rollin'  
**SPICE GIRLS** Holler

### Soft AC

**Mike Bettell**  
**NATALIE COLE** Angel On My Shoulder

### Mainstream AC

**Mike Bettell**  
**98 DEGREES** My Everything

### Delliah

**Mike Bettell**  
**NATALIE COLE** Angel On My Shoulder

### JONES RADIO NETWORK

**Jon Holiday** • (303) 784-8700

### Adult Hit Radio

**JJ McKay**  
**NINE DAYS** If I Am  
**MYA** Case Of The Ex (Whatcha...)

### Rock Classics

**Rich Bryan**  
**BOB WEIR & RATOOG** Odessa

### Soft Hits

**Rick Brady**  
No Adds

### RADIO ONE NETWORKS

**Tony Mauro** • (970) 949-3339

### Choice AC

**Yvonne Day**  
**SISTER HAZEL** Champagne High

### New Rock

**Steve Leigh**  
No Adds

### WESTWOOD ONE RADIO NETWORKS

**Charlie Cook** • (661) 294-9000  
**Bob Blackburn**

### Adult Rock & Roll

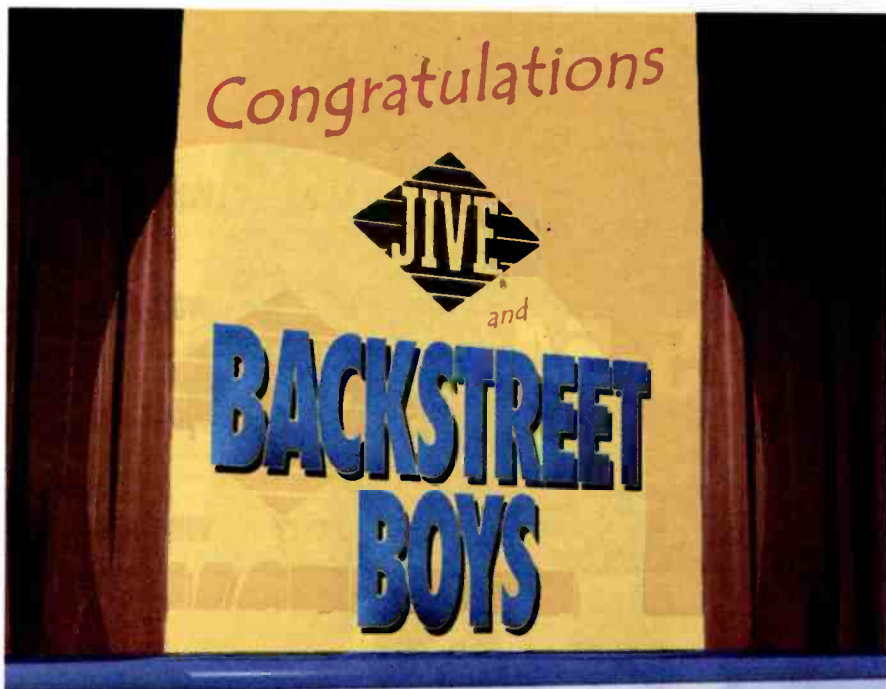
**Jeff Gonzer**  
**TOM PETTY** Surrender

### Soft AC

**Andy Fuller**  
No Adds

### Bright AC

**Jim Hays**  
**BACKSTREET BOYS** Shape Of My Heart  
**SHAWN MULLINS** Everywhere I Go



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## Changes

'80s Oldies: KHPT/Houston names **Clint Wright** Dir./Promotion.

AC: KURB/Little Rock APD **Aaron Anthony** exits.

CHR: KHKS/Dallas midday host **Dave Morales** adds MD duties ... KPTY/Phoenix adds **Guy Marino** as APD/MD and afternoon host ... KSLY/San Luis Obispo, CA afternoon host **Jackhammer** exits ... KSLZ/St. Louis APD/midday host **Kandy Klutch** exits ... **Mike Machuta** joins WKFR/Kalamazoo, MI for nights ... **WVSR**/Charleston, WV morning host **Coach Kidd** adds APD duties.

Country: KNFR/Spokane adds the morning team of **Tim & Willy** as morning host **Lyn Daniels** segues to middays.

News/Talk: KNX-AM/Los Angeles news anchor **Ed MacKay** exits.

Rock: **Trixie** joins WLZX/Springfield, MA as **Haze** segues to after-

noons ... WRIF/Detroit MD **Troy Hanson** is now APD.

Urban: Afternoon host **Rick Party** exits WGCI/Chicago.

National Radio: AP Radio adds **Bill Garcia**, **Nancy Lambert**, **Taryn Fisher** and **Starr Talley** to its regional sales staff.

Records: MCA Records names **Kami Broyles** Paralegal/Business & Legal Affairs ... **Laurie Gonzalez** is now Dir./Label Copy & R.A.A.S. Administration for RCA Music Group ... **Toni Ann Marinaccio** is appointed VP/Int'l and **Dana Kash-Murray** Dir./Creative Services for Universal Music Publishing Group ... Capitol Records names **Diane Mayer** Dir./Video Promotion ... **Greg Bell** is appointed VP/Finance & Administration for RED Distribution.

Sports: **Scott Paulsen** joins WBGG-AM/Pittsburgh for afternoons ... WNSA/Buffalo adds **Tony Bruno** for mornings, **Art Wander** for middays, **Mike Schopp** for afternoons and **Dave Miller** for evenings.



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## DATEBOOK

## MONDAY, NOVEMBER 20

National Peanut Butter Fudge Day  
1969/Soccer legend Pelé collects his 1,000th career goal, in Rio de Janeiro.  
1984/The 50 billionth McDonald's hamburger is grilled and sold.  
1986/*Fortune* magazine's annual list of innovative products includes the U.S. Gold Eagle coin and the Laser Tag toy pistol.  
Born: **Bo Derek** 1956, **Sean Young** 1959

## In Music History

1954/**Gene Autry** plays at the Grand Ole Opry for the first time.  
1990/The press reveals that **Vanilla Ice**'s bio is not what the rapper claims: Rather than growing up on the streets of Miami, Ice comes from an upper-middle-class home.  
1995/**Snoop Dogg** goes on trial in Los Angeles for a 1993 drive-by murder. He is eventually acquitted.  
Born: **Duane Allman** (The Allman Brothers) 1946-1971, **Joe Walsh** 1947, **Mike Diamond** (Beastie Boys) 1965

## TUESDAY, NOVEMBER 21

False Confessions Day  
1955/The Fulton Theatre in New York City is renamed in honor of Broadway actress **Helen Hayes**.  
1972/World Hello Day debuts. People are asked to greet at least 10 people on this day.  
1980/The largest audience in television history, 82 million, watches the character **Kristen Shepard** (Mary Crosby) admit that she shot **J.R. Ewing** (Larry Hagman) on the prime-time soap opera *Dallas*.



Crosby: She shot J.R.

Born: **Goldie Hawn** 1945, **Ken Griffey Jr.** 1969

## In Music History

1986/**Frank Zappa** makes a rare television appearance, as a guest on the short-lived *Joan Rivers Show*. Among other things, Zappa warns Rivers not to make fun of his children's names.  
1990/**Mick Jagger** marries model **Jerry Hall** in Indonesia. Or does he? When the couple split in 1996, Jagger claims the marriage was never legal. Also... **Madonna**'s neighbor takes her to court in Los Angeles over the height of her hedges, which he claims block his view of the city. A judge eventually rules that the hedges must be trimmed.  
Born: **Bjork** 1965

## WEDNESDAY, NOVEMBER 22

Go For A Ride Day  
1959/Air Force Capt. **Joseph Kittinger** parachutes almost 15 miles (safely) to test new equipment.  
1984/**Fred Rogers**, host of PBS-TV's *Mr. Rogers' Neighborhood*, donates a sweater knitted by his mother to the Smithsonian Institution.  
1986/20-year-old **Mike Tyson** knocks out **Trevor Berbick** in Las Vegas

to become the youngest-ever heavyweight champion.

Born: **Billie Jean King** 1943, **Marjorie Hemingway** 1961

## In Music History

1955/**Elvis Presley** signs with RCA.  
1990/Two members of boy band **Menudo** are arrested on drug possession charges and tossed out of the group.  
1997/*INXS* frontman **Michael Hutchence** is found dead in his Sydney hotel room, an apparent suicide.

## THURSDAY, NOVEMBER 23

National Roast Turkey Day  
1958/**Ronald and Nancy Reagan** appear together in the *GE Theatre* TV production of *A Turkey for the President*.  
1969/The first space-to-ground news conference, between reporters in Houston and astronauts on board *Apollo 12*, is telecast.  
1994/*Baywatch* star **Pamela Anderson** sues the *Globe* tabloid for writing that she was once a heroin addict.  
Born: **Susan Anspach** 1939, **Dominique Dunne** 1959-1982

## In Music History

1991/Queen lead singer **Freddie Mercury**, 45, announces that he is suffering from AIDS. He dies of the illness the next day.  
1993/**Guns N' Roses** release *The Spaghetti Incident?* with a track written (though uncredited) by mass murderer **Charles Manson**. The ensuing uproar causes the band to consider pulling the track until they discover that the killer is not profiting from his work — the royalties are going to the son of one of Manson's victims.  
1994/A paternity suit against **Michael Jackson** is thrown out after DNA testing clears the performer.



Jackson: The kid is not my son.

Born: **Bruce Hornsby** 1955

## FRIDAY, NOVEMBER 24

National Kitchen Sink Day  
1967/Actor and TV host **Gary Collins** marries former Miss America **Mary Ann Mobley**.  
1971/"**D.B. Cooper**" hijacks a Boeing 727, demands and receives \$200,000 ransom and parachutes from the plane over the Cascade Mountains in Washington state, never to be seen again.  
1986/The American Eagle silver dollar debuts and sells out.  
Born: **William F. Buckley** 1925, **Denise Crosby** 1957

## In Music History

1972/**Rick Nelson**'s comeback record, "Garden Party," goes gold.  
1991/**Cyndi Lauper** marries actor **David Thornton**. **Little Richard** and **Patti LaBelle** play at the ceremony.

1997/**Fleetwood Mac**, **The Eagles**, **Santana** and **The Mamas & The Papas** are inducted into the Rock and Roll Hall of Fame.

Born: **Donald "Duck" Dunn** (ex-Booker T. & The MGs) 1941, **Bev Bevan** (ex-ELO) 1945

## SATURDAY, NOVEMBER 25

National Parfait Day  
1973/The maximum speed limit on U.S. highways is cut to 55 mph.  
1983/The Russian space ship *Soyuz T-9* returns to Earth after 149 days in orbit.  
1988/**Richard M. Daley**, son of former Chicago Mayor **Richard J. Daley**, announces that he will run for mayor of the city (he wins). Daley senior served from 1955 until his death in 1976.

Born: **John Larroquette** 1947, **Christina Applegate** 1971

## In Music History

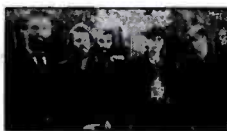
1984/**Bob Geldof**'s **Band Aid** project for African famine relief records "Do They Know It's Christmas?" Members of **Duran Duran**, **Human League**, **Genesis** and many others participate; the single sells over 3 million copies.  
1991/**Ozzy Osbourne** breaks his ankle during a Chicago show. He attempts to continue the tour, but has to cancel when the break becomes infected.  
1992/**Whitney Houston** makes her big-screen debut, in *The Bodyguard*. It's a hit: The film grosses over \$300 million worldwide.  
Born: **Amy Grant** 1960, **Scott Mercado** (Candlebox) 1964

## SUNDAY, NOVEMBER 26

National Carrot Cake Day  
1956/The game show *The Price Is Right* debuts.  
1975/A federal jury in Sacramento finds **Lynette "Squeaky" Fromme** guilty of attempting to assassinate President **Gerald Ford**.  
1997/CompUSA announces it will no longer sell *Postal*, a computer game featuring a berserk gunman, because of complaints about violence.  
Born: **Rich Little** 1938, **Garcelle Beauvais** 1966

## In Music History

1973/In London, the short-lived (just one album) but influential **New York Dolls** play their first show.  
1976/Onetime **Bob Dylan** backup group **The Band** play their final show, a five-hour event in San Francisco that is filmed for the concert movie *The Last Waltz*.



The Band: The train stops here.

Born: **Tina Turner** 1938, **John McVie** (ex-Fleetwood Mac) 1945

— **Michael Anderson** & **Brida Connolly**

## 'zinescene

## Madonna and Guy Ritchie: I Do?

How does **Madonna** rate herself as a potential wife, on a scale of one to 10? "Ah ... zero," she tells *Us Weekly*. Hmm. Should we get out our score cards, then? Because, as *Us Weekly* and the *Star* speculate, wedding bells may be ringing in December for the **Material Mom** and her boyfriend, **Guy Ritchie**. The *Star* reports that's when the couple will be throwing a christening party at a Scottish castle for their son, **Rocco**. And, the 'zine continues, since all of their friends and family will be gathered for the ceremony, **Madonna** and **Ritchie** are considering getting married afterward. *Us Weekly* warns, however, that although **Ritchie** has given **Madonna** what may be an engagement ring, these marriage rumors aren't confirmed.

**Rob Thomas** tells *People* that he and his wife, **Marisol**, celebrated their first wedding anniversary Oct. 2. "I like this marriage thing," he says. "It suits me well."

**Paul McCartney** liked that marriage thing too: He and his late wife, **Linda**, were married for almost 30 years. **McCartney** and his girlfriend, **Heather Mills**, declared their love for each other recently on a British talk show, *People* reports. However, the *Globe* reports that **Paul**'s kids watched the show and were appalled by the display of affection.

## Break It Up!

"It was just me and three blondes cooking up a turkey. I was the turkey!" — **Rod Stewart** spent last Christmas with ex-wives **Alana Stewart** and **Rachel Hunter** and girlfriend **Kelly Emberg**. (*Us Weekly*)

There seems to be nothing more venomous than an ex-wife who didn't receive enough divorce-settlement cash from her rocker ex-husband. Just ask **Aerosmith** frontman **Steven Tyler**. The *Globe* reports that his ex-wife, **Cyrinda**, recently posted a nude photo of him on her website and charged web surfers \$9 a hit to see it. She apparently needed the money — she received a settlement of only \$137,000 when her nine-year marriage to the rocker ended in divorce.

Speaking of going to splitsville, have **Phish** broken up? *Rolling Stone* reports that the band announced "they would be taking an indefinite break." However, the band's manager, **John Paluska**, insists that this is not a breakup.

## I'm Too Sexy

*People*'s Sexiest Man Alive this year isn't a rock star — he's actor **Brad Pitt**. However, **Jon Bon Jovi** and **Tyrese** are among the 'zine's Guys Worth Watching; and **Keith Urban** and **Savage**



**BARENAKED, UM ... MEN?** — "Every time we record, we do one song naked. People are becoming less and less willing, as we get older and fatter and hairier, to join in the fun" — **Barenaked Ladies**' **Ed Robertson**, regarding the band's recording habits. (*Rolling Stone*)

**Garden's Darren Hayes** are among the 'zine's Awesome Aussies.

**Foo Fighters** and **Carlos Santana** are among *GQ*'s Men of the Year. The 'zine also includes portraits of the Godfathers of Punk — **Blondie's Chris Stein**, **The Neon Boys' Richard Hell**, **The Ramones' Joey Ramone**, **X's John Doe**, **MC5's Wayne Kramer** and **The New York Dolls' David Johansen**.

*Vanity Fair*'s music issue features a 59-page portfolio with current portraits of **Brian Wilson**, **George Clinton**, **Lou Reed**, **Eric Clapton** and others who, according to the 'zine, comprise an ultimate who's who of artists, legends and divas.

**Jennifer Lopez**'s Versace gown is *Us Weekly*'s Dress of the Year as part of its 100 Best Looks: Stylemakers of 2000 issue. And **Paul McCartney**'s daughter, **Stella McCartney**, is the *VH1/Vogue* Fashion Awards' Designer of the Year.

## A Constant Battle

"The most sexy women I have ever seen are the ones with confidence on their faces, whether they are a size two or 20. That is what we need to teach women, to believe in themselves. I think it is still an issue for me, but at least now I am more at a point where I can say, 'I can look good no matter what I weigh.' It's not the most important thing about me, and it doesn't change how my voice sounds" — **Trisha Yearwood** struggles with weight issues, but she's rising above them. (*Mode*)

**Brian Wilson**'s daughter, **Carnie Wilson**, is also triumphing over her weight. She tells *Us Weekly* that, during this past year, she not only lost 150 pounds, but also got married and re-formed **Wilson Phillips**.

In *People*'s book bonus, **Natalie Cole** writes about how she has triumphed over her past drug addiction, which led her to theft, check fraud and counterfeiting — and almost took her life.

— **Deborah Overman**

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

**OTHER MORNING SHOWS DREAM ABOUT STARS  
RICK DEES DELIVERS THE STARS...**



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Plays	Rank	Artist/Show
18	1	OFFSPRING Original Prankster
17	2	RICKY MARTIN She Bangs
16	3	LIMP BIZKIT Rollin'
15	4	SAMANTHA MUMBA Gotta Tell You
14	5	JA RULE I/C. MILIAN Between Me And You
14	6	DESTINY'S CHILD Independent Women Part 1
13	7	BACKSTREET BOYS Shape Of My Heart
13	8	NELLY E.I.
13	9	GOODSMACK Awake
13	10	OUTKAST B.O.B.
12	11	BLINK-182 Man Overboard
12	12	GREEN DAY Minority
12	13	MYSTIKAL Shake Ya Ass
12	14	3 DOORS DOWN Loser
12	15	'N SYNC This I Promise You
11	16	FUEL Hemorrhage (In My Hands)
11	17	LUDACRIS What's Your Fantasy
11	18	SOUL DECISION Faded
11	19	MARILYN MANSON Disposable Teens
11	20	MOBY IGWEN STEFANI Southside
11	21	U2 Beautiful Day
10	22	NO DOUBT Bathwater
10	23	DRGY Fiction (Dreams In Digital)
10	24	PAPA ROACH Broken Home
10	25	JAY-Z I Just Wanna Love U (Give It...)
10	26	LENNY KRAVITZ Again
9	27	DEFTONES Back To School (Mini Maggit)
9	28	DAVID GRAY Babylon
9	29	R. KELLY I Wish
9	30	EVERLAST Black Jesus
8	31	PINK Most Girls
7	32	DEBELAH MORGAN Dance With Me
7	33	MANDY MOORE Walk Me Home
7	34	ROBBIE WILLIAMS Rock DJ
7	35	JILL SCOTT Gettin' In The Way
7	36	P.O.D. School Of Hard Knocks
6	37	CHRISTINA AGUILERA Come On Over Baby (All I...)
6	38	WYCLEF JEAN I/MARY J. BLIGE 911
6	39	LINKIN PARK One Step Closer
6	40	LIL' KIM I/SISSO How Many Licks
6	41	GOOD CHARLOTTE Little Things
5	42	NYA Case Of The Ex (Whatcha...)
5	43	WU-TANG Protect Ya Neck (The Jump Off)
5	44	BAHA MEN Who Let The Dogs Out
4	45	DISTURBED Stupify
4	46	MUSIQ Just Friends
4	47	SR-71 Right Now
4	48	PROFFLE Liar
4	49	SLIPKNOT Wait And Bleed
4	50	STONE TEMPLE PILOTS No Way Out
4	51	OUTKAST Ms. Jackson
3	52	WALLFLOWERS Sleepwalker
3	53	COLD Just Got Wicked
3	54	SPINESHANK Synthetic
3	55	UNION UNDERGROUND Turn Me On "Mr. Deadman"
3	56	COLLECTIVE SOUL Why Pt. 2
3	57	BRITNEY SPEARS Stronger
2	58	JURASSIC S Quality Control
2	59	LIMP BIZKIT My Generation
2	60	KANDI Don't Think I'm Not
2	61	TIONNE "T-BOZ" WATKINS My Getaway
2	62	AT THE DRIVE-IN One Armed Scissor
2	63	BILAL Soul Sister
2	64	FUNKMASTER FLEX I/DMX Do You
2	65	STRAIT UP I/LAJON... Angel's Son
2	66	VERTICAL HORIZON You're A God
2	67	HATCHBOX TWENTY If You're Gone
1	68	CAM'RON What Means The World To You
1	69	(HEB) PLANET EARTH Bantender
1	70	BARENAKED LADIES Pinch Me
1	71	BEEHIVE MAIN Girls Dem Sugar
1	72	C-MURDER Down For My N's
1	73	DREAM He Loves U Not
1	74	RUFF ENOZ No More
1	75	LIL' BOW WOW Bow Wow (That's My Name)
1	76	3LW No More (Baby I'ma Do Right)
1	77	CHANGING FACES That Other Woman
1	78	MACK 10 I/T-BOZ Tight To Det

Video playlist for the week ending November 5.

70 million households



Paul Marszalek  
VP/Music Programming

### ADDS

BON JOVI Thank You For Loving Me  
EVERCLEAR AM Radio  
FAITH HILL Where Are You Christmas  
ELTON JOHN I/MARY J. BLIGE I Guess That's Why...  
K-CI & JOJO Crazy  
'N SYNC This I Promise You  
UNCLE KRACKER Follow Me

### INSIDE TRACK

EVAN AND JARON Crazy For This Girl  
DAVID GRAY Babylon  
VERTICAL HORIZON You're A God

### XL

3 DOORS DOWN Kryptonite  
CREED With Arms Wide Open  
FAITH HILL The Way You Love Me  
MATCHBOX TWENTY If You're Gone  
U2 Beautiful Day

### NEW

BON JOVI Thank You For Loving Me  
EVERCLEAR AM Radio  
DESTINY'S CHILD Independent Women Part 1  
MACK 10 I/T-BOZ  
SADE By Your Side

### LARGE

BARENAKED LADIES Pinch Me  
CORRS Breathless  
EVAN AND JARON Crazy For This Girl  
DAVID GRAY Babylon  
LENNY KRAVITZ Again  
RICKY MARTIN She Bangs  
VERTICAL HORIZON You're A God

### MEDIUM

CHRISTINA AGUILERA Come On Over Baby (All I...)  
BACKSTREET BOYS Shape Of My Heart  
COLLECTIVE SOUL Why Pt. 2  
FAITH HILL Where Are You Christmas  
MADONNA Music  
MOBY IGWEN STEFANI Southside  
SHAWN MULLINS Everywhere I Go  
NINE DAYS I I Am  
JILL SCOTT Gettin' In The Way  
UNCLE KRACKER Follow Me  
WALLFLOWERS Sleepwalker

### CUSTOM

3 DOORS DOWN Loser  
A PERFECT CIRCLE 3 Libras  
YOLANDA ADAMS Open My Heart  
RICHARD ASHCROFT C'Mon People (We're Making...)  
ERYKAH BADU Bag Lady  
BAHA MEN Who Let The Dogs Out  
TONI BRAXTON Spanish Guitar  
ALICE COOPER Garage  
DIDD Here With Me  
EVERLAST Black Jesus  
FUEL Hemorrhage (In My Hands)  
GREEN DAY Minority  
WHITNEY HOUSTON Fine  
WYCLEF JEAN I/MARY J. BLIGE 911  
ELTON JOHN I/MARY J. BLIGE I Guess That's Why...  
K-CI & JOJO Crazy  
R. KELLY I Wish  
DEBELAH MORGAN Dance With Me  
MUSIQ Just Friends  
LEIGH NASH Need To Be Next To You  
NO DOUBT Bathwater  
'N SYNC This I Promise You  
SINEAD O'CONNOR Jealous  
STEPHEN SIMMONDS I Can't Do That  
SPICE GIRLS Holler  
STONE TEMPLE PILOTS No Way Out  
STRAIT UP I/LAJON... Angel's Son  
CARL THOMAS Emotional  
TIONNE "T-BOZ" WATKINS My Getaway

Video airplay from November 13-19.

55 million households




Peter Cohen,  
VP/Programming

### National Top 20

R. KELLY I Wish  
NELLY E.I.  
LUDACRIS What's Your Fantasy  
SPICE GIRLS Holler  
BACKSTREET BOYS Shape Of My Heart  
JAY-Z I Just Wanna Love U (Give It...)  
LIMP BIZKIT Rollin'  
WYCLEF JEAN I/MARY J. BLIGE 911  
B.O.B. Boys  
BLINK-182 Man Overboard  
JA RULE I/C. MILIAN Between Me And You  
DESTINY'S CHILD Independent Women Part 1  
LIL' KIM I/SISSO How Many Licks  
LIMP BIZKIT My Generation  
DRGY Fiction (Dreams In Digital)  
'N SYNC This I Promise You  
MYSTIKAL Shake Ya Ass  
OUTKAST B.O.B.  
LINKIN PARK One Step Closer  
SLIPKNOT Wait And Bleed

Video playlist for the week ending November 5.

36 million households



Cindy Mahmoud  
VP/Music Programming & Entertainment

### VIDEO PLAYLIST

PROFFLE Liar  
R. KELLY I Wish  
ERYKAH BADU Bag Lady  
LUDACRIS What's Your Fantasy  
AVANT My First Love  
MYSTIKAL Shake Ya Ass  
WYCLEF JEAN I/MARY J. BLIGE 911  
JA RULE I/C. MILIAN Between Me And You  
JAY-Z I Just Wanna Love U (Give It...)  
MUSIQ Just Friends

### RAP CITY

OUTKAST Ms. Jackson  
WU TANG CLAN Protect Ya Neck (The Jump Off)  
EMINEM Stan  
JA RULE I/C. MILIAN Between Me And You  
MYSTIKAL Shake Ya Ass  
NELLY E.I.  
JAY-Z I Just Wanna Love U (Give It 2 Me)  
OUTKAST B.O.B.  
DE LA SOUL All Good  
LIL' KIM I/SISSO How Many Licks

Video playlist for the week ending November 12.

## TELEVISION


### TOP TEN SHOWS OCT. 30-NOV. 5

Total Audience (95.9 million households)	Adults 25-54
1 E.R.	1 E.R.
2 Friends	2 Friends
3 Who Wants To Be A Millionaire (Wednesday)	3 Will & Grace
4 Everybody Loves Raymond	4 Just Shoot Me
5 NFL Monday Night Football (Tennessee at Washington)	5 Cursed
6 Will & Grace	6 Frasier
7 Who Wants To Be A Millionaire (Sunday)	7 NFL Monday Night Football (Tennessee at Washington)
8 The West Wing	(tie) X-Files
9 The West Wing	9 Everybody Loves Raymond
10 Cursed	10 The West Wing

Source: Nielsen Media Research

### COMING NEXT WEEK

#### Friday, 11/10



• Ricky Martin, *Saturday Night Live* (NBC, 11:30pm).

• Brian Setzer, *Behind the Music* (VH1, 9pm).

#### Sunday, 11/12

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

• Vertical Horizon, *Craig Kilborn*.

#### Monday, 11/13

• Natalie Cole, *Jay Leno*.

• Arturo Sandoval sits in with the band on *David Letterman*.

• Queens Of The Stone Age, *Conan O'Brien*.

• Nina Gordon, *Craig Kilborn*.

#### Tuesday, 11/14

• Lee Ann Womack and Eric Heatherly, *Austin City Limits* (PBS, check local listings for time).

• Mandy Moore, *Mad TV* (FOX, 11pm).

#### Wednesday, 11/15

• Cher guest-stars on NBC's *Will & Grace* (9pm).

• Michael McDonald sits in with the band on *David Letterman*.

#### Thursday, 11/16

• Lee Ann Womack and Eric Heatherly, *Austin City Limits* (PBS, check local listings for time).

• Mandy Moore, *Mad TV* (FOX, 11pm).

— Julie Gidlow

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

## FILMS

### BOX OFFICE TOTALS Nov. 3-Nov. 5

Title	Distributor	Weekend (\$ To Date)
1 <i>Charlie's Angels</i>	Sony	\$40.12 (\$40.12)
2 <i>Meet The Parents</i>	Universal	\$12.63 (\$116.46)
3 <i>The Legend Of Bagger Vance</i>	DreamWorks	\$11.51 (\$11.51)
4 <i>Remember The Titans</i>	Buena Vista	\$6.96 (\$96.73)
5 <i>Book Of Shadows: Blair Witch 2</i>	Artisan	\$5.01 (\$21.79)
6 <i>Bedazzled</i>	Fox	\$4.65 (\$30.81)
7 <i>Pay It Forward</i>	WB	\$4.27 (\$25.12)
8 <i>The Little Vampire</i>	New Line	\$3.50 (\$9.97)
9 <i>Lucky Numbers</i>	Paramount	\$2.05 (\$7.70)
10 <i>The Legend Of Drunken Master</i>	Miramax	\$1.57 (\$9.71)

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

### COMING ATTRACTIONS:

This week's openers include *Little Nicky*, starring Adam Sandler. The film's *Maverick*/WB soundtrack contains two cuts by The Deftones — "Change (In the House of Flies)" and an acoustic version of "Be Quiet and Drive (Far Away)" — along with P.O.D.'s "School of Hard Knocks," Incubus' "Pardon Me," Cypress Hill's "(Rock) Superstar," Powerman 5000's "When Worlds Collide," Filter's "Take a Picture" and a remix of Disturbed's "Stupify." Songs by Insolence, Linkin Park, Unloco and Muse round out the ST.

*You Can Count on Me*, starring Laura Linney, opens in limited release. The film's Artemis soundtrack features five songs by Steve Earle & The Del McCoury Band ("Texas Eagle," "Harlan Man," "The Mountain," "I'm Still in Love With You" and "Pilgrim") and three by The V-roys ("Straight Highway," "Strange" and "Amy 88"). The ST also includes tunes by Mariah, Bap Kennedy, 6 String Drag and Cheri Knight.

Pangaea/Interscope is releasing the soundtrack to *Red Planet*, starring Val Kilmer. The ST highlights Peter Gabriel's "The Tower That Ate People," Sting's "A Thousand Years" and *Strange Cargo*'s "Montok Point," along with original music by both Graeme Revell and Emma Shaplin. "When the World Is Running Down (You Can't Go Wrong)" by Different Gear Vs. The Police completes the package.

*Men of Honor*, starring Robert de Niro and Cuba Gooding Jr., has a Motown soundtrack that showcases Brian McKnight's "Win," The Temptations' "I Wish It Would Rain," Marvin Gaye's "Say When" and Mark Isham's score.

— Julie Gidlow

AL PETERSON

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# Push To Talk

**■ New technology allows Internet listeners to call in live via your station's website**

Throughout the pages of R&R this week you'll find plenty of news and features introducing you to all sorts of new technologies, services and innovations. In fact, many of the things you'll see and read about this week will very likely change the way you do your job in the decade ahead.

But in Talk radio, no matter how much the technology involved in gathering or delivering the product changes, one thing is sure to remain the same: the callers. It's the very special and intimate two-way dialogue between caller and host that is the format's big attraction.

From the first person who called his favorite talk show from a rotary-dial phone mounted on the kitchen wall to today's active listener deftly one-touch dialing from his hand-held, wireless, Internet-ready mobile phone, the caller has been — and always will be — an integral part of Talk radio.

It would seem, then, that a big disadvantage for those who choose to listen to your station's streaming audio on the Internet is that they are missing out on being able to easily call in and participate in the show. Until recently, that's been true. But Push To Talk, a new technology developed by ITXC (originally e-Fusion.com), aims to change all that.



Jeff Gaus

ITXC Marketing VP/E-Commerce **Jeff Gaus** says that Push To Talk — which is already in use at several News/Talk stations, including KXL/Portland and WLS/Chicago — will break down one of the barriers that has kept online listening from becoming as familiar to and easy for consumers as traditional broadcast radio.

### What Is Push To Talk?

Gaus says the concept behind Push To Talk is quite simple. "Push To Talk is an application that offers users the ability to launch a phone call from an online presence," he explains. "Whether it's from a website, embedded within an e-mail message or from a banner ad, Push To Talk allows online consumers to place a phone call over the Internet for marketing, sales or customer-service purposes. The call is as simple to place as clicking on a button or URL embedded in an online presence."

What does this application mean for Talk radio? "Radio is one of the most effective ways to communicate

with people," says Gaus. "It's a medium that is strong in both direct and casual environments. In other words, it is one of the very few media with which you can communicate with someone while they are doing something else."

"But as radio has expanded onto the Internet, it has, unfortunately, taken that powerful new medium and turned it from a two-way communication medium into a one-way medium. For the most part, if I am listening to your programming on the Internet, I can't communicate with you other than through the relatively slow process of text-based chat or something like that. What Push To Talk does is offer the worldwide dot-com radio listener an opportunity to communicate with your station in a live environment."

### How Does It Work?

One of Push To Talk's earliest tests with a Talk station was with KXL/Portland. Earlier this year KXL added the Push To Talk button to its station website at [www.kxl.com](http://www.kxl.com), and Gaus says KXL is now using the service for a number of functions.

# Make Your E-Mail An Effective Sales Tool

Sales and development trainer **Ken Scott**, President of Selling With Heart, offers a few ideas on using e-mail as an effective sales tool. For more ideas, contact Scott at [kens@slstr.com](mailto:kens@slstr.com) or on the web at [www.slstr.com](http://www.slstr.com).

1. Give every person your e-mail address. Everyone. Always.
2. Confirm all appointments 24 hours in advance with an e-mail.
3. Confirm all orders immediately by e-mail. And say thanks!
4. Use an online greeting card service to send e-mail cards to clients on special occasions.
5. E-mail special offers to prospects. You'll cover more prospects more quickly than by phone.
6. Update clients on the order process by e-mail.
7. E-mail clients a regular newsletter.
8. Remember, e-mail allows you to leave more details, even charts and graphs you can't send through voice-mail, and the print quality beats faxes.
9. Send a prospect e-mail with valuable info before you place a cold call.
10. When taking a phone order, ask for an e-mail so you'll have written proof of the transaction.

"First, KXL uses it as a means for Internet listeners to communicate with its on-air personalities," he says. "Let's say you are listening to one of its talk shows in your cubicle while at work, and you decide you have something to say. You simply click once on the Push To Talk button, located right on the front page of the website, to launch a phone call into the studio in real time."

"That is, of course, the station's primary use of the service. It's a way for its Internet listeners to communicate in a live environment just like any average over-the-air listener can do."

"The second use of Push To Talk is for account executives, who are using it within their e-mails to communicate with advertisers and customers and give them an instant callback option."

"Also, producers and air talents can use it to assist them in setting up interviews. Let's say you have an on-air interview scheduled with me tomorrow afternoon. You can simply

send me an e-mail reminding me of the interview and confirming what time I should click on the Push To Talk button embedded in the e-mail to set up the phone call. It's that simple."

Gaus adds that Push To Talk can also be used as a revenue-generating opportunity that allows AEs to augment the sales avails on your website. "When salespeople sign up an online advertiser, they can also sell them the Push To Talk functionality," he says.

"Let's say you have an ad for Alaska Airlines on your website. With the Push To Talk function embedded in the ad, your station's website users can click on the Push To Talk button to be connected directly to Alaska's reservations line without ever leaving your site. It helps keep the stickiness of your website intact while offering a new connection to the advertiser. And the

Continued on Page 44

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YAHOO! Broadcast

**Ramsey [7.4]**

**OVER**

**Rush [6.3]**

Summer 2000 Arbitron ratings  
Persons 25-54

**Push To Talk**

Continued from Page 43

best part is that the radio station gets a transactional commission on all calls generated by that click-through."

**No Tech Degree Required**

One of the biggest drawbacks of many of the online tools we've seen in the past few years is that they seem to require a degree from M.I.T. just to understand how to make them work. But Gaus says that is not the case with Push To Talk. "All that you really need is a PC and a browser," he explains. "We actually have several call-completion models, two of which are being used most by radio.

"With the first one, Call-Me-Now, you simply use your PC and browser to launch a call setup that comes back to your desk phone or cellular phone. You are using the web just to control the setup of a telephone call. Our anecdotal evidence shows that the majority of our network's users are choosing this model, primarily because they are listening in an office or work environment where everything they need to make the connection is right there on the desk."

"The second connection is one where users traverse the Internet. That is to say, they are actually talking through their PCs. This option requires a Windows PC, a browser and an Internet phone — an example would be Microsoft's NetMeeting — along with a microphone and speakers. With that setup users can actually talk back to the radio station through their PCs. We've found this option is more frequently used by international callers who may be traveling and listening to their favorite radio station from back home."

**OK, What's It Cost?**

A quick and easy way to offer online phone access to listeners sounds good, but, as with every new technology, a good radio manager is bound to ask, "What's this going to cost me?" Gaus says the cost is con-

siderably less than you might think, especially now, in the early stages of Push To Talk's development.

"We have suggested retail per-call prices of 95 and 75 cents," he says. "Ninety-five cents for each telephone call that is originated from the website, and 75 cents for all calls originating from an e-mail message or a banner ad. That is a flat-rate price, regardless of the duration of the phone call. It's an Internet pricing model that is based on a per-click-through basis. It's a little like offering your customers or listeners an 800 number. They place the call, but you absorb the cost of it."

But Gaus doesn't expect to generate a lot of revenue for his company from phone-call charges in the early stages of the product. His real goals are to establish the service and brand with radio and its listeners and to spread the gospel of his company's new function all over the Internet. "We didn't enter into the radio end of this because we expected to get a whole lot of telephone-traffic revenue early on," he says.

"The math is pretty simple: If you have a one-hour talk show, and you take phone calls for 20 minutes during that hour at an average length of five or six minutes per call, it's pretty easy to see that there isn't going to be enough traffic to generate any sort of significant revenues. But our goal is to expose people to the brand and the whole idea of the Push To Talk function so they will learn over time that it is possible to launch phone calls from websites."

As Gaus seeks to further the Push To Talk brand name on the web, he feels that radio stations that recognize the benefits of such a service early in its development can reap some benefits. "What we are willing to do in order to become part of a station is one of two things," he says. "We will either sell the service outright to the station, or, in some cases, we will consider a barter arrangement where we will provide the service to a radio station in exchange for an agreed-on amount of promotional

inventory. Naturally, all that would be worked out based on a number of factors, including a station's demos and web penetration."

**The Future Is Now**

Asked how he views the future of his new product, Gaus recalls a speech given by Microsoft's Bill Gates at a European trade show in October. "Bill Gates stood up in front of all these industry people from all over the world and said, 'In the future there won't be any significant website that doesn't have Push To Talk.' So the question I'd ask any radio station that has launched a dot-com site would be, 'Is your site significant?'"

"Obviously, that's a bit of a rhetorical question — if you don't think your site is significant, why on earth did you launch it? And if you do think it's significant, and it doesn't include Push To Talk, have you figured out how you will compete in the future with those sites that do have it?"

Gaus believes that Push To Talk will be a standard part of most websites in short order, and he urges stations to get in now, or they may be playing catch-up with the competition later. "If you are in the dot-com radio space, especially in Talk radio, that in itself suggests that you want to appeal to a specific kind of clientele," he says. "These people are wired, they're educated, and they have higher-than-average income levels. And they're going to demand this kind of service from your website."

"And, finally, your advertisers will come to expect it too. Adding Push To Talk to your infrastructure will provide advertisers with a service that will enhance their presence on your website and increase your ability to generate new revenues in the years ahead."

For more on Push To Talk, contact ITXC at 503-207-6300 or on the web at [www.itxc.com](http://www.itxc.com).

**Favorite Surfing Sites**

I recently asked a cross-section of Talk radio programmers and hosts if they would share some of their favorite websites for finding show prep and content. While some were reluctant to divulge where they like to lurk on the World Wide Web for fear of giving away a competitive edge, most offered at least one or two of their favorites.

- Ken Beck, Entercom/Kansas City: Assignment Editor ([www.assignmenteditor.com](http://www.assignmenteditor.com))
  - Bob Shomper, WBAP/Dallas: WavCentral.com ([www.wavcentral.com](http://www.wavcentral.com)), WAV Place ([www.wavplace.com](http://www.wavplace.com))
  - Bob Agnew, KNBR/San Francisco: CBS.SportsLine.com (<http://cbs.sportsline.com>)
  - Mike Gallagher, Dame-Gallagher Networks syndicated host: AlterNet.org ([www.alternet.org](http://www.alternet.org)), INSIDE ([www.inside.com](http://www.inside.com))
  - Greg Mocerri, WSB-AM/Atlanta: The Obscure Store And Reading Room ([www.obscurestore.com](http://www.obscurestore.com)), HotSheet.com ([www.hotsheet.com](http://www.hotsheet.com))
  - Andrew Ashwood, WOAI/San Antonio: FARK.com ([www.fark.com](http://www.fark.com)), SportsSLEUTH.com ([www.sportssleuth.com](http://www.sportssleuth.com))
  - Walter Sabo, Sabo Media/New York: RadioSurfer News & Commentary ([www.radiosurfer.com](http://www.radiosurfer.com)), The Smoking Gun ([www.thesmokinggun.com](http://www.thesmokinggun.com))
  - Jason Jeffries, KIEV/Los Angeles: Google ([www.google.com](http://www.google.com)), Pollstar ([www.pollstar.com](http://www.pollstar.com))
  - Mitch Rosen, WMVP (ESPN Radio 1000)/Chicago ([www.am1000.com](http://www.am1000.com)), ESPN.com (<http://espn.go.com>), Sportspages.com ([www.sportspages.com](http://www.sportspages.com))
  - Steve Konrad, WTVN/Columbus, OH: Preplinks.com ([www.preplinks.com](http://www.preplinks.com))
  - Lori Shepard, WIOD/Miami: refdesk.com ([www.refdesk.com](http://www.refdesk.com))
  - Dave Macy, WOWO/Ft. Wayne, IN: The Christian Broadcasting Network ([www.cbn.com](http://www.cbn.com)), NewsLinx ([www.newslinx.com](http://www.newslinx.com))
  - Keith Rovell, Shane Media/Houston: CRAYON: Create Your Own Newspaper ([www.crayon.net](http://www.crayon.net)), Neil Chase ([www.neilchase.com](http://www.neilchase.com))
  - Paul Harris, KTRS/St. Louis: TV Barn ([www.tvbarn.com](http://www.tvbarn.com)), AM NEWS ABUSE ([www.amnewsabuse.com](http://www.amnewsabuse.com))
  - Rick Scott, RSA Sports/Bellevue, WA: individual.com ([www.individual.com](http://www.individual.com)), The Weather Channel ([www.weather.com](http://www.weather.com))
  - Drew Garabo, WTKS-FM/Orlando: InterPrep.com ([www.interprep.com](http://www.interprep.com)), 440 International ([www.440int.com](http://www.440int.com))
  - Kevin Straley, XM Satellite Radio/Washington, DC: Salon.com ([www.salon.com](http://www.salon.com)), The Onion ([www.theonion.com](http://www.theonion.com))
  - Michael Packer, Packer TalkRadio/Rochester Hills, MI: America Online's "My News" feature (<http://my.aol.com>)
  - Tom Langmyer, KMOX/St. Louis: The Working Reporter ([www.workingreporter.com](http://www.workingreporter.com)), Mother Jones' MOJO Wire ([www.motherjones.com](http://www.motherjones.com))
  - Jeff Hillery, KLIF/Dallas: The Drudge Report ([www.drudgereport.com](http://www.drudgereport.com)), Napster ([www.napster.com](http://www.napster.com))
  - Ken Kohl, KFBK/Sacramento: MSNBC's customized homepage feature ([www.msnbc.com](http://www.msnbc.com))
- A few others your faithful News/Talk Editor might suggest: Hypotenuse Music Pulse ([www.hypotenuse.com](http://www.hypotenuse.com)), NewsMax.com ([www.newsmax.com](http://www.newsmax.com)), RAIN: Radio And Internet Newsletter ([www.kurthanson.com](http://www.kurthanson.com)), POPhistory now ([www.pophistorynow.com](http://www.pophistorynow.com)) and the Editor & Publisher magazine homepage at [www.mediainfo.com](http://www.mediainfo.com), which features a listing of the top 100 newspapers in the U.S. and around the world, with links.

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- R&R CHR/POP 15
- R&R HOT AC 2
- R&R POP ALTERNATIVE 3

Top 40 Monitor: 17\*  
 Adult Top 40 Monitor: 2\*  
 Modern Adult: 2\*

**KKRZ ADD!**

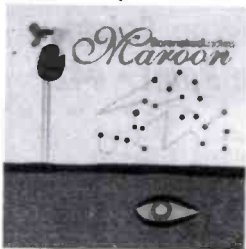
**Strong Callout Continues:**

Star 94 63x	WXKS 51x	WDRQ 68x
KZZO 56x	WKRQ 68x	KALC 43x
WSSR 60x	WKQI 45x	KHII 80x
PRO-FM 58x	WAPE 36x	KMXB 69x
WNCI 35x	KHFI 75x	WBMX 44x
G105 61x	KXXM 75x	WRVW 39x
KZZP 45x	WZEE 45x	KDND 44x
KQMB 72x	KZHT 47x	WKFS 41x

**Building Stories:**

Z100 N.Y. 26x	WPST 35x	WRVQ 26x
KIIS FM 16x	WHYI 18x	WKIE 23x
KRQQ 20x	WZPL 34x	KBKS 31x

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**Street Talk.**

**'Magic' Moves For KTXQ/Dallas**

**C**lear Channel's KDGE/Dallas was set to swap its suburban 94.5 MHz signal with that of Rhythmic Oldies KTXQ (Magic 102) on Thursday morning (11/9) as part of a deal that gives the intellectual property of KTXQ and the 94.5 facility to Sunburst Media. In return, Clear Channel gets a full-market Class C signal at 102.1 MHz for KDGE, which has been emanating from Gainesville, TX since its inception. Sunburst Media won't be hanging on to the 94.5 signal for very long, though, as the company has already announced that it will make a swap with Salem's KLTY. When all is said and done, Salem will operate Contemporary Christian KLTY at 94.5, adjacent to its Religious KWRD at 94.9 MHz, and KTXQ will wind up at 100.7 MHz. If that wasn't enough to digest, the *Dallas Morning News* reports that Sunburst has already agreed to sell KTXQ to Radio One and quoted the company's Dallas Market Manager, George Laughlin, as saying that the station's format "could still work, although it needs some tweaking." Laughlin added that he is also interested in retaining several members of KXTQ's airstaff.

KIIS/Los Angeles swept the Top 40/Pop category at the 2000 Radio Music Awards, held on Saturday in Las Vegas. KIIS not only took Radio Station of the Year honors, it also won for PD (Dan Kieley), APD/MD (Michael Steele) and Air Personality (Rick Dees). Infinity swept the Rock/Alternative category, as KROQ/L.A. took Radio Station, PD (Kevin Weatherly) and APD/MD (Lisa Worden) awards. WNEW/N.Y. afternoon hosts **Opie & Anthony** won the Air Personality award in the Alternative category — even though their station is an FM Talker. **KNIX/Phoenix** was named Country Radio Station of the Year, while **KPRS/Kansas City** took similar honors in the Urban category. A complete listing of this year's winners can be found at [www.ronline.com](http://www.ronline.com).

With the appointment of Dave Dillon as PD of KABL & KIOI/San Francisco (see page 3), Clear Channel/S.F. Market Manager **Doug Sterne** has taken on additional responsibilities as interim Manager of KIOI. He succeeds **Brent Osborne**, who remains with Clear Channel and has relocated to L.A. for a position with subsidiary Premiere Radio Networks.

Clear Channel VP/Marketing **Bev Tilden** has officially exited her position. Tilden shifted over from AMFM following its merger with Clear Channel earlier this year.

**Martin Mauled In FL Senate Race**

Democratic U.S. Senate candidate Bill Nelson late Tuesday night was declared the winner of Florida's hotly contested congressional battle. At press time, Nelson had 2.54 million votes, while Republican challenger Bill McCollum was close behind with 2.37 million. How did **Andy Martin**, the man who has filed consumer fraud charges in all 50 states against Clear Channel for its "deceptive" national contesting, finish? Dead last. According to the website for Miami's WFOR-TV, Martin had received a paltry 12,419 votes. Martin ran as an independent with Republican leanings.

In another race of importance to the radio industry, Minnesota incumbent Republican Senate candidate **Rod Grams** was defeated by his Democratic challenger, 49% to 42%. Grams was the leading sponsor of the anti-LPFM bill.

Donald Jackson, a.k.a. "One-Eyed Jack," a Republican talk show host at WMAY/Springfield, IL, told listeners Monday that Republicans would vote on Tuesday while Democrats would cast their votes on Wednesday. While most informed voters would laugh off such a remark, it seems some listeners apparently believed his old joke, the *Chicago Sun-Times* reports. About two dozen people called the Sangamon County Clerk's office to check out what they heard, while the local Democratic headquarters also received several calls. While Jack's boss "threw a fit," Jackson commented, "If you're either that silly or confused, maybe you shouldn't vote anyway."

While Americans decided who to vote for on Election Day, several radio executives over the last week were busy deciding what direction to take their respective stations, as a host of format flips took place. Among them was the surprising switch to an all-'80s format by CHR/Pop **KCHQ/Albuquerque**, which topped the Santa Fe, NM spring 2000 Arbitron ratings. KCHQ failed to achieve similar success in the much bigger Albuquerque market, however, consistently registering in the 2.5-share range. Simmons Media/Albuquerque OM Sam Newton adds interim PD duties for 'CHQ.

Continued on Page 48

Only 45 days 'till Christmas!

**Santa Baby**



Lyric by Joan Javits

Music by Philip Springer



R&R Alternative - 33 - 26 D33\* Monitor Modern Adult

BB Modern Rock Monitor: 30\* - 23\*

New this week: WHRL

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91x 24x 99x 25x KNRK 25x KXRK 29x WWCD 24x

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# vibrolush

## Touch and Go

The first track from the album Touch and Go

Produced by Steve Thompson  
Management: Magus Entertainment

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"Vibrolush is today's Modern AC with a familiar retro feel to it. We played 'Touch & Go' for the staff and it got a unanimous thumbs up! A great flavor record for The Mix."

Mary Ellen Kachinske/ WTMX - Chicago

- 30x - KTBZ - Houston
- 29x - WTMX - Chicago
- 21x - KVUU - Colorado Springs
- 18x - CKEY - Buffalo
- 17x - WRLT - Nashville
- 15x - KAMX - Austin
- 15x - KALZ - Fresno
- 15x - KCDA - Spokane
- add - WXLO - Worcester



WIL WKLX WLZR WMZQ WPGC WRUF WRVA WSNE WTPJ WWDB WWWN CHOM KNIX WCSX WGST WHCN WTPA KTFM KBOS WSSL KSFO WISH KKL T CIMX KLT Y WDVE KZLA WZTR KWJ J KWNZ  
 WISH KKL T CIMX KLT Y WDVE KZLA WZTR KWJ J KWNZ

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## Street Talk®

Continued from Page 46

### Records

- Arista VP/Crossover Promo Tom Maffel and the label part ways.
- Epic Records Group ups Jon Borris, who's been VP/Promo Joel Klaiman's assistant, to Houston local rep, effective at the first of the year. Mike Lieberman is also brought on board in an L.A.-based crossover post.
- Atlantic taps former MCA rep Dwayne Ward as its new Charlotte local.

Country KKHN/Honolulu is expected to flip formats any moment now. PD Nancy Knight has already departed and will join Capitol/Nashville on Nov. 27 as Northeast Regional Promotion rep. Is a move to CHR in the cards for the New Wave-owned property? Rumors are floating around Oahu that a rhythmic-leaning, hit-driven format is what's in store and that Cox's KXME and Clear Channel's KIKI are in for a dogfight as New Wave tightens up KQMQ's pop presentation. Look for the answer in next week's R&R.

Last week ST told you that 18-year KABC/L.A. vet Dennis Prager was leaving Nov. 18 to join Salem's crosstown KIEV. As expected, Prager also inks a syndication deal with the Salem Radio Network. SRN will assume syndication rights from Jones Radio Network on Jan. 1, 2001 and will offer Prager's KIEV program to a national audience. Prager will hold the noon-3pm ET shift.

### Dr. Laura Downgraded By CBS-TV

Dr. Laura Schlessinger's hopes of mirroring the success of Oprah Winfrey, Rosie O'Donnell and Montel Williams have been dashed by CBS Television, which announced this week that the Premiere Radio Networks syndicated host's TV program will be moved from its present afternoon time slot to 2am on its O&Os in N.Y., L.A., Chicago and San Francisco. Furthermore, Bloomberg reports that KYW-TV/Philadelphia has decided to drop *Dr. Laura* from its lineup. A local UPN affiliate has already agreed to add the program. A move to overnights is traditionally seen as the final act before pulling the plug on a show. But Paramount, which produces the program, tells *Daily Variety* it still thinks the show is viable and will continue producing it for the 191 stations on which it airs.

Meanwhile, the trade tabloid reports that the character "Dr. Nora" has been suspiciously absent from the Paramount-produced *Frasier's*

syndication lineup. The disappearance began when Paramount began producing *Dr. Laura*, and even *Frasier* Exec. Producer David Lee is demanding answers from Paramount. An episode from the show's sixth season has been AWOL from syndication since December 1999, and *Daily Variety* is hypothesizing that Paramount pulled the program from its rotation at the request of Schlessinger, who the "Dr. Nora" character is based on. Paramount issued a release stating that Schlessinger did not request that the episode be pulled and that it will next air in February.

WNUA/Chicago PD Bob Kaake has added interim programming duties at crosstown AC sister WLIT until permanent replacements for 'LIT PD Mike Del Rosso and MD Genevieve Shanahan are hired. Del Rosso and Shanahan were released from their positions one week ago. Coincidentally, Kaake signed on WLIT about a decade ago when he served as VP/Programming for Viacom.

Monday's announcement by Clear Channel that it would be suing *Inside Radio* for various acts that the company believes were designed to hurt its business (see page 1) has led one creative mind with lots of free time to launch a parody website dubbed *InsideInsideRadio.com*. "News stories" on the site ask *Inside Radio* publisher Jerry Del Colliano why his publication "is printing such awful things against Clear Channel" and claim the negative coverage has escalated recently because Editor Nicole Ovadia has departed the industry newsletter. "Inside Inside Radio" is also offering \$100 to anyone who calls its toll-free number with a news item concerning Del Colliano.

WTPT/Greenville, SC morning co-host Kimberly declared on-air that Democratic presidential candidate Al Gore would not win Tuesday's election and if he did pull off a victory, she'd eat crow. In anticipation of a Gore win, Kimberly and *Rude Awakening* co-host Zakk bought hunting licenses, crowcalls and a shotgun and went hunting for a plump bird to serve. The hunt was successful, and a fine fowl awaited Kimberly for breakfast Wednesday morning. Did she chow down on crow? Nope. Bush was declared our next President at 2:30 am ET Wednesday, but Gore was just 1,380 votes behind in Florida one hour later with 30,000 absentee ballots to go. We hope the bird was kept in the fridge.

The rollout of the FOX Sports Radio Network has begun, as Clear Channel's WYUR/Detroit becomes part of the family as "FOX Sports Radio 1310." Over on Puget Sound KHHO/Seattle-Tacoma is expected to become "FOX Sports Radio 850" within days, offering a mix of network and local programming. KHHO had been simulcasting sister KJR-AM. And down in Southern California Clear Channel's KAVL/Lancaster-Palmdale ends its simulcast of KXTA to become



**KELLY'S KEYBOARD TO INSTANT GRATIFICATION**

Our friends at Jive Records came up with this crafty package to promote the latest release by R. Kelly, *TP-2.com*, which features such tracks as "I Wish," "Strip for You," "Feelin' on Yo Booty," "The Greatest Sex" and "The Real R. Kelly." While we could really use another laptop, ST was nevertheless quite happy with the CD hidden under the faux keyboard.

# 98° "My Everything"



**#1 Most Added**



WHTZ	WKTU	KIIS	WBBM	KZQZ	WIOQ	KHKS
KRBV	WDRQ	WXKS	WWZZ	KRBE	WSTR	WHYI
WPOW	KHTS	XHTZ	KDWB	KSLZ	WXYV	WFLZ
KQKS	KKRZ	WKFS	WNVZ	WZPL	KFMS	WQZQ
WKSS	WKSE	WBBO	KHFI	KQBT	WLDI	WFKS
WKGS	WDJX	KJYO	KKWD	WDKF	WFLY	KQMQ
KIKI	KXME	KIZS	KBFM	WBHT	KSEQ	WSNX
WAEB	WXKB	KQKQ	KDON	WWHT	WNTQ	WTWR
WERO	WRHT	WFMF	KLAL	KQAR	KHTE	KDGS
KKRD	KWIN	WSSX	WSSP	WNOK	KZZU	WA1A

and many more



# LEE ANN WOMACK "I Hope You Dance"



LEE ANN WOMACK  
i hope you dance

**Most Added**

## New This Week:

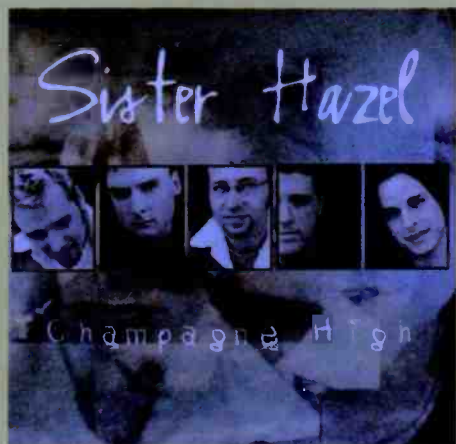
KLSY WTMX KGBY WMYX KQXT  
KKMJ WDJX WTVR WJXB WFMF  
WAHR WXLO WHUD WQLR and more

## Major Market Airplay:

WNND WXKS KRBEWSTR  
WHUD WLTE WRRM KGBY  
KYMX WPRO WWLI WRSN  
WRAL KKMJ and many more



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KZZO	WPRO	WSNE	KBEE	WPTE	WLNK
WZPL	KMXB	WKZL	WKSJ	WMFS	

and many more



# BOYZ II MEN "pass you by"



**R&R  
CHR/Pop**

**37**

(+141)

"Boyz II Men is moving up in rotation again this week. 'Pass You By' is #7 overall with a 70% familiarity rating. #3 with our 25+ Demo.

This record is HUGE for us."

-Casey Keating, PD, KZQZ/San Francisco

"Our P1 listeners really like it, young and old. It just keeps getting stronger.

Pretty quick reaction for a ballad!"

-Randy Sherwin, MD, WXKB/Ft. Myers



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## Street Talk®

Continued from Page 48

"FOX Sports Radio 610." KAVL will also blend in some local programming.

The Milwaukee *Journal-Sentinel* reports that WMCS VP/GM Don Rosette will depart the heritage Urban AC at the end of next month. He's held the position since 1990, but has opted to relocate to Austin, where his wife has lined up a teaching job. Rosette is still searching for his next role.

### Traffic, Weather And Border Patrol Alerts

The phrase "traffic and weather together" has become ubiquitous at News stations throughout the United States. Now one radio station has taken public service to a new level by alerting its listeners to the presence of Border Patrol agents. *Matty y Ramon en la Mañana*, the morning show at Hispanic Broadcasting's Regional Mexican KROM (Estereo Latino)/San Antonio, has been airing a running bit in which listeners call the station with reports of the whereabouts of *limones verdes* (or "green limes"). Why the term? KROM PD Roger Leal tells the *Christian Science Monitor* that the agents wear green uniforms and that limes are representative of the fact that "if they catch you, they'll sour your whole day." So far, no one has claimed that these "alerts" have had any effect on Border Patrol enforcement.

A Mobile County, AL circuit judge on Nov. 1 placed Baldwin Broadcasting's WAVH & WZEW/Mobile into receivership and is considering a move that would put the stations into the hands of an impartial third party until a 14-month-long ownership dispute is settled. Barry Wood claims he is the sole owner of Baldwin and recently provided the *Mobile Register* with FCC documentation backing his claims. However, former WAVH & WZEW GM Bill Phillips claims he has a 40% stake in Baldwin thanks to an "unwritten partnership" with Wood. The quarrel between Wood and Phillips was first reported by ST in September 1999, when Phillips abruptly changed WZEW's Adult Alternative format without permission and was subsequently dismissed.

### Geronimo Becomes Good Samaritan

It's refreshing to note when an air personality does something for the benefit of his or her listeners. This week ST has the pleasure of bestowing kudos on WKTU/New York MD/nighttimer Geronimo. Geronimo is slated to be a guest on an upcoming episode of *Maury*, featuring host Maury Povich, in which Povich will be making the wish of a terminally ill child come true. It seems the child wants to get into the sold-out 'N Sync show at New York's Nassau Coliseum, and Geronimo has agreed to grant the child's wish. Check local listings for the episode's airdate and time.

WBTS/Atlanta Music Coordinator Benji Kurtz has departed the CHR/Pop station to become OM of New South Radio's four Jackson, MS properties: Gospel WIIN, AC WJKK, Country WUSJ and CHR/Pop WYOY. He'll also handle programming duties for 'YOY.

Dick Taylor, most recently Market Mgr. for Connoisseur's Waterloo, IA properties, returns to Atlantic City, NJ as GM of South Jersey Radio's WOND, WONZ, WGYM & WTKU. Taylor managed WFPG-AM & FM and WKOE/Atlantic City from 1984-97.

RADIO & RECORDS



- Laura Hagan elevated to President of Katz Hispanic Media.
- Austin Vail appointed VP/GM for Cox/Honolulu quartet.
- Nick Roberts promoted to OM/PD of Cox/Dayton's FM stations.
- Bob Buchmann jumps to WAXQ/New York as PD.
- Tim Richards selected as PD of WKQI/Detroit.

5

- Jim McGuinn assumes OM duties for WIBF/Philadelphia.
- Ted Taylor tapped as PD/afternoon personality of WDRE/Long Island.
- Johnny Chiang advances to MD of KOST/Los Angeles.
- Ken Webb joins WBLS/New York for the third time, taking the morning shift.
- Rich "Brother" Robblin returns to Tucson for afternoons at KWFM.

10

- KRFX/Denver GM Don Howe earns VP stripes.
- Leap O' The Week: WXLK/Roanoke VP/GM Al Casey joins WJQI/Norfolk for similar duties.
- Mike Phillips picked as KRTH/L.A. PD.
- Kerry Wolfe upped to WMIL/Milwaukee PD post.
- Jeff McCartney swings to the PD chair of WAPE/Jacksonville.
- KFI/L.A. replaces Mother Love with Dr. Laura Schlessinger.

15

- WINZ (I-95) PD Rick Stacy changes his mind about working in Miami and returns to the programming chair at WHLY (Y-106)/Leesburg-Orlando.
- Art Wander joins KCMO/Kansas City as PD.
- Howard Stern joins WXRK/New York for afternoons.
- Tom Tradup joins WASH/Washington as the morning show's executive producer.
- The clock runs out for the "Game Zone" format on KFRC/San Francisco, as it reverts back to an all-music presentation.

20

- John Bayliss selected President of Charter Broadcasting.
- Jay Lasker appointed President/COO of Motown.
- Al Brady Law returns to New York as GM of WYNY.
- Tom Casey accepts KZLA/Los Angeles PD chair.
- Format Flips: WCFU/Chicago goes AC with Fred Winston as PD, and KSAN/San Francisco goes Country with Bob Young as PD.

25

- Nancy Plum hired to do weekends at KGBS-AM & FM/L.A.

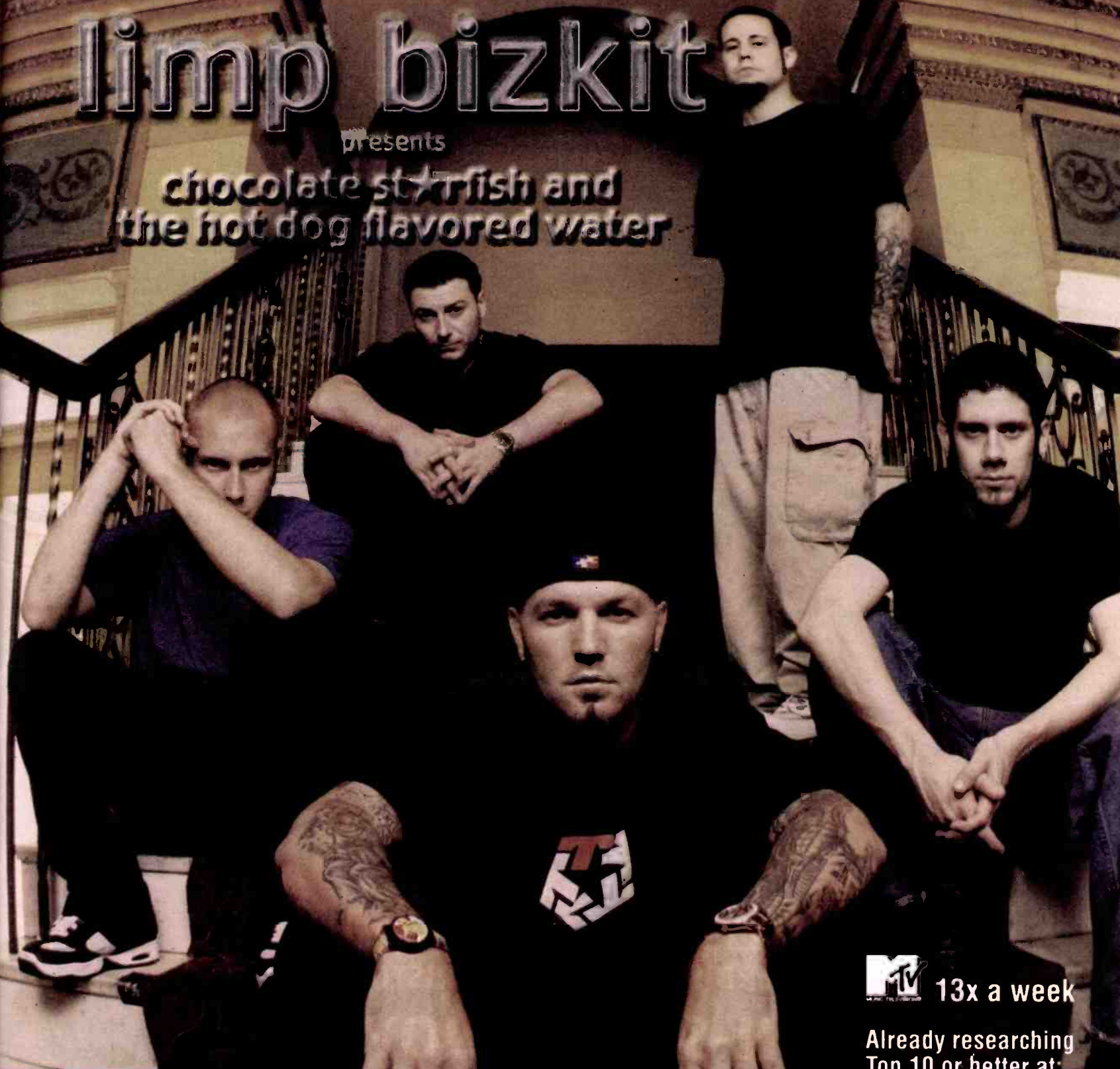
Former KDOT & KHXR/Reno, NV part-timer Tim Rainey joins Americom's crosstown KODS & KWNZ for similar duties. He'll also produce the imaging for KLCA/Reno. By the way, Rainey is a senior in high school and is still deciding which college to attend.

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

# limp bizkit

presents

## chocolate st★rfish and the hot dog flavored water



① R&R Alternative  
11\*-9\* Modern Rock Monitor

⑰ - ⑬ R&R Active Rock  
16\*-12\* Active Rock Monitor

Debut ⑤① R&R Rock

New Album, Chocolate St★rfish and The Hot Dog Flavored Water  
is #1 at SoundScan Top 200 Album Sales Chart 2 weeks in a row

1.5 Million pieces sold in the first two weeks

On sold-out tour with Eminem now

# “Rollin”

 13x a week

Already researching  
Top 10 or better at:

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WZTA	WEDG
CIMX	KPNT
WPLY	

You Decide...

WBCN	#2	30x	WAAF	#3	38x
WXRK	#6	31x	WBZX	#2	48x
WHFS	#2	47x	KBPI	#3	31x
KITS	#4	47x	KISS	#2	26x

- > album produced by terry date and limp bizkit
- > \* rollin' (hip-hop version) produced by swizz beatz
- > additional production by josh abraham
- > additional production by scott weiland
- > mixed by andy wallace > executive producer and a&r jordan schur

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# LYNYRD SKYNYRD

*Christmas Time Again*

JUST IN TIME FOR CHRISTMAS AIRPLAY...

THE TITLE AND EMPHASIS TRACK  
FROM SKYNYRD'S FIRST EVER CHRISTMAS RELEASE!!!

**IN-STORES NOW!**

BUT THERE'S MORE HOLIDAY CHEER...

CHECK OUT THESE TRACKS GUARANTEED TO INSPIRE A COOL YULE:

"SANTA'S MESSIN' WITH THE KID"

"RUN RUN RUDOLPH" - DONE SKYNYRD STYLE

"SANTA CLAUS WANTS SOME LOVIN'"

PLUS CHRISTMAS TRACKS FROM  
CHARLIE DANIELS BAND AND 38 SPECIAL!

So, Pick A Track Or Three, Start Hangin' Fishing Lures Like Xmas Balls, 'Cause It's... "Christmas Time Again"!

Contact The Sanctuary/CMC Staff To Set-Up Your Holiday Promotion



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**STEVE WONSIEWICZ**  
swonz@rronline.com

## Web Radio Promo 101

### Major-label promo departments taking online radio seriously

With the nascent webcasting industry growing in mind and market share, label promotion departments have started ramping up their marketing and promotional efforts with leading Internet-only radio stations and the online versions of their terrestrial counterparts.

To date, the promo departments' efforts — often independent of the companies' new media divisions — are mostly geared to essentials like record service, product or prize giveaways and other basics. And many of the labels actively engaged in working webcasters — like Reprise, Atlantic, Virgin, RCA/Nashville, to name a few — have hired online promo pros within the past six months or so.

#### An Enticing Demographic

The lure, in addition to more bodies being tuned into the web, is simple: Online listeners (often known as "streamies") are an enticing demographic that is usually ahead of the curve in technology, entertainment, social awareness — you name it.

As Arbitron Internet Information Services Director/Marketing, Research & Development Joan FitzGerald noted in a 10/25 written statement announcing the August Webcast ratings: "Listening online has tripled in the last two years, and people who consume streaming media are a desirable consumer segment."

Here are the top 10 online stations and their aggregate tuning hours — the digital equivalent of Time Spent Listening: NetRadio — 80s Hits (311,600), Virgin Radio (264,800), NetRadio — Vintage Rock (264,400), NetRadio — Hits (263,400), NetRadio —

Smooth Jazz (257,600), NetRadio — The X (254,800), KNAC.Com Pure Rock (254,500), NetRadio — Quiet Classics (208,400), WABC-AM (194,100) and NetRadio — Route 1 Country (179,300).

One label promo exec busy fine-tuning his label's online activities is Reprise's **Patrick Grueber**, who's balancing his duties as Chicago local and his responsibilities in the newly created post of National Director/Internet & Radio Promotion.

In detailing his role at the company, Grueber comments, "Right now we're working primarily with commercial radio websites, but we're branching out and not limiting ourselves to that, because we see a lot of potential. We have people in our new media department who work with the Spinners of the world."

#### A Promotional Work In Progress

Grueber calls the promo department's online efforts a work in progress. He notes, "Our job isn't like traditional promotion, where you build a compelling argument to get your records played. Chances are the Internet-only stations are going to want to play your record, because they're always looking for content and want to spread it out to the different formats their company offers.

"I'm a big believer in creating

impressions in the marketplace, whether it's via airplay or video-play. Now we have the Internet. When you think about it, it makes sense to start forming great relationships with these companies at this stage of the game. There are a lot of marketing opportunities out there, particularly with reaching the P1 listeners at commercial radio. Those are the people who are often online and who drive the market and trends; they are the ones who ultimately will help us break new artists."

In describing the kinds of promotions he's organized, Grueber notes, "With Discjockey.com, we did Barenaked Ladies and Green Day promotions prior to the release of each album. In the case of the Barenaked Ladies, it was a very traditional 'win it before you can buy it' product giveaway. We also gave away a signed guitar in a promotion with NetRadio.com. For Green Day, we created an online listening event with them that was very well-received."

Grueber points to the shrinking number of slots available on terrestrial stations for label on-air promotions as another key reason to step up activity. "Those on-air avenues seem to be shrinking because of the larger spotloads and the larger radio companies wanting to use that time in other ways," he says. "I believe a lot of stations are going to drive their promotions online, so the record companies have to be there."

In addition to reinforcing airplay, Grueber says the promotion department's online efforts can be a godsend to local reps. "My background is in local promotion. I've been doing it since around 1987. But there's only so much time in the day the local staff can deal with things.

"We also started a website specifically for the promotion department, called RadioReprise.com. It's a one-stop shopping or tool site for the radio industry and has



**SOULDECISION IN SYNC**

Fresh off the road with Christina Aguilera and now in the midst of touring with 'N Sync, SoulDecision and label execs gather to celebrate the group's recent success after a show at the Universal Amphitheater in Los Angeles. Pictured (back row, l-r) are MCA National Director/Field Marketing Kevin Day, West Coast Regional Director/Sales Allyson Carter, VP/Sales Mike Regan and VP/Sales & Marketing Jayne Simon; SoulDecision's Trevor Guthrie; SoulDecision manager Stu Sobol; SoulDecision's Dave Bowman and Ken Lewko; MCA Sr. VP/Promotion Craig Lambert and (front row, l-r) VP/Marketing Robbie Snow; and SoulDecision's Canadian manager, Gary Francis.

all of our airplay, sales and artist information. It hasn't been officially launched yet — we'll do that in January — but it's a great place for programmers or radio station interns who are working late and need to contact us."

#### Across To Atlantic

Atlantic Records Manager/Promotion Operations **Chris Goyette** can relate to what Grueber's going through when it comes to working Internet-only stations. "Right now there are so many stations that we're still just trying to weed through all of them," she says. "The market changes so quickly. Some people start quickly, and others who have been in business for a while have really cut back or gone out of business."

In essence, it's Promotion 101, says Goyette. "With some of the stations, all they want is to be serviced. Others want only simple promotions like product giveaways." Nevertheless, Atlantic has organized more sophisticated promotions, like digital downloads for P.O.D. and a 30-day time-out download for matchbox twenty. "We'll be getting involved with more of those in the future," Goyette says.

Because webcasting is still emerging, Goyette hasn't created any hard-and-fast rules about which webcasters the label will serve and what quality of service they'll receive. "We look at the Arbitron ratings, but when you compare them to terrestrial stations, the numbers aren't that huge," she says.

"The stations that are the most

aggressive and offer the most compelling or creative programming and promotions are the ones we tend to do a lot of business with. It's more exposure for our artists and our company, and it strengthens the relationship with those stations. As those stations grow, they'll be more inclined to do business with us."

#### Exclusive Content

Goyette agrees with Grueber that terrestrial broadcasters are doing more with their websites. "I was at the R&R Convention, and programmers were talking about how they wanted to drive more traffic to their websites by using things like special listener events, contests and special giveaways," she says. "That's one area we plan to really expand next year. We want to acquire more exclusive content, like streamed concerts, and offer that content to stations."

Another prime opportunity, says Goyette, comes in the form of e-mailing music snippets and the like to programmers. "We're going to do more enhanced e-mail campaigns with new releases, because it's a great way to reach MDs and PDs directly," she says.

Like Grueber, Goyette says the online promo efforts will help local promo reps do their jobs more efficiently. "If it has to do with the Internet, I handle most of the inquires," she says. "If it has to do with something like an interview after a concert, I'll ask for the help of the local. But hopefully our efforts will alleviate some of their work."

"There are a lot of marketing opportunities out there, particularly with reaching the P1 listeners at commercial radio. Those are the people who are often online and who drive the market and trends; they are the ones who will ultimately help us break new artists."

Patrick Grueber

"Next year we plan to acquire more exclusive content, like streamed concerts, and offer that content to stations."

Chris Goyette



## 'Camera' Action For Josh Joplin Group

One programmer, one market at a time. That sums up the low-key approach Artemis Records is taking for **The Josh Joplin Group**, whose debut single for the label, "Camera One," was Most Added at Adult Alternative this week and No. 2 Most Added last week.



Josh Joplin Group

Stations in the format supporting the single include WXRV/Boston; WXPB/Philadelphia; WRNR/Baltimore; WRLT/Nashville; WKOC/Norfolk; WDOD/Chattanooga, TN; KENZ/Salt Lake City; KXST/San Diego; and KINK/Portland. The track has also been added at Alternatives WKRL/Syracuse, WHTG/Monmouth-Ocean and WEND/Charlotte and Rock outlets WYBB/Charleston; KFZX/Odessa-Midland, TX; and WZZO/Allentown.

Raised in Lancaster, PA, Josh Joplin grew up on a steady diet of classic folk artists such as Bob Dylan, Phil Ochs and Pete Seeger. As a teenager he supplemented that with bands like The Clash and The Smiths. At the age of 16 Joplin quit school and traveled, visiting the hometowns of heroes Dylan, Ochs and Woody Guthrie.

After a short stint washing dishes in New York, Joplin moved to Atlanta and eventually hooked up with Shawn Mullins. Joplin took a page from Mullins' career, hit the coffeeshops, released an album and began building a local following.

That activity caught the attention of Artemis Records. President **Daniel Glass** remembers, "We heard about what was going on with him and the band in Atlanta and were very impressed with what he had accomplished. He sold about 2,500 copies of his album, which is really good. He's an incredible songwriter and a self-starter."

Once Artemis had signed the band, it hooked them up with producers Jerry Harrison (Live, No Doubt) and Peter Collins. Mullins, however, produced the bulk of the new album, *Useful Music*.

When formulating its plans for JJG and "Camera One," Artemis kept it simple and targeted music fans at radio. Glass comments, "When I first started working at Chrysalis Records years ago, I remember the founders, Chris Ellis and Terry Wright, said there were two things they looked at when signing artists: 1) Can you picture them in Madison Square Garden? and 2) you'd better be ready to go around the world to help them build their audience and watch them connect

with their fans. That's always stuck with me, and it's basically what we are doing with Josh Joplin. Our promotion department has done a wonderful job of making sure everything is pretty low-key and that we're not hyping the group."

As part of that plan Artemis has had JJG play for retailers such as The Warehouse and Borders. They just finished a performance for indie distributor Valley Media. The label mixed those shows in with visits to radio.

VP/Promotion **Todd Glassman** comments, "The most important thing for us was to find music-oriented programmers. We wanted Josh and the band to sit down with those people and talk about the music and their lives.

"This isn't necessarily about formats. It's about finding the right people to start the record and spread the story. That's already begun to happen. It's a great compliment to Josh and the band when we get phone calls from people who have heard about their music."

Artemis wasn't worried about going for airplay at the busiest time of the year. In fact, the phenomenal success of David Gray's "Babylon" and music from new artists like Five For Fighting and Lifehouse have opened the door for singer-songwriters. Glass observes, "The timing's right for music with lyrics that mean something. Rap metal and pop dance will always have their place, but people are demanding this type of music, especially from artists who can deliver a rock 'n' roll experience in concert like Josh and the band can."

One early supporter of "Camera One" is WKOC, the weekly plays leader, according to Mediabase. PD **Paul Shugrue** says the song's retro feel fits perfectly with the station. "It has a very catchy feel to it. It definitely has a contemporary sound, but it's also reminiscent of some of the great '80s songs. Since we play a lot of '80s music, it fits right in there."

JJG are currently in the middle of an extensive promo trip. On Nov. 14 Artemis will release a limited-edition single of "Camera One" that also includes two acoustic songs. The album *Useful Music* is scheduled to be released Jan. 23, 2001.

— Steve Wonsiewicz



'CANDLES' LIGHTING UP FOR CAPITOL'S PRU

Capitol Records artist Pru (a.k.a. Pru Renfro) and friends Stevie J (c) and rap diva Eve (l) mug for the camera at S.O.B.'s in New York. Pru's self-produced eponymous debut album is slated for release Nov. 7. She wraps up a lengthy promo trip Nov. 17 in New Orleans, where she will perform at the National Black Programmers Coalition Convention. Her debut single, "Candles," is already at radio.

## MUSIC NEWS & VIEWS

### Eagles Live On Web Lane

The **Eagles** will begin offering 12 previously unreleased songs for free download as part of the marketing plan surrounding the release of their four-disc boxed set, *The Eagles: Selected Works 1972-1999*. The download promo begins the day the boxed set hits retail, Nov. 14. The songs, which won't time out, will be made available at eight websites: **Amazon.com**, **barnesandnoble.com**, **TWEC.com**, **CDNOW**, **Borders.com**, **Checkout.com**, **Towerrecords.com** and **Musicland.com**. Among the songs offered are live versions of "Hotel California," "Victim of Love," "Take It to the Limit" and "Best of My Love." The band's best-of disc, *Their Greatest Hits 1971-1975*, is one of the best-selling albums of all time, with more than 27 million copies sold.

### Deftones To Monitor: FUCT You

Maverick hard rock band **The Deftones** and Los Angeles-based Gen-X clothier **FUCT** have donated \$5,000 to **Nora Garza**, the ex-Features Editor at the McAllen, TX newspaper the *Monitor*. Garza was fired a couple of weeks ago, when she published, in the *Monitor's* entertainment section, a standard publicity picture of The Deftones that features lead singer Chino Moreno wearing a dark blue sweatshirt bearing the FUCT logo.



Deftones

Comings and goings: Alternative urban group **Lucy Pearl** have tapped **Joi** as their new lead singer, replacing former **En Vogue** vocalist **Dawn Robinson**. No reason was given for Robinson's departure ... **MTV News** reports that Atlanta hip-hop group **Arrested Development** have re-formed and are finishing a new album titled *The Heroes of the Harvest*. No word yet on which label the group signed to ... **Ben Folds Five** have called it quits after six years and three studio albums. Manager **Alan Wolmark** says the split is amicable and that "The decision was made because all three members felt the band had run its musical course and wanted to pursue other musical interests" ... **Orgy** and their management company, **The Firm**, have parted ways.

This 'n' that: **VH1** has tapped **U2**, **The Red Hot Chili Peppers**, **Creed**, **Christina Aguilera** and **Bon Jovi** to perform during its inaugural My VH1 Music Awards, to be televised live on Nov. 30 at 9pm ET ... The first officially sanctioned **Beatles** website, [www.thebeatles.com](http://www.thebeatles.com), launches Nov. 13, the first day of release for 1, the band's new 27-track greatest-hits package ... **Tonos.com**, the website founded by Grammy- and Oscar-winning songwriters **Carole Bayer Sager**, **Kenneth "Babyface" Edmonds** and **David Foster**, has closed on \$10 million in financing, led by leading high-tech venture capital firm **Softbank** ... **Listen.com** has offered to buy beleaguered file-shaving software maker **Scour** for an estimated \$5.5 million and 520,000 shares of stock. **Scour** recently filed for Chapter 11 ... **NARAS** has announced that the 43rd annual Grammys will be held Feb. 21 at the Staples Center in Los Angeles.

## CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)	Among this week's new tours:
1	DAVE MATTHEWS BAND	\$1,165.7	
2	OZZFEST 2000	\$900.7	
3	TIM MCGRAW/FAITH HILL	\$779.6	
4	SANTANA	\$719.2	
5	PHISH	\$617.7	
6	STING	\$617.6	
7	DIXIE CHICKS	\$611.7	
8	PEARL JAM	\$610.6	
9	BRITNEY SPEARS	\$600.1	
10	UP IN SMOKE TOUR	\$565.9	
11	AC/DC	\$516.3	
12	CREED	\$493.0	
13	RED HOT CHILI PEPPERS	\$472.3	
14	COUNTING CROWS/LIVE	\$385.2	
15	KISS	\$366.1	

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



## Clear Channel

Continued from Page 1

reports" that have interfered with Clear Channel's economic and contractual relations with employees, vendors and advertisers. The defendants have participated in unfair competition and trade practices and violations under the RICO act, the suit claims.

Clear Channel alleges that Del Colliano sought to force Clear Channel into buying his publication and "to extract substantial financial payments." It says Del Colliano first broached the matter with Clear Channel Radio CEO Randy Michaels when Michaels ran Jacor Communications. Several months after Michaels said Jacor was not interested in buying the publication, Clear Channel bought Jacor and Michaels was named head of Clear Channel Ra-

dio. Del Colliano allegedly again approached Michaels, who told the defendant that the selling price was too high. After some time, the suit says, Michaels told Del Colliano he would no longer accept his phone calls.

Del Colliano allegedly told Michaels, "Everybody reads me. I control what people think about the radio business." The publisher also threatened Michaels, saying that he "had better" take Del Colliano's call or "he would take them down," the suit claims.

Clear Channel wasn't the first company that Del Colliano used that approach with, according to the suit. Clear Channel claims that in 1995 the publisher demanded that Westwood One "pay several thousand dollars in the guise of payments for advertising in *Inside Radio*." When Westwood One refused, the suit says, *Inside Radio* published "a series of false reports ... designed to, and [that] did in fact, disrupt Westwood's operations." In the end, the suit says, Westwood did not make payments to *Inside Radio*.

Clear Channel claims Michaels has been a frequent target of *Inside Radio*. "It's become obvious to me that Jerry Del Colliano has no regard for the truth," Michaels said in a prepared statement on Monday. "He has printed stories about Clear Channel cutting sales commissions, planning layoffs, replacing commissioned salespeople with salaried sales reps and limiting bonuses. I believe he has been using the pages of his newsletter to disrupt our business and cause our employees to question the integrity of their company. Competitors can use the stories as fodder to attract our people and challenge our business. It is time to put an end to this harassment."

The suit acknowledges that, because of the *Inside Radio* reports, "Clear Channel's daily operations were indeed affected ... Several valued employees left Clear Channel due to the reports." The company noted that in an attempt to prevent its employees from being "bombarded with *Inside Radio's* false and damaging articles, [it] has attempted to restrict its employees from receiving *Inside Radio* at their business offices." In an attempt to bypass the company's restrictions, the suit says, *Inside Radio* has sent Clear Channel staff "unsolicited e-mail versions" of the publication that contain "the headline of each story in the publication, which, written in the sensationalistic style that is emblematic of *Inside Radio*, convey the negative message defendants desire."

The suit also alleges that "the defendants' false reports have a negative effect among media buyers ... As a result of those articles, media buyers were ... led to believe that the account executives at various Clear Channel stations would be leaving, and their accounts would be transferred or reassigned. The negative speculation, innuendo and rumors triggered by the publication of false reports has had a foreseeable, corresponding negative impact on media buyers' willingness to make significant commitments regarding Clear Channel's advertising inventory."

In September, during the NAB Radio Show, Clear Channel Chairman/CEO Lowry Mays lashed out at *Inside Radio* for calling his company "Cheap Channel." Clear Channel spokesman Randy Palmer told R&R that it became clear "as the stories mounted" that the company would have to take action against Del Colliano. "These reports

were not true," Palmer said, "and we found ourselves pretty much having to comfort our staff."

Clear Channel has complained frequently to Del Colliano and his attorney, Eric Boustani, a partner in Monterey, CA based law firm Davis & Schroeder, about articles printed in the faxed newsletter. Boustani, who had not seen the suit by R&R's Tuesday deadline, told R&R that, based on what he had seen reported, the charges "appear to be untrue and inaccurate. Over the years *Inside Radio* has made a lot of entities unhappy by printing accurate stories." While Boustani has spoken to Clear Channel representatives about stories in the past, the suit is "a surprise to the extent that they would bring such charges against Mr. Del Colliano and the publication. We knew that on occasion they had objections to various things, but nothing for one to believe that a lawsuit was imminent."

Boustani also contends that Clear Channel talked to Del Colliano "a couple of years ago" about buying his publication, but Del Colliano opted not to sell.

For each of the eight counts, Clear Channel is seeking \$1 million in civil damages and \$10 million in punitive damages. The case has been assigned to Judge Allen Schwartz, though no hearing date has been set.

## KKTL

Continued from Page 3

Hip-Hop, and there is a big hole between them and Susquehanna's Pop KRBE. The hole we are going to plug is presently Top 40/Rhythm, not Dance. What's hot right now with everyone, especially Hispanics, is the pop/urban product. Our goal is to be the dominant Top 40 in the market, and we will get there through playing great music that creates passion, as well as through traditional and grass-roots advertising and marketing."

KTHT has launched commercial-free with 10,000 songs in a row. While the station conducts a nationwide search for a PD and staff, KTHT will be programmed by Rice out of WBLI/Long Island, which he also programs, and overseen by Kabrich.

## Shaev

Continued from Page 1

Shaev was previously Sr. VP/Promotion for 550 Music, having joined the label at its inception in 1993 as VP/Pop & Video Promotion. She began her music industry career in 1987 as a college representative for CBS Records. In 1989 she joined SBK Records, serving in a variety of capacities, including National Manager/AC-Video Promotion, National Director/Top 40-Video Promotion and Northeast Promotion Manager. In 1991 she was named Sr. Director/Alternative & Video Promotion for EMI Records Group.

## McCarthy

Continued from Page 3

moved into the Local and National Sales Manager post for WABC in 1993. In 1996 he rose to Director/Sales for WABC & WPLJ, adding WQVE duties two years later. He was elevated to his most recent post in April 1999.

## BET

Continued from Page 1

Chairman/CEO, while Debra Lee will remain President/COO. Both will report to Viacom President/COO Mel Karmazin, who said Viacom's goal is to make BET as widely distributed as MTV.

"Ad spending targeting African Americans is growing faster than ad spending in general," Karmazin pointed out. "We don't understand why every cable system in the U.S. wouldn't be carrying BET. There are African Americans in every market in the country."

Viacom Chairman/CEO Sumner Redstone added, "The addition of Black Entertainment Television and the other leading BET cable networks and online operations, along with the extraordinary managerial talent of Bob Johnson and his team, is a significant milestone for Viacom. This transaction will significantly enhance our roster of leading brands and make our already great management team even better. I am pleased that my long relationships with Bob Johnson and [BET investor] John Malone, close friends of mine and pioneers in our

## Burke

Continued from Page 3

big picture. He comes highly recommended, and we're delighted to have him with us."

Burke spent the last 5 1/2 years in Memphis. He also previously held a Regional PD position within Sinclair that included responsibilities for the company's stations in St. Louis and

## Johnson

Continued from Page 1

Johnson was most recently VP/R&B Promotion, a post he had held since October 1999. Prior to that he spent four years as VP/R&B Promotion at RCA Records.

"I am ecstatic to be working under the guidance and direction of Lionel Ridenour," Johnson said. "With the caliber of artistry, music and human resources available here at Arista, I am determined to contribute all of my efforts to the team as we rewrite musical history well into the millennium."

Johnson began his music industry career in the 1970s in retail before shifting to wholesale distribution at

## Brown

Continued from Page 3

the PD, the MD, and the Promotion Director, so I think she's more than qualified to handle this job. If there is anybody who has paid her dues, it would be Kathy Brown. I followed her career all of those years, and I'm now so happy to work with her because she knows what it's like to start out at the bottom and really work your way up. So many times today, people just want to get out of college and be a PD or do morning drive. She's truly an asset to the company."

industry, are culminating in this very positive and important transaction."

## Access To XM For Infinity?

The Viacom empire, in which Infinity Broadcasting is one of the brightest stars, has never been a supporter of satellite broadcasting. But this deal will give it cause to reconsider. BET already has a deal to program at least two Urban channels for XM Satellite Radio (Radio One is set to program five others), and Infinity may have an opportunity to expand its influence via XM. Asked by R&R if there's room for Infinity, XM Sr. VP/Programming and Chief Programming Officer Lee Abrams said, "We are pretty well tapped out channelwise. But who knows? This came out of the clear blue. We never expected Viacom to take over BET. I have no idea how this is going to shake out."

The shakeout will be interesting: Clear Channel's \$75 million investment in XM gives Premiere Radio Networks reign over as many as 11 XM stations, which the network could outline as early as March. XM service is set to debut next spring.

—Jeffrey Yorke

Kansas City. His prior experience includes management and programming positions at KICE, KFGI & KKMJ/Austin.

"I'm thrilled and honored to be joining the rich tradition at KYGO," Burke remarked. "I truly appreciate the trust and confidence that Bob Call and Don Benson have placed in me. I leave Memphis with terrific memories, but I'm anxious to join the JP team in Denver."

City One-Stop in Los Angeles. He then worked in promotion for an independent distributor before joining Warner Bros. Records in 1979 as Regional Director/R&B Promotion Director. Johnson joined Columbia Records as Los Angeles Regional Director/R&B Promotion in 1982 and was promoted to Director/Marketing in 1984. In 1987 he joined Ed Eckstine's Wing Records as VP/R&B Promotion, and two years later he moved to Reprise Records as VP/R&B Promotion. Johnson then founded Upstate Productions, a marketing, management and promotion firm, before joining Mercury Records in 1992 as VP/R&B Promotion.

—Steve Wonsiewicz

Somers added, "K.B. has done a stellar job of programming WWIN-FM. She has taken the station to record numbers, including No. 1 in adults 25-54. I know that under her talented guidance, Majic 102.3 and our Richmond stations will achieve even greater success."

Brown's most recent position is "currently undergoing a structural review as she will continue to supervise the programming" of WWIN-FM, the company said. Brown had been the station's PD since joining Radio One in 1995. A 15-year industry veteran, Brown has also held programming stints in Milwaukee and Chicago.



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## Make Money On The Web

### Interep creates the seller's ultimate guide to online advertising

Just about every radio broadcast group is trying to figure out what to do with its websites. They are wondering whether or not to stream and, most importantly, puzzling over how to make money with online advertising. While these broadcast entities work behind the scenes to come up with a winning online formula, there is still an enormous learning curve within radio stations and advertising agencies when it comes to understanding online advertising.

As with any product, before you market, promote and sell, you have to know your product and how it benefits consumers and clients alike. If you are attempting to tap into the new business model of online advertising, there is a must-read guide just out for traditional sellers, buyers and almost everyone else in radioland: Interep's Research Division Vice President/Marketing Communications, Michele Skettino, has meticulously researched and written *A Radio Seller's Guide to Online Advertising*, and I got my hands on one of the very first copies.

This 28-page booklet is one of the most helpful and concise that I have seen on this subject. Skettino took on this project because she was hearing from Interep's traditional sellers and station people that they were being asked more and more to look for new sources of revenue on the web.

Skettino points out that the web is still very confusing to most traditional sellers. With all of the different online, advertising and computer terms and lingo, the fine folks at Interep thought it would be extremely helpful to put all of the needed information about online advertising into one concise, easy-to-read guide. This project is also timely, given the launch of Interep's new interactive division.

*A Radio Seller's Guide to Online Advertising* is a necessity for traditional radio buyers who are now being asked to look at streaming. It should also be mandatory for everyone inside a radio station, especially



Michele Skettino

the sales and programming departments. With Skettino's guidance, we've combed through her report to offer you a look inside the world of online advertising, beginning with some of what she calls online research basics.

#### Unique Visitors Vs. Ad Views

Many of the measurements commonly used in online research are identical to, or almost equivalent to, traditional media measurements. The terms "unique visitors" and "ad views/page views" are the ones most commonly used when referring to the online audience. They correlate roughly to the research concepts of *cume* and *impressions*.

**Unique visitors/users/audience, a.k.a. *cume*:** The number of different individuals visiting a website during a given time (usually daily, weekly or monthly). This is similar to the *cume* number in radio and is a measure of a site's reach.

If an advertiser runs a schedule on a website with a monthly unique visitor count of 10,000, that would mean that the campaign has the potential to reach 10,000 consumers each month.

The unique visitors number implies nothing about how long each visitor stays on a site, how often he or she visits within a given period or how many pages are viewed per visitor. Whether the same person visited a site every day of the month or one day per month, he or she is still only counted only once in a monthly unique visitor total.

**Ad views, a.k.a. *impressions*:** Ad

views, a term sometimes used instead of the more common "impressions," refers to the number of ads viewed (or, more precisely, the number of ads served and downloaded to individual PCs—as with any medium, one cannot ensure that a user actually reads or listens to an ad). As with traditional media measures, the number of impressions does not equate to reach, as one individual may see an ad multiple times.

Page views, a concept similar to ad views, refers to the number of total pages viewed, regardless of whether or not the pages contain an ad.

As in traditional media, the reach or coverage of a website refers to the portion of a given population that uses that site in a designated time period. The reach number is equivalent to the number of unique visitors. Coverage is usually discussed in terms of a percentage.

#### Coverage And Reach

The percentage of a given demographic group that visits a site can also be called "reach percentage." However, be aware that when coverage percentage is discussed in traditional media, it almost always refers to the percentage of the total demographic group in the U.S. Online services sometimes use different criteria when setting their "universe" and refer only to the percentage of U.S. online users reached. Care should be taken when using these estimates to determine which universe is referenced.

If the universe is the U.S. total for a given demographic, then the coverage percentage is equivalent to a rating. For instance, if a site's coverage for men 18-34 is 15% of all men 18-34 in the country, the site has a 15% rating against this demo.

The calculation for this type of rating would be:

$$\frac{\text{Unique Visitors in Demo}}{\text{Demo Population}} \times 100$$

If the universe is the total U.S.

## Commonly Used Metrics

The following terms are also commonly used in online measurement.

- **Average Unique Pages Per Visitor Per Day/Week/Month:** The average number of pages within a site that are viewed by a visitor in a given time period.

- **Average Daily/Monthly Unique Visitors:** The average number of different people who visit a site each day during the course of a day or month.

- **Average Usage Days Per Visitor Per Month:** The average number of days per month that a website's visitors accessed the site.

- **Average Minutes Spent Per Usage Day/Week/Month:** The average length of time that a visitor spends on a website during a given time period. This figure is an indication of a site's "stickiness," or its ability to hold visitors.

- **Time Spent Tuning:** A term soon to be used by Arbitron's Infostream (and possibly other services) for streaming measurement. Refers to the average time spent listening (per listener) to an audio webcast over the course of a month (or other time period).

- **Aggregate Tuning Hours:** A term currently employed by Arbitron's Infostream to measure total listening hours to an audio webcast (not per person). While this can be loosely correlated to an impression level, in that it is affected by both *cume* and Time Spent Listening, it is a pure total, with no averaging involved.

online users, the coverage percentage is more equivalent to the traditional measure of share, though not analogous, because there is no measure of time spent on a site included in the figure. In the online arena a coverage percentage based on the online universe is perhaps more equivalent to what might be called an online rating.

#### Measuring Composition And Index

Composition in online measurement remains the same as in all other media, referring to the percentage of a website's audience that is in a specific consumer segment. Composition is used by advertisers to identify those sites with a high concentration of a given consumer target. The composition percentage equals a given demographic expressed as a percentage of a site's total unique users.

For example, if a site has a total unique visitor estimate of 300,000 and 175,000 unique visitors who are women 25-54, the site's composition percentage for women 25-54 is 58%.

$$\frac{\text{Unique Visitors in Demo}}{\text{Total Unique Visitors}} \times 100$$

Index refers to the relationship between the percent composition of one variable vs. the percent composition of another variable. As it refers to websites, it is usually the relationship between a site's composition for a particular demo and either the U.S. composition or the total online user base's composition.

An index above the norm of 100 denotes a higher-than-average concentration of a specific target group. For instance, if a site has a composition percentage of 65% among women 25-54, and women 25-54 represent 35% of the online audience, the site would index 186. In other words, visitors to that site are 86% more likely to be women 25-54 than

visitors to the average site.

$$\frac{\text{Percentage of Site's Composition}}{\text{Percentage of Online Composition (Or Percentage of U.S. Composition)}} \times 100$$

#### Exploring Reach And Frequency

Frequency within an ad schedule affected by media use over time. Within online media, it refers to the average number of times that each person will see or hear an online advertisement. It is affected by how frequently a user visits a given site and how long he or she spends there, and how many pages are viewed.

Frequency is generally discussed in terms that include reach and follow the same equation for all media:

$$\text{Reach} \times \text{Frequency} = \text{Ad Impressions}$$

Therefore, different schedules can deliver the same number of ad impressions yet have dramatically different reach and frequency levels. Reach and frequency form a mathematically inverse relationship: If impressions remain constant when reach goes up, frequency goes down, and vice versa.

An effective level of reach and frequency depends on an advertiser's objectives. If an advertiser desires a higher reach level or a higher frequency, campaigns can be adjusted accordingly. In general, the following guidelines apply:

#### To Increase Frequency

- Limit the campaign to fewer sites or channels.

- Narrow the time frame of campaign. Retain the same impression level.

- Use websites or channels with similar appeal to increase the likelihood of audience duplication.

#### To Increase Reach

- Use more websites or channels.
- Extend the time frame of the

As in traditional media, the reach or coverage of a website refers to the number of a given population that uses that site in a designated time period.

## EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES November 10, 2000

CALLOUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of October 15-21.

ARTIST TITLE LABEL(S)	CHR/POP				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS			
	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)						WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
	TW	LW	2W	3W									
<b>HP</b> LUOACRIS What's Your Fantasy (Def Jam South/IDJMG)	3.86	—	—	—	54.7	10.2	4.10	3.64	3.70	3.82	3.97	3.70	3.92
CREED With Arms Wide Open (Wind-up)	3.82	3.82	3.75	3.93	77.5	24.2	3.72	3.94	3.82	4.01	3.93	3.52	3.81
3 OODRS DOWN Kryptonite (Republic/Universal)	3.79	3.84	3.85	3.96	78.7	25.4	4.00	3.74	3.55	3.76	3.96	3.51	3.96
<b>HP</b> JA RULE I/C. MILIAN Between Me... (Murder Inc./Def Jam/IDJMG)	3.76	3.95	3.64	3.80	59.1	13.8	3.95	3.73	3.45	3.95	3.92	3.48	3.70
<b>HP</b> PAPA ROACH Last Resort (DreamWorks)	3.76	3.84	3.88	3.88	59.3	13.8	4.01	3.69	3.29	3.87	3.73	3.44	3.96
'N SYNC This I Promise You (Jive)	3.69	3.77	3.83	3.83	73.6	19.1	3.79	3.62	3.60	3.83	3.77	3.45	3.70
MYA Case Of The Ex (Whatcha Gonna Do) (University/Interscope)	3.68	3.77	3.69	3.80	79.2	20.6	3.95	3.59	3.40	3.71	3.81	3.62	3.56
<b>HP</b> SISQO Incomplete (Dragon/Def Sou/IDJMG)	3.66	3.60	3.49	3.65	44.8	10.9	3.71	3.69	3.49	3.64	3.54	3.53	3.95
PINK Most Girls (LaFace/Arista)	3.65	3.74	3.73	3.75	73.1	22.8	3.64	3.65	3.67	3.88	3.79	3.40	3.56
MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	3.63	—	—	—	45.5	8.7	3.55	3.72	3.64	3.55	3.77	3.59	3.63
<b>HP</b> LEE ANN WOMACK I Hope You Dance (MCA/Universal)	3.59	3.71	3.99	—	45.0	9.4	3.68	3.55	3.54	3.54	3.76	3.53	3.52
<b>HP</b> FAITH HILL The Way You Love Me (Warner Bros.)	3.58	—	—	—	66.8	17.4	3.56	3.35	3.81	3.31	3.34	3.79	3.82
<b>HP</b> SR-71 Right Now (RCA)	3.57	3.61	—	—	51.1	10.7	3.90	3.34	3.08	3.50	3.73	3.37	3.67
NELLY Country Grammar (Fo' Reel/Universal)	3.56	3.51	3.58	3.59	84.7	30.3	3.73	3.46	3.41	3.65	3.55	3.59	3.44
BON JOVI It's My Life (Island/IDJMG)	3.55	3.52	3.36	3.48	66.3	18.9	3.77	3.32	3.47	3.45	3.59	3.59	3.57
MATCHBOX TWENTY Bent (Lava/Atlantic)	3.52	3.36	3.48	3.45	78.0	25.2	3.36	3.62	3.60	3.42	3.62	3.37	3.69
DESTINY'S CHILD Jumpin' Jumpin' (Columbia)	3.51	3.64	3.75	3.68	86.9	40.0	3.64	3.51	3.35	3.55	3.62	3.52	3.36
BARENAKED LAOIES Pinch Me (Reprise)	3.49	3.41	3.37	3.46	50.8	12.1	3.70	3.36	3.30	3.53	3.67	3.11	3.71
CHRISTINA AGUILERA Come On Over Baby... (RCA)	3.49	3.58	3.46	3.59	81.8	30.0	3.57	3.53	3.32	3.37	3.40	3.66	3.55
SOULDECISION Faded (MCA)	3.48	3.44	3.51	3.40	54.5	14.5	3.53	3.63	3.20	3.26	3.30	3.73	3.52
KANDI Don't Think (It's Not) (So So Def/Columbia)	3.43	3.62	3.51	3.52	63.0	20.1	3.62	3.31	3.27	3.55	3.18	3.54	3.46
MYSTIKAL Shake Ya Ass (Jive)	3.43	3.51	—	—	66.1	21.1	3.64	3.24	3.34	3.72	3.34	3.38	3.30
BACKSTREET 8DYS Shape Of My Heart (Jive)	3.42	3.40	3.42	—	57.6	17.7	3.45	3.63	3.21	3.58	3.31	3.22	3.62
DEBELAH MORGAN Dance With Me (DAS/Atlantic)	3.42	3.46	3.41	3.35	52.5	15.5	3.44	3.38	3.45	3.30	3.73	3.37	3.33
VERTICAL HORIZON You're A God (RCA)	3.42	3.40	3.48	3.51	65.9	20.6	3.52	3.31	3.38	3.61	3.44	3.10	3.51
BAHA MEN Who Let The Dogs Out (Artemis)	3.39	3.32	3.22	3.30	90.6	34.4	3.36	3.23	3.57	3.43	3.17	3.46	3.49
RUFF ENDZ No More (Epic)	3.39	3.48	3.51	—	70.0	24.9	3.35	3.35	3.51	3.23	3.39	3.48	3.44
DREAM He Loves U Not (Bad Boy/Arista)	3.34	—	—	—	49.2	11.9	3.62	3.09	3.22	3.11	3.35	3.53	3.36
SAMANTHA NUMBA Gotta Tell You (Wildcard/Polydor/Interscope)	3.33	3.52	3.67	3.59	59.3	15.3	3.49	3.17	3.26	3.18	3.36	3.55	3.25
MADONNA Music (Maverick/WB)	3.27	3.32	3.29	3.31	81.4	32.7	2.80	3.55	3.59	3.25	3.45	3.08	3.31
RICKY MARTIN She Bangs (Columbia)	3.16	3.12	3.25	3.21	66.3	24.0	3.04	2.96	3.58	3.11	3.05	3.04	3.43
98 DEGREES Give Me Just One Night (Una Noche) (Universal)	3.12	3.23	3.36	3.43	81.6	36.3	3.22	3.03	3.10	3.05	3.18	3.01	3.26

## CALLOUT AMERICA® Hot Scores

By KEVIN MCCABE

There is plenty of activity on this week's Callout America overview as "What's Your Fantasy" by Ludacris (Def Jam South/IDJMG) enters at No. 1 with a 3.86 overall score. Right now Pop airplay is limited to a handful of markets, but the song has exposure at MTV and The Box Music Network. "Fantasy" easily ranks No. 1 in the teen cell with a 4.10 and pulls in a 3.70 among 25-34 females, ranking it No. 3.

"If You're Gone" by Matchbox Twenty (Lava/Atlantic) bows with a 3.63 total score and edges into the top 10. The strongest picture lies with 18-24s, where "Gone" is No. 6, and in 25-34, where the song ranks sixth. When it comes to strong callout, Matchbox Twenty consistently deliver.

The latest from Faith Hill, "The Way You Love Me" (Warner Bros.), debuts at No. 12 with a 3.58 and lands at No. 2 among women 25-34 with a 3.81. Hill's first prime-time special, *Faith!*, will air Thanksgiving night on CBS-TV. The special was taped at the Palace Theater in Auburn Hills, MI during Hill's sold-out concert tour.

Each Wednesday morning R&R delivers an advance HotFax of the Callout America data to hundreds of radio stations and dozens of record labels. Effective with this week's fax, the information has been redesigned to fit on a one-page layout. The changes were based on feedback from users in both industries, and R&R hopes that these enhancements will make the data even easier to read, interpret and use. If you are not currently receiving the fax and would like to, please send an e-mail request to [anthony@rroonline.com](mailto:anthony@rroonline.com) or [kmccabe@rroonline.com](mailto:kmccabe@rroonline.com). We will be glad to add your name to the list. As always, thank you for your feedback and your support of R&R's Callout America.

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

# SHADOW

## "It Wasn't Me"

### THE STORY CONTINUES:

Exploding at Retail  
Album Sales Up 40%  
Over 40,000 Soundscanned this week  
Huge Increases at: Musicland - 75%  
Wherehouse - 65%  
Best Buy - 56%

#2 at Rhythmic Radio!  
#1 Requesting Record at Rhythmic Radio!

#Top 5 Callout at Rhythmic Radio!

Already a hit at these Top 40 stations with over 2300 spins:

KIIS KDWB KKRZ KHKS WFLZ KZZP  
KHTS WEZB WBTS KZQZ plus more

New this week:

Z100/New York City WKQI/Detroit  
KMXV/Kansas City KZHT/Salt Lake City

And Many More!!!

Most Increased!

Top 40 Mainstream Monitor Chart 38\*-27\* +775



# R&R CHR/Pop Top 50

November 10, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (M)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	CREED With Arms Wide Open (Wind-up)	10257	-100	1035878	13	170/1
3	2	PINK Most Girls (LaFace/Arista)	10025	+64	996807	15	171/1
2	3	3 DOORS DOWN Kryptonite (Republic/Universal)	9423	-552	1059913	21	167/0
5	4	'N SYNC This I Promise You (Jive)	8631	+147	869429	10	176/0
4	5	MADONNA Music (Maverick/WB)	8099	-713	764135	15	171/0
7	6	SAMANTHA MUMBA Gotta Tell You (Wildcard/Polydor/Interscope)	7533	+409	720156	14	175/0
6	7	SOULDECISION Faded (MCA)	7527	-112	602289	22	167/0
8	8	BACKSTREET BOYS Shape Of My Heart (Jive)	7093	+377	713693	6	176/0
12	9	MYA Case Of The Ex (Whatcha...) (University/Interscope)	7066	+1100	824278	8	164/2
9	10	RICKY MARTIN She Bangs (Columbia)	7000	+286	707774	7	174/0
15	11	DEBELAH MORGAN Dance With Me (DAS/Atlantic)	5883	+465	583253	18	164/1
10	12	VERTICAL HORIZON You're A God (RCA)	5853	-202	544815	16	158/0
20	13	DESTINY'S CHILD Independent Women Pt. 1 (Columbia)	5696	+1384	631457	7	158/11
16	14	KANDI Don't Think I'm Not (So So Def/Columbia)	5352	+326	546189	12	146/4
17	15	BARENAKED LADIES Pinch Me (Reprise)	5119	+337	486037	13	149/1
18	16	MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	5045	+360	479064	7	161/6
11	17	CHRISTINA AGUILERA Come On Over (All I Want...) (RCA)	5007	-973	481204	17	162/0
14	18	NELLY Country Grammar (Fo' Reel/Universal)	4801	-655	567078	16	143/0
13	19	DESTINY'S CHILD Jumpin' Jumpin' (Columbia)	4767	-705	648621	23	146/0
21	20	DREAM He Loves U Not (Bad Boy/Arista)	4591	+553	444237	9	149/5
19	21	RUFF ENDZ No More (Epic)	4460	+146	509101	10	140/1
23	22	EVAN AND JARON Crazy For This Girl (Columbia)	3659	+200	341252	14	145/5
25	23	FAITH HILL The Way You Love Me (Warner Bros.)	3223	+186	283950	11	123/8
22	24	BAHA MEN Who Let The Dogs Out (Artemis)	3055	-769	303846	17	137/0
<b>Breaker</b>	25	NINE DAYS If I Am (550 Music/Epic)	2698	+333	276797	6	131/5
<b>Breaker</b>	26	SHAGGY It Wasn't Me (MCA)	2628	+1052	318929	3	125/32
<b>Breaker</b>	27	VITAMIN C The Itch (Elektra/EEG)	2551	+424	226031	4	150/7
26	28	EVERCLEAR Wonderful (Capitol)	2441	-375	204866	19	116/0
24	29	98 DEGREES Give Me Just One Night... (Universal)	2434	-909	253826	14	140/0
29	30	SR-71 Right Now (RCA)	2302	+99	239134	8	124/2
32	31	SISQO Incomplete (Dragon/Def Soul/IDJMG)	1978	+90	200993	7	94/0
33	32	MIKAILA So In Love With Two (Island/IDJMG)	1911	+214	148224	4	118/7
43	33	BRITNEY SPEARS Stronger (Jive)	1910	+1037	186626	2	136/26
28	34	WALLFLOWERS Sleepwalker (Interscope)	1858	-355	154359	8	111/0
35	35	MANDY MOORE Walk Me Home (550 Music/Epic)	1683	+179	158465	4	114/2
31	36	RED HOT CHILI PEPPERS Californication (Warner Bros.)	1667	-223	163679	7	99/0
36	37	BOYZ II MEN Pass You By (Universal)	1553	+141	138160	6	118/0
37	38	LENNY KRAVITZ Again (Virgin)	1528	+265	177610	5	93/8
38	39	MYSTIKAL Shake Ya Ass (Jive)	1444	+223	167597	4	88/10
39	40	USHER Pop Ya Collar (LaFace/Arista)	1309	+266	106497	2	90/5
<b>Debut</b>	41	EVERCLEAR AM Radio (Capitol)	1248	+597	81092	1	87/12
<b>Debut</b>	42	EMINEM Stan (Aftermath/Interscope)	1095	+430	110942	1	87/15
41	43	JOY ENRIQUEZ Tell Me How You Feel (LaFace/Arista)	1061	+53	98700	4	78/0
<b>Debut</b>	44	U2 Beautiful Day (Interscope)	1031	+475	98790	1	84/17
<b>Debut</b>	45	SPICE GIRLS Holler (Virgin)	958	+318	110263	1	62/11
45	46	TIONNE "T-BOZ" WATKINS My Getaway (Maverick)	942	+106	87561	2	83/4
40	47	PAPA ROACH Last Resort (DreamWorks)	931	-92	99763	10	60/1
47	48	LEANN RIMES Can't Fight The Moonlight (London Sir/Curb)	860	+50	47909	3	52/1
44	49	MACY GRAY Still (Epic)	854	+3	92300	3	82/1
<b>Debut</b>	50	BBMAK Still On Your Side (Hollywood)	849	+629	81867	1	107/30

## Most Added.

ARTIST TITLE LABEL(S)	ADDS
98 DEGREES My Everything (Universal)	103
BON JOVI Thank You For Loving Me (Island/IDJMG)	61
SHAGGY It Wasn't Me (MCA)	32
BBMAK Still On Your Side (Hollywood)	30
GREEN DAY Minority (Reprise)	29
BRITNEY SPEARS Stronger (Jive)	26
O-TOWN Liquid Dreams (J)	22
U2 Beautiful Day (Interscope)	17
JA RULE F.C. MILIAN Between Me... (MI/Def Jam/IDJMG)	16
EMINEM Stan (Aftermath/Interscope)	15

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DESTINY'S CHILD Independent Women... (Columbia)	+1384
MYA Case Of The Ex... (University/Interscope)	+1100
SHAGGY It Wasn't Me (MCA)	+1052
BRITNEY SPEARS Stronger (Jive)	+1037
BBMAK Still On Your Side (Hollywood)	+629
EVERCLEAR AM Radio (Capitol)	+597
DREAM He Loves U Not (Bad Boy/Arista)	+553
U2 Beautiful Day (Interscope)	+475
DEBELAH MORGAN Dance With Me (DAS/Atlantic)	+465
EMINEM Stan (Aftermath/Interscope)	+430

## Breakers.

### NINE DAYS If I Am (550 Music/Epic)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
2698/333	131/5	25

### SHAGGY It Wasn't Me (MCA)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
2628/1052	125/32	26

### VITAMIN C The Itch (Elektra/EEG)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
2551/424	150/7	27

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



176 CHR/Pop reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 10/29-Saturday 11/4. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 2500 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

**BON JOVI**  
THANK YOU FOR LOVING ME



## MOST ADDED!!!

KIIS WKKS KYSR WKQI  
WXPT Y100 WSSR WKIE  
WNKS KMXV WZPL WPRO  
AND MANY MORE!!!

"Between the great reaction to 'It's My Life' and the way the concerts are selling out, it shows that America wants Bon Jovi back! 'Thank You...' is a GREAT follow up! We're already playing it and its a SMASH! —John Ivey/WXKS

"Bon Jovi have re-established themselves as core artists for Top 40 radio. This song will be going Top 10! Already getting requests!" —Jon Zellner/KMXV

"SMASH! This will be HUGE..." —John Reynolds/WNKS

Over 6 Million Albums Sold World Wide! SOLD OUT U.S. TOUR!

Check out Jon Bon Jovi in this week's PEOPLE magazine... SEXIEST ROCK STAR... at newsstands now!

www.bonjovi.com www.islandrecords.com  
produced by Luke Ebbin, Jon Bon Jovi and Richie Sambora  
Management: David Morris, Paul Korzjusz and Rene Schrelman for BJM

## New & Active

**SISTER HAZEL** Champagne High (*Universal*)  
Total Plays: 845, Total Stations: 68, Adds: 6

**NELLY E.I.** (*Fo' Reel/Universal*)  
Total Plays: 839, Total Stations: 38, Adds: 10

**FISHER I** Will Love You (*Farmclub.com/Interscope*)  
Total Plays: 798, Total Stations: 64, Adds: 4

**DAVID GRAY** Babylon (*ATO/RCA*)  
Total Plays: 791, Total Stations: 73, Adds: 13

**JARULE F.C. MILLIAN** Between... (*MI/Def Jam/IDJMG*)  
Total Plays: 736, Total Stations: 65, Adds: 16

**LEIGH NASH** Need To Be Next To You (*Engine/Arista*)  
Total Plays: 564, Total Stations: 48, Adds: 1

**NELLY FURTADO** I'm Like A Bird (*DreamWorks*)  
Total Plays: 525, Total Stations: 54, Adds: 6

**LIL BOW WOW** Bounce... (*So So Def/Columbia*)  
Total Plays: 502, Total Stations: 33, Adds: 3

**98 DEGREES** My Everything (*Universal*)  
Total Plays: 446, Total Stations: 121, Adds: 103

**CRYSTAL SIERRA** Playa No More (*Virgin*)  
Total Plays: 415, Total Stations: 28, Adds: 0

**TONI BRAXTON** Spanish Guitar (*LaFace/Arista*)  
Total Plays: 395, Total Stations: 43, Adds: 9

**O-TOWN** Liquid Dreams (*J*)  
Total Plays: 377, Total Stations: 73, Adds: 22

**LEE ANN WOMACK** I Hope You Dance (*MCA*)  
Total Plays: 223, Total Stations: 27, Adds: 5

**PLUS ONE** Last Flight Out (*Atlantic*)  
Total Plays: 216, Total Stations: 21, Adds: 2

**GREEN DAY** Minority (*Reprise*)  
Total Plays: 182, Total Stations: 34, Adds: 29

**BON JOVI** Thank You For Loving Me (*Island/IDJMG*)  
Total Plays: 131, Total Stations: 62, Adds: 61

Songs ranked by total plays

## Make Money On The Web

Continued from Page xx

campaign. Retail or increase the impression level.

- Use websites or channels with diverse appeal to minimize audience duplication.

### Calculating Online CPM

There are several possible pricing models for online advertising, such as cost-per-click or cost-per-acquisition. However, these cost-per-action models do not factor in branding or other marketing benefits that add value to a banner campaign. For this reason, the CPM model remains the standard pricing norm, similar to other media.

As in all media, CPM refers to the cost of delivering 1,000 ad impressions (ad views). The formula to calculate CPM is standard for all media:

$$\frac{\text{Cost of Schedule}}{\text{Total Impressions or Total Ad Views}} \times 1,000 = \text{CPM}$$

In other words, if an advertiser spent \$5,000 for 100,000 impressions, the cost of delivering 1,000 impressions would be \$50. Similarly, if an advertiser spent \$95,000 for 1,500,000 impressions, the CPM would be \$63.

Again, keep in mind that this does not equate to the cost of reaching 100,000 unique visitors. Because visitors often return to a site repeatedly, the same person may see a banner multiple times, with each time counting as another impression. Therefore, 100,000 impressions could equate to differing unique visitor reaches. For instance, 50,000 unique visitors may see an ad an average of two times, or 20,000 unique visitors may see an ad an average of five times.

In online advertising, impression levels can be guaranteed and constantly monitored, meaning banners are served until the desired impression level is reached throughout the various stages of a campaign. In an alternative sales model, sponsorships are purchased for a given time period (i.e., monthly), and the expected ad impressions for that period are estimated, similar to traditional media. Any overdelivery of estimated impressions during the actual time period is usually given free of charge.

For a copy of *A Radio Seller's Guide to Online Advertising* and information on Interep's new interactive division, please contact Michele Skettino at 212-916-0536, or e-mail her at [michele\\_skettino@interep.com](mailto:michele_skettino@interep.com).



THE PARTY STATION

During her promo tour RCA recording artist Christina Aguilera stopped in Phoenix to party with KPTY (103.9 Party) staffers. Seen here are (l-r, back row) KPTY's Kenna and Haley from promotions and PD Garrison; Aguilera; and KPTY air personalities D. Cortez and JB, (l-r, front row) Trevor from promotions and new morning show jock Crazy Kidd.



ARISTA BRINGS JOY TO KIIS

Arista recording artist Joy Enriquez hung out at the KIIS studios while in Los Angeles to promote her single "Tell Me How You Feel." She is seen here with KIIS personality JoJo Wright (l) and Arista promo ace Joe Reichling.



98 DEGREES AND Z100

Teen heartthrobs 98 Degrees recently visited WHTZ (Z-100)/New York to support their new smash hit album, *Revelation*. Seen here are (l-r) Universal Sr. Dir./Pop Promotion David Nathan, Z-100's Sharon Dastur, 98 Degrees' Justin Jeffre and Nick Lachey, Z-100 PD Tom Poleman and Dir./Marketing & Advertising Sammy Simpson, 98 Degrees' Jeff Timmons, Z-100 MD/afternoon jock Paul "Cubby" Bryant, 98 Degrees' Drew Lachey, ICM's Stacy Sarter and Universal Sr. VP/Pop Promotion Charlie Foster.



MIKAILA IN MIAMI

Island cutie Mikaila stopped by WHYI (Y-100) during her visit to Miami to take a tour of the studios and visit with staffers. Pictured here are (l-r) WHYI PD Rob Roberts, Mikaila, WHYI APD Tony Banks and MD Deidre Poyner and IDJMG Sr. VP Ken Lane.

November 10, 2000

## Most Played Recurrents

**MATCHBOX TWENTY** Bent (Lava/Atlantic)

**TONI BRAXTON** He Wasn't Man Enough (LaFace/Arista)

**NINE DAYS** Absolutely (Story Of A Girl) (550 Music/Epic)

**CREED** Higher (Wind-up)

**BBMAK** Back Here (Hollywood)

**PINK** There You Go (LaFace/Arista)

**VERTICAL HORIZON** Everything You Want (RCA)

**JOE** I Wanna Know (Jive)

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

**SONIQUE** It Feels So Good (Farmclub/Republic/Universal)

**SANTANA F/ROB THOMAS** Smooth (Arista)

**DESTINY'S CHILD** Say My Name (Columbia)

**'N SYNC** Bye Bye Bye (Jive)

**BLAQUE** Bring It All To Me (Track Masters/Columbia)

**MACY GRAY** I Try (Epic)

**ALICE DEEJAY** Better Off Alone (Republic/Universal)

**CHRISTINA AGUILERA** What A Girl Wants (RCA)

**MARC ANTHONY** I Need To Know (Columbia)

**BLINK-182** All The Small Things (MCA)

**GOO GOO DOLLS** Slide (Warner Bros.)

CHR/POP

## Going For Adds 11/14/00

**FUEL** Hemorrhage (In My Hands) (550 Music/Epic)

**INNSOENSE** So Together (RCA)

**JAY-Z** I Just Wanna Love U (Give It 2 Me) (Roc-A-Fella/IDJMG)

**OFFSPRING** Original Prankster (Columbia)

**ORGY** Fiction (Dreams In Digital) (Elementree/Reprise)

**PROFYLE** Liar (Motown/Universal)

**LEE ANN WOMACK** I Hope You Dance (MCA/Universal)



**CRYSTAL SIERRA AND HER PLAYAS**

Virgin's newest Latin diva, Crystal Sierra (c) recently went on a promo tour in support of her latest project, "Playa No More." Her team includes (l-r) Virgin VP/Promotion Cary Vance; JMA's Neela Marnell, Rick Cooper and Scott Burton; Virgin Sr. VP/Promotion Michael Plen; and JMA's Jeff McClusky, Holly McCormick and Tom Barsanti.

## TUNED-IN

R&amp;R/MEDIABASE 24/7

CHR/POP



WABB/Mobile

3am

**NEW RADICALS** Someday We'll Know  
**CHRISTINA AGUILERA** Come On Over Baby ...  
**MATCHBOX TWENTY** If You're Gone  
**EVE 6** Inside Out  
**EVERCLEAR** AM Radio  
**DESTINY'S CHILD** Jumpin' Jumpin'  
**VERTICAL HORIZON** Everything You Want  
**98 DEGREES** Give Me Just One Night...  
**GREEN DAY** When I Come Around  
**CORRS** Breathless  
**LENNY KRAVITZ** Again  
**CREED** With Arms Wide Open  
**NINE DAYS** If I Am  
**BBMAK** Still On Your Side  
**MACY GRAY** Still  
**BOBBY BORIS PICKETT** Monster Mash

11am

**3 DOORS DOWN** Kryptonite  
**JENNIFER LOPEZ** If You Had My Love  
**SEMISONIC** Closing Time  
**MATCHBOX TWENTY** If You're Gone  
**SOFT CELL** Tainted Love  
**FAITH HILL** The Way You Love Me  
**DAVE MATTHEWS BAND** What Would You Say  
**98 DEGREES** Give Me Just One Night...  
**RED HOT CHILI PEPPER** Otherside  
**VERTICAL HORIZON** You're A God  
**MADONNA** Music  
**AEROSMITH** Crazy  
**EVERCLEAR** AM Radio  
**'N SYNC** Bye Bye Bye

4pm

**FAITH HILL** The Way You Love Me  
**BLESSID UNION OF SOULS** Hey Leonardo ...  
**DREAM** He Loves U Not  
**MATCHBOX 20** 3 AM  
**LEIGH NASH** Need To Be Next To You  
**VERTICAL HORIZON** You're A God  
**DIONNE FARRIS** I Know  
**SR-71** Right Now  
**ENRIQUE IGLESIAS** Be With You  
**SOULDECISION** Faded  
**SUGAR RAY** Every Morning  
**BOBBY BORIS PICKETT** Monster Mash  
**DEXTER FREEBISH** Leaving Town  
**BARENAKED LADIES** Pinch Me

8pm

**MEST** What's The Dillio  
**PINK** Most Girls  
**CREED** With Arms Wide Open  
**RICKY MARTIN** She Bangs  
**MATCHBOX TWENTY** If You're Gone  
**DREAM** He Loves U Not  
**BARENAKED LADIES** Pinch Me  
**BACKSTREET BOYS** Shape Of My Heart  
**KID ROCK** Only God Knows Why  
**SOULDECISION** Faded  
**EAGLE-EYE CHERRY** Save Tonight  
**SUGAR RAY** Someday  
**DESTINY'S CHILD** Independent Women Part 1  
**BLINK-182** All The Small Things

WERZ/Portsmouth

3am

**MANDY MOORE** I Wanna Be With You  
**STING** Desert Rose  
**FISHER** I Will Love You  
**MATCHBOX TWENTY** Bent  
**BON JOVI** It's My Life  
**BRITNEY SPEARS** Oops!...I Did It Again  
**CREED** With Arms Wide Open  
**DESTINY'S CHILD** Say My Name  
**EVERCLEAR** AM Radio  
**PINK** Most Girls  
**U2** With Or Without You  
**ENRIQUE IGLESIAS** Be With You  
**RED HOT CHILI PEPPER** Under The Bridge  
**EVAN AND JARON** Crazy For This Girl  
**DREAM** He Loves U Not  
**SOULDECISION** Faded

11am

**CHRISTINA AGUILERA** Come On Over Baby ...  
**MARC ANTHONY** I Need To Know  
**JEWEL** You Were Meant For Me  
**SAMANTHA MUMBA** Gotta Tell You  
**SAVAGE GARDEN** Truly Madly Deeply  
**EVERCLEAR** Wonderful  
**U2** Beautiful Day  
**SOFT CELL** Tainted Love  
**'N SYNC** Bye Bye Bye  
**SUGAR RAY** Someday  
**DESTINY'S CHILD** Jumpin' Jumpin'  
**ALANIS MORISSETTE** You Oughta Know  
**LOU BEGA** Mambo #5 (A Little Bit Of...)

4pm

**JESSICA SIMPSON** I Think I'm In Love With You  
**DESTINY'S CHILD** Jumpin' Jumpin'  
**TONIC** If You Could Only See  
**FASTBALL** Out Of My Head  
**BBMAK** Back Here  
**CHRISTINA AGUILERA** Come On Over Baby ...  
**SAMANTHA MUMBA** Gotta Tell You  
**BACKSTREET BOYS** Shape Of My Heart  
**FAITH HILL** This Kiss  
**CREED** With Arms Wide Open  
**BRYAN ADAMS** Summer Of '69  
**TLC** Waterfalls  
**MARIAH CAREY/BOYZ II MEN** One Sweet Day

8pm

**MADONNA** Music  
**DIDD** Here With Me  
**98 DEGREES** Give Me Just One Night ...  
**DESTINY'S CHILD** Jumpin' Jumpin'  
**'N SYNC** Bye Bye Bye  
**MYA** Case Of The Ex (Whatcha...)  
**BARENAKED LADIES** Pinch Me  
**DAVE MATTHEWS BAND** Crush  
**BILLY IDOL** Money Money  
**MARC ANTHONY** I Need To Know  
**BACKSTREET BOYS** As Long As You Love Me  
**FAITH HILL** The Way You Love Me  
**EVAN AND JARON** Crazy For This Girl  
**GINA G** Ooh Aah, Just A Little Bit...  
**NO DOUBT** Don't Speak



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Monday 10/30. © 2000, R&R Inc.

# CHR/Pop Reporters

Stations and their ads listed alphabetically by market

<b>WFLY/Albany, NY</b> VP/Prog: Michael Morgan PD: Rob Davies MD: Ellen Redwell	<b>WRZE/Cape Cod, MA</b> PD: Mike O'Donnell AP/MD: Kevin Matthews	<b>WROX/Detroit, MI</b> PD: Alex Toner APD: Jay Towers MD: Keith Cary	<b>WFBC/Greenville, SC</b> PD: Nikki Niles MD: Steve Church	<b>WHZZ/Lansing, MI</b> PD: Jason Adams MD: Dave B. Coats	<b>WBOB/Morristown-Ocean, NJ</b> MD: Mike Kaplan AP/MD: Gregg Thomas	<b>WJQQ/Portland, ME</b> PD: Tim Moore MD: Mike Cutano	<b>WONN/San Antonio, TX</b> PD: Krash Kelly AP/MD: Duncan James	<b>WGTN/Altoona, OK</b> MD: Sean Phillips PD: Cary Rush
<b>KICW/Albuquerque, NM</b> PD: D.J. Lopez AP/MD: Amy O'Brien	<b>WSSX/Charleston, SC</b> MD: Mike Edwards	<b>WROX/Detroit, MI</b> PD: Tom Richards APD: J. Love	<b>WVWA/Harrisburg, PA</b> PD: John O'Dea MD: Danny Logan	<b>WVVA/Las Vegas, NV</b> MD: Rick McNeil	<b>WHY/Montgomery, AL</b> PD: Jeff Deussen	<b>KRZJ/Portland, OR</b> PD: Tommy Austin APD: Dr. Doug	<b>KVTS/San Diego, CA</b> PD: Diana Laird MD: James Hess	<b>KZS/Altoona, OK</b> PD: Dave Dallas
<b>KDIA/Alexandria, LA</b> PD: Hollywood Harrison AP/MD: Jay Stevens	<b>WVSR/Charleston, WV</b> MD: Jeff Whitehead PD: Tommy Church	<b>WROX/Detroit, MI</b> PD: John Houston MD: Phil Thomas	<b>WSSX/Hartford, CT</b> PD: Tracy Austin MD: Mike McGowan	<b>WVVA/Las Vegas, NV</b> MD: Rick McNeil	<b>WHY/Montgomery, AL</b> PD: Jeff Deussen	<b>WERZ/Portsmouth, NH</b> MD: Sarah Sullivan	<b>KZQZ/San Francisco, CA</b> PD: Casey Keating MD: L.A. Reid	<b>WVVC/Tupelo, MS</b> PD: Nick Stevens
<b>WVAB/Allentown, PA</b> PD: Brian Check APD: Rob Accaparo	<b>WVSR/Charleston, WV</b> MD: Jeff Whitehead PD: Tommy Church	<b>WVVA/Las Vegas, NV</b> MD: Rick McNeil	<b>WVVA/Las Vegas, NV</b> MD: Rick McNeil	<b>WVVA/Las Vegas, NV</b> MD: Rick McNeil	<b>WHY/Montgomery, AL</b> PD: Jeff Deussen	<b>WVVA/Las Vegas, NV</b> MD: Rick McNeil	<b>KZS/Altoona, OK</b> PD: Dave Dallas	<b>WVVC/Tupelo, MS</b> PD: Nick Stevens
<b>WVAB/Allentown, PA</b> PD: Brian Check APD: Rob Accaparo	<b>WVSR/Charleston, WV</b> MD: Jeff Whitehead PD: Tommy Church	<b>WVVA/Las Vegas, NV</b> MD: Rick McNeil	<b>WVVA/Las Vegas, NV</b> MD: Rick McNeil	<b>WVVA/Las Vegas, NV</b> MD: Rick McNeil	<b>WHY/Montgomery, AL</b> PD: Jeff Deussen	<b>WVVA/Las Vegas, NV</b> MD: Rick McNeil	<b>KZS/Altoona, OK</b> PD: Dave Dallas	<b>WVVC/Tupelo, MS</b> PD: Nick Stevens

\* = Mediabase 24/7 monitored

176 Total Reporters  
176 Current Reporters  
176 Current Playlists

CHR/Pop Playlists

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

MARKET #1 WHTZ/New York Clear Channel (1212) 279-2300. Includes Z100 logo and a table of 12x cumulative playlist.

MARKET #2 KISW/Las Vegas Clear Channel (818) 845-1027. Includes KISW 102.7 logo and a table of 12x cumulative playlist.

MARKET #3 WKIE/Chicago Big City (312) 573-9400. Includes 92kiss fm logo and a table of 12x cumulative playlist.

MARKET #4 KZQZ/San Francisco Bonneville (415) 967-0597. Includes KZQZ logo and a table of 12x cumulative playlist.

MARKET #5 WVOO/Philadelphia Clear Channel (610) 667-8100. Includes Q102 logo and a table of 12x cumulative playlist.

MARKET #6 KHRS/Dallas-Ft. Worth Clear Channel (214) 891-3400. Includes 106.1 KISS FM logo and a table of 12x cumulative playlist.

MARKET #5 KRWB/Dallas-Ft. Worth Infinity (214) 630-3011. Includes KRWB logo and a table of 12x cumulative playlist.

MARKET #7 WDRD/Detroit ABC (248) 354-3900. Includes 93.1 logo and a table of 12x cumulative playlist.

MARKET #7 WKQJ/Detroit Clear Channel (248) 967-3750. Includes Q95 logo and a table of 12x cumulative playlist.

MARKET #8 WKXV/Boston Clear Channel (781) 396-1430. Includes KISS 104 fm logo and a table of 12x cumulative playlist.

MARKET #9 WZZW/Washington, DC Bonneville (703) 522-1041. Includes WZZW logo and a table of 12x cumulative playlist.

MARKET #10 WRBE/Houston-Galveston Susquehanna (713) 266-1000. Includes 104 KRBE logo and a table of 12x cumulative playlist.

MARKET #11 WBTX/Atlanta Cox (404) 897-7500. Includes 95.5 THE BEAT logo and a table of 12x cumulative playlist.

MARKET #11 WSTR/Atlanta Jetterson/Pilot (404) 261-2970. Includes WSTR logo and a table of 12x cumulative playlist.

MARKET #12 WHYI/Miami Clear Channel (561) 463-9299. Includes WHYI logo and a table of 12x cumulative playlist.





CHR/Pop Playlists

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

MARKET #29 KDND/Sacramento Entercom (916) 334-7777... 107.9 THE ONE... PLAYS LIST

MARKET #30 KCHN/Kansas City Syncom (816) 356-2400... 95.7... PLAYS LIST

MARKET #31 KMXV/Kansas City Infinity (816) 756-5688... MIX 93.3... PLAYS LIST

MARKET #31 WJSS/Minneapolis Entercom (414) 529-1250... 103.7 KISS... PLAYS LIST

MARKET #32 KXVM/San Antonio Clear Channel (210) 736-9700... MIX 96.1... PLAYS LIST

MARKET #33 WPRO/Providence Citadel (401) 433-4200... 92.9... PLAYS LIST

MARKET #34 WNCI/Columbus, OH Clear Channel (614) 430-9824... 94.3... PLAYS LIST

MARKET #35 KZHT/Salt Lake City Clear Channel (801) 908-1300... 94.9... PLAYS LIST

MARKET #37 WKWS/Charlotte Infinity (704) 321-9510... MIX 93.1... PLAYS LIST

MARKET #38 WNDU/Indianapolis Emmis (317) 236-9300... RADIO NOW 93.1... PLAYS LIST

MARKET #38 WZPL/Indianapolis My Star (317) 816-4000... 93.9... PLAYS LIST

MARKET #39 WXKL/Orlando Clear Channel (407) 919-1070... 101.9... PLAYS LIST

MARKET #40 KFMS/Las Vegas Clear Channel (702) 732-7753... 101.9... PLAYS LIST

MARKET #41 KUMK/New Orleans Clear Channel (504) 679-7300... MIX 104.1... PLAYS LIST

MARKET #41 WEZB/New Orleans Entercom (504) 834-9587... 99.7... PLAYS LIST

November 10, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (M)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	JA RULE F.C. MILIAN Between Me... (Murder Inc./Def Jam/IDJMG)	4089	+239	614985	10	69/1
3	2	DESTINY'S CHILD Independent Women Pt. 1 (Columbia)	3866	+367	534485	10	68/1
2	3	NELLY E.I. (Fo' Reel/Universal)	3684	+25	486560	10	69/0
5	4	SHAGGY It Wasn't Me (MCA)	3532	+430	386207	7	60/2
4	5	MYA Case Of The Ex (Whatcha...) (University/Interscope)	3030	-192	388661	16	61/0
6	6	MYSTIKAL Shake Ya Ass (Jive)	2834	-223	442728	13	65/0
7	7	LUDACRIS What's Your Fantasy (Def Jam South/IDJMG)	2752	+274	440647	11	65/2
9	8	PINK Most Girls (LaFace/Arista)	2113	-77	263111	22	49/0
8	9	LIL BOW WOW Bounce With Me (So So Def/Columbia)	2083	-205	276643	14	55/0
13	10	EMINEM Stan (Aftermath/Interscope)	1904	+206	275918	18	59/1
11	11	R. KELLY I Wish (Jive)	1876	+141	337262	7	55/2
12	12	3LW No More (Baby I'ma Do Right) (Epic)	1859	+138	171456	10	51/2
14	13	LIL' KIM F/SISQO How Many Licks (Queen Bee/Undeas/Atlantic)	1753	+74	228916	12	55/1
24	14	JAY-Z I Just Wanna Love U... (Roc-A-Fella/IDJMG)	1737	+550	344184	4	57/47
Breaker	15	OUTKAST Ms. Jackson (LaFace/Arista)	1680	+719	300521	2	54/8
10	16	KANDI Don't Think I'm Not (So So Def/Columbia)	1675	-120	194252	20	40/0
21	17	K-CI & JOJO Crazy (MCA)	1642	+257	142731	4	50/1
17	18	NELLY Country Grammar (Fo' Reel/Universal)	1538	-8	263123	32	59/0
20	19	'N SYNC This I Promise You (Jive)	1496	+3	113512	10	32/1
23	20	USHER Pop Ya Collar (LaFace/Arista)	1486	+266	165349	3	55/1
19	21	MADONNA Music (Maverick/WB)	1407	-89	134922	14	40/0
22	22	CHANGING FACES That Other Woman (Atlantic)	1157	-143	91704	10	46/0
25	23	SHADE SHEIST Where I Wanna Be (Baby Reel/London Sire)	1152	+12	172915	8	48/1
Breaker	24	PROFYLE Liar (Motown/Universal)	1107	+152	147684	6	50/5
28	25	BEENIE MAN F/MYA Girls Dem Sugar (Virgin)	934	-23	196258	10	37/1
34	26	WYCLEF JEAN F/MARY J. BLIGE 911 (Ruffhouse/Columbia)	927	+131	166234	4	30/2
31	27	RICKY MARTIN She Bangs (Columbia)	866	-14	120877	6	31/1
33	28	SAMANTHA MUMBA Gotta Tell You (Wildcard/Polydor/Interscope)	852	+55	73184	12	33/2
30	29	BACKSTREET BOYS Shape Of My Heart (Jive)	847	-53	110983	5	28/2
27	30	CHRISTINA AGUILERA Come On Over (All I Want...) (RCA)	837	-121	69408	17	27/0
37	31	TIONNE "T-BOZ" WATKINS My Getaway (Maverick)	813	+136	71119	4	45/1
35	32	DREAM He Loves U Not (Bad Boy/Arista)	746	-32	45361	8	21/0
32	33	BAHA MEN Who Let The Dogs Out (Artemis)	717	-138	95240	15	21/0
36	34	JOY ENRIQUEZ Tell Me How You Feel (LaFace/Arista)	713	-33	71146	6	38/0
38	35	KEITH SWEAT F/LIL' MO I'll Trade (A Million Bucks) (Elektra/EEG)	648	-28	75762	4	40/0
41	36	LIMP BIZKIT Rollin' (Flip/Interscope)	597	+35	78426	3	33/0
48	37	MIKAILA So In Love With Two (Island/IDJMG)	583	+72	54580	5	29/0
39	38	DEBELAH MORGAN Dance With Me (DAS/Atlantic)	582	-44	45843	17	26/1
44	39	MUSIQ Just Friends (Def Soul/IDJMG)	574	+42	137643	2	28/0
Debut	40	PUBLIC ANNOUNCEMENT Mamacita (RCA)	555	+140	37393	1	33/4
47	41	SHYNE F/BARRINGTON LEVY Bad Boyz (Bad Boy/Arista)	526	+10	127911	6	25/1
43	42	MACK 10 F/T-BOZ Tight To Det (Hoo Bangin'/Priority)	521	-19	73453	6	32/0
42	43	ERYKAH BADU Bag Lady (Motown/Universal)	513	-47	106225	13	21/0
45	44	CHANTE' MOORE Straight Up (Silas/MCA)	500	-30	47036	3	32/1
40	45	CAM'RON What Means The World To You (Epic)	494	-74	160265	5	17/0
50	46	BOYZ II MEN Thank You In Advance (Universal)	482	-34	61921	4	40/0
49	47	C-MURDER Down For My N's (Tru/No Limit/Priority)	454	-48	72082	4	19/2
Debut	48	CRYSTAL SIERRA Playa No More (Virgin)	453	+21	29957	1	27/2
Debut	49	SPICE GIRLS Holler (Virgin)	442	+131	41555	1	25/4
46	50	COMMON The Light (MCA)	392	-124	67503	20	22/0

## Most Added.

ARTIST TITLE LABEL(S)	ADDS
JAY-Z I Just Wanna Love U... (Roc-A-Fella/IDJMG)	47
98 DEGREES My Everything (Universal)	29
LIL BOW WOW Bow Wow... (So So Def/Columbia)	20
AVANT My First Love (Magic Johnson/MCA)	19
TONI BRAXTON Spanish Guitar (LaFace/Arista)	15
OUTKAST Ms. Jackson (LaFace/Arista)	8
OUTSIDERZ 4 LIFE Not Enough (BlackGround/Virgin)	8
FUNKMASTER FLEX F/DMX Do You (Loud)	8
SUNDAY I Know (Better Place/Capitol)	8
CASH MONEY MILLIONAIRES Project... (Cash Money/Universal)	6

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
OUTKAST Ms. Jackson (LaFace/Arista)	+719
JAY-Z I Just Wanna Love U... (Roc-A-Fella/IDJMG)	+550
SHAGGY It Wasn't Me (MCA)	+430
DESTINY'S CHILD Independent Women... (Columbia)	+367
LUDACRIS What's Your... (Def Jam South/IDJMG)	+274
USHER Pop Ya Collar (LaFace/Arista)	+266
K-CI & JOJO Crazy (MCA)	+257
JA RULE F.C. MILIAN Between Me... (M/Def Jam/IDJMG)	+239
EMINEM Stan (Aftermath/Interscope)	+206
OUTSIDERZ 4 LIFE Not Enough (BlackGround/Virgin)	+163

## Breakers.

### OUTKAST

Ms. Jackson (LaFace/Arista)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1680/719	54/8	15

### PROFYLE

Liar (Motown/Universal)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1107/152	50/5	24

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



71 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 10/29-Saturday 11/4. 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 or 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.

# CASH MONEY MILLIONAIRES

## "Project Chick"

From the BALLER BLOCKIN' Soundtrack  
Impacting Crossover Radio November 14th!

These stations couldn't wait:  
KMEL, KBMB, WJBT, WJMH, KXHT,  
WHHH, WBHJ, WWKX, WJWZ

"#1 Phones, Huge call-out!" Tiffany Greene - WJBT  
"#1 Phones, a monster!" Lee Cagle - KXHT



R&R Hip Hop Top 20

November 10, 2000

Table with columns: LW, TW, ARTIST TITLE (LABELS), TOTAL PLAYS, LW, TOTAL STATIONS/ADDS. Lists top 20 hip hop songs including J. Rule, Mystikal, Nelly, Ludacris, and Eminem.

71 CHR/Rhythmic and 83 Urban reporters combine into a custom chart. Hip Hop titles are ranked by total plays for the airplay week of Sunday 10/29-Saturday 11/4.

New & Active

AVANT My First Love (Magic Johnson/MCA) Total Plays: 388, Total Stations: 24, Adds: 19

E-40 F/NATE DOGG Nah, Nah... (Sick Wid' It/Drive) Total Plays: 374, Total Stations: 10, Adds: 0

DOGGY'S ANGELS Baby II... (Doggy Style/TVT) Total Plays: 330, Total Stations: 34, Adds: 4

FUNKMASTER FLEX F/DMX Do You (Loud) Total Plays: 321, Total Stations: 24, Adds: 8

YOLANDA ADAMS Open My Heart (Elektra/EEG) Total Plays: 311, Total Stations: 16, Adds: 1

OUTKAST B.O.B. (LaFace/Arista) Total Plays: 252, Total Stations: 10, Adds: 0

B.G. I Know (Cash Money/Universal) Total Plays: 245, Total Stations: 22, Adds: 0

BRITNEY SPEARS Stronger (Jive) Total Plays: 232, Total Stations: 16, Adds: 3

TONI BRAXTON Spanish Guitar (LaFace/Arista) Total Plays: 208, Total Stations: 20, Adds: 15

LIL BOW WOW Bow Wow... (So So Def/Columbia) Total Plays: 202, Total Stations: 29, Adds: 20

VITAMIN C The Itch (Elektra/EEG) Total Plays: 200, Total Stations: 12, Adds: 1

CASH MONEY... Project Chick (Cash Money/Universal) Total Plays: 194, Total Stations: 9, Adds: 6

OUTSIDERZ 4 LIFE Not Enough (BlackGround/Virgin) Total Plays: 173, Total Stations: 26, Adds: 8

BAByFACE Reason For Breathing (Arista/Epic) Total Plays: 166, Total Stations: 20, Adds: 2

WU-TANG CLAN Protect Ya Neck... (Loud/Columbia) Total Plays: 136, Total Stations: 7, Adds: 0

LOUCHE LOU & MICHE ONE 10 Out Of 10 (Interscope) Total Plays: 136, Total Stations: 6, Adds: 1

98 DEGREES My Everything (Universal) Total Plays: 117, Total Stations: 32, Adds: 29

SADE By Your Side (Epic) Total Plays: 112, Total Stations: 11, Adds: 0

DAVE HOLLISTER One Woman... (Def Squad/DreamWorks) Total Plays: 97, Total Stations: 15, Adds: 1

SUNDAY I Know (Better Place/Capitol) Total Plays: 28, Total Stations: 12, Adds: 8

Songs ranked by total plays

CHR/Rhythmic Reporters Stations and their adds listed alphabetically by market

Large grid of station reports for CHR/Rhythmic across various markets including Albuquerque, Chicago, Dallas, Denver, Detroit, Houston, Los Angeles, Miami, New York, Phoenix, San Francisco, and Tampa. Each entry includes station call letters, PD name, and add counts.

\* = Mediabase 24/7 monitored

71 Total Reporters 71 Current Reporters 70 Current Playlists

Did Not Report, Playlist Frozen (1): KBST/San Antonio, TX

## R&R Mix Show Top 30

November 10, 2000

- 1 JA RULE I/C. MILIAN Between Me And You (Murder Inc./Def Jam/IDJMG)
- 2 NELLY E.I. (Fo' Reel/Universal)
- 3 JAY-Z I Just Wanna Love U (Give It...) (Roc-A-Fella/IDJMG)
- 4 SHAGGY It Wasn't Me (MCA)
- 5 DESTINY'S CHILD Independent Women (Part 1) (Columbia)
- 6 LUDACRIS What's Your Fantasy (Def Jam South/IDJMG)
- 7 MYA Case Of The Ex... (University/Interscope)
- 8 MYSTIKAL Shake Ya Ass (Jive)
- 9 OUTKAST Ms. Jackson (LaFace/Arista)
- 10 BEENIE MAN I/MYA Girls Dem Sugar (Virgin)
- 11 DR. DRE The Next Episode (Aftermath/Interscope)
- 12 LIL BOW WOW Bounce With Me (So So Def/Columbia)
- 13 SHADE SHIEST Where I Wanna Be (Baby Face/London Sire)
- 14 MACK 10 I/T-BOZ Tight To Def (Hoo Bangin'/Priority)
- 15 LIL' KIM I/SISQO How Many Licks (Queen Bee/Undeas/Atlantic)
- 16 NELLY Country Grammar (Fo' Reel/Universal)
- 17 3LW No More (Baby I'ma Do Right) (Epic)
- 18 JAGGED EDGE Let's Get Married (So So Def/Columbia)
- 19 RUFF ENDZ No More (Epic)
- 20 DA BRAT I/TYRESE What'chu Like (So So Def/Columbia)
- 21 C-MURDER Down 4 My N's (Tru/No Limit/Priority)
- 22 KANDI Don't Think I'm Not (So So Def/Columbia)
- 23 COMMON The Light (MCA)
- 24 JAY-Z Big Pimpin' (Roc-A-Fella/IDJMG)
- 25 EMINEM Stan (Aftermath/Interscope)
- 26 PINK Most Girls (LaFace/Arista)
- 27 USHER Pop Ya Collar (LaFace/Arista)
- 28 SHYME I/B. LEVY Bad Boyz (Bad Boy/Arista)
- 29 JUVENILE Back That Thang Up (Cash Money/Universal)
- 30 AALIYAH Try Again (BlackGround/Virgin)



37 CHR/Rhythmic Mix Show Reporters

### Contributing Stations

KKSS/Albuquerque, NM	WJFX/Ft. Wayne, IN	KDOM/Monterey-Salinas, CA	KBMB/Sacramento, CA
KQBT/Austin, TX	KBOS/Fresno, CA	WQHT/New York, NY	KSFM/Sacramento, CA
KISV/Bakersfield, CA	KSEQ/Fresno, CA	WNVZ/Norfolk, VA	KTFM/San Antonio, TX
WBHJ/Birmingham, AL	KIKI/Honolulu, HI	KOCH/Omaha, NE	XHTZ/San Diego, CA
WJMN/Boston, MA	KBXX/Houston-Galveston, TX	WPYQ/Orlando, FL	KMEL/San Francisco, CA
WBBM/Chicago, IL	KLUC/Las Vegas, NV	KCAQ/Oxnard-Ventura, CA	KYLD/San Francisco, CA
KZFM/Corpus Christi, TX	KPWR/Los Angeles, CA	KKFR/Phoenix, AZ	KUBE/Seattle-Tacoma, WA
KRBV/Dallas-Ft Worth, TX	KXHT/Memphis, TN	KXJM/Portland, OR	WLLD/Tampa, FL
KPRR/El Paso, TX	WPOW/Miami, FL	WWXX/Providence, RI	KOHT/Tucson, AZ
			WPGC/Washington, DC

## ARTIST BREAKDOWN

### FIELD MOB

 Album: 613: Ashy To Classy  
Label: MCA


Straight out of Albany, GA, Field Mob are the next big hip-hop/rap sensation on MCA Records. Their debut album, *613: Ashy to Classy*, features hot beats with funky Southern hospitality. Two lyrically talented 19-year-olds, Boonox Blax and Kalage, heat up the hip-hop scene, representing the deep South with smash hits like "Project Dreamz," "Dead in Your Chevy," "My Main Roni" and "Cheatin' on We." ● In "Project Dreamz" FM fantasizes about leaving the projects for a better life, hence the title. In a recent interview the two admitted that they are not from the projects, but also revealed that they are no strangers to poverty, drug dealing and violence. ● Switching gears, the duo don't play games when it comes to payback. "Dead in Your Chevy" warns those who dare to snitch or fail to repay a debt. Staying on the good side of these fellas might be a good idea. ● "My Main Roni" is about a guy who experiences his first heartbreak. FM explains how he didn't want to fall in love with the woman, he just needed an activity partner — but love got the best of him. She played the game on him: While he was out working to support the two of them, girlfriend was cheating with his best friend. Dude was saddened over the falling out, but she obviously wasn't the one, so he let her go. ● On the same note, in the hilarious track "Cheatin on We" each mate is cheating to spite the other. Dude found out about his girlfriend's affair. To get back at her, he not only slept with her friends, but also with her hairdresser and several relatives, including her mom, who is described as being a "real freak." "When you were cheating on me/I was cheating on you/We both were cheating on we/So what the f—k we gon' do," sings FM. ● *613: Ashy to Classy* is a compilation of booming beats and hot tracks that reviews life in the projects as Field Mob have experienced it, from surviving the violent streets of the South to surviving the unforgettable experience of a first heartbreak. This twosome not only represent their small town, but travel well beyond the fields.

 — Renee Ball  
CHR Asst. Editor

## INDUSTRY PROFILE

 Neke Howse, APD  
WERQ Baltimore

I graduated from the University of Texas. My first full-time gig was at KJMJ in Dallas. Tom Calococci gave me my first opportunity to shine, with major persuasion from that syndicated cat Russ Parr. I've worked with a lot of great programmers, including Helen Little, Dave Allen, Ron Atkins and Kathy Brown. I've also had the opportunity to work with great on-air talent who I have learned so much from. Their list of names is entirely too long to mention, but I would like to send a shout out to D.D. McGuire, Wendy Williams and Kriss Kelley for instilling in me the confidence to be who I am on the air as well as off. Now I'm holding down the evening slot at WERQ, and in my spare time I like to program a little with my APD duties. I feel very fortunate to have the relationship I have with PD Dion Summers and my other officemates: MD Buttahman, AMD Baby Sam and PDA Michelle Johnson. I can honestly say that we know each other very well, from mannerisms to reading each other's minds. I guess that's part of the reason why we've been the No. 1 station in Baltimore for the past five years. By the way, they just hired me yesterday.

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November 10, 2000

## Most Played Recurrents

DR. DRE The Next Episode (Aftermath/Interscope)

RUFF ENDZ No More (Epic)

SISQO Incomplete (Dragon/Def Soul/IDJMG)

DESTINY'S CHILD Jumpin' Jumpin' (Columbia)

JOE I Wanna Know (Jive)

JAY-Z Big Pimpin' (Roc-A-Fella/IDJMG)

AALIYAH Try Again (BlackGround/Virgin)

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

JANET Doesn't Really Matter (Def Soul/IDJMG)

DMX Party Up (Up In Here) (Ruff Ryders/IDJMG)

SISQO Thong Song (Dragon/Def Soul/IDJMG)

NEXT Wifey (Arista)

PINK There You Go (LaFace/Arista)

JUVENILE Back That Thang Up (Cash Money/Universal)

TONI BRAXTON He Wasn't Man Enough (LaFace/Arista)

DESTINY'S CHILD Say My Name (Columbia)

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

EMINEM The Way I Am (Aftermath/Interscope)

BLAQUE Bring It All To Me (Track Masters/Columbia)

DR. DRE F/EMINEM Forgot About Dre (Aftermath/Interscope)

CHR/RHYTHMIC

## Going For Adds 11/14/00

CASH MONEY MILLIONAIRES Project Chicks (Cash Money/Universal)

CUBAN LINK Still Telling Lies (Terror Squad/Atlantic)

DE LA SOUL I/CHAKA KHAN All Good (Tommy Boy)

SHYNE That's Gangsta (Bad Boy/Arista)

## TUNED-IN

CHR/RHYTHMIC

R&amp;R/MEDIABASE 24/7

KUBE 93fm

KUBE/Seattle

3am

DESTINY'S CHILD Jumpin' Jumpin'  
NEXT Wifey  
EMINEM The Real Slim Shady  
WYCLEF JEAN I/MARY J. BLIGE 911  
LIL' KIM I/SISQO How Many Licks  
MONTELL JORDAN Get It On...Tonite  
LUDACRIS What's Your Fantasy  
3LW No More (Baby I'ma Do Right)  
NELLY Country Grammar  
T. W. D. Y. Players Holiday  
LL COOL J I/KELLY PRICE You And Me  
WHODINI Freaks Come Out At Night  
SHAGGY It Wasn't Me

11am

DRU HILL How Deep Is Your Love  
SHADE SHIEST Where I Wanna Be  
DESTINY'S CHILD Independent Women Part 1  
JUVENILE Bask That Thang Up  
SHAGGY It Wasn't Me  
NEXT Wifey  
PINK There You Go  
SLIMM CUTTA-CALHOUN It's OK  
DESTINY'S CHILD Jumpin' Jumpin'  
HAMMER Adam's Groove  
RUFF ENDZ No More  
LIL' KIM I/SISQO How Many Licks  
SOUL II SOUL Back To Life

4pm

SHAGGY It Wasn't Me  
SLIMM CUTTA-CALHOUN It's OK  
AALIYAH Try Again  
JA RULE I/C. MILIAN Between Me And You  
DUTKAST Ms. Jackson  
DESTINY'S CHILD Independent Women Part 1  
JAY-Z/JA/AMIL Can I Get A...  
LIL' BOW WOW Bounce With Me  
MYA Case Of The Ex (Whatcha...)  
DR. DRE I/EMINEM Forgot About Dre  
OUTKAST B.O.B.  
BLACK EYED PEAS Weekends  
NELLY Ride With Me  
PINK Most Girls

KOHT/Tucson

3am

SHADE SHIEST Where I Wanna Be  
K-CI & JOJO Crazy  
SHYNE I/B. LEVY Bad Boyz  
LL COOL J I/K. PRICE You And Me  
SAMANTHA MUMBA Gotta Tell You  
KEITH SWEAT Twisted  
CUBAN LINK Still Telling Lies  
MYSTIKAL Shake Ya Ass  
EMINEM Stan  
MYA Case Of The Ex (Whatcha...)  
LIL' KIM I/SISQO How Many Licks  
DESTINY'S CHILD Say My Name  
SWV Can We  
OUTKAST Ms. Jackson

11am

LL COOL J I/K. PRICE You And Me  
2 PAC I/JDDECI How Do U Want It  
SHADE SHIEST Where I Wanna Be  
R. KELLY I Wish  
BIG PUN I/JDE Still Not A Player  
NELLY Country Grammar  
K-CI & JOJO Crazy  
NEXT Wifey  
MYSTIKAL Shake Ya Ass  
EMINEM Stan  
ENRIQUE IGLESIAS Be With You  
JA RULE I/C. MILIAN Between Me And You  
3LW No More (Baby I'ma Do Right)

4pm

JUVENILE Back That Thang Up  
PUBLIC ANNOUNCEMENT Mamacita  
KURUPT Who Ride Wit Us  
R. KELLY I Wish  
NELLY E.I.  
NOTORIOUS B.I.G. Big Poppa  
SHAGGY It Wasn't Me  
EMINEM Stan  
GINUWINE So Anxious  
JA RULE I/C. MILIAN Between Me And You



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# CHR/Rhythmic Playlists

November 10, 2000 R&R • 69

## FIND COMPLETE PLAYLISTS FOR ALL CHR/RHYTHMIC REPORTERS ON R&R ONLINE MUSIC TRACKING

MARKET #1	MARKET #1	MARKET #2	MARKET #3	MARKET #4	MARKET #4	MARKET #5	MARKET #6	MARKET #7	MARKET #8	MARKET #9	MARKET #10	MARKET #11	MARKET #12	MARKET #13	MARKET #14	MARKET #15	MARKET #16	MARKET #17	MARKET #18
<b>WKTV/New York</b> Clear Channel (201) 420-3700 Blue/Germino 12+ Cum 2,516,900	<b>WOMT/New York</b> Emmis (212) 229-9797 Ciohery/Taylor 12+ Cum 2,320,100	<b>KPWR/Los Angeles</b> Emmis (818) 953-4200 Stea/Young-Man 12+ Cum 1,680,700	<b>WBMM/Chicago</b> Infinity (312) 944-6000 Cavanaugh/Bradley 12+ Cum 1,406,300	<b>KMEL/San Francisco</b> Clear Channel (415) 538-1061 Martin/Arce 12+ Cum 791,000	<b>KYLD/San Francisco</b> Clear Channel (415) 356-8949 McCarthy/O'Heron/Williams 12+ Cum 915,600	<b>WJMN/Chattanooga</b> Clear Channel (423) 683-2000 McCarthy/O'Heron/Williams 12+ Cum 925,800	<b>WPGC/Washington, DC</b> Infinity (301) 918-9955 Stevens/McIrene 12+ Cum 789,800	<b>KBBX/Houston-Galveston</b> Radio One (713) 653-2108 Scorpio/Powell 12+ Cum 641,500	<b>WPOW/Miami</b> Beasley (305) 653-6796 Gurry/Miller 12+ Cum 663,700	<b>WPGC/Washington, DC</b> Infinity (301) 918-9955 Stevens/McIrene 12+ Cum 789,800	<b>KBBX/Houston-Galveston</b> Radio One (713) 653-2108 Scorpio/Powell 12+ Cum 641,500	<b>KUBE/Seattle-Tacoma</b> Academy (206) 285-2295 Powers/Platt 12+ Cum 460,100	<b>XHTZ/San Diego</b> California (619) 575-9090 Karsing/Solow 12+ Cum 347,800	<b>KKFR/Mexico</b> Emmis (602) 616-6161 SL James/Huero 12+ Cum 337,600	<b>KTTB/Minneapolis</b> Blue Chip (952) 842-7200 Fields/Jones 12+ Cum 30,300	<b>WERO/Baltimore</b> Radio One (410) 332-8200 Summers/Neke At Night/Brian 12+ Cum 460,700			
<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)	<b>PLAYS</b> LW TW ARTIST/TITLE GI (000)



**WALT LOVE**  
babylove@rronline.com

## The Internet: Two Urban Business Perspectives

Two 'Net-company CEOs talk about ad sales, streaming audio

This week we'll be taking a look at two Urban-related Internet businesses and the services they offer. We've all seen the fever pitch of interest in the Internet and related businesses. With that in mind, I recently spoke with Spotset.net founder and CEO Howard Robertson and BroadcastUrban.com CEO Jesse Wineberry.

Spotset.net is a product of Memphis-based Trust Marketing & Communications. The Spotset.net website features a proprietary program that can almost instantly create customized radio advertising networks of stations all over the U.S. from an extensive database. Through the Spotnet system, advertisers can plan, place, bill and pay for radio ads anywhere in America. The company, which launched last month, calls itself the "time-saving time-buying network."

CEO Robertson has more than 25 years of experience in broadcast advertising, marketing and public relations. He tells me, "Buying radio advertising in multiple markets is usually an inefficient, time-consuming ordeal for media buyers. It is a process that has not changed significantly in the past 30 years."

"Spotset.net has created synergy between the speed, reach and convenience of the Internet and our ability to provide relationships, interaction and personal attention to provide faster, more efficient and more pleasant service to media buyers everywhere."

"Spotset.net is a new business-to-business website that is used by advertisers, ad agencies and media buyers. It is for anybody who has responsibility for buying radio advertising and who deals with multiple markets around the country."

### Advising The Buyer

Robertson gives an example: "Buying multiple-market radio is a



Howard Robertson



Jesse Wineberry

pain at best. Here's a quick scenario: An advertiser calls its agency and tells the agency it needs to buy 30 different markets — 'We want to be on the Country, Urban, AC and News/Talk stations in all these markets.' That's four times 30, or up to 120 contacts or stations."

"The media buyer must undertake to get information, rates and research on all those stations — and to get programming information for the client to know which stations even fit its format criteria. As you can see, that's a lot of contacts, and to put together a buy of that nature, a buy that extensive, is going to take well over a week to accomplish."

"With Spotset.net, all the buyer needs to do is log onto the site and input the specific client requirements with the markets, formats and demographics the client is interested in and to submit the information to us. In about an hour the buyer will get two things back: a fax or an e-mail and a call from one of our market specialists."

"The fax or e-mail will include a 'network list' of stations fitting the media buyer's criteria. The call from the market specialist helps the buyer look even more closely at the information. The specialists know the markets and the effectiveness of the stations in the markets and can advise the buyer."

"After that the buyer gets a second e-mail or fax and a phone call, this time including a bottom-line network rate, which is a cumulative rate for one spot on each of the stations identified. Once that's approved, Spotset.net places the buy — and it's still fully commissionable to the agency, so the agency will not have lost any dollars to its bottom line."

Robertson continues, "I would like to extend an open invitation to Urban radio stations particularly. We have all different types of formats in our database, obviously, but I came out of what is now called Urban radio when it was still known as Black radio. I understand and have a particular sensitivity to the format and know that Urban stations are underrepresented in buyer consideration. We want to make sure that our database includes as many different formats with African-American appeal as are out there. We want to make sure their information is submitted to all buyers serviced by Spotset.net."

Robertson can be reached at 901-521-1300, by fax at 901-521-0901, or by e-mail at [howard@trustmkt.com](mailto:howard@trustmkt.com).

### Urban, Streaming Provider

Jesse Wineberry of Washington, DC-based BroadcastUrban.com explains exactly what services BroadcastUrban.com offers: "We're in partnership with Broadcast America.com in providing the technology and infrastructure for radio stations to stream their programs live on the Internet."

How many stations is Broadcast Urban.com now serving? "We're

"I know that Urban stations are underrepresented in buyer consideration. We want to make sure that our database includes as many different formats with African-American appeal as are out there."

Howard Robertson

nearing the 125-station mark; the exact count as of today is 123 stations for BroadcastUrban.com," Wineberry says. "Our partner, BroadcastAmerica.com, has 600 radio stations, so together we are the largest Internet broadcasters in the world, surpassing even Yahoo! Broadcast."

What should R&R readers know about what BroadcastUrban.com does? Wineberry replies, "Our company prides itself on a singular mission, and that is to enable radio stations to compete in the future. Certainly, they will have a lot of competition for their audiences. I think the best-known competitors will be the satellite radio companies, XM Satellite Radio and Sirius. They'll be competing for a large share of the current radio-listening audience with their satellite transmissions to listeners in their cars."

"The Internet, however, is putting local radio stations in a position to be on the same dashboard with satellite programming — thanks, in part, to Motorola's upcoming iRadio product. The stations that take the step of being streamed on the Internet will be the stations that will be available to listeners all over the country and able, as a result of that, to grow their audiences."

"Internet streaming also helps radio stations in another way. Most radio stations are concerned with local audience and local advertising and not so much with what's outside of their local reach. For example, if a radio station is located in Los Angeles, it's not concerned about being heard in Houston. Its concern is Los Angeles listening and Los Angeles advertising dollars."

"The Internet has helped with that by increasing listening in local markets. When listeners leave their cars after morning drive, sometimes local FM signals are not available in their office buildings, and that's usually when listenership declines. The Internet makes stations that stream audio available in the office for listeners during the workday, and we're seeing listenership going up. Arbitron is reporting skyrocketing listenership during the 9am-5pm daypart, which has never been experienced before. So the Internet actually helps radio stations compete better locally, as well as nationally and, ultimately, globally."

So if iRadio and similar technol-

ogies will be available in the United States, what about the rest of the world? Wineberry notes, "iRadio is not just going into cars domestically. It will be going into cars in Canada, Europe, the Pacific Rim and other parts of the world. So those stations will not only have their local audiences, they'll have a worldwide audience."

### An Urban Superportal

What other services does BroadcastUrban.com provide? "We've taken it a step beyond just streaming programming, partly at the request of many of our clients," Wineberry says. "We have now moved to form an Urban 'superportal' to bring all of our clients together. When the average music lover is surfing the 'Net, trying to find urban music, rather than having to decide which way to go, he or she can decide to go to a single destination. That will be BroadcastUrban.com, where he or she can listen to hundreds of radio stations from all over the world."

"Another thing we are doing is enabling the stations in the portal to make money. It's one thing to build an audience, but it's another thing to monetize that audience — in other words, to create some revenue or monetary value for advertisers. We're doing that by developing targeted ad-insertion technology that will enable a radio station to play one spot on the air targeted to the local audience and play another spot on its Internet audio programming at the same time. There will be different messages for the different audiences listening locally, domestically and internationally."

If you would like to know more about BroadcastUrban.com, please give Wineberry a call at 202-625-4885.

As you can see, technology is on the move, and it behooves all of us to know, understand and be ready to use it to help us continue in our quest for excellence and success.

"BroadcastUrban.com prides itself on a singular mission, and that is to enable radio stations to compete in the future."

Jesse Wineberry

### TALK BACK TO R&R!

Do you have questions, comments or feedback regarding this column or other issues?

Call me at 310-788-1667 or e-mail:

[babylove@rronline.com](mailto:babylove@rronline.com)



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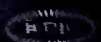


# SO PLUSH

THINGS I HEARD BEFORE

Impacting  
Nov. 13th & 14th

[WWW.SOPLUSH.COM](http://WWW.SOPLUSH.COM)



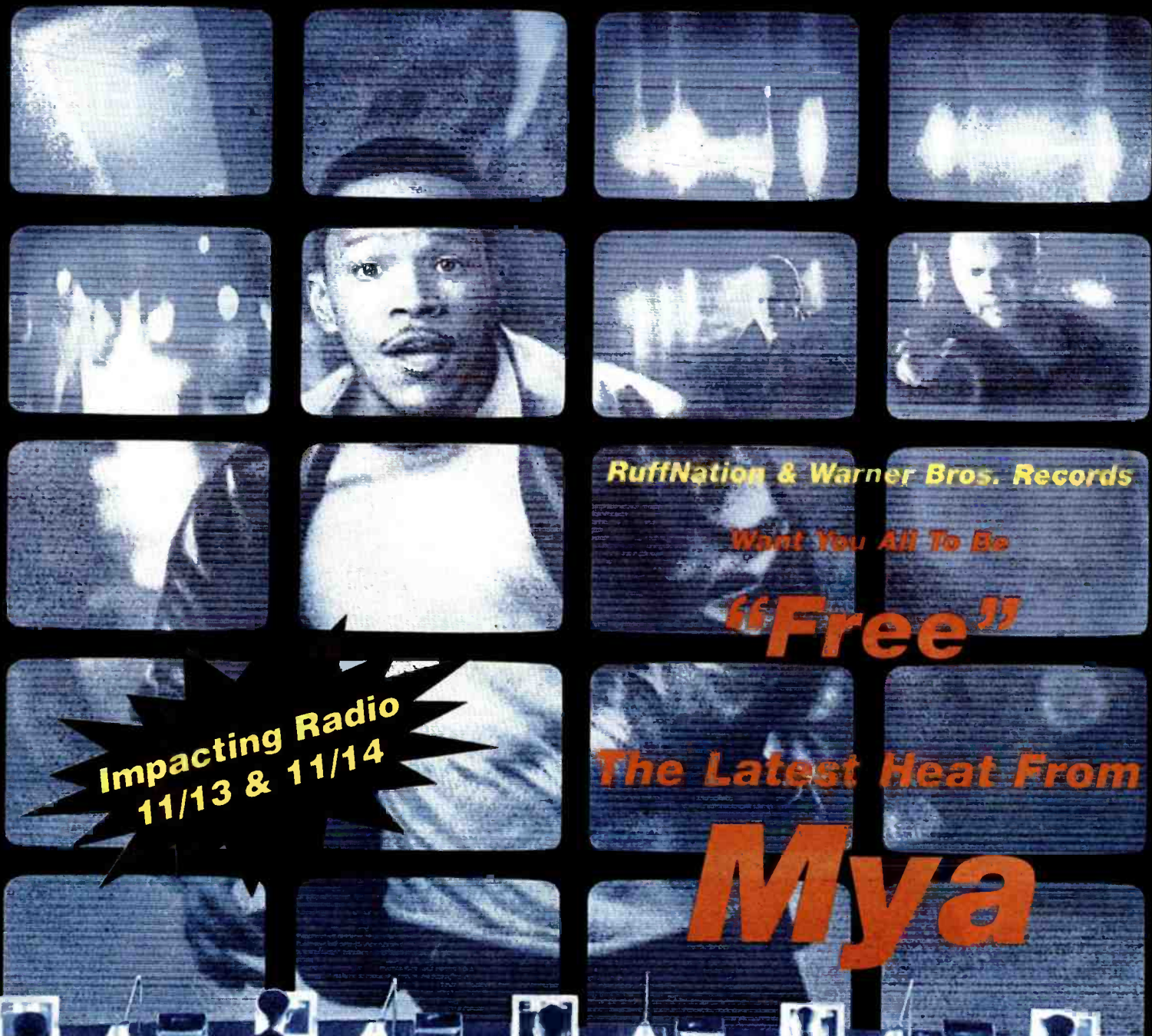
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11/13 & 11/14**

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*Want You All To Be*  
**"Free"**

*The Latest Heat From*  
**Mya**

**Runnin' Free at These Great Stations  
WZHT 25X WDKX 20X WGCJ 30X**

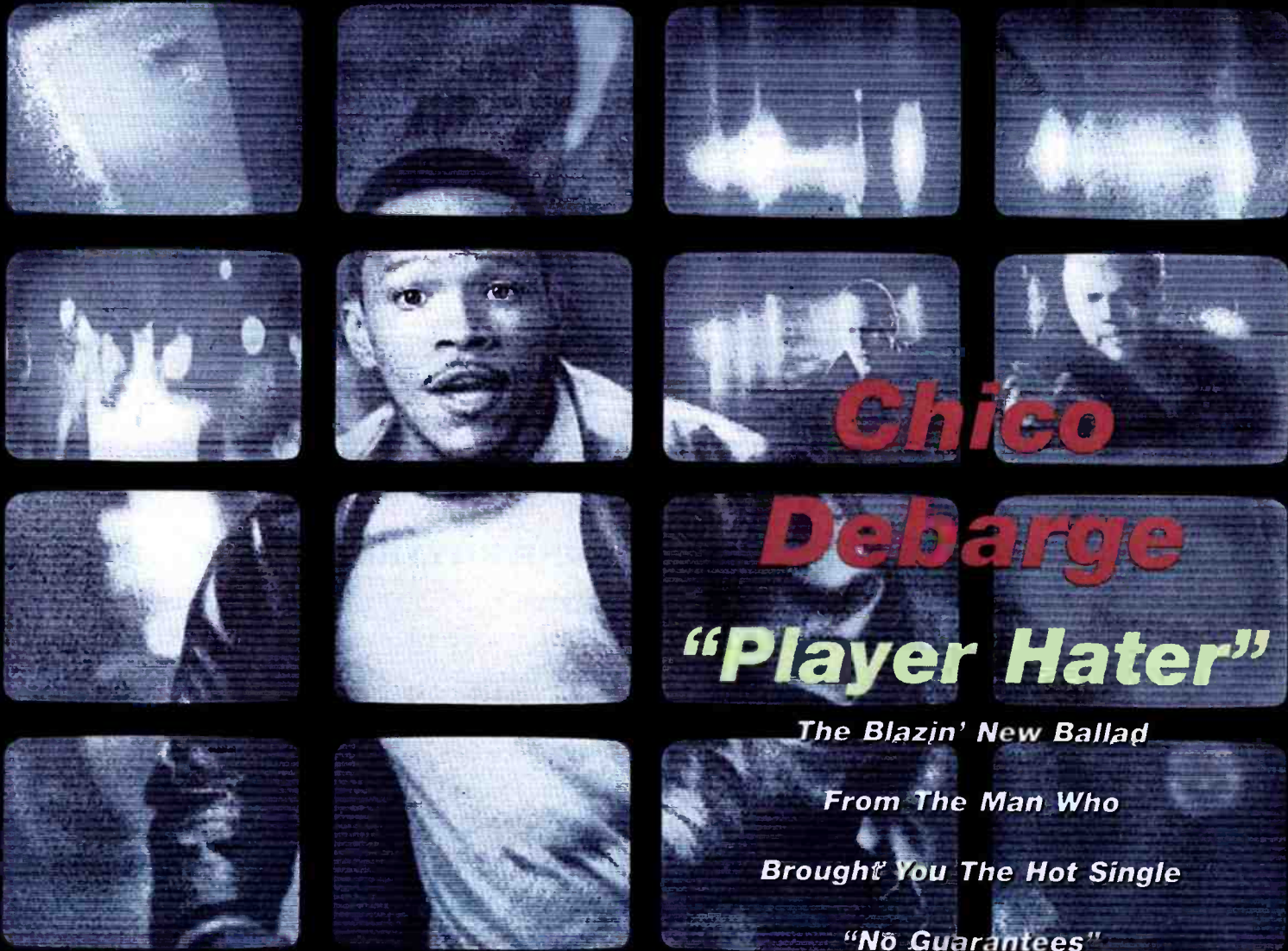
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**DeBarge**

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*From The Man Who*

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*"No Guarantees"*

*Play It Now...Play It Strong*

*Single In Stores December 5th 2000*

*Added This Week At These "Player" Stations*

- |      |      |      |      |      |      |       |
|------|------|------|------|------|------|-------|
| WNEZ | WYBC | WJKS | WOWJ | KIPR | WEDR | TWIMG |
| WHBX | WHNR | WWWZ | WYNN | WZLX | WFXA | WPRW  |
| WIBB | WFXM | WZHT | WJN  | WJTT | WGN  | WBLK  |
| WCKX | WJUC | WIZF | WROU | WDTJ | WDZZ | WQZZ  |
| WQHH | WTLZ | KBCE | WEMX | KDKS | KRRQ | KJMM  |
| KVSP | WBLX | WJZD | WJMJ | KPRS | WGPR | KDKO  |

# BAIT

**SOUNDTRACK IN STORES NOW.**

*Produced by Joe and Joshua Thompson for Tallest Tree Music*

[www.ruffnation.com](http://www.ruffnation.com) [www.wlr.com](http://www.wlr.com)

# CONGRATULATIONS TO ALL WINNERS!

## CHR/POP

Radio Station **KIIS/L.A.**  
 PD **Dan Kleley / KIIS/L.A.**  
 APD/MD **Michael Steele / KIIS/L.A.**  
 Air Personality **Rick Dees / KIIS/L.A.**  
 Label **Jive**  
 Label Promo **Chris Lopes / Interscope**  
 Marketing Director **Sammy Simpson / WHTZ/N.Y.**

## ROCK/ALTERNATIVE

Station **KROQ/L.A.**  
 PD **Kevin Weatherly / KROQ/L.A.**  
 APD/MD **Lisa Worden / KROQ/L.A.**  
 Air Personality **Opie & Anthony / WNEW/N.Y.**  
 Label **Universal**  
 Label Promo **Jim De Baizo / Columbia**  
 Marketing Director **Jennifer Nech / WNNX/Atlanta**

## URBAN

Radio Station **KPRS/Kansas City**  
 PD **Elroy Smith / WGCI/Chicago**  
 APD/MD **Jay Alan / WGCI/Chicago**  
 Air Personality **Tom Joyner / ABC Radio**  
 Label **IDJMG**  
 Label Promo **Johnnie Walker / IDJMG**  
 Marketing Director **Angela Fleming / WGCI/Chicago**

## CHR/RHYTHMIC

Station **KPWR/L.A.**  
 PD **Jimmy Steal / KPWR/L.A.**  
 APD/MD **Damion Young / KPWR/L.A.**  
 Air Personality **Big Boy / KPWR/L.A.**  
 Label **IDJMG**  
 Label Promo **Lisa Ellis / Columbia**  
 Marketing Director **Diana Obermeyer / KPWR/L.A.**

## COUNTRY

Radio Station **KNIX/Phoenix**  
 PD **Mike Kennedy / KBEQ/K.C.**  
 APD/MD **Cody Alan / KPLX/Dallas**  
 Air Personality **Randy Miller / KBEQ/K.C.**  
 Label **MCA**  
 Label Promo **Mike Wilson / RCA**  
 Marketing Director **Vicki Fiorelli / KNIX/Phoenix**

## HOT AC

Station **KYSR/L.A.**  
 PD **Angela Perelli / KYSR/L.A.**  
 APD/MD **Chris Patyk / KYSR/L.A.**  
 Air Personality **Jeff & Jer / KFMB/San Diego**  
 Label **Columbia**  
 Label Promo **Pete Cosenza / Columbia**  
 Marketing Director **Robert Lyles / KYSR/L.A.**

## MORE WINNERS

Independent Record Promoter **Tri-State Promotions**  
 Radio Consultant **Guy Zapoleon**  
 Radio Show Producer **Tommy Sabian / Jeff & Jer Show**

...and

**THANK YOU** for naming  
**R&R** Trade Publication of the Year  
 for the Second Year In A Row!



# ARTIST BREAKDOWN

ARTIST: **PATTI LABELLE**  
ALBUM: **WHEN A  
WOMAN LOVES**  
LABEL: **MCA**

I am lucky that I'm able to open Walt's mail. He received Patti LaBelle's new album, *When a Woman Loves*, and he didn't know it! I took it upon myself to "check it for scratches," so that I could save him the trouble of requesting another copy. (Reminder: Return his CD to him *before* he reads this Breakdown.)

"My favorite song is 'Tell Me Where It Hurts,'" I told my "mama," the exceptionally talented songstress Patti LaBelle. "That's mine too," she replied. While touring the R&R offices, this very personable and gentle-spirited lady met with most of the Wednesday staff, posed for numerous photos (Hey, it's the Patti LaBelle! Everybody and their mama wanted a pic!) and signed Music Meeting Director/Urban Music Marketing Herb Jones' cookbook. When MCA's Ken James told me he was going to bring Patti by the R&R offices, I replied, "OK, what time?" but I have to admit that I felt nervous, excited and somewhat inferior.

After she greeted me, Miss Patti complimented me on my eyebrows, which I told her took a steady hand. While she refreshed her lipstick, she told me how she looked in the morning. I replied that, without my eyebrows, I look like Ronnie DeVoe. Exciting, appeasing and rewarding is the best way to describe Miss Patti's visit. Passionate, emotionally fulfilling and eye-opening is the best way to describe *When a Woman Loves*.

For whatever reason, the powers that be chose "Call Me Gone" as the way to present this dynamic woman. However, if it was up to me, after a toss of the coin (because it isn't an easy job to choose just one good song from this joint), I would've gone with one of the

following: "When a Woman Loves," "Make Tonight Beautiful," "Why Do We Hurt Each Other," "Tell Me Where It Hurts" or "I'll Still Love You More."

I'm not saying that the debut single isn't a good song, but damn! For someone who has a romantic heart (yes, I'm talking about me), listening to this CD is like being a kid in a candy store. With so many romantically appetizing choices, I found myself with the candles lit, the CD player programmed to repeat and a straw in the merlot bottle.

Ms. "I've got a new attitude" shows it in the straightforward "Call Me Gone." In this single she has had enough of the drama, so she makes her exit while telling dude to "watch me from the back." A la R. Kelly's "When a Woman's Fed Up," the title track schools men on the complicated yet potentially overwhelmingly rewarding components of a woman's heart. (OK, I may have embellished a bit on that description.)

Miss Patti goes rhythmic on "Too Many Tears, Too Many Times" and "Time Will," and she sets the romantic scene in "Make Tonight Beautiful." Like water and oil, love and pain don't mix, and "Why Do We Hurt Each Other" focuses on that fact. The remedy for "Tell Me Where It Hurts" is a hefty dose of love. And the emotional contents of Miss Patti's heart can't be matched in "I'll Still Love You More."

*When a Woman Loves* is yet another Patti LaBelle hit. It is filled with rich melodies, soul-stirring performances, touching lyrics and full-bodied harmonies. Can this woman record any wrong record? With her remarkable vocals and passionately involving performances, LaBelle could sing "The Little Engine That Could" and move you to tears.

*This column is dedicated to the memory of my Grandma Myrt. Rest in peace.*

— Tanya O'Quinn  
Asst. Urban Editor

## IN MY OPINION

with **Al Jai Wallace**

President — National Black  
Programmer Coalition

**Usher**  
"Pop Ya Collar"  
LaFace/Arista

Supastar! Supastar! Go ahead, Usher. Usher is on the right tip. He is hot stuff. I can't wait until the album comes out, because I know it will be packed with hits. He deserves it, because he has been true to his music and his style. His legion of followers is going to love this brand-new effort. I promise you, this is a hit! "Pop Ya Collar" is a smash!

If you attended Usher's presentation at the Arista Music Consortium in the Dausfuskie Islands, you had the opportunity to preview some great music. If you didn't attend, you missed out on some good listening. Arista has a musical weapon in this young man.

## ADVANCE NOTICE

Giving you fair warning: These are the singles that are going for adds on Tuesday (11/14).

GENOVESE My Life (Universal)

KOFFEE BROWN After Party (Arista)

QB'S FINEST Da Bridge 2001 (Columbia)

SHAGGY It Wasn't Me (MCA)

SHYNE That's Gangsta (Bad Boy/Arista)

BEANIE SIGEL In The Club (Roc-A-Fella/IDJMG)

SO PLUSH Things I Heard Before (Darkchild/Epic)

TANK Maybe I Deserve (BlackGround)

TRICK DADDY/SOCIETY Amerika (Slip 'N' Slide/Atlantic)

CHARLIE WILSON Big Pimpin' (Interscope)

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New Adds This Week:

WWWZ  
WIBB  
WJUC

WTMG  
WQHH



SNOOP DOGG  
PRESENTS

# DOGGYS ANGELS

## PLEEZBALEEVIT!

(Featuring Latoya Williams) Produced by Battlecat

### IMPACTING NOW

Executive Producer:  
Bigg Snoop Dogg

Spinning at:

WJLB WDTJ WJTT KDKS  
WNEZ WJMI WJN WKGN

Appearing on  
Soul Train 12/2



SINGLE IN STORES NOW  
ALBUM IN STORES 11/21



Video directed by Chris Robinson



Hear it now at  
TVTrecords.com

## New & Active

**B.G. I Know** (Cash Money/Universal)  
Total Plays: 606, Total Stations: 43, Adds: 1

**DE LA SOUL F/CHAKA KHAN All Good** (Tommy Boy)  
Total Plays: 605, Total Stations: 46, Adds: 3

**LIL BOW WOW Bow Wow...** (So So Def/Columbia)  
Total Plays: 589, Total Stations: 64, Adds: 6

**PRU Candles** (Capitol)  
Total Plays: 586, Total Stations: 39, Adds: 0

**TAMIA Stranger In My House** (Elektra/EEG)  
Total Plays: 563, Total Stations: 54, Adds: 3

**GERALD LEVERT Dream With No Love** (Motown)  
Total Plays: 557, Total Stations: 42, Adds: 0

**TONI ESTES Stupid** (Nothing I Believe) (Priority)  
Total Plays: 553, Total Stations: 58, Adds: 6

**K-CI & JOJO Crazy** (MCA)  
Total Plays: 519, Total Stations: 39, Adds: 1

**RUFF ENDZ Where Does Love Go From Here** (Epic)  
Total Plays: 515, Total Stations: 53, Adds: 1

**SAMMIE Can't Let Go** (Freeworld/Capitol)  
Total Plays: 511, Total Stations: 37, Adds: 2

**GROOVE THEORY 4shore** (Columbia)  
Total Plays: 495, Total Stations: 41, Adds: 1

**SUNDAY I Know** (Better Place/Capitol)  
Total Plays: 486, Total Stations: 42, Adds: 1

**BABYFACE Reason For Breathing** (Arista/Epic)  
Total Plays: 464, Total Stations: 55, Adds: 5

**SYGNATURE The Rain** (Columbia)  
Total Plays: 447, Total Stations: 46, Adds: 0

**WU-TANG CLAN Protect Ya Neck...** (Loud/Columbia)  
Total Plays: 444, Total Stations: 45, Adds: 2

**SHADE SHEIST Where I Wanna Be** (Baby Reel/London Sire)  
Total Plays: 411, Total Stations: 37, Adds: 0

**MR. C THE SLIDE MAN Cha-Cha Slide** (Universal)  
Total Plays: 387, Total Stations: 14, Adds: 0

**BILAL Soul Sista** (Moyo/Interscope)  
Total Plays: 386, Total Stations: 35, Adds: 1

**EMINEM Stan** (Aftermath/Interscope)  
Total Plays: 356, Total Stations: 43, Adds: 41

**LIMP BIZKIT Rollin'** (Flip/Interscope)  
Total Plays: 337, Total Stations: 27, Adds: 0

**PHILLY'S MOST WANTED Cross The Border** (Atlantic)  
Total Plays: 329, Total Stations: 28, Adds: 2

Songs ranked by total plays

## Most Played Recurrents

**YOLANDA ADAMS Open My Heart** (Elektra/EEG)

**SISQO Incomplete** (Dragon/Def Soul/IDJMG)

**JAGGED EDGE Let's Get Married** (So So Def/Columbia)

**RUFF ENDZ No More** (Epic)

**NEXT Wifey** (Arista)

**JOE Treat Her Like A Lady** (Jive)

**AVANT Separated** (Magic Johnson/MCA)

**NELLY Country Grammar...** (Fo' Reel/Universal)

**DONELL JONES Where I Wanna Be** (Untouchables/LaFace/Arista)

**IDEAL Whatever** (Noontime/Virgin)

**AALIYAH Try Again** (BlackGround/Virgin)

**JOE I Wanna Know** (Jive)

**CARL THOMAS I Wish** (Bad Boy/Arista)

**DMX Party Up** (Up In Here) (Ruff Ryders/IDJMG)

**DA BRAT F/TYRESE What'chu Like** (So So Def/Columbia)

**SISQO Thong Song** (Dragon/Def Soul/IDJMG)

**LUCY PEARL Dance Tonight** (Overbrook/Pookie/Beyond)

**TONI BRAXTON He Wasn't Man Enough** (LaFace/Arista)

**DONELL JONES U Know What's Up** (Untouchables/LaFace/Arista)

**JUVENILE Back That Thang Up** (Cash Money/Universal)

## TUNED-IN

URBAN

### KJMM/Tulsa

3am

**TIONNE "T-BOZ" WATKINS My Getaway**  
**SADE By Your Side**  
**WYCLEF JEAN I/MARY J. BLIGE 911**  
**TRIN-I-TEE 5:7 Imagine That**  
**SNOPP DOGG Doggy Dogg World**  
**B.G. I Know**  
**FIELD TRIP Pretty Dress**  
**FOXY BROWN I/DORU HILL Big Bad Momma**  
**MISSY ELLIOTT The Rain (Supa Dupa Fly)**  
**2 PAC Dear Mama**  
**SPARKLE It's A Fact**  
**BUSTA RHYMES I/JANET JACKSON What's It Gonna Be**  
**E-40 Sprinkle Me**

11am

**WYCLEF JEAN I/MARY J. BLIGE 911**  
**KELLY PRICE You Should've Told Me**  
**SPARKLE It's A Fact**  
**DAVE HOLLISTER One Woman Man**  
**IDEAL Whatever**  
**BILAL Soul Sista**  
**PRU Candles**  
**3LW No More...**  
**YOLANDA ADAMS Open My Heart**  
**LAURYN HILL Ex Factor**  
**WHITNEY HOUSTON Fine**  
**CHANTE MOORE Straight Up**

4pm

**OUTKAST Ms Jackson**  
**MACQ 18 UT-BOZ Tight Ta Def**  
**USHER Pop Ya Collar**  
**NO QUESTION If You Really Want To Go**  
**OHIO PLAYERS Fire**  
**MONIFAH I Can Tell**  
**DE LA SOUL I/CHAKA KHAN All Good**  
**CHANTE MOORE Straight Up**  
**BUSTA RHYMES I/JANET JACKSON What's It Gonna Be**

8pm

**GURU I/ANGIE STONE Keep Ya Worries**  
**OUTKAST Ms Jackson**  
**3LW No More (Baby I'ma Do Right)**  
**BLAQUE Bring It All To Me**  
**MYSTIKAL Shake Ya Ass**  
**KANE & ABEL Shake It Like A Dog**  
**BRIAN MCKNIGHT Anytime**  
**CARL THOMAS Summer Rain**  
**SPARKLE It's A Fact**  
**WYCLEF JEAN I/MARY J. BLIGE 911**  
**CAM'RON What Means The World To You**  
**OO OR OIE V.I.P.**  
**LUDACRIS What's Your Fantasy**

### WTMG/Gainesville

3am

**GERALD LEVERT Dream With No Love**  
**3LW No More (Baby I'ma Do Right)**  
**FLOATERS Float On**  
**METHRONE Loving Each Other 4 Life**  
**JARHEIM Could It Be**  
**DRAMATICS (I'm Going By) The Star...**  
**R. KELLY I Wish**  
**RANOY CRAWFORD Imagine**  
**CHICO DEBARGE Player Hater**  
**OLETA ADAMS Rhythm Of Life**  
**JAGGED EDGE Promise**  
**TEDDY PENDERGRASS Turn Off The Lights**  
**RUFF ENDZ Where Does Love Go...**  
**K-CI & JOJO Crazy**

11am

**CHERELLE I/A. O'NEAL Saturday Love**  
**GEORGE BENSON Inside Love...**  
**CAMEO Word Up**  
**MIDNIGHT STAR Midas Touch**  
**MUSIQ Just Friends**  
**SHAGGY It Wasn't Me**  
**BILL SUMMERS... Call It What You Want**  
**SHANNON Let The Music Play**  
**MICHAEL JACKSON Thriller**  
**DMX I/SISQO What You Want**  
**JAGGED EDGE Let's Get Married**  
**SISQO Incomplete**  
**KEITH SWEAT I'll Give All My Love...**  
**ERYKAH BADU Bag Lady**

4pm

**DESTINY'S CHILD Independent Women Part 1**  
**JAGGED EDGE Let's Get Married**  
**2PAC Thug Nature**  
**MYA I/ADAKISS Best Of Me**  
**CHANGING FACES That Other Woman**  
**SHADE SHEIST I/MATE DOGG Where I Wanna Be**  
**SHAGGY It Wasn't Me**  
**PRINCE Let's Work**  
**LIL' BOW WOW Bow Wow (That's My Name)**  
**JDY ENRIQUEZ Tell Me How You Feel**  
**ERYKAH BADU Bag Lady**  
**TONI ESTES Stupid (Nothing I Believe)**

8pm

**MARY MARY Shackles (Praise You)**  
**B.G. Bling Bling**  
**BEENIE MAN I/MYA Girls Dem Sugar**  
**SLIMM CUTTA-CALHOUN It's OK**  
**JAGGED EDGE Let's Get Married**  
**SHADE SHEIST I/MATE DOGG Where I Wanna Be**  
**SHAGGY It Wasn't Me**  
**O-TIP Let's Ride**  
**JAY-Z Do It Again**  
**LIL' BOW WOW Bow Wow (That's My Name)**  
**TRICK DADDY Nann N\*\*\*\*a**  
**JDY ENRIQUEZ Tell Me How You Feel**  
**CUBAN LINK Still Telling Lies**



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# Natalie & Wilson

*The S.O.P. Chorale*



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# Reporters

Stations and their ads listed alphabetically by market

## Urban

**WALZ/Albany, NY**  
PD: **Greg Sawyer**  
37 JAZZ "Just"  
2 EMINEM "Stan"  
KANDI "Chasin'"

**KBCB/Alexandria, LA**  
Pd: **Jay White**  
MD: **R.J. Pelt**  
25 B.B. King "He"  
10 JAZZ "Just"  
2 CHOC DEBARGE "Player"  
5 TOM BRAXTON "Spanish"  
5 KANDI "Chasin'"  
5 CASH MONEY "Project"  
5 EMINEM "Stan"

**WHTA/Atlanta, GA**  
PD: **Jerry Sessler**  
APD: **Pete Cameron**  
MD: **Phonon Robinson**  
No Ads

**WYEE/Atlanta, GA**  
PD: **Tony Brown**  
MD: **Tonia Love**  
23 JAZZ "Just"  
8 KANDI "Chasin'"  
NEXT "Beasty"

**WFXA/Augusta, GA**  
MD: **Yann Symone**  
31 JAZZ "Just"  
16 WHITNEY HOUSTON "Fine"  
11 CASH MONEY "Project"  
6 KANDI "Chasin'"  
TAMIA "House"  
TOM BRAXTON "Spanish"  
TOM ESTES "Stupid"  
CHOC DEBARGE "Player"  
EMINEM "Stan"

**WPRW/Augusta, GA**  
PD: **Tim Small**  
MD: **Nighttrain**  
5 CHOC DEBARGE "Player"  
5 TOM BRAXTON "Spanish"  
5 EMINEM "Stan"  
5 KANDI "Chasin'"  
5 WU-TANG CLAM "Protect"  
5 CASH MONEY "Project"

**WEMX/Baton Rouge, LA**  
OIC: **James Alexander**  
PD: **Mya Vernon**  
APD/MD: **Adrian Long**  
16 JAZZ "Just"  
16 CASH MONEY "Project"  
8 EMINEM "Stan"  
4 CHOC DEBARGE "Player"  
TOM BRAXTON "Spanish"  
KANDI "Chasin'"

**WENZ/Cleveland, OH**  
PD: **Lance Pearson**  
MD: **Sam Sytk**  
55 JAZZ "Just"  
12 LIL BOW WOW "Bow"  
3 EMINEM "Stan"  
1 CASH MONEY "Project"  
3 LUV "More"

**WWMW/Columbia, SC**  
14 BOYZ II MEN "Advance"  
13 JAZZ "Just"  
6 BABYFACE "Reason"  
6 NO QUESTION "Really"  
1 JAGGED EDGE "Promise"

**WJZZ/Grand Rapids, MI**  
PD: **Rob Neal**  
MD: **Talari Daniels**  
20 TOM BRAXTON "Spanish"  
20 EMINEM "Stan"  
10 CASH MONEY "Project"  
10 CHOC DEBARGE "Player"  
10 REDD "Red"  
10 JAZZ "Just"  
8 KANDI "Chasin'"

**WCKX/Columbus, OH**  
VP/Prog: **Tony Fields**  
PD: **Paul Strong**  
23 JAZZ "Just"  
1 THREE 6 MARFA "Ring"  
CASH MONEY "Project"  
TOM BRAXTON "Spanish"  
CHOC DEBARGE "Player"

**WBOT/Boston, MA**  
Pd: **Steve Conroy**  
MD: **Cherry Martinez**  
16 DE LA SOLIC "Kwan Good"  
1 KANDI "Chasin'"

**WBLI/Buffalo, NY**  
PD: **Ship Dillard**  
17 JAZZ "Just"  
1 BABYFACE "Reason"  
TOM ESTES "Stupid"  
CHOC DEBARGE "Player"  
CASH MONEY "Project"  
TOM BRAXTON "Spanish"  
KANDI "Chasin'"

**WWWZ/Charleston, SC**  
OIC/MD: **Tony Brown**  
MD: **Phonon Robinson**  
38 JAZZ "Just"  
32 CASH MONEY "Project"  
9 JAY-Z "Just"  
CHOC DEBARGE "Player"  
TOM BRAXTON "Spanish"  
DOGGY'S ANGELS "Ready"  
KANDI "Chasin'"

**WPFC/Charlotte, NC**  
PD: **Andre Carson**  
MD: **Mate O'Neil**  
38 JAZZ "Just"  
15 CASH MONEY "Project"

**WJTT/Chattanooga, TN**  
PD: **Keith Landwehr**  
MD: **Magie**  
24 JAZZ "Just"  
19 CHOC DEBARGE "Player"  
3 EMINEM "Stan"  
KANDI "Chasin'"  
SABINE "Can"  
CASH MONEY "Project"

**WGCI/Chicago, IL**  
OIC/MD: **Erny Smith**  
APD/MD: **Jay Alan**  
13 JAZZ "Just"  
4 DE LA SOLIC "Kwan Good"  
3 TOM BRAXTON "Spanish"  
3 BABYFACE "Reason"  
2 NO QUESTION "Really"

**WZZM/Detroit, MI**  
PD: **Bobby Jay**  
APD: **Carroll Davis**  
MD: **Taylor Morgan**  
8 WU-TANG CLAM "Protect"  
2 EMINEM "Stan"  
1 CASH MONEY "Project"  
CHOC DEBARGE "Player"  
TOM BRAXTON "Spanish"

**WZZJ/Ft. Worth, TX**  
PD: **Don Casey**  
APD: **Galaxy**  
19 JAZZ "Just"  
17 CHOC DEBARGE "Player"  
14 EMINEM "Stan"  
3 TOM BRAXTON "Spanish"  
1 CASH MONEY "Project"  
ED MONTGOMERY "All.C. High"  
KANDI "Chasin'"  
DOGGY'S ANGELS "Ready"

**WZZZ/Ft. Worth, TX**  
PD: **Don Casey**  
APD: **Galaxy**  
19 JAZZ "Just"  
17 CHOC DEBARGE "Player"  
14 EMINEM "Stan"  
3 TOM BRAXTON "Spanish"  
1 CASH MONEY "Project"  
ED MONTGOMERY "All.C. High"  
KANDI "Chasin'"  
DOGGY'S ANGELS "Ready"

**WZZZ/Ft. Worth, TX**  
PD: **Don Casey**  
APD: **Galaxy**  
19 JAZZ "Just"  
17 CHOC DEBARGE "Player"  
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3 TOM BRAXTON "Spanish"  
1 CASH MONEY "Project"  
ED MONTGOMERY "All.C. High"  
KANDI "Chasin'"  
DOGGY'S ANGELS "Ready"

**WZZZ/Ft. Worth, TX**  
PD: **Don Casey**  
APD: **Galaxy**  
19 JAZZ "Just"  
17 CHOC DEBARGE "Player"  
14 EMINEM "Stan"  
3 TOM BRAXTON "Spanish"  
1 CASH MONEY "Project"  
ED MONTGOMERY "All.C. High"  
KANDI "Chasin'"  
DOGGY'S ANGELS "Ready"

**WZZZ/Ft. Worth, TX**  
PD: **Don Casey**  
APD: **Galaxy**  
19 JAZZ "Just"  
17 CHOC DEBARGE "Player"  
14 EMINEM "Stan"  
3 TOM BRAXTON "Spanish"  
1 CASH MONEY "Project"  
ED MONTGOMERY "All.C. High"  
KANDI "Chasin'"  
DOGGY'S ANGELS "Ready"

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ED MONTGOMERY "All.C. High"  
KANDI "Chasin'"  
DOGGY'S ANGELS "Ready"

**WJZZ/Dayton, OH**  
PD: **Bliss Simmons**  
14 JAZZ "Just"  
2 FLORIANSTER FLEXION "To"  
CHOC DEBARGE "Player"  
TOM BRAXTON "Spanish"  
LIL BOW WOW "Bow"

**WDTJ/Detroit, MI**  
PD: **Rob Dill**  
OIC: **Phillip Robinson**  
54 JAZZ "Just"  
26 EMINEM "Stan"  
2 SHYME "Gangsta"  
KANDI "Chasin'"  
CHOC DEBARGE "Player"  
CASH MONEY "Project"

**WJZZ/Detroit, MI**  
PD: **Rob Dill**  
OIC: **Phillip Robinson**  
54 JAZZ "Just"  
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2 SHYME "Gangsta"  
KANDI "Chasin'"  
CHOC DEBARGE "Player"  
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OIC: **Phillip Robinson**  
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CHOC DEBARGE "Player"  
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PD: **Rob Dill**  
OIC: **Phillip Robinson**  
54 JAZZ "Just"  
26 EMINEM "Stan"  
2 SHYME "Gangsta"  
KANDI "Chasin'"  
CHOC DEBARGE "Player"  
CASH MONEY "Project"

**WKKS/Greenville, NC**  
PD: **Greg Sawyer**  
4 TONIE "1002" "Getaway"  
2 JAZZ "Just"  
SABINE "Can"  
K-C & JOJO "Crazy"

**WJZZ/Greenville, SC**  
MD: **Doug Davis**  
8 BABYFACE "Reason"  
4 TAMIA "House"  
CARL THOMAS "Emotional"

**WNEZ/Hartford, CT**  
PD: **Nicky Placido**  
APD: **J.J. Fox**  
20 JAZZ "Just"  
2 CHOC DEBARGE "Player"  
1 EIGHTBALL & MUG "Pimp"  
TOM BRAXTON "Spanish"  
EMINEM "Stan"  
KANDI "Chasin'"  
CASH MONEY "Project"

**WEUP/Huntsville, AL**  
PD: **Steve Harvey**  
56 CASH MONEY "Project"  
35 DESTINY'S CHILD "Women"  
35 JAZZ "Just"  
2 MCWUN "Till"  
1 B.G. "Knew"  
BABYFACE "Reason"

**WTLC/Indianapolis, IN**  
PD: **Bliss Simmons**  
MD: **Karyn Vaughn**  
30 JAZZ "Just"  
4 CASH MONEY "Project"  
1 TOM BRAXTON "Spanish"  
PUBLIC ANNOUNCEMENT "Marmala"  
RUFF ENZ "Where"

**WJMI/Jackson, MS**  
PD: **Stan Brown**  
31 CASH MONEY "Project"  
24 EMINEM "Stan"  
3 JAZZ "Just"  
1 EIGHTBALL & MUG "Pimp"  
TOM BRAXTON "Spanish"  
CHOC DEBARGE "Player"  
KANDI "Chasin'"  
TRACY LEE "Lil"  
BRENT JONEST.P. "Good"

**KPRS/Kansas City, MO**  
PD: **Sam Weaver**  
APD/MD: **Myra Fears**  
17 JAZZ "Just"  
12 CASH MONEY "Project"  
SUNDY "Knew"  
CHOC DEBARGE "Player"  
BRENT JONEST.P. "Good"  
EMINEM "Stan"  
TOM BRAXTON "Spanish"  
KANDI "Chasin'"

**KJZZ/Killeen-Temple, TX**  
PD: **Michael Maguire**  
19 JAZZ "Just"  
15 TOM BRAXTON "Spanish"  
14 EMINEM "Stan"  
10 TOM ESTES "Stupid"  
10 NO QUESTION "Really"  
KANDI "Chasin'"

**WKGN/Knoxville, TN**  
PD: **Stan Brown**  
40 PROFILE "Luv"  
22 NEXT "Beasty"  
5 EMINEM "Stan"  
TOM BRAXTON "Spanish"  
CHOC DEBARGE "Player"  
CASH MONEY "Project"  
KANDI "Chasin'"  
DAVE HOLLISTER "Woman"  
JAZZ "Just"

**WJZZ/Detroit, MI**  
PD: **Rob Dill**  
OIC: **Phillip Robinson**  
54 JAZZ "Just"  
26 EMINEM "Stan"  
2 SHYME "Gangsta"  
KANDI "Chasin'"  
CHOC DEBARGE "Player"  
CASH MONEY "Project"

**WJZZ/Detroit, MI**  
PD: **Rob Dill**  
OIC: **Phillip Robinson**  
54 JAZZ "Just"  
26 EMINEM "Stan"  
2 SHYME "Gangsta"  
KANDI "Chasin'"  
CHOC DEBARGE "Player"  
CASH MONEY "Project"

**WJZZ/Detroit, MI**  
PD: **Rob Dill**  
OIC: **Phillip Robinson**  
54 JAZZ "Just"  
26 EMINEM "Stan"  
2 SHYME "Gangsta"  
KANDI "Chasin'"  
CHOC DEBARGE "Player"  
CASH MONEY "Project"

**KRRQ/Lafayette, LA**  
OIC: **James Alexander**  
PD: **Orlando Projean**  
32 JAZZ "Just"  
22 CASH MONEY "Project"  
12 EMINEM "Stan"  
8 CHOC DEBARGE "Player"  
4 TOM BRAXTON "Spanish"  
KANDI "Chasin'"

**WHRR/Atlanta-Winter Haven, FL**  
OIC: **Frankie Green**  
APD: **Mike Green**  
4 BRENT JONEST.P. "Good"  
4 CASH MONEY "Project"  
4 KANDI "Chasin'"  
4 TOM BRAXTON "Spanish"  
4 EMINEM "Stan"  
4 CHOC DEBARGE "Player"

**WQHH/Lansing, MI**  
PD: **Don Johnson**  
10 EMINEM "Stan"  
CHOC DEBARGE "Player"  
TOM BRAXTON "Spanish"  
DOGGY'S ANGELS "Ready"  
SHYME "Gangsta"  
KANDI "Chasin'"  
KANDI "Chasin'"

**WHTF/Lansing-Fayette, NY**  
VP/Prog: **Tony Fields**  
PD: **Bliss Simmons**  
MD: **Carol Harrison**  
28 JAZZ "Just"  
2 EMINEM "Stan"  
2 BEBE MAN FAYLA "Girls"  
CASH MONEY "Project"  
TOM BRAXTON "Spanish"  
THREE 6 MARFA "Ring"

**KIPR/Little Rock, AR**  
OIC/MD: **Joe Bealer**  
4 EMINEM "Stan"  
4 CASH MONEY "Project"  
2 JAZZ "Just"  
CHOC DEBARGE "Player"  
KANDI "Chasin'"  
TOM BRAXTON "Spanish"

**WBLD/Louisville, KY**  
VP/Prog: **Tony Fields**  
PD: **Karen Jordan**  
MD: **Carol Harrison**  
30 CASH MONEY "Project"  
32 THREE 6 MARFA "Ring"  
JAZZ "Just"

**WGZB/Louisville, KY**  
VP/Prog: **Tony Fields**  
PD: **Karen Jordan**  
MD: **Carol Harrison**  
27 BEBE MAN FAYLA "Girls"  
26 JAZZ "Just"  
7 EMINEM "Stan"  
CASH MONEY "Project"  
TOM BRAXTON "Spanish"  
THREE 6 MARFA "Ring"

**WJZZ/Detroit, MI**  
PD: **Rob Dill**  
OIC: **Phillip Robinson**  
54 JAZZ "Just"  
26 EMINEM "Stan"  
2 SHYME "Gangsta"  
KANDI "Chasin'"  
CHOC DEBARGE "Player"  
CASH MONEY "Project"

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# Urban Playlists


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

**MARKET #1**  
**WLS/No York**  
 Radio One  
 (212) 447-1000  
 Bruce Womack  
 12+ Cume 1,555,800



PLAYS	ARTIST/TITLE	GI (000)
49	48 TOM BRAXTON/Just Be A Man...	43824
46	48 YOLANDA ADAMS/Open My Heart	43824
47	8 R. KELLY/Wish	42911
46	46 KELLY PRICE/You Should've...	41938
45	45 PROFYLE/Lar	41085
41	41 CARL THOMAS/Summer Rain	36520
40	40 JOE/Trat Her Like...	35607
39	39 COMMON/The Light	34634
38	38 CHANGING FACES/That Other Woman	34634
36	36 SISQO/Incomplete	34634
35	35 DESTINY'S CHILD/Independent Women...	31955
31	31 MYSTIKAL/Shake Ya Ass	31955
31	31 AVANT/My First Love	29216
31	31 WYCLEF JEANMARRY_/911	29216
31	31 DONELL JONES/In The Way	29216
27	27 MUSIQ/Just Friends	23738
25	25 CARL THOMAS/Emotional	22825
25	25 LUCY PEARL/Don't Mess With...	22825
23	23 WHITNEY HOUSTON/Time	20999
23	23 DAVE HOLISTER/One Woman Man	20999
22	22 R. KELLY/Just Wanna Love...	20086
22	22 RUFF ENDF/No More	19173
21	21 DAVE HOLISTER/One Woman Man	18260
21	21 CHANTE MOORE/Straight Up	18260
19	19 OUTKAST/As We Lay Down	16747
19	19 JILL SCOTT/Gettin' In The Way	17347
18	18 SUNSHINE/Know	17347
18	18 PUBLIC ANNOUNCEMENT/Mamacita	16424
17	17 JANE DOE/It's Really...	15531

**MARKET #2**  
**KNBT/Los Angeles**  
 Radio One  
 (323) 634-1800  
 Fuller  
 12+ Cume 1,177,000



PLAYS	ARTIST/TITLE	GI (000)
45	45 DESTINY'S CHILD/Independent Women...	29402
41	41 JAY-Z/Just Wanna Love...	29402
41	41 MYSTIKAL/Shake Ya Ass	24582
40	40 SHYNE F.B. LEVY/Bad Boyz	24100
37	37 PROFYLE/Lar	21690
36	36 OUTKAST/As We Lay Down	19280
36	36 OUTKAST/As We Lay Down	17352
41	35 JAY-Z/Just Wanna Love...	16870
17	17 R. KELLY/Wish	16388
32	32 ERYKAH BADU/Bag Lady	15424
32	32 E-40/FINITE DOGG/Bag Lady	15424
32	32 LIL BOW WOM/Bounce With Me	15424
31	31 JAGGED EDGE/Let's Get Married	14942
29	29 BEBE MAN/FAM/FA/Girls Dem Sugar	13978
29	29 LUDACRIS/What's Your Fantasy	13978
23	23 COMMON/My First Love	13074
23	23 COMMON/My First Love	11568
20	20 RUFF ENDF/No More	11086
14	14 C-MURDER/Down For My N's	9158
14	14 NELLV/E	8676
14	14 JILL SCOTT/Gettin' In The Way	7772
12	12 DMX/FISSOQ/What You Want	7230
12	12 LUDACRIS/What's Your Fantasy	6748
13	13 TONI BRAXTON/Just Be A Man...	6266
13	13 MACK 10/77-82/Right To Def	6266
9	9 XZIBIT/How Do I Feel About You	6266
11	11 JILL SCOTT/Gettin' In The Way	5784
9	9 CARL THOMAS/Emotional	5784
16	16 YOLANDA ADAMS/Open My Heart	5784
12	12 JOE/Trat Her Like...	5784

**MARKET #3**  
**WGCI/Chicago**  
 Clear Channel  
 (312) 956-9900  
 Smith  
 12+ Cume 912,500




PLAYS	ARTIST/TITLE	GI (000)
35	35 WYCLEF JEANMARRY_/911	32428
40	40 MYSTIKAL/Shake Ya Ass	32428
40	40 R. KELLY/Wish	30917
42	42 CARL THOMAS/Emotional	28743
33	33 SISQO/Incomplete	25736
22	22 DESTINY'S CHILD/Independent Women...	21373
36	36 DAVE HOLISTER/One Woman Man	25058
34	34 CARL THOMAS/Emotional	25058
37	37 TONI BRAXTON/Just Be A Man...	21373
30	30 AVANT/My First Love	21373
27	27 ERYKAH BADU/Bag Lady	21373
31	31 JAGGED EDGE/Let's Get Married	19699
28	28 TONI BRAXTON/Just Be A Man...	19699
24	24 MYFA/First Love	19162
27	27 SPARKLE'S A Fact	18425
24	24 CHARLIE WILSON/Without You	17688
26	26 N.R. C/The Slide Man/Cha-Cha Slide	17688
23	23 KELLY PRICE/You Should've...	14740
20	20 JILL SCOTT/Gettin' In The Way	13993
18	18 DONELL JONES/In The Way	13266
18	18 LIL BOW WOM/Bounce With Me	11792
9	9 DESTINY'S CHILD/Jumper/Jumper	11792
9	9 LIL BOW WOM/Bounce With Me	11792
10	10 DR. DRE/The Next Episode	11655
10	10 ERYKAH BADU/Bag Lady	11655
14	14 CHANTE MOORE/Straight Up	10318
12	12 TONI BRAXTON/Just Be A Man...	10318
14	14 SYGNATURE/The Rain	10318

**MARKET #5**  
**WPHI/Philadelphia**  
 Radio One  
 (215) 884-9400  
 DeAngelis  
 12+ Cume 417,800



PLAYS	ARTIST/TITLE	GI (000)
66	66 JAY-Z/Just Wanna Love...	12398
62	62 PHYLEE'S MOST WANTED/Cross The Border	12644
44	44 PROFYLE/Lar	12644
52	52 JAY-Z/Just Wanna Love...	12426
53	53 BEBE MAN/FAM/FA/Girls Dem Sugar	11930
54	54 R. KELLY/Wish	21772
57	57 MYSTIKAL/Shake Ya Ass	11772
30	30 MUSIQ/Just Friends	8720
45	45 LIL BOW WOM/Bounce With Me	8720
43	43 DESTINY'S CHILD/Independent Women...	8720
36	36 BEBE MAN/FAM/FA/Girls Dem Sugar	8527
38	38 LUDACRIS/What's Your Fantasy	8527
42	42 JAGGED EDGE/Let's Get Married	8294
19	19 AVANT/My First Love	7848
31	31 OUTKAST/As We Lay Down	7194
31	31 BEBE MAN/FAM/FA/Girls Dem Sugar	6540
31	31 NYFA/ADAMSS/Best Of Me	6522
19	19 FUNMASTER FLEX/DAM/Do You	6178
23	23 NO QUESTION/You Really...	4504
25	25 BEBE MAN/FAM/FA/Girls Dem Sugar	4142
17	17 LIL BOW WOM/Bounce With Me	3488
3	3 LUDACRIS/What's Your Fantasy	3488
16	16 LIL KIM/No Matter What...	3488
16	16 KELLY PRICE/You Should've...	3488
24	24 USHER/Pop Ya Collar	3488
18	18 JAY-Z/Just Wanna Love...	3270
15	15 NELLV/E	3270
12	12 NE LOX/Ny City Grammar	3052
16	16 SISQO/Incomplete	3052

**MARKET #5**  
**WUSL/Philadelphia**  
 Clear Channel  
 (215) 483-8900  
 Lines Cooper  
 12+ Cume 764,800



PLAYS	ARTIST/TITLE	GI (000)
64	64 JAY-Z/Just Wanna Love...	30464
43	43 AVANT/My First Love	26180
45	45 LUDACRIS/What's Your Fantasy	26208
52	52 MYSTIKAL/Shake Ya Ass	24752
50	50 NELLV/E	20944
38	38 YOLANDA ADAMS/Open My Heart	20944
43	43 DESTINY'S CHILD/Independent Women...	20468
56	56 PHYLEE'S MOST WANTED/Cross The Border	20468
36	36 DONELL JONES/In The Way	19916
19	19 OUTKAST/As We Lay Down	19916
47	47 BEBE MAN/FAM/FA/Girls Dem Sugar	17136
33	33 DAVE HOLISTER/One Woman Man	14280
30	30 MUSIQ/Just Friends	14280
45	45 NO QUESTION/You Really...	14280
42	42 PROFYLE/Lar	12854
37	37 R. KELLY/Wish	11930
37	37 JOE/Trat Her Like...	9996
34	34 JAY-Z/Just Wanna Love...	9520
10	10 SADE/By Your Side	8516
16	16 CARL THOMAS/Summer Rain	7678
32	32 FUNMASTER FLEX/DAM/Do You	6684
32	32 TRINA/Put Over	6188
13	13 LIL KIM/FISSOQ/How Many Licks	5172
40	40 LIL KIM/FISSOQ/How Many Licks	4760
10	10 MOBB DEEP/Poet Storm	4760
16	16 NELLV/E	4760
10	10 JAGGED EDGE/Let's Get Married	4284
5	5 DMX/FISSOQ/What You Want	4284
5	5 BABYFACE/Reason For Breathing	3808

**MARKET #6**  
**KBFB/Dallas-Ft. Worth**  
 Radio One  
 (214) 521-4661  
 Johnson  
 12+ Cume 235,500



PLAYS	ARTIST/TITLE	GI (000)
81	81 C-MURDER/Down For My N's	8829
82	82 JAY-Z/Just Wanna Love...	8720
80	80 MYSTIKAL/Shake Ya Ass	8720
79	79 BIG TYMERS/11 Stunna	8611
81	81 JAY-Z/Just Wanna Love...	8611
79	79 LIL BOW WOM/Bounce With Me	8611
79	79 LUDACRIS/What's Your Fantasy	8611
79	79 SHYNE F.B. LEVY/Bad Boyz	8611
40	40 DESTINY'S CHILD/Independent Women...	5450
51	51 EMINEM/The Way I Am	5450
50	50 PROFYLE/Lar	5450
49	49 OUTKAST/As We Lay Down	5341
49	49 JAY-Z/Just Wanna Love...	5341
47	47 MYFA/First Love	5232
47	47 AVANT/My First Love	5123
45	45 ERYKAH BADU/Bag Lady	4905
45	45 NELLV/E	4905
44	44 BEBE MAN/FAM/FA/Girls Dem Sugar	4578
40	40 SISQO/Incomplete	4578
37	37 CASH MONEY...Project Check	4033
37	37 USHER/Pop Ya Collar	4033
37	37 BIG GIPPE/Me Servin'	4033
32	32 FUNMASTER FLEX/DAM/Do You	3488
29	29 AMIL FBE/YOICE/I Got That	3161
29	29 FIELD MOB/Project Dreamz	3161
29	29 SLIMM CUTTA-CAL/HOUN'S OK	3161
29	29 SHYNE F.B. LEVY/Bad Boyz	3062
28	28 SO4BOYZ/Whooop	3062
42	42 LIL JON...Just A Bitch	2953

**MARKET #6**  
**KKDA/Dallas-Ft. Worth**  
 Service  
 (972) 263-9911  
 Cheatham  
 12+ Cume 518,380



PLAYS	ARTIST/TITLE	GI (000)
64	64 MYSTIKAL/FINVEA/Danger (Been So...)	24786
62	62 JAY-Z/Just Wanna Love...	23668
54	54 MYSTIKAL/Shake Ya Ass	23409
56	56 JAY-Z/Just Wanna Love...	22950
50	50 JAY-Z/Just Wanna Love...	22950
63	63 OUTKAST/As We Lay Down	22481
50	50 DESTINY'S CHILD/Independent Women...	22302
43	43 NELLV/E	20424
44	44 AVANT/My First Love	20196
22	22 CASH MONEY...Project Check	17442
29	29 ERYKAH BADU/Bag Lady	17442
59	59 NELLV/E	17442
38	38 COMMON/My First Love	16624
37	37 SISQO/Incomplete	16605
31	31 JAGGED EDGE/Promise	16065
35	35 WYCLEF JEANMARRY_/911	16065
15	15 YOLANDA ADAMS/Open My Heart	13770
47	47 DAVE HOLISTER/One Woman Man	13770
18	18 RUFF ENDF/No More	13770
34	34 R. KELLY/Wish	13311
42	42 TONI BRAXTON/Just Be A Man...	12393
27	27 USHER/Pop Ya Collar	11934
44	44 BOYZ II MEN/Thank You For Lovin' Me	11016
37	37 DMX/FISSOQ/What You Want	11016
10	10 JAY-Z/Just Wanna Love...	11016
23	23 JAGGED EDGE/Let's Get Married	10557
9	9 JOE/Trat Her Like...	10557
32	32 SHYNE F.B. LEVY/Bad Boyz	9198
35	35 C-MURDER/Down For My N's	9198
10	10 OUTKAST/D.B.	9198

**MARKET #7**  
**WDTJ/Detroit**  
 Radio One  
 (313) 259-2000  
 Bell/Mahome  
 12+ Cume 479,100




PLAYS	ARTIST/TITLE	GI (000)
60	60 MYSTIKAL/Shake Ya Ass	14365
73	73 JAY-Z/Just Wanna Love...	13923
52	52 R. KELLY/Wish	13702
56	56 LUDACRIS/What's Your Fantasy	13260
27	27 JAY-Z/Just Wanna Love...	11934
42	42 DESTINY'S CHILD/Independent Women...	10829
42	42 NELLV/E	9503
42	42 NELLV/E	9503
61	61 PROFYLE/Lar	9061
43	43 MUSIQ/Just Friends	9061
4	4 YOLANDA ADAMS/Open My Heart	8840
40	40 SHYNE F.B. LEVY/Bad Boyz	8619
39	39 SPARKLE'S A Fact	8619
36	36 JAY-Z/Just Wanna Love...	8177
32	32 CARL THOMAS/Summer Rain	7735
17	17 OUTKAST/As We Lay Down	7072
17	17 KELLY PRICE/You Should've...	6560
20	20 CHANGING FACES/That Other Woman	6188
17	17 LIL BOW WOM/Bounce With Me	6188
22	22 LIL KIM/No Matter What...	5967
22	22 CAM'RON/What Means...	5967
4	4 EMINEM/Stan	5745
7	7 USHER/Pop Ya Collar	5525
24	24 AVANT/My First Love	5304
23	23 CHANGING FACES/That Other Woman	5083
6	6 TRINA/Put Over	4862
11	11 DR. DRE/The Next Episode	4420
31	31 JAGGED EDGE/Let's Get Married	4420
39	39 JOE/Trat Her Like...	4420

**MARKET #7**  
**WJLB/Detroit**  
 Clear Channel  
 (313) 965-2000  
 Saunders/Kelley  
 12+ Cume 573,000



PLAYS	ARTIST/TITLE	GI (000)
37	37 KELLY PRICE/You Should've...	25236
37	37 JAY-Z/Just Wanna Love...	24570
64	64 YOLANDA ADAMS/Open My Heart	24192
60	60 JAY-Z/Just Wanna Love...	24192
51	51 SHYNE F.B. LEVY/Bad Boyz	23814
42	42 R. KELLY/Wish	22380
65	65 LUDACRIS/What's Your Fantasy	20934
42	42 NELLV/E	17388
30	30 OUTKAST/As We Lay Down	17010
44	44 MYSTIKAL/Shake Ya Ass	16632
35	35 C-MURDER/Down For My N's	16254
43	43 PROFYLE/Lar	16254
42	42 NELLV/E	15876
46	46 NO QUESTION/You Really...	15498
41	41 CARL THOMAS/Summer Rain	15120
34	34 BIG TYMERS/11 Stunna	14742
39	39 ERYKAH BADU/Bag Lady	13730
47	47 JAY-Z/Just Wanna Love...	13730
32	32 NO QUESTION/You Really...	11340
33	33 SISQO/Incomplete	11340
26	26 COMMON/What Means...	9072
35	35 TONI BRAXTON/Just Be A Man...	9072
35	35 JAGGED EDGE/Let's Get Married	8316
22	22 ALLY/My Try Again	8316
22	22 NO QUESTION/You Really...	8316
25	25 LOX/Ny City Grammar	7182
20	20 JAGGED EDGE/Let's Get Married	6804
15	15 DESTINY'S CHILD/Independent Women...	5670
10	10 LIL BOW WOM/Bounce With Me	5292
14	14 MUSIQ/Just Friends	5292

**MARKET #8**  
**WBOT/Boston**  
 Radio One  
 (617) 427-2222  
 Martine  
 12+ Cume 247,100



PLAYS	ARTIST/TITLE	GI (000)
34	34 JAY-Z/Just Wanna Love...	6704
41	41 DESTINY'S CHILD/Independent Women...	5281
63	63 MYSTIKAL/Shake Ya Ass	5469
47	47 WYCLEF JEANMARRY_/911	5076
34	34 JAGGED EDGE/Let's Get Married	5076
34	34 R. KELLY/Wish	4754
35	35 SHYNE F.B. LEVY/Bad Boyz	4633
31	31 ERYKAH BADU/Bag Lady	4633
29	29 JAY-Z/Just Wanna Love...	4512
31	3	

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

MARKET #30 KPRS/Kansas City Clear Channel (816) 763-2040 Weaver/Fears 12+ Cum 197,400

MARKET #31 WKKC/Midwest Clear Channel (414) 321-1007 Young/Love 12+ Cum 243,700

MARKET #1 WRKS/New York Emmis (212) 242-9870 Beasley/Greene 12+ Cum 1,500,100

MARKET #2 KJLH/Los Angeles Clear Channel (312) 330-5550 Winston 12+ Cum 405,200

MARKET #3 WVJZ/Chicago Clear Channel (312) 360-9000 Smith/Muhammad 12+ Cum 562,900

MARKET #34 WKYC/Columbus, OH Blue Chip (614) 487-1444 Strong/Stevens 12+ Cum 166,700

MARKET #36 WDMV/Norfolk Clear Channel (757) 466-0009 Holiday/Mauzone 12+ Cum 261,900

MARKET #5 WDAS/Philadelphia Clear Channel (610) 617-8500 Tamburo/Davis 12+ Cum 529,600

MARKET #4 KRNB/Dallas-Ft. Worth Service (972) 263-9911 Payne/T 12+ Cum 190,900

MARKET #6 WDMO/Detroit Radio One (313) 259-2000 Alexander/G 12+ Cum 112,600

MARKET #37 WPEC/Charlotte Infinity (704) 333-0131 Carson/Gluck 12+ Cum 262,900

MARKET #38 WTLC/Indianapolis Emmis (317) 955-9852 Wallace/Vaughn 12+ Cum 142,600

MARKET #7 WGRP/Detroit International Mason (313) 259-8862 Hines 12+ Cum 144,400

MARKET #7 WMKO/Detroit Clear Channel (313) 965-2000 G 12+ Cum 312,400

MARKET #9 WHUR/Washington, DC Howard University (202) 860-3500 Hannibal/Dickinson 12+ Cum 536,700

MARKET #39 WJHM/Orlando Infinity (407) 919-1000 Allen/Love 12+ Cum 329,400

MARKET #41 WQVE/New Orleans Clear Channel (504) 388-1111 Stevens/Watson 12+ Cum 284,300

MARKET #9 WMJM/Washington, DC Radio One (301) 308-1111 Collins/Thompson 12+ Cum 315,600

MARKET #10 KMJQ/Houston-Galveston Radio One (713) 623-2108 Collins/Mason 12+ Cum 372,700

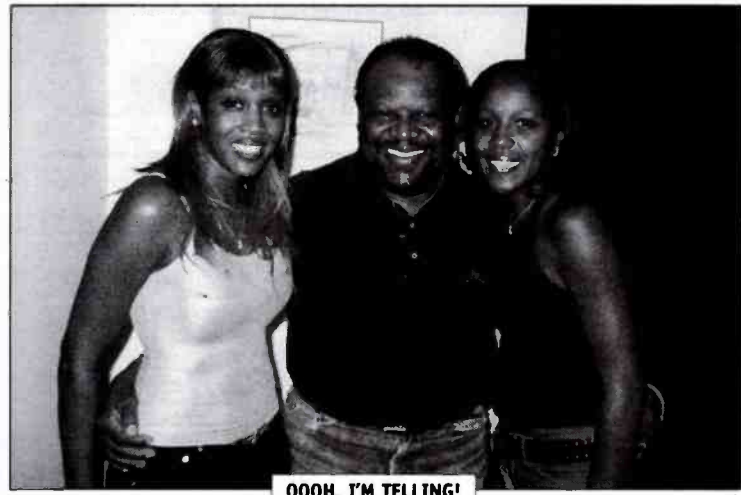
MARKET #11 WALR/Atlanta Clear Channel (404) 897-7500 Kennedy 12+ Cum 411,200

**Most Played Recurrents**

- DONELL JONES Where I Wanna Be (Untouchables/LaFace/Arista)
- JOE Treat Her Like A Lady (Jive)
- MARY MARY Shackles (Praise You) (Columbia)
- CARL THOMAS I Wish (Bad Boy/Arista)
- JOE I Wanna Know (Jive)
- WHITNEY HOUSTON & DEBORAH COX Same Script, Different Cast (Arista)
- MAXWELL Fortunate (Rock Land/Interscope/Columbia)
- DONELL JONES U Know What's Up (Untouchables/LaFace/Arista)
- ANGIE STONE No More Rain (In This Cloud) (Arista)
- KEVON EDMONDS 24/7 (RCA)
- GERALD LEVERT Mr. Too Damn Good (EastWest/EEG)
- TEMPTATIONS Stay (Motown)
- TEMPTATIONS I'm Here (Motown)
- KEVON EDMONDS No Love (I'm Not Used To) (RCA)
- JESSE POWELL You (Silas/MCA)
- ERIC BENET Spend My Life With You (Warner Bros.)
- BRIAN MCKNIGHT Back At One (Motown)
- AVANT Separated (Magic Johnson/MCA)
- D'ANGELO Untitled (How Does It Feel?) (Cheeba Sound/Virgin)
- CASE Happily Ever After (Def Jam/IDJMG)

**URBAN AC Going For Adds 11/14/00**

- DEMITA Don't Be Afraid (Atlantic)
- JAMIE HAWKINS Lost My Mind (EastWest/EEG)
- TANK Maybe I Deserve (BlackGround)



**OOOH, I'M TELLING!**

...unless the price is right. Atlantic recording artists Changing Faces visited with R&R Urban Editor Walt "Baby" Love recently and were guests on his show, *The Countdown with Walt Baby Love*. All snuggled up and smiley-faced, the two singing sirens pose with the editor (c), who seems to be having a great time. Hmmm. I wonder if Love's better half has seen this pic?

**TUNED-IN URBAN AC**

R&R/MEDIABASE 24/7

**WKXI/Jackson, MS**  
**3am**

- JOECL Lately
- CHARLIE WILSON Without You
- MANHATTANS We Never Danced To...
- TYRONE DAVIS Sugar Daddy
- GERALD LEVERT Answering Service
- PRU Candles
- GERALD ALSTON Slow Motion
- PATTI LABELLE When You Talk About Love
- KEITH SWEAT /LIL' MO I'll Trade...
- DAVE HOLLISTER One Woman Man
- EARTH, WIND & FIRE September
- EARTH, WIND & FIRE Reasons
- SHALAMAR For The Lover In You

**11am**

- BILLY OCEAN Caribbean Queen
- JONATHAN BUTLER Another Way
- ISLEY BROTHERS For The Love Of You
- CARL THOMAS Emotional
- RUFUS Hollywood
- BRIAN MCKNIGHT Win
- KARYN WHITE Superwoman
- TONI BRAXTON Another Sad Love Song
- K-CI & JOJO Crazy
- METHRONE Your Body
- BABYFACE Where Will You Go

**4pm**

- CHANGE The Glow Of Love
- CARL THOMAS Emotional
- LUTHER VANDROSS Your Secret Love
- LV A Woman's Gotta Have It
- STEVIE WONDER All I Do
- GERALD LEVERT Dream With No Love
- BEBE & CECE WINANS I'll Take You There
- SOUNDS OF BLACKNESS Hold On
- THEO Lockdown
- WHITNEY HOUSTON Fine

**8pm**

- STEPHANIE MILLS Home
- YOLANDA ADAMS Open My Heart
- AVERAGE WHITE BAND If I Ever Lose...
- RACHELLE FERRELL I Forgive You
- JOECL Forever My Lady
- DAVE HOLLISTER One Woman Man
- M. GAYE & T. TERRELL If I Could Build...
- MTUME You, Me & He
- METHRONE Loving Each Other 4 Life
- LADE BAC One On One
- KEITH SWEAT In The Rain

**KRNB/Dallas**  
**3am**

- D'JAYS Forever Mine
- NEXT Wifey
- LEVERT Pop, Pop, Pop Goes My Mind
- TONI BRAXTON He Wasn't Man Enough
- LUTHER VANDROSS Bad Boy (Having A Party)
- TEMPTATIONS Selfish Reasons
- TEDDY PENDERGRASS Joy
- AVANT /KETARA WYATT My First Love
- MAZE /FRANKIE BEVERLY Happy Feelings
- JOE Don't Wanna Be A Player
- MARVIN GAYE Inner City Blues...

**11am**

- NEXT Wifey
- WHITNEY HOUSTON You Give Good Love
- R. KELLY Your Body's Callin'
- MAZE /FRANKIE BEVERLY While I'm Alone
- CHARLIE WILSON Without You
- FREDDIE JACKSON You Are My Lady
- GERALD LEVERT Dream With No Love
- MIDNIGHT STAR Slow Jam
- TEDDY PENDERGRASS Come And Go With Me
- BLACKSTREET Before I Let Go
- ZAPP Computer Love

**4pm**

- LUTHER VANDROSS The Night I Fell In Love
- PATTI LABELLE Right Kind Of Lover
- MAZE /FRANKIE BEVERLY Southern Girl
- RUFF ENDZ No More
- GEORGE CLINTON Atomic Dog
- STEPHEN SIMMONS I Can't Do That
- GUY Piece Of My Love

**8pm**

- CHANGING FACES That Other Woman
- MORRIS DAY Don't Wait For Me
- MAZE /FRANKIE BEVERLY I Wanna Thank You
- ANITA BAKER I Apologize
- ORU HILL We're Not Making Love...
- DEELE Sweet November
- KEITH SWEAT How Deep Is Your Love
- ISLEY BROTHERS At Your Best...



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 10/30. © 2000, R&R Inc.

# R&R Urban AC Top 30

® November 10, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	<b>YOLANDA ADAMS</b> Open My Heart (Elektra/EEG)	826	-33	131712	27	38/0
2	2	<b>CHARLIE WILSON</b> Without You (Major Hits)	738	+34	78283	11	40/1
3	3	<b>JILL SCOTT</b> Gettin' In The Way (Hidden Beach/Epic)	709	+65	88951	12	34/0
7	4	<b>AVANT</b> My First Love (Magic Johnson/MCA)	627	+73	94928	8	31/0
6	5	<b>SADE</b> By Your Side (Epic)	604	+30	77152	6	40/0
8	6	<b>ERYKAH BADU</b> Bag Lady (Motown)	598	+64	100790	13	33/0
5	7	<b>SISQO</b> Incomplete (Dragon/Def Sou/IDJMG)	593	-15	92466	19	27/0
9	8	<b>KELLY PRICE</b> You Should've Told Me (T-Neck/Def Sou/IDJMG)	541	+49	79769	9	33/0
4	9	<b>TONI BRAXTON</b> Just Be A Man About It (LaFace/Arista)	514	-96	85411	21	35/0
10	10	<b>PATTI LABELLE</b> Call Me Gone (MCA)	456	-28	44868	7	35/0
14	11	<b>R. KELLY</b> I Wish (Jive)	444	+25	74649	6	28/2
15	12	<b>CHANGING FACES</b> That Other Woman (Atlantic)	442	+47	62376	6	33/3
16	13	<b>STEPHEN SIMMONDS</b> I Can't Do That (Priority)	373	-7	39007	7	33/2
Breaker	14	<b>WHITNEY HOUSTON</b> Fine (Arista)	364	+48	34503	7	27/0
Breaker	15	<b>GERALD LEVERT</b> Dream With No Love (Motown)	361	+29	38284	4	29/0
Breaker	16	<b>CARL THOMAS</b> Emotional (Bad Boy/Arista)	356	+47	65136	3	28/2
11	17	<b>BEBE WINANS</b> F/MCKNIGHT & JOE Coming Back Home (Motown)	338	-101	62870	15	24/0
17	18	<b>TEMPTATIONS</b> Selfish Reasons (Motown)	338	-5	33612	10	20/0
24	19	<b>DAVE HOLLISTER</b> One Woman Man (Def Squad/DreamWorks)	337	+47	44809	2	31/1
23	20	<b>PRU</b> Candles (Capitol)	325	+32	33105	3	25/0
12	21	<b>BOYZ II MEN</b> Pass You By (Universal)	316	-122	54051	17	27/0
Debut	22	<b>BABYFACE</b> Reason For Breathing (Arista/Epic)	295	+198	34158	1	33/4
26	23	<b>WYCLEF JEAN</b> F/MARY J. BLIGE 911 (Ruffhouse/Columbia)	291	+45	46729	3	17/2
25	24	<b>AL JARREAU</b> Just To Be Loved (GRP/VMG)	248	-35	20526	13	21/0
22	25	<b>CARL THOMAS</b> Summer Rain (Bad Boy/Arista)	215	-87	44956	16	19/0
Debut	26	<b>TAMIA</b> Stranger In My House (Elektra/EEG)	213	+77	25613	1	29/4
28	27	<b>BRIAN MCKNIGHT</b> Win (Motown)	205	+3	20364	2	30/2
Debut	28	<b>PROFYLE</b> Liar (Motown)	193	+10	44149	1	10/1
Debut	29	<b>RONNIE LAWS</b> Old Days/Old Ways (HDH)	170	-5	13321	1	16/0
Debut	30	<b>CHANTE' MOORE</b> Straight Up (Silas/MCA)	168	+11	34170	1	9/0

## Most Added

ARTIST TITLE LABEL(S)	ADDS
<b>TONI BRAXTON</b> Spanish Guitar (LaFace/Arista)	21
<b>WILL DOWNING</b> Tired Melody (Motown)	8
<b>BOYZ II MEN</b> Thank You In Advance (Universal)	6
<b>INCOGNITO</b> F/MAYSA Change (Talkin Loud/Blue Thumb/VMG)	5
<b>YOLANDA ADAMS</b> Still I Rise (Verity)	5
<b>BABYFACE</b> Reason For Breathing (Arista/Epic)	4
<b>TAMIA</b> Stranger In My House (Elektra/EEG)	4
<b>BRENT JONES &amp; T.P. MOBB</b> Good Time (Holy Roller)	4
<b>CHANGING FACES</b> That Other Woman (Atlantic)	3
<b>NO QUESTION</b> If You Really Wanna Go (Ruffnation/WB)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>BABYFACE</b> Reason For Breathing (Arista/Epic)	+198
<b>TAMIA</b> Stranger In My House (Elektra/EEG)	+77
<b>AVANT</b> My First Love (Magic Johnson/MCA)	+73
<b>JILL SCOTT</b> Gettin' In The Way (Hidden Beach/Epic)	+65
<b>ERYKAH BADU</b> Bag Lady (Motown)	+64
<b>TONI BRAXTON</b> Spanish Guitar (LaFace/Arista)	+57
<b>BRENDA RUSSELL</b> Something About... (Hidden Beach/Epic)	+57
<b>WILL DOWNING</b> Tired Melody (Motown)	+54
<b>INCOGNITO</b> F/MAYSA Change (Talkin Loud/Blue Thumb/VMG)	+53
<b>KELLY PRICE</b> You Should've... (T-Neck/Def Sou/IDJMG)	+49

## Breakers

ARTIST TITLE LABEL(S)	TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
<b>WHITNEY HOUSTON</b> Fine (Arista)	364/48	27/0	14
<b>GERALD LEVERT</b> Dream With No Love (Motown)	361/29	29/0	15
<b>CARL THOMAS</b> Emotional (Bad Boy/Arista)	356/47	28/2	16

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

41 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 10/29-Saturday 11/4. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 350 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

## New & Active

**KEITH SWEAT** F/LIL' MO I'll Trade (A Million Bucks) (Elektra/EEG)  
Total Plays: 167, Total Stations: 20, Adds: 1

**BOYZ II MEN** Thank You In Advance (Universal)  
Total Plays: 158, Total Stations: 22, Adds: 6

**TONI BRAXTON** Spanish Guitar (LaFace/Arista)  
Total Plays: 140, Total Stations: 24, Adds: 21

**K-CI & JOJO** Crazy (MCA)  
Total Plays: 104, Total Stations: 12, Adds: 0

**DONELL JONES** This Luv (Untouchables/LaFace/Arista)  
Total Plays: 102, Total Stations: 12, Adds: 0

**HIL ST. SOUL** Strictly A Vibe Thang (Dome/Select-O-Hits)  
Total Plays: 100, Total Stations: 8, Adds: 1

**WILL DOWNING** Tired Melody (Motown)  
Total Plays: 96, Total Stations: 19, Adds: 8

**MUSIQ** Just Friends (Def Sou/IDJMG)  
Total Plays: 92, Total Stations: 4, Adds: 0

**DESTINY'S CHILD** Independent Women Pt. 1 (Columbia)  
Total Plays: 91, Total Stations: 6, Adds: 1

**INCOGNITO** F/MAYSA Change (Talkin Loud/Blue Thumb/VMG)  
Total Plays: 87, Total Stations: 17, Adds: 5

**MONIFAH** I Can Tell (Universal)  
Total Plays: 82, Total Stations: 8, Adds: 1

**JOHNNIE TAYLOR** Soul Heaven (Malaco)  
Total Plays: 72, Total Stations: 4, Adds: 1

**BRENDA RUSSELL** Something About Your Love (Hidden Beach/Epic)  
Total Plays: 58, Total Stations: 11, Adds: 2

Songs ranked by total plays

# BRENDA RUSSELL

## SOMETHING ABOUT YOUR LOVE

A Perfect Song For Lovers Going Into The Holiday Season

Most Added Urban AC

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WMGL WRBV WHUR WDLT WAGH WDAS KDKO



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November 13th

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WKXI

WRKS

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Produced by George Duke  
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## Complementary Formats On A Stream Near You

■ The Internet can flank your radio station, if used properly

**T**hroughout this special issue of R&R you'll find just about everything you need to know about streaming audio on the Internet, including the whys and why nots, along with the hows and the wheres.

But Country is in an odd place when it comes to Internet-related activities. Many companies doing business on the Internet have placed the format low on the priority list.

I once had a conversation with an executive from Feed The Monster, the creator of exquisite websites for radio stations, who told me that, because Country listeners weren't heavy Internet users, FTM would not be working with Country radio until most stations in other formats were up and running. [Editor's note: FTM has effectively shut down and at the moment is not creating or populating websites for anyone.] The feeling among many companies is that Country fans are not heavy users of computers or the 'Net.

### Jumping The Gun

In fact, there are statistics that indicate that any move to the Internet by a Country station is a bit premature. A recent Edison Media Research-Arbitron Internet study presented at this year's NAB Radio Show showed the following web behavior among Country PIs:

- 15% have visited the website of any radio station.
- 13% have visited the website of

the one station they listen to most.

- 12% have listened to radio stations online.
- 7% have listened to Internet-only audio online.
- 20% have listened to Internet audio or watched Internet video.
- 10% have watched or listened in the last month.
- 10% are "very interested" in special audio channels offered by their favorite station over the Internet.

Those statistics, which are all on the low end of the scale when compared to other formats, paint a rather bleak picture of current 'Net usage by Country fans and offer little incentive for Country outlets to do too much on the Internet.

The key question, of course, is whether or not that usage will change in the future. And, if so, what kind of growth can be expected, and when? Will it be soon, or is it a long-term situation?

To some degree, this could be construed as a "chicken or the egg" type of question. Are Country fans by their very nature going to be slow to gravitate to the Internet, especially when it comes to fulfilling their musical desires? Would it be possible to ac-

celerate their participation by offering a unique musical product that their favorite Country station is unable to provide them over the air? This leads to my "modest proposal."

### The Case For Country Side Channels

The germ of this idea first sprouted at the R&R convention in June, when Edison Research President **Larry Rosin** presented his study titled "Radio's Future — Today's 12-to-24-Year-Olds." During his presentation Rosin made several recommendations to the radio industry. He advised, "Co-opt audio on the Internet. There are literally dozens of companies that have business plans that state, 'We will be the radio provider of the Internet.' These firms believe that the Internet will replace the airwaves as the principal source of audio entertainment. What if they are half right? Or even one-quarter right? Is radio prepared to take that kind of hit?"

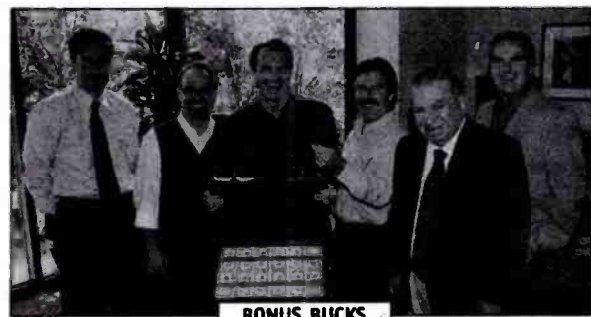
Rosin concluded his presentation by noting, "It gets down to how radio defines itself. If radio broadcasters are in the business of providing audio entertainment and information regardless of the transmission source, they will quickly move to co-opt the world of Internet audio for themselves."

This comment made me think that, while this strategy may be a bit premature — especially for Country — it is an idea that should be seriously considered. In fact, I believe that in no format is this more true than Country. I've long felt that Internet and satellite radio both have the potential to make a huge impact with those listeners who are only partially satisfied with what comes from their favorite Country station.

We all hear from the vocal fringe clamoring for more music from the '50s, '60s and '70s, as well as more new music from artists who became famous in those eras. On the other side of the spectrum are those who might be actively seeking the newest music from Nashville and music that's not exactly right down the middle of the format.

### Fringe Targets

Today's Country station, in particular, is ill-suited to satisfy many mu-



**BONUS BUCKS**

WSIX/Nashville's Gerry House regularly gives away cash to listeners during his morning show. As a songwriter, however, House recently collected a briefcase full of money when he sold his song catalog to Warner Chappell Music. With material recorded by George Strait, Reba McEntire, Pam Tillis, LeAnn Rimes, Trace Adkins and others, House's catalog includes four BMI Million-Air awards, reflecting airplay of more than one million spins. Pictured are (l-r) attorney Bernard Cahill, Warner Chappell President Rick Shoemaker, House, Warner Chappell VP/GM Tim Wipperman, legendary music publisher Al Gallico and Richard Falken.

sical needs that aren't right down the center of the country road. That is why Internet radio is already aiming programming in that direction, and why satellite radio will target those fringes with narrowly focused channels.

As proof, the latest Arbitron Webcast Ratings show Netradio's "'60s Country" channel ranked No. 16 in the top 75 of Aggregate Tuning Hours, with 123,700 ATH, and Netradio's "'70s Country" channel at No. 50, with 54,800 ATH. Netradio's mainstream "Route 1 Country" channel ranks 10th, with 179,300 ATH.

These ratings demonstrate that Netradio, among other companies, is already beginning to fill a niche. Further, both XM and Sirius have announced that they will have channels dedicated to both classic and traditional music in addition to channels featuring new music. And, as if all that isn't enough, there are more than 9,000 Internet-only radio stations on the web.

All that said, the question then becomes this: Why wait for these outside-of-your-market audio interlopers to come in and eat the fringes of your audience? Why not create a couple of Internet radio stations that use the "country authority" brand of your call letters to drive and entice people to your own online outlets offering "fringe" formats? If your radio station is KRNR, "KRNR Classic Country" and "New Country KRNR" brands on the 'Net could shore up your flanks.

Think of it as your parent company suddenly acquiring two new sticks in the market and giving both of them to you to protect the Country franchise. You'd lose sleep thinking about that, wouldn't you? The 'Net gives you precisely that opportunity. It strikes me that no format is positioned to utilize the 'Net in this manner better than Country, precisely because its fringes are so well-defined. AC and CHR are already splintered eight ways on the radio, while Country stations still strive to be all things to all country fans.

### Utilize Your Brand

Another reason Country is perfectly positioned for such an initiative is that

these stations own the country brand in every market. Your call letters stand for country. They position the station as the authority on all things country. Who else would that honor go to in any city in North America?

Even in markets where two Country outlets exist, the country brand belongs to the two stations. A country fan, asked where to find country on the radio, should be able to rattle off the calls of the market's Country station or stations. If they can't, you have a bigger problem that would take more space than we have here to fix.

For an Internet-only Country station — or for one of the forthcoming satellite radio Country channels — one of the biggest challenges is and will be branding the channel as the country authority. Just imagine the marketing effort that will take. But here again, as Rosin points out in his 12-24 study, radio has an edge. Rosin states, "Radio has its own promotion and marketing built in — the competition is typically forced to buy spots on the radio! There is no doubt that the companies that are best prepared to 'own' Internet radio are the major radio ownership groups."

Couple the fact that your calls best brand country in your market with the incredibly expensive, uphill battle companies outside your market will have in branding their products, and Country radio would seem to have the clear inside track to establishing co-branded side channels, as Rosin has dubbed them.

WUBE/Cincinnati PD Tim Closson was fond of calling then-sister WYGY "the on-ramp to WUBE" for new Country listeners. In much the same way, co-branded side channels on the Internet can serve as an on-ramp to your Country station. Turning on new listeners to Country or giving traditionalists a place to go should ultimately bring folks to your station. This is especially true of today's 12-to-24-year-olds, who are heavy Internet users.

In fact, it's not a stretch to say that, from now on, the Internet will have a

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—Rod Arquette, VP, KSL, Salt Lake City

"Of the dozens of special reports we air daily, it generates the most positive mail from our listeners."  
—Bob Sims, news director, KNX, Los Angeles

"Dr. Dobson has become part of a legacy of 760 (AM) in Detroit."  
—Mike Fezzes, Station Manager, WJR-AM, Detroit

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**CALVIN GILBERT**  
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## Giving Thanks To Network TV

■ Chicks, Hill and Opry featured in Thanksgiving week specials

**S**hhh ... don't tell the TV networks that country music is in the doldrums. They must be unaware of that. Why else would they schedule so many country music specials this month?

On the other hand, decisionmakers at CBS, NBC and A&E aren't fools. Don't ever think they don't research every aspect of their audience and advertisers before making a final decision regarding which shows are added to the programming schedule.

In the coming weeks two of country's superstar acts will each be featured in their first-ever prime-time network specials. Two other specials — each two hours long — will be devoted to the Grand Ole Opry's 75th anniversary. And country music will play a large role in the coverage of two Thanksgiving Day parades.

### America's Music

The first event is the A&E special *The Grand Ole Opry: 75 Years of America's Music*, set to air Nov. 19 at 8pm ET. Hosted by Garth Brooks, the documentary includes interviews with Barbara Mandrell, Loretta Lynn, Lorie Morgan, Pam Tillis, Porter Wagoner, Ricky Skaggs, Ronnie Milsap, Travis Tritt, Steve Wariner, Little Jimmy Dickens, Trisha Yearwood and Vince Gill.

The program will also feature historic film clips, including Patsy Cline's first appearance on the Opry stage, a rare home movie of Hank Williams backstage at the Opry and footage of opening night at the new Opry House in the '70s, when Roy

Acuff gave President Richard Nixon a yo-yo lesson. (The yo-yo was one of the late singer's trademarks.)

Up next is The Dixie Chicks' one-hour NBC special, airing Nov. 20 at 9pm. The program was shot Aug. 24-25 at Washington's MCI Arena during the trio's Fly tour. Obviously, the special features the Chicks and their six-piece band performing material from *Wide Open Spaces* and *Fly*, but it will also include a short comedic film starring the Chicks.

### I Love A Parade

Country's other TV time is set for Nov. 23 — Thanksgiving Day. Nashville is featured for the fourth year in the CBS All-American Thanksgiving Day Parade. The final segment highlights the Aqua Parade, which is prepped on the manmade Delta River running through the Opryland Hotel. Hosted by Toby Keith and Miss USA Lynnette Cole, the parade features seven floats and appearances by Lyric Street recording artist Sonya Isaacs, the Tennessee State University Marching Band and the Tennessee Titans' cheerleaders.

Jo Dee Messina will be featured on ABC-TV during its coverage of the Macy's Thanksgiving Parade. Messina, who made her parade debut in 1998, will ride this year's Jello float and sing several songs from her cur-

rent album, *Burn*.

All of CBS' prime-time programming on Thanksgiving night will be devoted to country. Faith Hill's first prime-time special, *Faith!*, airs at 8pm ET. The special was taped at the Palace Theater in Auburn Hills, MI during Hill's ongoing Soul 2 Soul tour with husband Tim McGraw. Shot during two sold-out shows that played to more than 30,000 fans, the special will feature hits from all of Hill's albums and a duet with McGraw.

Immediately following Hill's special CBS will broadcast *Grand Ole Opry 75th — A Celebration* at 9pm ET. Vince Gill and Dolly Parton host the special, which was taped last month at the Opry House and features live performances by Alan Jackson, Martina McBride, Trisha Yearwood and others. Highlights include Garth Brooks' performance of "Friends in Low Places" with fellow Opry members Bill Anderson, Johnny Russell and John Conlee.

Martina McBride is also getting TV time with a guest appearance on figure skater Kristi Yamaguchi's CBS special, which airs Nov. 24. A Nov. 17 appearance on NBC's *The Today Show* is also scheduled, along with a performance on the Boston Pops' Christmas special, airing Dec. 16 on A&E.

### Complementary Formats

Continued from Page 86

very important place in young people's lives as an entertainment medium. Aside from being an on-ramp to Country, the Internet will probably also serve as an on-ramp to radio. As Rosin says in his "Radio's Future" report, "Young people are the medium's future, and they must be able to expect fulfilling programming from radio. As this study shows, young people are already experimenting with these new technologies to a great extent. Can radio afford to wait and watch kids learn to define audio entertainment without radio being part of it?"

### The Lady Or The Tiger?

The primary objection I hear from programmers I've mentioned this to is that such a strategy has the potential to hurt their radio stations' ratings by siphoning off Time Spent Listening. My only answer to that is that

both the Internet and satellite radio have the potential to do the same thing. As those two entities proliferate, people will find them and use them. Where would you rather have those people go to get what they obviously want, an Internet or satellite channel or to your Internet radio station?

It's certainly very early in the game. To be honest, I'm not sure how practical this is right now. But preemptive strategic strikes are often launched early in the game. What's that old line about not even letting the enemy hit the beach?

I'm sure you can get some great ideas from the other columns in this week's R&R. While there may be no sense of urgency at this moment, things will heat up soon, especially as the Internet becomes more portable. Kerbango radios are set to hit the marketplace this quarter, and we'll be seeing Internet-ready car radios as soon as next year. We'll certainly be seeing satellite radio-ready radios in

the coming year.

Thanks for the indulgence. This is something I've thought about for a while, and I just wanted to throw it out there. While Rosin didn't speak to Country radio per se in his NAB talk during the R&R CHR session, we talked afterward, and he very much felt that this could be a "win" for Country radio.

As he says in the online version of his study, "If you are a Country radio station, you should think about putting a Classic Country side channel on the Internet instead of on AM. You could also put on a channel that only plays the newest country music — one has to assume that the record companies would support that one. Do you have even a ripple of interest in your market for Americana music? Put one of those on too. The Internet allows you to consider any number of side channels."

It's November 10, 2000. Do you know where your audience will be in two years?

## MARSHALL DYLLON

### NEW ARTIST FACT FILE

**Current Single:** "Live It Up"

**Current Album, Label:** *Enjoy the Ride*, Dreamcatcher (Dec. 5 release)

**Influences:** Diamond Rio, Restless Heart

### Background

There's plenty of power in Marshall Dyllon's debut single, "Live It Up," but the Dreamcatcher quintet are using their radio tour to prove that there's no studio trickery behind their explosive harmonies. Ranging in age from 17 to 22, Marshall Dyllon consists of Paul and Michael Martin (brothers from Clinton, MS), Todd Sansom (from Stannardsville, VA), Daniel Cahoon (a native of Woods Cross, UT) and Jesse Littleton (from Sabina, OH).

Paul Martin co-starred in the ABC-TV series *Making the Band*, where he met Littleton, who auditioned for the show. They remained in contact, eventually meeting again in Nashville, where Dreamcatcher was assembling a vocal group. Cahoon was recommended by a vocal coach who had contacts at the label. Sansom had recently graduated from Nashville's Belmont University with a vocal degree.

Paul Martin tells R&R that he immediately knew his brother could provide the vocal talent to complete the group. He says, "I finally got up the nerve to call my mother to see if my little brother could come up to Nashville. Her initial reaction was, 'There's no way that you're taking my baby.'"

Although the members came from different geographical regions, they had one thing in common. Martin explains, "As a group, we all listened to Diamond Rio. The five-part harmony we do is different, so that's good for us, but vocal groups have been a big influence on us — Little Texas, Restless Heart. Me, personally, the thing that dragged me into country music was Garth Brooks."

### The Music

Once an act is signed to a label, it's not unusual for a year or more to pass before the first single is released. Incredibly, Marshall Dyllon formed just this past March. Martin admits, "We've been on a racetrack, trying to get the album out." Founded by Kenny Rogers, Dreamcatcher is an independent label with a small artist roster, which enabled the gears of the music machine to move more quickly. Martin says, "We know they're focused on us. We know they're working for us."

The group's debut album, *Enjoy the Ride*, will be released Dec. 5. Producers involved in the project include Phil Vassar, Robert Byrne, Mike Clute, Chris Farren, Kenny Rogers Jr., Michael Egizi, Bob DeMarco, John Guess and Joe Chemay. Martin says, "We sang for a lot of these guys first, then they jumped on it and said, 'OK, let's do this.'"

Vassar and Byrne co-wrote and co-produced the first single, "Live It Up." Martin recalls, "After we sang for them, we wanted to get some songs from Phil. The next day he brought us his entire catalog and said, 'Take your pick.'" As it turned out, Vassar had already earmarked "Live It Up" for his next album, but relinquished it after he heard the group perform Sansom's arrangement of the song. "That song stuck out," Martin says. "It's something that means something to all of us. We're all excited about life."

In recording *Enjoy the Ride*, Martin says, "We wanted to keep the album fresh for people. When they listen to it, we don't want them to keep hearing the same thing and get bored with it. We have different producers and different lead singers. A lot of the songs have different feels to them, which, hopefully, will make for an enjoyable listening experience throughout the album."

### The Kenny Connection

Marshall Dyllon spent the summer on an extensive radio tour to meet programmers and perform on listener-appreciation shows. Martin says, "At the beginning of next year we might do some shows with Kenny. We won't really open the show for him. We'll be in the middle of his set as a showcase. We're really excited about the possibility of doing that."

When asked to recall the first time he met Rogers, Martin says, "I walked into the Dreamcatcher office. He introduced himself, and I shook his hand, trying to be really cool. He was very nice. We sat down and talked about where we wanted to go with the group and what he had in mind." Later in the day Marshall Dyllon met Rogers and Dreamcatcher executives for dinner. Martin says, "Everybody was talking. It was just a casual experience. After it was over, I had to tell myself that I had just sat down and had dinner with Kenny Rogers. Even now, every time I see him, I learn something. He has a lot of wisdom about life. It just seems like he knows everything."



Marshall Dyllon

November 10, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS TW	TOTAL PLAYS TW	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	TRAVIS TRITT Best Of Intentions (Columbia)	27706	5469	634551	20	148/0
1	2	JOHN MICHAEL MONTGOMERY The Little Girl (Atlantic)	26860	5291	616254	14	148/0
4	3	PHIL VASSAR Just Another Day In Paradise (Arista)	24531	4882	556964	23	146/0
5	4	BRAD PAISLEY We Danced (Arista)	24026	4770	547724	20	148/0
3	5	GEORGE STRAIT Go On (MCA)	22940	4580	516221	17	148/0
6	6	DIXIE CHICKS Without You (Monument)	22113	4336	510346	12	148/0
8	7	TIM MCGRAW My Next Thirty Years (Curb)	21830	4284	502770	12	147/1
7	8	VINCE GILL Feels Like Love (MCA)	21812	4406	486443	25	147/0
9	9	SARA EVANS Born To Fly (RCA)	19539	3853	450212	20	148/2
10	10	KENNY CHESNEY I Lost It (BNA)	19396	3862	441234	14	147/0
12	11	ALAN JACKSON www.Memory (Arista)	18650	3639	432629	7	145/1
11	12	MARTINA MCBRIDE There You Are (RCA)	17781	3654	391280	25	143/0
13	13	PATTY LOVELESS That's The Kind Of Mood I'm In (Epic)	15151	3054	337333	24	139/1
15	14	LONESTAR Tell Her (BNA)	14400	2870	329560	8	143/7
14	15	SHANIA TWAIN I'm Holdin' On To Love... (Mercury)	13476	2667	306326	16	128/1
17	16	TERRI CLARK A Little Gasoline (Mercury)	12267	2453	278109	17	134/1
16	17	BILLY RAY CYRUS You Won't Be Lonely Now (Monument)	11872	2364	268281	19	141/0
20	18	CHAD BROCK The Visit (Warner Bros.)	11489	2313	258736	14	131/1
19	19	CHRIS CAGLE My Love Goes On And On (Virgin)	11307	2249	256784	15	133/4
22	20	CLARK FAMILY EXPERIENCE (Meanwhile) Back At... (Curb)	10714	2207	233863	11	129/1
21	21	REBA MCENTIRE We're So Good Together (MCA)	10405	2086	234404	10	130/8
23	22	CLAY DAVIDSON I Can't Lie To Me (Virgin)	9813	1990	216364	16	123/0
26	23	JO DEE MESSINA Burn (Curb)	9596	1938	214414	5	125/13
25	24	LEE ANN WOMACK Ashes By Now (MCA)	9361	1828	216637	6	125/9
24	25	RASCAL FLATTS This Everyday Love (Lyric Street)	9257	1881	205650	9	125/4
27	26	JAMIE O'NEAL There Is No Arizona (Mercury)	8347	1685	186394	13	115/5
28	27	KENNY ROGERS He Will, She Knows (Dreamcatcher)	6830	1349	153903	20	105/0
29	28	DARRYL WORLEY A Good Day To Run (DreamWorks)	6461	1272	149140	6	112/8
30	29	KEITH URBAN But For The Grace Of God (Capitol)	5380	1071	120469	4	102/9
31	30	TRACE ADKINS I'm Gonna Love You Anyway (Capitol)	4415	955	90351	13	69/0
33	31	CAROLYN DAWN JOHNSON Georgia (Arista)	4410	929	95276	7	92/4
32	32	MARK WILLS I Want To Know (Everything...) (Mercury)	4265	873	93477	7	72/3
34	33	ANDY GRIGGS You Made Me That Way (RCA)	3964	814	85496	6	83/7
35	34	MONTGOMERY GENTRY All Night Long (Columbia)	3881	786	86149	6	81/4
39	35	ALABAMA When It All Goes South (RCA)	3773	774	81804	3	75/13
36	36	NEAL MCCOY Every Man For Himself (Giant)	3529	742	74579	10	87/2
37	37	TOBY KEITH You Shouldn't Kiss Me Like... (DreamWorks)	3517	649	87202	3	79/14
38	38	DWIGHT YOAKAM What Do You Know About Love (Reprise/WB)	3328	649	78108	6	71/8
41	39	SHEDAISY Lucky 4 You (Tonight I'm...) (Lyric Street)	2970	629	64227	3	66/6
42	40	BILLY GILMAN Oklahoma (Epic)	2728	525	64870	4	54/11
43	41	WARREN BROTHERS Move On (BNA)	2672	533	60885	4	68/9
44	42	TIM MCGRAW Things Change (Curb)	2636	464	65346	2	8/2
40	43	GARY ALLAN Right Where I Need To Be (MCA)	2401	532	49051	7	57/2
49	44	DIAMOND RIO One More Day (Arista)	1835	372	42824	2	42/9
45	45	MARSHALL DYLLON Live It Up (Dreamcatcher)	1634	361	32913	5	51/4
47	46	TIM RUSHLOW She Misses Him (Atlantic)	1142	212	26444	2	37/14
Debut	47	KINLEYS I'm In (Epic)	1019	227	21153	1	31/7
46	48	DIXIE CHICKS Sin Wagon (Monument)	936	158	24188	4	5/1
Debut	49	ERIC HEATHERLY Wrong Five O'Clock (Mercury)	919	172	23372	1	31/8
—	50	TRICK PONY Pour Me (H2E/WB)	915	194	19612	2	15/3

## Most Added

ARTIST TITLE LABEL(S)	ADDS
TOBY KEITH You Shouldn't Kiss Me Like... (DreamWorks)	14
TIM RUSHLOW She Misses Him (Atlantic)	14
JO DEE MESSINA Burn (Curb)	13
ALABAMA When It All Goes South (RCA)	13
BILLY GILMAN Oklahoma (Epic)	11
JESSICA ANDREWS Who I Am (DreamWorks)	10
LEE ANN WOMACK Ashes By Now (MCA)	9
KEITH URBAN But For The Grace Of God (Capitol)	9
WARREN BROTHERS Move On (BNA)	9
DIAMOND RIO One More Day (Arista)	9

## Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
JO DEE MESSINA Burn (Curb)	+2457
LEE ANN WOMACK Ashes By Now (MCA)	+2126
TRAVIS TRITT Best Of Intentions (Columbia)	+2056
ALAN JACKSON www.Memory (Arista)	+1663
TIM MCGRAW My Next Thirty Years (Curb)	+1651
LONESTAR Tell Her (BNA)	+1570
BRAD PAISLEY We Danced (Arista)	+1426
SARA EVANS Born To Fly (RCA)	+1401
KENNY CHESNEY I Lost It (BNA)	+1352
CHAD BROCK The Visit (Warner Bros.)	+1288
JAMIE O'NEAL There Is No Arizona (Mercury)	+1243
CLARK FAMILY EXPERIENCE (Meanwhile)... (Curb)	+1143
PHIL VASSAR Just Another Day In Paradise (Arista)	+1134
DIAMOND RIO One More Day (Arista)	+1059
ALABAMA When It All Goes South (RCA)	+1058

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JO DEE MESSINA Burn (Curb)	+498
TRAVIS TRITT Best Of Intentions (Columbia)	+433
LEE ANN WOMACK Ashes By Now (MCA)	+406
ALAN JACKSON www.Memory (Arista)	+361
TIM MCGRAW My Next Thirty Years (Curb)	+338
LONESTAR Tell Her (BNA)	+325
KENNY CHESNEY I Lost It (BNA)	+310
BRAD PAISLEY We Danced (Arista)	+300
SARA EVANS Born To Fly (RCA)	+277
JAMIE O'NEAL There Is No Arizona (Mercury)	+246

## Breakers

No Songs Qualified For Breaker Status This Week

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



148 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 10/29-Saturday 11/4. Bullets appear on songs gaining points/plays or remaining flat from previous week. If two songs are tied in total points/plays, the song being played on more stations is placed first. Breaker status is assigned to songs achieving airplay at 60% of reporter base for the first time. Songs that are down in points/plays for three consecutive weeks and below No. 1 are moved to recurrent. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

# The Gift VII

The Air Force is celebrating the holidays with something special for you and your listeners—*The Gift VII*.

This free one-hour program features conversations with members of SHEDAISY plus songs from their new Christmas album *Brand New Year*.

The program is on CD and includes local avals. Licensed country music stations should receive a copy of *The Gift VII* by the first week in December, otherwise, call (210) 652-3937 and we'll mail one to you.

# R&R Country Indicator™

November 10, 2000

## R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

ARTIST TITLE (LABEL)	TOTAL STATIONS/ ADDS	TOTAL POINTS	TOTAL PLAYS	50+	40-49	30-39	20-29	10-19	1-9
TRACE ADKINS I'm Gonna Love... (Capitol)	17/0	730	221	0	0	0	3	12	2
ALABAMA When It All Goes South (RCA)	28/5	1048	316	0	0	1	2	15	10
GARY ALLAN Right Where I Need To Be (MCA)	22/3	801	259	0	0	0	3	11	8
JOHN ANDERSON Nobody's Got It All (Epic)	2/0	57	15	0	0	0	0	1	1
JESSICA ANDREWS Who I Am (DreamWorks)	10/4	221	73	0	0	0	0	4	6
CHAD BROCK The Visit (Warner Bros.)	36/0	2342	722	0	0	2	17	17	0
CHRIS CAGLE My Love Goes On... (Virgin)	35/1	2088	661	0	1	0	15	18	1
KENNY CHESNEY I Lost It (BNA)	38/0	3367	1025	1	1	10	23	3	0
CLARK FAMILY... (Meanwhile) Back... (Curb)	33/0	1712	518	0	0	1	7	21	4
TERRI CLARK A Little Gasoline (Mercury)	37/0	2595	797	0	0	1	27	9	0
NEAL COTY Legacy (Mercury)	1/0	19	5	0	0	0	0	0	1
BILLY RAY CYRUS You Won't Be... (Monument)	35/0	2536	778	0	1	2	23	9	0
CLAY DAVIDSON I Can't Lie To Me (Virgin)	36/0	2090	641	0	0	1	15	16	4
DIXIE CHICKS Without You (Monument)	38/0	3883	1217	1	6	16	13	2	0
MARSHALL DYLLON Live It Up (DreamCatcher)	6/0	233	67	0	0	0	0	4	2
SARA EVANS Born To Fly (RCA)	38/0	3455	1071	1	2	13	18	4	0
VINCE GILL Feels Like Love (MCA)	38/0	4127	1285	2	3	25	6	1	1
BILLY GILMAN Oklahoma (Epic)	8/2	191	60	0	0	0	0	3	5
ANDY GRIGGS You Made Me That Way (RCA)	26/3	1023	319	0	0	0	2	19	5
ERIC HEATHERLY Wrong Five O'Clock (Mercury)	3/3	62	19	0	0	0	0	1	2
STEVE HOLY Blue Moon (Curb)	1/0	31	9	0	0	0	0	0	1
CAROLYN DAWN JOHNSON Georgia (Arista)	16/0	623	203	0	0	0	2	10	4
TOBY KEITH You Shouldn't Kiss Me... (DreamWorks)	29/4	1049	326	0	0	0	2	19	8
KINLEYS I'm In (Epic)	2/1	38	10	0	0	0	0	0	2
LONESTAR Tell Her (BNA)	37/1	2558	812	0	1	3	20	13	0
PATTY LOVELESS That's The Kind... (Epic)	38/0	2968	920	0	1	5	25	7	0
MARTINA MCBRIDE There You Are (RCA)	36/0	3144	956	0	2	11	16	5	2
NEAL MCCOY Every Man For... (Giant)	21/0	800	234	0	0	0	1	14	6
MINDY MCCREADY Scream (Capitol)	7/2	192	59	0	0	0	0	4	3
REBA MCENTIRE We're So Good... (MCA)	38/1	2482	765	0	0	2	20	15	1
TIM MCGRAW My Next Thirty Years (Curb)	38/0	3901	1199	1	7	15	12	2	1
GEORGIA MIDDLEMAN Kick Down The Door (Giant)	1/1	20	5	0	0	0	0	0	1
MONTGOMERY GENTRY All Night Long (Columbia)	17/1	604	185	0	0	0	1	11	5
JOHN M. MONTGOMERY The Little Girl (Atlantic)	37/0	4293	1332	2	4	27	2	2	0
JAMIE O'NEAL There Is No Arizona (Mercury)	31/3	1447	453	0	0	1	8	15	7
BRAD PAISLEY We Danced (Arista)	38/0	4572	1404	1	8	27	1	1	0
RASCAL FLATTS This Everyday Love (Lyric Street)	37/2	1882	584	0	0	1	7	26	3
COLLIN RAYE She's All That (Epic)	3/2	20	6	0	0	0	0	0	3
KENNY ROGERS He Will, She Knows (DreamWorks)	26/1	1419	423	0	0	0	10	11	5
TIM RUSHLOW She Misses Him (Atlantic)	8/4	248	69	0	0	0	0	3	5
SHEDAISY Lucky 4 You... (Lyric Street)	24/4	825	259	0	0	0	1	15	8
GEORGE STRAIT Go On (MCA)	36/0	3779	1180	1	2	27	1	4	1
TRICK PONY Pour Me (H2E/WB)	4/0	151	47	0	0	0	0	3	1
TRAVIS TRITT Best Of Intentions (Columbia)	38/0	4505	1389	2	6	27	2	1	0
SHANIA TWAIN I'm Holdin' On To Love... (Mercury)	37/0	2674	826	0	1	1	27	8	0
KEITH URBAN But For The Grace... (Capitol)	35/4	1246	383	0	0	1	2	18	14
PHIL VASSAR Just Another Day (Arista)	38/0	4617	1420	1	10	25	1	1	0
CLAY WALKER Once In A... (Giant)	1/0	102	30	0	0	1	0	0	0
WARREN BROTHERS Move On (BNA)	10/2	355	105	0	0	0	2	4	4
MARK WILLS I Want To Know (Every...) (Mercury)	27/1	1145	351	0	0	0	5	15	7
DARRYL WORLEY A Good Day To... (DreamWorks)	35/0	1518	466	0	0	1	4	24	6
DWIGHT YOAKAM What Do You Know... (Reprise)	20/1	665	204	0	0	0	1	11	8

### Most Added®

ARTIST TITLE (LABEL)	ADDS
ALABAMA When It All Goes South (RCA)	5
DIAMOND RIO One More Day (Arista)	5
KEITH URBAN But For The Grace Of God (Capitol)	4
TOBY KEITH You Shouldn't Kiss Me Like... (DreamWorks)	4
SHEDAISY Lucky 4 You (Tonight I'm...) (Lyric Street)	4
JESSICA ANDREWS Who I Am (DreamWorks)	4
TIM RUSHLOW She Misses Him (Atlantic)	4
JAMIE O'NEAL There Is No Arizona (Mercury)	3
ANDY GRIGGS You Made Me That Way (RCA)	3
GARY ALLAN Right Where I Need To Be (MCA)	3
ERIC HEATHERLY Wrong Five O'Clock (Mercury)	3
RASCAL FLATTS This Everyday Love (Lyric Street)	3
WARREN BROTHERS Move On (BNA)	2
BILLY GILMAN Oklahoma (Epic)	2
MINDY MCCREADY Scream (Capitol)	2
COLLIN RAYE She's All That (Epic)	2
STEVE HOLY The Hunger (Curb)	2
TIM MCGRAW Things Change (Curb)	2

### Most Increased Points

ARTIST TITLE (LABEL)	TOTAL POINT INCREASE
ALABAMA When It All Goes South (RCA)	+413
TOBY KEITH You Shouldn't Kiss... (DreamWorks)	+356
SARA EVANS Born To Fly (RCA)	+344
TIM MCGRAW My Next Thirty Years (Curb)	+343
ALAN JACKSON www.Memory (Arista)	+296
DARRYL WORLEY A Good Day To Run (DreamWorks)	+279
RASCAL FLATTS This Everyday Love (Lyric Street)	+276
JO DEE MESSINA Burn (Curb)	+261
SHEDAISY Lucky 4 You... (Lyric Street)	+247
LEE ANN WOMACK Ashes By Now (MCA)	+236
DIAMOND RIO One More Day (Arista)	+232
LONESTAR Tell Her (BNA)	+202
CHRIS CAGLE My Love Goes On And On (Virgin)	+181
WARREN BROTHERS Move On (BNA)	+161
ANDY GRIGGS You Made Me That Way (RCA)	+142

### Most Increased Plays

ARTIST TITLE (LABEL)	TOTAL PLAY INCREASE
ALABAMA When It All Goes South (RCA)	+122
SARA EVANS Born To Fly (RCA)	+108
TOBY KEITH You Shouldn't Kiss... (DreamWorks)	+105
ALAN JACKSON www.Memory (Arista)	+92
TIM MCGRAW My Next Thirty Years (Curb)	+92
RASCAL FLATTS This Everyday Love (Lyric Street)	+88
DARRYL WORLEY A Good Day To Run (DreamWorks)	+80
JO DEE MESSINA Burn (Curb)	+77
LEE ANN WOMACK Ashes By Now (MCA)	+77
SHEDAISY Lucky 4 You (Tonight I'm...) (Lyric Street)	+77
DIAMOND RIO One More Day (Arista)	+73
LONESTAR Tell Her (BNA)	+65
CHRIS CAGLE My Love Goes On And On (Virgin)	+60
DIXIE CHICKS Without You (Monument)	+47
GARY ALLAN Right Where I Need To Be (MCA)	+47
ANDY GRIGGS You Made Me That Way (RCA)	+45
JESSICA ANDREWS Who I Am (DreamWorks)	+45

37 Country Indicator reporters in markets 124-202. Songs ranked alphabetically for the airplay week of Sunday 10/29-Saturday 11/4. © 2000, R&R Inc.

# The New Album Gallery

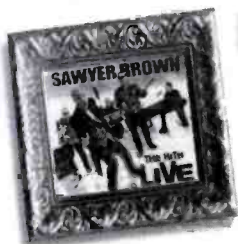


## Ray Hood

### Ray Hood (Caption)

Singer-songwriter Ray Hood's self-titled album is the first release on Caption Records, which is a new Nashville-based independent label. Recalling his upbringing in rural Alabama, Hood says, "The music I grew up listening to was real country music. From Hank Williams to George Strait and all the greats in-between, it's the only music I know."

Collaborating with songwriters Buddy Brock, Kim Tribble and Kim Williams, Hood has enjoyed success as a Nashville songwriter. His credits include Doug Stone's 1994 hit "Addicted to a Dollar." Hood wrote nine of the 12 songs on his album, including the first single, "Critical List." He collaborated with Williams and Tribble on "What's a Little More Water." Hood says, "I've been performing this song live for the last few years, and there were several big country artists who wanted to record it. I always felt that there was something very special about this song, and I decided shortly after we wrote it that I wanted to sing this one." Other songwriters contributing to the album include Ron Harbin, Randy Boudreaux, Kerry Kurt Phillips, Bill Rice, Sharon Vaughn and Mike Lawler.



## Sawyer Brown

### The Hits Live (Curb)

Sawyer Brown has released two other "greatest hits" packages previously, but this marks the band's first live album. It's long overdue, too, since Sawyer Brown remains one of the hardest-working acts in country music. Their hard work extends beyond the stage, with the band's tenacity resulting in a massive and well-deserved fan base. It's also worth

noting that Sawyer Brown has undergone only one personnel change in the band's 16-year hit-making history. *The Hits Live* includes two new songs — lead vocalist Mark Miller's original "Garage Band" and a remake of Johnny Lee's *Urban Cowboy* classic, "Lookin' for Love." The 18-song CD opens with another cover tune, the band's rousing remake of Dave Dudley's truck-driving anthem, "Six Days on the Road." The remaining tracks include "Hard to Say," "This Time," "Cafe on the Corner," "The Walk," "Step That Step," "The Dirt Road," "This Night Won't Last Forever," "All These Years," "The Boys and Me," "Thank God for You," "The Race Is On," "Drive Me Wild," "Some Girls Do," "Perfect World" and "800 Pound Jesus." Sawyer Brown will be featured in a CMT special that will air Nov. 16-19.



## Tom Mabe

### Revenge On The Telemarketers, Round Two (Virgin)

Tom Mabe is becoming a modern-day folk hero. After all, who among us hasn't screamed through the phone receiver after answering an unsolicited phone call from a telemarketer? Mabe doesn't scream. Instead, he gets even. Mabe, a professional jingle producer by trade, stumbled

upon a deal with a mainstream record label almost by accident after he began to routinely tape the phone calls he received. Mabe explains, "When you're self-employed, you jump when the phone rings, hoping it's a client. The last thing you want is a telemarketer trying to sell you something." He adds, "More and more of the calls I got weren't clients offering work. They were these annoying people offering me long-distance service or credit cards or some dumb time-share in Florida." *Revenge on the Telemarketers, Round Two* contains 12 new and hilarious phone pranks. Mabe's talent at ad-libbing makes him equal parts comic and actor as he describes his bathroom escapades to a salesperson selling storm windows and claims to be under house arrest to coerce a telemarketer to bring him some beer. Unlike some collections of phone pranks, these have a higher comedy quotient, since Mabe never initiates the phone call. Any telemarketer who calls his phone number is asking for trouble. "Telemarketers tell you that they are just doing their job," Mabe says, "but drug dealers and hit men for the mob also tell you they're just doing their job. At least they're less intrusive." Earlier this year Mabe founded PEST (The People's Effort to Stop Telemarketing).

## C O U N T R Y FLASHBACK

### 1 YEAR AGO

• No. 1: "I Love You" — Martina McBride (third week)

### 5 YEARS AGO

• No. 1: "Check Yes Or No" — George Strait (third week)

### 10 YEARS AGO

• No. 1: "Back In My Younger Days" — Don Williams

### 15 YEARS AGO

• No. 1: "I'd Lie To You For Your Love" — Bellamy Brothers

### 20 YEARS AGO

• No. 1: "Could I Have This Dance" — Anne Murray

### 25 YEARS AGO

• No. 1: "In The Movies/Shades Down" — Merle Haggard

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## New & Active

**JESSICA ANDREWS** Who I Am (*DreamWorks*)  
Total Stations: 32, Adds: 10, Points: 834, Plays: 155 (+77)

**MINDY MCCREADY** Scream (*Capitol*)  
Total Stations: 26, Adds: 6, Points: 699, Plays: 165 (+108)

**COLLIN RAYE** She's All That (*Epic*)  
Total Stations: 10, Adds: 4, Points: 567, Plays: 92 (+4)

**NEAL COTY** Legacy (*Mercury*)  
Total Stations: 16, Adds: 7, Points: 359, Plays: 69 (+42)

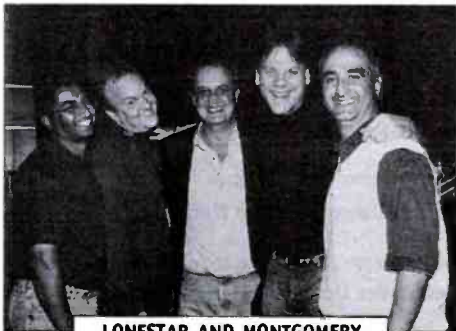
**GEORGIA MIDDLEMAN** Kick Down The Door (*Giant*)  
Total Stations: 14, Adds: 3, Points: 330, Plays: 68 (+30)

Songs ranked by total points.



SONS IN SAN DIEGO

MCA recording artists Sons Of The Desert stopped in San Diego to hang out with the KSON crew. Pictured (l-r) are Son's Tim Womack, KSON Music Director Greg Frey, Son's Drew Womack, PD John Dimick and Son's Doug Virden.



LONESTAR AND MONTGOMERY

BNA recording artists Lonestar stopped by WUSQ/Winchester while in town to do a show at the JMU convocation center in Harrisonburg, VA. Pictured (l-r) are Lonestars' Dean Sams and Keech Rainwater, APD Mike Montgomery, and Lonestars' Richie McDonald and Michael Britt.

## PLEASE SEND YOUR PHOTOS

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

Please include the names and titles of all pictured and send them to:

R&R c/o Heidi Van Alstyne:  
10100 Santa Monica Blvd., 5th Floor,  
Los Angeles, CA 90067

## National Radio Formats

### ABC RADIO NETWORKS

#### Coast-To-Coast

Mark Edwards • (972) 991-9200

**Adds:**  
No Adds

**Hottest:**  
SHANIA TWAIN I'm Holdin' On To Love...  
LONESTAR Tell Her  
JO DEE MESSINA Burn  
CHRIS CAGLE My Love Goes On And On

### ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

Gary Knoll

**Adds:**  
JESSICA ANDREWS Who I Am  
DIAMOND RIO One More Day  
COLLIN RAYE She's All That  
TIM RUSHLOW She Misses Him

**Hottest:**  
SARA EVANS Born To Fly  
LEE ANN WOMACK Ashes By Now

### JONES BROADCAST PROGRAMMING

Ken Moultrie • (800) 426-9082

#### Mainstream Country

L.J. Smith

**Adds:**  
CHRIS CAGLE My Love Goes On And On

**Hottest:**  
TIM MCGRAW My Next Thirty Years  
TRAVIS TRITT Best Of Intentions  
PHIL VASSAR Just Another Day In Paradise  
BRAD PAISLEY We Danced  
DIXIE CHICKS Without You

#### New Country

L.J. Smith

**Adds:**  
CLAY DAVIDSON I Can't Lie To Me  
REBA MCENTIRE We're So Good Together

**Hottest:**  
BRAD PAISLEY We Danced  
TRAVIS TRITT Best Of Intentions  
JOHN M. MONTGOMERY The Little Girl  
ALAN JACKSON www.Memory  
TIM MCGRAW My Next Thirty Years

#### Lia

Ken Moultrie/Hank Aaron

**Adds:**  
No Adds

**Hottest:**  
TRAVIS TRITT Best Of Intentions  
DIXIE CHICKS Without You  
BRAD PAISLEY We Danced  
PHIL VASSAR Just Another Day In Paradise  
TIM MCGRAW My Next Thirty Years

### JONES RADIO NETWORK

Jim Murphy • (303) 784-8700

#### CD COUNTRY

John Hendricks

**Adds:**  
NEAL COTY Legacy  
ERIC HEATHERLY Wrong Five O'Clock  
MARSHALL DYLLON Live It Up

**Hottest:**  
DIXIE CHICKS Without You  
JOHN M. MONTGOMERY The Little Girl  
SARA EVANS Born To Fly  
TIM MCGRAW My Next Thirty Years  
BILLY RAY CYRUS You Won't Be Lonely Now

### US COUNTRY

Penny Mitchell

**Adds:**  
MARK WILLIS I Want To Know (Everything...)

**Hottest:**  
JOHN M. MONTGOMERY The Little Girl  
TIM MCGRAW My Next Thirty Years  
BRAD PAISLEY We Danced  
DIXIE CHICKS Without You  
TRAVIS TRITT Best Of Intentions

### GREAT AMERICAN COUNTRY

John Hendricks

**Adds:**  
JESSICA ANDREWS Who I Am  
STEVE HOLY The Hunger  
MINDY MCCREADY Scream  
COLLIN RAYE She's All That  
SHEODAISY Lucky 4 You (Tonight I'm...)

**Elite:**  
PATTY LOVELESS That's The Kind Of Mood I'm In  
KENNY CHESNEY I Lost It  
PHIL VASSAR Just Another Day In Paradise  
TRAVIS TRITT Best Of Intentions  
DIXIE CHICKS Without You  
BRAD PAISLEY We Danced  
SARA EVANS Born To Fly  
TERRI CLARK A Little Gasoline  
ALAN JACKSON www.Memory  
CLARK FAMILY EXPERIENCE (Meanwhile) Back At...

### PREMIERE RADIO NETWORKS

#### After Midnite

KELLY ERICKSON • (818) 461-5435

**Adds:**  
CLARK FAMILY EXPERIENCE (Meanwhile) Back At...  
JAMIE O'NEAL There Is No Arizona  
LEE ANN WOMACK Ashes By Now

**Hots:**  
GEORGE STRAIT Go On  
BRAD PAISLEY We Danced  
TRAVIS TRITT Best Of Intentions  
PHIL VASSAR Just Another Day In Paradise  
VINCE GILL Feels Like Love  
DIXIE CHICKS Without You  
TIM MCGRAW My Next Thirty Years

### RADIO ONE COUNTRY PLAYLIST

JIM WEST • (970) 949-3339

**Adds:**  
BILLY YATES What Do You Want From Me Now  
DWIGHT YOAKAM What Do You Know About Love

#### Hottest:

PHIL VASSAR Just Another Day In Paradise  
TIM MCGRAW My Next Thirty Years  
ALAN JACKSON www.Memory

### WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (661) 294-9000

#### Mainstream Country

David Felker

**Adds:**  
CLARK FAMILY EXPERIENCE (Meanwhile) Back At...

**Hottest:**  
JOHN M. MONTGOMERY The Little Girl  
GEORGE STRAIT Go On  
TRAVIS TRITT Best Of Intentions  
DIXIE CHICKS Without You  
BRAD PAISLEY We Danced

#### Hot Country

David Felker

**Adds:**  
KEITH URBAN But For The Grace Of God

**Hottest:**  
AARON TIPPIN Kiss This  
JOHN M. MONTGOMERY The Little Girl  
TRAVIS TRITT Best Of Intentions  
TIM MCGRAW My Next Thirty Years  
PHIL VASSAR Just Another Day In Paradise



### ADDS

JESSICA ANDREWS Who I Am  
STEVE HOLY The Hunger  
MINDY MCCREADY Scream  
COLLIN RAYE She's All That  
SHEODAISY Lucky 4 You (Tonight I Just Me)

### TOP 10

SARA EVANS Born To Fly  
AARON TIPPIN Kiss This  
BILLY GILMAN Oklahoma  
WARREN BROTHERS w/SARA EVANS That's The Beat Of...  
FAITH HILL/TIM MCGRAW Let's Make Love  
KENNY CHESNEY I Lost It  
TRAVIS TRITT Best Of Intentions  
LEANM RIMES I Need You  
BRAD PAISLEY We Danced  
LEE ANN WOMACK Ashes By Now  
PHIL VASSAR Just Another Day In Paradise  
SHEODAISY I Will...But

Information current as of November 6.



42 million households  
Chris Parr, Director/Programming  
Paul Hastaba, VP/GM

### ADDS

SHEODAISY Lucky 4 You (Tonight I'm Just Me)  
SONYA ISAACS How Can I Forget  
TRENT SUMMAR & THE NEW ROW MOB It Never Rains...  
VINCE GILL Feels Like Love  
TRAVIS TRITT Best Of Intentions  
PHIL VASSAR Another Day In Paradise  
SARA EVANS Born To Fly  
BILLY RAY CYRUS You Won't Be Lonely Now  
FAITH HILL/TIM MCGRAW Let's Make Love  
KENNY CHESNEY I Lost It  
TERRI CLARK A Little Gasoline  
PATTY LOVELESS That's The Kind Of Mood I'm In  
CLAY DAVIDSON I Can't Lie To Me  
ALAN JACKSON www.Memory  
AARON TIPPIN Kiss This

### HEAVY

AARON TIPPIN Kiss This  
ALAN JACKSON www.Memory  
BILLY RAY CYRUS You Won't Be Lonely Now  
CLAY DAVIDSON I Can't Lie To Me  
DIXIE CHICKS Without You  
DON HENLEY For My Wedding  
FAITH HILL/TIM MCGRAW Let's Make Love  
KENNY CHESNEY I Lost It  
PATTY LOVELESS That's The Kind Of Mood I'm In  
PHIL VASSAR Just Another Day In Paradise  
SARA EVANS Born To Fly  
TERRI CLARK A Little Gasoline  
TRAVIS TRITT Best Of Intentions

### HOT SHOTS

ALISON KRAUSS Maybe  
BILLY GILMAN Oklahoma  
CAROLYN DAWN JOHNSON Georgia  
CHRIS CAGLE My Love Goes On And On  
OARRYL WORLEY A Good Day To Run  
DIAMOND RIO One More Day  
JESSICA ANDREWS Who I Am  
KEITH URBAN But For The Grace Of God  
LEE ANN WOMACK Ashes By Now  
RASCALL FLATTS This Everyday Love  
CLARK FAMILY EXPERIENCE (Meanwhile) Back At...  
TOBY KEITH You Shouldn't Kiss Me Like This

Heavy rotation songs receive 28 plays per week. Hot Shots receive 21 plays per week.

Information current as of November 6, 2000.

## Most Played Recurrents

AARON TIPPIN Kiss This (Lyric Street)

LONESTAR What About Now (BNA)

JO DEE MESSINA That's The Way (Curb)

LEE ANN WOMACK I Hope You Dance (MCA)

LEANN RIMES I Need You (Sparrow/Curb/Capitol)

ALAN JACKSON It Must Be Love (Arista)

CHAD BROCK Yes! (Warner Bros.)

SHEDAISY I Will...But (Lyric Street)

FAITH HILL The Way You Love Me (Warner Bros.)

TOBY KEITH How Do You Like Me Now? (DreamWorks)

STEVE WARINER W/GARTH BROOKS Katie Wants A Fast One (Capitol)

FAITH HILL W/TIM MCGRAW Let's Make Love (Warner Bros./Curb)

RASCAL FLATTS Prayin' For Daylight (Lyric Street)

JOE DIFFIE It's Always Somethin' (Epic)

TOBY KEITH Country Comes To Town (DreamWorks)

KEITH URBAN Your Everything (Capitol)

DIXIE CHICKS Cowboy Take Me Away (Monument)

BROOKS & DUNN You'll Always Be Loved By Me (Arista)

TIM MCGRAW Something Like That (Curb)

LONESTAR Amazed (BNA)

## COUNTRY

### Going For Adds 11/13/00

STEVE HOLY The Hunger (Curb)

CHALEE TENNISON Go Back (Asylum/WB)

BILLY YATES What Do You Want From Me Now (Columbia)



WJCL PULLIN' WEIGHT

Olympic Weightlifting Bronze Medalist Cheryl Haworth shows off her medal with the Kix 96/WJCL-FM Wakin' Crew. Pictured (l-r) are Mike Miller, Laura Anderson, Haworth and Spencer Black.

## TUNED-IN

### COUNTRY

R&R/MEDIABASE 24/7

#### WGGY/Wilkes-Barre

3am

MARTINA MCBRIDE I Love You  
LONESTAR No News  
COLLIN RAYE Couldn't Last A Moment  
REBA MCENTIRE The Night The Lights Went...  
CLARK FAMILY EXPERIENCE (Meanwhile)...  
GARTH BROOKS That Summer  
ALAN JACKSON It Must Be Love  
FAITH HILL Piece Of My Heart  
JOE DIFFIE It's Always Somethin'  
KENNY CHESNEY That's Why I'm Here  
NEAL MCCOY The Shake  
JUDDS Mama He's Crazy  
RICOCHET She's Gone  
TRAVIS TRITT Take It Easy  
CAROLYN DAWN JOHNSON Georgia  
TRACY LAWRENCE Time Marches On

11am

ALAN JACKSON It Must Be Love  
TERRI CLARK If I Were You  
KENNY CHESNEY How Forever Feels  
CHAD BROCK The Visit  
TOBY KEITH Who's That Man  
RASCAL FLATTS Prayin' For Daylight  
KENTUCKY HEADHUNTERS Dumas Walker  
FAITH HILL The Way You Love Me  
VINCE GILL Whenever You Come Around  
JOHN M. MONTGOMERY The Little Girl  
SAMMY KERSHAW She Don't Know ...  
TRAVIS TRITT Best Of Intentions  
TIM MCGRAW Where The Green Grass Grows  
GARTH BROOKS When You Come Back To Me...

4pm

RICK TREVINO I Only Get This Way With You  
SHANIA TWAIN Honey, I'm Home  
S. WARINER/G. BROOKS Katie Wants...  
CHAD BROCK Yes!  
TRAVIS TRITT More Than You'll Ever Know  
CLAY WALKER Hypnotize The Moon  
FAITH HILL The Way You Love Me  
KEVIN SHARP If You Love Somebody  
BILLY GILMAN One Voice  
JO DEE MESSINA Lesson In Leavin'  
JOHN M. MONTGOMERY The Little Girl  
ALAN JACKSON Who's Cheatin' Who  
GARTH BROOKS When You Come Back To Me...

8pm

DAVID LEE MURPHY Dust On The Bottle  
JOE DIFFIE A Night To Remember  
DARRYL WORLEY A Good Day To Run  
GARTH BROOKS Two Of A Kind, Working On...  
KENNY ROGERS He Will, She Knows  
TRISHA YEARWOOD Perfect Love  
BRAD PAISLEY Who Needs Pictures  
RICOCHET She's Gone  
ALAN JACKSON I'll Try  
AARON TIPPIN Kiss This  
CLAY DAVIDSON I Can't Lie To Me  
LEE ANN WOMACK You've Got To Talk To Me  
MONTGOMERY GENTRY All Night Long  
MARTINA MCBRIDE Love's The Only House  
COLLIN RAYE Love, Me

#### KZSN/Wichita

3am

YANKEE GREY All Things Considered  
MARTINA MCBRIDE There You Are  
WYNONNA I Saw The Light  
VINCE GILL Feels Like Love  
GEORGE STRAIT The Best Day  
GARTH BROOKS Two Of A Kind, Working On...  
AARON TIPPIN Kiss This  
KENNY ROGERS Buy Me A Rose  
ALAN JACKSON Tequila Sunrise  
TERRI CLARK A Little Gasoline  
TRAVIS TRITT Drift Off To Dream  
JOHN M. MONTGOMERY Hold On To Me  
KEITH URBAN Your Everything

11am

JOHN M. MONTGOMERY The Little Girl  
ALAN JACKSON Summertime Blues  
DIXIE CHICKS You Were Mine  
PATTY LOVELESS You Can Feel Bad  
CLAY WALKER The Chain Of Love  
TOBY KEITH You Ain't Much Fun  
VINCE GILL Feels Like Love  
RASCAL FLATTS This Everyday Love  
FAITH HILL Let Me Let Go  
GARTH BROOKS Ain't Going Down (Til The...)  
REBA MCENTIRE I'll Be  
BROOKS & DUNN Brand New Man

4pm

VINCE GILL Feels Like Love  
MARY C. CARPENTER Down At The Twist...  
BILLY RAY CYRUS You Won't Be Lonely Now  
SHANIA TWAIN Man! I Feel Like A Woman!  
TRISHA YEARWOOD That's What I Like...  
STEVE WARINER I'm Already Taken  
BROOKS & DUNN Rock My World (Little...)  
BRAD PAISLEY We Danced  
PATTY LOVELESS That's The Kind Of Mood I'm In  
GEORGE STRAIT Write This Down  
DIAMOND RIO Meet In The Middle

8pm

JAMIE O'NEAL There Is No Arizona  
LEE ANN WOMACK Ashes By Now  
RASCAL FLATTS This Everyday Love  
THE WARREN BROTHERS Move On  
CLARK FAMILY EXPERIENCE (Meanwhile)...  
SARA EVANS Born To Fly  
CHRIS CAGLE My Love Goes On And On  
VINCE GILL Feels Like Love  
REBA MCENTIRE What Do You Say  
ALABAMA Born Country  
KENNY CHESNEY I Lost It  
THE WARREN BROTHERS Move On  
FAITH HILL The Way You Love Me  
TOBY KEITH Wish I Didn't Know Now



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 10/30. © 2000, R&R Inc.

# Country Reporters

Stations and their adds listed alphabetically by market

<b>WOMZ/Alton, OH *</b> CBS News MD: Toni Foca SHELAGY "Lucy" MARSHALL DYLLOW "Lew" NEAL MOODY "Man"	<b>KLNZ/Boise, ID *</b> PD: Ron Summers AP/DMD: Spencer Burke 2 STEVE HOYT "Hanger" TOM RUSHLOW "Misses" TORY KEITH "Shoutin'"	<b>KSCS/Dallas-Ft. Worth, TX *</b> PD: Dan Williams AP/DMD: Linda O'Brien MARSHALL DYLLOW "Lew" DARYL WORLEY "Good" CHARLE ROBINSON "Wah"	<b>WTOG/Greensboro, NC *</b> PD: Paul Ferguson AP/DMD: Deane St. Clair 2 JO DEE MESSINA "Burn" 3 ANDY GRIGGS "Mack" DARYL WORLEY "Good"	<b>KKEG/Kansas City, MO *</b> PD: Mike Korman AP/DMD: Bill McCreedy JESSICA ANDREWS "Am" ERIC HEATHERLY "Wrong"	<b>KTXX/Mallin, TX *</b> O&E: Marty Lewis MD: Sonny Lanning JESSICA ANDREWS "Am" ERIC HEATHERLY "Wrong" GEORGE MIDDLEMAN "Wah"	<b>KDEE/Dallas-Midland, TX *</b> PD: Michael Lawrence AP/DMD: Boomer Kingston ALABAMA "When" JESSICA ANDREWS "Am"	<b>WODR/Raleigh-Durham, NC *</b> PD: Brent Carter AP/DMD: Robin O'Brian No Adds	<b>WCTO/Sarasota, FL *</b> PD: Mark Wilson AP/DMD: Dave Black TORY KEITH "Shoutin'" HARPER BROTHERS "Now"	<b>KVOO/Utica, OK *</b> O&E: Dave Black MD: Scott Woodson 1 JO DEE MESSINA "Burn" 1 JAMIE O'NEAL "Arizona"
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\* = Mediabase 24/7 monitored

186 Total Reporters  
148 Monitored Reporters

35 Country Indicator

Reported Frozen Playlist (2):  
WHWK/Binghamton, NY  
WJCL/Savannah, GA

No Longer A Reporter (1):  
KKNH/Honolulu, HI



# Country Playlists

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

**MARKET #1**

**WYNY/New York**  
Big City  
(614) 592-1071  
Bea Mitchell  
12+ Cume 565,000

PLAYS	ARTIST/TITLE	GI (000)
37	TRAVIS TRITT/Best Of Intentions	12324
37	JOHAN MONTGOMERY/The Little Girl	11629
37	GEORGE STRAIT/Go On	11629
37	FATH HILL/WMGRAW/Let's Make Love	10428
37	VINCE GILL/Frecks Live Love	10112
37	BRAD PASELY/We Danced	10112
37	PHIL VASSAR/Just Another Day...	10112
37	DOXE CHICKS/Without You	9480
37	MARTHA MCGRAW/There You Are	9164
37	CHRIS CAGLE/Live Love Goes On...	7900
37	ALAN JACKSON/You're My Home	7900
37	PATTY LOVELESS/That's The Kind...	7268
37	REBA MCKENZIE/When I Was So Good...	7268
37	DOXE CHICKS/Wide Open Spaces	6950
37	TIM MCGRAW/My Next Thirty Years	6950
37	JOE DEE MESSINA/Born To Be Love	6950
37	KENNY ROGERS/We Shall Be Here	6950
37	KEITH URBAN/You're My Home	6320
37	BILLY RAY Cyrus/You Won't Be...	6004
37	SHANIA TWAIN/It's Harder On Me...	5688
37	CHAD BROOK/You're My Home	5688
37	JOE DUFFIE'S Always	4740
37	LONESTAR/Healer	4740
37	JOE DEE MESSINA/That's The Way...	4424
37	RASCAL FLATTS/This Everyday Love	4424
37	CLARK FAMILY... (Meanwhile) Back...	4424
37	CLAY DAVIDSON/Can't Lie To Me	4424
37	ALAN JACKSON/You Must Be Love	4424
37	DWIGHT YOAKAM/What Do You Know...	4424
37	SHANIA TWAIN/Let's Make Love...	4106
37	SHEDASIS/Love Good-Byes	4106
37	ANDY GRIGGS/You Made Me That Way	4106
37	LONESTAR/What About Now	4106
37	DARRYL WORLEY/A Good Day To Run	3792
37	BROOKS & DUNN/You Always Be...	3792
37	TOBY KETH/You Shouldn't...	3792
37	RASCAL FLATTS/Prayer For Daylight	3792

**MARKET #2**

**KZLA/Los Angeles**  
Emmis  
(323) 882-8000  
Curis/Campus  
12+ Cume 555,600

PLAYS	ARTIST/TITLE	GI (000)
46	JOHAN MONTGOMERY/The Little Girl	17802
46	SHANIA TWAIN/It's Harder On Me...	16254
46	RASCAL FLATTS/Prayer For Daylight	15480
46	LEE ANN WOMACK/Hope You Dance	15480
38	CHAD BROOK/You're My Home	15090
38	DOXE CHICKS/Cowboy Take Me Away	13932
38	KENNY ROGERS/Just Another Day...	13545
38	VINCE GILL/Frecks Live Love	10836
38	TRAVIS TRITT/Best Of Intentions	10836
38	DOXE CHICKS/Wide Open Spaces	10626
38	ANDY GRIGGS/You Made Me That Way	10626
38	TOBY KETH/How Do You Live...	10626
38	LONESTAR/What About Now	8901
38	LEANN RIMES/Need You	8901
38	GEORGE STRAIT/What Do You Say...	8901
38	FATH HILL/We're So Good...	8127
38	TIM MCGRAW/My Next Thirty Years	8127
38	JOHAN MONTGOMERY/You're My Home	8127
38	CLINT BLACK/When I Said I Do...	7740
38	BRAD PASELY/We Danced	7740
38	PHIL VASSAR/Just Another Day...	7532
38	MARTHA MCGRAW/There You Are	7343
38	DOXE CHICKS/Cowboy Take Me Away	6966
38	RASCAL FLATTS/This Everyday Love	6192
38	ERIC HEATHERLY/Flowers On The Wall	6192
38	PHIL VASSAR/Just Another Day...	6192
38	STEVE WARNER... (Katie Wants A...)...	6192
38	CHRIS CAGLE/Live Love Goes On...	5905
38	DOXE CHICKS/Without You	5905
38	ERIC HEATHERLY/Flowers On The Wall	5905
38	SARA EVANS/Born To Be Love	5805
38	LONESTAR/What About Now	5805
38	LEE ANN WOMACK/Hope You Dance	5805
38	BILLY GILMAN/Oklahoma	5418
38	PHIL VASSAR/Just Another Day...	5418
38	ALAN JACKSON/You Must Be Love	4644
38	DARRYL WORLEY/A Good Day To Run	4644

**MARKET #3**

**WUSN/Chicago**  
Infinity  
(312) 649-0999  
Casa/Biondo  
12+ Cume 680,300

PLAYS	ARTIST/TITLE	GI (000)
35	JOHAN MONTGOMERY/The Little Girl	17329
35	TRAVIS TRITT/Best Of Intentions	16330
35	TOBY KETH/How Do You Live...	16330
35	JOE DEE MESSINA/That's The Way...	16330
35	LONESTAR/What About Now	16330
35	SHEDASIS/You're My Home	16330
35	CHAD BROOK/You're My Home	15940
35	DOXE CHICKS/Without You	15940
35	TIM MCGRAW/My Best Friend	15345
35	SARA EVANS/Born To Be Love	12870
35	ALAN JACKSON/You Must Be Love	12870
35	VINCE GILL/Feels Like Love	12375
35	DOXE CHICKS/Without You	12375
35	LONESTAR/Healer	11880
35	TIM MCGRAW/My Next Thirty Years	11880
35	PATTY LOVELESS/That's The Kind...	11880
35	MARTHA MCGRAW/There You Are	11880
35	FATH HILL/We're So Good...	11880
35	LEANN RIMES/Need You	11385
35	PHIL VASSAR/Just Another Day...	11385
35	JOE DEE MESSINA/That's The Way...	11385
35	KEITH URBAN/You're My Home	10935
35	REBA MCKENZIE/When I Was So Good...	10935
35	JOE DEE MESSINA/That's The Way...	7920
35	DOXE CHICKS/Cowboy Take Me Away	7425
35	RASCAL FLATTS/Prayer For Daylight	7425
35	KEITH URBAN/You're My Home	6930
35	ERIC HEATHERLY/Flowers On The Wall	6435
35	FATH HILL/We're So Good...	6435
35	ALAN JACKSON/You Must Be Love	6435
35	REBA MCKENZIE/When I Was So Good...	6435
35	FATH HILL/We're So Good...	5940
35	ALAN JACKSON/You Must Be Love	5940
35	KEITH URBAN/You're My Home	5445
35	CLAY DAVIDSON/Unconditional	4950
35	TOBY KETH/How Do You Live...	4455
35	ERIC HEATHERLY/Flowers On The Wall	3960
35	FATH HILL/We're So Good...	3960
35	BILLY GILMAN/Oklahoma	3960

**MARKET #4**

**KVCY/San Francisco**  
Infinity  
(415) 391-9330  
Thomas/Jordan/Ryan  
12+ Cume 322,700

PLAYS	ARTIST/TITLE	GI (000)
55	GEORGE STRAIT/Go On	9694
48	JOHAN MONTGOMERY/The Little Girl	7726
48	TRAVIS TRITT/Best Of Intentions	7726
55	AARON TIPPIN/Kiss This	6601
35	BRAD PASELY/We Danced	5635
35	PHIL VASSAR/Just Another Day...	5635
35	DOXE CHICKS/Without You	5635
35	SARA EVANS/Born To Be Love	5635
34	LONESTAR/Healer	5474
34	TIM MCGRAW/My Next Thirty Years	5474
35	SHANIA TWAIN/It's Harder On Me...	5474
34	ALAN JACKSON/You Must Be Love	5474
34	VINCE GILL/Feels Like Love	5152
32	PATTY LOVELESS/That's The Kind...	4951
32	KEITH URBAN/You're My Home	4951
32	KENNY ROGERS/We Shall Be Here	4951
32	KEITH URBAN/You're My Home	4991
31	MARTHA MCGRAW/There You Are	4991
31	JOHAN MONTGOMERY/You're My Home	4830
32	STEVE WARNER... (Katie Wants A...)...	4347
32	LEE ANN WOMACK/Hope You Dance	4186
32	BILLY RAY Cyrus/You Won't Be...	3703
32	JOE DEE MESSINA/That's The Way...	3703
32	CLARK FAMILY... (Meanwhile) Back...	3703
32	RASCAL FLATTS/This Everyday Love	3542
32	TERRI CLARK/A Little Gasoline	3542
32	KEITH URBAN/You're My Home	3542
32	TOBY KETH/How Do You Live...	3381
32	FATH HILL/We're So Good...	3059
32	CHAD BROOK/You're My Home	2998
32	ERIC HEATHERLY/Flowers On The Wall	2898
32	COLLIER WALKER/You're My Home	2898
32	ERIC HEATHERLY/Flowers On The Wall	2898
32	CHRIS CAGLE/Live Love Goes On...	2737
32	ALAN JACKSON/You Must Be Love	2575
32	TIM MCGRAW/Something Like That	2575
32	LONESTAR/Healer	2415
32	BILLY GILMAN/Oklahoma	2254
32	ERIC HEATHERLY/Flowers On The Wall	2254
32	FATH HILL/We're So Good...	2254
32	JERRY DUELL/You're My Home	2254
32	DARRYL WORLEY/A Good Day To Run	2254

**MARKET #5**

**WXTU/Philadelphia**  
Beasley  
(610) 667-9000  
McKay/Jack  
12+ Cume 518,200

PLAYS	ARTIST/TITLE	GI (000)
36	VINCE GILL/Feels Like Love	12276
36	SARA EVANS/Born To Be Love	11935
36	ALAN JACKSON/You Must Be Love	11935
36	TIM MCGRAW/My Next Thirty Years	11935
36	BRAD PASELY/We Danced	11935
36	DOXE CHICKS/Without You	11935
36	TRAVIS TRITT/Best Of Intentions	9694
36	MARTHA MCGRAW/There You Are	9694
36	CHRIS CAGLE/Live Love Goes On...	9694
36	TIM MCGRAW/My Next Thirty Years	9694
36	KENNY CHESENY/You're My Home	8525
36	CLARK FAMILY... (Meanwhile) Back...	8525
36	PATTY LOVELESS/That's The Kind...	8184
36	LONESTAR/Healer	8184
36	TERRI CLARK/A Little Gasoline	7843
36	CHAD BROOK/You're My Home	7502
36	REBA MCKENZIE/When I Was So Good...	7161
36	BILLY RAY Cyrus/You Won't Be...	7161
36	SHANIA TWAIN/It's Harder On Me...	7161
36	LEE ANN WOMACK/Hope You Dance	6479
36	LEE ANN WOMACK/Hope You Dance	5797
36	DWIGHT YOAKAM/What Do You Know...	5715
36	DOXE CHICKS/Without You	5115
36	RASCAL FLATTS/This Everyday Love	5115
36	RASCAL FLATTS/This Everyday Love	5115
36	ALAN JACKSON/You Must Be Love	4433
36	MONTGOMERY GENTRY/It's Only After Gone	4433
36	AARON TIPPIN/Kiss This	4433
36	MARTHA MCGRAW/There You Are	4433
36	GEORGE STRAIT/Go On	4092
36	JOHAN MONTGOMERY/The Little Girl	4092
36	CAROLYN DAWN JOHNSON/Georgia	3751
36	CHAD BROOK/You're My Home	3069
36	NEAL MCDONALD/When I Was So Good...	3069
36	LONESTAR/Healer	2683
36	TIM MCGRAW/My Next Thirty Years	2728
36	TIM MCGRAW/My Next Thirty Years	2728
36	KEITH URBAN/You're My Home	2728
36	TOBY KETH/How Do You Live...	2728
36	JOE DEE MESSINA/That's The Way...	2728
36	WARREN BROTHERS/When I Was So Good...	2728
36	DARRYL WORLEY/A Good Day To Run	2728

**MARKET #6**

**KPLX/Dallas-Ft. Worth**  
Susuehanna  
(214) 526-2400  
Phelps/Rivers/Adair  
12+ Cume 490,300

PLAYS	ARTIST/TITLE	GI (000)
51	TIM MCGRAW/My Next Thirty Years	15700
48	GEORGE STRAIT/Go On	14578
47	ALAN JACKSON/You Must Be Love	14578
47	SARA EVANS/Born To Be Love	14130
47	LONESTAR/Healer	13816
47	KEITH URBAN/You're My Home	13816
47	TRAVIS TRITT/Best Of Intentions	13502
47	SHEDASIS/Love Good-Byes	11618
47	LEE ANN WOMACK/Hope You Dance	11618
47	CHRIS CAGLE/Live Love Goes On...	10990
47	DARRYL WORLEY/A Good Day To Run	10990
47	BRAD PASELY/We Danced	10362
47	DOXE CHICKS/Without You	10362
47	PETER DAWSON BAND/Willie Nelson...	8792
47	TRAVIS TRITT/Best Of Intentions	8792
47	TRACY LAMARCE/Lessons I Learned	8478
47	JOHAN MONTGOMERY/The Little Girl	8164
47	DARRYL WORLEY/A Good Day To Run	7536
47	DOXE CHICKS/Without You	7222
47	WARREN BROTHERS/When I Was So Good...	6934
47	CHRIS CAGLE/Live Love Goes On...	6934
47	KEITH URBAN/You're My Home	5966
47	TOBY KETH/You Shouldn't...	5966
47	RASCAL FLATTS/Prayer For Daylight	5388
47	SONNY BURGESS/When In Texas	5024
47	DOXE CHICKS/Without You	5024
47	LONESTAR/Healer	4710
47	AARON TIPPIN/Kiss This	4710
47	CLARK FAMILY... (Meanwhile) Back...	4710
47	PAT GREEN/Carry On	4082
47	ERIC HEATHERLY/Flowers On The Wall	4082
47	CHAD BROOK/You're My Home	4082
47	BROOKS & DUNN/You Always Be...	4082
47	ALECIA LITTLE/It's My Day	4082
47	SHEDASIS/Love Good-Byes	4082
47	DOXE CHICKS/Without You	3768
47	VINCE GILL/Frecks Live Love	3768
47	FATH HILL/We're So Good...	3768
47	TOBY KETH/How Do You Live...	3768
47	TIM MCGRAW/My Next Thirty Years	3768
47	DOXE CHICKS/Cowboy Take Me Away	3654

**MARKET #7**

**KSCS/Dallas-Ft. Worth**  
ABC  
(817) 640-1963  
James/Bell  
12+ Cume 588,800

PLAYS	ARTIST/TITLE	GI (000)
37	DOXE CHICKS/Without You	11988
37	TRAVIS TRITT/Best Of Intentions	11340
37	BRAD PASELY/We Danced	11140
34	LEE ANN WOMACK/Hope You Dance	10388
34	KEITH URBAN/You're My Home	10388
34	LONESTAR/Healer	7776
34	CLAY DAVIDSON/Can't Lie To Me	7452
34	AARON TIPPIN/Kiss This	7452
34	JAMIE O'NEAL/There's No Arizona	7452
34	TIM MCGRAW/My Next Thirty Years	7128
34	GARY ALLAN/How I Feel	6804
34	SARA EVANS/Born To Be Love	6804
34	KENNY CHESENY/You're My Home	6480
34	MARTHA MCGRAW/There You Are	6480
34	CHRIS CAGLE/Live Love Goes On...	6480
34	BILLY RAY Cyrus/You Won't Be...	6156
34	TRACY LAMARCE/Lessons I Learned	5832
34	MONTGOMERY GENTRY/It's Only After Gone	5832
34	SHEDASIS/Love Good-Byes	5832
34	DARRYL WORLEY/A Good Day To Run	5832
34	ALAN JACKSON/You Must Be Love	5184
34	JOE DEE MESSINA/That's The Way...	5184
34	LONESTAR/Healer	4860
34	VINCE GILL/Frecks Live Love	4860
34	FATH HILL/We're So Good...	4860
34	PETER DAWSON BAND/Willie Nelson...	4536
34	ERIC HEATHERLY/Flowers On The Wall	4536
34	TOBY KETH/How Do You Live...	4536
34	CHAD BROOK/You're My Home	4536
34	TRACY LAMARCE/Lessons I Learned	4212
34	LEANN RIMES/Need You	4212
34	RASCAL FLATTS/Prayer For Daylight	4212
34	DARRYL WORLEY/A Good Day To Run	3868
34	BROOKS & DUNN/You Always Be...	3868
34	ALAN JACKSON/You Must Be Love	3654
34	GEORGE STRAIT/Go On	3654
34	LEE ANN WOMACK/Hope You Dance	3654
34	STEVE WARNER... (Katie Wants A...)...	3654
34	JOE DUFFIE'S Always	3564

**MARKET #8**

**WDCB/Detroit**  
Infinity  
(248) 799-6000  
Rohan/Chattman  
12+ Cume 581,300

PLAYS	ARTIST/TITLE	GI (000)
39	PHIL VASSAR/Just Another Day...	13068
39	AARON TIPPIN/Kiss This	13068
39	JOHAN MONTGOMERY/The Little Girl	12706
39	FATH HILL/We're So Good...	12342
39	JOE DEE MESSINA/That's The Way...	12342
39	LONESTAR/Healer	11616
39	ALAN JACKSON/You Must Be Love	11253
39	TRAVIS TRITT/Best Of Intentions	10990
39	ERIC HEATHERLY/Flowers On The Wall	9480
39	GEORGE STRAIT/What Do You Say...	5445
39	TOBY KETH/How Do You Live...	5082
39	JOE DEE MESSINA/That's The Way...	5082
39	CHAD BROOK/You're My Home	5082
39	PHIL VASSAR/Just Another Day...	5082
39	ERIC HEATHERLY/Flowers On The Wall	5082
39	GEORGE STRAIT/Go On	5082
39	DOXE CHICKS/Cowboy Take Me Away	4719
39	DOXE CHICKS/Without You	4719
39	VINCE GILL/Frecks Live Love	4719
39	ERIC HEATHERLY/Flowers On The Wall	4719
39	TIM MCGRAW/My Next Thirty Years	4719
39	PHIL VASSAR/Just Another Day...	4719
39	LEANN RIMES/Need You	4719
39	SHEDASIS/Love Good-Byes	4719
39	TRACY LAMARCE/Lessons I Learned	4719
39	DOXE CHICKS/Without You	4719
39	LEE ANN WOMACK/Hope You Dance	4356

Country Playlists

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

WKIS/Miami Kiss 99.9 Country 12+ Cumc 349,980

KMPX/Seattle-Tacoma Infinity 12+ Cumc 378,000

KSON/San Diego Jefferson-Pilot 12+ Cumc 276,000

KMLE/Phoenix Infinity 12+ Cumc 323,100

KNUV/Phoenix Clear Channel 12+ Cumc 378,200

KEEY/Minneapolis Clear Channel 12+ Cumc 392,300

WJLC/Nassau-Suffolk Barnstable 12+ Cumc 289,200

WJL/St. Louis WJL 92.7 FM 12+ Cumc 318,700

WPCC/Baltimore Clear Channel 12+ Cumc 388,700

WQYK/Tampa Infinity 12+ Cumc 288,700

WRBQ/Tampa Infinity 12+ Cumc 225,400

WDSY/Pittsburgh Infinity 12+ Cumc 337,100

KYGO/Denver-Boilder Jefferson-Pilot 12+ Cumc 298,100

WGAR/Cleveland Clear Channel 12+ Cumc 322,580

KUPL/Portland, OR Infinity 12+ Cumc 218,500

# Country Playlists

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

### MARKET #25

#### KWJL/Portland, OR

Fisher (503) 226-4330  
Boose  
12c Cum 214,100




**PLAYS**  
LW TW ARTIST/TITLE GI (888)

27	63	JODEE MESSINA/That's The Way	6804
37	60	SARA EVANS/Born To Fly	6480
37	60	JOHN M. MONTGOMERY/The Little Girl	6480
37	59	BROAD PASLEY/You Won't Be	6372
33	58	LEANN RIME'S Need You	6264
37	58	TIM MCGRAW/My Next Thirty Years	6264
20	45	JAMIE ONEAL/There Is No Arizona	4860
11	41	ALAN JACKSON/My Memory	4320
34	34	SHEDDAYS/Will...But	3672
34	34	PHIL VASSAR/Just Another Day...	3672
11	29	LODESTAR/What About Now	3456
11	29	LEE ANN WOMACK/Hope You Dance	3348
15	25	CHAD BROOK/Yes!	3240
33	30	JOE DIERRE'S Always	3240
25	29	FAITH HILL/Little Love	3132
27	28	DOE CHICKS/Without You	3132
22	27	TRAVIS TRITT/Best Of Intentions	2916
27	27	TOBY KETH/How Do You Feel	2916
35	25	ALAN JACKSON/My Memory	2916
12	25	MARTHA MCBRIDE/There You Are	2700
25	25	GEORGE STRAIT/Go On	2700
22	25	RASCAL FLATTS/Prayer For Daylight	2700
12	23	CLAY WALKER/The Chain Of Love	2484
24	14	SHANIA TWAIN/It's Holdin' On	1512
13	13	DWIGHT YOAKAM/What Do You Know...	1434
12	12	KENNY CHESENEY/You Had Me From	1434
12	12	RASCAL FLATTS/Prayer For Daylight	1296
22	12	BILLY RAY CYRUS/You Won't Be	1296
11	11	TERRI CLARK/Little Gasoline	1136
11	11	SHANIA TWAIN/It's Holdin' On	1136
10	11	SHANIA TWAIN/Just A Little	1136
10	11	KENNY CHESENEY/You Had Me From	1136
10	11	CLARK FAMILY... (Merrywhite) Back	1080
10	11	CLAY DAVIDSON/Can't Lie To Me	1080
10	11	FAITH HILL/Leaves	1080
10	11	LODESTAR/What About Now	1080
10	11	MARTHA MCBRIDE/There You Are	1080
10	11	REBA MCKENZIE/We're So Good	1080
10	11	TIM MCGRAW/Somebody Like That	1080
10	11	CHAD BROOK/The Visit	1080

### MARKET #26

#### WUBE/Cincinnati

Infinity (513) 721-1050  
Closson/Collins/Hamilton  
12c Cum 276,700



**PLAYS**  
LW TW ARTIST/TITLE GI (888)

42	46	JOHN M. MONTGOMERY/The Little Girl	8200
45	46	PHIL VASSAR/Just Another Day...	8200
41	43	BILLY RAY CYRUS/You Won't Be	8600
41	43	DOE CHICKS/Without You	8600
42	42	ALAN JACKSON/My Memory	8400
42	40	GEORGE STRAIT/Go On	8000
41	39	TRAVIS TRITT/Best Of Intentions	7800
25	26	KENNY CHESENEY/Just Another Day...	5600
22	26	TIM MCGRAW/My Next Thirty Years	5200
22	26	CLARK FAMILY... (Merrywhite) Back	5200
24	26	LODESTAR/What About Now	5200
23	24	JODEE MESSINA/That's The Way	5200
17	24	SARA EVANS/Born To Fly	4800
29	24	AARON TIPP/Kiss This	4800
20	23	FAITH HILL/Little Love	4600
22	23	CLAY DAVIDSON/Can't Lie To Me	4600
16	22	AL ABAMA/When It All Comes	4400
11	22	LODESTAR/What About Now	4400
20	21	BRAD PASLEY/You Danced	4200
5	21	TIM MCGRAW/Things Change	4200
13	20	CHAD BROOK/The Visit	4000
14	20	ALAN JACKSON/My Memory	4000
14	20	PATTY LOVELESS/That's The Kind...	4000
14	20	BLACK WYOMING/Rise	3600
24	18	JOE MESSINA/Burn	3600
11	18	TERRI CLARK/Little Gasoline	3600
12	18	LEE ANN WOMACK/Hope You Dance	3600
12	17	DARREY WORLD/Walk Good Day To Run	3400
16	17	LEE ANN WOMACK/Ashey By Now	3400
12	16	KEITH URBAN/For The Graces	3400
12	16	MONTGOMERY GENTRY/Rainy Night Long	3000
9	16	DHRS CAGLE/Why Love Goes On...	3000
10	16	LODESTAR/What About Now	3000
10	16	SHANIA TWAIN/It's Holdin' On	3000
12	16	KEITH URBAN/You're Everything	3000
18	13	JODEE MESSINA/That's The Way	2800
18	13	VINCE GILL/Feels Like Love	2800
18	13	TOBY KETH/How Do You Feel	2800
15	13	ALAN JACKSON/My Memory	2800
15	13	TOBY KETH/How Do You Feel	2800
14	14	DOE CHICKS/Without You	840
19	14	JODEE MESSINA/Burn	840

### MARKET #26

#### WYGM/Cincinnati

Salem (513) 533-2500  
Phillips/Michaels  
12c Cum 158,700



**PLAYS**  
LW TW ARTIST/TITLE GI (888)

35	38	SARA EVANS/Born To Fly	2200
30	37	KENNY CHESENEY/Just Another Day...	2200
34	36	JOHN M. MONTGOMERY/The Little Girl	2160
36	36	BRAD PASLEY/You Danced	2160
30	35	PHIL VASSAR/Just Another Day...	2100
37	34	DOE CHICKS/Without You	2040
33	33	GEORGE STRAIT/Go On	1980
23	32	TIM MCGRAW/My Next Thirty Years	1920
25	32	CHAD BROOK/The Visit	1820
27	32	BILLY RAY CYRUS/You Won't Be	1820
27	32	RASCAL FLATTS/Prayer For Daylight	1820
20	32	TERRI CLARK/Little Gasoline	1820
16	31	AARON TIPP/Kiss This	1820
20	28	DHRS CAGLE/Why Love Goes On...	1660
25	28	LEANN RIME'S Need You	1560
10	28	SARA EVANS/Born To Fly	1560
25	25	SHANIA TWAIN/It's Holdin' On	1500
25	25	AARON TIPP/Kiss This	1500
31	24	VINCE GILL/Feels Like Love	1440
25	24	LODESTAR/What About Now	1440
10	24	ALAN JACKSON/My Memory	1440
10	24	JAMIE ONEAL/There Is No Arizona	1440
21	23	CHAD BROOK/The Visit	1380
22	23	PATTY LOVELESS/That's The Kind...	1320
24	22	RASCAL FLATTS/Prayer For Daylight	1320
20	22	ALAN JACKSON/My Memory	1140
10	22	JAMIE ONEAL/There Is No Arizona	1080
17	20	KEITH URBAN/For The Graces	1020
15	17	LODESTAR/What About Now	1020
15	17	JODEE MESSINA/That's The Way	1020
10	17	LODESTAR/What About Now	1020
19	16	MARTHA MCBRIDE/There You Are	960
19	16	TRAVIS TRITT/Best Of Intentions	900
15	16	ALAN JACKSON/My Memory	900
15	16	LODESTAR/What About Now	900
14	14	DOE CHICKS/Without You	840
19	14	JODEE MESSINA/Burn	840

### MARKET #27

#### KRTY/San Jose

Empire (408) 293-8030  
Stevens/Dean  
12c Cum 230,400




**PLAYS**  
LW TW ARTIST/TITLE GI (888)

45	40	PHIL VASSAR/Just Another Day...	6180
49	39	TIM MCGRAW/My Next Thirty Years	5150
48	48	GEORGE STRAIT/Go On	5904
46	48	PATTY LOVELESS/That's The Kind...	5658
49	44	DOE CHICKS/Without You	5412
47	43	VINCE GILL/Feels Like Love	5288
42	43	PHIL VASSAR/Just Another Day...	5268
34	37	JOHN M. MONTGOMERY/The Little Girl	4561
34	37	TERRI CLARK/Little Gasoline	4182
25	33	CHAD BROOK/The Visit	4059
33	33	SHANIA TWAIN/It's Holdin' On	4059
32	33	DARREY WORLD/Walk Good Day To Run	3936
31	33	RASCAL FLATTS/Prayer For Daylight	3813
30	32	CLARK FAMILY... (Merrywhite) Back	3321
29	32	AARON TIPP/Kiss This	3198
28	32	SHANIA TWAIN/It's Holdin' On	3198
29	29	SARA EVANS/Born To Fly	3444
28	29	ALAN JACKSON/My Memory	3444
27	28	RASCAL FLATTS/Prayer For Daylight	3321
31	27	AARON TIPP/Kiss This	3321
26	28	STEVE WARNER... (Kata Wants A)	3075
25	28	MARTHA MCBRIDE/There You Are	3075
21	24	LODESTAR/What About Now	2952
21	24	CLARK FAMILY... (Merrywhite) Back	2952
22	21	ALAN JACKSON/My Memory	2583
21	21	REBA MCKENZIE/We're So Good	2583
10	21	LODESTAR/What About Now	2081
15	17	LODESTAR/What About Now	1968
10	17	FAITH HILL/Little Love	1845
10	17	TRACE ADKINS/My Gonna Love	1845
10	17	DWIGHT YOAKAM/What Do You Know...	1845
11	14	LEE ANN WOMACK/Hope You Dance	1599
10	14	DOE CHICKS/Without You	1599
13	10	BILLY RAY CYRUS/You Won't Be	1353
11	11	CLAY DAVIDSON/Can't Lie To Me	1353
11	11	SONS OF THE DESERT/Everybody's...	1353
11	9	SHEDDAYS/Will...But	1107
5	9	DIAMOND/Ridin' Unbelievable	738

### MARKET #28

#### KFRG/Riverside

Infinity (909) 825-9252  
Massie/Jeffrey  
12c Cum 399,400



**PLAYS**  
LW TW ARTIST/TITLE GI (888)

41	42	PHIL VASSAR/Just Another Day...	11340
40	38	LODESTAR/What About Now	10530
41	38	ALAN JACKSON/My Memory	10560
41	38	WARREN BROTHERS... (That's The Best)	9180
30	33	JOHN M. MONTGOMERY/The Little Girl	8910
32	33	TRAVIS TRITT/Best Of Intentions	8910
32	33	STEVE WARNER... (Kata Wants A)	8910
12	32	CLAY WALKER/The Chain Of Love	8640
33	32	COLLIN RAYE/You Won't Be	8540
33	32	BRAD PASLEY/You Danced	8100
26	30	CHAD BROOK/The Visit	8100
31	29	CLAY DAVIDSON/Can't Lie To Me	7830
31	29	SARA EVANS/Born To Fly	7830
15	28	CHRIS CAGLE/Why Love Goes On...	7560
34	26	VINCE GILL/Feels Like Love	7020
27	26	GEORGE STRAIT/Go On	7020
37	26	DOE CHICKS/Without You	7020
37	26	DOE CHICKS/Without You	7020
30	26	JULIE REEVES/When I Need	6750
19	26	CHAD BROOK/The Visit	4860
19	26	TIM MCGRAW/My Next Thirty Years	4860
11	18	KENNY CHESENEY/Just Another Day...	4860
11	18	CLARK FAMILY... (Merrywhite) Back	4860
11	18	BILLY RAY CYRUS/You Won't Be	4860
14	15	ALABAMA/When It All Comes	4050
15	14	MARSHALL WALKER/Long Live It Up	4050
14	14	RICCO/It's Gone	3780
14	14	ALAN JACKSON/My Memory	3780
14	14	KEITH URBAN/You're Everything	3510
12	12	PATTY LOVELESS/That's The Kind...	3240
12	12	AARON TIPP/Kiss This	3240
10	11	JODEE MESSINA/That's The Way	2970
11	11	LODESTAR/What About Now	2970
7	11	DOE CHICKS/Without You	2700
9	10	BRAD PASLEY/You Danced	2700
9	10	TIM MCGRAW/Somebody Like That	2700
10	10	RASCAL FLATTS/Prayer For Daylight	2700
10	10	KEITH URBAN/You're Everything	2700
10	10	LEE ANN WOMACK/Hope You Dance	2700
10	10	TOBY KETH/How Do You Feel	2430

### MARKET #29

#### KNCI/Sacramento

Infinity (916) 338-9200  
Evans/Wood  
12c Cum 234,700



**PLAYS**  
LW TW ARTIST/TITLE GI (888)

46	46	AARON TIPP/Kiss This	6762
44	44	GEORGE STRAIT/Go On	6458
44	44	TRAVIS TRITT/Best Of Intentions	6458
44	44	PHIL VASSAR/Just Another Day...	6458
43	42	VINCE GILL/Feels Like Love	6174
40	40	JOHN M. MONTGOMERY/The Little Girl	5439
37	37	DOE CHICKS/Without You	5439
30	37	SARA EVANS/Born To Fly	4410
28	36	REBA MCKENZIE/We're So Good	3822
28	36	TIM MCGRAW/My Next Thirty Years	3822
29	36	BRAD PASLEY/You Danced	3822
26	36	ALAN JACKSON/My Memory	3628
21	36	PATTY LOVELESS/That's The Kind...	3381
23	36	KENNY CHESENEY/Just Another Day...	3381
23	36	CLARK FAMILY... (Merrywhite) Back	3381
23	36	RASCAL FLATTS/Prayer For Daylight	3381
15	22	LODESTAR/What About Now	3234
15	22	MARTHA MCBRIDE/There You Are	3067
15	22	LODESTAR/What About Now	3067
20	23	TERRI CLARK/Little Gasoline	2940
20	23	ALAN JACKSON/My Memory	2940
20	23	CHRIS CAGLE/Why Love Goes On...	2940
14	20	TOBY KETH/How Do You Feel	2646
17	20	RASCAL FLATTS/Prayer For Daylight	2439
17	20	JODEE MESSINA/That's The Way	2439
17	20	SHANIA TWAIN/It's Holdin' On	2439
16	18	SHEDDAYS/Will...But	2352
15	18	STEVE WARNER... (Kata Wants A)	2352
32	15	LEANN RIME'S Need You	2058
14	18	LEE ANN WOMACK/Hope You Dance	2058
14	18	KENNY CHESENEY/Just Another Day...	2058
12	18	KEITH URBAN/You're Everything	2058
9	12	TIM MCGRAW/Somebody Like That	1754
9	12	CAROLYN GRAY/How Do You Feel	1611
11	11	BILLY RAY CYRUS/You Won't Be	1611
8	11	FAITH HILL/Little Love	1611
8	11	BROOKS & DUNN/You're Always Be...	1323
8	11	COLLIN RAYE/You Won't Be	1323
9	11	SHEDDAYS/Will...But	1323
9	11	KEITH URBAN/You're Always Be...	1323
9	11	KEITH URBAN/You're Always Be...	1323

### MARKET #30

#### KBEQ/Kansas City

Infinity (816) 753-4000  
Kennedy/McIntire  
12c Cum 161,400



**PLAYS**  
LW TW ARTIST/TITLE GI (888)

47	37	SARA EVANS/Born To Fly	3737
39	36	PATTY LOVELESS/That's The Kind...	3636
41	36	VINCE GILL/Feels Like Love	3636
39	34	PHIL VASSAR/Just Another Day...	3434
30	33	CHRIS CAGLE/Why Love Goes On...	3333
31	32	CLARK FAMILY... (Merrywhite) Back	3232
27	32	REBA MCKENZIE/We're So Good	3232
32	32	DARREY WORLD/Walk Good Day To Run	3232
32	32	GEORGE STRAIT/Go On	3232
30	32	LODESTAR/What About Now	3232
28	31	TERRI CLARK/Little Gasoline	3131
31	31	MARTHA MCBRIDE/There You Are	3131
31	31	SHANIA TWAIN/It's Holdin' On	3131
27	31	MARK WILLIS/Just Another Day...	3131
31	30	DOE CHICKS/Without You	3030
31	30	BRAD PASLEY/You Danced	3030
28	30	RASCAL FLATTS/Prayer For Daylight	3030
30	29	TRAVIS TRITT/Best Of Intentions	2929
30	29	JOHN M. MONTGOMERY/The Little Girl	2929
28	28	JAMIE ONEAL/There Is No Arizona	2929
28	28	TRACE ADKINS/My Gonna Love	2928
28	28	LEE ANN WOMACK/Ashey By Now	2828
28	28	TIM MCGRAW/My Next Thirty Years	2828
20	28	DOE CHICKS/Without You	2828
20	28	CHAD BROOK/The Visit	2727
27	27	JODEE MESSINA/That's The Way	2727
27	27	BILLY RAY CYRUS/You Won't Be	2626
27	27	WARREN BROTHERS... (That's The Best)	2626
27	27	CAROLYN GRAY/How Do You Feel	2626
14	23	TIM MCGRAW/Things Change	2525
25	26	KEITH URBAN/For The Graces	2525
24	24	KENNY CHESENEY/Just Another Day...	2424
25	24	TOBY KETH/How Do You Feel	2424
25	24	DARREY WORLD/Walk Good Day To Run	2424
21	23	ANDY GRIGGS/She's Mine	

**A****TRACE ADKINS** I'm Gonna Love You Anyway (*Capitol*)

Prod: Trey Bruce Wr: Dean Miller, Stacy Dean Campbell Pub: EMI Blackwood Music Inc./BMI/Song Island Publishing (Adm. by EMI Blackwood Music Inc.) (BMI)/Reynsong Publishing Corp. (Adm. by Wrensong Publishing Corp.) (ASCAP)/McSpadden Music (BMI)

**ALABAMA** When It All Goes South (*RCA*)

Prod: Don Cook, Alabama Wr: John Jarvis, Rick Carnes, Janis Carnes Pub: Sony/ATV Music and Songs Of Peer Music (ASCAP)

**GARY ALLAN** Right Where I Need To Be (*MCA*)

Prod: Tony Brown, Mark Wright Wr: Casey Beathard, Kendell Marvel Pub: ACUFF-Rose Music, Inc./601 Broadway Music (BMI)

**JOHN ANDERSON** Nobody's Got It All (*Epic*)

Prod: Blake Chancey, Paul Worley Wr: Layng Martine Jr., Kent M. Robbins Pub: Layng Martine Jr., Songs (BMI), Irving Music, Inc. (BMI), Cotler Bay Music (BMI)

**JESSICA ANDREWS** Who I Am (*DreamWorks*)

Prod: Byron Gallimore Wr: Brett James, Troy Verges Pub: Sony/ATV Songs LLC dba Tree Publishing Co./Songs Of Teracel (BMI) Songs Of Universal Inc., BMI

**B****CHAD BROCK** The Visit (*Warner Bros.*)

Prod: Norro Wilson, Buddy Cannon Wr: Charlie Stell, Gene Ellsworth, Brad Rogers Pub: Major Bob Music Co., Inc./Mid-Summer Music Inc. (ASCAP)

**C****CHRIS CAGLE** My Love Goes On And On (*Virgin*)

Prod: Robert Wright Wr: Chris Cagle, Don Pfrimmer Pub: WB Music Corp./ASCAP, Platinum Plow Music (ASCAP), All rights administered by WB Music Corp./ASCAP

**KENNY CHESNEY** I Lost It (*BNA*)

Prod: Buddy Cannon, Norro Wilson Wr: Neil Thrasher, Jimmy Olander Pub: Major Bob Music Company Inc. (ASCAP) Warner-Tamerlane Publishing Corp./Taxicaster Music (BMI)

**CLARK FAMILY EXPERIENCE** (Meanwhile)... (*Curb*)

Prod: Byron Gallimore, Tim McGraw Wr: Gordon Kennedy, Wayne Kirk Patrick Pub: Universal-PolyGram International Publishing, Inc./Sundance Kid Music (ASCAP) All rights on behalf of Sundance Kid Music controlled and admin. by Universal-PolyGram International Publishing, Inc./Warner-Tamerlane Publishing Corp. (BMI)/Sell The Cow Music (BMI) All rights admin. by Warner-Tamerlane Publishing Corp.

**TAMMY COCHRAN** So What (*Epic*)

Prod: Blake Chancey, Anthony Martin Wr: Roxie Dean, Sonny Tillis, Jamie O'Neal Pub: WB Music Corp. (ASCAP) Warner-Tamerlane Publishing Corp. (BMI) EMI April Music (ASCAP)

**NEAL COTY** Legacy (*Mercury*)

Prod: John Kellon Wr: Neal Coty, Randy VanWarmer Pub: Murrath Music Corp./Neal Coty Music (BMI); Caribbean Stud Music, a division of Big Picture Entertainment LLC/Suzabelle Music (ASCAP)

**BILLY RAY CYRUS** You Won't Be Lonely Now (*Monument*)

Prod: Dann Huff Wr: Brett James, John Bettis Pub: Sony/ATV Songs LLC dba Tree Publishing Co. (BMI)/Songs Of Teracel (BMI)/Big Red Tractor Music (ASCAP)/Hay Wagon Music (ASCAP)

**D****CLAY DAVIDSON** I Can't Lie To Me (*Virgin*)

Prod: Scott Hendricks, Jude Cole Wr: Clay Davidson, Kenny Beard, Casey Beathard Pub: SteelWheels Music/CLMAT Publishing (BMI) All rights administered by SteelWheels Music/Milene Music Inc. (ASCAP)/Acufs Rose, Inc. (BMI)

**DIXIE CHICKS** Without You (*Monument*)

Prod: Blake Chancey, Paul Worley Wr: Natalie Maines, Eric Silver Pub: Scrapin' Toast Music (ASCAP) admin. by Bug Music/EMI April Music Inc. (ASCAP)/703 Music (ASCAP)

**MARSHALL DYLLON** Live It Up (*DreamCatcher*)

Prod: Robert Byrne, Phil Vassar, Jim Mazza Wr: Robert Byrne, Phil Vassar Pub: EMI Blackwood Music Inc./Arbyrne Music (BMI) and EMI April Music Inc./Phil Vassar Music (ASCAP)

**E****SARA EVANS** Born To Fly (*RCA*)

Prod: Paul Worley Wr: Sara Evans, Marcus Hummon, Darrell Scott Pub: Chuck Wagon Gourmet Music/Famous Music Corporation (ASCAP)

**G****VINCE GILL** Feels Like Love (*MCA*)

Prod: Tony Brown Wr: Vince Gill Pub: Vinny Mae Music (BMI)

**BILLY GILMAN** Oklahoma (*Epic*)

Prod: David Malloy, Blake Chancey Wr: D. Vincent Williams, John Allen Pub: WB Music Corp. (ASCAP) Richard and Kastle Music (ASCAP)

**ANDY GRIGGS** You Made Me That Way (*RCA*)

Prod: David Malloy, Gary Smith Wr: David Malloy, Gary Burr Pub: Starstruck Angel Music, Inc./Malloy's Toys Music (BMI)/MCA Music Publishing, a division of Universal Studios, Inc./Gary Burr Music, Inc. (ASCAP)

**H****ERIC HEATHERLY** Wrong Five O' Clock (*Mercury*)

Prod: Keith Stegall Wr: Eric Heatherly, Richard E. Carpenter Pub: Still Working For The Woman Music, Inc./Psychobilly Music; RC Moon Pie Music, admin. by MRBI (ASCAP)

**JOLIE & THE WANTED** I Would (*DreamWorks*)

Prod: Dann Huff Wr: Troy Verges, Brett James Pub: Tree Pub. Co./Songs of Teracel (BMI)

**REBECCA LYNN HOWARD** I Don't Paint Myself Into Corners (*MCA*)

Prod: Mark Wright, Greg Droman Wr: Rebecca Lynn Howard, Trey Bruce Pub: Tennessee Colonel Music/Rebecca Lynn Howard Music/Mopan River Music (admin. by ICG)/Big Red Tractor Music/Ice Trey Music-ASCAP

**I****SONYA ISAACS** Barefoot In The Grass (*Lyric Street*)

Prod: Michael D. Clute, Shelby Kennedy Wr: Shayne Smith, Ken Harrell Pub: EMI Blackwood Music Inc./Mark Alan Springer Music (BMI) (All rights for Mark Alan Springer controlled by EMI Blackwood Music Inc.) (Acuff-Rose Music Inc.) (BMI)

**J****CAROLYN DAWN JOHNSON** Georgia (*Arista*)

Prod: Paul Worley, Carolyn Dawn Johnson Wr: Carolyn Dawn Johnson, Troy Verges

**K****TOBY KEITH** You Shouldn't Kiss Me Like That (*DreamWorks*)

Prod: James Stroud, Toby Keith Wr: Toby Keith Pub: Tokeco Tunes (BMI)

**KINLEYS** I'm In (*Epic*)

Prod: Radney Foster Wr: Radney Foster, Georgia Middleman Pub: Universal-PolyGram International Publishing, Inc. (ASCAP) St. Julien Music (ASCAP) On My Mind Music (ASCAP)

**L****LONESTAR** Tell Her (*BNA*)

Prod: Dann Huff Wr: Craig Wiseman, B. Kwesi Pub: Almo Music Corp./Daddy Rabbit Music (ASCAP). Rondor Music (London) Ltd. (PRS)

**M****NEAL MCCOY** Every Man For Himself (*Giant*)

Prod: Ed Seay, John Hobbs Wr: Mark Elliott, Tim Johnson Pub: Sony/ATB Songs Inc. (All rights obo Sony/ATB songs Inc. adm. by Sony Music Pub./EMI Blackwood Music Inc./Tim Johnson Music (All rights for Tim Johnson Music controlled and adm. by EMI Blackwood Music Inc. (BMI)

**MINDY MCCREADY** Scream (*Capitol*)

Prod: Billy Joe Walker Jr. Wr: Helen Darling, Jenai Pub: Dayspring Music Inc./BMI/Little Chatterbox Music/BMI/Writers Extreme Music (adm. by Dayspring Music Inc.)/Sis 'N Bro Music Company, ASCAP/Moraine Park Music, a division of Moraine Music Group, ASCAP

**REBA MCENTIRE** We're So Good Together (*MCA*)

Prod: David Malloy, Reba McEntire Wr: Annie Roboff, Bob DiPiero, John Scott Sherill Pub: ALMO Music Corp./Anwa (ASCAP)/Sony/ATV Songs LLC/Nothing But The Wolf Music (BMI)

**GEORGIA MIDDLEMAN** Knock Down The Door (*Giant*)

Prod: Tony Haselden, Russ Zavitsen Wr: Georgia Middleman, Kristy Jackson Pub: Universal/Polygram International Publishing Inc./On My Mind Music (ASCAP)/Fever Pitch Inc., BMI

**MONTGOMERY GENTRY** All Night Long (*Columbia*)

Prod: Joe Scafe, Jim Cotton, Anthony Martin Wr: Charlie Daniels, Taz DiGregorio, Charlie Hayward, Jack Gavin, Bruce Brown Pub: Music Corporation Of America, Inc. (BMI)

**O****JAMIE O'NEAL** There Is No Arizona (*Mercury*)

Prod: Keith Stegall Wr: Jamie O'Neal, Lisa Drew, Shayne Smith Pub: EMI April Music/PangToon Music, adm. by EMI April Music; EMI April Music/Jersey Girl Music, adm. by EMI April Music (ASCAP); EMI Blackwood Music Inc./Mark Alan Springer Music adm. by EMI Blackwood Music Inc. (BMI)

**R****RASCAL FLATTS** This Everyday Love (*Lyric Street*)

Prod: Mark Bright, Marty Williams Wr: Danny Wells, Gene Nelson Pub: Irving Music, Inc. (BMI); 360 Music/Emella Music (SESAC)

**COLLIN RAYE** She's All That (*Epic*)

Prod: Dann Huff, Collin Raye Wr: Collin Raye, Scott Wray Pub: EMI Blackwood Music Inc. (BMI)/Britstar Music Publishing, Inc. (BMI) Controlled and Administered by EMI Blackwood Music Inc. (BMI)

**JOHN RICH** I Pray For You (*BNA*)

Prod: John Rich, Sharon Vaughn Wr: John Rich, Kenny Alphin Pub: Sony/ATV Tunes LLC, That's Rich Music, All rights on behalf of Sony/ATV Songs LLC, That's Rich Music administered by Sony/ATV Music Publishing, Famous Music Corporation, ASCAP

**RICOCHET** She's Gone (*Columbia*)

Prod: David Malloy Wr: Jeffrey Steele, John Hobbs, Michael Dulaney Pub: Songs of Windswept Pacific (BMI), Yellow Desert Music (BMI), My Life's Work Music (BMI), Little Blue Box Music, (BMI), Airstream Dreams Music (ASCAP), Coyote House Music, (ASCAP), Famous Music Corporation (ASCAP)

**TIM RUSHLOW** She Misses Him (*Atlantic*)

Prod: David Malloy Wr: Tim Johnson Pub: EMI Blackwood (BMI)

**S****SHEDAISSY** Lucky 4 You (Tonight I'm Just Me) (*Lyric Street*)

Prod: Dann Huff Wr: Kristyn Osborn, Jason Deere, Coley McCabe Pub: Without Anna Music (ASCAP), Lehsem Music, LLC (ASCAP) admin. by Music & Media International, Inc., WB Music Corp./Big T Tractor Music (ASCAP)

**DARYLE SINGLETARY** I Knew I Loved You (*Audium*)

Prod: Greg Cole Wr: Darren Hayes, Daniel Jones Pub: Rough Cut Music/WB Music Corp. (ASCAP)

**T****CHALEE TENNISON** Makin' Up With You (*Asylum/WB*)

Prod: Jerry Taylor Wr: Phil O'Donnell, Jeremy Cambell Pub: Tanasi Music, a div. of Tanasi Group/Mike Curb Music (BMI)

**TRICK PONY** Pour Me (*H2E/WB*)

Prod: Chuck Howard Wr: Heidi Newfield, Keith Burns, Ira Dean, Rory Beighley, Sammy Wedlock Pub: Warner/Tamerlane Pub. Corp., BMI/Warner Bros. Music Corp., ASCAP

**SHANIA TWAIN** I'm Holdin' On To Love (To Save My Life) (*Mercury*)

Prod: Robert John "Mutt" Lange Wr: Shania Twain, Robert Lange Pub: BMI/ASCAP

**U****KEITH URBAN** But For The Grace Of God (*Capitol*)

Prod: Matt Rollings, KU Wr: Charlotte Caffrey, Jane Weidlin, Keith Urban Pub: BMG Songs Inc./WeedWackers/Coburn Music Inc. (Adm. by Ten Ten Music Group, Inc.) BMI

**W****CLAY WALKER** Once In A Lifetime Love (*Giant*)

Prod: Doug Johnson, Clay Walker Wr: Clay Walker, M. Jason Greene Pub: Lori Jayne Music/Sondaddy Songs Adm. by (Muy Bueno Music Group) BMI

**WARREN BROTHERS** Move On (*BNA*)

Prod: Brett Warren, Brad Warren, Chris Faren Wr: Brett Warren, Brad Warren, Danny Wilde Pub: Warner-Tamerlane Publishing Corp./One Hundred Billion Dollar Music (BMI)

**MARK WILLS** I Want To Know... (*Mercury*)

Prod: Carson Chamberlain Wr: Lewis Anderson, Bob Regan Pub: Sony/ATV Songs LLC DBA Tree Publishing Co. (BMI); BMG Songs, Inc. (ASCAP)

**DARRYL WORLEY** A Good Day To Run (*DreamWorks*)

Prod: Frank Rogers, James Stroud Wr: Darryl Worley, Bobby Tomberlin Pub: EMI Blackwood Music Inc./Hatley Creek Music (BMI)/Mike Curb Music (BMI)

**Y****DWIGHT YOAKAM** What Do You Know About Love (*Reprise*)

Prod: Pete Anderson Wr: Dwight Yoakam





MIKE KINOSHIAN

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## Islands In The Stream

■ Infinity and Clear Channel face the future

According to Edison Media Research's "Internet V" study, about one of every five Americans has, at one time or another this year, listened to a radio station online. In terms of actual numbers, it's believed that 14 million people listened in 1998, compared to 45 million this year.

Alternative, Rock, CHR, Urban and News/Talk have proven to be the most popular online format choices. The study also indicated that nearly two of every three respondents (64%) are in favor of having their favorite station stream its audio. Some radio groups encourage their stations to do so, while others have been more reticent.

### To Stream Or Not To Stream

The decision on whether or not to stream comes down to the individual companies' game plans. "At this point we at Infinity have not found a model that matches the company's goals in regard to streaming of audio," explains Sr. VP/co-COO David Pearlman. "[Infinity Chairman/CEO] Mel Karmazin has been very clear that if a workable and achievable business model is constructed, he will listen and act. He's proven that over and over again in his many endeavors and in the companies he's run."

Thus far, Pearlman hasn't seen a business model that would back up a company giving away its programming. "To the best of our knowledge, there isn't one in existence that we perceive will work," he says. "At the same time, I applaud the pioneers who are out mining for gold along the Internet trail."

Protective of what he calls his stations' No. 1 asset, Pearlman stresses, "We're not prepared to give up our intellectual property without a plan that makes sense to us. Whether it's a Boston morning personality, unique New York sports programming or a hybrid Seattle music format, at the end of the day all we have is our own product."

He believes that some other broadcasters feel that having their



David Pearlman



John Martin

product on the Internet is "sexy and provides a lot of ego gratification."

### The Right Business Model

Noting that New York Yankees flagship WABC/New York was recently listed as a fairly significant webcasting performer, Pearlman wonders how much of that could be attributed to the world champions. "It probably played a role, but it's important to point out that the total number of users was still a very small number compared to the number of people using radio across the country," he says.

"There are some very smart programmers who will eventually focus on this topic and decide how best to attack it. We've seen people take many stabs at it, and any one of them could potentially work."

Think of the impact, possibilities and implications, for example, of having Howard Stern's syndicated daily morning show available only on the web. "It would be a very interesting proposition, given the type of show he has and Howard's demographic appeal," Pearlman says.

"To make that work, though, you'd need the right business model. You'd also have to have some measurement capacity that would translate to the advertising community that would

make people want to spend the right amount of their advertising budget in that medium."

### Attractive Elements

Right now, Pearlman emphasizes, "There is an infinitesimal amount of online listening going on nationwide. The No. 1-cuming station on the Internet would not be a major player in almost any singular market in the country."

Nevertheless, he acknowledges that the Internet has some attractive elements. "There are so many issues we have to face as broadcasters. There's clearly a tremendous opportunity in the future for some form of audio service on the Internet. It's just another distribution source, and it has the potential to reach an entire nation and — ultimately — the world with our product."

Likening the Internet to cable's early days, when it was referred to as Community Antenna TV (CATV), Pearlman recalls, "People couldn't receive the signal in their home market well enough to watch their home stations and needed help from an antenna. If you have a 6,000-watt radio station in a metro that spans 30 or 40 miles, you'll probably have signal and coverage problems."

"The Internet might be able to fill that hole, but you'd need unique programming. More importantly, you'd need a measuring system that would find out what impact Internet listening is having in the marketplace. That's the \$64,000 question."

### Three Minutes After Midnight

To illustrate how early we are in this whole process, Clear Channel Radio Online President John Martin offers this analogy: "In terms of a 24-hour day, it's about three minutes after midnight. The streamers are an extremely attractive marketplace. There's no question that, as bandwidth costs go down and usage increases, it will be a wonderful opportunity for marketers to tap into."

While acknowledging that today's online-listening audience isn't very sizable, Martin remarks, "It gets more exciting when we start getting 25 or 30 million American households connected with DSLs and cable and broadband connections. The early adopters are



SLEEPWALKING IN NYC

Hot AC WPLJ/New York recently welcomed The Wallflowers to Gotham. All smiles are (l-r) WPLJ Research Director Marc Hilsenrath and MD Tony Mascaro, Wallflower member Jacob Dylan, WPLJ VP/Programming Tom Cuddy and bandmember Rami Jaffee.

streamers, and income levels are great with streamers. There's no question that Clear Channel is clearly in favor of all activities that we can monetize. We think streaming will be an opportunity that we'll be able to monetize."

Those Clear Channel stations wanting to stream will be supported, Martin says, provided that they "have a plan on how to monetize. We've found that many radio stations want to stream because the other guys are doing it."

Some radio stations go into streaming without ever putting together a business plan. "We want our people to think it through, as

**"The biggest opportunity for radio stations with websites is to create integrated multimedia packages and campaigns for their marketing partners."**

John Martin

they would with any other business activity," Martin emphasizes. "With a little thought and ingenuity, people come up with all sorts of creative ideas on how to make money with their streaming activities."

"There are many technology companies out there that have invested a great deal of money in streaming, and they also want to see this be successful. As a result, they will support streaming initiatives too. The biggest opportunity for radio stations with websites is to create integrated multimedia packages and campaigns for their marketing partners."

### Understand The Cost

Make no mistake though: Streaming isn't an inexpensive proposition. "There's a hard cost associated with it," notes Martin. "It's very important that people understand the cost associated with any initiative they want to propose

for their radio station or website. Before you go into it, be very mindful of the business components.

"You also don't want to give away half your inventory. The radio industry has seen that game played before. Stations give away inventory for some simple technology that could easily have been developed or that could be purchased by a sizable company like Clear Channel."

Focus and concentration are reasons Martin cites for station that are thus far reluctant to stream. "Some managers I've talked with are working for their fifth owner in six years," he explains. "Very few have focused on any new initiatives that wouldn't have an immediate return because they were trying to make the quarter look good."

The last six weeks have been crammed with activity for Martin. "Just last week we migrated our technical platform to a brand-new data center in San Antonio with state-of-the-art technology, equipment, resources and staffing," he says. "Now that we have a robust level of technical infrastructure and support system in place, the good times can begin."

"Before moving ahead with meaningful content, the technical integration had to happen first. We can now begin bringing on-board hundreds of additional sites under a centralized hosting environment. Once that's in place, it makes it much easier to take advantage of this network-distributed environment."

While the widespread perception is that Infinity has yet to catch streaming fever, Martin suggests otherwise: "I don't know if that's necessarily the case. They have relationships and equity interests in probably a dozen different Internet companies. They might be going about it a different way as they are figuring out their Internet strategies. I wouldn't say they've been inactive with Internet acquisitions and partnerships."

### TALK BACK TO R&R!

Do you have questions, comments or feedback regarding this column or other issues?

Call me at 310-788-1664 or e-mail:

mkinosax@rronline.com

**"There is an infinitesimal amount of online listening going on nationwide. The No. 1-cuming station on the Internet would not be a major player in almost any singular market in the country."**

David Pearlman

# D E L E R I U M

FEATURING SARAH McLACHLAN

"Delerium's 'Silence' is the most asked about song on the **playlist**. Lots of curiosity, lots of positive phones. Plus, it fills the Sarah void now!"

- Greg Strassell, WBMX

"If **Sarah McLachlan**

works at your station throw 'Silence' in and watch the phones light up."

- Gary Cee, WLIR

## silence

From the album Karma

Three years and 200,000 albums later "Silence" surfaces as a sleeper smash.

"No other record we play at KRUZ has generated the kind of **passionate** interest from adults as 'Silence'. The phones consistently light up every time."

- Jim Rondeau, KRUZ

"Every time we play 'Silence' the **phones light up**. I get more emails concerning this song than any other that we play"

-Dusty Hayes, WXPT

### You Want Stories? We've Got Stories!

<b>WTMX</b>	<b>30x</b>	<b>Top 5 Phones</b>	<b>Top 25 Single in Chicago</b>
<b>WBMX</b>	<b>28x</b>	<b>Top 5 Phones</b>	<b>450 spins and counting</b>
<b>WLIR</b>	<b>25X</b>	<b>Top 5 Phones</b>	<b>Single jumps #94-65-54</b>
<b>WPYO</b>	<b>48X</b>	<b>Top 5 Phones</b>	<b>Single jumps #58-41-30</b>
<b>WXPT</b>	<b>21X</b>	<b>Top 5 Phones</b>	<b>Spin increase w/phones</b>
<b>WVRV</b>	<b>32X</b>	<b>250 spins deep</b>	<b>Single debuts Top 100</b>

Also available on the Bounce soundtrack.



Contact info: Tom Gates 212.760.1540 gates@network.com Michelle Doram 310.855.0643 mdoram@network.com

# R&R AC Top 30

November 10, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS ('00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	<b>BBMAK</b> Back Here (Hollywood)	2453	+23	277045	13	111/1
	2	<b>DON HENLEY</b> Taking You Home (Warner Bros.)	2189	-52	224243	28	108/1
	3	<b>HUEY LEWIS &amp; GWYNETH PALTROW</b> Cruisin' (Hollywood)	2147	+127	247786	8	103/2
	4	<b>MARC ANTHONY</b> You Sang To Me (Columbia)	1981	-140	249830	38	113/0
	5	<b>FAITH HILL</b> Breathe (Warner Bros.)	1903	-78	259273	43	107/1
	6	<b>'N SYNC</b> This I Promise You (Jive)	1899	+219	232602	7	111/1
	7	<b>LEANN RIMES</b> I Need You (Sparrow/Curb/Capitol)	1857	-52	206855	33	104/0
	8	<b>FAITH HILL</b> The Way You Love Me (Warner Bros.)	1837	+65	206171	12	108/1
	9	<b>LONESTAR</b> Amazed (BNA)	1657	+133	188242	60	107/1
	10	<b>MARC ANTHONY</b> My Baby You (Columbia)	1575	+107	205082	10	104/1
	11	<b>SAVAGE GARDEN</b> I Knew I Loved You (Columbia)	1554	-2	188822	56	104/0
	12	<b>CHRISTINA AGUILERA</b> I Turn To You (RCA)	1514	+28	170273	28	99/1
	13	<b>CELINE DION</b> That's The Way It Is (550 Music/Epic)	1298	-153	158893	53	104/0
	14	<b>BACKSTREET BOYS</b> Shape Of My Heart (Jive)	1280	+234	169694	5	95/5
	15	<b>BACKSTREET BOYS</b> Show Me The Meaning Of... (Jive)	1024	-95	128162	42	95/0
	16	<b>BRIAN MCKNIGHT</b> Back At One (Motown/Universal)	865	-99	114101	47	86/0
	17	<b>LEANN RIMES</b> Can't Fight The Moonlight (London Sire/Curb)	854	+74	100146	7	89/2
	18	<b>PHIL COLLINS</b> You'll Be In My Heart (Hollywood)	853	-62	118823	82	92/0
	19	<b>MARTINA MCBRIDE</b> There You Are (RCA)	731	-61	65234	15	80/0
	20	<b>CORRS</b> Breathless (143/Lava/Atlantic)	549	+4	42364	10	58/2
	21	<b>STING</b> Desert Rose (A&M/Interscope)	481	-59	56506	15	30/0
	22	<b>OSCAR DE LA HOYA</b> Run To Me (EMI Latin/Capitol)	465	+55	42073	5	62/4
	23	<b>LEIGH NASH</b> Need To Be Next To You (Engine/Arista)	458	+90	50641	3	62/7
	24	<b>JIM BRICKMAN</b> The Love I Found In You (Windham Hill)	416	-379	39616	15	56/0
	25	<b>RICHARD MARX</b> Days In Avalon (Signal 21)	333	+39	42698	3	45/6
	26	<b>SADE</b> By Your Side (Epic)	320	+27	34573	2	56/8
<b>Debut</b>	27	<b>TONI BRAXTON</b> Spanish Guitar (LaFace/Arista)	288	+149	22669	1	47/7
<b>Debut</b>	28	<b>NATALIE COLE</b> Angel On My Shoulder (Elektra/EEG)	280	+170	45522	1	51/17
	29	<b>LARA FABIAN</b> Love By Grace (Columbia)	277	+50	49633	2	44/6
	30	<b>ELTON JOHN</b> Friends Never Say Goodbye (DreamWorks)	271	-76	34397	11	38/0

## Most Added

ARTIST TITLE LABEL(S)	TOTAL PLAYS	WEEKS ON CHART	TOTAL STATIONS/ ADDS
<b>NATALIE COLE</b> Angel On My Shoulder (Elektra/EEG)	280	1	51/17
<b>BON JOVI</b> Thank You For Loving Me (Island/IDJMG)	277	2	44/6
<b>LEE ANN WOMACK</b> I Hope You Dance (MCA/Universal)	277	2	44/6
<b>SADE</b> By Your Side (Epic)	320	2	56/8
<b>STING</b> My Funny Friend And Me (Hollywood)	481	15	30/0
<b>LEIGH NASH</b> Need To Be Next To You (Engine/Arista)	458	3	62/7
<b>TONI BRAXTON</b> Spanish Guitar (LaFace/Arista)	288	1	47/7
<b>RICHARD MARX</b> Days In Avalon (Signal 21)	333	3	45/6
<b>LARA FABIAN</b> Love By Grace (Columbia)	277	2	44/6
<b>BACKSTREET BOYS</b> Shape Of My Heart (Jive)	1280	5	95/5
<b>BABYFACE</b> Reason For Breathing (Arista/Epic)	320	2	56/8
<b>DON HENLEY</b> Everything Is Different Now (Warner Bros.)	2189	28	108/1

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAYS	WEEKS ON CHART	TOTAL STATIONS/ ADDS
<b>BACKSTREET BOYS</b> Shape Of My Heart (Jive)	1280	5	95/5
<b>'N SYNC</b> This I Promise You (Jive)	1899	7	111/1
<b>NATALIE COLE</b> Angel On My Shoulder (Elektra/EEG)	280	1	51/17
<b>TONI BRAXTON</b> Spanish Guitar (LaFace/Arista)	288	1	47/7
<b>LONESTAR</b> Amazed (BNA)	1657	60	107/1
<b>H. LEWIS &amp; G. PALTROW</b> Cruisin' (Hollywood)	2147	8	103/2
<b>SHANIA TWAIN</b> You've Got A Way (Mercury/IDJMG)	1575	10	104/1
<b>MARC ANTHONY</b> My Baby You (Columbia)	1575	10	104/1
<b>J. BRICKMAN F.O. NEWTON-JOHN</b> Change... (Windham Hill)	416	15	56/0
<b>ENRIQUE IGLESIAS</b> Bailamos (Overbrook/Interscope)	465	5	62/4



115 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 10/29-Saturday 11/4. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 875 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

## New & Active

<b>EVAN AND JARON</b> Crazy For This Girl (Columbia) Total Plays: 215, Total Stations: 19, Adds: 2	<b>BARENAKED LADIES</b> Pinch Me (Reprise) Total Plays: 122, Total Stations: 12, Adds: 1
<b>JIM BRICKMAN /OLIVIA NEWTON-JOHN</b> Change Of Heart (Windham Hill) Total Plays: 194, Total Stations: 35, Adds: 4	<b>JENNIFER DAY</b> Completely (BNA) Total Plays: 77, Total Stations: 14, Adds: 3
<b>LEE ANN WOMACK</b> I Hope You Dance (MCA) Total Plays: 188, Total Stations: 31, Adds: 9	<b>BRIAN MCKNIGHT</b> Win (Motown/Universal) Total Plays: 76, Total Stations: 13, Adds: 2
<b>STING</b> My Funny Friend And Me (Hollywood) Total Plays: 184, Total Stations: 38, Adds: 8	<b>SARAH BRIGHTMAN</b> A Whiter Shade Of Pale (Angel) Total Plays: 50, Total Stations: 11, Adds: 1
<b>MICHAEL McDONALD</b> The Meaning Of Love (Ramp) Total Plays: 151, Total Stations: 30, Adds: 0	<b>BABYFACE</b> Reason For Breathing (Arista/Epic) Total Plays: 37, Total Stations: 17, Adds: 5
<b>KATHIE LEE</b> Love Never Fails (Universal) Total Plays: 141, Total Stations: 28, Adds: 4	

Songs ranked by total plays

## Breakers

No Songs Qualified For Breaker Status This Week

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

# My Funny Friend and Me

performed by **STING**

New & Active with 38 stations already aboard!

This Week:

- |                          |                           |
|--------------------------|---------------------------|
| <b>WSHH</b> - Pittsburgh | <b>KOSI</b> - Denver      |
| <b>KGBY</b> - Sacramento | <b>KQXT</b> - San Antonio |
| <b>WWLI</b> - Providence | <b>KKMJ</b> - Austin      |
| <b>KRBB</b> - Wichita    | <b>KXLY</b> - Spokane     |

"The Emperors New Groove" in Theatres December 15  
Album in stores November 14!



Lyrics by Sting Music by Sting & David Hartley ©2000 Wonderland Music Company, Inc. (BMI). All Rights Reserved. Produced and Arranged by Jimmy Jam & Terry Lewis for Flyte Tyme Productions, Inc. Co-Produced by "Big Jim" Wright for Flyte Tyme Productions, Inc. Sting appears courtesy of A&M Records.







# BeBe

*Coming Back Home*

featuring

*Brian McKnight & JOE*

**GOING FOR  
ADDS 11/20**

ALBUM PRODUCERS:  
KEDAR MASSENBURG, EVAN LAMBERG, & BEBE WINANS

JOE appears courtesy of Jive Records

[www.bebewinans.com](http://www.bebewinans.com)  
[www.motown.com](http://www.motown.com)



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# Brian McKnight

HAS DONE IT AGAIN.

**Major Market Airplay:**  
WLTW WASH WLTE WLTO  
WIPI WRCH WRCN WEAT  
KVLY KMGA WFMK WHUD  
WOOF and many more

## WIN

THE FIRST SINGLE  
FROM THE UPCOMING

### MEN OF HONOR

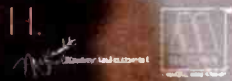
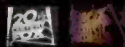
SOUNDTRACK



WRITTEN BY BRIAN MCKNIGHT AND BRANDON BARNES  
PRODUCED BY BRIAN MCKNIGHT

[WWW.MENOFHONOR.COM](http://WWW.MENOFHONOR.COM) ■ [WWW.FOXMOVIES.COM](http://WWW.FOXMOVIES.COM) ■ [WWW.M20W.COM](http://WWW.M20W.COM)

MEN OF HONOR THE SOUNDTRACK IN STORES OCTOBER 24TH.  
MEN OF HONOR OPENS NATIONWIDE NOVEMBER 10



**Most Played Recurrents**

SARAH McLACHLAN I Will Remember You (Arista)

SANTANA I/ROB THOMAS Smooth (Arista)

98 DEGREES I Do (Cherish You) (Universal)

CHER Believe (Warner Bros.)

SHANIA TWAIN From This Moment On (Mercury/IDJMG)

WHITNEY HOUSTON & ENRIQUE IGLESIAS Could I Have This Kiss Forever (Arista)

98 DEGREES The Hardest Thing (Universal)

BACKSTREET BOYS I Want It That Way (Jive)

EDWIN MCCAIN I Could Not Ask For More (Lava/Atlantic)

LARA FABIAN I Will Love Again (Columbia)

PHIL COLLINS True Colors (Atlantic)

FAITH HILL This Kiss (Warner Bros.)

SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)

'N SYNC (God Must Have Spent) A Little More Time On You (RCA)

NATALIE IMBRUGLIA Tom (RCA)

ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope)

AEROSMITH I Don't Want To Miss A Thing (Columbia)

MACY GRAY I Try (Epic)

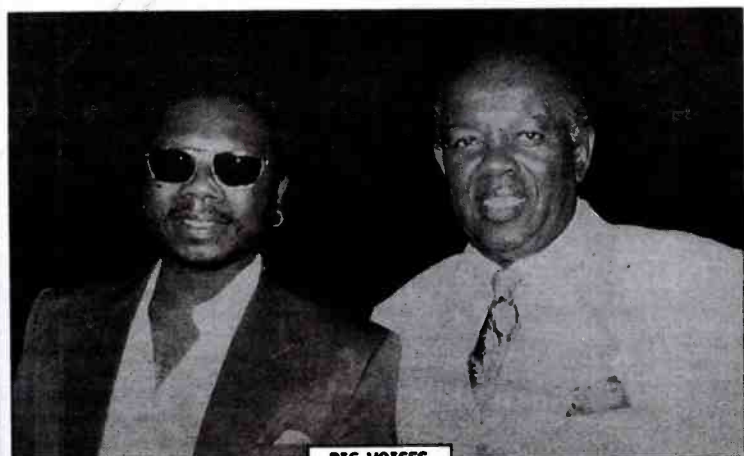
MARC ANTHONY I Need To Know (Columbia)

SAVAGE GARDEN Crash And Burn (Columbia)

AC

**Going For Adds 11/13/00**

LEE ANN WOMACK I Hope You Dance (MCA/Universal)



**BIG VOICES**

KMZQ/Las Vega Production Director/evening air talent Ty Sante (1) visits with Lou Rawls, following the legendary singer's recent concert appearance.

**TUNED-IN AC**

R&R/MEDIABASE 24/7

**WSLQ/Roanoke**

**3am**

ROBBIE WILLIAMS Angels  
MEN AT WORK Down Under  
ELTON JOHN Circle Of Life  
BOY MEETS GIRL Waiting For A Star To Fall  
FAITH HILL Breathe  
BILLY JOEL She's Always A Woman  
DON HENLEY The Last Worthless Evening  
JEWEL Who Will Save Your Soul  
AMBROSIA Biggest Part Of Me  
PHIL COLLINS You'll Be In My Heart  
UB40 Red Red Wine  
MARC ANTHONY You Sang To Me  
FLEETWOOD MAC Gypsy  
AMY GRANT Good For Me  
JOURNEY Don't Stop Believin'

**11am**

FOREIGNER I Want To Know What Love Is  
EDWIN MCCAIN I Could Not Ask For More  
BONNIE RAITT Not The Only One  
BILLY JOEL Uptown Girl  
DON HENLEY Taking You Home  
GLORIA ESTEFAN & MIAMI SOUND... Can't Stay...  
DEL AMITRI Roll To Me  
HUEY LEWIS & THE NEWS If This Is It  
JIM BRICKMAN The Love I Found In You  
FLEETWOOD MAC Say You Love Me  
RICHARD MARX Hazard  
GENESIS Throwing It All Away  
CELINE DION To Love You More

**4pm**

PHIL COLLINS You'll Be In My Heart  
BRYAN ADAMS Cuts Like A Knife  
HUEY LEWIS/GWYNETH PALTROW Cruisin'  
STEVE WINWOOD Roll With It  
BILLY JOEL My Life  
JOHN COUGAR MELLENCAMP Chery Bomb  
SAVAGE GARDEN Truly Madly Deeply  
BOB SEGER Against The Wind  
GO WEST King Of Wishful Thinking  
MARC ANTHONY My Baby You  
BILLY OCEAN Caribbean Queen  
ELTON JOHN You Can Make History (Young...)

**8pm**

SIMPLY RED Holding Back The Years  
98 DEGREES I Do (Cherish You)  
MICHAEL BOLTON When A Man Loves A Woman  
CHER & PETER CETERA After All  
4 P.M. Sukiyaki  
MIKE & THE MECHANICS The Living Years  
LONESTAR Amazed  
TAYLOR DAYNE I'll Always Love You  
CROSBY, STILLS & NASH Just A Song Before I Go  
LUTHER VANDROSS Here And Now  
BBMAK Back Here  
JEWEL You Were Meant For Me

**WAHR/Huntsville**

**3am**

FLEETWOOD MAC Go Your Own Way  
PHIL COLLINS In The Air Tonight  
TONY RICH PROJECT Nobody Knows  
EAGLES Take It Easy  
FAITH HILL The Way You Love Me  
BILLY JOEL She's Got A Way  
MICHAEL BOLTON To Love Somebody  
L. RONSTADT & A. NEVILLE Don't Know Much  
MARY WELLS My Guy  
BBMAK Back Here  
BILLY OCEAN Get Outta My Dreams, Get...  
MARIAH CAREY I Don't Wanna Cry  
FOUR TOPS Baby I Need Your Loving  
JEWEL You Were Meant For Me  
SPANDAU BALLET True  
JAMES TAYLOR Fire And Rain

**11am**

G. ESTEFAN & MIAMI SOUND... Words Get In...  
ERIC CLAPTON Tears In Heaven  
TEMPTATIONS My Girl  
SAVAGE GARDEN I Knew I Loved You  
LIONEL RICHIE My Love  
JOURNEY Faithfully  
BACKSTREET BOYS Quit Playing Games...  
SPINNERS I'll Be Around  
BRYAN ADAMS (Everything I Do) I Do It...  
GEORGE MICHAEL Father Figure  
RED SPEEDWAGON Keep On Loving You  
BETTE MIDLER The Rose

**4pm**

ORLEANS Still The One  
BOYZ II MEN I'll Make Love To You  
'N SYNC This I Promise You  
UB40 Red Red Wine  
EAGLES Hotel California  
FREDDIE JACKSON You Are My Lady  
TONI BRAXTON Un-Break My Heart  
BENNY MARDONES Into The Night  
JIM BRICKMAN The Love I Found In You  
ERIC CLAPTON Layla (Unplugged)  
CYNDI LAUPER Time After Time  
VAN MORRISON Brown Eyed Girl

**8pm**

MADONNA La Isla Bonita  
BEN E. KING Stand By Me  
TONI BRAXTON Breathe Again  
DAN HILL Can't We Try  
CYNDI LAUPER Time After Time  
SAVAGE GARDEN I Knew I Loved You  
BRYAN ADAMS (Everything I Do) I Do It...  
MICHAEL W. SMITH Friends  
LEANN RIMES I Need You  
JOHN WAITE Missing You



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 10/30. © 2000, R&R Inc.

Stations and their adds listed alphabetically by market

## AC

## Hot AC

**WYJB/Albany, NY \***  
 OM: Michael Morgan  
 MD: Chris Holmberg  
 LEIGHNASH "Lead"  
**KMGH/Albuquerque, NM \***  
 PD: Roger Scott  
 MD: Jenna Jettis  
 1. 98 DEGREES "Everything"  
 BRAWN/DONGHI "Win"  
**WLEV/Allentown, PA \***  
 PD: Vern Anderson  
 No Adds  
**KYMG/Anchorage, AK**  
 OM: Mark Murphy  
 APDMD: Dave Flavin  
 NARLE COLE "Angel"  
 BONJO "Thank"  
**WPCF/Atlanta, GA \***  
 APD: Steve Oates  
 No Adds  
**WFCF/Atlanta City, NJ**  
 PD: Gary Guile  
 MD: Barbara Aquie  
 LEIGHNASH "Lead"  
 LARAFABAN "Gracie"  
**WBBD/Augusta, GA \***  
 OMPD: John Snowdy  
 No Adds  
**KQMJ/Austin, TX \***  
 PD: Alan O'Neal  
 APDMD: Mike Austin  
 STING "Lead"  
 MARK ANDY "Tomb"  
 LEE ANN WOMACK "Dance"  
**KCFM/Bakersfield, CA \***  
 PD: Chris Edwards  
 MD: Doug DeRo  
 No Adds  
**WJF/Baltimore, MD \***  
 OMPD: Gary Sabatini  
 MD: Mark Thoner  
 No Adds  
**WRLY/Biloxi-Gulfport, MS**  
 PD: Walter Brown  
 MD: Angie Thompson  
 14. JENNIFER DAY "Complains"  
 BONJO "Thank"  
**WMLJ/Birmingham, AL \***  
 OMPD: Jeff Jenkins  
 PDMD: John Stuart  
 No Adds  
**WRLX/Boston, MA \***  
 PD: Dan Kelly  
 MD: Mark Lawrence  
 No Adds  
**WEZN/Bridgeport, CT \***  
 PDMD: Steve Moran  
 1. BACKSTREET BOYS "Step"  
**WJYE/Buffalo, NY \***  
 PD: Joe Chillo  
 1. NARLE COLE "Angel"  
 TOM BRAXTON "Speech"  
**WBCC/Canton, OH \***  
 PD: Terry Sizemore  
 MD: Kayleigh Kite  
 1. NARLE COLE "Angel"  
 BONJO "Thank"  
**KDQT/Cedar Rapids, IA**  
 PDMD: Dick Skutten  
 LARAFABAN "Gracie"  
**WDEF/Cattanooga, TN \***  
 PD: Danny Howard  
 DONHENLEY "Everything"  
**WLIT/Chicago, IL \***  
 No Adds  
**WHND/Chicago, IL \***  
 PD: Mark Hamlin  
 MD: Haynes Johns  
 LEIGHNASH "Lead"  
 SAE "Site"  
**WRRM/Cincinnati, OH \***  
 OMPD: T.J. Holland  
 APDMD: Ted Milano  
 No Adds  
**WOOJ/Cleveland, OH \***  
 PD: Scott Miller  
 LARAFABAN "Gracie"  
 KARLEE LEE "Talk"  
**KOL/Colorado Springs, CO \***  
 OM: Kevin Callahan  
 PDMD: Jack Hamilton  
 No Adds  
**115 Total Reporters**  
**115 Current Reporters**  
**114 Current Playlists**  
**Reported Frozen Playlist (1):**  
**KGBX/Springfield, MO**

**WTCB/Columbia, SC \***  
 OMPD: Brent Johnson  
 MD: DONHENLEY "Everything"  
 BONJO "Thank"  
**WSNY/Columbus, OH \***  
 PD: Chuck Knight  
 No Adds  
**KVIL/Dallas-Ft. Worth, TX \***  
 PD: Bill Curtis  
 MD: John King  
 3. OSCAR DELA HOYA "Run"  
**WLQT/Dayton, OH \***  
 PD: Sandy Collins  
 MD: Steven Scott  
 No Adds  
**KOSI/Denver-Boulder, CO \***  
 PD: Jeff Cochran  
 APDMD: Steve Hamilton  
 6. TOM BRAXTON "Speech"  
 2. EVAN AND JARON "Get"  
 STING "Lead"  
 BRYFACE "Reason"  
**KLTV/Des Moines, IA \***  
 PD: Pete Paquette  
 MD: Tim White  
 No Adds  
**WOOF/Dothan, AL**  
 OMPD: Leigh Simpson  
 OAMPD: Mike Holdorf  
 1. BAREKED LADIES "Freak"  
 NARLE COLE "Angel"  
**WJXB/Knoxville, TN \***  
 PDMD: Vance Dillard  
 11. HANNAH "Figs"  
 LEE ANN WOMACK "Dance"  
**KTDY/Lafayette, LA \***  
 PD: C.J. Clements  
 MD: Steve Wiley  
 No Adds  
**WFNK/Lansing, MI \***  
 PD: Tom Keating  
 MD: Sam Casiano  
 TOM BRAXTON "Speech"  
**WKKY/Evesville, IN**  
 PDMD: Mark Bator  
 15. CHRISTOPHER "Tomb"  
 RICHARD MARK "Austin"  
**WCRZ/Ft. Worth, TX \***  
 OMPD: J. Patrick  
 MD: George McIntyre  
 2. NARLE COLE "Angel"  
 LEIGHNASH "Lead"  
**KTRR/Ft. Collins, CO**  
 PDMD: Mark Callahan  
 BRYFACE "Reason"  
 BROOKHAWK WITH JOHN "Change"  
 NARLE COLE "Angel"  
**WJAF/Ft. Wayne, IN \***  
 OMPD: Lee Telle  
 MD: Bob Roberts  
 No Adds  
**WJFZ/Fredrick, MD**  
 MD: Norman Henry Schmidt  
 BRYFACE "Reason"  
 NARLE COLE "Angel"  
**WLHT/Grand Rapids, MI \***  
 PD: Bill Bailey  
 APDMD: Mary Turner  
 4. NARLE COLE "Angel"  
**WRMG/Greensboro, NC \***  
 PDMD: Mark Allen  
 No Adds  
**WRWV/Greenville, SC \***  
 PDMD: Mike Weston  
 No Adds  
**WSPA/Greenville, SC \***  
 OMPD: Jan Kirkland  
 No Adds  
**WRCH/Hartford, CT \***  
 PD: Alan Camp  
 MD: Joe Hess  
 1. SAE "Site"  
**WRVR/Memphis, TN \***  
 OMPD: Joel Burke  
 PDMD: Kay Marley  
 No Adds  
**WLOT/Milwaukee, WI \***  
 PDMD: Steve Abrahamson  
 BRYFACE "Reason"  
 DONHENLEY "Everything"  
**WLTE/Minneapolis, MN \***  
 PDMD: Gary Nolan  
 No Adds  
**WMOB/Mobile, AL \***  
 MD: Mary Booth  
 No Adds  
**KJSM/Modesto, CA \***  
 PDMD: Gary Michaels  
 9. HATHILL "Win"  
 TOM BRAXTON "Speech"  
**WOBM/Murkumb-Ossau, NJ \***  
 PD: Jeff Putter  
 MD: Liz James  
 7. NARLE COLE "Angel"

**KWNN/Montgomery, AL \***  
 OMPD: Berrie Moody  
 PD: Rob Miller  
 BONJO "Thank"  
 RUSOME "Fight"  
**WALB/Norfolk-Suffolk, NY \***  
 VP/Prog: Gene Michaels  
 APD: Rob Miller  
 MD: Charles Lombardo  
 CREED "Arms"  
**WHUD/Newburgh, NY**  
 OMPD: Steve Perrone  
 MD: Tom Furd  
 LEE ANN WOMACK "Dance"  
**WLMG/New Orleans, LA \***  
 PD: Steve Suter  
 APDMD: Johnny Scott  
 OSCAR DELA HOYA "Run"  
**WLTW/New York, NY \***  
 OMP: Jim Ryan  
 No Adds  
**WWDE/Norfolk, VA \***  
 OMPD: Dan London  
 APDMD: Jeff Morano  
 No Adds  
**KMCL/Oklahoma City, OK \***  
 PD: Jeff Couch  
 APD: Keith Veager  
 MD: Steve O'Brien  
 TOM BRAXTON "Speech"  
 BROOKHAWK WITH JOHN "Change"  
**KEFM/Omaha, NE \***  
 PDMD: Steve Albertson  
 No Adds  
**WWSF/Orlando, FL \***  
 PD: Ron Payne  
 APDMD: Brenda Mathews  
 2. OSCAR DELA HOYA "Run"  
**WMEZ/Pasadena, FL \***  
 PDMD: Kevin Peterson  
 No Adds  
**WSWT/Paeonia, IL**  
 OMPD: Randy Rundo  
 MD: Mark McKay  
 1. OSCAR DELA HOYA "Run"  
**WBEB/Philadelphia, PA \***  
 PD: Chris Conley  
 28. HATHILL "Win"  
 28. SWINBEE "Just"  
 13. LONSTAR "Answer"  
 11. REAK "Yes"  
 11. BACKSTREET BOYS "Step"  
 3. SAE "Site"  
 LARAFABAN "Gracie"  
**KEEZ/Phoenix, AZ \***  
 PD: Brian Kelly  
 RICHARD MARK "Austin"  
 SAE "Site"  
**WSDH/Philadelphia, PA \***  
 PDMD: Ron Aul  
 STING "Lead"  
 BROOKHAWK WITH JOHN "Change"  
**KXCN/Portland, OR \***  
 PDMD: Bob Mitterer  
 No Adds  
**WVLI/Providence, RI \***  
 PDMD: Tom Hall  
 STING "Lead"  
 SAWBRIGHTMAN "Water"  
**WROB/Raleigh-Durham, NC \***  
 PDMD: Bob Peterson  
 1. NARLE COLE "Angel"  
**KRWV/Reno, NV \***  
 PD: Dan Fritz  
 No Adds  
**WTVR/Richmond, VA \***  
 PDMD: Bob Cabell  
 LEE ANN WOMACK "Dance"  
**WSLO/Rosemead-Lynchburg, VA \***  
 PD: Dan Morrison  
 MD/APD: Dick Daniels  
 No Adds  
**WRAN/Rochester, NY \***  
 PDMD: Gene Symonds  
 KARLEE LEE "Talk"  
**WGF/Rockford, IL**  
 PD: Alast Williams  
 No Adds  
**WSRS/Rochester, MA \***  
 PD: Steve Poppe  
 MD: Jackie Bush  
 No Adds  
**WRRM/Rocky Mt., CO \***  
 PDMD: Steve Kelly  
 2. STING "Lead"  
 JAMES WALK "Step"  
 LEE ANN WOMACK "Dance"  
**KYND/Sacramento, CA \***  
 PD: Ryan Jackson  
 No Adds  
**WARM/Scr. PA \***  
 PD: Kelly West  
 MD: Rick Sten  
 No Adds  
**KEZK/Salt Lake City, UT \***  
 OMPD: Alan Hagan  
 MD: Lyle Morris  
 NARLE COLE "Angel"  
**KQXT/San Antonio, TX \***  
 APDMD: David Munoz  
 MAUD-BOX TWENTY "Gems"  
 STING "Lead"  
 LEE ANN WOMACK "Dance"  
**KSLB/Santa Barbara, CA**  
 PD: Peter Die  
 MD: Nancy Newcomer  
 No Adds  
**KLSY/Seattle-Tacoma, WA \***  
 PD: Barry McKay  
 MD: Dick Thomas  
 LEE ANN WOMACK "Dance"  
 CORRS "Breathless"  
**KRYW/Seattle-Tacoma, WA \***  
 PD: Tony Cole  
 3. NARLE COLE "Angel"  
**WNSH/South Bend, IN**  
 PD: Jim Roberts  
 7. LEWIS & PALTRON "Dream"  
**KISL/Spokane, WA \***  
 PD: Rob Harder  
 NARLE COLE "Angel"  
 RICHARD MARK "Austin"  
**KOLY/Spokane, WA \***  
 PD: C.J. Clements  
 MD: Steve Wiley  
 STING "Lead"  
**WMAS/Springfield, MA \***  
 PD: Paul Cannon  
 APDMD: Keith Stephens  
 CORRS "Breathless"  
 JENNIFER DAY "Complains"  
**WRVW/Toledo, OH \***  
 PD: Cary Paul  
 MD: Kim Carson  
 DAVID GRAY "Baby"  
**KMAI/Tapeala, KS**  
 PDMD: Russ Cook  
 No Adds  
**KICK/Tucson, AZ \***  
 PD: Bobby Rich  
 APDMD: Leola Lala  
 RICHARD MARK "Austin"  
**WLZW/Utica, NY**  
 PD: Randy Jay  
 MD: Treacy  
 No Adds  
**WASH/Washington, DC \***  
 PD: Steve Allen  
 MD: Pamela Martin  
 No Adds  
**WENI/West Palm Beach, FL \***  
 OMPD: Les Howard Jostry  
 PD: Michael Smith  
 MD: Jack Perry  
 5. DONHENLEY "Everything"  
**KRWB/Wichita, KS \***  
 MD: Todd Taylor  
 3. JENNIFER DAY "Complains"  
 STING "Lead"  
**WAGN/Wilmington, NC**  
 PD: Mike Farrow  
 MD: Craig Thomas  
 No Adds  
**WSRS/Worcester, MA \***  
 PD: Steve Poppe  
 MD: Jackie Bush  
 No Adds

**WDOJ/Denbury, CT**  
 PD: Bob Trone  
 MD: Andy Carls  
 15. TERRY "Sleeping"  
 5. NSYNC "Promer"  
**KKOB/Albuquerque, NM \***  
 OMPD: Brad Barnett  
 MD: Don McCloud  
 LEIGHNASH "Lead"  
 DOD "Thankyou"  
 DEXTER FRESH "Loving"  
 FISHER "W"  
**WMMQ/Dayton, OH \***  
 PD: Jeff Stevens  
 MD: Dean Taylor  
 LARAFABAN "Gracie"  
 SISTER HAZEL "High"  
**KALC/Denver-Boulder, CO \***  
 PD: Jim Larson  
 APDMD: Kevin Koala  
 No Adds  
**KIMN/Denver-Boulder, CO \***  
 PD: Ron Harrell  
 APDMD: Mike Gifford  
 1. RICKY MARTIN "Bangs"  
 DOD "Thankyou"  
 DAVID GRAY "Baby"  
**KMXX/Des Moines, IA \***  
 PD: Mike Stalawore  
 MD: Steve Jordan  
 No Adds  
**KBGK/Des Moines, IA \***  
 PD: Janni Kaye  
 APDMD: James Baker  
 WESTLIFE "Share"  
**KSTZ/Des Moines, IA \***  
 No Adds  
**WPLT/Detroit, MI \***  
 PD: Tom O'Brien  
 MD: Rob Hazleton  
 MD: Ann Dallas  
 14. THE FORKING "Tough"  
 4. FORTYFIFERS "Hot"  
 EVAN AND JARON "Get"  
 CORRS "Breathless"  
**WSBX/Boston, MA \***  
 VPP/Prog: Greg Strossell  
 MD: Mike Mullany  
 2. DOD "Thankyou"  
**WOSK/Boston, MA \***  
 PD: Ron Isaac  
 MD: Rob Tyler  
 No Adds  
**WTSS/Buffalo, NY \***  
 MD: Paul Lucas  
 No Adds  
**WRIT/Cedar Rapids, IA**  
 PDMD: Eric Gutzwiller  
 1. LEBBY KWATZ "Again"  
**WLNK/Charlotte, NC \***  
 OMP: Tom Johnston  
 PD: Neal Shergo  
 MD: Paul Vaughn  
 SISTER HAZEL "High"  
**KALZ/Colorado Springs, CO \***  
 PD: Kevin Callahan  
 MD: Jerome James  
 15. DOD "Thankyou"  
**WVHC/Cincinnati, OH \***  
 PD: Brad Ellis  
 No Adds  
**WVRC/Cincinnati, OH \***  
 PD: Brad Ellis  
 No Adds  
**WVTV/Cedar Rapids, MI \***  
 PD: Jeff Anderson  
 APD: Eric O'Brien  
 MD: Ken Evans  
 SISTER HAZEL "High"  
**WKSI/Colorado, NC \***  
 PDMD: Jeff Cushman  
 14. RICKY MARTIN "Bangs"  
 6. 12 "Day"  
 BONJO "Thank"  
 DOD "Thankyou"  
**WQAC/Cleveland, OH \***  
 PDMD: Steve Brown  
 No Adds  
**KMAU/Colorado Springs, CO \***  
 PD: Kevin Callahan  
 MD: Jerome James  
 15. DOD "Thankyou"  
**WCOG/Columbus, GA**  
 PDMD: Al Heynes  
 MD: David Simpson  
 No Adds  
**KCPH/Corpus Christi, TX \***  
 OMP: Jeff Stevens  
 MD: Nelly Furtago "Step"  
 DOD "Thankyou"  
**KRM/Dallas-Ft. Worth, TX \***  
 PD: Jason Hilary  
 MD: Chad Bennett  
 MD: Lisa Thomas  
 No Adds  
**KRMH/Dallas-Galveston, TX \***  
 OMP: Jim Tress  
 APD: Jim Osborne  
 MD: Lant Bradley  
 No Adds  
**KSRZ/Dallas, TX \***  
 PD: Kurt Orsini  
 MD: Dave Bush  
 MD: Mandy Gray "Step"  
 LEBBY KWATZ "Again"

**WMMX/Indianapolis, IN \***  
 PD: Greg Dunham  
 MD: Jim Corone  
 No Adds  
**WFAI/Kalamazoo, MI**  
 PD: P.J. Lacey  
 LEBBY KWATZ "Again"  
**KMOB/Las Vegas, NV \***  
 PD: Duncan Peyton  
 APDMD: Shark  
 No Adds  
**WWOL/Lexington-Fayette, KY \***  
 OMP: Doug Hamard  
 PD: Jill Meyer  
 No Adds  
**KURB/Little Rock, AR \***  
 PD: Randy Cain  
 APD: Aaron Anthony  
 No Adds  
**KMJD/Des Moines, IA \***  
 PD: Mike Stalawore  
 MD: Steve Jordan  
 No Adds  
**KBSG/Des Moines, IA \***  
 PD: Janni Kaye  
 APDMD: James Baker  
 WESTLIFE "Share"  
**KYSR/Los Angeles, CA \***  
 OMPD: Angie Perelli  
 APDMD: Chris Patyk  
 35. MADONNA "Music"  
 EVERCLEAR "Radio"  
 BONJO "Thank"  
**WMC/Memphis, TN \***  
 Interim PDMD: Bruce Weyne  
 No Adds  
**WKTL/Milwaukee, WI \***  
 OMP: Rick Betcher  
 APDMD: Leonard Peace  
 No Adds  
**WMYK/Milwaukee, WI \***  
 PD: Brian Kelly  
 APDMD: Mark Richards  
 LEE ANN WOMACK "Dance"  
**WWSR/Tampa, FL \***  
 PD: Scott Chase  
 MD: John Stewart  
 4. DOD "Thankyou"  
 BONJO "Thank"  
**KLCA/Reno, NV \***  
 PD: Bender  
 MD: Rebecca White  
 GREEN DAY "Anarchy"  
**WQPT/Minneapolis, MN \***  
 PD: Dushy Hayes  
 APDMD: Paul Kramer, Dino  
 DOD "Thankyou"  
**WVOR/Rochester, NY \***  
 PD: Dave Lafano  
 1. DEXTER FRESH "Loving"  
 LEBBY KWATZ "Again"  
 DAVID GRAY "Baby"  
**KOBS/Modesto, CA \***  
 PD: Steve Miller  
 MD: Dawn Miller  
 26. DOD "Thankyou"  
 2. GREEN DAY "Anarchy"  
 1. NO DOUBT "Ballade"  
 MACY GRAY "Sit"  
**WZNE/Rochester, NY \***  
 PDMD: Rich McGowan  
 GREEN DAY "Anarchy"  
**WALB/Murkumb-Ossau, NJ \***  
 OMPD: Mike Kaplan  
 APDMD: Chris Henderson  
 NSYNC "Promer"  
 BONJO "Thank"  
**KOOL/Monterey, CA \***  
 PDMD: Mike Scott  
 BONJO "Thank"  
 DOD "Thankyou"  
 GREEN DAY "Anarchy"  
**WVVO/Portland, ME \***  
 PD: Steve Suter  
 MD: Charles Frupp  
 No Adds  
**WPLI/New York, NY \***  
 VPP/Prog: Tom Cuddy  
 PD: Scott Shannon  
 MD: Tony Macarone  
 No Adds  
**WPTN/Orlando, FL \***  
 OMPD: Tom Macarone  
 APDMD: Tim Baldwin  
 19. RICKY MARTIN "Bangs"  
**KBBY/Oxnard-Ventura, CA \***  
 OMPD: Mark Ventura  
 1. CORRS "Breathless"  
**KMSJ/San Diego, CA \***  
 PD: Mike O'Brian  
 MD: Kerry McCall  
 21. CREED "Arms"  
**KOO/San Francisco, CA \***  
 APDMD: Michael Rivers  
 No Adds  
**KLLC/San Francisco, CA \***  
 PD: Louis Kaplan  
 MD: Julie Stockel  
 5. DOD "Thankyou"  
**KEZR/San Jose, CA \***  
 PD: Jim Murphy  
 APDMD: Michael Martinez  
 No Adds  
**KRUZ/Santa Barbara, CA**  
 PDMD: Jim Roudoux  
 No Adds  
**WAEV/Savannah, GA**  
 OMPD: Scotty Sines  
 APD: Robert Eilman  
 EVERCLEAR "Radio"  
 NELLI FURTAGO "Step"  
 SHIRLEY BULLOCK "Everything"  
**KPLZ/Seattle-Tacoma, WA \***  
 PD: Kent Phillips  
 MD: Alisa Haskin  
 2. GREEN DAY "Anarchy"  
 NELLI FURTAGO "Step"  
**WRAL/Raleigh-Durham, NC \***  
 PDMD: Joe Wade Formicola  
 No Adds  
**WRFY/Reading, PA**  
 PD: Al Burla  
 APDMD: Bobby D  
 8. DAVID GRAY "Baby"  
 BONJO "Thank"  
 GREEN DAY "Anarchy"  
 NO DOUBT "Ballade"  
**WVWX/Richmond, VA \***  
 PD: Bender  
 MD: Rebecca White  
 GREEN DAY "Anarchy"  
**WWWV/Toledo, OH \***  
 OMP: Tim Roberts  
 PD: Steve Moran  
 1. BONJO "Thank"  
**WROX/Washington, DC \***  
 Dr. Orop: Steve Keelbas  
 MD: Carol Porter  
 No Adds  
**WVBC/West Palm Beach, FL \***  
 OMPD: John O'Donnell  
 APDMD: Jeff Curtis  
 EVERCLEAR "Radio"  
 BONJO "Thank"  
 MACY GRAY "Sit"  
**WVVO/West Palm Beach, FL \***  
 PD: Russ Morley  
 MD: Dave Brumler  
 LEANN RAES "Fight"  
**WVWL/Worcester, MA \***  
 OMP: Pete Falcone  
 PD: Chae Murphy  
 3. LEE ANN WOMACK "Dance"  
 98 DEGREES "Everything"  
 MARY HENRI STEPHAN "Southside"  
 VERLUSH "Touch"  
**WVXD/Youngstown-Warren, OH**  
 OMPD: Dan Rivers  
 MD: Mark French  
 LEIGHNASH "Lead"  
 SISTER HAZEL "High"  
**95 Total Reporters**  
**95 Current Reporters**  
**95 Current Playlists**  
**No Longer A Reporter (1):**  
**KJSN/Salt Lake City, UT**

\* = Mediabase 24/7 monitored

\* = Mediabase 24/7 monitored

November 10, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS ('00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	CREED With Arms Wide Open (Wind-up)	3684	+85	386764	11	89/1
2	2	BARENAKED LADIES Pinch Me (Reprise)	3225	+139	339796	12	90/0
4	3	3 DOORS DOWN Kryptonite (Republic/Universal)	2774	+9	295077	17	71/0
3	4	MATCHBOX TWENTY Bent (Lava/Atlantic)	2663	-234	292986	30	86/0
5	5	VERTICAL HORIZON You're A God (RCA)	2650	-8	267039	17	85/1
6	6	MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	2631	+321	279167	7	89/0
7	7	EVERCLEAR Wonderful (Capitol)	2437	-105	231200	19	83/0
8	8	EVAN AND JARON Crazy For This Girl (Columbia)	2290	+158	237067	13	84/1
10	9	STING Desert Rose (A&M/Interscope)	1947	-84	224529	29	77/0
9	10	NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic)	1932	-209	221991	28	82/0
11	11	VERTICAL HORIZON Everything You Want (RCA)	1904	-107	231366	46	86/0
13	12	FAITH HILL The Way You Love Me (Warner Bros.)	1631	+39	166364	9	58/0
12	13	BON JOVI It's My Life (Island/IDJMG)	1536	-142	126568	15	68/0
17	14	MADONNA Music (Maverick/WB)	1500	+64	164480	11	46/1
19	15	CORRS Breathless (143/Lava/Atlantic)	1472	+167	170738	9	64/2
14	16	SISTER HAZEL Change Your Mind (Universal)	1435	-119	156805	24	66/0
16	17	NINA GORDON Tonight And The Rest Of My... (Warner Bros.)	1386	-74	119703	20	64/0
15	18	CREED Higher (Wind-up)	1364	-127	158980	36	63/0
Breaker	19	SHAWN MULLINS Everywhere I Go (Columbia)	1338	+151	139138	6	70/1
Breaker	20	U2 Beautiful Day (Interscope)	1318	+276	155340	5	60/5
21	21	WALLFLOWERS Sleepwalker (Interscope)	1218	+12	126240	8	59/0
25	22	DAVID GRAY Babylon (ATO/RCA)	1210	+232	146585	4	58/3
26	23	LENNY KRAVITZ Again (Virgin)	1038	+166	126500	4	53/8
23	24	THIRD EYE BLIND Deep Inside Of You (Elektra/EEG)	962	-84	113843	14	46/0
29	25	RICKY MARTIN She Bangs (Columbia)	831	+171	85405	3	37/4
30	26	NINE DAYS If I Am (550 Music/Epic)	769	+107	80931	2	42/1
Debut	27	BACKSTREET BOYS Shape Of My Heart (Jive)	765	+121	74428	1	36/0
Debut	28	DEXTER FREEBISH Leaving Town (Capitol)	715	+61	70261	3	40/2
Debut	29	SOULDECISION Faded (MCA)	708	+126	64180	1	32/1
Debut	30	LEIGH NASH Need To Be Next To You (Engine/Arista)	698	+158	58348	1	41/3

## Most Added

ARTIST TITLE LABEL(S)	ADDS
DIDO Thankyou (Arista)	21
GREEN DAY Minority (Reprise)	13
BON JOVI Thank You For Loving Me (Island/IDJMG)	13
LENNY KRAVITZ Again (Virgin)	8
EVERCLEAR AM Radio (Capitol)	7
NO DOUBT Bathwater (Interscope)	6
U2 Beautiful Day (Interscope)	5
SISTER HAZEL Champagne High (Universal)	5
NELLY FURTADO I'm Like A Bird (DreamWorks)	5
MOBY F/GWEN STEFANI Southside (V2)	5

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	+321
EVERCLEAR AM Radio (Capitol)	+286
U2 Beautiful Day (Interscope)	+276
DAVID GRAY Babylon (ATO/RCA)	+232
RICKY MARTIN She Bangs (Columbia)	+171
CORRS Breathless (143/Lava/Atlantic)	+167
LENNY KRAVITZ Again (Virgin)	+166
EVAN AND JARON Crazy For This Girl (Columbia)	+158
LEIGH NASH Need To Be Next To You (Engine/Arista)	+158
SHAWN MULLINS Everywhere I Go (Columbia)	+151

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 10/29-Saturday 11/4. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 1300 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

## New & Active

**RED HOT CHILI PEPPERS** Californication (Warner Bros.)  
Total Plays: 665, Total Stations: 34, Adds: 0

**SISTER HAZEL** Champagne High (Universal)  
Total Plays: 626, Total Stations: 51, Adds: 5

**'N SYNC** This I Promise You (Jive)  
Total Plays: 587, Total Stations: 28, Adds: 2

**MACY GRAY** Still (Epic)  
Total Plays: 525, Total Stations: 40, Adds: 4

**EVERCLEAR** AM Radio (Capitol)  
Total Plays: 513, Total Stations: 38, Adds: 7

**NELLY FURTADO** I'm Like A Bird (DreamWorks)  
Total Plays: 477, Total Stations: 35, Adds: 5

**CHRISTINA AGUILERA** Come On Over... (RCA)  
Total Plays: 463, Total Stations: 21, Adds: 0

**8STOPS7** Question Everything (Reprise)  
Total Plays: 359, Total Stations: 25, Adds: 0

**DIDO** Thankyou (Arista)  
Total Plays: 327, Total Stations: 30, Adds: 21

**SR-71** Right Now (RCA)  
Total Plays: 320, Total Stations: 18, Adds: 0

**KARISSA NOEL** Corrupt (550 Music/Epic)  
Total Plays: 215, Total Stations: 12, Adds: 0

**LeANN RIMES** Can't Fight The... (London Sire/Curb)  
Total Plays: 189, Total Stations: 11, Adds: 1

**VIBROLUSH** Touch And Go (Iguana/V2)  
Total Plays: 169, Total Stations: 14, Adds: 1

**FOO FIGHTERS** Next Year (Roswell/RCA)  
Total Plays: 168, Total Stations: 9, Adds: 1

**MOBY I/GWEN STEFANI** Southside (V2)  
Total Plays: 164, Total Stations: 19, Adds: 5

**FISHER** I Will Love You (Farmclub.com/Interscope)  
Total Plays: 163, Total Stations: 15, Adds: 2

**PAT MCGEE BAND** Rebecca (Giant/WB)  
Total Plays: 106, Total Stations: 12, Adds: 0

**JESSICA RIDDLE** Symphony (Hollywood)  
Total Plays: 105, Total Stations: 10, Adds: 0

**NO DOUBT** Bathwater (Interscope)  
Total Plays: 86, Total Stations: 9, Adds: 6

**GREEN DAY** Minority (Reprise)  
Total Plays: 85, Total Stations: 15, Adds: 13

**BON JOVI** Thank You For Loving Me (Island/IDJMG)  
Total Plays: 37, Total Stations: 14, Adds: 13

Songs ranked by total plays

## Breakers

SHAWN MULLINS Everywhere I Go (Columbia)		CHART
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	
1338/151	70/1	19
U2 Beautiful Day (Interscope)		CHART
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	
1318/276	60/5	20

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

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## Most Played Recurrents

SANTANA I/ROB THOMAS Smooth (Arista)

BBMAK Back Here (Hollywood)

THIRD EYE BLIND Never Let You Go (Elektra/EEG)

MACY GRAY I Try (Epic)

SMASH MOUTH Then The Morning Comes (Interscope)

GOO GOO DOLLS Slide (Warner Bros.)

DON HENLEY Taking You Home (Warner Bros.)

TRAIN Meet Virginia (Aware/Columbia)

GOO GOO DOLLS Black Balloon (Warner Bros.)

SUGAR RAY Someday (Lava/Atlantic)

SMASH MOUTH All Star (Interscope)

GOO GOO DOLLS Broadway (Warner Bros.)

SAVAGE GARDEN Crash And Burn (Columbia)

SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)

DIDO Here With Me (Arista)

SUGAR RAY Every Morning (Lava/Atlantic)

MARC ANTHONY I Need To Know (Columbia)

TAL BACHMAN She's So High (Columbia)

FAITH HILL Breathe (Warner Bros.)

FASTBALL Out Of My Head (Hollywood)

## HOT AC

### Going For Adds 11/13/00

LEE ANN WOMACK I Hope You Dance (MCA/Universal)



NOTHING ELSE TO WANT

WBMX/Boston wakeup host John Lander and morning show producer Wendy Filosi welcomed Vertical Horizon to the Pop/Alternative. Seen (l-r) are Filosi, group members Ed Toth and Matt Scannell, Lander and Vertical Horizon's Keith Kane and Sean Hurley. Lander's exceptional taste in sporting a Red Sox cap had (virtually) no impact in getting this picture in print.

## TUNED-IN HOT AC

R&R/MEDIABASE 24/7

**94 WTKI** WTKI/Milwaukee  
94.1 FM Home of the '70s & '80s

3am

CREED With Arms Wide Open  
 SMASH MOUTH Walkin' On The Surf  
 BRYAN ADAMS Thought I'd Died And Gone To...  
 SAVAGE GARDEN I Knew I Loved You  
 TUBES She's A Beauty  
 GOO GOO DOLLS Black Balloon  
 SHERYL CROW Strong Enough  
 MATCHBOX TWENTY Bent  
 COLLECTIVE SOUL Shine  
 BARENAKED LADIES It's All Been Done  
 FAITH HILL The Way You Love Me  
 MADONNA Cherish  
 DUNCAN SHEIK Barely Breathing

11am

MATCHBOX TWENTY Bent  
 FOUR SEASONS December 1963...  
 GOO GOO DOLLS Slide  
 PATTY SMYTH & DON HENLEY Sometimes Love...  
 CELINE DION That's The Way It Is  
 PHIL COLLINS In The Air Tonight  
 SMASH MOUTH Then The Morning Comes  
 CHUMBAWUMBA Tubthumping  
 THIRD EYE BLIND Never Let You Go  
 FIREHOUSE Love of A Lifetime  
 JOHN MELLENCAMP I'm Not Running Anymore  
 NINE DAYS Absolutely (Story Of A Girl)  
 AEROSMITH I Don't Want To Miss A Thing

4pm

SISTER HAZEL All For You  
 MATCHBOX TWENTY Bent  
 SHANIA TWAIN That Don't Impress Me Much  
 SPIN DOCTORS Little Miss Can't Be Wrong  
 SHAWN MULLINS Lullaby  
 STEVE WINWOOD Back In The High Life Again  
 MARC ANTHONY You Sang To Me  
 HOOTIE & THE BLOWFISH Time  
 THIRD EYE BLIND Never Let You Go  
 ROD STEWART Have I Told You...  
 SANTANA I/ROB THOMAS Smooth  
 NINE DAYS Absolutely (Story Of A Girl)

8pm

BBMAK Back Here  
 CHUMBAWUMBA Tubthumping  
 BARENAKED LADIES Pinch Me  
 NATALIE IMBRUGLIA Torn  
 BODEANS Closer To Free  
 GOO GOO DOLLS Slide  
 EVERCLEAR Wonderful  
 FAITH HILL Breathe  
 HOOTIE & THE BLOWFISH Only Wanna Be...  
 CREED With Arms Wide Open  
 BLIND MELON No Rain  
 CHER Believe  
 VERTICAL HORIZON Everything You Want  
 TALKING HEADS And She Was

**99 WMYX** WMYX/Milwaukee

3am

BONNIE RAITT I Can't Make You Love Me  
 CREED Higher  
 U2 Sweetest Thing  
 DIXIE CHICKS Ready To Run  
 COLLECTIVE SOUL December  
 GOO GOO DOLLS Black Balloon  
 TOAD THE WET SPROCKET All I Want  
 FAITH HILL The Way You Love Me  
 TOM PETTY Free Fallin'  
 DIONNE FERRIS I Know  
 VERTICAL HORIZON You're A God  
 SPLENDER I Think God Can Explain  
 NATALIE IMBRUGLIA Wonder  
 SHANIA TWAIN From This Moment On

11am

CRANBERRIES Dreams  
 SPLENDER I Think God Can Explain  
 ACE OF BASE Don't Turn Around  
 FASTBALL Out Of My Head  
 LEANN RIMES I Need You  
 MATCHBOX 20 Back To Good  
 HARRY CONNICK JR. I Could Only...  
 BON JOVI It's My Life  
 DES'REE You Gotta Be  
 NINA GORDON Tonight And The Rest Of My Life  
 NO DOUBT Don't Speak  
 HOOTIE & THE BLOWFISH Tucker's Town  
 INDIGO GIRLS Shame On You

4pm

SPLENDER I Think God Can Explain  
 MELISSA ETHERIDGE I'm The Only One  
 EVERCLEAR Wonderful  
 SHANIA TWAIN You're Still The One  
 GOO GOO DOLLS Name  
 'N SYNC I Want You Back  
 BON JOVI It's My Life  
 ERIC CLAPTON Change The World  
 TAL BACHMAN She's So High  
 BONNIE RAITT Something To Talk About  
 NINA GORDON Tonight And The Rest Of My Life  
 BLESSID UNION OF SOULS Light In Your Eyes

8pm

FIXX One Thing Leads To Another  
 CREED Higher  
 BRITNEY SPEARS Oops!... I Did It Again  
 TONIC If You Could Only See  
 COLLECTIVE SOUL The World I Know  
 MADONNA Into The Groove  
 SISTER HAZEL Change Your Mind  
 CRANBERRIES Linger  
 MATCHBOX TWENTY If You're Gone  
 ENIGMA Return To Innocence  
 SOULDECISION Faded  
 EVE 6 Inside Out  
 GOO GOO DOLLS Black Balloon



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 10/30. © 2000, R&R Inc.

## FIND COMPLETE PLAYLISTS FOR ALL HOT AC REPORTERS ON R&R ONLINE MUSIC TRACKING

**MARKET #1**

**WPLJ/New York**  
ABC  
(212) 613-9300  
Cuddy/Shannon/Mascara  
12+ Cum 2,833,780

PLAYS	ARTIST/TITLE	GI (889)
41	BARNEKAD LADIES/Pinch Me	38016
42	EVAN AND JARON/Crazy For This Girl	36288
43	VERTICAL HORIZON/You're A God	36288
44	3 DOORS DOWN/Kryptonite	35424
45	MATCHBOX TWENTY/Ten Years Gone	35424
46	CREED/With Arms Wide Open	35424
47	SISTER HAZEL/Change Your Mind	35460
39	MATCHBOX TWENTY/Bent	33696
30	CORRS/Breatless	29520
28	FAITH HILL/The Way You Love Me	24192
27	EVERCLEAR/Wonderful	22928
26	VERTICAL HORIZON/Everything You Want	22928
35	CRED I Higher	21600
25	THIRD EYE BLIND/Deep Inside Of You	21600
24	UZ/Beautiful Day	20736
23	LENNY KRAMITZ/Again	20736
22	MADONNA/Kiss	19872
21	BON JOVI/My Love For You	18144
20	DAVID GRAY/Babyton	17280
19	DIDO/Thankyou	16416
18	SISTER HAZEL/Champagne High	16416
17	DEXTER GARDEN/Telling Stories	15552
16	NINE DAYS/Absolutely	13824
15	SHAWN MILLINS/Everywhere I Go	13824
14	WALLFLOWERS/Sleepwalker	13824
13	RED HOT CHILI...California	12960
12	NINE DAYS/Absolutely	11232
11	SOPHIE...Kiss Me	11232
10	BLESSED UNION/My Leonard	10568
9	COUNTING CROWS/Angel Road	10368

**MARKET #2**

**KBIG/Los Angeles**  
Clear Channel  
(818) 546-1043  
Kaye/Baker  
12+ Cum 1,148,100

PLAYS	ARTIST/TITLE	GI (889)
30	N SYNTH/The Promise You	15000
29	STING/Desert Rose	15000
30	90 DEGREE/Give Me Just One...	15070
29	NO DOUBT/In The Shade Of A Tree	15270
27	NINE DAYS/Absolutely	14310
28	SANTANA/Aguilera Come On Over	12910
25	TRAVIS/Mezmerize	12910
22	DREAM/Heavenly Bodies	11660
22	JANET JACKSON/Control	11660
22	BURRHEAD/Back Here	11660
21	LARA FABIAN/My Love Again	11130
21	LEIGH NASH/Need To Know	11130
21	LEANN RIMES/Need You	11130
20	BACKSTREET BOYS/Shape Of My Heart	10500
20	CHRISTINA AGUILERA/Come On Over	10600
20	CHRISTINA AGUILERA/Into You	10600
20	HOUSTON/Angelina	10600
19	EVAN AND JARON/Crazy For This Girl	9640
19	SHANIA TWAIN/Man I Feel Like	8590
19	SANTANA/Aguilera Come On Over	6890
19	SANTANA/Aguilera/Smooth	6890
19	SHANIA TWAIN/Man I Feel Like	6890
18	ENRIQUE IGLESIAS/Balamban	6360
18	SINGER/From The Morning...	6360
18	LOUIE ARMSTRONG/No. 5	5830
18	SANTANA/Aguilera/Into You	5830
18	MADONNA/Kiss	5830
18	SUGAR RAY/Very Morning	5830
18	NATALIE IMBRIGLIA/It Torn	5300

**MARKET #3**

**KYSR/Los Angeles**  
Clear Channel  
(818) 955-7000  
Perilli/Patky  
12+ Cum 1,189,300

PLAYS	ARTIST/TITLE	GI (889)
45	3 DOORS DOWN/Kryptonite	24196
38	CREED/With Arms Wide Open	23144
38	NO DOUBT/Simple Kind Of Life	23144
35	STING/Desert Rose	19524
35	MADONNA/Kiss	18410
32	UZ/Beautiful Day	16832
31	DIDO/Thankyou	16306
30	BARNEKAD LADIES/Pinch Me	15780
29	LENNY KRAMITZ/Again	15244
29	RED HOT CHILI...California	14202
27	THIRD EYE BLIND/Deep Inside Of You	14202
26	MADY GRAY/Why Didn't You	13676
26	LEIGH NASH/Need To Know	13676
25	MATCHBOX TWENTY/Ten Years Gone	13150
25	SHANIA TWAIN/Man I Feel Like	13088
25	BRIAN SETZER ORCH./Guitar In The Mood	11572
23	MADY GRAY/Why Didn't You	11572
23	DAVID GRAY/Babyton	11046
22	VERTICAL HORIZON/Everything You Want	10520
22	SHANIA TWAIN/Man I Feel Like	10398
21	NINE DAYS/Absolutely	9994
21	SMASH MOUTH/Then The Morning...	9994
19	LITMY Own Worst Enemy	8942
18	HAPPER/Smile My Kisses	8762
18	MATCHBOX TWENTY/Bent	7942
17	BARNEKAD LADIES/Pinch Me	7820
17	TRAVIS/Mezmerize	7364
17	CRED I Higher	7364
16	UZ/Beautiful Day	6876
9	NO DOUBT/E-Grind	6310

**MARKET #4**

**WTMX/Chicago**  
Bonnville  
(312) 946-1019  
James/Kachemba  
12+ Cum 834,400

PLAYS	ARTIST/TITLE	GI (889)
47	MATCHBOX TWENTY/10 Years Gone	18288
46	CREED/With Arms Wide Open	17526
45	BARNEKAD LADIES/Pinch Me	15626
36	VERTICAL HORIZON/You're A God	15626
32	DAVID GRAY/Babyton	15240
42	THIRD EYE BLIND/Deep Inside Of You	14859
42	WALLFLOWERS/Sleepwalker	13354
35	CORRS/Breatless	12936
35	NINE DAYS/Absolutely	12512
34	EVERCLEAR/Wonderful	12512
33	PHISH/Heavy Things	12573
33	3 DOORS DOWN/Kryptonite	11811
42	DELERIAN/Silence	11430
30	UZ/Beautiful Day	11068
48	EVERCLEAR/Wonderful	10649
44	NINA GORDON/Tonight And...	10649
26	KARISMA NOEL/Compust	10628
15	SHANIA TWAIN/Man I Feel Like	10287
17	VIBRIB/Live It Up	9966
17	SISTER HAZEL/Champagne High	9906
10	SISTER HAZEL/Champagne High	9906
22	LENNY KRAMITZ/Again	8762
22	BEIN HAPPER/Smile My Kisses	8363
21	MADY GRAY/Why Didn't You	8201
17	VERTICAL HORIZON/Everything You Want	8011
18	GOO GOO DOLLS/Broadway	6408
24	SISTER HAZEL/Change Your Mind	6477
16	NINE DAYS/Absolutely	6096
16	JAYMAH/Miss Donna Make...	6096
16	SANTANA/Aguilera/Into You	6096

**MARKET #5**

**KIOI/San Francisco**  
Clear Channel  
(415) 538-1013  
Rivers  
12+ Cum 607,600

PLAYS	ARTIST/TITLE	GI (889)
42	STING/Desert Rose	10374
40	FAITH HILL/The Way You Love Me	9880
42	SANTANA/Aguilera/Into You	9880
40	MARC ANTHONY/Need To Know	9386
32	MATCHBOX TWENTY/Bent	8151
33	SAVAGE GARDEN/Crash And Burn	7507
31	NINE DAYS/Absolutely	7507
31	GOO GOO DOLLS/Black Balloon	7507
31	MADY GRAY/Why	7507
29	VERTICAL HORIZON/Everything You Want	7507
26	LODESTAR/Amazed	7410
29	MARC ANTHONY/Need To Know	6919
31	SMASH MOUTH/Then The Morning...	6919
31	MADY GRAY/Why	6919
23	CREED/With Arms Wide Open	6175
23	N SYNTH/The Promise You	5928
23	SMASH MOUTH/Star	5928
11	BARNEKAD LADIES/Pinch Me	5681
24	EVAN AND JARON/Crazy For This Girl	5681
23	FAITH HILL/The Way You Love Me	5681
23	SOPHIE...Kiss Me	5681
23	VERTICAL HORIZON/You're A God	5681
25	BACKSTREET BOYS/Shape Of My Heart	5187
21	BRANNAK/Back Here	4900
19	LEIGH NASH/Need To Know	4900
15	RED HOT CHILI...Scar Tissue	4643
16	BRITNEY SPEARS/Oops...I Did It...	4446
15	SHANIA TWAIN/Man I Feel Like	4446
15	SHANIA TWAIN/Man I Feel Like	4159
16	CHRISTINA AGUILERA/Come In A Bottle	3592

**MARKET #6**

**KLLC/San Francisco**  
Infinity  
(415) 705-4097  
Kaplan/Stockell  
12+ Cum 608,600

PLAYS	ARTIST/TITLE	GI (889)
31	DAVID GRAY/Babyton	9348
31	3 DOORS DOWN/Kryptonite	8856
32	SANTANA/Aguilera/Smooth	8118
32	BARNEKAD LADIES/Pinch Me	7872
30	LENNY KRAMITZ/Again	7380
30	EVAN AND JARON/Crazy For This Girl	7380
24	TRAVIS/Mezmerize	6880
28	KARISMA NOEL/Compust	6888
28	NINA GORDON/Tonight And...	6888
28	NINE DAYS/Absolutely	6888
28	UZ/Beautiful Day	6888
28	VERTICAL HORIZON/You're A God	6888
26	WALLFLOWERS/Sleepwalker	6396
26	SOPHIE...Kiss Me	6396
26	TONY/Sugar	6396
25	CREED/With Arms Wide Open	6196
23	THIRD EYE BLIND/Deep Inside Of You	6196
23	EVERCLEAR/Wonderful	5658
23	SMASH MOUTH/Then The Morning...	5658
21	BECK/Midwest Blues	5166
21	NINE DAYS/My Love For You	5166
20	STING/Desert Rose	4920
20	MADY GRAY/Why Didn't You	4920
20	AMIE MARCH/Save Me	4920
19	COUNTING CROWS/Miss Pottery...	4920
18	VERTICAL HORIZON/Everything You Want	4428
18	RED HOT CHILI...Scar Tissue	4428
18	RED HOT CHILI...Scar Tissue	4428

**MARKET #7**

**KOMX/Dallas-Ft. Worth**  
Clear Channel  
(972) 991-1029  
McMahon/Thomas  
12+ Cum 471,600

PLAYS	ARTIST/TITLE	GI (889)
30	NINE DAYS/Absolutely	6360
30	CREED/With Arms Wide Open	5856
30	BRANNAK/Back Here	5658
27	MADY GRAY/Why	5454
27	MATCHBOX TWENTY/Bent	5050
26	VERTICAL HORIZON/You're A God	4847
26	CHRISTINA AGUILERA/Into You	4847
26	LENNY KRAMITZ/Again	4716
26	CREED/Higher	4344
19	MARC ANTHONY/You Sang To Me	3434
17	FAITH HILL/The Way You Love Me	3434
17	LENNY KRAMITZ/Again	3434
18	SANTANA/Aguilera/Smooth	3030
18	STING/Desert Rose	3030
14	DON HENLY/Taking You Home	2828
11	EYE/6 Inside Out	2626
17	SAVAGE GARDEN/Need To Know	2626
14	TAL BACHMANN/She's So High	2626
12	MATCHBOX TWENTY/Ten Years Gone	2424
12	SOPHIE...Kiss Me	2424
12	SUGAR RAY/Very Morning	2424
12	NATALIE IMBRIGLIA/Need To Know	2424
11	NEW RADICALS/You Get What You...	2424
11	3 DOORS DOWN/Kryptonite	2222
11	BACKSTREET BOYS/When It's Hot	2222
10	PHISH/Heavy Things	2222
11	EAGLE-EYE CHERRY/Save Tonight	2222
11	SUGAR RAY/Very Morning	2222
11	BACKSTREET BOYS/Show Me	2222

**MARKET #8**

**WPLT/Detroit**  
ABC  
(313) 871-3030  
O'Brien/Hazleton/Ducic  
12+ Cum 392,100

PLAYS	ARTIST/TITLE	GI (889)
42	3 DOORS DOWN/Kryptonite	5764
42	MATCHBOX TWENTY/Bent	5502
40	STING/Desert Rose	5372
41	CREED/With Arms Wide Open	5371
37	VERTICAL HORIZON/You're A God	4847
36	BARNEKAD LADIES/Pinch Me	4716
38	SPL ENDRER/This God Can	4716
32	UZ/Beautiful Day	4368
9	LENNY KRAMITZ/Again	3668
30	EVERCLEAR/Wonderful	3406
29	DAVID GRAY/Babyton	3144
14	SISTER HAZEL/Change Your Mind	3144
16	WALLFLOWERS/Sleepwalker	3030
20	CREED/Higher	2620
20	DIDO/Thankyou	2620
28	SANTANA/Aguilera/Smooth	2620
19	NELLY FURTADO/My Love A God	2489
18	LENNY KRAMITZ/Again	2489
10	MATCHBOX TWENTY/Bent	2489
10	SHAWN MILLINS/Everywhere I Go	2489
40	VERTICAL HORIZON/Everything You Want	2489
28	NINE DAYS/Absolutely	1955
12	THIRD EYE BLIND/Deep Inside Of You	1854
14	FIVE FIGHTING/Okay Tonight	1854
14	FOO FIGHTERS/Learn To Fly	1703
11	GOO GOO DOLLS/Broadway	1703
13	SMASH MOUTH/Then The Morning...	1703
13	GOO GOO DOLLS/Black Balloon	1572
13	TRAVIS/Mezmerize	1572
9	EAGLE-EYE CHERRY/Save Tonight	1310

**MARKET #9**

**WBOS/Boston**  
Infinity  
(617) 779-2000  
Strassel/Muloney  
12+ Cum 752,500

PLAYS	ARTIST/TITLE	GI (889)
51	3 DOORS DOWN/Kryptonite	14736
41	BARNEKAD LADIES/Pinch Me	13308
42	MADONNA/Kiss	13308
29	DIDO/Thankyou	12894
41	MATCHBOX TWENTY/Bent	12894
37	CREED/With Arms Wide Open	12780
40	CRED I Higher	10438
36	UZ/Beautiful Day	10438
32	MATCHBOX TWENTY/10 Years Gone	9874
41	VERTICAL HORIZON/You're A God	8517
36	DELERIAN/Silence	8556
23	SANTANA/Aguilera/Smooth	8279
23	CORRS/Breatless	7875
25	DIDO/Thankyou	7875
28	DAVID GRAY/Babyton	7678
27	EVAN AND JARON/Crazy For This Girl	7368
6	RICKY MARTIN/She Bangs	7081
29	SISTER HAZEL/Change Your Mind	6754
25	NINE DAYS/Absolutely	6754
20	LENNY KRAMITZ/Again	6206
15	PHISH/Heavy Things	4526
17	STING/Desert Rose	5219
17	VERTICAL HORIZON/Everything You Want	5219
16	DAVE MATTHEWS/BAND+CUSH	4665
12	NEW RADICALS/You Get What You...	4298
13	SUGAR RAY/Very Morning	4298
15	STIFTS/Outgoing Everything	4298
1	DON HENLY/Taking You Home	4298
13	GOO GOO DOLLS/Black Balloon	3991
13	STING/Desert Rose	3991

**MARKET #10**

**WOSX/Boston**  
Entercom  
(617) 375-8900  
Vater/Tracy  
12+ Cum 381,800

PLAYS	ARTIST/TITLE	GI (889)
44	RICKY MARTIN/She Bangs	8880
42	STING/Desert Rose	8400
40	BACKSTREET BOYS/Shape Of My Heart	8000
30	MADONNA/Kiss	7560
27	BRANNAK/Back Here	5400
22	90 DEGREE/Give Me Just One...	4400
21	LARA FABIAN/My Love Again	4200
21	MARC ANTHONY/My Baby You	4200
25	N SYNTH/In Contra De Me	3800
19	SANTANA/Aguilera/Smooth	3800
21	BAHAMA BUNCH/Let The Dogs Out	3400
11	N SYNTH/The Promise You	2800
14	ALICE DEE/Jay Boner On Alone	2800
12	BRITNEY SPEARS/Oops...I Did It...	2600
11	SOUL CROSS/Back Here	2600
13	JANE D'Omen/Really	2600
15	CHER/Believe	2400
11	ENRIQUE IGLESIAS/Be With You	2400
12	WHITNEY LOPEZ/You Had My Love	2400
11	CHRISTINA AGUILERA/Come In A Bottle	2200
11	WHITNEY LOPEZ/You Had My Love	2200
11	RICKY MARTIN/She Bangs De La Vida	2200
12	VERTICAL HORIZON/You're A God	2200
11	MARC ANTHONY/Need To Know	2000
10	SMASH MOUTH/Then The Morning...	2000
8	MLK/DC Scrubs	1800
8	LOUIE ARMSTRONG/No. 5	1800
5	STARS ON 54/You Could Read...	1600
8	FAITH HILL/Beatin'	1600

**MARKET #11**

**WRQX/Washington, DC**  
ABC  
(202) 686-3100  
Kostaus/Parler  
12+ Cum 682,100

## Top 20

POP/ALTERNATIVE

LW	TW	ARTIST TITLE (LABEL/S)	TW	TOTAL PLAYS	LW	TOTAL STATIONS/ADDS
1	①	CREED With Arms Wide Open ( <i>Wind-up</i> )	1641	1630	33/0	
2	②	3 DOORS DOWN Kryptonite ( <i>Republic/Universal</i> )	1569	1564	33/0	
3	③	BARENAKED LADIES Pinch Me ( <i>Reprise</i> )	1524	1519	33/0	
6	④	MATCHBOX TWENTY If You're Gone ( <i>Lava/Atlantic</i> )	1353	1174	33/0	
4	5	VERTICAL HORIZON You're A God ( <i>RCA</i> )	1239	1295	32/0	
5	6	EVERCLEAR Wonderful ( <i>Capitol</i> )	1227	1295	32/0	
8	⑦	EVAN AND JARON Crazy For This Girl ( <i>Columbia</i> )	1087	1037	31/1	
7	8	MATCHBOX TWENTY Bent ( <i>Lava/Atlantic</i> )	925	1066	33/0	
12	⑨	U2 Beautiful Day ( <i>Interscope</i> )	841	737	30/1	
9	10	NINE DAYS Absolutely (Story Of A Girl) ( <i>550 Music</i> )	743	834	32/0	
13	⑩	STING Desert Rose ( <i>A&amp;M/Interscope</i> )	742	736	31/0	
15	⑪	WALLFLOWERS Sleepwalker ( <i>Interscope</i> )	712	712	31/0	
19	⑫	DAVID GRAY Babylon ( <i>ATO/RCA</i> )	695	608	29/0	
11	14	THIRD EYE BLIND Deep Inside Of You ( <i>Elektra/EEG</i> )	691	739	26/0	
10	15	CREED Higher ( <i>Wind-up</i> )	687	765	33/0	
20	⑬	LENNY KRAVITZ Again ( <i>Virgin</i> )	685	600	28/0	
14	17	NINA GORDON Tonight And For... ( <i>Warner Bros.</i> )	675	713	27/0	
—	⑭	SHAWN MULLINS Everywhere I Go ( <i>Columbia</i> )	630	552	31/0	
17	19	SISTER HAZEL Change Your Mind ( <i>Universal</i> )	612	638	27/0	
18	20	BON JOVI It's My Life ( <i>Island/IDJMG</i> )	581	619	24/0	



32 Pop/Alternative reporters. Songs ranked by total plays for the airplay week of Sunday 10/29-Saturday 11/4. © 2000, R&R Inc.

## TUNED-IN

POP/ALTERNATIVE

R&amp;R/MEDIABASE 24/7

### WVTI/Grand Rapids

3am

FAITH HILL This Kiss  
 MADONNA Vogue  
 MACY GRAY Still  
 ROBERT PALMER Bad Case Of Loving You...  
 MEREDITH BROOKS Bitch  
 SANTANA I/PRODUCT G&B Maria Maria  
 VERTICAL HORIZON Everything You Want  
 DONNA LEWIS I Love You Always Forever  
 SHAWN MULLINS Everywhere I Go  
 GOO GOO DOLLS Black Balloon  
 RICK SPRINGFIELD I've Done Everything For You  
 SMASH MOUTH All Star  
 3 DOORS DOWN Kryptonite  
 U2 One  
 EDDIE MONEY Take Me Home Tonight  
 TONIC If You Could Only See

4pm

EVAN AND JARON Crazy For This Girl  
 STING Desert Rose  
 TALKING HEADS And She Was  
 COUNTING CROWS Hangin'around  
 HOOTIE & THE BLOWFISH Only Wanna Be...  
 SMASH MOUTH All Star  
 VERTICAL HORIZON You're A God  
 T'PAU Heart And Soul  
 JOHN MELLENCAMP I'm Not Running Anymore  
 CREED With Arms Wide Open  
 ALANIS MORISSETTE You Learn  
 TRAIN Meet Virginia  
 TONIC If You Could Only See

11am

EAGLE-EYE CHERRY Save Tonight  
 DEEP BLUE SOMETHING Breakfast At Tiffany's  
 GOO GOO DOLLS Broadway  
 SQUEEZE Tempted  
 BARENAKED LADIES One Week  
 DIONNE FARRIS I Know  
 STING Brand New Day  
 ERIC BURCKELL & THE NEW BOHEMIANS What I Am  
 SHANIA TWAIN That Don't Impress Me Much  
 ROMANTICS What I Like About You  
 EVAN AND JARON Crazy For This Girl  
 LIT My Own Worst Enemy  
 TRACY CHAPMAN Give Me One Reason  
 DAVE MATTHEWS BAND Crush  
 WHAMI Everything She Wants  
 NINE DAYS Absolutely (Story Of A Girl)

8pm

WHITESNAKE Here I Go Again  
 VAN HALEN Love Walks In  
 CARS Good Times Roll  
 EDDY GRANT Electric Avenue  
 NAKED EYES Always Something There To...  
 GEORGE MICHAEL Faith  
 BLACK CROWES Hard To Handle  
 NICK GILOER Hot Child In The City  
 KC & THE SUNSHINE BAND That's The Way...  
 THELMA HOUSTON Don't Leave Me This Way  
 CARS Shake It Up  
 PRINCE Raspberry Beret  
 TIFFANY I Think We're Alone Now  
 B-52'S Love Shack  
 NEW ORDER True Faith



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 10/30. © 2000, R&R Inc.

## New & Active

CORRS Breathless (*143/Lava/Atlantic*)  
 Total Plays: 570, Total Stations: 26, Adds: 1

MADONNA Music (*Maverick/WB*)  
 Total Plays: 468, Total Stations: 15, Adds: 1

NINE DAYS If I Am (*550 Music/Epic*)  
 Total Plays: 465, Total Stations: 24, Adds: 0

DEXTER FREEBISH Leaving Town (*Capitol*)  
 Total Plays: 396, Total Stations: 22, Adds: 0

EVERCLEAR AM Radio (*Capitol*)  
 Total Plays: 330, Total Stations: 26, Adds: 5

SISTER HAZEL Champagne High (*Universal*)  
 Total Plays: 320, Total Stations: 24, Adds: 2

MACY GRAY Still (*Epic*)  
 Total Plays: 293, Total Stations: 24, Adds: 2

DIDO Thankyou (*Arista*)  
 Total Plays: 264, Total Stations: 22, Adds: 13

LEIGH NASH Need To Be Next To You (*Engine/Arista*)  
 Total Plays: 260, Total Stations: 15, Adds: 1

NELLY FURTAO I'm Like A Bird (*DreamWorks*)  
 Total Plays: 248, Total Stations: 19, Adds: 2

Songs ranked by total plays

## Contributing Stations

KPEK/Albuquerque, NM  
 KAMX/Austin, TX  
 KLLY/Bakersfield, CA  
 WBMX/Boston, MA  
 WLNK/Charlotte, NC  
 WTMX/Chicago, IL  
 KVUU/Colorado Springs, CO  
 KKPN/Corpus Christi, TX  
 KYSR/Fresno, CA  
 WVTI/Grand Rapids, MI  
 WKSI/Greensboro, NC

KUCD/Honolulu, HI  
 KMVB/Las Vegas, NV  
 KYSR/Los Angeles, CA  
 WXPT/Minneapolis, MN  
 KOSO/Modesto, CA  
 KCOU/Monterey-Salinas, CA  
 WPTE/Norfolk, VA  
 KYIS/Oklahoma City, OK  
 KZON/Phoenix, AZ  
 KLCA/Reno, NV  
 WZNE/Rochester, NY

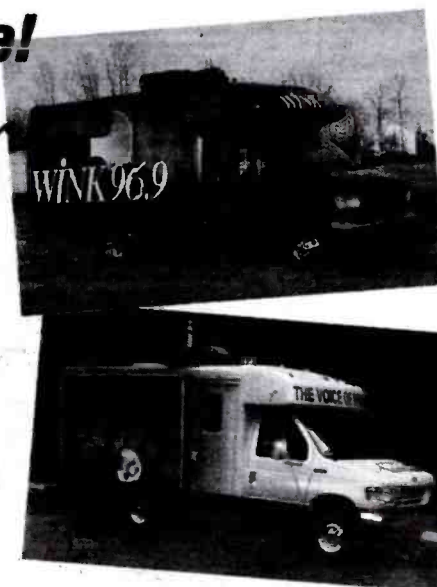
KZZO/Sacramento, CA  
 WVRV/St. Louis, MO  
 KQMB/Salt Lake City, UT  
 KFMB/San Diego, CA  
 KLLC/San Francisco, CA  
 KMHX/Santa Rosa, CA  
 WSSR/Tampa, FL  
 KZPT/Tucson, AZ  
 WMBX/West Palm Beach, FL  
 WXLD/Worcester, MA

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**CAROL ARCHER**  
archer@rronline.com

## NetRadio's Smooth Jazz Tops On The 'Net

Online channel places fifth in most recent webcast ratings

According to the August 2000 Arbitron Webcast Ratings, NetRadio's Internet-only NAC Smooth Jazz station is tops in the format. With 257,600 Aggregate Tuning Hours, the channel now ranks fifth among all stations — traditional and online — measured by the company. PD Rob Moore succinctly describes his singular programming vision: "It's simple: In radio, choice is equated with risk, which is reflected in researched and limited playlists and rotations. On the Internet, choice equals reward."

Cable television offers viewers a wide choice, but only HBO and a handful of other channels garner big shares. Similarly, among a literal world of choices for Internet listening, NetRadio stations hold 32 of the top 75 spots in the most recent webcast ratings. What's the secret of their success?



Rob Moore

"First and foremost, we have done exceptionally well in branding," says Moore. "We have the right name. We have a great distribution model, as we're available on Windows Media and Real Audio and have presets on both. We have partnerships with Digi-

tal One in Australia and portals in other countries that help grow our brand.

"On the technical side, we have grown tremendously in connectivity and bandwidth. It's a lot more than putting some song files on a playlist. And we put a premium on giving the listener diversity and music that is deep and rich in content."

### Many Moods

The Internet gives Moore freedom to provide a variety of jazz sounds to the listener. He also programs two other jazz-influenced channels. "If you give listeners enough credit, they'll support situations in which there's diversity, whether it's in the music mix or in multiple formats to choose from," he says. "At NetRadio I can spin different channels and incorporate a variety of elements."

**"The beauty of what we're doing and why we're growing is that we give people a legitimate opportunity to choose."**

"Some, like NAC/Smooth Jazz and Quiet Storm, are similar in mood and texture, though it's more soulful on the Quiet Storm side. Then there is Jazz/Rock, which is tricky and difficult to program in an NAC/SJ mix. But having Jazz/Rock allows me to go back to Pat Metheny's ECM catalog and his more recent cool stuff and Miles Davis' work that is way outside the songs Smooth Jazz accepts while using components common to other formats. The beauty of what we're doing and why we're growing is that we give people a legitimate opportunity to choose."

Moore also breaks from tradition by offering to adjust the station's sound to accommodate a wide variety of music, rather than searching for ways to scale back the programming and tighten up the playlist. "I'm free to change styles, textures and components, sometimes even within the same hour," he says. "I watch the charts carefully, so I don't miss anything current, which I rotate the way other stations do."

"What's different is the inclusion of a couple of lunar categories for spice, elements that I drop in a couple of times an hour. One of the most rewarding things about last year's R&R Convention was the legitimate celebration of this format's ratings and revenue success — it's gratifying! Now, thanks to new technology, we can also celebrate the proliferation of choices."

## Art Good Takes JazzTrax To The Web

Art Good turned his vision for NAC/Smooth Jazz into a respected brand, JazzTrax. First came his successful syndicated JazzTrax radio program, then came the Catalina JazzTrax Festival, which celebrates its 14th year in 2000. Good's most recent endeavor is the JazzTrax Studio Internet-only radio station, which debuted last month.

Good is unwavering in his passion for all things smooth jazz, a genre he helped to define. His fierce commitment to smooth jazz artists — and, in particular, his championing of new work and new artists — remains the hallmark of his remarkable career. Good is a purist and a maverick. He's created a radio station for other purists, JazzTrax Studio, which can be found at [www.jazztrax.com](http://www.jazztrax.com).

"JazzTrax Studio targets disenfranchised P1 Smooth Jazz aficionados who prefer recent album cuts over heavily rotated, high-testing library classics and those who value great songs over familiar artists," says Good. "JazzTrax Studio listeners are glad crossover vocals have been removed from the mix. They listen to Smooth Jazz radio — or used to — for music, not to win a trip. They are not part of Smooth Jazz's mass-appeal audience, but an active, passionate and now largely ignored niche. Many of them have turned off their radios and listen to CDs instead. JazzTrax Studio is a boutique designed specifically to serve their smooth jazz needs."



Art Good

## MTVi Group Floats Smooth Jazz On Sonicnet

Scott O'Brien is a veteran broadcaster who has, in recent years, devoted his energies to NAC/Smooth Jazz. He first served as PD of KXDC/Monterey and now programs Jazz and Smooth Jazz stations for MTVi's Internet radio operation, Sonicnet.com.

So far, O'Brien has developed two formats, NAC/Smooth Jazz "Oasis" and "Smoke," which offers straight-ahead jazz, for Sonicnet, a component of Viacom's MTVi group. Although its corporate headquarters are in New York, and Sonicnet is based in San Francisco, O'Brien works from Everett, WA. "I could be anywhere in the world, even in Afghanistan if I wanted to be," he says.



Scott O'Brien

"It's fascinating. We've got programmers all over the country. We've got 74 professionally programmed audio channels that offer everything from Classical to Country to hip-hop and show tunes. Plus, we've got 50 guest-DJ stations, some of them with offerings from Boney James, Pat Metheny and David Sanborn."

Sonicnet also merged with Imagine Radio about one year ago, giving Sonicnet thousands of customized channels (called V-Music) that allow the user to pick the genres and artists played.

"My programming philosophy on an Internet channel is to take a little broader approach than I would on terrestrial radio," says O'Brien. "Web surfers generally expect something broader than local radio. Most of the complaints I've heard about Smooth Jazz radio are about repetition and the amount of pop crossover, although programmers may have no other choice."

"In the vocal category I play more jazz crossovers like Diana Krall and Kevin Mahogany. Just as in the early days of the format, I'll play a pop crossover if it fits the texture and sound I want. In the beginning NAC/Smooth Jazz was a broad format, and we can still have fun and test the edges. The Internet is an easier place to do that right now than radio."

### Familiar Base

O'Brien says that programming straight-ahead jazz is a sidelight that's fun for him. "I've always liked jazz, although my tastes have leaned toward the commercial side because I don't consider myself a musicologist, per se. But when you're programming for the general public, that's actually an asset."

"As our jazz programming expands onto other channels, I want to emphasize the current music of new artists — the Marsalis brothers, Nicholas Payton, Cyrus Chestnut, Diana Krall — on Smoke, as well as classic artists. Both formats have a familiar base."

"What's so exciting about programming on the Internet is that I don't have to fool around with dayparting. I don't have to be regional; I can be totally global. It's a whole new canvas to paint on, and we're still writing the rules. That was the fun of Smooth Jazz before it became Smooth Jazz. I believe our listeners can tolerate more new things than terrestrial radio can afford to give them."

Like other Sonicnet formats, there are no announcers on Oasis and Smoke; rather, listeners can find all the information they want about music they hear by viewing their computer monitor. "The song title, artist, album title and a thumbnail picture of the album art pop up on screen. If something piques their interest, all someone has to do is maximize their screen."

Currently, Sonicnet doesn't participate in Arbitron's Webcast Ratings, but O'Brien says he receives a lot of listener feedback, primarily via e-mail. "Comments are universally favorable. I really want to be able to support smooth jazz. It's my passion."



POWER FORWARD

Proceeds from this year's KTWV (The Wave)/Los Angeles annual concert event, Wave L.A., benefited the Magic Johnson Foundation. During intermission, saxophonist Dave Koz (c) found himself in the land of the giants when he was flanked by the basketball legend himself and The Wave's VP/GM Tim Pohlman, whose title isn't the only reason he's called "the big guy."

# R&R NAC/Smooth Jazz Top 30

November 10, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	<b>JEFF KASHIWA</b> Hyde Park ("Ah, Oooh" Song) (Native Language)	833	+16	123592	12	40/1
	2	<b>STEVE COLE</b> Got It Goin' On (Atlantic)	792	-6	109878	17	39/0
	3	<b>CRAIG CHAQUICO</b> Cafe Carnival (Higher Octave)	777	+51	98792	18	37/0
	4	<b>MICHAEL LINGTON</b> Twice In A Lifetime (Samson)	756	+5	104644	17	38/0
	5	<b>WALTER BEASLEY</b> Comin' At Cha (Shanachie)	741	+65	107101	16	38/0
	6	<b>SADE</b> By Your Side (Epic)	648	+9	82876	6	41/0
	7	<b>DAVE KOZ</b> Can't Let You Go (The Sha...) (Capitol)	563	-79	75022	21	35/0
	8	<b>VARIOUS ARTISTS</b> Manenberg (Heads Up)	502	-40	59512	18	31/0
	9	<b>CHIELI MINUCCI</b> My Girl Sunday (Shanachie)	494	+33	59590	10	34/1
	10	<b>AL JARREAU</b> Last Night (GRP/VMG)	452	-23	50669	15	33/0
	11	<b>BRIAN BROMBERG</b> Relentless (Native Language)	396	+49	55915	8	31/0
	12	<b>GROVER WASHINGTON JR.</b> Chameleon (Telarc)	374	+37	46069	7	32/1
	13	<b>BONEY JAMES</b> All Night Long (Warner Bros.)	372	+51	44532	15	28/0
	14	<b>MICHAEL MCDONALD</b> The Meaning Of Love (Ramp)	365	+14	40274	20	26/0
	15	<b>DAVID BENOIT</b> Red Baron (GRP/VMG)	360	-64	45579	15	28/0
	16	<b>JEFF GDLOB F/PETER WHITE</b> No Two Ways About It (GRP/VMG)	352	-62	40824	26	27/0
	17	<b>CHUCK LOEB</b> Blue Kiss (Shanachie)	345	+21	43435	5	29/0
	18	<b>EUGE GROOVE</b> Vinyl (Warner Bros.)	331	-42	45421	27	27/0
	19	<b>BDNEY JAMES &amp; RICK BRAUN</b> R.S.V.P. (Warner Bros.)	327	+121	43123	2	32/3
	20	<b>STING</b> She Walks This Earth (Telarc)	322	+20	22718	6	25/4
	21	<b>BETTE MIDLER</b> Love T.K.O. (Warner Bros.)	313	+88	43348	2	28/4
	22	<b>WARREN HILL</b> Mambo 2000 (Narada)	296	+12	53259	5	27/1
	23	<b>JOE MCBRIDE</b> Texas Rhythm Club (Heads Up)	293	+48	58241	7	28/4
	24	<b>RONNIE LAWS</b> Old Days/Old Ways (HDH)	275	+14	31055	6	25/1
	25	<b>ERIC ESSIX</b> Rainy Night In Georgia (Zebra)	241	+23	30246	4	24/1
	26	<b>RIPPINGTONS</b> Cruisin' Down Ocean Drive (Peak/Concord)	216	+29	14952	4	20/1
	27	<b>JAZZMASTERS</b> London Chimes (Hardcastle/Trippin 'N' Rhythm)	177	-22	17608	19	14/0
	28	<b>FOURPLAY</b> Robo Bop (Warner Bros.)	164	-23	9723	11	16/0
	29	<b>RONNY JOROAN F/ROY AYERS</b> Mystic Voyage (Blue Note)	141	-4	12458	6	12/0
<b>Debut</b>	30	<b>BONA FIDE</b> X-Ray Hip (N-Coded)	129	+42	19883	1	18/5

41 NAC/Smooth Jazz reporters. Songs ranked by total plays for the airplay week of Sunday 10/29-Saturday 11/4. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 400 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

## New & Active

**KIRK WHALUM** Now Til Forever (Warner Bros.)  
Total Plays: 123, Total Stations: 14, Adds: 3

**BRENDA RUSSELL** You Can't Hide Your Heart... (Hidden Beach/Epic)  
Total Plays: 105, Total Stations: 8, Adds: 1

**DAN SIEGEL** From The Heart (Legacy/Epic)  
Total Plays: 103, Total Stations: 10, Adds: 2

**GREGG KARUKAS** Chasing The Wind (N-Coded)  
Total Plays: 98, Total Stations: 10, Adds: 2

**YULARA** Flyin' High (Higher Octave)  
Total Plays: 96, Total Stations: 11, Adds: 1

**ACOUSTIC ALCHEMY** Angel Of The South (Higher Octave)  
Total Plays: 81, Total Stations: 10, Adds: 1

**RONAN HARDIMAN** That Place In Your Heart (Decca)  
Total Plays: 74, Total Stations: 6, Adds: 0

**EAST WEST CONNECTION** Surgical Spirit (Internal Bass)  
Total Plays: 73, Total Stations: 7, Adds: 0

**TIM BOWMAN** Smile (Insync)  
Total Plays: 60, Total Stations: 8, Adds: 0

**NATALIE COLE** Angel On My Shoulder (Elektra/EEG)  
Total Plays: 59, Total Stations: 8, Adds: 4

Songs ranked by total plays

## Most Added

ARTIST TITLE LABEL(S)	ADDS
<b>GEORGE BENSON</b> Medicine Man (GRP/VMG)	16
<b>BONA FIDE</b> X-Ray Hip (N-Coded)	5
<b>JOE MCBRIDE</b> Texas Rhythm Club (Heads Up)	4
<b>BETTE MIDLER</b> Love T.K.O. (Warner Bros.)	4
<b>STING</b> She Walks This Earth (Telarc)	4
<b>KIM WATERS</b> In The Groove (Shanachie)	4
<b>NATALIE COLE</b> Angel On My Shoulder (Elektra/EEG)	4
<b>BONEY JAMES &amp; RICK BRAUN</b> R.S.V.P. (Warner Bros.)	3
<b>KIRK WHALUM</b> Now Til Forever (Warner Bros.)	3
<b>BRIAN CULBERTSON</b> It's Only You (Atlantic)	3
<b>DOWN TO THE BONE</b> Urban Jazz (Internal Bass)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>BONEY JAMES &amp; RICK BRAUN</b> R.S.V.P. (Warner Bros.)	+121
<b>BETTE MIDLER</b> Love T.K.O. (Warner Bros.)	+88
<b>WALTER BEASLEY</b> Comin' At Cha (Shanachie)	+65
<b>CRAIG CHAQUICO</b> Cafe Carnival (Higher Octave)	+51
<b>BONEY JAMES</b> All Night Long (Warner Bros.)	+51
<b>BRIAN BROMBERG</b> Relentless (Native Language)	+49
<b>JOE MCBRIDE</b> Texas Rhythm Club (Heads Up)	+48
<b>BONA FIDE</b> X-Ray Hip (N-Coded)	+42
<b>GROVER WASHINGTON JR.</b> Chameleon (Telarc)	+37

## Breakers

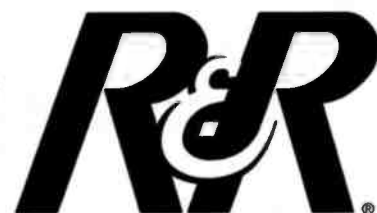
No Songs Qualified For Breaker Status This Week

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

www.rronline.com

# R&R Format Rooms

FORMAT SPECIFIC NEWS UPDATED DAILY



# NAC notes

with Carol Archer

**J**eff Kashiwa's "Hyde Park" (Native Language Music) holds on to No. 1 and the distinction of being the label's first chart-topper. **Sade's** "By Your Side" (Epic), the only track commanding 100% of the panel, is 6\*. And **Chieli Minucci's** "My Girl Sunday" (Shanachie) moves 10-9\*.

**Brian Bromberg's** "Relentless" (Native Language) takes a four-point jump, 15-11\*, as does **Grover Washington Jr.'s** "Chameleon" (Telarc), which moves 16-12\*. **Boney James' "All Night Long"** (Warner Bros.) bolts 18-13\*.

**James & Braun's** "R.S.V.P." (Warner Bros.) explodes 25-19\* on the strength of rotation increases totaling +121 plays. The track also picks up three new adds. Also on Warner Bros., **Bette Midler's** "Love T.K.O." is second Most Increased with +88

plays. The Divine Miss M moves to 21\* on the strength of those increases, which, fueled by the power of four new adds this week, are sure to build in weeks to come.

**George Benson's** "Medicine Man" (GRP/VMG) had a stunning week. Offering up such a great tune, which had also received a recommendation from Broadcast Architecture, it's no surprise Benson earned a staggering 16 adds, among them KTWV/Los Angeles, WVMV/Detroit, WNWV/Cleveland, WJZI/Milwaukee, WLOQ/Orlando, WSJZ/New Orleans and JRN.

A great-sounding track with a clever title, **Bona Fide's** "X-Ray Hip" (N-Coded) makes a debut at 30\* and is the week's second Most Added with five new adds, including those at WJZW/Washington, WJZI and WJZV/Richmond. This great tune with deep grooves earned an airplay recommendation from BA last week and is already receiving 25 plays at WNUA/Chicago.

**Natalie Cole's** meaningful ballad "Angel on My Shoulder" (Elektra/EEG) earns four adds this week, including those at KSSJ/Sacramento and WJCD/Norfolk. To my ears, Cole's timeless message seems especially fitting at this time of year.

## Heads

Ronnie Laws  
*Dream A Little*  
HDH

HDH, the genre-bending R&B label formed by the illustrious songwriting trio of Brian Holland, Lamont Dozier and Eddie Holland, should be very happy with its latest project, from **Ronnie Laws**. The Holland-Dozier-Holland trio were responsible for some of Motown's biggest hits, and they were recently astute enough to pick up a format gem like Laws from Blue Note. Eddie Holland, who executive-produced Laws' *Dream a Little*, gave as his only direction the desire to keep the music melodic and marketable. Laws was ready for the challenge and promised to make an album of musical integrity that would connect with his well-established fan base while reaching out to a broader audience. Fast-forward only a few months, and Holland and Laws have created a masterpiece of contemporary urban music. This project deftly combines mature songwriting and Laws' tender playing (we're talking guitar, keyboard and programming in addition to his sultry soprano sax) with an understated tip of the hat to the latest in urban production techniques. In addition to the formidable "Old Days/Old Ways," "You Knew" will be a worthy add come 2001, with its easy dialogue between piano and sax — very classy and expressive. Laws was getting pressure 25 years ago for helping forge the mid-'70s jazz fusion sound with his first release, *Pressure Sensitive*, and he has clearly not outgrown his inclination toward boundary-jumping.



— Peter Petro

*Jerry Spellic left radio after 15 years to seize what he describes as "an incredible opportunity" to program NAC/Smooth Jazz for Everstream, an Internet radio network. Here's his perspective on the role Internet radio will play in breaking new artists in the future.*

## UNDER THE RADAR

R&R'S EXCLUSIVE BAROMETER FOR NEW MUSIC

Our Smooth Jazz format is consistently the second most-listened-to of the more than 50 formats Everstream offers, with New York, Phoenix and Philadelphia leading the way in Time Spent Listening. In addition, listeners in smaller towns are discovering smooth jazz music for the first time, since they've never had a Jazz radio station near them before. With consolidation, Smooth Jazz stations have been disappearing faster than they've been being replaced. The Internet offers an incredible opportunity for listeners to hear good smooth jazz music and for record companies to expose their new artists. ■ Playlists are shrinking, and, whether radio wants to admit it or not, listenership is slowly declining. At the same time, streaming audio on the Internet is growing by leaps and bounds. Smooth jazz labels like Shanachie and Higher Octave Music and such majors as Warner Bros. have been extremely supportive; indie promoters, such as All That Jazz, have been very receptive too. But a few labels will not service the Internet at all. My theory is that they don't understand the power of the 'Net, or they hear "Internet" and immediately think "Napster." There are many — too many — record companies that see the Internet as a threat and not an opportunity. ■ Not long ago a movie made tens of millions of dollars at the box office. The hype on it began on the Internet with a website the producers started because they couldn't afford to promote the flick through traditional, more expensive channels. That movie was *The Blair Witch Project*, one of the biggest moneymakers ever. ■ The Internet is not going away. In fact, more than 40% of Americans now have Internet access at home, and bandwidth is slowly increasing. My advice to record companies is that if radio won't play new music, try the Internet. It can be an incredible promotional tool.

*Spellic can be reached at Everstream, 6001 Cochran Rd., 4th Fl., Solon, OH 44139. His phone number is 440-498-8899, ext. 249.*

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Stations and their adds listed alphabetically by market

<p><b>WZMR/Albany, NY</b> PD: Patrick Ryan JOE MCBRIDE "Texas" GEORGE BENSON "Medicine"</p> <p><b>KNIK/Anchorage, AK</b> DM: Aaron Wallender PD: Dallas Scott MD: Jennifer Summers BRIAN MCKNIGHT "Wii" GEORGE BENSON "Medicine" NATALIE COLE "Angel"</p> <p><b>WNUA/Chicago, IL</b> PD: Bob Kaake APD/MD: Carl Anderson NATALIE COLE "Angel"</p> <p><b>WNWV/Cleveland, OH</b> PD/MD: Bernie Kimble GEORGE BENSON "Medicine" STING "Walks" RONNIE LAWS "Days" KIM WATERS "Groove" EUGE GROOVE "Home"</p> <p><b>WJZA/Columbus, OH</b> OM/MD: Bill Harman APD: Gary Wolter ACOUSTIC ALCHEMY "Angel" KIRK WHALUM "Forever" BRIAN CULBERTSON "Only"</p> <p><b>KOAI/Dallas-Ft. Worth, TX</b> PD/MD: Maxine Todd 1 ERIC ESSOX "Rainy" JOE MCBRIDE "Texas"</p>	<p><b>KJCD/Denver-Boulder, CO</b> PD: John St. John No Adds</p> <p><b>WVMV/Detroit, MI</b> PD: Tom Sleaker MD: Sandy Kovach 6 JOE MCBRIDE "Texas" GEORGE BENSON "Medicine"</p> <p><b>KEZL/Fresno, CA</b> PD: J. Weidenheimer 3 BETTE MIDLER "Love" 2 GEORGE BENSON "Medicine" 2 BONA FIDE "X-Ray"</p> <p><b>WYJZ/Indianapolis, IN</b> PD/MD: Carl Frye KIRK WHALUM "Forever"</p> <p><b>KCIY/Kansas City, MO</b> PD: Steve Wiersman MD: Michelle Chase STING "Walks"</p> <p><b>WSMJ/Knoxville, TN</b> PD/MD: Tom Miller No Adds</p> <p><b>KTWV/Los Angeles, CA</b> PD: Chris Brodie APD/MD: Ralph Stewart GEORGE BENSON "Medicine"</p>	<p><b>WLVE/Miami, FL</b> PD: Bret Michael MD: Shirilita Colon No Adds</p> <p><b>WJZI/Milwaukee, WI</b> DM/MD: Chris Moreau GEORGE BENSON "Medicine" BONA FIDE "X-Ray" DARYL STUERMER "Man"</p> <p><b>KSBR/Mission Viejo, CA</b> DM/MD: Terry Wedel MD: Logan Parris ROBERTS BROS. "Sugar" BRIAN CULBERTSON "Only" GEORGE BENSON "Medicine" SEAN OLIVER "Driftin"</p> <p><b>KRVR/Modesto, CA</b> PD: Jim Bryan MD: Doug Wulff GEORGE BENSON "Medicine" DOWN TO THE BONE "Urban" GREGG KARLUKAS "Chasing"</p> <p><b>WQCD/New York, NY</b> DM: John Mullen PD/MD: Charley Connolly JOYCE COOLING "Coasting" GREGG KARLUKAS "Chasing"</p> <p><b>WSJZ/New Orleans, LA</b> OM/MD: Mark Edwards GEORGE BENSON "Medicine" DOWN TO THE BONE "Urban"</p>	<p><b>WJCD/Norfolk, VA</b> MD: Larry Hollowell 4 NATALIE COLE "Angel" SCHLUR W/WONDER "Finally"</p> <p><b>WLDQ/Oriando, FL</b> PD: Dave Kosh MD: Patricia James 3 BRIAN CULBERTSON "Only" KIM WATERS "Groove" GEORGE BENSON "Medicine" EUGE GROOVE "Home"</p> <p><b>WJPL/Pooria, IL</b> PD/MD: Rick Hirschmann JAMES &amp; BRAUN "R.S.V.P." STING "Walks" JOE MCBRIDE "Texas"</p> <p><b>WJZJ/Philadelphia, PA</b> DM: Anne Gress MD: Michael Tozzi AMD: Joe Proke 13 JEFF GOLUB "Drop" KIM WATERS "Groove" BRIAN MCKNIGHT "Wii"</p> <p><b>KYDT/Phoenix, AZ</b> PD: Shaun Holty APD/MD: Greg Morgan No Adds</p> <p><b>KKJZ/Portland, OR</b> PD: Chris Miller MD: David Shult APD: Heather Baldwin 4 GEORGE BENSON "Medicine"</p>	<p><b>WWND/Raleigh-Durham, NC</b> PD/MD: Scott St. John 8 KIM WATERS "Groove" 8 DOWN TO THE BONE "Urban"</p> <p><b>KJZS/Reno, NV</b> PD/MD: Jay Davis 15 STING "Walks" 11 JAMES &amp; BRAUN "R.S.V.P." 11 DAN SIEGEL "Heart"</p> <p><b>WJZV/Richmond, VA</b> DM/MD: Tommy Fleming BONA FIDE "X-Ray" RIPPINGTONS "Cruise" BETTE MIDLER "Love" GEORGE BENSON "Medicine"</p> <p><b>KSSJ/Sacramento, CA</b> PD: Steve Williams APD/MD: Ken Jones NATALIE COLE "Angel" DAN SIEGEL "Heart"</p> <p><b>WSSM/St. Louis, MO</b> PD: Mike Watermann 3 JEFF KASHNWA "Hyde"</p> <p><b>KBZN/Salt Lake City, UT</b> PD/MD: Rob Riesen No Adds</p> <p><b>KIFM/San Diego, CA</b> PD: Mike Vasquez APD/MD: Kelly Cole No Adds</p>	<p><b>KKSF/San Francisco, CA</b> PD: Paul Goldstein MD: Laurie Cobb 7 ONELI MURKICI "Sunday" 6 GROVER WASHINGTON "Chameleon" 3 BETTE MIDLER "Love"</p> <p><b>KMGQ/Santa Barbara, CA</b> PD: Mark De Anda APD/MD: Steve Bauer 24 BRENDA RUSSELL "Hyde" BETTE MIDLER "Love"</p> <p><b>KJZY/Santa Rosa, CA</b> PD: Gordon Zlot MD: Rob Singleton 2 GEORGE BENSON "Medicine" 2 JAMES &amp; BRAUN "R.S.V.P." 2 YULARA "Flyin'"</p> <p><b>KWJZ/Seattle-Tacoma, WA</b> PD: Carol Handley MD: Dianna Rose KIRK WHALUM "Forever"</p>	<p><b>WSJT/Tampa, FL</b> PD: Ross Block MD: Kathy Curtis No Adds</p> <p><b>KDAZ/Tucson, AZ</b> PD/MD: Erik Foxx BONA FIDE "X-Ray" GEORGE BENSON "Medicine"</p> <p><b>WJZW/Washington, DC</b> PD/MD: Kenny King BONA FIDE "X-Ray" KOZ FJORDAN "Whisper" WARREN HILL "Mambo"</p> <p><b>KWSJ/Wichita, KS</b> PD: Ron Allen MD: Patrick Murphy No Adds</p> <p><b>JRN/(Jones NAC)/National</b> PD: Steve Hibbard MD: Cheri Marquart 2 JAY BECKENSTEIN "Other" 1 MAYSA "Mirrors" 1 ENYA "Only" GEORGE BENSON "Medicine"</p>
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41 Total Reporters  
41 Current Reporters  
41 Current Playlists

## Most Played Recurrents

- RICHARD ELLIOT Moomba (Blue Note)
- ACOUSTIC ALCHEMY Beautiful Game (Higher Octave)
- GEORGE BENSON Deeper Than You Think (GRP/VMG)
- DOWN TO THE BONE The Zodiac (Internal Bass)
- CHRIS STANDRING Hip Sway (Instinct)
- BONEY JAMES & RICK BRAUN Grazin' In The Grass (Warner Bros.)
- MARC ANTOINE Palm Strings (GRP/VMG)
- PAUL TAYLOR Avenue (Peak/Unity/N-Coded)
- TONI BRAXTON Spanish Guitar (LaFace/Arista)
- BOB JAMES Raise The Roof (Warner Bros.)
- BRIAN CULBERTSON Do You Really Love Me (Atlantic)
- URBAN KNIGHTS Sweet Home Chicago (Narada)
- BONEY JAMES Boneyizm (Warner Bros.)
- LARRY CARLTON Fingerprints (Warner Bros.)
- JOYCE COOLING Before Dawn (Heads Up)
- NORMAN BROWN Paradise (Warner Bros.)
- CLUB 1600 Stay (N-Coded)
- BRENDA RUSSELL Catch On (Hidden Beach/Epic)
- KIM WATERS Secrets Told (Shanachie)
- RONNY JORDAN London Lowdown (Blue Note)

## NAC/SMOOTH JAZZ Going For Adds

11/13/00

JAZZMASTERS Shine (Hardcastle/Trippin 'n' Rhythm)  
ST. GERMAIN Sure Thing (Blue Note)  
URBAN KNIGHTS Dancing Angels (Narada)

## National Specialty Programming

### JazzTrax

**ART GOOD**  
818-504-5787

Casino Lights '99	Mind Games
Jonathan Butler	I Believe
Everette Harp	I Just Can't Let Go
Yulara	Om Namah Shivaya
Voodoo Dogs	Here We Go

### Netradio.com

**ROE MOORE**  
952-259-6734

Down To The Bone	Urban Jazz
Enya	Only Time
Dan Siegel	What Gives
Dan Siegel	Come What May

### Dave Koz Radio Show

**RENEE DEPUY**  
609-921-1188

Dave Koz /Chris Botti	Love Is On The Way
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# NAC/Smooth Jazz Playlists

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

**MARKET #1**  
**WDCO/New York**  
Infinity  
(212) 352-1019  
Connelly  
12c Cume 1,548,888

**CD 21019**  
10th ANNIVERSARY

**PLAYS**

LW	TW	ARTIST/TITLE	Q1 (888)
24	24	CHELLI MINUCCIA/My Girl Sunday	22996
24	24	STEVIE COLLE/Get It Goin' On	22986
24	24	VARIOUS ARTISTS/Mannberg	22986
24	24	WARREN HILL/Lambo 2000	22986
24	23	JEFF KASH/WWA Hyde Park	21942
26	23	WALTER BEASLEY/Comin' At Cha	21942
6	23	CRAG CHAIQUICO/Cafe Carnival	21942
15	17	JOE MORRIS/Texas Rhythm Club	16218
15	17	BOB JAMES/Never Give Up On Me	16218
15	17	MICHAEL LING/TWICE In A Lifetime	16218
6	17	GROVER WASHINGTON, Jr./Charmelon	16218
15	16	BRIAN BROMBERG/Releasest	15264
6	16	JAMES & BRAUN/R.S.V.P.	5724
6	16	DAVID BEN-DI/Rhythm Club	5724
6	16	ERIC ESSO/Rainy Night In...	4770
6	16	RONNIE LAWS/Old Days/Old Ways	4770
6	16	BOB JAMES/5/4 Night Long	4770
15	9	FOURPLAY/Robo Pop	4770
15	9	DAVID BEN-DI/Rhythm Club	4770
15	9	DAVE KOZ/Can't Let You...	4770
6	9	NATALIE COLE/Angel On My Shoulder	4770
6	9	AL JARREAU/Just Last Night	4770
6	9	DAVID BEN-DI/Rhythm Club	3616
6	9	SADE/By Your Side	3616
6	9	JOYCE COOLING/Coasting	0
6	9	GREGG KARLAKS/Chasing The Wind	0

**MARKET #2**  
**KTWW/Los Angeles**  
Infinity  
(310) 840-7100  
Brode/Stewart  
12c Cume 848,888

**97.7 KTWW**

**PLAYS**

LW	TW	ARTIST/TITLE	Q1 (888)
24	27	JOE MORRIS/Texas Rhythm Club	14985
24	24	STEVIE COLLE/Get It Goin' On	13320
24	23	RONNIE LAWS/Old Days/Old Ways	12785
22	22	DAVE KOZ/Can't Let You...	12210
22	22	MICHAEL LING/TWICE In A Lifetime	12210
21	21	DAN SAEGEL/From The Heart	11655
19	21	CHUCK LOEB/Blue Kiss	11655
19	21	BRIAN BROMBERG/Releasest	11100
18	19	CRAG CHAIQUICO/Cafe Carnival	10545
17	19	JEFF KASH/WWA Hyde Park	10545
15	19	DAVID BEN-DI/Rhythm Club	10545
15	19	CHRIS STANDRING/Hip Sway	9990
15	19	KIRK WHALLEN/Now It's Forever	9990
15	17	JEFF GOLDBLUM/...No Two Ways About It	9955
17	16	EVERETTE HARRP/Right Back At Ya	8680
14	16	JAMES & BRAUN/R.S.V.P.	8880
15	15	SADE/By Your Side	8225
14	15	STING/She Walks This Earth	7775
12	15	BETTE MIDLER/Love T.K.O.	7210
12	15	BRIAN BROMBERG/Releasest	6660
12	15	STEELEY NICKEL/Back O' Speed	6660
12	12	AL JARREAU/Just Last Night	6660
11	15	WARREN HILL/Lambo 2000	6660
11	15	BRIAN BROMBERG/Releasest	6105
11	15	ERIC ESSO/Rainy Night In...	3880
6	15	BOB JAMES/5/4 Night Long	3880
6	15	GEORGE BENSON/Medicine Man	0

**MARKET #3**  
**WWVA/Chicago**  
Clear Channel  
(312) 545-5555  
Kaabe/Anderson  
12c Cume 688,888

**WWVA 95.5**

**PLAYS**

LW	TW	ARTIST/TITLE	Q1 (888)
21	25	BOB JAMES/5/4 Night Long	10325
20	25	STEVIE COLLE/Get It Goin' On	10275
22	24	EDGE GROOVE/Vinyl	9912
23	23	JEFF KASH/WWA Hyde Park	9912
12	18	KIRK WHALLEN/Now It's Forever	6508
12	18	NORMAN BROWN/Paradise	6280
20	18	ROBERTS BROS./Somers Or Later	7847
19	18	CHUCK LOEB/Blue Kiss	7847
12	18	SADE/By Your Side	6908
12	18	KIRK WHALLEN/Now It's Forever	4543
12	14	URBAN KNIGHTS/Sweet Home Chicago	5782
4	14	JAMES & BRAUN/R.S.V.P.	5782
14	13	BETTE MIDLER/Love T.K.O.	4569
13	11	MICHAEL LING/TWICE In A Lifetime	4543
11	11	EVERETTE HARRP/Right Back At Ya	129
2	11	DAVE KOZ/Can't Let You...	129
2	11	GEORGE BENSON/Medicine Man	826
2	11	NATALIE COLE/Angel On My Shoulder	0

**MARKET #4**  
**KCSF/San Francisco**  
Clear Channel  
(415) 975-5555  
Godek/Johnson  
12c Cume 647,588

**KKSF 103.7**

**PLAYS**

LW	TW	ARTIST/TITLE	Q1 (888)
22	23	CRAG CHAIQUICO/Cafe Carnival	7590
22	23	WALTER BEASLEY/Comin' At Cha	7260
22	22	STEVIE COLLE/Get It Goin' On	7260
22	22	NORMAN BROWN/Paradise	7260
21	22	DAVE KOZ/Can't Let You...	6280
15	22	JEFF KASH/WWA Hyde Park	4950
20	15	BOB JAMES/5/4 Night Long	4950
16	15	MICHAEL LING/TWICE In A Lifetime	4950
13	15	DOWN TO THE BONE/The Zodiac	4290
13	15	DAVID BEN-DI/Rhythm Club	4290
14	12	JAZZMASTER/London Chimes	3580
14	12	SADE/By Your Side	3580
13	12	JOYCE COOLING/Coasting	3360
10	12	JEFF GOLDBLUM/...No Two Ways About It	3360
9	11	MARC ANTONIO/Palm Strings	3630
9	11	JAMES & BRAUN/R.S.V.P.	3630
12	10	GEORGE BENSON/Deeper Than You...	3300
10	10	MICHAEL MCCONNELL/The Meaning Of Love	3300
10	9	BEHEL MIDLER/Love T.K.O.	2970
7	9	BOB JAMES/5/4 Night Long	2310
7	9	JAMES & BRAUN/R.S.V.P.	2310
6	9	AL JARREAU/Just Last Night	1980
6	9	GROVER WASHINGTON, Jr./Charmelon	1980
6	9	BETTE MIDLER/Love T.K.O.	990

**MARKET #5**  
**WJZZ/Philadelphia**  
Clear Channel  
(215) 508-1200  
Jazz  
12c Cume 823,988

**Smooth Jazz**  
**WJZZ 106.1**

**PLAYS**

LW	TW	ARTIST/TITLE	Q1 (888)
26	26	WALTER BEASLEY/Comin' At Cha	11480
26	26	DAVE KOZ/Can't Let You...	11480
26	26	MARC ANTONIO/Palm Strings	11480
26	26	STEVIE COLLE/Get It Goin' On	11480
24	26	JEFF KASH/WWA Hyde Park	11480
26	26	BOB JAMES/5/4 Night Long	11480
26	26	SADE/By Your Side	9840
17	26	BETTE MIDLER/Love T.K.O.	6560
17	26	SOUNDSCAPE U.K./Feel That Love	5330
11	26	JAMES & BRAUN/R.S.V.P.	5330
13	26	GROVER WASHINGTON, Jr./Charmelon	5330
13	26	DAVID BEN-DI/Rhythm Club	5330
13	26	JEFF GOLDBLUM/...No Two Ways About It	4920
12	26	MICHAEL LING/TWICE In A Lifetime	4920
12	26	KIRK WHALLEN/Now It's Forever	4920
12	26	CHRIS STANDRING/Hip Sway	4920
12	26	BRIAN BROMBERG/Releasest	4920
12	26	NORMAN BROWN/Paradise	4920
12	26	GROVER WASHINGTON, Jr./Charmelon	4920
11	26	ERIC ESSO/Rainy Night In...	4510
11	26	KIM WATERS/Secrets Told	0
11	26	BRIAN BROMBERG/Releasest	0

**MARKET #6**  
**KDAM/Dallas-Ft. Worth**  
Infinity  
(214) 530-3011  
Tobin  
12c Cume 299,888

**CASIS 107.5**

**PLAYS**

LW	TW	ARTIST/TITLE	Q1 (888)
24	28	CHUCK LOEB/Blue Kiss	6916
23	29	JEFF KASH/WWA Hyde Park	6916
23	28	JAZZMASTER/London Chimes	6916
23	28	WALTER BEASLEY/Comin' At Cha	6916
23	28	DAVE KOZ/Can't Let You...	6422
22	28	DOWN TO THE BONE/The Zodiac	6422
16	27	BETTE MIDLER/Love T.K.O.	4199
16	27	AL JARREAU/Just Last Night	4199
16	27	SADE/By Your Side	4199
16	27	MICHAEL MCCONNELL/The Meaning Of Love	3952
16	27	JOE MORRIS/Texas Rhythm Club	2964
12	27	CRAG CHAIQUICO/Cafe Carnival	2964
12	27	RONNIE LAWS/Old Days/Old Ways	2964
12	27	VARIOUS ARTISTS/Mannberg	2964
12	27	DAVID BEN-DI/Rhythm Club	2964
11	27	JOE MORRIS/Texas Rhythm Club	2717
11	27	ACUSTIC ALCHEMY/Beautiful Game	2717
11	27	MICHAEL LING/TWICE In A Lifetime	2717
11	27	STEVIE COLLE/Get It Goin' On	2717
11	27	RICHARD ELLIOT/Aloomba	2717
11	27	GEORGE BENSON/Deeper Than You...	2717
11	27	KIRK WHALLEN/Now It's Forever	2717
10	27	WARREN HILL/Lambo 2000	2470
10	27	JEFF GOLDBLUM/...No Two Ways About It	2470
9	27	ERIC ESSO/Rainy Night In...	247
9	27	JOYCE COOLING/Coasting	247
9	27	JOE MORRIS/Texas Rhythm Club	0

**MARKET #7**  
**WWJW/Detroit**  
Infinity  
(248) 855-5100  
Stokes/Rovach  
12c Cume 438,988

**V98.7 FM**

**PLAYS**

LW	TW	ARTIST/TITLE	Q1 (888)
15	23	STEVIE COLLE/Get It Goin' On	8464
23	22	WALTER BEASLEY/Comin' At Cha	8096
23	22	BOB JAMES/5/4 Night Long	6916
21	21	GENE DUNE/All Right Now	7728
21	21	JEFF KASH/WWA Hyde Park	7728
24	20	MICHAEL LING/TWICE In A Lifetime	7380
12	21	RICHARD ELLIOT/Aloomba	4784
12	21	PAUL TAYLOR/Avenue	4416
12	21	AL JARREAU/Just Last Night	4416
9	21	ERIC ESSO/Rainy Night In...	4416
9	21	BRIAN BROMBERG/Releasest	4416
12	21	WARREN HILL/Lambo 2000	4416
12	21	LARRY CARLTON/Fingerprints	4416
12	21	MICHAEL MCCONNELL/The Meaning Of Love	4416
11	21	JORDAN/EVERETT'S/My Love	4048
11	21	VARIOUS ARTISTS/Mannberg	4048
11	21	TIM BOWMAN/Smile	4048
11	21	CRAG CHAIQUICO/Cafe Carnival	4048
11	21	JOE MORRIS/Texas Rhythm Club	4048
11	21	DAVE KOZ/Can't Let You...	4048
11	21	BOB JAMES/5/4 Night Long	4048
11	21	DAVID BEN-DI/Rhythm Club	4048
11	21	JORDAN/EVERETT'S/My Love	4048
11	21	DOWN TO THE BONE/The Zodiac	4048
10	21	DAVE KOZ/Can't Let You...	3680
10	21	CHUCK LOEB/Blue Kiss	3680
10	21	SADE/By Your Side	3680
10	21	GERALD VEASLEY/Valdez In...	3680
10	21	CHUCK LOEB/Blue Kiss	3680
9	21	BOB JAMES/5/4 Night Long	3680

**MARKET #8**  
**WJZZ/Washington, DC**  
ABC  
(202) 895-2300  
King  
12c Cume 394,888

**Smooth Jazz**  
**106.9**

**PLAYS**

LW	TW	ARTIST/TITLE	Q1 (888)
28	28	MICHAEL LING/TWICE In A Lifetime	6384
28	28	STEVIE COLLE/Get It Goin' On	6384
27	28	CRAG CHAIQUICO/Cafe Carnival	6156
9	27	RICHARD ELLIOT/Aloomba	6156
27	27	JEFF KASH/WWA Hyde Park	6156
27	27	BETTE MIDLER/Love T.K.O.	6156
17	27	SADE/By Your Side	3876
15	27	AL JARREAU/Just Last Night	3648
15	27	MICHAEL MCCONNELL/The Meaning Of Love	3192
12	27	WALTER BEASLEY/Comin' At Cha	2736
12	27	ACUSTIC ALCHEMY/Beautiful Game	2736
13	27	CHRIS BOTTI/Why Not	2508
13	27	VARIOUS ARTISTS/Mannberg	2508
13	27	BOB JAMES/5/4 Night Long	2508
12	27	DAVID BEN-DI/Rhythm Club	2508
11	27	PAUL TAYLOR/Avenue	2508
11	27	GEORGE BENSON/Deeper Than You...	2420
11	27	ACUSTIC ALCHEMY/Beautiful Game	2420
11	27	RIPPINGTONS/Summer Lovers	2420
6	27	BRIAN BROMBERG/Releasest	2280
6	27	CHRIS STANDRING/Hip Sway	2280
6	27	URBAN KNIGHTS/Sweet Home Chicago	1694
6	27	GROVER WASHINGTON, Jr./Charmelon	1694
6	27	CRAG CHAIQUICO/Cafe Carnival	1210
6	27	JEFF GOLDBLUM/...No Two Ways About It	2052
6	27	EDGE GROOVE/Vinyl	2052
6	27	GHARRET GESS/My Love	2052
6	27	BOB JAMES/5/4 Night Long	1824
6	27	NORMAN BROWN/Paradise	1824
6	27	KIM WATERS/Secrets Told	1824

**MARKET #9**  
**WJZZ/Miami**  
Clear Channel  
(305) 544-9894  
Michael/Colin  
12c Cume 378,588

**Smooth Jazz**  
**93.9**

**PLAYS**

LW	TW	ARTIST/TITLE	Q1 (888)
31	30	SADE/By Your Side	7260
30	30	MICHAEL LING/TWICE In A Lifetime	5808
24	30	JEFF GOLDBLUM/...No Two Ways About It	5808
23	30	MARC ANTONIO/Palm Strings	5808
23	30	DAVE KOZ/Can't Let You...	5566
23	30	KIM WATERS/Secrets Told	5566
24	23	STEVIE COLLE/Get It Goin' On	2984
11	23	JEFF KASH/WWA Hyde Park	4528
11	23	DOWN TO THE BONE/The Zodiac	3630
11	23	WARREN HILL/Lambo 2000	3348
10	23	WALTER BEASLEY/Comin' At Cha	3186
10	23	EDGE GROOVE/Vinyl	2984
10	23	CHRIS BOTTI/Why Not	2984
10	23	VARIOUS ARTISTS/Mannberg	2984
12	23	BOB JAMES/5/4 Night Long	2662
12	23	DAVID BEN-DI/Rhythm Club	2662
11	23	PAUL TAYLOR/Avenue	2662
11	23	GEORGE BENSON/Deeper Than You...	2420
11	23	ACUSTIC ALCHEMY/Beautiful Game	2420
8	23	RIPPINGTONS/Summer Lovers	2420
8	23	BRIAN BROMBERG/Releasest	1694
8	23	URBAN KNIGHTS/Sweet Home Chicago	1694
8	23	GROVER WASHINGTON, Jr./Charmelon	1694
8	23	CRAG CHAIQUICO/Cafe Carnival	1210

**MARKET #10**  
**KWJZ/Seattle-Tacoma**  
Sandusky  
(425) 373-5536  
Handley/Rose  
12c Cume 242,400

**Smooth Jazz**  
**98.9**

**PLAYS**

LW	TW	ARTIST/TITLE	Q1 (888)
26	26	JIMMY HASK/IV/Reveals	4278
26	26	CRAG CHAIQUICO/Cafe Carnival	4072
26	26	WALTER BEASLEY/Comin' At Cha	4072
26	26	MICHAEL LING/TWICE In A Lifetime	3906
26	26	DAVE KOZ/Can't Let You...	3906
26	26	JEFF KASH/WWA Hyde Park	3906
16	26	SADE/By Your Side	2962
16	26	AL JARREAU/Just Last Night	2416
15	26	STING/She Walks This Earth	2416
15	26	KING OF AP/Tonight's The Night	2265
15	26	MICHAEL MCCONNELL/The Meaning Of Love	2265
15	26	STEVIE COLLE/Get It Goin' On	2265
15	26	WOODOCK/2000/Coasting	1812
10	26	CHRIS BOTTI/Why Not	2984
10	26	CHRIS BOTTI/Why Not	1812
10	26	BRAD RHEA/Daughn Man	1812
10	26	JOE MORRIS/Texas Rhythm Club	1661
10	26	BOB JAMES/5/4 Night Long	1661
10	26	JAMES & BRAUN/R.S.V.P.	1661
10	26	ACUSTIC ALCHEMY/Beautiful Game	1510
10	26	VARIOUS ARTISTS/Mannberg	1510
10	26	BOB JAMES/5/4 Night Long	1510
10	26	CHUCK LOEB/Blue Kiss	1510
10	26	DAVID BEN-DI/Rhythm Club	1510
10	26	CLUB 1800/Say	1510
10	26	BOB JAMES/5/4 Night Long	1510
10	26	CHRIS BOTTI/Why Not	1510
1			



CYNDEE MAXWELL

max@rronline.com

PART ONE OF A TWO-PART SERIES

## Field Of Streams

■ If you build it, they will listen

**T**he speed of Internet life is more like the speed of light, requiring constant vigilance to keep somewhat in touch with all the latest doohickeys, zingers and gadgets. At this year's conventions broadcasters were told they should already be streaming their audio online and not congratulating themselves for it.

BRS Media CEO **George Bundy** tends to agree, and he generously agreed to provide a crash course on streaming and share what he tells radio managers about streaming their stations. He recommends the NAB book *Internet Age Broadcaster* to help managers get up to speed. He says it's a good primer on the basics of streaming and webcasting, but cautions that once anything about the Internet is printed in a book, it's already outdated. "The Internet changes and redevelops itself every six months or so," he says. Additionally, the November issue of *Spin* includes a feature on Internet-only radio stations that is a worthwhile read.

### I Stream, You Stream, We All Stream

Bundy's crash course begins with a question for broadcasters: "What do you want to use your stream for? There are different reasons for streaming online. Many times people answer, 'Because our competitor is doing it.' But, realistically, there needs to be a specific reason. For the most part, streaming costs more than

just putting up a website, although streaming costs have gone down slightly and some free streaming services exist."

Additional advertising and e-commerce opportunities can offset the cost. "But you have to go into streaming with a good idea of what you want to use it for," Bundy warns. "One station we work with, for example, is an AM Business News/Talk in San Francisco. A large portion of its listeners are at-work daytime listeners.

"On the AM band you can't penetrate office buildings in downtown San Francisco, but online we've got a captive audience sitting in front of their desks, on the Internet, who will listen for long periods of time and who wouldn't otherwise be able to listen. That's one of the benefits."

Bundy is still bullish on localism. "The idea with the San Francisco station is that you continue to grab your local audience, which is important, because radio is a local medium," he says. "It should continue to do well locally even with the advance of the Internet.

"Just because the technology

changes doesn't mean that the entire aspect of the radio industry should be altered. The idea of extending your reach into the weak areas of your own local marketplace is important. One of the Country stations in Missouri we work with gets 60% of its online listening from within its market or the fringe of its market. That's a good use of the Internet."

### A Big 'Net Stretch

Once localism is mastered, Bundy advises extending your reach. "This has a different meaning outside of your market. Generally, if you're on the West Coast and have a high percentage of local advertisers, you don't worry too much about penetrating listeners on the East Coast. At the same time, you must look forward as far as streaming goes, because eventually it won't require a wire or a telephone connection. Wireless appliances are on their way.

"If you want to stake your claim on the Internet, now is the perfect time to at least begin to take advantage of streaming. Then, when the appliances go in the car and become portable like a radio, you'll already be in a good position to compete against potential Internet-only competitors, which have been coming on somewhat strongly in the past year."

Bundy should know, because BRS has been tracking the streams of terrestrial and Internet-only stations since 1996. "There were only some 56 stations back then," he says. "Now it's something like 4,300 worldwide. The interesting part about this is that the Internet-only companies represented 2%-3% of the whole figure a year or two ago. Now it's nearing 10%. That's not to take away from the fact that terrestrial stations are still jumping on the Internet in record numbers, but their Internet-only counterparts are coming on much stronger."

And typical consumers will have no concept of — and, indeed, won't care — whether they're listening to a traditional station or an Internet-only station, a fact Bundy points to as an important part of making a plan for how to maintain market share in the future.

"Just because the technology changes doesn't mean the entire aspect of the radio industry should be altered. The idea of extending your reach into the weak areas of your own local marketplace is important."

George Bundy

### Recycling Is Key

He continues, "Stations must realize that their end users aren't necessarily always near a radio, but many of them spend a lot of time at work in front of a PC. You can grab your local audience at the PC, then do your normal recycling efforts to get them back in the car and at home, then back to the PC the next day. For these users, it's almost second nature to e-mail the station from the website too. These are major components of the overall web presence of a radio station."

Once a station decides why it wants to stream, Bundy offers advice on what to consider when choosing among the companies that handle streaming. "You tend to give up one thing or another, and if the service is totally free, one has to question how long it will be in business," he says.

"It's a generalization of the Internet industry to say that they give away product. It's now become reality to sell your services or product. Otherwise, you eventually go out of business. And while the streaming service may be free and may seem like a great opportunity, there can be other drawbacks, such as not having total control of your stream. You might have to send your users to another website, taking them away from your own web presence. Many people want control of their stream because their product is at stake."

If there is a cost, Bundy notes, you have to decide how to offset the cost "either with commercials, banner ads, e-commerce opportunities or a combination of all three. Then, beyond paying for it, you have to determine how to turn it into a profitable venture, which again is probably best done with a combination of those things and other e-commerce with merchant potential."

### The Next Big Thing

Bundy believes that banner ads have had their day and that the new thing is audio insertion, especially because "a traditional radio station makes its revenue with audio commercials. One of the stations we work with — KROK.fm in Leesville, LA — does ad insertions. We work with a company that does the work of breaking away from the station's stream during a stopset and inserting audio ads targeted to the Internet listener. Therefore, we double the station's ability to generate income. The Internet stopset is the same length as the on-air stopset; it's just different spots. And because it's targeted, we get a higher CPM.

Therefore, there are more opportunities for the station to generate income off the stream."

The company he is alluding to is Ibeam Broadcasting, and a deal with BRS Media includes Ibeam technology to give customers what Bundy calls high-end streaming ability. "That means there are fewer technical issues of streaming that have to be dealt with, such as rebuffering, 'No congestion and the things that make streaming media very frustrating," Bundy explains. "Because they have satellite distribution across the Internet solution, it's less likely that the end user will have those problems."

Previously, stations that used a local Internet service provider — frequently on trade — found that the ISP was great for hosting websites but encountered problems with streaming due to insufficient bandwidth. Bundy illustrates: "The more listeners you have online, the more bandwidth and servers you require to accommodate them."

"That's because everyone listening to Internet audio has to be sent an individual stream. The local ISP tapers out after a certain period of time and can't scale up accordingly. One aspect we bring is the ability to have a high percentage of listeners with very few technical issues.

"We provide the station with a basic tolerant encoder — that's the software and hardware that encodes the station's signal at the station level. Doing that provides a quality input signal because we get the audio at the source. That's better than the signal first going through a local radio then getting plugged into an encoder at a local Internet provider."

It's true: The audio quality of [www.krok.fm](http://www.krok.fm) on my T1 connection at noon on a Friday was great.

On the user end, when one selects the station's "Listen" button, BRS supplies a customized pop-up player instead of the typical Real Audio player. It has the station's own look and feel and is interactive, with such features as a button for online requests. Press the button, and a form pops up. After it's been submitted, another window replaces it, thanking you by name for listening and containing the message: "We have submitted your request for [artist and song title] to the DJ." An e-mail message is also sent.

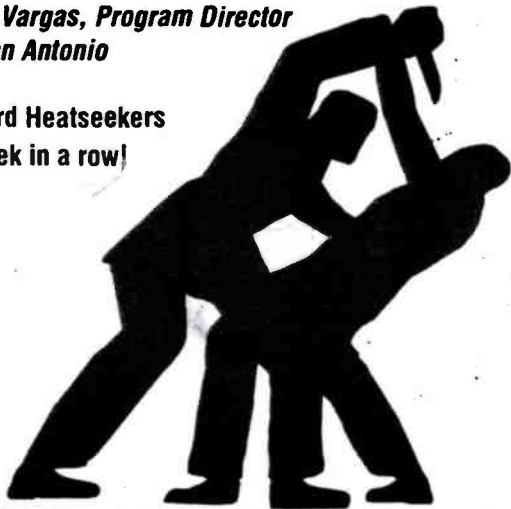
While the ad insertions help stations offset the cost of streaming and generate revenue from their Internet broadcast, BRS generates its income

Continued on Page 11

**"Nothingface 'Bleeder' is right along the line with the style of music that tests, sells and is worth taking the chance on..."**

— Kevin Vargas, Program Director  
KISS/San Antonio

Billboard Heatseekers  
3rd Week in a row!



# Win a trip to...

Enter the Dick Sheetz Memorial Raffle to win two (2) round-trip coach fare airline tickets on American Airlines anywhere it flies within the continental United States. Normal blackout dates apply. Courtesy of Aspen Promotions.

**\$10 for each entry. \$25 for three entries. \$50 for eight entries. \$100 for 15 entries.**

Please photocopy this ad for your coworkers, friends and relatives! Must be 18 years of age or older. Void where prohibited. Winner is responsible for payment of all federal, state and local taxes. Odds of winning depend on number of entries received. One grand prize will be awarded from all entries received. Other trade publications may participate. All funds received will be sent to the Dick Sheetz Memorial Account to benefit his wife and daughter.

Complete coupon below and send it along with your check or money order made payable to: Wayne C. Coleman, CPA (write Dick Sheetz Memorial Account on it), The Royalty Compliance Organization, 1288 Jungerman Rd., Suite A, St. Peters, MO 63376.

All entries must be received by 5pm PT, December 15, 2000. Drawing will be held on December 19, 2000. Winner will be notified by telephone. A complete copy of raffle rules is available at [www.rroonline.com](http://www.rroonline.com): Click on Format Rooms, then on Rock, then on Dick Sheetz Memorial Raffle.

## Dick Sheetz Memorial Raffle Entry

Please print legibly!

Name \_\_\_\_\_

Address \_\_\_\_\_

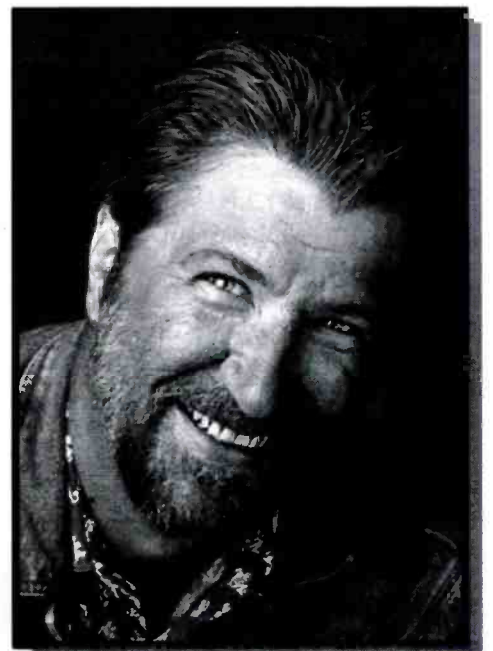
City, State, Zip \_\_\_\_\_

Daytime Telephone \_\_\_\_\_

Evening Telephone \_\_\_\_\_

Please check your selection, make your check payable to Wayne C. Coleman, CPA and note Dick Sheetz Memorial, then mail with this entry to The Royalty Compliance Organization, 1288 Jungerman Rd., Suite A, St. Peters, MO, 63376

- Enclosed is \$10 for one (1) entry.       Enclosed is \$25 for three (3) entries.  
 Enclosed is \$50 for eight (8) entries.       Enclosed is \$100 for fifteen (15) entries.



*Dick Sheetz*  
1953-2000

# R&R Rock Top 50

November 10, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	3 DOORS DOWN Loser (Republic/Universal)	1534	-40	105306	23	69/0
2	2	COLLECTIVE SOUL Why Pt. 2 (Atlantic)	1458	+20	94502	9	69/0
4	3	FUEL Hemorrhage (In My Hands) (550 Music/Epic)	1290	+24	80830	13	62/0
3	4	AEROSMITH Angel's Eye (Columbia)	1283	+13	82767	4	69/1
5	5	CREED Are You Ready (Wind-up)	1272	+71	74606	10	61/1
6	6	PRIMUS W/OZZY N.I.B. (Divine/Priority)	1161	-22	89542	19	56/1
7	7	SAMMY HAGAR Serious Jujy (Cabo Wabo/Beyond)	1029	+22	62143	8	62/0
9	8	GODSMACK Awake (Republic/Universal)	894	+83	61128	6	62/2
8	9	3 DOORS DOWN Kryptonite (Republic/Universal)	838	+16	74390	43	62/0
10	10	U2 Beautiful Day (Interscope)	811	+19	63910	9	43/1
12	11	METALLICA I Disappear (Hollywood)	764	+27	68439	29	57/0
14	12	GEDDY LEE My Favorite Headache (Anthem/Atlantic)	731	+92	43092	4	55/2
13	13	IOMMI Goodbye Lament (Divine/Priority)	721	+70	41418	8	57/1
11	14	CREED With Arms Wide Open (Wind-up)	646	-96	55112	31	56/0
16	15	NICKELBACK Breathe (Roadrunner)	616	+6	35497	16	44/1
15	16	WALLFLOWERS Sleepwalker (Interscope)	611	-27	40089	9	40/1
19	17	STONE TEMPLE PILOTS No Way Out (Atlantic)	540	+29	31544	6	49/0
20	18	A PERFECT CIRCLE 3 Libras (Virgin)	535	+28	31980	9	40/1
18	19	PAPA ROACH Last Resort (DreamWorks)	533	-7	46074	23	35/1
25	20	OFFSPRING Original Prankster (Columbia)	513	+79	37818	5	41/1
24	21	MEGADETH Kill The King (Capitol)	450	-15	26711	8	44/0
<b>Breaker</b>	22	DUST FOR LIFE Step Into The Light (Wind-up)	412	+47	21177	6	41/2
21	23	AC/DC Meltdown (EastWest/EEG)	410	-95	25339	11	35/0
22	24	GREEN DAY Minority (Reprise)	402	-101	22918	10	30/0
23	25	VAST Free (Elektra/EEG)	400	-94	28689	13	40/0
31	26	LINKIN PARK One Step Closer (Warner Bros.)	351	+27	19911	9	39/6
27	27	LENNY KRAVITZ Again (Virgin)	345	-25	21026	7	27/1
37	28	U.P.O. Feel Alive (Epic)	341	+90	14830	3	35/1
32	29	EVERLAST Black Jesus (Tommy Boy)	309	-11	22110	8	22/0
33	30	PAPA ROACH Broken Home (DreamWorks)	304	+24	14366	6	28/0
29	31	JIMMY PAGE & BLACK CROWES Hey Hey... (Musicmaker.com/TVT)	288	-51	13670	7	25/2
26	32	FULL DEVIL JACKET Where Did You Go? (Island/IDJMG)	285	-109	17762	13	33/0
<b>Debut</b>	33	EVERCLEAR When It All Goes Wrong Again (Capitol)	277	+249	20276	1	45/12
34	34	COC Congratulations Song (Sanctuary/SRG)	264	+3	10828	5	36/5
39	35	EVE 6 On The Roof Again (RCA)	261	+26	13327	3	27/1
35	36	UNION UNDERGROUND Turn Me On... (Portrait/Columbia)	248	-7	18304	20	27/0
41	37	B.B. KING/ERIC CLAPTON I Wanna Be (Duck/Reprise)	248	+54	14402	4	23/2
30	38	KENNY WAYNE SHEPHERD BAND Last Goodbye (Giant/Reprise)	242	-84	16723	18	24/0
38	39	COLD Just Got Wicked (Flip/Geffen/Interscope)	220	-21	14446	12	22/0
44	40	STRAIT UP FLAJON OF SEVENDUST Angel's Son (Immortal/Virgin)	219	+48	11140	3	22/4
42	41	LIFEHOUSE Hanging By A Moment (DreamWorks)	210	+34	11714	3	29/5
40	42	MATCHBOX TWENTY Crutch (Lava/Atlantic)	197	-20	11720	7	14/0
43	43	MARILYN MANSON Disposable Teens (Nothing/Interscope)	185	+9	10603	3	19/1
45	44	TIDEWATER GRAIN Here On The Outside (Warner Bros.)	179	+15	7094	4	19/0
<b>Debut</b>	45	STONE TEMPLE PILOTS Break On Through (Elektra/EEG)	156	+71	12079	1	18/8
47	46	TAPROOT Again And Again (Velvet Hammer/Atlantic)	156	+12	8150	3	18/1
<b>Debut</b>	47	CREED Riders On The Storm (Elektra/EEG)	152	+63	7944	1	16/6
<b>Debut</b>	48	JOE BONAMASSA Cradle Rock (Okeh/550 Music/Epic)	143	+42	6543	1	16/2
<b>Debut</b>	49	DIFFUSER Karma (Hollywood)	132	+59	7740	1	22/1
<b>Debut</b>	50	LIMP BIZKIT Rollin' (Flip/Interscope)	126	+17	11145	1	11/0

## Most Added

ARTIST TITLE LABEL(S)	ADDS
ISLE OF Q Bag Of Tricks (Universal)	28
EVERCLEAR When It All Goes Wrong Again (Capitol)	12
DAVID COVERDALE Slave (Dragonshead)	10
STONE TEMPLE PILOTS Break On Through (Elektra/EEG)	8
FASTBALL This Is Not My Life (Hollywood)	7
LINKIN PARK One Step Closer (Warner Bros.)	6
CREED Riders On The Storm (Elektra/EEG)	6
COC Congratulations Song (Sanctuary/SRG)	5
LIFEHOUSE Hanging By A Moment (DreamWorks)	5
JOSH JOPLIN GROUP Camera One (Artemis)	5

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
EVERCLEAR When It All Goes Wrong Again (Capitol)	+249
GEDDY LEE My Favorite Headache (Anthem/Atlantic)	+92
U.P.O. Feel Alive (Epic)	+90
GODSMACK Awake (Republic/Universal)	+83
OFFSPRING Original Prankster (Columbia)	+79
CREED Are You Ready (Wind-up)	+71
STONE TEMPLE PILOTS Break On... (Elektra/EEG)	+71
IOMMI Goodbye Lament (Divine/Priority)	+70
CREED Riders On The Storm (Elektra/EEG)	+63
DIFFUSER Karma (Hollywood)	+59

## Breakers

**DUST FOR LIFE**  
Step Into The Light (Wind-up)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
412/47	41/2	22

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



72 Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 10/29-Saturday 11/4. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 400 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.



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www.reefindustries.com



## Most Played Recurrents

**RED HOT CHILI PEPPERS** Californication (Warner Bros.)

**CREED** Higher (Wind-up)

**STONE TEMPLE PILOTS** Sour Girl (Atlantic)

**A PERFECT CIRCLE** Judith (Virgin)

**GODSMACK** Voodoo (Republic/Universal)

**GODSMACK** Bad Religion (Republic/Universal)

**RED HOT CHILI PEPPERS** Otherside (Warner Bros.)

**FOO FIGHTERS** Learn To Fly (Roswell/RCA)

**U.P.O.** Godless (Epic)

**METALLICA** No Leaf Clover (Elektra/EEG)

**AC/DC** Satellite Blues (EastWest/EEG)

**COLLECTIVE SOUL** Heavy (Atlantic)

**DISTURBED** Stupify (Giant/Reprise)

**RED HOT CHILI PEPPERS** Scar Tissue (Warner Bros.)

**GODSMACK** Keep Away (Republic/Universal)

**CREED** What If (Wind-up)

**INCUBUS** Pardon Me (Immortal/Epic)

**LENNY KRAVITZ** Fly Away (Virgin)

**METALLICA** Turn The Page (Elektra/EEG)

**BUCKCHERRY** Lit Up (DreamWorks)

## New & Active

**CLARKS** Chasin' Girls (Razor & Tie)  
Total Plays: 104, Total Stations: 13, Adds: 3

**DEFTONES** Back To... (Mini Maggit) (Maverick)  
Total Plays: 99, Total Stations: 12, Adds: 0

**PALOALTO** Sonny (American/Columbia)  
Total Plays: 96, Total Stations: 12, Adds: 0

**AEROSMITH** Love Me Two Times (Elektra/EEG)  
Total Plays: 78, Total Stations: 9, Adds: 2

**KITTE** Paperdoll (NG/Artemis)  
Total Plays: 72, Total Stations: 7, Adds: 0

**P.O.D.** School Of Hard Knocks (Maverick)  
Total Plays: 61, Total Stations: 12, Adds: 4

**CHRIS QUARTE GROUP** Free 4 Me (Zoe/Rounder)  
Total Plays: 57, Total Stations: 7, Adds: 0

**FASTBALL** This Is Not My Life (Hollywood)  
Total Plays: 51, Total Stations: 16, Adds: 7

**6GIG** Hit The Ground (Ultimatium)  
Total Plays: 50, Total Stations: 9, Adds: 1

**TOM HAMBRIDGE** Opposites Attract (Artemis)  
Total Plays: 50, Total Stations: 7, Adds: 1

Songs ranked by total plays

That means the radio station now has extra minutes to sell without taking up any extra minutes. Bridge elaborates: "Their content is repurposed for the Internet, and 100% of their inventory is resold for the Internet. Advertiser contracts with radio, for the most part, are for traditional on-air spots. Stations have the right to decide whether to include those ads with their online stream but aren't obligated to. We feel it's a breakthrough to provide the technology for new and separate targeted ads, which is done seamlessly. That's a very valuable advertising mechanism."

### Get Paid To Join The Alliance

This leads to the question of cost and how radio pays for this service. Bridge says, "They don't pay for anything. We pay them in a revenue-sharing model in return for being able to leverage their ads and the franchise they've already established."

"Most of the listeners initially come from the current radio station's listeners who listen online. Since you can listen from anywhere in the world, it doesn't make much sense for a radio station in Knoxville to promote itself outside the Knoxville area, but that's where we come in. We handle national promotion of our aggregation site, which is where all of the radio stations that are part of our alliance can be found."

"Over time the revenue-sharing will probably change as we learn more about the business dynamics. Currently, we guarantee that a certain amount of all the revenue we collect or half of our pretax profit — whichever is greater — is to be divided among the radio stations. By dividing the pretax profit, we have the characteristics of being a joint venture. That's why we call ourselves an alliance. It's a joint venture as far as revenue or profit-sharing, but it doesn't have all of the complexities associated with typical joint ventures."

As for radio's part of the bargain, the only thing stations do after the equipment is installed is promote their website on the air. Bridge calls this "soft dollars" and explains, "The soft dollars are cooperation and promotion of their online content. They don't promote us; they promote their own content online. We incur the hard dollars, and we share the revenue or profit — whichever is greater."

### Size Does Matter

The revenue-sharing takes audience size into consideration. "All the stations share in the revenue, but the way we share the money is to keep track of every radio station's listenership and how many ads are heard," Bridge explains. "In absolute terms, the bigger radio stations with more listeners will get more absolute dollars than the smaller radio stations, which seems fair."

"It's the same with the profit-sharing. We share all the profits based on listenership. It provides incentive for stations to have good

websites with creative content. Obviously, they're not trying to drive their traditional listeners from the radio to the PC or to new emerging devices like Kerbango. What they are trying to do is respond to a trend and cater to those people who, for a variety of reasons, might want to listen online."

There is a two-tiered system for stations to create income. One is with ads on the station's own website, and the other is as part of the alliance. Bridge adds, "Both cases are tied directly to the individual radio stations. In the case of traditional radio, it's influenced by things like Arbitron ratings, whereas in our case we're able to count every person, how many ads they're heard, the value of the ad, etc., because it's an online application."

### Customer Service

SurferNetwork also uses a customized player, which allows for the display of banner ads during a spot or song and title information when a song is being played. The music info is also clickable, which takes the user to CDNOW for an opportunity to purchase it. Bridge adds that it's not a source of income, but rather a convenience for the listener. "There was a time when people thought there might be a lot of money in selling CDs online, but we don't view it that way. We think it's just a customer service."

While putting together website content continues to require a significant amount of time, stations can leave selling Internet ads to SurferNetwork. "We take the lead responsibility for selling these new multimedia ads nationally," Bridge says. "We are certainly willing to partner with radio sales forces for both local and national ads, but in the beginning we're taking the lead not only to sell those ads, but also to pay all of the fees, commissions, etc., associated with them."

"Most stations are fully committed in their traditional business and don't have the incremental resources or skills, in many cases, to devote to this application. Although it wasn't our strategy to go to a radio station and say, 'You can outsource all of this to us,' it does have that characteristic. This is a very fast way to get started."

The audio quality of SuferNetwork was also good when I listened to [www.wnjo.com](http://www.wnjo.com) at 2pm on a Wednesday. Bridge notes that with high-speed connections, "AM sounds like FM, and FM sounds like FM. We have virtually eliminated the problem of dropout unless you're on a telephone line. It sounds great, the way radio should sound."

Next week's issue of R&R will be a New Music special, so the rest of this column will appear in the Nov. 24 issue. Look for more information on streaming and learn about a very flashy addition to one of our Active Rock stations' websites.

## ROCK

## Going For Adds 11/14/00

**DAVID COVERDALE** Slave (Dragonshead)

**FINGER ELEVEN** First Time (Wind-up)

**KID ROCK** My Oedipus Complex (Top Dog/Lava/Atlantic)

**POWERMAN 5000** Ultra Mega (Columbia)

## Field Of Streams

Continued from Page 116

either in cash or from a percentage of the ad insertions.

### Surfing For Cash

I ask SurferNetwork Chairman/CEO Gordon Bridge what he would say to radio managers who approach him about streaming their audio online. "First of all," he begins, "we believe strongly in not only providing all the technology required for streaming, but also providing a business approach that makes it economically exciting for the broadcasters. We furnish all the hardware, software, services and skills required to do the streaming job. We're not the only company that does that, but we do provide all of it."

"One of the fundamental differences between what we do and what most everybody else does is that we have technology that allows us to, on the real-time broadcast stream, replace the on-air ad with a new audible ad that we select based on the

profile and preferences of the online listener.

"Then we send an accompanying banner ad, which is viewable and clickable, that's synchronized with the audible ad. A person online hears an audible ad that has a banner ad synched up to it. The audio message can be about the product or the service. It can literally say, 'If you're interested, look up for more information and click on this banner.'"

"If you click it, it takes you to more information or conducts an e-commerce transaction. The multirich media nature of the advertisement is something that we think is terribly important to the online world. Who better than radio to introduce such an advertising capability?"

Bridge explains that with his company it's the norm to replace on-air ads with the Internet-only ads. "It would be highly coincidental to hear the same ad at the same time if you had a traditional radio playing at the same time as your online player, because all the ads are replaced," he says. "Another aspect to

the audible ads is that many of the people listening to the same station at the same time could hear different ads."



Gordon Bridge

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

### MARKET #4

**KSJQ/San Francisco**  
Clear Channel  
(415) 433-5400  
Cunningham/Berg  
12+ Cume \$28,300

PLAYS	LW	TW	ARTIST/TITLE	GI	(800)
31	24	24	3 DOORS DOWN/Loser	10710	9801
31	31	31	A PERFECT CIRCLE/Judith	9765	
30	29	29	PAPA ROACH/Last Resort	9450	
29	28	28	PRINZS WOOZY/N.I.B.	8820	
19	18	18	METALLICA/Disappea	5985	
15	14	14	SANITANA FEVERLAST/Put Your Lights On	5670	
13	12	12	STONE TEMPLE PILOTS/Break On Through	5670	
17	17	17	AEROSMITH/Angels Eye	5355	
17	17	17	INCUBUS/Solar	5355	
17	17	17	NICKELBACK/Breathle	5355	
17	17	17	VAST I.F.R.	5355	
13	13	13	3 DOORS DOWN/Kryptonite	4725	
14	14	14	3 DOORS DOWN/Loser	4410	
14	14	14	RAGE AGAINST.../Sleep Now In...	4410	
13	13	13	LINKIN PARK/One Step Closer	4095	
13	13	13	STONE TEMPLE PILOTS/No Way Out	4095	
12	12	12	MAPLE RIFE/No Way Out	4095	
12	12	12	LIMP BIZKIT/Roller	3780	
11	11	11	GOODSMACK/Keep Away	3465	
11	11	11	OFFSPRING/The Kids Aren't A	3465	
8	8	8	ROB ZOMBIE/Dragna	3150	
12	12	12	RAGE AGAINST.../Guerrilla Radio	2835	
9	9	9	MEGADETH/Hell On Wheels	2835	
5	5	5	EVERLAST/What It's Like	2520	
7	7	7	DISTURBED/Sluapy	2205	
7	7	7	EVERLAST/Black Jesus	2205	
12	12	12	OFFSPRING/When I'm Gone	1940	
7	7	7	MEGADETH/TKO The King	2205	
7	7	7	U.P.O./Feel Alive	2205	
6	6	6	KORN/M Goodbye Lament	1860	

### MARKET #6

**WMMR/Philadelphia**  
Greater Media  
(610) 713-0933  
Milken/Zepeto  
12+ Cume \$52,480

PLAYS	LW	TW	ARTIST/TITLE	GI	(800)
25	25	25	3 DOORS DOWN/Loser	9072	
24	24	24	CREED/Man In The Hat	7452	
32	32	32	3 DOORS DOWN/Kryptonite	6804	
13	13	13	PRINZS WOOZY/N.I.B.	5508	
19	19	19	SAMMY HAGAR/Serious Juku	5508	
21	21	21	AEROSMITH/Angels Eye	5508	
12	12	12	METALLICA/Turn The Page	5184	
30	30	30	COLLECTIVE SOUL/Why Pl 2	5184	
19	19	19	OFFSPRING/Original Prankster	5184	
19	19	19	FUEL/Hemorrhage	5184	
12	12	12	METALLICA/No Leaf Clover	4212	
12	12	12	CREED/When I'm Gone	3885	
4	4	4	CREED/When I'm Gone	3564	
18	18	18	3 DOORS DOWN/Loser	3564	
6	6	6	FOO FIGHTERS/Learn To Fly	3564	
5	5	5	L.I.M.Y. Own Worst Enemy	2916	
5	5	5	STONE TEMPLE PILOTS/Sour Git	2592	
8	8	8	COLD Just Got Wicked	2592	
11	11	11	RED HOT CHILLI.../California	2592	
7	7	7	RED HOT CHILLI.../Otherside	2268	
13	13	13	ADIDAS/Whatever	2268	
9	9	9	STONE TEMPLE PILOTS/When I'm Gone	2268	
11	11	11	RED HOT CHILLI.../Scar Tissue	1944	
5	5	5	CREED/Higher	1944	
7	7	7	GOODSMACK/Whatever	1944	
8	8	8	LIFEHOUSE/Hanging By A Moment	1620	
6	6	6	LINKIN PARK/One Step Closer	1620	
8	8	8	MEGADETH/TKO The King	1620	
7	7	7	DISTURBED/Sluapy	1620	
5	5	5	STONE TEMPLE PILOTS/No Way Out	1620	

### MARKET #10

**KDLN/Houston-Galveston**  
Clear Channel  
(713) 830-8000  
Dugan/Fox  
12+ Cume \$88,100

PLAYS	LW	TW	ARTIST/TITLE	GI	(800)
34	34	34	3 DOORS DOWN/Loser	7415	
30	30	30	METALLICA/Disappea	7415	
31	31	31	PRINZS WOOZY/N.I.B.	6798	
29	29	29	PRINZS WOOZY/You Ready	6150	
28	28	28	GOODSMACK/Keep Away	4326	
13	13	13	COLLECTIVE SOUL/Why Pl 2	3708	
13	13	13	PAPA ROACH/Last Resort	3708	
14	14	14	FUEL/Hemorrhage	3502	
15	15	15	NICKELBACK/Leader Of Men	3502	
17	17	17	U.P.O./Feel Alive	3502	
12	12	12	METALLICA/When I'm Gone	3089	
12	12	12	GOODSMACK/Whatever	2972	
12	12	12	EVERLAST/What It's Like	2972	
9	9	9	BUCKLE UP/Up	2080	
10	10	10	DISTURBED/Sluapy	2080	
10	10	10	A PERFECT CIRCLE/Judith	2080	
9	9	9	GOODSMACK/Whatever	1854	
5	5	5	METALLICA/No Leaf Clover	1854	
9	9	9	LINKIN PARK/One Step Closer	1854	
9	9	9	STONE TEMPLE PILOTS/No Way Out	1648	
9	9	9	STONE TEMPLE PILOTS/No Way Out	1648	
8	8	8	BUSH/The Chemicals	1648	
5	5	5	METALLICA/Turn The Page	1648	
8	8	8	METALLICA/Disappea	1046	
8	8	8	MEGADETH/Hell On Wheels	1046	
9	9	9	METALLICA/Whiskey In The Jar	1648	
9	9	9	RED HOT CHILLI.../Otherside	1648	
4	4	4	LIMP BIZKIT/Roller	1442	
8	8	8	STANDHO	1442	
7	7	7	SAMMY HAGAR/Serious Juku	1442	
7	7	7	STONE TEMPLE PILOTS/Down	1442	
7	7	7	RED HOT CHILLI.../Scar Tissue	1236	
6	6	6	COLLECTIVE SOUL/Why Pl 2	1236	

### MARKET #14

**KISW/Seattle-Tacoma**  
Entertainment  
(206) 285-7625  
Ryan/Falkner  
12+ Cume \$38,700

PLAYS	LW	TW	ARTIST/TITLE	GI	(800)
29	29	29	COLLECTIVE SOUL/Why Pl 2	3930	
30	30	30	3 DOORS DOWN/Loser	3799	
27	27	27	ACDC/Satellite Blues	3668	
20	20	20	A PERFECT CIRCLE/3 Libras	3144	
20	20	20	CREED/When I'm Gone	2751	
19	19	19	EVERLAST/What It's Like	2489	
18	18	18	VAST I.F.R.	2358	
19	19	19	AEROSMITH/Angels Eye	1965	
16	16	16	GOODSMACK/Whatever	1864	
28	28	28	PRINZS WOOZY/N.I.B.	1864	
11	11	11	GEDDY LEE/My Favorite Headache	1572	
11	11	11	SAMMY HAGAR/Serious Juku	1441	
10	10	10	MEGADETH/Hell On Wheels	1441	
10	10	10	COCC/Original Prankster	1310	
11	11	11	LINKIN PARK/One Step Closer	1310	
11	11	11	KORN/Goodbye Lament	1310	
10	10	10	STONE TEMPLE PILOTS/Break On Through	1310	
10	10	10	STONE TEMPLE PILOTS/No Way Out	1310	
8	8	8	RED HOT CHILLI.../Scar Tissue	1179	
8	8	8	FOO FIGHTERS/Learn To Fly	1048	
8	8	8	GOODSMACK/Whatever	1048	
8	8	8	METALLICA/Disappea	1046	
8	8	8	OFFSPRING/When I'm Gone	1046	
7	7	7	PRESIDENTS OF.../Treat Myself	917	
5	5	5	EVERLAST/What It's Like	917	
7	7	7	ROB ZOMBIE/Dragna	917	
5	5	5	CREED/Higher	785	
5	5	5	PAPA ROACH/Last Resort	785	
5	5	5	BUCKLE UP/Up	785	
3	3	3	BUSH/The Chemicals	655	
3	3	3	3 DOORS DOWN/Kryptonite	655	

### MARKET #16

**KDKB/Phoenix**  
Sandusky  
(480) 897-9300  
Bardone/Elliott  
12+ Cume \$22,600

PLAYS	LW	TW	ARTIST/TITLE	GI	(800)
17	17	17	SAMMY HAGAR/Serious Juku	1980	
16	16	16	U2/Beautiful Day	1870	
16	16	16	3 DOORS DOWN/Loser	1870	
16	16	16	CREED/When I'm Gone	1870	
17	17	17	3 DOORS DOWN/Kryptonite	1650	
16	16	16	ACDC/Satellite Blues	1650	
13	13	13	AEROSMITH/Angels Eye	1650	
14	14	14	BON JOVI/My Life	1650	
14	14	14	GEDDY LEE/My Favorite Headache	1650	
12	12	12	RED HOT CHILLI.../California	1650	
12	12	12	TORNS/You Want Me To Fly	1650	
10	10	10	COLLECTIVE SOUL/Why Pl 2	1650	
17	17	17	SAMMY HAGAR/Serious Juku	1650	
17	17	17	CREED/Higher	1650	
14	14	14	WALLFLOWERS/Sleepwalker	1540	
15	15	15	STONE TEMPLE PILOTS/Sour Git	1540	
15	15	15	FOO FIGHTERS/Learn To Fly	1540	
15	15	15	JIMMY PAGE/BLACK.../Hey Hey What Can...	1540	
12	12	12	MEGADETH/Hell On Wheels	1430	
12	12	12	MEGADETH/Hell On Wheels	1430	
11	11	11	CREED/When I'm Gone	1430	
2	2	2	LENNY KRAVITZ/When I'm Gone	1320	
4	4	4	ACDC/Satellite Blues	1320	
4	4	4	EVERLAST/What It's Like	1320	
3	3	3	GO GO DOLLS/Slide	440	
3	3	3	RED HOT CHILLI.../Scar Tissue	330	
2	2	2	COLLECTIVE SOUL/Why Pl 2	330	
2	2	2	DEF LEPPARD/Photograph	330	
2	2	2	SAMMY HAGAR/Serious Juku	330	
2	2	2	MOTLEY CRUE/Against All Odds	330	
2	2	2	SANTANA FEVERLAST/Put Your Lights On	220	
2	2	2	COUNTING CREWS/Angelroad	220	

### MARKET #18

**WBAB/Nassau-Suffolk**  
Cox  
(516) 587-1023  
Edwards/Tortora/Parise  
12+ Cume \$31,900

PLAYS	LW	TW	ARTIST/TITLE	GI	(800)
30	30	30	PRINZS WOOZY/N.I.B.	9664	
30	30	30	3 DOORS DOWN/Loser	9664	
31	31	31	3 DOORS DOWN/Kryptonite	9660	
29	29	29	ACDC/Satellite Blues	8758	
25	25	25	U2/Beautiful Day	8456	
18	18	18	AEROSMITH/Angels Eye	3624	
12	12	12	GEDDY LEE/My Favorite Headache	3624	
11	11	11	COLLECTIVE SOUL/Why Pl 2	3235	
9	9	9	3 DOORS DOWN/Loser	3322	
11	11	11	WALLFLOWERS/Sleepwalker	3322	
11	11	11	SAMMY HAGAR/Serious Juku	3322	
11	11	11	LINKIN PARK/One Step Closer	3020	
8	8	8	KING CLAPTON/When I'm Gone	2718	
11	11	11	FUEL/Hemorrhage	2718	
8	8	8	LENNY KRAVITZ/When I'm Gone	2416	
8	8	8	SANTANA FEVERLAST/Put Your Lights On	2416	
8	8	8	RENEE YANTRA.../Last Goodbye	2416	
8	8	8	CREED/Higher	2416	
7	7	7	MATCHBOX TWENTY/Best	2416	
7	7	7	LENNY KRAVITZ/American Woman	2114	
7	7	7	RED HOT CHILLI.../California	2114	
7	7	7	RED HOT CHILLI.../Scar Tissue	2114	
7	7	7	METALLICA/No Leaf Clover	1812	
6	6	6	ACDC/Satellite Blues	1812	
6	6	6	RED HOT CHILLI.../Otherside	1812	
5	5	5	FOO FIGHTERS/Learn To Fly	1510	
5	5	5	METALLICA/Turn The Page	1510	
5	5	5	EVERLAST/Black Jesus	1510	
5	5	5	JIMMY PAGE/BLACK.../What It's Like	1510	
4	4	4	COLLECTIVE SOUL/Why Pl 2	1208	

### MARKET #22

**WDVE/Pittsburgh**  
Clear Channel  
(412) 937-1441  
Porter  
12+ Cume \$38,500

PLAYS	LW	TW	ARTIST/TITLE	GI	(800)
13	13	13	WALLFLOWERS/Sleepwalker	5750	
13	13	13	3 DOORS DOWN/Loser	4750	
9	9	9	CLARKS/Chasin' Girls	4500	
16	16	16	STONE TEMPLE PILOTS/Sour Git	3250	
12	12	12	TRAPROO/Agan And Agan	3000	
13	13	13	COLLECTIVE SOUL/Why Pl 2	2750	
10	10	10	METALLICA/No Leaf Clover	2750	
9	9	9	GO GO DOLLS/Slide	2550	
11	11	11	ACDC/Satellite Blues	2500	
6	6	6	CLARKS/Chasin' Girls	2250	
12	12	12	ACDC/Satellite Blues	2000	
8	8	8	AEROSMITH/Angels Eye	2000	
1	1	1	CREED/When I'm Gone	2000	
7	7	7	LENNY KRAVITZ/American Woman	2000	
4	4	4	3 DOORS DOWN/Kryptonite	1750	
7	7	7	CREED/Higher	1750	
4	4	4	SANTANA FEVERLAST/Put Your Lights On	1500	
3	3	3	LENNY KRAVITZ/American Woman	1500	
5	5	5	RED HOT CHILLI.../Scar Tissue	1250	
4	4	4	COLLECTIVE SOUL/Why Pl 2	1250	
5	5	5	OLDFATHER/Where I'm Here	1250	
4	4	4	CLARKS/Chasin' Girls	1000	
1	1	1	RED HOT CHILLI.../Otherside	1000	
3	3	3	GO GO DOLLS/Slide	750	
4	4	4	METALLICA/Turn The Page	750	
2	2	2	TRAPROO/Agan And Agan	500	
2	2	2	SANTANA FEVERLAST/Put Your Lights On	500	
1	1	1	THE FRINTZ.../Last Goodbye In...	500	
9	9	9	LIVE/The Dolphin's Cry	250	
4	4	4	TORNS/You Want Me To Fly	250	

### MARKET #24

**WMMS/Cleveland**  
Clear Channel  
(216) 781-9667  
Titford/Pennington  
12+ Cume \$82,800



# R&R Active Rock Top 50

November 10, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	3 DOORS DOWN <i>Loser (Republic/Universal)</i>	1911	-155	154406	26	69/0
3	2	GODSMACK <i>Awake (Republic/Universal)</i>	1906	+129	150895	6	71/0
2	3	FUEL <i>Hemorrhage (In My Hands) (550 Music/Epic)</i>	1846	-41	131283	13	67/0
4	4	CREED <i>Are You Ready (Wind-up)</i>	1745	-23	120844	11	68/0
5	5	PRIMUS W/OZZY N.I.B. <i>(Divine/Priority)</i>	1643	-60	126689	19	65/0
6	6	PAPA ROACH <i>Last Resort (DreamWorks)</i>	1537	-25	130040	35	64/0
7	7	COLLECTIVE SOUL <i>Why Pt. 2 (Atlantic)</i>	1482	+7	93207	8	61/0
9	8	OFFSPRING <i>Original Prankster (Columbia)</i>	1331	+107	98320	5	69/0
8	9	DISTURBED <i>Stupify (Giant/Reprise)</i>	1315	-57	108167	33	60/0
10	10	AEROSMITH <i>Angel's Eye (Columbia)</i>	1134	+46	84576	4	60/0
13	11	IOMMI <i>Goodbye Lament (Divine/Priority)</i>	1114	+95	77452	8	63/1
14	12	A PERFECT CIRCLE <i>3 Libras (Virgin)</i>	1096	+78	77399	10	62/0
17	13	LIMP BIZKIT <i>Rollin' (Flip/Interscope)</i>	1061	+112	83496	9	63/1
15	14	PAPA ROACH <i>Broken Home (DreamWorks)</i>	1055	+41	74864	9	67/0
16	15	STONE TEMPLE PILOTS <i>No Way Out (Atlantic)</i>	1046	+38	74878	6	65/2
11	16	UNION UNDERGROUND <i>Turn Me On... (Portrait/Columbia)</i>	1034	-29	82226	22	60/0
19	17	LINKIN PARK <i>One Step Closer (Warner Bros.)</i>	986	+120	77910	11	68/1
21	18	(HED) PLANET EARTH <i>Bartender (Volcano/Jive)</i>	783	-79	59685	17	61/0
20	19	A PERFECT CIRCLE <i>Judith (Virgin)</i>	778	-85	71763	31	54/0
12	20	GREEN DAY <i>Minority (Reprise)</i>	774	-258	46971	11	47/0
25	21	MARILYN MANSON <i>Disposable Teens (Nothing/Interscope)</i>	773	+94	65164	5	61/0
23	22	MEGADETH <i>Kill The King (Capitol)</i>	769	-43	63597	10	56/0
18	23	FULL DEVIL JACKET <i>Where Did You Go? (Island/IDJMG)</i>	761	-138	53174	13	52/0
26	24	EVERLAST <i>Black Jesus (Tommy Boy)</i>	716	+54	52573	9	46/2
22	25	NICKELBACK <i>Breathe (Roadrunner)</i>	645	-197	42407	16	38/0
27	26	DUST FOR LIFE <i>Step Into The Light (Wind-up)</i>	632	+25	46649	7	60/3
24	27	COLD <i>Just Got Wicked (Flip/Geffen/Interscope)</i>	597	-107	49311	13	53/0
29	28	DEFTONES <i>Back To School (Mini Maggit) (Maverick)</i>	576	+38	46528	6	60/3
32	29	COC <i>Congratulations Song (Sanctuary/SRG)</i>	514	+55	40769	6	52/2
30	30	SAMMY HAGAR <i>Serious Jujū (Cabo Wabo/Beyond)</i>	506	-13	31274	8	35/0
Debut	31	EVERCLEAR <i>When It All Goes Wrong Again (Capitol)</i>	463	+366	27460	1	54/10
34	32	U.P.O. <i>Feel Alive (Epic)</i>	453	+75	28014	3	48/9
33	33	TAPROOT <i>Again And Again (Velvet Hammer/Atlantic)</i>	413	+12	33589	15	45/1
31	34	ORGY <i>Fiction (Dreams In Digital) (Elementree/Reprise)</i>	378	-96	20775	11	30/0
35	35	U2 <i>Beautiful Day (Interscope)</i>	331	+8	27020	9	20/0
48	36	P.O.D. <i>School Of Hard Knocks (Maverick)</i>	324	+177	23253	2	43/8
40	37	STRAIT UP FLAJON OF SEVENDUST <i>Angel's Son (Immortal/Virgin)</i>	319	+96	20662	4	39/8
37	38	RAGE AGAINST THE MACHINE <i>Testify (Epic)</i>	271	-18	19652	15	11/0
50	39	DIFFUSER <i>Karma (Hollywood)</i>	258	+125	16649	2	41/2
42	40	SPINESHANK <i>Synthetic (Roadrunner)</i>	246	+39	17954	4	36/2
28	41	VAST <i>Free (Elektra/EEG)</i>	236	-345	18011	13	31/0
39	42	GEDDY LEE <i>My Favorite Headache (Anthem/Atlantic)</i>	233	-11	18617	3	21/3
46	43	LIFEHOUSE <i>Hanging By A Moment (DreamWorks)</i>	230	+69	19003	3	24/3
41	44	KITTIE <i>Paperdoll (NG/Artemis)</i>	224	+8	14459	4	27/1
45	45	ONE MINUTE SILENCE <i>Fish Out Of Water (V2)</i>	198	+10	14053	5	22/5
44	46	SEVENDUST <i>Going Back To Cali (Republic/Universal)</i>	180	-19	14927	5	25/0
38	47	LIMP BIZKIT <i>My Generation (Flip/Interscope)</i>	174	-81	19110	10	21/0
Debut	48	AARON LEWIS AND FRED DURST <i>Outside (Flawless/Geffen/Interscope)</i>	174	+69	23507	1	13/7
Debut	49	6GIG <i>Hit The Ground (Ultimatum)</i>	165	+54	10835	1	21/5
Debut	50	EVE 6 <i>On The Roof Again (RCA)</i>	156	+26	6475	1	16/1

## Most Added.

ARTIST TITLE LABEL(S)	ADDS
ISLE OF Q <i>Bag Of Tricks (Universal)</i>	26
RAGE AGAINST THE MACHINE <i>Renegades Of Funk (Epic)</i>	18
POWERMAN 5000 <i>Ultra Mega (Columbia)</i>	15
EVERCLEAR <i>When It All Goes Wrong Again (Capitol)</i>	10
U.P.O. <i>Feel Alive (Epic)</i>	9
P.O.D. <i>School Of Hard Knocks (Maverick)</i>	8
STRAIT UP FLAJON OF SEVENDUST <i>Angel's... (Immortal/Virgin)</i>	8
A. LEWIS AND F. DURST <i>Outside (Flawless/Geffen/Interscope)</i>	7
ONE MINUTE SILENCE <i>Fish Out Of Water (V2)</i>	5
6GIG <i>Hit The Ground (Ultimatum)</i>	5
INSANE CLOWN POSSE <i>Let's Go All... (Island/IDJMG)</i>	5

## EVERCLEAR

"When It All Goes Wrong Again"

Most Added Again!

Active Rock Debut **31**

Rock Debut **33**

This Week: WZTA, WRIF, WJRR, WMMS



## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
EVERCLEAR <i>When It All Goes Wrong Again (Capitol)</i>	+366
P.O.D. <i>School Of Hard Knocks (Maverick)</i>	+177
GODSMACK <i>Awake (Republic/Universal)</i>	+129
DIFFUSER <i>Karma (Hollywood)</i>	+125
LINKIN PARK <i>One Step Closer (Warner Bros.)</i>	+120
LIMP BIZKIT <i>Rollin' (Flip/Interscope)</i>	+112
OFFSPRING <i>Original Prankster (Columbia)</i>	+107
STRAIT UP FLAJON OF SEVENDUST <i>Angel's... (Immortal/Virgin)</i>	+96
IOMMI <i>Goodbye Lament (Divine/Priority)</i>	+95
MARILYN MANSON <i>Disposable... (Nothing/Interscope)</i>	+94

## Breakers.

No Songs Qualified For Breaker Status This Week

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

71 Active Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 10/29-Saturday 11/4. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 600 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.



# R&R's Year-End Chart Pack...

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Includes year-end charts for all R&R formats from 1974 through 1999!

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## Breakers Top 30

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS
			TW	LW	ADDS
1	1	FUEL Hemorrhage (In My Hands)(550 Music)	1471	1475	49/0
2	2	3 DOORS DOWN Loser (Republic/Universal)	1319	1395	47/0
3	3	DISTURBED Stupify (Giant/Reprise)	1281	1350	48/0
7	4	LIMP BIZKIT Rollin' (Flip/Interscope)	1263	1119	48/1
5	5	OFFSPRING Original Prankster (Columbia)	1256	1231	49/0
4	6	PAPA ROACH Last Resort (DreamWorks)	1249	1332	50/0
6	7	GODSMACK Awake (Republic/Universal)	1225	1141	48/1
10	8	PAPA ROACH Broken Home (DreamWorks)	950	874	47/0
9	9	LINKIN PARK One Step Closer (Warner Bros.)	948	896	49/0
8	10	GREEN DAY Minority (Reprise)	854	977	41/0
13	11	A PERFECT CIRCLE Judith (Virgin)	716	722	48/0
12	12	ORGY Fiction (Dreams In Digital) (Elementree/Reprise)	712	750	39/1
14	13	A PERFECT CIRCLE 3 Libras (Virgin)	699	721	41/0
17	14	MARILYN MANSON Disposable Teens (Nothing/Interscope)	690	636	49/0
18	15	BLINK-182 Man Overboard (MCA)	648	632	27/1
19	16	RAGE AGAINST THE MACHINE Testify (Epic)	634	625	32/0
16	17	(HED) PLANET EARTH Bartender (Volcano/Jive)	611	664	46/0
15	18	CREED Are You Ready (Wind-up)	609	682	38/0
24	19	UNION UNDERGROUND Turn Me On... (Portrait/Columbia)	565	544	35/0
23	20	EVERLAST Black Jesus (Tommy Boy)	538	546	39/1
22	21	STONE TEMPLE PILOTS No Way Out (Atlantic)	537	552	43/0
20	22	PRIMUS W/OZZY N.I.B. (Divine/Priority)	521	561	22/0
21	23	COLLECTIVE SOUL Why Pt. 2 (Atlantic)	513	556	30/0
28	24	U2 Beautiful Day (Interscope)	477	432	31/0
25	25	RADIOHEAD Optimistic (Capitol)	465	458	24/0
26	26	DUST FOR LIFE Step Into The Light (Wind-up)	459	456	43/2
—	27	LIFHOUSE Hanging By A Moment (DreamWorks)	449	350	27/1
29	28	DEFTONES Back To School (Mini Maggit) (Maverick)	433	409	41/2
—	29	EVERCLEAR When It All Goes Wrong Again (Capitol)	403	220	39/5
—	30	TAPRODT Again And Again (Velvet Hammer/Atlantic)	373	300	38/2



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. 50 Breakers reporters. Songs ranked by total plays for the airplay week Sunday 10/29-Saturday 11/4. © 2000, R&R Inc.

## Contributing Stations

WQBK/Albany, NY	KTBY/Houston-Galveston	KUPD/Portland, OR
KTEG/Albuquerque	WRZX/Indianapolis	WBRU/Providence
WNNX/Atlanta	WNFZ/Knoxville	KRXQ/Sacramento
KROX/Austin	KXTE/Las Vegas	KXKK/Salt Lake City
WRAX/Birmingham	KROQ/Los Angeles	KISS/San Antonio
WRLR/Birmingham	WJJO/Madison	KITS/San Francisco
WAAF/Boston	WMFS/Memphis	KNDO/Seattle
WBCH/Boston	WZTA/Miami	KFNK/Seattle
WKQX/Chicago	KXXR/Minneapolis	KPNT/St. Louis
KILO/Colorado Springs	KKND/New Orleans	WXTB/Tampa
WBZX/Columbus, OH	WXRK/New York	KFMA/Tucson
KDGE/Dallas	WNOR/Norfolk	KMYZ/Tulsa
KBPI/Denver	WJRR/Orlando	KRTQ/Tulsa
WKLQ/Grand Rapids	WYSP/Philadelphia	WHFS/Washington, DC
WTPT/Greenville, SC	KEDJ/Phoenix	WWDC/Washington, DC
WOXA/Harrisburg	KUPD/Phoenix	KICT/Wichita
WCCC/Hartford	WXDX/Pittsburgh	

## Most Played Recurrents

- 3 DOORS DOWN Kryptonite (Republic/Universal)
- METALLICA I Disappear (Hollywood)
- INCUBUS Pardon Me (Immortal/Epic)
- DEFTONES Change (In The House Of Flies) (Maverick)
- KORN Make Me Bad (Immortal/Epic)
- RED HOT CHILI PEPPERS Californication (Warner Bros.)
- GODSMACK Bad Religion (Republic/Universal)
- STAINED Mudshovel (Flip/Elektra/EEG)
- GODSMACK Voodoo (Republic/Universal)
- CREED With Arms Wide Open (Wind-up)

## TUNED-IN ACTIVE ROCK

R&R/MEDIABASE 24/7

### 98.3 KUPD KUPD/Phoenix

3am

MUDVAYNE Dig  
SLIPKNOT Wait And Bleed  
NIRVANA Dumb  
STAINED Mudshovel  
(HED) PLANET EARTH Bartender  
NICKELBACK Breathe  
STONE TEMPLE PILOTS Sex Type Thing  
BENOER Isolate  
KORN Make Me Bad  
GREEN DAY Brain Stew  
COC Congratulations Song  
LED ZEPPELIN Black Dog  
CREED Are You Ready  
SEVENDUST Waffle  
VALLEJO Into The New

11am

BUSH The Chemicals Between Us  
METALLICA Wherever I May Roam  
ALICE IN CHAINS Them Bones  
FULL DEVIL JACKET Where Did You Go?  
PAPA ROACH Last Resort  
WHITE ZOMBIE Electric Head Part 2 (The Ecstasy)  
FUEL Hemorrhage (In My Hands)  
LIVE Lightning Crashes  
MEGAETH Almost Honest  
FOO FIGHTERS Everlong  
AEROSMITH Angel's Eye

4pm

CREED With Arms Wide Open  
GUNS N' ROSES Welcome To The Jungle  
ALICE IN CHAINS Get Born Again  
OFFSPRING Self Esteem  
COLLECTIVE SOUL Gel  
GODSMACK Awake  
RED HOT CHILI PEPPERS Californication  
PEARL JAM Not For You  
FUEL Hemorrhage (In My Hands)  
BUSH Everything Zen



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 10/30. © 2000, R&R Inc.

### 94.3 WJJO WJJO/Madison

3am

ORGY Fiction (Dreams In Digital)  
GODSMACK Bad Religion  
CREED Higher  
KITTIE Paperdoll  
LINKIN PARK One Step Closer  
PEARL JAM Eventflow  
SPINESHANK Synthetic  
PRIMER 55 Loose  
GUANO APES Open Your Eyes  
ULTRASPANK Where  
GUNS N' ROSES Sweet Child O'Mine  
PAPA ROACH Broken Home  
DOWNSET Together  
LIMP BIZKIT Take A Look Around

11am

SLIPKNOT Wait And Bleed  
ALICE IN CHAINS Them Bones  
IDMMI Goodbye Lament  
STONE TEMPLE PILOTS Plush  
COC Congratulations Song  
OFFSPRING Gone Away  
KORN Freak On A Leash  
AC/DC Rock & Roll Ain't Noise ...  
COLO Just Got Wicked  
STAINED Home  
BUSH Comedown

4pm

SYSTEM OF A DOWN Sugar  
METALLICA The Unforgiven  
POWERMAN 5000 Nobody's Real  
PEARL JAM Glorified G  
IDMMI Goodbye Lament  
DOWNSET Together  
ROB ZOMBIE Dragula  
STONE TEMPLE PILOTS No Way Out  
SLIPKNOT Spit It Out  
RED HOT CHILI PEPPERS Give It Away  
CREED Are You Ready?  
CLUTCH Elephant Riders

## New & Active

STONE TEMPLE PILOTS Break On... (Elektra/EEG)  
Total Plays: 132, Total Stations: 13, Adds: 4

PANTERA I'll Cast A Shadow (EastWest/EEG)  
Total Plays: 99, Total Stations: 12, Adds: 0

DISTURBED Voices (Giant/Reprise)  
Total Plays: 88, Total Stations: 7, Adds: 2

DOWNSET Together (Epitaph)  
Total Plays: 81, Total Stations: 9, Adds: 0

CREED Riders On The Storm (Elektra/EEG)  
Total Plays: 75, Total Stations: 10, Adds: 4

TIDEWATER GRAIN Here On The... (Warner Bros.)  
Total Plays: 65, Total Stations: 8, Adds: 0

INSANE CLOWN POSSE Let's Go... (Island/IDJMG)  
Total Plays: 42, Total Stations: 9, Adds: 5

RAGE AGAINST THE MACHINE Renegades... (Epic)  
Total Plays: 33, Total Stations: 18, Adds: 18

POWERMAN 5000 Ultra Mega (Columbia)  
Total Plays: 17, Total Stations: 15, Adds: 15

ISLE OF Q Bag Of Tricks (Universal)  
Total Plays: 5, Total Stations: 26, Adds: 26

Songs ranked by total plays

## ACTIVE ROCK

## Going For Adds 11/14/00

- DAVID COVERDALE Slave (Dragonshead)
- FINGER ELEVEN First Time (Wind-up)
- KID ROCK My Oedipus Complex (Top Dog/Lava/Atlantic)
- POWERMAN 5000 Ultra Mega (Columbia)

FIND COMPLETE PLAYLISTS FOR ALL ACTIVE ROCK REPORTERS ON R&R ONLINE MUSIC TRACKING

MARKET #6 WYSP/Philadelphia Clear Channel 12.1 Cum 845,700

MARKET #6 KEGL/Dallas-Ft. Worth Clear Channel (972) 991-1029 12.1 Cum 395,000

MARKET #7 WRIF/Detroit Clear Channel (313) 547-0101 12.1 Cum 544,200

MARKET #8 WAAF/Boston Clear Channel (617) 242-1073 12.1 Cum 489,500

MARKET #12 WZLW/Miami Clear Channel (305) 554-9494 12.1 Cum 322,700

MARKET #15 KIOZ/San Diego Clear Channel (619) 565-6006 12.1 Cum 311,100

MARKET #16 KUPD/Phoenix Clear Channel (480) 345-5221 12.1 Cum 231,800

MARKET #17 KXCR/Minneapolis Clear Channel (612) 617-4000 12.1 Cum 383,500

MARKET #20 WITY/Baltimore Clear Channel (410) 889-0998 12.1 Cum 394,800

MARKET #21 WXTB/Tampa Clear Channel (813) 832-1000 12.1 Cum 283,200

MARKET #23 KBPI/Denver-Boulder Clear Channel (303) 713-8000 12.1 Cum 217,000

MARKET #25 KUFO/Portland, OR Clear Channel (503) 222-1011 12.1 Cum 188,500

MARKET #30 KCRW/Seattle Clear Channel (206) 449-2200 12.1 Cum 233,000

MARKET #31 WLRZ/Milwaukee Clear Channel (414) 978-9000 12.1 Cum 188,500

MARKET #33 KISZ/San Antonio Clear Channel (210) 646-0105 12.1 Cum 268,200

MARKET #33 KISZ/San Antonio Clear Channel (210) 646-0105 12.1 Cum 268,200

MARKET #34 WAZU/Columbus, OH Clear Channel (614) 272-9696 12.1 Cum 88,700

MARKET #35 WZZM/Columbus, OH Clear Channel (614) 461-7800 12.1 Cum 198,500

MARKET #35 WZZM/Columbus, OH Clear Channel (614) 461-7800 12.1 Cum 198,500

MARKET #35 WZZM/Columbus, OH Clear Channel (614) 461-7800 12.1 Cum 198,500

active  
INSIGHT

By  
**Tracey Hoskin**  
Asst. Rock Editor



**Nothingface**

Passion. Nothingface definitely have passion, and, more importantly, they inspire it. With a fanatical fan base among industry types and commoners alike, this band has the power to bring harder music into the spotlight. And the foursome from the nation's capital did it the old-fashioned way: by working hard! In the five years Nothingface have been together, they've earned their fans and a label deal — and they're about to earn their fame.

Vocalist Matt Holt, guitarist Tom Maxwell, bassist Bill Gall and newbie drummer Tommy Sickles want it that way. Their debut forTVT, *Violence*, is full of gut-wrenching, emotional metal that proves Nothingface's value to and leadership in the heavy genre. TVT goes for adds at Active on Jan. 8 with "Bleeder." Heavy musically but not quite as hard vocally as the rest of the disc, "Bleeder" promises to please everyone with a melodic hook surrounded by devilish guitars and a headbanging rhythm that will put you in the hospital faster than you can say "Rick

James." This song shows the softer side of Nothingface, sort of. The band has several cheerleaders at specialty and has remained in the top 10 for a while — which is quite a feat, since the specialty chart can be fickle. Other faves at specialty include "Make Your Own Bones" and "Can't Wait for Violence."

KZRQ/Springfield, MO's E-Man, host of specialty show *Rock This*, raves, "Since their inception five years ago, this Washington, DC quartet have been pounding their way to the top of the metal heap. With classic rock influences like Zeppelin and Yes — as opposed to the rap-influenced metal we now seem to be audibly assaulted with from every angle — Nothingface's *Violence* brings into play the heavy sound of our nation's capital as this band takes the country by the ears."

**Tracey's BAND**  
OF THE WEEK

After seeing him at the House Of Blues on Halloween, I've decided that Everlast rules! The more I listen to his new disc, *Eat at Whitey's* (Tommy Boy), the more I love it. This man brings some much-needed soul to the hard, soulless, stainless-steel Rock format.

**R&R** Top 20 Specialty Artists  
November 10, 2000

- 1 AMEN (*Immortal/Virgin*) "Refuse Amen," "Ungrateful Dead," "Justified"
- 2 TYPE O NEGATIVE (*Roadrunner*) "12 Black Rainbows," "Love You To Death"
- 3 STRAIT UP (*Immortal/Virgin*) "Catch A Spirit," "Angel's Son"
- 4 IOMMI (*Divine/Priority*) "Time Is Mine," "Goodbye Lament"
- 5 NOTHINGFACE (*TVT*) "Make Your Own Bones," "Bleeder"
- 6 CRADLE OF FILTH (*Koch*) "Saffron's Curse"
- 7 OVERKILL (*Metal-Is/SRG*) "Bleed Me," "What I'm Missin'"
- 8 PRO-PAIN (*Spitfire*) "Desensitize," "Substance"
- 9 SLAVES ON DOPE (*Divine/Priority*) "Pushing Me," "I Can't Die"
- 10 DOWNSET (*Epitaph*) "Together," "Fallen Off"
- 11 TATTOO THE EARTH (1500) "Liberate," "Waffle"
- 12 SOULFLY (*Roadrunner*) "Back To The Primitive"
- 13 SIX FEET UNDER (*Metal Blade*) "Blackout"
- 14 KITTIE (*Ng/Artemis*) "Paper Doll"
- 15 FACTORY 81 (*Mojave/Universal*) "Peace Officer," "Diary Of A Serial Killer"
- 16 DREADNAUGHT (*Music Cartel*) "Game," "Moving Target"
- 17 SPINESHANK (*Roadrunner*) "Synthetic"
- 18 COC (*Metal-Is/SRG*) "Diablo Blvd.," "Congratulations Song"
- 19 BRUJERIA (*Roadrunner*) "Anti-Castro," "Brujerismo"
- 20 MORBID ANGEL (*Earache*) "I," "He Who Sleeps"

Ranked by total number of shows reporting the artist, with titles listed in order of most airplay.

**Specialty Show Reporters**

Shows and their Top 5 songs listed alphabetically by market

<p><b>Jones Radio Network (JRN)</b> Hard Drive Variety Rory Myzall/Lou Brutus Marilyn Manson "Disposable Teens" Queens Of The "Monsters In Your..." Spineshank "Synthetic" Mötley "Monster Mash" Sepultura "Spit It Out"</p>	<p><b>KWHL/Anchorage, AK</b> The Pit Sunday 8-9pm Bearded John Finger Eleven "Drag You Down" Slaves On Dope "Pushing Me" Erla "Audible/Caricature" Amen "Justified" In Flames "Pneal Map"</p>	<p><b>KBPI/Denver, CO</b> Metalix Saturday midnight-2am Uncle Nasty P.O.D. "Sick Of It Hard" Nothingface "Make Your Own Bones" Brujeria "Brujerismo" Slav 66 "Watch 2 "Mind" Tattoo The Earth "Liberate"</p>	<p><b>WBAB/Long Island, NY</b> Fingers Metal Shop Sunday 10pm-1am Fingers Godsmack "Awake" Macabre "How About Some..." Hammerhead "Let The Hammer Fall" Godhead "Rackback" Nevermore "Inside 4 Walls"</p>	<p><b>KATT/Oklahoma City, OK</b> KATT's Big Metal Friday midnight-2am Erik G. Slav 66 "Watch 2 "Mind" Six Feet Under "Blackout" Velocity "Janna" Moody Cruz "Take"</p>	<p><b>KUPD/Phoenix, AZ</b> Into The Pit Sunday 10pm-midnight Larry Mac &amp; The Berzerker Soufly "Back To The Primitive" Wile "Back Seed Of Vengeance" Overkill "Bleed Me" Strait Up "Catch A Spirit" Pro-Pain "Desensitize"</p>	<p><b>KBKR/Salt Lake City, UT</b> Radio Kaos Sunday 9-11pm Darity Nevermore "Inside 4 Walls" Cradle Of Filth "Tearing The Veil" Type O Negative "Love You To Death" Black League "Blood Of Gods" Amen "Refuse Amen"</p>
<p><b>MJI Broadcasting (MJ)</b> Pile Driver Variety Cory Matka/Mark Razz Marilyn Manson "Disposable Teens" Cold "Just Got Wicked" Underground "Turn Me On Mr..." Fast "Hemorrhage" Sepultura "Wait And Bleed"</p>	<p><b>WKGB/Binghamton, NY</b> Insomniac Monday 10pm-11:30pm Tim Boland Finger Eleven "Drag You Down" Liquid Gang "Blunt Force" Cold "Sand In The Gears" Sunna "Power Struggle" Static-X "Love Dump"</p>	<p><b>WKLO/Grand Rapids, MI</b> Metal At Midnight Thursday midnight-1am Tom "Wiz" Slavou Six Feet Under "Smoke On The Water" Brujeria "Vayan San Miedo" Spineshank "Synthetic" Overkill "Let It Burn" Iommi "Blasphemy" "Flame On"</p>	<p><b>WTFX/Louisville, KY</b> The Altitude Network Saturday 10pm-2am Black Frank Nothingface "For All The Sin" Soufly "Pan" Type O Negative "It's Never Enough" Pro-Pain "Substance" Amen "Ungrateful Dead"</p>	<p><b>KATT/Oklahoma City, OK</b> Lunch Pad Thursday midnight-1am Joe Mitchell Samiam "Mud Hill" Theatre Of Tragedy "Machine" Cromagar "Dream Weaver" Green Day "Mystery" Full Devil Jacket "Monster"</p>	<p><b>WRXL/Richmond, VA</b> The Metal File Mon-Fri 2-3am Johnny Young Cradle Of Filth "Saffron's Curse" Morbid Angel "Opening The Gates" Soufly "Back To The Primitive" Decide "Halls Of Warship" Type O Negative "12 Black Rainbows"</p>	<p><b>KLPX/Tucson, AZ</b> Area 51 Friday 10pm-midnight Bob Bitchia Iommi w/Dave Groth "Goodbye Lament" Nothingface "Bleeder" Morbid Angel "I" Disturbed "God Of The Mind" Type O Negative "Everything Dies"</p>
<p><b>WQBK/Albany, NY</b> Kick The PA Sunday 8-9pm Tom Healy Slav 66 "Watch 2 "Mind" Overkill "What I'm Missin'" Amen "Justified" Strait Up "Starlit Eyes" In Flames "Clay Man"</p>	<p><b>WPXC/Cape Cod, MA</b> To The Extreme Saturday 9:30-10:30pm Erla "Audible" Take A Bite Outta "Go! Back To Call" Linton Park "One Step Closer" Iommi V. Skan "Meat" Nothingface "Bleeder" Marilyn Manson "Disposable Teens"</p>	<p><b>KLFX/Killeen, TX</b> Kut Radio Saturday 10pm-midnight Bob Fonda Krisi "Zero" Shovel "Set It Off" Slaves On Dope "I Can't Die" Lamb Of God "Sucker Arts" Goosebush "Control"</p>	<p><b>WTFX/Louisville, KY</b> Defeat Sunday 8-10pm Chris Allman Take A Bite Outta "Go! Back To Call" Strummer/Long Beach "Harder They Come" Marilyn Manson "Suicide Is Painless" Type O Negative "Cinnamon Girl" Electric Frankenstein "Feel The Burn"</p>	<p><b>KUPD/Phoenix, AZ</b> Red Radio Underground Sunday 7-9pm Larry Mac Weston "To Some I'm A Genius" Mephisto "Odyssey" "Crash" AFI "Days Of The Phobias" Radiohead "How To Disappear" Brandonston "Leaving Ohio"</p>	<p><b>KRXQ/Sacramento, CA</b> Ear Whacks Sunday 8-9:30pm Cue Breaks, Paul Wilbur Enslaved "Dead Hymn" Sense Field "One More Time Around" Strait Up "Catch A Spirit" Pro-Pain "Desensitize" Atomic Bitchwax "Marching On The..."</p>	<p><b>WXBE/Wilkes Barre, PA</b> Freddie's Closet Saturday 11pm-1am Freddie Downset "Fallen Off" Yngwie Malmsteen "Cradle" Take A Bite Outta "White Lines" Megadeth "Hangar 18" Six Feet Under "Smoke On The Water"</p>
<p><b>KZRR/Albuquerque, NM</b> Readmill Sunday 11-midnight Tom Servo/Steve O Type O Negative "Stay Out Of My..." Entombed "Won't Back Down" Cradle Of Filth "Dawn Of Eternity" Soufly "Muzambo" Amen "Ungrateful Dead"</p>	<p><b>KEGL/Dallas, TX</b> Unmodern Rock Show Sunday 7-9pm Reber Mizard Bar 7 "God A New Life" Giddy "Lil' My Favorite Headache" Firehouse "Take It Off" David Coverdale "Slave" Bar 7 "No Show"</p>	<p><b>KIBZ/Lincoln, NE</b> Sunday Night Buzz Sunday 10-midnight Samantha Knight Return Of The Rock 2 "God Of The Mind" Godsmack "Sick Of Life" Pro-Pain "Substance" Little Nicky "Rock Superstar" Little Richard "Points Of Authority"</p>	<p><b>KXXR/Minneapolis, MN</b> X-treme Metal Shop Friday 1-4am Nick Davis VBS "Bring It On" Overkill "Thunderhead" Slaves On Dope "Stick It Up" Nothing Face "Piss &amp; Vinegar" Mudvayne "Dig"</p>	<p>25 total reporters from the Active Rock and Rock panels.</p>		



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- Kent Bailey, Manager, CMT International

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R&R Active Rock **40 - 37**

R&R Rock **44 - 40**

R&R Alternative Debut **49**

On:



New This Week: WXRK

WGRD WJRR WCHZ WXBE

WKLQ KLBK WYNF and more

# Strait Up

Top 5 Phones  
WJJO WAMX  
WMFS KJEE  
KFMA

## "ANGEL'S SON"

THE FIRST SINGLE FEATURING VOCALS BY  
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On over 150 Rock and Alternative  
Stations Including:

WBCN KPNT WAQZ KXRK KKND  
WMRQ WPLA WLRS WHRL KPOI  
KFMA WAAF KRXQ WLUM WLZR  
WHJY WBZX WNOR WXRC WJJO  
WCCC WMFS

FROM THE ALBUM STRAIT UP

FEATURING: JONATHAN OF KORN • BRANDON OF INCUBUS  
SERJ OF SYSTEM OF A DOWN • FRED OF LIMP BIZKIT  
MAX OF SOULFLY • LAJON OF SEVENDUST  
COREY OF SLIPKNOT • MARK OF SUGAR RAY  
DEZ OF COAL CHAMBER • M.C.U.D. OF (hed)p.e.  
JASON OF R.K.L. AND MORE!



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IN MEMORY OF JAMES LYNN STRAIT  
OF SNOT 8/7/68 - 12/11/98

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Stations and their adds listed alphabetically by market

New & Active

AARON LEWIS AND FRED DURST Outside (Flawless/Geffen/Interscope)
Total Plays: 354, Total Stations: 16, Adds: 2
SPINESHANK Synthetic (Roadrunner)
Total Plays: 286, Total Stations: 25, Adds: 0
AT THE DRIVE-IN One Armed Scissor (Grand Royal/Virgin)
Total Plays: 283, Total Stations: 29, Adds: 3
INSANE CLOWN POSSE Let's Go All The Way (Island/IDJMG)
Total Plays: 275, Total Stations: 31, Adds: 9
FATBOY SLIM Ya Mama (Skin/Astralwerks/Virgin)
Total Plays: 230, Total Stations: 21, Adds: 1
DIFFUSER Karma (Hollywood)
Total Plays: 228, Total Stations: 27, Adds: 4

66IG Hit The Ground (Ultimatum)
Total Plays: 204, Total Stations: 14, Adds: 1
ELECTRASY Morning Afterglow (Arista)
Total Plays: 203, Total Stations: 21, Adds: 1
PALDALTO Sonny (American/Columbia)
Total Plays: 202, Total Stations: 14, Adds: 0
ELWOOD Bush (Palm/London Sire)
Total Plays: 141, Total Stations: 18, Adds: 6
COLDPLAY Yellow (Netwerk/Capitol)
Total Plays: 120, Total Stations: 10, Adds: 6
INCUBUS Drive (Immortal/Epic)
Total Plays: 102, Total Stations: 7, Adds: 4

FASTBALL This Is Not My Life (Hollywood)
Total Plays: 73, Total Stations: 11, Adds: 2
OUTKAST B.O.B. (LaFace/Arista)
Total Plays: 71, Total Stations: 7, Adds: 2
JOSH JOPLIN GROUP Camera One (Artemis)
Total Plays: 62, Total Stations: 13, Adds: 4
SR-71 Politically Correct (RCA)
Total Plays: 57, Total Stations: 36, Adds: 33
RAGE AGAINST THE MACHINE Renegades Of Funk (Epic)
Total Plays: 47, Total Stations: 50, Adds: 50

Songs ranked by total plays

Reporters

WEOX/Albany, NY
PD: Kyle Goferton
Add: 1

WQIC/Columbia, SC
OM/PM: Gino Juliano
Add: 1

KTZB/Houston-Galveston, TX
PD: Jim Trapp
Add: 1

WHTG/Monmouth-Ocean, NJ
PD: Rob Acampora
Add: 1

KNRK/Portland, OR
PD: Mark Hamilton
Add: 1

KFNK/Seattle-Tacoma, WA
PD/MD: John Kaplan
Add: 1

WHRL/Albany, NY
OM: Susan Groves
Add: 1

WWCD/Columbus, OH
PD: Andy Davis
Add: 1

WEDJ/Indianapolis, IN
PD: Tom Paez
Add: 1

KMBY/Monterey-Salinas, CA
PD: Curtis White
Add: 1

WBUR/Providence, RI
PD: Tim Schiavelli
Add: 1

KNOD/Seattle-Tacoma, WA
PD: Phil Manning
Add: 1

KTEG/Albuquerque, NM
PD: Elan Fisherly
Add: 1

KRAD/Corpus Christi, TX
PD/MD: Cary Smith
Add: 1

WRZZ/Indianapolis, IN
PD: Scott Jameson
Add: 1

WZPC/Nashville, TN
PD: Brian Kryes
Add: 1

KRZZ/Reno, NV
PD: Gary Deak
Add: 1

KAEP/Spokane, WA
PD: Don Casali
Add: 1

WNNX/Atlanta, GA
OM: Brian Phillips
Add: 1

WXEG/Dayton, OH
PD: Mike Thomas
Add: 1

WPLA/Jacksonville, FL
PD: Rick Schmidt
Add: 1

WRRV/Newburgh, NY
PD: Greg O'Brien
Add: 1

WOYL/Richmond, VA
OM/PM: J.D. Kames
Add: 1

WKRL/Syracuse, NY
OM/PM: Mike Greenwood
Add: 1

WJSE/Atlantic City, NJ
PD: Al Parmello
Add: 1

KTCL/Denver-Boulder, CO
MD: Sabrina Saunders
Add: 1

WRZZ/Johannesburg, TN
PD: Mark E. McKinney
Add: 1

WRRV/Newburgh, NY
PD: Greg O'Brien
Add: 1

WZZJ/Roanoke-Lynchburg, VA
PD: Bob Travis
Add: 1

WZZJ/Terre Haute, IN
PD: J. Jay King
Add: 1

KROK/Austin, TX
PD: Wendy Lee
Add: 1

CIMX/Detroit, MI
PD: Murray Brookshaw
Add: 1

WNFZ/Knoxville, TN
PD: Dan Bozky
Add: 1

KKND/New Orleans, LA
OM/PM: Dave Stewart
Add: 1

KWOD/Sacramento, CA
PD: Ron Bence
Add: 1

KFMA/Tucson, AZ
PD: John Nichol
Add: 1

WRAX/Birmingham, AL
PD: Dave Rossi
Add: 1

KNRO/Eugene-Springfield, OR
PD: Stu Allen
Add: 1

KFTE/Lafayette, LA
PD: Rob Sammers
Add: 1

WXRK/New York, NY
PD: Steve Kingston
Add: 1

KPNT/St. Louis, MO
PD: Tommy Mattem
Add: 1

KMYZ/Tulsa, OK
PD: Lynn Barstow
Add: 1

KQXR/Boise, ID
PD: Jacent Jackson
Add: 1

KBRS/Fayetteville, AR
PD: Margal Smith
Add: 1

WWDK/Lansing, MI
PD: Jeff Weiling
Add: 1

WRDX/Norfolk, VA
PD/MD: Holly Williams
Add: 1

KKRX/Salt Lake City, UT
VP/Op: & Prog: Mike Summers
Add: 1

WHFS/Washington, DC
PD: Robert Benjamin
Add: 1

WBON/Boston, MA
VP/Programming: Dedipus
Add: 1

WJBF/Ft. Wayne, IN
PD/MD: JJ Fabini
Add: 1

KKTE/Las Vegas, NV
PD: Dave Wellington
Add: 1

KORX/Odesa-Midland, TX
GM/PM: Dave Cardwell
Add: 1

XTRA/San Diego, CA
PD: Bryan Schock
Add: 1

WWOC/Washington, DC
PD: Bob Neumann
Add: 1

WFNX/Boston, MA
PD: Cruz
Add: 1

WJBF/Ft. Wayne, IN
PD/MD: JJ Fabini
Add: 1

KLEC/Little Rock, AR
PD: Larry LeBasc
Add: 1

WIXO/Peoria, IL
OM/PM: Matt Rubin
Add: 1

KITS/San Francisco, CA
PD: Jay Taylor
Add: 1

WPBZ/West Palm Beach, FL
OM: John O'Connell
Add: 1

WEDG/Buffalo, NY
PD/MD: Rich Wall
Add: 1

KFRF/Fresno, CA
PD: Bruce Wayne
Add: 1

KROO/Los Angeles, CA
VP/Prog: Kevin Weathersly
Add: 1

WPLY/Philadelphia, PA
PD: Jim McGuinn
Add: 1

KJEE/Santa Barbara, CA
GM/PM: Eddie Garbera
Add: 1

WSPN/Wilmington, NC
PD: Chris Bohart
Add: 1

WAVF/Charleston, SC
PD: Greg Patrick
Add: 1

WGRD/Grand Rapids, MI
PD: Dan Clark
Add: 1

WLRN/Louisville, KY
PD: Adam Fendrick
Add: 1

WEDJ/Indianapolis, IN
PD: Tom Paez
Add: 1

WVVV/Savannah, GA
PD: Paul Cass
Add: 1

WSPN/Wilmington, NC
PD: Chris Bohart
Add: 1

WEND/Charlotte, NC
PD: Jack Daniel
Add: 1

WXMR/Greenville, NC
PD: Jeff Saunders
Add: 1

WLRN/Louisville, KY
PD: Adam Fendrick
Add: 1

WEDJ/Indianapolis, IN
PD: Tom Paez
Add: 1

WEDJ/Indianapolis, IN
PD: Tom Paez
Add: 1

WSPN/Wilmington, NC
PD: Chris Bohart
Add: 1

WKQK/Chicago, IL
PD: Dave Richards
Add: 1

WEEQ/Hagerstown, MD
PD/MD: Austin Davis
Add: 1

WLRN/Louisville, KY
PD: Adam Fendrick
Add: 1

WEDJ/Indianapolis, IN
PD: Tom Paez
Add: 1

WEDJ/Indianapolis, IN
PD: Tom Paez
Add: 1

WSPN/Wilmington, NC
PD: Chris Bohart
Add: 1

WAOZ/Cincinnati, OH
PD: Rick Jamie
Add: 1

WHRQ/Hartford, CT
PD: Chaz Kelly
Add: 1

WLRN/Louisville, KY
PD: Adam Fendrick
Add: 1

WEDJ/Indianapolis, IN
PD: Tom Paez
Add: 1

WEDJ/Indianapolis, IN
PD: Tom Paez
Add: 1

WSPN/Wilmington, NC
PD: Chris Bohart
Add: 1

\* = Mediabase 24/7 monitored

83 Total Reporters
83 Current Reporters
83 Current Playlists



JIM KERR

jimkerr@rronline.com

## Making Order From Chaos

■ Two format veterans discuss the new world of Internet radio programming

**W**hile deciding on a column topic for this year's Internet theme issue, I realized that several people from this format have made the jump from traditional radio to Internet radio. I decided to talk with a couple of them to see how their experiences in the two closely related media compare.

### More Alternative

I spoke first to Clickradio Alternative PD Max Tolkoff. Clickradio is an innovative radio service that is run off of a computer's hard drive and gives the listener a choice of numerous music channels. When I asked Tolkoff about his expectations when he joined Clickradio, he answered that he didn't think the process would be much different from normal radio. Once he got immersed in the service, however, he realized just how different the two approaches are.

"What I've discovered is that you can have so many channels that you don't have to be as locked into tight formats in terms of the music like you have to be in terrestrial radio," he explained. "In other words, the Alternative station can actually be more alternative than what terrestrial radio is doing."

While having five Alternative channels present a somewhat surprising difference in focus for Tolkoff, he feels that what really makes the two industries dramatically different has little to do with nuts-and-bolts programming and more to do with how they are judged. "My expectation at the beginning was that we would basically be running radio stations that would resemble the way radio stations are run in terrestrial radio," he said. "That was blown up immediately.

"It just doesn't have to operate that way for a couple of reasons, including the one I mentioned earlier. However, one of the biggest reasons we operate differently is that we aren't rated the way terrestrial stations are rated, at least not yet." Not having an



Max Tolkoff



Jeanette Grgurevic

advertiser-listener scorecard changes the game for a PD who is used to having specific listening levels as a goal.

### Creating Connections

Former KOME/San Jose Asst. PD/MD and R&R Assistant Alternative Editor Jeanette Grgurevic is now Asst. PD/MD at Grooveradio.com. Her experience is significantly different from Tolkoff's, since she is overseeing a full-time 'Net radio station — complete with talent and a firm playlist — and Tolkoff oversees a more customized and channel-oriented approach.

"I got hired on to program a radio station with Selector, just like any normal programmer would if they were hired on to a terrestrial radio station," Grgurevic said. "It's pretty much the same as radio. If you take away the Internet, and you take away the stick, it still comes down to changing rotations, testing songs and figuring out which new songs to add."

What surprised Grgurevic about the new world of Internet radio was that old-world connections needed to be created, specifically with record companies. "The biggest surprise for

me was that labels haven't embraced us more," she said. "I don't know if they really care. All of the dance divisions of the bigger labels care, and all the people I knew from when I was in terrestrial radio care, but it is almost impossible to get a callback when cold-calling someone at a label for one of their new dance records."

One of the more challenging aspects of Internet radio is that it is truly global in reach. As a result, some standard programming techniques, such as dayparting, become meaningless. As Grgurevic describes it: "We have to always keep in mind that we're not just entertaining L.A. or New York or even the United States. We're also entertaining Australia, England, Portugal and whatnot.

"The perfect example is Crazy Town's 'Butterfly.' We added that song about two months ago. Normally, you would think, 'OK, we're a dance station, and this song is a little more hip-hop and harder-edged, so we should play it at night.' But we can't think that way, because we're global. We have to just put a song on and see what it sounds like in the other dayparts, since it is playing in another daypart somewhere else in the world."

### A Flexible Approach

As with anything different, a flexible approach is the key to success. "To me, dealing with the lack of dayparts was easy to handle, because I had experience moving from different situation to different situation when I moved from XTRA (91X)/San Diego to WFNX/Boston," said Tolkoff. "When I went to Boston, I didn't try to program WFNX like it was 91X. It's the same thing with going to Clickradio.

"Now I am in another market, which is a national radio format, and it is going to be heard by millions of people. I just had to realize that I couldn't do what I did there, there and there. I had to adapt my thinking to this national square with different rotations. If you are open to that to begin with, it's easy. If you try to hold too tightly mentally to the old ways of doing things, there are going to be problems. You have to be nonrigid

## Breaking Molly's Yes: Coda

■ A radio and record diary

Howard Leon

VP/Promotion, Universal Records

**November 6:** Commercial culture can be seen as two grids: the America of 200 million people and the America of you and me. De Tocqueville wrote back in the 1840s that in the absence of a definite sense of the reality of the social world, Americans tended to be preoccupied with their own identities. "In democratic communities," he wrote, "each citizen is habitually engaged in the contemplation of a very puny object: himself. If he ever raises his looks higher, he perceives only the immense form of society at large or the still more imposing aspect of mankind. His ideas are either extremely minute and clear or extremely general and vague; what lies between is a void." At its best, a good radio station, like WNNX (99X), links the clear, minute details to the "big picture" of culture and community for its listeners, thus filling the void De Tocqueville described. Molly's Yes was one of those details. In the absence of a larger, more imposing (i.e., national) story, 99X took it upon itself to create its own intimate buzz between itself, its listeners and this band. There was no MTV, VH1, Farmclub.com, Letterman, Leno, Conan or *Rolling Stone* or *Spin* articles. This was one-on-one. There was no reinforcement other than the listeners' relationship with the station.

This was between it and its listeners, the attempt to break down the barrier between the small grid and the big grid, connect the mainstream with the underground, the mass with the cult, and create that uncreatable buzz. The station has certainly done it before, like the Flying Wallendas, swinging without a net, that net being research, sales, phones — some kind of proof. That's why every seemingly minor movement in sales was watched with such drama. If sales went up, the common belief was that it would react the same way on the big grid.

99X, as well as every radio station willing to make the kind of commitment it did, can create a microcosm of the big picture and start a genuine buzz. Every add on a new band or track is a strange act of heroism. Every add date is like a "bat signal," and sometimes radio comes to our rescue right away. OK, maybe not often enough, but, like a genuine buzz, if it's real, radio usually comes around. Everyone wants to be part of a buzz.

And after all these years the buzz still resonates around 99X. Unfortunately, it didn't seem to coalesce around this track. But, as Jack Nicholson said in *One Flew Over the Cuckoo's Nest*, "At least we tried, dammit. At least we tried."

and willing to think outside the box."

Dealing with a station that is inherently global also affects music decisions and the attitudes of the talent. "We can't be local, and that demanded a new approach," said Grgurevic. "Every time someone opens the mike and says, 'Here in L.A.,' you have to go into the studio and knock them over the head."

Even with the lack of dayparts or localness, the goal is to be as close to traditional radio as possible. "The challenge is trying to make it as smooth an experience and as transparent an experience as radio is," stated Tolkoff. "That's the challenge for all the people doing this on the computer or the Internet. How much can you make this like a real radio station?"

### The Corporate Culture

If you change jobs in the radio business, odds are you have a pretty good idea what the culture of your new company is going to be like — whether it is Susquehanna or Clear Channel or someone else. But what about Internet radio? We've all heard stories of a Wild West mentality, but what is it really like for a radio professional who joins an Internet company?

"Every company is different," Tolkoff said. "The personality of each company is dependent on who owns the company. It just depends on the environment. For example, in our company we have someone whose

position is 'Minister of Excellence' which should tell you something about Clickradio.

"On the other hand, the people who have started these companies don't come from radio; they're mostly techies. You have more creative freedom, since they don't know your side of the business. That's why you are finding that the smart Internet radio companies are getting traditional programmers, so there is some order. Otherwise, you just have chaos.

"If you go to a company without an traditional radio sensibility in any way, shape or form, it's a challenge because you have to bring order to the chaos. You basically have a lot of techies who are totally into music. That's all very well-meaning, but you have to shape them and make them understand that being into music isn't good enough. You have to structure it so that you can bring in listeners and have the listeners be willing to stick around long enough."

As Grgurevic described above, Internet radio, at its most basic level, is just radio without the tower. But when you dig deeper, you start to see the Dali-esque aspects of the 'Net radio business: a station with no dayparts, no "seven dirty word" limitations, no localness and no quartered Arbitron ratings scorecard. While it is radio at its core, it appears to be different enough that it demands an open, creative mind and someone who's not afraid to jump into the unknown to make order out of the chaos.

**"It's pretty much the same as radio. If you take away the Internet, and you take away the stick, it still comes down to changing rotations, testing songs and figuring out which new songs to add."**

Jeanette Grgurevic

# Nickelback

- **Alternative Most Added 1st 3 weeks**
- **On over 40 Alternative stations**
- **Over 33,000 pieces scanned in October**
- **Over 285,000 pieces sold**
- **#3 Billboard New Artist Chart**
- **On tour with Fuel now and Everclear early 2001**



## Stations Include:

Q101	KNRK	KPNT	WXDX	KTEG	WNFZ	WWCD
WFNX	WEQX	KKND	KLEC	WPLA	WAQZ	KWOD
KROX	WEDG	WMAD	WXZZ	KCXX	WXNR	WJBX
KMBY	WZPC	WEDJ	WLRS	KFTE	WXSR	KPOI
KRAD	WIXO	WWVV	WDYL	WHRL	WSFM	WJSE

# BREATHE

**R&R ALTERNATIVE**

**46 - 38**

**+179 Plays**

Produced by Dale Penner & Nickelback

Mixed by GGarth Richardson

Management: Bryan Coleman for Union Entertainment Group

[www.nickelback.com](http://www.nickelback.com)

ROADRUNNER RECORDS A ROADRUNNER / ARCADE MUSIC COMPANY

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[www.americanradiohistory.com](http://www.americanradiohistory.com)

# R&R Alternative Top 50

November 10, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS '00	WEEKS ON CHART	TOTAL STATIONS ADDS
1	1	FUEL Hemorrhage (In My Hands) (550 Music/Epic)	2993	-34	258561	13	82/1
3	2	OFFSPRING Original Prankster (Columbia)	2699	+168	268694	5	81/0
4	3	BLINK-182 Man Overboard (MCA)	2634	+106	228879	8	81/1
5	4	3 DOORS DOWN Loser (Republic/Universal)	2538	+15	223060	18	79/0
2	5	GREEN DAY Minority (Reprise)	2281	-315	209965	11	78/0
6	6	INCUBUS Stellar (Immortal/Epic)	2131	-188	197111	21	75/0
8	7	U2 Beautiful Day (Interscope)	2124	+110	193556	9	73/0
7	8	ORGY Fiction (Dreams In Digital) (Elementree/Reprise)	2089	-6	176921	11	80/1
9	9	LIMP BIZKIT Rollin' (Flip/Interscope)	2089	+205	241261	10	71/0
11	10	RADIOHEAD Optimistic (Capitol)	1839	+30	192829	7	76/1
10	11	PAPA ROACH Last Resort (DreamWorks)	1718	-153	208748	33	72/0
13	12	A PERFECT CIRCLE 3 Libras (Virgin)	1638	-3	124520	10	68/0
14	13	PAPA ROACH Broken Home (DreamWorks)	1629	+131	160656	8	73/1
12	14	DISTURBED Stupify (Giant/Reprise)	1590	-168	184109	25	60/0
21	15	LIFEHOUSE Hanging By A Moment (DreamWorks)	1564	+338	142402	5	74/1
16	16	GODSMACK Awake (Republic/Universal)	1529	+127	124895	6	69/1
19	17	LINKIN PARK One Step Closer (Warner Bros.)	1388	+40	153451	9	69/1
15	18	EVERLAST Black Jesus (Tommy Boy)	1345	-94	105325	9	65/0
18	19	SR-71 Right Now (RCA)	1266	-88	112837	27	62/1
20	20	COLLECTIVE SOUL Why Pt. 2 (Atlantic)	1231	-26	74171	8	55/0
Breaker	21	GOOD CHARLOTTE Little Things (Epic)	1073	+141	101011	13	63/2
23	22	STONE TEMPLE PILOTS No Way Out (Atlantic)	1071	+53	83029	6	65/0
Breaker	23	EVE 6 On The Roof Again (RCA)	1025	+106	50986	4	57/0
Breaker	24	EVERCLEAR When It All Goes Wrong Again (Capitol)	1002	+617	87516	2	75/7
27	25	MARILYN MANSON Disposable Teens (Nothing/Interscope)	947	+45	93945	5	60/2
33	26	MOBY F/GWEN STEFANI Southside (V2)	903	+118	91398	4	57/2
24	27	(HED) PLANET EARTH Bartender (Volcano/Jive)	872	-110	73068	12	52/0
38	28	DUST FOR LIFE Step Into The Light (Wind-up)	832	+103	86984	6	58/0
28	29	RAGE AGAINST THE MACHINE Testify (Epic)	802	-72	117123	15	49/0
32	30	DEFTONES Back To School (Mini Maggit) (Maverick)	795	-28	73419	6	63/0
37	31	LENNY KRAVITZ Again (Virgin)	795	+47	53566	7	40/0
22	32	VAST Free (Elektra/EEG)	791	-299	41935	13	60/0
29	33	WHEATUS Teenage Dirtbag (Columbia)	707	-157	59249	19	44/0
35	34	BARENAKED LADIES Pinch Me (Reprise)	668	-89	44921	13	26/0
36	35	WALLFLOWERS Sleepwalker (Interscope)	657	-92	42888	9	32/0
50	36	CRAZY TOWN Butterfly (Columbia)	626	+302	93271	2	52/10
30	37	LIMP BIZKIT My Generation (Flip/Interscope)	623	-224	68036	10	46/0
46	38	NICKELBACK Breathe (Roadrunner)	591	+179	25940	2	43/3
40	39	CREED Are You Ready (Wind-up)	560	-89	58333	8	32/0
41	40	DEXTER FREEBISH Leaving Town (Capitol)	559	-2	35664	14	28/1
31	41	FOO FIGHTERS Next Year (Roswell/RCA)	548	-286	57050	12	34/0
34	42	CAVIAR Tangerine Speedo (Island/IDJMG)	519	-242	41889	12	34/0
45	43	TAPROOT Again And Again (Velvet Hammer/Atlantic)	506	+80	57202	6	40/5
39	44	EVERCLEAR AM Radio (Capitol)	466	-246	20084	11	34/0
47	45	COLD Just Got Wicked (Flip/Geffen/Interscope)	423	+11	18720	4	35/2
49	46	EMINEM Starr (Aftermath/Interscope)	397	+33	50091	3	33/5
43	47	UNION UNDERGROUND Turn Me On... (Portrait/Columbia)	393	-63	21861	13	26/0
Debut	48	DAVID GRAY Babylon (ATO/RCA)	382	+72	28817	1	29/4
Debut	49	STRAIT UP FLAJON OF SEVENDUST Angel's Son (Immortal/Virgin)	357	+38	18191	1	28/3
Debut	50	P.O.D. School Of Hard Knocks (Maverick)	356	+107	25191	1	35/4

## Most Added

ARTIST TITLE LABEL(S)	ADDS
RAGE AGAINST THE MACHINE Renegades Of Funk (Epic)	50
SR-71 Politically Correct (RCA)	33
GRAND THEFT AUDIO Stoopid Ass (London Sire)	12
CRAZY TOWN Butterfly (Columbia)	10
ISLE OF Q Bag Of Tricks (Universal)	10
INSANE CLOWN POSSE Let's Go All... (Island/IDJMG)	9
EVERCLEAR When It All Goes Wrong Again (Capitol)	7
OPM Better Daze (Atlantic)	7
ELWOOD Bush (Palm/London Sire)	6
COLDPLAY Yellow (Netwerk/Capitol)	6

INSANE CLOWN POSSE  
"Let's Go All The Way"  
MTV ADD!  
MUSIC TELEVISION  
DE JAM RECORDINGS

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
EVERCLEAR When It All Goes Wrong Again (Capitol)	+617
LIFEHOUSE Hanging By A Moment (DreamWorks)	+338
CRAZY TOWN Butterfly (Columbia)	+302
LIMP BIZKIT Rollin' (Flip/Interscope)	+205
NICKELBACK Breathe (Roadrunner)	+179
INSANE CLOWN POSSE Let's Go All... (Island/IDJMG)	+175
OFFSPRING Original Prankster (Columbia)	+168
GOOD CHARLOTTE Little Things (Epic)	+141
PAPA ROACH Broken Home (DreamWorks)	+131
GODSMACK Awake (Republic/Universal)	+127

## Breakers

ARTIST TITLE LABEL(S)	TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
GOOD CHARLOTTE Little Things (Epic)	1073/141	63/2	21
EVE 6 On The Roof Again (RCA)	1025/106	57/0	23
EVERCLEAR When It All Goes Wrong Again (Capitol)	1002/617	75/7	23

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

83 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 10/29-Saturday 11/4. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 1000 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

# COLDPLAY YELLOW

Massive with early leaders!

- KROQ 37x(#1) Top 5 Phones
  - KNRK 34x(#5) Top 10 Phones
  - WMRQ 18x(#12) Top 10 Phones
  - 91X 24x(#8) First Week Spins
- New at CFNY, WARQ, WEQX, WEND, WJSE, KWOD, KQRX & more.



Smartbomb

New at  
**91X & WPLA!**

Already detonated at:  
WFNX WEDG KWOD  
WLIR WBTZ WEQX  
KMBY WCDW & more!

Over 100,000 copies of  
**Movement In Still Life Scanned.**

**THE WICKED CLOWNS WILL NEVER DIE!!!**

# INSANE CLOWN POSSE

Over 125,000 in Combined  
Sales this Week!

# "Let's Go All The Way"<sup>AT</sup>



**ADD!**

New This Week at 10  
New Alternative Stations Including:  
KTEG WMRQ  
WWDX KAEP  
WNFZ KFMA  
and more!

Already On:  
WBCN WXDX WEND WAQZ KXTE  
KBPI WXRC WEDJ KMYZ KFNK  
KFRR WARO KWOD WZPC and many more

**2 COMPLETELY NEW ALBUMS**



On tour this fall

[www.insaneclownposse.com](http://www.insaneclownposse.com)  
[www.islandrecords.com](http://www.islandrecords.com)



# BreakThrough Artist

**ELWOOD**  
Track: "BUSH"  
LP: **THE PARLANCE OF OUR TIME**  
Label: **PALM/LONDON SIRE**

By **Dayna Talley**  
Asst. Alternative Editor

**e**ssentials: With studio experience as an engineer at Greene Street Recordings in New York's Soho, Elwood (whose given name is Prince Elwood Strickland III) was primed and skilled to start making some music of his own. He not only built up 10 years of impressive resume material at the studio (working with artists like Tricky, Mos Def, De La Soul, Jungle Brothers and Black Eyed Peas), he also developed a sense of musical individuality. Something special set him apart from the rest. As his bio describes it, his music resembles "Everlast and the roots-oriented Beck crossed with The Beastie Boys of *Paul's Boutique*, Steely Dan and British groups like The Chemical Brothers and Propellerheads." Sounds strange, I know, but that is pretty much on the mark. And this

bizarre hybrid is actually extremely pleasing to the ear.

The first single from *The Parlance of Our Time* was the instantly recognizable tune "Sundown," a modern take on Gordon Lightfoot's 1974 hit. "Sundown," along with two other tracks on the record, were produced by U.K. megaproducer, the legendary Steve Lillywhite. With such artists as The Rolling Stones, U2, XTC and The Dave Matthews Band under his musical belt, working with an eclectic young artist like Elwood was a snap for Lillywhite. In fact, he even plays bass on a couple of the tracks.

The latest single from the album is "Bush." The video for the track is causing quite a controversy on the Internet because it is said to contain "adult content." "Bush" is proving to be able to hold its own on the radio, however, as it is already popping up on stations across the country.

**Artist POV:** (Elwood on how the title of the album came about) "*The Parlance of Our Time* is a phrase snatched from the Coen Brothers' movie *The Big Lebowski*. The more I said it to myself, the more perfect it sounded. It fits the whole record. It encompasses everything — the language, communication and the hook in a song. It's just the greatest thing to work on music that you're excited about, then to have the right lyrics to go with it that make you feel something emotionally. And then when people tell me that it makes them feel something, too, it's just the icing on the cake."



Elwood

**Buddy Rizer, MD**  
WWDC/Washington, DC

## Buddy Rizer ON THE RECORD

The new Lifehouse song, "Hanging by a Moment," has been our most-requested over the last week. "Rollin'" from Limp Bizkit, "One Step Closer" from Linkin Park and "Original Prankster" from Offspring have also been doing well for us. Linkin Park is off to a great start. There has also been a good response to the Crazy Town and SR-71 tracks after one week. ■ On a personal level, Lifehouse, Linkin Park, Limp Bizkit and Godsmack have been put into heavy rotation in my car. I'm curious about what the new Rage Against The Machine is going to sound like. Also, I am looking forward to hearing the rest of The Offspring's album, as well as the rest of Everclear's new album.

There aren't many bands around that can release hit song after hit song, but Rage Against The Machine is certainly one of them. The 50 adds pulled in on "Renegades of Funk" is the latest indication of how radio feels about what this band can deliver. You don't get more topical than going for adds on a song like "Politically Correct" on Election Day, and 33 adds are a testament that SR-71 put together another great song for the format. Rounding out the double-digit portion of the Most Added list is a great new tune from Grand Theft Audio, "Stoopid Ass" (13 adds). Isle of Q's "Bag of Tricks" (10 adds) and Crazy Town (10 adds and a nice chart move from 50 to 36). Another nice chart move goes to Nickelback for "Breathe," which enters the top 40 at 38, up from 46. Strait Up, featuring Sevendust's Lejon, debuts on the chart at 48 and receives three new adds, including WXRK/New York.

## ON THE RADIO by Jim Kerr

Talk about deep: Five songs off the new U2 album are being played on at least 20 stations. Finally, check out the story on Coldplay, which is in power rotation at KROQ/Los Angeles (not an easy feat, mind you), as well as getting strong airplay at XTRA (91X)/San Diego and KNRK/Portland. **RECORD OF THE WEEK:** Incubus' "Drive"

# Black Jesus EVERLAST



9 Spins this week



Great research at Q101, KROX and KKND

#19 in Seattle SoundScan off of KNDD airplay!

David Letterman performance Nov. 29

Produced by Dante Ross, John Gamble & Everlast  
www.everlastmusic.com



**Most Played Recurrents**

- DEFTONES Change (In The House Of Flies) (Maverick)
- 3 DOORS DOWN Kryptonite (Republic/Universal)
- INCUBUS Pardon Me (Immortal/Epic)
- A PERFECT CIRCLE Judith (Virgin)
- RED HOT CHILI PEPPERS Californication (Warner Bros.)
- STONE TEMPLE PILOTS Sour Girl (Atlantic)
- RED HOT CHILI PEPPERS Otherside (Warner Bros.)
- CREED With Arms Wide Open (Wind-up)
- VERTICAL HORIZON You're A God (RCA)
- CREED Higher (Wind-up)
- METALLICA I Disappear (Hollywood)
- KORN Make Me Bad (Immortal/Epic)
- EVE 6 Promise (RCA)
- BLINK-182 Adam's Song (MCA)
- LIT My Own Worst Enemy (RCA)
- NICKELBACK Leader Of Men (Roadrunner)
- LIT Miserable (RCA)
- FOO FIGHTERS Learn To Fly (Roswell/RCA)
- CYPRESS HILL Superstar (Ruffhouse/Columbia)
- LIMP BIZKIT Re-Arranged (Flip/Interscope)

**ALTERNATIVE Going For Adds 11/14/00**

- INCUBUS Drive (Immortal/Epic)
- PETER GABRIEL The Tower That Ate People (Ark 21)
- POWERMAN 5000 Ultra Mega (Columbia)

**TUNED-IN ALTERNATIVE**

R&R/MEDIABASE 24/7

**WXNR/Greenville, NC**

**3am**

- EVERCLEAR I Will Buy You A New Life
- GREEN DAY Minority
- NIRVANA The Man Who Sold The World
- LIMP BIZKIT Rollin' (Air Raid Vehicle)
- U2 Two Hearts Beat As One
- BLINK-182 Adam's Song
- MIGHTY MIGHTY BOSSTONES The Impression ...
- EVERLAST Black Jesus
- WALL OF VOODOO Mexican Radio
- DEFTONES Change (In The House Of Flies)
- BUSH Comedown
- RED HOT CHILI PEPPERS Otherside
- A PERFECT CIRCLE 3 Libras
- SUGAR RAY Fly
- CREED My Own Prison

**11am**

- OFFSPRING Gotta Get Away
- NICKELBACK Leader Of Men
- BUSH Glycerine
- GREEN DAY Minority
- GREEN DAY When I Come Around
- GOOD CHARLOTTE Little Things
- NIRVANA Smells Like Teen Spirit
- EVERLAST Black Jesus
- FOO FIGHTERS Learn To Fly
- RED HOT CHILI PEPPERS Californication
- PAPA ROACH Last Resort
- PEARL JAM Corduroy

**4pm**

- BLINK-182 Man Overboard
- R.E.M. Man On The Moon
- OFFSPRING Original Prankster
- INCUBUS Pardon Me
- HARVEY DANGER Sad Sweetheart Of The Rodeo
- STONE TEMPLE PILOTS Interstate Love Song
- DAVE MATTHEWS BAND Crush
- STROKE 9 Little Black Backpack
- 3 DOORS DOWN Loser
- DEL AMITRI Always The Last To Know
- COLLECTIVE SOUL Why Pt. 2
- GREEN DAY Brain Stew
- SR-71 Right Now

**KRAD/Corpus Christi, TX**

**3am**

- METALLICA No Leaf Clover (Live S&M)
- UNION UNDERGROUND Turn Me On ...
- GODSMACK Bad Religion
- COLLECTIVE SOUL Why Pt. 2
- COLD Just Got Wicked
- ONE WAY RIDE Painted Perfect
- SOUNDGARDEN Outshined
- FUEL Hemorrhage (In My Hands)
- (HED) PLANET EARTH Bartender
- KORN Somebody, Someone
- VAST Free
- GOOD CHARLOTTE Little Things
- PAPA ROACH Broken Home
- 3 DOORS DOWN Loser
- GRAVITY KILLS Enough
- MIKE NESS Don't Think Twice

**11am**

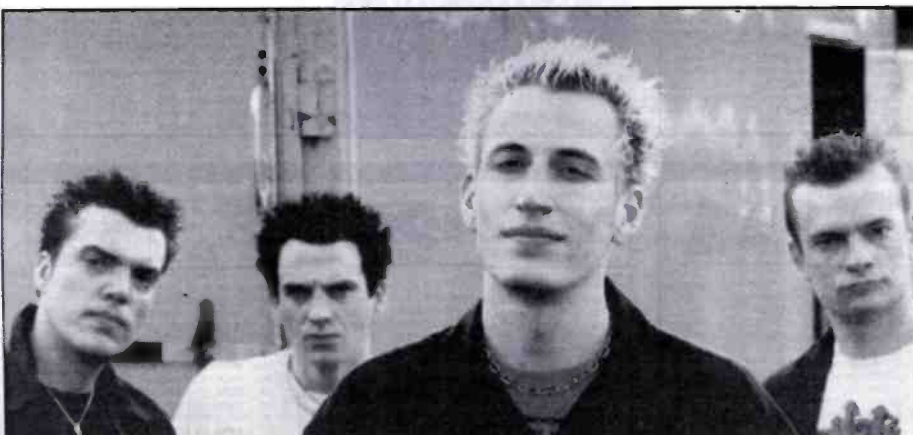
- ORGY Fiction (Dreams In Digital)
- A PERFECT CIRCLE Judith
- DUST FOR LIFE Step Into The Light
- STONE TEMPLE PILOTS No Way Out
- STAIN'D Home
- HARVEY DANGER Sad Sweetheart Of The Rodeo
- LINKIN PARK One Step Closer
- UNION UNDERGROUND Turn Me On ...
- EVERLAST Black Jesus
- METALLICA Whiskey In The Jar
- NICKELBACK Breathe
- OFFSPRING Original Prankster
- OLEANDER Why I'm Here

**4pm**

- DUMDUMS Everything
- (HED) PLANET EARTH Bartender
- INCUBUS Stellar
- RAGE AGAINST THE MACHINE Bulls On Parade
- BLINK-182 Man Overboard
- GRAVITY KILLS Guilty
- GREEN DAY Minority
- VAST Free
- 3 DOORS DOWN Loser
- OFFSPRING Original Prankster
- STATIC-X Push It
- EVE 6 On The Roof Again
- COLLECTIVE SOUL Why Pt. 2
- PEARL JAM Yellow Leadbetter
- ROB ZOMBIE Living Dead Girl



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 10/30. © 2000, R&R Inc.



**GRAND THEFT AUDIO**  
**STOOPID ASS**

**#3 Most Added including:**

- WPLY WEDG WARQ WEDJ
- KWOD WCYY WXHR WLRS
- KLEC KMBY KQRX WJSE
- WOXY KIBZ KRQC WPHD
- WCPR WRBR

Included on the  
"Dude, Where's My Car?"  
Soundtrack



Alternative Playlists

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

MARKET #1 WKRN/New York Infinity (212) 314-9230 12x Cum 2,106,780

MARKET #2 KROQ/Los Angeles Infinity (818) 567-1087 12x Cum 1,477,668

MARKET #3 WQOL/Chicago Emmis (312) 527-8348 12x Cum 892,388

MARKET #4 KITS/San Francisco Infinity (415) 512-1053 12x Cum 687,288

MARKET #5 WFLY/Philadelphia Radio One (810) 565-8900 12x Cum 584,106

MARKET #6 KDFW/Dallas-Ft. Worth Sunburst (972) 503-0945 12x Cum 391,188

MARKET #7 CMXL/Detroit Chum Ltd. (313) 961-8387 12x Cum 469,588

MARKET #8 WBCN/Orlando Infinity (407) 266-1111 12x Cum 677,288

MARKET #9 WFLX/Tampa Bay MCC (813) 885-6000 12x Cum 224,388

MARKET #10 WFFF/Washington, DC Infinity (301) 308-0991 12x Cum 677,688

MARKET #11 WDCW/Washington, DC Clear Channel (301) 587-7100 12x Cum 717,600

MARKET #12 KTRB/Houston-Galveston Clear Channel (713) 968-1067 12x Cum 415,800

MARKET #13 WNNX/Atlanta Susquehanna (404) 266-0997 12x Cum 487,188

Isle of Q "BAG OF TRICKS" MOST ADDED ALTERNATIVE #1 MOST ADDED ACTIVE AND MAINSTREAM UNIVERSAL RECORDS

MARKET #14 KNDU/Seattle-Tacoma Entercom (206) 822-3251 12x Cum 372,800

MARKET #15 XTRA/San Diego Clear Channel (619) 291-9191 12x Cum 437,188

MARKET #16 KEDJ/Phoenix Big City (602) 266-1360 12x Cum 381,888

MARKET #17 KPWT/Salt Lake City Emmis (314) 231-1057 12x Cum 282,488

MARKET #18 WQXI/Pittsburgh Clear Channel (412) 937-1441 12x Cum 274,288

MARKET #19 KTCL/Denver-Boulder Clear Channel (303) 713-8000 12x Cum 288,000



# Alternative Playlists

FIND COMPLETE PLAYLISTS FOR ALL ALTERNATIVE REPORTERS DN R&R ONLINE MUSIC TRACKING

**MARKET #25**  
**KNRK/Portland, OR**  
Entercom  
(503) 233-1441  
Hamilton/Jay  
12+ Cume 175,800

**PLAYS**

PL	WT	ARTIST/TITLE	GI (888)
42	48	OFFSPRING/Original Prankster	3076
44	48	BLINK-182/Man Overboard	3036
46	48	CANAV/Tangereen Speedo	2917
42	48	WHEATUS/Teenage Dirtbag	2896
26	30	COLDFEET/Amor	2622
26	30	GREEN DAY/Minority	2553
27	30	PAPA ROACH/Broken Home	2530
26	30	FUEL/Hemorrhage...	2484
33	33	(HED) PLANET EARTH/Barter	2277
41	20	EVERCLEAR/When It Rains	2001
48	20	OPM/Heaven Is A Hell...	1832
38	20	LIMP BIZKIT/Rollin'	1932
26	30	DOORS/DOWN/loser	1725
26	30	EVE 6/On The Roof Again	1725
26	30	U2/Beautiful Day	1725
27	30	INCUBUS/Share	1656
27	30	RAYMOND YOUNG STEPHAN/Southeast	1656
27	30	STONE TEMPLE PILOTS/No Way Out	1587
22	22	RADIOHEAD/Optimistic	1518
21	21	DAVID GRAY/Baby	1449
19	19	EVER 6/Pharm	1380
19	19	FOO FIGHTERS/Next Year	1352
19	19	FOO FIGHTERS/Lean To Fly	1173
19	19	INCUBUS/Paradise	1173
9	10	GOOD CHARLOTTE/Like Things	1104
18	18	JAMIE S DICKINSON/No Right	1104
19	19	PAPA ROACH/Broken Home	1036
18	18	LIMP BIZKIT/Rollin'	1036
17	17	BT/Never Gonna Come	1035
16	14	STROKE/Allstars	966

**MARKET #26**  
**WAQZ/Cincinnati**  
All Pro  
(513) 699-5102  
James/Maddux  
12+ Cume 89,888

**PLAYS**

PL	WT	ARTIST/TITLE	GI (888)
47	47	GOOSE/Amor	1945
48	48	CREED/Avy You Ready	1610
46	46	DEFTONES/Change...	1610
45	45	DISTURBED/Supully	1610
45	45	GREEN DAY/Minority	1610
46	46	LIMP BIZKIT/Rollin'	1610
38	38	OFFSPRING/Original Prankster	1624
46	46	PAPA ROACH/Broken Home	1610
41	43	FUEL/Hemorrhage...	1505
43	43	STONE TEMPLE PILOTS/No Way Out	1505
42	46	BLINK-182/Man Overboard	1400
29	29	LINEIN UNDERGROUND/Turn Me On...	1050
15	34	NICKELBACK/Leader Of Men	980
15	34	NICKELBACK/Leader Of Men	980
13	33	COLD/Just Got Wicked	1120
23	32	LIMP BIZKIT/Amor	1120
35	32	ORYG/Fiction	1120
29	29	LINEIN UNDERGROUND/Turn Me On...	1050
28	28	EVERLAST/Black Jesus	980
30	28	LINEIN UNDERGROUND/Turn Me On...	980
21	34	MARILYN MANSON/Disposable Teens	940
22	21	TAPROOT/Agan And Agan	735
18	18	FOO FIGHTERS/Lean To Fly	1173
12	12	CYPRESS HILL/Superstar	1158
10	11	KORN/Amor	420
10	11	INCUBUS/Paradise	420
7	11	NO FIDELITY ALLSTARS/Butte Flag	385
10	10	NICKELBACK/Leader Of Men	980
9	12	RAGE AGAINST/Teatly	656
9	11	RED HOT CHILLI...Callifornization	385
9	11	KID ROCK/American Bad Ass	385

**MARKET #28**  
**KCJQ/Riverside**  
All Pro  
(909) 384-1039  
Claudio DeSantis/James  
12+ Cume 139,388

**PLAYS**

PL	WT	ARTIST/TITLE	GI (888)
29	35	FUEL/Hemorrhage...	2030
23	32	PAPA ROACH/Broken Home	1856
29	31	OFFSPRING/Original Prankster	1798
30	30	3 DOORS/DOWN/loser	1740
28	30	BLINK-182/Man Overboard	1740
31	29	RADIOHEAD/Optimistic	1832
30	30	GOODSMACK/Awake	1624
24	20	LIFEHOUSE/Hanging By A Moment	1624
22	20	A PERFECT CIRCLE/Libras	1624
21	21	(HED) PLANET EARTH/Barter	1218
22	21	LIMP BIZKIT/Rollin'	1218
23	19	GREEN DAY/Minority	1160
25	19	EVERLAST/Black Jesus	1160
20	20	STONE TEMPLE PILOTS/No Way Out	1160
20	18	LINEIN UNDERGROUND/Turn Me On...	1044
25	18	INCUBUS/Share	1044
17	17	LIMP BIZKIT/Amor	986
19	17	THE WASH/Supully	986
17	17	P.O.D./Rock The Party	916
14	14	DUST FOR LIFE/Step Into The Light	870
14	14	EVE 6/On The Roof Again	812
12	14	U2/Beautiful Day	812
14	14	U2/Beautiful Day	812
12	13	RAGE AGAINST/Teatly	784
12	13	RAGE AGAINST/Teatly	784
9	12	LIT/Amor	656
11	11	DISTURBED/Supully	638
11	11	NINE MICH NALS/Into The Void	638

**MARKET #29**  
**KWOO/Sacramento**  
Royce  
(916) 448-5000  
Bunard/Boomer  
12+ Cume 237,488

**PLAYS**

PL	WT	ARTIST/TITLE	GI (888)
56	84	BLINK-182/Man Overboard	5508
54	81	DISTURBED/Supully	5202
55	80	OFFSPRING/Original Prankster	5100
29	40	ORYG/Fiction	4896
47	47	INCUBUS/Share	4794
50	48	PAPA ROACH/Broken Home	4692
26	41	LIMP BIZKIT/Rollin'	4182
47	40	3 DOORS/DOWN/loser	3570
50	38	3 DOORS/DOWN/loser	3366
28	38	CRAZY TOWN/Butterfly	3366
28	38	DEF ONES/Change...	2856
48	37	PAPA ROACH/Broken Home	2784
25	28	GREEN DAY/Minority	2652
32	28	EVE 6/On The Roof Again	2652
32	28	FUEL/Hemorrhage...	2650
25	28	RADIOHEAD/Optimistic	2550
18	28	EVERCLEAR/When It Rains	2550
30	24	WHEATUS/Teenage Dirtbag	2448
25	23	GOODSMACK/Awake	2346
24	23	A PERFECT CIRCLE/Libras	2346
21	22	GOOD CHARLOTTE/Like Things	2144
18	18	RED HOT CHILLI...Callifornization	2144
21	21	U2/Beautiful Day	2144
20	20	U2/Beautiful Day	2040
23	20	Deftones/Change...	2040
17	18	LIFEHOUSE/Hanging By A Moment	1938
18	18	EVERCLEAR/When It Rains	1840
17	18	STAND/Amor	1836
18	18	STAND/Amor	1836
16	17	A PERFECT CIRCLE/Libras	1734
16	17	A PERFECT CIRCLE/Libras	1734

**MARKET #33**  
**WBRU/Providence**  
Brown University  
(401) 272-9550  
Schwille/Harvey/Kierme  
12+ Cume 385,280

**PLAYS**

PL	WT	ARTIST/TITLE	GI (888)
26	31	ORYG/Fiction	4619
31	30	FUEL/Hemorrhage...	4470
27	29	BLINK-182/Man Overboard	4172
30	29	GREEN DAY/Minority	4172
30	29	SR-71/Right Now	4172
25	29	INCUBUS/Share	4172
26	29	LIMP BIZKIT/Rollin'	4172
27	27	3 DOORS/DOWN/loser	4023
27	27	DISTURBED/Supully	4023
22	26	PAPA ROACH/Broken Home	3874
20	26	BARENKATZ/DADS/Princh Me	3726
21	23	GOODSMACK/Awake	3427
19	23	COLLECTIVE SOUL/Why Pl. 2	3427
30	23	EMMIS/Stan	3427
19	22	LIFEHOUSE/Hanging By A Moment	3278
17	22	LINEIN UNDERGROUND/Turn Me On...	3129
21	21	RADIOHEAD/Optimistic	3129
23	21	OFFSPRING/Original Prankster	3129
20	18	LEWIS AND DURST/Outside	2622
18	18	RED HOT CHILLI...Callifornization	2622
17	18	RED HOT CHILLI...Callifornization	2622
22	17	WALLFLOWERS/Step-By-Step	2533
21	17	WHEATUS/Teenage Dirtbag	2533
19	18	LIMP BIZKIT/Rollin'	2295
19	18	MORRY FOWEN STEPHAN/Southeast	2295
15	18	PAPA ROACH/Broken Home	2235
14	14	DEXTER FREESBIE/Leaving Town	2086
14	13	CREED/With Arms Wide Open	1937

**MARKET #34**  
**WVCO/Columbus, OH**  
Ingleside  
(614) 221-8923  
Davis/Phillips/DeVoss  
12+ Cume 88,788

**PLAYS**

PL	WT	ARTIST/TITLE	GI (888)
31	31	U2/Beautiful Day	1458
26	30	GREEN DAY/Minority	1440
26	30	MORRY FOWEN STEPHAN/Southeast	1242
24	24	A PERFECT CIRCLE/Libras	1104
23	23	WATERBED/Amor	1104
23	23	VERTICAL HORIZON/You're A God	1104
23	23	WALLFLOWERS/Step-By-Step	1104
22	22	COLLECTIVE SOUL/Why Pl. 2	1056
21	21	BARENKATZ/DADS/Princh Me	1008
21	21	3 DOORS/DOWN/loser	1008
20	20	LENNY KRAVITZ/Agan	960
22	19	DANDY WARHOLS/Bohman Like You	912
22	19	THE KID DINKERS/Last Temptation	912
18	18	RADIOHEAD/Optimistic	864
18	18	WHEATUS/Teenage Dirtbag	864
17	17	HARVEY DANIELS/Sweetheart Of...	816
17	17	BLINK-182/Man Overboard	816
16	16	EVERCLEAR/AM Radio	758
16	16	EVERLAST/Black Jesus	720
14	14	AME MAN/Red Vines	672
14	14	POE WALKER/The Walk	672
13	13	LAST FRENZ/Amor	624
13	13	PETER DINKEL/Power That Ain't...	624
12	12	AT THE DRIVE-THRU/An Armadillo	576
12	12	EVE 6/On The Roof Again	576
16	12	DAVID GRAY/Baby	576
12	12	PALDUTOUS/Amor	576
1	12	BLUR/Arsic Is My Radar	576

**MARKET #40**  
**KRKL/Salt Lake City**  
Simmons  
(801) 524-2600  
Summers/Noaker  
12+ Cume 178,880

**PLAYS**

PL	WT	ARTIST/TITLE	GI (888)
32	32	A PERFECT CIRCLE/Libras	2541
32	32	BLINK-182/Man Overboard	2464
32	32	FUEL/Hemorrhage...	2464
33	32	DISTURBED/Supully	2333
33	32	LIFEHOUSE/Hanging By A Moment	2333
29	29	RADIOHEAD/Optimistic	2233
29	29	MORRY FOWEN STEPHAN/Southeast	2233
29	29	OFFSPRING/Original Prankster	2233
29	29	OFFSPRING/Original Prankster	2233
29	29	OFFSPRING/Original Prankster	2233
27	29	EVE 6/On The Roof Again	2156
17	28	EVERCLEAR/When It Rains	2156
18	28	FUEL/Hemorrhage...	1925
24	24	EVERLAST/Black Jesus	1948
23	23	INCUBUS/Share	1771
23	23	ORYG/Fiction	1771
22	22	GOODSMACK/Awake	1694
24	22	LINEIN UNDERGROUND/Turn Me On...	1694
31	22	U2/Beautiful Day	1694
18	21	A PERFECT CIRCLE/Libras	1540
19	21	PAPA ROACH/Broken Home	1463
19	21	GREEN DAY/Minority	1463
15	17	DEFTONES/Change...	1359
17	17	LIT/Amor	1158
15	17	STRAIT UP/FAJON.../Angels Son	1158
14	14	PAPA ROACH/Broken Home	1158
14	14	FILTER/Amor	1158
14	14	FOO FIGHTERS/Lean To Fly	1076
15	14	INCUBUS/Paradise	1076
15	14	MARILYN MANSON/Disposable Teens	1076
15	14	RED HOT CHILLI...Scar Tissue	1076
15	14	INCUBUS/Share	1076

**MARKET #46**  
**WROX/Worick**  
Sincilar Teacabco  
(757) 640-8500  
Williams  
12+ Cume 127,788

**PLAYS**

PL	WT	ARTIST/TITLE	GI (888)
39	30	BLINK-182/Man Overboard	2374
39	30	FUEL/Hemorrhage...	2142
32	33	RADIOHEAD/Optimistic	2039
23	32	LIMP BIZKIT/Rollin'	2016
32	31	GREEN DAY/Minority	2016
30	31	OFFSPRING/Original Prankster	1963
30	31	INCUBUS/Share	1963
29	31	VAST/Free	1764
30	30	DISTURBED/Supully	1638
21	28	GOODSMACK/Awake	1575
20	28	SR-71/Right Now	1575
24	21	RAGE AGAINST/Teatly	1512
24	21	(HED) PLANET EARTH/Barter	1512
23	23	PAPA ROACH/Broken Home	1446
23	22	3 DOORS/DOWN/loser	1389
26	21	DEFTONES/Change...	1323
26	21	RAGE AGAINST/Teatly	1323
19	21	A PERFECT CIRCLE/Libras	1323
23	20	CYPRESS HILL/Superstar	1260
25	19	A PERFECT CIRCLE/Judith	1197
27	18	SEVENMILE/Going Back To Call	1134
19	18	INCUBUS/Paradise	1134
15	18	BT/Never Gonna Come	1134
16	18	LIFEHOUSE/Hanging By A Moment	1008
11	16	LIT/Amor	1008
8	18	CREED/With Arms Wide Open	945
16	18	TAPROOT/Agan And Agan	945
24	16	MARILYN MANSON/Disposable Teens	882
17	14	LINEIN UNDERGROUND/Turn Me On...	882
9	14	MDPX/Paradise	882

**MARKET #47**  
**WEDD/Charlotte**  
Clear Channel  
(704) 338-9600  
Daniel/Pattus  
12+ Cume 173,788

**PLAYS**

PL	WT	ARTIST/TITLE	GI (888)
42	46	U2/Beautiful Day	3680
40	46	GREEN DAY/Minority	3290
40	46	FUEL/Hemorrhage...	3200
40	46	INCUBUS/Share	3200
39	30	3 DOORS/DOWN/loser	3040
19	28	LIFEHOUSE/Hanging By A Moment	2000
12	28	COLLECTIVE SOUL/Why Pl. 2	2000
14	23	ORYG/Fiction	1840
10	22	CRAZY TOWN/Butterfly	1760
20	22	OFFSPRING/Original Prankster	1760
17	18	WHEATUS/Teenage Dirtbag	1440
11	18	EVERCLEAR/When It Rains	1440
22	18	A PERFECT CIRCLE/Libras	1440
17	17	DISTURBED/Supully	1360
17	17	RADIOHEAD/Optimistic	1360
17	17	ANGE PAPA/Hush	1360
17	17	EVE 6/On The Roof Again	1280
18	16	BLINK-182/Man Overboard	1280
15	18	GOODSMACK/Awake	1280
6	18	LINEIN UNDERGROUND/Turn Me On...	1200
25	14	SR-71/Right Now	1120
19	18	(HED) PLANET EARTH/Barter	1134
18	18	LIMP BIZKIT/Rollin'	1040
6	13	DUST FOR LIFE/Step Into The Light	1040
12	12	CREED/Amor	960
12	12	GOOD CHARLOTTE/Like Things	960
12	12	VERTICAL HORIZON/You're A God	960
12	12	CRAZY TOWN/Butterfly	960
12	12	MDPX/Paradise	960
16	12	DISTURBED/Supully	960
14	16	OPM/Heaven Is A Hell...	304

**MARKET #38**  
**WEDD/Indianapolis**  
Continental  
(317) 924-1071  
Posz/Sanford  
12+ Cume 88,880

**PLAYS**

PL	WT	ARTIST/TITLE	GI (888)
31	36	LINEIN UNDERGROUND/Turn Me On...	665
32	33	LINEIN UNDERGROUND/Turn Me On...	646
32	33	A PERFECT CIRCLE/L	

New Music Specialty Shows

R&R's Exclusive Look At The Cutting Edge Of Alternative

Rock The Vote

By Dayna Talley
Asst. Alternative Editor

It is that time of the year. Hope you rocked the vote and voiced your opinion by ballot. It is also time to listen to some great new music. Grand Royal was kind enough to send over a package that contained the full-length Russell Simins (which totally rocks) and Ad Rock from The Beastie Boys' side project, BS2000, which is very offbeat, but very interesting. To check out either of these hot new records, catch up with Tick from Grand Royal at 310-526-1950.

Returning to the specialty scene limelight after some time away is a band by the name of Samiam. Hailing from San Francisco, these boys have worked hard, paid their dues and put together a great new album titled Astray. Tracks to definitely check out are "Sunshine," "Mud Hill" and "How Long." For band info, contact Brian Foyster from Hopeless Records at 818-997-0444.

Another wonderful record that merits one more (or maybe 100 more) mention is Parachutes by alterna-wonder band Coldplay. I cannot tell you how much I absolutely love

this record. If you don't want to take my word for it, ask any of the many stations that played it, making it debut at No. 3 this week. Or ask music connoisseur Aaron Axelson at KITS (Live 105)/San Francisco — he has had it in his top five for what seems like forever. If the single, "Yellow," does not strike your fancy (I can't imagine why it wouldn't, but to each his own), there are many other beautiful tracks on the record that might. Check it out!

Moving onto this week's chart, PJ Harvey sits comfortably at No. 1 for the second week in a row. Blur jump up two spots to No. 2, while Godsmack jump back onto the chart with "Awake" at No. 10. There's a whole basketful of debuts this week beside the aforementioned Samiam and Coldplay: U2 in at No. 4, Crazy Town, Everclear, Diffuser, Blue Meanies, Blank Theory, David Gray, the Blair Witch 2 soundtrack and The Meat Puppets. Records of the Week: Submarine and Tabloid Nation.

Specialty Show Reporters

Shows and their Top 5 songs listed alphabetically by market

Table with columns for station names and their top 5 songs. Stations include WEQX/Albany, NY; WWCD/Columbus, OH; WXRK/New York, NY; KCIX/San Bernardino, CA; WHRL/Albany, NY; KDGE/Dallas, TX; WROX/Norfolk, VA; XTRA/San Diego, CA; KTEG/Albuquerque, NM; WXEG/Dayton, OH; WPLY/Philadelphia, PA; KITS/San Francisco, CA; WRAX/Birmingham, AL; WEJE/Fort Wayne, IN; WDXD/Pittsburgh, PA; KJEE/Santa Barbara, CA; WBCN/Boston, MA; WEEQ/Hagerstown, MD; KNRK/Portland, OR; KPNT/St. Louis, MO; WFNX/Boston, MA; WMRQ/Hartford, CT; WCYU/Portland, ME; WXSX/Tallahassee, FL; WEDG/Buffalo, NY; WRXZ/Indianapolis, IN; WOST/Poughkeepsie, NY; KFMA/Tucson, AZ; WBTZ/Burlington, VT; IXTE/Las Vegas, NV; WBRU/Providence, RI; WAWF/Charleston, SC; KROQ/Las Angeles, CA; WAOZ/Cincinnati, OH; WHTG/Monmouth, NJ; KWOD/Sacramento, CA; WHFS/Washington, DC.

R&R Top 20 Artists November 10, 2000. List of 20 artists including PJ Harvey, Blur, Coldplay, U2, Crazy Town, Samiam, Everclear, Roni Size/Reprazent, BT, Godsmack, Badly Drawn Boy, Diffuser, Blue Meanies, J Mascis & The Fog, Primitive Radio Gods, Blank Theory, David Gray, Blair Witch 2 SDTK, Insane Clown Posse, Meat Puppets. Ranked by total number of shows reporting artist.

QUALITY... Custom Production - Callouts & Montages, Digital, Clear, Consistent, 50,000+ Song Library, All Formats & International Titles, On-Time Delivery. Hooks Unlimited logo and contact info for Bernie Grice.

November 10, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	U2 Beautiful Day (Interscope)	623	-18	44620	9	26/0
2	2	WALLFLOWERS Sleepwalker (Interscope)	620	+43	44620	10	27/0
3	3	BARENAKED LADIES Pinch Me (Reprise)	467	-28	28620	13	22/0
6	4	SHAWN MULLINS Everywhere I Go (Columbia)	449	+28	34777	9	24/0
4	5	DAVID GRAY Babylon (ATO/RCA)	427	-21	42019	24	22/0
7	6	MARK KNOPFLER What It Is (Warner Bros.)	421	+1	28798	10	23/0
5	7	STING After The Rain Has Fallen (A&M/Interscope)	376	-52	29225	13	24/0
8	8	DANDY WARHOLS Bohemian Like You (Capitol)	372	+27	26457	10	23/0
9	9	JOAN OSBORNE Safety In Numbers (Interscope)	283	-41	19717	12	20/0
Breaker	10	FIVE FOR FIGHTING Easy Tonight (Aware/Columbia)	274	+29	20770	8	23/1
11	11	JOHN HIATT Before I Go (Vanguard)	259	-4	14828	8	19/0
12	12	PAUL SIMON Old (Warner Bros.)	256	+7	15128	7	17/0
14	13	INDIGENOUS Rest Of My Days (Pachyderm)	243	+19	21267	7	21/0
15	14	CREED With Arms Wide Open (Wind-up)	233	+9	16636	6	10/0
10	15	STONE TEMPLE PILOTS Sour Girl (Atlantic)	224	-60	18781	27	17/0
17	16	DEXTER FREEBISH Leaving Town (Capitol)	223	+21	11765	11	12/1
19	17	MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	221	+25	18135	5	12/1
16	18	LENNY KRAVITZ Again (Virgin)	211	-2	13767	3	12/0
20	19	PAT MCGEE BAND Rebecca (Giant/WB)	202	+15	10296	6	17/0
18	20	FOO FIGHTERS Next Year (Roswell/RCA)	194	-6	11903	9	12/0
26	21	COLLECTIVE SOUL Why Pt. 2 (Atlantic)	175	+19	11586	6	8/0
24	22	KEB' MO' Come On Back (550 Music/Epic)	174	+13	10804	5	15/0
25	23	MATCHBOX TWENTY Crutch (Lava/Atlantic)	152	-5	9665	4	9/0
29	24	VERTICAL HORIZON You're A God (RCA)	147	+12	11424	20	9/0
Debut	25	DAVID GRAY Please Forgive Me (ATO)	138	+19	8822	1	7/0
28	26	EVERCLEAR AM Radio (Capitol)	132	-4	5633	4	10/0
30	27	RADIOHEAD Optimistic (Capitol)	131	+1	10144	2	12/0
-	28	B.B. KING/ERIC CLAPTON I Wanna Be (Duck/Reprise)	129	+4	6727	2	15/0
27	29	PHISH Back On The Train (Elektra/EEG)	125	-18	8393	3	14/0
21	30	COUNTING CROWS All My Friends (DGC/Geffen/Interscope)	125	-53	7773	15	13/0

27 Adult Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 10/29-Saturday 11/4. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 250 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

## New & Active

**DIDO** Thankyou (Arista)

Total Plays: 125, Total Stations: 10, Adds: 1

**TRACY CHAPMAN** It's OK (Elektra/EEG)

Total Plays: 122, Total Stations: 17, Adds: 4

**BDB WEIR AND RATDOG** Odessa (Arista)

Total Plays: 118, Total Stations: 13, Adds: 1

**3 DDRS DOWN** Kryptonite (Republic/Universal)

Total Plays: 106, Total Stations: 5, Adds: 1

**BRUCE HORNSBY** Sunflower Cat/It Takes A... (RCA)

Total Plays: 94, Total Stations: 9, Adds: 0

**ELECTRASY** Morning Afterglow (Arista)

Total Plays: 91, Total Stations: 8, Adds: 0

**JOE JACKSON** Stranger Than You (Sony Classical)

Total Plays: 89, Total Stations: 10, Adds: 1

**THIRD EYE BLIND** Deep Inside Of You (Elektra/EEG)

Total Plays: 85, Total Stations: 5, Adds: 0

**JOSH JOPLIN GROUP** Camera One (Artemis)

Total Plays: 75, Total Stations: 14, Adds: 6

**SARAH HARMER** Basement Apt. (Zoe/Rounder)

Total Plays: 72, Total Stations: 6, Adds: 0

Songs ranked by total plays

## Most Added

ARTIST TITLE LABEL(S)	ADDS
JOSH JOPLIN GROUP Camera One (Artemis)	6
SONNY LANDRETH This River (Vanguard)	5
DANIEL CAGE You Set Me Free (MCA)	5
TRACY CHAPMAN It's OK (Elektra/EEG)	4
COLDPLAY Yellow (Netwerk/Capitol)	3
U2 Walk On (Interscope)	2
NORTH MISSISSIPPI ALLSTARS Drop... (Tone-Cool)	2
PETER GABRIEL Tower That Ate... (Geffen/Interscope)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TRACY CHAPMAN It's OK (Elektra/EEG)	+93
JOSH JOPLIN GROUP Camera One (Artemis)	+69
U2 Walk On (Interscope)	+52
WALLFLOWERS Sleepwalker (Interscope)	+43
EVERCLEAR Wonderful (Capitol)	+34
FIVE FOR FIGHTING Easy Tonight (Aware/Columbia)	+29
SHAWN MULLINS Everywhere I Go (Columbia)	+28
DANDY WARHOLS Bohemian Like You (Capitol)	+27
MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	+25
DIDO Thankyou (Arista)	+25

## Breakers

**FIVE FOR FIGHTING**  
Easy Tonight (Aware/Columbia)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
274/29	23/1	10

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

R&R Adult Alternative ② - ②  
 BDS-AAA #2 - #2  
 R&R Hot AC ②1  
 BDS Modern AC 10

# The Wallflowers

## Sleepwalker


On tour now with Everlast

# Adult Alternative Playlists

FIND COMPLETE PLAYLISTS FOR ALL ADULT ALTERNATIVE REPORTERS ON R&R ONLINE MUSIC TRACKING

**MARKET #3**

**WKRT/Chicago**  
Infinity  
(773) 777-1700  
Winer/Martin  
12+ Cume 469,800



**PLAYS**

LW	TW	ARTIST/TITLE	GI (800)
19	20	RADIOHEAD Optimalism	5738
16	18	WALLFLOWERS Sleepwalker	5738
12	13	SMASHING PUMPKINS Let Me Give...	3926
10	13	DAVID GRAY/Babybon	3926
5	12	BILLY BRAGG & WILL COX/Amie To Heaven	3624
12	12	DANDY WARHOLS/Bohemian Like You	3624
10	12	MORBY F/OWNS/STEFAN/Southside	3624
19	12	U2/Beautiful Day	3624
11	11	INDIGENOUS/Rest Of My Days	3322
15	11	MICHAEL MONTE/Don't Junkie Girl	3322
5	11	LOVE/Anywhere	3322
10	10	STEVIE NICK/Levee won't Run	3020
10	10	ROBERT BRADLEY'S...Baby	3020
10	10	PAUL SIMONON/Don't Let Me Be The One	3020
6	9	BEN HARPER/Forgiveness	2718
14	9	WALLFLOWERS/Let's Be Friends	2718
4	9	EVERLAST/Black Jesus	2718
6	9	PHISH/Back On The Train	2718
3	9	U2/Walk On	2718
7	8	FIVE FOR FIGHTING/Easy Tonight	2416
10	8	COLLECTIVE SOUL/Run (Hollywood/Atlantic)	2416
6	8	FOO FIGHTERS/Learn To Fly (Roswell/RCA)	2416
10	8	HOOVER WARRIORS/Bohemian Like You	2416
6	8	STONE TEMPLE PILOTS/Sour Girl	2416
7	7	JOHN HATT/Before I Go	2114
9	7	KURT MEYER/Place	2114
9	7	JOAN OSBORNE/Safety In Numbers	2114
7	7	SMASHING PUMPKINS/You're a God	2114
5	7	MATTHEW RYAN/Hear's to	2114
11	7	XTC/Sheep In Wolf's Clothing	2114

**MARKET #4**

**KFOG/San Francisco**  
Susquehanna  
(415) 543-1045  
Benson/Varns/Jones  
12+ Cume 627,600



**PLAYS**

LW	TW	ARTIST/TITLE	GI (800)
19	20	STING/After The Rain...	7408
19	20	GUSTAFSON/Beard Of A Gun...	7200
24	23	DAVID GRAY/Babybon	6624
23	23	PHISH/Heavy Things	6624
17	21	CREED/Higher	6048
21	21	SANTANA F/ROB THOMAS/Smooth	6048
13	18	BEN HARPER/You're a God	6048
14	18	SHAWN MULLINS/Everywhere I Go	6048
14	18	KEB' MO/Stand Up & Be Strong	4320
13	15	COUNTING CROWS/My Friends	4320
13	15	WALLFLOWERS/Sleepwalker	4320
14	14	RADIOHEAD/Just	4320
11	14	JOAN OSBORNE/Safety In Numbers	4032
14	14	TRACY CHAPMAN/Telling Stories...	4032
14	14	COLLECTIVE SOUL/Perfect Day	4032
13	14	THIRD EYE BLIND/Never Let You Go	4032
9	13	DANDY WARHOLS/Bohemian Like You	3744
15	13	GREEN DAY/Warrior	3744
11	13	RED HOT CHILI.../Otherside	3744
13	13	STONE TEMPLE PILOTS/Sour Girl	3744
12	13	WALLFLOWERS/Sleepwalker	3744
11	13	MARK KNOPFLER/What It Is	3744
12	12	TRAIN/Meet Virginia	3456
14	12	LUCIANO/WILLIAMS/Can't Let Go	3456
12	11	MATCHBOX TWENTY/Bent	3168
3	11	JOE JACKSON/Stranger Than You	3168
6	10	PAUL SIMONON/Don't Let Me Be The One	2744
11	10	STING/Brand New Day	2304
7	10	KEB' MO/Stand Up & Be Strong	2016
3	8	COUNTING CROWS/Hangaround	1728

**MARKET #5**

**WXPN/Philadelphia**  
University Of Pennsylvania  
(215) 896-6677  
Warren/Leicht  
12+ Cume 252,388



**PLAYS**

LW	TW	ARTIST/TITLE	GI (800)
14	14	ERIN MCKENNA/Blackbirds	2058
14	14	ERIN MCKENNA/Blackbirds	2058
12	12	WALLFLOWERS/Sleepwalker	1764
15	11	MARK KNOPFLER/What It Is	1617
11	10	EMMYLOU HARRIS/Don't Wanna...	1470
10	10	MARK KNOPFLER/What It Is	1470
10	10	RICHARD ASHCROFT/From People	1470
10	10	PAUL SIMONON/Don't Let Me Be The One	1470
10	10	SHAWN MULLINS/Everywhere I Go	1470
10	10	STING/After The Rain	1470
10	10	JOAN OSBORNE/Safety In Numbers	1470
9	9	MARTIN SEXTON/Whatever It Is	1323
9	9	KEB' MO/Stand Up & Be Strong	1323
9	9	DAVID GRAY/Place Forgive Me	1323
9	9	FIVE FOR FIGHTING/Easy Tonight	1323
9	9	DAR WILLIAMS/What Do You Love...	1323
9	9	U2/Beautiful Day	1323
9	9	JOHN HATT/Before I Go	1323
9	9	INDIGENOUS/Rest Of My Days	1323
8	8	COUNTING CROWS/My Friends	1323
8	8	SARAH HARRIS/Resemance Ago	1223
8	8	JOE JACKSON/Stranger Than You	1176
8	8	R.L. BURNSIDE/Black Luck City	1176
8	8	KASEY CHAMBERS/Please Forgive Me	1176
8	8	BRUCE HORNBY/Sunflower Call...	1176
7	7	AMIE MANN/Calling It Quits	1029
7	7	AMY CORRIE/Call On Me	1029
7	7	JOE JACKSON/Stranger Than You	1029
7	7	SHARON CORRIE/Call On Me	1029
7	7	NO. MISSISSIPPI.../Drop Down Mama	1029

## Reporters

Stations and their adds listed alphabetically by market

**KCSR/Austin, TX \***  
PD: Judy Denberg  
MD: Susan Castle  
2 KASEY CHAMBERS "Car"

**KBCO/Denver-Boulder, CO \***  
PD: Scott Arbour  
MD: Keefer  
2 KURT NEUMANN "Laz"

**KTNH/Reno, NV**  
PD: Harry Reynolds  
MD: Dave Harold  
PETER GARDNER "Tower"  
SONNY LANDRETH "River"  
DANIEL CAGE "Set"

**WRNR/Baltimore, MD**  
PD: Alex Cortright  
APD: Michael Buckley  
MD: Damian Einstein  
13 JOSH JOPLIN GROUP "Camera"  
9 BADLY DRAWN BOY "Around"  
9 R.L. BURNSIDE "Many"  
6 SHAWN MULLINS "Santa"  
6 COLDOPLAY "Yellow"  
SONNY LANDRETH "River"  
CLARKS "Better"  
DANIEL CAGE "Set"  
NO. MISSISSIPPI... "Drop"

**WTTW/Indianapolis, IN \***  
PD/MD: Jim Ziegler  
3 U2 "Walk"  
2 MATCHBOX TWENTY "Gone"  
1 BOB WEIR AND RATTDOGS "Odessa"  
GREEN DAY "Warrior"

**KENZ/Salt Lake City, UT \***  
DM/MD: Andrea Gappmayer  
JOSH JOPLIN GROUP "Camera"

**WMMM/Madison, WI \***  
PD/MD: Tom Teuber  
1 O2 "Walk"  
NO. MISSISSIPPI... "Drop"  
JOSH JOPLIN GROUP "Camera"

**KXST/San Diego, CA \***  
PD/MD: Tracy Shaieb  
DONNA CHAMBERS

**KRVB/Boise, ID \***  
PD/MD: Brandon Dawson  
MARTIN SEXTON "Whatever It Is"

**KTCT/Minneapolis, MN \***  
PD: Lauren MacLash  
APD/MD: Mike Wolf  
3 EVAN AND JARON "Gait"  
2 DEXTER FRESHISH "Living"  
3 DOORS DOWN "Kryptonite"

**KFOG/San Francisco, CA \***  
PD: Dave Evans  
APD: Bill Evans  
MD: Haley Jones  
No Adds

**WZEW/Mobile, AL \***  
PD: Cait Siren  
MD: Linda Woodworth  
No Adds

**KRSB/Santa Rosa, CA \***  
PD: Benji McPhail  
MD: Bill Bowler  
SONNY LANDRETH "River"  
COLDOPLAY "Yellow"  
DANIEL CAGE "Set"  
R.L. BURNSIDE "Bad"

**WKRV/Boston, MA \***  
PD: Joanne Doody  
MD: Keith Andrews  
JOSH JOPLIN GROUP "Camera"  
JOE JACKSON "Stranger"  
DANIEL CAGE "Set"  
TRACY CHAPMAN "OK"

**WRLT/Nashville, TN**  
APD/MD: David Hall  
APD/MD: Keith Coes  
12 SONNY LANDRETH "River"

**CKEY/Bufalo, NY \***  
PD/MD: Rob White  
DIDD "Thankyou"  
NO DOUBT "Bathwater"  
FIVE FOR FIGHTING "Tonight"

**WKOC/Norfolk, VA \***  
PD: Paul Shugrue  
MD: Kristen Crool  
No Adds

**WMOD/Chattanooga, TN \***  
APD/MD: Danny Howard  
1 OFFSPRING "Original"  
JOSH JOPLIN GROUP "Camera"

**KCTY/Omaha, NE \***  
APD/MD: Cliff Boler  
MD: Chris Boler  
1 COLLECTIVE SOUL "Day"  
TRACY CHAPMAN "OK"

**WXRT/Chicago, IL \***  
PD: Norm Winer  
MD: Patty Martin  
11 U2 "Elevation"  
6 U2 "Little"  
1 TRACY CHAPMAN "OK"

**WXPN/Philadelphia, PA**  
PD: Bruce Warren  
MD: Helen Leicht  
JOHN CASH "Doman"  
PJ HARVEY "Raze"  
SHANNON MCANALLY "Around"  
RAUL MALO "Rain"

**\* = Mediabase 24/7 monitored**

27 Total Reporters  
27 Current Reporters  
26 Present Playlists

Did Not Report, Playlist Frozen (1):  
KPGM/Monterey-Salinas, CA

**MARKET #6**

**KKMR/Dallas-Ft. Worth**  
Susquehanna  
(214) 526-2400  
Strong/K  
12+ Cume 394,400



**PLAYS**

LW	TW	ARTIST/TITLE	GI (800)
32	36	COLLECTIVE SOUL/Why Pt 2	4140
4	35	EVERCLEAR/Wonderful (Capitol)	4025
7	36	U2/Beautiful Day	3910
38	34	VERTICAL HORIZON/Everything You Want	3910
30	34	WALLFLOWERS/Sleepwalker	3910
28	32	DAVID GRAY/Babybon	3680
33	32	STING/Desert Rose	3680
31	31	MATCHBOX TWENTY/You're a God	3680
34	31	DANDY WARHOLS/Bohemian Like You	3450
29	30	DEXTER FRESHISH/Living Town	3450
29	29	MOLLYS/Yes I'm Down	3335
29	29	GREEN DAY/Monster	3335
19	29	THIRD EYE BLIND/Deep Inside Of You	3335
28	29	BARNEK LADIES/Princh Me	3220
32	29	SHAWN MULLINS/Everywhere I Go	3220
23	28	ELECTRASY/Morning Afterglow	2645
23	27	LENNY KRAMITZ/Again	2645
22	27	FIVE FOR FIGHTING/Easy Tonight	2520
9	27	TRACY CHAPMAN/Telling Stories...	2520
9	27	VERTICAL HORIZON/Everything You Want	1035
7	26	NO. MISSISSIPPI.../Drop	920
5	26	SMASH MOUTH/Then The Morning...	920
8	26	RE HOT CHILI.../Otherside	920
12	26	3 DOORS DOWN/Kryptonite	920
6	26	RED HOT CHILI.../Otherside	805
32	26	STONE TEMPLE PILOTS/Sour Girl	805
7	26	GOO GOO DOLLS/Black Balloon	805
6	26	MATCHBOX TWENTY/Bent	805
6	26	CARRY PEPPER/The Best Thing	690
6	26	CREED/Higher	690

**MARKET #8**

**WBOS/Boston**  
Greater Media  
(617) 822-9600  
Maldonado/Brooks  
12+ Cume 339,100




**PLAYS**

LW	TW	ARTIST/TITLE	GI (800)
24	35	SHAWN MULLINS/Everywhere I Go	4235
32	35	DAVID GRAY/Babybon	4235
33	35	CREED/Higher	3993
32	32	DEXX/Thankyou	3872
31	31	U2/Beautiful Day	3751
30	31	MARK KNOPFLER/What It Is	2999
14	17	WALLFLOWERS/Sleepwalker	2680
16	17	BARNEK LADIES/Princh Me	2057
15	16	VERTICAL HORIZON/You're a God	1936
14	15	EVERCLEAR/Wonderful	1815
12	16	SISTER HAZEL/Change Your Mind	1815
13	14	PHISH/Heavy Things	1694
22	13	STING/Brand New Day	1573
6	12	DEXTER FRESHISH/Living Town	1452
9	12	TRAIN/Meet Virginia	1452
7	11	MACY GRAY/Tray	1331
10	11	MATCHBOX TWENTY/Bent	1210
9	11	TRACY CHAPMAN/Telling Stories...	1210
10	11	FIVE FOR FIGHTING/Easy Tonight	1210
6	10	STING/Brand New Day	1089
5	10	COLLECTIVE SOUL/Run	1089
6	10	GOO GOO DOLLS/Black Balloon	1089
9	10	RED HOT CHILI.../Otherside	1089
10	10	FALL BALLOON/My Head	1089
9	10	SANTANA F/ROB THOMAS/Smooth	1089
9	10	JOE JACKSON/Stranger Than You	968
10	10	LENNY KRAMITZ/Again	968
13	10	PAUL SIMONON/Don't Let Me Be The One	968
10	10	STING/Brand New Day	968
10	10	JOHNNY LANG/Breakin' Me	847

**MARKET #8**

**WXRV/Boston**  
Northeast  
(617) 374-4733  
Doody/Andrews  
12+ Cume 163,780



**PLAYS**

LW	TW	ARTIST/TITLE	GI (800)
22	22	DIDD/Thankyou	1540
14	22	WALLFLOWERS/Sleepwalker	1470
16	20	MARK KNOPFLER/What It Is	1400
23	20	STING/After The Rain	1400
20	20	BARNEK LADIES/Princh Me	1330
13	19	U2/Beautiful Day	1330
11	18	JOHN HATT/Before I Go	1210
14	18	SARAH HARRIS/Resemance Ago	1120
14	18	INDIGENOUS/Rest Of My Days	1120
15	14	DANDY WARHOLS/Bohemian Like You	1050
14	16	DEXTER FRESHISH/Living Town	1050
13	16	INDIGO GIRLS/Leaving	980
14	14	RICKIE LEE/JONE'S Show Bo Kidz	980
14	14	PERCE/Say Yes	980
16	13	PAUL SIMONON/Don't Let Me Be The One	840
19	12	JOAN OSBORNE/Safety In Numbers	840
9	12	KING CLAPTON/Riding With The King	840
14	12	KEB' MO/Stand Up & Be Strong	840
12	12	SHARON CORRIE/Call On Me	640
8	11	PAUDY CASEY/Whatever Gets...	770
9	11	TOMMY HARRINGTON/Opposites Attract	770
11	11	FIVE FOR FIGHTING/Easy Tonight	770
12	11	DAVID GRAY/Place Forgive Me	770
12	11	DAVID GRAY/Place Forgive Me	770
11	10	DAVID GRAY/Babybon	700
14	10	PAUL PENNA/Gonna Move	700
7	10	MARSH MALLERS/Black Balloon	700
9	10	PAUL SIMONON/Don't Let Me Be The One	700
9	10	ELECTRASY/Morning Afterglow	630
9	10	AMIE MANN/Calling It Quits	630

**MARKET #14**

**KMTT/Seattle-Tacoma**  
Entertainment  
(206) 233-1037  
Mays/Stewart  
12+ Cume 214,900



**PLAYS**

LW	TW	ARTIST/TITLE	GI (800)
22	24	JOAN OSBORNE/Safety In Numbers	3144
20	22	DAVID GRAY/Babybon	2882
21	22	MARK KNOPFLER/What It Is	2882
20	21	U2/Beautiful Day	2751
15	21	WALLFLOWERS/Sleepwalker	2751
18	21	DIDD/Thankyou	2489
23	18	STING/After The Rain	2358
13	15	EVERCLEAR/Wonderful	1965
15	15	FIVE FOR FIGHTING/Easy Tonight	1965
17	15	INDIGENOUS/Rest Of My Days	1965
12	13	DANDY WARHOLS/Bohemian Like You	1703
12	13	3 DOORS DOWN/Kryptonite	1572
4	12	BARNEK LADIES/Princh Me	1572
12	12	SHAWN MULLINS/Everywhere I Go	1572
10	11	COUNTING CROWS/Hangaround	1441
10	11	MATCHBOX TWENTY/You're a God	1441
13	11	PAUL SIMONON/Don't Let Me Be The One	1441
6	11	COLLECTIVE SOUL/Run	1441
12	10	THIRD EYE BLIND/Deep Inside Of You	1179
9	10	MATCHBOX TWENTY/Bent	1179
9	10	RED HOT CHILI.../Otherside	1179
9	10	EVERLAST/What It's Like	1048
9	10	MORBY/Parosian	1048
10	9	SANTANA F/ROB THOMAS/Smooth	1048
11	9	STONE TEMPLE PILOTS/Sour Girl	1048
7	9	TRACY CHAPMAN/Telling Stories...	1048
7	9	SANTANA F/EVERLAST/Put Your Lights On	1048
7	9	RED HOT CHILI.../Otherside	917
7	9	R.L. BURNSIDE/Black Luck City	917
10	7	SHERYL CROW/Anybody But Me	917

**MARKET #15**

**KXST/San Diego**  
Compass  
(619) 678-0102  
Shaeff  
12+ Cume 138,900



**PLAYS**

LW	TW	ARTIST/TITLE	GI (800)
33	34	MARK KNOPFLER/What It Is	2686
33	33	DAVID GRAY/Babybon	2607
33	32	BARNEK LADIES/Princh Me	2549
33	32	U2/Beautiful Day	2449
27	31	MATCHBOX TWENTY/You're a God	2449
29	29	PAUL SIMONON/Don't Let Me Be The One	2212
33	26	FIVE FOR FIGHTING/Easy Tonight	2004
20	26	DAVID GRAY/Babybon	2004
25	26	STING/Brand New Day</	

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**OPENINGS**
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**(800) 231-7940**
**Executive Producer**
**The G Gordon Liddy Show**

One of the top national radio shows needs a top-level Executive Producer to oversee the programming and marketing of the show, heard on 150+ affiliates. Experience managing content, working with top-level talent, overseeing show strategy, working with promotions, working with autonomy. This is a high-level job that will go to a top producer or programmer. Based at WJFK-FM in Washington DC. Send package with examples of the above to Jeremy Coleman, WJFK, P.O. Box 3649, Washington DC 20007. EOE

**EAST**

Mix 94.1FM Franklin NH needs an afternoon drive/production director send tape and resume to Fred Caruso PO Box 941 Franklin NH 03235. EOE (11/10)

AP award winning Central PA news outlet looks for a new star. Our News Director is headed to a top 10 market, so you'll have big shoes to fill. We're looking for a broadcast journalist with significant writing and reporting skills. If you have strong leadership skills, management opportunities are possible. We offer a college town quality of life, above average salary and fully paid family benefits. T&R: Radio & Records, 10100 Santa Monica Blvd., #934, 5th Floor, Los Angeles, CA 90067. EOE

**SOUTH**
**SEEKING THE GREATEST ROCK**
**MORNING SHOW IN THE COUNTRY!!!**

If you possess the talent to kick Howard Stern's ass. We want to hear from you. Major Broadcast Company building a cutting edge, funny Rock targeted, syndicated morning show. This is the kind of programming that needs to make Bob and Tom, Mark and Brian and Howard sound over the hill and out of touch.

We scratch our heads at the industry's acceptance of mediocrity!!!! We know there is talent out there that has not gotten the recognition they deserve. Is that you? Individuals, teams, producers: SEND YOUR STUFF!!! MONEY IS NO OBJECT!!!

Scott G. Mahalick  
 Vice President  
 Product Development  
 Citadel Broadcasting  
 7201 W. Lake Mead Blvd., Suite 400,  
 Las Vegas, Nevada 89128. EOE

**Cox Radio Tampa**

- Looking for a contemporary morning show for heritage A/C station. Show us how you keep listeners between the songs! Tape and resume to Paul Ciliano, Cox Radio, 877 Executive Center Drive W., Suite 300, St. Petersburg, FL 33702
- New Rock Alternative sign-on looking for Program Director and other wackos. Tape and resume to Chuck Beck, Cox Radio, 11300 4th Street North, Suite 318, St. Petersburg, FL 33716. Cox Radio is an equal opportunity employer.

**MIDWEST**

Leading Midwest Rhythmic CHR in a Top 100 market is in search of the next best morning show to take our station to the next level. If you are creative, committed, dedicated, take pride in your product, and willing to do what is necessary to achieve success and win, this could be the opportunity that you have been waiting for with a professional highly respected broadcast organization. Radio & Records, 10100 Santa Monica Blvd., #935, 5th Floor, Los Angeles, CA 90067. EOE

**General Sales Manager  
 Journal Broadcast Group-  
 Springfield, MO**

Our Heritage Country Radio Cluster needs an experienced radio sales pro to lead our team. If you train and coach sales people to be customer-focused and results-driven you're for us. We need a strategic thinker to plan and organize our efforts long-term. You'll have the resources of our employee-owned company at your fingertips. Great compensation and benefits. Send resume to: Rex Hanson, General Manager, Journal Broadcast Group, 2330 W. Grand, Springfield, MO 65802. EOE.

Looking for a sparkling talent. Real person to do afternoon drive; one who can relate over music. Pukers need not apply. T&R: Radio & Records, 10100 Santa Monica Blvd., #933, 5th Floor, Los Angeles, CA 90067. EOE



Cincinnati, The "Wiz" and the "Buzz" (WIZ-FM & WDBZ-AM) is seeking a dynamic, skilled and outstanding **General Sales Manager**. If you:

- Have a proven management track record that demonstrates the ability to recruit, train and motivate a solid sales staff to top performance,
- Have a vision and plan to grow radio billings through traditional and NTR streams.

Excellent communication skills and knowledge of the Cincinnati market is very important. Prefer 2-5 years doupoly management experience. Please forward resume in confidence to [hr@bluechipbroadcasting.com](mailto:hr@bluechipbroadcasting.com) Attn: GSM/CN or fax 513-679-6027 Attn: GSM/CN. Blue Chip is an EOE.

**SENIOR SALES VICE PRESIDENT  
 CLEAR CHANNEL CHICAGO**

Clear Channel has an immediate opening for the position of Senior Sales Vice President in Chicago. The qualified candidate will lead and manage the sales organization for the six-station cluster. You will lead a team of five GSM's and a Director of Research to make sure that we are maximizing the revenues of each individual station while leveraging the assets of the cluster to grow our overall piece of the pie. You will work with the GSM's to develop sales strategies for the station, recruit and develop the best talent, put in place the inventory plan to maximize revenue and focus on growing our key accounts. In addition, you will help lead our Market Development Unit in Clear Channel Platform sales indicatives.

Candidates will have a minimum of five years of broadcast sales management experience. This is an extremely challenging and exciting position with tremendous potential for professional and financial growth.

For immediate consideration send your resume and cover letter to: Kathy Stinehour, Market EVP, Clear Channel Chicago, 875 North Michigan Avenue, Suite 4000, Chicago, IL, 60611, fax to 312-337-3173 or e mail [kathystinehour@clearchannel.com](mailto:kathystinehour@clearchannel.com). Clear Channel Radio is an EOE. No phone calls please.

**WEST**

Seeking female co-host for Talk show in LA market. Contact VICTOR: [laspeakout@aol.com](mailto:laspeakout@aol.com) or call (213) 520-1326. P.O. Box 1376, Hollywood, CA 90012. EOE (11/10)

Sports In Vegas! Sportsradio 1462 and ESPN 820 seek PD. T&R: 4660 South Decatur, Las Vegas, NV 89103. EOE (11/10)

**Production Director**

1077 The End, KNDD Seattle, one of America's premiere alternative radio stations, seeks creative Production Director. Duties include image & commercial production & involvement in planning & strategy sessions. Must be able to present, promote & enhance stations programs, promotions & products with your creative flair. Must have strong writing skills, the ability to make your work leap out of the speakers, living The End lifestyle. Requires demonstrated creativity & innovation with production, including writing & conceptualizing. Must be organized, able to work with deadlines & have a desire to stay on the cutting edge of technology. Please send material, including resume to: 1077 The End, Attn: Phil Manning, 1100 Olive Way, Suite 1650, Seattle, WA 98101. EOE.

**LOCAL SALES MANAGER**

Spanish CHR station Viva 107.1 FM in Los Angeles is looking for a LSM who can lead and motivate the Local Sales staff to continued success. Local Sales candidate will have 3-5 years proven sales management success in radio, the ability to hire/develop great sales talent, plan and achieve revenue goals. Spanish bilingual a plus. Ph: (310) 785-9107 or fax resume to (310) 557-2899, ATT: GSM. EOE.

**ACCOUNT EXECUTIVES**

Clear Channel San Diego has a rare and unique opportunity that will allow a total of 3 highly qualified Account Executives to join its Adult Standards station, KPOP-AM; News/Talk/Padres stations, KSDO/KOGO; and Sports Talk station, XTRA Sports 690. All stations are well established in the San Diego Market. A proven track record in radio sales is required and solid references are a must! If you think you can quickly become a contributor, fax your resume to 858-715-3387 or mail it to Account Executive Positions, Clear Channel Communications, 5050 Murphy Canyon Road, San Diego, CA 92123.

**Assistant News Director**

The legendary KGO Newstalk 810 is seeking an assistant news director. The ideal candidate has the creativity and imagination to work with the radio industry's most talented team of news personalities, reporters and producers. At the same time the ideal candidate is organized and can deal well with unexpected "curve balls". The assistant news director will develop story ideas for KGO's award winning, on going investigative series; Spotlight 810 and then over see the writing and production of the series. The ideal candidate has a minimum of five years experience managing or helping manage a large to major market radio news operation. Reporting experience helpful. Send tapes and resumes to: Greg Tantum, News Director, KGO Radio 900 Front Street, San Francisco, CA 94111, E-mail: [greg.p.tantum@abc.com](mailto:greg.p.tantum@abc.com). KGO Radio is an Equal Opportunity Employer

**News Anchor**

710 KIRO Newsradio, the Northwest's best radio station, is looking for a dynamic news anchor to host top rated drive time newsblock. Must have excellent writing skills and be a communicator rather than a news reader. Five years experience in medium or larger markets required. Send tape & resume to Entercom, Human Resources Dept, 1820 Eastlake Ave E., Seattle, WA 98102. EOE.

**Marketing/Promotions  
 Director**

Needed for VERY competitive CHR battle in Top 30 market! Must "live" the lifestyle and will be willing to live in the streets 24/7! You will be responsible for the planning and execution of programming/ratings driven promotions. If you know how to connect and compel your listeners to be more passionate about your station then please apply. Radio & Records, 10100 Santa Monica Blvd., #931, 5th Floor, Los Angeles, CA 90067. EOE

**OPPORTUNITY KNOCKS**

in the pages of  
 R&R every Friday

CALL 310-553-4330

# Opportunities

## POSITIONS SOUGHT

**Male AT with voice women love**, I'm a natural with a love of radio. Call DON: (250) 498-0343. (11/10)

**I'm searching** for a fulltime job in radio that pays a decent salary. Three years on-air experience. TONY: (765) 456-3209, tonyriden@yahoo.com. (11/10)

**Hardworking, ambitious AT** broadcasting school grad. Creative, energetic, dependable seeking on-air announcer, News or production. JOSHUA: (918) 485-5832, madarua@aol.com. (11/10)

**Radio job sought!** Driven to succeed. Fresh talent seeks place to grow. Good voice, strong writing. Any format. LARRY: (918) 446-2196. (11/10)

**Lansing, Michigan!** Are you ready for "Martin"? DJ, producer, promotion - nine years in radio, seven stations. Email: djmartin88@hotmail.com. (11/10)

**Stand-up comic** '99 funny a.m. sports talent with the Regular Guys / 96 Rock-ATL seeks fulltime gig. Co-host, sidekick, sports talk, whatever! www.comedy.com/petemichael. (11/10)

**Energy from the California Quakes.** Country, AC, sports, news, production. CHRIST THOMPSON: (520) 718-0940. (11/10)

**13 year Veteran** announcer searching for FT/PT airwork in the Louisville/Kentucky area. Very impressive credentials available. TIM BROUGH: (502) 459-2363. (11/10)

**Sports Play-by-play** announcer, 12 years NCAA D-1 experience seeking sales and on-air position. Call MIKE: (914) 446-2175. (11/10)

**America's longest running "Love Songs" host**, now available to consult your station. Major market PD. TED ZIEGENBUSCH: (714) 952-2856, TedZiggy@aol.com. (11/10)

## POSITIONS SOUGHT

**We give great phone!** Fun, community-active morning team. Solid medium/large market experience, some programming/promotions. MONK & KELLY: (904) 264-7852, MonkandKelly@aol.com. (11/10)

**Rock jock who tripled ratings** for males 25-54 (in one year!) is searching for next opportunity! Log on to: <http://members.aol.com/joekleon/joekleon.html>. (11/10)

**Veteran PD/AT** now doing LA radio via Internet seeks stable/ft pd/airshift at New England station, any format. Available now! Vinlewis2001@aol.com (508) 883-1946. (11/10)

**Used and abused** radio talent, needs caring radio home. Can you adopt this Radio Talent. Operators are standing by! VICTOR: (916) 455-5969. (11/10)

**Request Program featuring free form music** and dedications available for free on CD. BILL ELLIOTT: (813) 920-7102, digitalradioman@msn.com. (11/10)

**Are you ready? I'm ready & I'm here!** 11 years experienced Air Personality seeks FT/PT. Let me prove myself. SANDI: (817) 285-0799, Djn4mee@aol.com. (11/10)

## POSITIONS SOUGHT

**Tired of being a WAL-MART cashier** I want a full time on air job in radio! TONY: (765) 456-3209, tonyriden@yahoo.com. (11/10)

## Payable In Advance

Opportunities Advertising orders must be typewritten on Company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310-203-8727) or mail. Visa, MC, AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

## Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PDT)** eight days prior to issue date. Address all ads to: R&R Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

## POSITIONS SOUGHT

### R&R Opportunities Free Advertising

**Radio & Records** provides free (20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

### Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8450. Only free positions sought ads are accepted by e-mail to: [kmumaw@rronline.com](mailto:kmumaw@rronline.com) Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

### R&R Opportunities Advertising

**1x \$150/inch**      **2x \$125/inch**

Rates are per week (maximum 35 word per inch including heading). Includes generic border. If logo, custom border or larger heading are required, add 1/2 inch (\$60 for 1x, \$50 for 2x). In addition, all ads appear on R&R's website. ([www.rronline.com](http://www.rronline.com)).

### Blind Box: add \$50

The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping and handling.

### Positions Sought: \$50/inch

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

## RADIO & RECORDS

10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable sales tax) in the United States or \$695.00 overnight delivery (U.S. funds only), \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two R&R Directories issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher.

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POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067.

# Marketplace

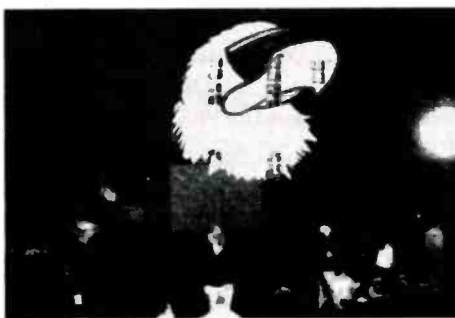
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\*Just agree to play our Funny :30 commercial 12 times  
Fully Produced "Bits" ready for Broadcast  
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**Comedy-Warehouse.com**  
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## MARKETING & PROMO



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- WGO Detroit
- WLS-5800TH JAZZ Columbus, OH
- Q107 Toronto
- WVBT TV FOX 40 Portsmouth, VA
- "Jo" 104.5 Jamboree/Chiles Tampa Bay

**Testimonial:**

**POWER 92 / 630 CHED**  
Shawmuton, Alberta  
Canada

Production Executive - Rod & Chris

"Despite having two completely different radio station formats, David Kaye's flexibility and diverse sound continues to help keep both our stations at the top of the market. Easy to work with and always above expectations, he helps make our stations sound hot! Thanks, David!"

We look forward to working with you and your team to create a professional, fun, on-air presentation that's a winner!  
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**(804) 988-8144**

8-Hour  
[kayemedia@usa.net](http://kayemedia@usa.net)

[www.davidkaye.com](http://www.davidkaye.com)

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(1-800-867-9532) E-Mail: [Mail@RadioVO.com](mailto:Mail@RadioVO.com)

This month's NEW talent to check out: **Terri Killen**  
This month's featured talent:

**John B. Wells**

Radio: KROQ/LA (A&J), WNEW/New York (Talk), KEGE/Dallas (Rock)  
TV: Voice of The Late Late Show with Craig Kilborn, WFAA-TV/Dallas (#1)  
Other: Blair Witch Project (Trailer), Blockbuster, American Airlines (Com)

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productions

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Phone: 425-344-4651

# Mike Carta

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865.691.8989

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## MARKETPLACE ADVERTISING

Payable in advance. Order must be typewritten and accompanied by payment. Visa/MC/AMEX/Discover accepted. One inch minimum, additional space up to six inches available in increments of one-inch. Rates for R&R marketplace (per inch):

1 time	\$90.00
6 insertions	85.00
13 insertions	80.00
26 insertions	70.00
51 insertions	65.00

Marketplace  
(202) 463-0500 Fax: (202) 463-0432  
e-mail: [shannon@rronline.com](mailto:shannon@rronline.com)

## X-MAS PROGRAMMING

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800-231-6100 [kriserikstevens.com](http://kriserikstevens.com)

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KISS-FM, Dallas  
93Q Country, Houston  
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Country • CHR • Hot AC • News

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[www.seancaldwell.com](http://www.seancaldwell.com)

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CUTS THROUGH

**(901) 681-0650**

# R&R The Back Pages.

## National Airplay Overview November 10, 2000

### CHR/POP

LW	TW	
1	1	<b>CREED</b> With Arms Wide Open ( <i>Wind-up</i> )
3	2	<b>PINK</b> Most Girls ( <i>LaFace/Arista</i> )
2	3	<b>3 DOORS DOWN</b> Kryptonite ( <i>Republic/Universal</i> )
5	4	<b>'N SYNC</b> This I Promise You ( <i>Jive</i> )
4	5	<b>MADONNA</b> Music ( <i>Maverick/WB</i> )
7	6	<b>SAMANTHA MUMBA</b> Gotta Tell You ( <i>Wildcard/Polydor/Interscope</i> )
6	7	<b>SOULDECISION</b> Faded ( <i>MCA</i> )
8	8	<b>BACKSTREET BOYS</b> Shape Of My Heart ( <i>Jive</i> )
12	9	<b>MYA</b> Case Of The Ex (Whatcha...) ( <i>University/Interscope</i> )
9	10	<b>RICKY MARTIN</b> She Bangs ( <i>Columbia</i> )
15	11	<b>DEBELAH MORGAN</b> Dance With Me ( <i>DAS/Atlantic</i> )
10	12	<b>VERTICAL HORIZON</b> You're A God ( <i>RCA</i> )
20	13	<b>DESTINY'S CHILD</b> Independent Women Pt. 1 ( <i>Columbia</i> )
16	14	<b>KANDI</b> Don't Think I'm Not ( <i>So So Def/Columbia</i> )
17	15	<b>BARNAKED LADIES</b> Pinch Me ( <i>Reprise</i> )
18	16	<b>MATCHBOX TWENTY</b> If You're Gone ( <i>Lava/Atlantic</i> )
11	17	<b>CHRISTINA AGUILERA</b> Come On Over (All I Want...) ( <i>RCA</i> )
14	18	<b>NELLY</b> Country Grammar ( <i>Fo' Reel/Universal</i> )
13	19	<b>DESTINY'S CHILD</b> Jumpin' Jumpin' ( <i>Columbia</i> )
21	20	<b>OREAM</b> He Loves U Not ( <i>Bad Boy/Arista</i> )
19	21	<b>RUFF ENOZ</b> No More ( <i>Epic</i> )
23	22	<b>EVAN AND JARON</b> Crazy For This Girl ( <i>Columbia</i> )
25	23	<b>FAITH HILL</b> The Way You Love Me ( <i>Warner Bros.</i> )
22	24	<b>BAHA MEN</b> Who Let The Dogs Out ( <i>Artemis</i> )
27	25	<b>NINE DAYS</b> If I Am ( <i>550 Music/Epic</i> )
34	26	<b>SHAGGY</b> It Wasn't Me ( <i>MCA</i> )
30	27	<b>VITAMIN C</b> The Itch ( <i>Elektra/EEG</i> )
26	28	<b>EVERCLEAR</b> Wonderful ( <i>Capitol</i> )
24	29	<b>98 DEGREES</b> Give Me Just One Night... ( <i>Universal</i> )
29	30	<b>SR-71</b> Right Now ( <i>RCA</i> )

#### #1 MOST ADDED

98 DEGREES My Everything (*Universal*)

#### #1 MOST INCREASED PLAYS

DESTINY'S CHILD Independent Women Part 1 (*Columbia*)

#### TOP 5 NEW & ACTIVE

SISTER HAZEL Champagne High (*Universal*)

NELLY E.I. (*Fo' Reel/Universal*)

FISHER I Will Love You (*Farmclub.com/Interscope*)

DAVID GRAY Babylon (*ATO/RCA*)

JA RULE I/C. MILIAN Between Me... (*Murder Inc./Def Jam/IDJMG*)

CHR begins on Page 56.

### CHR/RHYTHMIC

LW	TW	
1	1	<b>JA RULE F/C. MILIAN</b> Between Me... ( <i>Murder Inc./Def Jam/IDJMG</i> )
3	2	<b>DESTINY'S CHILD</b> Independent Women Pt. 1 ( <i>Columbia</i> )
2	3	<b>NELLY E.I.</b> ( <i>Fo' Reel/Universal</i> )
5	4	<b>SHAGGY</b> It Wasn't Me ( <i>MCA</i> )
4	5	<b>MYA</b> Case Of The Ex (Whatcha...) ( <i>University/Interscope</i> )
6	6	<b>MYSTIKAL</b> Shake Ya Ass ( <i>Jive</i> )
7	7	<b>LUDACRIS</b> What's Your Fantasy ( <i>Def Jam South/IDJMG</i> )
9	8	<b>PINK</b> Most Girls ( <i>LaFace/Arista</i> )
8	9	<b>LIL BOW WOW</b> Bounce With Me ( <i>So So Def/Columbia</i> )
13	10	<b>EMINEM</b> Stan ( <i>Aftermath/Interscope</i> )
11	11	<b>R. KELLY</b> I Wish ( <i>Jive</i> )
12	12	<b>3LW</b> No More (Baby I'ma Do Right) ( <i>Epic</i> )
14	13	<b>LIL' KIM F/SISQO</b> How Many Licks ( <i>Queen Bee/Undeas/Atlantic</i> )
24	14	<b>JAY-Z</b> I Just Wanna Love U... ( <i>Roc-A-Fella/IDJMG</i> )
26	15	<b>OUTKAST</b> Ms. Jackson ( <i>LaFace/Arista</i> )
10	16	<b>KANDI</b> Don't Think I'm Not ( <i>So So Def/Columbia</i> )
21	17	<b>K-CI &amp; JOJO</b> Crazy ( <i>MCA</i> )
17	18	<b>NELLY</b> Country Grammar ( <i>Fo' Reel/Universal</i> )
20	19	<b>'N SYNC</b> This I Promise You ( <i>Jive</i> )
23	20	<b>USHER</b> Pop Ya Collar ( <i>LaFace/Arista</i> )
19	21	<b>MADONNA</b> Music ( <i>Maverick/WB</i> )
22	22	<b>CHANGING FACES</b> That Other Woman ( <i>Atlantic</i> )
25	23	<b>SHADE SHEIST</b> Where I Wanna Be ( <i>Baby Dee/London Sire</i> )
29	24	<b>PROFYLE</b> Liar ( <i>Motown/Universal</i> )
28	25	<b>BEENIE MAN F/MYA</b> Girls Dem Sugar ( <i>Virgin</i> )
34	26	<b>WYCLEF JEAN F/MARY J. BLIGE</b> 911 ( <i>Ruffhouse/Columbia</i> )
31	27	<b>RICKY MARTIN</b> She Bangs ( <i>Columbia</i> )
33	28	<b>SAMANTHA MUMBA</b> Gotta Tell You ( <i>Wildcard/Polydor/Interscope</i> )
30	29	<b>BACKSTREET BOYS</b> Shape Of My Heart ( <i>Jive</i> )
27	30	<b>CHRISTINA AGUILERA</b> Come On Over (All I Want...) ( <i>RCA</i> )

#### #1 MOST ADDED

JAY-Z I Just Wanna Love U... (*Roc-A-Fella/IDJMG*)

#### #1 MOST INCREASED PLAYS

OUTKAST Ms. Jackson (*LaFace/Arista*)

#### TOP 5 NEW & ACTIVE

AVANT My First Love (*Magic Johnson/MCA*)

E-40 F/NAME DOGG Nah, Nah... (*Sick Wid' It/Jive*)

DOGGY'S ANGELS Baby If You're Ready (*Doggy Style/TVT*)

FUNKMASTER FLEX F/DMX Do You (*Loud*)

YOLANDA ADAMS Open My Heart (*Elektra/EEG*)

CHR begins on Page 56.

### URBAN

LW	TW	
1	1	<b>R. KELLY</b> I Wish ( <i>Jive</i> )
6	2	<b>DESTINY'S CHILD</b> Independent Women Pt. 1 ( <i>Columbia</i> )
4	3	<b>WYCLEF JEAN F/MARY J. BLIGE</b> 911 ( <i>Ruffhouse/Columbia</i> )
5	4	<b>JA RULE F/C. MILIAN</b> Between Me... ( <i>Murder Inc./Def Jam/IDJMG</i> )
2	5	<b>MYSTIKAL</b> Shake Ya Ass ( <i>Jive</i> )
3	6	<b>PROFYLE</b> Liar ( <i>Motown</i> )
7	7	<b>AVANT</b> My First Love ( <i>Magic Johnson/MCA</i> )
8	8	<b>MUSIQ</b> Just Friends ( <i>Def Sou/IDJMG</i> )
9	9	<b>LUDACRIS</b> What's Your Fantasy ( <i>Def Jam South/IDJMG</i> )
11	10	<b>BEENIE MAN F/MYA</b> Girls Dem Sugar ( <i>Virgin</i> )
10	11	<b>ERYKAN BADU</b> Bag Lady ( <i>Motown</i> )
18	12	<b>JAY-Z</b> I Just Wanna Love U... ( <i>Roc-A-Fella/IDJMG</i> )
21	13	<b>OUTKAST</b> Ms. Jackson ( <i>LaFace/Arista</i> )
14	14	<b>USHER</b> Pop Ya Collar ( <i>LaFace/Arista</i> )
15	15	<b>NELLY E.I.</b> ( <i>Fo' Reel/Universal</i> )
13	16	<b>KELLY PRICE</b> You Should've Told Me ( <i>T-Neck/Def Sou/IDJMG</i> )
17	17	<b>CHANTE' MOORE</b> Straight Up ( <i>Silas/MCA</i> )
19	18	<b>KETH SWEAT F/LIL' MO</b> I'll Trade (A Million Bucks) ( <i>Elektra/EEG</i> )
16	19	<b>SHYNE F/BARRINGTON LEVY</b> Bad Boyz ( <i>Bad Boy/Arista</i> )
24	20	<b>DAVE HOLLISTER</b> One Woman Man ( <i>Def Squad/DreamWorks</i> )
12	21	<b>CHANGING FACES</b> That Other Woman ( <i>Atlantic</i> )
22	22	<b>3LW</b> No More (Baby I'ma Do Right) ( <i>Epic</i> )
29	23	<b>CARL THOMAS</b> Emotional ( <i>Bad Boy/Arista</i> )
23	24	<b>TONI BRAXTON</b> Just Be A Man About It ( <i>LaFace/Arista</i> )
20	25	<b>C-MURDER</b> Down For My N's ( <i>Tru/No Limit/Priority</i> )
28	26	<b>TIONNE "T-BOZ" WATKINS</b> My Getaway ( <i>Maverick</i> )
31	27	<b>JAHEIM</b> Could It Be ( <i>Divine Mill/WB</i> )
30	28	<b>SADE</b> By Your Side ( <i>Epic</i> )
27	29	<b>WHITNEY HOUSTON</b> Fine ( <i>Arista</i> )
37	30	<b>JAGGED EDGE</b> Promise ( <i>So So Def/Columbia</i> )

#### #1 MOST ADDED

JAY-Z I Just Wanna Love U... (*Roc-A-Fella/IDJMG*)

#### #1 MOST INCREASED PLAYS

OUTKAST Ms. Jackson (*LaFace/Arista*)

#### TOP 5 NEW & ACTIVE

B.G. I Know (*Cash Money/Universal*)

DE LA SOUL F/CHAKA KHAN All Good (*Tommy Boy*)

LIL BOW WOW Bow Wow (That's My Name) (*So So Def/Columbia*)

PRU Candles (*Capitol*)

TAMIA Stranger In My House (*Elektra/EEG*)

URBAN begins on Page 78.

### AC

LW	TW	
1	1	<b>BBMAK</b> Back Here ( <i>Hollywood</i> )
2	2	<b>DON HENLEY</b> Taking You Home ( <i>Warner Bros.</i> )
4	3	<b>HUEY LEWIS &amp; GWYNETH PALTROW</b> Cruisin' ( <i>Hollywood</i> )
3	4	<b>MARC ANTHONY</b> You Sang To Me ( <i>Columbia</i> )
5	5	<b>FAITH HILL</b> Breathe ( <i>Warner Bros.</i> )
8	6	<b>'N SYNC</b> This I Promise You ( <i>Jive</i> )
7	7	<b>LEANN RIMES</b> I Need You ( <i>Sparrow/Curb/Capitol</i> )
6	8	<b>FAITH HILL</b> The Way You Love Me ( <i>Warner Bros.</i> )
10	9	<b>LONESTAR</b> Amazed ( <i>BNA</i> )
12	10	<b>MARC ANTHONY</b> My Baby You ( <i>Columbia</i> )
9	11	<b>SAVAGE GARDEN</b> I Knew I Loved You ( <i>Columbia</i> )
11	12	<b>CHRISTINA AGUILERA</b> I Turn To You ( <i>RCA</i> )
13	13	<b>CELINE DION</b> That's The Way It Is ( <i>550 Music/Epic</i> )
15	14	<b>BACKSTREET BOYS</b> Shape Of My Heart ( <i>Jive</i> )
16	15	<b>BACKSTREET BOYS</b> Show Me The Meaning Of... ( <i>Jive</i> )
16	16	<b>BRIAN MCKNIGHT</b> Back At One ( <i>Motown/Universal</i> )
20	17	<b>LEANN RIMES</b> Can't Fight The Moonlight ( <i>London Sire/Curb</i> )
17	18	<b>PHIL COLLINS</b> You'll Be In My Heart ( <i>Hollywood</i> )
19	19	<b>MARTINA MCBRIDE</b> There You Are ( <i>RCA</i> )
21	20	<b>CORRS</b> Breathless ( <i>143/Lava/Atlantic</i> )
22	21	<b>STING</b> Desert Rose ( <i>A&amp;M/Interscope</i> )
23	22	<b>OSCAR DE LA HOYA</b> Run To Me ( <i>EMI Latin/Capitol</i> )
24	23	<b>LEIGH NASH</b> Need To Be Next To You ( <i>Engine/Arista</i> )
18	24	<b>JIM BRICKMAN</b> The Love I Found In You ( <i>Windham Hill</i> )
26	25	<b>RICHARD MARX</b> Days In Avalon ( <i>Signal 21</i> )
27	26	<b>SADE</b> By Your Side ( <i>Epic</i> )
—	27	<b>TONI BRAXTON</b> Spanish Guitar ( <i>LaFace/Arista</i> )
—	28	<b>NATALIE COLE</b> Angel On My Shoulder ( <i>Elektra/EEG</i> )
29	29	<b>LARA FABIAN</b> Love By Grace ( <i>Columbia</i> )
25	30	<b>ELTON JOHN</b> Friends Never Say Goodbye ( <i>DreamWorks</i> )

#### #1 MOST ADDED

NATALIE COLE Angel On My Shoulder (*Elektra/EEG*)

#### #1 MOST INCREASED PLAYS

BACKSTREET BOYS Shape Of My Heart (*Jive*)

#### TOP 5 NEW & ACTIVE

EVAN AND JARON Crazy For This Girl (*Columbia*)

JIM BRICKMAN F.O. NEWTON-JOHN Change Of Heart (*Windham Hill*)

LEE ANN WOMACK I Hope You Dance (*MCA/Universal*)

STING My Funny Friend And Me (*Hollywood*)

MICHAEL McDONALD The Meaning Of Love (*Ramp*)

AC begins on Page 99.

### HOT AC

LW	TW	
1	1	<b>CREED</b> With Arms Wide Open ( <i>Wind-up</i> )
2	2	<b>BARNAKED LADIES</b> Pinch Me ( <i>Reprise</i> )
4	3	<b>3 DOORS DOWN</b> Kryptonite ( <i>Republic/Universal</i> )
3	4	<b>MATCHBOX TWENTY</b> Bent ( <i>Lava/Atlantic</i> )
5	5	<b>VERTICAL HORIZON</b> You're A God ( <i>RCA</i> )
7	6	<b>MATCHBOX TWENTY</b> If You're Gone ( <i>Lava/Atlantic</i> )
6	7	<b>EVERCLEAR</b> Wonderful ( <i>Capitol</i> )
8	8	<b>EVAN AND JARON</b> Crazy For This Girl ( <i>Columbia</i> )
10	9	<b>STING</b> Desert Rose ( <i>A&amp;M/Interscope</i> )
9	10	<b>NINE DAYS</b> Absolutely (Story Of A Girl) ( <i>550 Music/Epic</i> )
11	11	<b>VERTICAL HORIZON</b> Everything You Want ( <i>RCA</i> )
13	12	<b>FAITH HILL</b> The Way You Love Me ( <i>Warner Bros.</i> )
12	13	<b>BON JOVI</b> It's My Life ( <i>Island/IDJMG</i> )
17	14	<b>MADONNA</b> Music ( <i>Maverick/WB</i> )
19	15	<b>CORRS</b> Breathless ( <i>143/Lava/Atlantic</i> )
16	16	<b>SISTER HAZEL</b> Change Your Mind ( <i>Universal</i> )
14	17	<b>NINA GORDON</b> Tonight And The Rest Of My... ( <i>Warner Bros.</i> )
15	18	<b>CREED</b> Higher ( <i>Wind-up</i> )
22	19	<b>SHAWN MULLINS</b> Everywhere I Go ( <i>Columbia</i> )
24	20	<b>U2</b> Beautiful Day ( <i>Interscope</i> )
21	21	<b>WALLFLOWERS</b> Sleepwalker ( <i>Interscope</i> )
25	22	<b>DAVID GRAY</b> Babylon ( <i>ATO/RCA</i> )
26	23	<b>LENNY KRAVITZ</b> Again ( <i>Virgin</i> )
23	24	<b>THIRD EYE BLIND</b> Deep Inside Of You ( <i>Elektra/EEG</i> )
29	25	<b>RICKY MARTIN</b> She Bangs ( <i>Columbia</i> )
30	26	<b>NINE DAYS</b> If I Am ( <i>550 Music/Epic</i> )
—	27	<b>BACKSTREET BOYS</b> Shape Of My Heart ( <i>Jive</i> )
—	28	<b>DEXTER FREEBISH</b> Leaving Town ( <i>Capitol</i> )
—	29	<b>SOULDECISION</b> Faded ( <i>MCA</i> )
—	30	<b>LEIGH NASH</b> Need To Be Next To You ( <i>Engine/Arista</i> )

#### #1 MOST ADDED

DIDO Thankyou (*Arista*)

#### #1 MOST INCREASED PLAYS

MATCHBOX TWENTY If You're Gone (*Lava/Atlantic*)

#### TOP 5 NEW & ACTIVE

RED HOT CHILI PEPPERS Californication (*Warner Bros.*)

SISTER HAZEL Champagne High (*Universal*)

'N SYNC This I Promise You (*Jive*)

MAÏCY GRAY Still (*Epic*)

EVERCLEAR AM Radio (*Capitol*)

AC begins on Page 99.

### ROCK

LW	TW	
1	1	<b>3 DOORS DOWN</b> Loser ( <i>Republic/Universal</i> )
2	2	<b>COLLECTIVE SOUL</b> Why Pt. 2 ( <i>Atlantic</i> )
4	3	<b>FUEL</b> Hemorrhage (In My Hands) ( <i>550 Music/Epic</i> )
3	4	<b>AEROSMITH</b> Angel's Eye ( <i>Columbia</i> )
5	5	<b>CREED</b> Are You Ready ( <i>Wind-up</i> )
6	6	<b>PRIMUM W/OZZY N.I.B.</b> ( <i>Divine/Priority</i> )
7	7	<b>SAMMY HAGAR</b> Serious Jujú ( <i>Cabo Wabo/Beyond</i> )
9	8	<b>GODSMACK</b> Awake ( <i>Republic/Universal</i> )
8	9	<b>3 DOORS DOWN</b> Kryptonite ( <i>Republic/Universal</i> )
10	10	<b>U2</b> Beautiful Day ( <i>Interscope</i> )
12	11	<b>METALLICA</b> I Disappear ( <i>Hollywood</i> )
14	12	<b>GEDDY LEE</b> My Favorite Headache ( <i>Anthem/Atlantic</i> )
13	13	<b>IDMMI</b> Goodbye Lament ( <i>Divine/Priority</i> )
11	14	<b>CREED</b> With Arms Wide Open ( <i>Wind-up</i> )
16	15	<b>NICKELBACK</b> Breathhe ( <i>Roadrunner</i> )
15	16	<b>WALLFLOWERS</b> Sleepwalker ( <i>Interscope</i> )
19	17	<b>STONE TEMPLE PILOTS</b> No Way Out ( <i>Atlantic</i> )
20	18	<b>A PERFECT CIRCLE</b> 3 Libras ( <i>Virgin</i> )
18	19	<b>PAPA ROACH</b> Last Resort ( <i>DreamWorks</i> )
25	20	<b>OFFSPRING</b> Original Prankster ( <i>Columbia</i> )
24	21	<b>MEGADETH</b> Kill The King ( <i>Capitol</i> )
28	22	<b>DUST FOR LIFE</b> Step Into The Light ( <i>Wind-up</i> )
21	23	<b>AC/DC</b> Meltdown ( <i>EastWest/EEG</i> )
22	24	<b>GREEN DAY</b> Minority ( <i>Reprise</i> )
23	25	<b>VAST FEE</b> ( <i>Elektra/EEG</i> )
31	26	<b>LINKIN PARK</b> One Step Closer ( <i>Warner Bros.</i> )
27	27	<b>LENNY KRAVITZ</b> Again ( <i>Virgin</i> )
37	28	<b>U.P.O.</b> Feel Alive ( <i>Epic</i> )
29	29	<b>EVERLAST</b> Black Jesus ( <i>Tommy Boy</i> )
33	30	<b>PAPA ROACH</b> Broken Home ( <i>DreamWorks</i> )

#### #1 MOST ADDED

ISLE OF U Bag Of Tricks (*Universal*)

#### #1 MOST INCREASED PLAYS

EVERCLEAR When It All Goes Wrong Again (*Capitol*)

#### TOP 5 NEW & ACTIVE

CLARKS Chasin' Girls (*Razor & Tie*)

DEFTONES Back To School (Mini Maggit) (*Maverick*)

PALDALTO Sonny (*American/Columbia*)

AEROSMITH Love Me Two Times (*Elektra/EEG*)

KITTIE Paperdoll (*NG/Artemis*)

ROCK begins on Page 116.





## National Airplay Overview November 10, 2000

### URBAN AC

LW	TW	
1	1	YOLANDA ADAMS Open My Heart (Elektra/EEG)
2	7	CHARLIE WILSON Without You (Major Hits)
3	3	JILL SCOTT Gettin' In The Way (Hidden Beach/Epic)
7	4	AVANT My First Love (Magic Johnson/MCA)
6	5	SADE By Your Side (Epic)
8	6	ERYKAH BADU Bag Lady (Motown)
5	7	SISQO Incomplete (Dragon/Def Soul/IDJMG)
9	8	KELLY PRICE You Should've Told Me (T-Neck/Def Soul/IDJMG)
4	9	TONI BRAXTON Just Be A Man About It (LaFace/Arista)
10	10	PATTI LABELLE Call Me Gone (MCA)
14	11	R. KELLY I Wish (Jive)
15	12	CHANGING FACES That Other Woman (Atlantic)
16	13	STEPHEN SIMMONDS I Can't Do That (Priority)
20	14	WHITNEY HOUSTON Fine (Arista)
18	15	GERALDO LEVERT Dream With No Love (Motown)
21	16	CARL THOMAS Emotional (Bad Boy/Arista)
17	17	BEBE WINANS F/MCKNIGHT & JOE Coming Back Home (Motown)
17	18	TEMPTATIONS Selfish Reasons (Motown)
24	19	DAVE HOLLISTER One Woman Man (Def Squad/DreamWorks)
23	20	PRU Candles (Capitol)
12	21	BOYZ II MEN Pass You By (Universal)
—	22	BABYFACE Reason For Breathing (Arista/Epic)
26	23	WYCLEF JEAN F/MARY J. BLIGE 911 (Ruffhouse/Columbia)
25	24	AL JARREAU Just To Be Loved (GRP/VMG)
22	25	CARL THOMAS Summer Rain (Bad Boy/Arista)
—	26	TAMIA Stranger In My House (Elektra/EEG)
28	27	BRIAN MCKNIGHT Win (Motown)
—	28	PROFYLE Liar (Motown)
—	29	RONNIE LAWS Old Days/Old Ways (HDH)
—	30	CHANTE MOORE Straight Up (Silas/MCA)

#### #1 MOST ADDED

TONI BRAXTON Spanish Guitar (LaFace/Arista)

#### #1 MOST INCREASED PLAYS

BABYFACE Reason For Breathing (Arista/Epic)

#### TOP 5 NEW & ACTIVE

- KEITH SWEAT F.A.I.L.' MO I'll Trade (A Million Bucks) (Elektra/EEG)
- BOYZ II MEN Thank You In Advance (Universal)
- TONI BRAXTON Spanish Guitar (LaFace/Arista)
- K-CI & JOJO Crazy (MCA)
- DONELL JONES This Luv (Untouchables/LaFace/Arista)

URBAN begins on Page 78.

### ACTIVE ROCK

LW	TW	
1	1	3 DOORS DOWN Loser (Republic/Universal)
3	2	GODSMACK Awake (Republic/Universal)
2	3	FUEL Hemorrhage (In My Hands) (550 Music/Epic)
4	4	CREED Are You Ready (Wind-up)
5	5	PRIMUM W/OZZY N.I.B. (Divine/Priority)
6	6	PAPA ROACH Last Resort (DreamWorks)
7	7	COLLECTIVE SOUL Why Pt. 2 (Atlantic)
9	8	OFFSPRING Original Prankster (Columbia)
8	9	DISTURBED Stupify (Giant/Reprise)
10	10	AEROSMITH Angel's Eye (Columbia)
13	11	IONANN Goodbye Lament (Divine/Priority)
14	12	A PERFECT CIRCLE 3 Libras (Virgin)
17	13	LIMP BIZKIT Rollin' (Flip/Interscope)
15	14	PAPA ROACH Broken Home (DreamWorks)
16	15	STONE TEMPLE PILOTS No Way Out (Atlantic)
11	16	UNION UNDERGROUND Turn Me On... (Portrait/Columbia)
19	17	LINKIN PARK One Step Closer (Warner Bros.)
21	18	(HED) PLANET EARTH Bartender (Volcano/Live)
20	19	A PERFECT CIRCLE Judith (Virgin)
12	20	GREEN DAY Minority (Reprise)
25	21	MARILYN MANSON Disposable Teens (Nothing/Interscope)
23	22	MEGADETH Kill The King (Capitol)
18	23	FULL DEVIL JACKET Where Did You Go? (Island/IDJMG)
26	24	EVERLAST Black Jesus (Tommy Boy)
22	25	NICKELBACK Breathe (Roadrunner)
27	26	DUST FOR LIFE Step Into The Light (Wind-up)
24	27	COLD Just Got Wicked (Flip/Geffen/Interscope)
29	28	DEFTONES Back To School (Mini Maggit) (Maverick)
32	29	COC Congratulations Song (Sanctuary/SRG)
30	30	SAMMY HAGAR Serious Jujy (Cabo Wabo/Beyond)

#### #1 MOST ADDED

ISLE OF Q Bag Of Tricks (Universal)

#### #1 MOST INCREASED PLAYS

EVERCLEAR When It All Goes Wrong Again (Capitol)

#### TOP 5 NEW & ACTIVE

- STONE TEMPLE PILOTS Break On Through (Elektra/EEG)
- PANTERA I'll Cast A Shadow (EastWest/EEG)
- DISTURBED Voices (Giant/Reprise)
- DOWNSSET Together (Epitaph)
- CREED Riders On The Storm (Elektra/EEG)

ROCK begins on Page 116.

### COUNTRY

LW	TW	
2	1	TRAVIS TRITT Best Of Intentions (Columbia)
1	2	JOHN MICHAEL MONTGOMERY The Little Girl (Atlantic)
4	3	PHIL VASSAR Just Another Day In Paradise (Arista)
5	4	BRAD PAISLEY We Danced (Arista)
3	5	GEORGE STRAIT Go On (MCA)
6	6	DIXIE CHICKS Without You (Monument)
8	7	TIM MCGRAW My Next Thirty Years (Curb)
7	8	VINCE GILL Feels Like Love (MCA)
9	9	SARA EVANS Born To Fly (RCA)
10	10	KENNY CHESNEY I Lost It (BNA)
12	11	ALAN JACKSON www.Memory (Arista)
11	12	MARTINA MCBRIDE There You Are (RCA)
13	13	PATTY LOVELESS That's The Kind Of Mood I'm In (Epic)
15	14	LONESTAR Tell Her (BNA)
14	15	SHANIA TWAIN I'm Holdin' On To Love... (Mercury)
17	16	TERRI CLARK A Little Gasoline (Mercury)
16	17	BILLY RAY CYRUS You Won't Be Lonely Now (Monument)
20	18	CHAD BROCK The Visit (Warner Bros.)
19	19	CHRIS CAGLE My Love Goes On And On (Virgin)
22	20	CLARK FAMILY EXPERIENCE (Meanwhile) Back At... (Curb)
21	21	REBA MCBENTIRE We're So Good Together (MCA)
23	22	CLAY DAVIDSON I Can't Lie To Me (Virgin)
26	23	JO OEE MESSINA Burn (Curb)
25	24	LEE ANN WOMACK Ashes By Now (MCA)
24	25	RASCAL FLATTS This Everyday Love (Lyric Street)
27	26	JAMIE O'NEAL There Is No Arizona (Mercury)
28	27	KENNY ROGERS He Will, She Knows (Dreamcatcher)
29	28	GARYL WORLEY A Good Day To Run (DreamWorks)
30	29	KEITH URBAN But For The Grace Of God (Capitol)
31	30	TRACE ADKINS I'm Gonna Love You Anyway (Capitol)

#### #1 MOST ADDED

TOBY KEITH You Shouldn't Kiss Me Like.. (DreamWorks)

#### #1 MOST INCREASED PLAYS

JO OEE MESSINA Burn (Curb)

#### TOP 5 NEW & ACTIVE

- JESSICA ANDREWS Who I Am (DreamWorks)
- MINDY MCCREADY Scream (Capitol)
- COLLIN RAYE She's All That (Epic)
- NEAL COTY Legacy (Mercury)
- GEORGIA MIDDLEMAN Kick Down The Door (Giant)

COUNTRY begins on Page 86.

### ALTERNATIVE

LW	TW	
1	1	FUEL Hemorrhage (In My Hands) (550 Music/Epic)
3	2	OFFSPRING Original Prankster (Columbia)
4	3	BLINK-182 Man Overboard (MCA)
5	4	3 DOORS DOWN Loser (Republic/Universal)
2	5	GREEN DAY Minority (Reprise)
6	6	INCUBUS Stellar (Immortal/Epic)
8	7	U2 Beautiful Day (Interscope)
7	8	ORGY Fiction (Dreams In Digital) (Elementree/Reprise)
9	9	LIMP BIZKIT Rollin' (Flip/Interscope)
11	10	RADIOHEAD Optimistic (Capitol)
10	11	PAPA ROACH Last Resort (DreamWorks)
13	12	A PERFECT CIRCLE 3 Libras (Virgin)
14	13	PAPA ROACH Broken Home (DreamWorks)
12	14	DISTURBED Stupify (Giant/Reprise)
21	15	LIFHOUSE Hanging By A Moment (DreamWorks)
16	16	GODSMACK Awake (Republic/Universal)
19	17	LINKIN PARK One Step Closer (Warner Bros.)
15	18	EVERLAST Black Jesus (Tommy Boy)
18	19	SR-71 Right Now (RCA)
20	20	COLLECTIVE SOUL Why Pt. 2 (Atlantic)
25	21	GOOD CHARLOTTE Little Things (Epic)
23	22	STONE TEMPLE PILOTS No Way Out (Atlantic)
26	23	EVE 6 On The Roof Again (RCA)
48	24	EVERCLEAR When It All Goes Wrong Again (Capitol)
27	25	MARILYN MANSON Disposable Teens (Nothing/Interscope)
33	26	MOBY F/GWEN STEFANI Southside (V2)
24	27	(HED) PLANET EARTH Bartender (Volcano/Live)
38	28	DUST FOR LIFE Step Into The Light (Wind-up)
28	29	RAGE AGAINST THE MACHINE Testily (Epic)
32	30	DEFTONES Back To School (Mini Maggit) (Maverick)

#### #1 MOST ADDED

RAGE AGAINST THE MACHINE Renegades Of Funk (Epic)

#### #1 MOST INCREASED PLAYS

EVERCLEAR When It All Goes Wrong Again (Capitol)

#### TOP 5 NEW & ACTIVE

- AARON LEWIS AND FRED DURST Outside (Flawless/Geffen/Interscope)
- SPINESHANK Synthetic (Roadrunner)
- AT THE DRIVE-IN One Armed Scissor (Grand Royal/Virgin)
- INSANE CLOWN POSSE Let's Go All The Way (Island/IDJMG)
- FATBOY SLIM Ya Mama (Skint/Astralwerks/Virgin)

ALTERNATIVE begins on Page 127.

### NAC/SMOOTH JAZZ

LW	TW	
1	1	JEFF KASHWA Hyde Park ("Ah, Oooh" Song) (Native Language)
2	2	STEVE COLE Got It Goin' On (Atlantic)
4	3	CRAIG CHAQUICO Cafe Carnival (Higher Octave)
3	4	MICHAEL LINGTON Twice In A Lifetime (Samson)
5	5	WALTER BEASLEY Comin' At Cha (Shanachie)
7	6	SADE By Your Side (Epic)
6	7	DAVE KOZ Can't Let You Go (The Sha...) (Capitol)
8	8	VARIOUS ARTISTS Manenberg (Heads Up)
10	9	CHELI MINUCCI My Girl Sunday (Shanachie)
9	10	AL JARREAU Last Night (GRP/VMG)
15	11	BRIAN BROMBERG Relentless (Native Language)
16	12	GROVER WASHINGTON JR. Chameleon (Telarc)
18	13	BONEY JAMES All Night Long (Warner Bros.)
14	14	MICHAEL MCDONALD The Meaning Of Love (Ramp)
11	15	DAVID BENJIT Red Baron (GRP/VMG)
12	16	JEFF GOLUB F/PETER WHITE No Two Ways About It (GRP/VMG)
17	17	CHUCK LOEB Blue Kiss (Shanachie)
13	18	EUGE GROOVE Vinyl (Warner Bros.)
25	19	BONEY JAMES & RICK BRAUN R.S.V.P. (Warner Bros.)
19	20	STING She Walks This Earth (Telarc)
23	21	BETTE MIDLER Love T.K.O. (Warner Bros.)
20	22	WARREN HILL Mambo 2000 (Narada)
22	23	JOE MCBRIDE Texas Rhythm Club (Heads Up)
21	24	RONNIE LAWS Old Days/Old Ways (HDH)
24	25	ERIC ESSIX Rainy Night In Georgia (Zebra)
27	26	RIPPINGTONS Cruisin' Down Ocean Drive (Peak/Concord)
26	27	JAZZMASTERS London Chimes (Hardcastle/Trippin' N' Rhythm)
28	28	FOURPLAY Robo Bop (Warner Bros.)
29	29	RONNY JORDAN F/ROY AYERS Mystic Voyage (Blue Note)
—	30	BONA FIDE X-Ray Hip (N-Coded)

#### #1 MOST ADDED

GEORGE BENSON Medicine Man (GRP/VMG)

#### #1 MOST INCREASED PLAYS

BONEY JAMES & RICK BRAUN R.S.V.P. (Warner Bros.)

#### TOP 5 NEW & ACTIVE

- KIRK WHALUM Now Til Forever (Warner Bros.)
- BRENDA RUSSELL You Can't Hide Your Heart. (Hidden Beach/Epic)
- OAN SIEGEL From The Heart (Legacy/Epic)
- GREGG KARUKAS Chasing The Wind (N-Coded)
- YULARA Flynn' High (Higher Octave)

NAC begins on Page 111.

### ADULT ALTERNATIVE

LW	TW	
1	1	U2 Beautiful Day (Interscope)
2	2	WALLFLOWERS Sleepwalker (Interscope)
3	3	BARENAKED LADIES Pinch Me (Reprise)
6	4	SHAWN MULLINS Everywhere I Go (Columbia)
4	5	DAVID GRAY Babylon (ATO/RCA)
7	6	MARK KNOPFLER What It Is (Warner Bros.)
5	7	STING After The Rain Has Fallen (A&M/Interscope)
8	8	DANDY WARHOLS Bohemian Like You (Capitol)
9	9	JOAN OSBORNE Safety In Numbers (Interscope)
13	10	FIVE FOR FIGHTING Easy Tonight (Awards/Columbia)
11	11	JOHN HIATT Before I Go (Vanguard)
12	12	PAUL SIMON Old (Warner Bros.)
14	13	INDIGENOUS Rest Of My Days (Pachyderm)
15	14	CREED With Arms Wide Open (Wind-up)
10	15	STONE TEMPLE PILOTS Sour Girl (Atlantic)
17	16	DEXTER FREEBISH Leaving Town (Capitol)
19	17	MATCHBOX TWENTY If You're Gone (Lava/Atlantic)
16	18	LENNY KRAVITZ Again (Virgin)
20	19	PAT MCGEE BAND Rebecca (Giant/WB)
18	20	FOO FIGHTERS Next Year (Roswell/RCA)
26	21	COLLECTIVE SOUL Why Pt. 2 (Atlantic)
24	22	KEB' MO' Come On Back (550 Music/Epic)
25	23	MATCHBOX TWENTY Crutch (Lava/Atlantic)
29	24	VERTICAL HORIZON You're A God (RCA)
—	25	DAVID GRAY Please Forgive Me (ATO)
28	26	EVERCLEAR AM Radio (Capitol)
30	27	RADIOHEAD Optimistic (Capitol)
—	28	B.B. KING/ERIC CLAPTON I Wanna Be (Duck/Reprise)
27	29	FINISH Back On The Train (Elektra/EEG)
21	30	COUNTING CROWS All My Friends (DGC/Geffen/Interscope)

#### #1 MOST ADDED

JOSH JOPLIN GROUP Camera One (Artemis)

#### #1 MOST INCREASED PLAYS

TRACY CHAPMAN It's Ok (Elektra/EEG)

#### TOP 5 NEW & ACTIVE

- DIDD Thankyou (Arista)
- TRACY CHAPMAN It's Ok (Elektra/EEG)
- BOB WEIR AND RATDOG Odessa (Arista)
- 3 DOORS DOWN Kryptonite (Republic/Universal)
- BRUCE HORNSBY Sunflower Cat/It Takes... (RCA)

ADULT ALTERNATIVE begins on Page 137.

# Publisher's Profile

By Erica Farber



## TOM ROLI

President & Publisher, Webnoize

**State of the Internet:** "It's in a lot better place than it was five or six years ago. I hear complaints that the labels are still moving very slowly, but they have no reason to move quickly. They're worried about protecting their content, which is exactly what they should do. They're also interested in making money, which is what you're supposed to do with your company.

"It's progressing. I had hoped that we would have been using digital distribution at this point. It seems as though it's still three or four years from being really mainstream. There were many opportunities lost by the industry to get people more involved in the music industry again. Napster — for all the bad things everybody has said about it from the industry side — has done one very positive thing: It's gotten people interested in music again."

**The changing relationship between radio and the Internet:** "The traditional model for the radio industry converts very well to the Internet. I feel the same way about broadcast and cable TV. They've really developed a method of paying for content for public use. Because of the fact that you watch TV or listen to radio, the conception is that they're free. But that isn't the case; they're being paid for by advertising. Both of these segments of the industry convert very well to the Internet, because it's going to be possible to take the same feeds they use for their traditional broadcasts and supplement them with additional streams of information and still have an advertising-supported revenue model.

"For a company starting on the Internet, it's not nearly as easy, because advertising revenue won't support a company. However, if you have a traditional broadcast model associated with it, it is possible to sustain a business. The fact that there's an Internet component is just additional audience, and it gives you the ability to have global coverage. You're not tied to a specific region anymore."

**Biggest challenges:** "Licensing, across the board. The ability for companies to know that they can legally put up the stream they're broadcasting. Up to this point it has been somewhat of a gray area as to who's going to be collecting the 'broadcast fees.' A lot of radio people are saying that when some kind of a rule is established, they'll either stop or sign up for licensing at that point and be able to move forward. At this point in time it's moved past the test phase to something that's maybe a value-added item for their customers. I don't know if this is something that's going to be resolved in the short term."

**Most exciting thing on the Internet today:** "I have always been thrilled with the concept of on-demand movies and music. At this moment the most exciting thing that's going on is that 95% of the companies that don't have viable models are going out of business. We've been saying for a number of years that the valuations these Internet companies are getting are just atrocious. A mom-and-pop store couldn't have a \$100 million valuation. It's not possible.

"I always thought that companies should have to prove themselves before they were given hundreds of millions of dollars. Now the venture capital market has dried up. They are becoming a little more cautious about who they write checks to. It is the wonderful beginning point for the Internet. What you'll see are companies that spend the time and money to research and put out business models that are actually viable."

**How the Webnoize conference began:** "We came up with the idea in 1998. We put together Webnoize '98, which happened in Los Angeles. We brought about 650 people together for three days and basically discussed the issues at hand. We thought that this was a very

intelligent extension of our business model, because we were already publishing news for tens of thousands of people a day, and a lot of those people were saying that it would be nice if we could create some kind of community to talk about the issues.

"A number of conferences were started at that time by people who didn't have any actual knowledge of the industry, but who were good at putting on conferences. We thought it would be interesting to create a series of events based more on executive education and that would be more of a forum or summit type of event where people could learn about the actual issues and, hopefully, come to a way of resolving some of them."

**Something about Webnoize that might surprise our readers:** "We've been around since 1994. It is strange to people that there were companies working on the Internet in '94."

**Most influential individual:** "My father. He made a wonderful life for my family, and he has always pushed me to do something that I love doing."

**Career highlight:** "The day we got our first subscriber. We launched our subscription service the same day that Microsoft launched Slate, an online publication that they were pushing as a subscription service. It didn't last very long. They found out quickly that people weren't going to pay for it. Other days that pop into my head are the first time I was able to speak on the phone to a Rob Glaser or a Mark Cuban, people who have contributed to our space. I love it when I get a call from somebody in the industry who's looking for information. Our hope is that we are running a business that will be around for 20 years."

**Career disappointment:** "We haven't gone after an outside round of financing yet. In retrospect, we would have had an easier time if we had gone out looking for money when the venture capital community was shoveling it at people. Our business has been profitable since 1996. I don't know another Internet company that can say that. It would have been nice to grow faster, but the things we've done to sustain the business have made us valuable to people. We're not willing to change our editorial policy or to bend even a little bit. This is the information: this is how we think."

**Favorite radio format:** "I'm a Jazz guy, bebop."

**Favorite television show:** "Pretty much anything. I'm a fan of entertainment."

**Favorite Internet site:** "I spend a lot of time at Yahoo!"

**Favorite song:** "A Night in Tunisia."

**Favorite book:** "Right now it's *The Entertainment Economy* by Michael Wolf. The latest book I'm reading is probably my favorite."

**Favorite movie:** "*Butch Cassidy and the Sundance Kid*."

**Favorite restaurant:** "The dining room at the Plaza Hotel in New York."

**Beverage of choice:** "A nice Italian wine."

**Hobbies:** "I sail. My other hobby would be writing music."

**E-mail address:** "trolli@webnoize.com."

**Advice to broadcasters:** "Radio broadcasters need to stick it out. They should not be scared of what the Internet can do to their business, but rather understand what extensions it can provide to their current business. It's a wonderful way for people to interact with the station or the DJ or the particular show. That, if utilized correctly, is probably the most valuable thing that any business could ever want, because it identifies who your customers are. It lets them tell you what they like about you and what they don't like about you. It provides you with a wonderful marketing channel."

**N**ext week 1,200 or so entertainment and music executives will meet in Los Angeles to learn more about the Internet and their place on it. This annual event is produced by Webnoize, an online publication founded to provide information related to the digital entertainment industry.

Tom Roli is President and Publisher of Webnoize. He co-founded the company with Joanne Marino and is responsible for overseeing its day-to-day operations. Roli's background is quite unique. He is an award-winning composer, musician and producer. An accomplished trumpet player, he has performed with Miles Davis, Dizzy Gillespie and Clark Terry, to name a few.

**The founding of Webnoize:** "We launched Jan. 1, 1997, although we had been working on it from '95 on. We began as a news service, writing original news and pointing to other people's news on a daily basis. That was the true long-term vision for the company, because we knew that having an original content play was definitely something we wanted to do and that it was eventually going to be a very good and sustainable source of revenue for our company.

"Joanne has a background in journalism. She had been Editor-in-Chief of a number of national publications and has a degree in journalism, and she's worked in the record industry for a number of different labels. The two of us got together and decided that this is what we wanted to do."

**Editorial policy:** "It is a straight news service. We do not take sides or write opinions on things. We get a lot of complaints from both sides of the aisle. We get complaints from the RIAA and the record industry that we're too Napster-centric; then we get complaints from the Napster people and the peer-to-peer communities that we're too industry-centric."

**The subscriber base:** "A large percentage are involved in the music community. Thirty percent are from the investment community. We do a lot of consulting and research for the investment community. Because we track the space every day, it's a very good resource for them. An additional 30%-35% are entertainment-industry executives.

"We're feeding the news of the day and a number of feature articles a week, and we are now starting to add monthly research components as part of the subscription fee. We've had a working subscription model on the Internet for the last 2 1/2 years. Right now we're delivering our news to 85,000 or 90,000 unique people a month."

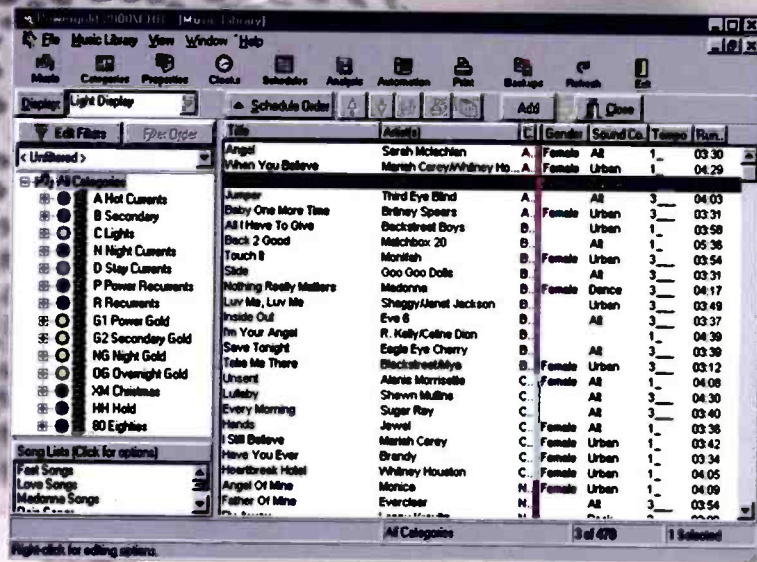
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Album Executive Producers: Cory Rooney and Jennifer Lopez

Album Associate Producer: Chris Apostle

Management: Benny Medina, David Guillod and Jeffrey Norskog

Taken from the forthcoming Epic release J.Lo (63786)

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