

Multiformat Roach Infestation

StreamWorks recording artists **Papa Roach** grab a large week at several **R&R** formats. The band's debut single, "Last Resort," climbs to No. 1 at Active Rock, is No. 2 at Alternative (and within earshot of the top) and, for good measure, debuts at No. 1 on **R&R's** Callout America CHR/Pop survey.

PAPA ROACH

R&R

THE INDUSTRY'S NEWSPAPER
www.rronline.com
Semiannual Marketing Special

This week all of **R&R's** format editors offer marketing-related columns. Plus, in an expanded Management, Marketing & Sales section, our very own **Pam Baker** profiles the six finalists for **R&R's** Marketing Director of the Year award, including the winner — Clear Channel/Los Angeles' **Von Freeman** (pictured). It all begins on Page 10.


THE FIRST SINGLE FROM THE NEW ALBUM REVELATION
AIRPLAY
8/01

"GIVE ME JUST ONE NIGHT"
(UNA NOCHE)

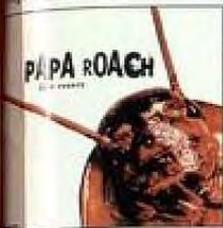

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ALBUM IN STORES SEPTEMBER 26, 2000
STILL TO COME

MTV MAKING OF THE VIDEO (7/26) • MTV TOTAL REQUEST LIVE (7/27)
TEEN CHOICE AWARDS (8/22) • MTV "1ST LISTEN" (9/19)
MTV 98 WEEKEND (9/23) • DISNEY CONCERT SPECIAL (10/7)
TEEN PEOPLE (COVER) • YM (COVER) • SUMMER MUSIC MANIA (FOX)
MISS TEEN PAGEANT (CBS 8/26) • KIDS DAY (CBS 8/27)

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Get an insider's look at some of radio's most successful marketing professionals as Sales & Marketing Editor Pam Baker introduces you to this year's R&R Industry Achievement Award nominees for Marketing Director of the Year. This week's Management, Marketing & Sales section also provides valuable information on protecting against workplace violence. "The Justice Department estimates that 1 million violent crimes occur in the workplace each year," warns Linda Madonna of Corporate Family Network. "We are all vulnerable."

Pages 10-18

GM SPOTLIGHT: COX/LONG ISLAND'S KIM GUTHRIE

This week's GM Spotlight shines on WBAB, WBLI & WHFM/Long Island's Kim Guthrie. When asked what she was most proud of, Guthrie replied, "The unique decision my husband and I made 10 years ago to have him quit his job in the radio business to become a full-time dad. Back then some people thought we were nuts, when we were really blazing a new trail." Read more about this groundbreaking GM in the Management, Marketing & Sales section.

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IN THE NEWS

- Houston radio legend Dickie Rosenfeld dies at 77
- Larry Mestel named Exec. VP at Arista
- Steve Barrett becomes WJFK-AM Baltimore PD
- Bruce Agler now GM for KOTK & KWJ/Portland; Ken Boesen set as WJJ PD

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THIS #1 WEEK

- POP**
SYNCH It's Gonna Be Me (Live)
- CHR/RHYTHMIC**
NELLY Country Grammar (Fo' Real/Universal)
- URBAN**
NEXT Wiley (Arista)
- URBAN AC**
YOLANDA ADAMS Open My Heart (Elektra/EEG)
- COUNTRY**
LEE ANN WOMACK I Hope You Dance (MCA)
- AC**
FAITH HILL Breathe (Warner Bros.)
- HIT AC**
MATCHBOX TWENTY Bent (Lava/Atlantic)
- R&B/SMOOTH JAZZ**
JAMES & BRAUN Grazie! In The Grass (Warner Bros.)
- ROCK**
DREDD With Arms Wide Open (Wind-up)
- ACTIVE ROCK**
PAPA ROACH Last Resort (DreamWorks)
- ALTERNATIVE**
RED HOT CHILI PEPPERS Californication (Warner Bros.)
- ADULT ALTERNATIVE**
MATCHBOX TWENTY Bent (Lava/Atlantic)

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DOJ Blesses Clear Channel-AMFM Merger

■ Cumulus changes Clear Channel deal ... again

By WALTER STARKLING
R&R WASHINGTON BUREAU
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The Department of Justice has given its blessing to Clear Channel Communications' merger with AMFM Inc. The companies will become unified by around Labor Day.

To accomplish the merger, which will create a behemoth comprising 985 stations (a number that is subject to change by the hour), Clear Channel disposed of 107 stations in two dozen markets. But even that deal netted the company \$3.1 billion in cash and major station swaps with Regent Communications and Cumulus Media.

After all the math is done, Clear Channel ends up with a market capitalization of \$44 billion — a long way from the \$175,000 that Lowry Mays invested in his first property, KAJA-FM/San Antonio.

Executives from competitive superpower Infinity Broadcasting did not comment on the merger approval, despite being

the beneficiary of 18 spinoff stations. Other major purchasers included Radio One (12 stations), Regent (10), Inner City (nine), Cox Radio (seven) and Chase Partners (six). Even Emmis, which was snubbed in the initial round of spinoffs, picked up a few stations when Clear Channel was told it could not sell any stations to Hispanic Broadcasting, in which Clear Channel has a sizeable investment.

Cumulus Shuffle

In the meantime, Cumulus announced this week that it has amended its deal involving Clear Channel spinoffs for a second time. Back in March, when Clear Channel first announced its spinoffs, Cumulus was to give up five Chattanooga, TN stations and \$159 million in exchange for 11 Clear Channel stations. The deal was amended in May, whereby Cumulus would increase the number of stations

CLEAR CHANNEL/See Page 35

Arbitron Kids With Diaries

■ Preteens get diaries for first time

By ROS ROZENCUS
R&R EDITOR-IN-CHIEF
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About 1,300 kids under 12 years old were Arbitron diary-keepers earlier this year. The results of their listening will be used with the hope of tapping into the billions of dollars spent on advertising and nonspot marketing targeted to preteens.

Arbitron measured the young listeners at the behest of radio

stations belonging to Clear Channel Communications, AMFM Inc. and Emmis Communications. The measurements were done in New York, Los Angeles and Minneapolis.

Specific listening figures haven't been released yet, but Arbitron did share some insight it had gleaned from the diaries. Most importantly: Kids did a fairly

ARBITRON/See Page 35

Blair Becomes Arista Exec.VP

Arista Records has tapped Jerry Blair as its new Exec. VP. Based in New York, he reports to President/CEO Antonio "L.A." Reid.



Blair

Blair will oversee non-urban music promotion and marketing functions, as well as online activities at the company.

"Jerry is an experienced music industry professional who contributes a wide expertise in every facet of the business to our newly aligned senior executive staff," Reid said. "His energy and creativity are well-known, and we look forward to bringing his passionate love of music to the label."

Blair joins Arista after more than 11 years at Columbia Records, most recently as Columbia Records Group Exec. VP. He began his music industry

BLAIR/See Page 35

Mays: 'We Must Bring Minorities Into The Loop'

His company was busy getting DOJ approval on the AMFM

merger, but Clear Channel Chairman/CEO Lowry Mays made time last week (7/20) for the seventh annual Minority Media & Telecommunications Council Awards Luncheon in Washington, DC.

"The industry must go out of its way to bring minorities into the loop," he said, asking the MMTC to "fight for tax certificates" for selling to minorities. About 40 Clear Channel-AMFM spinoffs are going to minority buyers, including Radio One, which is paying \$1.3 billion for 12 stations.

Radio One founder/Chairperson Cathy Hughes received



Mays

MAYS/See Page 35

Elektra Appoints Reese SVP/Promo

Elektra Entertainment Group has appointed Dennis Reese Sr. VP/Promotion. Based in New York, he reports to Exec. VP/GM Greg Thompson.



Reese

"Dennis' fierce dedication to promotion, as well as his tremendous expertise as a manager, makes him the quintessential player to join our already great staff," Thompson said. "His leadership is certain to bring Elektra to even greater heights."

Reese joins Elektra from C2 Records, where he was Sr. VP/Promotion. Prior to C2 he was

REESE/See Page 28

Country, N/T Surge In Latest Arbs

Country flexed its muscles in the latest round of spring 2000 Arbitrons: Infinity's KILT-FM saw a remarkable 4.2-6.2 rise to take second place in Houston, while in Dallas, ABC's KSCS grew 5.0-5.3 and Susquehanna's KPLX increased 4.6-5.2 for third and fourth place. News/Talk also saw impressive results: WTAM/Cleveland stormed into first (thanks to Cleveland Indians baseball) with a 6.5-8.6 rise, and KTAR/Phoenix climbed 4.8-5.9 for second place.

San Francisco

Station (Format)	W1 '00	Sp '00
KGO-AM (N/T)	6.9	7.1
KCBS-AM (News)	4.9	4.4
KOIT-A/F (AC)	4.1	4.2
KMEL-FM (CHR/Rhy)	3.4	4.1
KZOL & KZDL (Reg. Mex.)	2.9	3.7

Dallas-Ft. Worth

Station (Format)	W1 '00	Sp '00
KKDA-FM (Urban)	6.6	7.2
KHKS-FM (CHR/Pop)	5.8	6.3
KSCS-FM (Country)	5.0	5.3
KPLX-FM (Country)	4.6	5.2
WBAP-AM (N/T)	4.8	4.2

Boston

Station (Format)	W1 '00	Sp '00
WBZ-AM (N/T)	8.9	7.3
WVKS-FM (CHR/Pop)	5.2	6.0
WMLX-FM (AC)	5.4	5.5
WRKO-AM (N/T)	5.1	5.0
WJMH-FM (CHR/Rhy)	4.3	4.9

Washington, DC

Station (Format)	W1 '00	Sp '00
WPSC-FM (CHR/Rhy)	5.7	5.9
WHUR-FM (Urban AC)	8.5	5.5
WKYS-FM (Urban)	5.8	5.1
WQMS-FM (Classical)	4.5	4.6
WROX-FM (Hot AC)	4.1	4.5

COMPLETE RESULTS FROM 11 MAJOR MARKETS, PAGE 34

Mayne, Saporiti Get Defined SVP Posts At WB/Nashville

By CARMY GILBERT
R&R NASHVILLE BUREAU
gilbert@rroonline.com

Two Sr. VPs at Warner Bros. Records/Nashville have been promoted and assigned new titles: Bill Mayne is now Sr. VP/GM, and Bob Saporiti is Sr. VP/Global Marketing. Designed to more strongly define the execs' individual roles at the company, the new titles reflect Mayne's focus on day-to-day administrative activities and Saporiti's expanded responsibilities in domestic and international marketing.

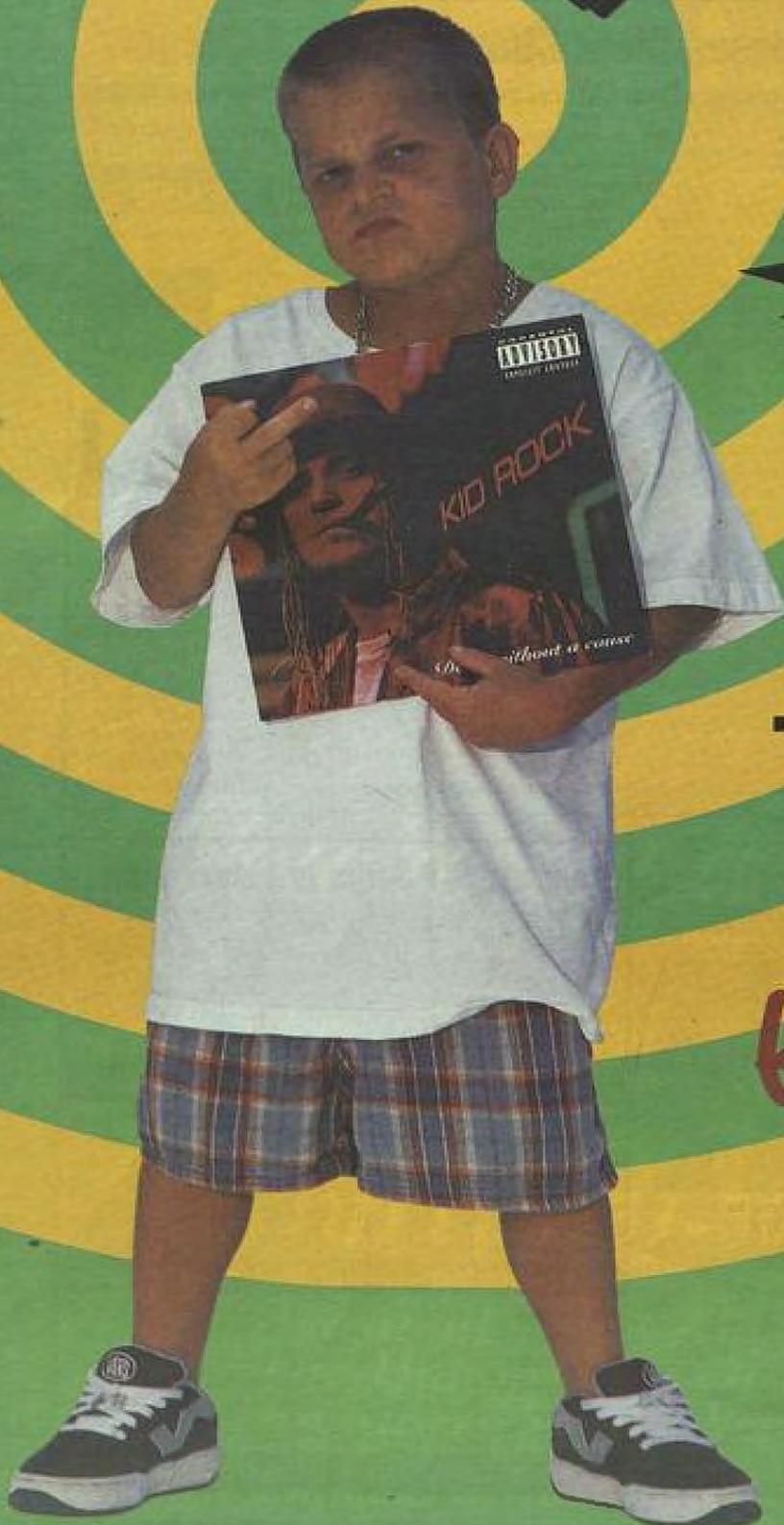
Warner Bros./Nashville President Jim Ed Norman said, "Bill and Bob have both the experience and the commitment to help us ensure the best possible

WB/NASHVILLE/See Page 35

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Mestel Tapped As Arista Exec. VP/GM

Arista Records has named Larry Mestel Exec. VP/GM. Based in New York, he reports to President/CEO Antonio "L.A." Reid and will oversee business affairs, international, finance, production, special markets, administration, sales (noncreative) and the company's West Coast Arista operation.



Mestel

"Larry is at the top of his field, and we are extremely fortunate to have him at Arista," Reid remarked. "His wide knowledge of the music, film and publishing businesses is unparalleled. I couldn't be happier to have him working alongside me during this pivotal time in Arista's history."

MESTEL/See Page 35

WJFK-AM/Baltimore Elevates Barrett To Program Director

Steve Barrett has been named PD at WJFK-AM/Baltimore. Barrett has been with the station for the past 2 1/2 years and most recently served as Asst. PD under WJFK & WLIF OM Gary Balaban, who remains in that post.

"This move is basically a reorganization of duties that will give Gary more time to oversee AC WLIF," Barrett told R&R. "I'm looking forward to taking over additional new duties at WJFK, and I'm really excited about the opportunity to continue working closely with Gary to help kick this station up to

BARRETT/See Page 35

Bedford Becomes InfoStream VP/Sales

Brad Bedford has been named VP/Sales for InfoStream. Arbitron's webcast audience ratings service. He will continue to serve as Arbitron's VP/Asian Marketing.

Bedford previously spent 12 years running Arbitron's West Coast sales and training effort. He joined the company 19 years ago as a salesperson in the Chicago office. Before that he was GM at WCBN/Ann Arbor, MI.

"In his nearly 20 years with Arbitron Brad has become one of

BEDFORD/See Page 35

Rappaport Receives Gift For 30th Anniversary



Columbia Records President Don Jenner recently presented Columbia VP/Broadcasting & Event Marketing Paul Rappaport with an Eric Clapton signature model Martin guitar in honor of Rappaport's 30 years with the company. Rappaport developed The Columbia Records Radio Hour and A&E Television's Emmy-winning Live by Request series. Pictured (l-r) with the guitar are Jenner and Rappaport.

Houston Legend Rosenfeld Dies At 77

'The Padnah' managed KILT-AM & FM for 35 years

Houston radio legend Dickie Rosenfeld, who spent 35 years as President/GM of KILT-AM & FM, died July 19 of congestive heart failure. He was 77.

"The Padnah," as he was affectionately known, was GM of KIKK-AM & KILT-AM for five years before his recent retirement, when his son John took over the position. He had been an integral part of the Houston radio and advertising scene since 1950.

"Dickie was one of America's great broadcasters," Infinity Radio President Dan Mason said. "I am fortunate to have had the opportunity to work with and learn from him over the past 20 years. 'The Padnah' has long been recognized for

his leadership and for his ability to foster talent."

During his tenure as President/GM of KILT, Rosenfeld received numerous accolades and awards, including the Silver Medal from the American Advertising Assn. He was Ex-Officio Director of the Houston Livestock Show & Rodeo, Past Director of the Variety Boys Club and chief fund-raiser for KTSU, the campus radio station of Texas Southern University.

He is survived by his wife, Denise, two sons, two daughters and five grandchildren. In lieu of flowers, the family requests that donations be made to the national Kidney Foundation of Southwest Texas, 2400 Augusta Dr., Houston, TX 77057.

Agler Now OM At KOTK & KWJJ/Portland

Boesen set to become PD at WJJ on Aug. 21

KOTK/Portland PD Bruce Agler has been elevated to the newly created position of OM for the Fisher Talk outlet and its FM Country sister, KWJJ. Concurrently, KSKS/Fresno PD Ken Boesen has been hired as KWJJ's new PD, effective Aug. 21. He succeeds Robin Mitchell, who left last month to start an Internet company.

"I expect the team of Bruce and Ken will dramatically impact our future in a positive way," KOTK & KWJJ VP/GM Ron Carter commented. "Both guys are double-smart. They shoot up on radio. They know Country. And they're not afraid



Boesen

to get their hands dirty to win."

Agler joined KOTK as PD in November '97. His background includes programming and operations experience at Country outlets KAKT/Medford, OR; KUGN/Eugene, OR; KRST/Albuquerque; and KIIM/Tucson. "Working with KOTK, Fisher Broadcasting and Ron Carter has been the best gig of my career," Agler commented. "Now it gets even better, as I will be involved with country music once again, while working with one of the most respected and successful Country

KWJJ/See Page 28

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Marszalek Joins VH1 As VP/Music Prog.

Paul Marszalek has been tapped as VP/Music Programming at VH1. Most recently OM at KFOG/San Francisco, Marszalek will now oversee the programming and scheduling of music at VH1, as well as the new VH1 digital channels. He also will take an active role in creating new video-driven programs and redesigning video music hours on the network.

"Paul's success in radio programming has prepared him to be a vital catalyst in remodeling how we



Marszalek

present music on our network," said VH1 Exec. VP Wayne Isaak. "His mission is to help us create a new style of entertaining viewers with video clips, music news and themed programs."

Prior to working at KFOG, Marszalek was OM at KTCT/San Francisco. He began his career at WXRT/Chicago as MD and later rose to be that station's Asst. PD. Marszalek has also consulted for KKZN/Dallas, Internet radio site Spinner.com and Moscow's Radio Maximum.

Artemis Appoints Glassman VP/Promo

Artemis Records has named Todd Glassman VP/Promotion. Based in New York, he reports to President Daniel Glass.

"It is rare to find someone who is focused and driven with so much passion for music," Glass remarked. "I have nurtured some incredible executives, and I am convinced that Todd has everything it takes to go to the top."

Glassman joined the company from Epic Records, where he served

as VP/Pop Promotion for five years. Prior to that he was the label's New York promotion representative. He began his music industry career in local promotion for IRS Records.

"[Artemis/Sheridan Square Entertainment founder] Danny Goldberg and Daniel Glass have started the most exciting independent label in many years, and I'm thrilled to be on the ground floor," Glassman commented. "Our music and artists will be heard everywhere."

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Cox Turns In Stellar Q2 Report

■ Saga, Tribune, Gaylord also release earnings numbers

By Ron Roubicek
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ronr@rromline.com

Washington — One need only look at the bottom line to see just how well the radio industry is doing. Cox Radio Inc. (Nasdaq: CXR) reported an 18% gain in same-station revenues and a 28% increase in same-station cash flow for the second quarter. The company's per-share earnings of 15 cents easily beat street expectations of 10 cents.

Cox's earnings in the same quarter last year were 38 cents per share, but that included a \$23 million gain on the sale of stations in Syracuse, Cox's financial picture was superb in just about every other category as well. Its net revenues ballooned to \$95 million from \$79 million in Q2 '99, thanks in part to acquisitions in Honolulu, Tampa, Jacksonville, Louisville, Miami and elsewhere. Broadcast cash flow on a groupwide basis rose from \$30.7 million to \$37.9 million. Cox's BCF margins on a same-station basis increased from 35.3% to 38.4%.

In the first half of 2000 Cox's revenues were \$171.5 million, compared to \$139 million in the first six months of 1999. BCF increased 28% to \$64.6 million, and net income per share was 53 cents vs. 42 cents a year earlier. In its financial filing Cox announced it had terminated an LMA for WCNN-AM/Atlanta on April 2 of this year.

More second-quarter numbers:

• **Saga Communications** (Nasdaq: SGA) revenues increased 11.6% to \$26.2 million (7% on a same-station basis). Broadcast cash flow jumped 18% overall and 15% same-station to \$10.7 million. Net income fell from \$2.6 million (16 cents per share) to \$2.1 million (13 cents) due to a non-recurring \$1.3 million charge associated with the sale of Saga's investment in six FM stations in Iceland.

• In its first earnings report since buying Times Mirror Co. for \$8 billion, Tribune (NYSE: TRB) said Q2 earnings rose 14% to \$119 million (44 cents per share), two cents ahead of First Call analysts' expectations. Tribune's broadcasting and entertainment sector, which includes WGN-AM/Chicago and KEZW, KKHK & KOSI/Denver, reported operating profit rose 34% to a record \$142 million, up from \$106 million in Q2 '99. Operating

revenues increased 20% to \$418 million.

• **Gaylord Entertainment** (NYSE: GET) reported Q2 revenues of \$128.7 million, 11.3% higher than in the same quarter in 1999. Operating cash flow was a negative \$400,000, compared to a positive \$11.4 million the previous year. The company posted a loss of \$14.2 million for the quarter (43 cents per share) compared to net income of \$700,000 (2 cents) in '99. The company said its numbers were impacted by its investments in two new Opryland Hotel operations in Florida and Texas, as well as a record label and Internet initiatives. Gaylord also owns WWTN-AM and WSM-AM & FM/Nashville.

The Cox results spurred three analysts to reiterate their positive ratings on the issue. Merrill Lynch's Keith Fawcett reiterated his long-term "buy" rating, with a 12- to 18-month target price of \$35 per share. First Union's James Boyle and Bear Stearns' Victor Miller both reiterated their "buy" ratings on the issue; Boyle's 12-month target price is \$33, while Miller's is \$28. Also, Boyle reiterated his "buy" rating on Saga with a \$26 target.

Calls From Wall Street

Company	Analyst	Rating	Target Price
Clear Channel	P. Gordon Hodge, Thomas Weisel Partners	Strong buy	N/A
	Drew Marcus, Deutsche Banc Alex. Brown	Strong buy	N/A
	Timothy Wallace, Banc of America Securities	Strong buy	N/A
	Leland Westerfield, PaineWebber	Strong Buy	\$92
	Niraj Gupta, Salomon Smith Barney	Buy	\$105
Ceridian	Geoffrey Jones, Donaldson Lufkin Jenrette	Buy	N/A
	Jessica Reif Cohen, Merrill Lynch	Near-term buy	N/A
	Matthew Roswell, Legg Mason Wood Walker	Strong buy	N/A
	Stephen Weber, SG Cowen	Strong buy	N/A
Citadel	Patrick Burton, Salomon Smith Barney	Outperform	N/A
	Susan Laceris, Jefferies & Co.	Accumulate	N/A
	Andrew Burns, PaineWebber	Neutral	N/A
	Timothy Wallace, Banc of America Securities	Strong buy	N/A
Cox Radio	Keith Fawcett, Merrill Lynch	Long-term buy	N/A
	Victor Miller, Bear Stearns	Buy	\$28
	Niraj Gupta, Salomon Smith Barney	Buy	N/A
	James Boyle, First Union Securities	Buy	\$33
	Keith Fawcett, Merrill Lynch	Long-term buy	\$35
Disney	Geoffrey Jones, Donaldson Lufkin Jenrette	Market outperform	N/A
	Christopher Dixon, PaineWebber	Buy	\$52
	David Londoner, ABN Amro	Buy	N/A
Emmis	Jessica Reif Cohen, Merrill Lynch	Near-term accumulate	\$50
	Geoffrey Jones, Donaldson Lufkin Jenrette	Buy	N/A
Hispanic	P. Gordon Hodge, Thomas Weisel Partners	Buy	N/A
	Keith Fawcett, Merrill Lynch	Near-term neutral	N/A
Saga	James Boyle, First Union Securities	Buy	\$26
Tribune	Peter Appert, Deutsche Banc Alex. Brown	Strong buy	N/A
	Rudolf Hokanson, CIBC World Markets	Strong buy	\$54
	Richard Reed, Credit Lyonnais	Buy	N/A
	Leland Westerfield, PaineWebber	Buy	\$65
	Kevin Grunich, Bear Stearns	Neutral	N/A
Viacom	Christopher Dixon, PaineWebber	Buy	\$80

Bloomberg BUSINESS BRIEFS

Clear Channel Buys 13 Sunburst Stations

Clear Channel Communications will pay Indianapolis-based Sunburst Media \$57 million for KGMV-AM & FM, KGBX-FM, KTOZ-FM & KKUS-FM/Springfield, MO; KAGY-FM & KKYS-FM/Bryan-College Station, TX; and KBBA-AM, KEAN-AM & FM, KEYJ-FM, KHYS-FM & KULL-FM/Arlene, TX. This deal, including all other pending acquisitions, lifts Clear Channel's radio holdings to about 874 stations.

Clear Channel To Sell \$3 Billion In Securities

Clear Channel has filed a shelf registration with the SEC to allow it to sell \$3 billion in securities. The company would be able to sell any combination of debt securities, preferred and common stock and trust-preferred securities over a two-year period. Clear Channel could also sell warrants and stock purchase contracts and units. The terms of the securities will be available at the time of sale. Clear Channel wasn't specific in stating the reason for the shelf registration, saying only that the proceeds would go toward "general corporate purposes."

Entercom Completes Kansas City Deals

Entercom Communications has closed on its acquisition of KCFX-FM, KCIY-FM, KQRC-FM & KXTR-FM/Kansas City from Sinclair Communications for \$126.6 million. At the same time Entercom finalized its divestiture of KCMO-AM & FM and KCFX to Susquehanna for \$113 million. Before the Sinclair purchase Entercom owned seven stations in the market; it is now at the FCC maximum of eight in Kansas City.

Cumulus Buys WKQB/Fayetteville, NC

Cumulus Media has purchased Fairfield Broadcasting's Classic Rock WKQB (B107)/Kansas City for \$16.5 million. Cumulus, which will begin programming the station under an LMA once the FCC approves the deal, also LMAs WFNC-AM & FM, WQSM-FM & WRCC-FM in the market and awaits closure on those stations.

FCC Begins Implementing 'CORES'

Conducting some business with the FCC will be easier, thanks to the Internet and the commission's CORES system. CORES stands for "Commission Registration System," a web-based, password-protected program that assigns the user a 10-digit registration number for doing business with the FCC. Once CORES is fully implemented, every entity filing an application or paying a fee will be able to identify itself with a registration number. However, the registration number will not replace call signs, license numbers or certification numbers. The FCC says use of the registration number is voluntary, although the commission will consider making it mandatory in the future, and it strongly recommends that people and organizations start using their numbers with all payments. To register online, visit www.fcc.gov and click on the CORES link. A public forum on the matter will be held July 31 at the commission.

Radio One Completes Bank Financing

Radio One has completed a \$750 million senior credit facility, used primarily to finance the \$1.3 billion acquisition of 12 Clear Channel-AM/FM spinoffs. Including pending deals, Radio One owns or operates 50 stations.

SBS Announces \$150 Million Credit Facility

Spanish Broadcasting System has secured a senior credit facility that includes \$125 million in term loans to fund acquisitions, including the pending purchase of Rodriguez Communications, and a six-year, \$25 million revolving credit facility to fund working capital. Lehman Brothers handled the paper.

Moody's Confirms Ceridian Ratings

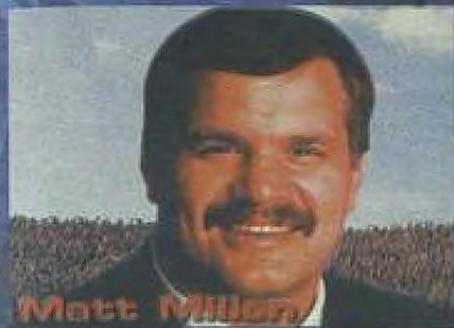
Ceridian's announcement last week that it would become a separate company from Arbitron prompted Moody's to confirm the "Baa3" rating on Ceridian's senior unsecured debt. The outlook remains stable. Moody's

Continued on Page 5

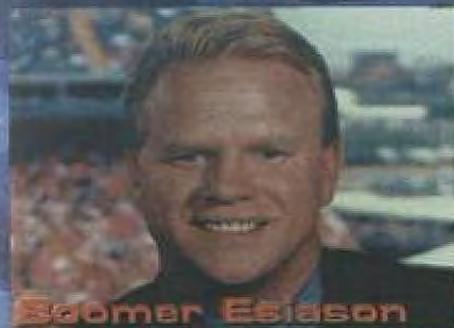
R&R Radio Stock Index

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

	Change Since					
	One Year Ago	7/14/99	7/21/99	One Year Ago	7/14/99	
Radio Index	328.23	336.54	323.50	+0.67	-0.14	
Dow Industrials	11,002.78	10,812.75	10,773.56	-2.45%	-0.73%	
S&P 500	1,379.29	1,509.98	1,527.46	+7.32%	-1.97%	



Matt Miller



Edmer Esiason



Howard David



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DEAL OF THE WEEK

• **KGMV-FM/Aurora, KGBX-FM/Nixa, KTOZ-FM/Pleasant Hope and KGMV-AM & KXUS-FM/Springfield, MO; KKYS-FM/Bryan and KAGG-FM/Madisonville (College Station), TX; and KBBA-AM, KEAN-AM & FM, KEYJ-FM, KHYS-FM & KULL-FM/Abilene, TX \$57 million**

2000 DEALS TO DATE

Dollars To Date: \$7,520,395,926
(Last Year: \$2,776,205,273.39)

Dollars This Week: \$136,752,500
(Last Year: \$849,421)

Stations Traded This Year: 755
(Last Year: 747)

Stations Traded This Week: 47
(Last Year: 75)

TRANSACTIONS AT A GLANCE

- **KKOL-FM/Hampton, AR \$335,000**
- **KIEZ-AM/Carmel Valley & KNRY-AM/Monterey, CA \$1.1 million**
- **KLSN-FM/Santa Cruz (Monterey-Salinas), CA \$295,000**
- **WHOF-AM/Wildwood, FL \$1 million**
- **KCDA-FM/Coeur d'Alene, ID (Spokane) \$4.7 million**
- **KIOV-AM/Payette, ID \$92,500**
- **FM CP/Lexington (Bloomington), IL \$1.3 million**
- **WBFB-FM, WBYA-FM, WGUY-FM, WKSO-FM, WLKE-FM and WVOM-FM/Bangor, ME \$20 million**
- **WASA-AM/Havre De Grace (Baltimore), MD \$350,000**
- **WPVQ-FM/Turners Falls, MA \$2.9 million**
- **WCEN-AM & FM/Mt. Pleasant, MI \$6 million**
- **WBAZ-FM/Southold and WBSQ-FM/Bridgehampton (Riverhead), NY \$2.7 million**
- **WRDS-FM/Phoenix (Syracuse), NY \$3.75 million**
- **WKQB-FM/Southern Pines (Fayetteville), NC \$6.15 million**
- **WZWW-FM/Bellefonte, PA \$6 million**
- **WMTN-AM & WMKX-FM/Morristown, TN \$1 million**
- **KCLW-FM/Hamilton, TX \$380,000**
- **WRVZ-FM/Pocotalico (Charleston), WV \$800,000**
- **KZJH-FM/Jackson, WY \$1.1 million**

Clear Channel Bursts Into Lone Star State

■ **Acquires 13 from Sunburst Media in \$57 million deal; ABC approves Hibernia deal**

Deal Of The Week

KGMV-FM/Aurora, KGBX-FM/Nixa, KTOZ-FM/Pleasant Hope and KGMV-AM & KXUS-FM/Springfield, MO; KKYS-FM/Bryan and KAGG-FM/Madisonville (College Station), TX; and KBBA-AM, KEAN-AM & FM, KEYJ-FM, KHYS-FM & KULL-FM/Abilene, TX

PRICE: \$57 million

TERMS: Unknown

BUYER: Clear Channel Communications, headed by Chairman/CEO Lowry Mays. Phone: (210) 822-2828

SELLER: Sunburst Media, headed by President/CEO John Borders. Phone: (972) 702-7371

FREQUENCY: 100.5 MHz; 105.9 MHz; 95.5 MHz; 1400 kHz; 97.3 MHz; 104.7 MHz; 96.1 MHz; 1280 kHz; 1470 kHz; 105.1 MHz; 107.9 MHz; 100.7 MHz; 92.5 MHz

POWER: 33kw at 600 feet; 38kw at 558 feet; 44kw at 522 feet; 1kw; 100kw at 581 feet; 50kw at 285 feet;

40kw at 538 feet; 500 watts day/226 watts night; 5kw day/1kw night; 100kw at 810 feet; 100kw at 670 feet; 100kw at 1,279 feet; 44kw at 525 feet

FORMAT: Country; AC; Pop/Alternative; Adult Standards; Rock; AC; Country; Regional Mexican; Country; Country; Rock; Hot AC; Oldies

Multistate Deal

WDZK/Bloomfield (Hartford), CT; WMNE/Riviera Beach (West Palm Beach), FL; WMKU/Boston, MA; WGFY/Charlotte, NC; WHRC/West Warwick (Providence), RI; and WDZY/Colonial Heights (Richmond), VA

PRICE: \$19.8 million

TERMS: Asset sale for cash

BUYER: ABC Inc., headed by President John Hare. It owns 20 other stations. Phone: (212) 456-6118

SELLER: Hibernia Communications, headed by President Kevin

Reymond. Phone: (212) 355-7200

FREQUENCY: 1550 kHz; 1600 kHz; 1280 kHz; 1480 kHz; 1450 kHz; 1290 kHz

POWER: 5kw day/2.4kw night; 5kw day/1.470 watts night; 5kw; 5kw; 1kw; 25kw day/41 watts night

FORMAT: Children's; Children's; Children's; Children's; Children's; Children's

Arkansas

KKOL-FM/Hampton

PRICE: \$335,000

TERMS: Asset sale for cash

BUYER: Hampton Radio Inc., headed by President Phil Robken. No phone listed.

SELLER: PGR Communications Inc., headed by President Larry Morton. Phone: (501) 219-2400

FREQUENCY: 106.5 MHz

POWER: 175 watts at 302 feet

FORMAT: Oldies

California

KIEZ-AM/Carmel Valley & KNRY-AM/Monterey

PRICE: \$1.1 million

TERMS: Asset sale for cash

BUYER: People's Radio Inc., headed by President Joe Rosa. No phone listed.

SELLER: Wagnvoord Advertising Group Inc., headed by President David Wagnvoord. No phone listed.

FREQUENCY: 540 kHz; 1240 kHz

FORMAT: Talk, Talk

BROKER: Andrew McClure of The Exline Co.

KLSN-FM/Santa Cruz (Monterey-Salinas)

PRICE: \$295,000

TERMS: Asset sale for cash

BUYER: Educational Media Foundation, headed by President Richard Jenkins. Phone: (916) 282-1400

SELLER: Coast Public Radio Inc., headed by Fredric J. Phaneuf. No phone listed.

FREQUENCY: 90.7 MHz

POWER: 320 watts at 364 feet

FORMAT: N/A

COMMENT: KLSN is still represented as a new construction permit (CP) and is not yet broadcasting.

Florida

WHOF-AM/Wildwood

PRICE: \$1 million

TERMS: Asset sale for cash

BUYER: Senior Broadcasting Corp., headed by Keith E. Walker. Phone: (352) 748-6164

SELLER: Walker Heart of Florida Broadcasting Inc., headed by John Wise. No phone listed.

FREQUENCY: 640 kHz

Continued on Page 7

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Why Buckets Beat Thimbles.

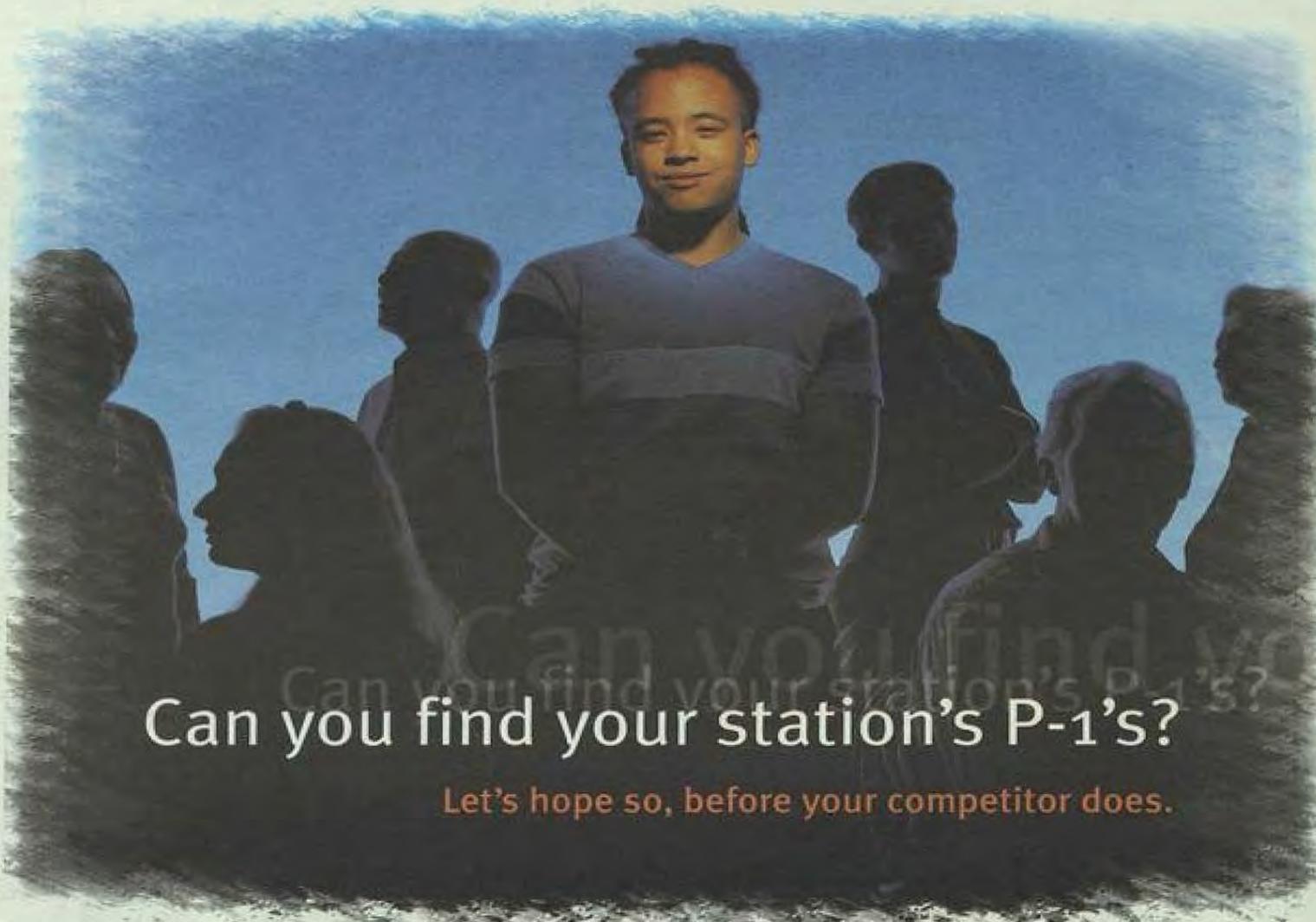
The web-based RFP. A message to media buyers and sellers. The bigger your pool of options, the better. By fully converting the Request For Proposal process onto the Internet, we've created a bigger, better tool for collecting and managing options in media, leading the way to a truly functional media e-marketplace. Buyers get more choices. Sellers get more buyers. Both get a pool of options that's anything but small. All with real technology, no vaporware. In fact, we're the only site today where you can buy media, from the RFP through negotiation to the invoice, without ever leaving the Internet. It's exactly how you buy and sell media now. Only better.



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Can you find your station's P-1's?

Can you find your station's P-1's?

Let's hope so, before your competitor does.

Oldies, Rock or Hip Hop. Can you pick your own listeners out of the crowd?

Successful stations can. They use DMR's sophisticated targeting tools that include Arbitron's PD Advantage, MapMaker, Cluster Coding, Block Group targeting, and At Work profiles. These stations know the importance of P-1 listening. They also know the unnecessary cost of reaching people who simply don't count.

DMR helps these stations create the right marketing strategy, message and tactics to motivate their P-1's and potential P-1's. And DMR has the tools, including e-marketing and fax programs, to keep those P-1's loyal. From direct mail and telemarketing to the hottest e-marketing tactics, DMR does your target marketing from start to finish.

If you still think every person counts and mass marketing still works, you need to sit down with Arbitron's PD Advantage. And maybe a beer.

DMR
DIRECT MARKETING RESULTS

Transactions

Continued from Page 6

POWER: 830 watts day/980 watts night
 FORMAT: Gospel

Idaho

KCDA-FM/Coeur d'Alene (Spokane)

PRICE: \$4.7 million
 TERMS: Asset sale for cash
 BUYER: Clear Channel Communications, headed by Chairman/CEO Lowry Mays. Phone: (210) 822-2828
 SELLER: AGM-Nevada, headed by Partners Anthony S. Brandon and L. Rogers Brandon. Phone: (661) 328-0118
 FREQUENCY: 103.1 MHz
 POWER: 2,350 watts at 1,886 feet
 FORMAT: Hot AC

KIOV-AM/Payette

PRICE: \$92,500
 TERMS: Asset sale for cash
 BUYER: Media Communications of Idaho, headed by Richard Kelly. Phone: (208) 338-5463
 SELLER: Associates Communications of Idaho. Phone: (208) 853-2420
 FREQUENCY: 1450 kHz
 POWER: 1kw
 FORMAT: News/Talk

Illinois

FM CP/Lexington (Bloomington), IL

PRICE: \$1.3 million
 TERMS: Asset sale for cash
 BUYER: AAA Entertainment, headed by Chairman Peter Ottmar. It owns 11 other stations. Phone: (401) 722-7575
 SELLER: Outlook Communications, headed by President Tom Gilligan. Phone: (614) 761-9292
 FREQUENCY: 99.5 MHz
 POWER: 6kw at an unknown height

Maine

WLKE-FM/Bar Harbor, WBFB-FM/Belfast, WGUY-FM/Dexter, WKSQ-FM/Ellsworth, WVOM-FM/Howland and WBYA-FM/Searsport (Bangor)

PRICE: \$20 million
 TERMS: Asset sale for cash
 BUYER: Clear Channel Communications, headed by Chairman/CEO Lowry Mays. Phone: (606) 655-2267
 SELLER: Eastern Radio Assets. No phone listed.
 FREQUENCY: 99.1 MHz; 104.7 MHz; 102.1 MHz; 94.5 MHz; 103.9

MHz; 101.7 MHz

POWER: 45kw at 397 feet; 10kw at 1,099 feet; 26.5kw at 672 feet; 11.5kw at 1,027 feet; 54kw at 1,509 feet; 1,350 watts at 699 feet
 FORMAT: Country; Country; Oldies; AC; Talk; Adult Alternative

Massachusetts

WPVQ-FM/Turners Falls

PRICE: \$2.9 million
 TERMS: Asset sale for cash
 BUYER: Great Northern Radio, headed by Glen Cardinal. Phone: (413) 865-0939
 SELLER: Cardwell Broadcasting, headed by Bruce Danziger. Phone: (617) 641-2909
 FREQUENCY: 93.9 MHz
 POWER: 2.5kw at 358 feet
 FORMAT: Country

Maryland

WASA-AM/Havre De Grace (Baltimore)

PRICE: \$350,000
 TERMS: Asset sale for cash
 BUYER: Peoples Broadcasting Network, headed by Otto Miller. Phone: (410) 825-8400
 SELLER: M-10 Broadcasting, Inc., headed by Nicholas Mangione Sr. Phone: (203) 968-6444
 FREQUENCY: 1330 kHz
 POWER: 5kw day/500 watts night
 FORMAT: Adult Standards

Michigan

WCEN-AM & FM/Mt. Pleasant

PRICE: \$6 million
 TERMS: Asset sale for cash
 BUYER: Wilks Broadcasting, headed by VP Jamie Western. Phone: (517) 773-5961
 SELLER: Sommerville Associates, headed by Manager Richard Sommerville. Phone: (212) 838-2100
 FREQUENCY: 1150 kHz; 94.5 MHz
 POWER: 900 watts; 10kw at 981 feet
 FORMAT: News/Talk; Country

New York

WBAZ-FM/Bridgehampton & WBSQ-FM/Southold (Riverhead)

PRICE: \$2.7 million
 TERMS: Asset sale for cash
 BUYER: AAA Entertainment, headed by Chairman Peter Ottmar. It owns 12 other stations. Phone: (401) 728-1865
 SELLER: MAK Communications, headed by President Mal Kahn. Phone: (212) 472-0941
 FREQUENCY: 101.7 MHz; 102.5 MHz

Bloomberg

BUSINESS BRIEFS

Continued from Page 4

believes Ceridian's current credit profile will remain substantially unchanged until the transaction closes and that all existing rated debt will be repaid at that time.

Moody's Rates Infinity Securities

Infinity's \$3.25 billion commercial paper program received a "Prime-2" short-term rating from Moody's, which says the rating is based on Infinity's ability to generate significant free cash flow, as well as the company's size, geographic diversity and low ongoing capital requirements. The outlook for the short-term rating is "stable." Moody's noted that the scope of Infinity's operations allows the company to tap into the national advertising market, making it more competitive with other ad media and less dependent on local and regional ad spending. Still, Moody's said, Infinity's complete dependence on radio and outdoor for ad revenues exposes the company to national economic cycles.

USARadio.com Closes Ansel Project Merger

Last November USARadio.com, then a private company known as USA Radio Network, announced it would acquire Colorado-based, publicly held Ansel Project Corp. in a tax-free reverse merger. At the time a source close to the transaction said Ansel was set up as a public shell company that sought a private company to merge with in order to speed up the process of going public. Since then USARadio.com's shareholders have approved a proposal to move the company's incorporation from Texas to Delaware. USARadio.com's Tim Maddoux tells R&R the company isn't currently trading its stock, but it is "actively seeking investment capital. We hope to have a significant portion of what we want to raise by the end of the year. Our goal is to bypass the OTC bulletin board and go straight to Nasdaq." Maddoux adds that the company plans to expand its network programming and Internet presence and will also look into radio station acquisitions.

Capital Radio To Bid On U.K. Digital Licenses

Capital Radio, the United Kingdom's largest commercial radio operator, has joined forces with two radio consortiums to secure digital radio licenses throughout the U.K. Capital will work with XMR (which includes Chrysalis Radio, Jazz fm and Guardian Media Group) and Switchdigital (comprising Clear Channel Communications, Wireless Group, SMG and Carphone Warehouse). Both consortiums have already won digital licenses in London and other areas within the U.K.

Pennsylvania

WZWW-FM/Bellefonte

PRICE: \$6 million
 TERMS: Asset sale for cash
 BUYER: First Media, headed by CEO Alex Kolobelski. It owns two other stations. Phone: (814) 231-0953
 SELLER: Talleyrand Broadcasting, headed by President Dan Barker. Phone: (410) 822-3301
 FREQUENCY: 95.3 MHz
 POWER: 794 watts at 636 feet
 FORMAT: AC
 BROKER: Tom McKinley and Greg Merrill of Media Services Group Inc.

Tennessee

WMTN-AM & WMXK-FM/Morristown

TERMS: Not known
 BUYER: Home Radio. It owns nine other stations.
 SELLER: Newport Publishing. Phone: (423) 586-9696
 FREQUENCY: 1300 kHz; 95.9 MHz
 POWER: 5kw day; 96 watts night
 FORMAT: Gospel; Country Gold

Texas

KCLW-AM/Hamilton

TERMS: Asset sale for cash
 BUYER: Lasting Value Radio. No phone listed.
 SELLER: Charles Martin. Phone:

(254) 386-8804
 FREQUENCY: 900 kHz
 POWER: 250 watts (day)
 FORMAT: Country

West Virginia

WRVZ-FM/Pocatalico

PRICE: \$800,000
 TERMS: Asset sale for cash
 BUYER: West Virginia Radio Corporation, headed by President Dale Miller. It owns 15 other stations. Phone: (304) 296-0029
 SELLER: Weigle Broadcasting, headed by President David Benna. No phone listed.
 FREQUENCY: 98.7 MHz
 POWER: 630 watts at 617 feet
 FORMAT: Hot AC

Wyoming

KZJH-FM/Jackson

PRICE: \$1.1 million
 TERMS: Asset sale for cash
 BUYER: Chaparral Broadcasting, headed by President Jerry Lindquist. It owns four other stations. Phone: (307) 733-4500
 SELLER: Alpine Broadcasting Ltd., headed by General Partner Scott Parker. Phone: (208) 726-5324
 FREQUENCY: 95.3 MHz
 POWER: 100kw at 1,056 feet
 FORMAT: AC
 BROKER: Tom McKinley and Greg Merrill of Media Services Group Inc.

POWER: 5.5kw at 341 feet, 4.8 kw at 348 feet
 FORMAT: AC; AC

WRDS-FM/Phoenix (Syracuse)

PRICE: \$3.75 million
 TERMS: Asset sale for cash
 BUYER: Galaxy Communications, headed by CEO Ed Levine. It owns nine other stations. Phone: (315) 633-0047
 SELLER: Short Broadcasting, headed by President Robert Short. Phone: (315) 484-9900
 FREQUENCY: 102.1 MHz
 POWER: 6kw at 220 feet
 FORMAT: Urban AC

North Carolina

WKQB-FM/Southern Pines (Fayetteville)

PRICE: \$6.15 million
 TERMS: Asset sale for cash
 BUYER: Cumulus Broadcasting, headed by President/CEO Bill Bungeroth. It will also own WFNC-AM & FM, WQSM-FM & WRCO-FM/Fayetteville, pending government approval. Phone: (312) 867-0091
 SELLER: Muirfield Broadcasting, led by President Walker Morris. It also owns WIOZ-AM & FM/Pinehurst-Southern Pines. Phone: (910) 692-2107
 FREQUENCY: 106.9 MHz
 POWER: 50kw at 492 feet
 FORMAT: Classic Rock
 BROKER: Mitt Younts

- Cox Radio's Kim Guthrie in the GM Spotlight, Page 10
- Protecting against workplace violence, Page 16
- Marketing your own radio product, Page 18

"Obstacles are those frightful things you see when you take your eyes off your goal."
— Henry Ford

SALES & MARKETING

THE BEHIND-THE-SCENES WIZARDS

Meet some of radio's most successful marketing professionals

By Pam Baker

Sales & Marketing Editor
pambaker@ronline.com

In celebration of the R&R Marketing theme issue, I thought I'd introduce you to some of the country's most innovative marketing and promotion executives. I've asked this year's R&R Industry Achievement Award nominees for Marketing Director of the Year to share some background and words of wisdom.



PAM BAKER

Theresa Beyer
VP/Creative Marketing
AMFM, New York



Theresa Beyer served as Director/Marketing & Advertising for WHITZ (Z100)/New York before being promoted six months ago to VP/Creative Marketing for AMFM, New York. Her career includes stops at WOR, WLIR and WRCN in Long Island, NY. She was also Jim Kerr's first morning show producer at WPLJ and developed promotional campaigns for the ABC Radio Networks, WCBS-FM/New York, Old World Bakeries and Harley-Davidson. Beyer's first job in radio was as Creative Services Supervisor for the RKO Radio Networks in New York. "I was part of the original team that launched the network," she says.

What attracted you to radio?

"I remember, as a young girl living in Japan, tucking my little transistor radio under my pillow to listen to Armed Forces Radio, the only English-language broadcaster at the time. As a child, hearing the music, news and information in English that I knew my friends were listening to back home in the States meant the world to me. Television, magazines and newspapers were all in Japanese. I felt very alienated. For me, radio became a critical bridge between two very different cultures."

What is the biggest challenge a marketing/promotion director faces today?

"The first is to develop the ability to look beyond 'industry standards' to find solutions to your station's marketing challenges. It's easy to get very myopic when it comes to marketing solutions. I did direct mail at my last station, and it was great, so that's what we should do here." With all the new technologies that become available daily, there are so many options that didn't exist last year, or even last quarter.

"Another challenge that keeps me up is, how do we achieve integration and synchronicity across all of our platforms? It used to be that stations had to concern themselves only with providing the best experience for their listeners, clients, staff and shareholders. With all of the multiplatform opportunities that exist today, it's a virtual smorgasbord for marketing, programming and sales. The possibilities are endless. How can we get our entire treasure trove of properties — outdoor, the SFX facilities and span of services, the radio network, our Internet capabilities and our radio

stations — working in tandem to achieve all of our programming and revenue goals?"

What event or project was your most successful, and why?

"Immediately Z100's Jingle Ball comes to mind. Every station worth its cume does events, particularly live station concerts. Jingle Ball's success really comes from continually looking to raise the bar. How can we make it bigger, better, more interactive? We continually break Jingle Ball so that we can go beyond the norm and traditional to make P1s out of everyone in the metro, including clients."

Do you have a mentor? If so, who is it, and how have they been inspirational?

"John Fullam [AMFM Regional VP and GM of Z100] is certainly someone I respect and look up to tremendously. He's a natural-born leader and has a real understanding of marketing, positioning, business systems, customer service and human dynamics that I think really makes him unique among his peers. Another mentor for me has been Gerry Tabio, who runs Chancellor Marketing Group and Creative Resources for AMFM. He can take the most complex situations and help you map out the solutions. He is the greatest detangler of knots that I've ever seen, and he always does it with a grace and humor that makes any challenge fun and exciting."

John O'Brien
Promotion Director
KISW-FM/Seattle



"My first job in radio was at KQMQ/Honolulu as Traffic Manager," explains John O'Brien. "I had just moved to Honolulu from Boston and was trying to get my foot in the door at a radio station. I was hired when the regular traffic manager went on emergency maternity leave with twins. She was ordered to stay in bed and essentially trained me over the phone."

"Within a week I had a three-page spot-bump sheet, and I was having nightmares that the station would deduct the cost of the spots from my paycheck. I would wake up in a cold sweat, dreaming that I owed the station thousands of dollars!"

In 1994 O'Brien moved to Boston, where he joined WAAF as Marketing Director before joining KISW/Seattle in 1997.

What attracted you to radio?

"At 13 years old I won a complete catalog of Beatles albums on *The Dale Dorman Show* on WRKO/Boston. I went to the station to claim a stack of albums that I couldn't even lift. The WRKO folks took me on a tour of the station and even introduced me to Dale. From that day on I was hooked on radio. 'Uncle Dale' is still working his magic in Boston."

What event or project was your most successful, and why?

"I'd have to say the first CD project I was involved in, the WAAF *Unusual Suspects* CD. These days station compilation CDs are turnkey projects, but five years ago we didn't have a success model to borrow from a sister station.

"The project worked on many different levels. We

created a product that reinforced the station's image. We generated NTR with sponsored CD-signing parties. We raised a huge amount of money for our charity. We received a great deal of positive press and ended up selling over 30,000 copies of the CD. It was a kick to check out the weekly Boston Soundscan and see that *Unusual Suspects* was outselling Pearl Jam and other mega-artists."

What event or project was the biggest failure, and why?

"Back at KQMQ in the early 90's we ran a TSL contest that was doomed from the start. 'Win Whatever You Need' was basically *Let's Make a Deal* on the radio, with listeners calling in to choose the prize behind door number one, two or three. In the promo we teased a slew of fabulous prizes like trips, cars, cash, computers, etc. We were certain that our clients would jump at the chance to be part of this high-profile promotion.

"We were wrong. After a week we had given away the few big prizes we had. The AEs were still trying to convince clients to jump on board, but with no luck. By week three we were scraping the bottom of the prize closet and giving away 'a year's supply of CDs' as a grand prize. I remember begging the PD to kill the contest, but to no avail.

"By week four the competition was running an attack promo mocking our contest and lack of prizes. It was only then that 'Win Whatever You Need' came to its ignominious end. It was a good lesson in Promotion Director 101: Line up the prizes before you go on the air with the contest!"

Marie Tolson-Perry
Director/Marketing & Promotions
WDAS AM & FM/
Philadelphia



In 1991 Marie Tolson-Perry started her broadcasting career in cable advertising sales and special-event marketing. She joined WDAS/Philadelphia in 1993. Over the past seven years the station has changed ownership several times, going from Unity Broadcasting to "family owned" Beasley Broadcasting to Evergreen-turned-Chancellor Media to current owner AMFM, soon to be Clear Channel. Whew!

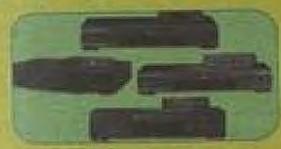
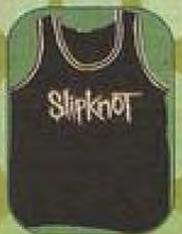
What is the biggest challenge a marketing/promotion director faces today?

"Cutbacks in our budgets and still having the challenge of producing results and outperforming your previous success."

What event or project was your most successful, and why?

"Unity Week Day, a weeklong celebration of cultural activities produced by the radio station that culminates with Unity Day, the largest outdoor, radio-driven event in the country. Each year the event attracts upward of a half a million attendees on Philadelphia's historic Ben Franklin Parkway.

"This is an event where people can come together and enjoy a day with their family without incident. We have six stages of live entertainment, over 200 vendors, hundreds of community organizations and a host of pavilions that offer meaningful information. This year we will have Patti LaBelle on our Main Stage and Kirk Franklin performing on our Gospel Stage."



GOTMERCH



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THE BEHIND-THE-SCENES WIZARDS

Continued from Page 10

Do you have a mentor? If so, who is it, and how have they been inspirational?

"I have several. However, I would say that the one who stands out most is Kermie Anderson, who drilled the following phrase into my head: 'Good, better, best, never let it rest until your good is better and your better is best.'"

Von Freeman VP/Marketing Clear Channel, Los Angeles

As the winner of R&R's Industry Achievement Award for Marketing Director of the Year for the past three years, Von Freeman has proven to be one of the industry's most innovative and creative marketing executives. He's worked at KBEQ (Q104)/Kansas City, XTRA-AM & FM (91X) in San Diego, WKRQ (Q102)/Cincinnati and, for the past three years, in Los Angeles at KHS-FM, XTRA and KACD & KBCD (Channel 103.1).



What attracted you to radio?

"My love of music, first and foremost. I loved when my family was in the car, singing along with the radio. The DJ would make us laugh, and the music would bring us together. Those were the happiest times of my childhood. The radio was always a good friend."

What event or project was your most successful and why?

"I've worked hard over the past 10 years to develop the position of marketing director into more of a creative role, a role that positively affects ratings and revenue. It's extremely important to me that I continually push myself to come up with more creative ways to expose radio to my target audience. I've done that through developing TV commercials and stunts in a more unique fashion. I also take great pains in being a student of popular culture. Some of the successful projects that I'm very proud of include:

- Co-creator and co-Executive Producer, with Paul Joseph and Anthony Eaton, of the upcoming *Radio Music Awards* on ABC. In its second year, the show will air this Nov. 4 or 11 on ABC.

- Created and produced the extremely successful concert series *Wango Tango* in 1998, 1999 and 2000.

- Created and produced two of the most successful event series in Cincinnati history, 'The One Earth Parties' and 'Party at Sawyer Point.'

- In 1990 I arranged for 10,000 White Castle sliders to be delivered to U.S. troops during the war in Panama.

My personal motto is: "Be creative, be interesting, be anything but normal, and you'll get noticed!"

What event or project was the biggest failure, and why?

"It was an event in Cincinnati called 'The World's Largest Frat Party.' We hired The Romantics and Otis Day & The Knights to create an *Animal House*-like feel for our event. It was the beginning of the college school year, and we thought we'd throw a party for the University of Cincinnati and Xavier. The station was Q102, and I had just moved to Cincinnati from San Diego.

"For some reason I thought we'd be all right doing a huge event in an outdoor venue on Oct. 3 with no

pre-sale. It snowed and rained, and no one showed up. I remember having a box of 25,000 unsold tickets. The event remains one of the biggest embarrassments at Q102. However, it was fun watching Otis Day smoke a joint in the trailer while we got drunk. I kept saying, 'Otis, my man.' Needless to say, that was my last show with Otis."

Do you have a mentor? If so, who is it, and how have they been inspirational?

"My first GM in Dodge City, KS, Bob Kirby. Randy Miller for showing me that fearlessness works and helping me get started in promotions. Randy Michaels, the genius of radio. Tom Owens, who has a brilliant radio mind and lets his staff get it done. The staff of 91X in the early '90s for showing me how image works. Dan Kieley, who understands radio better than anyone I know. Jimmy Steal, who let me grow into what I am today. Jim Bryant for his event-style marketing.

"Rick Dees, who consistently has competitors come at him and still stands on top of the mountain. Roy Laughlin for his relentless will to win. Charlie Rahilly, a sales god. Paul Joseph for his personal power and creative partnership. And, finally, Amy Freeman, who amazes me every day with her detailed yet creative nature and her ability to sell like no one else I've ever met."

Paul Williams Promotion Director KPLX-FM (99.5 The Wolf)/ Dallas

During Paul Williams' high school and college years he worked at WTAL, WBGW and WGLF (Gulf 104) in Tallahassee, FL. "My first job in broadcasting was Sunday mornings at WTAL, playing *Power Line*, *Master Control*, Billy Graham and music for a couple of hours," Williams says.

His resume includes stops at WSSX (95SX)/Charleston, WBJW (KJ105)/Orlando, KDWB/Minneapolis, WAPW (Power 99)/Atlanta and WEGX (Eagle 106)/Philadelphia. He also spent six years at Universal Studios Florida in the promotions and marketing department. He's been part of The Wolf team for the past year and a half.

What attracted you to radio?

"It beats having a real job! Actually, I was an accounting major in college while I worked on the air, and I fell in love with the business. I switched to a marketing major my senior year and saw how perfectly every course fit in with the radio business. I haven't been able to get it out of my system."

What is the biggest challenge a marketing/promotions director faces today?

"Creating new and innovative promotions on a limited budget. The biggest challenge is that you not only manage your own promotion staff, but, in many ways, the sales staff and the programming staff as well. You have to promote your department within the company while you're promoting the station's product. It takes a good juggler to keep all those balls in the air."

What event was your most successful, and why?

"We do a Memorial Day weekend concert with all Texas acts called Wolf Dance. We had over 30,000 listeners in the Fort Worth stockyards for a paid concert featuring performances by Robert Earl Keen, Pat Green, Charlie Robison and seven other bands."

What event was the biggest failure, and why?
"We did a gas giveaway the day the Fort Worth tornados hit. Needless to say, we received zero press coverage."

Sue Muzzin Marketing Director KGO/San Francisco

"My first job in broadcasting was as a receptionist at Meyers Muldoon and Ketchum advertising agency," remembers Sue Muzzin. She then joined KGO/San Francisco as Executive Assistant to the GSM and LSM. In her spare time Muzzin created the station's first-ever Sunday-morning kids call-in show, which helped earn her a promotion into the marketing department.

Muzzin then jumped at the chance to manage the Walt Disney Attractions office in San Francisco for over 10 years, marketing the Disneyland and Walt Disney World theme parks throughout Northern California, Nevada, Las Vegas and Portland. She rejoined KGO in February 1998 as Director of Marketing.

What attracted you to radio?

"Free-thinking, entrepreneurial spirits. I have found the most amazing, talented and creative individuals (nonmainstream types) in the radio business, both onstage and behind the scenes. Radio is fast-paced, dynamic and exciting — truly a inspiring environment."

What is the biggest challenge a marketing/promotions director faces today?

"The industry is much more competitive than ever before. The need to stay on top of the competition is critical. The challenge is to execute a strategic, fully integrated marketing plan with a limited staff and budget, focusing on branding, come/TSL-building and revenue-generating programs (special events, publicity, NTR, promotions, community programs, advertising, web and alliance marketing). In addition, this plan must also always include a look toward the future with attention to the changes that new technologies bring."

What event was your most successful, and why?

"KGO Radio Celebrates 75 Years of Broadcasting at EXPO KGO. This station-produced event was full reflective of KGO radio: talks and seminars with the likes of Paul Harvey, Bob Brinker and 49ers Coach Steve Mariucci [KGO is the official radio broadcaster of the San Francisco 49ers]."

"In addition to the main stage, EXPO KGO featured four client-sponsored zones: the Health Fitness and Sports Court; the KGO Cafe; the Financial Exchange; and the Family Fun Zone hosted by KMKY, Radio Disney. The event attracted over 8,000 listeners. Booth space was sold to clients, and we raised a record-breaking \$576,600 during the 20th annual KGO Leukemia Care-athon for the Leukemia & Lymphoma Society of America."

Do you have a mentor? If so, who is it, and how have they been inspirational?

"I do not have one mentor, but I am always in a place where I am learning and being inspired by bosses, colleagues, my staff and family. I have been extremely lucky to have people around me who have taken the time to share and teach. That is the reason I have taken the positions that I have had. My hires are no exception to the rule. I learn a great deal from these young, bright and enthusiastic up-and-coming talents. Guaranteed, one of them will someday be signing my paychecks."



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R&R GM spotlight

KIM GUTHRIE
VP/GM — WBAB-FM, WBLI-FM &
WHFM-FM/Long Island, NY (Cox Radio)



■ From TV weathergirl to Long Island head honcho

In this week's GM Spotlight, we acknowledge Cox Radio's Kim Guthrie. With more than 18 years of broadcasting experience, this dynamic leader "motivates and keeps the staffs pushing to do things bigger and better," comments one R&R reader. "Besides being a hard worker, she's a lot of fun," adds another colleague. Congratulations!

I decided to enter the world of broadcasting because:

"I was already working in television news when I met my future husband (who was a Hot AC program director in Minnesota at the time). After hanging out with his friends, I realized that radio people were a real hoot compared to television people — and that was that."

First job in broadcasting:

"My first three paid (if you can call it that) jobs in broadcasting were as a television news reporter. First at WQAD-TV8 in the Quad Cities [Moline, IL], then at WOI-TV5 in Des Moines and KAAL-TV6 in Austin. I went on to work as an AE for WLXR-AM & FM in LaCrosse, WI and WLUM/Milwaukee. I was promoted to LSM and then GSM at WLUM (while working for Green Bay Packer Willie Davis). I then became GSM at WMYX, WEMP and WEZW in Milwaukee, then GSM for KSTP-FM in Minneapolis/St. Paul."



Career highlights:

"I'd have to say I'm happiest about how our Cox Radio Long Island team has pulled together to grow two heritage radio stations to the next level. We've really put WBLI on the map as one of the leaders in CHR radio. It regularly beats the CHR behemoth, Z100 [WHTZ/New York], right here in its own backyard. This spring we rebuilt our mainstream Rock station, WBAB, with an entirely new staff. The spring Arbitron was recently released, and both stations posted their highest ratings in nearly 10 years. We had to make some really tough decisions with personnel, and it totally paid off."

The most challenging aspect of being a GM:

"Helping people see that it's insanity to do the same thing over and over and expect different (or better) results."

My most unforgettable moment at a radio station:

"I wish I could bottle the incredible pride I had for my staff at WBLI's sold-out Summer Jam Concert in 1999, held for the first time at the world-famous Jones Beach Amphitheater, a beautiful venue overlooking the Atlantic Ocean. The show sold out in five days, and our promotional staff had completely papered Jones Beach with our new 'BLI



logo. That, and hearing a packed house of 'BLI fans scream "BLI" over and over at the top of their lungs — we all had goose bumps. It was the single biggest thing 'BLI had ever done, and it showed what fabulous unity we had as a team."

I'm most proud of:

"The unique decision my husband, Todd, and I made 10 years ago to have him quit his job in the radio business to become a full-time dad and raise our three daughters, now 10, 7 and 4. Back then some people thought we were nuts, when we were really blazing a new trail. Then again, see me in a few years, and we'll probably have one hell of a therapy bill. Ha!"

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

"I like the Platinum Rule, which is altogether different from the Golden Rule. It's not about treating others as you would like to be treated; it means treating them as *they* would like to be treated. It's tailoring your management style to suit each individual. I think if you treat people as though they make a difference, they will."

You'd be surprised to know that...

"I worked for two years as a television weathergirl before I left TV for radio."

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

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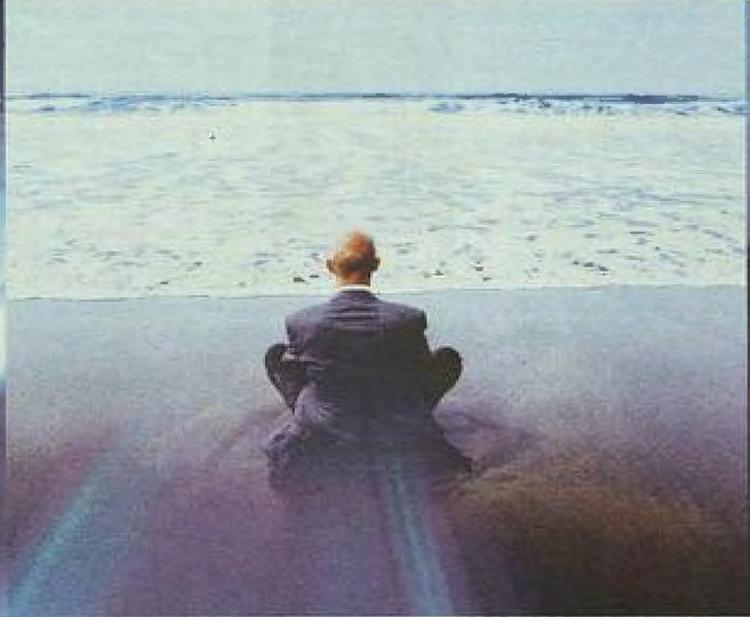
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MANAGEMENT

PROTECTING OURSELVES AGAINST WORKPLACE VIOLENCE

By Linda Madonna Recently, we have all been affected to some degree by outbursts of violence in our nation's streets, schools and workplaces. Each time such an incident occurs, the ensuing media coverage chips away at our sense of safety and security.

Unfortunately, statistics reinforce the idea that we must now exercise more caution in our daily lives, including in our places of business. The Justice Department estimates that 1 million violent crimes occur in the workplace each year. We are all vulnerable. However, being cognizant of and prepared for any potential threat can go a long way toward protecting the physical and psychological well-being of your company.

THREATS FROM THE OUTSIDE

First, while danger can come from internal or external sources, over two-thirds of workplace attacks come from strangers, visitors or customers. Your company should take these basic security precautions to protect employees.

- Have security on the premises before and after office hours.
- Install "panic buttons" in the reception area and at other entry points.
- Use closed-circuit TV in elevators, stairwells and lobbies.
- Limit access to the workplace, and provide badges for employees and visitors.

THREATS FROM THE INSIDE

Perhaps even more difficult to control are threats to a company's safety from within. While there are no foolproof methods of preventing outbreaks, these steps may lessen the likelihood of such an occurrence.

- Enact a "zero tolerance" policy for violent or threatening behavior, with clear consequences.
- Screen all job applicants carefully, and do not finalize hiring until all screening is complete.
- Encourage employees to confidentially report any signs of potentially violent behavior.
- When terminating an employee, always give him or her a fair warning period and offer additional counseling through an Employee Assistance Program or other program run by a trained professional.

You may also wish to establish a "crisis team" to go into action in the event of an emergency. Assign individuals specific tasks, such as calling 911 or leading others from the scene.

IDENTIFYING POTENTIALLY DANGEROUS PERSONALITIES

While personality conflict is cited as the leading cause of workplace violence, clearly the use of violence to resolve a workplace issue is the sign of a troubled individual. Such a person has often shown clues that the violent episode was imminent. While there are no sure ways to predict a person's future behavior, the following characteristics have been linked to potentially violent personalities.

- A history of violence.
- A migratory job history.
- Poor interpersonal skills and a tendency to be withdrawn or a "loner."
- Emotional problems, including any form of substance abuse.
- Antagonistic relationships with others.
- An obsession or zealotry, whether in regard to weapons, sexuality, religion or the job itself.

On top of these general characteristics, look for any significant change in behavior, whether it's a deteriorating appearance, a change in emotional state or a sudden change in work patterns. All could be signs that a person with violent tendencies may be at the "end of the rope."

It is important to recognize that someone in this mind-set could be particularly sensitive to triggering events — being fired or laid off, passed over for a promotion or criticized for job performance. Events in an individual's personal life could also serve as a trigger — for instance, a benchmark anniversary or birthday, a divorce or the death of a loved one.

If faced with confronting a hostile person whom you feel may become violent, gently try to defuse his or her anger. Allow the person to fully express the grievance. Actively listen, and attempt to fully understand without agreeing. Always be courteous, and never attack or respond with anger. Allow the person to suggest a solution, and if he or she allows it, suggest calling in a counselor.

Workplace violence is a serious problem. If you suspect that you may be working with someone prone to violence, you should not hesitate to share your feelings with management, in addition to someone from your Employee Assistance Program or other trained professional. As always, preventing violence before it occurs is the best solution.

Linda Madonna, CSW, is director of Corporate Family Network, a New York-based independent Employee Assistance Provider specializing in the media and advertising industries. She can be reached at (212) 309-9361.



LINDA
MADONNA

RADIO GETS RESULTS

SUCCESS STORIES FROM THE RAB

PUSHING THAT 'HOT BUTTON'

When local retail clients are faced with battling the mega-retailer, it's radio to the rescue! Instead of being gobble up by the competition, a retailer can fight back by zooming in on the "hot buttons" that grab a consumer's attention. WBDK/Algoma, WI worked closely with Bay Pharmacy to reinforce the store's slogan, "Your health is our concern" by instituting a policy where the store would no longer sell tobacco products. The community responded positively to the campaign with a huge increase in first-time customers. Find out what separates your client from their competition, and use your marketing expertise to help redirect your client's strategy.

Category: Pharmacy
Market: Sturgeon Bay, WI (including Door and Kewaunee)
Submitted by: WBDK
Client: Bay Pharmacy

SITUATION: Bay Pharmacy, in Sturgeon Bay, WI, needed a prescription to cure a case of declining sales. Not unlike many local retailers across the country, it felt the sting of competition when Wal-Mart came to the 10,000-resident area. The pharmacy, a 33-year-old local business, sells everything from medical supplies to arts and crafts to jewelry and other gifts, but it distinguishes itself from the competition by stocking a wide variety of generic drugs. To further compete with the mega-retailers, Bay Pharmacy also wanted to capitalize on its strong heritage in the community as a home-grown, and therefore trustworthy, business. The pharmacy was also struggling to overcome an image as upscale and expensive.

OBJECTIVE: Bay Pharmacy wanted to increase overall sales — sales which were going to Wal-Mart — while also boosting its name recognition. The retailer needed to shake the upscale perception and connect with a larger segment of the community than it was reaching. Rather than go away quietly, this hometown retailer was going to dig in and fight.

CAMPAIGN: The annual campaign featured spots written by WBDK. The creative highlighted Bay Pharmacy's mission statement: "Your health is our concern." The campaign ran in a typical Total Audience Plan model, with commercials running in all dayparts. The pharmacy also launched an effective public relations campaign that ran concurrently and featured the store's general manager, who went on the air to announce that his store would no longer sell tobacco products. The sacrifice meant losing up to 8% of the pharmacy's monthly sales but it was a gamble that would create a greater sense of responsible corporate citizenship.

RESULTS: Forty-seven percent of first-time customers attracted by radio in the campaign's first year returned to the store to have prescriptions refilled. Bay Pharmacy enjoyed its record month in business after just six months of strong radio use. During that month the pharmacy filled more than 750 prescriptions, and 128 of those came from former Wal-Mart customers. The client is so pleased with the radio campaign that it has cut its newspaper budget by 30%, devoting \$5,000 per month to radio and annual campaigns running on three stations.

RAB TOOLBOX

More marketing information and resources from the RAB

RAB Toolbox: Here you'll find more marketing information and resources from the RAB. For more information, call the RAB's Member Service HelpLine at (800) 232-3131 or log on to RadioLink at www.rab.com.

FROM THE RAB'S INSTANT BACKGROUND REPORT

Most important reasons for shopping at a specific pharmacy (more than one answer possible): Location, 90%; pharmacy will accept an insurance card without problems, 70%; ease of getting a prescription filled, 50%; ability to get a prescription filled over the phone, 50%. (CareData Reports Int'l 1999)

Prescription drug sales in 1998, by percentage of dollars attributed to each retail channel: Traditional chain drug stores, 40.3%; independent drug stores, 25.7%; mail order, 12.8%; food stores, 11.1%; mass merchandisers, 10.1%. (National Association of Chain Drug Stores, 1999)

FROM THE RAB'S RADIO MARKETING GUIDE AND FACT BOOK

"Competitive test scores from the PreTesting Company underscore radio's powerful brand imagery capabilities. Respondents recalled the 40 messages conveyed by radio commercials 51% of the time, compared to only 38% of TV key messages. An updated study by the PreTesting Company using 84 pairs of radio and TV commercials in a real-life setting has found that radio executions often outperform those on television. Unaware of the purpose of the test, target audience participants were asked to recall specific main messages after their selection of either, choosing from three different television programs or four different radio stations (they could change channels at will throughout the 45-minute presentation)."

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Did you know that the R&R Online site (www.rronline.com) is now accessible without charge? That's right — it's free to everyone! In addition, R&R has introduced new format rooms. There are rooms for AC, Alternative, CHR, Country, NAC/SmoothJazz, News/Talk, Rock, Urban and Sales & Marketing. Check in daily for up-to-the-minute industry news and ratings information!

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two hours.

Cash, from Prime Image - you
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to make some.



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The Digital Video People

MANAGEMENT

BECOMING A GREAT LISTENER

By Dick Kazan Would you like to know one of the most powerful secrets of success? It's so simple, yet it could dramatically advance your career and make you far more popular. It's also the key to becoming the brilliant conversationalist you've always wanted to be, even if you're an introvert. What is it? It's being a great listener.

Why is it so powerful? When you listen attentively, you're telling the speaker, "I'm so interested in what you say that I'm going to give it the respect it deserves and tune out any distractions. You have my undivided attention." That makes that individual feel important, something we all desire. You can then respond intelligently to what is said, which is the essence of brilliant conversation.

Sigmund Freud was renowned for his willingness to listen. *How to Win Friends and Influence People* author Dale Carnegie quotes a man who was deeply moved by Freud's listening capability. "Never had I seen such concentrated attention. There was none of that piercing, 'soul penetrating' gaze business. His eyes were mild and genial. His voice was low and kind. His gestures were few. But the attention he gave me, his appreciation of what I said, even when I said it badly, was extraordinary. You've no idea what it meant to be listened to like that."

Think of how highly people would regard you if you followed Freud's practice and listened that attentively. But instead, what often occurs is described here with humor by writer Sharon Bradshaw: "Recently, I telephoned my doctor's office to make an appointment. When the receptionist answered the phone, I stated succinctly, 'Good morning. This is Sharon Bradshaw, and I'd like to make an appointment with Dr. Deering about a sinus infection.'

"Without pause or pleasure, she asked, 'Who's

calling?' In my ever-so-clever way I queried, 'Does the name Sharon Bradshaw ring a bell?' The answer to which was, 'What?' I knew immediately that I would be entertaining no one but myself by continuing with my particular version of sparkling banter, so I simply said, 'My name is Sharon Bradshaw.'

"Which doctor do you want to see?" Of course I was tempted, but I decided to take the high road: 'I'd like to see Dr. Deering, the ear, nose and throat specialist. I think I may have a sinus infection.' 'Dr. Deering's next available appointment is May 20 at 9am,' she offered. 'That will be fine, thank you,' I said. By now my patience was returning, and I felt compassion for this young woman who must receive hundreds of calls a week and must find it difficult to remain even mildly interested in each and every caller. 'Patience is a virtue,' I was thinking when this young woman I was just beginning to like interrupted my thoughts by asking, 'What will you be seeing the doctor for?'

"I'm hoping that Dr. Deering, as an ear, nose and throat specialist, can explain the correlation between the ability to hear and the willingness to listen. At least as it relates to his own front office."

Like that receptionist, the temptation we all face is to tune out because we're so busy, or, instead of listening, to think about what we want to say while absorbing little or nothing of what is said. The next time you feel that urge, put your index finger across your lips, which will make it impossible to speak, and consider the nearly 2,000-year-old words of the Greek philosopher Epictetus, who said, "Nature has given to men one tongue but two ears that we may hear from others twice as much as we speak."

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

THE ROAD TO SUCCESS

\$SALES TIP
of the WEEK

Chris Stonick
President, Stonick Recruitment
FL. Lauderdale, FL



Recruitment advertising is one of the hottest revenue areas in radio today. It is an absolute gold mine. You will find that recruitment advertising is money that can be had today, tomorrow, next week, next month and next year.

One of the big mistakes that many AEs make when they get into recruitment marketing is to only go after the newspaper dollars. Well, you know what, folks? That's just a small, small amount of the money that's available to you.

Sure, in most cities in America more money is spent in the classified section of the newspaper than on all of the radio stations combined. How much money? There are reports that it's up to \$1 billion annually. You need to get a piece of this money for yourself, or you're missing a big chance.

But where else is recruitment money spent? Well, it's not just the newspaper. You have to expand your mind a little bit. You have to ask enough questions on the first call.

You should be talking to clients about headhunters, search firms, trade magazines, job fairs, student recruitment, websites, job placement agencies, clinical research laboratories, unions and placement agencies, because the money is spent in all these different areas. Don't limit yourself to just the newspaper.

The mistake many AEs make at the beginning is that they tell the client, "How much did this ad cost you last weekend?" The client may say, "That ad cost me \$500."

If they're in a top-10 market, the AE at that point may think, "Oh my gosh, this is someone who spends only \$500 a week, and my commercials are going for \$800 apiece. I have no shot. This is the wrong client for me."

What you really need to do is keep asking questions. Dig a little bit and find out what their budgets really are. The question to ask with every first call is: "What is your total annual recruiting budget?" If you know the answer to that question, you are half the way home.

Radio Recruitment Marketing with **Chris Stonick** is available as a four-video program. Call the RAB at (800) 232-3131 for more information.

MARKETING YOUR OWN RADIO PRODUCT

By Christa Mallick Dahlander

Marketing: We in radio do it so well for our clients. Countless businesses and products have been built on a solid foundation of radio marketing — Motel 6, Metabolife and Amazon.com, to name just a few. But how do we fare when it comes to marketing ourselves? Is marketing your radio station a priority for you, or do the shoemaker's children go barefoot?

Right now, in these heady times of continually increasing radio revenues and sold-out inventory, it is extremely easy to become lazy and fail to devote the necessary time and energy to marketing your station. Don't make that costly mistake. In this age of increasing competition for consumers' attention, we must not only come up with better ways to market our clients, but also, just as importantly, to market ourselves.

Remember those companies I mentioned above? Their radio campaigns succeeded because they established a clear brand identity for the client. Our medium's power to build brand identity is well established, as demonstrated by the RAB's interactive CD-ROM, *Blueprint for Results: Building Your Business With Radio*. Although *Blueprint* is targeted to a station's advertisers, its lessons are just as applicable to the station itself. So

how can you promote your station's identity — its brand — to your market?

Enter the marketing director. The marketing (or promotion) director at a radio station is no longer a flunky who drives the van and hands out prizes during live broadcasts at local car dealerships. The marketing director must be an analytical thinker and have a strategic plan to market the station to existing as well as prospective listeners. Of course, the flip side of this is that a marketing director must bring more to the table than just two hands and a driver's license; he or she must have the skills necessary to function as an integral part of the management team.

The marketing department of any organization is often mistakenly thought of as a money pit — a department that spends tons of money with no measurable return on investment. That couldn't be further from the truth. While marketing may not generate a direct revenue stream, the benefits of a solid marketing effort contribute greatly to overall station revenue. How? By raising the station's profile, which attracts listeners, which in turn makes the station more attractive to advertisers.

Just knowing who your listeners are — knowing your demo — isn't enough. A marketing director should be able to easily identify with how and why your core listeners behave the way they do, anticipating their needs and wants. The marketing director must obtain superior knowledge of the station's listeners and what

they care about most in their daily lives. With that knowledge in hand, he or she can develop marketing messages tailored to the listeners rather than simply shoved at them. Ultimately, this kind of targeted marketing will boost the station's personality and thus build station loyalty and attract new listeners.

The good news is, marketing your radio station does not have to cost a fortune. In today's networked world, a solid, consistent marketing effort need no longer mean spending a lot of money. A resourceful marketing director will find ways to work within his or her budget and use less-expensive marketing tools, such as the Internet and e-mail, when necessary. Hire a great marketing director, and your investment will be returned exponentially.

You must market your station on a consistent basis, and you must rely on a savvy marketing director to accomplish the station's goals. It will mean more success for your station, more success for your clients and more success for you. Remember, it may be the program director who's responsible for Time Spent Listening, but it's the marketing director who's responsible for new come — and what radio station is not going profit from new come?

Christa Mallick Dahlander is Vice President/Communications for the Radio Advertising Bureau and is based in Dallas. She can be reached at (972) 753-6765 or at christa@rab.com.

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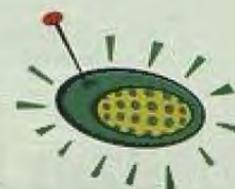
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PART ONE OF A TWO-PART SERIES

Napster, Gnutella And MP3: The Rapidly Changing Face Of The Music Industry

■ A frequent *RAIN* contributor gives his views on the music-sharing controversy

By Kurt Hanson

RAIN: Radio And
Internet Newsletter



KURT
HANSON

For the past few months in *RAIN* we've been keeping an eye on the entire MP3, Napster and

RIAA issue for a couple of reasons. First, the health of the American record industry is, of course, important to the health of the radio industry. And second, if today's younger generation gets hooked on making their own MP3 playlists instead of listening to radio, that's not good for the radio industry, either.

Among *RAIN*'s more thoughtful and articulate readers is former *WMMS/Cleveland* and *WROQ/Greenville, SC* VP/GM Bob Bellin. He contributes the following two-part guest essay on the situation that the record industry faces today.



Your comments are also invited. Visit *RAIN* at www.kurthanson.com to access *RAIN*'s "Reader Feedback" form, and I'll publish several of the comments in *R&R* over the course of the next couple of weeks.

When Bruce Springsteen made the cover of *Newsweek* in the fall of 1975, it validated his transfor-

mation from cult figure to mass-appeal phenomenon. *Newsweek* has now inducted music-sharing software maker Napster into the mainstream hall of fame by



featuring a picture of Napster creator Shawn Fanning on the cover of a recent issue.

Napster's route from obscurity to the cover of *Newsweek* was much shorter than Springsteen's, but it was also much rockier. That rocky road has included discussion at a recent Senate Judiciary Committee hearing.

Soon after his *Newsweek* cover Springsteen became part of a lawsuit that revolved around who owned what, how revenue should be distributed and what was fair to whom. A lawsuit that deals with similar issues will also determine the future of the more recent *Newsweek* cover boy. But the stakes are much higher than they were in the Springsteen case. While the lawsuit will probably decide Napster's fate, bigger issues are also at stake, issues that probably can't be resolved in court. In fact, the future of the entire music industry as we know it hangs in the balance. No kidding.

What Is MP3?

MP3 is a compression technology that was developed for the motion picture industry for digital editing of the audio portion of films. It's very efficient. It can provide CD-quality using far less space than other popular formats — including .wav, the format that's used for CDs. The MP3 format also allows users to make an infinite number of perfect copies. These features make

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Daily Updates On 'Net Radio Issues

Check out *RAIN: Radio And Internet Newsletter* at www.kurthanson.com for daily updates on what's happening in the world of Internet radio.

RAIN, published by Strategic Media Research founder Kurt Hanson, is a web-based daily newsletter that covers the various aspects of radio and its relationship to the Internet — both the new potential competitors it creates and the many opportunities it offers.

Starting this week, a team of seven interns has been helping produce each day's issue and adding new features to the *RAIN* site. (One marketing/finance internship was still available at press time; see the site for details.)

If you'd like to comment on any of the articles in this week's Internet News & Views, feel free to use the feedback form that's available in every issue of *RAIN*.



of the
site week

Classic Rock Site Right On Target

By Paul Maloney
for *RAIN: Radio And Internet Newsletter*

This time the Site of the Week points its browser to ABC's Classic Rock property in Chicago, *WXCD* (www.cd947.com). CD 94.7 is a pretty good example of a broadcaster that knows how to speak to its audience via the Internet — even if it doesn't necessarily give the site visitor exactly what he or she wants.

Good marks for navigation on this site. As has become customary, the station's logo is in the upper left corner, and clicking on it brings visitors back to the homepage from elsewhere in the site. A quick link to "Contests" is right at the top. The menu on the left side gets you to nearly everywhere else on the site, with links that are, thankfully, clearly and logically named. (We've seen a lot of sites with buttons obliquely labeled "Inside Stuff" or "Here's What's Hot." What do those mean?)



Exceptions to the generally good navigation are the links to "Station Info," which, instead of pertinent phone, fax and address info (that's under "Station Contacts"), shows the viewer last week's "Artist of the Week." Also, the "Game Room" link features sports commentary instead of (as one might expect) a chance to play a couple of rounds of "Revive the Dead Rock Star" or "Guess the Combined Weight of Bachman-Turner-Overdrive."

The link to CD 94.7's high-profile morning host, Kevin Matthews, is near the top, as it should be — but it's under the undoubtedly less-clicked "Photo Album" link.

One good way to keep listeners returning to a site is to offer dynamic and original information on the homepage, and CD 94.7 is right on target. Listeners want details on contests, music news, weather info and the current "Artist of the Week," and it's all right there, along with a photo of the DJ currently on the air. The page also gives visitors plenty of opportunity to interact. They can vote for songs for the station's "707" feature, volunteer for a music test, express their opinions in a listener poll (currently a *Survivor*-style contest among the morning show members) and enter station contests.

But, of course, CD 94.7 is a radio station. Let's hear some music already! The "Listen Live" link is an eye-catching graphic, but it's probably situated a little too low on the homepage. Music is the station's product — let's see it front and center! Oddly, clicking the link leads to another page that features little but another "Click Here to Listen" button. Why can't we click just once to hear the station?

Continued on Page 24

ARTIST of the WEEK



This week's Classic Rock Artist of the Week: The Eagles. Have a say in what we play and vote for Thursday's 7@7!

Congratulations Rush,

as you begin your 13th year of

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PREMIERE
RADIO NETWORKS

The InfoStream AQH Top 50

In last week's R&R we published Arbitron's just-released list of February's top 50 Arbitron-measured webcasts in terms of Aggregate Tuning Hours (ATH). This week we've translated that ATH statistic into a traditional Average Quarter Hour (AQH) statistic. The math is simple — we divide the number of hours of listening the station received in February (ATH) by the number of hours in February (672) to get the number of listeners listening at the average moment. (Remember that a big radio station in New York City might have an AQH of over 100,000 people, while even a polka station in Appleton, WI might have an AQH of 1,000 people. On the other hand, also keep in mind that even a webcast with only 100 AQH listeners has the potential to be a reasonably profitable operation.)

Channel	ATH (Aggregate Tuning Hours)	AQH	Channel	ATH (Aggregate Tuning Hours)	AQH
1 NetRadio/Hits	227,600	339	26 KLOS-FM/Los Angeles	47,700	71
2 NetRadio/'80s Hits	215,500	321	27 KABC-AM/Los Angeles	44,800	67
3 Virgin Radio	186,200	277	28 KSFO-AM/San Francisco	41,500	62
4 NetRadio/The X	169,900	253	29 WSKQ-FM/New York	38,300	57
5 NetRadio/Vintage Rock	169,300	252	30 WBAP-AM/Dallas	37,200	55
6 NetRadio/Smooth Jazz	157,500	234	31 Gaybc	35,700	53
7 WJZW-FM/Washington	103,200	154	32 KFAN-FM/Johnson City, TX	32,800	49
8 Tom Joyner Morning Show	93,600	140	33 WWCD-FM/Columbus, OH	32,400	48
9 WPLJ-FM/New York	93,700	139	34 KZMZ-FM/Minneapolis (tie) Beta Lounge	30,800	46
10 KQRS-FM/Minneapolis	89,800	134	36 KOKR-FM/Minneapolis	28,600	43
11 KCDU-FM/Monterey	79,800	119	37 CIMX-FM/Detroit	28,500	42
12 KNAC.com Pure Rock	76,300	114	38 WHOT-FM/Youngstown	24,500	36
13 WABC-AM/New York	70,500	105	39 WMVP-AM/Chicago	23,600	35
14 WGKX-FM/Memphis	69,900	104	40 WPLT-FM/Detroit	23,100	34
15 KLTY-FM/Dallas	65,900	98	41 KNSX-FM/St. Louis	22,800	34
16 KPIG-FM/Monterey	63,800	95	42 Groove Radio	22,700	34
17 WGMS-FM/Washington	60,500	90	43 WMAL-AM/Washington	21,900	33
18 Christian Pirate Radio	60,100	89	44 WJR-AM/Detroit	20,700	31
19 KPLU-FM/Seattle	60,000	89	45 KTRS-AM/St. Louis	19,100	28
20 WLS-AM/Chicago	53,800	80	46 WBAB-FM/Nassau-Suffolk	18,000	27
21 eYada	52,800	79	47 WXCD-FM/Chicago	17,800	26
22 WEQX-FM/Albany	50,400	75	48 WBLI-FM/Nassau Suffolk	17,600	26
23 WRDQ-FM/Washington	49,700	74	49 KBCQ-FM/Roswell, NM	17,100	25
24 KGO-AM/San Francisco	49,500	74	50 KMEO-FM/Dallas	16,600	25
25 WTOP-AM & FM/Washington	47,800	71			

CYBERSPACE

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

Net Chats

• Swing your partner! Chat with **Ray Benson** of country dance band extraordinaire **Asleep At The Wheel** and veteran Grand Ole Opry hoofer **Melvin Sloan** on Friday (7/28) at 9pm ET, 6pm PT (chat.yahoo.com).

• Instead of a Brooklyn beat, **Eddie Money** quit the police academy and went for the rock 'n' roll beat. Ask him about it on Monday (7/31) at 8pm ET, 5pm PT (www.hob.com).

• Magic Johnson signed him to his record label,

and now **Avant** is creating some R&B magic of his own. Chat with him on Tuesday (8/1) at 8pm ET, 5pm PT (www.getmusic.com).

• From riding bucking broncos to belting out ballads, **Chris LeDoux** is a true musical cowboy. Talk to him on Tuesday (8/1) at 9pm ET, 6pm PT (www.twec.com).

On The Web

• Catch **The Stone Temple Pilots** as they riff online Saturday (7/29) at 9pm ET, 6pm PT (www.hob.com).

• Don't mess with that romaine lettuce! It's Boston rockers **Angry Salad** on Monday (7/31) at 4pm ET, 1pm PT (www.twec.com).

— Michael Anderson

Classic Rock Site Right On Target

Continued from Page 20

The first time I tried the button I didn't get music, but a RealPlayer download page. At this point probably 80% of potential listeners have given up, but let's trudge on. We can whip out the plastic and pay a fee roughly equivalent to a monthly cable TV bill to get the "premium" RealPlayer, or we can download the beta RealPlayer 7 for free. Come on, it's the Internet — so we download the free player. Player installed, still no stream. Sorry, but we won't be listening to WXCD today. Many other visitors probably don't even get that far.

For a Classic Rock station site, there's precious little song or artist info. (See KCBS-FM/Los Angeles for a clinic on artist info: www.arrowfm.com.) Want to know the name of the Led Zeppelin song you're hearing right now? There's no answer available on the site. Music information on a site lends itself to branding and revenue opportunities. ("Hey, I

like that Rolling Stones song I'm hearing right now. I can click here to learn when they recorded it and what album it's on. I think I'll go ahead and order the CD.") This is a missed opportunity to extend the brand for the site visitor and possibly make a buck — the two most important objectives for a station website.

On the technical side, CD 94.7's site loads quickly on a 56K connection. It's not graphically overloaded, but some of the graphics could be a little cleaner — this is a major-market station. The animations, while not cumbersome, seem arbitrary and unnecessary.

Overall, CD 94.7 has created an excellent vehicle for reaching its listeners on the Internet. The site doesn't shoot over the visitor's head on the technology side and has clean and logical navigation. But the payoff most visitors look for — easy access to streaming and artist and song information — isn't quite there.

DIGITAL BITS

Arbitron Ties In With Lariat Software

Lariat Software will license its MediaReports program to Arbitron for use in the collection of data from streaming media servers for Arbitron's InfoStream webcast ratings service. Arbitron Internet Services VP/GM Bill Rose said Lariat's software will help Arbitron manage "the incredibly high volume of Internet tuning we expect to compile." Additionally, on July 18 Arbitron announced it would become a separate entity from its parent company, Centric Corp., by the end of the year.

FTM Media Plans Expansion

Website developer Feed The Monster, which has developed sites for such major-market radio stations as KROQ/Los Angeles and WBCN/Boston, announced that its board of directors has approved plans for the company to add personnel and implement new technology in order to meet station demand. Earlier this month FTM reported that its fiscal year-end net losses grew from \$814,646 (13 cents per share) to \$21.9 million (\$2.90), mostly due to a charge of \$13.2 million associated with depreciation of shares issued in conjunction with the January merger of Interactive Radio Group.

The RAB Selects GetMedia For eCom Solutions

The RAB has chosen GetMedia as the source for online music purchasing for stations participating in the RAB's eCom Solutions program. Station website visitors will be able to click on and buy the CD containing the song currently being played on the air, review and purchase songs played earlier in the day or search for a particular title or artist through GetMedia's library.

Broadcast Programming Unveils Web Formats

As part of its new TotalRadio Web Services, Broadcast Programming is developing dozens of web formats, including "Legends of Country," "Power Rock" and "Show Tunes." Radio stations can stream the formats from their websites. BP also said it can help stations go online with starter homepages, and it has partnered with Bob Case's StreamAudio.com to assist stations that need streaming services. Available for barter or cash, BP's TotalRadio Web Services can be found at www.totalradio.net.

InfoStream To Measure One-On-One Sports

Twenty-four-hour national sports network One-On-One, streamed on the Internet through its own website (www.1on1sports.com) as well as through Rivals.com and BroadcastAmerica.com, will now be included in Arbitron's InfoStream webcasting reports.

Mort Crim Signs With Broadcastspots.com

Mort Crim Communications' *Mort Crim's Second Thoughts* has signed with Broadcastspots.com. The deal allows buyers to purchase time on the syndicated show via the Internet. Broadcastspots.com said the deal with Crim Communications gives it representation in all of the country's top 50 markets.

RCS Unveils New Ad-Insertion Software

RCS has introduced two new ad-insertion programs for use in Internet audio streams. InSert can replace any spot in a stream with an alternate spot, and SplitStream uses a database and profile information to insert ads targeted to each listener.

SOUND STRATEGY

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Can We Handle Choice?

Between halves of my session at MacWorld, I ate lunch with two programmers from Gensentech, the gene-splicing company. One was a former college DJ, and one was not a radio listener. "Hate it," he said. "Commercial pop." We chatted about why they both thought that Internet radio was the next big thing, and, more importantly, why they thought that it was going to kill radio as we know it.



David Lawrence

After spewing the conventional wisdom about unlimited choice and better music and how techno rules, Mr. Commercial Pop wandered back to the show floor. Mr. Former College DJ and I continued the conversation, and it became evident that there is a lot of mythology about what Internet radio stations are capable of, how many people are listening and what "unlimited choice" really means.

Consider the mythical 500-channel cable system. The growth from the 10 or 12 stations originally offered to buildings in urban areas that couldn't get broadcast signals is nothing short of monumental, but despite amazingly small niche programmers like Outdoor Life Network and Speedvision, there is no system in the country that offers 500 channels of truly diverse programming. Seventy to 100 of the channels may have cable network programming, but the rest of the bandwidth carries 100 on-demand movie channels; 100 channels of on-demand sports; the various flavors of HBO, Showtime, Cinemax and their wannabes; and ... 50 channels of highly segmented, commercial-free music radio.

Overwhelmed with choices, viewers return to known brands. Sure, CNN, MTV and ESPN have grown to rival the Big Three, with webcasts like Fox, WB and UPN going at each other for what's left of a fragmented broadcast audience. But what shows are everyone watching and talking about? *Who Wants to Be a Millionaire*, *Survivor*, *ER*, *Monday Night Football*.

There seems to be a balance between too little and, oddly, too much choice. Presented with 10 dominant stations, radio listeners might look for an alternative. But when wireless IP gives them "Net radio" in their cars and they are presented with more than 20,000 online radio choices (and no TV Guide-like directory or advice to help them decide what's good and what isn't), they will naturally gravitate back to where they can find service from names they are familiar with: terrestrial radio.

What is the right number of choices? Is there a comfort zone? It seems that 50 or so is the right number: five must-haves, 15 more to use on special occasions (Friday-night date music, traffic jam reports, weather emergencies, and 30 to dabble with. Any more choices than that, and that overwhelmed feeling begins to set in and the brands become even more important. And Mr. Former College DJ actually agreed.

Questions? Comments? david@netmusiccountdown.com.



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

e-charts™

IT'S WORTH MORE THAN THE PLASTIC

Let's put to rest once and for all this issue of record companies "overcharging" for CDs. The physical cost (which is always underestimated at 50 cents, while the street price is always overestimated at \$20) is only a small part of the value that we receive when we buy an artist's music. We also receive the same thing that we pay for when we buy a painting or a well-designed house in a great location, or when we refuse to accept a lowball bid on a family bathroom. It's not the canvas and paint, the wood and glass, or the few ounces of silver that is valuable. Rather, it's what the music (or painting or house or jewelry) does to our brains and our dancing feet and our souls.

We wouldn't criticize an artist (or a gallery, which is the record label in this analogy) for getting as much money for their work as someone was willing to pay. We marvel at the prices celebrities pay for luxury

mansions. And we remember the moment our grandfathers passed on that piece of family memory that has value beyond its material.

Why would we reduce the music that fills our hearts, inspires us and entertains us on all levels to a bit of plastic and ink? And even if we were coldhearted and hypocritical enough to do so, why would we put ourselves, the fans, in the position of replacing record labels as the ripoff artists du jour? Because we can? Because the technology exists to do so? That's hollow and dismissive. We get all nuts about spam and Microsoft and TLDs and porn sites, but a legion of technologists who otherwise take pride in doing the fair and right thing wherever and whenever they can are reduced to common petty thieves by their use of Napster and its ilk.

— David Lawrence

CHR/Pop

LW	TW	ARTIST	CD/Title
1	1	BRITNEY SPEARS	<i>Dope... I Did It Again</i> /"Dope"
2	2	MATCHBOX TWENTY	<i>Mad Season</i> /"Bent"
3	3	'N SYNC	<i>No Strings Attached</i> /"Gonna"
5	4	CREED	<i>Human Clay</i> /"Higher"
4	5	ENRIQUE IGLESIAS	<i>Enrique</i> /"Be"
6	6	MACY GRAY	<i>On How Life Is</i> /"Try"
7	7	EMINEM	<i>Marshall Mathers LP</i> /"Slim"
8	8	MARC ANTHONY	<i>Marc Anthony</i> /"Sang"
20	9	3 DOORS DOWN	<i>The Better Life</i> /"Kryptonite"
11	10	STING	<i>Brand New Day</i> /"Desert"
12	11	BDN JONI CRUSH	"Life"
13	12	GOO GOO DOLLS	<i>Dizzy Up The Girl</i> /"Broadway"
18	13	BACKSTREET BOYS	<i>Millennium</i> /"One"
17	14	RED HOT CHILI PEPPERS	<i>Californication</i> /"Otherside"
9	15	VERTICAL HORIZON	<i>Everything You Want</i> /"Everything"
—	16	BRMAY	<i>Sooner Or Later</i> /"Back"
16	17	WHITNEY HOUSTON	<i>Greatest Hits</i> /"Kiss"
19	18	JOE	<i>My Name Is Joe</i> /"Wanna"
15	19	SAVAGE GARDEN	<i>Affirmation</i> /"Crash"
—	20	PINK	<i>Can't Take Me Home</i> /"There"

Country

LW	TW	ARTIST	CD/Title
1	1	LEE ANN WOMACK	<i>I Hope You Dance</i> /"Hope"
2	2	DIXIE CHICKS	<i>Fly</i> /"Earl"
3	3	BILLY GILMAN	<i>One Voice</i> /"Voice"
4	4	FAITH HILL	<i>Breathe</i> /"Way"
18	5	CLAY WALKER	<i>Live, Laugh, Love</i> /"Chain"
6	6	CHAD BROCK	<i>Yes!</i> /"Yes!"
11	7	TOBY KEITH	<i>How Do You Like Me Now?</i> /"Country"
13	8	STEVE HOLY	<i>Blue Moon</i> /"Blue"
5	9	TIM MCGRAW	<i>Place In The Sun</i> /"Change"
10	10	COLLIN RAYE	<i>Couldn't Last A Moment</i> /"Moment"
8	11	ALAN JACKSON	<i>Under The Influence</i> /"Love"
—	12	STEVE WARNER	<i>Faith In You</i> /"Faith"
16	13	LEANN RIMES	<i>Jesus</i> TV Soundtrack/"Need"
—	14	BROOKS & DUNN	<i>Tightrope</i> /"Always"
—	15	RASCAL FLATTS	<i>Rascal Flatts</i> /"Daylight"
4	16	CLAY DAVIDSON	<i>Unconditional</i> /"Unconditional"
—	17	MONTGOMERY GENTRY	<i>Tattoo And Scars</i> /"Man"
17	18	SHEDAISY	<i>The Whole Shebang</i> /"Will"
—	19	JOE DIFFIE	<i>Night To Remember</i> /"Always"
14	20	DARRYL WORLEY	<i>Hard Rain Don't Last</i> /"When"

Hot AC

LW	TW	ARTIST	CD/Title
1	1	MATCHBOX TWENTY	<i>Mad Season</i> /"Bent"
2	2	STING	<i>Brand New Day</i> /"Desert"
4	3	MACY GRAY	<i>On How Life Is</i> /"Try"
8	4	DON HENLEY	<i>Inside Job</i> /"Home"
3	5	VERTICAL HORIZON	<i>Everything You Want</i> /"Everything"
6	6	SANTANA	<i>Supernatural</i> /"Smooth"
8	7	CREED	<i>Human Clay</i> /"Higher"
7	8	BRITNEY SPEARS	<i>Dope... I Did It Again</i> /"Dope"
10	9	MARC ANTHONY	<i>Marc Anthony</i> /"Sang"
13	10	RED HOT CHILI PEPPERS	<i>Californication</i> /"Otherside"
11	11	FAITH HILL	<i>Breathe</i> /"Breathe"
12	12	'N SYNC	<i>No Strings Attached</i> /"Bye"
14	13	NO DOUBT	<i>Return Of Saturn</i> /"Simple"
9	14	GOO GOO DOLLS	<i>Dizzy Up The Girl</i> /"Broadway"
19	15	ENRIQUE IGLESIAS	<i>Enrique</i> /"With"
—	16	BACKSTREET BOYS	<i>Millennium</i> /"Lonely"
18	17	BEN HARPER	<i>Burn To Shine</i> /"Kisses"
16	18	NINE DAYS	<i>The Maddening Crowd</i> /"Absolutely"
20	19	GUNST	<i>Lost And Gone Forever</i> /"Fe Fa"
—	20	SISTER HAZEL	<i>Fortress</i> /"Change"

Urban

LW	TW	ARTIST	CD/Title
2	1	WHITNEY HOUSTON	<i>Greatest Hits</i> /"Script"
14	2	LUCY PEARL	<i>Lucy Pearl</i> /"Dance"
1	3	EMINEM	<i>Marshall Mathers LP</i> /"Slim"
15	4	JOE	<i>My Name Is Joe</i> /"Lady"
4	5	AVANT	<i>My Thoughts</i> /"Separated"
5	6	JAGGED EDGE	<i>JE Heartbreak</i> /"Married"
—	7	KELLY PRICE	<i>Mirror Mirror</i> /"Lay"
—	8	CARL THOMAS	<i>Emotional</i> /"Wish"
3	9	TONI BRAXTON	<i>The Heat</i> /"Man," "Wash"
3	10	DOANELL JONES	<i>Where I Wanna Be</i> /"Wanna"
7	11	YOLANDA ADAMS	<i>Mountain High... Valley Low</i> /"Heart"
9	12	KEVIN EDMONDS	<i>24/7</i> /"No"
—	13	LIL' KIM	<i>Notorious K.I.M.</i> /"Master"
—	14	MARY MARY	<i>Thankful</i> /"Shackles"
—	15	NELLY	<i>Country Grammar</i> /"Grammar"
10	16	BUSTA RHYMES	<i>Anarchy</i> /"Get"
12	17	R. KELLY	<i>The Shift</i> Soundtrack/"Man"
11	18	NEXT	<i>Welcome II Nextcity</i> /"Wiley"
17	19	DESTINY'S CHILD	<i>Writing's On The Wall</i> /"Jumpin'"
16	20	DMX	<i>Then There Was X</i> /"Party"

NAC/Smooth Jazz

LW	TW	ARTIST	CD/Title
1	1	DON HENLEY	<i>Inside Job</i> /"Home"
2	2	BOBEY JAMES & RICK BRAUN	<i>Shake It Up</i> /"Grazin'"
3	3	RONNY JORDAN	<i>Brighter Day</i> /"London"
6	4	STEELY DAN	<i>Two Against Nature</i> /"Shame"
11	5	NORMAN BROWN	<i>Celebration</i> /"Celebration," "Paradise"
—	6	ACOUSTIC ALCHEMY	<i>The Beautiful Game</i> /"Angel"
7	7	GEORGE BENSON	<i>Absolute Benson</i> /"Deeper"
—	8	KEN NAVARRO	<i>Island Life</i> /"Island"
9	9	JEFF GOLUB	<i>Dangerous Curves</i> /"Two"
5	10	DAVID BENNETT	<i>Professional Dreamer</i> /"Miles," "Jump"
—	11	EUGE GROOVE	<i>Euge Groove</i> /"Vinyl," "Romeo"
—	12	JIMMY HASLIP	<i>Red Heat</i> /"Novelas"
4	13	AL JARREAU	<i>Tomorrow Today</i> /"Loved"
18	14	TOM GRANT	<i>Tune It In</i> /"Tune"
—	15	JEFF JARVIS	<i>Morning Drive</i> /"Silverbird"
8	16	TONI BRAXTON	<i>The Heat</i> /"Spanish"
—	17	AKA PROJECT	<i>Adventures Of F-F Man</i> /"Souled"
—	18	JAY BECKENSTEIN	<i>Eye Contact</i> /"Sunrise"
—	19	MARK WHITFIELD	<i>Conversations</i> /"Whatever"
17	20	BRIAN TARQUIN	<i>Soft Touch</i> /"Tangled," "Darlin'"

Alternative

LW	TW	ARTIST	CD/Title
1	1	CREED	<i>Human Clay</i> /"Arms"
2	2	3 DOORS DOWN	<i>Better Life</i> /"Kryptonite"
3	3	A PERFECT CIRCLE	<i>Mer De Hommes/Judith</i>
6	4	METALLICA	<i>Mission: Impossible 2</i> Soundtrack/"Disappear"
12	5	RED HOT CHILI PEPPERS	<i>Californication</i> /"Otherside"
5	6	MATCHBOX TWENTY	<i>Mad Season</i> /"Bent"
8	7	PAPA ROACH	<i>Incest</i> /"Last"
4	8	DEFTONES	<i>White Pony</i> /"Change"
11	9	LIMP BIZKIT	<i>Mission: Impossible 2</i> Soundtrack/"Look"
7	10	EMINEM	<i>Marshall Mathers LP</i> /"Slim"
10	11	STONE TEMPLE PILOTS	<i>No. 4</i> /"Scour"
13	12	MOBY	<i>Play</i> /"Porcelain"
9	13	NO DOUBT	<i>Ex-Girlfriends</i> /"Simple"
14	14	BLINK-182	<i>Enema Of The State</i> /"Adam's"
15	15	PEARL JAM	<i>Binaural</i> /"Nothing"
16	16	NINE DAYS	<i>The Maddening Crowd</i> /"Absolutely"
19	17	FOO FIGHTERS	<i>There Is Nothing Left To Lose</i> /"Breakout"
18	18	INCUBUS	<i>Make Yourself</i> /"Pardon"
17	19	VERTICAL HORIZON	<i>Everything You Want</i> /"God"
20	20	EVERCLEAR	<i>Songs From An American Movie Pt. 1</i> /"Wonderful"

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, CheckOut.com, ChoiceRadio.com, City Internet Radio, DiscJockey.com, The Eventstream Network, GoGoGigs.com, KISSfm.com, LiveRx.com, LyosRadio.com, NetRadio.com, NYLiveRadio.com, RadioFreeVirgin.com, and Spinner.com. Data is weighted based on traffic reports by web traffic monitor MediaMatrix. Charts are ranked with a 50/50 methodology of sales data and streaming/play data for the six reporting formats. © 2000 R&R Inc. © 2000 Online Today, Net Music Countdown.

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Capitol Elevates Chernin To Dir./ Rock Promotion

Capitol Records has elevated **Jaymi Chernin** to Director/Rock Promotion. Based in New York, she reports to Sr. VP/Promotion Burt Baumgartner and VP/Alternative & Rock Promotion Gary Spivack. Chernin will be involved with national promotion, with an emphasis on the East Coast.



Chernin

"Jaymi has been instrumental in many of Capitol's promotional campaigns," Baumgartner said. "Her dedication and enthusiasm make her a vital part of the promotion department."

Spivack noted, "I'm excited to have Jaymi join the national rock department at Capitol. We need an East Coast presence at Capitol to spread our established and developing rock acts to radio and beyond, and Jaymi's experience, knowledge and contacts makes for a perfect fit. We're lucky to have her on board."

Chernin joined Capitol Records as Director/Promotion & Marketing in 1995. Prior to that she served as Promotion/Marketing Manager for Elektra Entertainment. She began her career at Epic Records in the promotion department.

KWJJ

Continued from Page 3
PDs in the business. When I knew we had to find a PD for KWJJ, I knew we had to get Ken Boesen."

Boesen has programmed KSKS for almost six years. Before that he programmed KIZN/Boise, ID and KUAD/Ft. Collins, CO. He stated, "The family atmosphere I've witnessed at KWJJ and Ron Carter's leadership make this not only a natural fit for me, but also a huge opportunity to grow with a great company."

The Band Who Sold Out Irving Plaza



... are Epic Records/Independent recording artists **Travis**, who are headlining a U.S. tour in support of their most recent release, *The Man Who*, which has so far sold 3 million copies worldwide. Sony Music Entertainment execs recently met with Travis to celebrate the band's sold-out show at Irving Plaza in New York. Pictured (l-r) are Travis' Andy Dunlop, Wildlife Entertainment's Colin Lester and Ian McAndrew, Sony Music Entertainment Exec. VP Michele Anthony, Travis' Fran Healy, Epic Records Group President Polly Anthony, Travis' Neil Primrose and Dougie Payne and Epic Sr. VP Mike Tierney and Exec. VP/AR David Massey.

Krizner To Manage Bloomberg's WBBR

Doug Krizner has been named Manager of WBBR/New York and Bloomberg's syndicated radio products. He most recently was the morning anchor for Bloomberg Television.

"My aim is to make WBBR the highest quality all-News radio station in New York City," he said. "We will deliver what listeners have come to expect from Bloomberg while expanding our local news reporting. We will also increase the contributions of three full-time reporters in Washington, DC. The mission is to raise the level of production values, making creative use of sound in the tradition of radio as 'theater of the mind.'"

WBBR, Bloomberg's flagship radio station, will begin broadcasting live from 6am to 6pm this fall. Bloomberg says Krizner plans to revise WBBR's weekend lineup soon.

De La Hoya Greet 'Precious' Posse



All smiles at the recent R&R convention in Los Angeles are new girl group **Precious**, who are set to make their U.S. debut on Capitol Records this fall, and their labelmate **Oscar De La Hoya**. The group's first two singles, "Say It Again" and "Rewind," have already made big splashes on the British charts. "Say It Again" will be released in the U.S. this month. Pictured (l-r) are Precious' Jenny Frost and Sophie McDonnell; De La Hoya; and Precious' Louise Rosa, Kalli Clark-Stenberg and Anya Lahiri.

EXECUTIVE ACTION

ABC News Radio Taps Gatto, O'Brian For GM Posts

ABC News Radio has elevated **Tony Gatto** from Director/News & Sports Programming to GM/Radio Operations, responsible for all domestic and international newsgathering, as well as planning and news operations. Concurrently, **Kate O'Brian** becomes GM/Radio Programming after having spent three years as Manager/Talent Development for ABC News. In her new post O'Brian will be responsible for all ABC News Radio broadcasts and programs, along with affiliate leads and services.

Both Gatto and O'Brian report to ABC News Radio VP Chris Berry, who commented, "Tony's news credentials make him uniquely qualified to fill this key position at ABC News Radio. And Kate's passion for radio news, along with her program and staff development skills, will be an outstanding asset for our organization."

After 18 years at CBS Radio Gatto joined ABC News Radio in 1998. Since then he has overseen the network's daily news coverage and New York newsroom operations. O'Brian has logged two decades with ABC News Radio, holding various positions in New York, London and Washington, DC. She also served as the network's Rome correspondent for three years.

Reese

Continued from Page 1
VP/Promotion for the Work Group. In 1995 he was Local Promotion Manager in Charlotte for Columbia Records, and he held a similar post in Boston between 1993-1995.

Reese noted, "This is a great time to come to Elektra. The label is poised to explode, and I can't

wait to be part of the excitement surrounding its great roster. What [Chairman/CEO] Sylvia Rhone has accomplished is nothing short of amazing, and I anticipate learning a great deal from her. I've known Greg Thompson for more than a decade, and I am looking forward to working alongside him on the same team."

Platinum Plaque For Staind's Dysfunction



It's celebration time for Elektra recording artists **Staind**! Prior to their sold-out show at New York's Irving Plaza as part of MTV's *Return of the Rock Tour*, they received a platinum plaque for their debut CD, *Dysfunction*. The CD spawned the hit singles "Mudshovel," "Home" and "Just Go." Pictured (l-r) are Jon Wysocki, Elektra's Jay Perloff, Mike Mushok, WEA N.Y.'s Tony Martinez, Elektra's Dane Venable, Johnny April, Aaron Lewis, Elektra Exec. VP/GM Greg Thompson and Janine Horton.

SOME PEOPLE PLAN THEIR SCHEDULE AROUND OURS.



- ★ 5-9 am "America, Good Morning" with Phil Paleologos
- ★ 9-10 am "Business Soup" with John DeBevoise
- ★ 10-Noon "On the Line" with David Stein
- ★ 12-2 pm "The Right Side" with Armstrong Williams
- ★ 2-6 pm "For the People" with Chuck Harder
- ★ 6-7 pm "The Frank Laspina Show"

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SPACE TELEVISION NETWORKS launches *Biography for Radio*, a 90-minute daily feature based on the TV series. For more information, contact Juan Davila at (212) 210-1331.

SPACEBIRD PRODUCTIONS' *Housebeat With Ace McKay* is now under Dave Kirby Productions and is hosted by WAY-FM/West Palm Beach, FL's Proverb.

Records



Strick

• **DANNY STRICK** joins the senior A&R staff of Maverick Recordings. He most recently served as President of BMG Songs, the U.S. division of BMG Music Publishing.



Schwerdtman

• **MICHAEL SCHWERDTMAN** is upped to SVP/DFO for Sony Music International. He was previously VP/Finance for the company.

PROS ON THE LOOSE

Heidi Lynn (formerly Stern), air personality at KMSX/San Diego, (949) 400-5683.



Simon

• **JED SIMON** is tapped as Head/ New Media for DreamWorks Records. He most recently served as Dir./Finance for the company.

• **BRIEN TERRANOVA** joins Astralwerks Records as West Coast Radio Mgr. He was previously Dept. Mgr. at Virgin Records.



Delvaille

• **DINO DELVAILLE** is upped to VP/A&R for Universal Records. He was most recently Sr. Dir./A&R for the company.

Industry

• **TIM MOORE** is now a private communications specialist at 12540 Edgewater Dr., Suite 907, Lakewood, OH 44107; phone/fax (216) 228-6624; e-mail moqr@hotmail.com.

• **MICHAEL GOLDBERG** joins Artist-Direct Network as Editor-in-Chief. He was most recently SVP/Editorial Dir. of SonicNet.



Taylor

• **DANIEL TAYLOR** joins Infinity Promotions Group as Exec. Dir. He was previously Regional Sales Mgr. for Ford Motor Company.

Additionally, **CATHY CHARITY** is upped to New Business Development Manager for Infinity. She was most recently and AE for WDSY/Pittsburgh.



Charity

• **ALEX MAGHEN** joins Launch Media as Chief Technology Officer. He most recently held the same position with MTV.

NATIONAL RADIO FORMATS

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Rock

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JIMMY PAGE/BLACK CROWES Ten Years Gone

Alternative

RADFORD Closer To Myself
SUM 41 Make No Difference
THIRD EYE BLIND Deep Inside Of You
3 DOORS DOWN Lost

CHR/Hot AC

DESTINY'S CHILD Jumpin' Jumpin'
THIRD EYE BLIND Deep Inside Of You
VERTICAL HORIZON You're A God

Mainstream AC

LARA FABIAN I Will Love Again
BETH HART Delicious Surprise

Lite AC

BRIMAR Back Here
JIM BRICKMAN The Love I Found In You
LEE ANN WORMACK I Hope You Dance

NAC

KING/CLAPTON Come Rain Or Shine
DAVE RUD UNMONTZELL **JORDAN** Careless Whisper

UC

COMMON The Light
DMX US1520 What You Want
LIL BOW WOW Bounce With Me
THREE 6 MAFIA Sippin' On Da Syrup

BROADCAST PROGRAMMING
Ken Moultre • (800) 426-9082

Alternative

Teresa Cook
OPM Heaven Is A Half Pipe (I I Da)
ESTOPS? Question Everything

Hot AC

Josh Hasler
No Add

CHR

Josh Hasler
BAHA MEN Who Let The Dogs Out
VERTICAL HORIZON You're A God

Rhythmic CHR

Josh Hasler
MANDY MOORE I Wanna Be With You
DEBELAH MORGAN Dance With Me
MYA Case Of The Ex (Whatcha Gonna Do)

Soft AC

Mike Bettell
JON SECADA Stop

Mainstream AC

Mike Bettell
No Add

Delliah

Mike Bettell
No Add

JONES RADIO NETWORK

Jon Holiday • (303) 784-8700

Adult Hit Radio

JJ McKay
DESTINY'S CHILD Jumpin' Jumpin'
3 DOORS DOWN Kryptonite

Rock Classics

Rick Bryan
JON BILLECAMP Your Forever
JIMMY PAGE/BLACK CROWES Ten Years Gone

Soft Hits

Rick Brady
No Add

RADIO ONE NETWORKS

Tony Mauro • (970) 949-3339

Choice AC

Yvonne Day
No Add

New Rock

Steve Leigh
INCUBUS Shelter
STR Climbing The Walls
SUM 41 Make No Difference

WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000
Bob Blackburn

Adult Rock & Roll

Jeff Gonzer
KING/CLAPTON Key To The Highway

Soft AC

Andy Faller
No Add

Bright AC

Jim Hays
No Add

Changes

AC: WLIT/Chicago air personality **Pase Honda** exits ... **KTSM/EI** Gene adds **Vanessa Chacon** as night host.

CHR: **KWIN/Stockton** APD **Louie Cruz** adds MD duties as MD/night host **Freeze** exits ... **KBTE/Corpus Christi, TX** MD/morning host **Chey D.** exits ... **KWWV/San Luis Obispo, CA** PD/MD **Chad Tyson** exits ... **KPWR/Los Angeles** night host **Sendoobie** exits, and **Johnny Cuervo** takes over the shift ... **WAYV/Atlantic City, NJ** night host **DJ Michael J.** exits ... **Gizmo** joins **WQZQ/Nashville** for nights as

Stevie B. exits ... **KKFR/Phoenix** adds crosstown **KEDJ** afternoon host **Steve Tingle** as co-host of **Davey D. & the Wake-Up Show**. Also joining **Tingle** in mornings are former 'EDJ' staffers **Sean Phills** and **John Googs** ... **WNOU/Indianapolis'** new lineup starts with APD **Chris Ott**, **Marty in the Morning**, MD **Jana** in afternoons, **Doc & Tommy** for nights and **J.D. Redman** holding down late-nights ... **KKGL/Riverside** afternoon host **Bobby Sato** exits ... **KSPQ/West Plains, MO** afternoon host **Tim O'Brian** joins **WLNF/Biloxi-Gulfport, MS** for similar duties.

News/Talk: **Bloomberg Radio** debuts the one-hour **Bloomberg**
Continued on Page 35

CHRONICLE

BIRTHS

KIFM/San Diego PD **Mike Vasquez**, wife **Meka**, daughter **Maiquel**, July 18.

CONDOLENCES

Air personality and record promotion rep **Tom Guerdal**, 56, July 17.

Rock vocalist (Mike + The Mechanics, Sad Café) **Paul Young**, 53, July 17.



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Wedding Bells For Puffy?

Could be, according to the *Globe*. The 'zine says that Sean "Puffy" Combs and Jennifer Lopez are getting married this summer, hopefully before Puffy's trial on weapons charges starts in August. The couple have been engaged since Christmas, but their friends feared they'd never tie the knot because of their jealousy over one another's steamy on-camera love scenes with other people.

Now that Bobby Brown has been released from jail, Whitney Houston wants to renew her wedding vows with him — which is making her family furious, says the *Star*. They blame Brown for turning her on to drugs, and they have been trying to convince her to leave him and seek help for her drug problem. She insists that she doesn't have a drug problem, and he insists he's come home from jail stronger, drug-free and determined to save their marriage.

Belinda Carlisle, recently separated from her husband, is going to take it all off in an upcoming issue of *Playboy*. Maybe it's her way of reminding him what he'll be missing? (*Spin*)

Spirit & Emotions

Wyckd Jean tells Vibe that his past relationship with fellow *Fugee* member Lauryn Hill was tumultuous and driven by passion and music, like that of another famous Motown couple: Tammi Terrell and The Temptations' David Ruffin. Asked in *Interview* about a recent wild party he threw — complete with lots of drunken strippers, dancers and hookers — Jean says he likes different cultures and loves to throw parties because of all the vibes.

Sinead O'Connor talks about a different vibe — the spiritual kind — in *Spin*. She says she does most of her Bible study through Rastafarian music and that most of her religious inspiration comes from Bob Dylan, Bob Marley and Van Morrison, whom she claims consider themselves more as priests — like her — than pop singers. On record labels and their marketing strategies, she says, "I don't want to get onstage and have a Seagram's thing behind me, 'cause I don't believe in alcohol, I'm a weedhead." (*Interview*)

From The Heart

"Sometimes I wish we weren't so damn serious, you know? I'd love to write some party music" — Creed lead singer Scott Stapp on his tendency to write highly dramatic lyrics with lots of Biblical imagery. Told that Blink-182 mock Creed every night in concert, Stapp counters that Creed rag on Blink-182 during soundchecks. (*Spin*)



OH, MY GOD! THEY KILLED ... MICK? — "It'll be interesting to see how they'll kill me off," says ex-Fleetwood Mac drummer Mick Fleetwood, who will be joining *Spinal Tap* for a September gig in Los Angeles to promote the theatrical and DVD/VHS release of the 1984 classic *This Is Spinal Tap*. So far he's avoided the band's exploding-drummer curse. (*Rolling Stone*)

What's with all the dissing of Creed? Moby, reflecting on what he believes George Gershwin would do if he were a 26-year-old rock star, "I imagined him being the guitar player in some generic modern rock band and having all these innate abilities that get squashed by some A&R person concerned about his job. I just envisioned him playing in Creed or something, and it was very depressing." (*Rolling Stone*)

Changing Image

In *Rolling Stone*, Eminem insists that his music has a positive influence: "There's millions of white kids and black kids coming to the tour, throwing their middle fingers up in the air, and all having the common love — and that's hip-hop." But *Spin* warns fans to be careful when they approach Eminem and ask for an autograph: He may pull his gun.

Maybe what Eminem needs is an image change. It could happen ... Look what it's done for Alice Cooper! The *Star* says he has already made lots of changes, and his bad-boy days are long gone. He stopped drinking, plays golf and even teaches Bible classes. What he wants to do now, though, is become an actor in horror movies.

Does James Brown see himself as a paramedic? That's what puzzled onlookers wondered after Brown told his chauffeur to stop at a traffic accident scene in San Francisco, then got out and began dancing beside the wreck, shouting, "I am here to help! The Godfather can help!" A cop recognized Brown, who was on his way to a concert, and ushered him back to his limo. (*National Enquirer*)

— Deborah Overman

MONDAY, AUGUST 7

National Raspberries and Cream Day
1941/TV station WBNT New York broadcasts the first audience-participation show. They played charades during the program.
1959/Explorer 6 transmits the first picture of Earth taken from space.

1974/French daredevil Phillip Petit walks a tightrope between the World Trade Center towers in New York.

Born: David Duchovny 1960, Charlize Theron 1975

In Music History

1963/The first beach movie, *Beach Party*, opens, starring, naturally, Frankie Avalon and Annette Funicello.

1988/Paul McCartney condemns Albert Goldman's sensational bio *The Lives of John Lennon*, which claimed, among other things, that Lennon was alcoholic, anorexic and possibly a murderer.

1998/It's announced that Tool Braxton will take over the role of Belle in Disney's *Beauty and the Beast* on Broadway.

Born: Rodney Crowell 1950, Bruce Dickinson (Iron Maiden) 1958

TUESDAY, AUGUST 8

National Frozen Custard Day
1963/In Buckinghamshire, England, 16 men steal approximately \$6 million in what becomes known as "The Great Train Robbery." Several of the robbers are found, but most of the money is not.

1984/Carl Lewis wins his third gold medal for the 200-meter sprint at the Olympic Games in Los Angeles.

1990/Iraq announces it has annexed Kuwait as its province, and President George Bush sends troops to defend the kingdom.

Born: Dustin Hoffman 1937, Keith Carradine 1949

In Music History

1957/Fats Domino's first LP, *This Is Fats*, is released by Imperial Records.

1980/Chainsaw-wielding punks The Pissmatics are forbidden by the Greater London Council to blow up a car onstage.

1982/Metallica stop a Montreal show when singer/guitarist James Hetfield is injured by onstage pyrotechnics. Guns 'N' Roses take the stage but leave abruptly when singer Axl Rose loses his voice. The bands' departure leads to an audience riot.

Born: Mel Tillis 1932, The Edge (U2) 1961

WEDNESDAY, AUGUST 9

National Rice Pudding Day
1968/Charles Manson and his followers murder actress Sharon Tate, director Voltyck Frykowski, hair stylist Jay Sebring, student Steven Parent and coffee heiress Abigail Folger in Los Angeles.

1974/Richard Nixon resigns at noon on this day.

1975/The Superdome opens in New Orleans. It cost \$163 million to construct.

DATEBOOK

Born: Sam Elliott 1944, Gillian Anderson 1968

In Music History

1978/Legendary bluesman Muddy Waters plays the White House.

1986/A 21-year-old fan is stabbed as Queen play at the British Knebworth Festival. Sadly, he bleeds to death before medics can get to him.

1987/Madonna apologizes for having called her hometown of Bay City, MI a "smelly little town" in an interview. She says she was only talking about the town's Dow Chemical plant.

1995/Grateful Dead leader Jerry Garcia dies of a heart attack while in the midst of drug rehab. He is 53.

Born: Whitney Houston 1963

THURSDAY, AUGUST 10

Middle Children's Day
1981/Pete Rose breaks the National League record for hits with number 3,631 while playing for the Philadelphia Phillies.

1985/Billy Marlin's uniform, with the number 1 on it, is retired by the New York Yankees.

1987/The musical *A Chorus Line* celebrates its 5,000th performance. An estimated 25 million people have seen the show since its debut in 1975.

Born: Rosanna Arquette 1959, Antonio Banderas 1960

In Music History

1972/Paul McCartney and wife Linda are arrested for drug possession in Sweden. They eventually pay fines of \$1,200.

1985/Duran Duran singer Simon LeBon's sloop, *Drum*, capsizes off the Cornish coast during a race. He's rescued after 40 minutes in the water.



Simon LeBon: Duran overboard!

Born: Ronnie Spector 1947, Jan Anderson (Jethro Tull) 1947, Jon Farriss (INXS) 1961

FRIDAY, AUGUST 11

Play in the Sand Day
1966/The first Chevy Camaro rolls out of a manufacturing plant in Norwood, OH.

1971/Republican New York Mayor John Lindsay switches his allegiance to the Democratic party.
1996/Microsoft introduces its Internet Explorer browser.

Born: Reverend Jerry Falwell 1933, Steve Wozniak 1950

In Music History

1969/At a Beverly Hills, CA club, Diana Ross introduces the debut of new Motown act The Jackson Five.

1972/Elvis Presley and wife Priscilla file for divorce.

1973/Kiss are discovered by manager Bill Aucoin at a show in New York.

SATURDAY, AUGUST 12

National Toasted Almond Bar Day
1969/The Boston Celtics basketball team is sold for the highest sum ever paid for a team to that date: \$6 million.

1973/Golfer Jack Nicklaus wins his 14th major golf title, breaking a record held for almost 50 years by Bobby Jones.

1988/Rod Carow becomes the first player in the history of the California Angels to have his uniform retired.

Born: Pete Sampras 1971, Dominique Swain 1980

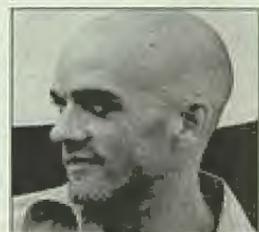
In Music History

1966/John Lennon half-heartedly apologizes for remarking that The Beatles are "bigger than Jesus now." The band's last American tour begins in Chicago.

1970/Janis Joplin plays her last show, at Harvard University.

1983/The Red Hot Chili Peppers add guitarist Jesse Tobias to the lineup. He lasts only three months before he's replaced by Dave Navarro.

1995/R.E.M. frontman Michael Stipe undergoes surgery for a hernia the day after the band ends a European tour during which drummer Bill Berry and guitarist Mike Mills are also hospitalized.



Michael Stipe: Everybody hurts.

Born: Porter Wagoner 1930, Mark Knopfler (Dire Straits) 1949

SUNDAY, AUGUST 13

National Filet Mignon Day
1942/Walt Disney's *Bambi* opens at Radio City Music Hall in New York.

1961/The German city of Berlin is divided by a barbed-wire fence, which is later replaced by a concrete wall that stands until Nov. 9, 1989.

1996/The space probe Galileo sends back data that indicates there might be water on one of Jupiter's moons.

Born: Fidel Castro 1926, Dao Ho 1930

In Music History

1977/Bachman-Turner-Overdrive call it quits.

1986/Prince plays his first U.K. show in five years, at a sold-out Wembley Stadium.

1998/Stone Temple Pilots frontman Scott Weiland pleads guilty to heroin possession and is ordered to spend three months in a drug rehab facility.

— Michael Anderson & Bridie Connolly

TELEVISION

FILMS

BOX OFFICE TOTALS

July 21-23

The Distributor	1	2	3	4	5	6	7	8	9
1 What Lies Beneath DreamWorks*	\$29.70	\$29.70	\$29.70	\$23.46	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57
2 X-Files Fox	\$23.46	\$23.46	\$23.46	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57
3 Pokémon: The Movie 2000 (WB)	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57
4 Scary Movie Miramax	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57
5 The Perfect Storm WB	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57
6 Disney's The Kid Buena Vista	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57
7 The Patriot Sony	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57
8 Loosey Sony*	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57
9 Chicken Run DreamWorks	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57
10 Mr. Meyers & Me Fox	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57	\$19.57

*All figures in millions
*First week in release
Source: A.C. Nielsen EDI

COMING ATTRACTIONS:

This week's openings include *Mulholland Drive*, starring Ewan McGregor, starring Eddie Murphy in a variety of roles. The film *Del Jam* Del Soul soundtrack sports



Janet Jackson's "Doesn't Really Matter," Mottley Jordan's "Do You Remember (Once Upon a Time)," Sade's "By Your Side," Redman & Embury's "Off the Wall," R. Kelly's "Just a Touch," Casey's "Mezzing You," Method Man's "Eve'n It," DMX's "T'm Gonna Cover" Brian McKnight's "Therkin' Bout Me," Ewan's "Let Me Be Scaredy 101's "Get With Me," Kandice Love's "No You Didn't Say," Musiq's "Just Friends (Sunray)" and Dru Hill's "Blizzards 'Til We With Me." Jay-Z's "Welcome Black & Anil contribute "Hey Papi" to compile the ST.

Also opening this week is *Thomas and the Magic Railroad*, starring Peter Onorati and Alec Baldwin. The film's underscored music soundtrack contains Atomic Kitten's rendition of "Locomotion," Shawn PAGES' "Really Useful Engine," Mariah Carey's "Shining Time," Dayna Mansfield's "I Know How My Moon Must Feel" and Joe Henry's "Some Things Never Leave You."

"Summer Sunday" performed by Dominic Gibson, Dominic Gibson, Rob Jenkins, Gerard McLachlan, and Ben Wright, is also featured on the CD.

Currently in theaters is *Loosey*, starring Jason Biggs and Maria Sokol. Look carefully for recording act Everclear in an on-screen performance.

—Alicia Giddow

TOP TEN SHOWS

JULY 17-23

Total Audience (95.9 million households)	1	2	3	4	5	6	7	8	9	10
1 Survivor	1	2	3	4	5	6	7	8	9	10
2 Who Wants To Be A Millionaire (Sunday)	1	2	3	4	5	6	7	8	9	10
3 Who Wants To Be A Millionaire (Thursday)	1	2	3	4	5	6	7	8	9	10
4 Who Wants To Be A Millionaire (Tuesday)	1	2	3	4	5	6	7	8	9	10
5 The Practice	1	2	3	4	5	6	7	8	9	10
6 20/20-Wednesday	1	2	3	4	5	6	7	8	9	10
7 20/20-Downtown	1	2	3	4	5	6	7	8	9	10
8 Wii & Grace Special (10pm)	1	2	3	4	5	6	7	8	9	10
9 Wii & Grace Special (9:30pm)	1	2	3	4	5	6	7	8	9	10
10 60 Minutes	1	2	3	4	5	6	7	8	9	10

COMING NEXT WEEK

- Friday, 7/28**
 - **Busta Rhymes**, *The Tonight Show With Jay Leno* (NBC, check local listings for time).
 - **David Gray**, *The Late Show With David Letterman* (CBS, check local listings for time).
- Saturday, 7/29**
 - **Buckcherry**, **Slash** and **Sammy Hagar** perform on *Hard Rock Live's "Best Of The Rockers"* episode (VH1, mid-night).
- Sunday, 7/30**
 - **The Bangles** are profiled on VH1's *Behind the Music* (8pm).
- Monday, 7/31**
 - **Incubus**, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).

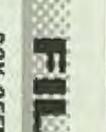
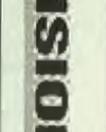


• Nancy Gray, David Letterman, Steve Earle and Sheryl Crow, July Leno.

• Brian Setzer Orchestra, July Leno.
• Todd Rundgren, David Letterman.
• Deneen Keel, Craig Kilborn.

—Julie Giddow

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



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CHRISTINA AGUILERA *Come On Over Baby* (A & M)
 2007 FORTNITE *Just Fly*
 AMERICA'S JOHNNY DEXTER
 MONROE WALKER
 MONTY BRADLEY *Get Out the House*
 JON STOLZENBERG

INSIDE TRACKS

VERTICAL HORIZON You're a God
 XL
 CREDIT: JEFFREY MAYER
 MICK JAGGER *Shine a Light*
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LARGE

1 DOORS DOWN *Systema Solar*
 TOM BRALTON *It's About Time (Enough)*
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C



AL PETERSON

 alpeter@rronline.com

Super-Shrewd Marketing Tips

How News/Talk sales pros can help clients get more from their ad dollars

Throughout the pages of this week's R&R you'll read many ideas and ways to help you do a better job when it comes to your station's marketing efforts. And although, in today's radio business, most stations do a pretty good job of training programmers and marketing directors in this critical area, you're still sure to pick up some good tips that will contribute to your station's overall success.

But one group of individuals — those in sales and sales management — is often overlooked when it comes to receiving enough basic training in the art of helping their clients to become better marketers. So this week I called on New Hampshire-based sales, marketing and management trainer **Irwin Pollack** for some ideas on how those responsible for generating ad revenue at your station can better help their clients get the most from their radio marketing dollars.



Irwin Pollack

I've always found Pollack to be a real meat-and-potatoes kind of guy who doesn't waste time espousing a lot of abstract theories and concepts when it comes to selling. And with the all-important fourth quarter rapidly approaching, there's no time like the present to review some of

his field-tested tips that can help you produce better results for yourself and your clients and also help your station post an improved bottom line before the end of this year.

Become Your Client's Marketing Expert

First, let's focus on some concrete ideas that Pollack says you can use with your clients to help them significantly improve their results when advertising on your radio station. What's his No. 1

rule for gaining success for advertisers? "Frequency!" says Pollack. "Advise your advertising clients to worry about frequency before worrying about audience sizes. Even though it may cost the same, reaching a small group of people lots of times results in more sales than reaching huge numbers of people only once."

TALK BACK TO R&R!

Do you have questions, comments or feedback regarding this column or other issues?

Phone: (858) 486-755

E-mail:

alpeter@rronline.com

Fax: (858) 486-7232

Or post your comments now. Go to www.rronline.com and click on Message Boards.

Looking For Leads In All The Right Places

While helping clients learn to get the most out of their marketing dollars is well worth any account executive's investment of time and energy, first you have to find the clients to help. With that in mind, Irwin Pollack shares these ideas for 30 places to find sales leads.

- **The Chase Calendar.** This book gives you what's happening each day, week and month of the year and gives you reasons to tell your next prospect to buy.

- **Your news department.** These are the people who get the press releases of grand openings, special events, etc. While they may not be newsworthy, they might be salesworthy.

- **Building directories.** The next time you are early for an appointment, check out the directory on the main floor. You'll find a long list of potentially worthy prospects who are right there in the building where you already are.

- **Office supply and furniture salespeople.** They usually get their biggest orders from new businesses. Network with them and trade leads.

- **Trade shows.** If it's a business expo or home show, you'll likely find 20 or more businesses all in one spot. It's time-efficient, and you can pass out a lot of business cards in one spot.

- **Food brokers.** Look for the leads in your yellow pages. This is a group of people that really controls food dollars. If you haven't worked with these people yet, now is the time!

- **Printers.** They do business card work, letterheads, etc. They know who is new and may get the work before the public finds out.

- **Billboards/busboards.** Keep a hand-held tape recorder in your car to make notes to yourself as you monitor which advertisers are doing outdoor around town.

- **Restaurant supply salespeople.** These are the ones who supply glassware and supplies to restaurants and bars. They know who is new and who is hot in town. You can usually find them listed in the yellow pages.

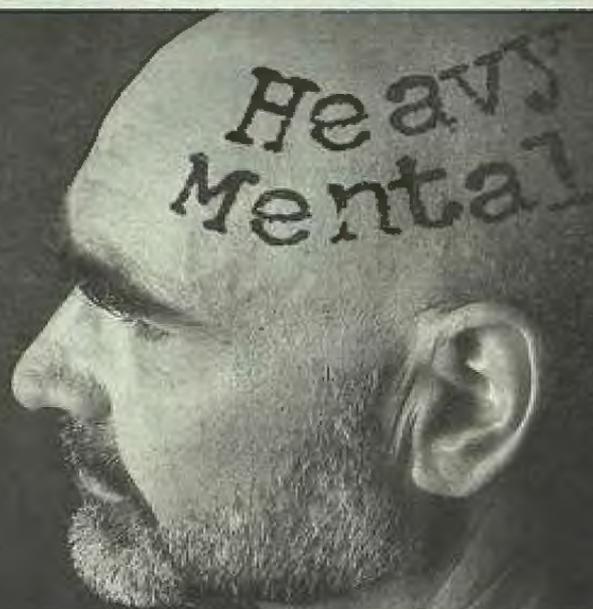
- **Direct-mail campaigns.** Other than what you might receive at home, you may want to consider going to the direct-mail company and getting the envelopes from each ZIP code. You'll find many more leads that way.

- **Regional and district managers.** With national companies, most local money is found from the zone, regional or district managers. You may find addresses and phone numbers by starting at the bottom and working your way up the list.

- **Commercial real estate salespeople.** These individuals specialize in commercial and office space. You'll learn early who is opening a second location or which national players may be sniffing around for space in your market.

- **Convention center managers.** Get their monthly events roster to find out who's rented large blocks of space.

Continued on Page 33



the Quest WEISSBACH

Life death and afterlife. Inner peace and outer limits. Peter Weissbach has lots on his mind as he takes listeners on *the Quest* for the unknown and unknowable. Monday to Friday, 6pm-mid PT (9pm-3am ET). Satcom C5, TR 23, Sedat 31.

BROADCAST PROGRAMMING

A Jones International Networks Company

800.426.9082

bpradio.com/weissbach

- Do more commercials over several days to give the illusion of stronger presence and to make a longer impression. Instead of airing 20-25 commercials per week, try airing all of a client's spots on a Monday-through-Wednesday basis.
- Utilize early evening and late-night commercial time to sell a product that can be used by consumers on a mass level.
- Remember to always write for the ear. Never forget that radio is an audio medium.
- All you want to do is sell a product. Creativity alone does not

- do that. Keep creativity within the confines of solid advertising principles, not in spite of them.
- Make your ads dominate the medium. Run lots of ads in short time periods. This breaks through the advertising barrage, reaches your prospects and gains top-of-mind awareness.
- Resist spending time and money to simply inform people. Remember: Decisions to buy aren't made because of knowledge and information, but rather because of emotional factors.
- Advertise every week. At any time someone may be in the buy-

Looking For Leads In All The Right Places

Continued from Page 32

- **Hotel and TV guide throwaways.** These real estate guides, entertainment guides or pages of television listings are filled with leads for the newer salesperson.
- **Last year's newspapers.** Since most retailers do the same thing each year, here's a way to stay ahead of the competition and work on getting the budget now, before it's placed in the newspaper.
- **Inactive leads.** Go through your station's historical sales report (you do have one, right?). Who was on the air a year ago, two years ago? Maybe they just slipped through the cracks during transition periods.
- **Recruitment section of the newspaper.** What national clients are looking for help six months before they enter your market?
- **Public records.** Check in down at City Hall for filings of new incorporations, sales tax licenses, liquor licenses, elevator and building permits, etc.
- **Mail managers.** Get to know them and ask for their tenant roster. It will give you a list of each store in the mall, local management contact, etc. It helps to know who to ask for when you are cold-calling. Hint: Be sure to look for those who will want to supplement mall activities or their own national ad campaigns.
- **Commerce and industry groups.** Someone from your sales staff should join the local Chamber of Commerce. Others ought to be sure they are tied in to local church groups, Rotary Clubs, etc. As a general rule, businesspeople like to do business with people they know.
- **Monitor other media.** Be careful not to put the bulk of your attention into prime-time slots where national clients and agencies place their spots. Super-achievers fish for leads during the days and times that local retailers advertise — usually during those times when stations package their lower-demand inventory.
- **Business to business.** Look to share leads with in-office water and coffee suppliers, vending machine providers, etc. They know where some bones are buried.
- **Sports Programs.** Golf tournaments and school sporting events usually include programs that have sponsorships and advertisements paid for by local advertisers.
- **The World Wide Web.** Comb through search engines or citywide sites for local advertisers who invest money via the web. They may also have some money for you and your station.
- **Yellow pages index.** Brainstorm account categories from the index in the yellow pages, which provides you with a list of virtually every type of business, some of which you may not even have thought of before.
- **"Recurrent" prospects.** Each week select three people who said they wanted to think over your proposal and let you know when they were ready to buy. If they haven't called back, give them another try.
- **Construction signs at strip malls.** Most shopping developers budget big dollars for grand openings.
- **Newly assigned commercial phone number list.** Find yourself an inside source at the phone company. It's the best source of new businesses out there, because every new business needs a phone number.
- **Well-painted, marketing-focused trucks.** Some companies spend thousands of dollars on their fleet. These trucks can indicate companies worth calling on.

Shaking Off That Vacation Hangover

OK, so with at least a month or so of those lazy summer days still ahead of us, no matter how dedicated a sales professional you are, the idea of planning how you are going to improve your fourth quarter isn't likely to be the first thing you're thinking about right now. Even if your body is still in the office, chances are your brain is already moving toward that vacation you've been planning or reviewing the one from which you've just returned.

There's no question that many of us spend weeks or even months planning and preparing for that long-anticipated summer vacation at the beach or other favorite destination. But sooner or later vacation ends, and it's time to get back in the saddle again. Just how much time and effort will you put into getting back up to speed on what's been happening while you were gone? Irwin Pollack offers these solid suggestions for both pre- and post-vacation planning:

- **Beware of the squeaky-wheel syndrome.** Your e-mail may be screaming to call this or that person or e-mail this or that client. Don't fall for the "squeaky wheel syndrome." Review pending work before deciding which individual demanding attention truly needs it first.
- **Lose a day, gain a week.** Experts caution against putting too much pressure on yourself to get up to speed the first day back. Give yourself at least a full day to review and organize your work. Remember that Rome wasn't built in a day. It might take some time to get back to it.
- **Tackle pending and assignment folders first.** The best way to organize work is to set up daily and monthly pending folders. When you return from vacation, peruse these first to help remind you about work due soon.

ing cycle, wanting or needing a product or service you sell. Get that fighting chance for them to buy it from you. The week you don't advertise might be the one when you miss a big sale.

- Don't put too many ideas or thoughts into a single ad. This will only confuse a potential consumer and cause them to tune out your message. If you have many

thoughts or concepts to get across to a listener, look to doing an on-going campaign to carry a similar theme, but change the focus slightly to make your new point. (Note: A great example of this strategy is H&R Block's annual ad campaign that tells consumers all of the many different reasons to use the company to prepare their income tax returns. The ads sell

the same basic image of H&R Block over and over again, with a slightly varied message inserted in-between.)

- Be sure you're distinguishing the difference between results and response. While one may make people come in (and make the cash register open), the key is making the interested in, shoppers or shoplifters?

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12+ SPRING 2000 ARBITRON RESULTS

San Francisco - #4

Station (Format)	Owner	W1 '00	Sp '00
KGO-AM (N/T)	ABC	6.9	7.1
KCBS-AM (News)	Infinity	4.9	4.4
KOIT-AF (AC)	Bonneville	4.1	4.2
KMEL-FM (CHR/Rhy)	AMFM	3.4	4.1
KSOL/KZOL (Reg. Mex.)	Hispanic	2.9	3.7
KYLD-FM (CHR/Rhy)	AMFM	3.5	3.7
KNBR-AM (Sports)	Susquehanna	2.5	3.6
KDFC-FM (Classical)	Bonneville	3.4	3.4
KKSF-FM (NAC/SJ)	AMFM	3.2	3.4
KISQ-FM (Urban AC)	AMFM	3.0	3.0
KBLX-FM (Urban AC)	Inner City	2.8	2.8
KFFG/KFOG (Ad. Alt.)	Susquehanna	3.3	2.8
KFRC-AF (Oldies)	Infinity	3.6	2.8
KQZ-FM (CHR/Pop)	Bonneville	2.8	2.8
KSFO-AM (Talk)	ABC	2.9	2.7
KFJO/KSJO (Rock)	Clear Chan.	2.1	2.5
KITS-FM (Alt.)	Infinity	2.4	2.5
KIDI-FM (Hot AC)	AMFM	2.4	2.4
KLLC-FM (Hot AC)	Infinity	2.4	2.4
KABL-AM (Adult Std.)*	AMFM	1.7	2.0
KYCY-FM (Country)	Infinity	1.9	1.7
KBRG-FM (Span. AC)	EXCL	2.1	1.3
KSAN-FM (Cl. Hits)	Susquehanna	1.2	1.2
KLOK-AM (Reg. Mex.)	EXCL	0.8	1.1
KUFV-FM (Cl. Rock)	Clear Chan.	1.2	1.1

* Became Oldies in late June

Boston - #8

Station (Format)	Owner	W1 '00	Sp '00
WBZ-AM (N/T)	Infinity	8.9	7.3
WXXS-FM (CHR/Pop)	AMFM	5.2	6.0
WNLX-FM (AC)	Gr. Media	5.4	5.5
WRKO-AM (N/T)	Entercom	5.1	5.0
WJMN-FM (CHR/Rhy)	AMFM	4.3	4.9
WBGN-FM (Alt.)	Infinity	3.9	4.3
WCRB-FM (Classical)	Charles River	4.0	4.2
WBUX-FM (Hot AC)	Infinity	3.9	4.1
WKLB-FM (Country)	Gr. Media	3.4	4.1
WEEI-AM (Sports)	Entercom	3.5	4.0
WOSQ-FM (Oldies)	Infinity	4.0	3.9
WOSX-FM (Hot AC)	Entercom	2.7	3.0
WZLX-FM (Cl. Rock)	Infinity	3.6	3.0
WAAF-FM (Rock)	Entercom	3.1	2.7
WDRR-FM (Oldies)	Gr. Media	3.2	2.7
WBOT-FM (Urban)	Radio One	1.2	2.0
WBOS-FM (Ad. Alt.)	Gr. Media	2.1	1.8
WPLM-FM (B/EZ)	Plymouth Rock	2.1	1.7
WTUK-FM (Talk)	Gr. Media	1.2	1.6
WXXS-AM (Adult Std.)	AMFM	0.9	1.6
WILD-AM (Urban)	Nash	1.0	1.5
WFNX-FM (Alt.)	MCC	1.3	1.1
WANG-AM (Tropical)	Mega	0.7	1.0
WZDQ-FM (AC)	Saga	0.8	1.0

San Diego - #15

Station (Format)	Owner	W1 '00	Sp '00
KOGO-AM (Talk)	Clear Chan.	4.8	5.5
XHTZ-FM (CHR/Rhy)	Califormula	4.1	5.4
XTRA-FM (Alt.)	XTRA Com	4.8	5.2
KHTS-FM (CHR/Pop)	Clear Chan.	4.9	4.9
KIFM-FM (NAC/SJ)	Jeff. Pilot	4.8	4.6
KIOZ-FM (Rock)	Clear Chan.	4.4	4.6
KYXY-FM (AC)	AMFM	5.9	4.5
KFMB-FM (Hot AC)	Midwest TV	5.0	4.4
KSON-FM (Country)	Jeff. Pilot	4.3	4.3
KLNV-FM (Reg. Mex.)	Hispanic	3.3	4.0
KGB-FM (Cl. Rock)	Clear Chan.	4.1	3.6
KJQY-FM (Oldies)	Clear Chan.	3.3	3.0
XHRM-FM (Oldies)	BiNational	3.9	3.0
KPOP-AM (Adult Std.)	Clear Chan.	2.1	2.6
KMSX-FM (Hot AC)	Clear Chan.	2.5	2.3
XTRA-AM (Sports)	XTRA Com	2.1	2.3
KPLM-FM (Cl. Hits)	AMFM	1.9	2.1
KXST-FM (Ad. Alt.)	Compass	1.1	2.1
KFMB-AM (Full Serv.)	Midwest TV	2.1	2.0
KBZT-FM (Oldies)	Jeff. Pilot	2.7	1.9
XHCR-FM (Country)	Califormula	1.8	1.9
KLQV-FM (Span. AC)	Hispanic	1.2	1.7
KFI-AM (Talk)	AMFM	1.8	1.4
KSPA-AM (Adult Std.)	Astor	0.7	1.2
KFSO-FM (Classical)	Astor	1.5	1.1
XLTN-FM (Span. AC)	Califormula	1.1	1.1

Baltimore - #20

Station (Format)	Owner	W1 '00	Sp '00
WERO-FM (CHR/Rhy)	Radio One	10.1	9.0
WWIN-FM (Urban AC)	Radio One	6.7	7.2
WPOG-FM (Country)	Clear Chan.	7.5	7.1
WBAL-AM (N/T)	Hearst-Argyle	6.1	7.0
WQSR-FM (Oldies)	Infinity	5.0	5.3
WLIF-FM (AC)	Infinity	5.3	5.3
WYYZ-FM (Rock)	Hearst-Argyle	3.8	5.0
WWMX-FM (Hot AC)	Infinity	5.0	4.7
WHFS-FM (Alt.)	Infinity	2.9	3.8
WXYV-FM (CHR/Pop)	Infinity	4.0	3.6
WCAO-AM (Rel.)	Clear Chan.	3.5	3.0
WRBS-FM (Rel.)	Peter & John	1.9	2.2
WCBM-AM (N/T)	M-10 Br.	2.4	1.9
WGBL-FM (Cl. Rock)	Clear Chan.	2.2	1.9
WJFK-AM (Talk)	Infinity	1.9	1.7
WHUR-FM (Urban AC)	Howard Univ.	1.7	1.5
WYZZ-FM (Urban)	Radio One	1.5	1.5
WPGC-FM (CHR/Rhy)	Infinity	2.0	1.5
WQDC-FM (Rock)	AMFM	0.8	1.2
WZBA-FM (Rock AC)	Shamrock	1.4	1.2
WROX-FM (Hot AC)	ABC	1.4	1.0

Tampa-St. Petersburg - #21

Station (Format)	Owner	W1 '00	Sp '00
WDOV-FM (B/EZ)	Cox	10.3	10.1
WFLZ-FM (CHR/Pop)	Clear Chan.	6.7	7.6
WLLD-FM (CHR/Rhy)	Infinity	6.2	6.9
WQYK-FM (Country)	Infinity	6.0	6.3
WXTB-FM (Rock)	Clear Chan.	6.1	5.3
WFLA-AM (N/T)	Clear Chan.	4.9	4.8
WRBQ-FM (Country)	Infinity	4.2	4.0
WSJT-FM (NAC/SJ)	Infinity	4.3	4.0
WGUL-AF (Adult Std.)	WGUL Inc.	5.1	3.9
WSSR-FM (Hot AC)	Clear Chan.	3.3	3.8
WTBT-FM (Cl. Rock)	Clear Chan.	2.3	3.6
WMTX-FM (Hot AC)	Clear Chan.	3.4	3.5
WWRM-FM (AC)	Cox	3.3	3.4
WFJQ-FM (Oldies)	Cox	3.5	2.8
WYUU-FM (Oldies)	Infinity	2.0	2.6
WHFT-FM (Cl. Rock)	Cox	2.5	2.5
WTMP-AM (Urban)	Tampa Br.	1.7	2.1
WBBY-FM (Rock AC)	Cox	2.8	2.1
WSUN-FM (Oldies)	Cox	1.8	2.0
WDAE-AM (Sports)	Clear Chan.	1.1	1.9
WROX-AM (Urban AC)	Metropolitan	0.8	1.0

Pittsburgh - #22

Station (Format)	Owner	W1 '00	Sp '00
KDKA-AM (N/T)	Infinity	12.4	12.1
WDSY-FM (Country)	Infinity	8.3	7.8
WQVE-FM (Rock)	AMFM	7.0	7.8
WZZZ-FM (CHR/Pop)	Infinity	6.3	7.1
WWSW-AF (Oldies)	AMFM	5.2	6.2
WQDX-FM (Alt.)	AMFM	5.0	5.2
WJAS-AM (Adult Std.)	Renda	5.7	5.1
WSHH-FM (AC)	Renda	4.1	5.0
WJJJ-FM (Oldies)	AMFM	5.0	4.8
WAMO/WSSZ (Urban)	Sheridan	4.1	4.0
WLTA-FM (AC)	Frischling	3.6	3.5
WRRK-FM (Cl. Rock)	Frischling	3.2	3.4
WPHH-FM (Hot AC)	AMFM	2.6	2.5
WZPT-FM (Rock AC)	Infinity	2.1	2.3
WEAE-AM (Sports)	ABC	1.1	1.9
WOGG/WOGL (Country)	Humes	1.5	1.7
WORD-FM (Rel.)	Salem	1.5	1.7
KQV-AM (News)	Calvary	1.5	1.2
WPTT-AM (Talk)	Renda	1.8	1.5

For The Record: In last week's ratings for Los Angeles, KBIG-FM should have been shown trending 2.6-2.7 and ranked 12th in the 12+ standings.

Dallas-Ft. Worth - #6

Station (Format)	Owner	W1 '00	Sp '00
KKDA-FM (Urban)	Service	6.6	7.2
KHKS-FM (CHR/Pop)	AMFM	5.8	6.3
KSCS-FM (Country)	ABC	5.0	5.3
KPLX-FM (Country)	Susquehanna	4.6	5.2
WBAP-AM (N/T)	ABC	4.8	4.2
KQAI-FM (NAC/SJ)	Infinity	2.9	4.1
KZPS-FM (Cl. Rock)	AMFM	4.0	4.0
KVIL-FM (AC)	Infinity	4.3	3.8
KEGL-FM (Rock)	Clear Chan.	4.0	3.7
KRLD-AM (N/T)	Infinity	3.7	3.6
KDMX-FM (Hot AC)	Clear Chan.	3.5	3.3
KRBB-FM (CHR/Rhy)	Infinity	2.9	3.3
KDGE-FM (Alt.)	AMFM	2.9	3.1
KLUV-FM (Oldies)	Infinity	2.0	3.1
KTKK-AM (Sports)	Susquehanna	3.4	3.1
KMEG-FM (Oldies)*	ABC	2.7	2.4
KLTY-FM (Rel.)	Sunburst	3.5	2.2
WRR-AM (Classical)	City of Dallas	2.8	2.2
KRNB-FM (Urban/O)	Service	2.2	2.1
KOXX/KLNO (Span. AC)**	Hispanic	1.2	2.0
KTXQ-FM (Oldies)	AMFM	2.3	2.0
KQMR/KMRR (Ad. Alt.)	Susquehanna	1.7	1.9
KBFB-FM (AC)	AMFM	1.9	1.8
KAAM-AM (Adult Std.)	Crawford	1.7	1.4
KODA-AM (Urban/O)	Service	0.6	1.2
KTCY-FM (Reg. Mex.)	SBS	1.2	1.2
KHVN-AM (Gospel)	Infinity	1.2	1.1
KYNG-FM (Talk)***	Infinity	2.1	1.1

* Evolved from AC during February

** KLNO-FM was KGDE-FM until January 30

*** Was Country until April 7

Washington, DC - #9

Station (Format)	Owner	W1 '00	Sp '00
WPGC-FM (CHR/Rhy)	Infinity	5.7	5.9
WHUR-FM (Urban AC)	Howard Univ.	6.5	5.5
WQYS-FM (Urban)	Radio One	5.8	5.1
WGMS-FM (Classical)	Bonneville	4.5	4.6
WROX-FM (Hot AC)	ABC	4.1	4.5
WBG-FM (Oldies)	AMFM	3.7	4.4
WMMJ-FM (Urban AC)	Radio One	2.9	4.3
WMAJ-AM (N/T)	ABC	4.6	4.2
WMOZ-FM (Country)	AMFM	4.2	4.2
WASH-FM (AC)	AMFM	3.6	4.1
WJFK-FM (Talk)	Infinity	3.7	4.0
WJZW-FM (NAC/SJ)	ABC	3.8	3.7
WARW-FM (Cl. Rock)	Infinity	2.8	3.5
WQDC-FM (Rock)	AMFM	3.3	3.5
WTOP-AF (News)	Bonneville	3.8	3.4
WVVZ/WVZZ (CHR/Pop)	Bonneville	3.4	2.8
WJMD-FM (Oldies)	AMFM	2.9	2.7
WHFS-FM (Alt.)	Infinity	1.8	2.1
WPGC-AM (Gospel)	Infinity	1.5	1.5
WTEM-AM (Sports)	AMFM	1.8	1.3
WAVA-FM (Rel.)	Salem	1.0	1.0

Houston-Galveston - #10

Station (Format)	Owner	W1 '00	Sp '00
KBXX-FM (CHR/Rhy)	Clear Chan.	7.5	8.0
KILT-FM (Country)	Infinity	4.2	6.2
KRBE-FM (CHR/Pop)	Susquehanna	6.3	6.1
KODA-FM (AC)	AMFM	7.6	5.8
KMUO-FM (Urban AC)	Clear Chan.	4.8	5.8
KLTN-FM (Reg. Mex.)	Hispanic	5.2	5.4
KTRH-AM (News)	AMFM	4.1	4.1
KHMX-FM (Hot AC)	Clear Chan.	3.7	3.8
KKTL/KTBZ (Alt.)	Clear Chan.	3.6	3.8
KLDL-FM (Rock)	AMFM	3.4	3.6
KLDE-FM (Oldies)	AMFM	3.6	3.4
KKRW/KQUE (Cl. Hits)	AMFM	3.1	3.1
KIKK-AF (Country)	Infinity	2.3	2.7
KXBO-FM (Country)	AMFM	2.6	2.7
KPRC-AM (N/T)	Clear Chan.	2.9	2.4
KDQK-FM (Tejano)	El Dorado	2.1	2.2
KOFA/KOVE (Span. AC)	Hispanic	1.9	2.1
KJQJ/KTJM (Oldies)	Clear Chan.	2.3	1.8
KBME-AM (Adult Std.)	AMFM	1.6	1.6
KRTS-FM (Classical)	KRTS	1.2	1.2
KRTX-AF (CHR/Rhy)	Hispanic	1.1	1.2
KEYH/KXTJ (Reg. Mex.)	El Dorado	1.2	1.1
KILT-AM (Sports)	Infinity	1.3	1.1

Phoenix - #16

Station (Format)	Owner	W1 '00	Sp '00
KHIX-FM (Country)	Clear Chan.	5.7	6.1
KTAR-AM (N/T)	Hearst-Argyle	4.8	5.9
KKFR-FM (CHR/Rhy)	AMFM	4.9	5.6
KOOL-FM (Oldies)	AMFM	5.9	5.4
KYOT-FM (NAC/SJ)	AMFM	4.2	5.4
KMLE-FM (Country)	AMFM	5.5	5.2
KFYI-AM (N/T)	AMFM	4.5	4.5
KESZ-FM (AC)	Clear Chan.	6.0	4.3
KXLT-FM (AC)	Hearst-Argyle	4.1	4.2
KUPD-FM (Rock)	Sandusky	4.7	3.8
KMXP-FM (Hot AC)	Clear Chan.	4.0	3.7
KOY-AM (Adult Std.)	AMFM	4.2	3.7
KZZP-FM (CHR/Pop)	Clear Chan.	3.3	3.6
KDDJ/KEDJ (Alt.)	Big City	3.3	3.1
KDKB-FM (Rock)	Sandusky	3.0	3.0
KSLX-AF (Cl. Rock)	Sandusky	3.4	3.0
KZON-FM (Hot AC)	AMFM	2.4	2.8
KHDT-FM (Reg. Mex.)	Hispanic	2.2	2.5
KPTY-FM (CHR/Rhy)	New Planet	1.4	2.1
KLNZ-FM (Reg. Mex.)	Z-Span.	2.0	1.4

St. Louis - #19

Station (Format)	Owner	W1 '00	Sp '00
KMOX-AM (N/T)	Infinity	10.3	12.0
KEZK-FM (AC)	Infinity	7.4	7.3
WIL-FM (Country)	Sinclair	5.7	6.5
KATZ-FM (Urban)	Clear Chan.	4.8	5.9
KSLZ-FM (CHR/Pop)	Clear Chan.	5.1	5.7
KMJM-FM (Urban AC)	Clear Chan.	5.3	5.4
KTRS-AM (Talk)	Dorsey	4.3	4.3
WKKX-FM (Country)	Emmis	4.3	3.9
KYKY-FM (Hot AC)	Infinity	4.7	3.8
KLOU-FM (Oldies)	Clear Chan.	4.6	3.7
KSHE-FM (Cl. Rock)	Emmis	3.1	3.6
KHFT-FM (Cl. Hits)	Sinclair	4.3	3.5
KPNT-FM (Alt.)	Sinclair	3.0	3.5
WVRV-FM (Hot AC)	Sinclair	2.9	2.9
WRTH-AM (Adult Std.)	Sinclair	2.4	2.6
KXOK-FM (Cl. Rock)	Sinclair	2.9	2.5
WXTM-FM (Rock)	Emmis	2.3	2.5
KFUD-FM (Classical)	Lutheran	2.9	2.3
KATZ-AM (Gospel)	Clear Chan.	2.5	2.1
KSD-FM (Hot AC)	Clear Chan.	2.6	2.0
KFNS-AF (Sports)	MD Sports	1.1	1.0
WESL-AM (Urban AC)	M&R	0.8	1.0

Format Abbreviations

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

WB/Nashville

Continued from Page 1

environment for our artists." Mayne told R&R, "In these challenging times in our business, we're blessed with a great team of individuals supporting our artists, it's exciting for me to have the opportunity to facilitate our activities and departments. Over the years Bob has led Nashville's foray into international marketing, and he now brings his creativity and experience to our marketing process. These appointments will help us facilitate our recent affiliation with Asylum and continue to strengthen our



Mayne

Sapariti

company as we continue to fine-tune our organizational structure for the future."

Sapariti joined the label in 1985 and later became Sr. VP/GM of Warner Bros./Nashville. Mayne came aboard in 1987 and later became Sr. VP/GM of Reprise's Nashville operations. When the labels were combined last September, the two men became Sr. VPs of the united label.

Matchbox Twenty Sparkling Like Diamonds



Melissa/Lava/Atlantic recording artists Matchbox Twenty are celebrating even more sweet success as they receive the RIAA's prestigious Diamond Award for their 1996 debut album *Yoursell Or Someone Like You*. The award marks sales in excess of 10 million units. The album has since been certified 11 times platinum. The band received the award during their performance on *The Late Show With David Letterman*. Pictured on stage outside the Ed Sullivan Theater are (l-r) Atlantic VP A&R/Promotion Kim Stephens, Matchbox Twenty's Brian Yale and Kyle Cook, Atlantic Exec. VP/GM Ron Shapiro, Atlantic Exec. VP Andrea Ganis, Grammy Award-winning producer Matt Serletic, Atlantic Group co-Chairman/co-CEO Val Azzoli, band manager Michael Lippman, Matchbox Twenty's Rob Thomas, Lava Records President Jason Flom and Matchbox Twenty's Adam Guynor and Paul Doucette.

Clear Channel

Continued from Page 1

it would deal to Clear Channel to 25 and reduce the cash payment to \$37 million. Now Cumulus has said it will sell 55 stations to Clear Chan-

nel in return for seven stations and will receive \$166 million.

The first part of those deals, the ones announced in May, were approved by the DOJ last week. Cumulus will pick up stations in Cedar Rapids, IA; Shreveport, LA; and Melbourne, FL. Clear Channel will get Cumulus stations in Ann Arbor, MI; Chattanooga; McAllen-Brownsville; Salisbury-Ocean City, MD; and Eau Claire, WI and pay Cumulus about \$91 million. The deal is expected to close next week.

Then, later in the year Cumulus will sell an additional 30 stations in Mankato, MN; Rochester, MN; Mason City, IA; Evansville, IN; and Columbus, GA in return for \$75 million in cash. Cumulus will use the cash to fund acquisitions.

Cumulus President/CEO Lew Dickey said the additional stations

Cumulus will be selling to Clear Channel were "not critical to our business strategy." Cumulus has also been saddled with a sagging stock price. When the deals were first announced in March, Cumulus stock was selling for \$34.50. On Tuesday (7/25) it was selling for \$9.50.

R&R Editor-In-Chief Ron Rodrigues contributed to this story.

Mays

Continued from Page 1

the MMTC's Everett G. Parker Award in recognition of her 30 years of leadership in support of diversity and inclusiveness in the media and telecom industries. Hughes is the first African-American woman to head a public company, while Radio One is the largest minority-owned radio firm.

Bedford

Continued from Page 3

Arbitron's best-known and most-respected executives throughout the media industry," Arbitron Internet Services VP/GM Bill Rose commented. "He is the obvious choice to grow the new medium of webcast-

ing, where his incredible people skills and industry experience will help us develop this strategic service. We have very high expectations for InfoStream, and we are confident that Brad will build and foster relationships with leading webcasters, agencies and technology companies in the streaming media arena."

Mestel

Continued from Page 3

Mestel joins Arista from Palm Entertainment, where he was COO and served on the company's board

of directors. Prior to joining Palm, he was COO of Island Entertainment Group, which consisted of international labels Island Records and Island Pictures

Changes

Continued from Page 29

Politically Speaking, hosted by Paul Alexander and John Batchelor on WBRR/New York.

Oldies: KBZT/San Diego adds Dave Schutte as morning show producer.

Records: Chris Neese is now VP/A&R for Broken Bow ... Lisa Weiss is upped to SVP/Deputy General Counsel for Sony Music Entertainment.

Industry: BMI promotes Delia Orjuela to Dir./Latin Music, and taps both J.W. Johnson and Tracie

Verlinde as Dir./Writer-Publisher Relations, along with Myles Lewis as Assoc. Dir./Writer-Publisher Relations ... Jon Burk, Susanne Fitzsimmons and Gene Amoroso are upped to Market Dir. positions for EMI Music Distribution ... Musicmaker.com names Daren Gill SVP/Marketing and makes Daniel Levi SVP/Int'l Marketing ... MCY.com adds to its executive staff; Patrick McDonald is now VP/Sales; Nancy Bushkin, VP/Corporate Communications; Lukas Fitze, Assoc. Dir./Business Development; and Matthias Wolf, Dir./Media ... Columbia House names Shari Roth and Eduardo Urreta Dirs./A&R ... Advantage Systems adds Speed Marriott and Rick Steele as Nat'l Sales Reps.

Arbitron

Continued from Page 1

scrupulous job of maintaining their diaries and entering comments that included their opinions about music and contest prizes.

Because the kids were under 12 years old, their listening habits were not included in Arbitron's syndicated reports, but Arbitron otherwise treated the young listeners the same as their older counterparts: They were recruited in the same fashion and were subject to the same rules as regular listeners. The only exception was that parents were encouraged to help their kids fill out the diaries if necessary. And, as in a normal situation, the kids and all other members of the household kept diaries (all diaries from these households were excluded from measurement).

Some conclusions:

- There were marked differences in listening patterns between genders. Some 67% of girls age 6-11 gravitated toward the CHR/Pop sta-

tion, while 71% of boys in the same age bracket expressed a preference for the CHR/Rhythmic station. These numbers are similar to teen listening patterns in the same markets.

- Girls 6-11 listen to the radio about 30% more than boys. Again, that's similar to teenage listening patterns.

- Kids below 12 listen to radio less than older children, and they listen to fewer stations. About 90% of kids 6-11 listen to radio eight to nine hours per week.

- Listenership among kids 6-11 is strongest in the afternoons and early evenings, before school and on the weekends.

Many stations have already had success selling their preteen audiences to advertisers, but they asked Arbitron to conduct this pilot study in order to be able to provide hard numbers to the skeptics. Arbitron intends to continue with this study and perhaps increase the number of markets it uses in the future. It does not, however, have plans to include under-12s in its syndicated reports.

Blair

Continued from Page 1

career as a CBS Records college marketing/promotion rep for the New England region (1983-86). He then moved to Chrysalis Records, first as Northeast Promotion/Marketing Manager, then as West Coast Promotion Director. Blair returned to Boston in 1988 as Local Promotion Manager for New England and two years later joined the national staff in New York as National Director/Top 40 Singles Promotion. In 1991 he was promoted to VP/Top 40

Singles Promotion and four years later became Sr. VP.

"I look forward to working alongside 'L.A.' to build on the legacy of Arista, expand the company's vision and take it to even greater heights," Blair noted. "It is extremely exciting to be part of Arista's new team. It is a vibrant group of music executives who are the best at what they do. In this converging world, it's liberating to know that we have so many creative people who will invent new ways to electrify the public about our artists. We're hitting the ground running."

Barrett

Continued from Page 3

the next level." Prior to joining JFK, Barrett had been an on-air personality at

WYYY (Y-94)/Syracuse and was a producer and newperson for Y-94's News/Talk sister, WSYR. His resume also includes a stint as a producer at WHK-AM/Cleveland.



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© 2000 Giant Records. www.GiantRecords1.com**Street Talk.****N.Y. Arbitrons Questioned By Crain's**

An item in this week's *Crain's New York Business* has raised the question of whether Arbitron accurately represented Hispanic listening in the spring 2000 survey for New York. The article pointed to a 2-share decline in listening among the top four Spanish-language stations in the market and cited SBS/N.Y. GM **Carey Davis** as being concerned about whether enough Hispanics were counted in the survey. In response, Arbitron VP **Thom Mocarsky** told *ST* that the proper number of Hispanics were counted, but that Arbitron did notice that Spanish-speaking diarykeepers in the third phase were not properly identified with their language preference. However, their diaries were included in the overall market sample and were counted toward the spring numbers. Stations hoping for a change in their fortunes will have to wait until the summer book.

KFWB/L.A. PD **Dave Cooke** told staffers last weekend that he would exit the Infinity all-News station, which he joined almost two years ago following a stint as PD of crosstown KABC, because of philosophical differences with GM **Roger Nadel**. In a memo to KFWB staffers obtained by *ST*, Cooke cites his disagreement with Nadel on "the strategic direction necessary to significantly impact the station's ratings." Cooke noted that he was proud of the staff's work but claimed that KFWB's lack of sustained ratings growth "is exacerbated by factors beyond the control of programming — including lack of marketing, signal problems and a commercial load that is substantially above the industry norm." In response, Nadel told *ST*, "I believe very strongly in what we do here. 'All news, all the time' is a winning formula, and we're going to get back to the basics of what we do best."

Meanwhile, at KABC **Eric Stanger** is appointed APD. He previously held the Exec. Producer post at sister Talker WABC/N.Y.

AMFM Sr. VP/Programming **Ken Benson** has decided to step down. Benson can be reached at (360) 883-0092 or at kenbradio@aol.com. Additionally, AMFM Sr. VP/Sales **John Coulter** departs. Coulter had been involved with AMFM since joining predecessor company Evergreen Media in 1988.

We Can Talk, But Watch Your Mouth!

It seems WOR/N.Y. talk host and gossip-monger **Joan Rivers** has been able to say whatever she wanted on her radio show, so long as it's bleeped before it hits the airwaves. A comment Rivers made last Friday on her radio show failed to signal the censors, howev-

er, and sailed right onto the airwaves. She received a weeklong suspension for her slip of the tongue. Rivers told the *New York Post*, "I was talking about a lousy restaurant and said, 'I'll eat shit on a bun, so it really has to be bad for me not to like it!' They didn't catch it because they had a trainee engineer who I don't think they'll use anymore." While Rivers admits that she was told to "be more careful and circumspect" by WOR management, she says her language is "what makes the show fun." When asked by the *Post* if her suspension was with or without pay, Rivers said, "Considering what I'm making over there, I can't tell the difference. Trust me, I didn't have to call my accountant."



Joan Rivers

Tongues were wagging last weekend about an interview with Broadcast.com founder **Mark Cuban** that appeared in *Net* magazine *Inside.com*. It seems the multimillionaire, who now owns the NBA's Dallas Mavericks, is planning to start a music label in partnership with a major radio station group. While Bloomberg cited Clear Channel as a possibility, a company representative tells *ST*, "Clear Channel has not had any discussions on the matter." Cuban says he's committing as much as \$50 million of his own funds to the label, which would have an online presence and offer unlimited access to an artist library. In an e-mail response to *ST*'s questions, Cuban says the venture is in its infancy and that he has "not finalized agreements with anyone." As for hooking up with broadcasters, Cuban says, "It's about time the radio industry benefited from the demand it is creating for music." As for the kinds of acts Cuban wants to sign, he notes, "We won't be in the new artist development business. We will work only with established artists who have completed their contracts with their labels."

Ron Chapman To Move To KLUV

Ron Chapman has hosted mornings at KVIL/Dallas since 1969 and attracted legions of fans during the last quarter-century. But on last Wednesday's show the 64-year-old Chapman told the world he'll be shifting to Oldies sister KLUV for mornings Sept. 5. According to the *Dallas Morning News*, Chapman volunteered to move to KLUV in 1998, when research showed that his audience wasn't listening to KVIL's AC format after his show. KVIL middayer **Ken Barnett** will shift to mornings as Chapman replaces **Johnny Stone**.

Continued on Page 38

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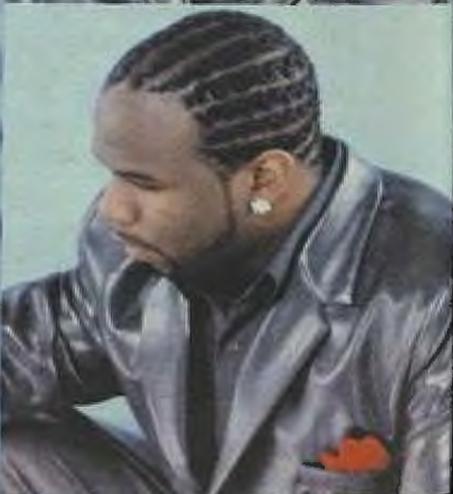
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Street Talk®

Continued from Page 36

departed KLUV on July 17. Chapman debuted on the North Texas airwaves in 1959 as the legendary KLIF as "Irv Harrigan" and gained that station's morning co-host un-

A Toledo grandmother's stolen car was recovered by local police on Monday, thanks to WSPD afternoon talk host **Scott Sloan**. Sloan seems the woman's grandson produces Sloan's show, and Sloan broadcast a description of the vehicle on the air. Minutes later a caller called "SPD" to say that he was driving right behind the car! Sloan kept the caller on the air to track the vehicle, and Toledo police soon joined the chase after hearing the information on Sloan's show. The thief was arrested, which prompted Sloan to state, "You don't steal an old lady's car in Toledo... not on my watch."

Following orders from your superiors is usually the proper thing to do. However, it got so Traffic/Norfolk reporter **Bill Russ** a life-ban from Saga-owned Rocker WNOR — 10 years later! It seems that back in 1996 Russ was an employee of crosstown Alternative rival WROX (96X). One day then-PD **Darryl Stone** sent Russ to an 'NOR T-shirt promotion and asked him to ambush the event by handing out shirts emblazoned with the 96X logo. Russ immediately encountered OR PD **Harvey Kojan**, who was less than pleased about Russ' presence. Kojan asked Russ to leave, but Russ failed to do so. The whole matter ended up in court and was eventually settled — until last week, when an AM morning show member happened to see the man doing the traffic reports if he was the same Bill Russ who had been at the station. When Russ said he was, Kojan allegedly phoned Metro to have Russ prohibited from ever appearing on 'NOR again. "I was doing a dumb radio stunt. I was just doing what I was told to do," Russ told ST. Kojan did not return ST's calls.

AMFM Stations Sizzle In DC

A fire erupted Monday in a ground-floor restaurant of the Rockville, MD office tower housing the studios of four AMFM properties serving Washington, DC. Luckily, the local fire station is only a half-block away, so the flames were doused almost immediately after the call was made. At WBIG, PD **Steve** was evacuated the station and placed it on the air. Within minutes, Jerry Lee Lewis' "Great Balls of Fire" hit the airwaves. Meanwhile, sister WASH was also on automation playing Elton John's "Candle in the Wind" while afternoon host **Debra Leigh** sat in the parking lot, waiting to return to the studio. All four stations returned to the air shortly afterward.

Albuquerque received its long-awaited competitor to top-rated Country KRST last Wednesday as Clear Channel launched

Rumbles

- **Randy Bush** joins KIOC/Beaumont-Port Arthur, TX as GM.
- KQKO/Omaha PD/morning host **Wayne Coy** rises to OM. Assuming Coy's programming duties is **Darrin Stone**, who previously held PD duties at WABB/Mobile.
- **Thomas McSweeney** becomes GSM for Hispanic Broadcasting's Regional Mexican-Spanish AC combo KLND & KLOV/San Diego. He previously served as VP/GM of WCPX-TV/Chicago.
- WSOC/Charlotte PD **Paul Johnson** leaves the station he's programmed for 11 of the past 13 years. He can be reached at pjohnson28277@aol.com. MD **Rick McCracken** takes interim PD duties.
- KYLZ/Albuquerque PD **Tom Naylor** joins crosstown KKSS for similar duties.
- KLPX/Tucson OM/PD **Larry Miles** relinquishes his PD duties to midday host **Jones Hunter**.
- Former KKKX/Bakersfield PD **Craig Marshall** joins KWWW/San Luis Obispo, CA as PD.
- *Another Consolidation Story:* KKRZ/Portland overnighter **Tim Davis** adds MD duties for Clear Channel CHRs KIST/Santa Barbara, CA; KARO/Boise, ID; and KKJJ/Medford, OR.

KBQI as "The Big 1 107.9" under PD/midday host **Tommy Carrera**. Carrera arrives from Citadel's KNEV/Reno, but most of the airstaff arrives from another Citadel property: KRST. Furthermore, Clear Channel/Albuquerque VP/GM **Cindy Schloss** was GM of KRST from 1985-95. Look for a lot of boot-scootin' battles in the next several months between these two stations. Meanwhile, Alternative KTEG shifts down the dial to 104.7 MHz as a result of KBQI's debut.

WUMX/Charlottesville, VA morning personalities **Hal Abrams** and **Naomi Spimoni** have decided to move into a new house together. However, this house is fit for a dog: It has no kitchen, no bathroom and not even enough room for a TV. The duo have agreed to reside in a doghouse located at a busy city intersection until they've raised \$5,000 for the local SPCA. Abrams and Spimoni move in today.

Congratulations to WHJY-FM/Providence morning hosts **Paul Fuller** and **Al Matthews**, who celebrated their 10th anniversary with the Rocker last Thursday. "It's pretty amazing we've



lasted 10 years, because radio years are like dog years," Fuller told the *Providence Journal*. "In radio, if your ratings suck, you're gone. But

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Street Talk

Rumbles Pt. 2

- WKKG/Columbus, IN PD **Scott Michaels** joins WJYE/Bufalo as APD.
- **Dave Flavin** is now APD/MD at KYMG/Anchorage, AK.
- WSNY/Columbus, OH boosts middayer **Steve Cherry** to MD.
- WRKR/Kalamazoo, MI selects **Brian Hayes** as its interim MD.
- WZZQ/Terre Haute, IN names **J.J. King** PD.
- WQBJ & WQBK/Albany PD **Susan Groves** segues to sister Alternative WHRL as MD **Jeff Callan** departs.
- **Alan Stratton** joins Westwood One's International Division to oversee European Sales. He previously served as Marketing Mgr. for BBC Radio Int'l.
- KIIS/L.A. veteran morning host **Rick Dees** adds WLKT/Lexington, KY to his syndication roster.
- The **Jersey Radio Network** has changed its name to Nassau Radio Network to reflect the firm's expansion into Allentown, Westchester County, NY and Fairfield County, CT.

Continued from Page 39

if the ratings are really good, you're gone, too, because you'll move to a bigger market."

Didn't have time to check out HBO's live 'N Sync special from New York last night (7/27)? Don't worry — you can catch the show, which features segments with WHITZ/N.Y. APD/MD **Paul "Cubby" Bryant**, again this Sunday at 7pm local time.

KMOX/St. Louis will hold an "intimate evening of conversation, martinis and cigars" hosted by Premiere Radio Networks' **Rush Limbaugh** on Aug. 5, as part of the station's 75th anniversary celebration. The soiree, set for the Ritz-Carlton Hotel, will benefit Outreach St. Louis. KMOX is also seeking information on its former employees and general historic material in preparation for its official anniversary date of Dec. 16. Interested participants may contact KMOX Dir./Project Marketing **Susan Tatham** at (314) 444-3215 or by e-mail at statham@cbs.com.

Mid-Atlantic radio veteran **Gene Creasy** died on Monday at age 72. Creasy was known

Records

- Trauma co-founder **Rob Kahane** tells **ST** not to read too much into previously published reports of the label's demise. A reorganization has resulted in VP/Alternative Promo **Ted Taylor** exiting the label and Sr. VP/Artist Development **Mike Jacobs** opting for retirement. Those execs will not be replaced, but Kahane says he's in partnership talks with at least three major companies and hopes to announce a deal soon.
- 550 Music taps Epic's **Ken Lucek** as its new L.A.-based Nat'l Dir./Top 40 Promo.
- RCA taps London/Sire Director/Promo **Adrian Moreira** as Sr. Director/Modern Adult-Internet Radio Promo; effective July 31.
- Capitol elevates Atlanta regional **Aimee Salger** to Dir./Pop Promo, East Coast.
- Former Jive L.A. regional **Jon Henriquez** re-surfaces at Thump as VP/Promo-A&R.
- Virgin Sr. VP/Promo **Michael Plen's** assistant, **Brian Terranova**, segues to Astralwerks as West Coast Promo Manager.

RADIO RECORDS



1

- **Bill Bennett** named President of Maverick Records.
- **Bernie Gershon** promoted to VP/GM of ABCNews.com.
- Mega's Boston Moves: **María Elena Verdugo** appointed GM, **Jorge Mier** becomes PD.
- **Andy Friedman** selected News Director of WBBM/Chicago.
- **Eddie Haskell** heads to KDJM/Denver as PD.

5

- **Bruce Blevins** assigned as GM for Shamrock's four San Francisco stations.
- **Bob Hamilton** elevated to GM of Crescent's three SF stations.
- **Bob Snyder** accepts GM post at WTEM/Washington.
- **Rick Van Cise** takes KOMO/Seattle PD chair.
- **Troy Smith** set as PD of WFNX/Boston.
- R&R gains a new chart as Urban AC separates from Urban.

10

- **Robert Callahan Jr.** chosen as President of ABC Radio Networks.
- **Lawrence Tantor** becomes PD of KACE/Los Angeles.
- **Bob Mitchell** takes PD post at KSOL/San Francisco.
- **Doug Podell** picked as PD of WNCX/Cleveland.
- **Gary Bryan** joins WHITZ/New York as co-host of *The Z Morning Zoo*.

15

- **Tom Mosher** selected as VP/GM of KIQQ/Los Angeles.
- **Dave Brown** boosted to VP/Programming of WWDC-AM & FM/Washington.
- **Joe Capobianco** joins WPIX/New York as PD.
- **Jim Herron** accepts the PD chair of WCLR/Chicago.
- **Randy Kabrich** appointed PD of WRBQ-AM & FM/Tampa.

20

- **Jack Beach** becomes PD of WLPL/Baltimore.
- **Brute Bailey** named WYLD-AM & FM/New Orleans PD.
- **Ray Gmelner** appointed Elektra/Asylum Promo Rep. for Denver.
- **David Bernstein** takes afternoons at WAAF/Worcester-Boston.

25

- **Michael O'Shea** promoted to GM at WFTL/FL Lauderdale.
- **Al Bandiero** lands Prod. Dir./weekend gig at WFRN/Philly.
- WABC/New York broadcasts to Moscow via the Soyuz spacecraft.

for placing one of Virginia's first Black/Urban formats on the FM band as GM of WJJS/Roanoke in 1972. He was also a pioneering Top 40 and air talent at WGH/Norfolk from 1959- and WITH/Baltimore from 1962-65.

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STEVE WONSIEWICZ
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Digital Discussions Captivate Capital

■ Artists, top Internet and label execs testify before Congress about the future of downloads

Anyone who took the time to follow a Senate Judiciary Committee hearing on July 11 called "The Future of Digital Music: Is There an Upside to Downloading?" was treated to an excellent one-stop analysis of the forthcoming legal, political and economic showdowns over digital music. Just as importantly, the industry gained an insight into what some of the nation's most powerful legislators think of the current battle over digital music.

Some of the highlights included debates over fair use of copyrighted materials; discussions of the feasibility of developing software to accurately account for the transfer of copyrighted material; and dialogue about the possibility of imposing statutory or compulsory licenses on music if access to record company catalogs is not uniformly granted.

Nearly everyone took some kind of beating, from upstart Internet firms that have been accused of violating copyrights to established record companies that have been chastised for allegedly withholding access to music.

A Glimpse At The Future

Those testifying at the hearings were Napster CEO Hank Berry, Metallica member/co-founder Lars Ulrich, The Byrds member/co-founder Roger McGuinn, MP3.com Chairman/CEO Michael Robertson, Sony Music Entertainment President/New Technology Fred Ehrlich, Emusic.com founder and President/CEO Gene Hoffman Jr., Gnutella developer and InfraSearch founder Gene Kan and Cherry Lane Digital-One-House LLC founder/CEO Jim Griffin, RIAA President/CEO Hilary Rosen was also asked to participate after opening remarks were entered into the *Congressional Record*.

The hearing was headed by Judiciary Committee Chairman Orrin Hatch and Judiciary Committee Ranking Minority Member Patrick Leahy, both of whom worked on the Digital Millennium Copyright Act of 1998. Also participating was California Democrat Dianne Feinstein and New York Democrat Charles Schumer.

While Hatch and Leahy repeatedly said that they wanted to avoid talking about pending litigation, the two inevitably got to the heart of a few legal matters. That was clear when Hatch asked Rosen — through various scenarios — about making copies of recorded music. That forced Rosen to counter, "Senator, you're leading me down the Napster argument before the Ninth Court, and I can't go there."

To be fair, Hatch did the same thing to Berry, as did Feinstein,

prompting the Napster chief at one point to rely on the company's current line of thinking that "first you have to accept the fundamental assumption that what 20 million users are doing on a regular basis is copyright infringement and that all 20 million users are guilty. That's



Orrin Hatch Fred Ehrlich

what the position has been in the lawsuit, and we just don't think it's right."

Voluntary Or Compulsory Licenses?

That issue aside, Hatch also questioned participants about licensing music to outside parties. Here's one sound bite from the hearing:

Hatch: Mr. Ehrlich, what is your response that, if companies like MP3.com or Emusic and Napster are put out of business through litigation by failing to grant them licenses for your music, you will greatly empower the Gnutellas and Freenets that do not have a business office when an unauthorized version of "I Disappear" suddenly appears?

Ehrlich: We are in the business of making sure that our music is available in as many places as possible. It's not our intention to stop businesses from succeeding, but we want to make sure that businesses don't unjustly enrich themselves by not getting authorization.

Hatch: But you do license to Emusic?

Ehrlich: To date we have not. We are in active conversations with a tremendous amount of companies, and we have licenses....

Hatch: Do you license to Mr. Robertson's company, MP3.com?

Ehrlich: We are in active conversations with MP3.com.

Hatch: Mr. Ulrich, do you care to comment?

Ulrich: We look forward to dialogue with all of the gentlemen at



Lars Ulrich Patrick Leahy

the table at some point. Mr. Berry reached out to us a few weeks ago. There was a little bit of dialogue, but not much that was close to anything we felt comfortable with. We certainly understand, as I said in my statement, that this is the future. And we have no problems with the Internet. It's just on whose conditions.

Hatch: Tell us how?

Ulrich: We believe that, as the artist, we have the right to control what happens with our music. That choice has clearly been taken away from us. To be fair, Sony and the rest of the major labels continue to zealously protect their valuable copyrights and aren't about to license them willy-nilly.

But the issue of making those copyrights more widely available was repeatedly brought up. Hatch even closed the hearing with a question concerning Judiciary Committee oversight of digital music and the possibility of determining compulsory licenses for Internet music and the need for a clarification of the fair-use doctrine in that area.

In response, Robertson highlighted a few of the enormous hurdles web companies face: "Senator, there needs to be clarification of fair use. When the chairman asked Hilary about copying tapes, and she

"We are in the business of making sure our music is available in as many places as possible. It's not our intention to stop businesses from succeeding, but we want to make sure that businesses don't unjustly enrich themselves by not getting authorization."

Fred Ehrlich

cannot or will not answer, that in itself indicates there is a need for clarification for personal use, especially fair use, for property you own. As for compulsory licenses, I detest them, because they're guaranteed to be one of two things: too expensive or too cheap. And that's the dilemma we face.

"However, in this environment, where we have companies at all ends of the spectrum, it's important to get licenses. We have a license from two of the major record labels,



Hank Berry

but the music publishing side is an absolute disaster, and it's not clear that we will be able to get the publishing licenses required to turn on some of our services. In that light, Congress has to look closely at some sort of input in the future."

Hoffman agreed, noting, "The answer is clear that you need to engage in oversight, as you are today, to determine if licensing is occurring. If there is not an environment that provides for fair and reasonable licensing, then perhaps you will need to take steps to make sure this occurs, for much the same reasons that you did with TV. We can only have these industries created if we have fair and reasonable licensing, and this kind of oversight leads to that."

Leahy also picked up on the licensing dilemma and noted earlier in the hearing that 20 million Napster users, many of whom are of voting age, will begin demanding changes. "If the parties don't quickly move to some voluntary licensing arrangements, then I suspect there is going to be pressure on Congress to create statutory licenses," he said. "There will be pressure from Congress to create a single fee for the performers, writers, the record companies and all concerned. Frankly, I'm not sure everybody's going to be happy if we did that, and I would hope all the parties might continue to work together."

Following The Money

In order to gauge the possibility of that happening, Leahy and Hatch inquired about how both parties could monitor the transfer of copyrights,

which would jump-start licensing discussions. Here's another sound bite:

Hatch: Can Napster or Gnutella — peer-to-peer architecture — be made to work with either a counting software that allows for accurate accounting of copyright royalties or access-control software to ensure payment for using it music? And if it can, please explain it.

Berry: Technologically, I think it would be extremely difficult, but probably worth the effort.

Kan: It would be extremely difficult. Even if we were to force it upon software developers in this country, if you throw in a few jurisdictions, then that sort of control evaporates. If we were to convince the developer of Napster to include accounting and so on, there would be massive leakage. Everyone would run to Gnutella, the successor technology, which would be even more onerous than Gnutella. The solution is to apply the carrot, not the stick. We need to make people sort of want to stop profiteering on the mass duplication and distribution of intellectual property.

Possibly encouraging Hatch and Leahy's queries into more readily available licensing deals was McGuinn's comments that the 'Net had increased awareness of The Byrds' music and, just as importantly, ticket sales to his concerts. McGuinn noted, "I got e-mail from people all the time who discover The Byrds' music basically from listening to tracks on the Internet. There's a renewed interest in folk music since many of those songs are on the Internet, and in doing that has increased the number of people at my concerts by maybe 15 to 20%."

Nevertheless, both Hatch and Leahy acknowledged that the biggest challenge is balancing the impact of new technology with the rights of copyright holders. Leahy stressed, "I'm looking at software that Shawn Fanning created, and we're talking about technological innovation, whether it's this or anything else. That's what we want to promote, not stifle."

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LAUNCHING PAD

Alternative, Active Rock Warm Up To Sum 41

Island Def Jam Music Group has reached north of the border in its efforts to continue rebuilding its rock roster. Based on early indications, the results look promising for the pop-alternative act **Sum 41**. The act's debut single, "Makes No Difference," is poised to enter the Alternative top 50 chart.

Stations supporting the track include **CIMX/Detroit** (the spins leader, according to Mediabase), **WPBZ/West Palm Beach**, **WZPC/Nashville**, **KWOD/Sacramento**, **KPNT/St. Louis**, **WXDX/Pittsburgh**, **XTRA (91X)/San Diego**, **WBRU/Providence**, **WKQX/Chicago** and **WHFS/Washington**. A growing number of Active Rockers are also climbing aboard, including **WWDC/Washington**, **KHTQ/Spokane**, **WXBE/Wilkes Barre** and **WXRC/Charlotte**.

Sum 41 formed in the Canadian town of Ajax about



Sum 41

three years ago, and the quartet eventually befriended Greig Nori, guitarist and vocalist for the rock band Treble Charger. From there things flowed pretty smoothly, recalls Network Management VP **Ari Martin**, whose company reps both acts. "Sum 41 toured locally and made a lot of demos," he says. "At one point Greig received one of the tapes. The band started coming to Treble Charger shows, and [Sum 41 guitarist/vocalist] Deryck and Greig eventually became really good friends. Greig liked their music and brought them to EMI Publishing Canada. That started them on their career."

Explaining how Network came to manage the band, Martin continues, "We got involved late last year, because that's when we started managing Treble Charger, and Greig was still managing the band on the side. We had heard the buzz on Sum 41, and their homemade electronic press kit was making the rounds; so we volunteered to get involved and co-manage the band with Greig."

On why the group inked with Island, Martin comments, "It's a small, dedicated group of people who are really into breaking rock music. They were incredibly enthusiastic about the band and, more importantly, extremely committed to the band's longevity — not just living and dying by radio, but by doing things like aggressively pricing the album and doing extensive street marketing. You could see they wanted to build the group over time. We were very impressed."

IDJMG Sr. VP/Promotion **Ken Lane** sees a bright future for Sum 41. "We're really dedicated to breaking this band because we believe their music represents much of the future of this company. These guys have a unique approach and attitude about their music, and that comes through in a lot of ways, especially in their electronic press kit. If you haven't seen it, you should, because it really conveys what the group is all about."

As far as targeting radio, IDJMG naturally set its sights on Alternative and Active Rock, says VP/Promotion **Stu**

Bergen, who began working with Sum 41 on his first official day in the office, June 1. "The band really connect with their audience because they're in the demographic. The power-punk audience can be very discriminating. They sort out pretenders very quickly. If these guys weren't in a band, they would be listening to bands like Sum 41, which is what ultimately lends a lot of credibility to their music."

While Alternative has been fastest to embrace the group, IDJMG foresees healthy growth at Active. Bergen comments, "We believe the group and its music can exist very comfortably there. And the format is also important to us because we believe the band has strong male appeal."

CIMX PD Murray Brookshaw, whose station last week played "Makes No Difference" 39 times, admits it took a few listens before he "got" Sum 41. He recalls, "We had seen the press kit and listened to the song and thought the band had a refreshing, fun sound and attitude. That was about it."

"But that's the same with a lot of this kind of music. There are a lot of great pop songs out there, so you have to listen to the songs a few times in order to have a better idea of what's going to just lie there and what's going to break out. When we put it on the air, it began to take off. Now it's getting really good phones."

Going forward, IDJMG's Bergen says that the label will continue to build a base at radio and foster as many partnerships as possible between the band and individual stations across the country. Bergen continues, "The band will be doing some Warped tour dates and a few big festivals in Canada, and then they'll come back and tour. We have a handful of radio concerts already lined up and expect to finalize more in the very near future."

Sum 41's debut album, *Half Hour of Power*, was released June 27.

Ready For Takeoff

"Money in the Bank" might be more than just a song title for Jacksonville-based alternative act **Rev-7**; it could be their ticket to a major-label deal if the results at Alternative **WWVW/Savannah, GA** are any indication.

WWVW PD Phil Conn was already familiar with the band, thanks to his work with Rev-7 founder **Todd Horn** when Horn was with the now-defunct **Spider Monkey**. A recent WWVW-sponsored Rev-7 show at a Hilton Head venue was a major push along the road the group now travels. Conn recalls, "When I saw them live, I couldn't believe the performance. When I received a demo from the band, I spiked it here and there. I added it a few weeks ago, and we've been getting great phones ever since."

Rev-7 are managed by Just West Entertainment founder **Lanny West**. Commenting on his short-term plans for the group, West says, "We've pretty much kept a low profile because of Todd's involvement with Spider Monkey. They've been doing 15 to 20 dates a month, concentrating on northern Florida up through Hilton Head. Every time they play, about 150 to 300 people show up. We want to continue building those markets and take it from there. We also plan to press about 200 copies of a seven-song EP and get it into Savannah as soon as possible."

West has also lined up a showcase on Aug. 12 at the Dark Horse Saloon in Atlanta as part of the Atlanta Music Conference. The group have yet to sign a publishing deal. For more information, call West at (404) 261-5537.

— Steve Wonsiewicz

MUSIC NEWS & VIEWS

Napster Good, Says Jupiter

Contrary to the claims of the RIAA, high-tech research firm **Jupiter Communications** reports that users of song-swapping software such as Napster and Scour are 45% more likely to increase record purchases than nonusers. In a companion survey, Jupiter predicts the online music market will reach \$5.4 billion by 2005, spurred largely by online subscription sales.

In regard to the former study, Jupiter analyst **Aram Sinnreich** said, "When we conducted our consumer survey — controlled for key music-purchasing factors such as existing spending level, age, income, gender and online tenure — we still found that Napster usage is one of the strongest determinants of increased music buying." Sinnreich also called the RIAA's argument flawed because the RIAA survey took place before Napster's launch.

In related news, **Chris Blackwell's Palm Entertainment** has partnered with Napster to make an MP3 version of **Elwood's** song "Sundown" available on the Napster website. Blackwell noted, "Our collaboration with Napster reflects our company's belief in the Internet as a vehicle to break new artists. We believe that sharing Elwood's music with the Napster community will result in greater awareness and sales for Elwood. We are confident that once people have a chance to sample and preview his single, they will become fans."

Eminem, 'N Sync Top MTV Awards

The red-hot rapper and the boy band led the field with six nominations each for the 2000 MTV Video Music Awards, set for Sept. 7 in New York. Not far behind were **The Red Hot Chili Peppers**, **Metallica** and **Sisqo**, each of whom picked up five nods. Video Of The Year nods went to Eminem, 'N Sync, The Red Hot Chili Peppers, **D'Angelo** and **Blink-182**; Best Male Video nominations went to D'Angelo, Eminem, **Kid Rock**, **Moby** and **Ricky Martin**; Best Female Video nods went to **Christina Aguilera**, **Aaliyah**, **Britney Spears**, **Macy Gray** and **Toni Braxton**; and Best Group Video nominations went to **Blink-182**, **Destiny's Child**, **The Foo Fighters**, 'N Sync and The Red Hot Chili Peppers.

Sneak Peek At Newest From U2

As they could with the group's previous album, **U2** fans can log on to u2.com to watch the band place the finishing touches on their latest release. The site, a precursor to the official U2 website, will track developments on the new album and includes live, constantly updated images from the band's Dublin studio. U2 frontman **Bono** told the BBC's Radio One that the first single is expected to be titled "Beautiful Day" and that the track was inspired by his work with Jubilee 2000's "Drop the Third World Debt" effort. The album is expected to be released around Halloween and is being produced by **Brian Eno** and **Daniel Lanois**.

This 'n' that: **USA Today** reports that **Paul Simon** will release *You're the One*, his first studio album since 1990, in the fall ... The **Los Angeles Times** says that **John Mellencamp** has begun work on his next album, while Adult Alternative staple **Old 97's** have started recording their third disc ... **Loud Records** has set Sept. 5 as the release date for its hip-hop/rock compilation *Loud Rocks*, which features superstar rap and rock acts covering hit rap songs.

POLLSTAR

CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)	Among this week's new tours
1	GEORGE STRAIT FEST.	\$2096.0	
2	CROSBY, STILLS, NASH & YOUNG	\$1,487.8	
3	BRUCE SPRINGSTEEN	\$1,363.2	
4	'N SYNC	\$1,140.4	DOH MENLEY
5	THATURNER	\$1,020.8	INXS
6	JIMMY BUFFETT	\$1,008.9	LUTHER VANDROSS/ BOYZ II MEN
7	KISS	\$698.4	PLANET X
8	BRITNEY SPEARS	\$676.8	SIR MIX-A-LOT
9	UP IN SMOKE TOUR	\$593.4	STR
10	DIXIE CHICKS	\$502.5	
11	STEELY DAN	\$451.1	
12	ROGER WATERS	\$387.2	
13	KORN	\$385.5	
14	RED HOT CHILI PEPPERS	\$360.1	
15	CURE	\$314.1	

The CONCERT PULSE is courtesy of Pollstar, a publication of Promoters Direct Listings, (800) 544-7357, California (202) 271-7900.

Stations and their adds listed alphabetically by market

Table listing radio stations across various markets (e.g., Albany, NY; Albany, GA; Albany, OR) with their call letters, frequencies, and current programming adds.

* = Mediabase 24/7 monitored

172 Total Reporters
172 Current Reporters
172 Current Playlists



TONY NOVIA
tnovia@rronline.com

Station Concerts Make The Grade

■ Kiss 108, Wild 94.9 stage sellout shows to drive ratings

Regardless of market size, it seems as though just about every CHR station in America is doing at least one station concert a year. In fact, many are doing one in the summer and one in the fall, and a few others are doing even more than that. These days label executives aren't sure if their job is promoting records or promoting concerts.

Just what do these shows mean to the stations? Some use them as non-traditional-revenue centers, making money on everything from tickets and service charges to vending, audio-streaming rights, advertiser packages and more. Others believe in free admission or low ticket prices. Whichever path stations choose, for the amount of time and energy they put into pulling off one of these megashows, the PDs and MDs are ultimately looking for ratings increases.

Two of America's largest and most successful station concerts are produced by WXKS (Kiss 108)/Boston and KYLD (Wild 94.9/San Francisco). This week we take a backstage tour with Wild 94.9 Director/Marketing & Promotions Carlos Pedraza and Kiss 108 Asst. PD/MD Kid David.

Carlos Pedraza
KYLD/San Francisco

R&R: When do you start working on the shows? When do you secure the stadium?

CP: We start soliciting groups

WILD 94.9



Carlos Pedraza

anywhere between three to six months before our shows, depending on what angle we're taking. We work with the arena to make sure we have enough security. The number of security guards is determined by the arena. In some cases it's determined by the number of people you expect, and in some cases it's determined by the type of lineup that you have.

R&R: Do you advertise outside your station?

CP: We really don't. Our shows are designed to appeal to our listeners. Our shows are typically a guar-

anteed sellout, and they sell out in anywhere between 20 minutes and four hours. We haven't done one show that hasn't sold out. We market these shows to our listeners via on-air contesting and promos.

R&R: Can you walk me through your building process?

CP: We build the show on the national level with the bigger groups, and we work on the smaller groups once we have the bigger groups locked down. Once all the groups are locked down, we get ready to go on the air a minimum of four weeks out from the event date. We start with a tease week, and then we kick off the promotion with a 5pm announcement, typically on a Friday, where we announce the lineup and promote that tickets are going on sale the following Wednesday.

We do donate to charities, but every show is taken on a case-by-case basis. In some cases we can't donate money because the show is too expensive to put together. But then there are some events, like the Cinco De Mayo Bomb, where we do donate money to different charities. We'll donate to teen charities that really affect our teen listeners. We go to the Latino charities that affect our listeners as well. Every show and every scenario is different. We don't work with one particular charity every time we do a show.

R&R: How long have you been doing these shows?

CP: The station's been doing them for over four years now, and typically we do three of them a year. Next year we're going to cut back to just two.

R&R: Do concert promoters help with the shows?

CP: We work with the Radio Events Group. Beyond that, we work with our independent, Greg Lawley at Lawman Promotions. The station makes its revenue selling sponsorships. Technically, we don't make anything on ticket service charges or sales. Between Lawman, PD Michael Martin and APD/MD Jazzy Jim, they line up the talent and work with the labels and the booking.

R&R: What sponsorships do you sell? Do you sell advertising packages with tickets for clients to give away to their employees?

CP: We do have packages with tickets, and every package is differ-



SUGAR SUGAR

Sugar Ray talks to the press corps backstage at Kiss Concert 2000.

ent. We have a title sponsor that would be like, "Wild 94.9 and Coca-Cola Present." Then you have lower-tier sponsors, a booth sponsor ... you can have a poster sponsor, and you can have a T-shirt sponsor. There are a lot of different levels of sponsorship, and our sponsorships are determined by what their particular client's needs are.

There's a template for a sponsorship package, but that's not to say that we can't pick and choose from different packages to make a package for somebody individually. So every package is really tailor-made for that individual client's needs.

R&R: Does the station get a piece of the vending, T-shirt sales, etc.?

CP: In some cases we do. In some cases we sell T-shirts and posters. It's different for each show.

R&R: What are the dates for this year's shows?

CP: We did one in October, tied around Halloween, called the Boo Boom. Then we did our Cinco De Mayo Bomb, and we did one prior to that in March.

R&R: Do you sell pre-parties and after-parties?

CP: Yes, but they may be free. There are a lot of different scenarios. We've done pre-parties where it was really the nightclub's pre-party, and we were there supporting it. That could be intended as a sponsorship, or we'd sell a sponsorship to a local nightclub, and they can have the right to do the official after-party.

R&R: In the end, is it all worth it?

CP: It's always worth it. Our shows are intended to appeal to our listeners and give something back to our listeners. The satisfaction is almost guaranteed for us because all of our shows sell out and we're guaranteed that we're going to have 18,000 people in that arena. There's a lot of satisfaction that comes out of just seeing an event happen and seeing all the hard work that you put into an event actually surface.

Everything we do up to that point — the planning and making sure that we dotted our i's and crossed our t's and that every area is covered and everything else that needs to be addressed is addressed — when it's show time, that's the result of all your hard work and all the effort that you put into it.

R&R: What's the primary reason

for putting on a show?

CP: It's always for ratings. We always hope we can improve our ratings with a show. Revenue is always a factor as well, but more importantly it's to give our listeners an event or something to do, an extension of our station. It's an opportunity for listeners to come out and experience what we do and meet the people they hear every day on their radio station.

Kid David
WXKS/Boston

R&R: Tell me about the legendary Kiss Concert.

KD: It started back in 1979 as our

Kiss 108fm



Kid David

first event. It was called the Kiss Party back then, and there were maybe three or four acts. Now it's grown into this huge all-day concert at the

Tweeter Center which holds about 20,000. We typically have between 20-30 acts that perform nonstop, one after the other all day. The concert is always the first Saturday after Memorial Day, and it's always a sellout show. This year, for Kiss Concert 2000, we had Don Henley, Jennifer Lopez and Bon Jovi. There were 24 acts on the bill.

R&R: How do you get the artists to come and perform?

KD: It's always been just relationships with the labels over the years. It turned into a show where labels and management call us and ask if they can be on the bill each year. We certainly go out and try to get a few of them, but there are some now that come to us and say, "Hey, we'd like to be a part of the Kiss Concert again this year. We were there two or five years ago, and we'd love to come back." This year Bon Jovi was an example of that. They have done a couple of shows for us. They have the new record out, so they're not working it, and they wanted to come and do the show.

R&R: Besides airplay, do the bands play for promotion?

Continued on Page 50



SUPERGIRL

Christina Aguilera sings to the sold-out 20,000-plus crowd at WYKS/Boston's Kiss Concert 2000.

samantha mumba

"GOTTA TELL YOU"

"Last time I felt as good about a song, as I do on 'Gotta Tell You' by Samantha Mumba, was the first time I heard 'Genie in a Bottle' by Christina Aguilera... (that record did ok... didn't it?) I think Samantha is amazing. You can play it next to anything you have on the air. I saw her video and now I'm even more in love with the song."

—Jeff Kapugi, KSLZ / St. Louis

"Already one of those songs I can't help but keep playing over and over! This is a smash!"

—Jeff McCartney, KZHT / Salt Lake City

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KZZP / Phoenix
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KDND / Sacramento
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CALLOUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of July 2-July 8.

ARTIST TITLE LABEL(S)	CHR/POP				TOTAL FAMILIARITY	TOTAL'S 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									
HP PAPA ROACH Last Resort (DreamWorks)	3.96	—	—	—	41.3	5.5	4.29	3.77	3.37	3.63	4.10	3.77	4.20
3 DOORS DOWN Kryptonite (Republic/Universal)	3.89	3.80	3.85	4.03	54.5	9.0	3.88	3.93	3.87	3.92	4.14	3.86	3.68
HP NELLY Country Grammar (Fo' Reel/Universal)	3.78	3.92	3.73	3.77	58.2	11.2	3.87	3.81	3.33	3.88	3.72	4.07	3.45
CREED Higher (Wind-up)	3.76	3.65	3.73	3.76	83.1	24.6	3.67	3.83	3.80	3.59	3.96	3.91	3.60
DESTINY'S CHILD Jumpin', Jumpin' (Columbia)	3.76	3.89	—	—	74.6	18.2	4.05	3.56	3.52	3.88	3.89	3.56	3.71
BBMAK Back Here (Hollywood)	3.73	3.48	3.51	3.44	72.9	13.2	3.86	3.59	3.71	3.65	4.10	3.49	3.69
HP DR. DRE The Next Episode (Aftermath/Interscope)	3.73	3.93	3.78	3.74	58.2	12.2	3.78	3.78	3.50	3.65	3.64	3.71	3.90
'N SYNC It's Gonna Be Me (Jive)	3.72	3.66	3.69	3.74	92.3	27.4	3.95	3.77	3.38	3.97	3.78	3.45	3.67
NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic)	3.70	3.62	3.72	3.58	78.4	21.9	3.89	3.61	3.53	3.76	3.76	3.68	3.70
MATCHBOX TWENTY Bent (Lava/Atlantic)	3.68	3.52	3.52	3.57	71.9	19.9	3.47	3.84	3.79	3.57	3.80	3.76	3.62
HP JAY-Z Big Pimpin' (Roc-A-Fella/IDJMG)	3.66	3.82	3.60	3.78	71.1	18.9	3.83	3.69	3.20	3.38	3.89	3.58	3.78
JOE I Wanna Know (Jive)	3.63	3.76	3.68	3.58	80.6	26.1	3.58	3.61	3.73	3.96	3.66	3.59	3.29
EMINEM The Real Slim Shady (Aftermath/Interscope)	3.58	3.72	3.74	3.82	89.3	34.6	3.79	3.58	3.27	3.77	3.45	3.49	3.60
VERTICAL HORIZON Everything You Want (RCA)	3.57	3.57	3.59	3.59	82.8	26.6	3.58	3.51	3.63	3.66	3.38	3.63	3.60
PINK There You Go (LaFace/Arista)	3.55	3.63	3.59	3.65	82.1	29.8	3.61	3.59	3.39	3.82	3.63	3.35	3.34
SISQO Thong Song (Dragon/Def Soul/IDJMG)	3.54	3.59	3.55	3.56	87.3	39.1	3.87	3.47	3.11	3.70	3.56	3.48	3.40
JESSICA SIMPSON I Think I'm In Love With You (Columbia)	3.53	3.61	3.51	3.70	68.4	17.7	3.56	3.60	3.35	3.81	3.48	3.48	3.37
MANDY MOORE I Wanna Be With You (550 Music/Epic)	3.52	3.68	3.53	3.52	67.9	17.2	3.66	3.61	3.15	3.65	3.66	3.47	3.34
AALIYAH Try Again (BlackGround)	3.49	3.73	3.58	3.63	85.1	31.8	3.54	3.50	3.40	3.72	3.65	3.32	3.24
TONI BRAXTON He Wasn't Man Enough (LaFace/Arista)	3.49	3.57	3.58	—	70.1	18.9	3.58	3.49	3.32	3.61	3.55	3.40	3.34
JANET Doesn't Really Matter (Def Soul/IDJMG)	3.47	3.73	—	—	67.9	17.4	3.68	3.37	3.35	3.38	3.58	3.33	3.54
BACKSTREET BOYS The One (Jive)	3.45	3.26	3.30	3.46	74.9	23.4	3.46	3.42	3.45	3.53	3.78	3.10	3.39
SPLENDER I Think God Can Explain (C2/Columbia)	3.42	3.47	3.42	3.35	54.2	14.2	3.48	3.31	3.63	3.27	3.74	3.29	3.51
GOD GOD DOLLS Broadway (Warner Bros.)	3.37	3.31	3.33	3.45	64.9	19.7	3.43	3.31	3.35	3.22	3.27	3.55	3.41
BRITNEY SPEARS Oops!...I Did It Again (Jive)	3.33	3.27	3.38	3.38	93.8	37.8	3.47	3.24	3.26	3.53	3.39	3.26	3.16
ENRIQUE IGLESIAS Be With You (Interscope)	3.27	3.42	3.32	3.41	86.3	36.3	3.17	3.42	3.23	3.37	3.49	3.11	3.12
MACY GRAY I Try (Epic)	3.18	3.11	3.19	3.19	88.8	43.3	2.94	3.19	3.49	2.97	3.53	3.19	3.04
STING Desert Rose (A&M/Interscope)	3.17	3.29	3.34	—	51.5	18.2	3.04	3.17	3.33	2.94	3.27	3.43	3.11

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. **HP 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 of 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.

CALLOUT AMERICA® Hot Scores

By Tony Nov

It's another huge Callout America del in No. 1, and this time it belongs: Papa Roach's "Last Resort" (DreamWorks). Roach currently hold a top 3 position on the R&R Alternative chart, a after enormous sales, requests and a MTV/TRL buzz. Roach connect big-fis with CHR/Pop females. The first-week tally ranks Roach No. 1 among fem teens and No. 6 with females 18-24.

Is rock the next big wave for CHR? As we continue to see welcome divers with music from Nelly, Destiny's Child, BBMAK, Dr. Dre and 'N Sync in the Callout America top 10, it's clear that fem CHR/Pop listeners also want to hear rock-based music. Papa Roach, 3 Doors Down, Creed, Nine Days and Matchbox Two have some of the best-testing songs in the country.

The top five best-testing songs in the demos are:

Teens 12-17: Papa Roach; Destiny Child "Jumpin', Jumpin'" (Columbia); 'N Sync "It's Gonna Be Me" (Jive); Nine Days "Absolutely..." (550 Music/Epic); 3 Doors Down "Kryptonite" (Republic/Universal); Nelly "Country Grammar" (Roc-A-Fella/IDJMG) tied with Sisqo "Thong Song" (Dragon/Def Soul/IDJMG); BBMAK "Back Here" (Hollywood); Jay-Z "Big Pimpin'" (Roc-A-Fella/IDJMG); Eminem "The Real Slim Shady" (Aftermath/Interscope).

Women 18-24: 3 Doors Down; Eminem; Matchbox Twenty "Bent" (Lava/Atlantic); Creed "Higher" (Wind-up); I Dee "The Next Episode" (Aftermath/Interscope); Papa Roach tied with 'N Sync; Jay-Z; and Joe "I Wanna Know" (Jive) tied with Jessica Simpson "I Think I'm In..." (Columbia).

Women 25-34: 3 Doors Down; Nine Days; Joe; BBMAK; Vertical Horizon "Everything You Want" (RCA) tied with Splender "I Think God Can..." (C2/Columbia); Nine Days; Destiny's Child; Dr. Dre.

soulDecision

faded

Top 5 callout at G-105 - Raleigh
Top 10 callout WKZL - Greensboro
Top 10 callout at KHTS - San Diego
Top 10 callout at KCHQ - Albuquerque
Top 10 callout at WXSS - Milwaukee

R&R CHR/Pop **19** - **15** + 588 spins
Mainstream Top 40 Monitor 19*-17*

New this week at WKQI WDRQ!

The Smash Single from the Debut Album
No One Does It Better In Stores August 22nd

*Touring ALL summer with Christina Aguilera

Produced by Charles Fisher for Mevius Productions Pty. Ltd., Femi Jaja, and soulDecision

Mixed by Chris Lord-Alga Engineered by Femi Jaja

Management: Garry Francis for Francis Entertainment, Arthur Spirak & Stuart Sobel/Spirak Entertainment

M&A
MUSIC & ARTISTS

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CD
MUSIC

July 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	WEEKS ON CHART	GROSS IMPRESSIONS (95)	TOTAL STATIONS ADOS
1	1	'N SYNC It's Gonna Be Me (Jive)	9012	-520	912721	14 170/0
2	2	MATCHBOX TWENTY Bent (Lava/Atlantic)	8906	+37	870101	15 167/0
3	3	NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic)	8756	+359	926659	13 168/3
4	4	AALIYAH Try Again (BlackGround)	8510	+297	958089	14 156/0
5	5	PINK There You Go (LaFace/Arista)	8143	-477	912130	21 154/0
6	6	JOE I Wanna Know (Jive)	7780	+327	783404	14 163/2
7	7	CREED Higher (Wind-up)	7539	-438	871604	27 161/0
8	8	JESSICA SIMPSON I Think I'm In Love With You (Columbia)	7150	+431	683038	9 168/0
9	9	BBMAK Back Here (Hollywood)	6672	+286	685027	16 170/1
10	10	VERTICAL HORIZON Everything You Want (RCA)	6645	-310	771069	33 161/0
11	11	MANDY MOORE I Wanna Be With You (550 Music/Epic)	5928	+180	633751	15 167/0
12	12	DESTINY'S CHILD Jumpin, Jumpin (Columbia)	5863	+902	618375	8 146/6
13	13	TONI BRAXTON He Wasn't Man Enough (LaFace/Arista)	5197	+404	639950	13 141/6
14	14	3 DOORS DOWN Kryptonite (Republic/Universal)	4466	+659	408343	6 147/3
15	15	SOULDECISION Faded (MCA)	4322	+568	388901	7 154/4
16	16	JANET Doesn't Really Matter (Def Soul/IDJMG)	4200	+710	486394	7 151/12
17	17	BRITNEY SPEARS Oops!...I Did It Again (Jive)	3961	-1412	392092	16 152/0
18	18	EVERCLEAR Wonderful (Capitol)	3947	+719	377954	4 156/3
19	19	CHRISTINA AGUILERA Come On Over (All I Want...) (RCA)	3902	+1359	391155	2 161/6
20	20	MACY GRAY I Try (Epic)	3828	-355	390138	27 149/0
21	21	STING Desert Rose (A&M/Interscope)	3671	+276	373691	11 146/1
22	22	EMINEM The Real Slim Shady (Aftermath/Interscope)	3584	-606	444575	12 123/0
23	23	LARA FABIAN I Will Love Again (Columbia)	3359	+323	356571	9 142/6
24	24	SISTER HAZEL Change Your Mind (Universal)	3307	+40	272395	10 126/0
25	25	SPLENDER I Think God Can Explain (C2/Columbia)	2880	-512	237305	20 114/0
26	26	SHAGGY Dance & Shout (MCA)	2805	+462	297938	5 132/8
27	27	BON JOVI It's My Life (Island/IDJMG)	2760	+222	284872	10 126/8
28	28	BACKSTREET BOYS The One (Jive)	2481	-644	255801	13 132/0
29	29	GOO GOO DOLLS Broadway (Warner Bros.)	2443	-550	233848	17 97/0
30	30	SISQO Thong Song (Dragon/Def Soul/IDJMG)	2407	-297	266698	19 123/0
31	31	NO DOUBT Simple Kind Of Life (Interscope)	1979	+69	236452	8 109/1
32	32	MACY GRAY Why Didn't You Call Me (Epic)	1916	+267	178540	3 125/7
33	33	BRITNEY SPEARS Lucky (Jive)	1727	+1001	188412	1 149/95
34	34	THIRD EYE BLIND Deep Inside Of You (Elektra/EEG)	1662	+778	180658	2 129/12
35	35	DMX Party Up (Up In Here) (Ruff Ryders/IDJMG)	1628	-55	179076	11 69/2
36	36	BRIAN MCKNIGHT 6,8,12 (Motown/Universal)	1599	+62	159042	8 86/1
37	37	SAVAGE GARDEN Crash And Burn (Columbia)	1458	-187	192852	19 96/0
38	38	JAY-Z Big Pimpin' (Roc-A-Fella/IDJMG)	1424	+67	174742	6 63/0
39	39	W. HOUSTON & E. IGLESIAS Could I Have This Kiss Forever (Arista)	1409	-560	252732	10 101/0
40	40	NO AUTHORITY Can I Get Your Number (Maverick)	1269	+142	94065	3 96/5
41	41	BAHA MEN Who Let The Dogs Out (Artemis)	1229	+390	170745	2 88/22
42	42	DEBELAH MORGAN Dance With Me (DAS/Atlantic)	1212	+180	112592	3 74/3
43	43	VERTICAL HORIZON You're A God (RCA)	1191	+927	107467	1 118/23
44	44	SONIQUE Sky (Famclub/Republic/Universal)	1181	+50	105067	3 86/2
45	45	NELLY Country Grammar (Fo' Reel/Universal)	1138	+366	112742	1 68/10
46	46	CHRISTINA AGUILERA I Turn To You (RCA)	1129	-718	106845	17 112/0
47	47	NINA GORDON Tonight And The Rest Of My... (Warner Bros.)	1017	+23	91003	5 72/2
48	48	NEXT Wifey (Arista)	911	+118	83542	1 62/12
49	49	LFO West Side Story (Arista)	832	-91	67220	6 67/1
50	50	BLAQUE 808 (Track Masters/Columbia)	800	+40	69827	11 9/0

Most Added.

ARTIST TITLE LABEL(S)	ADDS
BRITNEY SPEARS Lucky (Jive)	95
SAMANTHA MUMBA Gotta... (Wildcard/Polydon/Interscope)	56
EVAN AND JARON Crazy For This Girl (Columbia)	53
PINK Most Girls (LaFace/Arista)	52
ROXETTE Wish I Could Fly (Edel America)	29
CLEOPATRA U Got It (Maverick/WB)	25
VERTICAL HORIZON You're A God (RCA)	23
BAHA MEN Who Let The Dogs Out (Artemis)	22
JANET Doesn't Really Matter (Def Soul/IDJMG)	12
THIRD EYE BLIND Deep Inside Of You (Elektra/EEG)	12
NEXT Wifey (Arista)	12
PRECIOUS Say It Again (Capitol)	12

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CHRISTINA AGUILERA Come On Over... (RCA)	+1359
BRITNEY SPEARS Lucky (Jive)	+1001
VERTICAL HORIZON You're A God (RCA)	+927
DESTINY'S CHILD Jumpin, Jumpin (Columbia)	+902
THIRD EYE BLIND Deep Inside Of You (Elektra/EEG)	+778
EVERCLEAR Wonderful (Capitol)	+719
JANET Doesn't Really Matter (Def Soul/IDJMG)	+710
3 DOORS DOWN Kryptonite (Republic/Universal)	+659
SOULDECISION Faded (MCA)	+568
SHAGGY Dance & Shout (MCA)	+462

Breakers.

SHAGGY
Dance & Shout (MCA)

TOTAL PLAYS INCREASE	TOTAL STATIONS ADOS	CHART
2805/462	132/8	26

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

172 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 7/16-Saturday 7/22. 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.

Kina
girl from the gutter

Logos for BZ, 100, and other stations.

New This Week: WNCI WKEE WBTT WGLU

Already on over 60 stations:

KIIS WXKS KHKS KLLC WFLZ KSLZ
 KKRZ WBMX KALC KDWB WDRQ WPTE
 WNKS WKQI KZZP KZMG WKPK KZII
 WVAQ WMRV WIDQ WBZZ WBBO WMGI

IN STORES NOW!

Logos for Kina and other brands.

New & Active

NEVE It's Over Now (Portrait/C2/Columbia)
Total Plays: 789, Total Stations: 45, Adds: 0

KINA Girl From The Gutter (DreamWorks)
Total Plays: 754, Total Stations: 74, Adds: 4

IS Distracted (Giant/Reprise)
Total Plays: 660, Total Stations: 66, Adds: 7

DON PHILIP You Make Me Love You...More (Jive)
Total Plays: 644, Total Stations: 64, Adds: 1

PINK Most Girls (LaFace/Arista)
Total Plays: 641, Total Stations: 63, Adds: 52

DR. DRE The Next Episode (Aftermath/Interscope)
Total Plays: 640, Total Stations: 42, Adds: 4

D-CRU I Will Be Waiting (Elektra/EEG)
Total Plays: 589, Total Stations: 42, Adds: 2

JON SECADA Stop (550 Music/Epic)
Total Plays: 577, Total Stations: 49, Adds: 3

MADISON AVENUE Don't Call Me Baby (C2/Columbia)
Total Plays: 478, Total Stations: 13, Adds: 1

ELWOOD Sundown (Palm/London)
Total Plays: 321, Total Stations: 26, Adds: 2

DON HENLEY Taking You Home (Warner Bros.)
Total Plays: 294, Total Stations: 22, Adds: 0

NOBODY'S ANGEL I Can't Help Myself (Hollywood)
Total Plays: 268, Total Stations: 28, Adds: 1

KANDI Don't Think I'm Not (So So Def/Columbia)
Total Plays: 259, Total Stations: 16, Adds: 5

TONIC Sugar (Universal)
Total Plays: 234, Total Stations: 21, Adds: 0

STONE TEMPLE PILOTS Sour Girl (Atlantic)
Total Plays: 193, Total Stations: 17, Adds: 1

SAMMIE Crazy Things I Do (Freeworld/Capitol)
Total Plays: 192, Total Stations: 22, Adds: 5

IDEAL Whatever (Noontime/Virgin)
Total Plays: 128, Total Stations: 17, Adds: 8

CLEOPATRA U Got It (Maverick/WB)
Total Plays: 63, Total Stations: 25, Adds: 25

SAMANTHA MUMBA Gotta... (Wildcard/Polygram/Interscope)
Total Plays: 42, Total Stations: 56, Adds: 56

EVAN AND JARON Crazy For This Girl (Columbia)
Total Plays: 35, Total Stations: 53, Adds: 53

Songs ranked by total plays

Concerts

Continued from Page 46

KD: Yes, many of the bands who have played a Kiss show in the past know that you can always find huge stars at our shows, and they just want to come and hang and watch other people play. Sugar Ray came this year and just stood on the side of the stage and watched everybody perform. Many of the labels want their newer artists to play the show because there is a lot of press there.

It's a fun show. They get to see other artists perform, hang and have fun. We treat the artists very well at our show. We really make them feel like they're important. They are VIPs, and that's important to them.

R&R: Do you have a pre-party or a post-party?

KD: We have a Friday-night party, a pre-party, every year and a party that follows the show.

R&R: Do you sell your own tickets? Do you sell sales packages?

KD: Tickets are sold through Ticketmaster. We sell sponsorships to the show to clients, and they pay to be involved in the event. They get a lot of signage on site the day of the show. Many of them also set up booths and sell CDs of artists who are there.

R&R: What's the advantage of putting all of this effort into this type of show?

KD: It's to generate ratings. Our show sells out even before we announce who's coming. This year's show in June sold out in January with no acts announced. After the show sells out, the only way people can get tickets is to listen to the radio station and try to win them. So, when I say ratings, we create forced listening because they can't buy tickets. It's not a moneymaker. The listeners know we do this show every year, and they listen to win tickets.

R&R: So it's not really a revenue-generator?

KD: No, because we spend so much on hotels, limos, production and parties. We don't make money, believe it or not. We don't really pay for any of the artists; it's just more of a ratings thing.

R&R: How many hotel rooms do you book for the show?

KD: We generally use three different hotels. The overall total for the night of the show is about 100 rooms, with just artists. And we pay cash for those rooms.

R&R: I would imagine that it's a project that involves most of the staff.

KD: We have a concert committee of maybe 20 people who meet every week starting in January or February. We're constantly meeting, planning and scheduling things.

R&R: Did you webcast this year's Kiss Concert?

KD: This is the first year that we did. We had a setup backstage, and there was a webcam in the press area so people could log on to our website and watch backstage interviews and

chats with some of the artists. Our sister company, AMFMI, did everything.

R&R: How did you advertise the show on side of the station?

KD: When we announce the artists, we always get some pre-press in the newspapers on the local TV stations, as well as on MTV, VH1 and Entertainment Tonight. We really don't need any press to sell out the show; it does that on its own. We will run some ads to promote "listen to win" tickets, but our real press comes the day of the event.

R&R: Who works with the labels to get acts?

KD: PD John Ivey and me. We've already started talking about next year.

R&R: Do you have a person who just deals with talent?

KD: Yes, Lisa Bellino. Beginning in March her full-time job is just working on the concert. She contacts management and sets up arrival dates and times, production needs, passes at anything that's artist-related for the show. She also handles the venue and sets up everything for the venue catering. We also have two production people who just work on the production of the show itself.

R&R: Do you have promoters that help you pull it off?

KD: No. It's all in-house.

R&R: What is the craziest request you've had to deal with?

KD: During a show two years ago I came back to the dressing room to get Mariah Carey to go onstage. She said, "I need my bottle of Cristal Champagne." I said, "We didn't know that you needed that." She wouldn't go on until she got it, so we had to send somebody to liquor store. About 30 minutes went by, and there was nothing happening on the stage. When you're that big, I guess you can do whatever you want.

R&R: What is your most memorable Kiss Concert moment?

KD: For me, it was this past year, because I actually performed. I'm recording an album, and I performed a couple of songs at the show.

R&R: What was a moment you'd like to forget?

KD: Probably eight years ago, when Rod Stewart was there. He had arrived early, got upset that somebody was in his dressing room and left. We had to explain to 20,000 people that Rod Stewart was not going to perform.

R&R: Can you pass along a secret that others looking to do this caliber of show can use?

KD: John and I have become pretty adept at predicting what's going to be big at the time of the show. Sometimes we'll book somebody a year in advance — at that time they may not even be famous yet, but you think they might become famous. When it gets close to concert time and you ask for somebody big, it's too late. The trick is trying to predict the next superstars and booking far enough in advance. It's worked well for us each year.



ISN'T SHE LUCKY

After her concert at the Darien Lake Performing Arts Center, Jive recording artist Britney Spears hung out with WKSE/Buffalo Programming Asst./air talent Keith Kelly, PD Dave Universal and Asst. PD/night host Shy Guy Shawn.



THE RETURN ...

During their visit to the Big Apple, Interscope recording group No Doubt visited the staff of WHZZ (Z100)/New York. Pictured are (l-r) No Doubt's Tom Dumont and Adrian Young, Z100's Sharon Dastur, No Doubt's Gwen Stefani and Z100's Danielle Monaro and Axl Nemetz.

Around The World

■ And you thought your show was big!

London's top-ranked CHR, 95.8 Capital FM, recently staged its third annual Prince's Trust Festival. Not even a ton of rain could stop a sellout, as over 100,000 attended this outdoor extravaganza in the city's famous Hyde Park.

As you might guess, Prince Charles is the "Prince" in the Prince's Trust, and the station raised in excess of \$1 million for the charity. For that million-plus bucks, Prince Charles did the backstage hang from beginning to end.

This world-class event features around 45 acts and is broadcast live on Capital FM, on the web and on TV. The lineup consisted of British and international stars, including The Backstreet Boys, Elton John, Bon Jovi, Destiny's Child, Lionel Richie, Bryan Adams, Melanie C, Texas, All Saints and Kylie Minogue.

Most Played Recurrents

ENRIQUE IGLESIAS Be With You (Interscope)

ALICE DEEJAY Better Off Alone (Republic/Universal)

DESTINY'S CHILD Say My Name (Columbia)

SONIQUE It Feels So Good (Farmclub/Republic/Universal)

'N SYNC Bye Bye Bye (Jive)

THIRD EYE BLIND Never Let You Go (Elektra/EEG)

SANTANA F/ROB THOMAS Smooth (Arista)

MARC ANTHONY I Need To Know (Columbia)

FAITH HILL Breathe (Warner Bros.)

CHRISTINA AGUILERA What A Girl Wants (RCA)

BLAQUE Bring It All To Me (Track Masters/Columbia)

TRAIN Meet Virginia (Aware/Columbia)

SMASH MOUTH All Star (Interscope)

SAVAGE GARDEN I Knew I Loved You (Columbia)

CHRISTINA AGUILERA Genie In A Bottle (RCA)

SUGAR RAY Someday (Lava/Atlantic)

GOO GOO DOLLS Slide (Warner Bros.)

JENNIFER LOPEZ If You Had My Love (Work/Epic)

LONESTAR Amazed (BNA/RLG)

TLC Unpretty (LaFace/Arista)

CHR/POP Going For Adds 8/1/00

BARENAKED LADIES Pinch Me (Reprise)

CHURCHILLS Beautiful (Abrupt/Universal)

KID ROCK Wasting Time (Top Dog/Lava/Atlantic)

98 DEGREES Give Me Just One Night (Una Noche) (Universal)

JOHN OSZAJCA Where's Bob Dylan When You Need Him (Interscope)

WHEATUS Teenage Dirtbag (Columbia)



PLAYING IN THE MAJOR LEAGUE

After his performance, 550 Music/Epic recording artist Jon Secada visited with a host of radio's heavy hitters. Pictured are (l-r): KBIG/Los Angeles PD Jhani Kaye, WLTW/New York PD Jim Ryan, WXKS/Boston PD John Ivey, AMFM Sr. VP Programming Tom Poleman Secada, Former AMFM Sr. VP Ken Benson and 550 Music VP/Promotion Joel Klaiman.

TUNED-IN CHR/POP

R&R/MEDIABASE 24/7

B104 KBFM/McAllen

3am

'N SYNC It's Gonna Be Me
W. HOUSTON F.E. IGLESIAS Could I Have This...
SAVAGE GARDEN Truly Madly Deeply
CHRISTINA AGUILERA Come One Over Baby
PINK There You Go
TAL BACHMAN She's So High
BRITNEY SPEARS Oops! ... I Did It Again
MIGHTY DUB KATS Magic Carpet Ride
MACY GRAY I Try
EVERCLEAR Wonderful
AALIYAH Try Again
JESSICA SIMPSON I Wanna Love You Forever
SISTER HAZEL Change Your Mind
DESTINY'S CHILD Say My Name

11am

SHAWN MULLINS Lullaby
W. HOUSTON F.E. IGLESIAS Could I Have This Kiss...
OMC How Bizarre
PINK There You Go
SISDO Thong Song
POLICE Every Little Thing She Does...
MATCHBOX TWENTY Bent
SISTER HAZEL Change Your Mind
EMINEM The Real Slim Shady
ALICE DEEJAY Better Off Alone
BOBBY MCFERRIN Don't Worry, Be Happy
STING Desert Rose
AALIYAH Try Again

4pm

NINE DAYS Absolutely (Story Of A Girl)
SON BY FOUR Purest Of Pain
ALANIS MORISSETTE You Learn
BLOODHOUND GANG Bad Touch
BACKSTREET BOYS All I Have To Give
BBMAK Back Here
ONE WAY Mr. Groove
NU FLAVOR 3 Little Words
VERTICAL HORIZON Everything You Want
SHAGGY Dance & Shout
JOE JACKSON Steppin' Out

8pm

EVAN & JARON Crazy For This Girl
GABRIELLE Rise
JOE I Wanna Know
SISDO Thong Song
2 UNLIMITED Get Ready For This
'N SYNC It's Gonna Be Me
RICKY MARTIN Livin' La Vida Loca
MADISON AVENUE Don't Call Me Baby
PINK There You Go
BACKSTREET BOYS Show Me The Meaning Of...
PUFF DADDY/EVANS/112 I'll Be Missing You
LARA FABIAN I Will Love Again
MACY GRAY Why Didn't You Call Me

94.5 KSMB/Lafayette

3am

W. HOUSTON F.E. IGLESIAS Could I Have This Kiss...
3 DOORS DOWN Kryptonite
NOBODY'S ANGEL I Can't Help Myself
STING Desert Rose
AMBER Sexual (La Da Di)
LFO West Side Story
MATCHBOX TWENTY Bent
WESTLIFE Swear It Again
CHRISTINA AGUILERA Come One Over Baby
'N SYNC It's Gonna Be Me
IS Distracted
SPLENDER I Think God Can Explain
ELWOOD Sundown
FASTBALL The Way
RICKY MARTIN Livin' La Vida Loca

11am

EVERLAST What It's Like
AALIYAH Try Again
LISA LOEB & MIKE... Stay (I Missed You)
98 DEGREES The Hardest Thing
LARA FABIAN I Will Love Again
NINE DAYS Absolutely (Story Of A Girl)
SISTER HAZEL Change Your Mind
JOE I Wanna Know
MATCHBOX 20 3 AM
SHAGGY Dance & Shout
THOMAS DOLBY She Blinded Me With Silence
BILLY IDOL Eyes Without A Face

4pm

BRITNEY SPEARS Oops! ... I Did It Again
SISTER HAZEL Change Your Mind
TLC Unpretty
SHERYL CROW A Change
CHRISTINA AGUILERA Come One Over Baby
'N SYNC It's Gonna Be Me
WALLFLOWERS One Headlight
TOMI BRAXTON He Wasn't Man Enough
PINK There You Go
MARC PLAYGROUND Sex & Candy
MANDY MOORE I Wanna Be With You
DIANA ROSS Upside Down

8pm

LEN Steal My Sunshine
SHAGGY Dance & Shout
BLAQUE 808
VERTICAL HORIZON You're A God
ENRIQUE IGLESIAS Bailamos
PINK There You Go
SISTER HAZEL Change Your Mind
DMX Party Up (Lip In Here)
DAVE MATTHEWS BAND What Would You Say
FASTBALL Out Of My Head
SOULDECISION Faded
SISDO Thong Song
NO DOUBT Simple Kind Of Life
NINE DAYS Absolutely (Story Of A Girl)



Monitored airplay data supplied by Medabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 7/17. © 2000, R&R Inc.

CHR/Pop Playlists

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

MARKET #1

WTTW/Chicago
AM/FM
(712) 339-2300
Power 90.5
12+ Cum \$291,688



PLAYS	ARTIST/TITLE	W (0800)
74	74	74
75	75	75
76	76	76
77	77	77
78	78	78
79	79	79
80	80	80
81	81	81
82	82	82
83	83	83
84	84	84
85	85	85
86	86	86
87	87	87
88	88	88
89	89	89
90	90	90
91	91	91
92	92	92
93	93	93
94	94	94
95	95	95
96	96	96
97	97	97
98	98	98
99	99	99
100	100	100

MARKET #2

KISW/Los Angeles
Clear Channel
(818) 345-1027
Kiss 102.7
12+ Cum 2,259,628



PLAYS	ARTIST/TITLE	W (0800)
101	101	101
102	102	102
103	103	103
104	104	104
105	105	105
106	106	106
107	107	107
108	108	108
109	109	109
110	110	110
111	111	111
112	112	112
113	113	113
114	114	114
115	115	115
116	116	116
117	117	117
118	118	118
119	119	119
120	120	120

MARKET #3

WOL/Chicago
Big City
(773) 372-9400
Kiss 92.5
All the Hits One Station
12+ Cum \$43,488



PLAYS	ARTIST/TITLE	W (0800)
121	121	121
122	122	122
123	123	123
124	124	124
125	125	125
126	126	126
127	127	127
128	128	128
129	129	129
130	130	130
131	131	131
132	132	132
133	133	133
134	134	134
135	135	135
136	136	136
137	137	137
138	138	138
139	139	139
140	140	140

MARKET #4

K202/San Francisco
Sonoma
(415) 987-9557
Kiss 101.7
12+ Cum \$65,888



PLAYS	ARTIST/TITLE	W (0800)
141	141	141
142	142	142
143	143	143
144	144	144
145	145	145
146	146	146
147	147	147
148	148	148
149	149	149
150	150	150
151	151	151
152	152	152
153	153	153
154	154	154
155	155	155
156	156	156
157	157	157
158	158	158
159	159	159
160	160	160

MARKET #5

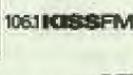
WQOW/Philadelphia
AM/FM
(610) 461-4110
Big Boy/Maroon 5
12+ Cum \$25,336



PLAYS	ARTIST/TITLE	W (0800)
161	161	161
162	162	162
163	163	163
164	164	164
165	165	165
166	166	166
167	167	167
168	168	168
169	169	169
170	170	170
171	171	171
172	172	172
173	173	173
174	174	174
175	175	175
176	176	176
177	177	177
178	178	178
179	179	179
180	180	180

MARKET #6

KMKS/Dallas-Ft. Worth
AM/FM
(214) 391-3400
Cook/Lambert
12+ Cum \$29,582



PLAYS	ARTIST/TITLE	W (0800)
181	181	181
182	182	182
183	183	183
184	184	184
185	185	185
186	186	186
187	187	187
188	188	188
189	189	189
190	190	190
191	191	191
192	192	192
193	193	193
194	194	194
195	195	195
196	196	196
197	197	197
198	198	198
199	199	199
200	200	200

MARKET #7

WORD/Detroit
ABC
(313) 354-9339
Sax/Brown/Carly
12+ Cum \$27,488



PLAYS	ARTIST/TITLE	W (0800)
201	201	201
202	202	202
203	203	203
204	204	204
205	205	205
206	206	206
207	207	207
208	208	208
209	209	209
210	210	210
211	211	211
212	212	212
213	213	213
214	214	214
215	215	215
216	216	216
217	217	217
218	218	218
219	219	219
220	220	220

MARKET #8

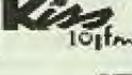
WKMG/Detroit
AM/FM
(482) 967-3750
Richard/Don
12+ Cum \$51,388



PLAYS	ARTIST/TITLE	W (0800)
221	221	221
222	222	222
223	223	223
224	224	224
225	225	225
226	226	226
227	227	227
228	228	228
229	229	229
230	230	230
231	231	231
232	232	232
233	233	233
234	234	234
235	235	235
236	236	236
237	237	237
238	238	238
239	239	239
240	240	240

MARKET #9

WKMG/Bozeman
AM/FM
(701) 396-1430
Hay/DeVid
12+ Cum \$82,888



PLAYS	ARTIST/TITLE	W (0800)
241	241	241
242	242	242
243	243	243
244	244	244
245	245	245
246	246	246
247	247	247
248	248	248
249	249	249
250	250	250
251	251	251
252	252	252
253	253	253
254	254	254
255	255	255
256	256	256
257	257	257
258	258	258
259	259	259
260	260	260

MARKET #10

WZZL/Washington, DC
Sonoma
(703) 322-1581
Di/Sax/Sellers
12+ Cum \$17,548



PLAYS	ARTIST/TITLE	W (0800)
261	261	261
262	262	262
263	263	263
264	264	264
265	265	265
266	266	266
267	267	267
268	268	268
269	269	269
270	270	270
271	271	271
272	272	272
273	273	273
274	274	274
275	275	275
276	276	276
277	277	277
278	278	278
279	279	279
280	280	280

MARKET #11

KRRR/Houston-Galveston
Sax/Sellers
(713) 266-1200
McPherson/Carly
12+ Cum 784,488



PLAYS	ARTIST/TITLE	W (0800)
281	281	281
282	282	282
283	283	283
284	284	284
285	285	285
286	286	286
287	287	287
288	288	288
289	289	289
290	290	290
291	291	291
292	292	292
293	293	293
294	294	294
295	295	295
296	296	296
297	297	297
298	298	298
299	299	299
300	300	300

MARKET #12

WTTW/Chicago
Clear
(646) 287-7500
12+ Cum 218,388



PLAYS	ARTIST/TITLE	W (0800)
301	301	301
302	302	302
303	303	303
304	304	304
305	305	305
306	306	306
307	307	307
308	308	308
309	309	309
310	310	310
311	311	311
312	312	312
313	313	313
314	314	314
315	315	315
316	316	316
317	317	317
318	318	318
319	319	319
320	320	320

MARKET #13

WTRR/Atlanta
Jefferson/Pilot
(404) 261-3107
Bowers/Barnes
12+ Cum 376,388



PLAYS	ARTIST/TITLE	W (0800)
321	321	321
322	322	322
323	323	323
324	324	324
325	325	325
326	326	326
327	327	327
328	328	328
329	329	329
330	330	330
331	331	331
332	332	332
333	333	333
334	334	334
335	335	335
336	336	336
337	337	337
338	338	338
339	339	339
340	340	340

MARKET #14

WTTW/Chicago
Clear Channel
(646) 483-3026
Roberts/Banks/Peter
12+ Cum \$35,388



PLAYS	ARTIST/TITLE	W (0800)
341	341	341
342	342	342
343	343	343
344	344	344
345	345	345
346	346	346
347	347	347
348	348	348
349	349	349
350	350	350
351	351	351
352	352	352
353	353	353
354	354	354
355	355	355
356	356	356
357	357	357
358	358	358
359	359	359
360	360	360

MARKET #15

KRRR/Seattle-Tacoma
Jeffrey
(206) 822-1581
Peters/Marion/S
12+ Cum 459,388



PLAYS	ARTIST/TITLE	W (0800)
361	361	361
362	362	362
363	363	363
364	364	364
365	365	365
366	366	366
367	367	367
368	368	368
369	369	369
370	370	370
371	371	371
372	372	372
373	373	373
374	374	374
375	375	375
376	376	376
377	377	377
378	378	378
379	379	379
380	380	380

CHR/POP Playlists

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

MARKET #30

AMXN/Kansas City
City
(913) 734-3634
Jubilee/Dynasty
12+ Cum: 324,300

Mix 93.3

PLAYS

LM	TR	ARTIST/TITLE	SI (988)
63	68	NEW BRUNSWICK	10030
64	68	DE STRYKERS' ONE Step Ahead, Jumpin'	10030
65	68	JESSICA SIMPSON/Think That I'm In Love	9900
66	64	CREED/Higher	9600
67	64	JOEY VITALE/Know	9600
68	64	VERTICAL HORIZON/Everything You Want	9600
69	63	MAURICIO TRINIDAD/Heart	9400
70	68	PRINCE/When You Go	8700
71	64	MANDY MOORE/When We Were In Love	8700
72	62	WYNCY'S Come On Me	7900
73	64	ALL ABOUT YOU	7700
74	67	DOUGGS/DON'T Worry About Me	7500
75	64	BRITNEY'S SPEARS/Over My Head	6750
76	64	GOOD GOOD DOLL'S/Back Again	6600
77	67	BRINNA/Back Here	6100
78	64	TOM SWIFT/You're My Heart Beat	5100
79	64	SON JUVENILE/My Life	5100
80	64	SOUL 2 SOUL/Feel	5100
81	64	SAVITRI/Change Your Mind	5100
82	64	CHRISTINA AGUILERA/What a Girl Wants	4500
83	64	LOVE/When We Were In Love	4500
84	64	EMINEM/The Real Slim Shady	4300
85	64	THE NOTORIOUS B.I.G./Hip-Hop Is Dead	2150
86	64	EMINEM/My Way of Thinking	2150
87	64	BLAKE/Just a Little Bit	2000
88	64	EMINEM/My Way of Thinking	2000
89	64	EMINEM/My Way of Thinking	2000
90	64	EMINEM/My Way of Thinking	2000
91	64	EMINEM/My Way of Thinking	2000
92	64	EMINEM/My Way of Thinking	2000
93	64	EMINEM/My Way of Thinking	2000
94	64	EMINEM/My Way of Thinking	2000
95	64	EMINEM/My Way of Thinking	2000
96	64	EMINEM/My Way of Thinking	2000
97	64	EMINEM/My Way of Thinking	2000
98	64	EMINEM/My Way of Thinking	2000
99	64	EMINEM/My Way of Thinking	2000
100	64	EMINEM/My Way of Thinking	2000

MARKET #31

WJZZ/Charlotte
City
(704) 529-1250
Kelly/McIntosh/McCall
12+ Cum: 291,400

100% Kiss

PLAYS

LM	TR	ARTIST/TITLE	SI (988)
66	67	3 DOORS DOWN/Up Against the Wall	12700
67	68	DE STRYKERS' ONE Step Ahead, Jumpin'	12700
68	67	SON JUVENILE/My Life	11800
69	67	MIKE DUNN/Back Here	11800
70	67	THE NOTORIOUS B.I.G./Hip-Hop Is Dead	11800
71	67	JOEY VITALE/Know	10900
72	67	JOEY VITALE/Know	10900
73	67	JOEY VITALE/Know	10900
74	67	JOEY VITALE/Know	10900
75	67	JOEY VITALE/Know	10900
76	67	JOEY VITALE/Know	10900
77	67	JOEY VITALE/Know	10900
78	67	JOEY VITALE/Know	10900
79	67	JOEY VITALE/Know	10900
80	67	JOEY VITALE/Know	10900
81	67	JOEY VITALE/Know	10900
82	67	JOEY VITALE/Know	10900
83	67	JOEY VITALE/Know	10900
84	67	JOEY VITALE/Know	10900
85	67	JOEY VITALE/Know	10900
86	67	JOEY VITALE/Know	10900
87	67	JOEY VITALE/Know	10900
88	67	JOEY VITALE/Know	10900
89	67	JOEY VITALE/Know	10900
90	67	JOEY VITALE/Know	10900

MARKET #32

KOOM/San Antonio
City
(214) 736-6700
Kelly/Jones
12+ Cum: 218,200

Mix 96.1

PLAYS

LM	TR	ARTIST/TITLE	SI (988)
65	66	MAURICIO TRINIDAD/Heart	10000
66	65	DE STRYKERS' ONE Step Ahead, Jumpin'	10000
67	65	SON JUVENILE/My Life	10000
68	65	MIKE DUNN/Back Here	10000
69	65	THE NOTORIOUS B.I.G./Hip-Hop Is Dead	10000
70	65	JOEY VITALE/Know	10000
71	65	JOEY VITALE/Know	10000
72	65	JOEY VITALE/Know	10000
73	65	JOEY VITALE/Know	10000
74	65	JOEY VITALE/Know	10000
75	65	JOEY VITALE/Know	10000
76	65	JOEY VITALE/Know	10000
77	65	JOEY VITALE/Know	10000
78	65	JOEY VITALE/Know	10000
79	65	JOEY VITALE/Know	10000
80	65	JOEY VITALE/Know	10000
81	65	JOEY VITALE/Know	10000
82	65	JOEY VITALE/Know	10000
83	65	JOEY VITALE/Know	10000
84	65	JOEY VITALE/Know	10000
85	65	JOEY VITALE/Know	10000
86	65	JOEY VITALE/Know	10000
87	65	JOEY VITALE/Know	10000
88	65	JOEY VITALE/Know	10000
89	65	JOEY VITALE/Know	10000
90	65	JOEY VITALE/Know	10000

MARKET #33

WPPJ/Providence
City
(401) 433-4200
Dorcas/Moore
12+ Cum: 172,800

92.9 Pro FM

PLAYS

LM	TR	ARTIST/TITLE	SI (988)
67	64	MAURICIO TRINIDAD/Heart	12204
68	64	DE STRYKERS' ONE Step Ahead, Jumpin'	11801
69	64	JESSICA SIMPSON/Think That I'm In Love	11611
70	64	SON JUVENILE/My Life	11219
71	64	MIKE DUNN/Back Here	11074
72	64	THE NOTORIOUS B.I.G./Hip-Hop Is Dead	10887
73	64	JOEY VITALE/Know	10719
74	64	JOEY VITALE/Know	10719
75	64	JOEY VITALE/Know	10719
76	64	JOEY VITALE/Know	10719
77	64	JOEY VITALE/Know	10719
78	64	JOEY VITALE/Know	10719
79	64	JOEY VITALE/Know	10719
80	64	JOEY VITALE/Know	10719
81	64	JOEY VITALE/Know	10719
82	64	JOEY VITALE/Know	10719
83	64	JOEY VITALE/Know	10719
84	64	JOEY VITALE/Know	10719
85	64	JOEY VITALE/Know	10719
86	64	JOEY VITALE/Know	10719
87	64	JOEY VITALE/Know	10719
88	64	JOEY VITALE/Know	10719
89	64	JOEY VITALE/Know	10719
90	64	JOEY VITALE/Know	10719

MARKET #34

WNCV/Charlotte, NH
Clear Channel
(603) 434-9624
Station/Scott
12+ Cum: 261,700

WNCV 93.7

PLAYS

LM	TR	ARTIST/TITLE	SI (988)
70	72	VERTICAL HORIZON/Everything You Want	12071
71	72	CREED/Higher	11801
72	71	MAURICIO TRINIDAD/Heart	11611
73	71	SON JUVENILE/My Life	11219
74	71	JESSICA SIMPSON/Think That I'm In Love	11074
75	71	MIKE DUNN/Back Here	10887
76	71	THE NOTORIOUS B.I.G./Hip-Hop Is Dead	10719
77	71	JOEY VITALE/Know	10719
78	71	JOEY VITALE/Know	10719
79	71	JOEY VITALE/Know	10719
80	71	JOEY VITALE/Know	10719
81	71	JOEY VITALE/Know	10719
82	71	JOEY VITALE/Know	10719
83	71	JOEY VITALE/Know	10719
84	71	JOEY VITALE/Know	10719
85	71	JOEY VITALE/Know	10719
86	71	JOEY VITALE/Know	10719
87	71	JOEY VITALE/Know	10719
88	71	JOEY VITALE/Know	10719
89	71	JOEY VITALE/Know	10719
90	71	JOEY VITALE/Know	10719

MARKET #35

KHTZ/Salt Lake City
Clear Channel
(801) 588-1330
Newman/McCarthy
12+ Cum: 248,500

94.9 ZMT

PLAYS

LM	TR	ARTIST/TITLE	SI (988)
66	73	TOM SWIFT/You're My Heart Beat	7008
67	72	BRINNA/Back Here	7008
68	72	BRINNA/Back Here	7008
69	72	BRINNA/Back Here	7008
70	72	BRINNA/Back Here	7008
71	72	BRINNA/Back Here	7008
72	72	BRINNA/Back Here	7008
73	72	BRINNA/Back Here	7008
74	72	BRINNA/Back Here	7008
75	72	BRINNA/Back Here	7008
76	72	BRINNA/Back Here	7008
77	72	BRINNA/Back Here	7008
78	72	BRINNA/Back Here	7008
79	72	BRINNA/Back Here	7008
80	72	BRINNA/Back Here	7008
81	72	BRINNA/Back Here	7008
82	72	BRINNA/Back Here	7008
83	72	BRINNA/Back Here	7008
84	72	BRINNA/Back Here	7008
85	72	BRINNA/Back Here	7008
86	72	BRINNA/Back Here	7008
87	72	BRINNA/Back Here	7008
88	72	BRINNA/Back Here	7008
89	72	BRINNA/Back Here	7008
90	72	BRINNA/Back Here	7008

MARKET #37

WJZZ/Charlotte
City
(704) 529-1250
Kelly/McIntosh/McCall
12+ Cum: 292,800

100% Kiss

PLAYS

LM	TR	ARTIST/TITLE	SI (988)
67	70	MAURICIO TRINIDAD/Heart	13040
68	69	CREED/Higher	10400
69	68	MIKE DUNN/Back Here	10000
70	67	JESSICA SIMPSON/Think That I'm In Love	9600
71	67	SON JUVENILE/My Life	9400
72	67	MIKE DUNN/Back Here	9400
73	67	THE NOTORIOUS B.I.G./Hip-Hop Is Dead	9400
74	67	JOEY VITALE/Know	9400
75	67	JOEY VITALE/Know	9400
76	67	JOEY VITALE/Know	9400
77	67	JOEY VITALE/Know	9400
78	67	JOEY VITALE/Know	9400
79	67	JOEY VITALE/Know	9400
80	67	JOEY VITALE/Know	9400
81	67	JOEY VITALE/Know	9400
82	67	JOEY VITALE/Know	9400
83	67	JOEY VITALE/Know	9400
84	67	JOEY VITALE/Know	9400
85	67	JOEY VITALE/Know	9400
86	67	JOEY VITALE/Know	9400
87	67	JOEY VITALE/Know	9400
88	67	JOEY VITALE/Know	9400
89	67	JOEY VITALE/Know	9400
90	67	JOEY VITALE/Know	9400

MARKET #38

WDDJ/Daytona Beach
City
(321) 256-9000
Dorcas/Moore
12+ Cum: 123,400

RADIO 102.7

PLAYS

LM	TR	ARTIST/TITLE	SI (988)
68	69	3 DOORS DOWN/Up Against the Wall	4300
69	68	DE STRYKERS' ONE Step Ahead, Jumpin'	4300
70	68	SON JUVENILE/My Life	4300
71	68	MIKE DUNN/Back Here	4300
72	68	THE NOTORIOUS B.I.G./Hip-Hop Is Dead	4300
73	68	JOEY VITALE/Know	4300
74	68	JOEY VITALE/Know	4300
75	68	JOEY VITALE/Know	4300
76	68	JOEY VITALE/Know	4300
77	68	JOEY VITALE/Know	4300
78	68	JOEY VITALE/Know	4300
79	68	JOEY VITALE/Know	4300
80	68	JOEY VITALE/Know	4300
81	68	JOEY VITALE/Know	4300
82	68	JOEY VITALE/Know	4300
83	68	JOEY VITALE/Know	4300
84	68	JOEY VITALE/Know	4300
85	68	JOEY VITALE/Know	4300
86	68	JOEY VITALE/Know	4300
87	68	JOEY VITALE/Know	4300
88	68	JOEY VITALE/Know	4300
89	68	JOEY VITALE/Know	4300
90	68	JOEY VITALE/Know	4300

MARKET #39

WFLA/Tampa Bay
City
(813) 478-4000
Dorcas/Moore
12+ Cum: 229,800

89.7

PLAYS

LM	TR	ARTIST/TITLE	SI (988)
66	77	WYNCY'S Come On Me	7400
67	76	WYNCY'S Come On Me	7400
68	76	WYNCY'S Come On Me	7400
69	76	WYNCY'S Come On Me	7400
70	76	WYNCY'S Come On Me	7400
71	76	WYNCY'S Come On Me	7400
72	76	WYNCY'S Come On Me	7400
73	76	WYNCY'S Come On Me	7400
74	76	WYNCY'S Come On Me	7400
75	76	WYNCY'S Come On Me	7400
76	76	WYNCY'S Come On Me	7400
77	76	WYNCY'S Come On Me	7400
78	76	WYNCY'S Come On Me	7400
79	76	WYNCY'S Come On Me	7400
80	76	WYNCY'S Come On Me	7400
81	76	WYNCY'S Come On Me	7400
82	76	WYNCY'S Come On Me	7400
83	76	WYNCY'S Come On Me	7400
84	76	WYNCY'S Come On Me	7400
85	76	WYNCY'S Come On Me	7400
86	76	WYNCY'S Come On Me	7400
87	76	WYNCY'S Come On Me	7400
88	76	WYNCY'S Come On Me	7400
89	76	WYNCY'S Come On Me	7400
90	76	WYNCY'S Come On Me	7400

MARKET #40

WJZZ/Charlotte
City
(704) 529-1250
Kelly/McIntosh/McCall
12+ Cum: 292,800

100% Kiss

PLAYS

LM	TR	ARTIST/TITLE	SI (988)
67	70	MAURICIO TRINIDAD/Heart	13040
68	69	CREED/Higher	10400
69	68	MIKE DUNN/Back Here	10000
70	67	JESSICA SIMPSON/Think That I'm In Love	9600
71	67	SON JUVENILE/My Life	9400
72	67	MIKE DUNN/Back Here	9400
73	67	THE NOTORIOUS B.I.G./Hip-Hop Is Dead	9400
74	67	JOEY VITALE/Know	9400
75	67	JOEY VITALE/Know	9400
76	67	JOEY VITALE/Know	9400
77	67	JOEY VITALE/Know	9400
78	67	JOEY VITALE/Know	9400
79	67	JOEY VITALE/Know	9400
80	67	JOEY VITALE/Know	9400
81	67	JOEY VITALE/Know	9400
82	67	JOEY VITALE/Know	9400



Hip Hop Top 20

July 28, 2000

RANK	ARTIST	TITLE	LABEL(S)	TOTAL PLAYS		TOTAL STATIONS
				TR	UR	
1	NELLY	Country Grammar	(Fo' Reel/Universal)	5021	4976	132/1
2	DA BRAT	What'chu Like	(So So Def/Columbia)	4307	4399	136/0
3	DR. DRE	The Next Episode	(Aftermath/Interscope)	4200	4438	130/0
4	JAY-Z	Big Pimpin'	(Roc-A-Fella/IDJMG)	3762	4180	124/0
5	LIL' KIM	No Matter What...	(Queen Bee/Underground/Atlantic)	2565	2443	121/2
6	EMINEM	The Real Slim Shady	(Aftermath/Interscope)	2415	3184	116/0
7	DMX	Party Up (Up In Here)	(Ruff Ryders/IDJMG)	2168	2480	118/0
8	COMMON	The Light	(MCA)	2104	1860	118/5
9	DMX	What You Want	(Ruff Ryders/IDJMG)	2077	1826	106/3
10	504 BOYZ	Wobble, Wobble	(No Limit/Priority)	1816	2073	107/0
11	EVE F/JADAKISS	Got It All	(Ruff Ryders/Interscope)	1692	1708	108/1
12	BIG TYMERS	Get Your Roll On	(Cash Money/Universal)	1465	1802	81/1
13	LIL BOW WOW	Bounce With Me	(So So Def/Columbia)	1425	1304	90/7
14	THREE 6 MAFIA	Sippin' On Da Syrup	(Hypnotize Minds/Loud)	1339	1417	83/6
15	KURUPT	Who Ride Wit Us	(Artra/Artemis)	1255	1319	67/2
16	LIL' ZANE	F/112 Callin' Me	(Worldwide/Priority)	1170	845	105/2
17	TRINA	Pull Over	(Slip 'N Slide/Atlantic)	1078	869	86/7
18	ICE CUBE F/DR. DRE & MC REN	Hello	(Lench Mob/Priority)	984	1362	93/0
19	MYSTIKAL	Shake Ya Ass	(Live)	779	443	61/1
20	TRICK DADDY	Shut Up	(Slip 'N Slide/Atlantic)	762	907	76/0

66 CHR/Rhythmic and 82 Urban reporters combine into a custom chart. Hip Hop titles are ranked by total plays for the airplay week of Sunday 7/16-Saturday 7/22. For complete reporter lists refer to CHR/Rhythmic and Urban sections. ©2000, R&R Inc.

New & Active

BAHA MEN Who Let The Dogs Out (Artemis)
Total Plays: 398, Total Stations: 18, Adds: 4

THREE 6 MAFIA Sippin' On... (Hypnotize Minds/Loud)
Total Plays: 376, Total Stations: 17, Adds: 4

LL COOL J Imagine That (Def Jam/IDJMG)
Total Plays: 281, Total Stations: 32, Adds: 31

TOMY TOUCH I Wonder Why (He's...) (Tommy Boy)
Total Plays: 273, Total Stations: 19, Adds: 0

KELLY PRICE As We Lay (Def Soul/IDJMG)
Total Plays: 264, Total Stations: 12, Adds: 0

D-CRU I Will Be Waiting (Elektra/EEG)
Total Plays: 264, Total Stations: 10, Adds: 1

DEF SQUAD Focus (DreamWorks)
Total Plays: 263, Total Stations: 12, Adds: 0

BUSTA RHYMES Fire (Violator/Filmmode/Elektra/EEG)
Total Plays: 227, Total Stations: 32, Adds: 6

WYCLEF JEAN FRICK & MELKY It Doesn't... (Columbia)
Total Plays: 225, Total Stations: 14, Adds: 0

MAJOR FIGGAS Yeah That's Us (Ruffnation/WB)
Total Plays: 202, Total Stations: 25, Adds: 7

LIL BOW WOW Bounce With Me (So So Def/Columbia)
Total Plays: 196, Total Stations: 17, Adds: 4

TOM BRAXTON Just Be A Man About It (LaFace/Arista)
Total Plays: 191, Total Stations: 21, Adds: 9

SOUTH PARK MEXICAN You Know... (Dopehouse/Universal)
Total Plays: 184, Total Stations: 23, Adds: 18

JOE Treat Her Like A Lady (Live)
Total Plays: 173, Total Stations: 23, Adds: 10

EMINEM The Way I Am (Aftermath/Interscope)
Total Plays: 170, Total Stations: 8, Adds: 4

DE LA SOUL Doh (Tommy Boy)
Total Plays: 155, Total Stations: 16, Adds: 16

MARY J. BLIGE Your Child (MCA)
Total Plays: 138, Total Stations: 7, Adds: 0

P.Y.T. P.Y.T. (Down With Me) (Epic)
Total Plays: 119, Total Stations: 15, Adds: 3

JESSICA Get Up (Restless)
Total Plays: 49, Total Stations: 15, Adds: 15

TIMBALAND & MAGDO We Ai H Agan (BlackGround)
Total Plays: 27, Total Stations: 9, Adds: 4

Songs ranked by total plays

CHR/Rhythmic Reporters

Stations and their adds listed alphabetically by market

KESZ/Albuquerque, NM * PD: Steve McCarley 1. JAY-Z "Big Pimpin'" 2. LIL' ZANE "F/112 Callin' Me" 3. SOUTH PARK MEXICAN "You Know..."	WBBM/Chicago, IL * PD: John Evershed MD: Erik Bradley 1. NELLY "Country Grammar" 2. DR. DRE "The Next Episode" 3. JAY-Z "Big Pimpin'"	KSEQ/Fresno, CA * PD: Tommy Red Rio MD: Jay Le Grand 1. NELLY "Country Grammar" 2. DA BRAT "What'chu Like" 3. SOUTH PARK MEXICAN "You Know..."	KLVJ/Las Vegas, NV * MD: Mike Spencer MD: J.E. King 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..." 3. COMMON "The Light"	WKTU/New York, NY * MD: Frankie Blue MD: Steven 1. NELLY "Country Grammar" 2. DA BRAT "What'chu Like" 3. DR. DRE "The Next Episode"	KXFR/Phoenix, AZ * MD: Steve El James MD: Charles News 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KULU/Salt Lake City, UT * MD: Bob Stone MD: Zed Duce 1. NELLY "Country Grammar" 2. JAY-Z "Big Pimpin'"	KWRN/Stockton, CA * MD: Jose Contreras MD: Jaime Cruz 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."
KVLZ/Albuquerque, NM * MD: Jose Aguilar 1. NELLY "Country Grammar" 2. DR. DRE "The Next Episode" 3. JAY-Z "Big Pimpin'"	KBTE/Corpus Christi, TX PD: James Wilkins MD: Brian Douglas MD: Scott Hines 1. NELLY "Country Grammar" 2. DR. DRE "The Next Episode" 3. JAY-Z "Big Pimpin'"	WJMH/Greensboro, NC * MD: Brian Douglas MD: Scott Hines MD: Joseph D 1. NELLY "Country Grammar" 2. DR. DRE "The Next Episode" 3. JAY-Z "Big Pimpin'"	KHTE/Little Rock, AR * MD: Larry LeBlanc MD: Peter Goss 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..." 3. COMMON "The Light"	WQHT/New York, NY * MD: Sean Taylor MD: Sean Taylor 1. NELLY "Country Grammar" 2. DA BRAT "What'chu Like" 3. DR. DRE "The Next Episode"	KLIM/Portland, OR * MD: Mark Adams MD: Peety Boy Gentry 1. NELLY "Country Grammar" 2. DR. DRE "The Next Episode" 3. JAY-Z "Big Pimpin'"	KTRM/San Antonio, TX * MD: Steve Carter MD: Charles News 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WLLD/Tampa, FL * MD: Orlando 1. NELLY "Country Grammar" 2. DR. DRE "The Next Episode"
KPRF/Amarillo, TX MD: Steve Carter MD: Charles News 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KZFM/Corpus Christi, TX * MD: Steve Carter MD: Charles News 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KBOH/Honolulu, HI * MD: Fred Rice MD: Pablo Rizo 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KPWR/Los Angeles, CA * MD: Jimmy Reed MD: Damon Young MD: Alan 1. NELLY "Country Grammar" 2. DA BRAT "What'chu Like" 3. DR. DRE "The Next Episode"	WVWV/Norfolk, VA * MD: Sean Taylor MD: Sean Taylor 1. NELLY "Country Grammar" 2. DA BRAT "What'chu Like" 3. DR. DRE "The Next Episode"	WVVC/Providence, RI * MD: Jerry McMane MD: Bradley Ryan 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KITZ/San Diego, CA * MD: Lisa Hopper MD: Dale Nelson 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KDHT/Tucson, AZ * MD: Pete Jovine MD: D. Wayne Davis 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."
KFAL/Anchorage, AK MD: Mark Carlson MD: Steve Carter MD: Charles News 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KRSV/Dallas-Ft. Worth, TX * MD: Jeff Ryan 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KDRE/Honolulu, HI * MD: John Hyde MD: Ed Leo Babin MD: Ryan Kawano 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KLZX/Lubbock, TX MD: Tony Mares MD: Justin Jones 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KKWB/Oklahoma City, OK MD: Chris Gentry MD: James Reed 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KWZJ/Reno, NV * MD: Pat Clarke MD: Sam Schatz 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KMEL/San Francisco, CA * MD: Howard Martin MD: Green Berg 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WOWZ/Utica-Rome, NY MD: J.P. Mako MD: Steve Goe 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."
KSLB/Bakersfield, CA * MD: Bob Lewis MD: Phyllis 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KPRR/E Paso, TX * MD: John Casaleto MD: Victor Starr 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KDXX/Houston-Galveston, TX * MD: John Scarpie MD: Katherine Powell 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KOHT/Memphis, TN * MD: Chris Taylor MD: Lee Cagle MD: Steve Starr 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KDCH/Omaha, NE MD: Chris James MD: Christopher Dean 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KWZJ/Reno, NV * MD: Pat Clarke MD: Sam Schatz 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KYLD/San Francisco, CA * MD: Michael Winters MD: Jay Jay Archer 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WPGC/Washington, DC * MD: Jay Stevens MD: Tom Wilson 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."
WERO/Baltimore, MD * MD: Steve Carter MD: Charles News MD: Charles News 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WCKZ/Fl. Wayne, IN MD: Bruce White MD: Mike Thomas 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WDBT/Jackson, MS MD: Scott Steele MD: Jason The Horse 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KHTW/Memphis, CA MD: Steve Starr MD: Steve Starr 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KDCAQ/Oxnard-Ventura, CA * MD: Sam Garcia MD: Edna 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KWVW/San Luis Obispo, CA MD: Craig Marshall MD: Mike Thomas 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KWZZ/Utica-Rome, NY MD: J.P. Mako MD: Steve Goe 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KDGS/Wichita, KS * MD: Greg Williams MD: Steve Goe 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."
WBLI/Birmingham, AL * MD: Steve Carter MD: Charles News MD: Charles News 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WJFX/Fl. Wayne, IN * MD: Bruce White MD: Mike Thomas 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WJBT/Jacksonville, FL * MD: Don Wyster MD: Timmy Green 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WYOW/Miami, FL * MD: Kid Curry MD: Eddie May MD: Tony Tiger 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KDPA/Palm Springs, CA MD: Mike Kato MD: Mike Kato 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WVVC/Providence, RI * MD: Jerry McMane MD: Bradley Ryan 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WVVC/Providence, RI * MD: Jerry McMane MD: Bradley Ryan 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WVVC/Providence, RI * MD: Jerry McMane MD: Bradley Ryan 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."
WMM/Boston, MA * MD: Charles Jack McCartney MD: Dennis O'Hara MD: Michelle Williams 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KBOS/Fresno, CA * MD: E. Curtis Johnson MD: Greg Williams MD: Dennis Leighton 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	KDCAQ/Oxnard-Ventura, CA * MD: Sam Garcia MD: Edna 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WVVC/Providence, RI * MD: Jerry McMane MD: Bradley Ryan 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WVVC/Providence, RI * MD: Jerry McMane MD: Bradley Ryan 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WVVC/Providence, RI * MD: Jerry McMane MD: Bradley Ryan 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WVVC/Providence, RI * MD: Jerry McMane MD: Bradley Ryan 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WVVC/Providence, RI * MD: Jerry McMane MD: Bradley Ryan 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."
WSP/Charleston, SC MD: Neil Reynolds MD: Neil Reynolds 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WVVC/Providence, RI * MD: Jerry McMane MD: Bradley Ryan 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WVVC/Providence, RI * MD: Jerry McMane MD: Bradley Ryan 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WVVC/Providence, RI * MD: Jerry McMane MD: Bradley Ryan 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WVVC/Providence, RI * MD: Jerry McMane MD: Bradley Ryan 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WVVC/Providence, RI * MD: Jerry McMane MD: Bradley Ryan 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WVVC/Providence, RI * MD: Jerry McMane MD: Bradley Ryan 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."	WVVC/Providence, RI * MD: Jerry McMane MD: Bradley Ryan 1. NELLY "Country Grammar" 2. SOUTH PARK MEXICAN "You Know..."

* = Mediabase 24/7 monitored

66 Total Reporters
66 Current Reporters
66 Current Playlists

R&R CHR/Rhythmic Top 50

July 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE (LABEL)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS ADDED
	1	NELLY Country Grammar (Fo' Reel/Universal)	3283	+110	470634	17	62/1
	2	JAY-Z Big Pimpin' (Roc-A-Fella/IDJMG)	3089	-133	449034	16	64/0
	3	DR. DRE The Next Episode (Aftermath/Interscope)	3050	-66	482578	13	63/0
	4	DESTINY'S CHILD Jumpin, Jumpin (Columbia)	2771	-56	358790	20	56/0
	5	AALIYAH Try Again (BlackGround)	2555	-324	379408	21	64/0
	6	JOE I Wanna Know (Jive)	2348	-118	327836	28	64/0
	7	DA BRAT What'chu Like (So So Def/Columbia)	2325	-103	391557	12	52/0
	8	NEXT Wifey (Arista)	2321	+1	306636	11	60/0
	9	JANET Doesn't Really Matter (Def Soul/IDJMG)	2123	+194	329727	9	61/2
	10	'N SYNC It's Gonna Be Me (Jive)	2100	-57	211752	11	39/0
	11	EMINEM The Real Slim Shady (Aftermath/Interscope)	2061	-593	215675	14	60/0
	12	DMX Party Up (Up In Here) (Ruff Ryders/IDJMG)	1802	-249	208187	23	59/0
	13	PINK Most Girls (LaFace/Arista)	1739	+200	206506	7	53/2
	14	KANDI Don't Think I'm Not (So So Def/Columbia)	1729	+284	218563	5	51/4
	15	JAGGED EDGE Let's Get Married (So So Def/Columbia)	1572	+100	282226	13	45/0
	16	RUFF ENOZ No More (Epic)	1538	+127	225204	6	57/4
	17	IDEAL Whatever (Noontime/Virgin)	1350	+20	139693	9	46/1
	18	SISQO Thong Song (Dragon/Def Soul/IDJMG)	1339	-120	177241	26	57/0
	19	AVANT Separated (Magic Johnson/MCA)	1301	+14	232830	9	40/1
	20	SISQO Incomplete (Dragon/Def Soul/IDJMG)	1257	+54	130226	6	52/4
Breaker	21	MADISON AVENUE Don't Call Me Baby (C2/Columbia)	1139	+266	118695	6	28/0
	22	KURUPT Who Ride Wit Us (Antra/Artemis)	1075	-82	138682	11	36/0
	23	504 BOYZ Wobble, Wobble (No Limit/Priority)	1028	-116	148662	15	35/0
	24	LUCY PEARL Dance Tonight (Overbrook/Pookie/Beyond)	981	-44	192367	10	36/0
Debut	25	MYA Case Of The Ex (Whatcha...) (University/Interscope)	923	+453	152006	1	51/7
	26	LIL' KIM No Matter What They Say (Queen Bee/Undeas/Atlantic)	872	+39	190839	8	37/0
	27	JESSICA SIMPSON I Think I'm In Love With You (Columbia)	859	+124	110885	6	28/1
	28	CHRISTINA AGUILERA Come On Over (All I Want...) (RCA)	851	+253	75032	2	41/5
	29	COMMON The Light (MCA)	797	+83	120658	5	34/1
	30	SON BY FOUR Purest Of Pain (A Puro Dolor) (Sony Discos/Columbia)	750	+27	126850	7	25/2
	31	BRITNEY SPEARS Oops!...I Did It Again (Jive)	738	-339	70503	15	24/0
	32	DEBELAH MORGAN Dance With Me (DAS/Atlantic)	661	+170	67453	2	32/2
	33	DMX What You Want (Ruff Ryders/IDJMG)	650	+117	109662	2	26/1
	34	AALIYAH F/DMX Come Back In One Piece (BlackGround)	607	-109	74337	7	31/2
	35	SHAGGY Dance & Shout (MCA)	591	-66	37505	4	25/0
Debut	36	BRITNEY SPEARS Lucky (Jive)	590	+281	68826	1	24/13
	37	MANDY MOORE I Wanna Be With You (550 Music/Epic)	583	-15	57754	3	12/0
	38	EMINEM Stan (Aftermath/Interscope)	580	+81	108454	5	9/1
	39	SAMMIE Crazy Things I Do (Freeworld/Capitol)	569	+76	33037	3	29/2
	40	BIG TYMERS Get Your Roll On (Cash Money/Universal)	562	-42	115175	9	24/1
	41	ENRIQUE IGLESIAS Be With You (Interscope)	541	-58	71532	20	24/0
	42	EVE F/JADAKISS Got It All (Ruff Ryders/Interscope)	537	-7	157715	5	29/1
	43	NU FLAVOR 3 Little Words (Reprise)	537	-180	82934	18	23/0
	44	DONELL JONES Where I Wanna Be (Untouchables/LaFace/Arista)	502	-25	163702	12	16/0
Debut	45	TRINA Pull Over (Slip 'N Slide/Atlantic)	484	+76	70681	1	28/5
	46	MYA F/JADAKISS Best Of Me (University/Interscope)	476	-94	117480	17	22/0
Debut	47	BOYZ II MEN Pass You By (Universal)	462	+188	57979	1	43/2
Debut	48	LIL' ZANE F/112 Callin' Me (Worldwide/Priority)	460	+210	58340	1	43/0
	49	BRIAN MCKNIGHT 6,8,12 (Motown/Universal)	423	-191	51886	12	28/0
	50	ICE CUBE F/DR. DRE & MC REN Hello (Lench Mob/Priority)	412	-80	75155	5	31/0

66 CHR/Rhythmic reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 7/16-Saturday 7/22. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played 21 on more stations is placed first. Breaker status is assigned to songs reaching 1000 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

Most Added.

ARTIST TITLE (LABEL)	ADDS
LL COOL J Imagine That (Def Jam/IDJMG)	31
SOUTH PARK MEXICAM You Know... (Dopehouse/Universal)	18
DE LA SOUL Ooh (Tommy Boy)	16
JESSICA Get Up (Restless)	15
BRITNEY SPEARS Lucky (Jive)	13
JOE Treat Her Like A Lady (Jive)	10
TONI BRAXTON Just Be A Man About It (LaFace/Arista)	9
MYA Case Of The Ex (Whatcha...) (University/Interscope)	7
MAJOR FIGGAS Yeah That's Us (Ruffnation/WB)	7
BUSTA RHYMES Fire (Violator/Flipmode/Elektra/EEG)	6

Most Increased Plays

ARTIST TITLE (LABEL)	TOTAL PLAY INCREASE
MYA Case Of The Ex (Whatcha...) (University/Interscope)	+453
KANDI Don't Think I'm Not (So So Def/Columbia)	+284
BRITNEY SPEARS Lucky (Jive)	+281
MADISON AVENUE Don't Call Me Baby (C2/Columbia)	+266
CHRISTINA AGUILERA Come On Over (All I Want...) (RCA)	+253
LIL' ZANE F/112 Callin' Me (Worldwide/Priority)	+210
PINK Most Girls (LaFace/Arista)	+200
JANET Doesn't Really Matter (Def Soul/IDJMG)	+194
BOYZ II MEN Pass You By (Universal)	+188
BAHA MEN Who Let The Dogs Out (Artemis)	+178

Breakers.

MADISON AVENUE

Don't Call Me Baby (C2/Columbia)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1139/266	28/0	21

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



"Get Up"

DEBUT 44 URBAN CHART!

MOST ADDED RECORD THIS WEEK!

WLLD KBMB WJBT KIKI KYLZ KWIN

KDON KHTE KDGS WXIS WJFX

WTCF WOCQ WOWZ KWWV KLZK WBHJ

Restless

major figgas



yeah that's us

From the new CD **figgas4life**

Added this week at:

KYLD KIKI KZFM KLZK KBTE
WAJZ KKSS KYLZ KWWV

Already on at:

WERQ KBXX WBOT XHTZ
WWKX KOHT KRQQ KBMB
KTFM KQBT KDON KXME

Over 800 BDS Detections Combined!

Single in stores now!

Produced by Hotrunner "TL" for Hotrunner Productions / Management: Dawud Bey for Big Face Management

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R&R Mix Show Top 30

July 28, 2000

- 1 DR. DRE The Next Episode (Aftermath/Interscope)
- 2 NELLY Country Grammar (Fo' Reel/Universal)
- 3 DA BRAT What'chu Like (So So Def/Columbia)
- 4 JAY-Z Big Pimpin' (Roc-A-Fella/IDJMG)
- 5 AALIYAH Try Again (BlackGround)
- 6 RUFF ENOZ No More (Epic)
- 7 504 BOYZ Wobble Wobble (No Limit/Priority)
- 8 NEXT Wify (Arista)
- 9 DMX Party Up (Up In Here) (Ruff Ryders/IDJMG)
- 10 MADISON AVENUE Don't Call Me Baby (C2/Columbia)
- 11 EMINEM The Real Slim Shady (Aftermath/Interscope)
- 12 KURUPT Who Ride Wit Us (Antra/Artemis)
- 13 ALICE DEEJAY Better Off Alone (Republic/Universal)
- 14 COMMON The Light (MCA)
- 15 DESTINY'S CHILD Jumpin' Jumpin' (Columbia)
- 16 SISQO Thong Song (Dragon/Def Soul/IDJMG)
- 17 EVE FJADAKISS Got It All (Ruff Ryders/Interscope)
- 18 KANDI Don't Think I'm Not (Columbia)
- 19 JUVENILE Back That Thang Up (Cash Money/Universal)
- 20 DR. DRE Xplosive (Aftermath/Interscope)
- 21 IDEAL Whatever (Noontime/Virgin)
- 22 BLACK ROB Whoa! (Bad Boy/Arista)
- 23 MYA Case Of The Ex... (University/Interscope)
- 24 JANET Doesn't Really Matter (Def Soul/IDJMG)
- 25 JAGGED EDGE Let's Get Married (So So Def/Columbia)
- 26 LUCY PEARL Dance Tonight (Overbrook/Pookie/Beyond)
- 27 EMINEM Bitch Please Part 2 (Aftermath/Interscope)
- 28 LIL' KIM No Matter What They Say (Queen Bee/Undeas/Atlantic)
- 29 SAMMIE I Like It (Freeworld/Capitol)
- 30 BIG TYMERS Get Your Roll On (Cash Money/Universal)



37 CHR/Rhythmic Mix Show Reporters

ARTIST BREAKDOWN

NELLY

Track: "COUNTRY GRAMMAR"
Label: UNIVERSAL



Hot sh'it! St. Louis rapper Nelly teaches us a lesson in hip-hop as his debut single soars to the no. 1 slot. His new tune "Country Grammar" heats up the charts this summer, as hip-hop fans enjoy cruising to this hit and clubgoers flock to the dance floor. This is a No. 1 record, right up there with Juvenile's "Back That Thang Up" and Jay-Z's "Can I Get A...", which reigned at No. 1 for many consecutive weeks. ● Every once in while you hear a hit at first listen, and that's what this track was to me. I knew months ago that this would be the track that would help boost Nelly's career and get his foot in the door. I had the pleasure to meet this charming young man and view his video before anyone else at one of Los Angeles' upscale restaurants, compliments of Universal Records. And, well, we tried to compose ourselves, but while the video played, we got a little loud. We couldn't help ourselves. This song is the sh'it!

● It's one of those songs that even though you may not understand every word — and it may not even make sense — you can't help but to bounce to it and sing along ● "I'm going down down baby/Crenshaw in a Sentra/Boom boom baby/Ready to let it go!" — Renee's version. ● Never underestimate the power of a newcomer. Though longtime rappers usually dominate the top 10, this song will have a spot reserved on top of all hip-hop, mix show, Rhythmic and Urban charts, you just wait and see.

— Renee Bell
CHR Asst. Editor

INDUSTRY PROFILE

D.J. Kid Mix, WJFX/Ft. Wayne

Throughout his solo career, Busta Rhymes has always taken his skills to the next level, making his listeners wonder what he will do next. If you think he's reached his peak, think again! ● Busta Rhymes is back with an excitement-filled, flamboyant track that, combined with his lyrical skill, creates yet another hot single: "Fire," from his latest LP, *Anarchy*. Busta Rhymes continues his flashy production style, energetic pulsating bass lines and creative delivery, making "Fire" a sure hit. This single has flaming-hot, lava-filled sounds that fill your body with an adrenaline you can't escape from even if you tried. From start to finish, you can feel the sheer energy that Busta is known for, with his signature action-packed lyrics and highly entertaining antics keeping your total attention until the last bar fades out. One thing is for sure: It's going take more than water to extinguish Busta's fire.

Contributing Stations

KXSS/Albuquerque, NM	WJFX/Ft. Wayne, IN	KSON/Monterey-Salinas, CA	KRNB/Sacramento, CA
KOBT/Austin, TX	KBOS/Fresno, CA	WGHT/New York, NY	KSFM/Sacramento, CA
KISV/Bakersfield, CA	KSEQ/Fresno, CA	WVZ/Norfolk, VA	KTFM/San Antonio, TX
WHLI/Birmingham, AL	KIEI/Honolulu, HI	KDCH/Des Moines, IA	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	KCAD/Oakland-Oakland, CA	KYLD/San Francisco, CA
KZFM/Corpus Christi, TX	KPWR/Los Angeles, CA	KKFR/Phoenix, AZ	KUSE/Seattle-Tacoma, WA
KRBY/Dallas-Ft. Worth, TX	KXHT/Memphis, TN	KLJM/Portland, OR	WLLD/Tampa, FL
KPRR/El Paso, TX	WPOW/Miami, FL	WWXX/Providence, RI	KDHT/Tucson, AZ
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Most Played Recurrents

- ALICE DEEJAY Better Off Alone (Republic/Universal)
- DESTINY'S CHILD Say My Name (Columbia)
- JUVENILE Back That Thang Up (Cash Money/Universal)
- SANTANA F/PRODUCT G&B Maria Maria (Arista)
- DR. DRE F/EMINEM Forgot About Dre (Aftermath/Interscope)
- BLAQUE Bring It All To Me (Track Masters/Columbia)
- SONIQUE It Feels So Good (Farmclub/Republic/Universal)
- 702 Where My Girls At? (Motown/Universal)
- BLAQUE 808 (Track Masters/Columbia)
- OL' DIRTY BASTARD Got Your Money (Elektra/EEG)
- BRIAN MCKNIGHT Back At One (Motown/Universal)
- 'N SYNC Bye Bye Bye (Jive)
- CHRISTINA AGUILERA What A Girl Wants (RCA)
- TLC No Scrubs (LaFace/Arista)
- JAY-Z F/AMIL AND JA Can I Get A... (Def Jam/IDJMG)
- DESTINY'S CHILD Bills, Bills, Bills (Columbia)
- 112 Anywhere (Bad Boy/Arista)
- CHRISTINA AGUILERA Genie In A Bottle (RCA)
- DESTINY'S CHILD Bug A Boo (Columbia)
- DRU HILL F/REDMAN How Deep Is Your Love (Def Jam/IDJMG)

CHR/RHYTHMIC **Going For Adds 8/1/00**

- BLAQUE As If (Play-Town/Epic)
- JOE Treat Her Like A Lady (Jive)
- SAMANTHA MUMBA Gotta To Tell You (Wildcard/Polydor/Interscope)
- 98 DEGREES Give Me Just One Night (Una Noche) (Universal)
- OUTSIDERZ 4 LIFE Who R U (BlackGround/Virgin)
- SHYNE F/BARRINGTON LEVY Bad Boyz (Bad Boy/Arista)
- TAMIA Can't Go For That (Elektra/EEG)

TUNED-IN CHR/RHYTHMIC

R&R/MEDIABASE 24/7



KBOS/Fresno

3am

- NELLY Country Grammar
- KANDI Don't Think I'm Not
- EMINEM The Real Slim Shady
- BLAQUE Bring It All To Me
- DESTINY'S CHILD Jumpin, Jumpin
- T. W. D. Y. Players Holiday
- MYA I/JADAKISS Best Of Me
- ICE CUBE I/D.R. & MC REN Hello
- BRIAN MCKNIGHT Back At One
- JAY-Z Big Pimpin'
- EYE I/JADAKISS Got It All
- SAMMIE I Like It
- OUTKAST Rosa Parks

11am

- DR. DRE The Next Episode
- JANET Doesn't Really Matter
- MOTORIOUS B.F.G. Juicy
- IDEAL Whatever
- KURUPT Who Ride Wit Us
- LAURYN HILL Can't Take My Eyes Off You
- EMINEM The Real Slim Shady
- RUFF ENDZ No More
- OL' DIRTY BASTARD Got Your Money
- DA BRAT What'chu Like
- BRIAN MCKNIGHT Back At One
- DMX Party Up (Up In Here)
- PINK Most Girls

4pm

- AALIYAH Try Again
- 504 BOYZ Wobble, Wobble
- MYA I/JADAKISS Best Of Me
- SOUL FOR REAL Every Little Thing I Do
- NELLY Country Grammar
- IMX Stay The Night
- EYE I/JADAKISS Got It All
- SAMMIE I Like It
- DA BRAT That's What I'm Looking For
- SHAGGY Dance & Shout
- BLAQUE 808

8pm

- EMINEM The Way I Am
- RUFF ENDZ No More
- LIL' KIM No Matter What They Say
- MYA Case Of The Ex
- DR. DRE The Next Episode
- DESTINY'S CHILD Say My Name
- DEF SQUAD Focus
- SAMMIE Crazy Things I Do
- JAY-Z Big Pimpin'
- DA BRAT That's What I'm Looking For



KWIN/Stockton

3am

- ALICE DEEJAY Better Off Alone
- RUFF ENDZ No More
- IDEAL Whatever
- TAMIA So Into You
- NEXT Wiley
- SOLE' 4, 5, 6
- ROGER TROUTMAN II Beautiful Lady
- DESTINY'S CHILD Jumpin, Jumpin
- USHER You Make Me Wanna
- JOE I Wanna Know
- LARA FABIAN I Will Love Again
- GINUWINE None Of Ur Friends Business
- LA RISSA I Do Both (Jay & Jane)
- HU FLAVOR 3 Little Words

11am

- JAGGED EDGE Let's Get Married
- BLACKSTREET No Diggity
- DA BRAT What'chu Like
- SHAGGY Dance & Shout
- KEITH SWEAT Nobody
- MADISON AVENUE Don't Call Me Baby
- MARC ANTHONY I Need To Know
- AALIYAH Back & Forth
- HU FLAVOR 3 Little Words
- LARA FABIAN I Will Love Again
- IDEAL Whatever

4pm

- LA RISSA I Do Both (Jay & Jane)
- AVANT Separated
- DR. DRE The Next Episode
- TOTAL What About Us
- HU FLAVOR Most Beautiful Girl
- ALICE DEEJAY Better Off Alone
- DEBELAH MORGAN Dance With Me
- DA BRAT What'chu Like
- MONTELL JORDAN Get It On...Tonight
- SOLE' 4, 5, 6
- BAHA MEN Who Let The Dogs Out
- AALIYAH Try Again

8pm

- BAHA MEN Who Let The Dogs Out
- DR. DRE The Next Episode
- MYA Case Of The Ex
- SHOOP DOGG I/EASTSIDAZ Got Beef
- MADISON AVENUE Don't Call Me Baby
- KURUPT Who Ride Wit Us
- AVANT Separated
- NELLY Country Grammar
- AALIYAH Try Again
- 'N SYNC It's Gonna Be Me
- JENNIFER LOPEZ If You Had My Love
- SISQD Thang Song
- TONI BRAXTON He Wasn't Man Enough



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned In is based on sample hours taken from Monday 7/17. © 2000, R&R Inc.

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Make The Connection

Katz Urban Dimensions develops marketing concepts to help advertisers reach the African-American consumer

For this Marketing theme issue I've chosen to talk with Katz Urban Dimensions' VP & Managing Director, **Brian Knox**. Katz Urban Dimensions is a division of Katz Communications that focuses on reaching the Urban audience, specifically African Americans.

Knox has been in the industry for 12 years, and earlier this month he celebrated his first anniversary with Katz. The most important issue for those who want to sell products to African-American consumers is knowing how to connect with the culture itself. Katz has developed a marketing method that's proven to be effective with black consumers. Knox tells us all about this and provides charts to help reinforce his comments.



Brian Knox

"I wanted to know how Knox and his people suggest that a business looking to get a piece of those dollars should go about doing it. 'If advertisers want to reach this multicultural consumer, they have to show that they understand the cultural nuances of the marketplace,'" he said.

"At Katz Urban Dimensions we have begun to develop marketing concepts that are turnkey and that allow advertisers the ability to tap into, through the use of radio, the African-American consumer market."

More Than A Month

"There are two concepts that we have in place as of now," Knox continued. "One is called the 'African-American First Quarter Millennium Promotion.' That concept was developed as a result of Black History Month and our frustration at seeing advertisers come into Urban radio only during the month of February. Everybody flock to black radio during Black History Month, including advertisers that we haven't traditionally seen advertising on black radio.

"Our idea was to develop a market-

ing concept that allowed advertisers to stay in Urban radio and use Urban radio from the beginning of the month of December until the end of February. We've done that with a promotion that kicks off this year in December, beginning with Kwanzaa, moves into January 2001 with a Martin Luther King Jr. promotion and then concludes with the traditional dollars that they spend in Black History Month in February.

"This gave us the ability to go to an advertiser and explain the significance of two things: one, that we recognize the presence of advertisers during Black History Month, and two, that we don't see them the rest of the year. We're showing them how they can come in during December and stay with us for three months, which means we're getting three months' worth of activity, and they are getting the benefits of the buying activity of the black consumer market during that time."

"We have been successful in selling this concept to a retailer. At this time I am unable to officially announce who this package was sold to, but it certainly proves that the concept works. This advertiser was very receptive and bought into the program. They now have a simple turnkey method to show their knowledge of the African-American lifestyle, which puts them in a class by themselves.

"I would urge that Urban radio stations develop similar concepts and similar vehicles to deliver to the local market to keep advertisers more involved at a grass-roots level with Urban radio and African-American consumers."

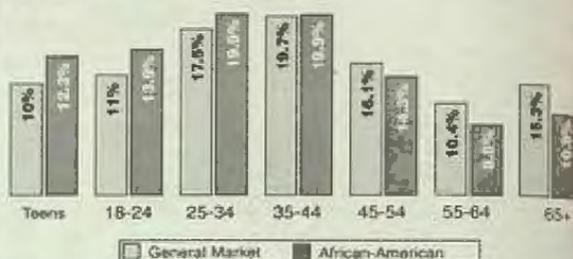
Cultural Nuances

I asked Knox if mainstream advertisers responded to holidays like Mother's Day with Urban radio advertising. Why? Everybody knows of the love black males have for their mothers. Try to think of an NFL or NBA player who hasn't said on national TV during a big game, "Hi, Mom! Cook me something after the game!" You know what I'm saying is true!

Knox replied, "You are absolutely right, but to advertisers, those are general-market holidays, and I haven't seen advertisers zeroing in on that particular holiday. That's what I mean when I talk about cultural nuances. There are things that we African Americans treat differently than the rest of the population does.

"Things like family and religion are

The Black Population is Concentrated in the 25-44 Age Group



Source: Arbitron DMA population estimates 1998-1999.

African-American Buying Power (In Billions)



* 2005 is a projection.

Source: University of Georgia/Seig Study 1996; Bureau of Labor & Statistics.

A Piece Of The Pie

"Many mainstream marketers are still overlooking the growth potential and the impact on market share that the multicultural and ethnic audience has," Knox began. "I really want to focus on the African-American segment of the market and how we can have a positive effect on their businesses' bottom lines.

"Mainstream marketers are not making the connection to truly motivate purchasers, and they are not sending out a message or a call to action. Mainstream marketers are still overlooking the growth potential and the impact on market share that the black consumer market can have on their business."

African Americans spent \$533 bil-

lion dollars in 1999 on goods and services. I wanted to know how Knox and his people suggest that a business looking to get a piece of those dollars should go about doing it. "If advertisers want to reach this multicultural consumer, they have to show that they understand the cultural nuances of the marketplace," he said.

"With family being one of the significant cultural nuances, Mother's Day would and should be a natural. But many advertisers don't take advantage of that, including — I don't want to name any names — card manufacturers. That's a tremendous opportunity."

Win Your Own.Com

Knox then told me about Katz's second marketing concept: "It's called 'Win Your Own.com,'" he said. "We have decided to give away a website, and we're going to do it in the top 20 black-populated markets in the country. We're going to do it in the African-American community. This will give an advertiser the ability to recognize a concern in the black community by helping to bridge the digital divide, which, by the way, is more of an economic divide than any other type.

"This marketing concept includes giving away computers and a dot.com business. Advertisers that get behind this will reap the benefits by showing the black consumer market that they are concerned about this market and want to capture it not later, but now. This is a way that the advertisers can make a connection with the African-American consumer market."

Knox and his company represent a number of Urban radio stations. I asked him how he markets them. "Under the Katz Urban Dimensions umbrella we represent approximately 130 black consumer-targeted radio stations,

which is representative of approximately 65 markets across the country," he said.

"One of our largest challenges is the educational process. We go out and educate advertisers and agencies about the viability of the black consumer market. The things that we share with them are facts about education, entertainment, income, home ownership and how African Americans' use of radio is different from the general market's use of radio.

"Marketers need to understand the importance of black radio in America. It is the only full-time, 24/7 electronic medium that is available to African Americans. Black radio is a pillar in African-American communities. Black radio is the main communication device in our communities all over the country. That's a fact.

"We know these things, and we're trying to educate others who don't know and understand this. Black radio is where we go to find out about those things that affect or will have an effect on our lives on a daily basis. When advertisers begin to understand that, that's when they'll begin to turn listeners into consumers of their products."

Knox ended by saying, "During winter 2000 census data was being collected. I believe that as the census information begins to trickle out to the general public, major advertisers and major agencies will begin to understand the importance of marketing to multicultural populations in this country.

"What Katz Urban Dimensions does is help advertisers to establish their brands in the African-American community. We have the ability to reach 96% of the 35 million African-American consumers in this country through the power of black radio."

URBAN FACT



Radio reaches
96% of all
African Americans.

Establish your brand in the
African American community using
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Contact
BRIAN KNOX, VP/Managing Director
Katz Urban Dimensions
(212) 424-6496



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R&R Urban Top 50

July 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS '00	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	NEXT Wifey (Arista)	2935	-56	348826	12	79/0
3	2	IDEAL Whatever (Noontime/Virgin)	2793	-20	298597	11	79/0
2	3	AVANT Separated (Magic Johnson/MCA)	2695	-258	373416	18	79/0
4	4	JAGGED EDGE Let's Get Married (So So Def/Columbia)	2629	-43	423016	16	76/0
5	5	SISQO Incomplete (Dragon/Def Soul/IDJMG)	2600	+50	342224	9	80/0
6	6	RUFF ENDZ No More (Epic)	2508	+47	305119	8	80/0
11	7	JOE Treat Her Like A Lady (Jive)	2207	+120	233261	10	79/0
8	8	DA BRAT What'chu Like (So So Def/Columbia)	2187	-5	277380	12	77/0
15	9	TONI BRAXTON Just Be A Man About It (LaFace/Arista)	2083	+234	243260	5	78/1
10	10	KELLY PRICE As We Lay (Def Soul/IDJMG)	2058	-40	278263	8	75/0
9	11	LUCY PEARL Dance Tonight (Overbrook/Pookie/Beyond)	2041	-151	287441	15	73/0
18	12	DESTINY'S CHILD Jumpin, Jumpin (Columbia)	2040	+194	232555	8	73/2
12	13	NELLY Country Grammar (Fo' Reel/Universal)	1999	-68	260577	16	61/0
13	14	JANET Doesn't Really Matter (Def Soul/IDJMG)	1939	-39	207377	7	75/0
7	15	WHITNEY HOUSTON & DEBORAH COX Same Script... (Arista)	1916	-286	208379	12	73/0
13	16	LIL' KIM No Matter What They Say (Queen Bee/Undeas/Atlantic)	1846	+80	214727	8	77/2
17	17	R. KELLY Bad Man (LaFace/Arista)	1846	+46	202331	7	76/0
18	18	SAMMIE Crazy Things I Do (Freeworld/Capitol)	1751	-22	175238	11	65/1
14	19	DONELL JONES Where I Wanna Be (Untouchables/LaFace/Arista)	1684	-285	325947	20	66/0
24	20	DMX What You Want (Ruff Ryders/IDJMG)	1482	+123	184527	5	69/2
29	21	COMMON The Light (MCA)	1399	+181	193000	5	73/4
26	22	YOLANDA ADAMS Open My Heart (Elektra/EEG)	1322	-8	119592	8	62/1
21	23	DR. DRE The Next Episode (Aftermath/Interscope)	1320	-168	197240	10	62/0
25	24	METHRONE Loving Each Other 4 Life (Clatown/Capitol)	1318	-29	115392	12	59/1
30	25	LIL BOW WOW Bounce With Me (So So Def/Columbia)	1284	+73	134559	4	68/3
20	26	CARL THOMAS I Wish (Bad Boy/Arista)	1281	-275	241169	19	61/0
26	27	EVE F/JADAKISS Got It All (Ruff Ryders/Interscope)	1255	-9	135669	6	62/0
22	28	AALIYAH F/DMX Come Back In One Piece (BlackGround)	1239	-129	122945	7	63/0
23	29	MARY J. BLIGE Your Child (MCA)	1199	-166	174473	17	65/0
Breaker	30	MYA Case Of The Ex (Whatcha...) (University/Interscope)	1116	+313	102321	2	61/3
Breaker	31	BOYZ II MEN Pass You By (Universal)	1082	+274	126225	2	72/0
32	32	THREE 6 MAFIA Sippin' On Da Syrup (Hypnotize Minds/Loud)	1033	-79	133039	7	54/2
33	33	AALIYAH Try Again (BlackGround)	970	-116	158212	20	61/0
27	34	BIG TYMERS Get Your Roll On (Cash Money/Universal)	963	-310	133458	14	48/0
48	35	KANDI Don't Think I'm Not (So So Def/Columbia)	947	+318	83397	2	65/1
36	36	GERALD LEVERT Baby U Are (EastWest/EEG)	946	-9	69067	5	57/0
34	37	504 BOYZ Wobble, Wobbles (No Limit/Priority)	843	-159	112660	17	55/0
31	38	JAY-Z Big Pimpin' (Roc-A-Fella/IDJMG)	839	-288	155875	16	54/0
43	39	LIL' ZANE F/112 Callin' Me (Worldwide/Priority)	742	+115	67432	2	58/2
46	40	ND QUESTION I Don't Care (Ruffnation/WB)	738	+53	82285	3	58/4
43	41	DONELL JONES Do What I Gotta Do (LaFace/Arista)	730	-29	65653	4	42/0
Debut	42	CARL THOMAS Summer Rain (Bad Boy/Arista)	713	+196	83059	1	53/10
35	43	TORREY CARTER F/MISSY ELLIOTT Take That (EastWest/EEG)	702	-290	52188	11	41/0
Debut	44	JESSICA Get Up (Restless)	667	+84	37055	1	53/3
41	45	TRICK DADDY Shut Up (Slip 'N Slide/Atlantic)	662	-133	104078	17	51/0
50	46	TONY TOUCH I Wonder Why (He's...) (Tommy Boy)	661	+40	84031	3	46/0
44	47	MYA F/JADAKISS Best Of Me (University/Interscope)	634	-124	88655	16	48/0
38	48	D'ANGELO Send It On (Cheeba Sound/Virgin)	621	-261	65794	13	54/0
Debut	49	TRINA Pull Over (Slip 'N Slide/Atlantic)	617	+137	49998	1	54/2
Debut	50	ERYKAH BADU Bag Lady (Motown/Universal)	582	+430	123863	1	3/3

Most Added.

ARTIST TITLE LABEL(S)	TOTAL PLAYS INCREASE
LL COOL J Imagine That (Def Jam/IDJMG)	57
MACK 10 From Tha Streetz (Hoo Bangin'/Priority)	48
SHYNE F/BARRINGTON LEVY Bad Boyz (Bad Boy/Arista)	38
CAM'RON What Means The World To You (Epic)	37
DO OR DIE Can You Make It Hot (Rap-A-Lot)	32
MR. MARCELO How You Like It (No Limit/Priority)	14
CARL THOMAS Summer Rain (Bad Boy/Arista)	10
BIG TYMERS #1 Stunna (Cash Money/Universal)	9
BIG PUNISHER 100% (Loud)	8
MAJOR FIGGAS Yeah That's Us (Ruffnation/WB)	7

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAYS INCREASE
ERYKAH BADU Bag Lady (Motown/Universal)	+430
KANDI Don't Think I'm Not (So So Def/Columbia)	+318
BIG TYMERS #1 Stunna (Cash Money/Universal)	+316
MYA Case Of The Ex (Whatcha...) (University/Interscope)	+313
BOYZ II MEN Pass You By (Universal)	+274
MYSTIKAL Shake Ya Ass (Jive)	+251
TONI BRAXTON Just Be A Man About It (LaFace/Arista)	+234
CARL THOMAS Summer Rain (Bad Boy/Arista)	+198
DESTINY'S CHILD Jumpin, Jumpin (Columbia)	+194
JILL SCOTT Gettin' In The Way (Hidden Beach/Epic)	+188

Breakers.

MYA

Case Of The Ex... (University/Interscope)

TOTAL PLAYS INCREASE	TOTAL STATIONS/ADDS	CHART
1116/313	61/3	61

BOYZ II MEN

Pass You By (Universal)

TOTAL PLAYS INCREASE	TOTAL STATIONS/ADDS	CHART
1082/274	72/0	61

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.

82 Urban reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 7/16-Saturday 7/22. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 1000 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

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ties having lived separately and apart pursuant to a

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Executive Producer: Kedar Massenburg

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I GOT THAT
FOR BEYONCÉ
DESTINY'S CHILD



THE NEW SINGLE FROM
ROC-A-FELLA'S PRINCESS.

From her solo debut album

ALL MONEY IS LEGAL

In Stores Tuesday, August 29

www.amil.net www.columbiarecords.com

Produced by Poke and Tone for Track Masters Entertainment, Inc. and L.E.S. Big Things Entertainment, Inc.

Impacting Radio 8/1



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ARTIST BREAKDOWN

ARTIST: **BEENIE MAN**
ALBUM: **ART AND LIFE**
LABEL: **VIRGIN**

While preparing for a trip to Seattle (my cousin Damon decided to get hitched. I tried to talk him out of it, but hey, what'cha gon' do?), I gathered some CDs to listen to on the plane. OK, I got my Next, my girl Amel, my "twin" Nelly and, let's see ... **Beenie Man**. Though the Beenie Man wasn't mine (what Walt doesn't know won't hurt him), I decided to take it along for the ride. The first three CDs had me going like I knew they would, but when I popped in the *Art and Life* CD by Beenie Man, my first thought was, "Pass the hatchie!" The vibe of this CD was incredible! I have to admit, I never fell into the grasp of the Beenie Man craze, but once I began to listen to his latest joint, I started pulling out my braids and preparing to dread.

The debut single, "Haters and Fools," which is also the first track on the album, got the party started. Though I did have a hard time understanding what Beenie Man was saying, I didn't care, 'cause these tracks and his sound created a vibe so strong, discernment wasn't a priority. "Fake ass niggas, they could never be my friend," exclaims Beenie Man in this song about the people who wish (and sometimes plan) your downfall simply because they're jealous of you. Not one to wear blinders, Beenie Man knows for whom



to be on the lookout: "Haters and fools, treatin' me cool/Pulling me down, don't want them around." (Is this not the reggae version of "Backstabber?")

Talking about getting one's point across, Beenie Man includes two versions of "Love Me Now" on his CD. One track, the Rockwilder remix, features Wyclef Jean and Redman. The second features only Wyclef. But both let you (the world) know that regardless if you love him or hate him, Beenie is still going to get his. The single that is presently gaining airplay is the confectionery "Girls Dem Sugar," which features the tender vocals of Mya. Listening attentively brings me to this conclusion: Beenie Man loves women.

"Crazy Notion" sampled a little Brenda K. Starr "I Still Believe" melody. When I first listened to this song, I *believed* I understood its message. I then asked a friend to listen to it, and he agreed with me on this tune. If homegirl is seeking lingual pleasuring, Beenie Man is not the guy to be sought. "9 to 5" talks about the stresses of work, relationships and life. There's more of a rhythmic flow added to "The Best That I Got," while the tempo is slowed in "Art and Life." And with Arturo Sandoval assisting in the execution of "Tumble (La Caida)," I found parts of my body I thought had died suddenly gyrating and such to its Jamaican/Latin groove! (Watch out now!)

Reviewing this CD was very similar to reviewing the Les Nubians' CD *Princesses Nubiennes*. I couldn't understand what they were saying, but the groove of their slammin' tracks combined with those French vocals put me under. Now, after experiencing Beenie Man's joint, I'm stuck. How can I describe a CD whose sound is fantastic, yet for this lyrical fanatic the messages were somewhat cloudy due to an "accent" barrier? Hmmm.... The best way for me to describe *Art and Life* is this: It's kind of like eating a dish whose ingredients you're uncertain of, yet that tastes *sooo* good. Peace.

— Tanya O'Quinn
Asst. Urban Editor

IN MY OPINION

with **Doug Davis**

Tamia
"I Can't Go For That"
(Elektra/EEG)

APD — WJMZ/Greenville, SC

Quincy Jones' baby girl, Tamia, has really matured, and it looks like she's left home to blossom into the woman she always knew she could be. I always said that once she grew and got a hold of the right material, she'd reach what I call "Diva-dom." Sista girl is on her way with a hot new single titled "I Can't Go For That," which is a well-written song about a woman who's tired of emotional and physical abuse from her man and decides enough is enough.

In "I Can't Go For That" don't expect a Hall and Oates sample (thank God), just a clever interpolation of the classic '80s hook. You'll be singing my favorite part of the song: "Why you tripping? Get your hands off me/Why you illin'? I'm supposed to be your nuban queen!"

Sistas are gonna work it out in the 2000 as the wave of "fight for your right" female records continues to flood the airwaves. Big ups to Missy Elliott and Bink Dog for the super-tight production! And a big, big up to Quincy Jones, who cultivated this lady, Tamia — the Patti Austin of 2000 — do your thing, girl!

ADVANCE NOTICE

Giving you fair warning: These are the singles that are going for adds on Tuesday (8/1).

AMIL I Got That (Columbia)

BB JAY Don't Be Mad (Who Da Blame) (Jive)

DJ QUIK Well (Arista)

TONI ESTES Hot (Priority)

INC Nobody (Gospocentric/Interscope)

RAM SQUAD Ballers (Universal)

TAMIA I Can't Go For That (Elektra/EEG)

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New & Active

RPM 2000 I Want Your Body (Grand Jury/WB)
Total Plays: 515, Total Stations: 39, Adds: 1

DEBELAH MORGAN Dance With Me (DAS/Atlantic)
Total Plays: 510, Total Stations: 39, Adds: 0

BIG TYMERS #1 Stunna (Cash Money/Universal)
Total Plays: 502, Total Stations: 48, Adds: 3

MAJOR FIGGAS Yeah That's Us (Ruffnation/WB)
Total Plays: 498, Total Stations: 53, Adds: 7

AMEL LARRIEUX Sweet Misery (550 Music/Epic)
Total Plays: 488, Total Stations: 30, Adds: 0

BUSTA RHYMES Fire (Violator/Filmmode/Elektra/EEG)
Total Plays: 481, Total Stations: 57, Adds: 3

TIMBALAND & MAGDOO We At It Again (BlackGround)
Total Plays: 470, Total Stations: 43, Adds: 3

BIG PUNISHER 100% (Loud)
Total Plays: 421, Total Stations: 42, Adds: 8

BEENIE MAN Girls Them Sugar (Virgin)
Total Plays: 379, Total Stations: 35, Adds: 1

DE LA SOUL Ooh (Tommy Boy)
Total Plays: 348, Total Stations: 42, Adds: 3

W. JEAN FROCK & MELKY... It Doesn't... (Columbia)
Total Plays: 267, Total Stations: 29, Adds: 0

PHAT CAT... F/COCO BROWN Sundress (Parlane)
Total Plays: 260, Total Stations: 20, Adds: 0

JILL SCOTT Gettin' In The Way (Hidden Beach/Epic)
Total Plays: 212, Total Stations: 31, Adds: 2

LL COOL J Imagine That (Def Jam/IDJMG)
Total Plays: 203, Total Stations: 58, Adds: 57

SHYNE F. BARRINGTON LEVY Bad Boyz (Bad Boy/Arista)
Total Plays: 147, Total Stations: 38, Adds: 38

MACY GRAY Why Didn't You Call Me (Epic)
Total Plays: 132, Total Stations: 15, Adds: 0

BIG L Flamboyant (Columbia)
Total Plays: 117, Total Stations: 14, Adds: 2

MACK 10 From Tha Streetz (Hoo Bangin'/Priority)
Total Plays: 96, Total Stations: 41, Adds: 40

69 BOYZ Gone Lil Mama (Home Base)
Total Plays: 88, Total Stations: 14, Adds: 1

LIL' WAYNE Tha Block Is Hot (Cash Money/Universal)
Total Plays: 85, Total Stations: 11, Adds: 0

THEO Lockdown (Triumph)
Total Plays: 85, Total Stations: 11, Adds: 0

Songs ranked by total plays

Most Played Recurrents

TONI BRAXTON He Wasn't Man Enough (LaFace/Arista)

JOE I Wanna Know (Jive)

DMX Party Up (Up In Here) (Ruff Ryders/IDJMG)

SISOO Thong Song (Dragon/Def Soul/IDJMG)

AALIYAH I Don't Wanna (BlackGround/Priority)

DONELL JONES U Know What's Up (Untouchables/LaFace/Arista)

DESTINY'S CHILD Say My Name (Columbia)

MONTELL JORDAN Get It On... Tonight (Def Soul/IDJMG)

MISSY "MISDEMEANOR" ELLIOTT Hot Boyz (EastWest/EEG)

JUVENILE Back That Thang Up (Cash Money/Universal)

JAGGED EDGE He Can't Love U (So So Def/Columbia)

DR. DRE F/EMINEM Forgot About Dre (Aftermath/Interscope)

DRAMA Left, Right, Left (Atlantic)

Q-TIP Vivrant Thing (Def Jam/IDJMG)

HOT BOYS I Need A Hot Girl (Cash Money/Universal)

ANGIE STONE No More Rain (In This Cloud) (Arista)

702 Where My Girls At? (Motown)

SAMMIE I Like It (Freeworld/Capitol)

LOX Ryde Or Die, Chick (Ruff Ryders/Interscope)

CASE Happily Ever After (Def Jam/IDJMG)

TUNED-IN URBAN

R&R/MEDIABASE 24/7

WOWI/Norfolk

3am

NEXT Willy

JOE Treat Her Like A Lady

ERYKAH BADU Bag Lady

NAS & SINUINWE You Owe Me

THREE 6 MAFIA Sippin' On Da Syrup

JAGGED EDGE Let's Get Married

DRAMA Double Time...

R. KELLY & KEITH MURRAY Home Alone

KELLY PRICE As We Lay

DEF SQUAD Focus

LUCY PEARL Dance Tonight

LIL' KIM No Matter What They Say

504 BOYZ O-Game

DR. DRE The Next Episode

11am

RUFF ENOZ No More

ERYKAH BADU Bag Lady

NOTORIOUS B.I.G. One More Chance

EVE 6/ADAKISS Got It All

DONELL JONES Where I Wanna Be

GERALD LEVERT Baby U Are

AALIYAH Try Again

JAY-Z Hey Papi

SISOO Incomplete

4pm

JAY-Z Hey Papi

THREE 6 MAFIA Sippin' On Da Syrup

ERYKAH BADU Bag Lady

EVE 6/ADAKISS Got It All

GHOSTFACE KILLAH Chercher LaGhost

DE LA SOUL Ooh

IDEAL Whatever

BEENIE MAN & MYA Girls Dem Sugar

NEXT Willy

LUCY PEARL Dance Tonight

7pm

MYA 6/ADAKISS Best Of Me

AALIYAH 6/DMX Come Back In One Piece

THREE 6 MAFIA Sippin' On Da Syrup

KELLY PRICE As We Lay

AMIL GUY-Z... For The Family

DA BRAT 6/TYRESE Whatchu Like

ERYKAH BADU Bag Lady

WBLX/Mobile

3am

YING YANG TWINS Whistle While You Teerk

JUVENILE 6/MANNY FRESH I Got That Fire

JAGGED EDGE Let's Get Married

FAITH EVANS Love Like This

JOE Treat Her Like A Lady

TONI BRAXTON Just Be A Man About It

SISOO Incomplete

YOLANDA ADAMS Open My Heart

TRIN-I-TEE 5:7 God's Grace

GUY Canchó

DONELL JONES U Know What's Up

LIL' BOY WOW 6/ESCAPE Bounce Wit' Me

11am

JAGGED EDGE Let's Get Married

IDEAL Whatever

SISOO Incomplete

CARL THOMAS I Wish

JOE Treat Her Like A Lady

RUFF ENOZ No More

DMX Party Up

USHER Nice And Slow

GUY Teddy's Jam

BOYZ II MEN A Song For Mama

LIL' KIM No Time

TIMBALAND & MAGDOO Lov 2 Luv U

DESTINY'S CHILD Jumpin', Jumpin'

4pm

JAGGED EDGE Let's Get Married

CHICO DEBARGE Give You What You Want

DONELL JONES Where I Wanna Be

DA BRAT That's What I'm Looking For

SAMMIE Crazy Things I Do

AALIYAH 6/DMX Come Back In One Piece

MARY J. BLAGE Deep Inside

ICE CUBE We Be Clabbin'

SISOO Incomplete

JOE Treat Her Like A Lady

R. KELLY Bad Man

8pm

TORREY CARTER Take That

JAGGED EDGE Let's Get Married

MIRACLE 6/PASTOR TROY Bounce

TONI BRAXTON Just Be A Man About It

IDEAL Whatever

DMX Party Up

NEXT Willy

PUFF DADDY & THE FAMILY Been Around The World

RUFF ENOZ No More

DRAMA Double Time...

BIG TYMERS Get Your Roll On



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Tuesday 7/18. © 2000, R&R Inc.

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46 URBAN CHART

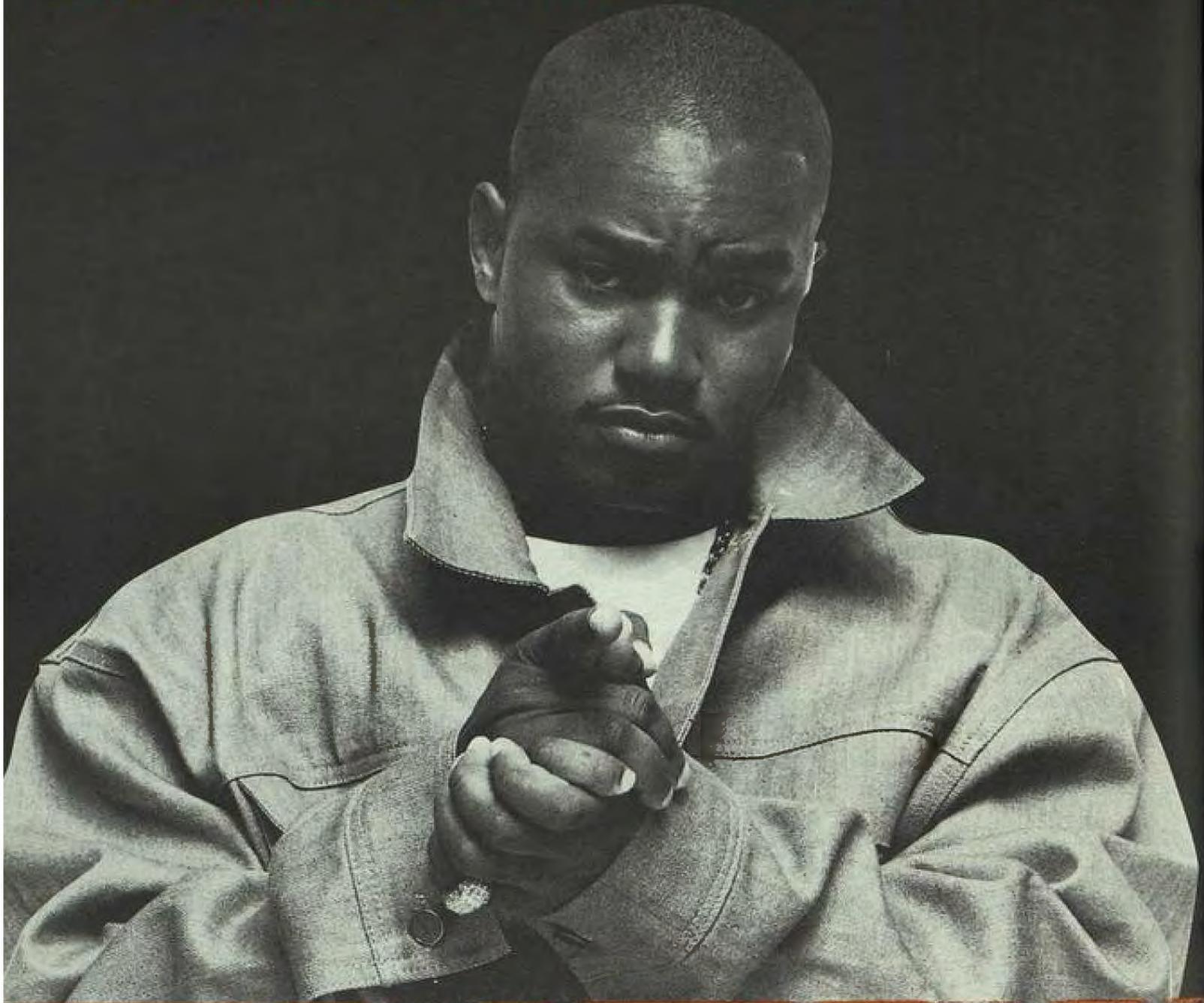
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FIND COMPLETE PLAYLISTS FOR ALL URBAN AC REPORTERS ON R&R ONLINE MUSIC TRACKING

MARKET #31

WKMG/Milwaukee
Clear Channel
(414) 331-1050
Website
12+ Cont: 181,100

V100 JAMZ!

PLAYS

LP	TR	ARTIST/TITLE	SP	1890
41	36	DA BRAT/Whatcha Doin'	7025	61
42	39	JAGGED EDGE/Lets Get Married	6640	62
43	38	DESTINY'S CHILD/When Love Takes Over	5925	63
44	37	AMAR/Save My Love	6650	64
45	35	HOLE'S/COOL World	6640	65
46	34	ALICIA Keys/No One	5480	66
47	33	JAY-Z/Black Friday	5180	67
48	32	112/Nothin' But a G Good Thing	5640	68
49	31	MC/Yeah	5280	69
50	30	3LW/Nothin' But a G Good Thing	5640	70
51	29	KELLY ROWLAND/When Love Takes Over	5240	71
52	28	MARSHAYL/Save My Love	4980	72
53	27	KANYE West/Don't Think I'm Sexy	4920	73
54	26	NE-YO/Country Grammar	4180	74
55	25	BRUNO Mars/On the Loose	4180	75
56	24	R. KELLY/Real Men	3960	76
57	23	50CENT/Just a Flirt	3960	77
58	22	50CENT/Just a Flirt	3960	78
59	21	DONELL JONES/When Love Takes Over	3780	79
60	20	SARAH GARNER/When Love Takes Over	3420	80
61	19	112/Nothin' But a G Good Thing	3420	81
62	18	JOE/Real Men	3240	82
63	17	CHRIS TILLY/Don't Think I'm Sexy	3240	83
64	16	BRUNO Mars/On the Loose	2520	84
65	15	MARV J BLISS/Your Child	2520	85
66	14	3LW/Nothin' But a G Good Thing	2340	86
67	13	50CENT/Just a Flirt	2340	87
68	12	KELLY ROWLAND/When Love Takes Over	2160	88
69	11	LUCY PRINGLE/Save My Love	2160	89
70	10	50CENT/Just a Flirt	1980	90

MARKET #34

WKCA/Columbus, OH
Blue Chip
(614) 487-1444
Underground
12+ Cont: 154,200

POWER 107.3

PLAYS

LP	TR	ARTIST/TITLE	SP	1890
41	36	DA BRAT/Whatcha Doin'	1020	61
42	39	JAGGED EDGE/Lets Get Married	1020	62
43	38	DESTINY'S CHILD/When Love Takes Over	5175	63
44	37	AMAR/Save My Love	6485	64
45	35	HOLE'S/COOL World	6485	65
46	34	ALICIA Keys/No One	4895	66
47	33	JAY-Z/Black Friday	4370	67
48	32	112/Nothin' But a G Good Thing	4370	68
49	31	MC/Yeah	4010	69
50	30	3LW/Nothin' But a G Good Thing	4010	70
51	29	KELLY ROWLAND/When Love Takes Over	4255	71
52	28	MARSHAYL/Save My Love	3140	72
53	27	KANYE West/Don't Think I'm Sexy	4120	73
54	26	NE-YO/Country Grammar	4120	74
55	25	BRUNO Mars/On the Loose	3960	75
56	24	R. KELLY/Real Men	3780	76
57	23	50CENT/Just a Flirt	3600	77
58	22	50CENT/Just a Flirt	3600	78
59	21	DONELL JONES/When Love Takes Over	3420	79
60	20	SARAH GARNER/When Love Takes Over	3060	80
61	19	112/Nothin' But a G Good Thing	3060	81
62	18	JOE/Real Men	2880	82
63	17	CHRIS TILLY/Don't Think I'm Sexy	2880	83
64	16	BRUNO Mars/On the Loose	2160	84
65	15	MARV J BLISS/Your Child	2160	85
66	14	3LW/Nothin' But a G Good Thing	1980	86
67	13	50CENT/Just a Flirt	1980	87
68	12	KELLY ROWLAND/When Love Takes Over	1800	88
69	11	LUCY PRINGLE/Save My Love	1800	89
70	10	50CENT/Just a Flirt	1620	90

MARKET #1

WKBS/New York
Entertainment
(212) 242-9470
Website/Underground
12+ Cont: 1,678,000

Kiss 98.7

PLAYS

LP	TR	ARTIST/TITLE	SP	1890
41	36	DA BRAT/Whatcha Doin'	32945	61
42	39	JAGGED EDGE/Lets Get Married	32945	62
43	38	DESTINY'S CHILD/When Love Takes Over	31750	63
44	37	AMAR/Save My Love	31750	64
45	35	HOLE'S/COOL World	31750	65
46	34	ALICIA Keys/No One	30980	66
47	33	JAY-Z/Black Friday	28120	67
48	32	112/Nothin' But a G Good Thing	28120	68
49	31	MC/Yeah	25540	69
50	30	3LW/Nothin' But a G Good Thing	25540	70
51	29	KELLY ROWLAND/When Love Takes Over	23680	71
52	28	MARSHAYL/Save My Love	21820	72
53	27	KANYE West/Don't Think I'm Sexy	21820	73
54	26	NE-YO/Country Grammar	21820	74
55	25	BRUNO Mars/On the Loose	19960	75
56	24	R. KELLY/Real Men	19960	76
57	23	50CENT/Just a Flirt	18100	77
58	22	50CENT/Just a Flirt	18100	78
59	21	DONELL JONES/When Love Takes Over	16240	79
60	20	SARAH GARNER/When Love Takes Over	14380	80
61	19	112/Nothin' But a G Good Thing	14380	81
62	18	JOE/Real Men	12520	82
63	17	CHRIS TILLY/Don't Think I'm Sexy	12520	83
64	16	BRUNO Mars/On the Loose	10660	84
65	15	MARV J BLISS/Your Child	10660	85
66	14	3LW/Nothin' But a G Good Thing	8800	86
67	13	50CENT/Just a Flirt	8800	87
68	12	KELLY ROWLAND/When Love Takes Over	7040	88
69	11	LUCY PRINGLE/Save My Love	7040	89
70	10	50CENT/Just a Flirt	5280	90

MARKET #2

KJLH/Los Angeles
Radio
(310) 330-1550
Website/Underground
12+ Cont: 330,800

KJLH 107.3 FM

PLAYS

LP	TR	ARTIST/TITLE	SP	1890
41	36	DA BRAT/Whatcha Doin'	3564	61
42	39	JAGGED EDGE/Lets Get Married	3564	62
43	38	DESTINY'S CHILD/When Love Takes Over	3220	63
44	37	AMAR/Save My Love	3220	64
45	35	HOLE'S/COOL World	3220	65
46	34	ALICIA Keys/No One	3036	66
47	33	JAY-Z/Black Friday	2752	67
48	32	112/Nothin' But a G Good Thing	2752	68
49	31	MC/Yeah	2468	69
50	30	3LW/Nothin' But a G Good Thing	2468	70
51	29	KELLY ROWLAND/When Love Takes Over	2284	71
52	28	MARSHAYL/Save My Love	2100	72
53	27	KANYE West/Don't Think I'm Sexy	2100	73
54	26	NE-YO/Country Grammar	2100	74
55	25	BRUNO Mars/On the Loose	1916	75
56	24	R. KELLY/Real Men	1916	76
57	23	50CENT/Just a Flirt	1732	77
58	22	50CENT/Just a Flirt	1732	78
59	21	DONELL JONES/When Love Takes Over	1548	79
60	20	SARAH GARNER/When Love Takes Over	1364	80
61	19	112/Nothin' But a G Good Thing	1364	81
62	18	JOE/Real Men	1180	82
63	17	CHRIS TILLY/Don't Think I'm Sexy	1180	83
64	16	BRUNO Mars/On the Loose	1000	84
65	15	MARV J BLISS/Your Child	1000	85
66	14	3LW/Nothin' But a G Good Thing	820	86
67	13	50CENT/Just a Flirt	820	87
68	12	KELLY ROWLAND/When Love Takes Over	640	88
69	11	LUCY PRINGLE/Save My Love	640	89
70	10	50CENT/Just a Flirt	460	90

MARKET #3

WVLA/Chicago
JAMZ
(312) 340-9000
Radio/Underground
12+ Cont: 261,500

V100 JAMZ!

PLAYS

LP	TR	ARTIST/TITLE	SP	1890
41	36	DA BRAT/Whatcha Doin'	1020	61
42	39	JAGGED EDGE/Lets Get Married	1020	62
43	38	DESTINY'S CHILD/When Love Takes Over	5175	63
44	37	AMAR/Save My Love	6485	64
45	35	HOLE'S/COOL World	6485	65
46	34	ALICIA Keys/No One	4895	66
47	33	JAY-Z/Black Friday	4370	67
48	32	112/Nothin' But a G Good Thing	4370	68
49	31	MC/Yeah	4010	69
50	30	3LW/Nothin' But a G Good Thing	4010	70
51	29	KELLY ROWLAND/When Love Takes Over	4255	71
52	28	MARSHAYL/Save My Love	3140	72
53	27	KANYE West/Don't Think I'm Sexy	4120	73
54	26	NE-YO/Country Grammar	4120	74
55	25	BRUNO Mars/On the Loose	3960	75
56	24	R. KELLY/Real Men	3780	76
57	23	50CENT/Just a Flirt	3600	77
58	22	50CENT/Just a Flirt	3600	78
59	21	DONELL JONES/When Love Takes Over	3420	79
60	20	SARAH GARNER/When Love Takes Over	3060	80
61	19	112/Nothin' But a G Good Thing	3060	81
62	18	JOE/Real Men	2880	82
63	17	CHRIS TILLY/Don't Think I'm Sexy	2880	83
64	16	BRUNO Mars/On the Loose	2160	84
65	15	MARV J BLISS/Your Child	2160	85
66	14	3LW/Nothin' But a G Good Thing	1980	86
67	13	50CENT/Just a Flirt	1980	87
68	12	KELLY ROWLAND/When Love Takes Over	1800	88
69	11	LUCY PRINGLE/Save My Love	1800	89
70	10	50CENT/Just a Flirt	1620	90

MARKET #30

WQOW/Worke
Clear Channel
(757) 496-0000
Website/Underground
12+ Cont: 242,300

103.3 JAMZ

PLAYS

LP	TR	ARTIST/TITLE	SP	1890
41	36	DA BRAT/Whatcha Doin'	1180	61
42	39	JAGGED EDGE/Lets Get Married	1180	62
43	38	DESTINY'S CHILD/When Love Takes Over	5925	63
44	37	AMAR/Save My Love	6650	64
45	35	HOLE'S/COOL World	6650	65
46	34	ALICIA Keys/No One	5240	66
47	33	JAY-Z/Black Friday	4680	67
48	32	112/Nothin' But a G Good Thing	4680	68
49	31	MC/Yeah	4320	69
50	30	3LW/Nothin' But a G Good Thing	4320	70
51	29	KELLY ROWLAND/When Love Takes Over	4140	71
52	28	MARSHAYL/Save My Love	3960	72
53	27	KANYE West/Don't Think I'm Sexy	3960	73
54	26	NE-YO/Country Grammar	3960	74
55	25	BRUNO Mars/On the Loose	3780	75
56	24	R. KELLY/Real Men	3780	76
57	23	50CENT/Just a Flirt	3600	77
58	22	50CENT/Just a Flirt	3600	78
59	21	DONELL JONES/When Love Takes Over	3420	79
60	20	SARAH GARNER/When Love Takes Over	3060	80
61	19	112/Nothin' But a G Good Thing	3060	81
62	18	JOE/Real Men	2880	82
63	17	CHRIS TILLY/Don't Think I'm Sexy	2880	83
64	16	BRUNO Mars/On the Loose	2160	84
65	15	MARV J BLISS/Your Child	2160	85
66	14	3LW/Nothin' But a G Good Thing	1980	86
67	13	50CENT/Just a Flirt	1980	87
68	12	KELLY ROWLAND/When Love Takes Over	1800	88
69	11	LUCY PRINGLE/Save My Love	1800	89
70	10	50CENT/Just a Flirt	1620	90

MARKET #32

WFSB/Charlotte
Infinity
(704) 325-9111
Campus/Underground
12+ Cont: 159,800

Power 98

PLAYS

LP	TR	ARTIST/TITLE	SP	1890
41	36	DA BRAT/Whatcha Doin'	9800	61
42	39	JAGGED EDGE/Lets Get Married	9800	62
43	38	DESTINY'S CHILD/When Love Takes Over	7790	63
44	37	AMAR/Save My Love	8180	64
45	35	HOLE'S/COOL World	8180	65
46	34	ALICIA Keys/No One	6840	66
47	33	JAY-Z/Black Friday	6250	67
48	32	112/Nothin' But a G Good Thing	6250	68
49	31	MC/Yeah	5890	69
50	30	3LW/Nothin' But a G Good Thing	5890	70
51	29	KELLY ROWLAND/When Love Takes Over	5710	71
52	28	MARSHAYL/Save My Love	5530	72
53	27	KANYE West/Don't Think I'm Sexy	5530	73
54	26	NE-YO/Country Grammar	5530	74
55	25	BRUNO Mars/On the Loose	5350	75
56	24	R. KELLY/Real Men	5350	76
57	23	50CENT/Just a Flirt	5170	77
58	22	50CENT/Just a Flirt	5170	78
59	21	DONELL JONES/When Love Takes Over	4990	79
60	20	SARAH GARNER/When Love Takes Over	4630	80
61	19	112/Nothin' But a G Good Thing	4630	81
62	18	JOE/Real Men	4450	82
63	17	CHRIS TILLY/Don't Think I'm Sexy	4450	83
64	16	BRUNO Mars/On the Loose	3730	84
65	15	MARV J BLISS/Your Child	3730	85
66	14	3LW/Nothin' But a G Good Thing	3550	86
67	13	50CENT/Just a Flirt	3550	87
68	12	KELLY ROWLAND/When Love Takes Over	3370	88
69	11	LUCY PRINGLE/Save My Love	3370	89
70	10	50CENT/Just a Flirt	3190	90

MARKET #5

WDAS/Philadelphia
AMFM
(610) 817-8900
Campus/Underground
12+ Cont: 518,300

WDAS 103.3 FM

PLAYS

LP	TR	ARTIST/TITLE	SP	1890
41	36	DA BRAT/Whatcha Doin'	8750	61
42	39	JAGGED EDGE/Lets Get Married	8750	62
43	38	DESTINY'S CHILD/When Love Takes Over	7904	63
44	37	AMAR/Save My Love	7488	64
45	35	HOLE'S/COOL World	7488	65
46	34	ALICIA Keys/No One	6272	66
47	33	JAY-Z/Black Friday	5674	67
48	32	112/Nothin' But a G Good Thing	5674	68
49	31	MC/Yeah	5316	69
50	30	3LW/Nothin' But a G Good Thing	5316	

Jaheim

IS HERE.

SEPTEMBER 4th & 5th

R&R Urban AC Top 30

July 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE (LABELS)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (100)	WEEKS ON CHART	TOTAL STATIONS
1	1	YOLANDA ADAMS Open My Heart (Elektra/EEG)	876	-23	132882	12	37/0
2	2	WHITNEY HOUSTON & DEBORAH COX Same Script... (Arista)	858	+5	114843	12	38/0
6	3	TONI BRAXTON Just Be A Man About It (LaFace/Arista)	639	+98	79637	6	36/1
3	4	CARL THOMAS I Wish (Bad Boy/Arista)	623	-103	88003	20	37/0
4	5	DONELL JONES Where I Wanna Be (Untouchables/LaFace/Arista)	619	-61	111770	17	31/0
10	6	JOE Treat Her Like A Lady (Jive)	528	+82	69298	8	35/4
7	7	D'ANGELO Send It On (Cheeba Sound/Virgin)	504	+15	89653	13	34/0
8	8	KELLY PRICE As We Lay (Def Soul/IDJMG)	497	+41	68068	8	34/1
5	9	TEMPTATIONS I'm Here (Motown)	484	-61	73767	17	33/0
12	10	GERALD LEVERT Baby U Are (EastWest/EEG)	470	+56	54677	6	37/4
13	11	AVANT Separated (Magic Johnson/MCA)	466	+67	66550	11	21/0
9	12	JOE I Wanna Know (Jive)	432	-19	80532	30	32/0
15	13	JAGGED EDGE Let's Get Married (So So Def/Columbia)	392	+25	71418	9	17/0
16	14	LUCY PEARL Dance Tonight (Overbrook/Pookie/Beyond)	360	-1	73935	10	20/0
18	15	R. KELLY Bad Man (LaFace/Arista)	340	+9	41901	6	29/1
17	16	DAVE KOZ F/MONTELL JORDAN Careless Whisper (Capitol)	339	-15	30930	14	27/1
11	17	KEVON EDMONDS No Love (I'm Not Used To) (RCA)	337	-79	67972	23	30/0
14	18	MARY MARY Shackles (Praise You) (C2/Columbia)	337	-36	86255	18	20/0
25	19	BOYZ II MEN Pass You By (Universal)	324	+104	55985	2	32/0
18	20	BRIAN MCKNIGHT 6,8,12 (Motown)	318	-35	27609	12	26/0
20	21	W. DOWNING F/MOORE & ALBRIGHT When You Need Me (Motown)	311	-18	36645	6	28/1
21	22	MARY J. BLIGE Your Child (MCA)	302	-8	34520	11	24/1
22	23	METHRONE Loving Each Other 4 Life (Clatown/Capitol)	300	+3	22970	9	23/0
24	24	BARRY WHITE Which Way Is Up (Private Music/Windham Hill)	299	+34	26608	4	29/1
26	25	LV Woman's Gotta Have It (Loud)	252	+33	26953	5	21/2
27	26	SISQO Incomplete (Dragon/Def Soul/IDJMG)	249	+37	33870	4	21/1
Debut	27	CARL THOMAS Summer Rain (Bad Boy/Arista)	210	+33	32753	1	20/2
30	28	GEORGE BENSON The Ghetto (GRP/VMG)	207	+29	18738	2	21/2
28	29	RUFF ENDZ No More (Epic)	207	+17	43334	3	14/3
Debut	30	NORMAN BROWN F/VESTA Rain (Warner Bros.)	206	+79	30471	1	27/2



38 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 7/16-Saturday 7/22. 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

RACHELLE FERRELL Satisfied (Capitol)
Total Plays: 194, Total Stations: 24, Adds: 1

BEBE WINANS F/MCKNIGHT & JOE Coming Back Home (Motown)
Total Plays: 182, Total Stations: 25, Adds: 5

NEXT Wifey (Arista)
Total Plays: 182, Total Stations: 8, Adds: 2

IDEAL Whatever (Noontime/Virgin)
Total Plays: 179, Total Stations: 8, Adds: 2

AL JARREAU Just To Be Loved (GRP/VMG)
Total Plays: 153, Total Stations: 20, Adds: 2

J.T. TAYLOR How (Taylor Made)
Total Plays: 119, Total Stations: 11, Adds: 1

JANET Doesn't Really Matter (Def Soul/IDJMG)
Total Plays: 97, Total Stations: 8, Adds: 1

MARY J. BLIGE Give Me You (MCA)
Total Plays: 93, Total Stations: 8, Adds: 0

RPM 2000 I Want Your Body (Grand Jury/WB)
Total Plays: 88, Total Stations: 10, Adds: 0

TOMMY SIMS Alone (Cherry/Universal)
Total Plays: 68, Total Stations: 8, Adds: 0

Songs ranked by total plays

Most Added

ARTIST TITLE (LABELS)	ADDS
KEVON EDMONDS Love Will Be Waiting (RCA)	29
BONEY JAMES & RICK BRAUN Grazin'... (Warner Bros.)	14
MAYSA Got To Be Strong (Rice/N-Coded Music)	7
BEBE WINANS F/MCKNIGHT & JOE Coming... (Motown)	5
GERALD LEVERT Baby U Are (EastWest/EEG)	4
JOE Treat Her Like A Lady (Jive)	3
RUFF ENDZ No More (Epic)	3
MACY GRAY Why Didn't You Call Me (Epic)	3

Most Increased Plays

ARTIST TITLE (LABELS)	TOTAL PLAY INCREASE
BOYZ II MEN Pass You By (Universal)	+104
BEBE WINANS F/MCKNIGHT & JOE Coming... (Motown)	+104
TONI BRAXTON Just Be A Man About It (LaFace/Arista)	+98
JOE Treat Her Like A Lady (Jive)	+82
NORMAN BROWN F/VESTA Rain (Warner Bros.)	+79
AVANT Separated (Magic Johnson/MCA)	+67
GERALD LEVERT Baby U Are (EastWest/EEG)	+56
JEFFREY OSBORNE Keepin' (Private Music/Windham Hill)	+51
RACHELLE FERRELL Satisfied (Capitol)	+41
KELLY PRICE As We Lay (Def Soul/IDJMG)	+41

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.

GEORGE BENSON

"The Ghetto"

30 - 28

NEW ADDS:
**WILD
KOKY**

Al Jarreau

"Just To Be Loved"

Tour Beginning In August

NEW & ACTIVE

NEW ADDS:
**WWIN
KOKY**



Most Played Recurrents

- TONI BRAXTON He Wasn't Man Enough (LaFace/Arista)
- ERIC BENET When You Think Of Me (Warner Bros.)
- GERALD LEVERT Mr. Too Damn Good (EastWest/EEG)
- ANGIE STONE No More Rain (In This Cloud) (Arista)
- KEVON EDMONDS 24/7 (RCA)
- DONELL JONES U Know What's Up (Untouchables/LaFace/Arista)
- ERIC BENET Spend My Life With You (Warner Bros.)
- D'ANGELO Untitled (How Does It Feel?) (Cheeba Sound/Virgin)
- MAXWELL Fortunate (Rock Land/Interscope/Columbia)
- BRIAN MCKNIGHT Back At One (Motown)
- MINT CONDITION If You Love Me (Elektra/EEG)
- GINUWINE, R.L., TYRESE, CASE The Best Man I Can Be (Columbia)
- CASE Happily Ever After (Def Jam/IDJMG)
- KIRK FRANKLIN Lean On Me (Gospo Centric/Interscope)
- TEMPTATIONS Stay (Motown)
- WHITNEY HOUSTON My Love Is Your Love (Arista)
- JESSE POWELL You (Sitas/MCA)
- KIRK WHALUM All I Do (Warner Bros.)
- DAVE HOLLISTER Can't Stay (Def Squad/DreamWorks)
- DEBORAH COX Nobody's Supposed To Be Here (Arista)

URBAN AC Going For Adds 8/1/00

TOSHI KUBOTO Nothing But Your Love (Epic)



THE NEW BONE: THUGS-N-HARMONY?

During the R&R Rhythmic Jam, a Bone got loose and wound up at the Century Plaza Hotel. Asst. Urban Editor Tanya O'Quinn, whose rapping skills are impeccable, grabbed BNTH's Layzie Bone for a quick snapshot/audition. Pictured after the audition are (l-r) Koch Records' Dee "D-Bone" Sonaram, O'Quinn (soon to be "T-Bone") and Layzie Bone.

TUNED-IN URBAN AC

R&R/MEDIABASE 24/7

STAR 94.5 WCFB/Orlando

4am

BARRY WHITE Can't Get Enough Of Your Love
 MICHAEL JACKSON Off The Wall
 RUFUS Sweet Thing
 ANITA BAKER I Apologize
 LUTHER VANDROSS So Amazing
 FIVE STARSTEPS O-o-h Child
 WILL DOWNING When You Need Me
 GROVER WASHINGTON, JR. Mister Magic
 RENE & ANGELA Your Smile
 MAXWELL Fortunate
 STEVIE WONDER All I Do
 TLC Diggin' On You
 MANNATTANS Kiss And Say Goodbye

11am

ANITA BAKER Been So Long
 MONICA Before You Walk Out Of My Life
 EMOTIONS Best Of My Love
 TYRESE Sweet Lady
 KOOL & THE GANG Too Hot
 LUTHER VANDROSS Wait For Love
 BARRY WHITE Never, Never Gonna Give You Up
 D'ANGELO Untitled (How Does It Feel?)
 HARLOD MELVIN & THE BLUENOTES If You Don't Know Me By Now
 FRANKIE BEVERLY & MAZE Back In Stride

4pm

FREDDIE JACKSON Jam Tonight
 TONI BRAXTON Just Be A Man About It
 STAPLE SINGERS I'll Take You There
 ZAPP Computer Love
 EARTH, WIND & FIRE Boogie Wonderland
 LUTHER VANDROSS... The Best Things In Life...
 ANN NESBY I'll Do Anything For You
 TEDDY PENDERGRASS I Don't Love You Anymore
 KOOL & THE GANG Get Down On It
 CHERYL LYNN Got To Be Real

8pm

BABYFACE Soon As I Get Home
 AVANT Separated
 SWITCH I Call Your Name
 KENNY G Songbird
 JOHNNY GILL My, My, My
 WHISPERS Lady
 PHIL PERRY Call Me
 MOMENTS Love On A Two Way Street
 ORAN "JUICE" JONES The Rain

KISS 104.7 WALR/Atlanta

3am

R. KELLY Bad Man
 GAP BAND Yearning For Your Love
 SOUL II SOUL Keep On Movin'
 MARY J. BLIGE Be Happy
 STAPLE SINGERS I'll Take You There
 ISLEY BROTHERS Footsteps In The Dark
 JOE Treat Her Like A Lady
 AL GREEN Tired Of Being Alone
 AVERAGE WHITE BAND Pick Up The Pieces
 FREDDIE JACKSON Tasty Love
 HOWARD HEWETT Say Amen

11am

AVANT Separated
 KENNY G Songbird
 K-CI & JOJO All My Life
 NATALIE COLE This Will Be
 QUINCY JONES (JAMES INGRAM) One Hundred Ways
 GERALD LEVERT Baby U Are
 YOLANDA ADAMS Open My Heart
 BOBBY CALDWELL What You Won't Do For Love
 RUFUS Tell Me Something Good
 PATTI LABELLE If You Asked Me To
 TONYTON!TONE! Anniversary

4pm

AVANT Separated
 ROSE ROYCE I Wanna Get Next To You
 LEVERT Baby I'm Ready
 STEVIE WONDER All I Do
 YOLANDA ADAMS Open My Heart
 EARTH, WIND & FIRE Can't Hide Love
 PRINCE I Wanna Be Your Lover
 BEN E. KING Stand By Me
 LAURYN HILL & D'ANGELO Nothing Even Matters
 GLADYS KNIGHT & THE PIPS Lover Overboard

8pm

D'ANGELO Sand It On
 D'JAYS Hooks in Me
 R. KELLY Your Body's Callin'
 ISLEY BROTHERS Let's Lay Together
 MARY J. BLIGE Your Child
 STEVIE WONDER All I Do
 DELFONICS Didn't I (Blow Your Mind)
 DONNY HATHAWAY & ROBERTA FLACK The Oozie/Get
 JOE Treat Her Like A Lady
 SADE Your Love Is King



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 7/17. © 2000, R&R Inc.

Introducing an extraordinary and powerful new voice...

SINGER/SONGWRITER

JAMIE O'NEAL

Debut single and video

"There Is No Arizona"

Airplay Date
July 31st



LON HELTON
 R&R EDITOR
 lhelton@rronline.com

Marketing & Promotion Nuggets From The 'Net

A cornucopia of ideas and products at your fingertips

Last week's Internet excursion through research companies' websites led me to follow a similar path this week. This time out, however, our targets are marketing and promotion sites.

Once again the goal was to see how much useful (and, hopefully, interesting) information I could get by visiting various websites while also searching for new or unique products. And again, as last week, the website guide used was the R&R Ratings Report & Directory.

One of the things I like to do at conventions is to make a complete map of the exhibitors' booths. In just a short time you can get a cursory look at the many tools and products available while staying abreast of the new wrinkles in the very old marketing and promotion game.

The Internet allows you to do this on a regular basis. It also allows you to browse a company's products on your own time and in much greater depth than you usually get in stock lots pieces. In my searches I found some interesting products from a variety of marketers.

Marketing: Ideas And Products

Strategic Media Research's marketing site, www.touchms.com, offers an interesting product called Roll 2, which is designed to reinforce your at-work telemarketing program (in their case, SMR's 180 Call System) with thank-you calls to listeners at their homes.

Seeking maximum recall from copywriters, the calls from celeb-

rities or your personalities go out on Tuesdays. According to SMR, that gives you one more chance to reinforce listeners' recall of your station before Wednesday, which, of course, is the last day of the Arbitron diary week.

Point-to-Point Marketing (www.pointtopointmarketing.com) uses its graphics-loaded site to colorfully display its products. Click on the "Relational Mapping" area to see how the company displays and overlays station information to help you better understand the relationship between your database, your target and diary in-tabs. The site offers a "live" demonstration of how the company visually maps out your targeting strategy. Here, again, is a neat way to get a complete picture of a new product.

Point-to-Point also uses its site to tout its exclusive "E-Art" which allows clients to see their direct mail or other artwork quickly. That helps cut production time, for quicker project turnarounds.

The Nova Marketing Group (www.novamarketing.com) has a unique tool it calls Brand-O-Matic. It's an exclusive computer model designed to measure the power and worth of your radio station's brand. NMG says it is based on work done by noted marketing authors Al Reis and Jack Trout. The model "illus-

trates strengths, flags trouble areas and helps you develop strategic opportunities and priorities to follow your research effort," according to NMG. Unfortunately, you can't just plug stuff into the Brand-O-Matic to see how you score, but it is free to NMG's clients.

Also posted on NMG's website is a reading list for "the radio professional who's thirsty for new knowledge." Among the original click-and-read articles and pieces from other publications are: "Creating Great Buzz," "What Great Brands Do," "My Positioning Is Killing Me" and "If Your Morning Show Sucks, Here's a Good Reason Why." (The latter is a really good piece, by the way.)

Promotion: From Branding To Banners

A stop by the website of Banners on a Roll (www.bannersonaroll.com) yields a "Hot Tip" and "Hot Branding Idea" in addition to pictures and descriptions of the company's products. When I logged on, it was hawking a little item called "The Super Power Concert Light." A neat giveaway item, it's a light that goes on your key chain. Its design features a place for your logo and a sponsor's logo and space for a message that appears only when the light is illuminated. It's kinda cool ... and will certainly be easier on your listener's fingers than Bic lighters during those big-ballad concert moments.

The website's marketing "Hot Tip" is interesting, if a bit self-serving: It seems that special-event promoters are cutting banner rolls into single-logo sections and giving them to the audience to use to shade their faces or as something to sit on when the ground is wet. They've found that many people are taking them home and hanging them on walls or putting them up in windows.

Banners on a Roll also makes nifty use of its website by having a place where you can select a logo that's similar in shape to yours and then using that logo to give you an idea of what your banner would look like in either a horizontal or wrapped-booth layout.

The Super Concert Light piqued



MONTGOMERY WITH THE MORNING GUYS

Atlantic recording artist John Michael Montgomery is pictured here with KMLE/Phoenix morning show hosts Ben and Brian.

my interest in unique giveaway gadgets and gizmos. An online search ultimately led me to the Hot Off the Press site (www.hotoffthepress.com), which claims that it offers more than 400,000 promotional items and boasts, "No one offers more promotional products than the 'premium kings.'" How about clear PVC umbrellas or an acrylic key tag? Maybe ice scrapers with your logo or mini sports balls or foam mitts? How about boxers, or even tool kits, emblazoned with your logo? If you want it, and it exists, chances are you'll find it here.

Boomerangs, bubble bath, checkbook covers, chocolate, divot tools, earplugs, spatulas — even spas and snow domes are available. It's kind of fun to browse around and use the items as thought-starters for unique stuff to give away. One of my favorites is the battery-operated "swimming fish aquarium." Your logo goes on the base and screw-top.

The Dr. Is In

Have you ever wondered about some of the stranger promotions you've read about in R&R? You know, the ones where jocks are buried alive, entombed in concrete or encased in a 5,000-pound block of ice for a couple of days? If you've ever wanted to know more about how these things work but didn't want to actually have to ask a human being some of those oh-so-delicate questions, visit Dr. Silkini at www.silkini.com.

This site takes the mystery out of stunt events. It walks you through each step of the promotional process, complete with pictures. It even has archives of stations that have used Dr. Silkini's various promotions along with names and numbers of previous participants you can call for references.

With two weeks' worth of website information behind us, it's fitting to end with a brand new gadget designed to drive people to your website, Impact Target Marketing has just unveiled the cyber-version of a Mr. Froggy's Magic Screen or

a Captain America decoder ring. In alliance with Atlanta-based Global Commercial Group, Impact now offers the "WebDecoder." This trademarked device is a clear mylar game piece used to help drive listeners or viewers to a station's website.

Listeners obtain the piece either through direct mail or by picking it up at a participating sponsor. They then go to the station's site and hold the piece up to a "secret decoding area" to determine their prize. This can be an effective and efficient way to create awareness and traffic for your website, particularly if it's just being launched. The combined companies note that the types of sweepstakes and contests can vary from single instant-win games to frequency-based contests designed to drive traffic on a consistent basis.

Search, Shop And Seek The Unique

Finally, I want to emphasize that I just cruised random websites listed in the Marketing & Promotion section of the R&R Ratings Report & Directory. There are 16 pages of folks listed there, many of whom provide services and products similar to those featured this week. You can use our publication and your computer to comparison shop, check out products and see what's new on the promotion and marketing fronts. It's just another way to stay ahead of the competition in a more efficient and expedient manner than you've ever had available to you before.

Checking out research websites is a great way to stay abreast of the latest techniques and trends.



STUCK IN ALBUQUERQUE

Picture here is Tony Lynn from KB3Q (Big I 107.9), "The New Country Station," autographing shirts and making winners at The Judds concert on July 19 in Albuquerque.



CALVIN GILBERT
gilbert@ironline.com

Fan Fair Stays In Nashville

Event heads downtown to football stadium, convention center

Fan Fair is staying put in Nashville, but the focus of the annual event is moving to downtown Nashville.

For Fan Fair 2001, the main stage shows will be taking place at Adelphia Coliseum, home of the Tennessee Titans. The autograph and exhibit booths will be located several blocks away, at the Nashville Convention Center. The decision was announced last Friday (7/21), immediately following the CMA's quarterly board meeting.

For the past 19 years Fan Fair has been held at the Tennessee State Fairgrounds. The CMA seriously began to consider a new location late last year after plans for a \$26.8 million renovation of the fairgrounds were dropped. The CMA and the Grand Ole Opry, organizers of Fan Fair, even briefly discussed the possibility of taking the event to another city. However, the ultimate choice was between moving Fan Fair to downtown venues or to the Nashville Superspeedway, a NASCAR track currently being built 35 miles from downtown in neighboring Wilson County.

Taking place June 14-17, 2001, the next Fan Fair marks the event's return to downtown, where it began in 1972 at the Municipal Auditorium. Among those lobbying for Fan Fair to remain in Music City proper were Nashville Mayor Bill Purcell, the Nashville Convention & Visitors Bureau, the Nashville Sports Authority and the Nashville-area Chamber of Commerce.

Use of the 50,000-seat Adelphia Coliseum is expected to be limited to the label-sponsored nighttime concerts. Although the venue is located across the Cumberland River from downtown Nashville, it is convenient to hotels, restaurants, performance halls, clubs and the new Country Music Hall of Fame (set to open next May).

The scheduled completion of the Shelby Street pedestrian bridge will provide a more direct route to downtown. Riverfront Park is also being considered for additional Fan Fair shows, and downtown clubs and restaurants will benefit from fan club parties. This year's Fan Fair resulted in an added \$10 million or so to the Nashville economy.

Next year's Fan Fair runs Thursday through Sunday, a change from the weekday focus, in an effort to attract more fans, especially those within comfortable driving distance of Nashville. Fan Fair tickets have been priced at \$90 in recent years, but organizers are considering ways to change the price structure, including the possibility of single-day tickets.

"Our vision is to reinvent and reinvigorate this event," says CMA Exec. Director Ed Benson. "We also want to hold on to the traditions and values of this event but enhance the experience for everybody." Fan Fair Committee co-Chairman Tony Conway adds, "Fan Fair 2001 will be an exciting, all-new event and a concept that hasn't happened before. It will give both the fans and the artists the best of both worlds."

Album Notes

Sara Evans and Patty Loveless have each gotten some famous artists to help them record their new albums. Evans wrote six of the 12 songs on her third RCA album, *Born to Fly*, set for Sept. 26 release. Evans and veteran producer Paul Worley share producer credit on the 12 songs, but the international version of the CD features a bonus track, "You," which was co-produced by Martina McBride. It marks McBride's first production

work aside from her own recordings. *Born to Fly* also features "Every Little Kiss," written by Bruce Hornsby, who also performs on the track.

Loveless enlisted Trisha Yearwood and bluegrass mainstay Claire Lynch to complete a vocal trio for "My Heart Will Never Break This Way Again," a track from her new album. Loveless says she's a huge fan of the *Trio* albums recorded by Emmylou Harris, Dolly Parton and Linda Ronstadt and comments, "We didn't set out to recreate and capture what *Trio* did, but I wanted to have something that had the same feel. So I tried to figure out which voice would do what. And while we don't sound like Linda, Dolly and Emmylou, I do think we have that same kind of vocal spark." The new album, *Strong Heart*, is set for Aug. 29 release.

Cyber Rodeo

Jones Direct Ltd., the Internet development group for Jones International Networks, has launched a new website at www.rodeostars.com. The site includes elements devoted to rodeo history, current news, pro rodeo standings, interviews and chat rooms.

In a tie-in to Jones' country video channel, Great American Country will premiere Chris LeDoux's *Ropin' and Ridin'* TV special Aug. 4. During the program viewers will be directed to the website, where they will be able to register for a trip to Las Vegas to meet LeDoux, see his concert and attend the National Rodeo Finals. LeDoux, a former rodeo champ, will be featured in an Aug. 3 cyberchat to promote the TV special. His new Capitol/Nashville album, *Cowboy*, arrives Aug. 1.

Legends Fest

Country Music Hall of Fame members Kitty Wells and Little Jimmy Dickens are among the country veterans on the bill for the first annual Legends Fest, set for this Sunday (7/30) at the Buck Lake Ranch in Angola, IN. The festival, hosted by Ralph Emery, also features Grand Ole Opry stars Jack Greene, Stonewall Jackson, Jeanne Pruett, Charlie Louvin and Johnny Russell,

Final CMA Nominations Due Soon

Lonestar and Lee Ann Womack will announce the final nominees for the 34th annual CMA Awards this Tuesday (Aug. 1), but artists and labels are already courting voters.

One sure sign that awards ballots are looming on the horizon has been an increase in the volume of mail sent from local record labels. Like a well-oiled political machine, they're hoping to gain support for their artists' advance of the CMA show.

Five nominees will be announced in each category, but some of the publicity machines were already running a few weeks ago when a meticulously preliminary list of nominations made its way onto the streets of Music Row. So far it appears as though the RCA Label Group gets the prize for its promotional efforts with mailings for several acts, including Lonestar, Clint Black, Martina McBride, Andy Griggs and Kenny Chesney. DreamWorks was quick to send cards on behalf of Toby Keith and Jessica Andrews.

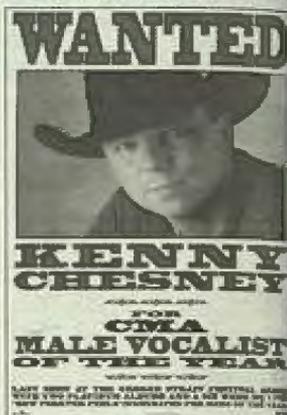
The promotional materials point out the artists' achievements during the past year, including other awards, album sales and chart activity. However, in case you'd somehow forgotten about Martina McBride's worthiness as a Female Vocalist of the Year contender, RCA sent a nine-song compilation of her greatest hits. With Keith Urban a priority at Cape the label serviced a special package containing his current album.

DreamWorks beefed up its campaign for Toby Keith by sending his *He Do You Like Me Now?* album in a gold cardboard case emphasizing the word "vote." Playing off Chad Brock's first R&R No. 1 single, "Yes," Warr Bros. just mailed campaign buttons with three messages, "Vote Yes! 2000 Chad Brock," "Yes! We Brock Vote" and "Brock the Vote."

However, the most clever promotion thus far may be the posters BN delivered on behalf of Kenny Chesney. To refresh your memory, Chesney gained notoriety — and publicity — after allegedly stealing a horse at a month's George Strait Country Music Festival stop in Buffalo. By the time the scuffle was over, Chesney, Tim McGraw and McGraw's tour manager were all arrested.

Designed to resemble a "wanted" poster, the promotional item seeking support for Chesney to eventually be named the CMA's Male Vocalist of the Year. At the bottom of the poster is the pitch, "Last seen at the George Strait Festival armed with two platinum albums and a six-week No. 1 for 'How Forever Feels.'"

You've got to give BNA and Chesney credit for having a sense of humor — and for turning an otherwise bad situation into a promotion bonanza.



along with the entire Kitty Wells Family Show. This marks the final year of touring for Wells.

Bits 'N' Pieces

• The Dixie Chicks' *Fly* has received RIAA certification for sales of 6 million copies. The trio's previous release, *Wide Open Spaces*, is fast approaching sales of 10 million.

• Brad Paisley was presented the Distinguished West Virginian award during a concert at the West Virginia Interstate Fair and Exposition. Gov. Cecil Underwood was there to present the award, which is presented to native West Virginians who have shown a lifetime commitment to community service and excellence in their respective fields. Past award recipients include Kathy Mattea and astronaut John McBride.

• Clay Walker's single "The Chain of Love" has been licensed for use in *Space Cowboys*, an upcoming Warner Bros. Pictures film produced and directed by Clint

Eastwood. Set to open in the next month, the film stars Eastwood and Tommy Lee Jones.

• Billy Gilman has been in studio to complete a Christmas album scheduled for release in late fall.

• If you've logged onto *Am Online* recently, you were greeted the smiling face of a woman in a pink dress and red sweater. It's Ann Womack, who says she initially uncomfortable when asked to provide the on-screen welcome AOL users. She says, "It was a strange signing on and seeing self pop up. When you're on Internet, you think it's one of those places you go where you really totally anonymous."

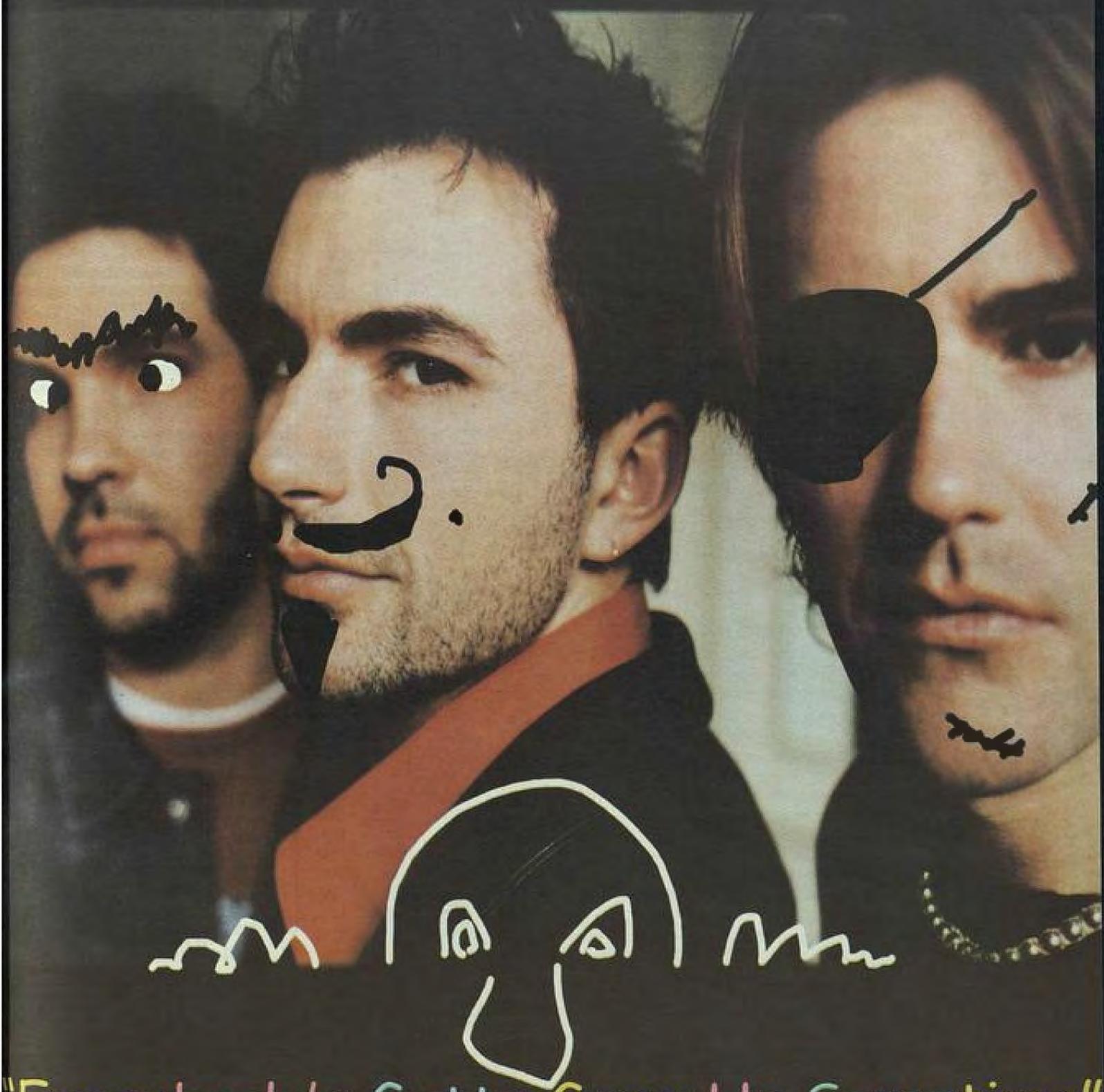
TELL US WHAT YOU THINK!

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"Fan Fair 2001 will be an exciting, all-new event and a concept that hasn't happened before. It will give both the fans and the artists the best of both worlds."

Ed Benson

sons of the desert



"Everybody's Gotta Grow Up Sometime"

NO QUOTES, NO FAKE PROMISES, JUST STRAIGHT AHEAD
COUNTRY MUSIC GUARANTEED TO MAKE YOU SMILE.

MCA
NASHVILLE

R&R Country Top 50

July 28, 2000

LAST WEEK	THIS WEEK	ARTIST	TITLE (LABEL)	TOTAL POINTS	TOTAL PLAYS	GROSS IMPRESSIONS	WEEKS ON CHART	TOTAL STATIONS
1	1	LEE ANN WOMACK	I Hope You Dance (MCA)	27915	5521	634868	17	150/0
2	2	LONESTAR	What About Now (BNA/RLG)	26504	5270	598735	15	149/0
4	3	RASCAL FLATTS	Prayin' For Daylight (Lyric Street)	24410	4903	547895	21	148/1
5	4	ALAN JACKSON	It Must Be Love (Arista/RLG)	24394	4892	548998	13	150/2
3	5	REBA MCENTIRE	I'll Be (MCA)	23123	4657	516864	19	149/0
6	6	ERIC HEATHERLY	Flowers On The Wall (Mercury)	22682	4551	508255	22	148/0
8	7	JO DEE MESSINA	That's The Way (Curb)	20812	4117	474192	11	150/1
10	8	SHEDAISY	I Will...But (Lyric Street)	18359	3663	413624	16	146/2
7	9	TIM MCGRAW	Some Things Never Change (Curb)	17956	3562	405491	16	150/0
9	10	DIXIE CHICKS	Cold Day In July (Monument)	17634	3444	407549	13	150/0
11	11	KEITH URBAN	Your Everything (Capitol)	16810	3369	374314	22	143/1
12	12	BROOKS & DUNN	You'll Always Be Loved By Me (Arista/RLG)	16040	3158	364064	19	137/0
14	13	TOBY KEITH	Country Comes To Town (DreamWorks)	14877	2927	340650	11	147/3
13	14	JOE DIFFIE	It's Always Somethin' (Epic)	14657	2996	318783	22	138/6
15	15	FAITH HILL W/TIM MCGRAW	Let's Make... (Warner Bros./Curb)	14172	2793	323504	17	144/2
17	16	DARRYL WORLEY	When You Need My Love (DreamWorks)	14117	2818	320175	17	137/1
18	17	LEANN RIMES	I Need You (Sparrow/Curb/Capitol)	13423	2676	305503	15	131/2
19	18	BILLY GILMAN	One Voice (Epic)	13015	2506	305371	10	135/4
16	19	MARK WILLS	Almost Doesn't Count (Mercury)	12978	2654	285262	17	137/0
20	20	GARTH BROOKS	When You Come Back To Me Again (Capitol)	11336	2215	262053	12	104/1
23	21	AARON TIPPIN	Kiss This (Lyric Street)	10636	2150	235271	9	121/10
21	22	MARTINA MCBRIDE	There You Are (RCA/RLG)	10596	2157	233906	10	133/4
22	23	VINCE GILL	Feels Like Love (MCA)	10564	2088	240152	10	129/7
24	24	WARREN BROS. F/SARA EVANS	That's The Beat... (BNA/RLG)	9547	1984	206031	17	123/1
25	25	STEVE HOLY	Blue Moon (Curb)	8348	1685	184078	15	121/0
28	26	MONTGOMERY GENTRY	Self Made Man (Columbia)	7653	1567	166292	14	116/0
Breaker	27	GEORGE STRAIT	Go On (MCA)	7363	1430	171162	2	122/48
27	28	TRACY LAWRENCE	Lonely (Atlantic)	7285	1440	162945	9	111/6
28	29	KINLEYS	She Ain't The Girl For You (Epic)	5736	1157	127423	18	107/3
30	30	PHIL VASSAR	Just Another Day In Paradise (Arista/RLG)	5328	1102	112412	8	89/5
36	31	BRAD PAISLEY	We Danced (Arista/RLG)	4675	925	105786	5	85/10
Breaker	32	TRAVIS TRITT	Best Of Intentions (Columbia)	4636	876	109742	5	95/19
34	33	CLINT BLACK	Love She Can't Live Without (RCA/RLG)	4268	876	95527	7	83/2
31	34	DIAMOND RIO	Stuff (Arista/RLG)	4187	827	93925	9	78/0
33	35	PATTY LOVELESS	That's The Kind Of Mood I'm In (Epic)	4108	832	88642	9	75/8
31	36	SARA EVANS	Born To Fly (RCA/RLG)	3481	709	76400	5	75/8
29	37	BILLY RAY CYRUS	You Won't Be Lonely Now (Monument)	3073	573	73126	4	58/7
44	38	STEVE WARINER W/GARTH BROOKS	Katie Wants...e (Capitol)	2853	538	70357	3	58/16
38	39	WYNONNA	Going Nowhere (Curb/Mercury)	2617	561	54471	8	61/0
41	40	KENNY ROGERS	He Will, She Knows (Dreamcatcher)	2097	427	46835	5	51/5
42	41	TRISHA YEARWOOD	Where Are You Now (MCA)	2069	417	47818	5	47/2
46	42	CRAIG MORGAN	Paradise (Atlantic)	1732	371	35510	6	44/4
45	43	YANKEE GREY	This Time Around (Monument)	1729	337	39652	5	42/5
50	44	TERRI CLARK	A Little Gasoline (Mercury)	1343	294	27678	2	52/16
43	45	SAWYER BROWN	Perfect World (Curb)	1299	277	26371	2	33/1
Debut	46	COLLIN RAYE W/BOBBIE EAKES	Tired Of Loving... (Epic)	1058	216	23157	1	25/5
45	47	GEORGIA MIDDLEMAN	No Place Like Home (Giant)	946	225	17763	2	34/9
Debut	48	SHANIA TWAIN	I'm Holdin' On To Love... (Mercury)	928	171	22303	1	14/5
Debut	49	SHANE MCANALLY	Run Away (Curb)	866	159	21031	1	16/11
Debut	50	CLAY DAVIDSON	I Can't Lie To Me (Virgin)	859	175	17965	1	31/13

Most Added.

ARTIST	TITLE (LABEL)	TOTAL STATIONS
GEORGE STRAIT	Go On (MCA)	48
TRAVIS TRITT	Best Of Intentions (Columbia)	19
S. WARINER W/G. BROOKS	Katie Wants... (Capitol)	16
TERRI CLARK	A Little Gasoline (Mercury)	16
ANITA COCHRAN	You With Me (Warner Bros.)	15
SONS OF THE DESERT	Everybody's Gotta Grow... (MCA)	15
JOHN RICH	I Pray For You (BNA/RLG)	14
CLAY DAVIDSON	I Can't Lie To Me (Virgin)	13
TRACE ADKINS	I'm Gonna Love You Anyway (Capitol)	12
SHANE MCANALLY	Run Away (Curb)	11

Most Increased Points

ARTIST	TITLE (LABEL)	TOTAL POINTS INCREASE
GEORGE STRAIT	Go On (MCA)	+3212
JO DEE MESSINA	That's The Way (Curb)	+1648
BRAD PAISLEY	We Danced (Arista/RLG)	+1481
TRAVIS TRITT	Best Of Intentions (Columbia)	+1294
S. WARINER W/G. BROOKS	Katie Wants... (Capitol)	+1238
SHEDAISY	I Will...But (Lyric Street)	+1201
BROOKS & DUNN	You'll Always Be... (Arista/RLG)	+1200
AARON TIPPIN	Kiss This (Lyric Street)	+1169
DARRYL WORLEY	When You Need... (DreamWorks)	+1140
ALAN JACKSON	It Must Be Love (Arista/RLG)	+1138
RASCAL FLATTS	Prayin' For Daylight (Lyric Street)	+1094
VINCE GILL	Feels Like Love (MCA)	+1084
LEANN RIMES	I Need You (Sparrow/Curb/Capitol)	+1082
LONESTAR	What About Now (BNA/RLG)	+1028
TOBY KEITH	Country Comes To Town (DreamWorks)	+871

Most Increased Plays

ARTIST	TITLE (LABEL)	TOTAL PLAYS INCREASE
GEORGE STRAIT	Go On (MCA)	+44
JO DEE MESSINA	That's The Way (Curb)	+38
BRAD PAISLEY	We Danced (Arista/RLG)	+28
S. WARINER W/G. BROOKS	Katie Wants... (Capitol)	+26
AARON TIPPIN	Kiss This (Lyric Street)	+25
SHEDAISY	I Will...But (Lyric Street)	+20
ALAN JACKSON	It Must Be Love (Arista/RLG)	+20
RASCAL FLATTS	Prayin' For Daylight (Lyric Street)	+20
BROOKS & DUNN	You'll Always Be... (Arista/RLG)	+20
VINCE GILL	Feels Like Love (MCA)	+20

Breakers.

GEORGE STRAIT
Go On (MCA)
65% of our reporters on it (122 stations)
48 Adds • Moves 32 - 27

TRAVIS TRITT
Best Of Intentions (Columbia)
51% of our reporters on it (95 stations)
19 Adds • Moves 35 - 32

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.



150 Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total points for the airplay week of Sunday 7/16-Saturday 7/22. Bullets appear on songs gaining points/plays or remaining flat from previous week. If two songs are tied in total points/plays, the song being played on more stations is placed first. Breaker status is assigned to songs achieving airplay at 60% of reporter base for the first time. Songs that are down in points/plays for three consecutive weeks and below No. 1 are moved to recurrent. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

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R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

ARTIST TITLE (LABEL)	TOTAL STATIONS ADDED	TOTAL POINTS	TOTAL PLAYS	96+	40-49	30-39	20-29	10-19	1-9
TRACE ADKINS I'm Gonna Love... (Capitol)	5/5	54	18	0	0	0	0	1	4
CLINT BLACK Love She Can't... (RCA/RLG)	25/2	1004	332	0	0	0	4	18	3
GARTH BROOKS When You Come... (Capitol)	26/0	1877	594	0	0	4	16	5	1
BROOKS & DUNN You'll Always Be Loved... (Arista/RLG)	36/0	3075	957	0	2	10	18	6	0
CHRIS CAGLE My Love Goes On... (Virgin)	2/2	25	10	0	0	0	0	1	1
TERRI CLARK A Little Gasoline (Mercury)	13/8	247	82	0	0	0	0	5	1
ANITA COCHRAN You With Me (Warner Bros.)	2/2	17	5	0	0	0	0	0	2
BILLY RAY CYRUS You Won't Be ... (Monument)	19/3	654	209	0	0	0	2	10	7
CLAY DAVIDSON I Can't Lie To Me (Virgin)	9/7	150	49	0	0	0	0	3	6
DIAMOND RIO Stuff (Arista/RLG)	23/1	1044	325	0	0	0	4	16	3
JOE DIFFIE It's Always Somethin' (Epic)	36/0	2939	917	0	1	8	22	4	1
DOXIE CHICKS Cold Day In July (Monument)	37/0	3576	1124	1	3	15	16	2	0
SARA EVANS Born To Fly (RCA/RLG)	21/2	791	255	0	0	0	2	16	3
VINCE GILL Feels Like Love (MCA)	37/0	2364	742	0	0	2	21	12	2
BILLY GILMAN One Voice (Epic)	34/1	1978	624	0	1	0	16	14	3
ANDY GRIGGS Waitin' On Sundown (RCA/RLG)	5/3	101	36	0	0	0	1	1	3
ERIC HEATHERLY Flowers On The Wall (Mercury)	36/0	3668	1164	1	7	19	4	4	1
TY HERNDON A Love Like That (Epic)	5/1	190	60	0	0	0	0	3	2
FAITH HILL/TIM MCGRAW Let's... (Warner Bros.)	35/0	2326	745	0	1	1	22	11	0
STEVE HOLY Blue Moon (Curb)	30/0	1405	452	0	0	1	7	16	6
ALAN JACKSON It Must Be Love (Arista/RLG)	37/0	4082	1285	1	8	22	4	1	1
TOBY KEITH Country Comes To Town (DreamWorks)	37/0	2845	889	0	2	3	25	7	0
KINLEYS She Ain't The Girl... (Epic)	19/0	661	218	0	0	0	2	11	6
TRACY LAWRENCE Lonely (Atlantic)	33/0	1751	543	0	0	1	9	20	3
LONESTAR What About Now (BNA/RLG)	37/0	4313	1355	1	9	24	2	1	0
PATTY LOVELESS That's The Kind... (Epic)	26/1	1178	375	0	0	0	3	22	1
SHANE MCANALLY Run Away (Curb)	2/0	108	33	0	0	0	1	1	0
MARTINA MCBRIDE There You Are (RCA/RLG)	37/0	2404	759	0	0	1	20	14	2
REBA MCGENTIRE I'll Be (MCA)	33/0	3696	1160	1	5	21	6	0	0
TIM MCGRAW Some Things Never Change (Curb)	31/0	3192	1019	0	2	22	5	2	0
JO DEE MESSINA That's The Way (Curb)	37/1	3894	1227	1	7	18	9	2	0
GEORGIA MIDDLEMAN No Place Like Home (Giant)	4/2	44	15	0	0	0	0	1	3
RONNIE MILSAP Time, Love And Money (Virgin)	3/0	67	23	0	0	0	0	1	2
MONTGOMERY GENTRY Self Made Man (Columbia)	33/0	1754	549	0	0	0	8	24	1
CRAIG MORGAN Paradise (Atlantic)	7/1	183	64	0	0	0	0	4	3
BRAD PAISLEY We Danced (Arista/RLG)	33/1	1394	447	0	0	0	6	21	6
RASCAL FLATTS Prayin' For Daylight (Lyric Street)	36/0	4156	1309	2	7	23	3	1	0
RAYE W/EAKES Tired Of Loving This Way (Epic)	8/2	234	70	0	0	0	0	4	4
JOHN RICH I Pray For You (BNA/RLG)	2/2	19	5	0	0	0	0	0	2
LEANN RIMES I Need You (Sparrow/Curb/Capitol)	33/0	2220	701	0	0	1	22	10	0
KENNY ROGERS He Will, She Knows (DreamWorks)	10/1	425	125	0	0	0	0	9	1
SAWYER BROWN Perfect World (Curb)	10/1	360	111	0	0	0	1	5	4
SHEDAISY I Will...But (Lyric Street)	35/0	3054	972	1	0	12	20	2	0
DARYLE SINGLETARY I Knew I Loved You (Audiom)	3/1	115	32	0	0	0	0	0	2
GEORGE STRAIT Go On (MCA)	34/14	1334	431	0	0	2	4	17	11
AARON TIPPIN Kiss This (Lyric Street)	37/2	2035	656	0	0	2	16	17	2
TRAVIS TRITT Best Of Intentions (Columbia)	29/11	867	274	0	0	1	2	13	13
SHANIA TWAIN I'm Holdin' On To Love... (Mercury)	1/0	52	20	0	0	0	1	0	0
KEITH URBAN Your Everything (Capitol)	33/2	2520	795	1	0	7	17	5	3
PHIL VASSAR Just Another Day (Arista/RLG)	33/1	1475	473	0	0	1	5	24	3
CLAY WALKER Once In A... (Giant)	7/6	100	31	0	0	0	0	3	4
WARINER W/BROOKS Katie Wants A... (Capitol)	17/4	536	176	0	0	0	0	2	8
WARREN BROTHERS/SARA EVANS That's... (BNA/RLG)	33/0	1774	576	0	0	1	13	16	3
MARK WILLS Almost Doesn't Count (Mercury)	36/0	2595	821	0	1	1	26	8	0
LEE ANN WOMACK I Hope You Dance (MCA)	36/0	4013	1275	0	6	26	3	0	1
DARRYL WORLEY When You Need... (DreamWorks)	37/0	2780	873	0	1	2	27	6	1
CHELY WRIGHT She Went Out For... (MCA)	2/0	42	15	0	0	0	0	1	1
WYNONNA Going Nowhere (Mercury/Curb)	8/1	320	103	0	0	0	0	7	1
YANKEE GREY This Time Around (Monument)	11/2	327	105	0	0	0	2	4	5
TRISHA YEARWOOD Where Are You Now (MCA)	24/1	1001	303	0	0	0	2	16	6

Most Added®

ARTIST TITLE (LABEL)	ADDS
GEORGE STRAIT Go On (MCA)	14
TRAVIS TRITT Best Of Intentions (Columbia)	11
TERRI CLARK A Little Gasoline (Mercury)	8
CLAY DAVIDSON I Can't Lie To Me (Virgin)	7
CLAY WALKER Once In A Lifetime Love (Giant)	6
TRACE ADKINS I'm Gonna Love You Anyway (Capitol)	5
S. WARINER W/G. BROOKS Katie Wants... (Capitol)	4
BILLY RAY CYRUS You Won't Be Lonely... (Monument)	3
CHAD BROCK The Visit (Warner Bros.)	3
SONS OF THE DESERT Everybody's Gotta Grow... (MCA)	3
ANDY GRIGGS Waitin' On Sundown (RCA/RLG)	3
AARON TIPPIN Kiss This (Lyric Street)	2
KEITH URBAN Your Everything (Capitol)	2
CLINT BLACK Love She Can't Live Without (RCA/RLG)	2
SARA EVANS Born To Fly (RCA/RLG)	2
YANKEE GREY This Time Around (Monument)	2
COLLIN RAYE W/BOBBIE EAKES Tired Of Loving... (Epic)	2
GEORGIA MIDDLEMAN No Place Like Home (Giant)	2
LISA ANGELLE A Woman Gets Lonely (DreamWorks)	2
CHRIS CAGLE My Love Goes On And On (Virgin)	2

Most Increased Points

ARTIST TITLE (LABEL)	TOTAL POINT INCREASE
GEORGE STRAIT Go On (MCA)	+940
JO DEE MESSINA That's The Way (Curb)	+491
F. HILL W/T. MCGRAW Let's... (Warner Bros./Curb)	+365
AARON TIPPIN Kiss This (Lyric Street)	+319
TRAVIS TRITT Best Of Intentions (Columbia)	+298
BILLY GILMAN One Voice (Epic)	+261
BILLY RAY CYRUS You Won't Be Lonely... (Monument)	+245
MARK WILLS Almost Doesn't Count (Mercury)	+199
CLINT BLACK Love She Can't Live Without (RCA/RLG)	+194
FAITH HILL Breathe (Warner Bros.)	+189
ALAN JACKSON It Must Be Love (Arista/RLG)	+169
TRISHA YEARWOOD Where Are You Now (MCA)	+164
TERRI CLARK A Little Gasoline (Mercury)	+158
VINCE GILL Feels Like Love (MCA)	+139
KENNY ROGERS He Will, She Knows (Dreamcatcher)	+137

Most Increased Plays

ARTIST TITLE (LABEL)	TOTAL PLAY INCREASE
GEORGE STRAIT Go On (MCA)	+302
JO DEE MESSINA That's The Way (Curb)	+156
F. HILL W/T. MCGRAW Let's... (Warner Bros./Curb)	+115
TRAVIS TRITT Best Of Intentions (Columbia)	+102
AARON TIPPIN Kiss This (Lyric Street)	+98
BILLY RAY CYRUS You Won't Be Lonely... (Monument)	+77
BILLY GILMAN One Voice (Epic)	+70
FAITH HILL Breathe (Warner Bros.)	+68
MARK WILLS Almost Doesn't Count (Mercury)	+63
CLINT BLACK Love She Can't Live Without (RCA/RLG)	+62
ALAN JACKSON It Must Be Love (Arista/RLG)	+57
TRISHA YEARWOOD Where Are You Now (MCA)	+52
TERRI CLARK A Little Gasoline (Mercury)	+51
PATTY LOVELESS That's The Kind Of Mood I'm In (Epic)	+48
SHEDAISY I Will...But (Lyric Street)	+46
VINCE GILL Feels Like Love (MCA)	+44
KENNY ROGERS He Will, She Knows (Dreamcatcher)	+41

The New Album Gallery

In Stores: August 1, 2000



Chris LeDoux

Cowboy (Capitol)

Before Chris LeDoux signed to Capitol/Nashville, he recorded 22 albums of his own, selling the tapes from his pickup truck as he made the rounds on the rodeo circuit. LeDoux was a cowboy who played guitar and wrote songs in his spare time, but he gained greater attention after Garth Brooks mentioned his name in the song, "Much Too Young (To Feel This Damn Old)." A major-label deal provided LeDoux with a wider audience, one that was aware of his past recordings without ever having actually

heard the music. LeDoux explains, "Everywhere I go, there's always a handful of fans who ask, 'Where can I get the old stuff?' And I'd have to tell them, 'Well, it's out of print: You can't find it.' I can remember thinking, years ago, that someday, if I got a chance, I should rerecord some of my favorites and try to get them right. So that's what I did." The result is *Cowboy*, which contains 11 of the old songs newly recorded with producers Mac McAnally and Alan Schulman. The music is a departure from LeDoux's current rowdy, good-time, rocking concert performances. He says, "I got out all the old records and listened to them. I listened to see how well-written the songs were and what they meant to me and where they came from. A lot of years had passed, and I hadn't listened to these songs — or even thought about them — for a long time. Hearing them again really took me back to the time and place where I was when I wrote them." Among the songs on *Cowboy*, LeDoux's 33rd album, are "He Rides the Wild Horses," "A Cowboy's Got to Ride," "Ten Seconds in the Saddle" and "Hippies in Calgary," but the closing track hits closest to home for LeDoux, who resides on a ranch in Kaycee, WY. He explains, "'Song of Wyoming' fits me a little better now than it did years ago. It's really about a guy who's getting along in years and enjoying the things that are simple. I love being home, doing the simple things and smelling the sagebrush, seeing the blue sky, enjoying the peace and quiet."



Jo Dee Messina

Burn (Curb)

Jo Dee Messina's *I'm Alright* was a breakthrough album, spawning several huge hits and recently getting double-platinum certification from the RIAA. Referring to the follow-up, *Burn*, Messina says, "It took us two years to make this record, and I thought — with *I'm Alright* — 18 months was a long time. It was about finding the songs, because the music is everything. There's a lot of great material out there; it just

didn't feel like what we were going for at the time. I'm in a very different place in my life from *I'm Alright*. So much has happened. My career is working better than ever, and my personal life is in a more secure place. But I had to go through hell to get there." As always, Messina's choice of new material retains a tone of optimism and encouragement. She says, "I want people to lean on these songs the way that I do. Music has always affected me. It gives me energy and helps me keep going. I hope this record can do that for others too." The album includes the first single, "That's the Way," which climbs to No. 7 on this week's R&R Country chart. The album was produced by Messina's usual production team of Byron Gallimore and Tim McGraw — and McGraw joins her for the vocal duet "Bring

on the Rain," which closes the CD. Messina says, "It's always important to know that everyone loves the songs when we're in the studio. But Tim loved 'Bring on the Rain' so much, he wanted to sing on it. I think we both gravitated toward that song because we both truly understand what it's saying. I mean, he's been there; I've been there — and it's one of the common bonds we both have. After all, we've always had the same dreams. We had the same struggle in a lot of ways, with relationships and our careers. I've always wanted to sing with him, but obviously for us, love songs weren't going to work. This song seemed to be perfect."



WAITIN' ON SUNDOWN

RCA artist Andy Griggs came to Nebraska to do a small venue show at a local country-dance club on June 24th. Pictured (l-r) are KRGI/Grand Island, NE morning personality Brian Masters and Griggs.

C O U N T R Y FLASHBACK

1 YEAR AGO

• No. 1: "Amazed" — Lonestar (fourth week)

5 YEARS AGO

• No. 1: "I Don't Even Know Your Name" — Alan Jackson

10 YEARS AGO

• No. 1: "Good Times" — Dan Seals (second week)

15 YEARS AGO

• No. 1: "Love Is Alive" — The Judds

20 YEARS AGO

• No. 1: "Stand By Me" — Mickey Gilley

25 YEARS AGO

• No. 1: "Touch The Hand/Joni" — Conway Twitty (third week)

MOST ADDED! MOST ADDED! MOST ADDED!

Steve Wariner

with Garth Brooks

"KATIE WANTS A FAST ONE"

R&R **38** +262 BILLBOARD 44* +268

NEW ADDS THIS WEEK:

KBUL	KHEY	KHKI	KSSN
KTEX	KUBL	KXKT	WBEE
WDAF	WFMS	WIOV	WKKX
WKSJ	WNKT	WRBQ	WWYZ



www.capitol-nashville.com

Trace Adkins

"I'm Gonna Love You Anyway"

the follow-up to his Top 10 hit single **More**

Out of the box:

KDRK	KIKK	KJUG	KMDL
KNFR	KSOP	KUZZ	WCKT
WCTK	WGKX	WGTY	WIVK
WNKT	WRKZ	WRNS	

New & Active

TY HERNDON A Love Like That (*Epic*)
Total Stations: 13, Adds: 1, Points: 759, Plays: 146 (+18)

DARYLE SINGLETARY I Knew I Loved You (*Audium*)
Total Stations: 11, Adds: 4, Points: 728, Plays: 139 (+84)

CHRIS CAGLE My Love Goes On And On (*Virgin*)
Total Stations: 13, Adds: 4, Points: 709, Plays: 149 (+72)

ANITA COCHRAN You With Me (*Warner Bros.*)
Total Stations: 17, Adds: 15, Points: 612, Plays: 121 (+96)

JOHN RICH I Pray For You (*BNA/RLG*)
Total Stations: 23, Adds: 14, Points: 542, Plays: 120 (+34)

CLAY WALKER Once In A Lifetime Love (*Giant*)
Total Stations: 10, Adds: 8, Points: 475, Plays: 93 (+50)

ANDY GRIGGS Waitin' On Sundown (*RCA/RLG*)
Total Stations: 12, Adds: 9, Points: 300, Plays: 74 (-13)

TRACE ADKINS I'm Gonna Love You Anyway (*Capitol*)
Total Stations: 15, Adds: 13, Points: 296, Plays: 62 (-26)

SONS OF THE DESERT Everybody's Gotta Grow Up... (*MCA*)
Total Stations: 16, Adds: 15, Points: 81, Plays: 18 (-11)

Songs ranked by total points.



RICOCHEAT AT THE MASCAR CAFÉ

Columbia recording artists Ricochet appeared at the NASCAR Café in Nashville to unveil the design for their title sponsorship of Talladega's qualifying day (October 13, 2000) for the NASCAR Winston Cup Series. Pictured are (clockwise from left) Columbia VP/National Country Promotion Ted Wagner; Ricochet's Tim Cheuning, Jr.; Bryant, Heath Wright and Teddy Carr; Talladega Super-speedway Director of Marketing Troy Hayes; and Ricochet's Greg Cook and Eddie Kilgallon.

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:

BILLY RAY CYRUS You Won't Be Lonely Now
KENNY ROGERS He Will, She Knows
TRAVIS TRITT Best Of Intentions

Hottest:

BRAD PAISLEY We Danced
GEORGE STRAIT Go On
SARA EVANS Born To Fly

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

Adds:

GEORGIA MIDDLEMAN No Place Like Home
SAWYER BROWN Perfect World
GEORGE STRAIT Go On

Hottest:

JOE DIFFIE It's Always Somethin'
SHEDDYS I Will... But

BROADCAST PROGRAMMING

Ken Moultrie • (800) 426-9082

Mainstream Country

L.J. Smith

Adds:

DARRYL WORLEY When You Need My Love

Hottest:

LEE ANN WOMACK I Hope You Dance
ERIC HEATHERLY Flowers On The Wall
ALAN JACKSON It Must Be Love
JO DEE MESSINA That's The Way
LONESTAR What About Now

New Country

L.J. Smith

Adds:

GEORGE STRAIT Go On

Hottest:

LONESTAR What About Now
LEE ANN WOMACK I Hope You Dance
ALAN JACKSON It Must Be Love
REBA MCENTIRE I'll Be
ERIC HEATHERLY Flowers On The Wall

Lia

Ken Moultrie

Adds:

No Adds

Hottest:

LEE ANN WOMACK I Hope You Dance
ERIC HEATHERLY Flowers On The Wall
LONESTAR What About Now
JO DEE MESSINA That's The Way
ALAN JACKSON It Must Be Love

JONES RADIO NETWORK

Jim Murphy • (303) 784-8700

CD COUNTRY

John Hendricks

Adds:

No Adds

Hottest:

JO DEE MESSINA That's The Way
LEE ANN WOMACK I Hope You Dance
LONESTAR What About Now
BILLY GILMAN One Voice
DIXIE CHICKS Cold Day In July

PREMIERE RADIO NETWORKS

After Midnight

Kelly Erickson • (818) 461-5435

Adds:

VINCE GILL Feet Like Love
STEVE HOLY Blue Moon

Hottest:

LEE ANN WOMACK I Hope You Dance
REBA MCENTIRE I'll Be
ALAN JACKSON It Must Be Love
ERIC HEATHERLY Flowers On The Wall
LONESTAR What About Now
RASCAL FLATTS Prayin' For Daylight
BROOKS & DUNN You'll Always Be Loved By Me

RADIO ONE COUNTRY PLAYLIST

Jim West • (970) 949-3339

Adds:

SARA EVANS Born To Fly
TRAVIS TRITT Best Of Intentions

Hottest:

ALAN JACKSON It Must Be Love
TOBY KEITH Country Comes To Town
KEITH URBAN Your Everything

WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

Mainstream Country

David Felker

Adds:

No Adds

Hottest:

CHAD BROCK Yes!
LEE ANN WOMACK I Hope You Dance
LONESTAR What About Now
REBA MCENTIRE I'll Be
ALAN JACKSON It Must Be Love

Hot Country

David Felker

Adds:

TRACY LAWRENCE Lonely

Hottest:

LONESTAR What About Now
LEE ANN WOMACK I Hope You Dance
RASCAL FLATTS Prayin' For Daylight
ERIC HEATHERLY Flowers On The Wall
ALAN JACKSON It Must Be Love



ADDS

TERRI CLARK A Little Gasoline
VICTOR SANZ Destination Unknown

ELITE

LEE ANN WOMACK I Hope You Dance
REBA MCENTIRE I'll Be
RASCAL FLATTS Prayin' For Daylight
GARTH BROOKS When You Come Back To Me Again
KEITH URBAN Your Everything
ERIC HEATHERLY Flowers On The Wall
BILLY GILMAN One Voice
JO DEE MESSINA That's The Way
DARRYL WORLEY When You Need My Love
TOBY KEITH Country Comes To Town



ADDS

TERRI CLARK A Little Gasoline
VICTOR SANZ Destination Unknown
KATHY MATTEA Love At The Five And Dime

TOP 10

BILLY GILMAN One Voice
LEE ANN WOMACK I Hope You Dance
FAITH HILL The Way You Love Me
REBA MCENTIRE I'll Be
TOBY KEITH How Do You Like Me Now?
LEANN RIMES I Need You
GARTH BROOKS When You Come Back To Me Again
CHERYL WRIGHT She Went Out For Cigarettes
FAITH HILL/TIM MCGRAW Let's Make Love
CHAD BROCK Yes!

Information current as of July 28.



42 million households
Chris Parr, Devotee Programming
Paul Nordstam, VP/GM

ADDS

TERRI CLARK A Little Gasoline
YANKEE GREY This Time Around

TOP 10

REBA MCENTIRE I'll Be
SHEDDYS I Will... But
ERIC HEATHERLY Flowers On The Wall
KEITH URBAN Your Everything
LEE ANN WOMACK I Hope You Dance
RASCAL FLATTS Prayin' For Daylight
GARTH BROOKS When You Come Back To Me Again
JOE DIFFIE It's Always Somethin'
DARRYL WORLEY When You Need My Love
LEANN RIMES I Need You

HEAVY

BILLY GILMAN One Voice
DARRYL WORLEY When You Need My Love
ERIC HEATHERLY Flowers On The Wall
GARTH BROOKS When You Come Back To Me Again
JOE DIFFIE It's Always Somethin'
KEITH URBAN Your Everything
LEANN RIMES I Need You
LEE ANN WOMACK I Hope You Dance
LONESTAR What About Now
RASCAL FLATTS Prayin' For Daylight
SHEDDYS I Will... But

HOT SHOTS

AARON TIPPIN Kiss This
BILLY RAY CYRUS You Won't Be Lonely Now
CRAG MORGAN Paradise
FAITH HILL/TIM MCGRAW Let's Make Love
JOHN RICH I Pray For You
KENNY ROGERS He Will, She Knows
LISA ANGELELLA A Woman Gets Lonely
PARTY LOWELESS That's The Kind Of Mood I'm In
RICKY VAN SHELTON Can't Be Crazy
SONS OF THE DESERT Everybody's Gotta Grow Up Sometime
TRAVIS TRITT Best Of Intentions
VINCE GILL Feet Like Love

Heavy rotation songs receive 28 plays per week. Hot Shots receive 21 plays per week.

Information current as of July 28.

Most Played Recurrents

CHAD BROCK Yes! (Warner Bros.)
CLAY DAVIDSON Unconditional (Virgin)
FAITH HILL The Way You Love Me (Warner Bros.)
TOBY KEITH How Do You Like Me Now? (DreamWorks)
CLAY WALKER The Chain Of Love (Giant)
GEORGE STRAIT The Best Day (MCA)
ANDY GRIGGS She's More (RCA/RLG)
COLLIN RAYE Couldn't Last A Moment (Epic)
KENNY ROGERS Buy Me A Rose (Dreamcatcher)
DIXIE CHICKS Cowboy Take Me Away (Monument)
TIM MCGRAW Something Like That (Curb)
TIM MCGRAW My Best Friend (Curb)
FAITH HILL Breathe (Warner Bros.)
BRAD PAISLEY He Didn't Have To Be (Arista/RLG)
LONESTAR Amazed (BNA/RLG)
PHIL VASSAR Carlene (Arista/RLG)
MARTINA MCBRIDE I Love You (RCA/RLG)
CLINT BLACK When I Said I Do (RCA/RLG)
MARTINA MCBRIDE Love's The Only House (RCA/RLG)
JO DEE MESSINA Lesson In Leavin' (Curb)

COUNTRY

Going For Adds 7/31/00

ANDY GRIGGS Waitin' On Sundown (RCA)
MARC COREY LEE Memphis Rain (Mountain)
SHANE McANALLY Run Away (Curb)
JAMIE O'NEAL There Is No Arizona (Mercury)
RANDY TRAVIS I'll Be Right Here Loving You (DreamWorks)
RICHOCHET She's Gone (Columbia)



ANOTHER NO. 1 HIT FOR KENNY

DreamWorks recording artist Kenny Rogers celebrated his 22nd No. 1 Country hit, "Buy Me A Rose," at Planet Hollywood in Nashville. Pictured with Kenny are Ron and Audrey Brooks from WESC/Greenville, SC.

TUNED-IN COUNTRY

R&R/MEDIABASE 24/7

WSOC
FM103.5 WSOC/Charlotte

3am

KINLEYS She Ain't The Girl For You
FAITH HILL It Matters To Me
AARON TIPPIN Kiss This
BRAD PAISLEY He Didn't Have To Be
CLINT BLACK/STEVE WARNER Been There
GEORGE STRAIT Blue Clear Sky
LEANN RIMES I Need You
PATTY LOVELESS Blame It On Your Heart
LEE GREENWOOD It Turns Me Inside Out
LITTLE TEXAS God Blessed Texas
FAITH HILL/TIM MCGRAW Let's Make Love
AARON TIPPIN You've Got To Stand For ...
JO DEE MESSINA That's The Way
CLAY WALKER The Chain Of Love
SAMMY KERSHAW Queen Of My Double Wide...

11am

TAMMY COCHRAN If You Can
COLLIN RAYE I Can Still Feel You
KEITH URBAN Your Everything
CHELY WRIGHT Single White Female
KENNY ROGERS Buy Me A Rose
ALAN JACKSON Summertime Blues
DARRYL WORLEY When You Need My Love
MARTINA MCBRIDE Independence Day
LEANN RIMES I Need You
KENNY CHESNEY She's Got It All
ERIC HEATHERLY Flowers On The Wall
DIXIE CHICKS Wide Open Spaces
VINCE GILL Feels Like Love

4pm

TRACY LAWRENCE Lonely
ALAN JACKSON Chattahoochee
JO DEE MESSINA Because You Love Me
RASCAL FLATTS Prayin' For Daylight
FAITH HILL/TIM MCGRAW It's Your Love
DIXIE CHICKS Wide Open Spaces
COLLIN RAYE Couldn't Last A Moment
RANDY TRAVIS Spirit Of A Boy, Wisdom Of A Man
DIAMOND RIO Holdin'
KEITH URBAN Your Everything
TRACY LAWRENCE Can't Break It To My Heart
ERIC HEATHERLY Flowers On The Wall

8pm

SPECIAL PROGRAMMING The Benny Parsons Show

WYAT
COUNTRY WKKT/Charlotte

3am

ALAN JACKSON Summertime Blues
JO DEE MESSINA That's The Way
BRAD PAISLEY He Didn't Have To Be
REBA MCENTIRE Why Haven't I Heard From You
COLLIN RAYE Couldn't Last A Moment
DIXIE CHICKS You Were Mine
JOHN M. MONTGOMERY Be My Baby Tonight
RASCAL FLATTS Prayin' For Daylight
MARK WILLS Wish You Were Here
ALLISON MOORE Send Down An Angel
CLAY DAVIDSON Unconditional
LILA MCCANN I Wanna Fall In Love
TRAVIS TRITT Best Of Intentions
GARTH BROOKS American Honky-Tonk Bar...

11am

JUDDS Why Not Me
JOE DIFFIE It's Always Somethin'
GARTH BROOKS Somewhere Other Than The Night
FAITH HILL The Way You Love Me
TIM MCGRAW Some Things Never Change
ALAN JACKSON Little Man
TRISHA YEARWOOD XXX's And OOO's (An...)
JO DEE MESSINA That's The Way
SAWYER BROWN Thank God For You
SHANIA TWAIN That Don't Impress Me Much
CLAY WALKER The Chain Of Love
DIAMOND RIO Holdin'
BROOKS & DUNN You'll Always Be Loved By Me
PAM TILLIS Maybe It Was Memphis
ALAN JACKSON Mercury Blues

4pm

GARTH BROOKS Two Of A Kind, Working On...
AARON TIPPIN Kiss This
BRAD PAISLEY He Didn't Have To Be
BLACKHAWK Goodbye Says It All
CHAD BROCK Yes!
ALAN JACKSON Little Bitty
FAITH HILL This Kiss
REBA MCENTIRE I'll Be
TIM MCGRAW My Best Friend
SHANIA TWAIN No One Needs To Know
LONESTAR What About Now
LORRIE MORGAN Watch Me
VINCE GILL Feels Like Love
KENNY CHESNEY Fall In Love

8pm

GARTH BROOKS The Dance
LONESTAR What About Now
ANDY GRIGGS She's More
JOE DIFFIE Prop Me Up Beside The... (It...)
LEANN RIMES I Need You
BLACKHAWK There You Have It
TIM MCGRAW Just To See You Smile
SHEDDISY I Will ... But
TRAVIS TRITT Country Club
KENNY CHESNEY What Need To Do
COLLIN RAYE Couldn't Last A Moment
SAMMY KERSHAW Queen Of My Double Wide...
PATTY LOVELESS You Don't Even Know Who I Am
DIAMOND RIO Shit!
CLAY WALKER Live Until I Die



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Monday 7/17. © 2000, R&R Inc.

Stations and their adds listed alphabetically by market

Table listing radio stations across various markets including Atlanta, Birmingham, Corpus Christi, Fresno, Jacksonville, Nashville, New York, Oklahoma City, Phoenix, Raleigh-Durham, San Antonio, San Diego, San Francisco, Seattle, Tampa, and many others. Each entry includes the station call letters, frequency, and a list of current and recent playlist adds.

* = Mediabase 24/7 monitored

187 Total Reporters
150 Monitored Reporters
36 Country Indicator

Did Not Report, Playlist Frozen (1):

WPOR/Portland, ME

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

MARKET #1

WKYT New York
Big City
(914) 382-5871
Monday-Friday
12+ Cume 542,336



PLAYS

18	76	ARRESTED	91	8960
39	35	CHUCK BROCKING	13060	
38	36	LONGMAN/What About Now	12730	
37	37	LIE ANN WOMBACK/Hope You Dance	11930	
36	38	REBA MCKENTRETT/It's About Love	11640	
35	39	JACKSONVILLE/Innocent	10730	
34	40	SHANE AND JERRY/You're My Home	10360	
33	41	ERIC HICKS/When You're Gone	10300	
32	42	ALAN JACKSON/Just Love	9710	
31	43	TAM MCGRAW/Some Things Never	9710	
30	44	JOE DIFFERENT/Always	9710	
29	45	JOE DIFFERENT/Always	9710	
28	46	JOE DIFFERENT/Always	9710	
27	47	JOE DIFFERENT/Always	9710	
26	48	JOE DIFFERENT/Always	9710	
25	49	JOE DIFFERENT/Always	9710	
24	50	JOE DIFFERENT/Always	9710	
23	51	JOE DIFFERENT/Always	9710	
22	52	JOE DIFFERENT/Always	9710	
21	53	JOE DIFFERENT/Always	9710	
20	54	JOE DIFFERENT/Always	9710	
19	55	JOE DIFFERENT/Always	9710	
18	56	JOE DIFFERENT/Always	9710	
17	57	JOE DIFFERENT/Always	9710	
16	58	JOE DIFFERENT/Always	9710	
15	59	JOE DIFFERENT/Always	9710	
14	60	JOE DIFFERENT/Always	9710	
13	61	JOE DIFFERENT/Always	9710	
12	62	JOE DIFFERENT/Always	9710	
11	63	JOE DIFFERENT/Always	9710	
10	64	JOE DIFFERENT/Always	9710	
9	65	JOE DIFFERENT/Always	9710	
8	66	JOE DIFFERENT/Always	9710	
7	67	JOE DIFFERENT/Always	9710	
6	68	JOE DIFFERENT/Always	9710	
5	69	JOE DIFFERENT/Always	9710	
4	70	JOE DIFFERENT/Always	9710	
3	71	JOE DIFFERENT/Always	9710	
2	72	JOE DIFFERENT/Always	9710	
1	73	JOE DIFFERENT/Always	9710	

MARKET #2

KZLA Los Angeles
Bollywood
(310) 852-9000
Country
12+ Cume 611,800

93.9 KZLA
Top 40 Country

PLAYS

18	76	ARRESTED	91	8960
39	35	CHUCK BROCKING	13060	
38	36	LONGMAN/What About Now	12730	
37	37	LIE ANN WOMBACK/Hope You Dance	11930	
36	38	REBA MCKENTRETT/It's About Love	11640	
35	39	JACKSONVILLE/Innocent	10730	
34	40	SHANE AND JERRY/You're My Home	10360	
33	41	ERIC HICKS/When You're Gone	10300	
32	42	ALAN JACKSON/Just Love	9710	
31	43	TAM MCGRAW/Some Things Never	9710	
30	44	JOE DIFFERENT/Always	9710	
29	45	JOE DIFFERENT/Always	9710	
28	46	JOE DIFFERENT/Always	9710	
27	47	JOE DIFFERENT/Always	9710	
26	48	JOE DIFFERENT/Always	9710	
25	49	JOE DIFFERENT/Always	9710	
24	50	JOE DIFFERENT/Always	9710	
23	51	JOE DIFFERENT/Always	9710	
22	52	JOE DIFFERENT/Always	9710	
21	53	JOE DIFFERENT/Always	9710	
20	54	JOE DIFFERENT/Always	9710	
19	55	JOE DIFFERENT/Always	9710	
18	56	JOE DIFFERENT/Always	9710	
17	57	JOE DIFFERENT/Always	9710	
16	58	JOE DIFFERENT/Always	9710	
15	59	JOE DIFFERENT/Always	9710	
14	60	JOE DIFFERENT/Always	9710	
13	61	JOE DIFFERENT/Always	9710	
12	62	JOE DIFFERENT/Always	9710	
11	63	JOE DIFFERENT/Always	9710	
10	64	JOE DIFFERENT/Always	9710	
9	65	JOE DIFFERENT/Always	9710	
8	66	JOE DIFFERENT/Always	9710	
7	67	JOE DIFFERENT/Always	9710	
6	68	JOE DIFFERENT/Always	9710	
5	69	JOE DIFFERENT/Always	9710	
4	70	JOE DIFFERENT/Always	9710	
3	71	JOE DIFFERENT/Always	9710	
2	72	JOE DIFFERENT/Always	9710	
1	73	JOE DIFFERENT/Always	9710	

MARKET #3

WSCR Chicago
City
(312) 649-5099
Country
12+ Cume 688,300

94.5-99.5
Top 40 Country

PLAYS

18	76	ARRESTED	91	8960
39	35	CHUCK BROCKING	13060	
38	36	LONGMAN/What About Now	12730	
37	37	LIE ANN WOMBACK/Hope You Dance	11930	
36	38	REBA MCKENTRETT/It's About Love	11640	
35	39	JACKSONVILLE/Innocent	10730	
34	40	SHANE AND JERRY/You're My Home	10360	
33	41	ERIC HICKS/When You're Gone	10300	
32	42	ALAN JACKSON/Just Love	9710	
31	43	TAM MCGRAW/Some Things Never	9710	
30	44	JOE DIFFERENT/Always	9710	
29	45	JOE DIFFERENT/Always	9710	
28	46	JOE DIFFERENT/Always	9710	
27	47	JOE DIFFERENT/Always	9710	
26	48	JOE DIFFERENT/Always	9710	
25	49	JOE DIFFERENT/Always	9710	
24	50	JOE DIFFERENT/Always	9710	
23	51	JOE DIFFERENT/Always	9710	
22	52	JOE DIFFERENT/Always	9710	
21	53	JOE DIFFERENT/Always	9710	
20	54	JOE DIFFERENT/Always	9710	
19	55	JOE DIFFERENT/Always	9710	
18	56	JOE DIFFERENT/Always	9710	
17	57	JOE DIFFERENT/Always	9710	
16	58	JOE DIFFERENT/Always	9710	
15	59	JOE DIFFERENT/Always	9710	
14	60	JOE DIFFERENT/Always	9710	
13	61	JOE DIFFERENT/Always	9710	
12	62	JOE DIFFERENT/Always	9710	
11	63	JOE DIFFERENT/Always	9710	
10	64	JOE DIFFERENT/Always	9710	
9	65	JOE DIFFERENT/Always	9710	
8	66	JOE DIFFERENT/Always	9710	
7	67	JOE DIFFERENT/Always	9710	
6	68	JOE DIFFERENT/Always	9710	
5	69	JOE DIFFERENT/Always	9710	
4	70	JOE DIFFERENT/Always	9710	
3	71	JOE DIFFERENT/Always	9710	
2	72	JOE DIFFERENT/Always	9710	
1	73	JOE DIFFERENT/Always	9710	

MARKET #4

KVCY San Francisco
Infinity
(415) 951-9320
Monday-Friday
12+ Cume 244,480

97.7 KVCY
Country

PLAYS

18	76	ARRESTED	91	8960
39	35	CHUCK BROCKING	13060	
38	36	LONGMAN/What About Now	12730	
37	37	LIE ANN WOMBACK/Hope You Dance	11930	
36	38	REBA MCKENTRETT/It's About Love	11640	
35	39	JACKSONVILLE/Innocent	10730	
34	40	SHANE AND JERRY/You're My Home	10360	
33	41	ERIC HICKS/When You're Gone	10300	
32	42	ALAN JACKSON/Just Love	9710	
31	43	TAM MCGRAW/Some Things Never	9710	
30	44	JOE DIFFERENT/Always	9710	
29	45	JOE DIFFERENT/Always	9710	
28	46	JOE DIFFERENT/Always	9710	
27	47	JOE DIFFERENT/Always	9710	
26	48	JOE DIFFERENT/Always	9710	
25	49	JOE DIFFERENT/Always	9710	
24	50	JOE DIFFERENT/Always	9710	
23	51	JOE DIFFERENT/Always	9710	
22	52	JOE DIFFERENT/Always	9710	
21	53	JOE DIFFERENT/Always	9710	
20	54	JOE DIFFERENT/Always	9710	
19	55	JOE DIFFERENT/Always	9710	
18	56	JOE DIFFERENT/Always	9710	
17	57	JOE DIFFERENT/Always	9710	
16	58	JOE DIFFERENT/Always	9710	
15	59	JOE DIFFERENT/Always	9710	
14	60	JOE DIFFERENT/Always	9710	
13	61	JOE DIFFERENT/Always	9710	
12	62	JOE DIFFERENT/Always	9710	
11	63	JOE DIFFERENT/Always	9710	
10	64	JOE DIFFERENT/Always	9710	
9	65	JOE DIFFERENT/Always	9710	
8	66	JOE DIFFERENT/Always	9710	
7	67	JOE DIFFERENT/Always	9710	
6	68	JOE DIFFERENT/Always	9710	
5	69	JOE DIFFERENT/Always	9710	
4	70	JOE DIFFERENT/Always	9710	
3	71	JOE DIFFERENT/Always	9710	
2	72	JOE DIFFERENT/Always	9710	
1	73	JOE DIFFERENT/Always	9710	

MARKET #5

WKUT Philadelphia
Infinity
(610) 667-9000
Monday-Friday
12+ Cume 485,000

92.5 WXTO
Country

PLAYS

18	76	ARRESTED	91	8960
39	35	CHUCK BROCKING	13060	
38	36	LONGMAN/What About Now	12730	
37	37	LIE ANN WOMBACK/Hope You Dance	11930	
36	38	REBA MCKENTRETT/It's About Love	11640	
35	39	JACKSONVILLE/Innocent	10730	
34	40	SHANE AND JERRY/You're My Home	10360	
33	41	ERIC HICKS/When You're Gone	10300	
32	42	ALAN JACKSON/Just Love	9710	
31	43	TAM MCGRAW/Some Things Never	9710	
30	44	JOE DIFFERENT/Always	9710	
29	45	JOE DIFFERENT/Always	9710	
28	46	JOE DIFFERENT/Always	9710	
27	47	JOE DIFFERENT/Always	9710	
26	48	JOE DIFFERENT/Always	9710	
25	49	JOE DIFFERENT/Always	9710	
24	50	JOE DIFFERENT/Always	9710	
23	51	JOE DIFFERENT/Always	9710	
22	52	JOE DIFFERENT/Always	9710	
21	53	JOE DIFFERENT/Always	9710	
20	54	JOE DIFFERENT/Always	9710	
19	55	JOE DIFFERENT/Always	9710	
18	56	JOE DIFFERENT/Always	9710	
17	57	JOE DIFFERENT/Always	9710	
16	58	JOE DIFFERENT/Always	9710	
15	59	JOE DIFFERENT/Always	9710	
14	60	JOE DIFFERENT/Always	9710	
13	61	JOE DIFFERENT/Always	9710	
12	62	JOE DIFFERENT/Always	9710	
11	63	JOE DIFFERENT/Always	9710	
10	64	JOE DIFFERENT/Always	9710	
9	65	JOE DIFFERENT/Always	9710	
8	66	JOE DIFFERENT/Always	9710	
7	67	JOE DIFFERENT/Always	9710	
6	68	JOE DIFFERENT/Always	9710	
5	69	JOE DIFFERENT/Always	9710	
4	70	JOE DIFFERENT/Always	9710	
3	71	JOE DIFFERENT/Always	9710	
2	72	JOE DIFFERENT/Always	9710	
1	73	JOE DIFFERENT/Always	9710	

MARKET #6

KPIX Dallas-Ft. Worth
Suspect/Man
(214) 526-2400
Philly/Man
12+ Cume 829,186

99.5
the wolf

PLAYS

18	76	ARRESTED	91	8960
39	35	CHUCK BROCKING	13060	
38	36	LONGMAN/What About Now	12730	
37	37	LIE ANN WOMBACK/Hope You Dance	11930	
36	38	REBA MCKENTRETT/It's About Love	11640	
35	39	JACKSONVILLE/Innocent	10730	
34	40	SHANE AND JERRY/You're My Home	10360	
33	41	ERIC HICKS/When You're Gone	10300	
32	42	ALAN JACKSON/Just Love	9710	
31	43	TAM MCGRAW/Some Things Never	9710	
30	44	JOE DIFFERENT/Always	9710	
29	45	JOE DIFFERENT/Always	9710	
28	46	JOE DIFFERENT/Always	9710	
27	47	JOE DIFFERENT/Always	9710	
26	48	JOE DIFFERENT/Always	9710	
25	49	JOE DIFFERENT/Always	9710	
24	50	JOE DIFFERENT/Always	9710	
23	51	JOE DIFFERENT/Always	9710	
22	52	JOE DIFFERENT/Always	9710	
21	53	JOE DIFFERENT/Always	9710	
20	54	JOE DIFFERENT/Always	9710	
19	55	JOE DIFFERENT/Always	9710	
18	56	JOE DIFFERENT/Always	9710	
17	57	JOE DIFFERENT/Always	9710	
16	58	JOE DIFFERENT/Always	9710	
15	59	JOE DIFFERENT/Always	9710	
14	60	JOE DIFFERENT/Always	9710	
13	61	JOE DIFFERENT/Always	9710	
12	62	JOE DIFFERENT/Always	9710	
11	63	JOE DIFFERENT/Always	9710	
10	64	JOE DIFFERENT/Always	9710	
9	65	JOE DIFFERENT/Always	9710	
8	66	JOE DIFFERENT/Always	9710	
7	67	JOE DIFFERENT/Always	9710	
6	68	JOE DIFFERENT/Always	9710	
5	69	JOE DIFFERENT/Always	9710	
4	70	JOE DIFFERENT/Always	9710	
3	71	JOE DIFFERENT/Always	9710	
2	72	JOE DIFFERENT/Always	9710	
1	73	JOE DIFFERENT/Always	9710	

MARKET #7

KSCS Dallas-Ft. Worth
ABC
(817) 645-1983
James O'Brien
12+ Cume 478,900

96.3
KSCS

PLAYS

18	76	ARRESTED	91	8960
39	35	CHUCK BROCKING	13060	
38	36	LONGMAN/What About Now	12730	
37	37	LIE ANN WOMBACK/Hope You Dance	11930	
36	38	REBA MCKENTRETT/It's About Love	11640	
35	39	JACKSONVILLE/Innocent	10730	
34	40	SHANE AND JERRY/You're My Home	10360	
33	41	ERIC HICKS/When You're Gone	10300	
32	42	ALAN JACKSON/Just Love	9710	
31	43	TAM MCGRAW/Some Things Never	9710	
30	44	JOE DIFFERENT/Always	9710	
29	45	JOE DIFFERENT/Always	9710	
28	46	JOE DIFFERENT/Always	9710	
27	47	JOE DIFFERENT/Always	971	

Country Playlists

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

MARKET #25

KUPV/Portland, OR
Infinity
(503) 253-9000
Radio Tower
12+ Curve 253.888



PL#	ARTIST/TITLE	SI	9888
30	LEE ANN WORMACKI Hope You Dance	3424	
31	ALAN JACKSON Must Be Love	3472	
32	TRACY LARSEN'S Love	3520	
33	CLAY DARRISON Unconditional	3568	
34	DMC BROOKS/You're My Favorite	3616	
35	ALAN JACKSON Must Be Love	3664	
36	FAITH HILL Brandy	3712	
37	CLAY DARRISON Unconditional	3760	
38	ALAN JACKSON Must Be Love	3808	
39	TRACY LARSEN'S Love	3856	
40	LEE ANN WORMACKI Hope You Dance	3904	
41	ALAN JACKSON Must Be Love	3952	
42	TRACY LARSEN'S Love	4000	
43	CLAY DARRISON Unconditional	4048	
44	DMC BROOKS/You're My Favorite	4096	
45	ALAN JACKSON Must Be Love	4144	
46	FAITH HILL Brandy	4192	
47	CLAY DARRISON Unconditional	4240	
48	ALAN JACKSON Must Be Love	4288	
49	TRACY LARSEN'S Love	4336	
50	LEE ANN WORMACKI Hope You Dance	4384	
51	ALAN JACKSON Must Be Love	4432	
52	TRACY LARSEN'S Love	4480	
53	CLAY DARRISON Unconditional	4528	
54	DMC BROOKS/You're My Favorite	4576	
55	ALAN JACKSON Must Be Love	4624	
56	FAITH HILL Brandy	4672	
57	CLAY DARRISON Unconditional	4720	
58	ALAN JACKSON Must Be Love	4768	
59	TRACY LARSEN'S Love	4816	
60	LEE ANN WORMACKI Hope You Dance	4864	
61	ALAN JACKSON Must Be Love	4912	
62	TRACY LARSEN'S Love	4960	
63	CLAY DARRISON Unconditional	5008	
64	DMC BROOKS/You're My Favorite	5056	
65	ALAN JACKSON Must Be Love	5104	
66	FAITH HILL Brandy	5152	
67	CLAY DARRISON Unconditional	5200	
68	ALAN JACKSON Must Be Love	5248	
69	TRACY LARSEN'S Love	5296	
70	LEE ANN WORMACKI Hope You Dance	5344	
71	ALAN JACKSON Must Be Love	5392	
72	TRACY LARSEN'S Love	5440	
73	CLAY DARRISON Unconditional	5488	
74	DMC BROOKS/You're My Favorite	5536	
75	ALAN JACKSON Must Be Love	5584	
76	FAITH HILL Brandy	5632	
77	CLAY DARRISON Unconditional	5680	
78	ALAN JACKSON Must Be Love	5728	
79	TRACY LARSEN'S Love	5776	
80	LEE ANN WORMACKI Hope You Dance	5824	
81	ALAN JACKSON Must Be Love	5872	
82	TRACY LARSEN'S Love	5920	
83	CLAY DARRISON Unconditional	5968	
84	DMC BROOKS/You're My Favorite	6016	
85	ALAN JACKSON Must Be Love	6064	
86	FAITH HILL Brandy	6112	
87	CLAY DARRISON Unconditional	6160	
88	ALAN JACKSON Must Be Love	6208	
89	TRACY LARSEN'S Love	6256	
90	LEE ANN WORMACKI Hope You Dance	6304	
91	ALAN JACKSON Must Be Love	6352	
92	TRACY LARSEN'S Love	6400	
93	CLAY DARRISON Unconditional	6448	
94	DMC BROOKS/You're My Favorite	6496	
95	ALAN JACKSON Must Be Love	6544	
96	FAITH HILL Brandy	6592	
97	CLAY DARRISON Unconditional	6640	
98	ALAN JACKSON Must Be Love	6688	
99	TRACY LARSEN'S Love	6736	
100	LEE ANN WORMACKI Hope You Dance	6784	

MARKET #26

KWJZ/Portland, OR
Infinity
(503) 278-4383
Montgomery
12+ Curve 278.888



PL#	ARTIST/TITLE	SI	9888
33	LONG STRAY/You're My Favorite	4248	
34	ERIC HEEBNER/You're My Favorite	4296	
35	ALAN JACKSON Must Be Love	4344	
36	TRACY LARSEN'S Love	4392	
37	CLAY DARRISON Unconditional	4440	
38	DMC BROOKS/You're My Favorite	4488	
39	ALAN JACKSON Must Be Love	4536	
40	FAITH HILL Brandy	4584	
41	CLAY DARRISON Unconditional	4632	
42	DMC BROOKS/You're My Favorite	4680	
43	ALAN JACKSON Must Be Love	4728	
44	FAITH HILL Brandy	4776	
45	CLAY DARRISON Unconditional	4824	
46	DMC BROOKS/You're My Favorite	4872	
47	ALAN JACKSON Must Be Love	4920	
48	FAITH HILL Brandy	4968	
49	CLAY DARRISON Unconditional	5016	
50	DMC BROOKS/You're My Favorite	5064	
51	ALAN JACKSON Must Be Love	5112	
52	FAITH HILL Brandy	5160	
53	CLAY DARRISON Unconditional	5208	
54	DMC BROOKS/You're My Favorite	5256	
55	ALAN JACKSON Must Be Love	5304	
56	FAITH HILL Brandy	5352	
57	CLAY DARRISON Unconditional	5400	
58	DMC BROOKS/You're My Favorite	5448	
59	ALAN JACKSON Must Be Love	5496	
60	FAITH HILL Brandy	5544	
61	CLAY DARRISON Unconditional	5592	
62	DMC BROOKS/You're My Favorite	5640	
63	ALAN JACKSON Must Be Love	5688	
64	FAITH HILL Brandy	5736	
65	CLAY DARRISON Unconditional	5784	
66	DMC BROOKS/You're My Favorite	5832	
67	ALAN JACKSON Must Be Love	5880	
68	FAITH HILL Brandy	5928	
69	CLAY DARRISON Unconditional	5976	
70	DMC BROOKS/You're My Favorite	6024	
71	ALAN JACKSON Must Be Love	6072	
72	FAITH HILL Brandy	6120	
73	CLAY DARRISON Unconditional	6168	
74	DMC BROOKS/You're My Favorite	6216	
75	ALAN JACKSON Must Be Love	6264	
76	FAITH HILL Brandy	6312	
77	CLAY DARRISON Unconditional	6360	
78	DMC BROOKS/You're My Favorite	6408	
79	ALAN JACKSON Must Be Love	6456	
80	FAITH HILL Brandy	6504	
81	CLAY DARRISON Unconditional	6552	
82	DMC BROOKS/You're My Favorite	6600	
83	ALAN JACKSON Must Be Love	6648	
84	FAITH HILL Brandy	6696	
85	CLAY DARRISON Unconditional	6744	
86	DMC BROOKS/You're My Favorite	6792	
87	ALAN JACKSON Must Be Love	6840	
88	FAITH HILL Brandy	6888	
89	CLAY DARRISON Unconditional	6936	
90	DMC BROOKS/You're My Favorite	6984	
91	ALAN JACKSON Must Be Love	7032	
92	FAITH HILL Brandy	7080	
93	CLAY DARRISON Unconditional	7128	
94	DMC BROOKS/You're My Favorite	7176	
95	ALAN JACKSON Must Be Love	7224	
96	FAITH HILL Brandy	7272	
97	CLAY DARRISON Unconditional	7320	
98	DMC BROOKS/You're My Favorite	7368	
99	ALAN JACKSON Must Be Love	7416	
100	FAITH HILL Brandy	7464	

MARKET #27

WJZZ/Columbus, OH
Infinity
(614) 721-1000
Canaan/Columbus Station
12+ Curve 278.888



PL#	ARTIST/TITLE	SI	9888
41	LEE ANN WORMACKI Hope You Dance	4248	
42	ERIC HEEBNER/You're My Favorite	4296	
43	ALAN JACKSON Must Be Love	4344	
44	TRACY LARSEN'S Love	4392	
45	CLAY DARRISON Unconditional	4440	
46	DMC BROOKS/You're My Favorite	4488	
47	ALAN JACKSON Must Be Love	4536	
48	FAITH HILL Brandy	4584	
49	CLAY DARRISON Unconditional	4632	
50	DMC BROOKS/You're My Favorite	4680	
51	ALAN JACKSON Must Be Love	4728	
52	FAITH HILL Brandy	4776	
53	CLAY DARRISON Unconditional	4824	
54	DMC BROOKS/You're My Favorite	4872	
55	ALAN JACKSON Must Be Love	4920	
56	FAITH HILL Brandy	4968	
57	CLAY DARRISON Unconditional	5016	
58	DMC BROOKS/You're My Favorite	5064	
59	ALAN JACKSON Must Be Love	5112	
60	FAITH HILL Brandy	5160	
61	CLAY DARRISON Unconditional	5208	
62	DMC BROOKS/You're My Favorite	5256	
63	ALAN JACKSON Must Be Love	5304	
64	FAITH HILL Brandy	5352	
65	CLAY DARRISON Unconditional	5400	
66	DMC BROOKS/You're My Favorite	5448	
67	ALAN JACKSON Must Be Love	5496	
68	FAITH HILL Brandy	5544	
69	CLAY DARRISON Unconditional	5592	
70	DMC BROOKS/You're My Favorite	5640	
71	ALAN JACKSON Must Be Love	5688	
72	FAITH HILL Brandy	5736	
73	CLAY DARRISON Unconditional	5784	
74	DMC BROOKS/You're My Favorite	5832	
75	ALAN JACKSON Must Be Love	5880	
76	FAITH HILL Brandy	5928	
77	CLAY DARRISON Unconditional	5976	
78	DMC BROOKS/You're My Favorite	6024	
79	ALAN JACKSON Must Be Love	6072	
80	FAITH HILL Brandy	6120	
81	CLAY DARRISON Unconditional	6168	
82	DMC BROOKS/You're My Favorite	6216	
83	ALAN JACKSON Must Be Love	6264	
84	FAITH HILL Brandy	6312	
85	CLAY DARRISON Unconditional	6360	
86	DMC BROOKS/You're My Favorite	6408	
87	ALAN JACKSON Must Be Love	6456	
88	FAITH HILL Brandy	6504	
89	CLAY DARRISON Unconditional	6552	
90	DMC BROOKS/You're My Favorite	6600	
91	ALAN JACKSON Must Be Love	6648	
92	FAITH HILL Brandy	6696	
93	CLAY DARRISON Unconditional	6744	
94	DMC BROOKS/You're My Favorite	6792	
95	ALAN JACKSON Must Be Love	6840	
96	FAITH HILL Brandy	6888	
97	CLAY DARRISON Unconditional	6936	
98	DMC BROOKS/You're My Favorite	6984	
99	ALAN JACKSON Must Be Love	7032	
100	FAITH HILL Brandy	7080	

MARKET #28

WYZZ/Cincinnati
Infinity
(513) 721-1000
Marshall/Peter Gerard
12+ Curve 288.888



PL#	ARTIST/TITLE	SI	9888
41	LEE ANN WORMACKI Hope You Dance	4248	
42	ERIC HEEBNER/You're My Favorite	4296	
43	ALAN JACKSON Must Be Love	4344	
44	TRACY LARSEN'S Love	4392	
45	CLAY DARRISON Unconditional	4440	
46	DMC BROOKS/You're My Favorite	4488	
47	ALAN JACKSON Must Be Love	4536	
48	FAITH HILL Brandy	4584	
49	CLAY DARRISON Unconditional	4632	
50	DMC BROOKS/You're My Favorite	4680	
51	ALAN JACKSON Must Be Love	4728	
52	FAITH HILL Brandy	4776	
53	CLAY DARRISON Unconditional	4824	
54	DMC BROOKS/You're My Favorite	4872	
55	ALAN JACKSON Must Be Love	4920	
56	FAITH HILL Brandy	4968	
57	CLAY DARRISON Unconditional	5016	
58	DMC BROOKS/You're My Favorite	5064	
59	ALAN JACKSON Must Be Love	5112	
60	FAITH HILL Brandy	5160	
61	CLAY DARRISON Unconditional	5208	
62	DMC BROOKS/You're My Favorite	5256	
63	ALAN JACKSON Must Be Love	5304	
64	FAITH HILL Brandy	5352	
65	CLAY DARRISON Unconditional	5400	
66	DMC BROOKS/You're My Favorite	5448	
67	ALAN JACKSON Must Be Love	5496	
68	FAITH HILL Brandy	5544	
69	CLAY DARRISON Unconditional	5592	
70	DMC BROOKS/You're My Favorite	5640	
71	ALAN JACKSON Must Be Love	5688	
72	FAITH HILL Brandy	5736	
73	CLAY DARRISON Unconditional	5784	
74	DMC BROOKS/You're My Favorite	5832	
75	ALAN JACKSON Must Be Love	5880	
76	FAITH HILL Brandy	5928	
77	CLAY DARRISON Unconditional	5976	
78	DMC BROOKS/You're My Favorite	6024	
79	ALAN JACKSON Must Be Love	6072	
80	FAITH HILL Brandy	6120	
81	CLAY DARRISON Unconditional	6168	
82	DMC BROOKS/You're My Favorite	6216	
83	ALAN JACKSON Must Be Love	6264	
84	FAITH HILL Brandy	6312	
85	CLAY DARRISON Unconditional	6360	
86	DMC BROOKS/You're My Favorite	6408	
87	ALAN JACKSON Must Be Love	6456	
88	FAITH HILL Brandy	6504	
89	CLAY DARRISON Unconditional	6552	
90	DMC BROOKS/You're My Favorite	6600	
91	ALAN JACKSON Must Be Love	6648	
92	FAITH HILL Brandy	6696	
93	CLAY DARRISON Unconditional	6744	
94	DMC BROOKS/You're My Favorite	6792	
95	ALAN JACKSON Must Be Love	6840	
96	FAITH HILL Brandy	6888	
97	CLAY DARRISON Unconditional	6936	
98	DMC BROOKS/You're My Favorite	6984	
99	ALAN JACKSON Must Be Love	7032	
100	FAITH HILL Brandy	7080	

MARKET #29

KRTV/San Jose
Infinity
(408) 293-8000
Stevens/Castro
12+ Curve 292.888



PL#	ARTIST/TITLE	SI	9888
41	LEE ANN WORMACKI Hope You Dance	4248	
42	ERIC HEEBNER/You're My Favorite	4296	
43	ALAN JACKSON Must Be Love	4344	
44	TRACY LARSEN'S Love	4392	
45	CLAY DARRISON Unconditional	4440	
46	DMC BROOKS/You're My Favorite	4488	
47	ALAN JACKSON Must Be Love	4536	
48	FAITH HILL Brandy	4584	
49	CLAY DARRISON Unconditional	4632	
50	DMC BROOKS/You're My Favorite	4680	
51	ALAN JACKSON Must Be Love	4728	
52	FAITH HILL Brandy	4776	
53	CLAY DARRISON Unconditional	4824	
54	DMC BROOKS/You're My Favorite	4872	
55	ALAN JACKSON Must Be Love	4920	
56	FAITH HILL Brandy	4968	
57	CLAY DARRISON Unconditional	5016	
58	DMC BROOKS/You're My Favorite	5064	
59	ALAN JACKSON Must Be Love	5112	
60	FAITH HILL Brandy	5160	
61	CLAY DARRISON Unconditional	5208	
62	DMC BROOKS/You're My Favorite	5256	
63	ALAN JACKSON Must Be Love	5304	
64	FAITH HILL Brandy	5352	
65	CLAY DARRISON Unconditional	5400	
66	DMC BROOKS/You're My Favorite	5448	
67	ALAN JACKSON Must Be Love	5496	
68	FAITH HILL Brandy	5544	
69	CLAY DARRISON Unconditional	5592	
70	DMC BROOKS/You're My Favorite	5640	
71	ALAN JACKSON Must Be Love	5688	
72	FAITH HILL Brandy	5736	
73	CLAY DARRISON Unconditional	5784	
74	DMC BROOKS/You're My Favorite	5832	
75	ALAN JACKSON Must Be Love	5880	
76	FAITH HILL Brandy	5928	
77	CLAY DARRISON Unconditional	5976	
78	DMC BROOKS/You're My Favorite	6024	
79	ALAN JACKSON Must Be Love	6072	
80	FAITH HILL Brandy	6120	
81	CLAY DARRISON Unconditional	6	



MIKE KINOSHIAN
mkinosax@rronline.com

Test Your Marketing IQ

■ Tony Quin on why TV is still a best bet

Even with the advent of so many new and cutting-edge marketing options, many ACs and Hot ACs still depend on a reliable old standby, television. IQ Television Group President **Tony Quin** was raised in the advertising business. He began his marketing career at ABC in 1981 and launched Atlanta-based IQ in 1995. This week he discusses television's viability as a marketing tool for radio.

R&R: You say that television advertising is still popular among radio stations because nothing better has come along.

TQ: If radio could use radio, that would probably be better. Television is still the only medium where you can give people the emotional experience of the product. Radio is an emotional, rather than an analytical, purchase.

If you're buying a computer, you evaluate RAM, hard drive and many other different things, but it's not a pressing need to change or find the right radio station. It's more a culmination of emotional influences that leads you to make an almost impulsive decision.

R&R: What marketing-related changes have you seen in the last few years?

TQ: In order to have a viable format in a market, you must continue being important to the audience. The Internet, movies, magazines and television are all trying to take a piece of the limited amount of time a person has for leisure activities. Radio needs to keep itself fresh and important.

R&R: What impact, if any, has consolidation had?

TQ: The biggest change is a dawning recognition that stations have to sell the format and have to sell the benefits of their product rather than just selling against the guy across the street. Marketing used to be about two ACs duking it out. It's now about holding onto the pie in general. The audience doesn't care how many stations one group owns in a particular market.

R&R: How do you rate ACs, Hot ACs and Pop/Alternatives in their ability to use television as a marketing tool?

TQ: Marketing for ACs, in general, has always been more important than for other formats. Especially with Soft AC, the nature of the product has tended not to be a driving part of a listener's life. In order to get sufficiently high awareness and be top-of-mind for Arbitron, marketing has been essential.

Viacom was AC's most successful radio group for years. They were also the most aggressive marketers in the



Tony Quin

country. There was a direct relationship between the two. To some degree, [former Viacom Radio Division President] Bill Figenshu wrote the book on using television for AC marketing.

In the past you could take the last page of a research study and have a spokesperson read it, and that would be sufficient to get results, especially with 400 points a

week. It doesn't work these days, however, and 400 points costs an impossible amount of money. The creative environment for television commercials is far more competitive. A radio station advertising on television, in and of itself, won't do the job. The creative, emotional impact of a spot is fundamental to its success.

R&R: What do you do with radio station marketing?

TQ: We try to create a set of emotional influences and, at some point, we'll hit a trigger that causes a change in behavior patterns. We can often artificially create that trigger by tactical marketing, which is usually some form of contesting. You essentially ask for a behavior change, and the reward is something other than the product. That's because the product's benefits aren't immediate or important enough at that particular moment to get someone to make a behavior change.

R&R: Describe your AC "Jan" campaign, which is being used in about 35 markets.

TQ: It's a series of 15 different commercials and is targeted at in-office listening. What we tried to do is deliver a straightforward message with clear music positioning, which is critical in AC. At the same time we wanted to wrap it creatively so it would be memorable and cut through. KOIT/San Francisco was instrumental in developing that campaign and has been using it for years. People turn off mentally to "adspeak," so there isn't any in the scripts.

This commercial was originally designed for WMXV/New York as a counter to crosstown soft AC WLTW. It was a very powerful attack. A woman was having lunch at her desk and saying that she didn't mind lite cheese and lite dressing, but lite radio

was really boring. You can't do anything more head-to-head than that. The day it was meant to go on was the day WLTW and WMXV became sister AMFM stations. Guess what got killed immediately? The same approach was used in Chicago by WNNB against WLIT this past book.

R&R: You just mentioned being memorable and the importance of a spot cutting through. How does a spot stand out?

TQ: It's very simple. People think you need the most incredibly expensive special effects. In fact, special effects have hardly any emotional impact. Standing out is about coming from an unexpected place.

Thirty seconds is a very short time to make an impression. If it sounds

"An AC without effective marketing is like a three-legged chair. It may be able to survive a book or two, but it's guaranteed to fall over. It all catches up with you."

like you're trying to sell something, people immediately go into resistance mode. Part of the trick is to quickly worm your way into the right place in a viewer's consciousness. I try to avoid saying what I'm selling in the first few seconds. That's the time I have to get people to pay attention. They switch off mentally the moment they know they're being sold something.

The first job for any music station is make sure the audience knows what you do for a living. That's often about defining your music, which can be extraordinarily difficult in AC.

R&R: IQ, Filmhouse, Guerrilla, Chuck Blore, Rosler, Bob Michelson and some others produce great spots for radio stations. How frustrating is

"If it sounds like you're trying to sell something people immediately go into resistance mode. Part of the trick is to quickly worm your way into the right place in a viewer's consciousness. I try to avoid saying what I'm selling in the first few seconds."

it when a station buys your spot but doesn't back it up with sufficient placement and frequency?

TQ: I once was a media buyer at Leo Burnett in Chicago, so I know that side of the business pretty well. Unfortunately, it's out of our control. If people ask us, we'll tell them what we think. Regardless of how many points they put behind it, we get blamed if a campaign doesn't work. But television has become dramatically more expensive and, in many ways, more difficult to buy.

An AC without effective marketing is like a three-legged chair. It may be able to survive a book or two, but it's guaranteed to fall over. It all catches up with you. AC — and any other 25-54 format — needs to be aggressive with marketing. If your station emphasizes 18-24s, you can sometimes get away without it because of the way kids consume life. Stations that target 45+ also do less marketing because of audience dynamics. But that center group is very marketing-driven.

R&R: Understanding that this will be a biased answer, why should stations market with television?

TQ: If you think about it, there really aren't that many terrific choices. Outdoor is wonderful to reinforce other media, but as a medium on its own, it's not particularly intrusive and can't effectively communicate a concept. It's best to act as a trigger. Print has never been much of a medium for radio.

That pretty much leaves direct mail and, to some degree, telemarketing. The blush is a little off the rose with telemarketing. It's limited and terribly expensive — usually around \$5 or \$6 dollars per captured name.

R&R: Speaking of price, how cost-effective is television?

TQ: Radio people tend to be spoiled. The average national television commercial costs close to \$400,000; the average decent local TV commercial is in excess of \$100,000. There's a fair amount of equipment, time, effort and people involved in this stuff. Since we syndicate a lot of concepts, we manage to keep costs low, but I don't think many radio people appreciate it. Without the benefit of these options they'd be paying a lot more. If a local radio station doesn't look as good in its advertising as the biggest media option being marketed, it's not in the running for somebody's time.

R&R: What does your typical spot cost?

TQ: Syndicated spots vary by mar-

ket size, but custom production what it is. There's nothing we can about that. We also try "gang" spots together, where we shoot two three a day. We are able to charge people less that way.

R&R: What does a station get for its package?

TQ: We try to provide at least :30s and a couple of :10s. Everything's licensed for a year, so stations get their money's worth.

R&R: Since it costs less, do more stations lean toward syndication rather than custom spots?

TQ: We have 200 syndicated campaigns in our library and over 2000 cataloged spots in our database. I can go back and use material to make a custom campaign from existing material and sell it at a syndical price. We don't have to bring in 2 person crews.

R&R: What's better, film or videotape?

TQ: We never put any videotape on television. Videotape looks cheap and local. There are distinct differences to the quality of the look, but it's also the way people perceive it.

R&R: Do you do campaigns anything other than radio stations?

TQ: Very little.

R&R: Anything noteworthy? Stations to consider as they plan the fall book?

TQ: There's actually a unique situation with the election and the Olympics. I've been told that there's five to six times more political money ever before to be spent on television. A political advertiser can come in any time and get the lowest rate per in the last 45 days and bump out all one else. The key political weeks are the beginning of October through the first of November.

If a radio station has its 300-point-a-week schedule on, and half of it got bumped to the end of November, might as well destroy what's left. If you're not doing it right, don't do it at all. Be ready to risk the effectiveness of the entire schedule, or pay a premium to have your spots at a nonbumpable rate.

Our answer to that is a direct-mail campaign. Using the same mailing list as Arbitron, and for the same amount of money as a television campaign we can mail 70% or better of all the people in that database. The direct mail return is 3%-6%; radio direct mail is more like 12%-15%. Q Vid-Packs are getting a 60% return. It's a very powerful tool, and if ever there were a time that it makes sense it's this fall.

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GOING FOR ADDS JULY 31ST

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— Los Angeles Times, May 2000

"The first great album of the new millennium."

— Entertainment Weekly

"Lynne is a true original. ★ ★ ★ 1/2 "

— Rolling Stone

"Shelby Lynne is this year's Macy Gray."

— Seattle Times

"Shrewd and original."

— The New York Times, January 2000

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Management: Betty Bottrell for She Knows Management

R&R AC Top 30

July 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE (LABEL/S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (M)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	FAITH HILL Breathe (Warner Bros.)	2541	-23	315707	28	111/0
2	2	MARC ANTHONY You Sang To Me (Columbia)	2398	-78	297680	23	113/1
3	3	LEANN RIMES I Need You (Sparrow/Curb/Capitol)	2348	-22	232277	18	111/0
4	4	DON HENLEY Taking You Home (Warner Bros.)	2325	-15	250388	13	109/0
5	5	LONESTAR Amazed (BNA/RLG)	2104	-20	252573	45	110/0
6	6	CHRISTINA AGUILERA I Turn To You (RCA)	1965	+64	242094	13	105/1
7	7	BACKSTREET BOYS Show Me The Meaning Of... (Jive)	1748	-65	202108	27	103/0
8	8	SAVAGE GARDEN I Knew I Loved You (Columbia)	1739	-91	217508	41	109/0
9	9	CELINE DION That's The Way It Is (550 Music/Epic)	1536	+1	202897	38	106/0
10	10	SAVAGE GARDEN Crash And Burn (Columbia)	1517	+47	144678	18	96/0
11	11	W. HOUSTON & E. IGLESIAS Could I Have This Kiss Forever (Arista)	1484	-22	168465	10	103/1
12	12	BRIAN MCKNIGHT Back At One (Motown/Universal)	1484	-93	188987	32	96/0
13	13	ELTON JOHN Someday Out Of The Blue (DreamWorks)	1232	-154	166233	23	97/0
14	14	PHIL COLLINS You'll Be In My Heart (Hollywood)	1199	+37	160912	67	96/1
15	15	LARA FABIAN I Will Love Again (Columbia)	1146	+85	156272	10	96/4
16	16	CELINE DION I Want You To Need Me (550 Music/Epic)	1055	-146	126711	15	96/0
17	17	SANTANA F/ROB THOMAS Smooth (Arista)	839	+36	142723	38	47/2
18	18	MACY GRAY I Try (Epic)	753	-45	93296	17	54/0
19	19	SARAH MCLACHLAN I Will Remember You (Arista)	713	+57	105327	69	87/1
20	20	98 DEGREES I Do (Cherish You) (Universal)	694	-80	83956	47	82/0
21	21	BACKSTREET BOYS The One (Jive)	693	+39	90672	7	63/1
22	22	SASHA If You Believe (Reprise)	561	+30	39954	9	66/0
23	23	MARK SCHULTZ He's My Son (Word/Epic)	526	+46	48610	6	65/1
24	24	JON SECADA Stop (550 Music/Epic)	432	+54	61944	4	54/3
25	25	WESTLIFE Swear It Again (Arista)	378	-62	32757	15	41/0
26	26	DAVE KOZ Know You By Heart (Capitol)	330	-39	31236	11	53/0
27	27	SUZY K.W./DONNY OSMOND Now I Know (Vellum)	328	+18	25445	5	51/3
28	28	JESSICA SIMPSON I Think I'm In Love With You (Columbia)	292	+76	28355	1	41/5
29	29	ENRIQUE IGLESIAS Be With You (Interscope)	278	+19	78539	3	22/3
30	30	JOHN MELLENCAMP Yours Forever (Sony Classical/Columbia)	272	+52	17456	1	31/0



114 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 7/16-Saturday 7/22. 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

BSMAK Back Here (Hollywood)
Total Plays: 266, Total Stations: 38, Adds: 10
MARTINA MCBRIDE There You Are (RCA)
Total Plays: 236, Total Stations: 48, Adds: 48
JOE I Wanna Know (Jive)
Total Plays: 229, Total Stations: 38, Adds: 8
STING Desert Rose (A&M/Interscope)
Total Plays: 228, Total Stations: 21, Adds: 5
CARLY SIMON So Many Stars (Arista)
Total Plays: 139, Total Stations: 23, Adds: 1
JANIS IAN Jolene (Windham Hill)
Total Plays: 138, Total Stations: 24, Adds: 0
KENNY ROGERS Buy Me A Rose (Dreamcatcher)
Total Plays: 138, Total Stations: 18, Adds: 1

K.D. LANG Summerfling (Warner Bros.)
Total Plays: 123, Total Stations: 25, Adds: 2
MANDY MOORE I Wanna Be With You (550 Music/Epic)
Total Plays: 107, Total Stations: 12, Adds: 2
JIM BRICKMAN The Love I Found In You (Windham Hill)
Total Plays: 88, Total Stations: 54, Adds: 52
TIM JAMES I'll Be Your Secret (C2/Columbia)
Total Plays: 75, Total Stations: 12, Adds: 0
SOLEIL MOON Never Say Goodbye (MFO)
Total Plays: 50, Total Stations: 17, Adds: 6
MICHAEL ENGLISH Heaven To Earth (Curb)
Total Plays: 50, Total Stations: 12, Adds: 3
ROXETTE Wish I Could Fly (Edel America)
Total Plays: 40, Total Stations: 19, Adds: 18

Songs ranked by total plays

Most Added.

ARTIST TITLE (LABEL/S)	ADDS
JIM BRICKMAN The Love I Found In You (Windham Hill)	52
MARTINA MCBRIDE There You Are (RCA)	48
ROXETTE Wish I Could Fly (Edel America)	18
BSMAK Back Here (Hollywood)	18
JOE I Wanna Know (Jive)	8
EVAN AND JARON Crazy For This Girl (Columbia)	7
JENNIFER PAIGE Beautiful (Centropolis/Hollywood)	7
SOLEIL MOON Never Say Goodbye (MFO)	6
LEE ANN WOMACK I Hope You Dance (MCA/Universal)	5
JESSICA SIMPSON I Think I'm In Love... (Columbia)	5
STING Desert Rose (A&M/Interscope)	5

Most Increased Plays

ARTIST TITLE (LABEL/S)	TOTAL PLAY INCREASE
MARTINA MCBRIDE There You Are (RCA)	+171
BSMAK Back Here (Hollywood)	+108
LARA FABIAN I Will Love Again (Columbia)	+85
JESSICA SIMPSON I Think I'm In Love... (Columbia)	+78
CHRISTINA AGUILERA I Turn To You (RCA)	+54
EDWIN MCCAIN I Could Not Ask For More (Lava/Atlantic)	+41
SHANIA TWAIN From This Moment On (Mercury/DUMG)	+41
SARAH MCLACHLAN I Will Remember You (Arista)	+37
JON SECADA Stop (550 Music/Epic)	+34
ROBBIE WILLIAMS Angels (Capitol)	+32

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.

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ARBITRON Fall 1999. May-June 1999. #1 ratings based on Women 25-54. Weekly curve based on Adults 12+. Subject to limitations printed herein.

Most Played Recurrents

BACKSTREET BOYS I Want It That Way (Jive)

EDWIN MCCAIN I Could Not Ask For More (Lava/Atlantic)

SHANIA TWAIN From This Moment On (Mercury/IDJMG)

98 DEGREES The Hardest Thing (Universal)

'N SYNC (God Must Have Spent) A Little More Time On You (RCA)

CHER Believe (Warner Bros.)

FAITH HILL This Kiss (Warner Bros.)

SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)

PHIL COLLINS True Colors (Atlantic)

'N SYNC w/GLORIA ESTEFAN Music Of My Heart (Epic)

MARC ANTHONY I Need To Know (Columbia)

NATALIE IMBRUGLIA Tom (RCA)

AEROSMITH I Don't Want To Miss A Thing (Columbia)

RICKY MARTIN She's All I Ever Had (C2/Columbia)

BACKSTREET BOYS All I Have To Give (Jive)

SHANIA TWAIN You've Got A Way (Mercury/IDJMG)

ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope)

SHANIA TWAIN Man! I Feel Like A Woman! (Mercury/IDJMG)

SHANIA TWAIN That Don't Impress Me Much (Mercury/IDJMG)

'N SYNC Bye Bye Bye (Jive)

AC Going For Adds 7/31/00

SHELBY LYNNE Gotta Get Back (Island/IDJMG)

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 Mike Kinoshian:
10100 Santa Monica Blvd.,
5th Floor, Los Angeles, CA 90067

TUNED-IN AC

RSR/MEDIABASE 24/7

KTSM/EI Paso, TX

3am

ATLANTIC STARR Always
LARA FABIAN I Will Love Again
GENESIS Hold On My Heart
MARVIN GAYE Let's Get It On
GEORGE MICHAEL One More Try
98 DEGREES The Hardest Thing
SADE Smooth Operator
COMMODORES Three Times A Lady
LONESTAR Amazed
TONI BRAXTON Another Sad Love Song
STYX Babe
DENIECE WILLIAMS Let's Hear It For The Boy
SANTANA / **ROB THOMAS** Smooth

11am

PAULA COLE I Don't Want To Wait
LIONEL RICHIE You Are
MACY GRAY I Try
SEALS & CROFTS Get Closer
KENNY G Forever In Love
RICHARD MARX Right Here Waiting
GLORIA ESTEFAN/MSM Rhythm Is Gonna Get You
W. HOUSTONE IGLESIAS Could I Have This Kiss...
CROWDED HOUSE Don't Dream It's Over
OTIS REDDING (Sittin' On) The Dock Of The Bay
ROD STEWART So Far Away
JOHN TESH/JAMES INGRAM Give Me Forever (I Do)

4pm

FOREIGNER Waiting For A Girl Like You
SELENA Dreaming Of You
PAUL DAVIS I Go Crazy
MADONNA Lucky Star
'N SYNC (God Must Have Spent) A Little More...
EURHYTHMICS Here Comes The Rain Again
BRIAN MCKNIGHT Back At One
ROBERT JOHN Sad Eyes
TONI BRAXTON Another Sad Love Song
GING VANNELLI I Just Wanna Stop
MARIAH CAREY Dreamlover

8pm

LIONEL RICHIE Hello
MICHAEL BOLTON When A Man Loves A Woman
LEANN RIMES I Need You
THREE DEGREES When Will I See You Again
EAGLES The Long Run
BRYAN ADAMS (Everything I Do) I Do It For You
BERLIN Take My Breath Away
MARC ANTHONY You Sang To Me
SPANDAU BALLET True
ERIC CLAPTON Blue Eyes Blue
CHAMPAIGN How 'Bout Us
DES'REE You Gotta Be

WJXB/Knoxville, TN

3am

ROD STEWART Ooh La La
ELTON JOHN Someday Out Of The Blue
SIMPLY RED If You Don't Know Me By Now
BOYZ II MEN End Of The Road
BILLY JOEL The River Of Dreams
CHRISTINA AGUILERA I Turn To You
DAN HARTMAN I Can Dream About You
MICHAEL JACKSON Man In The Mirror
FLEETWOOD MAC Don't Stop
SAVAGE GARDEN Truly Madly Deeply
CHICAGO Just You 'N' Me
WESTLIFE Swear It Again

11am

PAUL YOUNG What Becomes Of The Broken...
HUEY LEWIS & THE NEWS It's Alright
BILLY OCEAN Caribbean Queen
CELINE DION My Heart Will Go On
ERIC CLAPTON Layla (Unplugged)
ROD STEWART Have I Told You... (Unplugged)
QUATERFLASH Harden My Heart
ELTON JOHN Someday Out Of The Blue
RED SPEEDWAGON Keep On Loving You
BRITNEY SPEARS Sometimes
SPANDAU BALLET True
ORLEANS Still The One

4pm

BACKSTREET BOYS I'll Never Break Your Heart
JIMMY CLIFF I Can see Clearly Now
EAGLES Best Of My Love
HALL & OATES You've Lost That Lovin' Feelin'
DON HENLEY Taking You Home
FAITH HILL This Kiss
P. AUSTIN/J. INGRAM Baby, Come To Me
NAKED EYES Always Something There To Remind Me
ROD STEWART The Motown Song
JOHN COUGAR MELLENCAMP Small Town
BRIAN MCKNIGHT Back At One

8pm

GENESIS Hold On My Heart
LONESTAR Amazed
ELTON JOHN Daniel
CARLY SIMON Love Of My Life
BONNIE RAITT I Can't Make You Love Me
CELINE DION I Want You To Need Me
BRYAN ADAMS (Everything I Do) I Do It For You
K. LOGGINS & J. MESSINA Danny's Song
GLORIA ESTEFAN It's Too Late
L. RONSTADT/A. NEVILLE All My Life



Most Played Recurrents

- GOO GOO DOLLS Black Balloon (Warner Bros.)
- TRAIN Meet Virginia (Aware/Columbia)
- MARC ANTHONY I Need To Know (Columbia)
- SUGAR RAY Someday (Lava/Atlantic)
- TAL BACHMAN She's So High (Columbia)
- SMASH MOUTH All Star (Interscope)
- GOO GOO DOLLS Slide (Warner Bros.)
- FASTBALL Out Of My Head (Hollywood)
- SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)
- SAVAGE GARDEN I Knew I Loved You (Columbia)
- NATALIE IMBRUGLIA Torn (RCA)
- SUGAR RAY Every Morning (Lava/Atlantic)
- EAGLE-EYE CHERRY Save Tonight (Work/Epic)
- CELINE DION That's The Way It Is (550 Music/Epic)
- BRITNEY SPEARS Oops!...I Did It Again (Jive)
- STING Brand New Day (A&M/Interscope)
- LENNY KRAVITZ Fly Away (Virgin)
- SANTANA I/PRODUCT G&B Maria Maria (Arista)
- KID ROCK Only God Knows Why (Top Dog/Lava/Atlantic)
- TRACY CHAPMAN Telling Stories (There Is...) (Elektra/EEG)

HOT AC Going For Adds 7/31/00

- BARENAKED LADIES Pinch Me (Reprise)
- CHURCHILLS Beautiful (Abrupt/Universal)
- AMANDA GHOST Idol (Warner Bros)
- SHELBY LYNNE Gotta Get Back (Island/IDJMG)
- 98 DEGREES Give Me Just One Night... (Universal)
- JOHN OSZAJCA Where's Bob Dylan When You Need Him? (Interscope)

PLEASE SEND YOUR PHOTOS

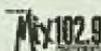
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Please include the names and titles of all pictured and send them to:

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 10100 Santa Monica Blvd.,
 5th Floor, Los Angeles, CA 90067

TUNED-IN HOT AC

R&R/MEDIABASE 24/7



KDMX/Dallas

3am

- JOHN WAITE Missing You
- CREED Higher
- BANGLES Manic Monday
- SANTANA I/ROB THOMAS Smooth
- PRINCE 1999
- COLLECTIVE SOUL The World I Know
- JOURNEY Lights
- STING Desert Rose
- SMASH MOUTH Walkin' On The Sun
- JOHN COUGAR Jack & Diane
- AEROSMITH I Don't Want To Miss A Thing
- EDDIE BRICKNELL & NEW ORDER What I Am
- FASTBALL The Way

11am

- SISTER HAZEL All For You
- PRINCE I Would Die 4 U
- TAL BACHMAN She's So High
- SINEAD O'CONNOR Nothing Compares 2 U
- SHAWN MULLINS Lullaby
- KENNY LOGGINS Footloose
- U2 Sweetest Thing
- WANG CHUNG Dance Hall Days
- MACY GRAY I Try
- GOO GOO DOLLS Name
- MADONNA Material Girl
- SUGAR RAY Every Morning

4pm

- MADONNA Vogue
- CREED Higher
- PRINCE When Doves Cry
- SARAH MC LACHLAN Angel
- JOURNEY Don't Stop Believin'
- TOMMY If You Could Only See
- SOUL II SOUL Back To Life
- NINE DAYS Absolutely (Story Of A Girl)
- SAVAGE GARDEN Truly Madly Deeply
- R.E.M. Losing My Religion

8pm

- SIMPLE MINDS Don't You (Forget About Me)
- MARC ANTHONY I Need To Know
- AEROSMITH I Don't Want To Miss A Thing
- PAT BENETAR We Belong
- SMASH MOUTH Walkin' On The Sun
- LISA LISA & CULT JAM Head To Toe
- SEAL Kiss From A Rose
- CARS You Might Think
- FAITH HILL Breathe
- MATCHBOX 20 Real World
- DREAM ACADEMY Life In A Northern Town
- JANET JACKSON What Have You Done For Me Lately



K101/San Francisco

3am

- B-52'S Room
- FAITH HILL Breathe
- THIRD EYE BLIND Semi-Charmed Life
- AEROSMITH I Don't Want To Miss A Thing
- ACE OF BASE Don't Turn Around
- NATALIE IMBRUGLIA Torn
- JON SECADA Just Another Day
- SANTANA I/ROB THOMAS Smooth
- STEVE WINWOOD The Finer Things
- DUNCAN SHEIK Barely Breathing
- BRITNEY SPEARS Sometimes
- DMC How Bizarre

11am

- MADONNA Like A Prayer
- NATALIE IMBRUGLIA Torn
- JENNIFER PAIGE Crush
- MARC ANTHONY You Sang To Me
- HOOTIE & THE BLOWFISH Hold My Hand
- SAVAGE GARDEN Crash And Burn
- 'N SYNC Bye Bye Bye
- PETER GABRIEL In Your Eyes
- SIXPENCE NONE THE RICHER Kiss Me
- BACKSTREET BOYS Show Me The Meaning Of Being...
- SISTER HAZEL All For You
- CHRISTINA AGUILERA Genie In A Bottle

4pm

- BILLY IDOL Money Money
- STING Desert Rose
- ACE OF BASE The Sign
- ENRIQUE IGLESIAS Be With You
- DON HENLEY The End Of Innocence
- SMASH MOUTH Then The Morning Comes
- EURHYTHMICS Here Comes The Rain Again
- LONESTAR Amazed
- 'N SYNC Tearin' Up My Heart
- MATCHBOX TWENTY Bent
- SEAL Kiss From A Rose
- GOO GOO DOLLS Black Balloon

8pm

- ROBERT PALMER Addicted To Love
- SAVAGE GARDEN Crash And Burn
- LENNY KRAVITZ American Woman
- MARC ANTHONY You Sang To Me
- NATALIE MERCHANT Wonder
- SUGAR RAY Someday
- PRINCE 1999
- STING Desert Rose
- RICKY MARTIN Livin' La Vida Loca
- FLEETWOOD MAC Landslide
- BBMAK Back Here
- MELISSA ETHERIDGE Come To My Window
- MARC ANTHONY I Need To Know



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 7/17. © 2000, R&R Inc.

ROXETTE

THE NEW SINGLE, *“Wish I Could Fly”*

FROM THE **GREATEST HITS ALBUM**,
“DON'T BORE US GET TO THE CHORUS”

- THE MOST PLAYED SINGLE IN EUROPE FOR 1999
- PERFORMED LIVE AT THE WORLD MUSIC AWARDS
- MULTI-PLATINUM SALES WORLDWIDE
- VIDEO DIRECTED BY JONAS AKERLUND

OFFICIALLY TAKING OFF THIS WEEK AT ALL FORMATS!

Top 5 CHR Most Added
Including

B97	KKRD	KQKQ
WZYP	KFRX	WNTQ
WDBR	WDJX	WSTO
KHTO	WAYV	WERZ
WJYY	WRFY	KCHQ
WMGI	WWXM	WCIL
WLVI	WBDR	WRHT
WVAQ	KLAL	WNDV

& many more

#2 Hot AC Most Added
Including:

WBMX	WXPT
KAMX	KQMB
FM100	WMTX
KTOZ	KLLY
KCDU	KKPN
KCDA	WKDD
WRMF	KURB
WCPT	WCDA
KMHX	KZSR

& many more!

#3 AC Most Added
Including:

WDOK	WLTE
KOSY	WRVF
WFMK	WOOF
KUDL	KWAV
WDEF	WAHR
WTFM	WTCD
KVLY	KXLY
WQLR	WMXC

& many more



The new single *“Wish I Could Fly,”*
from their forthcoming **GREATEST HITS ALBUM**,
“Don't Bore Us Get To The Chorus”

In Stores September 26, 2000



www.edelamerica.com

July 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS '00	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	MATCHBOX TWENTY Bent (Lava/Atlantic)	3690	+44	385872	15	88/1
2	2	VERTICAL HORIZON Everything You Want (RCA)	3622	+46	401214	31	91/0
3	3	STING Desert Rose (A&M/Interscope)	3182	-6	352601	14	91/1
4	4	NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic)	3080	+230	338456	13	85/0
5	5	CREED Higher (Wind-up)	2604	+72	279699	21	67/1
6	6	GOO GOO DOLLS Broadway (Warner Bros.)	2553	-97	238805	16	78/0
7	7	MACY GRAY I Try (Epic)	2272	-132	231445	27	62/0
8	8	THIRD EYE BLIND Never Let You Go (Elektra/EEG)	2069	-119	215158	29	74/0
9	9	SISTER HAZEL Change Your Mind (Universal)	2012	+83	183005	9	81/3
10	10	SANTANA F/ROB THOMAS Smooth (Arista)	1913	-2	208561	54	88/0
11	11	FAITH HILL Breathe (Warner Bros.)	1845	-160	198645	26	69/0
12	12	SMASH MOUTH Then The Morning Comes (Interscope)	1681	-130	186851	38	77/0
13	13	SPLENDER I Think God Can Explain (C2/Columbia)	1634	-69	156503	19	61/0
14	14	DON HENLEY Taking You Home (Warner Bros.)	1574	+58	187027	10	70/2
15	15	EVERCLEAR Wonderful (Capitol)	1502	+196	164606	4	76/8
16	16	LONESTAR Amazed (BNA/RLG)	1480	-162	142095	27	56/0
17	17	SAVAGE GARDEN Crash And Burn (Columbia)	1446	-114	153744	16	61/0
18	18	RED HOT CHILI PEPPERS Otherside (Warner Bros.)	1431	-24	128418	18	51/0
19	19	BEN HARPER Steal My Kisses (Virgin)	1428	-110	131010	14	65/0
20	20	NINA GORDON Tonight And The Rest Of My... (Warner Bros.)	1255	+72	125006	5	67/4
21	21	BBMAK Back Here (Hollywood)	1230	+131	137454	6	57/6
22	22	NO DOUBT Simple Kind Of Life (Interscope)	1225	+90	135569	9	48/2
23	23	MARC ANTHONY You Sang To Me (Columbia)	1073	-83	132176	17	49/0
24	24	VERTICAL HORIZON You're A God (RCA)	969	+103	111956	2	65/5
25	25	3 DOORS DOWN Kryptonite (Republic/Universal)	917	+146	114363	2	43/3
26	26	DIDO Here With Me (Arista)	820	+66	121899	3	41/3
27	27	MOBY Porcelain (V2)	813	+62	93657	3	34/3
28	28	ENRIQUE IGLESIAS Be With You (Interscope)	801	+30	86811	8	25/0
29	29	NEVE It's Over Now (Portrait/C2/Columbia)	746	+46	76087	1	48/6
30	30	'N SYNC Bye Bye Bye (Jive)	718	-34	71853	19	35/0

Most Added.

ARTIST TITLE LABEL(S)	TOTAL ADDS
EVAN AND JARON Crazy For This Girl (Columbia)	20
ROXETTE Wish I Could Fly (Epic America)	13
EVERCLEAR Wonderful (Capitol)	8
BBMAK Back Here (Hollywood)	6
NEVE It's Over Now (Portrait/C2/Columbia)	6
VERTICAL HORIZON You're A God (RCA)	5
THIRD EYE BLIND Deep Inside Of You (Elektra/EEG)	5
NINA GORDON Tonight And The Rest... (Warner Bros.)	4
MACY GRAY Why Didn't You Call Me (Epic)	4
BON JOVI It's My Life (Island/IDJMG)	4
EVE 6 Promise (RCA)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
THIRD EYE BLIND Deep Inside Of You (Elektra/EEG)	+342
NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic)	+230
EVERCLEAR Wonderful (Capitol)	+196
3 DOORS DOWN Kryptonite (Republic/Universal)	+146
BBMAK Back Here (Hollywood)	+131
EVE 6 Promise (RCA)	+125
MACY GRAY Why Didn't You Call Me (Epic)	+108
VERTICAL HORIZON You're A God (RCA)	+103
BON JOVI It's My Life (Island/IDJMG)	+92
NO DOUBT Simple Kind Of Life (Interscope)	+80

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 7/16-Saturday 7/22. 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

MACY GRAY Why Didn't You Call Me? (Epic)
Total Plays: 661, Total Stations: 48, Adds: 4

BON JOVI It's My Life (Island/IDJMG)
Total Plays: 641, Total Stations: 48, Adds: 4

'N SYNC It's Gonna Be Me (Jive)
Total Plays: 623, Total Stations: 22, Adds: 0

WASH Heavy Things (Elektra/EEG)
Total Plays: 584, Total Stations: 41, Adds: 2

LARIN RIMES I Need You (Sparrow/Curb/Capitol)
Total Plays: 540, Total Stations: 21, Adds: 0

THIRD EYE BLIND Deep Inside Of You (Elektra/EEG)
Total Plays: 513, Total Stations: 44, Adds: 5

STONE TEMPLE PILOTS Sour Girl (Atlantic)
Total Plays: 315, Total Stations: 15, Adds: 1

LARA FASIAN I Will Love Again (Columbia)
Total Plays: 311, Total Stations: 18, Adds: 1

JESSICA SIMPSON I Think I'm In Love With You (Columbia)
Total Plays: 258, Total Stations: 13, Adds: 3

TOMIC Sugar (Universal)
Total Plays: 226, Total Stations: 18, Adds: 2

WHITNEY HOUSTON & ENRIQUE IGLESIAS Could I... (Arista)
Total Plays: 208, Total Stations: 10, Adds: 0

EVE 6 Promise (RCA)
Total Plays: 190, Total Stations: 20, Adds: 4

MANDY MOORE I Wanna Be With You (550 Music/Epic)
Total Plays: 186, Total Stations: 11, Adds: 0

DOGSTAR Cornerstone (Ultimate)
Total Plays: 171, Total Stations: 16, Adds: 2

TRACT CHAPMAN Wedding Song (Elektra/EEG)
Total Plays: 121, Total Stations: 13, Adds: 0

EMMA Girl From The Gutter (DreamWorks)
Total Plays: 123, Total Stations: 9, Adds: 0

SHINWEE Goodnight Moon (Capitol)
Total Plays: 119, Total Stations: 10, Adds: 0

JON SECADA Stop (550 Music/Epic)
Total Plays: 76, Total Stations: 8, Adds: 0

EVAN AND JARON Crazy For This Girl (Columbia)
Total Plays: 82, Total Stations: 25, Adds: 20

ROXETTE Wish I Could Fly (Epic America)
Total Plays: 2, Total Stations: 13, Adds: 13

Songs ranked by total plays

Breakers.

No Songs Qualified For Breaker Status This Week

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

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Hot AC Playlists

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

MARKET #1

WPLJ New York
ABC
(212) 613-8900
Caddy Shannon/Monica
12+ Cume 2,181,880



PLAYS

42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1

MARKET #2

KBLA Los Angeles
ABC
(818) 548-1043
Katy Baker
12+ Cume 1,169,490



PLAYS

42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1

MARKET #3

EYR Los Angeles
ABC
(818) 955-7000
Pamela Palka
12+ Cume 1,261,000



PLAYS

42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1

MARKET #4

WTMX Chicago
Radio City
(312) 946-1010
James/Roberta
12+ Cume 838,200



PLAYS

42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1

MARKET #5

K30 San Francisco
ABC
(415) 338-1011
Laverne/John
12+ Cume 398,000



PLAYS

42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1

MARKET #6

KLCC San Francisco
Infinity
(415) 765-4087
Kaplan/Sheela
12+ Cume 537,400



PLAYS

42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1

MARKET #7

KDZR Dallas-Ft. Worth
Clear Channel
(817) 991-1000
Shannon/Thomas
12+ Cume 580,200



PLAYS

42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1

MARKET #8

WRMX Boston
Infinity
(617) 739-0000
Waters/Melissa
12+ Cume 632,800



PLAYS

42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1

MARKET #9

WDCB Boston
Infinity
(617) 375-3900
Waters/Melissa
12+ Cume 571,600



PLAYS

42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1

MARKET #10

WRDX Washington, DC
ABC
(703) 688-3100
Kobayashi/Brian
12+ Cume 615,800



PLAYS

42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1

MARKET #11

WMLD Phoenix-Gavilan
Clear Channel
(478) 790-0665
Happ/Garcia/Bradley
12+ Cume 498,200



PLAYS

42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1

MARKET #12

KPLZ Seattle-Tacoma
Infinity
(206) 223-2100
Phillips/Hackintosh
12+ Cume 242,200



PLAYS

42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1

MARKET #13

KHBS San Diego
ABC
(619) 591-6888
Johnson/Sweet
12+ Cume 258,800



PLAYS

42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1

MARKET #14

KMSB San Diego
Clear Channel
(619) 591-6100
Hart/Walczak
12+ Cume 232,800



PLAYS

42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1

MARKET #15

KZON Phoenix
ABC
(602) 258-8100
Davis/Melissa
12+ Cume 385,100



PLAYS

42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1

MARKET #16

KSTP Minneapolis
ABC
(612) 542-1444
Phoebe
12+ Cume 425,800



PLAYS

42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1

MARKET #17

WQXT Minneapolis
Infinity
(612) 636-1041
Hayes/Chris/Annam
12+ Cume 311,800



PLAYS

42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
42	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10									

Top 20

POP/ALTERNATIVE

W	ARTIST TITLE LABEL(S)	TW	TOTAL PLAYS	W	TOTAL STATIONS/ADDS
1	MATCHBOX TWENTY Bent (Lava/Atlantic)	1645	1617	32/0	
2	NINE DAYS Absolutely (Story Of A Girl) (550 Music)	1551	1497	32/0	
3	CREED Higher (Wind-up)	1424	1367	32/0	
4	VERTICAL HORIZON Everything You Want (RCA)	1402	1414	32/0	
5	STING Desert Rose (A&M/Interscope)	1356	1424	32/0	
6	GOO GOO DOLLS Broadway (Warner Bros.)	1220	1238	31/0	
7	SISTER HAZEL Change Your Mind (Universal)	1010	970	30/1	
8	RED HOT CHILI PEPPERS Otherside (Warner Bros.)	967	948	29/0	
9	THIRD EYE BLIND Never Let You Go (Elektra/EEG)	864	924	31/0	
10	EVERCLEAR Wonderful (Capitol)	847	788	32/0	
11	MACY GRAY I Try (Epic)	830	895	29/0	
12	NO DOUBT Simple Kind Of Life (Interscope)	814	780	29/0	
13	BEN HARPER Steal My Kisses (Virgin)	806	823	31/0	
14	MOBY Porcelain (V2)	709	665	28/0	
15	SPLENDER I Think God Can Explain (C2/Columbia)	702	755	25/0	
16	3 DOORS DOWN Kryptonite (Republic/Universal)	672	579	29/1	
17	NINA GORDON Tonight And The Rest... (Warner Bros.)	611	599	26/0	
18	VERTICAL HORIZON You're A God (RCA)	556	515	31/1	
19	SMASH MOUTH Then The Morning Comes (Interscope)	542	582	31/0	
20	NEVE It's Over Now (Portrait/C2/Columbia)	536	524	30/4	

32 Pop/Alternative reporters. Songs ranked by total plays for the airplay week of Sunday 7/16-Saturday 7/22. © 2000, R&R Inc.

TUNED-IN

POP/ALTERNATIVE

KMXB/Las Vegas, NV

3am

VERTICAL HORIZON Everything You Want
MAZZY STAR Fade Into You
EVERCLEAR Wonderful
RED HOT CHILI PEPPERS Scar Tissue
MEREDITH BROOKS Bitch
NO DOUBT Simple Kind Of Life
MATCHBOX TWENTY Bent
SHAWN MULLINS Lullaby
SMASH MOUTH Then The Morning Comes
MOBY Porcelain
DAVE MATTHEWS BAND Crush
SHERYL CROW If It Makes You Happy
SUGAR RAY Falls Apart (Run Away)
BERLIN No More Words

4pm

RED HOT CHILI PEPPERS Otherside
TAL BACHMAN She's So High
THIRD EYE BLIND Deep Inside Of You
SPLENDER Yeah, Whatever
DIDD Here With Me
LIT My Own Worst Enemy
JEWEL Hands
VERTICAL HORIZON Everything You Want
TOM PETTY Free Fallin'
GOO GOO DOLLS Black Balloon
SHANIA TWAIN That Don't Impress Me Much
SUGAR RAY Falls Apart (Run Away)

11am

STING Desert Rose
TONIC If You Could Only See
THIRD EYE BLIND Deep Inside Of You
SANTANA / ROB THOMAS Smooth
NO DOUBT Simple Kind Of Life
MADONNA Vogue
CREED Higher
MACY GRAY I Try
ALANIS MORISSETTE You Learn
SIXPENCE NONE THE RICHER Kiss Me
GREEN DAY Time Of Your Life (Good...)
RED HOT CHILI PEPPERS Otherside

8pm

CLASH Rock The Casbah
DEPECHE MODE Strangelove
NAKED EYES Always Something There...
PAT BENETAR Love Is A Battlefield
BLONDIE Heart Of Glass
NINE DAYS Absolutely (Story Of A Girl)
EAGLE-EYE CHERRY Save Tonight
THIRD EYE BLIND Deep Inside Of You
BEN HARPER Steal My Kisses
MATCHBOX TWENTY Bent
SIXPENCE NONE THE RICHER Kiss Me
GUSTER Fa Fa (Never Be The Same)



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Monday 7/10. © 2000, R&R Inc.

New & Active

800 Here With Me (Arista)
 Total Plays: 514, Total Stations: 27, Adds: 2

MACY GRAY Why Didn't You Call Me (Epic)
 Total Plays: 287, Total Stations: 23, Adds: 2

PRISH Heavy Things (Elektra/EEG)
 Total Plays: 373, Total Stations: 22, Adds: 0

THIRD EYE BLIND Deep Inside Of You (Elektra/EEG)
 Total Plays: 291, Total Stations: 25, Adds: 4

STONE TEMPLE PILOTS Sour Girl (Atlantic)
 Total Plays: 279, Total Stations: 14, Adds: 1

BBMAX Back Here (Hollywood)
 Total Plays: 251, Total Stations: 13, Adds: 3

BON JOVI It's My Life (Island/UMIG)
 Total Plays: 236, Total Stations: 17, Adds: 2

TONIC Sugar (Universal)
 Total Plays: 190, Total Stations: 12, Adds: 2

EVE 6 Promise (RCA)
 Total Plays: 159, Total Stations: 18, Adds: 4

DOGSTAR Cornerstone (Ummatam)
 Total Plays: 136, Total Stations: 15, Adds: 2

Songs ranked by total plays

Contributing Stations

KPEK/Albuquerque, NM
 KAMX/Austin, TX
 KLLY/Bakersfield, CA
 WBMX/Boston, MA
 WLNX/Charlotte, NC
 WTMX/Chicago, IL
 KVVU/Colorado Springs, CO
 KKPX/Corpus Christi, TX
 KVSR/Fresno, CA
 WVTI/Grand Rapids, MI
 WKSI/Greensboro, NC

KUCD/Honolulu, HI
 KMXB/Las Vegas, NV
 KYSR/Los Angeles, CA
 WXPT/Minneapolis, MN
 KOSD/Modesto, CA
 KCDU/Monterey-Salinas, CA
 WPTE/Norfolk, VA
 KYIS/Oklahoma City, OK
 KZON/Phoenix, AZ
 XLCA/Reno, NV
 WZNE/Rochester, NY

KZZO/Sacramento, CA
 WVRV/SL Louis, MO
 KQMB/Salt Lake City, UT
 KFNB/San Diego, CA
 KLLC/San Francisco, CA
 KMHX/Santa Rosa, CA
 WSSR/Tampa, FL
 KZPT/Tucson, AZ
 WMBX/West Palm Beach, FL
 WXLO/Worcester, MA

tahiti 80
"HEARTBEAT"

the international smash by tahiti 80
 from the debut album PUZZLE

IMPACTING at
ALTERNATIVE and
POP/ALTERNATIVE NOW!

"Top 10 Phones!"

-Gary Cee, WLIR PD

Already added at:

KWOD WLIR WDST KCDU

Early Spins at:

WNNX KLLC KNDD WPLY
KTCL WWCD WFNX WHTG
KPNT WEQX WBRU KDGE
WPLA KMTT KXST



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 this September

Ben Brooks
 626.584.6353
 Jim Powers
 773.665.0289

www.mintyfresh.com



CAROL ARCHER

archer@ronline.com

A Clear Vision For Digital Content

Four Eyes Digital offers clients Internet marketing solutions, database management and top-of-mind awareness

After Michael Fischer stepped down as PD of KOAI (The Oasis)/Dallas, industry speculation on the high-profile format veteran's next move ran rampant. Fischer fielded a variety of offers — programming, consulting, publishing and more. He chose instead to launch an endeavor with partner Chris Hensley, Four Eyes Digital, that would connect all his dots: experience, passion and vision.

I first encountered Fischer in 1991 — over a martini — at the urging of my then-boss, Sin-Drome Records Pres. Henry Marx, who insisted, "You gotta meet this guy." My head reeled as I absorbed Fischer's high-torque, baroque rap; how he cut his teeth on radio research with Jack McCoy and at KIFM/San Diego; his fervid confidence in then-nascent NAC/Smooth Jazz's mass appeal; the critical role of marketing in any business; and how new media would revolutionize the world as we knew it. I interviewed him for my first R&R column, "Air Maneuvers: PD's Secret Weapons," in 1994 and have kept tabs on him ever since.

Crystal-Balling

In spring of 1995 Fischer resigned his APD/MD post at WNUA/Chicago to become PD of Sony's SW Networks' Smooth FM format.

"Part of the job is to make sure that clients' short-term campaigns and objectives also benefit the medium- and long-term direction that this technology is going in."

Chris Hensley

Soon after, I was in New York on business and paid a visit to SW's tony offices. Fischer was stoked. "Look at this," he exclaimed as he sat me before a computer monitor and launched my maiden voyage on the Internet. We hopped a digital ride to virtual Paris, where I looked in wonderment upon Da Vinci's *Mona Lisa*.

As though gazing into a crystal



Michael Fischer Chris Hensley

ball. Fischer described SW's benefits — and our technological future — with these prescient words: "Because the Internet world is very dry, it's our mission to make it more entertaining for the fan of NAC to learn about what we're doing. We intend to offer local radio stations the ability to extract useful information for disc jockeys on a daily basis. "Advances in hardware and software will produce a more functional, streamlined environment for radio programmers. Faster computers for music scheduling, better ways to build and manage databases, unlimited information for show prep — that's the future."

Hensley, who is the former President of N2K, explains the mind-set that led to the founding of Four Eyes Digital: "Everyone's becoming aware of the efficiencies of the Internet in terms of time and cost, as well as how to use e-mail to deliver messages and build databases, listener lists or whatever you're trying to accomplish. But you have to dig beneath the surface and look at the types, content and quality of e-mails.

"Over the longer term some companies will fall by the wayside because they'll be delivering junk. We've become very aware of that, and we realize how important it is to protect the quality of the content of whatever list you're using."

Targeted Content

"In any industry — and not to exclude radio," Fischer interjects, "top-of-mind awareness is what raises the response rate to your product. The most important thing about

using the 'Net for marketing is that its frequency of contact compared to other mass media is by far a much better value. The issues are: What's the trigger to motivate someone to participate? What's the reward? Is there any instant gratification? And how often do you talk to them on the back end?"

"Our company is designed to bring television-quality graphics to the web as a medium to deliver the message. We've chosen to use rich e-mail video. The more the Internet becomes like TV, the more it will be considered a utility and be trusted as a medium of communication. If we can turn your e-mailbox into a personal TV and deliver personal messages, we've done our job. But it has to be relevant information — things people are genuinely interested in — so that it's not spamming.

"I've spoken with countless list-management companies, and it's funny that they only collect data based on tastes. They haven't gotten into ZIP codes yet, or age, gender and other demographic considerations. They are all so happy that someone responded and said they liked magazines or music or art that they didn't think to ask other questions. There are a lot of companies with massive databases that have very broad-stroke information.

"Our goal with Four Eyes Digital is to build databases and deliver content that is as targeted as you can get with radio direct mail. We'll collect information that's meaningful for long-term campaigns. Incredibly, 99% of those Chris and I talk to have no vision for a multiple-phase campaign. They are so happy that they have something out on the Internet, but they don't care how it's measured or what its impact is."

Disappearing Lines Of Distinction

"Part of the job is to make sure that clients' short-term campaigns and objectives also benefit the medium- and long-term direction that this technology is going in," Hensley

"For the money a major-market station would spend on one direct-mail piece during an Arbitron sweep, they could literally do a year's worth of rich media and develop a database that's much more powerful than their direct mail."

Mike Fischer

adds, "This goes to the issue of how lines of distinction between computers, the Internet and television are beginning to merge."

"For the money a major-market station would spend on one direct-mail piece during an Arbitron sweep, they could literally do a year's worth of rich media and develop a database that's much more powerful than their direct mail," Fischer observes. "A top 10 market

They've just changed their newsletter to HTML-rich e-mail text because they learned that people's database can sustain a high level of graphics. That makes a station's product that much more interesting, and it opens a whole new world of possibilities for programming a personalized message to its audience. KKSJ couldn't have gotten the same 'wow' factor out of just a piece of plain text.

"As a Smooth Jazz programmer I am so lucky to have been involved in a format that was progressive and open to new marketing techniques," Fischer concludes. "By sheer necessity, Smooth Jazz, from Day One has had to find a way to do rich marketing. That experience taught me to communicate with the listener. We were challenged to make our stations top-of-mind with an unfamiliar product. We found those techniques, and the rest of the world is now ready to enter that rich-marketing realm.

"The success of the Internet will be based on full-motion animation and video and database management. Our mission with Four Eyes Digital is to create turnkey solutions for companies that want to create top-of-mind awareness for their products and brands by using high-end video and graphic components by television designers mixed with sensible long-term marketing strategies."

To learn more, visit the Four Eyes Digital website at www.4eydigital.com.

"The most important thing about using the 'Net for marketing is that its frequency of contact compared to other mass media is by far a much better value."

Mike Fischer

might spend \$70,000 on one direct-mail campaign, but for the same cost you could do so many more rich e-mail messages and do them repeatedly for frequency.

"The whole game of radio is top-of-mind awareness, because that's what Arbitron measures. KKSJ/San Francisco, which has an impressive database, is a great example.



GREAT DANE

Three female NAC/Smooth Jazz luminaries — KWJZ/Seattle MD Diana Rose, All That Jazz's Suzy Peters and KIFM/San Diego APD/MD Kelly Cole — take a moment to appreciate Samson artist saxophonist Michael Lington (who was born in Denmark).

**Man can climb
to the highest summits,
but he cannot
dwell there long.**

— *George Bernard Shaw*

**long enough GBS,
long enough...**

**BONEY JAMES/RICK BRAUN
"Grazin' In The Grass"**

7 weeks @ # 1...that's a new record

*In case anyone's counting, 7 of the last 11 Warner Bros. NAC releases
have gone to **Number 1** in R&R and/or Billboard
and we're crossing Don Henley, B.B. King/Eric Clapton,
Joni Mitchell and Steely Dan to NAC*

*Coming Soon: new singles from
Larry Carlton, Euge Groove, George Duke and Fourplay*

we're liking this millennium...
warner bros. jazzspace wbjazz.com



R&R NAC/Smooth Jazz Top 30

July 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (%)	WEEKS ON CHART	TOTAL STATIONS/ ADS
1	1	BONEY JAMES & RICK BRAUN Grazin' In... (Warner Bros.)	774	-17	120059	13	36/0
2	2	CHRIS STANDRING Hip Sway (Instinct)	736	-3	117518	15	35/0
4	3	BRIAN CULBERTSON Do You Really Love Me (Atlantic)	721	+24	117908	15	37/1
3	4	GEORGE BENSON Deeper Than You Think (GRP/VMG)	716	+13	102305	12	35/0
5	5	DOWN TO THE BONE The Zodiac (Internal Bass)	651	+13	108449	15	34/1
6	6	RICHARD ELLIOT Moomba (Blue Note)	534	+51	63279	11	33/1
8	7	JEFF GOLUB F/PETER WHITE No Two Ways About It (GRP/VMG)	495	+20	85842	11	34/0
10	8	DAVE KOZ Can't Let You Go (The Sha...) (Capitol)	491	+50	83789	6	35/0
9	9	JOYCE COOLING Before Dawn (Heads Up)	491	+35	78441	17	33/0
Breaker	10	BRENDA RUSSELL Catch On (Hidden Beach/Epic)	434	+45	52645	10	33/2
11	11	STEELY DAN Jack Of Speed (Giant/Reprise)	400	-19	37991	13	29/0
13	12	JAY BECKENSTEIN Sunrise (Windham Hill)	389	-5	60986	15	29/0
7	13	PAUL TAYLOR Avenue (Peak/Unity/N-Coded)	378	-101	45434	26	27/0
16	14	EUGE GROOVE Vinyl (Warner Bros.)	366	+25	56125	12	32/0
15	15	RONNY JORDAN London Lowdown (Blue Note)	347	-42	52984	22	24/0
12	16	BOB JAMES Raise The Roof (Warner Bros.)	343	-58	48868	22	28/0
19	17	TONI BRAXTON Spanish Guitar (LaFace/Arista)	332	0	45016	8	24/1
18	18	CLUB 1600 Stay (N-Coded)	325	-8	43585	16	26/0
20	19	BRIAN MCKNIGHT 6,8,12 (Motown)	322	+10	40219	10	22/0
21	20	ACOUSTIC ALCHEMY Beautiful Game (Higher Octave)	299	+8	37953	7	26/0
22	21	CRAIG CHAQUICO Cafe Carnival (Higher Octave)	248	+46	25951	3	23/2
25	22	MICHAEL LINGTON Twice In A Lifetime (Samson)	230	+46	30990	2	24/3
23	23	MICHAEL McDONALD The Meaning Of Love (Ramp)	220	+18	16749	5	18/2
30	24	STEVE COLE Got It Goin' On (Atlantic)	200	+59	43096	2	24/7
28	25	VARIOUS ARTISTS Manenberg (Heads Up)	180	+31	16336	3	17/1
27	26	JAZZMASTERS London Chimes (Hardcastle/Trippin' N' Rhythm)	178	+18	17738	4	18/1
24	27	MAYSA Got To Be Strong (Rice/N-Coded)	167	-25	24424	18	13/0
26	28	CHUCK LOEB Silver Star (Shanachie)	157	-10	13849	7	14/0
Debut	29	WALTER BEASLEY Comin' At Cha (Shanachie)	155	+25	9340	1	15/1
29	30	DON HENLEY Taking You Home (Warner Bros.)	141	-6	9847	9	10/0

37 NAC/Smooth Jazz reporters. Songs ranked by total plays for the airplay week of Sunday 7/16-Saturday 7/22. 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

KIM WATERS Hudson River Nights (Shanachie)
Total Plays: 120, Total Stations: 12, Adds: 0

BONEY JAMES All Night Long (Warner Bros.)
Total Plays: 114, Total Stations: 13, Adds: 2

AL JARREAU Last Night (GRP/VMG)
Total Plays: 108, Total Stations: 11, Adds: 3

DAVID BENOIT Red Baron (GRP/VMG)
Total Plays: 105, Total Stations: 14, Adds: 4

NELSON RANGELL All In All (Shanachie)
Total Plays: 102, Total Stations: 11, Adds: 1

GENE DUNLAP Got 'Til It's Gone (Avenue Jazz)
Total Plays: 91, Total Stations: 9, Adds: 0

NORMAN BROWN Celebration (Warner Bros.)
Total Plays: 85, Total Stations: 8, Adds: 0

B.B. KING/ERIC CLAPTON Come Rain Or Come Shine (Duck/Reprise)
Total Plays: 73, Total Stations: 9, Adds: 2

YOLANDA ADAMS Fragile Heart (Elektra/EEG)
Total Plays: 62, Total Stations: 7, Adds: 2

ROBERTS BROTHERS Sooner Or Later (BOM)
Total Plays: 61, Total Stations: 6, Adds: 1

JIMMY HASLIP Novelas (Unitone)
Total Plays: 59, Total Stations: 7, Adds: 0

BEBEL GILBERTO So Nice (Summer Samba) (Six Degrees)
Total Plays: 59, Total Stations: 5, Adds: 0

SAMMY PERALTA Trust Me (I Gotta Go) (N-Coded)
Total Plays: 53, Total Stations: 5, Adds: 0

Songs ranked by total plays

Most Added.

ARTIST TITLE LABEL(S)	TOTAL PLAYS
STEVE COLE Got It Goin' On (Atlantic)	43
DAVID BENOIT Red Baron (GRP/VMG)	38
MICHAEL LINGTON Twice In A Lifetime (Samson)	37
AL JARREAU Last Night (GRP/VMG)	36
BRENDA RUSSELL Catch On (Hidden Beach/Epic)	35
CRAIG CHAQUICO Cafe Carnival (Higher Octave)	34
MICHAEL McDONALD The Meaning Of Love (Ramp)	33
BONEY JAMES All Night Long (Warner Bros.)	32
B.B. KING/ERIC CLAPTON Come Rain... (Duck/Reprise)	31
YOLANDA ADAMS Fragile Heart (Elektra/EEG)	30

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAYS
STEVE COLE Got It Goin' On (Atlantic)	43
RICHARD ELLIOT Moomba (Blue Note)	38
DAVE KOZ Can't Let You Go (The Sha...) (Capitol)	38
MICHAEL LINGTON Twice In A Lifetime (Samson)	37
CRAIG CHAQUICO Cafe Carnival (Higher Octave)	34
BRENDA RUSSELL Catch On (Hidden Beach/Epic)	33
DAVID BENOIT Red Baron (GRP/VMG)	32
JOYCE COOLING Before Dawn (Heads Up)	31
VARIOUS ARTISTS Manenberg (Heads Up)	30
JIMMY HASLIP Novelas (Unitone)	29

Breakers.

BRENDA RUSSELL	
Catch On (Hidden Beach/Epic)	
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADS
434/45	33/2

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.

HI, TECHNOLOGY!

- "Computer Daze," with Guy Kemp, Mon. - Fri., 10 p.m. - Midnight
- "PC Talk," Saturday, 9 - 11 a.m.
- "Log On USA," Sunday, 7 - 8 a.m.
- "On-Line Shopping Report," Sunday, 6 - 7 p.m.
- "Megs & Modems," Saturday, 2 - 3 p.m.

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NAC notes

with Carol Archer

Steve Cole's "Got It Goin' On" (Atlantic) has got it goin' on in a major way. The week's top added track is hot, with seven new adds, including JRN, KWJZ/Seattle and KMGQ/Santa Barbara, CA. Rotation increases are breaking wide as well; Cole's up to 23 plays at KTWV (The Wave) in Los Angeles, 15 at WNUA/Chicago and 13 at WJZZ/Philadelphia.

Brenda Russell's beautiful "Catch On" (Hid-Brah) makes a dynamic move: 14-10*/1st.

Michael Lington's "Twice in a Lifetime" (Samson) is already getting 18 plays on The Wave, and was added this week by WQCD/New York, HD/Denver and KOAZ/Tucson.

Two of strongest new tracks are covers: Dave & Montell Jordan's sultry take on George Michael's "Careless Whisper" (Capitol) and Garth Brooks' "Do It Again" (Samson), on which Jeff Healey and Warren Hillburn! Both are great records.

Also new and noteworthy: WJZZ/Philadelphia's edit of Jango's "Diamond Drive"

(Samson); Chieli Minocci's "My Girl Sunday" (Shanachie); Urban Knights' "The Gypsy" (Narada); Roger Smith/Peter White's "Uptown" (Miramar); Blue Knights' "Saturday Morning" (1201 Music); Bela Fleck And The Flecktones' "Zona Mona" (Columbia); Michael O'Neill's "Never Too Late" (Independent), which was added by KJZY/Santa Rosa last week; and Jeff Kushiwa's "Hyde Park" (Native Language), an add at WJZZ.

A word about E-Charts, which appear weekly in the news pages of R&R (in the Internet News & Views section): The E-Charts Editor is David Lawrence, whose insights many will remember from the "Tomorrow's Technology Today" panel at R&R Convention 2000. We base the E-Charts on sales and on reports from streaming audio carriers (Netradio, Amazon, Spinner, CDNOW, etc.) that enjoy 99.3% of such traffic on the Internet; E-Charts are weighted by that traffic. Incidentally, Everett, WA-based Sonicnet.com's NAC channel, which is programmed by Scott O'Brien, will likely become an E-Chart reporter in the very near future.

This week Don Henley's "Taking You Home" (Reprise) is No. 1 on the NAC/SJ E-Chart, displacing Boney James & Rick Braun. The majority of programmers are still resisting Henley's track (one notable exception is KYOT/Phoenix PD Nick Francis, who calls it "fucking awesome!"), but the truth is, listeners are seeking out "Taking You Home" and buying Henley's CD on NAC/SJ commerce-enabled sites. In my opinion, those who ignore such data do so at their own peril.

Heads Up

Fourplay
Yes, Please
(Warner Bros.)

The name **Fourplay** is synonymous with the best in contemporary jazz. Theirs is an exclusive franchise built on the scintillating songs, inspired arrangements and consistently brilliant performances of Bob James, Larry Carlton, Nathan East and Harvey Mason. The supergroup is, quite simply, one of the most respected, successful and enduring of the era. As expected, their latest, *Yes, Please* (Warner Bros.), showcases their collective gifts to perfection. Impeccable production enhances this impressive song collection — from the appealing and commercial "Free Range" and the funky, uptempo "Robo Bop" to "Save Some Love for Me" and "Go With Your Heart." Masterful.

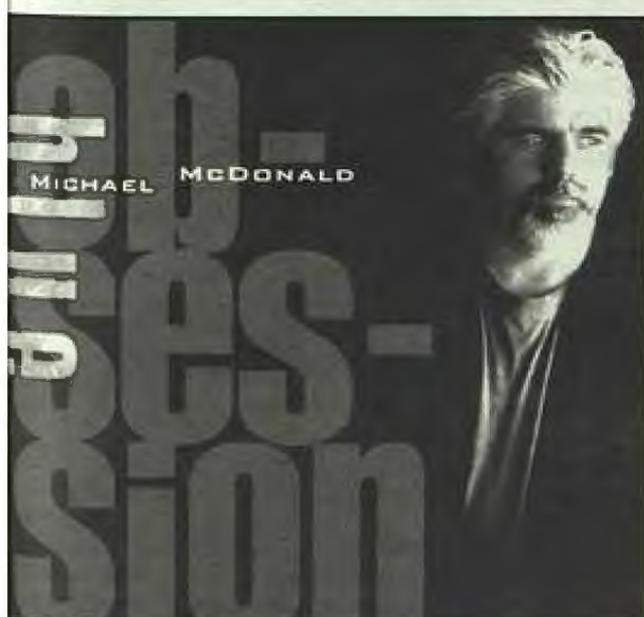


St. Germain
Tourist
Blue Note



For several weeks I've been hearing the import track "So Rute" by St. Germain regularly on Nic Harcourt's KCRW/Santa Monica, CA show, Morning Becomes Eclectic. With each listen I've been more and more intrigued. Finally, I called Blue Note's Tom Evered to wheedle an advance copy for myself and to learn more about the label's plans for domestic release of St. Germain's CD *Tourist*.

This is St. Germain's second record, the first on Blue Note. The artist is actually named Ludovic Navarre, and he has a lot of experience with the French sound of Air, Delt Punk and Dimitri from Paris. He's been one of the hottest mixers and producers of that sound over the past several years, but he's not really into techno at all; he's into creating incredible soundscapes. The first tune, "Rose Rouge," incorporates a sample of Marlena Shaw live at Montreaux from an old Blue Note record. It's her voice you hear saying, "Put your hands together." ■ Ludovic is this mysterious man behind the scenes who doesn't come out onstage much, but the band — they're nine pieces — just played at Montreaux, and apparently they brought the house down. The album is at over 100,000 in France, and it's still selling. Whoever has gotten the import in the U.S. has loved it, and they are playing the heck out of it. ■ The historical Count de St. Germain was a mysterious figure at the court of Louis XV in the 18th century. He was a shaman who pretended to be a wise man, so Ludovic picked up the name to give an identity to what he was doing musically. St. Germain are an actual, fully functional playing band whose sound Ludovic manipulates onstage. ■ Blue Note's plans include hiring Giant Step and two other companies for club service. We'll service the French 12-inch vinyl to all the clubs and DJs, and we'll get it into nonmusic retailers too. It's got those great, spacey kind of hooks that come and go, and that will make it perfect for restaurants too. We hope to have St. Germain here in October for the CMJ convention in New York. The record creates an atmosphere rather than being one song after another. ■ St. Germain's *Tourist* is another step for Blue Note. It shows that our music — and the jazz tradition — are endlessly interesting and malleable. From Us 3 to St. Germain, jazz, jazz beats and loop sounds are more acceptable now. This is a gorgeous record that is not a jazz record, but it comes from that inspiration via France.



MICHAEL McDONALD "The Meaning Of Love" Chart 23

MOST ADDED!

ON TOUR ALL SUMMER!

BROADCAST ARCHITECTURE
NEW: WVMV•Detroit KCIY•Kansas City

ALREADY ON:

- | | | |
|---------------------|-----------------|--------------------|
| KOAI Dallas | KIFM San Diego | WZMR Albany |
| WJZW Washington, DC | KSSJ Sacramento | KEZL Fresno |
| KHIH Denver | WJZA Columbus | KWSJ Wichita |
| WNWV Cleveland | WJCD Norfolk | KRVR Modesto |
| JRN National | WWND Raleigh | KMGQ Santa Barbara |
| | KJZS Reno | |

RADIO PROMOTION: ALL THAT JAZZ DAVID KUNERT KIM CLARK
JACK ASHTON CONSULTING 818-880-1819



Stations and their adds listed alphabetically by market

WZMR/Albany, NY PD: Patrick Ryan <small>EVAN COLBERTSON "Sandy" JANGO "Diamond" BRENDA RUSSELL "Cash"</small>	KHHI/Denver-Boulder, CO PD/MD: Becky Taylor <small>TOE BRANTON "Sandy" MICHAEL LINGTON "Cash"</small>	KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart <small>No Adds</small>	WJCO/Norfolk, VA MD: Larry Hollowell <small>AL JARREAU "Night"</small>	KJZS/Reno, NV GM/MD: Scott Seidenstricker <small>3. BRENDA RUSSELL "Cash"</small>	KJZY/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton <small>No Adds</small>	WJZW/Washington, DC PD: Kenny King <small>DAVID BENOIT "Red" BONEY JAMES "Night"</small>
KNIK/Anchorage, AK OM/MD: Aaron Wallender MD: Jennifer Summers <small>AL JARREAU "Night"</small>	WVMV/Detroit, MI PD: Tom Sleeper MD: Sandy Kovach <small>MICHAEL MCCONALD "Meatloaf"</small>	WLVE/Miami, FL PD/MD: Bret Michael <small>No Adds</small>	WLOQ/Orlando, FL PD: Dave Kosh MD: Patricia James <small>1. YOLANDA ADAMS "Finger" 2. LARRY CARLTON "Silly"</small>	KSSJ/Sacramento, CA PD: Steve Williams APD/MD: Ken Jones <small>1. WALTER BEASLEY "Cash"</small>	KWJZ/Seattle-Tacoma, WA PD: Carol Handley MD: Dianna Rose <small>STEVE COLE "Red"</small>	KWSJ/Wichita, KS PD: Ron Allen MD: Patrick Murphy <small>3. STING "Destiny" 1. YOLANDA ADAMS "Finger" LARRY CARLTON "Silly" MELTON SANGELL "Red" BOBBI BARTH "Finger"</small>
WNJA/Chicago, IL PD: Bob Kaake APD/MD: Steve Stiles <small>No Adds</small>	KEZL/Fresno, CA PD: J. Weidenheimer <small>DAVID BENOIT "Red"</small>	WJZL/Milwaukee, WI PD: Chris Moreau MD: Debbie Young <small>STEVE COLE "Red" VARIOUS ARTISTS "Meatloaf"</small>	WJZZ/Philadelphia, PA PD: Anne Gress APD/MD: Michael Tozzi <small>JERRY KUGLER "Night"</small>	KIFM/San Diego, CA PD: Mike Vasquez APD/MD: Kelly Cole <small>No Adds</small>	WSJT/Tampa, FL PD: Ross Block MD: Kathy Curtis <small>No Adds</small>	JRN(Jones NAC)/National PD: Steve Hubbard MD: Cheri Marquart <small>2. ROBERTS BROTHERS "Sweet" KING CLAYTON "Cash" STEVE COLE "Red"</small>
WWVW/Cleveland, OH PD/MD: Bernie Kimble <small>DAVID BENOIT "Red"</small>	WYJZ/Indianapolis, IN PD/MD: Carl Frye <small>ORAN CHAGUDO "Cash"</small>	KSBR/Mission Viejo, CA OM/MD: Terry Wedel MD: Derrick Dixon <small>URBAN KNIGHTS "Sunny" JOE MORRICE "Sweet"</small>	KYOT/Phoenix, AZ PD: Nick Francis APD/MD: Greg Morgan <small>18 STEVE COLE "Red"</small>	KKSF/San Francisco, CA VP/Prog: Paul Goldstein MD: Laurie Cobb <small>RICHARD ELLIOT "Meatloaf" BONEY JAMES "Night" STEVE COLE "Star Fly"</small>	KOAZ/Tucson, AZ PD/MD: Erik Foxx <small>MICHAEL LINGTON "Cash"</small>	37 Total Reporters 37 Current Reporters 36 Current Playlists Did Not Report, Playlist Frozen (1): KBZM/Salt Lake City, UT Note: KSRN/Reno, NV has changed call letters to KJZS.
WJZA/Columbus, OH PD/MD: Bill Harman <small>No Adds</small>	KCIY/Kansas City, MO PD: Steve Wiersman MD: Michelle Chase <small>DAVID BENOIT "Red" MICHAEL MCCONALD "Meatloaf"</small>	KRVR/Modesto, CA PD: Jim Bryan MD: Doug Wallf <small>SAMANTHA DINA "Sweet"</small>	KKJZ/Portland, OR PD: Chris Miller MD: David Shult <small>3. "DOWN TO THE BONE" "Cider" 4. STEVE COLE "Red" 2. KING CLAYTON "Cash"</small>	KMGQ/Santa Barbara, CA PD: Mark De Anda APD/MD: Steve Bauer <small>STEVE COLE "Red" ORAN CHAGUDO "Cash" AL JARREAU "Night"</small>		
KOAL/Dallas-Ft. Worth, TX PD: Maxine Todd MD: Teresa Kincaid <small>1. STEVE COLE "Red"</small>	WSMJ/Knoxville, TN PD/MD: Tom Miller <small>No Adds</small>	WCOG/New York, NY PD: John Mullen MD: Rick Laboy <small>JACOBUS "Sweet" MICHAEL LINGTON "Cash"</small>	WWND/Raleigh-Durham, NC <small>No Adds</small>			

Most Played Recurrents

URBAN KNIGHTS Sweet Home Chicago (Narada)

LARRY CARLTON Fingerprints (Warner Bros.)

AL JARREAU Just To Be Loved (GRP/VMG)

KIM WATERS Secrets Told (Shanachie)

BONEY JAMES Boneyizm (Warner Bros.)

WALTER BEASLEY Nice And Easy (Shanachie)

DAVE KOZ Surrender (Capitol)

DAVID BENOIT Miles After Dark (GRP/VMG)

CHRIS BOTTI Why Not (GRP/VMG)

JOYCE COOLING Callie (Heads Up)

NORMAN BROWN Paradise (Warner Bros.)

KENNY GARRETT Simply Said (Warner Bros.)

BRIAN MCKNIGHT Back At One (Motown)

ROGER SMITH Off The Hook (Miramar)

KENNY G Stranger On The Shore (Arista)

STEVE COLE It's Gonna Be Alright (Bluemoon/Atlantic)

WALTER BEASLEY If You Knew (Shanachie)

DAVE KOZ Together Again (Capitol)

KENNY G W/LOUIS ARMSTRONG What A Wonderful World (Arista)

JANGO With Your Love (Samson)

NAC/SMOOTH JAZZ Going For Adds

7/31/00

WILL DOWNING When You Need Me (Motown)

BELA FLECK Zona Mona (Columbia)

JEFF KASHIWA Hyde Park (The Ah, Ooh Song) (Native Language)

SHELBY LYNNE Gotta Get Back (Island/IDJMG)

National Specialty Programming**JazzTrax****ART GOOD**
818-504-5787

Jimmy Haslip

Los Feliz

Jimmy Haslip

The Heat

Euge Groove

Another Sad Love Song

Steve Cole

From The Start

Netradio.com**ROB MOORE**
612-379-6253

no adds

Dave Koz Radio Show**Renee DePuy**
609-921-1188

Jazzmasters

London Calling



CYNDEE MAXWELL
max@ronline.com

The Myth Of The 25-54 Demo

Programming and sales must understand the generational 'Berlin Wall'

The heart of any marketing plan, whether for a radio station, a record company or an advertiser, is accurate knowledge of the target audience. As time slips away, it's easy to get stuck in the routine of rattling off demographic figures that have "always" been true about one's product without realizing that, in fact, the demo has changed.

One of the people in our business who best understands changing demos is Jacobs Media General Manager Paul Jacobs. Jacobs has a background in sales and was GM of stations in Dallas and Detroit. You might be surprised to hear that he thinks that "25-54 is the single biggest mistake advertisers can make."



Paul Jacobs

percentage of 25-54s is declining and the percentage of 18-49s is increasing."

That's significant, Jacobs recalls. "Ten years ago you couldn't find many advertisers outside soft drinks and beer who would start any demo buy at 18. So this is terrific news for youth-based formats. There is without a doubt a wave of dollars that goes well beyond this moment in dot-com time."

Who's Who?

Jacobs has been working to help advertisers understand the differences between people on either side of the divide. "We teach them with examples like this: If you're a baby boomer, you grew up in the '60s. The president who made the biggest impression on you was probably John Kennedy. If you're a Gen-Xer, the president who made the biggest impression on you was Ronald Reagan.

"Boomers grew up watching *I Love Lucy*, *Andy Griffith* and *The Flintstones*. Gen-Xers grew up watching *South Park* and *The Simpsons*. Boomers had three television choices: CBS, NBC and ABC. Today's young adults obviously grew up with a lot more choices. As a result, young people use media differently. They're accustomed to being their own program directors, to having choices and niches. With the Internet, MP3 and Napster, they have the ability to literally craft their own radio station."

The advertisers are beginning to catch on, Jacobs says. "While it's still easy to market to boomers, the one-size-fits-all mentality of media buying no longer works. The same sort of niche marketing that we've been doing in radio forever is something the car companies have picked up on. Car companies are so powerful, they really do drive a lot of other products," no pun intended.

Car Talk

By way of example, Jacobs talks about the Ford Focus, which launched "a \$100 million ad campaign targeting 16-year-olds. I worked very closely with one of the

Ford divisions on its rollout. They had me go around the country and help train the dealers on what to expect when a 16-year-old comes in to buy a car. It was a culture shock to these guys who knew how to sell Acrostars, and it was hard for them to understand what they should do tactically with these consumers."

Jacobs' first piece of advice to the dealers was to tell them to chill. "Stop talking, don't sell. Next, I suggested that music in the environment is very important to a young person, particularly as it relates to their automobile. We know that motivating people to take a test drive

"Advertisers are beginning to realize that while it's still easy to market to boomers, the one-size-fits-all mentality of media buying no longer works."

is a great way to sell a car, so the next time a young person comes in to buy a Focus, don't ask which color they want. Ask what music they'd like to listen to when they take a test drive. Direct them to the CD room. Work with your local radio stations to get all the current CDs, then let the buyer go in and pick out Limp Bizkit or Britney Spears or whatever and create their own environment when they take a test drive."

The Oldsmobile Olero sponsorship of last year's Rockfest is another example Jacobs points to as he exclaims, "Things are really changing, and this bodes extremely well for youth-based formats. One of the reasons why there are significantly fewer Rock and Top 40 stations in markets is that the revenue support has not been there.

"It's quite possible that if this

"I'm seeing traditional 25-54 advertisers decide to go younger and begin to move dollars into Internet promotions and advertising, bypassing Rock and Alternative radio."

revenue shift continues with national dollars, it could spur more competition, but it will certainly lead to more choices and brands of Rock and Top 40 in markets. That's a good thing."

X & Y Outnumber Boomers

The 72 million baby boomers were at one time the biggest generation in history. Gen Xers — perceived of as being whiny, angst-ridden, marginalized and in relatively small numbers — were easy to ignore. But Jacobs says that Gen Y, raised in the '90s, has made a significant difference.

"They're viewed as a relatively optimistic, aren't-things-great sort of generation," he explains. "When you combine Gen X and Gen Y, which you can do because the two generations are fairly similar, you have 101 million people. Every year for the next 10 years there will be 4 million new drivers in this country. Detroit sells 16 million to 17 million new cars a year. That's why you're seeing this product shift, and car companies is just one of the categories shifting."

Jacobs also has an example of what not to do: "Twenty years ago Levi's had a 100% share of the market. They went wrong in the mid-to late '80s when they decided that they had such a lock on boomers that they would ride the boomer train into oblivion. They created Dockers and Savant and larger sizes because their target customer was getting fat and old. They missed one key point: The branding mechanism for jeans kicks in around 12 to 13 years old. Levi's became culturally irrelevant.

"They've been replaced by targeted niche brands such as the Gap and Old Navy, companies that understand the importance of branding people when they're young. Now Levi's is trying hard. They're sponsoring radio station rock festivals like crazy in an attempt to become more relevant to young people. They're spending \$15 million this year in Internet promotions. But the fact is, they fell off the radar. They lost sight of how important it is to continually regenerate your brand with young people."

Proper Focus

To help keep a proper focus on young Americans, it's important to

know who they are. "One third of Gen Y, about 60 million people, are not Caucasian," Jacobs notes. "The impact on products and on music is significant: 'Livin' La Vida Loca,' Santana, 'Mambo No. 5,' rap rock and so on.

"And while the stereotypical view of Gen X is of baggy pants, backward-turned baseball caps, piercings, tattoos, skateboarding in the parking garage and slacks, here's the reality: Forty percent are over the age of 30, 44% are married, 50% are parents and 58% have 401k plans. They've grown up, and the advertising world is beginning to realize that, in many cases, by ignoring Gen X, they're really making some mistakes.

"It's been difficult for advertisers to understand that a big segment of 25-54s aren't listening to Barbra Streisand and Neil Diamond, but Pearl Jam and Limp Bizkit. That's why this wall is there and why they have to change their image of who their target customer is.

"Also, Rock stations need to do a better job of selling, positioning and profiling their audience for the advertisers as well. Any Rock station trying to generate a better image of their audience with the 18-34-based advertisers needs a campaign hard against 25-54. And by the way, when you tell the story the right way, it works."

Internet Impact

For all the talk about the Internet there's still a lot of "bear market" thinking about it in the industry. Jacobs cautions those who would stick their heads in the sand. "There is no question, when looking at the Edison 12-24 study that Larry Ross presented at the R&R convention that young people are moving quickly to accessing music online. But also, they're just spending time online.

"The scary part from my perspective is that I'm seeing traditional 25-54 advertisers decide to go younger and begin to move dollars into Internet promotions and advertising, bypassing Rock and Alternative radio. That concerns me greatly. The best, or worst, example was last year when Volvo, the 'boomer mom' car, put \$30 million in Internet marketing and didn't spend a nickel in radio.

Continued on Page 11



apartment26 backwards

as heard on M:I-2 soundtrack currently in the hands of over one million of your listeners don't miss apartment 26 on OZZfest 2000



**MOST ADDED
Two Weeks
Running!**

New:

**WAAF KXXR
WNOR KRQC
KDOT WCHZ
KIBZ WZBH
KLFX WQKK!!!**

On:

**KUFO WXTM
WCCC WLZR
WKLO WRAT
KAZR WQBK
WTKX KHOP
KBSO WJJO
KZRO WCPR
WOLZ WRBR
KRQR!**

As featured On
The Debut CD
"Hallucinating"!



26 apartment backwards

www.apartment26.com

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produced & Recorded by Ulrich Wild
Management: Gloria Butler

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R&R Rock Top 50

July 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE (LABEL)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (98)	WEEKS ON CHART	TOTAL STATIONS ADOS
1	1	CREED With Arms Wide Open (Wind-up)	1675	-50	101597	16	70/0
3	2	METALLICA I Disappear (Hollywood)	1458	+25	94898	14	64/0
7	5	3 DOORS DOWN Kryptonite (Republic/Universal)	1435	-70	101749	28	66/0
4	4	AC/DC Satellite Blues (EastWest/EEG)	1210	-25	72941	11	65/0
5	5	STONE TEMPLE PILOTS Sour Girl (Atlantic)	1161	-46	62196	17	56/0
6	8	RED HOT CHILI PEPPERS Californication (Warner Bros.)	1147	+111	69265	6	58/3
7	7	U.P.O. Godless (Epic)	926	+62	54507	16	58/1
8	6	A PERFECT CIRCLE Judith (Virgin)	759	+24	50757	15	49/0
11	9	3 DOORS DOWN Loser (Republic/Universal)	733	-146	49183	8	55/5
9	10	MOTLEY CRUE Hell On High Heels (Motley/Beyond)	713	+72	40452	7	52/2
22	11	KENNY WAYNE SHEPHERD BAND Last Goodbye (Giant/Reprise)	693	+260	38799	3	54/4
17	12	PRIMUS W/OZZY N.I.B. (Divine/Priority)	585	+92	30265	4	51/5
12	13	IRON MAIDEN The Wicker Man (Portrait/Columbia)	581	-6	31948	10	47/1
13	14	B.B. KING/ERIC CLAPTON Riding With The King (Duck/Reprise)	561	-6	36320	10	33/0
10	15	MATCHBOX TWENTY Bent (Lava/Atlantic)	523	-75	31128	15	28/0
18	16	PEARL JAM Light Years (Epic)	522	+29	34658	7	42/3
14	17	CULT Painted On My Heart (Island/IDJMG)	516	-20	30875	7	40/3
19	18	CREED Higher (Wind-up)	478	+25	43675	46	49/0
23	19	PAPA ROACH Last Resort (DreamWorks)	471	+65	22723	8	33/3
16	20	RED HOT CHILI PEPPERS Otherside (Warner Bros.)	447	-72	29731	28	45/1
Breaker	21	GODSMACK Bad Religion (Republic/Universal)	443	+44	26285	6	36/1
24	22	EVE 6 Promise (RCA)	434	+34	22367	7	39/3
Breaker	23	LIVE They Stood Up For Love (Radioactive/MCA)	416	+82	24160	4	40/4
Breaker	24	8STOPS7 Question Everything (Reprise)	402	+68	20133	3	44/5
28	25	DEFTONES Change (In The House Of Flies) (Maverick)	363	+22	18150	9	30/0
32	26	JIMMY PAGE & BLACK CROWES Ten... (Musicmaker.com/TVT)	358	+45	20165	8	30/2
34	27	ONE WAY RIDE Painted Perfect (Refuge/MCA)	356	+47	15657	5	41/1
31	28	QUEENS OF THE STONE AGE The Lost Art Of Keeping... (Interscope)	342	+12	23785	6	36/1
27	29	PAUL RODGERS Drifters (CMC/SRG)	340	-26	21757	10	26/0
26	30	EVERCLEAR Wonderful (Capitol)	339	-53	24491	9	28/1
35	31	ISLE OF Q Little Scene (Universal)	329	+41	15793	4	31/2
31	32	JESSE JAMES DUPREE Mainline (V2)	308	-140	13943	11	32/0
38	33	STIR Climbing The Walls (Capitol)	290	+63	13971	3	33/5
38	34	UNION UNDERGROUND Turn Me On... (Portrait/Columbia)	274	+26	11996	5	29/0
48	35	DON HENLEY They're Not Here, They're... (Warner Bros.)	231	+74	11981	2	21/3
41	36	INCUBUS Stellar (Immortal/Epic)	225	+29	11316	3	22/1
36	37	PEARL JAM Nothing As It Seems (Epic)	211	-59	11101	15	19/0
42	38	DISTURBED Stupify (Giant/Reprise)	195	+9	11494	9	21/2
33	39	FOO FIGHTERS Breakout (Roswell/RCA)	170	-143	8770	14	15/0
Debut	40	NICKELBACK Breathe (Roadrunner)	166	+151	10239	1	34/18
40	41	INDIGENOUS Little Time (Pachyderm)	164	-60	9729	13	16/0
49	42	LIMP BIZKIT Take A Look Around (Theme...) (Hollywood)	162	+9	9665	5	11/0
Debut	43	SR-71 Right Now (RCA)	155	+26	4841	1	20/4
45	44	BON JOVI It's My Life (Island/IDJMG)	154	-12	10744	10	14/0
44	45	KID ROCK American Bad Ass (Top Dog/Lava/Atlantic)	130	-37	9301	12	13/0
50	46	STEVE EARLE Transcendental Blues (E-Squared/Artemis)	129	-19	6509	11	15/0
47	47	GOO GOO DOLLS Broadway (Warner Bros.)	124	-37	8384	17	10/0
Debut	48	KORN Somebody Someone (Immortal/Epic)	122	+5	6131	1	12/1
48	49	LIT Over My Head (Java/Capitol)	108	-10	7451	3	9/0
Debut	50	P.O.D. Rock The Party (Off The Hook) (Atlantic)	100	-2	5293	1	14/0

Most Added.

ARTIST TITLE (LABEL)	ADOS
NICKELBACK Breathe (Roadrunner)	18
RADFORD Closer To Myself (RCA)	16
RAGE AGAINST THE MACHINE Testify (Epic)	10
MARVELOUS 3 Sugarbuzz (HiFi/Elektra/EEG)	8
STIR Climbing The Walls (Capitol)	3
3 DOORS DOWN Loser (Republic/Universal)	5
PRIMUS W/OZZY N.I.B. (Divine/Priority)	5
8STOPS7 Question Everything (Reprise)	5
KENNY WAYNE SHEPHERD BAND Last... (Giant/Reprise)	4
LIVE They Stood Up For Love (Radioactive/MCA)	4
SR-71 Right Now (RCA)	4
WHEATUS Teenage Dirtbag (Columbia)	4
TSAR I Don't Wanna Break Up (Hollywood)	4

Most Increased Plays

ARTIST TITLE (LABEL)	TOTAL PLAY INCREASE
KENNY WAYNE SHEPHERD BAND Last... (Giant/Reprise)	+260
NICKELBACK Breathe (Roadrunner)	+151
3 DOORS DOWN Loser (Republic/Universal)	+146
RED HOT CHILI PEPPERS Californication (Warner Bros.)	+111
PRIMUS W/OZZY N.I.B. (Divine/Priority)	+82
LIVE They Stood Up For Love (Radioactive/MCA)	+82
DON HENLEY They're Not Here, They're... (Warner Bros.)	+74
MOTLEY CRUE Hell On High Heels (Motley/Beyond)	+72
8STOPS7 Question Everything (Reprise)	+68
PAPA ROACH Last Resort (DreamWorks)	+65

Breakers.

GODSMACK			CHART
Bad Religion (Republic/Universal)			21
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADOS		
443/44	36/1		
LIVE			CHART
They Stood Up For Love (Radioactive/MCA)			23
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADOS		
416/82	40/4		
8STOPS7			CHART
Question Everything (Reprise)			24
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADOS		
402/68	44/5		

71 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 7/16-Saturday 7/22. 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.

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.

"last goodbye" kenny wayne shepherd band

R&R ACTIVE ROCK 22 - 11
R&R ACTIVE ROCK 41 - 38

New Adds Include:
KDKB WXKE WLUM WPLR WKQZ

DISTURBED
"STUPIFY"

R&R ACTIVE ROCK 12
R&R ACTIVE ROCK 42 - 38

New Adds Include: WHJY WNCD

New & Active

HEADLIGHTS Sweet Oblivion (JED/Elektra/EEG)
Total Plays: 92, Total Stations: 12, Adds: 0

CLARKS Better Off Without You (Razor & Tie)
Total Plays: 91, Total Stations: 10, Adds: 1

WINGER ELEVEN Drag You Down (Wind-up)
Total Plays: 90, Total Stations: 13, Adds: 1

CREASE Frustration (Roadrunner)
Total Plays: 90, Total Stations: 12, Adds: 1

BRAMHALL I'm Leavin' (RCA)
Total Plays: 88, Total Stations: 10, Adds: 0

DOPE You Spin Me Round (Like...) (Flip/Epic)
Total Plays: 85, Total Stations: 12, Adds: 2

DEF LEPPARD 21st Century Sha La... (Mercury/CUMG)
Total Plays: 85, Total Stations: 8, Adds: 2

ROB ZOMBIE Scum Of The Earth (Hollywood)
Total Plays: 82, Total Stations: 11, Adds: 0

COWBOY MOUTH Easy (Blackbird/Atlantic)
Total Plays: 79, Total Stations: 8, Adds: 0

HALFORD Resurrection (Metal-Is/SRG)
Total Plays: 52, Total Stations: 9, Adds: 1

Songs ranked by total plays

Most Played Recurrents

GODSMACK Voodoo (Republic/Universal)

NICKELBACK Leader Of Men (Roadrunner)

METALLICA No Leaf Clover (Elektra/EEG)

KID ROCK Only God Knows Why (Top Dog/Lava/Atlantic)

INCUBUS Pardon Me (Immortal/Epic)

CREED What If (Wind-up)

FOO FIGHTERS Learn To Fly (Roswell/RCA)

COLLECTIVE SOUL Heavy (Atlantic)

STAIN'D Home (Flip/Elektra/EEG)

AC/DC Stiff Upper Lip (EastWest/EEG)

GODSMACK Keep Away (Republic/Universal)

SANTANA F/EVERLAST Put Your Lights On (Arista)

BUCKCHERRY Lit Up (DreamWorks)

BUSH The Chemicals Between Us (Trauma)

RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)

LENNY KRAVITZ Fly Away (Virgin)

SANTANA F/ROB THOMAS Smooth (Arista)

GODSMACK Whatever (Republic/Universal)

KORN Make Me Bad (Immortal/Epic)

OLEANDER Why I'm Here (Republic/Universal)

ROCK

Going For Adds 7/31/00

AMERICAN PEARL Free Your Mind (Wind-up)

FASTBALL You're An Ocean (Hollywood)

GOOD CHARLOTTE Little Things (Epic)

KID ROCK Wasting Time (Top Dog/Lava/Atlantic)

NIXONS Blackout (Koch)

ZEBRAHEAD Playmate Of The Year (Columbia)

TUNED-IN ROCK

R&R/MEDIABASE 24/7

96.1 KLPX
Tucson's Rock & Roll Classics

KLPX/Tuscon

3am

DAVID BOWIE Changes

CREED With Arms Wide Open

BEATLES Revolution

38 SPECIAL Rockin' Into The Night

SHANNON CURFMAN True Friends

CLASH Should I Stay Or Should I Go

KISS Rock & Roll All Nite

J. PAGE/BLACK CROWES Ten Years Gone

LED ZEPPELIN Ocean

KENNY WAYNE SHEPHERD Was

PINK FLOYD Wish You Were Here

JOHN COUGAR Jack & Diane

BLUE OYSTER CULT Cities On Flame

HEART Barracuda

11am

VAN HALEN Finish What Ya Started

COLLECTIVE SOUL Heavy

PINK FLOYD Another Brick In The Wall (P2)

FOGHAT I Just Want To Make Love To You

CREED With Arms Wide Open

TRUMPET Lay It On The Line

KENNY WAYNE SHEPHERD Last Goodbye

ROLLING STONES Sympathy For The Devil

ERIC CLAPTON Lay Down Sally

4pm

KING/CLAPTON Ridin' With The King

VAN HALEN You Really Got Me

CLASH Train In Vain

STONE TEMPLE PILOTS Interstate Love Song

CREAM Crossroads

SANTANA F/ROB THOMAS Smooth

CULT Painted On My Heart

RED RIDER Lunatic Fringe

STEVIE RAY VAUGHAN Crossfire

PINK FLOYD Us & Them

101
KBER/Salt Lake City

KBER/Salt Lake City

3am

BSTOPS7 Question Everything

SMASHING PUMPKINS 1979

AEROSMITH The Other Side

CREED With Arms Wide Open

NINE INCH NAILS Head Like A Hole

JUDAS PRIEST You've Got Another Thing Comin'

3 DOORS DOWN Kryptonite

OZZY OSBOURNE Mama, I'm Coming Home

IRON MAIDEN The Wicker Man

JIMI HENDRIX Fire

BON JOVI It's My Life

NIRVANA Smells Like Teen Spirit

DEFTONES Change (In The House Of Flies)

11am

CINDERELLA Nobody's Fool

CREED With Arms Wide Open

RUSH Tom Sawyer

MARCY PLAYGROUND Sex & Candy

TESLA Modern Day Cowboy

JIMI HENDRIX Wind Cries Mary

METALLICA Turn The Page

VAN HALEN Runnin' With The Devil

DEFTONES Change (In The House Of Flies)

4pm

MOTLEY CRUE Hell On High Heels

DIO Holy Diver

LED ZEPPELIN Immigrant Song

BUSH Comedown

WINGER Miles Away

RED HOT CHILI PEPPERS Otherside

VAN HALEN Panama

NIRVANA Come As You Are

PINK FLOYD Hey You

U.P.O. Godless

DEF LEPPARD Photograph



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The Myth

Continued from Page 108

The luxury car makers are coming with cars priced under \$30,000 and are targeted at Gen X, but they're going to Active Rock or Alternative radio. These formats and these stations need to do a much better job recognizing that this shift is happening. Dollars are moving demographically in our direction. It's incumbent on radio stations to not only be in front of these advertisers on the other side, but to create Internet strategies that can be presented to these advertisers as well."

Jacobs refers to what Michael Eisner calls "touch points" and explains, "The Lion King isn't just an animated movie, it's a CD, a videocassette, a website, a Broadway play, stuffed animals and board games. Michael Eisner doesn't care where he gets your money for The Lion King from because he has enough touch points out there that when you're ready to buy, there is a Lion King thing waiting for you.

New Opportunities

"Radio needs to do the same thing, particularly with the Internet," Jacobs continues. "They've done it with

festivals and called it brand extension. It's a different way of generating revenue based on the brand position of the radio station. The website is the same thing.

"I realize that today it doesn't appear there'll be a lot of revenue coming in commensurate with the investment made in an Internet program, but if we don't get there from a sales standpoint and create revenue opportunities with websites designed to capture the dollars that are shifting to our direction, we're missing a huge opportunity that's more than a short-term one. If we don't get on the radar screen of these

advertisers, and they have success with the Internet, it's going to be doubly difficult to get them back later."

Jacobs is mindful that this is a time of many opportunities. "From a sales standpoint, the time for Active Rock and Alternative has never been better, without question. The revenue has grown, and it's more than dot-com. It's credit unions, banks, mortgage companies, car dealers — the advertiser base has broadened. It was much more difficult five or 10 years ago.

"But it is still an uphill battle. Any time your format starts at 18 or 12,

it's more difficult than at 25. These shifts are happening, but they're always slower than we'd like. But there is no question that embracing these demographic shifts, both from the music perspective and the business, marketing and Internet perspectives, is critical as we move forward."

TELL US WHAT YOU THINK!

Share your opinion about this column — go to www.ironline.com and click the Message Boards button.

R&R Active Rock Top 50

July 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	WEEKS ON CHART	GROSS IMPRESSIONS (M)	TOTAL STATIONS ADDS
3	1	PAPA ROACH Last Resort (DreamWorks)	2083	+106	170283	20
1	2	A PERFECT CIRCLE Judith (Virgin)	1992	+4	156925	16
2	3	METALLICA I Disappear (Hollywood)	1919	-66	164151	14
4	4	CREED With Arms Wide Open (Wind-up)	1821	-120	145603	18
7	5	DEFTONES Change (In The House Of Flies) (Maverick)	1687	+120	122796	11
8	6	RED HOT CHILI PEPPERS Californication (Warner Bros.)	1648	+89	133230	8
8	7	U.P.O. Godless (Epic)	1547	-41	115213	17
5	8	3 DOORS DOWN Kryptonite (Republic/Universal)	1485	-148	139449	30
8	9	GODSMACK Bad Religion (Republic/Universal)	1481	+170	112507	10
10	10	3 DOORS DOWN Loser (Republic/Universal)	1365	+156	112421	11
11	11	LIMP BIZKIT Take A Look Around (Theme...) (Hollywood)	1152	+38	94023	15
12	12	DISTURBED Stupify (Giant/Reprise)	1145	+99	86724	18
15	13	INCUBUS Stellar (Immortal/Epic)	882	+101	67934	6
13	14	STONE TEMPLE PILOTS Sour Girl (Atlantic)	847	-187	67326	19
20	15	ROB ZOMBIE Scum Of The Earth (Hollywood)	809	+106	67445	4
24	16	PRIMUS W/OZZY N.I.B. (Divine/Priority)	800	+150	70996	4
22	17	UNION UNDERGROUND Turn Me On... (Portrait/Columbia)	797	+125	78901	7
18	18	PEARL JAM Light Years (Epic)	741	+17	52072	7
14	19	KORN Make Me Bad (Immortal/Epic)	715	-91	72001	25
25	20	ONE WAY RIDE Painted Perfect (Refuge/MCA)	710	+95	49882	6
23	21	QUEENS OF THE STONE AGE The Lost Art Of Keeping... (Interscope)	671	+15	51528	9
16	22	AC/DC Satellite Blues (EastWest/EEG)	662	-93	49843	10
Breaker	23	KORN Somebody Someone (Immortal/Epic)	623	+66	56508	4
21	24	EVERCLEAR Wonderful (Capitol)	610	-69	34198	9
28	25	EVE 6 Promise (RCA)	596	+50	41005	7
30	26	MOTLEY CRUE Hell On High Heels (Motley/Beyond)	558	+47	48707	7
31	27	8STOPS? Question Everything (Reprise)	550	+55	31820	4
13	28	KID ROCK American Bad Ass (Top Dog/Lava/Atlantic)	534	-183	50155	13
23	29	ISLE OF Q Little Scene (Universal)	440	+36	35921	5
29	30	IRON MAIDEN The Wicker Man (Portrait/Columbia)	418	-93	38835	10
Debut	31	NICKELBACK Breathe (Roadrunner)	411	+353	27320	1
35	32	LIVE They Stood Up For Love (Radioactive/MCA)	390	+32	30001	3
32	33	CULT Painted On My Heart (Island/IDJMG)	382	-26	24473	6
34	34	P.O.D. Rock The Party (Off The Hook) (Atlantic)	379	-13	32420	8
36	35	KITTIE Charlotte (NG/Artemis)	353	-2	22545	6
40	36	DOPE You Spin Me Round (Like...) (Flip/Epic)	334	+97	30521	2
38	37	FINGER ELEVEN Drag You Down (Wind-up)	332	+54	27835	3
41	38	KENNY WAYNE SHEPHERD BAND Last Goodbye (Giant/Reprise)	320	+88	16962	2
39	39	SR-71 Right Now (RCA)	311	+67	24353	3
26	40	FOO FIGHTERS Breakout (Roswell/RCA)	299	-275	33109	14
43	41	DEADLIGHTS Sweet Oblivion (QED/Elektra/EEG)	255	+37	15917	3
42	42	CREASE Frustration (Roadrunner)	240	+17	22720	4
49	43	(HED) PLANET EARTH Bartender (Volcano/Jive)	230	+77	25865	2
45	44	SLIPKNOT Spit It Out (Roadrunner)	221	+15	19408	3
46	45	STIR Climbing The Walls (Capitol)	180	+9	10069	2
46	46	PROJECT 86 One-Armed Man (Play On) (BEC/Tooth & Nail/Atlantic)	167	-35	11331	5
47	47	PANTERA Goddamn Electric (EastWest/EEG)	156	-38	18298	5
37	48	JESSE JAMES DUPREE Mainline (V2)	150	-153	7924	11
Debut	49	JIMMY PAGE & BLACK CROWES Ten... (Musicmaker.com/TVT)	124	+20	11420	1
44	50	LIT Over My Head (Java/Capitol)	117	-90	6265	6

Most Added.

ARTIST TITLE LABEL(S)	TOTAL PLAYS	TOTAL STATIONS ADDS
RAGE AGAINST THE MACHINE Testify (Epic)	72/0	72/0
MARVELOUS 3 Sugarbuzz (HiFi/Elektra/EEG)	70/0	70/0
(HED) PLANET EARTH Bartender (Volcano/Jive)	69/0	69/0
RADFORD Closer To Myself (RCA)	71/0	71/0
APARTMENT 26 Backwards (Hollywood)	71/1	71/1
NICKELBACK Breathe (Roadrunner)	68/1	68/1
DOPE You Spin Me Round (Like...) (Flip/Epic)	67/0	67/0
PITCHSHIFTER Keep It Clean (MCA)	68/0	68/0
ROB ZOMBIE Scum Of The Earth (Hollywood)	69/1	69/1
ONE WAY RIDE Painted Perfect (Refuge/MCA)	65/0	65/0
SUNNA Power Struggle (Astralwerks/Caroline)	61/3	61/3

STIR
 "Climbing the Walls"
 R&R Rock 39 - 33
 R&R Active Rock 48 - 45
 New: WDV E WMMS KEZO
 WDHA WZZO

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAYS INCREASE	TOTAL STATIONS ADDS
NICKELBACK Breathe (Roadrunner)	353	1
GODSMACK Bad Religion (Republic/Universal)	170	10
3 DOORS DOWN Loser (Republic/Universal)	156	11
PRIMUS W/OZZY N.I.B. (Divine/Priority)	150	4
UNION UNDERGROUND Turn Me On... (Portrait/Columbia)	125	7
DEFTONES Change (In The House Of Flies) (Maverick)	120	11
PAPA ROACH Last Resort (DreamWorks)	106	20
ROB ZOMBIE Scum Of The Earth (Hollywood)	106	4
TAPROOT Again And Again (Velvet Hammer/Atlantic)	97	2
INCUBUS Stellar (Immortal/Epic)	101	6

Breakers.

ARTIST TITLE LABEL(S)	TOTAL PLAYS INCREASE	TOTAL STATIONS ADDS
KORN Somebody Someone (Immortal/Epic)	623	55/3

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

72 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 7/16-Saturday 7/22. 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.

pitchshifter "Keep It Clean"

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from their self-titled debut release
ON YOUR DESK NOW

Produced by Paul Fox

Mixed by Tom Lord-Alge

A&R Direction: Bruce Flohr

Management: Richard Bishop and David Crowley for 3AM

www.radfordonline.com



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July 28, 2000

Breakers.

LM	TW	Artist Title Label(s)	TW	LM	Stations Adds
1	1	PAPA ROACH Last Resort (DreamWorks)	1759	1663	50/0
2	2	A PERFECT CIRCLE Judith (Virgin)	1441	1489	50/0
4	3	RED HOT CHILI PEPPERS Californication (Warner Bros.)	1429	1337	48/0
3	4	3 DOORS DOWN Kryptonite (Republic/Universal)	1282	1374	47/0
5	5	DEFTONES Change (In The House Of Flies) (Maverick)	1240	1211	50/0
6	6	LIMP BIZKIT Take A Look Around (Theme...) (Hollywood)	1144	1182	45/0
7	7	METALLICA I Disappear (Hollywood)	1118	1127	47/0
10	8	INCUBUS Stellar (Immortal/Epic)	940	786	48/3
8	9	CREED With Arms Wide Open (Wind-up)	868	984	43/0
13	10	DISTURBED Stupify (Giant/Reprise)	828	743	46/0
9	11	STONE TEMPLE PILOTS Sour Girl (Atlantic)	809	842	39/0
16	12	GOODSMACK Bad Religion (Republic/Universal)	746	650	35/0
11	13	KORN Make Me Bad (Immortal/Epic)	731	766	48/0
20	14	3 DOORS DOWN Loser (Republic/Universal)	696	570	43/3
14	15	EVE 6 Promise (RCA)	693	718	35/0
18	16	SR-71 Right Now (RCA)	656	617	33/1
17	17	CYPRESS HILL Superstar (Ruffhouse/Columbia)	633	638	24/0
19	18	U.P.D. Godless (Epic)	599	590	33/0
21	19	KORN Somebody Someone (Immortal/Epic)	595	568	49/1
15	20	EVERCLEAR Wonderful (Capitol)	583	697	31/0
29	21	WHEATUS Teenage Dirtbag (Columbia)	424	319	24/1
26	22	ROB ZOMBIE Scum Of The Earth (Hollywood)	415	328	34/2
25	23	UNION UNDERGROUND Turn Me... (Portrait/Columbia)	407	358	36/3
—	24	BT Never Gonna Come Back Down (Network/Capitol)	344	280	22/0
27	25	P.O.D. Rock The Party (Off The Hook) (Atlantic)	334	327	31/0
24	26	PEARL JAM Light Years (Epic)	332	363	28/0
30	27	QUEENS OF THE STONE AGE The Lost Art... (Interscope)	316	283	30/1
—	28	RAGE AGAINST THE MACHINE Testify (Epic)	315	212	41/27
—	29	8STOPS7 Question Everything (Reprise)	295	271	20/0
28	30	DYNAMITE HACK Boyz In The Hood (Farmclub.com/Universal)	276	321	20/0



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 July 16-Saturday July 22, © 2000, R&R Inc.

Contributing Stations

WQBK/Albany, NY
KTEG/Albuquerque
WNXX/Atlanta
KROX/Austin
WRAX/Birmingham
WAAF/Boston
WBCN/Boston
WKQX/Chicago
KILQ/Colorado Springs
WBZX/Columbus, OH
KDBE/Dallas
KBPI/Denver
KXPX/Denver
WKLO/Grand Rapids
WTPP/Greenville, SC
WQXA/Harrisburg
WCCC/Hartford

KTBZ/Houston-Galveston
WRZX/Indianapolis
WNFZ/Knoxville
KXTE/Las Vegas
KROQ/Los Angeles
WNFS/Memphis
WZTA/Miami
KXXR/Minneapolis
KKNO/New Orleans
WXRK/New York
WNRD/Norfolk
WJRR/Orlando
WYSP/Philadelphia
KEDJ/Phoenix
KUPD/Phoenix
WXDX/Pittsburgh
KUFO/Portland, OR

WBUR/Providence
KRXQ/Sacramento
KXK/Salt Lake City
KISS/San Antonio
KITS/San Francisco
KHDD/Seattle
KFNN/Seattle
KPNT/St. Louis
WXTM/St. Louis
WXTB/Tampa
KFMA/Tucson
KMYZ/Tulsa
WHFS/Washington, DC
WWDC/Washington, DC
KICT/Wichita
WXBE/Wilkes Barre

Most Played Recurrents

INCUBUS Pardon Me (Immortal/Epic)
LIMP BIZKIT Break Stuff (Flip/Interscope)
NICKELBACK Leader Of Men (Roadrunner)
STAND Mudshovel (Flip/Elektra/EEG)
GOODSMACK Voodoo (Republic/Universal)
STAIND Home (Flip/Elektra/EEG)
GOODSMACK Keep Away (Republic/Universal)
CREED What If (Wind-up)
CREED Higher (Wind-up)
RED HOT CHILI PEPPERS Otherside (Warner Bros.)

TUNED-IN ACTIVE ROCK

R&R/MEDIABASE 24/7

ROCK WIIYY/Baltimore, MD

3am

LED ZEPPELIN All My Love
PAPA ROACH Last Resort
PEARL JAM Evenflow
ROLLING STONES Beast Of Burden
PRIMUS w/OZZY OSBOURNE N.I.B.
SCORPIONS Wind Of Change
BUSH Machinehead
JOAN JETT I Love Rock And Roll
METALLICA I Disappear
U2 Desire
UNION UNDERGROUND Turn Me On (Mr. Deadman)
AEROSMITH Come Together
KORN Freak On A Leash

11am

AEROSMITH Dream On
METALLICA Wherever I May Roam
VAN HALEN Unchained
GOODSMACK Bad Religion
QUEEN We Will Rock You/We Are The Champions
BILLY SQUIER Everybody Wants You
RED HOT CHILI PEPPERS Scar Tissue
LED ZEPPELIN Ocean
CULT Painted On My Heart
WHO Won't Get Fooled Again

4pm

DEF LEPPARD Bringin' On The Heartbreak
OFFSPRING Gotta Get Away
MOTLEY CRUE Home Sweet Home
METALLICA I Disappear
ROLLING STONES Satisfaction (Can't Get No)
GUNS 'N' ROSES Knockin' On Heaven's Door
GREEN DAY When I Come Around
PINK FLOYD Time
LYNYRD SKYNYRD Sweet Home Alabama
PRIMUS w/OZZY OSBOURNE N.I.B.

8pm

MOTLEY CRUE Girls, Girls, Girls
VAN HALEN Runner With The Devil
GOODSMACK Voodoo
JUDAS PRIEST You've Got Another Thing Comin'
J. PAGE/BLACK CROWES Ten Years Gone
SCORPIONS No One Like You
AC/DC Satellite Blues
DOORS Break On Through
STONE TEMPLE PILOTS Wicked Garden
DEFTONES Change (In The House Of Flies)
BLACK SABBATH War Pigs



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WKLQ/Grand Rapids, MI

3am

CREED What If
CLUTCH Space Grass
DEFTONES Change (In The House Of Flies)
FOO FIGHTERS Stacked Actors
METALLICA I Disappear
GREEN DAY Brain Stew
UNCLE KRACKER Yeah, Yeah, Yeah
ALICE IN CHAINS I Stay Away
P.O.D. Rock The Party (Off The Hook)
STONE TEMPLE PILOTS Interstate Love Song
NIRVANA Smells Like Teen Spirit

11am

DEFTONES Change (In The House Of Flies)
FOO FIGHTERS Learn To Fly
PRESIDENTS OF THE UNITED STATES... Lump
RED HOT CHILI PEPPERS Otherside
STONE TEMPLE PILOTS Plush
IRON MAIDEN The Wicker Man
ALICE IN CHAINS Man In The Box
PAPA ROACH Last Resort
SOUNDGARDEN Spoonman

4pm

FOO FIGHTERS My Hero
DAYS OF THE NEW The Down Town
POWERMAN 5000 When Worlds Collide
U.P.D. Godless
INCUBUS Pardon Me
DEFTONES Be Quiet And Drive (Far Away)
LIVE They Stood Up For Love
NIRVANA In Bloom
RED HOT CHILI PEPPERS Californication

8pm

CLUTCH The Soap Makers
GOODSMACK Bad Religion
ROB ZOMBIE Living Dead Girl
DRAEM S.T.H. Simon Says
METALLICA I Disappear
TODD Sober
UNCLE KRACKER Yeah, Yeah, Yeah
OZZY OSBOURNE Flying High Again
KITTIE Charlotte
ALICE IN CHAINS Would?
PRIMUS Electric Uncle Sam

New & Active

TAPROOT Again... (Velvet Hammer/Atlantic)
Total Plays: 115, Total Stations: 18, Adds: 3

COWBOY MOUTH Easy (Blackbird/Atlantic)
Total Plays: 102, Total Stations: 8, Adds: 0

RAGE AGAINST THE MACHINE Testify (Epic)
Total Plays: 100, Total Stations: 40, Adds: 38

CRAZY TOWN Darkside (Columbia)
Total Plays: 100, Total Stations: 11, Adds: 0

APARTMENT 26 Backwards (Hollywood)
Total Plays: 89, Total Stations: 25, Adds: 10

WHEATUS Teenage Dirtbag (Columbia)
Total Plays: 85, Total Stations: 6, Adds: 1

SUM 41 Makes No Difference (Island/IDJMC)
Total Plays: 68, Total Stations: 12, Adds: 2

STATIC-X Bled For Days (Warner Bros.)
Total Plays: 59, Total Stations: 17, Adds: 2

STATIC-X Love Dump (Warner Bros.)
Total Plays: 48, Total Stations: 10, Adds: 4

UNIFIED THEORY California (333/Universal)
Total Plays: 38, Total Stations: 7, Adds: 2

Songs ranked by total plays

ACTIVE ROCK

Going For Adds 7/31/00

AMERICAN PEARL Free Your Mind (Wind-up)
FASTBALL You're An Ocean (Hollywood)
GOOD CHARLOTTE Little Things (Epic)
KID ROCK Wasting Time (Top Dog/Lava/Atlantic)
NIXONS Blackout (Koch)
ZEBRAHEAD Playmate Of The Year (Columbia)

active INSIGHT

By
Tracey Hoskin
Asst. Rock Editor

The stars at night are big and bright.... Everything's bigger in Texas, right? A foursome from San Antonio are proving that statement to be true. **Union Underground** are a kick-ass, straight-up rock 'n' roll band who are having a Texas-size impact in the Rock/Active Rock world. Their sound is big, their presence is big, and their plans are big.

Ever since the "playing for free beer days," **Union Underground** have had an agenda. Lead vocalist/guitarist **Bryan Scott** "knows we can be a really big band, bigger than your average club-sized, 2,000-seater rock band." That's a mighty bold statement, but he's right. At 13, Scott knew he was going to be a musician and forged that path with partner/friend/guitarist **Patrick Kennison** beginning in 1997. Drummer **Josh Memelo** joined in '98, and bassist **John Moyer** was the last to jump on board.

Knowing that they wouldn't get noticed in San Antonio, **Union Underground** were fortunate enough to have a friend in L.A. get them a review in a music mag. That review led to offers from indie labels, a manager and Columbia Records. Their debut for **Portrait/Columbia**, **An**

Education in Rebellion, exemplifies rock 'n' roll at its finest. Powerful vocals and enormous guitars dominate the album from start to finish. There is something strangely familiar about **Underground's** music — Alice In Chains meets White Zombie. That is no surprise, since Scott names Alice In Chains as his biggest influence in the past 10 years. **Union Underground** create a sound distinctly separate from their influences, however. Scott's vocals are soulful, erotic, menacing and possibly the biggest presence on the album.

The single, "Turn Me On (Mr. Deadman)," has turned specialty reporters on for weeks and is still hanging on the chart after making a Lone Star State impact at Rock/Active Rock radio. **WZTA/Miami MD** Kimba enthuses, "'Turn Me On' is doing great on the phones, and the band truly made ZETAfest a jamboree. We were all turned on by their live show."



Union Underground

R&R Top 20 Specialty Artists

July 28, 2000

- 1 **NATIVITY IN BLACK 2** (*Divine/Priority*) "Sweet Leaf," "Electric Funeral"
- 2 **TAPROOT** (*Velvet Hammer/Atlantic*) "Again And Again," "Mirror's Reflection"
- 3 **DEFTONES** (*Maverick*) "Change (In The House Of Flies)"
- 4 **(HED) PLANET EARTH** (*Volcano/Jive*) "Bartender," "I Got You"
- 5 **HALFORD** (*Spitfire*) "Resurrection"
- 6 **IN FLAMES** (*Nuclear Blast*) "Pinball Map," "Clay Man"
- 7 **IRON MAIDEN** (*Portrait/Columbia*) "Wicker Man," "Brave New World"
- 8 **EARTH CRISIS** (*Victory*) "Nemesis," "Slither"
- 9 **STUCK MOJO** (*Century Media*) "Hatebread"
- 10 **DISTURBED** (*Giant/Reprise*) "Down With The Sickness," "Stupify"
- 11 **ULTRASPANK** (*Epic*) "Jackass"
- 12 **PANTERA** (*EastWest/EEG*) "Death Rattle," "Hellbound"
- 13 **RORSCHACH TEST** (*E-magine*) "Satan," "Fornicator"
- 14 **UNION UNDERGROUND** (*Portrait/Columbia*) "Turn Me On (Mr. Deadman)"
- 15 **LINEA 77** (*Earache*) "90 Degrees"
- 16 **MOTORHEAD** (*CMC/SRG*) "See Me Burning"
- 17 **BOILER ROOM** (*Roadrunner*) "Do It Again"
- 18 **RELATIVE ASH** (*Island/IDJMG*) "Flavor"
- 19 **35° MUDDER** (*Independent*) "I'm Still Here"
- 20 **KITTIE** (*Ng/Artemis*) "Charlotte," "Spit"

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>Jones Radio Network (JRN) HardDrive Various Nicky Mgill/Lee Arban Lone Star Record "Turn Me On (Mr. Deadman)" American Pacific "You Spin Me Round" Kiss "Domtobdy, Somtobdy" Insolent "Knowledge" Ruler-Kiss "On A High"</p>	<p>WPXC/Cape Cod, MA To The Extreme Saturday 9:30-10:30pm Trick Scalloped Age Against The "Smiley" Seawind "Gloria" Red Javel "Bentley" Lone Star Record "Turn Me On (Mr. Deadman)" Finger Beach "Stay You Down"</p>	<p>WKLG/Grand Rapids, MI Climax Sunday 9-10pm Sloves "The Rat" Address Korn/House "Ready To Roll" Sims "I Am Not Talking" Sunny Day Real... "One" Jungle "After "Chemical" Richard Anderson "New York"</p>	<p>WBAB/Long Island, NY Toppers Metal Shop Sunday 10pm-1am Tingers Mudcrich "You Got High Head" Iron Maiden "Brave New World" Spartan "Again And Again" Union Underground "Turn Me On (Mr. Deadman)" Red Javel "Bentley"</p>	<p>KATT/Oklahoma City, OK KAT's Big Metal Sunday 9-11pm Darby Prison "Power To The People" Lita Ford "Wasted Youth" Helford "Resurrection" Bar 7 "No Show" Iron Maiden "The Wicker Man"</p>	<p>KBER/Salt Lake City, UT Radio Kees Sunday 9-11pm Darby Earth Crisis "Slither" Lone Star Record "Shame" Nativity In Black 2 "Sweet Leaf" Deftones "Kerosene" In Flames "City Man"</p>	<p>WXTM/St. Louis, MO Monday Night Metal Mon-Fri 11pm-midnight Kane Deftones "The Green" Full Devil Jacket "Mr. Wiggly" Nativity In Black 2 "Sweet Leaf" Stuck Mojo "Yabber" WXTM/St. Louis, MO Heford Friday 10pm-midnight Johnny Orr BT "Domtobdy" Aly "Angelique" Dixieland "Domtobdy" Lone Star Record "Shame" Nativity In Black 2 "Sweet Leaf"</p>
<p>MJL Broadcasting (MJL) Pile Driver Various Wack Race/Carry Radio 3 Down Down "Loser" Insolent "Della" Fuzz Road "Last Road" A Perfect Circle "Flood" Deftones "Smiley"</p>	<p>KEGL/Dallas, TX Cassidors Rock Show Sunday 7pm-9pm Robert Mignall Iron Maiden "Brave New World" Mudcrich "You Got High Head" Alice Cooper "Brave New World" Ed Landed "Third Century Star" Prison "Can't Bring My Down"</p>	<p>WXRA/Greensboro, NC The Allstate Network Saturday 10-11pm Marshall Gae Full Devil Jacket "Shame On You" Van Halen "You Lie" Crimley Mouth "Easy" Fleetside "Kiss 'n' Cry" Dixieland "Domtobdy"</p>	<p>WTFX/Louisville, KY The Allstate Network Saturday 10pm-11pm Black Frank Earth Crisis "Slither" Deftones "Tilt" Spartan "Again And Again" Black Flag "My Darling Green" Nativity In Black 2 "Sweet Leaf"</p>	<p>WYSP/Philadelphia, PA Rockers Friday midnight-2am Mark & Heppy Heavy Metal 2000 "Achromatic" Stuck Mojo "Yabber" Dixieland "Domtobdy" Nativity In Black 2 "Sweet Leaf" King Diamond "The Serpent's Head"</p>	<p>KISW/Seattle, WA Metal Shop Saturday midnight-2am Adam DeLore Mark "Send Me On" Nativity In Black 2 "Sweet Leaf" Deftones "Kerosene" Nativity In Black 2 "Electric Funeral" Anthrax "Crash"</p>	<p>WXTM/St. Louis, MO Heford Friday 10pm-midnight Johnny Orr BT "Domtobdy" Aly "Angelique" Dixieland "Domtobdy" Lone Star Record "Shame" Nativity In Black 2 "Sweet Leaf"</p>
<p>WGBK/Albany, NY Kick The PA Sunday 9pm-10pm Tim Noble In Flames "Hazardous" Brotherhood "Scream To Prove It" Glo "Tilt" Dixieland "Domtobdy" Nativity In Black 2 "Sweet Leaf"</p>	<p>KBPJ/Denver, CO Metallic Saturday midnight-2am Uncle Rasty Pantera "Hollow End" Iron Maiden "The Wicker Man" Heford "Domtobdy" Agnostic Front "Domtobdy" Deftones "Change"</p>	<p>WXIA/Harrisburg, PA The Sunday Bump Sunday 8-10pm Rich Wenzel Spartan "I Am Not Talking" Fleetside "Kiss 'n' Cry" Agnostic Front "Domtobdy" Nativity In Black 2 "Sweet Leaf"</p>	<p>WTFX/Louisville, KY Deftones Sunday 8-10pm Chris Althaus Deftones "Resonance" Fleetside "Kiss 'n' Cry" Agnostic Front "Domtobdy" Nativity In Black 2 "Sweet Leaf"</p>	<p>KUPD/Phoenix, AZ Red Radio Underground Sunday 7-9pm Larry Mac Sun 41 "Machine Gun" Sunny Day Real... "One" Nativity In Black 2 "Sweet Leaf" Agnostic Front "Domtobdy" Heford "Domtobdy"</p>	<p>KISW/Seattle, WA New Music Hour Sunday 9-11pm Scott Vanderpool Paperback Machine "Ten Years Gone" Full Devil Jacket "Shame On You" Nativity In Black 2 "Sweet Leaf" Earth Crisis "Slither" Heford "Domtobdy"</p>	<p>WXTM/St. Louis, MO Area 51 Friday 10pm-midnight Bob Nichols Union Underground "Turn Me On (Mr. Deadman)" Nativity In Black 2 "Sweet Leaf" Earth Crisis "Slither" Heford "Domtobdy"</p>
<p>KWHL/Anchorage, AK The Pit Sunday 9pm-10pm Barred John Spartan "Tilt" Queens Of The "The Last In Line" Stuck Mojo "Yabber" Fleetside "Kiss 'n' Cry" Rock "Loser"</p>	<p>KRZR/Fresno, CA ExtremeLive Thursday 9pm-10pm Doug Breaker Mudcrich "You Got High Head" Heavy Metal 2000 "Achromatic" Pantera "Hollow End" Nativity In Black 2 "Sweet Leaf" Project 86 "One Armed Man" Dixieland "Domtobdy"</p>	<p>WCCO/Hartford, CT Sunday Night Blues Sunday 8-10pm Red Star Big Bill Murray "Change & Fear" Queens Of The "The Last In Line" Nativity In Black 2 "Sweet Leaf" Nativity In Black 2 "Sweet Leaf"</p>	<p>WDIR/Manchester, NH Whiplash Sunday 10-11pm Red Star Opposition "Disarming Force" Stuck Mojo "You Lie" Nativity In Black 2 "Sweet Leaf" Nativity In Black 2 "Sweet Leaf"</p>	<p>KUPD/Phoenix, AZ Late The Pit Sunday 10pm-midnight Larry Mac & The Secretor Disturbed "Down With The Sickness" Nativity In Black 2 "Sweet Leaf" Spartan "Again And Again" Nativity In Black 2 "Sweet Leaf" Nativity In Black 2 "Sweet Leaf"</p>	<p>KXRQ/Springfield, MO Revolution Sunday 10 - midnight E-man Mylar "A Time To Die" Nativity In Black 2 "Sweet Leaf" Nativity In Black 2 "Sweet Leaf" Nativity In Black 2 "Sweet Leaf"</p>	<p>WXTM/St. Louis, MO Static Sunday 9pm-10pm Johnny Orr BT "Domtobdy" Aly "Angelique" Dixieland "Domtobdy" Lone Star Record "Shame" Nativity In Black 2 "Sweet Leaf"</p>
<p>WKGB/Binghamton, NY Increasing Monday 10pm-11:30pm Tim Nelson Nativity In Black 2 "Sweet Leaf" Nativity In Black 2 "Sweet Leaf" Nativity In Black 2 "Sweet Leaf"</p>	<p>WKLG/Grand Rapids, MI Metal At Midnight Thursday midnight-1am Tom "WU" Slovins Nativity In Black 2 "Sweet Leaf" Nativity In Black 2 "Sweet Leaf" Nativity In Black 2 "Sweet Leaf"</p>	<p>KLFX/Ilion, TX Kut Radio Sunday 10pm-midnight Bob Fonda Nativity In Black 2 "Sweet Leaf" Nativity In Black 2 "Sweet Leaf" Nativity In Black 2 "Sweet Leaf"</p>	<p>KXXR/Minneapolis, MN X-treme Metal Shop Friday 1-4am Mark Davis Earth Crisis "Slither" Nativity In Black 2 "Sweet Leaf" Nativity In Black 2 "Sweet Leaf"</p>	<p>KRXD/Sacramento, CA Ear Whacks Sat 8-9:30pm Che Brooks, Paul Wilbur In Flames "City Man" Nativity In Black 2 "Sweet Leaf" Earth Crisis "Slither" Nativity In Black 2 "Sweet Leaf"</p>	<p>WXTM/St. Louis, MO Static Sunday 9pm-10pm Johnny Orr BT "Domtobdy" Aly "Angelique" Dixieland "Domtobdy" Lone Star Record "Shame" Nativity In Black 2 "Sweet Leaf"</p>	<p>WXTM/St. Louis, MO Static Sunday 9pm-10pm Johnny Orr BT "Domtobdy" Aly "Angelique" Dixieland "Domtobdy" Lone Star Record "Shame" Nativity In Black 2 "Sweet Leaf"</p>

35 total reporters from the Active Rock and Rock pop.

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"Leaving Town"

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"This is a one listen smash from a band that wrote a big debut album." -Leslie Fram, 99X/Atlanta



"Dude, it moved from 152 to 50 in BDS Board Monitor this week."

"Well besides KROQ and Live 105... WBCN and more added it this week."

the dandy warhols

"bohemian like you"

the first single from thirteen tales from urban bohemia

KROQ LIVE 105 WHFS WBCN KTE
X96 89X 91X KNRK

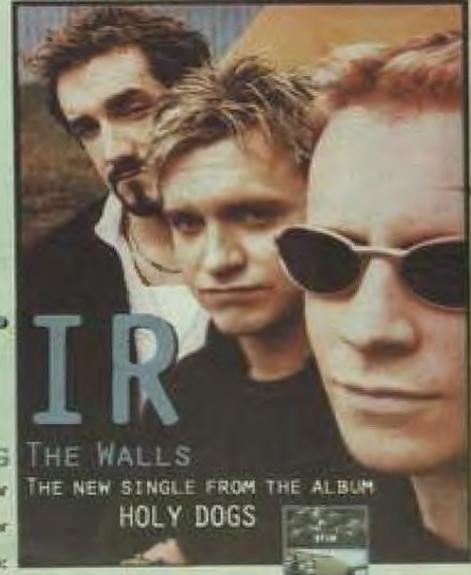
and well over half the panel!

ON HEADLINE TOUR!



MOVES 70 to 48 — BDS MONITOR
DEBUT AT #30 MAINSTREAM BDS ROCK
99X KPNT KTBZ WRAX KCXX
AND OVER 60% OF PANEL!

"Once you hear STIR's album and see them live you'll get it and 'Climbing The Walls' will be the track that makes believers out of all of us."
— Jack & Kristen, WEND/Charlotte



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JIM KERR

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The Foundation Of Internet Marketing

■ BRS Media's George Bundy on domain names and streaming audio

There's a lot of talk about some fairly sophisticated uses for the Internet in terms of content, sales and marketing, but it is important to note that most of these things are still untested or won't be of benefit for some time.

In essence, the core of any overall Internet strategic plan has to begin with the knowledge that the primary benefit won't be realized until the future. In terms of marketing, there are a few Internet programs that can pay off right now (Fastblast.com banner purchases, e-mail database management), but for the most part the great potential for Internet marketing is just that — potential.

Since so much of what will be of value in the future will be based on the building blocks you put together today, making the right moves from the start is critically important. Recently, I talked with BRS Media's George Bundy about these issues to get his insider's viewpoint.

Changing The Face Of Radio

When I presented my opinions of the Internet and radio, Bundy agreed in part, but felt that radio stations shouldn't just assume that the Internet is all about the future. "You're right that it is more important to the future, but it is also important today," he said. "Not that tra-

"Internet usage is changing the face of not just radio, but the entire business-to-business and business-to-consumer industries. The Internet is thus a very important part of marketing today, a situation that I think is being missed by radio."

ditional radio stations are going to be tearing down their towers and broadcasting over the Internet, but the fact is that Internet usage is changing the face of not just radio, but the entire business-to-business and business-to-consumer industries.

"The Internet is thus a very important part of marketing today, a

situation that I think is being missed by radio. Everyone seems to want to make a profit off their presence on the Internet — which is fine and will eventually happen — but the ability to extend your brand online and to recycle your user back to your traditional signal is what is important today and what will benefit you in the future."

Bundy's point is a good one: You have listeners on the Internet; it only makes sense to try to reach them. As Bundy related, it's all about extending your brand to as many media as possible, including, in this instance, the Internet. "In terms of the Internet, the most important thing to do is to extend your brand to better reach your current user base," he said.

"Today there are an awful lot of entertainment choices out there. The traditional radio listener has a lot of choices when they get on the Internet, and they may find some other audio choice that they want to utilize. Stations need to be wherever the end user is and to make them aware that their brand is there as well. It is only by being a choice that they can get what they are used to getting via this new medium."

The First Step

For any station wanting to use the Internet, the first thing it may find is that its preferred brand name is not available. Whether the name was taken by a station across the country, a cybersquatter or a company with the same name in a different industry, it all means the same thing: Your station isn't even on the Internet yet, and it has already received its first setback.

Bundy illustrates the goal nicely: "It's almost become an issue that the first step of extending your brand online is your name via your web address, whether it be your call letters or slogan. That's obviously important. As the Internet becomes an important marketing tool and you want to send your listeners from your airwaves to your website and back, you obviously want to have something with top-of-mind aware-



FRAM IS ROASTED

WNNX (99X)/Atlanta PD/personality Leslie Fram recently received the 2000 T.J. Martell Foundation Music Industry Roast Award. The presenters and roasters seen here are (l-r) 99X morning show producer Jimmy Baron; Susquehanna VP/Programming, Dallas Brian Phillips; V2 Records Sr. VP Matt Pollack; RCA Records Sr. VP Ron Poore; Columbia Records VP Kid Leo; consultant Randy Lane; former 99X Music Director Sean Demery; Fram; Universal Records President Monte Lippman; Capricorn Records Sr. VP Nan Fisher; and manager Lanny West.

ness. It should be very easy to remember, the same with any aspect of your branding."

Bundy's company oversees the registration of the ".fm" domain name, which has become a welcome option for stations that want to better relate their on-air brand to their Internet brand extension. Even some companies that have acceptable .com addresses have registered .fm addresses to improve their online branding.

As to concerns about people typing .com by habit, Bundy explained. "The idea that if you're not a .com, you're not going to be on the Internet will not necessarily be the case soon. We will be seeing more new top-level domain names in the future, not less. As things become more broad, stations will have the ability to position themselves in the way that they think is best."

This ability to better link the online brand with the on-air brand will certainly help top-of-mind awareness on both ends of the spectrum, including sending radio listeners to the station's website. "It certainly gives top-of-mind awareness to the end user when mentioned at the top of the hour or in a promo," Bundy said. "You only have a few seconds. If the listener is in the car or doing something at work or at home, and you want to grab their attention, you have to make it as easy as possible to find your website."

Marketing Via The Stream

There has been quite a bit of talk about the dollar value of Internet audio streaming, whether through banner ads on a player or special technology that allows exclusive ads to be heard in the Internet stream. Obviously, this is technology geared for the future, when Internet listening gets to more saleable levels. Is there, however, a benefit to streaming audio now? Bundy thinks so, and it relates to

his earlier point of putting you brand where the listeners are.

"It is important to note that streaming at this time isn't so much to generate a profit off that Internet stream, but to give the station an opportunity to grab the end listener wherever they may be," he said. "Off a stream you mostly see it during the day when you have a captive audience sitting in front of computer at a desk for an extended period of time.

"That kind of audience is always of interest to radio, and we now have the opportunity to bring the broadcast directly to them. Through listening you try to recycle them listening in their car. The result that you've extended your brand to the Internet and then back to the station with the benefit being that you've hopefully maintained or increased your market share."

While it would be too simplistic to say that having a good web address and a quality audio stream is all that it takes to market successfully on the Internet, not having those two building blocks can certainly be a problem. Without an easily recognizable web address, how are your listeners going to be expected to find your site? And when radio listeners are at their computer and log on to your site, their expectation is going to be that they actually listen to your station. If that option isn't there, an opportunity synergy will be lost.

TALK BACK TO R&R

Do you have questions, comments or feedback regarding this column or other issues? Call me at (310) 788-1668 or e-mail: jimkerr@rronline.com Or post your comments now. Go to www.rronline.com and click of Message Boards.



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DEF JAM MUSIC GROUP

R&R Alternative Top 50

July 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/ - PLAYS	GROSS IMPRESSIONS (M)	WEEKS ON CHART	TOTAL STATIONS ADDED
1	1	RED HOT CHILI PEPPERS Californication (Warner Bros.)	2778	+126	261902	9	79/1
3	2	PAPA ROACH Last Resort (DreamWorks)	2686	+175	302121	18	75/2
2	3	3 DOORS DOWN Kryptonite (Republic/Universal)	2489	-101	272995	23	75/1
5	4	A PERFECT CIRCLE Judith (Virgin)	2233	-5	215243	16	72/1
7	5	DEFTONES Change (In The House Of Lies) (Maverick)	2180	+97	192720	11	78/1
4	6	EVERCLEAR Wonderful (Capitol)	2171	-121	160245	10	75/0
8	7	EVE 6 Promise (RCA)	2167	+59	169430	8	75/1
10	8	SR-71 Right Now (RCA)	2074	+171	178303	12	75/1
8	9	STONE TEMPLE PILOTS Sour Girl (Atlantic)	2021	-50	205290	17	69/1
9	10	CREED With Arms Wide Open (Wind-up)	1791	-165	140227	18	65/1
13	11	INCUBUS Stellar (Immortal/Epic)	1734	+198	197328	6	75/3
11	12	LIMP BIZKIT Take A Look Around (Theme...) (Hollywood)	1666	-93	202768	16	60/1
14	13	METALLICA I Disappear (Hollywood)	1394	-93	162723	14	56/1
12	14	BLINK-182 Adam's Song (MCA)	1371	-220	128010	26	69/1
17	15	VERTICAL HORIZON You're A God (RCA)	1170	+72	82511	6	53/1
20	16	DISTURBED Stupify (Giant/Reprise)	1101	+52	118265	10	57/1
15	17	INCUBUS Pardon Me (Immortal/Epic)	1088	-150	147699	37	60/1
18	18	CYPRESS HILL Superstar (Ruffhouse/Columbia)	1083	+13	168484	20	44/1
23	19	NICKELBACK Leader Of Men (Roadrunner)	964	+72	55962	9	47/2
27	20	BT Never Gonna Come Back Down (Nettwerk/Capitol)	953	+161	105754	5	52/2
33	21	WHEATUS Teenage Dirtbag (Columbia)	952	+277	102337	4	61/7
19	22	LIT Over My Head (Java/Capitol)	922	-132	60714	8	48/1
16	23	DYNAMITE HACK Boyz In The Hood (Farmclub.com/Universal)	904	-261	86022	14	52/0
22	24	MATCHBOX TWENTY Bent (Lava/Atlantic)	855	-55	53501	15	34/0
26	25	PEARL JAM Light Years (Epic)	837	+22	100523	7	44/0
28	26	KORN Somebody Someone (Immortal/Epic)	819	+55	81415	4	56/5
25	27	MOBY Porcelain (V2)	775	-91	65069	13	45/0
21	28	NO DOUBT Simple Kind Of Life (Interscope)	763	-222	53784	13	48/0
32	29	8STOPS7 Question Everything (Reprise)	749	+68	43760	4	45/2
35	30	GODSMACK Bad Religion (Republic/Universal)	725	+77	80781	4	36/1
31	31	SNAKE RIVER CONSPIRACY How Soon Is Now? (Reprise)	704	+18	30160	6	45/1
28	32	NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic)	683	-90	40535	18	37/0
47	33	3 DOORS DOWN Loser (Republic/Universal)	652	+247	106397	3	54/10
24	34	EMINEM The Real Slim Shady (Aftermath/Interscope)	635	-239	54045	12	38/1
39	35	MXPX Responsibility (A&M/Interscope)	620	+73	39118	7	50/8
36	36	KOTTONMOUTH KINGS Peace Not Greed (Suburban Noize/Capitol)	583	-9	41404	8	50/2
46	37	LIVE They Stood Up For Love (Radioactive/MCA)	583	+58	39837	3	44/7
46	38	DPM Heaven Is A Half Pipe (If...) (Atlantic)	576	+163	57579	2	42/11
30	39	FOO FIGHTERS Breakout (Roswell/RCA)	573	-115	55085	20	39/0
37	40	MEST What's The Dillio (Maverick)	571	-38	32777	5	34/0
34	41	ELWOOD Sundown (Palm/London)	559	-106	41329	12	37/0
41	42	P.O.D. Rock The Party (Off The Hook) (Atlantic)	533	+25	34695	5	41/4
36	43	FENIX TX All My Fault (Drive-Thru/MCA)	518	-129	54889	17	36/0
44	44	STIR Climbing The Walls (Capitol)	511	+84	23431	3	34/1
45	45	U.P.O. Goddess (Epic)	487	+69	26234	4	31/2
46	46	VIBROLUSH Touch And Go (Iguana/V2)	485	+93	22265	2	39/1
42	47	COWBOY MOUTH Easy (Blackbird/Atlantic)	456	+9	22264	5	21/1
Debut	48	SUM 41 Makes No Difference (Island/IDJMG)	406	+198	29868	1	41/5
Debut	49	THIRD EYE BLIND Deep Inside Of You (Elektra/EEG)	378	+141	21949	1	30/2
50	50	URGE Too Much Stereo (Immortal/Virgin)	369	+31	17321	2	22/0

Most Added

ARTIST TITLE LABEL(S)	TOTAL PLAYS
RAGE AGAINST THE MACHINE Testify (Epic)	20
MIGHTY MIGHTY BOSSTONES She... (Big Rig/IDJMG)	18
DEXTER FREEBISH Leaving Town (Capitol)	17
MARVELOUS 3 Sugarbuzz (HiFi/Elektra/EEG)	13
DPM Heaven Is A Half Pipe (If...) (Atlantic)	12
SLIPKNOT Split It Out (Roadrunner)	11
3 DOORS DOWN Loser (Republic/Universal)	10
DANDY WARHOLS Bohemian Like You (Capitol)	10
UNION UNDERGROUND Turn Me On... (Portrait/Columbia)	10
MXPX Responsibility (A&M/Interscope)	10
TSAR I Don't Wanna... (Hollywood)	10

Mighty Mighty Bosstones "She Just Happened"

#2 Most Added This Week
On Over 20 Stations, Including:
WBCN WFNX 99X WDX
X96 WWCD and many more

Island Def Jam Music Group A Universal Music Label

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAYS INCREASED
WHEATUS Teenage Dirtbag (Columbia)	+27
3 DOORS DOWN Loser (Republic/Universal)	+24
INCUBUS Stellar (Immortal/Epic)	+198
SUM 41 Makes No Difference (Island/IDJMG)	+196
PAPA ROACH Last Resort (DreamWorks)	+178
SR-71 Right Now (RCA)	+171
DPM Heaven Is A Half Pipe (If...) (Atlantic)	+163
BT Never Gonna Come Back Down (Nettwerk/Capitol)	+161
DANDY WARHOLS Bohemian Like You (Capitol)	+158
THIRD EYE BLIND Deep Inside Of You (Elektra/EEG)	+141

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 play. Weighted chart appears on R&R ONLINE MUSIC TRACKING.

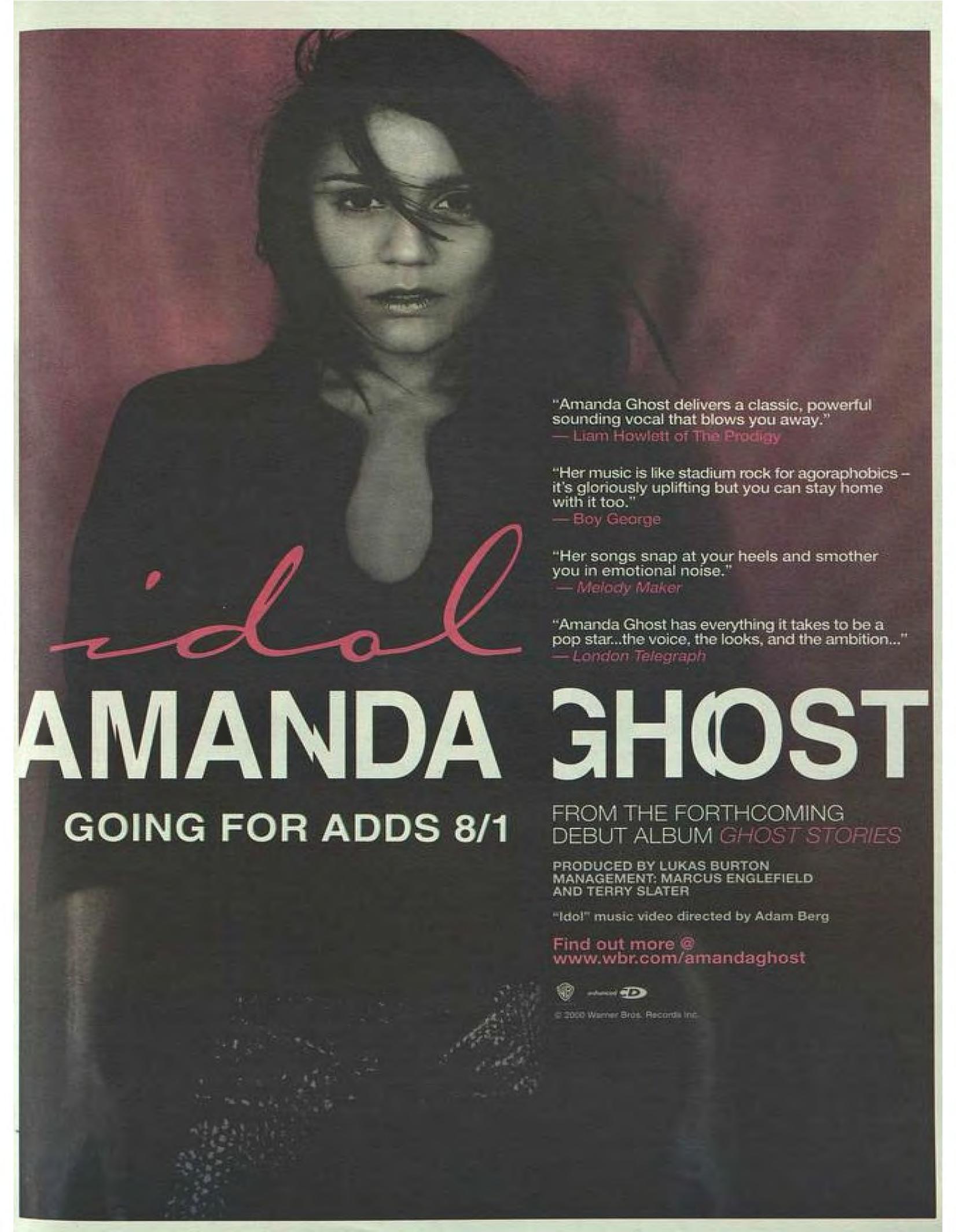
80 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 7/16-Saturday 7/22. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 1000 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R&R Inc.

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album: seven days
Going for Adds July 31

Contact Info: Sam Kaiser — MVP Entertainment 310-274-7697

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— Boy George

"Her songs snap at your heels and smother you in emotional noise."

— *Melody Maker*

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— *London Telegraph*

idol

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Most Played Recurrents

LIMP BIZKIT Break Stuff (Flip/Interscope)

KORN Make Me Bad (Immortal/Epic)

BLINK-182 All The Small Things (MCA)

RED HOT CHILI PEPPERS Otherside (Warner Bros.)

GODSMACK Voodoo (Republic/Universal)

RAGE AGAINST THE MACHINE Sleep Now In The Fire (Epic)

CREED Higher (Wind-up)

LIT Miserable (RCA)

BUSH The Chemicals Between Us (Trauma)

LIMP BIZKIT Re-Arranged (Flip/Interscope)

FOO FIGHTERS Learn To Fly (Roswell/RCA)

LIT My Own Worst Enemy (RCA)

BLINK-182 What's My Age Again? (MCA)

RAGE AGAINST THE MACHINE Guerrilla Radio (Epic)

STAIN'D Mudshovel (Flip/Elektra/EEG)

LO FIDELITY ALLSTARS Battle Flag (Skint/Sub Pop/Columbia)

FILTER Take A Picture (Reprise)

VERTICAL HORIZON Everything You Want (RCA)

KORN Falling Away From Me (Immortal/Epic)

RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)

ALTERNATIVE

Going For Adds 8/1/00

CAVIAR Tangerine Speedo (Island/IDJMG)

FASTBALL You're An Ocean (Hollywood)

AMANDA GHOST Idol (Warner Bros.)

GOOD CHARLOTTE Little Things (Epic)

KID ROCK Wasting Time (Top Dog/Lava/Atlantic)

SUNNA Power Struggle (Astralwerks/Caroline)

2 SKINNEE J'S Stockholm Love (Capricorn)

VANDALS Jackass (Nitro)

ZEBRAHEAD Playmate Of The Year (Columbia)

TUNED-IN ALTERNATIVE

R&R/MEDIABASE 24/7

THE END WJSE KNDD/Seattle, WA

3am

NOFX Bottles To The Ground
MARC PLAYGROUND Sex & Candy
EVERCLEAR Wonderful
STONE TEMPLE PILOTS Plush
NOFX Responsibility
CREED Higher
RED HOT CHILI PEPPERS Californication
MOBY Porcelain
KORN Freak On A Leash
MURDER CITY DEVILS Lemonia Rising
WHEATUS Teenage Dirtbag
COLLECTIVE SOUL Shine
LIMP BIZKIT Break Stuff
EVE 6 Promise

11am

ALICE IN CHAINS Would?
DYNAMITE HACK Boyz In The Hood
STAIN'D Mudshovel
FOO FIGHTERS My Hero
SR-71 Right Now
LIVE Lightning Crashes
STONE TEMPLE PILOTS Trippin' On A Hole In A...
PAPA ROACH Last Resort
PEARL JAM Alive
KORN Make Me Bad
HARVEY DANGER Sad Sweetheart Of The Rodeo
EVE 6 Promise

4pm

SUBLIME Wrong Way
BUSH Swallowed
DYNAMITE HACK Boyz In The Hood
SR-71 Right Now
BLIND MELOW No Rain
CREED With Arms Wide Open
RED HOT CHILI PEPPERS Love Rollercoaster
EVE 6 Promise
NIRVANA All Apologies
SMASHING PUMPKINS Today
EVERCLEAR AM Radio
BEASTIE BOYS Paul Revere

8pm

CREED With Arms Wide Open
OFFSPRING Come Out And Play
WHEATUS Teenage Dirtbag
RED HOT CHILI PEPPERS Otherside
GREEN DAY Nice Guys Finish Last
PEARL JAM Insignificance
METALLICA Until It Sleeps
CAVIAR Tangerine Speedo
DEPTONES Change (In The House Of Files)
INCUBUS Pardon Me
EMINEM Stan

WAZQ/Cincinnati

3am

INCUBUS Stellar
DEPTONES Change (In The House Of Files)
SUBLIME What I Got
RAGE AGAINST THE MACHINE Sleep Now In The Fire
P.O.D. Rock The Party
FOO FIGHTERS Everlong
CREED Higher
SNAKE RIVER CONSPIRACY How Soon Is Now?
BEASTIE BOYS Time To Get It
PAPA ROACH Last Resort
SR-71 Right Now
EVERLAST Ends
NINE INCH NAILS Head Like A Hole
PRIMUS Wycona's Big Brown Beaver

11am

RED HOT CHILI PEPPERS Otherside
EMINEM The Real Slim Shady
SUBLIME Bad Fish
OFFSPRING Totalimmortal
METALLICA Don't Tread On Me
EVE 6 Promise
STAIN'D Home
ALICE IN CHAINS Man In The Box
STONE TEMPLE PILOTS Sour Girl
A PERFECT CIRCLE Judith
3 DOORS DOWN Kryptonite
BUTTHOLE SURFERS Pepper
HELMET Linsung

4pm

KID ROCK American Bad Ass
RED HOT CHILI PEPPERS Californication
BEASTIE BOYS So What'cha Want
OPM Heaven Is A Halpize
INCUBUS Stellar
STONE TEMPLE PILOTS Creep
SLIPKNOT Spit It Out
DEPTONES My Own Summer (Shove It)
GODSMACK Bad Religion
LIT Over My Head
NIRVANA Smells Like Teen Spirit

8pm

SMASHING PUMPKINS Today
GODSMACK Bad Religion
JANES ADDICION Jane Says
PRIMUS Jerry Was A Race Car Driver
KORN Somebody, Someone
LIMP BIZKIT Take A Look Around
8 STOPS 7 Question Everything
DEPTONES Change (In The House Of Files)
SR-71 Right Now



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Monday 7/17, © 2000, R&R Inc.

2 SKINNEE J'S

Stockholm Love THE DEBUT SINGLE FROM

Volumizer

IT WANTS SO GOOD



IN STORES 9/12/00

PRODUCED BY NICKY PETRALIA

314.542.8800

GOING FOR ADDS AUGUST 1

BEFORE-THE-BOX AT KKND & WJSE

"girls"

the first single from:



Lefty

from their debut album:

4 3 2 1

out july 18

on tour this summer:

- warped tour
- foo fighters
- no doubt & lit

on over 30 stations

just added:

WRAX	WMRQ	WWVV
WHRL	WXSR	WHMP
WEDJ	WCYY	WGRD

freeze management

produced by dennis hill, lefty & bradley cook/mixed by steve augustine

www.leftyband.com

www.interscope.com

Stations and their adds listed alphabetically by market

New & Active

KITTIE Charlotte (NG/Artemis)
Total Plays: 353, Total Stations: 26, Adds: 0

RAGE AGAINST THE MACHINE Testify (Epic)
Total Plays: 350, Total Stations: 47, Adds: 37

DANDY WARHOLS Bohemian Like You (Capitol)
Total Plays: 345, Total Stations: 32, Adds: 9

LEFTY Girls (Interscope)
Total Plays: 331, Total Stations: 28, Adds: 1

DOPE You Spin Me Round (Like...) (Flip/Epic)
Total Plays: 278, Total Stations: 21, Adds: 2

ROB ZOMBIE Scum Of The Earth (Hollywood)
Total Plays: 259, Total Stations: 18, Adds: 1

DEADLIGHTS Sweet Oblivion (DED/Elektra/EEG)
Total Plays: 243, Total Stations: 18, Adds: 0

RANCID Let Me Go (Epitaph)
Total Plays: 208, Total Stations: 18, Adds: 0

QUEENS OF THE STONE AGE The Lost Art Of Keeping... (Interscope)
Total Plays: 204, Total Stations: 15, Adds: 4

UNION UNDERGROUND Turn Me On "Mr. Deadman" (Portrait/Columbia)
Total Plays: 183, Total Stations: 18, Adds: 9

PETER SEARCY Invent (Time Bomb)
Total Plays: 180, Total Stations: 11, Adds: 0

SLIPKNOT Spit It Out (Roadrunner)
Total Plays: 150, Total Stations: 16, Adds: 11

RADFORD Closer To Myself (RCA)
Total Plays: 127, Total Stations: 22, Adds: 6

VAST Free (Elektra/EEG)
Total Plays: 120, Total Stations: 9, Adds: 6

K.G.B. Space Cadet (DreamWorks)
Total Plays: 119, Total Stations: 13, Adds: 0

TAPROOT Again And Again (Velvet Hammer/Atlantic)
Total Plays: 106, Total Stations: 8, Adds: 1

MIGHTY MIGHTY BOSSTONES She Just Happened (Big Rig/DJMG)
Total Plays: 52, Total Stations: 19, Adds: 18

Songs ranked by total plays

Reporters

WIOX/Albany, NY
PD: Kyle Calverton
1. J. BROWN "Rock" "Loud"
2. M. JONES "Loud"
3. M. JONES "Loud"

WIRL/Albany, NY *
OM/PO: Susan Graves
MD: Chris DeLano
1. D. BROWN "Loud"
2. M. JONES "Loud"

KTIG/Albuquerque, NM
PD: Eliza Pinsky
No Adds

WNNX/Atlanta, GA *
OM: Brian Phillips
PD: Lucille From
AP/MD: Chris Williams
1. M. JONES "Loud"
2. M. JONES "Loud"
3. M. JONES "Loud"

KROK/Austin, TX *
PD: Alan Smith
MD: Wendy Lee
1. M. JONES "Loud"
2. M. JONES "Loud"

WRAX/Birmingham, AL *
PD: Dave Reed
APD: Hurricane Stone
MD: Guy Lee
1. M. JONES "Loud"
2. M. JONES "Loud"

KDZR/Boise, ID *
PD: Jacob Johnson
MD: Pete Schwab
1. M. JONES "Loud"

WBCH/Boston, MA *
PD: Programming: Ondine
AP/MD: Steve Kline
1. M. JONES "Loud"
2. M. JONES "Loud"

WFRX/Boston, MA *
PD: Cruz
MD: Leslie Galt
1. M. JONES "Loud"
2. M. JONES "Loud"

WEDG/Buffalo, NY *
PD/MD: Russ West
MD: Ryan Parris
1. M. JONES "Loud"
2. M. JONES "Loud"

WAVT/Charlotte, SC *
PD: Greg Patrick
AP/MD: Danny Winkler
1. M. JONES "Loud"
2. M. JONES "Loud"

WEND/Charlotte, NC *
PD: Jack Daniel
AP/MD: Kristin Patis
1. M. JONES "Loud"

WVXX/Chicago, IL *
PD: Dave Richards
AP/MD: Mary Shambles
1. M. JONES "Loud"
2. M. JONES "Loud"

WAQZ/Cincinnati, OH *
PD/MD: Rick James
1. M. JONES "Loud"

WAQQ/Columbia, SC *
OM/PP: Gina Johnson
AP/MD: Lisa Belski
1. M. JONES "Loud"
2. M. JONES "Loud"

WWCD/Columbus, OH *
PD: Andy Davis
MD: Jack DeVries
1. M. JONES "Loud"
2. M. JONES "Loud"

KRAD/Corpus Christi, TX
PD/MD: Cory Lamb
1. M. JONES "Loud"
2. M. JONES "Loud"

KDGE/Dallas-Ft. Worth, TX *
PD: Denise Aubrey
MD: Alan Kay
1. M. JONES "Loud"
2. M. JONES "Loud"

WXEG/Denver, OH *
PD: Mike Thomson
AP/MD: Alan Ratz
No Adds

KTCL/Denver-Boulder, CO *
PD: F. Paul
MD: Sabrina Kauters
1. M. JONES "Loud"

KDPR/Denver-Boulder, CO *
PD: Mike Stein
1. M. JONES "Loud"
2. M. JONES "Loud"

CIMX/Detroit, MI *
PD: Murray Lovelace
APD: Vince Cantone
MD: Rick Franklin
1. M. JONES "Loud"

KMRQ/Eugene-Springfield, OR
PD: Stu Allen
MD: Oz
1. M. JONES "Loud"
2. M. JONES "Loud"

KRRS/Fayetteville, AR
PD: Eric Gibson
MD: Ashley Reed
1. M. JONES "Loud"
2. M. JONES "Loud"

WJBF/Fl. Myers, FL *
PD/MD: Lee Gansib
1. M. JONES "Loud"
2. M. JONES "Loud"

WJZ/Fl. Wayne, IN *
PD/MD: Al Finkel
1. M. JONES "Loud"
2. M. JONES "Loud"

KFRS/Fresno, CA *
PD: Bruce Wayne
MD: Rosewood
1. M. JONES "Loud"
2. M. JONES "Loud"

WGRD/Grand Rapids, MI *
PD: Don Clark
MD: Tom Brown
1. M. JONES "Loud"

WXMR/Greenville, NC *
OM: Jeff Sanders
1. M. JONES "Loud"

WIEG/Hagerstown, MD
PD/MD: Jennifer Sims
1. M. JONES "Loud"
2. M. JONES "Loud"

WNRQ/Hartford, CT *
MD: Chad Kelly
1. M. JONES "Loud"
2. M. JONES "Loud"

KTEZ/Houston-Galveston, TX *
PD: Jim Krzyz
APD: Steve Robinson
1. M. JONES "Loud"
2. M. JONES "Loud"

WEDJ/Indianapolis, IN *
PD: Tom Pate
MD: Scott Sander
1. M. JONES "Loud"
2. M. JONES "Loud"

WRXG/Indianapolis, IN *
PD: Scott Johnson
MD: Michael Young
No Adds

WPLA/Jacksonville, FL *
PD: Bob Schmidt
MD: Chris
1. M. JONES "Loud"
2. M. JONES "Loud"

WNFZ/Knoxville, TN *
PD: Dan Beck
MD: Steve
1. M. JONES "Loud"

KFTL/Lafayette, LA *
PD: Rob Summers
MD: Scott Patis
No Adds

WVWX/Lansing, MI *
PD: Jeff Welling
1. M. JONES "Loud"

XTXL/Las Vegas, NV
PD: Dave Williams
AP/MD: Chris Ripley
No Adds

WXXZ/Lexington-Fayette, KY *
PD: Derek Madden
MD: E.J. Egan
1. M. JONES "Loud"
2. M. JONES "Loud"

KLEC/Little Rock, AR *
PD: Larry Ledman
MD: Peter Galt
1. M. JONES "Loud"
2. M. JONES "Loud"

KROQ/Los Angeles, CA *
PD/PP: Kaye Westberry
APD: Gene Saksboom
MD: Lisa Warden
1. M. JONES "Loud"
2. M. JONES "Loud"

WMAD/Madison, WI *
PD: Pat Crowley
MD: Amy Reeves
1. M. JONES "Loud"
2. M. JONES "Loud"

WYTG/Moosmouth-Ocean, NJ *
PD/MD: Mike Sacher
1. M. JONES "Loud"
2. M. JONES "Loud"

KMBY/Monterey-Selma, CA *
PD: Chris White
MD: Rick Barfo
1. M. JONES "Loud"
2. M. JONES "Loud"

WZPC/Nashville, TN *
PD: Brian Krzyz
OM: Jim Patrick
AP/MD: Jim Foster
1. M. JONES "Loud"
2. M. JONES "Loud"

WRRY/Newburgh, NY
PD: Greg O'Brien
MD: Andrew Bach
1. M. JONES "Loud"
2. M. JONES "Loud"

KMBY/New Orleans, LA *
OM/PP: Dave Stewart
MD: Laura Jones
1. M. JONES "Loud"
2. M. JONES "Loud"

WXXR/New York, NY *
PD: Steve Kaplan
MD: Mike Patis
1. M. JONES "Loud"
2. M. JONES "Loud"

WROX/Norfolk, VA *
PD/MD: Holly Williams
1. M. JONES "Loud"
2. M. JONES "Loud"

KORQ/Oakland-Midland, TX
PD: Dave Carlisle
MD: Gary Redden
1. M. JONES "Loud"
2. M. JONES "Loud"

WDRD/Porto, IL
OM/PP: Russ Schenk
AP/MD: Mike Bove
1. M. JONES "Loud"
2. M. JONES "Loud"

WPLY/Philadelphia, PA *
PD: Jim McLean
APD: Steve Dine
MD: Dan Felt
1. M. JONES "Loud"

KEDJ/Phoenix, AZ *
PD: Paul Krueger
AP/MD: Mary Wherry
1. M. JONES "Loud"

WXXZ/Pittsburgh, PA *
PD: John Roschitz
AP/MD: Leone Duce
1. M. JONES "Loud"
2. M. JONES "Loud"

WCTY/Portland, ME
PD: Mark Jay
MD: Brian Jones
1. M. JONES "Loud"

KNRK/Portland, OR *
PD: Mark Hamilton
APD: Jay
1. M. JONES "Loud"
2. M. JONES "Loud"

WBRU/Providence, RI *
PD: Tim Schmitt
MD: John Elmore
1. M. JONES "Loud"
2. M. JONES "Loud"

KRZD/Reno, NV *
PD: Guy Davis
MD: Heather Patis
1. M. JONES "Loud"
2. M. JONES "Loud"

WDTL/Richmond, VA *
PD/MD: J.S. Kane
1. M. JONES "Loud"
2. M. JONES "Loud"

KCCX/Riverside, CA *
PD: Kelli Clague
APD: John DeLano
MD: Cheryl Jones
1. M. JONES "Loud"
2. M. JONES "Loud"

WZZJ/Roanoke-Lynchburg, VA
PD: Bob Davis
MD: Greg Davis
1. M. JONES "Loud"
2. M. JONES "Loud"

KWDO/Sacramento, CA *
PD: Ron Rane
APD: Suzanne Barlow
1. M. JONES "Loud"
2. M. JONES "Loud"

KPMT/St. Louis, MO *
OM/PP: Alan Fee
APD: Holly Lynch
MD: Davey Miller
No Adds

KKRX/Salt Lake City, UT *
PD/PP: Mike Sorenson
APD: Tom Baker
1. M. JONES "Loud"
2. M. JONES "Loud"

XTRA/San Diego, CA *
PD: Bryan School
MD: Dave Medley
1. M. JONES "Loud"

KITS/San Francisco, CA *
OM: Ron Reed
PD: Jay Taylor
MD: Adam Kauters
1. M. JONES "Loud"

KJCC/Santa Barbara, CA
OM/PP: Edie Galt
1. M. JONES "Loud"
2. M. JONES "Loud"

WVWV/Savannah, GA
PD: Paul Cain
1. M. JONES "Loud"
2. M. JONES "Loud"

KFKR/Seattle-Tacoma, WA *
PD/MD: John Taylor
No Adds

KMDQ/Seattle-Tacoma, WA *
PD: Paul Manning
MD: Kim Morris
1. M. JONES "Loud"
2. M. JONES "Loud"

KAEP/Spokane, WA *
PD: Steve Cantone
MD: Karl Robinson
1. M. JONES "Loud"
2. M. JONES "Loud"

WHMP/Springfield, MA *
PD/MD: Adam Wright
1. M. JONES "Loud"

WVRL/Syracuse, NY *
OM/PP: Matt Graveland
1. M. JONES "Loud"
2. M. JONES "Loud"

WZZJ/Tallahassee, FL
PD: Scott Pettibone
MD: Keith
1. M. JONES "Loud"
2. M. JONES "Loud"

KFMA/Tucson, AZ *
PD: John Michael
1. M. JONES "Loud"
2. M. JONES "Loud"

KMYZ/Tulsa, OK *
PD: Lynn Sorenson
MD: Ray Sorenson
1. M. JONES "Loud"

WHFS/Washington, DC *
PD: Robert Benjamin
APD: Bob Wright
MD: Pat Farley
1. M. JONES "Loud"
2. M. JONES "Loud"

WVBC/West Palm Beach, FL *
OM: John O'Connell
AP/MD: Dan O'Brien
1. M. JONES "Loud"
2. M. JONES "Loud"

WSFM/Wilmington, NC
PD: Chris Scholt
MD: Jessica Butler
1. M. JONES "Loud"
2. M. JONES "Loud"

* = Mediabase 24/7 monitored

80 Total Reporters
80 Current Reporters
80 Current Playlists

HUFFAMOOSE

My Dad's New Hit Song

Specialty show play at:

- KFMA KHLR WGRD WTFX
- KLZR KRAD WGMR
- KRBR KUPD WHFS
- WAVF WBCN WHRL
- WBRU WCYY WOXY
- WEDG WEQX WQXA

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at Commercial
Alternative radio
for August 8th

Shane's
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“responsibility”

the first single from

the ever passing moment

R&R Alternative 39 - 35

Modern Rock Monitor Debut 34*

New This Week:

LIVE 105 KROX KCXX WDYL

WJBX WXNR WARQ

Already on over 50 stations, including:

KEDJ 14x 91X 20x KNDD 20x KNRK 26x

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Over 200,000 shipped—

Scanning over 7,000 for 8 weeks straight!

ON TOUR ALL SUMMER!

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Produced By Jerry Finn



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

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WDC/Portland, OR

Activity
(503) 223-5441
Salem/Boyer
12+ Cume 192,200



WAQZ

PLAYS

1	40	ARRESTED DEVELOPMENT	21,980
2	39	PAW PAWACH Last Report	4,696
3	38	STONE TEMPLE PILOTS Gour Grl	3,822
4	37	VERTICAL HORIZON/You're A God	2,711
5	36	PERFECT CIRCLE/You're A God	2,619
6	35	THE VINEYARD	2,619
7	34	THE VINEYARD	2,619
8	33	THE VINEYARD	2,619
9	32	THE VINEYARD	2,619
10	31	THE VINEYARD	2,619
11	30	THE VINEYARD	2,619
12	29	THE VINEYARD	2,619
13	28	THE VINEYARD	2,619
14	27	THE VINEYARD	2,619
15	26	THE VINEYARD	2,619
16	25	THE VINEYARD	2,619
17	24	THE VINEYARD	2,619
18	23	THE VINEYARD	2,619
19	22	THE VINEYARD	2,619
20	21	THE VINEYARD	2,619

MARKET #30

WAGZ/Cincinnati

Activity
(513) 599-5107
Jenna
12+ Cume 81



WAQZ

PLAYS

1	40	ARRESTED DEVELOPMENT	21,980
2	39	PAW PAWACH Last Report	4,696
3	38	STONE TEMPLE PILOTS Gour Grl	3,822
4	37	VERTICAL HORIZON/You're A God	2,711
5	36	PERFECT CIRCLE/You're A God	2,619
6	35	THE VINEYARD	2,619
7	34	THE VINEYARD	2,619
8	33	THE VINEYARD	2,619
9	32	THE VINEYARD	2,619
10	31	THE VINEYARD	2,619
11	30	THE VINEYARD	2,619
12	29	THE VINEYARD	2,619
13	28	THE VINEYARD	2,619
14	27	THE VINEYARD	2,619
15	26	THE VINEYARD	2,619
16	25	THE VINEYARD	2,619
17	24	THE VINEYARD	2,619
18	23	THE VINEYARD	2,619
19	22	THE VINEYARD	2,619
20	21	THE VINEYARD	2,619

MARKET #31

KXON/Riverside

All Pro
(951) 354-1033
Chiquita/Santa Ana
12+ Cume 174,200



WAQZ

PLAYS

1	40	ARRESTED DEVELOPMENT	21,980
2	39	PAW PAWACH Last Report	4,696
3	38	STONE TEMPLE PILOTS Gour Grl	3,822
4	37	VERTICAL HORIZON/You're A God	2,711
5	36	PERFECT CIRCLE/You're A God	2,619
6	35	THE VINEYARD	2,619
7	34	THE VINEYARD	2,619
8	33	THE VINEYARD	2,619
9	32	THE VINEYARD	2,619
10	31	THE VINEYARD	2,619
11	30	THE VINEYARD	2,619
12	29	THE VINEYARD	2,619
13	28	THE VINEYARD	2,619
14	27	THE VINEYARD	2,619
15	26	THE VINEYARD	2,619
16	25	THE VINEYARD	2,619
17	24	THE VINEYARD	2,619
18	23	THE VINEYARD	2,619
19	22	THE VINEYARD	2,619
20	21	THE VINEYARD	2,619

MARKET #32

KWOD/Decorah

Rock
(515) 448-5008
Buck
12+ Cume 204,300



WAQZ

PLAYS

1	40	ARRESTED DEVELOPMENT	21,980
2	39	PAW PAWACH Last Report	4,696
3	38	STONE TEMPLE PILOTS Gour Grl	3,822
4	37	VERTICAL HORIZON/You're A God	2,711
5	36	PERFECT CIRCLE/You're A God	2,619
6	35	THE VINEYARD	2,619
7	34	THE VINEYARD	2,619
8	33	THE VINEYARD	2,619
9	32	THE VINEYARD	2,619
10	31	THE VINEYARD	2,619
11	30	THE VINEYARD	2,619
12	29	THE VINEYARD	2,619
13	28	THE VINEYARD	2,619
14	27	THE VINEYARD	2,619
15	26	THE VINEYARD	2,619
16	25	THE VINEYARD	2,619
17	24	THE VINEYARD	2,619
18	23	THE VINEYARD	2,619
19	22	THE VINEYARD	2,619
20	21	THE VINEYARD	2,619

MARKET #33

WBRU/Providence

University
(401) 372-9520
Schwartz/Henry/Kramer
12+ Cume 291,100



WAQZ

PLAYS

1	40	ARRESTED DEVELOPMENT	21,980
2	39	PAW PAWACH Last Report	4,696
3	38	STONE TEMPLE PILOTS Gour Grl	3,822
4	37	VERTICAL HORIZON/You're A God	2,711
5	36	PERFECT CIRCLE/You're A God	2,619
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11	30	THE VINEYARD	2,619
12	29	THE VINEYARD	2,619
13	28	THE VINEYARD	2,619
14	27	THE VINEYARD	2,619
15	26	THE VINEYARD	2,619
16	25	THE VINEYARD	2,619
17	24	THE VINEYARD	2,619
18	23	THE VINEYARD	2,619
19	22	THE VINEYARD	2,619
20	21	THE VINEYARD	2,619

MARKET #34

WDC/Columbus, OH

101.1
(614) 221-8823
Bass/Orloff
12+ Cume 181,800



WAQZ

PLAYS

1	40	ARRESTED DEVELOPMENT	21,980
2	39	PAW PAWACH Last Report	4,696
3	38	STONE TEMPLE PILOTS Gour Grl	3,822
4	37	VERTICAL HORIZON/You're A God	2,711
5	36	PERFECT CIRCLE/You're A God	2,619
6	35	THE VINEYARD	2,619
7	34	THE VINEYARD	2,619
8	33	THE VINEYARD	2,619
9	32	THE VINEYARD	2,619
10	31	THE VINEYARD	2,619
11	30	THE VINEYARD	2,619
12	29	THE VINEYARD	2,619
13	28	THE VINEYARD	2,619
14	27	THE VINEYARD	2,619
15	26	THE VINEYARD	2,619
16	25	THE VINEYARD	2,619
17	24	THE VINEYARD	2,619
18	23	THE VINEYARD	2,619
19	22	THE VINEYARD	2,619
20	21	THE VINEYARD	2,619

MARKET #35

KOOL/Salt Lake City

Simmons
(801) 524-2600
Summers/Reiter
12+ Cume 184,800



WAQZ

PLAYS

1	40	ARRESTED DEVELOPMENT	21,980
2	39	PAW PAWACH Last Report	4,696
3	38	STONE TEMPLE PILOTS Gour Grl	3,822
4	37	VERTICAL HORIZON/You're A God	2,711
5	36	PERFECT CIRCLE/You're A God	2,619
6	35	THE VINEYARD	2,619
7	34	THE VINEYARD	2,619
8	33	THE VINEYARD	2,619
9	32	THE VINEYARD	2,619
10	31	THE VINEYARD	2,619
11	30	THE VINEYARD	2,619
12	29	THE VINEYARD	2,619
13	28	THE VINEYARD	2,619
14	27	THE VINEYARD	2,619
15	26	THE VINEYARD	2,619
16	25	THE VINEYARD	2,619
17	24	THE VINEYARD	2,619
18	23	THE VINEYARD	2,619
19	22	THE VINEYARD	2,619
20	21	THE VINEYARD	2,619

MARKET #36

WDC/Meriplex

Simmons/DeMable
(801) 640-8000
Williams
12+ Cume 182,800



WAQZ

PLAYS

1	40	ARRESTED DEVELOPMENT	21,980
2	39	PAW PAWACH Last Report	4,696
3	38	STONE TEMPLE PILOTS Gour Grl	3,822
4	37	VERTICAL HORIZON/You're A God	2,711
5	36	PERFECT CIRCLE/You're A God	2,619
6	35	THE VINEYARD	2,619
7	34	THE VINEYARD	2,619
8	33	THE VINEYARD	2,619
9	32	THE VINEYARD	2,619
10	31	THE VINEYARD	2,619
11	30	THE VINEYARD	2,619
12	29	THE VINEYARD	2,619
13	28	THE VINEYARD	2,619
14	27	THE VINEYARD	2,619
15	26	THE VINEYARD	2,619
16	25	THE VINEYARD	2,619
17	24	THE VINEYARD	2,619
18	23	THE VINEYARD	2,619
19	22	THE VINEYARD	2,619
20	21	THE VINEYARD	2,619

MARKET #37

WDC/Charlotte

Clifton
(704) 336-9600
Davis/Paton
12+ Cume 185,300



WAQZ

PLAYS

1	40	ARRESTED DEVELOPMENT	21,980
2	39	PAW PAWACH Last Report	4,696
3	38	STONE TEMPLE PILOTS Gour Grl	3,822
4	37	VERTICAL HORIZON/You're A God	2,711
5	36	PERFECT CIRCLE/You're A God	2,619
6	35	THE VINEYARD	2,619
7	34	THE VINEYARD	2,619
8	33	THE VINEYARD	2,619
9	32	THE VINEYARD	2,619
10	31	THE VINEYARD	2,619
11	30	THE VINEYARD	2,619
12	29	THE VINEYARD	2,619
13	28	THE VINEYARD	2,619
14	27	THE VINEYARD	2,619
15	26	THE VINEYARD	2,619
16	25	THE VINEYARD	2,619
17	24	THE VINEYARD	2,619
18	23	THE VINEYARD	2,619
19	22	THE VINEYARD	2,619
20	21	THE VINEYARD	2,619

MARKET #38

WDC/Chattanooga

Continental
(423) 824-1911
Pezard/Sorenson
12+ Cume 231,400



WAQZ

PLAYS

1	40	ARRESTED DEVELOPMENT	21,980
2	39	PAW PAWACH Last Report	4,696
3	38	STONE TEMPLE PILOTS Gour Grl	3,822
4	37	VERTICAL HORIZON/You're A God	2,711
5	36	PERFECT CIRCLE/You're A God	2,619
6	35	THE VINEYARD	2,619
7	34	THE VINEYARD	2,619
8	33	THE VINEYARD	2,619
9	32	THE VINEYARD	2,619
10	31	THE VINEYARD	2,619
11	30	THE VINEYARD	2,619
12	29	THE VINEYARD	2,619
13	28	THE VINEYARD	2,619
14	27	THE VINEYARD	2,619
15	26	THE VINEYARD	2,619
16	25	THE VINEYARD	2,619
17	24	THE VINEYARD	2,619
18	23	THE VINEYARD	2,619
19	22	THE VINEYARD	2,619
20	21	THE VINEYARD	2,619

MARKET #39

WDC/Chattanooga

ARMY
(615) 267-7565
Armstrong/Young
12+ Cume 172,800



WAQZ

PLAYS

1	40	ARRESTED DEVELOPMENT	21,980
2	39	PAW PAWACH Last Report	4,696
3	38	STONE TEMPLE PILOTS Gour Grl	3,822
4	37	VERTICAL HORIZON/You're A God	2,711
5	36	PERFECT CIRCLE/You're A God	2,619
6	35	THE VINEYARD	2,619
7	34	THE VINEYARD	2,619
8	33	THE VINEYARD	2,619
9	32	THE VINEYARD	2,619
10	31	THE VINEYARD	2,619
11	30	THE VINEYARD	2,619
12	29	THE VINEYARD	2,619
13	28	THE VINEYARD	2,619
14	27	THE VINEYARD	2,619
15	26	THE VINEYARD	2,619
16	25	THE VINEYARD	2,619
17	24	THE VINEYARD	2,619
18	23	THE VINEYARD	2,619
19	22	THE VINEYARD	2,619
20	21	THE VINEYARD	2,619

MARKET #40

KCTE/Las Vegas

Activity
(702) 327-1025
Washington/Reilly
12+ Cume 182,800



WAQZ

PLAYS

1	40	ARRESTED DEVELOPMENT	21,980
2	39	PAW PAWACH Last Report	4,696
3	38	STONE TEMPLE PILOTS Gour Grl	3,822
4	37	VERTICAL HORIZON/You're A God	2,711
5	36	PERFECT CIRCLE/You're A God	2,619
6	35	THE VINEYARD	2,619
7	34	THE VINEYARD	2,619
8	33	THE VINEYARD	2,619
9	32	THE VINEYARD	2,619
10	31	THE VINEYARD	2,619
11	30	THE VINEYARD	2,619
12	29	THE VINEYARD	2,619
13	28	THE VINEYARD	2,619
14	27	THE VINEYARD	2,619
15	26	THE VINEYARD	2,619
16	25	THE VINEYARD	2,619
17	24	THE VINEYARD	2,619
18	23	THE VINEYARD	2,619
19	22	THE VINEYARD	2,619
20	21	THE VINEYARD	2,619

MARKET #41

KXON/New Orleans

Clear Channel
(504) 329-7300
Stewart/Jones
12+ Cume 126,700



WAQZ

PLAYS

1	40	ARRESTED DEVELOPMENT	21,980
2	39	PAW PAWACH Last Report	4,696
3	38	STONE TEMPLE PILOTS Gour Grl	3,822
4	37	VERTICAL HORIZON/You're A God	2,711
5	36	PERFECT CIRCLE/You're A God	2,619
6	35	THE VINEYARD	2,619
7	34	THE VINEYARD	2,619
8	33	THE VINEYARD	2,619
9	32	THE VINEYARD	2,619
10	31	THE VINEYARD	2,619
11	30	THE VINEYARD	2,619
12	29	THE VINEYARD	2,619
13	28	THE VINEYARD	2,619
14	27	THE VINEYARD	2,619
15	26	THE VINEYARD	2,619
16	25	THE VINEYARD	2,619
17	24	THE VINEYARD	2,619
18	23	THE VINEYARD	2,619
19	22	THE VINEYARD	2,619
20	21	THE VINEYARD	2,619

MARKET #42

WTPC/Nashville

Continental
(615) 269-3029
Kryso/Patterson
12+ Cume 147,300



WAQZ

PLAYS

1	40	ARRESTED DEVELOPMENT	21,980
2	39	PAW PAWACH Last Report	4,696
3	38	STONE TEMPLE PILOTS Gour Grl	3,822
4	37	VERTICAL	

New Music Specialty Shows

R&R's Exclusive Look At The Cutting Edge Of Alternative

Something New

By **Dayna Talley**
Asst. Alternative Editor

This week I'm going to mix it up a bit. Why? Because among all of the great new music out there, every once in a while there is a jewel in the rough that has yet to be discovered. My precious jewel is an unsigned band based out of Nashville that goes by the name of **Swag**. Although all veterans of the music industry, Swag's members bring the world a refreshing taste of stellar musicianship. With a sort of old-school '60s rock sound mixed with great vocals, they make up an equation that could only result in a carefully arranged masterpiece of alternative pop music. The bandmembers in this star-studded side project are Ken Coomer (Wilco), Tom Peterson (Cheap Trick), Jerry Dale McFadden and Robert Reynolds (The Mavericks), along with Doug Powell of independent pop fame, as well as other special guests. This is a definite must-hear! For info on the band, contact Kent Marcus at (615) 256-7200. As far as signed bands go, this week I've been listening to **The Vandals**' *Look What I Almost Stepped In...* on Nitro. "Behind the Music" and "Kick It (You're Not the Boss of Me)" are both stellar punk songs. "Jackass" is a great single (as this week's chart shows — it takes its place at No. 2), but it is definitely not the only standout song on the album. Speaking of the chart, **At The Drive In** jumps high atop all the others into the No. 1 position this week (yeah!), while **Elastica** climb into the No. 3 spot with their catchy new single, "Mad Dog." Debuts this week are made by **Sunna** at No. 20 and **Slipknot** with their hard-hitting single "Spit It Out" at No. 7.

Records Of The Week: 6Gig and T&S



R&R Top 20 Artists

July 28, 2000

- 1 **AT THE DRIVE IN** (*Grand Royal*) "One Armed Scissor"
- 2 **VANDALS** (*Nitro*) "Jackass"
- 3 **ELASTICA** (*Atlantic*) "Mad Dog"
- 4 **(HED) PLANET EARTH** (*Volcano/Live*) "Bartender"
- 5 **DEFTONES** (*Maverick*) "Knife Party"
- 6 **SUM 41** (*Island/IDJMG*) "Makes No Difference"
- 7 **SLIPKNOT** (*Roadrunner*) "Spit It Out"
- 8 **NOFX** (*Epitaph*) "Bottles To The Ground"
- 9 **MIGHTY MIGHTY BOSSTONES** (*Big Rig/IDJMG*) "She Just Happened"
- 10 **NOFX** (*A&M/Interscope*) "Responsibility"
- 11 **FLAK** (*Restless*) "Tune In"
- 12 **FACE TO FACE** (*Lady Luck/Beyond*) "Disappointed"
- 13 **VAST** (*Elektra/EEG*) "Fren"
- 14 **OPM** (*Atlantic*) "Heaven Is A Halfpipe"
- 15 **QUEENS OF THE STONE AGE** (*Interscope*) "Lost Art Of Keeping A Secret"
- 16 **CHRONIC FUTURE** (*Retrograde/Beyond*) "Come Correct"
- 17 **LEFTY** (*Interscope*) "Girls"
- 18 **BLUE OCTOBER** (*Universal*) "James"
- 19 **SUNNY DAY REAL ESTATE** (*Time Bomb*) "One"
- 20 **SUNNA** (*Astralwerks/Caroline*) "Power Struggle"

Ranked by total number of shows reporting artist.

Specialty Show Reporters

Shows and their Top 5 songs listed alphabetically by market

WHRL/Albany, NY Tuesday 1, 2, 3 Sunday 9pm-9pm Coburn Top 5: "I'm Not..." "Mad Dog" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass"	WEJE/Fort Wayne, IN The Living Room Sunday 7:30pm-8:30pm Matt Jenkins Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	WROX/Worfolk, VA The Punk Show Sunday 11pm-midnight Michelle & Josh Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	KITS/San Francisco, CA Soundcheck Sunday 11pm-midnight Aaron Anderson Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"
WEQX/Albany, NY Download Tuesday 12:30-3pm Casey Karchner Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	WJGX/FL Myers, FL 99 Thru Sunday 8-11pm Larry Blake Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	WDXX/Pittsburgh, PA Edge of the X Sunday 8-11pm Larry Blake Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	KNOO/Seattle, WA Loudspeaker Sunday 11:30pm-midnight Bill Reid Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"
WRAX/Birmingham, AL Reg's Collabore Sunday 11pm-12am Scott Register Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	WEEO/Hagerstown, MD New Heat 740 Sunday 11pm-midnight Justin Davis Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	KRRK/Portland, OR Scrambling Cool Sunday 8-11pm James Conley Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	WHMP/Springfield, MA Launch 98.1 Sunday 10pm-midnight Mike Haze Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"
WEDG/Buffalo, NY Next Wave Monday-midnight-1am Ryan Patrick Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	WNRQ/Hartford, CT Spinning Direct Sunday 11pm-midnight Corinne Davis Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	WCYY/Portland, ME Spinout Thursday 7-9pm Shawn Jeffrey Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	KPHI/St. Louis, MO New Music Sunday Sunday 7:30pm Les Ames Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"
WAVY/Charleston, SC Calling Edge Sunday 5:30-10pm K. Little John Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	WEDJ/Indianapolis, IN A Beat To The Beat Sunday 7pm-9pm Jason Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	WOST/Poughkeepsie, NY Indie Flux Thursday 10:30-11:30pm Justin Koberstadt Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	WXSR/Tallahassee, FL Underground Lounge Sunday 8-11pm Rob The Lounge Lizard Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"
WOXY/Cincinnati, OH 11 O'Clock News Sunday 11pm-midnight Mike Snyder Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	KROQ/Los Angeles, CA The Underdog Sunday-midnight-2am Reddy Rosenbush Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	KRZZ/Reno, NV The Neighbors Saturday 10pm-12am Henke and Matt Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	KFMA/Tucson, AZ Test Department Sunday 6-9pm Matt Gray Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"
KRAD/Corpus Christi, TX Real Radio Saturday 11pm-midnight J.J. Thomas Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	WHITG/Monmouth, NJ The Underdog Sunday 11pm-midnight Jeff Reape Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	KCOX/San Bernardino, CA Rippey's X Saturday 8pm-10pm Dave Deery/Davey James Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	KMYZ/Tulsa, OK News From The Edge Sunday-midnight-2am Rippey Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"
KDGE/Dallas, TX Adventure Club Sunday 6-9pm Josh Venables Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	WXRK/New York, NY The Buzz Sunday-midnight-2am Mike Post/Radio Release Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	XTRA/San Diego, CA The Lab Sunday 7pm-9pm Action DJ Hilary Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"	WHFS/Washington, DC New Heat This Sunday 8:30pm-10:30pm Dave March Top 5: "Jackass" "Behind the Music" "Kick It (You're Not the Boss of Me)" "Jackass" "Mad Dog"

32 Total Reporters

Specialty show play at:

- | | | |
|-------|-------|--------|
| WBCN! | WXRK! | DC1011 |
| WPLY! | KDGE! | KTCL! |
| KWOD! | WBRU! | WMRQ! |
| WXTM! | WPLA! | WQXA! |
| WEQX! | WCYY! | KFMA! |
| KRAD! | WAVF! | WARQ! |

And More!



Specialty Show Chart 11

FLAK "Tune In"



A Registry Broadcast Company

July 28, 2000

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	WEEKS ON CHART	GROSS IMPRESSIONS (00)	TOTAL STATIONS ADDED
1	1	MATCHBOX TWENTY Bent (Lava/Atlantic)	552	-29	45355	23/0
2	2	B.B. KING/ERIC CLAPTON Riding With The King (Duck/Reprise)	536	0	39548	26/0
3	3	PHISH Heavy Things (Elektra/EEG)	509	-10	36258	26/0
4	4	XTC I'm The Man Who Murdered Love (Idea/TVT)	419	+14	23207	23/0
5	5	DAVID GRAY Babylon (ATO)	395	+20	28145	21/0
6	6	ROBERT BRADLEY'S BLACKWATER... Baby (RCA)	393	-46	34601	21/0
7	7	JONNY LANG Breakin' Me (A&M/Interscope)	357	+42	24850	23/1
8	8	EVERCLEAR Wonderful (Capitol)	357	+5	25484	16/0
9	9	NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic)	324	+27	19170	12/0
10	10	STING Desert Rose (A&M/Interscope)	313	-38	32645	22/0
11	11	JAYHAWKS I'm Gonna Make You Love Me (American/Columbia)	306	-50	21875	19/0
12	12	SHIVAREE Goodnight Moon (Capitol)	294	+2	16535	20/0
13	13	SINEAD O'CONNOR No Man's Woman (Atlantic)	281	-5	18619	21/0
14	14	BILLY BRAGG & WILCO Secret Of The Sea (Elektra/EEG)	279	+30	18550	21/0
15	15	STONE TEMPLE PILOTS Sour Girl (Atlantic)	272	+22	25095	16/1
16	16	VERTICAL HORIZON You're A God (RCA)	262	+39	15348	13/0
17	17	TRACY CHAPMAN Wedding Song (Elektra/EEG)	246	+9	18673	21/0
18	18	STEVE EARLE Transcendental Blues (E-Squared/Artemis)	236	-35	14257	16/0
19	19	SISTER HAZEL Change Your Mind (Universal)	210	+46	12599	14/0
20	20	TRAVIS Why Does It Always Rain On Me? (Independiente/Epic)	207	-29	19241	15/1
21	21	NEIL YOUNG Good To See You (Reprise)	206	+12	13906	19/0
22	22	DANIEL CAGE Sleepwalking (MCA)	188	+42	12820	15/0
23	23	AIMEE MANN Red Vines (Superego)	182	+38	17105	16/1
24	24	SISTER SEVEN The Only Thing That's Real (Arista)	175	+30	11858	15/4
25	25	INDIGO GIRLS Cold Beer And Remote Control (Epic)	173	+23	15330	16/0
26	26	GOD GOD DOLLS Broadway (Warner Bros.)	161	-11	14204	10/0
27	27	SHELBY LYNNE Gotta Get Back (Island/IDJMG)	146	+24	8887	13/0
28	28	COUNTING CROWS Mrs. Potters Lullaby (DGC/Geffen/Interscope)	135	-37	16901	11/0
29	29	NO DOUBT Simple Kind Of Life (Interscope)	127	+3	5309	6/0
30	30	GUSTER Fa Fa (Never Be The Same...) (Hybrid/Sire)	122	-53	9386	10/0

Breaker

Rebut



29 Adult Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 7/18-Saturday 7/22. 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

K.D. LANG Summerfling (Warner Bros.)
Total Plays: 119, Total Stations: 12, Adds: 3

GOMEZ Revolutionary Kind (Hut/Virgin)
Total Plays: 114, Total Stations: 12, Adds: 1

BEN HARPER Forgiven (Virgin)
Total Plays: 109, Total Stations: 13, Adds: 3

NINA GORDON Tonight And The Rest Of My... (Warner Bros.)
Total Plays: 106, Total Stations: 7, Adds: 0

BONNIE RAITT It's All Over Now, Baby... (Artemis)
Total Plays: 105, Total Stations: 13, Adds: 4

BRIAN SETZER ORCHESTRA Gettin' In The Mood (Interscope)
Total Plays: 99, Total Stations: 14, Adds: 2

COUNTING CROWS All My Friends (DGC/Geffen/Interscope)
Total Plays: 99, Total Stations: 13, Adds: 9

DON HENLEY They're Not Here, They're... (Warner Bros.)
Total Plays: 95, Total Stations: 8, Adds: 1

RED HOT CHILI PEPPERS Californication (Warner Bros.)
Total Plays: 95, Total Stations: 8, Adds: 1

BETH HART Delicious Surprise (143/Lava/Atlantic)
Total Plays: 88, Total Stations: 8, Adds: 0

Songs ranked by total plays

Most Added

ARTIST TITLE LABEL(S)	ADDS
COUNTING CROWS All My... (DGC/Geffen/Interscope)	9
DAR WILLIAMS What Do You Love... (Razor & Tie)	7
SISTER SEVEN The Only Thing That's Real (Arista)	4
BONNIE RAITT It's All Over Now, Baby... (Artemis)	4
DEXTER FREEBISH Leaving Town (Capitol)	4
BEN HARPER Forgiven (Virgin)	3
K.D. LANG Summerfling (Warner Bros.)	3
JOHN WESLEY HARDING She's A... (Malt/Mammoth)	3
BRIAN SETZER ORCHESTRA Gettin' In The... (Interscope)	2
ENTRAIN Back In A Minute (Dolphin Safe)	2
VERBOW New History (550 Music/Epic)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BONNIE RAITT It's All Over Now, Baby... (Artemis)	+72
DON HENLEY They're Not Here... (Warner Bros.)	+56
SISTER HAZEL Change Your Mind (Universal)	+46
GOMEZ Revolutionary Kind (Hut/Virgin)	+45
JONNY LANG Breakin' Me (A&M/Interscope)	+42
DANIEL CAGE Sleepwalking (MCA)	+42
VERTICAL HORIZON You're A God (RCA)	+39
AIMEE MANN Red Vines (Superego)	+38
COUNTING CROWS All My... (DGC/Geffen/Interscope)	+38
JOHN WESLEY HARDING She's A... (Malt/Mammoth)	+34

Breakers

ARTIST TITLE LABEL(S)	TOTAL PLAYS INCREASE	TOTAL STATIONS ADDED	CHART
VERTICAL HORIZON You're A God (RCA)	262/39	13/0	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.



Counting Crows

"All My Friends"

#1 MOST ADDED!

KBCO KFOG KTCZ KINK KMTT
WXPB WTTS WMMM KXST KACD
KTHX WRLT WKOC CKEY WRNX

FROM THE PLATINUM ALBUM THIS DESERT LIFE

On Tour With LIVE

Produced by David Lowery & Dennis Herring
 Direct Management Group Inc.
 Steve Jensen & Martin Kirkup, Janette Sheridan
 ©2000 Geffen Records, Inc. All rights reserved



Adult Alternative Playlists

FIND COMPLETE PLAYLISTS FOR ALL ADULT ALTERNATIVE REPORTERS ON R&R ONLINE MUSIC TRACKING

MARKET #2

KACD/Los Angeles
Clear Channel
(818) 465-7231
Stations
12+ Cumms 494,800

CHORUS 103.1

PLAYS

LP	TW	ARTIST/TITLE	SP	99/00
21	22	COUNTING CROWS/Man, Woman, Brother's Sister	2339	2339
22	22	PHISH/Heavy Stages	2329	2329
23	21	BEYONCÉ/Don't Hurt Me	2415	2415
24	21	JAY-Z/Black Album	2415	2415
25	26	ANGEL/Alone	2306	2306
26	26	MATCHBOX TWENTY/Real Gone	2300	2300
14	18	STEVIE NICKS/Starline	2350	2350
15	14	ROBERT BRADLEY/My Blues	2340	2340
16	16	JAY-Z/Black Album	2340	2340
17	16	MARKY MARK/My Way	2340	2340
18	14	YOUNG GUNS/Back in Black	2319	2319
19	13	BILLY BRAGG & WILL COLESON/Secret of the Sea	2300	2300
20	13	ROBERT BRADLEY/My Blues	2300	2300
21	13	TRACY CHAPMAN/Whispering Song	2290	2290
22	13	STEVIE NICKS/Starline	2280	2280
23	13	TRAVIS/Heavy Stages	2280	2280
24	13	THE JAY-Z/Black Album	2280	2280
25	13	STEVIE NICKS/Starline	2280	2280
26	13	STEVIE NICKS/Starline	2280	2280
27	13	STEVIE NICKS/Starline	2280	2280
28	13	STEVIE NICKS/Starline	2280	2280
29	13	STEVIE NICKS/Starline	2280	2280
30	13	STEVIE NICKS/Starline	2280	2280

MARKET #3

WDRB/Chicago
Audacy
(773) 377-1700
West/Metro
12+ Cumms 494,800

93.5
RADIO CHICAGO

PLAYS

LP	TW	ARTIST/TITLE	SP	99/00
21	22	ANGEL/Alone	2444	2444
22	22	MATCHBOX TWENTY/Real Gone	2444	2444
23	21	PHISH/Heavy Stages	2406	2406
24	21	JAY-Z/Black Album	2406	2406
25	26	ANGEL/Alone	2306	2306
26	26	MATCHBOX TWENTY/Real Gone	2300	2300
14	18	STEVIE NICKS/Starline	2350	2350
15	14	ROBERT BRADLEY/My Blues	2340	2340
16	16	JAY-Z/Black Album	2340	2340
17	16	MARKY MARK/My Way	2340	2340
18	14	YOUNG GUNS/Back in Black	2319	2319
19	13	BILLY BRAGG & WILL COLESON/Secret of the Sea	2300	2300
20	13	ROBERT BRADLEY/My Blues	2300	2300
21	13	TRACY CHAPMAN/Whispering Song	2290	2290
22	13	STEVIE NICKS/Starline	2280	2280
23	13	TRAVIS/Heavy Stages	2280	2280
24	13	THE JAY-Z/Black Album	2280	2280
25	13	STEVIE NICKS/Starline	2280	2280
26	13	STEVIE NICKS/Starline	2280	2280
27	13	STEVIE NICKS/Starline	2280	2280
28	13	STEVIE NICKS/Starline	2280	2280
29	13	STEVIE NICKS/Starline	2280	2280
30	13	STEVIE NICKS/Starline	2280	2280

MARKET #4

KFOG/San Francisco
Scepter/Heart
(415) 543-1045
Bay Area/Urban/Contemporary
12+ Cumms 379,480

KFOG 104.5 97.7

PLAYS

LP	TW	ARTIST/TITLE	SP	99/00
21	22	ANGEL/Alone	2444	2444
22	22	MATCHBOX TWENTY/Real Gone	2444	2444
23	21	PHISH/Heavy Stages	2406	2406
24	21	JAY-Z/Black Album	2406	2406
25	26	ANGEL/Alone	2306	2306
26	26	MATCHBOX TWENTY/Real Gone	2300	2300
14	18	STEVIE NICKS/Starline	2350	2350
15	14	ROBERT BRADLEY/My Blues	2340	2340
16	16	JAY-Z/Black Album	2340	2340
17	16	MARKY MARK/My Way	2340	2340
18	14	YOUNG GUNS/Back in Black	2319	2319
19	13	BILLY BRAGG & WILL COLESON/Secret of the Sea	2300	2300
20	13	ROBERT BRADLEY/My Blues	2300	2300
21	13	TRACY CHAPMAN/Whispering Song	2290	2290
22	13	STEVIE NICKS/Starline	2280	2280
23	13	TRAVIS/Heavy Stages	2280	2280
24	13	THE JAY-Z/Black Album	2280	2280
25	13	STEVIE NICKS/Starline	2280	2280
26	13	STEVIE NICKS/Starline	2280	2280
27	13	STEVIE NICKS/Starline	2280	2280
28	13	STEVIE NICKS/Starline	2280	2280
29	13	STEVIE NICKS/Starline	2280	2280
30	13	STEVIE NICKS/Starline	2280	2280

REPORTERS

Stations and their ads listed alphabetically by market

KACR/Austin, TX
PD: Joey Deuring
MO: Susan Castle
1. JAY-Z/Black Album

WTTN/Indianapolis, IN
PD: Rick Anton
MO: Marie McCallister
1. COUNTING CROWS/Man, Woman, Brother's Sister
2. JAY-Z/Black Album
3. ANGEL/Alone
4. MICK JAGGER/Street Survivors
5. KINGSLEY/My Blues

KENZ/Salt Lake City, UT
PD: Bruce Jones
1. JAY-Z/Black Album

KXST/San Diego, CA
PD: Dana Stacey
1. COUNTING CROWS/Man, Woman, Brother's Sister
2. JAY-Z/Black Album

KFOG/San Francisco, CA
PD: Dave Benson
APD: Bill Evans
MO: Haley Jones
1. BOWIE/Let's Dance
2. DON McLEOD/Beauty Shop

KTCZ/Minneapolis, MN
PD: Lauren MacLennan
APD: Mike Wolf
No Ads

KRSR/Santa Rosa, CA
PD: Bevil Miller
MO: Sara Williams
DESTER FREEDMAN/Leaving

KMTT/Seattle, WA
GM/PO: Chris Mays
MO: Depp Carlson
COUNTING CROWS/Man, Woman, Brother's Sister

KAEP/Spokane, WA
PD: Dan Carroll
MO: Karl Beckman
No Ads

WRHX/Springfield, MA
GM/PO: Tom Davis
1. COUNTING CROWS/Man, Woman, Brother's Sister
2. DESTER FREEDMAN/Leaving
3. DON McLEOD/Beauty Shop
4. BEN HARPER/Steal My Kisses
5. DON HOLBY/You're
6. K.D. LANG/Slide
7. PATTI SMITH/A Band of Gypsies
8. BRUCE SPRINGSTEEN/Dust
9. VERBON/History
10. JOHN WELLY HARRIS/You
11. CAR WILLIAMS/Can't Let Go
12. GOMEZ/My
13. LESLA NADDES/Stay
14. STONE TEMPLE PILOTS/Stay

MARKET #5

WOPN/Philadelphia
Div. Of Philadelphia
(215) 688-6977
Worship
12+ Cumms 221,280

88.9

PLAYS

LP	TW	ARTIST/TITLE	SP	99/00
21	22	ANGEL/Alone	2444	2444
22	22	MATCHBOX TWENTY/Real Gone	2444	2444
23	21	PHISH/Heavy Stages	2406	2406
24	21	JAY-Z/Black Album	2406	2406
25	26	ANGEL/Alone	2306	2306
26	26	MATCHBOX TWENTY/Real Gone	2300	2300
14	18	STEVIE NICKS/Starline	2350	2350
15	14	ROBERT BRADLEY/My Blues	2340	2340
16	16	JAY-Z/Black Album	2340	2340
17	16	MARKY MARK/My Way	2340	2340
18	14	YOUNG GUNS/Back in Black	2319	2319
19	13	BILLY BRAGG & WILL COLESON/Secret of the Sea	2300	2300
20	13	ROBERT BRADLEY/My Blues	2300	2300
21	13	TRACY CHAPMAN/Whispering Song	2290	2290
22	13	STEVIE NICKS/Starline	2280	2280
23	13	TRAVIS/Heavy Stages	2280	2280
24	13	THE JAY-Z/Black Album	2280	2280
25	13	STEVIE NICKS/Starline	2280	2280
26	13	STEVIE NICKS/Starline	2280	2280
27	13	STEVIE NICKS/Starline	2280	2280
28	13	STEVIE NICKS/Starline	2280	2280
29	13	STEVIE NICKS/Starline	2280	2280
30	13	STEVIE NICKS/Starline	2280	2280

MARKET #6

KAMR/Dallas-Ft. Worth
Scepter/Heart
(214) 326-2400
Strong/1
12+ Cumms 266,560

merge 93.9FM

PLAYS

LP	TW	ARTIST/TITLE	SP	99/00
21	22	ANGEL/Alone	2444	2444
22	22	MATCHBOX TWENTY/Real Gone	2444	2444
23	21	PHISH/Heavy Stages	2406	2406
24	21	JAY-Z/Black Album	2406	2406
25	26	ANGEL/Alone	2306	2306
26	26	MATCHBOX TWENTY/Real Gone	2300	2300
14	18	STEVIE NICKS/Starline	2350	2350
15	14	ROBERT BRADLEY/My Blues	2340	2340
16	16	JAY-Z/Black Album	2340	2340
17	16	MARKY MARK/My Way	2340	2340
18	14	YOUNG GUNS/Back in Black	2319	2319
19	13	BILLY BRAGG & WILL COLESON/Secret of the Sea	2300	2300
20	13	ROBERT BRADLEY/My Blues	2300	2300
21	13	TRACY CHAPMAN/Whispering Song	2290	2290
22	13	STEVIE NICKS/Starline	2280	2280
23	13	TRAVIS/Heavy Stages	2280	2280
24	13	THE JAY-Z/Black Album	2280	2280
25	13	STEVIE NICKS/Starline	2280	2280
26	13	STEVIE NICKS/Starline	2280	2280
27	13	STEVIE NICKS/Starline	2280	2280
28	13	STEVIE NICKS/Starline	2280	2280
29	13	STEVIE NICKS/Starline	2280	2280
30	13	STEVIE NICKS/Starline	2280	2280

MARKET #7

CDJR/Detroit
Clear Channel
(313) 621-6217
Detroit/Urban
12+ Cumms 194,320

93.9FM

PLAYS

LP	TW	ARTIST/TITLE	SP	99/00
21	22	ANGEL/Alone	2444	2444
22	22	MATCHBOX TWENTY/Real Gone	2444	2444
23	21	PHISH/Heavy Stages	2406	2406
24	21	JAY-Z/Black Album	2406	2406
25	26	ANGEL/Alone	2306	2306
26	26	MATCHBOX TWENTY/Real Gone	2300	2300
14	18	STEVIE NICKS/Starline	2350	2350
15	14	ROBERT BRADLEY/My Blues	2340	2340
16	16	JAY-Z/Black Album	2340	2340
17	16	MARKY MARK/My Way	2340	2340
18	14	YOUNG GUNS/Back in Black	2319	2319
19	13	BILLY BRAGG & WILL COLESON/Secret of the Sea	2300	2300
20	13	ROBERT BRADLEY/My Blues	2300	2300
21	13	TRACY CHAPMAN/Whispering Song	2290	2290
22	13	STEVIE NICKS/Starline	2280	2280
23	13	TRAVIS/Heavy Stages	2280	2280
24	13	THE JAY-Z/Black Album	2280	2280
25	13	STEVIE NICKS/Starline	2280	2280
26	13	STEVIE NICKS/Starline	2280	2280
27	13	STEVIE NICKS/Starline	2280	2280
28	13	STEVIE NICKS/Starline	2280	2280
29	13	STEVIE NICKS/Starline	2280	2280
30	13	STEVIE NICKS/Starline	2280	2280

MARKET #8

WJZZ/Charlotte, NC
Scepter/Heart
(704) 333-3333
Charlotte/Urban
12+ Cumms 221,280

92.5

PLAYS

LP	TW	ARTIST/TITLE	SP	99/00
21	22	ANGEL/Alone	2444	2444
22	22	MATCHBOX TWENTY/Real Gone	2444	2444
23	21	PHISH/Heavy Stages	2406	2406
24	21	JAY-Z/Black Album	2406	2406
25	26	ANGEL/Alone	2306	2306
26	26	MATCHBOX TWENTY/Real Gone	2300	2300
14	18	STEVIE NICKS/Starline	2350	2350
15	14	ROBERT BRADLEY/My Blues	2340	2340
16	16	JAY-Z/Black Album	2340	2340
17	16	MARKY MARK/My Way	2340	2340
18	14	YOUNG GUNS/Back in Black	2319	2319
19	13	BILLY BRAGG & WILL COLESON/Secret of the Sea	2300	2300
20	13	ROBERT BRADLEY/My Blues	2300	2300
21	13	TRACY CHAPMAN/Whispering Song	2290	2290
22	13	STEVIE NICKS/Starline	2280	2280
23	13	TRAVIS/Heavy Stages	2280	2280
24	13	THE JAY-Z/Black Album	2280	2280
25	13	STEVIE NICKS/Starline	2280	2280
26	13	STEVIE NICKS/Starline	2280	2280
27	13	STEVIE NICKS/Starline	2280	2280
28	13	STEVIE NICKS/Starline	2280	2280
29	13	STEVIE NICKS/Starline	2280	2280
30	13	STEVIE NICKS/Starline	2280	2280

MARKET #9

WBOS/Boston
Greater Media
(617) 321-9600
Malden/Stoughton
12+ Cumms 266,560

WBOS 92.9 FM

PLAYS

LP	TW	ARTIST/TITLE	SP	99/00
21	22	ANGEL/Alone	2444	2444
22	22	MATCHBOX TWENTY/Real Gone	2444	2444
23	21	PHISH/Heavy Stages	2406	2406
24	21	JAY-Z/Black Album	2406	2406
25	26	ANGEL/Alone	2306	2306
26	26	MATCHBOX TWENTY/Real Gone	2300	2300
14	18	STEVIE NICKS/Starline	2350	2350
15	14	ROBERT BRADLEY/My Blues	2340	2340
16	16	JAY-Z/Black Album	2340	2340
17	16	MARKY MARK/My Way	2340	2340
18	14	YOUNG GUNS/Back in Black	2319	2319
19	13	BILLY BRAGG & WILL COLESON/Secret of the Sea	2300	2300
20	13	ROBERT BRADLEY/My Blues	2300	2300
21	13	TRACY CHAPMAN/Whispering Song	2290	2290
22	13	STEVIE NICKS/Starline	2280	2280
23	13	TRAVIS/Heavy Stages	2280	2280
24	13	THE JAY-Z/Black Album	2280	2280
25	13	STEVIE NICKS/Starline	2280	2280
26	13	STEVIE NICKS/Starline	2280	2280
27	13	STEVIE NICKS/Starline	2280	2280
28	13	STEVIE NICKS/Starline	2280	2280
29	13	STEVIE NICKS/Starline	2280	2280
30	13	STEVIE NICKS/Starline	2280	2280

MARKET #10

WOPR/Boston
Scepter/Heart
(617) 321-9600
Dorchester/Urban
12+ Cumms 221,280

92.5

PLAYS

LP	TW	ARTIST/TITLE	SP	99/00
21	22	ANGEL/Alone	2444	2444
22	22	MATCHBOX TWENTY/Real Gone	2444	2444
23	21	PHISH/Heavy Stages	2406	2406
24	21	JAY-Z/Black Album	2406	2406
25	26	ANGEL/Alone	2306	2306
26	26	MATCHBOX TWENTY/Real Gone	2300	2300
14	18	STEVIE NICKS/Starline	2350	2350
15	14	ROBERT BRADLEY/My Blues	2340	2340
16	16	JAY-Z/Black Album	2340	2340
17	16	MARKY MARK/My Way	2340	2340
18	14	YOUNG GUNS/Back in Black	2319	2319
19	13	BILLY BRAGG & WILL COLESON/Secret of the Sea	2300	2300
20	13	ROBERT BRADLEY/My Blues	2300	2300

OPENINGS
NATIONAL

Hey read this now! Tired of doing music? Can you handle a morning show in every daypart? Understand how to coach and handle talent to get the best from them? Know how to build personality using production? Mature? Do you love sports? Get radio? Understand the scoop! Want a great opportunity? Once in a lifetime opportunity a PD in a big one! Inquires extremely confidential. Radio & Records, 10100 Santa Monica Blvd., #899, 5th Floor, Los Angeles, CA 90067. EOE

Image. Need. Yesterday. Creative. Best. Sample. Send. Fast. Choose your direction. Rock station/Creative Services Director opening Top-50 market. Radio & Records, 10100 Santa Monica Blvd., #901, 5th Floor, Los Angeles, CA 90067. EOE

ALAN BURNS ASSOCIATES
Morning show needed for cutting edge Top-40 in a Top-40 market. Fun, talented, witty, driven, culture-hip, smart, experienced people to create one hell of a team. T&R to: Dave Shakes, 15 Playa Court, San Ramon, CA 94583. EOE

EAST

Seeking T&R's for part-time Discs personalities. Local preferred. Oldies Program Director. WCZK, P.O. Box 418, Westport, NY 12602. EOE (07/28)

Communications is seeking News Director in SE CT. Send resume to: James Reed, Box 551, Norwich, CT 06360. EOE (07/28)

Do you have a great voice?
A solid news delivery style?
Radio production skills?
Excellent news judgment?

If so, then here's your opportunity to work in the Big Apple. Get in on the ground floor of Bloomberg LP Radio as a

OVERNIGHT RADIO NEWS ANCHOR

Bloomberg is the fastest-growing global multimedia provider of real-time financial information. Our clients rely on us for accurate and detailed information as an invaluable aid to critical business and financial decision-making. We offer an energized atmosphere that fosters creativity and professional growth, and where no two days are ever the same.

In this exciting opportunity, you will handle board duties, production and light on-air anchoring of financial news overnights on weekends and during the week.

Financial knowledge is not necessary and we will train you if you bring the right skills to us. This is a full-time position with excellent benefits.

Please send resume and airtchek newscast to: Bloomberg, Attn: J. Finstenberg, 459 Park Avenue, New York, NY 10022. Fax: 917-369-6163. E-mail: broadcast@bloomberg.com. No phone calls, please. We are an Equal Opportunity Employer.

Bloomberg
www.bloomberg.com

OPENINGS

LONG ISLAND'S NUMBER ONE RADIO STATION seeks aggressive, creative morning show producer to direct the **WALK BREAKFAST CLUB**...

- If:
 - You love brainstorming ideas and leading "the team";
 - You can act fast under pressure and won't quit until you get the interview or the "scoop";
 - You are a prep-a-bolic... with an incredible knowledge of the latest trends, fads and "pop" culture and can relate to our target 30-44 year old woman;
 - You can become involved in the community and get the WALK Breakfast Club talked about;

THEN YOU'RE THE ONE WE WANT TO HEAR FROM

Rush your resume and references to: Laurie Miller-Herman Resources, WALK-FM, 66 Colonial Drive, Long Island, NY 11772. Females and Minorities are STRONGLY encouraged to apply for this position. WALK-FM is An Equal Opportunity Employer.

99.9 WBBF Radio needs an on-air performer to join "The BBF Breakfast Flakes Morning Show." Qualities sought: sense of humor. Creativity, character voices, knowledge of current events and ability to produce "sound." Tape, resume and writing samples to: Bobby Hatfield, 99 BBF, 500 B Forman Bldg., Rochester, NY 14604. EOE

SOUTH


America's best country programmer needed to rebuild legendary Texas giant! If you're passionate about country music, we're passionate about working hard and having fun. Contact: Dennis Winslow, Operations Manager, Houston's Newest 4 Station Cluster, 5353 W. Alabama, Suite 410, Houston, TX 77056. EOE



ROANOKE'S NEW 100.7 — STAR COUNTRY
is accepting T&R's for morning co-host, nights/imaging dir. and promotions dir. Positions will be filled quickly. Rush package to: Brett Sharp, PD, WSLC, 1002 Newman Dr., Salem, VA 24153. EOE Phone Calls Welcome @ 540-387-0234.

GSM-Austin, TX

Live and prosper in America's fastest growing radio market. FM station seeks GSM to lead our sales organization. Excellent opportunity for the right broadcaster with sales management experience. Great compensation plan. Applicants held in strict confidence. Our management team is aware of this search. EOE. Reply to: Human Resources P.O. Box 201868, Austin, TX 78720-1868.

OPENINGS

Coastal SE station accepting applications for mornings. Individuals or teams encouraged. Hot AC, target w/18-49. Huge emphasis on community connection. Fun and upbeat. T&R with salary requirements to: POB 2830, Myrtle Beach, SC 29578. EOE

Last call for PM Drive at WMFS in Memphis. (Rock, Mkt. #46). 3 yrs on-air experience required. T&R w/references to: Program Director, WMFS, 1632 Sycamore View, Memphis, TN 38134. EOE

BIG JOB IN BIG D

Talkradio Big 570 Dallas/Fort Worth (legendary KLIF) is seeking a Program Director. We need a passionate, energetic new leader and coach. Programming experience necessary, preferably in spoken word radio. Send resume, references and programming philosophies ASAP to: Bruce Gilbert, Director of AM Programming, Dallas, 3500 Maple Ave., Suite 1310, Dallas, TX 75219. E-mail: bgilbert@cfwradio.com Phone: 214-525-2517. Please no calls until we have all your materials. Susquehanna Radio Corporation is an equal opportunity employer and proud to be an ESOP company.

Mornings on Modern Rock in south-east, able to battle the syndicated big guys by being the local hero! Individual or team. Make me belly laugh! Rush resume, tape and photo. Radio & Records, 10100 Santa Monica Blvd., #898, 5th Floor, Los Angeles, CA 90067. EOE

MIDWEST


Emmis Communications has an opening for a winning and warfare experienced CHR Program Director! You'll work in what's been rated as the world's greatest broadcast facility, programming America's newest CHR. You must be very strategic, very creative, be a great coach, have a working knowledge of call-out and strategic research, have the ability to develop and stick to a budget and be able to work well with all department managers and in a team-programming environment. Please send information package to: Greg Dunkin, Operation Director, One EMMIS Plaza 40 Monument Circle, Suite 600, Indianapolis, IN 46204. No Calls Please. Emmis Communications is an equal opportunity employer.

Be a star in a fun atmosphere!!! 95.5 WIFC-100,000 watts off beautiful Rib Mountain and Live 24/7!! in Wausau, Wisconsin is searching for its next morning co-host star! You will be joining the most listened to radio station in Central Wisconsin!! with a dominate morning show! The bucks are decent and the air is clean. Experience is preferred; minorities and women are encouraged to apply. Send tape and resume to: Danny Wright PD at 602 Jefferson Street, Wausau, WI 54403. Visit our website @ WIFC.com. Midwest Communications and WIFC are equal opportunity employers.

OPENINGS
NAC RETURNS

NAC returns to major mkt. city who needs PD passionate about the format, experienced marketer w/impeccable references. Commensurate salary w/profit sharing. Established private company you'll love. Send resume to: Radio & Records, 10100 Santa Monica Blvd., #900, 5th Floor, Los Angeles, CA 90067. EOE

WEST

KLPX/FMA (Rock/Alternative) Tucson seeking Promotions Director. Send your info immediately to: Larry Miles, KLPX, 1920 W. Copper Pl. Tucson AZ 85745. EOE (07/28)

Fulltime overnight opening with full service AC "The Highway Stations." T&R: Lance Todd, KIRWY, Box 1668, Bastine, CA 92312. EOE (07/28)

KAFF-FM Radio is searching for a full-time air talent. Three years minimum experience. Great shift with lots of remotes. Excellent benefits package. Women and minorities are encouraged to apply. NO PHONE CALLS! T&R to: Chris Halstead, P.O. Box 1930, Flagstaff, AZ 86002. EOE

Smooth Jazz 105.3 the Breeze in Anchorage is seeking on-air/PD. Min. 5yrs experience & prior programming success. Familiarity with NAC a plus. Send resume & tape to: Aaron Wallender P.O. Box 92782, Anchorage, AK 99509. NO PHONE CALLS PLEASE. EOE

PRODUCER FOR ESTABLISHED MORNING SHOW. Producer wanted. Massive skills. Great salary. HUGE opportunity. Trust me; you want this gig. Now blow me away. Fax cover letter and resume to: 818-295-6466. Equal Opportunity Employer.

POSITIONS SOUGHT

Double your share on your smooth jazz radio station in 90 days. I'm not bragging. I've already done it! CALL: 904-384-8978. (07/28)

Unique, fast-paced call-in show in top 10 market. Male 35-54 rocketed 4-points in first book! Email: Anchorguy7@aol.com. (07/28)

I have three years of experience operating a 50,000 watt radio station & I'm seeking a fulltime job. TONY: (765) 456-3209, tonyridlen@yahoo.com. (07/28)

Fantastic Sports PBP, Division 1 football & basketball experience, UCLA football. Decades worth of sales success. RANDY: (805) 882-3933. (07/28)

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POSITIONS SOUGHT

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POSITIONS SOUGHT

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- PERSONALITY PLUS (L&R) 151, KOP (L&R) Van & Cheryl, WFR (L&R) & Tom, KOW (L&R) Ryan, WFL (L&R) & Todd, Cassette \$10.00
- PERSONALITY PLUS (L&R) 152, WFM (L&R) Menzel & Dickson, WFM (L&R) Point, KIS (L&R) Tony Dorsey & Hankley, WRZ (L&R) Dave, Suzie, Shely, \$10.00
- PERSONALITY PLUS (L&R) 149, WFL (L&R) J. & S. J., KPL (L&R) Ron Chapman, WFR (L&R) Cooper & Peter, KIS (L&R) Greg & Prud & Doran, Cassette \$10.00
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- ALL COUNTRY (L&R) 86, WFL (L&R) & KIS (L&R) KIS, \$10.00
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R&R The Back Pages.

National Airplay Overview July 28, 2000

CHR/POP

LW	TW	
1	1	'N SYNC It's Gonna Be Me (Jive)
2	2	MATCHBOX TWENTY Bent (Lava/Atlantic)
3	3	NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic)
4	4	AALIYAH Try Again (BlackGround)
5	5	PINK There You Go (LaFace/Arista)
6	6	JOE I Wanna Know (Jive)
7	7	CREED Higher (Wind-up)
8	8	JESSICA SIMPSON I Think I'm In Love With You (Columbia)
9	9	BBMAK Back Here (Hollywood)
10	10	VERTICAL HORIZON Everything You Want (RCA)
11	11	MANDY MOORE I Wanna Be With You (550 Music/Epic)
12	12	DESTINY'S CHILD Jumpin, Jumpin (Columbia)
13	13	TONI BRAXTON He Wasn't Man Enough (LaFace/Arista)
14	14	3 DOORS DOWN Kryptonite (Republic/Universal)
15	15	SOULDECISION Faded (MCA)
16	16	JANET Doesn't Really Matter (Def Soul/IDJMG)
17	17	BRITNEY SPEARS Oops!... Did It Again (Jive)
18	18	EVERCLEAR Wonderful (Capitol)
19	19	CHRISTINA AGUILERA Come On Over (All I Want...) (RCA)
20	20	MACY GRAY I Try (Epic)
21	21	STING Desert Rose (A&M/Interscope)
22	22	EMINEM The Real Slim Shady (Aftermath/Interscope)
23	23	LARA FABIAN I Will Love Again (Columbia)
24	24	SISTER HAZEL Change Your Mind (Universal)
25	25	SPLENDER I Think God Can Explain (C2/Columbia)
26	26	SHAGGY Dance & Shout (MCA)
27	27	BON JOVI It's My Life (Island/IDJMG)
28	28	BACKSTREET BOYS The One (Jive)
29	29	GOO GOO DOLLS Broadway (Warner Bros.)
30	30	SISQO Thing Song (Dragon/Def Soul/IDJMG)

#1 MOST ADDED
BRITNEY SPEARS Lucky (Jive)

#1 MOST INCREASED PLAYS
CHRISTINA AGUILERA Come On Over (All I Want...) (RCA)
CHR begins on Page 46.

AC

LW	TW	
1	1	FAITH HILL Breathe (Warner Bros.)
2	2	MARC ANTHONY You Sang To Me (Columbia)
3	3	LEANN RIMES I Need You (Sparrow/Capitol)
4	4	DON HENLEY Taking You Home (Warner Bros.)
5	5	LONESTAR Amazed (BNA/RLG)
6	6	CHRISTINA AGUILERA I Turn To You (RCA)
7	7	BACKSTREET BOYS Show Me The Meaning Of... (Jive)
8	8	SAVAGE GARDEN I Knew I Loved You (Columbia)
9	9	CELINE DION That's The Way It Is (550 Music/Epic)
10	10	SAVAGE GARDEN Crash And Burn (Columbia)
11	11	W. HOUSTON & E. IGLESIAS Couls I Have... (Arista)
12	12	BRIAN MCKNIGHT Back At One (Motown/Universal)
13	13	ELTON JOHN Someday Out Of The Blue (DreamWorks)
14	14	PHIL COLLINS You'll Be In My Heart (Hollywood)
15	15	LARA FABIAN I Will Love Again (Columbia)
16	16	CELINE DION I Want You To Need Me (550 Music/Epic)
17	17	SANTANA F/ROB THOMAS Smooth (Arista)
18	18	MACY GRAY I Try (Epic)
19	19	SARAH McLACHLAN I Will Remember You (Arista)
20	20	98 DEGREES I Do (Cherish You) (Universal)
21	21	BACKSTREET BOYS The One (Jive)
22	22	SASHA If You Believe (Reprise)
23	23	MARK SCHULTZ He's My Son (Word/Epic)
24	24	JON SECADA Stop (550 Music/Epic)
25	25	WESTLIFE Swear It Again (Arista)
26	26	DAVE KOZ Know You By Heart (Capitol)
27	27	SUZY K W/DONNY OSMONO Now I Know (Vellum)
28	28	JESSICA SIMPSON I Think I'm In Love With You (Columbia)
29	29	ENRIQUE IGLESIAS Be With You (Interscope)
30	30	JOHN MELLENCAMP Yours Forever (Sony Classical/Columbia)

#1 MOST ADDED
JIM BRICKMAN The Love I Found In You (Windham Hill)

#1 MOST INCREASED PLAYS
MARTINA MCBRIDE These You Are (RCA)
AC begins on Page 82.

CHR/RHYTHMIC

LW	TW	
1	1	NELLY Country Grammar (Fo' Reel/Universal)
2	2	JAY-Z Big Pimpin' (Roc-A-Fella/IDJMG)
3	3	DR. DRE The Next Episode (Aftermath/Interscope)
4	4	DESTINY'S CHILD Jumpin, Jumpin (Columbia)
5	5	AALIYAH Try Again (BlackGround)
6	6	JOE I Wanna Know (Jive)
7	7	DA BRAT What'chu Like (So So Def/Columbia)
8	8	NEXT WILEY (Arista)
9	9	JANET Doesn't Really Matter (Def Soul/IDJMG)
10	10	'N SYNC It's Gonna Be Me (Jive)
11	11	EMINEM The Real Slim Shady (Aftermath/Interscope)
12	12	DMX Party Up (Up In Here) (Ruff Ryders/IDJMG)
13	13	PINK Most Girls (LaFace/Arista)
14	14	KANDI Don't Think I'm Not (So So Def/Columbia)
15	15	JAGGED EDGE Let's Get Married (So So Def/Columbia)
16	16	RUFF ENDOZ No More (Epic)
17	17	IDEAL Whatever (Noontime/Virgin)
18	18	SISQO Thing Song (Dragon/Def Soul/IDJMG)
19	19	AVANT Separated (Magic Johnson/MCA)
20	20	SISQO Incomplete (Dragon/Def Soul/IDJMG)
21	21	MADISON AVENUE Don't Call Me Baby (C2/Columbia)
22	22	KURUPT Who Ride Wit Us (Arista/Artemis)
23	23	504 BOYZ Wobble, Wobble (No Limit/Priority)
24	24	LUCY PEARL Dance Tonight (Overbrook/Pookie/Beyond)
25	25	MYA Case Of The Ex (Whatcha...) (University/Interscope)
26	26	LIL' JON No Matter What They Say (Queen Bee/Underground)
27	27	JESSICA SIMPSON I Think I'm In Love With You (Columbia)
28	28	CHRISTINA AGUILERA Come On Over (All I Want...) (RCA)
29	29	COMMON The Light (MCA)
30	30	SON BY FOUR Purest Of Pain... (Sony Discos/Columbia)

#1 MOST ADDED
LL COOL J Imagine That (Def Jam/IDJMG)

#1 MOST INCREASED PLAYS
MYA Case Of The Ex (Whatcha...) (University/Interscope)
CHR begins on Page 46.

HOT AC

LW	TW	
1	1	MATCHBOX TWENTY Bent (Lava/Atlantic)
2	2	VERTICAL HORIZON Everything You Want (RCA)
3	3	STING Desert Rose (A&M/Interscope)
4	4	NINE DAYS Absolutely (Story Of A Girl) (550 Music/Epic)
5	5	CREED Higher (Wind-up)
6	6	GOO GOO DOLLS Broadway (Warner Bros.)
7	7	MACY GRAY I Try (Epic)
8	8	THIRD EYE BLIND Never Let You Go (Elektra/EEG)
9	9	SISTER HAZEL Change Your Mind (Universal)
10	10	SANTANA F/ROB THOMAS Smooth (Arista)
11	11	FAITH HILL Breathe (Warner Bros.)
12	12	SMASH MOUTH Then The Morning Comes (Interscope)
13	13	SPLENDER I Think God Can Explain (C2/Columbia)
14	14	DON HENLEY Taking You Home (Warner Bros.)
15	15	EVERCLEAR Wonderful (Capitol)
16	16	LONESTAR Amazed (BNA/RLG)
17	17	SAVAGE GARDEN Crash And Burn (Columbia)
18	18	RED HOT CHILI PEPPERS Otherside (Warner Bros.)
19	19	BEN HARPER Steal My Kisses (Virgin)
20	20	NINA GORDON Tonight And The Rest Of My... (Warner Bros.)
21	21	BBMAK Back Here (Hollywood)
22	22	NO DOUBT Simple Kind Of Life (Interscope)
23	23	MARC ANTHONY You Sang To Me (Columbia)
24	24	VERTICAL HORIZON You're A God (RCA)
25	25	3 DOORS DOWN Kryptonite (Republic/Universal)
26	26	DIDD Here With Me (Arista)
27	27	MOBY Porcelain (V2)
28	28	ENRIQUE IGLESIAS Be With You (Interscope)
29	29	NEVE It's Over Now (Portrait/C2/Columbia)
30	30	'N SYNC Bye Bye Bye (Jive)

#1 MOST ADDED
EVAN AND JARON Crazy For This Girl (Columbia)

#1 MOST INCREASED PLAYS
THIRD EYE BLIND Deep Inside Of You (Elektra/EEG)
AC begins on Page 82.

URBAN

LW	TW	
1	1	NEXT WILEY (Arista)
2	2	IDEAL Whatever (Noontime/Virgin)
3	3	AVANT Separated (Magic Johnson/MCA)
4	4	JAGGED EDGE Let's Get Married (So So Def/Columbia)
5	5	SISQO Incomplete (Dragon/Def Soul/IDJMG)
6	6	RUFF ENDOZ No More (Epic)
7	7	JOE Treat Her Like A Lady (Jive)
8	8	DA BRAT What'chu Like (So So Def/Columbia)
9	9	TONI BRAXTON Just Be A Man About It (LaFace/Arista)
10	10	KELLY PRICE As We Lay (Def Soul/IDJMG)
11	11	LUCY PEARL Dance Tonight (Overbrook/Pookie/Beyond)
12	12	DESTINY'S CHILD Jumpin, Jumpin (Columbia)
13	13	NELLY Country Grammar (Fo' Reel/Universal)
14	14	JANET Doesn't Really Matter (Def Soul/IDJMG)
15	15	WHITNEY HOUSTON & DEBORAH COX Same Script... (MCA)
16	16	LIL' KIM No Matter What They Say (Queen Bee/Underground)
17	17	R. KELLY Bad Man (LaFace/Arista)
18	18	SAMMIE Crazy Things I Do (Freeworld/Capitol)
19	19	DMX What You Want (Ruff Ryders/IDJMG)
20	20	COMMON The Light (MCA)
21	21	YOLANDA ADAMS Open My Heart (Elektra/EEG)
22	22	DR. DRE The Next Episode (Aftermath/Interscope)
23	23	METHROME Loving Each Other 4 Life (Clatsco/Capitol)
24	24	LIL' BOW WOW Bounce With Me (So So Def/Columbia)
25	25	CARL THOMAS I Wish (Bad Boy/Arista)
26	26	EVE F/JADAKISS Got It All (Ruff Ryders/Interscope)
27	27	AALIYAH F/DMX Come Back In One Piece (BlackGround)
28	28	MARY J. BLIGE Your Child (MCA)
29	29	MYA Case Of The Ex (Whatcha...) (University/Interscope)
30	30	SON BY FOUR Purest Of Pain... (Sony Discos/Columbia)

#1 MOST ADDED
LL COOL J Imagine That (Def Jam/IDJMG)

#1 MOST INCREASED PLAYS
ERYKAH BADU Bag Lady (Motown/Universal)
URBAN begins on Page 82.

ROCK

LW	TW	
1	1	CREED With Arms Wide Open (Wind-up)
2	2	METALLICA I Disappear (Hollywood)
3	3	3 DOORS DOWN Kryptonite (Republic/Universal)
4	4	AC/DC Satellite Blues (EastWest/EEG)
5	5	STONE TEMPLE PILOTS Sour Girl (Atlantic)
6	6	RED HOT CHILI PEPPERS Californication (Warner Bros.)
7	7	U.P.O. Goddess (Epic)
8	8	A PERFECT CIRCLE Judith (Virgin)
9	9	3 DOORS DOWN Loser (Republic/Universal)
10	10	MOTLEY CRUE Hell On High Heels (Motley/Beyond)
11	11	KENNY WAYNE SHEPHERD BAND Last Goodbye (Giant Records)
12	12	PRIMUS W/OZZY N.I.B. (Divine/Priority)
13	13	IRON MAIDEN The Wicker Man (Portrait/Columbia)
14	14	B.B. KING/ERIC CLAPTON Riding With... (Duck/Reprise)
15	15	MATCHBOX TWENTY Bent (Lava/Atlantic)
16	16	PEARL JAM Light Years (Epic)
17	17	CULT Painted On My Heart (Island/IDJMG)
18	18	CREED Higher (Wind-up)
19	19	PAPA ROACH Last Resort (DreamWorks)
20	20	RED HOT CHILI PEPPERS Otherside (Warner Bros.)
21	21	GOODSMACK Bad Religion (Republic/Universal)
22	22	EVE 6 Promise (RCA)
23	23	LIVE They Stood Up For Love (Radioactive/MCA)
24	24	ESTOPST Question Everything (Reprise)
25	25	DEFTONES Change (In The House Of Flies) (Maverick)
26	26	JIMMY PAGE & BLACK CROWES Ten... (Musicmaker.com)
27	27	ONE WAY RIDE Painted Perfect (Refuge/MCA)
28	28	QUEENS OF THE STONE AGE The Lost Art... (Interscope)
29	29	PAUL RODGERS Drifters (CMC/SRG)
30	30	EVERCLEAR Wonderful (Capitol)

#1 MOST ADDED
NICKELBACK Breathe (Roadrunner)

#1 MOST INCREASED PLAYS
KENNY WAYNE SHEPHERD BAND Last Goodbye (Giant Records)
ROCK begins on Page 182.

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URBAN AC

TW	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
	YOLANDA ADAMS Open My Heart (<i>Elektra/EEG</i>)	WHITNEY HOUSTON & DEBORAH COX Same Script... (<i>Arista</i>)	TONI BRAXTON Just Be A Man About It (<i>LaFace/Arista</i>)	CARL THOMAS I Wish (<i>Bad Boy/Arista</i>)	DONELL JONES Where I Wanna Be (<i>Untouchables/LaFace/Arista</i>)	JOE Treat Her Like A Lady (<i>Live</i>)	D'ANGELO Send It On (<i>Cheeba Sound/Virgin</i>)	KELLY PRICE As We Lay (<i>Def Soul/IDJMG</i>)	TEMPTATIONS I'm Here (<i>Motown</i>)	GERALD LEVERT Baby U Are (<i>EastWest/EEG</i>)	AVANT Separated (<i>Magic Johnson/MCA</i>)	JOE I Wanna Know (<i>Live</i>)	JAGGED EDGE Let's Get Married (<i>So So Def/Columbia</i>)	LUCY PEARL Dance Tonight (<i>Overbrook/Pookie/Beyond</i>)	R. KELLY Bad Man (<i>LaFace/Arista</i>)	DAVE KOZ F/MONTELL JORDAN Careless Whisper (<i>Capitol</i>)	KEVIN EDMONDS No Love (I'm Not Used To) (<i>RCA</i>)	MARY MARY Shackles (Praise You) (<i>C2/Columbia</i>)	BOYZ II MEN Pass You By (<i>Universal</i>)	BRIAN MCKNIGHT 6,8,12 (<i>Motown</i>)	W. DOWNING, F. MOORE & ALBRIGHT When You... (<i>Motown</i>)	MARY J. BLIGE Your Child (<i>MCA</i>)	METHRONE Loving Each Other 4 Life (<i>Glatton/Capitol</i>)	BARRY WHITE Which Way Is Up (<i>Private Music/Windham Hill</i>)	LV Woman's Gotta Have It (<i>Loosd</i>)	SISQO Incomplete (<i>Dragon/Def Soul/IDJMG</i>)	CARL THOMAS Summer Rain (<i>Bad Boy/Arista</i>)	GEORGE BENSON The Ghetto (<i>GRP/VMG</i>)	RUFF ENOZ No More (<i>Epic</i>)	NORMAN BROWN F/NESTA Rain (<i>Warner Bros.</i>)

#1 MOST ADDED

KEVIN EDMONDS Love Will Be Waiting (*RCA*)

#1 MOST INCREASED PLAYS

BOYZ II MEN Pass You By (*Universal*)

URBAN begins on Page 82.

ACTIVE ROCK

TW	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
	PAPA ROACH Last Resort (<i>DreamWorks</i>)	A PERFECT CIRCLE Judith (<i>Virgin</i>)	METALLICA I Disappear (<i>Hollywood</i>)	CREED With Arms Wide Open (<i>Wind-up</i>)	DEFTONES Change (In The House Of Files) (<i>Maverick</i>)	RED HOT CHILI PEPPERS Californication (<i>Warner Bros.</i>)	U.P.O. Goddess (<i>Epic</i>)	3 DOORS DOWN Kryptonite (<i>Republic/Universal</i>)	GODSMACK Bad Religion (<i>Republic/Universal</i>)	3 DOORS DOWN Loser (<i>Republic/Universal</i>)	LIMP BIZKIT Take A Look Around (Theme...) (<i>Hollywood</i>)	DISTURBED Stupidy (<i>Giant/Reprise</i>)	INCUBUS Stellar (<i>Immortal/Epic</i>)	STONE TEMPLE PILOTS Sour Girl (<i>Atlantic</i>)	ROB ZOMBIE Scum Of The Earth (<i>Hollywood</i>)	PRIMUM W/OZZY N.I.B. (<i>Divine/Priority</i>)	UNION UNDERGROUND Turn Me On... (<i>Portrait/Columbia</i>)	PEARL JAM Light Years (<i>Epic</i>)	KORN Make Me Bad (<i>Immortal/Epic</i>)	ONE WAY RIDE Painted Perfect (<i>Refuge/MCA</i>)	QUEENS OF THE STONE AGE The Lost Art... (<i>Interscope</i>)	AC/DC Satellite Blues (<i>EastWest/EEG</i>)	KORN Somebody Someone (<i>Immortal/Epic</i>)	EVERCLEAR Wonderful (<i>Capitol</i>)	EVE 6 Promise (<i>RCA</i>)	MOTLEY CRUE Hell On High Heels (<i>Motley/Beyond</i>)	8STOPS7 Question Everything (<i>Reprise</i>)	KID ROCK American Bad Ass (<i>Top Dog/Lava/Atlantic</i>)	ISLE OF G Little Scene (<i>Universal</i>)	IRON MAIDEN The Wicker Man (<i>Portrait/Columbia</i>)

#1 MOST ADDED

HAGE AGAINST THE MACHINE Tristly (*Epic*)

#1 MOST INCREASED PLAYS

NICKELBACK Breake (*Roadrunner*)

ROCK begins on Page 108.

COUNTRY

LW	TW	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
		LEE ANN WOMACK I Hope You Dance (<i>MCA</i>)	LONESTAR What About Now (<i>BNA/RLG</i>)	RASCAL FLATTS Prayin' For Daylight (<i>Lyric Street</i>)	ALAN JACKSON It Must Be Love (<i>Arista/RLG</i>)	REBA MCGENTIRE I'll Be (<i>MCA</i>)	ERIC HEATHERLY Flowers On The Wall (<i>Mercury</i>)	JO DEE MESSINA That's The Way (<i>Corb</i>)	SHEDAISY I Will...But (<i>Lyric Street</i>)	TIM MCGRAW Some Things Never Change (<i>Corb</i>)	DIXIE CHICKS Cold Day In July (<i>Monument</i>)	KEITH URBAN Your Everything (<i>Capitol</i>)	BROOKS & DUNN You'll Always Be Loved By Me (<i>Arista/RLG</i>)	TOBY KEITH Country Comes To Town (<i>DreamWorks</i>)	JOE DIFFIE It's Always Somethin' (<i>Epic</i>)	F. HILL W.T. MCGRAW Let's Make... (<i>Warner Bros./Corb</i>)	DARRYL WORLEY When You Need My Love (<i>DreamWorks</i>)	LEANN RIMES I Need You (<i>Sparrow/Corb/Capitol</i>)	BILLY GILMAN One Voice (<i>Epic</i>)	MARK WILLIS Almost Doesn't Count (<i>Mercury</i>)	GARTH BROOKS When You Come Back To Me Again (<i>Capitol</i>)	AARON TIPPIN Kiss This (<i>Lyric Street</i>)	MARTINA MCBRIDE There You Are (<i>RCA/RLG</i>)	VINCE GILL Feels Like Love (<i>MCA</i>)	WARREN BROS. F/SARA EVANS That's The Beat... (<i>BNA/RLG</i>)	STEVE HOLY Blue Moon (<i>Corb</i>)	MONTGOMERY GENTRY Self Made Man (<i>Columbia</i>)	GEORGE STRAIT Go On (<i>MCA</i>)	TRACY LAWRENCE Lonely (<i>Atlantic</i>)	KIMLEYS She Ain't The Girl For You (<i>Epic</i>)	PHIL VASSAR Just Another Day In Paradise (<i>Arista/RLG</i>)

#1 MOST ADDED

GEORGE STRAIT Go On (*MCA*)

#1 MOST INCREASED PLAYS

GEORGE STRAIT Go On (*MCA*)

COUNTRY begins on Page 79.

ALTERNATIVE

LW	TW	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
		RED HOT CHILI PEPPERS Californication (<i>Warner Bros.</i>)	PAPA ROACH Last Resort (<i>DreamWorks</i>)	3 DOORS DOWN Kryptonite (<i>Republic/Universal</i>)	A PERFECT CIRCLE Judith (<i>Virgin</i>)	DEFTONES Change (In The House Of Files) (<i>Maverick</i>)	EVERCLEAR Wonderful (<i>Capitol</i>)	EVE 6 Promise (<i>RCA</i>)	SR-71 Right Now (<i>RCA</i>)	STONE TEMPLE PILOTS Sour Girl (<i>Atlantic</i>)	CREED With Arms Wide Open (<i>Wind-up</i>)	INCUBUS Stellar (<i>Immortal/Epic</i>)	LIMP BIZKIT Take A Look Around (Theme...) (<i>Hollywood</i>)	METALLICA I Disappear (<i>Hollywood</i>)	BLINK-182 Adam's Song (<i>MCA</i>)	VERTICAL HORIZON You're A God (<i>RCA</i>)	DISTURBED Stupidy (<i>Giant/Reprise</i>)	INCUBUS Pardon Me (<i>Immortal/Epic</i>)	CYPRESS HILL Superstar (<i>Ruffhouse/Columbia</i>)	NICKELBACK Leader Of Men (<i>Roadrunner</i>)	BT Never Gonna Come Back Down (<i>Netwerk/Capitol</i>)	WHEATUS Teenage Dirtbag (<i>Columbia</i>)	LIT Over My Head (<i>Java/Capitol</i>)	DYNAMITE HACK Boyz In The Hood (<i>Farmclub.com/Universal</i>)	MATCHBOX TWENTY Bent (<i>Lava/Atlantic</i>)	PEARL JAM Light Years (<i>Epic</i>)	KORN Somebody Someone (<i>Immortal/Epic</i>)	MOBY Porcelain (V2)	NO DOUBT Simple Kind Of Life (<i>Interscope</i>)	8STOPS7 Question Everything (<i>Reprise</i>)	GODSMACK Bad Religion (<i>Republic/Universal</i>)

#1 MOST ADDED

HAGE AGAINST THE MACHINE Tristly (*Epic*)

#1 MOST INCREASED PLAYS

WHEATUS Teenage Dirtbag (*Columbia*)

ALTERNATIVE begins on Page 129.

NAC/SMOOTH JAZZ

LW	TW	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
		BONEY JAMES & RICK BRAUN Grazi' In... (<i>Warner Bros.</i>)	CHRIS STANDRING Hip Sway (<i>Instinct</i>)	BRIAN CULBERTSON Do You Really Love Me (<i>Atlantic</i>)	GEORGE BENSON Deeper Than You Think (<i>GRP/VMG</i>)	DOWN TO THE BONE The Zodiac (<i>Internal Bass</i>)	RICHARD ELLIOT Moomba (<i>Blue Note</i>)	JEFF GOLUB F/PETER WHITE No Two Ways About It (<i>GRP/VMG</i>)	DAVE KOZ Can't Let You Go... (<i>Capitol</i>)	JOYCE COOLING Before Dawn (<i>Heads Up</i>)	BRENDA RUSSELL Catch On (<i>Hidden Beach/Epic</i>)	STEELY DAN Jack Of Speed (<i>Giant/Reprise</i>)	JAY BECKENSTEIN Sunrise (<i>Windham Hill</i>)	PAUL TAYLOR Avenue (<i>Peak/Unity/N-Coded</i>)	EUGE GROOVE Vinyl (<i>Warner Bros.</i>)	RONNY JORDAN London Lowdown (<i>Blue Note</i>)	BOB JAMES Raise The Roof (<i>Warner Bros.</i>)	TONI BRAXTON Spanish Guitar (<i>LaFace/Arista</i>)	CLUB 1600 Stay (<i>N-Coded</i>)	BRIAN MCKNIGHT 6,8,12 (<i>Motown</i>)	ACOUSTIC ALCHEMY Beautiful Game (<i>Higher Octave</i>)	CRAIG CHACURCO Cafe Carnival (<i>Higher Octave</i>)	MICHAEL LINGSTON Twice In A Lifetime (<i>Samson</i>)	MICHAEL MCDONALD The Meaning Of Love (<i>Ramp</i>)	STEVE COLE Got It Goin' On (<i>Atlantic</i>)	VARIOUS ARTISTS Manenberg (<i>Heads Up</i>)	JAZZMASTERS London Chimes (<i>Hardcastle/Trappin' N' Rhythm</i>)	MAYSA Got To Be Strong (<i>Rice/N-Coded</i>)	CHUCK LOEB Silver Star (<i>Shanachie</i>)	WALTER BEASLEY Contin' At Cha (<i>Shanachie</i>)	DON HENLEY Taking You Home (<i>Warner Bros.</i>)

#1 MOST ADDED

STEVE COLE Got It Goin' On (*Atlantic*)

#1 MOST INCREASED PLAYS

STEVE COLE Got It Goin' On (*Atlantic*)

NAC begins on Page 182.

ADULT ALTERNATIVE

LW	TW	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
		MATCHBOX TWENTY Bent (<i>Lava/Atlantic</i>)	B.B. KING/ERIC CLAPTON Riding With... (<i>Duck/Reprise</i>)	PHISH Heavy Things (<i>Elektra/EEG</i>)	XTC I'm The Man Who Murdered Love (<i>Idea/TVT</i>)	DAVID GRAY Babylon (<i>ATO</i>)	ROBERT BRADLEY'S BLACKWATER... Baby (<i>RCA</i>)	JONNY LANG Breakin' Me (<i>A&M/Interscope</i>)	EVERCLEAR Wonderful (<i>Capitol</i>)	NINE DAYS Absolutely (Story Of A Girl) (<i>550 Music/Epic</i>)	STING Desert Rose (<i>A&M/Interscope</i>)	JAYHAWKS I'm Gonna Make You Love... (<i>American/Columbia</i>)	SHIVAREE Goodnight Moon (<i>Capitol</i>)	SINEAD O'CONNOR No Man's Woman (<i>Atlantic</i>)	BILLY BRAGG & WILCO Secret Of The Sea (<i>Elektra/EEG</i>)	STONE TEMPLE PILOTS Sour Girl (<i>Atlantic</i>)	VERTICAL HORIZON You're A God (<i>RCA</i>)	TRACY CHAPMAN Wedding Song (<i>Elektra/EEG</i>)	STEVE EARLE Transcendental Blues (<i>E-Squared/Artemis</i>)	SISTER HAZEL Change Your Mind (<i>Universal</i>)	TRAVIS Why Does It Always Rain On Me? (<i>Independiente/Epic</i>)	NEIL YOUNG Good To See You (<i>Reprise</i>)	DANIEL CAGE Sleepwalking (<i>MCA</i>)	AIMEE MANN Red Vines (<i>Superego</i>)	SISTER SEVEN The Only Thing That's Real (<i>Arista</i>)	INDIGO GIRLS Cold Beer And Remote Control (<i>Epic</i>)	GOO GOO DOLLS Broadway (<i>Warner Bros.</i>)	SHELBY LYNNE Gotta Get Back (<i>Island/IDJMG</i>)	NO DOUBT Simple Kind Of Life (<i>Interscope</i>)	GUSTER Fa Fa (<i>Never Be The Same...</i>) (<i>Hybrid/Sire</i>)	

#1 MOST ADDED

COUNTING CROWS All My Friends (*DGC/Geffen/Interscope*)

#1 MOST INCREASED PLAYS

ODDIE BAITT It's All Over Now, Baby... (*Atlantic*)

ADULT ALTERNATIVE begins on Page 133.

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Publisher's Profile

By Erica Farber



ARTHUR ASTOR

President, Astor Broadcast Group

Art Astor is a veteran of almost 40 years in Southern California broadcasting. He is owner and President of five stations in the area and recently made news when he flipped his successful Country station of almost 20 years, KIKF-FM, to an AC format.

Astor's tremendous passion for the business carries over into his hobbies. He collects automobiles, and his "radios on wheels" range from Morgans to Packards to a 1940 Cadillac Formal Town Sedan once owned by Howard Hughes. He has created a museum in Anaheim that not only houses his Orange County radio station, but also his cars and the world's largest collection of restored antique radios.

For those with enthusiasm and drive, Astor feels strongly that opportunity still exists in the radio business. In fact, if one is willing to "put in a little extra effort," Astor claims one could even end up owning the place!

Getting into the business: "I've been a radio freak since I was about 8 years old, when I got my first radio in my bedroom. I went to the University of Southern California. They had a pretty good radio and telecommunications school. I went on to do some television shows and film work. I had my own television show in the early '50s, but I thought it was too slow. I heard about a job at KSFO in San Francisco. I went up there, and Alan Torbet hired me. That was my first shot as an account executive.

"They eventually sent me down to Southern California to be their Retail Regional Sales Manager. The national rep decided to hire me. My first opportunity as a Sales Manager was at KPRO/Riverside, CA. After a couple of years Alan Torbet, my rep then, invited me to buy the stock of a guy named Frank Crane when it was Torbet, Alan and Crane. I bought out his stock and became the L.A. manager. Within a year I became the VP & West Coast Manager. In 1965 I got a call from RKO about a new thing happening at KHJ/L.A. I became GSM of KHJ-AM & FM just before they kicked off Boss Radio.

"I spent five or six years there and then became GM at KDAY/L.A. in 1970. We were ranked lower than 45th in the market. Bob Wilson was our PD. I said to Bob, 'We're a poor man's KHJ.' I told him the basic things I felt we should do to be different from the other Top 40 stations. Within a week Wilson said that he had a great idea: take the jingles out, and the dialogue, and just play three in a row. We were playing the best of Top 40 and the best of AOR. We played The Carpenters, Neil Diamond, The Beatles, The Rolling Stones and Led Zeppelin.

"KDAY was the station to break a lot of music. Even with our crummy signal, we were getting 3 and 4 shares. We had the Astor Wilson Company because of the

concerts we produced. We also produced *The Concert Hour* from the Troubadour and supplied it to about 15 stations around the Western states. We had Wolfman Jack on at night. He became a big hit, and we syndicated him."

Starting his company: "I went to Drake Chenault. Gene and Bill offered me 20% of the stock if everything went right and I met my goals. As we went along, we doubled, tripled and quadrupled our business, and I met all my goals. They were reluctant to give up stock. I said, 'I gotta do my thing!'

"I was approached by a consultant about this little station in Orange County that needed a manager. They wanted someone who'd been a manager in L.A. I said, 'If there's no ownership, I'm not interested.' I met with the owners, who knew nothing about broadcasting. They were losing money every month. In January of 1978 I took over with an option of 10%-20%. Within two years I owned 20% of the station. We quadrupled our billing and did very well for two or three years with an AC format.

"A friend of mine was managing KZLA/L.A. They went to a 2-format, and it didn't work. They said, 'We'd better copy Astor — great format, limited signal, and his AC is the best in town.' Within about a month I'm hearing my format on KZLA, song for song. Even the promos were almost the same. I don't mind being a farm club, but that was ridiculous. I hired a new guy by the name of Steve Thomas. He said, 'We've got to do something completely different.' He came back with the call letters KIKF and said, 'We're going to go Country.'

"This was in 1980. At that time there was no FM Country in Los Angeles. I'd sworn I'd never run a suburban station, and I knew I didn't ever want to go Country! As soon as we hit, I knew it was happening. I got a call from a friend who was a buyer for Disneyland. That was a Friday. She told me that KZLA was going to go Country. I bought out the partners at KIKF in 1983."

Goals of the company: "I love Southern California. This is my home. I'm a native. California is a fabulous marketplace because of the out-of-home use of radio. I'm obviously getting offers from companies. Normally it's from secondary groups, because the big guys want the L.A. licenses. I could have retired 10 years ago, but I love the business. It keeps me young and moving. I want to stay. I'm still looking around. In fact, I've got one thing I'm looking at right now."

State of radio: "I'm very bullish on it. It's extremely exciting, very lucrative. I see numbers I never even dreamed of. When I left KHJ and KRTH, we were doing close to \$10 million in 1970. That was a lot of money. I knew then that radio had the capability to make money. Our margin was 55%-58%. L.A. radio and radio in general are doing extremely well, and I think radio's hotter than ever."

Biggest challenges: "Facing competition. In our marketplace we have to sound like an L.A. radio station. I try to hire people and develop them. We've got some young people working for us who can't get into L.A. Outside of my PD, my people haven't been in radio that long. We are the gateway to Los Angeles radio. They like to work for the periphery station to see if they can jump into the big time."

On changing formats: "If I had known then what I know now.... We'd been working on this thing for about three or four months. Everything was set, then I heard that KZLA was being bought by Emmis and that they'd supposedly be dumping Country Aug. 1 because they're not making any money. They should be billing \$25 million to \$30 million. If I didn't bill that much with a facility like that, I would have killed myself. We'll have to take one step at a time. I would not preclude changing formats again."

Thoughts on the Internet: "It's still a little bit early. There are two elements. One is immobility, and one is the fact that it's in its early stages. But, boy, people are just going to it. It's not like pure radio, where you step out the door with a portable or get in your automobile and you get the information and music and entertainment. In every car of mine I've got CDs all over the place, but I listen to radio because I like to hear the voices and people and find out what the heck's going on."

Most influential individual: "Several. I was a national rep for two companies. I talked to a lot of owners. I used to always envy the guys who would come into town for two or three days. They had control, an artistic or aesthetic sense of expression, and they called the shots. This is what I wanted to work toward. Gene Chenault was a mentor. He was an owner, and he showed me a lifestyle. Even in the late '50s he had the money and the wherewithal and the expression. Bill Drake taught me a lot, as did Ron Jacobs. Alan Torbet taught me research, numbers and that every station has a handle and a story, and you can tell it."

Career highlight: "Taking risks, being ballsy. I'm taking one right now. You learn from those things. I want to do better, and if it takes another swing at the ball, I'm going to take it."

Career disappointment: "I wish I'd gone out on my own earlier. When I was at the peak of my corporate career — probably as an executive at RKO — with all the fame and fortune, I should have jumped from there into my own thing, even if it was a Bakersfield station."

Favorite radio format: "I've got varied tastes. If I want to relax, I go to The Wave [KTWV/Los Angeles], light jazz. If I want to be totally disruptive in my thoughts, I go to Classical. If I want to jump a little, I go to the Kisses [KISS/L.A.] or the Powers [KPWR/L.A.]"

Favorite song: "Laura" for a ballad and "In the Mood" for instrumental."

Favorite television show: "I watch a lot of Biography. I like the History Channel."

Favorite movie: "Gone With the Wind."

Favorite restaurant: "Lafayette, a cute little French restaurant in Garden Grove."

Beverage of choice: "I'm a Diet Coke nut."

Stock recommendation: "I'm out of stocks. I have real estate properties and my stations, and I'm happy as hell."

Hobbies: "I'm a car buff. I have 165 classic cars. I prepared myself over the years, so if I retired, I'd have something to do. Now it's overwhelming. The main part of my museum is at my radio station, with an annex across the street. I've got classics from the late '20s through the '50s and muscle cars from the '60s to the '80s."

Favorite car: "A 1940 LaSalle convertible. In much a 1970 Dodge 383 Magnum Charger."

Advice to broadcasters: "It's never too late to start your own business. In today's environment, it's an employee's market. I had never heard of people getting signing bonuses in radio, but a gal I was after said that she got a signing bonus from another company and a big salary. This is a sales commission job. I worked my butt off to get where I am."

"Because of the dearth of good, solid people, the ones who really put their shoulders to the wheel and get a little imagination going and a little spirit and aggressiveness can go out and do their thing. Unfortunately, it can't be in L.A., because that's just too tough. They have to go out to a smaller market and do their thing and be an owner of a station and work their way into a major market by multiplying the small ones."

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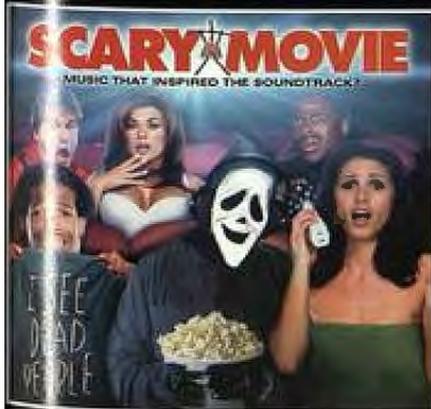


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Already Blowing Up The Phones At:

Z100 B96 KHKS Y100 WSTR WIOQ KKMG

Debut $\text{\textcircled{69}}$ R&R CHR/Pop (in the 1st week)

#2 Most Added/#2 Most Increased at R&R CHR/Pop

#2 Most Added/#3 Most Increased at R&R CHR/Rhythmic

#3 Most Added at R&R Hot AC

Debut 36* Mainstream Top 40 Monitor (in the 1st week)

#1 Greatest Gainer at Mainstream Top 40 Monitor

#1 Greatest Gainer at Rhythmic Top 40 Monitor

#3 Greatest Gainer at Adult Top 40 Monitor

"MUSIC" THE TITLE TRACK & VIDEO FROM THE NEW ALBUM

PRODUCED BY MADONNA AND MIRWAIS AHAMDZAI - WWW.MADONNAMUSIC.COM - CARESS HENRY/CALIENTE MANAGEMENT



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