

BNA Tops Country Chart, Takes Most Added Honors

BNA, part of the RLG/Nashville family, places No. 1 this week in two key spots: "Tell Her" by Lonestar moves 2-1 on the R&R Country chart, and Kenny Chesney's "Don't Happen Twice" is Most Added with 37.



He's Baaaaack!

Radio's late-night conspiracy theorist has returned from beyond to grace the nocturnal airwaves. **Art Bell** is back, and not only does he spend time with our own Al Peterson, he'll spend time with you — if you're attending R&R Talk Radio Seminar 2001 in Los Angeles. Details, next page.



Russ & Olivia REALLY KICKED ASS!!

Monster Stats Everywhere:

| | | | | |
|-----------------------------|-----------|-----------|------|---------------------------------|
| WCDX Richmond | Spring 00 | Summer 00 | Rank | Adults 18-34 |
| | 19.9 | 25.7 | #1 | * also number one in all demos. |
| WKYS Washington D.C. | Spring 00 | Summer 00 | Rank | Adults 18-34 |
| | 12.8 | 13.2 | #1 | |
| KMJJ Shreveport | Spring 00 | Summer 00 | Rank | Adults 18-34 |
| | 15.9 | 25.0 | #1 | * also number one in all demos |
| WRXZ Albany, Ga | Spring 00 | Summer 00 | Rank | Adults 18-34 |
| | 10.2 | 21.2 | #2 | |
| WDTJ Detroit | Spring 00 | Summer 00 | Rank | Adults 18-34 |
| | 3.7 | 6.2 | #3 | |

Aribtron, summer 2000

Bragging Rights Are Earned ...

"I can quote how funny the show is or about the tremendous response when Russ and Olivia visit the market, but how about the facts ... Check out the 18-34 books for mornings on WENZ 4.1, 6.8, 9.2, 9.8 ... And you don't have him on your station because of what?"

Lance Panton, PD, WENZ Cleveland

"Parr beats Joyner hands down in Alexandria across all demos. It's the best mornings show out there, period."

Jay Stevens PD, KEDG, Alexandria

"He's virtually single-handedly taken WKYS to number one and kept us there ... when the books come out I say 'thank you Russ and Olivia.'"

Daryl Huckaby PD, WKYS, Washington D.C.

"Number one in all demos speaks for itself."

Michael Tee PD, KMJJ, Shreveport

"The Numbers are through the roof! Double digits baby! The Russ Parr Morning Show is a one-of-a-kind, off the hook morning show."

Lamonda Williams, PD, WCDX, Richmond



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R&R CHR/Rhythmic 13 - 10

Rhythm Monitor Chart: 13* - 11* Greatest Gainer

Crossover Monitor Chart: 6* - 3*

from the motion picture

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WVSR/Charleston

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WKST/Pittsburgh

KZQZ/San Francisco

KCHZ/Kansas City



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In conjunction with this week's RAB 2001 in Dallas, R&R presents expanded coverage of the most important issues facing radio salespeople today. Sales & Marketing Editor Pam Baker kicks things off by discussing an element of sales that can really boost your bottom line: nontraditional revenue. NTR comes in many forms, from cause marketing to Internet tie-ins. Pam also presents the first part of a very expansive and valuable glossary of marketing, merchandising and retailing terms. This week's Management, Marketing & Sales section also has an essay by Dick Kazan that reaffirms the old adage "The customer is always right."

Pages 12-18

A VIEW FROM THE OUTSIDE

Steve Berger's Nationwide Communications was among the most respected of radio groups in its day. It's only been a few years since Berger's been out of the business, but he sure has a lot to say about the ever-changing landscape of this rapidly consolidating industry.

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IN THE NEWS

- **AFTRA, Metro Networks** agree to terms in Los Angeles
- **Greg Ashlock** Station Manager, **David Hall** VP/Ops for KFI, KLAC & KXTA/L.A.
- **WXXY & WYXX/Chicago** flip to Spanish Contemporary

Page 3

THIS #1 WEEK

- CHR/POP**
• **LENNY KRAVITZ** Again (Virgin)
- CHR/RHYTHMIC**
• **OUTKAST** Ms. Jackson (LaFace/Arista)
- URBAN**
• **JAGGED EDGE** Promise (So So Def/Columbia)
- URBAN AC**
• **AVANT** My First Love (Magic Johnson/MCA)
- COUNTRY**
• **LONESTAR** Ten Her (BNA)
- AC**
• **W SYNC** This I Promise You (Jive)
- HOT AC**
• **MATCHBOX TWENTY** If You're Gone (Lava/Atlantic)
- NAC/SMOOTH JAZZ**
• **BONA FIDE** X-Ray Hip (N-Coded)
- ROCK**
• **AEROSMITH** Jaded (Columbia)
- ACTIVE ROCK**
• **GODSMACK** Awake (Republic/Universal)
- ALTERNATIVE**
• **LIFEHOUSE** Hanging By A Moment (DreamWorks)
- ADULT ALTERNATIVE**
• **DAVE MATTHEWS BAND** I Did It (RCA)

NEWSSTAND PRICE \$6.50



Clear Channel Q1 Estimates Cast Pall Over 2001 Outlook

■ Year-end loss will exceed analyst predictions

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

Clear Channel Communications gave an early indication that all may not be right with the radio world. The company issued an earnings warning Tuesday, declaring that it will probably lose 67 cents a share in 2001, with the lion's share (47 cents) of that loss happening in the first quarter. The company said its Q1 cash flow will hit 51 cents a share.

Both estimates will surely disappoint Wall Street analysts. They were expecting Clear Channel to lose only 39 cents per share in 2001. And instead of the company boosting its first-quarter cash flow by 25% over 2000, as

analysts had expected, Clear Channel's cash flow will be flat.

As the year progresses Clear Channel expects its financial picture to improve. Cash flow is expected to reach \$3.16 per share for 2001, in line with Wall Street expectations, as the massive group pulls in an estimated \$8.08 billion in revenues.

The company was in no mood to discuss the guidance. It passed word that it would release Q4 2000 earnings on Feb. 12 and could elaborate on its 2001 forecast then.

The issue gained 4 cents to close at \$62.70 on Tuesday before the earnings warning

CLEAR CHANNEL/See Page 32

Disney Shuts Down GO.com In Shakeup Of Web Operations

By **JOE HOWARD**
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Disney announced Monday that it is shutting down its troubled GO.com website as part of a major shakeup of the company's Internet operations. While Disney's Internet Group will continue to operate under its current management structure, the company is shifting the group's focus and transferring some of GO.com's features to other websites.

Walt Disney Internet Group Chairman Steve Bornstein said, "This is a difficult decision, as it impacts both our employees and GO.com users. However, the Internet environment has continued to shift and change, and, therefore, our strategies must also change."

The closure of GO.com will result in the layoff of approximately 400 employees, the majority of whom are based in Sunnyvale, CA. Bornstein said,

DISNEY/See Page 26

2001's Million-Dollar Question

■ Experts predict where we're headed this year

By **MIKE KINOSIAN**
R&R AC EDITOR
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Horowitz

Paraphrasing the immortal words of Garrett Morris' Chico Esquela character from *Saturday Night Live*, the economy's been "beriberi" good to radio the past several years. But many in the industry transitioned to 2001 with great trepidation. Some of that fear was triggered by the new administration, seemingly as a posture to prepare the country for difficult economic times.

How will radio do this year? This week five outstanding broadcasters share their thoughts on this topic and a wide array of other issues, including Wall Street pressure, dwindling dot-coms, NTR streams and '01's gen-

eral sales climate.

There's no better locale than the nation's capital to begin our tour.

"This market is basically flat right now," reports ABC Radio Hot AC WRQX (Mix 107.3) Washington President/GM Jim Robinson, who holds an

economics degree from the University of Maryland. "There's sometimes a short-sighted view of radio. As the calendar year began, people were looking at pacing reports and noticed that they were 20% behind previous years."

Instead of panicking, Robinson takes a relaxed and sensible approach. "Demand has been very intense the last 24 months," he says. "The

See Page 85

More Sales Topics Throughout This Issue

Bell, Drudge Join TRS Lineup

■ One-on-one interview set for March 10 in L.A.

By **AL PETERSON**
R&R NEWS/TALK K EDITOR
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In what will be his first appearance before the Talk radio industry following his return to the *Coast-to-Coast* microphone, Art Bell will join fellow Premier Radio Networks talker Matt Drudge for a live interview at the upcoming annual R&R Talk Radio Seminar. Bell, the late-night king of Talk radio, will sit down with Internet cyberstar Drudge on the morning of March 10 for a candid one-on-one conversation exclusively for TRS 2001 attendees.

Bell — who retired from his nightly program last March amid



Bell



Drudge

a swirl of controversy and personal problems — surprised the industry last month when he announced that he had agreed to come out of retirement and return

TRS/See Page 32

ABC Networks Recasts Executive Wing

■ McConnell to head programming, Rich to New Media, Rosso to Affiliate Relations/Business

ABC Radio Networks President Traug Keller has shaken up several departments in the company, shifting the responsibilities of several key executives. Among them:

• **John McConnell**, VP/ESPN Radio and News/Talk ABC O&O stations, has been promoted to Sr. VP/Programming in charge of all ABC Radio Networks content.

• **Geoff Rich**, Exec. VP/Programming for ABC Radio Networks, becomes Exec. VP/New Media and will oversee all Internet initiatives for the networks.



McConnell



Rich

• **John Rosso** rises from VP/Affiliate Relations to Sr. VP/Affiliate Relations-Business Administration.

ABC/See Page 32

NAB, Six Groups Sue Copyright Office Over Streaming Fees

The NAB and six radio groups last week filed suit in Philadelphia U.S. District Court against the U.S. Copyright Office. The suit seeks judicial review of the Register of Copyrights' administrative rule-making, issued late last year, that radio stations that stream their signals over the Internet are not exempt from copyright liability.

The NAB had filed suit in New York against the RIAA in March 2000 over the recording industry association's plan to charge royalties for radio-station webcasts. The NAB dropped that suit in order to join broadcasters in the current suit.

The plaintiffs, **Bonneville International, Cox Radio, Emmis Communications, Entercom, Infinity, Susquehanna Radio** and the NAB, contend that the Digital Millennium Copyright Act of 1998 specifically exempts free, noninteractive digital audio transmissions by FCC-licensed

SUIT/See Page 26



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Ashlock Station Mgr. For CC/L.A. AMs; Hall VP/Ops

Greg Ashlock has been named to the newly created Station Manager position for Clear Channel's News/Talk KFI, Adult Standards KLAC and Sports KXTA in Los Angeles. At the same time, KFI PD David Hall has been promoted to the newly created VP/Operations post. He will continue to oversee programming at KFI while taking on additional responsibilities at KLAC and KXTA.

Ashlock's appointment comes in the wake of the departure of former VP/GM Ken Christensen, who exited the stations last month (R&R 1/19). Ashlock was most recently Director/Play-By-Play Sports Sales for Clear Channel/Los Angeles.

Concurrently, Jeff Thomas becomes GSM for KFI. Brad Samuel becomes Director/Sales for KFI, and Dan Weiner becomes Director/Sales for KLAC and KXTA.

"We are excited for the advertisers and clients of our Los Angeles cluster," said Market President Roy Laughlin. "Never before has so much AM power been in the hands of one team."

Ashlock added, "The creative energy and opportunities in the market are numerous. We now have the team in place to take advantage of those opportunities."

Asked about the challenges he'll face in his new job, Hall told R&R, "The great thing about this company is its support of AM radio. In any other company I'd have one

ASHLOCK/See Page 25

'Viva' Arrives As WXXY & WYXX Flip

Big City Radio pulled the plug on its pioneering '80s format in Chicago Monday afternoon, flipping WXXY & WYXX/Chicago from "The Eighties Channel" to Spanish Contemporary as "Viva 103.1." Veronica Medina, who served as PD of Hispanic Broadcasting's crosstown WOJO from 1997-99, joins Viva for similar duties. Medina joined WOJO in 1992 from the former KOFY/San Francisco, where she served as an on-air host.

WXXY & WYXX now feature current material from such artists as Ricardo Arjona, Marc Anthony, Elvis Crespo, Shakira and Maná. Big City/Chicago GM Juan Montenegro told R&R that the station is presently lining up its air-talent roster and plans to have a permanent lineup in place shortly.

VIVA/See Page 25

Trick Pony 'Pour' R&R Staffers A Song



Warner Bros./Nashville artists Trick Pony introduced R&R staffers to their unique blend of country music and humor recently at Club R&R. During the show the band performed their debut single, "Pour Me." Pictured (l-r) are Trick Pony's Ira Dean, R&R Publisher/CEO Erica Farber, Trick Pony's Heidi Newfield, Warner Bros./Nashville Sr. VP/GM Bill Mayne, Trick Pony's Keith Burns and R&R GM Sky Daniels.

Metro/L.A. Ratifies AFTRA Contract

■ Negotiations culminate in first union deal

By JOE HOWARD
R&R WASHINGTON BUREAU
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News and traffic reporters, as well as producers, at Westwood One's Metro Networks in Los Angeles ratified their first-ever union contract, bringing 75 Metro employees into the AFTRA Health and Retirement Fund and providing safety standards and insurance for the company's airborne reporters.

Leslie Simon, AFTRA/L.A.'s Director/Broadcast Organizing, told R&R that the contract is a step for-

ward for Metro. "It's a very good first contract," she said, although it's not up to the same level as the contract of WWI's Shadow Broadcast Services employees. But Simon pointed out, however, that Shadow has been unionized for 10 years. Metro/L.A. elected to unionize with AFTRA in April 2000.

In a separate agreement, Shadow employees, who share a Wilshire

METRO/See Page 25

WMJC/Long Island Lures Lombardo As PD

Veteran WALK/Nassau-Suffolk MD/air talent Charlie Lombardo has left the heritage Clear Channel mainstream AC to join rival Long Island outlet WMJC as PD.

"More than anything else, Charlie brings credibility to our organization," Barnstable Broadcasting/Long Island VP/GM Dave Widmer told R&R. "Whenever a radio station can bring in someone of his stature,



Lombardo

it can only mean good things and helps validate us. His tenacity, knowledge of music and knowledge of this market are triple wins for us. With Charlie on board, we have someone who really knows formatics, music and Long Island."

Barnstable flipped WMJC from Country to '80s-based Rock AC ("Island Ninety-Four Three. The Long Island Sound") several months ago

LOMBARDO/See Page 25

KOIT's Conway Adds Station Mgr. Duties

Four-year KOIT-AM & FM/San Francisco PD Bill Conway has been promoted to Station Manager. He will maintain his programming duties at the Bonneville Soft AC simulcast.

"KOIT GM Chuck Tweedle is on the road a lot as a Bonneville Regional Manager, so they created this new position," Conway told

CONWAY/See Page 25

FEBRUARY 2, 2001

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LETTER TO THE EDITOR

Sebastian Chimes In On KZLA Record

I couldn't help but smile seeing the mention of KZLA's ratings increase as a front-page reference in the Jan. 19 issue of R&R. It's great that they achieved a 2.6, up from a 2.2. They deserve congratulations. It's an almost impossible task they have undertaken. I should know.

I am compelled to point out that these results still pale in comparison to at least four of the "books" we experienced during my time at KZLA. We had as high as a 2.9 a couple of times. They did nicely during the fall in 25-54 also, a 2.8. But we had three 2.9s and a 2.8 during my tenure. And we didn't spend \$2.5 million on promotion to achieve those levels. In fact, we never spent as much as \$1 million during any one Arbitron period.

I just wish the gang at KZLA during my two years could have received the same kind of positive coverage that this new regime is enjoying. If Emmis can continue spending \$2.5 million every book, they might equal our success from a few years ago.

Thanks for letting me vent. I continue to attempt to set the record straight about my programming days at KZLA.

On a more positive note, Music Meeting looks awesome. Congratulations!

John Sebastian
Former KZLA/Los Angeles PD

The views expressed in a letter to the editor are those of the writer only. The writer is solely responsible for the content. R&R reserves the right to edit letters.

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Commerce Dept. Reports 'Small Gain' In Minority Ownership

Hispanics lead growth, African Americans own most overall

By JOE HOWARD
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A recently released report from the Commerce Department, "Changes, Challenges and Charting New Courses: Minority Commercial Broadcast Ownership in the United States," says that minority ownership of radio stations has seen a "small gain" since 1998. The largest growth came in the number of Hispanic-owned stations, but African Americans still lead the way in minority ownership. Overall, 3.8% of all radio and TV stations in the U.S. are licensed to minorities.

The overall reported gain in minority ownership from 1998 to 2000 was 0.9%, but the study points out that approximately half of that gain is attributable to changes in the methodology for reporting minority

ownership. Hispanics saw the biggest increase in reported ownership, with the addition of 57 stations for a gain of 44%. African-American owners bought 43 stations over the same time, ending 2000 with 211 stations vs. 187 owned by Hispanics. Most minority owners operate standalone stations — only 131 of their stations belong to duopolies.

MINORITY/See Page 8

FCC Admonishes Disney For Information Leak

The FCC issued a letter on Jan. 26 in which it scolded Disney and an outside law firm for careless treatment of sensitive documents pertaining to the AOL Time Warner merger, but the commission declined to impose further sanctions.

The FCC had already prevented Disney employees from reviewing sensitive documents regarding the \$124 billion merger for six weeks in October and November after a lawyer for Disney, described as a critic of the transaction, summarized private data in an e-mail to

Disney staffers. The company said the information leak was inadvertent.

Disney and the law firm Verner, Liipfert, Bernhard, McPherson and Hand agreed to stop sending e-mails with confidential information and to adopt better procedures for protect-

ing private data obtained from the FCC.

"We admonish the parties for their breach of the protective order," FCC Cable Services Bureau Deputy Chief Sherille Ismail wrote in this week's letter. "We find, however, that the interim sanctions already imposed are sufficient to vindicate the integrity of the commission's processes, and we impose no additional sanctions."

— Joe Howard

Emmis, Radio One Reach Agreement On Indianapolis Combo

Radio One to pay \$7.5 million for station and start community fund

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

After weeks of negotiations Emmis Communications and Radio One signed a definitive agreement Tuesday for Radio One to acquire Gospel WTLC-AM/ Indianapolis and the intellectual property of Urban AC WTLC-FM/Indianapolis for \$7.5 million.

Radio One has also agreed to pay for the \$1 million community educational fund the groups agreed to create when the deal was announced. Details of that fund have not been finalized, but both groups agree that it will promote educational opportunities for minority

youth in Emmis' hometown of Indianapolis.

The two groups announced the sale of the stations on Jan. 18 with a non-binding letter of intent. The announcement was made before the deal was finalized because staffers at

EMMIS/See Page 8

Bloomberg BUSINESS BRIEFS

Los Angeles Radio Sets Revenue Record In 2000

The 30 stations in Los Angeles that report to Miller, Kaplan, Arase & Co. posted a revenue gain of almost 14%, to a record \$846 million, from 1999 to 2000. Local L.A. numbers were up 15%, to \$634 million, while national figures were up 9%, to \$194 million. The Southern California Broadcasters Assn. said last week that more than a dozen Los Angeles or Orange County radio stations chose not to report their numbers. Had those stations been included, market billings would have been in excess of \$900 million. In fact, the SCBA asserts, most advertisers include Los Angeles, Orange, Riverside, San Bernardino and Ventura counties in their assessments of the L.A. marketplace. "That market," the SCBA said, "did over \$1 billion in radio revenue, up 13% from 1999."

From his analysis of Los Angeles' 2000 revenues, First Union Securities' Jim Boyle believes the market "should be seeing \$900 million [in billing] sometime in 2001." He predicted, "A billion is not that far away. Perhaps in 2002." Boyle noted that the entire radio industry did \$837 million in local revenue in 1969 and said, "Here it is, 32 years later, and the single market of Los Angeles did that and more. In 1972 the whole radio sector finally topped a billion dollars, so L.A. could achieve that an even 30 years later."

Industry Faces Legislation Against Violent Media

Connecticut Senator Joseph Lieberman last week said that draft legislation will be presented next month that will propose punishments for entertainment firms that use "false and deceptive advertising" to market violent music, movies and electronic games to children. Reuters reported. Lawmakers had given the entertainment industry six months to react to a Federal Trade Commission report from last September that said that adult-rated products were being marketed "aggressively" to children. "I had hoped the industry would meet the challenge," said Lieberman. "But if they will not act, then we will introduce legislation."

J.P. Morgan Readies Loan Sale For Citadel Buyout

Wall Street finance house J.P. Morgan is arranging to sell \$650 million in high-yield loans to finance it and Forstmann Little's \$2 billion buyout of Citadel Communications, Bloomberg reported. The credit facility is made up of a \$200 million revolving credit and a \$250 million term loan that will be sold to banks, along with a \$200 million term loan that will be sold to institutional investors, such as mutual funds.

Continued on Page 8

R&R Stock Index

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

| | 1/26/00 | 1/19/01 | 1/26/01 | Change Since 2/2/00 | 1/19/01-1/26/01 |
|-----------------|-----------|-----------|-----------|---------------------|-----------------|
| R&R Stock Index | 385.61 | 274.91 | 260.66 | -32% | -5.1% |
| Dow Industrials | 11,032.99 | 10,587.59 | 10,659.98 | -3.4% | +0.6% |
| S&P 500 | 1404.19 | 1342.54 | 1354.95 | -3.5% | +0.9% |



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DEAL OF THE WEEK

• **KMIT-FM/Mitchell and KGGK-FM/Wessington Springs, SD \$4.05 million**

2001 DEALS TO DATE

Dollars to Date: \$269,383,100

(Last Year: \$361,932,528)

Dollars This Week: \$12,606,000

(Last Year: \$244,277,500)

Stations Traded This Year: 63

(Last Year: 116)

Stations Traded This Week: 21

(Last Year: 46)

TRANSACTIONS AT A GLANCE

All transaction information provided by BIA's MEDIA Access Pro, Chantilly, VA.

- KMET-AM/Banning, CA \$1.75 million
- WXGJ-FM/Apalachicola, FL \$275,000
- WBRO-FM/Marengo, IN \$1,000
- WXLN-AM/New Albany (Louisville), IN \$600,000
- KIND-AM & FM/Independence, KS \$120,000
- WHAI-AM & FM/Greenfield, MA \$2.2 million
- WALQ-AM/Wilson, NC \$100,000
- WVRT-FM/Jersey Shore (Williamsport), PA \$1.5 million
- WKMG-AM/Newberry, SC \$10,000
- KTKO-FM/Beeville, TX \$325,000
- WCFR-FM/Springfield and WMXR-FM/Woodstock, VT \$2 million
- WHRP-AM/Clairemont, VA \$950,000
- KENE-AM/Toppenish (Yakima), WA \$300,000
- WMJT-AM/Moundsville, WV \$90,000
- WRRL-AM/Rainelle, WV \$60,000
- WVVW-AM/St. Marys, WV \$25,000

Saga Signs Deal For South Dakota Duo

☐ **Captures Mitchell Broadcasting duo for \$4.05 million; gets MA combo for \$2.2 million**

Deal Of The Week

South Dakota

KMIT-FM/Mitchell and KGGK-FM/Wessington Springs (Mitchell)

PRICE: \$4.05 million
BUYER: Saga Communications Inc., headed by President/CEO Ed Christian. Phone: 313-886-7070. It owns 53 other stations. This represents its entry into the market.

SELLER: Mitchell Broadcasting Ltd., headed by President Gordon Thomsen. Phone: 605-996-9667
FREQUENCY: 105.9 MHz; 98.3 MHz
POWER: 100kw at 449 feet; 100kw at 899 feet
FORMAT: Country; Oldies
BROKER: Terry Greenwood of Patrick Communications

California

KMET-AM/Banning

PRICE: \$1.75 million
TERMS: Stock transfer with no cash involved. World Shopping Network will give Delphi 7.4 million shares of stock and assume its existing liabilities at closing.

BUYER: World Shopping Network. Phone: 714-427-0763. It owns no other stations.
SELLER: Delphi Communications Inc., headed by President Robin Marc Bivona. Phone: 949-261-6117
FREQUENCY: 1490 kHz
POWER: 1kw
FORMAT: Country

Florida

WXGJ-FM/Apalachicola

PRICE: \$275,000
TERMS: Asset sale for cash
BUYER: Staton Broadcasting, headed by President/Director Cecil Staton Jr. Phone: 478-301-2117. It owns no other stations.
SELLER: John Wiggins. Phone: 850-653-3648
FREQUENCY: 105.5 MHz
POWER: 50kw at 328 feet
FORMAT: Country

Indiana

WBRO-FM/Marengo

PRICE: \$1,000

TERMS: Asset sale for cash
BUYER: Crawford County Community Radio, headed by President Herbert Smith. No phone listed. It owns no other stations.
SELLER: Good Shepherd Radio Inc. No phone listed.
FREQUENCY: 89.9 MHz
POWER: 1kw
FORMAT: N/A
COMMENT: This facility is currently represented as a construction permit.

WXLN-AM/New Albany (Louisville)

PRICE: \$600,000
TERMS: Asset sale for cash
BUYER: Mortenson Broadcasting, headed by President Jack Mortenson. Phone: 859-245-1000. It owns 19 other stations, including WLLV-AM & WLOU-AM/Louisville.
SELLER: Cross Country Communications, headed by President George Zarris. Phone: 812-941-1570
FREQUENCY: 1570 kHz
POWER: 2kw day/233 watts night
FORMAT: Religious

Kansas

KIND-AM & FM/Independence

PRICE: \$120,000
TERMS: Asset sale for cash
BUYER: CBI Holdings Inc., headed by GM Patti McCormick. Phone: 316-331-3000. It owns no other stations.
SELLER: Central Broadcasting Inc. Phone: 316-331-3000
FREQUENCY: 1010 kHz; 102.9 MHz
POWER: 250 watts day/32 watts night; 25kw at 272 feet
FORMAT: Dark; Full Service

Massachusetts

WHA1-AM & FM/Greenfield

PRICE: \$2.2 million
TERMS: Asset sale for cash
BUYER: Saga Communications, headed by President/CEO Ed Christian. Phone: 313-886-7070. It owns 53 other stations. This represents its entry into the market.
SELLER: Haigis Broadcasting Corp., headed by President & Treasurer Ann Banash. Phone: 413-774-4301

FREQUENCY: 1240 kHz; 98.3 MHz
POWER: 1kw; 2kw at 404 feet
FORMAT: AC; Hot AC
COMMENT: This deal was originally reported with an undisclosed price on Jan. 26, 2001.

North Carolina

WALQ-AM/Wilson

PRICE: \$100,000
TERMS: Asset sale for cash
BUYER: Kingdon Expansion Corp., headed by CEO/Director M.K. Smith. Phone: 252-237-6772. It owns no other stations.
SELLER: The Taylor Group Inc., headed by President/Director James Taylor. Phone: 919-632-2400
FREQUENCY: 1420 kHz
POWER: 1kw day/500 watts night
FORMAT: Sports

Pennsylvania

WVRT-FM/Jersey Shore (Williamsport)

PRICE: \$1.5 million
TERMS: Asset sale for cash. A five-year noncomplete agreement will be enforced at closing.
BUYER: Clear Channel Communications, headed by Radio CEO Randy Michaels. Phone: 606-655-2267. It owns 1,165 other stations, including WRAC-AM, WRKK-AM, WBYL-FM & WKSB-FM/Williamsport.
SELLER: DHRB Inc., headed by President Sabatine Cupelli. Phone: 570-323-7118
FREQUENCY: 97.7 MHz
POWER: 6kw at 295 feet
FORMAT: CHR

South Carolina

WKMG-AM/Newberry

PRICE: \$10,000
TERMS: Asset sale for cash
BUYER: Cornell Blakely. Phone: 803-405-0111. He owns no other stations.
SELLER: Durst Broadcasting Co., headed by President William Durst. No phone listed.
FREQUENCY: 1520 kHz
POWER: 1kw
FORMAT: Urban

Texas

KTKO-FM/Beeville

PRICE: \$325,000
TERMS: Asset sale for cash
BUYER: Hooten Broadcasting Inc., headed by President Bill Hooten. No phone listed. It owns one other station. This represents its entry into the market.
SELLER: Lovelace Associates, headed by Partner Alma Moreno. Phone: 361-358-1490
FREQUENCY: 105.7 MHz
POWER: 25kw at 328 feet
FORMAT: Tejano

Vermont

WCFR-FM/Springfield and WMXR-FM/Woodstock

PRICE: \$2 million
TERMS: Asset sale for cash
BUYER: Clear Channel Communications, headed by Radio CEO Randy Michaels. Phone: 606-655-2267. It owns 1,165 other stations. This represents its entry into the market.
SELLER: ConnRiver Broadcasting, headed by President Dick Sharpe. No phone listed.
FREQUENCY: 93.5 MHz; 93.9 MHz
POWER: 3kw at 259 feet; 670 watts at 682 feet
FORMAT: Country; Country
BROKER: Biernacki Brokerage

Virginia

WHRP-AM/Clairemont

PRICE: \$950,000
TERMS: Asset sale for cash
BUYER: Chesapeake-Portsmouth Broadcasting Corp., headed by President Nancy Epperson. Phone: 757-488-1010. It owns five other stations, including WHKT-AM, WPMH-AM & WTJZ-AM/Portsmouth, VA.
SELLER: 4M Communications Inc., headed by Exec. VP Michael Mazursky. Phone: 804-643-0990
FREQUENCY: 670 kHz

POWER: 20kw day/220 watts night
FORMAT: News

Washington

KENE-AM/Toppenish (Yakima)

TERMS: Asset sale for cash
PRICE: \$300,000
BUYER: Confederated Tribes and Bands of the Yakama, headed by Sr. Chairman Lonnie Selam. Phone: 509-865-5121. It owns no other stations.
SELLER: Good News & Music Broadcasting Co., headed by President Rick Knapp. Phone: 509-865-5363
FREQUENCY: 1490 kHz
POWER: 1kw
FORMAT: Misc.

West Virginia

WMJT-AM/Moundsville

PRICE: \$90,000
TERMS: Asset sale for cash
BUYER: Valley Radio, headed by Managing Member Richard Mansueto. Phone: 304-233-9859. It owns no other stations.
SELLER: Praise Family Worship, headed by GM Tom Schlosser. Phone: 304-843-1210
FREQUENCY: 1370 kHz
POWER: 5kw
FORMAT: Talk

WRRL-AM/Rainelle

PRICE: \$60,000
TERMS: Asset sale for cash
BUYER: Faith Mountain Communications, headed by President/Director Allen Whitt. No phone listed. It owns no other stations.
SELLER: Faith Broadcasting Corp., headed by President Tommy Holbrook. Phone: 304-647-3606
FREQUENCY: 1130 kHz
POWER: 1kw
FORMAT: Gospel

Continued on Page 8

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Powell Starts Transition, Names FCC Chief Of Staff

Newly named FCC Chairman Michael Powell announced Jan. 25 that former commission staffer Marsha MacBride is returning to take over as the new FCC Chief of Staff. MacBride is a former commission Legal Advisor and spent 10 years at the FCC before leaving to become a VP at Disney's Washington, DC office. While with the commission MacBride also served as Exec. Director of its Y2K task force.

Commissioner Susan Ness released a statement in support of the selection, saying, "[MacBride's] knowledge of the agency, her wisdom, her engaging personality, her ability to work well with others to resolve a difficult issue ... and her Douglass College [Ness' alma mater] undergraduate degree ... will enable her to succeed." At the same time Powell announced that his personal staff will remain with him as he moves into the chairman's office.

Praise for Chairman Powell continued to stream in last week, as former FCC Commissioner Andrew Barrett, who describes Powell as a friend, insisted that Powell's success has nothing to do with his famous father, Secretary of State Colin Powell.

"He has never been in his father's shadow," Barrett told R&R. "He has always been an independent person and an independent thinker. He just happens to be Colin Powell's son. Had he been anybody else's son, he would still have been successful."

Barrett, who was appointed to the FCC by then-President George Bush and who was the first Republican African-American to serve on the commission, said that with Powell's new position comes a different level of

"He has terrific credentials and a proven track record."

Richard Zaragoza

responsibility. "The biggest challenge is that you're not just a voting person; you have to set an agenda," he pointed out.

Telecommunications attorney Richard Zaragoza, a partner in the DC office of law firm Shaw Pittman, told R&R that Powell should have an easy transition into the chairmanship, saying, "He has terrific credentials and a proven track record." Zaragoza also said that Powell doesn't want the FCC to stand in the way of innovation: "He is duly sensitive to refining the bars and impediments that would slow innovation and the rollout of new services. He recognizes the goal of the federal government is not to get in the way of innovation."

The next open FCC meeting, Powell's first as Chairman, will be held Feb. 22.

—Joe Howard

Transactions

Continued from Page 6

WVWV-AM/St. Marys

PRICE: \$25,000

TERMS: Asset sale for cash

BUYER: JAWCO Inc., headed by President John Wharf. Phone: 740-373-1490. It owns two other stations,

including WMOA-AM & WJAW-FM/Parkersburg-Marietta, WV-OH.

SELLER: Seven Ranges Radio, headed by President Robert Eddy. Phone: 304-684-3400

FREQUENCY: 630 kHz

POWER: 1kw day/37 watts night

FORMAT: Gospel

Minority

Continued from Page 4

The report found that 175 minority broadcasters own 426 stations, or about 4% of the nation's 10,557 commercial AM and FM stations. Minority owners held 305 radio stations in 1998, or 2.9% of the commercial stations available at that time. Adding in television stations, 187 minority broadcasters owned 449 of the 11,865 full-power radio and TV stations in the country in 2000, representing 3.8% of the total.

NAB President/CEO Eddie Fritts said in regard to the report, "The NAB is pleased that minority ownership in

broadcasting has increased slightly, but there is much room for improvement. That is why the NAB has launched several initiatives to increase management and ownership opportunities for minorities in radio and television. The NAB also strongly endorses passage of legislation that would reinstate the minority tax certificate program, which proved extremely effective in attracting more minorities into the broadcasting ownership ranks."

The study was conducted by the National Telecommunications Information Administration, which operates under the Commerce Department.

Emmis

Continued from Page 4

the stations had caught wind that a sale was in the works and had begun quizzing management, Radio One CFO Scott Royster told R&R.

The transaction calls for Radio One to receive WTLC-FM's call letters, trademarks, service marks, symbols and logos, as well as contracts

related to the operation of the station, and to retain most of the station's employees. Radio One will move the operation to its 106.7 FM frequency, while Emmis continues to own and operate 105.7 FM. Emmis said it is considering format choices for that frequency. An LMA will allow Radio One to take control of the stations in mid-February.

Bloomberg

BUSINESS BRIEFS

Continued from Page 4

FCC Actions

After being fined \$3,000 for various violations, WJTF-FM/Panama City argued that FCC inspectors had erred in one of the tests they conducted. The station said a later inspection was conducted correctly, but the violation for the first test was listed in the fine. The FCC agreed that WJTF should not have been punished in that instance but let the fine stand at \$3,000.

• The FCC has red-flagged NextMedia's sale of WJET-FM/Erie, PA to Regent Communications over ownership-concentration concerns. Regent already owns three stations in the Erie market: Adult Standards WRIE-AM, AC WXXC-FM and Country WXTA-FM. The commission also wants to spend more time reviewing the sale of WLUJ-FM/Petersburg, IL by LUJ Inc. to Long-Nine Inc. WLUJ serves the Springfield, IL market.

American Tower Prices Offering; Clear Channel Sells Shares

American Tower Co. has agreed to sell a \$1 billion principal amount of its 9 3/8% senior notes due in 2009 through an institutional private placement. American Tower announced on Jan. 17 (R&R 1/26) that it was seeking to raise approximately \$350 million in the offering, which was expected to close this week. American Tower intends to use the net proceeds from the offering to finance the construction of towers and to fund acquisitions.

In other news, according to an SEC Form 144 filing, Clear Channel filed to sell about 4.5 million class A common shares of American Tower, valued at about \$162 million and representing about half of Clear Channel's stake in the company. The shares were sold in mid-January through broker Credit Suisse First Boston. According to Clear Channel's Randy Palmer, some or all of the shares were to be sold through a prepaid forward sale, in which the price would be set in advance and the shares delivered later. Clear Channel paid about \$23 million for more than 9 million shares of American Tower in a June 1997 private offering.

Anderson-Cumulus LMA Will End Feb. 1

Anderson Broadcasting said it will end its local marketing agreement with Cumulus Media as of Feb. 1. Cumulus has operated KBMR, KXMR & KSSS-FM/Bismark, ND under an LMA for two years and had agreed to buy the stations from Anderson. But in December 2000 Anderson dismissed the sale application after the FCC set it aside for a hearing that would have delayed completion of the deal. Anderson President Dennis Anderson told R&R, "We're still working things out in terms of settling" with Cumulus, because, he said, improvements have been made to the building into which Cumulus had planned to move some of its stations after the purchase. Anderson said, "Who's responsible for those costs is still being negotiated." Anderson is considering other offers for the stations.

Ackerley Outdoor Splits AK Media/NW

Ackerley Outdoor announced Monday that its Pacific Northwest division, AK Media/NW, has split into two separate, full-service operations: Seattle-based AK Media Washington and Portland-based AK Media Oregon. Linsey Shields has been named GM of AK Media Oregon, which will move into a new facility in the fall. Frank Podany, who was President of AK Media/NW, will serve as President of AK Media Washington and AK MediaPrint, the company's large-format printing facility.

Meanwhile, a group lead by investor Mario Gabelli has raised its stake in the Ackerley Group to 19.64%. In a filing made with the SEC, the Gabelli group said it holds 4.7 million common shares of the company, having sold 88,200 shares and bought 379,250 between Jan. 8 and Jan. 22 at prices varying from \$11 to \$14.50 a share. On Jan. 11 the group reported that it had increased its Ackerley stake from 17.25% to 18.48%.

Pacific Exchange Adds Sirius; XM, Panasonic Make Deal

Sirius Satellite Radio options opened Tuesday on the Pacific Exchange. The stock trades on the March expiration cycle, and position and exercise limits have been set at 22,500 contracts.

Meanwhile, XM Satellite Radio has inked a deal with Panasonic under which the electronics firm will design, develop and produce XM-capable car receivers. The deal is similar to one Panasonic signed with Sirius last year.

Tribune Broadcast Segment Posts Q4 Gains

Operating revenues for Tribune Co.'s broadcasting and entertainment division, which includes the company's four radio stations, rose 6%, to a Q4 record \$371 million. EBITDA grew 9%, to \$152 million, while operating profit was up 9%, to a record \$123 million. For the full year the division's revenues increased 13%, to \$1.5 billion, and profit rose 19%, to \$449 million. Q4 earnings per share for Tribune dropped from 44 cents to 36 cents but beat First Call analysts' estimates of 34 cents. Full-year 2000 earnings per share fell from \$1.41 to \$1.30, beating estimates by 2 cents. Tribune says its acquisition of Times Mirror diluted its per-share earnings by 8 cents in Q4 and by 27 cents for the full year.

Ceridian Meets Q4, Full-Year Expectations

Ceridian Corp. said its Q4 profits fell from \$33.2 million to \$16.6 million, and 2000 net earnings dropped from \$145.3 million to \$100.2 million. The numbers included Arbitron as a discontinued operation, which resulted in a net after-tax charge of \$29.7 million. Ceridian said that, without the one-time charge and the unusual items related to the Arbitron spinoff, the company matched analysts' earnings-per-share estimates of 32 cents in Q4 and \$101 in 2000. Ceridian also reiterated its earlier expectations for 2001 operating expenses of 65 cents to 70 cents per share. The company, which said it was delayed by "timing issues" in its efforts to finish the Arbitron spinoff last year, said it expects to work through the remaining conditions of the spinoff in the next few weeks.

Harris Fiscal Q2 Revenue Up 17%

Harris Corp. released its fiscal Q2 revenue results last week. Sales at the company climbed 17%, from \$417.4 million to \$486.9 million, and earnings per share rose from 26 cents to 30 cents, a 15% gain. First Call analysts had estimated a gain of 29 cents per share.

Interop Opens Kansas City Office

Interop has opened a new office in Kansas City. The company already has Midwestern offices in Chicago and St. Louis. Daniel Sanders and Michelle Davis Sanders have joined the company to run the new office as Regional Market Directors. Daniel Sanders joins Interop from KMCI-TV/Kansas City, where he has served as a Sr. AE since 1996. Michelle Sanders comes to Interop from croestown KSMO-TV/Kansas City, where she has been a Sr. AE since 1998.

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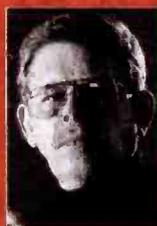
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THURSDAY, MARCH 8, 2001

- 12:00 Noon** **REGISTRATION OPENS**
- 3:00-5:00pm** **ANNUAL TALK RADIO ROUNDTABLE**
A panel of the industry's most successful and influential radio executives take part in our annual look at the state of the format.
- 6:00-8:00pm** **OPENING TALKTAIL RECEPTION**

FRIDAY, MARCH 9, 2001

- 8:30-9:00am** **CONTINENTAL BREAKFAST**
- 9:00-10:15am** **GENERAL SESSION**
- 10:30-11:45am** **CONCURRENT SESSIONS**
- Selling Controversy: Don't Take No For An Answer**
How to succeed when controversial content and talent make advertisers nervous.
- Don't Kill Your Hot Talk With Cold News**
Can your news be both contemporary and credible? This panel says yes, and they'll show you how.
- Noon-1:30pm** **LUNCHEON**
Featured Speaker: WOR Radio Network's **JOAN RIVERS**
- 1:45-3:00pm** **CONCURRENT SESSIONS**
- Dueling Business Models: A Reality Check On How The Internet Shapes Your Business Strategy**
Get behind the fluff to determine which Internet business model makes the most sense for your station.
- Film At 11: When Your Station Becomes The Story**
Learn from those who have been there how to be prepared when reporters from other media invade your station.
- 3:15-4:30pm** **CONCURRENT SESSIONS**
- Generation Jones: Are They Talk Radio's Future?**
A conversation with pop-culture expert and author Jonathan Pontell about the untapped potential of 35-44-year-olds in America.
- The Production Pro's Workshop**
Hear from some of the country's best how great production enhances your station's sound and image with listeners.

Friday Continued

- 5:00-6:00pm** **TALK RADIO HAPPY HOUR**
- 9:00-11:00pm** **TALK RADIO CIGAR SMOKER**

SATURDAY, MARCH 10, 2001

- 8:30-9:00am** **CONTINENTAL BREAKFAST**
- GENERAL SESSIONS**
- 9:00-10:00am** **The Real Secrets Behind Successful Talk Stations**
An insider's peek behind the Arbitron numbers of some of America's most successful News/Talk stations.
- 10:15-10:45am** **Premiere Radio Network's ART BELL goes live one-on-one with MATT DRUDGE.**
- 10:45-11:30am** **Keynote Speaker: Clear Channel Communications Chairman/CEO, Radio RANDY MICHAELS**
- 11:45am-12:45pm** **From Here To Hell And Back**
Hitting bottom didn't stop any of these nationally syndicated talkers from reaching the top. An all-star panel of hosts gather for this one-time super-session.
- 1:00-2:30pm** **R&R'S ANNUAL NEWS/TALK INDUSTRY ACHIEVEMENT AWARDS LUNCHEON**
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- Infinity's Maureen Lesourd in the GM Spotlight, Page 14
- Steve Berger's thoughts on the radio industry, Page 16
- Test yourself on NTR terms, Page 18

MMS

management marketing sales

"A hunch is creativity trying to tell you something."
—Frank Capra

SALES & MARKETING

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■ Motivating yourself to sell NTR programs

By Pam Baker

Sales & Marketing Editor
pambaker@online.com



PAM
BAKER

NTR. You hear about it everywhere these days. What does it really stand for? The Radio Advertising Bureau's definition is clear and simple: Nontraditional revenue doesn't come from a transactional client, such as a local retail account or an advertising agency, and it can revolve around elements other than radio.

I've found by talking with AEs from around the country that one of the main reasons they get frustrated with NTR projects is

that the projects don't happen quickly enough. After all, AEs live by commissions, and they have budgets to reach each month. NTR projects don't materialize after one meeting. In fact, the entire NTR process can take anywhere from a month to over a year.

So why bother? "There are lots of companies out there that would love to take advantage of the great promotional opportunities radio stations have available," says Revenue Development Systems President Kathryn Biddy Maguire. "They just don't see a need for commercials. So who says we have to make our money only on spots?"

Who are these companies Maguire is talking about? And if they don't want commercials, what do they want?

SELLING IDEAS

Many companies have substantial budgets for cause marketing programs. Cause marketing links a company's sales campaign directly to a nonprofit organization. It usually includes an offer by the sponsor to make a donation to the cause with the purchase of a product or service.

Event marketing, or sponsorship, is a promotional strategy that links a company to an event. For example, if Red Bull sponsored a station concert or sports-related event, it might, as part of its sponsorship, have exclusive beverage-sampling rights for its energy drink.

Co-op advertising is an arrangement between a local retailer and a manufacturer in which the retailer runs ads for the manufacturer's product. Then — and this is the great part about co-op ads — the manufacturer pays part or all of the cost of the advertising.

There are lots of options with NTR projects, but where can you find the opportunities? Maguire offers these prospecting pointers:

1. Think about the events your station has to offer. Who would sponsor those events if they weren't connected with your radio station? Think of your events and promotions as items on your menu of things to sell. When you separate the event from the commercials, many new prospects will come to mind.

2. Manufacturers are great prospects for NTR promotions because their interest is generally not in the number of commercials you can deliver, but in sales promotions they can use to sell more product. Vendors buy ideas, not spots.

3. Sometimes your best prospects are businesses that have no use for local radio. Such business-to-business companies as banks, insurance companies and commercial real estate offices may be interested in

promotional opportunities that offer ways for executives to entertain clients — for example, concert tickets, golf tournaments or fireworks demonstrations.

DO YOUR HOMEWORK

There are potential NTR partners all around you, and I'll give you an example. This past holiday season I noticed that HoMedics products were everywhere — at Macy's, Target, Rite Aid, you name it. In fact, I bought a HoMedics back massager for one of my friends.

The first thing I needed to do was my homework. Who owns HoMedics? Where is its corporate office? Does it use an agency or purchase advertising in-house? Will it be launching any new products in 2001?

By surfing the web and making a few phone calls, here's what I found out: The HoMedics slogan is "The beauty of living well." Founded in 1987, HoMedics

established its reputation as a leading manufacturer of back and body massagers. The company then went on to build its personal health care and wellness product category, expanding its offerings to include hot and cold compression wraps, foot baths, dental products, sensory-relaxation systems, magnetic-therapy products and a wide range of other personal-care products. HoMedics products are available nationwide at major department, mass-market, discount, drug and specialty stores. The company also distributes product through retailers in more than 60 other countries.

Privately held HoMedics is headquartered in Commerce Township, MI. Its national advertising is handled by Minneapolis-based Campbell Mithum, but co-op dollars are handled in-house. In 2000 it advertised on radio to promote its new magnetic-therapy line, endorsed by celebrity spokesperson Jimmy Connors. This year its focus is on the development and promotion of its ParaSpa Paraffin Bath products, the Bubble Spa Massaging Bubble Mat and Enviroscape Relaxation Fountains. HoMedics is very open to nontraditional ideas.

I am now prepared to meet with HoMedics to see how I can help the company accomplish its sales goals for 2001.

HOW DID WE FUNCTION WITHOUT THE 'NET?

When someone asks, "What's your most valuable sales tool?" your answer should be "The Internet." If it isn't already, the World Wide Web should become your favorite prospecting tool. Here are some simple, but often forgotten, research ideas.

It may sound obvious, but always check out a prospective client by visiting its website. Then conduct a web search. My favorite search engines are Google (www.google.com) and Dogpile (www.dogpile.com).

Another valuable tool is a subscrip-

tion to Hoover's Online, where you can get access to company profiles, including categories and brands, in-depth financials, full lists of officers, lists of competitors and other information. The information is not free, but it can be invaluable.

Here's a breakdown of subscription rates for Hoover's: For one to 10 online users, the subscription cost is \$1,750 per year, and a station with 25 users would pay \$3,250 a year. But the cost goes down considerably when a station group can make a deal for 100 users or more: In that case the subscription cost would be \$8,000 per year — only \$80 per person. For more information on Hoover's Online, call 888-310-6087, or visit its site at www.hoovers.com.

If you're an RAB member, take advantage of its priceless resources. The RAB has many outstanding features available online, including nontraditional revenue case studies, manufacturers' corporate contact information, an updated co-op database, a list of available 100% co-op plans and their expiration dates, industry profiles, research materials and articles. The RAB has countless services that are designed to help you with the sales process. Check it out!

GOT YOUR NTR SHADES ON?

By Bill Barr

Everyone has a favorite song. You know the one. You might be driving to work, and you hear the song on the radio. Seconds later the radio is blaring, and you're

singing away. For me that song is "The Future's So Bright, I Gotta Wear Shades." This Timbuk 3 song helps me realize that life is full of opportunities, and it is up to me to make my future bright.

This attitude can also work for NTR. We have all heard the rumblings that 2001 will see a slowing in advertising spending. The good news for radio is that consumer-promotion spending and sponsorship expenditures are not expected to take as big a hit as regular ad spending. That means that radio can still generate revenue from NTR.

When you try to seize any opportunity, how you approach it makes all the difference. Here are a few things to keep in mind while pursuing NTR.

Be a planner. NTR selling takes time. We need to understand that retailers and manufacturers do not always share radio's timeline. In our industry we pride ourselves on being very responsive. We can turn a spot faster than any other medium. However, when it comes to NTR, we need to start to sell two to three months out. NTR campaigns take time to implement and execute. For traditional radio sellers, this is hard to understand.

Be creative. The foundation of an NTR campaign is some kind of promotion. Without a strong foundation, it is difficult to build a solid NTR program. To help sell an idea to a retailer or manufacturer, radio needs to be even more creative than it already is. Retailers and manufacturers want fun ideas to drive consumer traffic to their stores and products. Present creative ideas that answer their marketing needs, and you will make it hard for prospects to say no.

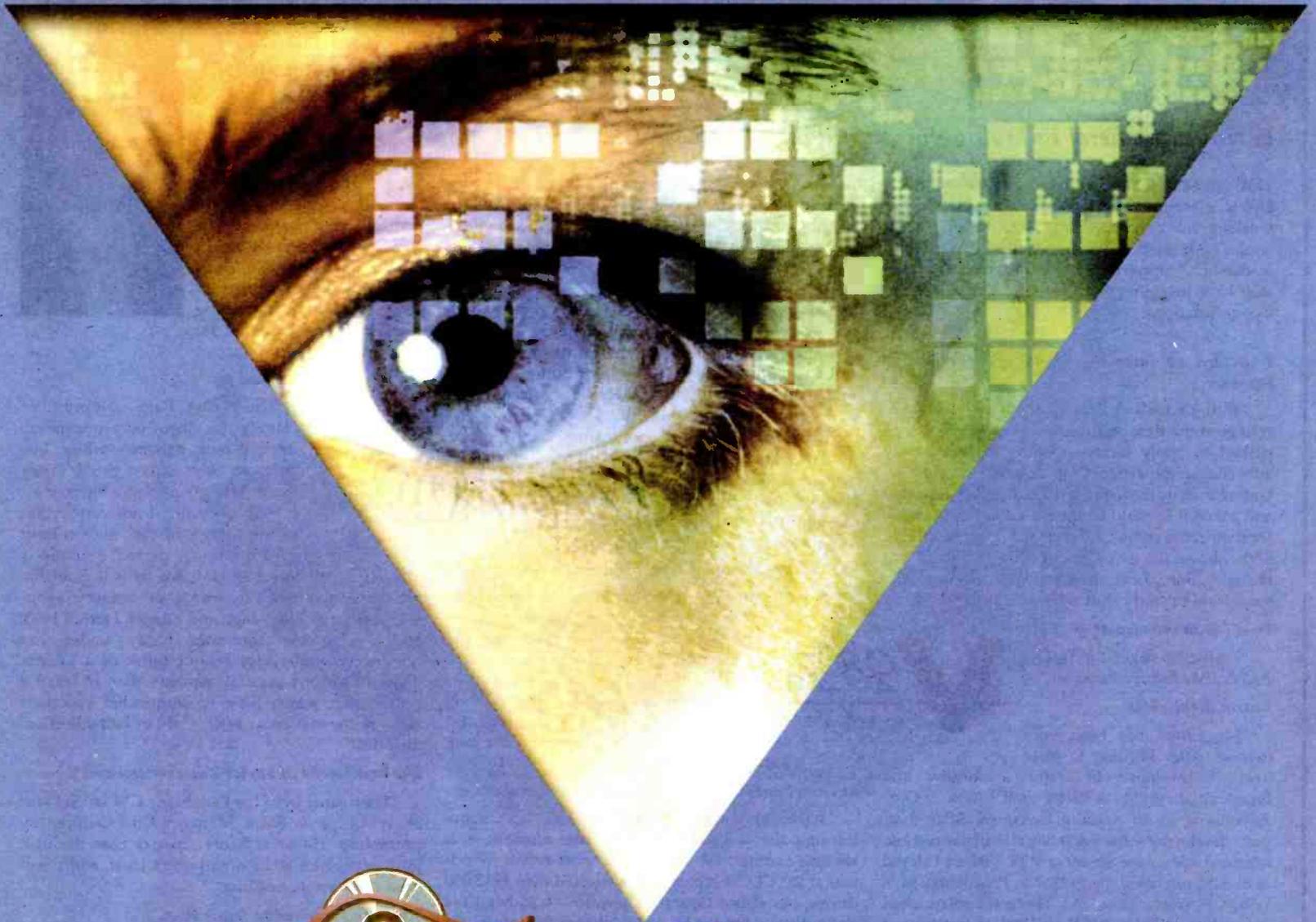
Be positive. This is the most important attribute for NTR selling. When you start to sell a campaign weeks or months before it happens, you can hit many bumps in the road. How you react to those bumps could determine the success of the campaign. Plan to deal with several decisionmakers, plan to face minor challenges, and plan to have things not go as planned. If you are prepared for these things to happen, it's no surprise if they occur. More importantly, you can celebrate if nothing goes wrong. Just remember, if you keep a positive attitude, the campaign will be easier on you, and you will win your clients over with your bright approach.

As the song says — and the Radio Advertising Bureau believes — "Things are going great! And they're only getting better" for NTR. We help thousands of radio sales reps every year increase their billing from nontraditional sources. If you plan your approach, your future can also be bright. It is all up to you. Are you ready to put on your NTR shades?



BILL
BARR

Bill Barr, CRMC, is VP/Co-Op & NTR Services for the Radio Advertising Bureau. He can be reached at 972-753-6786 or bbarr@rab.com.



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R&R **GM**
spotlight**MAUREEN LESOURD**
VP/GM of WVMV-FM (Smooth Jazz 98.7)
and WYCD-FM (Country 99.5)/Detroit (Infinity)**■ No traffic here! Enjoying the green light to success**

This week's GM Spotlight honors Infinity/Detroit's Maureen Lesourd. "It's been refreshing working for a female GM," e-mails one R&R reader. Another co-worker writes, "Maureen's leadership, support and encouragement to the staff have brought great results to Country 99.5." Congratulations!

I decided to enter the world of broadcasting because:

"Well, I actually fell into it accidentally. I was in college at the time and needed a full-time job, so I rushed to apply for an opening in the display advertising department at Asbury Park Press. Unfortunately, the job was filled, but they liked me and asked if I would be interested in doing traffic for their radio station. Of course, I imagined flying high above the streets reporting gridlock and thought, 'Sure, I can do that!' Well, it wasn't the same kind of traffic, but the rest is history."

First job in broadcasting:

"Traffic Manager for WJLK-AM & FM/Asbury Park, NJ."

Career highlights:

"My career has been very diverse. After heading to New York, I continued in traffic, continuity and broadcast standards at WHN until I went to Grey Advertising as an Account Executive. After three years developing some marketing skills, I jumped into sales and sales management at WPLJ, where I stayed until ABC promoted me in 1987 to President/GM of WRQX in Washington, DC. There we relaunched the station as 'Mix 107.3' in 1990 after taking it through a format change from Top 40 to Hot AC.



"I enjoyed six great years there before moving back to New York as VP/GM of Tribune's NAC/Smooth Jazz WQCD. We had a great team at CD 101.9 and quickly developed it into a dominant player in New York.

"In 1995 I accepted the challenge to manage affiliate relations for ABC Television. The network business was in the midst of much change then. FOX was aggressively becoming the fourth network, so the order of the day was to save distribution and secure and improve the affiliate base. Those were wild and exciting times and an incredible learning experience for me.

"Then, in late 1996, I headed west to manage KABC, KMPC & KLOS/Los Angeles. In 1999 I joined Infinity to manage WYCD, and I picked up responsibilities for WVMV this year."

The most challenging aspect of being a GM:

"Staying ahead of the curve. One of the exciting things about this industry is its constant change. With that comes the demand to be confident enough to take a risk and smart enough to know that there is something new to learn. And, each day, to encourage, lead and give credit to the people who help you make the station a success."

My most unforgettable moment at a radio station:

"Wow, this is a tough one. There have been many through the years. Rather than one moment outshining another, I'll go with the most recent, which was at WYCD. This past year we raised over \$952,000 during our debut Country Cares for St. Jude's Kids Radiothon to benefit St. Jude's Research Hospital. It was a record amount for any station in its first year

supporting the event. What made it so particularly rewarding for me were the passion and teamwork of the Young Country staff and the heart and generosity of our listeners. Everything worked, and it made for great radio."

I'm most proud of:

"This is easy! I am most proud of my family for their encouragement, support and patience while I've pursued my career goals. They have certainly played a big role.

"Professionally, I am very proud of the success of each station built under my leadership. A perfect example is Mix 107.3. While I was GM, we built it from the ground up and took it from a low performer to a top-five performer in revenue and ratings. I left in 1993, and its success continues today under Jim Robinson's leadership. I can't think of a greater pleasure for any general manager than to leave a station and watch their recommended successor manage the station as well — if not better — than they did."

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

"They came from Joe Parish, my GM when I was at WPLJ as a Sales Manager, just before my promotion. He said, 'Work smarter than the next guy, never hire anyone you don't trust, and never miss a corporate deadline.'"

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

"I was a second-grade teacher."



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

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PERSPECTIVE

THE THOUGHT PIECE

By Steve Berger

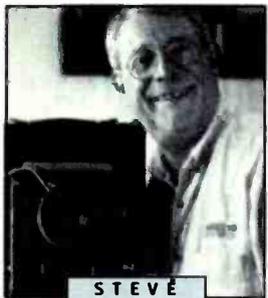
It's important that you know that I have not turned my back on a business that I enjoyed for almost 40 years and that provided me and my family with a more-than-ample lifestyle. Simply put, there is nothing on the radio that interests me. Hence, I have not listened to the radio since August of 1998.

Ms. Ellen and I were driving to New York from Columbus, OH, and I wanted to hear Bill Clinton's apology to the American people. I heard it that night on WCBS-AM/New York. That was the last time I turned on the radio. I hear the radio in stores, and I still receive R&R and *Inside Radio*. However, the publications only keep me informed as to the fortunes of the few folks I still know in the business.

The folks from the business who speak to me from time to time on the phone say that the business isn't what it once was. Well, after 40 years, I've heard that several times before, and I think I'll hear it a few more times before the ultimate sign-off.

Audio entertainment is an art form, much like painting and photography. In the 1930s, when photography was trying to get into the museums, the painters cried foul, saying it wasn't an art form. That schism continues today, but to a much lesser extent. Now it is the traditional photographers who are saying that digital photography is not art. I think any expression of the human soul is art, and there are some who express it better than others, and they are the artists.

As a critic of the art of radio — which I think is what I really did all of those years — I happen to think that today's product is pretty bland because, like the space shuttle, it is produced, with some notable exceptions, by the lowest bidder. This is not a long-term problem. The public will not be fooled and will find their entertainment elsewhere. (Only you know how



STEVE BERGER

far down the sets-in-use figures are.) The Internet already provides several music sources, and the electronics industry is working feverishly to produce inexpensive audio gatherers and players for the consumer. Once the coming retail downturn is finished with radio, only the truly entertaining stations will be able to attract audiences large enough make any real profits.

I'm sure there will be new formats and new ways of presenting an 80-year-old product, but the thing I want to talk to you about is tradition. What radio and other media have failed to do is preserve traditions or create new ones. Here's how I think I know this.

During the Christmas holidays Ms. Ellen was lamenting the fact that we had missed the annual showing of *It's a Wonderful Life*. I explained to her that it was only on once and that it was an old movie, and who but us would care if it was ever on again? (If you think I sound like your parents, who said, "Now, Benny Goodman, there was a real musician," you are correct.) I called my 25-year-old daughter, Clare, who also doubles as my focus group of one. I asked her if she had any interest in seeing Jimmy Stewart watch some version of his life unfold, and she confessed that she had never seen the movie.

Blasphemy upon blasphemy! She had never seen *Miracle on 34th Street* or *The Bells of St. Mary's* either. She didn't even know who Chanukah Harry is. I asked her if the reason for this was her extreme hipness, and she said no and added that none of her friends had seen those movies either, nor had any desire to do so.

Quick, what is the last new Christmas carol you remember? "Grandma Got Run Over by a Reindeer"? That's right. All the other Christmas songs, other than the extremely religious ones, are at least 40 years old. They were written for our generation, and when we are gone, so, too, will they.

Thought starter: Now you can see how Al Hamm's "Music of Your Life" format worked when no one thought it would. And you now know why Jim Schulke's format had to die with its listeners.

"Tradition," Tevye, *Fiddler on the Roof* — well, I'm sure there are some new hooks for this generation. I think many of them are video hooks that are pretty crispy by now because they have been played to death by the media, and, due to the ease of digital recording, they get cooked at home by the audience. They're beyond burned out. The inventors of the DVD player are aware of this hook phenomenon, and that's why they provide video hooks from your favorite movies along with your favorite movies. Soon there could be DVDs of only hook scenes.

WMMS/Cleveland had the "Git Down Guy." Every Friday at 5pm this guy readied the listeners for the weekend. It was a Cleveland radio tradition. Several stations have or had (remember, I don't listen anymore) a five o'clock whistle. This was or is a programming element that consisted of a bunch of musical hooks that promoted the fact that the weekend was here, and it was time to get down and on with it.

During the European techno years I used to ask my daughter what she was going to dance to at her 20th high school reunion. She laughed. What is radio going to do to give listeners that warm, nostalgic feeling that brought the listeners back day after day or, in the case of *American Top 40*, every weekend?

On the other hand, maybe the FCC was right when it tore up the ownership rules, and you will cannibalize your 10,000-plus selves until there are only 5,000 left. Would that be all bad? After all, competition and survival of the fittest are the tenets of American business. Or is that only true for dot-coms?

I am told that one of the reasons the FCC changed the ownership rules was because half of the radio stations in this country were losing money. No other industry gets a second chance like this. What are you doing with that chance? Once you've made all of those economies of scale, you are going to have to get larger audiences and sell more spots.

Steve Berger, former President of Nationwide Communications, and his wife, Ellen, currently reside in Jamesport, NY, where Steve is a landscape photographer and Ellen continues her rescue work for cats. Berger can be reached at steveberger@aol.com.

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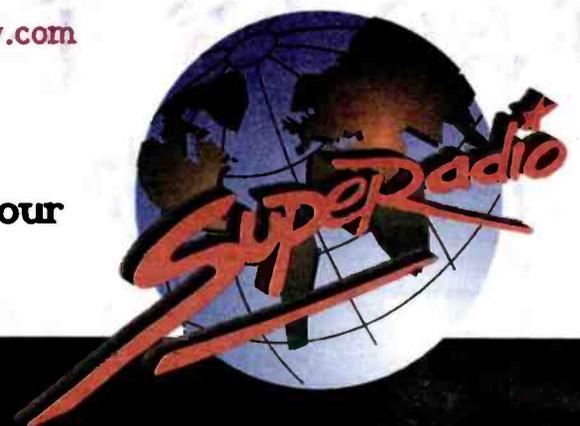
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A GLOSSARY OF MARKETING, MERCHANDISING AND RETAILING TERMS

■ Part One Of A Four-Part Series

The process of selling to nontraditional clients can sometimes feel foreign and complicated, especially if you don't understand the terms used by retailers and manufacturers. Just as radio has its own language, grocery chains, packaged goods manufacturers and wholesalers have their own lingo. With the help of the Radio Advertising Bureau, we've compiled a list of nontraditional revenue terms. Test yourself, and find out how up to date you are on your terminology.

30/30, piggyback or tagged commercials: Commercials used by manufacturers as leverage to get increased sales activity. The first 30 seconds of a 30/30 are used to promote the product, and the second 30 seconds are provided to the retailer.

Account-specific: A product or promotion sold to a single store is account-specific.

Accrual: Co-op money earned by a retailer as a percentage of purchases from a manufacturer.

Accrual period: The period of time, set by the manufacturer, in which a retailer accrues co-op advertising funds on its ad purchases.

Ad view: An Internet ad is viewed when an ad banner is downloaded. The number of times an ad is seen may be higher than the views counted because computers cache documents so they may be viewed many times after a single download. An ad view is the same as an exposure.

Advertising Checking Bureau (ACB): A company used by some manufacturers to audit retail co-op claims.

Advertising Audit Services (AAS): A company used by some manufacturers to audit retail co-op claims.

Affidavit: A statement, signed by a station official, attesting that a schedule was run as invoiced.

All-commodities volume (ACV): A basis for measuring retailer distribution that takes into account the relative importance of an operator. For example, a brand may have distribution in only one store. If that store does 10% of market sales, that brand has 10% ACV distribution.

Allowance: The share of co-op advertising paid by the manufacturer.

Alternative retail formats: Deep discounters, mass merchandisers and warehouse club stores.

Ambush marketing: A promotional strategy whereby a nonsponsor attempts to capitalize on the popularity or prestige of a property by giving the false impression that it is a sponsor. Often employed by the competitors of a property's official sponsors.

Amortization: The splitting of an investment between departments or budgets or taking a single investment and spreading it over a period of time.

Arts marketing: A promotional strategy that links a company with the visual or performing arts, such as sponsorship of a concert series or museum exhibit.

ANA/RAB Tear Sheet: A radio co-op documentation system that combines a commercial script with an affidavit.

Assortment plan: The required depth of stock — in price, color, material, size and classification — to satisfy expected customer demand. Sometimes referred to as a *model stock*.

Audit or survey: The checking of stores in a chain to verify how much product must be shipped to each store

to fulfill distribution requirements.

Automatic reorder: A reorder cycle in which basic merchandise is ordered as stock reaches a predetermined minimum level.

Back card: A point-of-sale card affixed to the back of a dump bin or floor stand and designed to present an advertising message at eye level above the product.

Bait-and-switch: The illegal practice of advertising an unavailable item at an unusually low price to lure customers into a store, where they can then be sold higher-priced items.

Bar code: A pattern of stripes that can be read by a laser and translated into an identification number.

Banner ad: An Internet graphic that shows an advertisement. The sizes and shapes vary; usually banners are about 7 inches by three-quarters of an inch (468 x 60 pixels).

Best food day: The heaviest food-shopping day of the week and the day on which most local retailers place their feature ads in newspapers.

Brand dollar: The budget manufacturers use to promote the value of their brands to consumers.

Brand manager: A person assigned to direct the marketing activities of a given brand within a corporate lineup of products.

Brand name: The proprietary, protected trademark of a manufacturer of consumer goods or services.

Business-to-business sponsorship: Programs intended to influence corporate purchases or awareness.

Buyer: An individual who is responsible for purchasing products from a manufacturer or broker.

Buy-in: When a retailer is required to buy a new product or a certain amount of product to participate in a co-op schedule. Usually paid 100% by the manufacturer.

C-store: A convenience store.

Case allowance: A discount offered by a marketer to a retailer based on the number of cases of a product purchased.

Case cards: Price cards that are used on displays, usually refrigerator or freezer cases.

Case extender: A device used to extend shelf space from a store case or bin into an aisle.

Case commitment: An agreement by a retailer to buy a certain number of cases of a product.

Case deal: A price discount established by a manufacturer based on the volume of cases purchased by a retailer.

Category exclusivity: The right of a sponsor to be the only company within its product or service category associated with a sponsored property.

Category killers: A term used to describe large retail stores dedicated to one category of merchandise. Such retailers may also be called *superstores*.

Cause marketing: A promotional strategy that links a company's sales campaign directly to a nonprofit organization. It generally includes an offer to make a donation to a cause with the purchase of a product or service. Money spent on cause marketing is a business expense, not a donation, and is expected to show a return on investment.

Ceiling hanger: A point-of-purchase display that hangs from the ceiling above a product.

Chain: An operation of 11 or more retail stores under corporate ownership.

Channel marketing: Organizing the marketing functions of a company to put individuals in charge of selling certain classes of trade.

Charge back: The bill that a store issues to vendors to

collect money owed for co-op advertising or merchandise rebates.

Circular: A special advertising supplement that may be inserted in a newspaper, picked up at a store or mailed directly to consumers.

Claims: The processes and forms used by retailers to get reimbursement for advertising expenditures. Sometimes known as *proof of performance*.

Claim period: The period of time after an advertising run and before any deadline date in which claims can be filed, usually 30 to 60 days after the advertising schedule.

Click-through: When an Internet ad banner is clicked on by a viewer to download the advertiser's message or visit its website.

Click-through rate: The percentage obtained by dividing the number of click-throughs on an Internet banner ad by the number of times the banner was viewed.

Coams Inc.: A company used by some manufacturers to audit retail co-op claims.

Coffin: A horizontal display in a frozen-food section.

Commodity: A product that is sometimes sold at less than the price it was purchased for. These are usually sold and promoted with a product that has a high margin. For example, coffee is a commodity item often sold at a loss, but it's sold and promoted with creamer, which has a high margin.

Confirmed advertisements delivered (CAD): Internet advertising traffic, as confirmed by a management tracking or auditing system.

Co-op advertising: An arrangement under which a local retailer runs advertising featuring a manufacturer's product, and the manufacturer pays a portion or all of the costs of the advertising based on previous purchases from the retailer or distributor.

Co-op period: Time period during which retailer purchases accrue co-op funds.

Co-op specialist or director: A radio station staffer who assists manufacturers and retailers in finding available co-op dollars and helps to design co-op programs.

Co-Optimum: A company used by some manufacturers to audit retail co-op claims.

Co-sponsors: Sponsors of the same property.

Cross-promotion: Tying a retailer in with a nonclient retailer or service. For example, a women's razor might be cross-promoted with a clothing store: "Buy a bikini, get a razor for free."

Dealer group: An association of dealers that pool their co-op funds to finance a marketwide campaign.

Dealer-support program: A local advertising program in which a manufacturer selects stations and schedules and, usually, tags the dealers. The manufacturer retains control of the program rather than offering co-op.

Deductions: Incentives given or paid to retailers by manufacturers to motivate retailers to provide better displays or more space, reduce prices, etc.

Delicatessen buying: Sampling many lines of merchandise without providing sufficient depth to satisfy customer demand.

Demo: A demonstration of a manufacturer's product.

Development money: Funds outside a normal co-op budget that are based on proposals from the advertiser for such things as store openings, new products or remote broadcasts.

DFI: Discount from invoice.

Direct response: Nonstore retail, such as when consumers order products and services by mail, phone, fax or computer.

Disclaimer: Copy intended to limit a marketer's liability regarding its promotional claims.

Discretionary funds: All funds — vendor, promotional, special-event or market-development — that a manufacturer may provide to a retailer.

Direct store delivery (DSD): When a marketer delivers directly to stores without using a wholesaler or warehouse.

MAKING YOUR CUSTOMERS FEEL RIGHT

By Dick Kazan

"The customer is always right." How many times have you heard those words and thought they were meaningless? Yet that idea is the underlying premise of successful sales.

Callers to my office are greeted warmly by Kathy or Anne, the receptionists. But these ladies don't work for me, they're employed by an office center, which recently notified me that it was going to charge more for their services. Because I disagreed with the increase, I called the company and spoke with Don, the property manager, who conducted a wonderful sales lesson.

Don didn't avoid my call, he welcomed it — despite anticipating that I'd ask him to reconsider the rate hike. Nor was he defensive. He began by saying, "Dick, I look forward to reading your column every week. I'm really glad you called." He then praised the column — as a gentle reminder that, as a reader, he's my customer and should be treated accordingly. In a friendly way, Don was already making it hard not to agree with him.

Thanking him for his kind words, I said that, as good as the office service is, it had suffered recently because a few other clients receive a huge volume of calls, and Kathy and Anne are sometimes overwhelmed. He said, "You're right. I'm aware of the problem and taking action to correct it. I'm meeting with those clients to make some changes in how their calls are handled so we can give you the quality of service you're used to."

I told Don that, under the circumstances, a rate hike was inappropriate. He said, "You're right. But we haven't had a raise in years, and I assure you it will be years before we have another. The reason for this small increase is that we give the ladies medical benefits and pay them a decent wage." Not once did he dispute me.



DICK KAZAN

No matter what I said, I was right; therefore, I could argue only with myself. Don remained agreeable and pleasant while illustrating a simple but powerful lesson: "The customer is always right." Can you guess who agreed to a rate raise?

Customers also appreciate a warm reception. One of the hottest trends in retail is having greeters welcome shoppers. This has been a very effective tool for Wal-Mart in recent years, but now such retailers as Orchard Supply Hardware, some Sears branches, Kmart and others have begun using it, at least during peak shopping periods. Why? To personalize their stores and make shoppers feel special. It's that feeling you get when you visit your barber, grocer or other favorite shop where people know your name and ask how you're doing. You look forward to going there.



How can you use this concept? By ensuring that your visitors are greeted warmly, rather than by an impersonal security guard or a phone outside a secured door. On the phone, have your callers welcomed by a cordial, well-informed operator, rather than a hurried "How can I direct your call?" or an automated response.

How you greet your customers is your voice to the world, and it makes a crucial impression. We all do business with those we like. So encourage us, your customers, to like you by greeting us cordially and making us feel special. Otherwise, we may take our business elsewhere — and we'll be right to do so.

Next week: Action makes the difference.

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

RADIO GETS RESULTS

SUCCESS STORIES FROM THE RAB

DELIVERING 20/20 VISION

In most cases a single optometrist's practice doesn't have the budget, let alone the impact, to advertise by itself. But bring together 50 optometrists, and you have some muscle. Working with the Bay Area Optometric Councils, Breakthrough Marketing developed an advertising campaign that accomplished two goals: It educated the public on the importance of regular eye care, and it provided a call to action for people to schedule appointments with their local eye doctors. The program worked so well that it's now a regular campaign.

Category: Health Care Providers

Market: Various

Submitted by: Breakthrough Marketing

Client: Bay Area Optometric Councils

Situation: Members of the Bay Area Optometric Councils, a group of six associations for eye doctors, had historically worked independently of one another on marketing and focused exclusively on trade advertising. None of the councils had ever done a public service or multimedia campaign to educate the public about eye care, nor had the councils worked jointly on such a project. But these eye-care professionals had a message to get out, and they decided it was time for a change.

Objective: The Bay Area Councils needed to educate the public on the value of proper eye care. The campaign's call to action asked listeners to sign up for regular checkups with their local independent optometrists.

Campaign: Breakthrough designed a campaign of vignettes that addressed the topics about which the councils wanted to educate the public: protective eyewear, learning disabilities, the dangers of ultraviolet exposure and the eye-care needs of the elderly. Each participating optometrist had his or her name, address and phone number mentioned in a commercial. In addition to radio, the three-month campaign included TV and print ads. Funding came from the participating doctors' council dues, directly from the doctors and from several manufacturers of optometric products.

Results: Over 50 optometrists participated in the campaign, and they were very pleased with the results. They reported new patients coming into their locations and increased consumer inquiries, and they agreed that the ads helped with their educational objectives. The Bay Area Optometric Councils are planning to continue the program at least once a year.

RAB TOOLBOX

More marketing information and resources from the RAB

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

INSTANT BACKGROUND — OPTICAL GOODS

Seventy percent of Americans 18 or older wear some type of corrective lenses. Fifty-seven percent primarily wear glasses, 9% primarily wear contact lenses, and 4% wear both equally. Just over half of 18-29-year-olds wear glasses or contacts, compared to 90% of individuals age 50 or older. (Gallup Poll, 2000)

According to a 2000 survey of independent optical retailers, children from infancy to 14 years of age accounted for 15% of their customer base in 1999, up from 10% in 1998. (20/20 Magazine, 2000)

FROM THE RAB'S CATEGORY FILE — OPTICAL GOODS STORES

"The prevailing feeling among a sampling of optical retailers is that, for a variety of reasons, the first half of 2001 may be a long and bumpy road. The growing popularity and availability of laser vision correction combined with the sagging economy are causing many to look at the coming year pessimistically." (Vision Monday, 1/15/01)

THE 'BIG ELECTRIC BAILOUT

In response to the ongoing energy crisis in California, Hot AC KBIG/Los Angeles conducted its own Big Bill Bailout promotion, paying winning listeners' electric bills for one month. Here, the KBIG Morning Crew's Leigh Ann Adam and Charlie Tuna sit among thousands of listeners' bills.



THE 'SHOE' THAT FITS

Eddie Carswell and Leonard Ahlstrom of the Benson Records act NewSong spent two years working on "The Christmas Shoes" after DC Chymes, co-host of the syndicated *Steve & DC Morning Radio*, faxed them a similar, anonymous story that had been circulating via fax and the Internet. Standing are (l-r) Ahlstrom and NewSong bandmate Billy Goodwin, Steve Shannon of *Steve & DC*, Carswell, bandmember Michael O'Brien and Chymes. Kneeling (l-r) are NewSong's Steve Reischl and Matt Butler.



Rhoads And Partners Debut Internet Radio Venture

■ Radio Central closes on \$7.25 million in funding

By Kurt Hanson

For RAIN: Radio And Internet Newsletter



KURT HANSON

After over a year of operating in "stealth mode," *Streaming Magazine* and *Radio Ink* publisher Eric Rhoads has debuted his own venture capital-funded, San Francisco-based Internet radio business, Radio Central (www.radiocentral.com). Rhoads reveals that he's closed on \$7.25 million in new funding — on top of \$5 million he raised last year.

Radio Central intends to provide customized Internet radio programming to enhance third-party websites.

High-Powered Partners

Rhoads' partners in the venture include legendary programmer Steve Rivers as Sr. VP/Chief Radio Programming Officer, former WNNX (99X)/Atlanta MD Sean Demery as Director/Music Programming and former Zapoleon Media Strategies consultant Steve Wyrostok as Director/Radio Operations.

Rivers previously served as Chief Programming Officer for AM/FM, where he oversaw the programming of 465 radio stations. Before his term at AM/FM he held the same position at Chancellor Media, Evergreen Media and Pyramid Broadcasting. As a PD, he is best known for his achievements at CHR/Pop WXKS (Kiss 108)/Boston.

Participants in the financing include Allegis Capital, RacRim Venture Partners and FBR CoMotion Venture Capital. CoMotion is also the source of the venture capital behind the MeasureCast webcast ratings service.



Professional Product

RadioCentral offers a product, at least on its two demo stations, that sounds much more like traditional live radio than most Internet-only efforts, with segues, talk-ups, professional-sounding jocks, a tight playlist and more. It's an impressive sound.

The two demo streams, "Classic Alternative" and "Classic Soul," are available at www.radiocentral.com/website/rcplayers/index.html

Overly Optimistic?

Included in Radio Central's original Jan. 17 press release about its launch was the optimistic assertion that "one in six Americans listens to streaming during some part of the day." [The release on the Radio Central site has since been corrected.] That statistic was attributed to a recent study conducted by Harris Interactive/MeasureCast.

But our examination of the Harris Interactive/MeasureCast "Interactive Streaming Media Study" (www.measurecast.com/news/research.html), reveals no such finding. According to the study of U.S. Internet users, 16%, or about one in six, are active streaming-media users — defined by the study as those who listened to or viewed streaming media for at least one hour in the 30 days prior to the study. Of those people, only 20% said they were everyday users of streaming media. Overall, the study seems to indicate that about 3% to 4% of Americans access streaming media on a typical day.

MusicMatch: Custom Radio, Expert Programming

These days most sources of streaming music entertainment seem to fall on one side or the other of a line between a programmed, professionally designed music presentation and a personalized stream that leaves the music choice entirely up to the listener.

Some feel that Internet radio will succeed by promoting the same strengths that have been developed throughout the 75-year history of broadcast radio: personality, promotion, positioning and smart programming. But that idea has been chal-

lenged time and again by others who see Internet radio as a revolution against corporate-sounding, overconsulted, "safe and boring" broadcast radio. Listeners know better than anyone else what they want, right? Technology now allows Internet radio to deliver to consumers exactly what they say they want — and, so the thinking goes, that's where the power of the new medium lies.

The available options in streaming audio reflect that split. Most anything one finds on the Internet is either

site of the week

JazzFM From Swinging London

Part of the joy of digging through piles of old jazz records (that would be vinyl, thank you) comes before the stylus ever hits the grooves: that gorgeous artwork. Perhaps it's the class of the jazz-buying public or the dignity of the music itself, or perhaps it's just a quirk of a bygone era, but it's obvious that the producers of these records felt it was important to make the packages as tasteful and enjoyable as what was inside.

Someone was thinking about that when London's JazzFM site (www.jazzfm.com) was designed. The site was enjoyable before I ever clicked to hear the stream. JazzFM broadcasts on the FM dial in London and the northwest of England and has submitted applications to expand on both the analog and digital bands. The two broadcast stations have slightly different talent and show lineups; it's the London signal that's streamed on the Internet.

The on-air presentation is what you might expect from a Jazz station — dignified and straightforward. But I'm happy to report that the presenters I heard weren't at all dreary, but seemed to be happy doing their jobs — and I'm sure folks are happy listening. I heard a bit of *Dinner Jazz* with Helen Mayhew and Sarah Ward and some of Peter Young's show. The presenters aren't afraid to have a little fun with the music, occasionally straying from pure jazz — I heard John Coltrane doing "My Favorite Things" — and even playing some records that aren't jazz at all, like Average White Band's "Pick Up the Pieces" and Lalo Schifrin's funky version of the theme from *Jaws*.

It's interesting to note that the production voice on the station is American. Actually, a lot of the voices on the commercials were American too. Given that jazz is originally an American form of music, that seems fitting — though, of course, I also heard a significant number of European voices.

The station gets musical-credibility points for having two record labels: hed kandi, which seems to have sprung from a JazzFM specialty show, and Onion Records. Additionally, visitors to the homepage will find a link to a very professionally designed and presented store where they can purchase music, artwork, videos and MP3 players, along with a thorough local-events guide (that even includes New York).

There's also a subscription section called "eJazzFM" that's worth exploring if you're a true jazz fan. In it you'll find specialized streams, MP3 downloads and chat — and even more tasteful art, in the "JazzFM Art Gallery."

Interestingly, there's a section that offers a chance at prizes for listeners who are willing to rate song clips. The section is positioned as "a chance to shape the music of JazzFM," and the station is (presumably) using the website to get the opinions of its P1 listeners.

Finally, I've noticed before how advertising clients seem to be given more visibility on European radio sites than on radio sites here in the U.S. But it did seem a little strange to find that one of the main menu items, "Magic of the Orient," leads to an advertising page for a travel agent. And, as hip as the jazz cats are at JazzFM, they're not too hip to feature big images of kitchen appliances from *Dinner Jazz* sponsor Neff on the show's page. But, on the whole, for a genre and an audience that demand it, JazzFM presents its music tastefully and artistically. It's a treat for the ears and eyes.

—Paul Maloney

Continued on Page 22

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MusicMatch

Continued from Page 20

a simulcast of a broadcast station or an unwieldy array of superniche formats randomly cranking out song after song. This week, MusicMatch VP/Programming **David Bean** gives us his thoughts, tells us why he thinks his company's approach is the right one and talks about what he feels are some of MusicMatch's other competitive advantages.

Bean's philosophy on the programming vs. personalization issue is that the right approach is a smart combination of professional programming and some user customization. He feels that, for Internet radio to succeed, it has to offer something different, some sort of overall advantage over traditional media — yet, he explains, "We can't stray too far from the public's familiarity with genres and personality." MusicMatch Radio (Site of the Week, 11/3/00), part of the successful MusicMatch jukebox application, provides 18 familiar formats, along with ways to vary the streams according to personal taste.

In the traditional broadcast world most larger-market stations that play current music report their rotations for industry charts. Those chart rankings help labels promote the music, and the record labels, in turn, support radio. That relationship does not yet exist between online radio and the record industry, but MusicMatch is trying to build it. The company recently announced that it has begun reporting plays on its channels to various industry media, including **R&R**, *The Net Music Countdown* and *College Music Journal*.



Bean says, "MusicMatch is developed to be label-friendly. It's not extremely different from terrestrial radio." He adds that reporting spins helps MusicMatch's industry profile, making it easier to build relationships with record companies and get service on new music, and he hopes that those new relationships will soon lead to promotions and record-company advertising. He notes, "We have a unified system of rotations. For instance, I can tell a record company that if a song is in heavy rotation on a certain channel, it will get five to seven plays per day." He goes on to explain, "A lot of other online services offer so many channels and niche varieties that labels don't know where and when their records are being played. They don't know the structure in which their music is being introduced. We work within genres that are familiar to the industry and to listeners."

But here's where offering something different comes in. "I think MusicMatch is a year ahead of everyone else in pioneering the mix of personalized programming with music-industry expert programming," Bean says. "We have 13 million registered

users of the MusicMatch software, about half of whom have agreed to allow us to take their playlists from the jukebox to find out what they're listening to and create profiles to recommend, or program, music to those tendencies."

Bean believes that one of the reasons purely personalized systems fail is because listeners only choose music with which they are already familiar. They eventually tire of those songs without having



been introduced to new music that could hold their interest. He says, "Listening patterns are, by definition, in the past. That's where expert programming comes in." Since new music is not profiled — that is, associated with other songs and artists for recommendation purposes — it is the job of professional, experienced programmers to decide how, and to whom, to introduce that music.

And that's what Bean thinks it will take for Internet radio to succeed. He says, "MTV struggled until it showed that it could affect record sales. And, certainly, being able to access Internet radio anywhere and everywhere, like broadcast radio, will be huge for the medium." Label promotions, coupled with powerful listenership and the ability to affect record sales and break new artists, will be milestones in Internet radio's journey to becoming a viable medium.

As confident as Bean is about his company's programming approach, it's only part of why he thinks there's an audience for MusicMatch. With so many options for potential listeners — and in a medium that isn't yet firmly established — he understands the importance of offering a familiar product and brand name. "We were an established jukebox application with a huge user base, and then we got into radio."

According to MusicMatch, it now streams more than 4 million minutes per day. That comes to roughly 467,000 hours per week — and that's reportedly increasing by 30% per week. It might be imagined that, with over 2 million total hours streamed per month, at least one or two of MusicMatch's most popular channels would rank pretty high in an Arbitron or MeasureCast study.

The reason for the company's absence from ratings studies apparently lies in its technology. Instead of traditional streams, MusicMatch serves its content one MP3 file at a time from files cached at various locations around the Internet. Bean says, "We first approached Arbitron last summer. We wanted to be rated from the very beginning. But, as it turns out, the main services rate streaming from the server side, and our system is a little different. Apparently, our system can't be measured the same way. Arbitron is working on a method to do it. Our approach is actually less expensive than streaming, which gives us another competitive advantage."

—Paul Maloney

Akoo.com Leads Top9 Radio-Site Ratings

Top9.com (www.top9.com) recently released website ratings for music radio and Talk radio sites. The chart below combines the two reports.

Top9's information is based on unique visitors — the number of different people who visited the sites during the study. It does not measure streams or the length of site visits. Some of the ranked sites don't even stream — for example, Infinity's WNEW-FM/New York. And, to be technically accurate, portal BroadcastAMERICA doesn't stream either.

The Top9 reports are based on the results of studies by PC Data Online. According to Top9's methodology page, PC Data Online has assembled a panel of home users from 120,000 households for a one-year study. Data collection is done on the client side — that is, from users' computers — and the information is then weighted by age, gender, race and household income to accurately represent the U.S. online population. The report below was compiled during the month of December — the "January" in the report title refers to the month of the study's release.

These ratings raise the idea that radio stations can use websites to reach customers and generate revenue, not only through the customers' ears, but through their eyes. Certainly, a station's on-air signal is its most important product, but the Internet is a new medium, and it's an opportunity to create a new product.

Use your existing brand and the loyalty of your P1s, and give the audience something of value that they can't get from listening to the station — and that they can't find anywhere else. Then sell that audience. Maybe streaming doesn't have to be part of the package.



Top9.com Radio Webrankings For January 2001 Music And Talk Stations Combined

| Rank Station | URL | Unique Visitors |
|-------------------------------------|--|-----------------|
| 1. Akoo.com | www.akoo.com | 418,000 |
| 2. StreamAudio.com | www.streamaudio.com | 402,000 |
| 3. Bob And Tom Worldwide | www.bobandtom.com | 293,000 |
| 4. BroadcastAMERICA | www.broadcastamerica.com | 286,000 |
| 5. WGN-AM/Chicago | www.wgnradio.com | 200,000 |
| 6. WHTZ (Z100)/New York | www.z100.com | 192,000 |
| 7. Coast-To-Coast AM | www.artbell.com | 185,000 |
| 8. Neal Boortz Home Page | www.boortz.com | 178,000 |
| 9. The Jeff Rense Show | www.sightings.com | 168,000 |
| 10. WNEW-FM/New York | www.wnew.com | 163,000 |
| 11. Amateur Radio | www.arrl.org | 155,000 |
| 12. RateTheMusic.com | www.ratethemusic.com | 140,000 |
| 13. Rick Dees Online | www.rick.com | 139,000 |
| 14. KXXR (93X)/Minneapolis | www.93x.com | 136,000 |
| 15. WDHA-FM/Morristown, NJ | www.wdhafm.com | 130,000 |
| 16. The Dr. Laura Schlessinger Show | www.dr.laura.com | 121,000 |
| (tie) The Kim Komando Radio Show | www.komando.com | 121,000 |
| (tie) The Tom Leykis Show | www.blowmeuptom.com | 121,000 |

DIGITAL BITS

GlobalMedia Reorganizes Top Management Structure

GlobalMedia this week announced changes in its management structure. CEO Jeff Mandelbaum and President Barr Potter will step down from their posts and resign from the company's board of directors, effective Feb. 1. GlobalMedia founder and largest shareholder Michael Metcalfe will reassume the roles of CEO and President at that time. GlobalMedia announced on Dec. 29, 2000 that it was restructuring its business and selling its radio station streaming contracts to SurferNetworks (R&R 1/5). That deal is set to close Jan. 31.

Launch Media Revenues Up In Fourth Quarter And 2000

Launch Media announced this week that its Q4 net revenues increased 21%, from \$6.6 million to \$8 million, while its EBITDA loss remained flat at \$7.9 million. Pro forma net revenues for 2000 climbed 48%, from \$25 million to \$36.9 million, and the EBITDA loss widened from \$26.2 million to \$34 million. Despite slower revenue growth projections, Launch expects to generate positive EBITDA for the first time during Q3 2001 — one quarter earlier than the projection in recent guidance. The company is reducing its EBITDA loss estimate for the year from \$15 million to \$10 million; it said it will accomplish that through "cost savings throughout the company," including reductions in customer-acquisition spending and the elimination of its Online Music Group, which it will discontinue on Jan. 31.

MeasureCast Top 25 Jump 8% In One Week

According to a report from online ratings service **MeasureCast**, total TSL for the top 25 online stations in the company's weekly rankings jumped 8% during the week of Jan. 22-28. MeasureCast

VP/Research Evan Oster said that 16 of the top 25 stations enjoyed larger audiences than they did in the week of Jan. 15-21. Three ABC Radio stations made their debuts in the MeasureCast top-25 list in the current report: '80s WZZN/Chicago, Country KSCS/Dallas and Alternative KZMZ/Minneapolis. The leading format was Talk, followed by News/Talk, Classic Rock and listener-formatted streams. Thursday continues to be the most popular day for Internet-radio listening, with peak listening occurring at 3pm ET.

TVT Records Drops Suit Against Napster

Independent label **TVT Records** has dropped its \$1.5 billion copyright-infringement suit against **Napster**. TVT President Steve Gottlieb said the suit was dropped because the label plans to support the new service Napster is rolling out under its strategic alliance with Bertelsmann.

Traffic.com Drives Into Baltimore

Traffic and logistics provider **Traffic.com** expanded its national platform this week, adding Baltimore traffic information to its website. Hearst Broadcasting's News/Talk **WBAL-AM** will also rely on **Traffic.com** material. The service is in the midst of a national rollout and is also offered to motorists in Pittsburgh, Philadelphia, Houston, Los Angeles, New York, Dallas, San Francisco, Detroit and Chicago.

RealNetworks To Stream NBA Games

RealNetworks has allied with the **NBA** to provide live Internet broadcasts of **NBA.com Audio League Pass**, the league's package of exclusive audio feeds of every NBA game, and **NBA.com TV**, its 24-hour digital television network. Both will be available through **RealNetworks' RealPlayer GoldPass**.

NetRadio Adds Salsa, Standards

On Jan. 29 **NetRadio** added "Latin Mix" and "Romance Latino," created and programmed by Latin-music expert Candy Cintron, to its lineup. A third new channel, "Big Ballad '50s," is programmed by Arnie Fogel and is similar to the "Music of Your Life" broadcast format.

CYBERSPACE

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

'Net Chats

- Those purveyors of music to chop off heads by, **Mudvayne**, are available to chat about their very hard rock on Monday (2/5) at 9pm ET, 6pm PT (chat.yahoo.com).
- And they called it puppy love! But don't hound **Donny Osmond** about that song — he's all grown up now. Chat with the singer on Tuesday (2/6) at 8pm ET, 5pm PT (chat.yahoo.com).
- **Sonny Landreth's** incredible slide guitar playing has made him an artist's artist. He's gonna be a legend, and you can talk to him on Wednesday (2/7) at 7pm ET, 4pm PT (www.getmusic.com).

On The Web

- **Erykah Badu** seems to be channeling the greats of R&B music past. Catch her in performance on Tuesday (2/6) at 3pm ET, noon PT (www.hob.com).
- Hot outta Denton, TX, **Slobberbone** play country rock — emphasis on the "rock." They're performing on Thursday (2/8) at 6pm ET, 3pm PT (www.getmusic.com).

— Michael Anderson

We Care What You Think

Just a friendly reminder: Reader feedback is always welcome at **RAIN!** As a matter of fact, it's where we get some of our best material. We want to make sure we're covering the issues that are on the minds of our readers — please don't hesitate to give us your input on anything dealing with radio and the Internet. **Radio And Internet Newsletter** is free and available every day at www.kurthanson.com.



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A Label Man Comes To The 'Net

David Bean under-promises and overdelivers. A friend, starting a radio station in Carmel, CA, told Bean he could have a DJ job if he got his FCC license. Most of us went and got our third class: Bean went to engineering school and got his first phone. He got the gig, of course. From DJ, MD and PD of KLRB-FM/Aurora, NE, he moved to KZEN/Central City, NE as GM of one of the earliest Smooth Jazz stations, with Chuck Mangione, Grover Washington and Herb Alpert on the playlist. Mike Nesmith heard his approach and asked him to be National Dir./Promotion at Pacific Arts.



David Lawrence

With Bean as President, Pacific Arts Video grew out of the label. Its production of Nesmith's *Elephant Parts* became the first video production to win a Grammy. Paul McCartney hired Bean as a consultant, and Bean also advised Michael Jackson, moving product rights into the earliest recordable CD kiosks, among other things. In 1992 Creed Taylor hired Bean to run CFI, bringing Bean's love for jazz from the '70s full circle and helping to grow NAC as a format.

In 1998 Bean's approach led him to deals with Emusic and to licensing *Vibe* and *Spin* magazines for OnRadio. He finally landed at MusicMatch. The company's Jukebox software is among the most elegant of all the multistage formats, and you can read more about it to the right.

"I find what's happening on the Internet today to be similar to what happened in home video in the '70s and '80s," Bean says. "I wanted to be on the cusp of that. Internet radio is listening to radio via what is essentially a television screen, and that poses some interesting challenges. Also, the data tracking provides some great advantages. If I know that you like Madonna, I can make sure that Madonna comes up in the gold rotation of your individual stream more often, even though the DMCA prevents you from making direct requests.

"Where the Jukebox comes in is that, with 500 million plays analyzed, if x number of those plays are of Fuel's 'Hemorrhage,' we can tell you what the top 10 other songs are that those people liked. That kind of information is very important and versatile."



Bean promises that the system is built to be friendly to record labels. "Most of the 'Net companies were alienating record labels. We've built our stations to do just the opposite, with elements that I understood as a label person." David Bean means to deliver.

Questions? Comments? david@netmusiccountdown.com, or post to the Internet folder on the www.rnonline.com message board.

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

e-charts

A PERFECT MATCH

The heart of MusicMatch, as noted by David Bean in the column on this page, is the Jukebox software, available for both Mac and PC. The software plays all open formats of audio, has extensive ripping and tagging features and even has a browser built into the player to integrate into the company's streaming MusicMatch radio channels. One very nice feature is the ability to add album art to the ID tags on MP3 files and, in turn, display them when a cut is played. The company seems to be everywhere. It created a custom player for Excite@Home. It is the most-recommended player on CNET's Download.com. And when I cracked open my new Samsung Uproar phone (it plays MP3s), what did I find? MusicMatch for Uproar.

What I'm waiting for is its crack staff to create a standalone DJ tool that will allow me to reproduce what I do in the studio on a PC, with overlapping and tunable fade points, instantly editable playlists and commercial scheduling. There's no doubt that if the company applied its pixel-perfect approach to this kind of product, there would be none of the loose ends that typify the entry-level DJ tools available today. None of the MP3 player programmers have ventured into the field of studio scheduling and replacement software. With David Bean's background, MusicMatch just might be the first.

— David Lawrence

CHR/Pop

| LW | TW | ARTIST CD/Title |
|----|----|---|
| 3 | 1 | SHAGGY <i>Hot Shot</i> / <i>"Wasn't"</i> |
| 2 | 2 | CREED <i>Human Clay</i> / <i>"Arms"</i> |
| 9 | 3 | 3 DOORS DOWN <i>The Better Life</i> / <i>"Kryptonite"</i> |
| 1 | 4 | MYA <i>Fear Of Flying</i> / <i>"Ex"</i> |
| 5 | 5 | MATCHBOX TWENTY <i>Mad Season</i> / <i>"Gone"</i> |
| 10 | 6 | MADONNA <i>Music</i> / <i>"Tell"</i> |
| 4 | 7 | DESTINY'S CHILD <i>Charlie's Angels Soundtrack</i> / <i>"Women"</i> |
| 13 | 8 | U2 <i>All That You Can't Leave Behind</i> / <i>"Beautiful"</i> |
| 8 | 9 | 'N SYNC <i>No Strings Attached</i> / <i>"Promise"</i> |
| 16 | 10 | DAVID GRAY <i>White Ladder</i> / <i>"Babylon"</i> |
| 11 | 11 | KANDI KANDI <i>"Don't"</i> |
| 15 | 12 | FAITH HILL <i>Breathe</i> / <i>"Love"</i> |
| 6 | 13 | BACKSTREET BOYS <i>Black & Blue</i> / <i>"Shape"</i> |
| 7 | 14 | LENNY KRAVITZ <i>Greatest Hits</i> / <i>"Again"</i> |
| — | 15 | MOBY <i>Play</i> / <i>"Southside"</i> |
| 12 | 16 | BRITNEY SPEARS <i>Oops!...I Did It Again</i> / <i>"Stronger"</i> |
| 18 | 17 | SAMANTHA MUMBA <i>Gotta Tell You</i> / <i>"Gotta"</i> |
| — | 18 | DREAM <i>It Was All A Dream</i> / <i>"Loves"</i> |
| 17 | 19 | BARENAKED LADIES <i>Maroon</i> / <i>"Pinch"</i> |
| — | 20 | OUTKAST <i>Stankonia</i> / <i>"Jackson"</i> |

Country

| LW | TW | ARTIST CD/Title |
|----|----|---|
| 2 | 1 | DIXIE CHICKS <i>Fly</i> / <i>"Without"</i> |
| 1 | 2 | TIM MCGRAW <i>Place In The Sun</i> / <i>"Thirty"</i> |
| — | 3 | FAITH HILL <i>Breathe</i> / <i>"Wings"</i> |
| 3 | 4 | BRAD PAISLEY <i>Who Needs Pictures</i> / <i>"Danced"</i> |
| 13 | 5 | LEE ANN WOMACK <i>I Hope You Dance</i> / <i>"Ashes"</i> |
| 6 | 6 | KENNY CHESNEY <i>Greatest Hits</i> / <i>"Lost"</i> |
| 10 | 7 | SARA EVANS <i>Born To Fly</i> / <i>"Fly"</i> |
| 7 | 8 | LONESTAR <i>Lone Star</i> / <i>"Tell"</i> |
| 4 | 9 | TRAVIS TRITT <i>Down The Road I Go</i> / <i>"Intentions"</i> |
| 11 | 10 | ALAN JACKSON <i>When Somebody Loves You</i> / <i>"Memory"</i> |
| 9 | 11 | JO DEE MESSINA <i>Burn</i> / <i>"Burn"</i> |
| 19 | 12 | JAMIE O'NEAL <i>Shiver</i> / <i>"Arizona"</i> |
| 8 | 13 | TERRI CLARK <i>Fearless</i> / <i>"Gasoline"</i> |
| 14 | 14 | RASCAL FLATTS <i>Rascal Flatts</i> / <i>"Everyday"</i> |
| 15 | 15 | TOBY KEITH <i>How Do You Like Me Now</i> / <i>"Kiss"</i> |
| 12 | 16 | KEITH URBAN <i>Keith Urban</i> / <i>"Grace"</i> |
| 5 | 17 | PHIL VASSAR <i>Phil Vassar</i> / <i>"Paradise"</i> |
| — | 18 | DARRYL WORLEY <i>Hard Rain Don't Last</i> / <i>"Good"</i> |
| 16 | 19 | GEORGE STRAIT <i>George Strait</i> / <i>"There"</i> |
| 17 | 20 | CHRIS CAGLE <i>Play It Loud</i> / <i>"On"</i> |

Hot AC

| LW | TW | ARTIST CD/Title |
|----|----|---|
| 1 | 1 | CREED <i>Human Clay</i> / <i>"Arms"</i> |
| 5 | 2 | DIDO <i>No Angel</i> / <i>"Thankyou"</i> |
| 2 | 3 | U2 <i>All That You Can't Leave Behind</i> / <i>"Beautiful"</i> |
| 4 | 4 | MATCHBOX TWENTY <i>Mad Season</i> / <i>"Gone"</i> |
| 7 | 5 | DAVID GRAY <i>White Ladder</i> / <i>"Babylon"</i> |
| 8 | 6 | 3 DOORS DOWN <i>Better Life</i> / <i>"Kryptonite"</i> |
| 6 | 7 | BARENAKED LADIES <i>Maroon</i> / <i>"Pinch"</i> |
| 10 | 8 | FAITH HILL <i>Breathe</i> / <i>"Love"</i> |
| 3 | 9 | LENNY KRAVITZ <i>Greatest Hits</i> / <i>"Again"</i> |
| 11 | 10 | CORRS <i>In Blue</i> / <i>"Breathless"</i> |
| 15 | 11 | NINE DAYS <i>The Maddening Crowd</i> / <i>"Absolutely"</i> |
| — | 12 | MADONNA <i>Music</i> / <i>"Tell"</i> |
| 13 | 13 | SOULDECISION <i>No One Does It Better</i> / <i>"Faded"</i> |
| 20 | 14 | VERTICAL HORIZON <i>Everything You Want</i> / <i>"God"</i> |
| 14 | 15 | BACKSTREET BOYS <i>Black & Blue</i> / <i>"Shape"</i> |
| 18 | 16 | STING <i>Brand New Day</i> / <i>"Desert"</i> |
| 16 | 17 | 'N SYNC <i>No Strings Attached</i> / <i>"Promise"</i> |
| 19 | 18 | EVAN AND JARON <i>Evan And Jaron</i> / <i>"Crazy"</i> |
| — | 19 | EVERCLEAR <i>Songs From An American Movie Pt. 1</i> / <i>"AM"</i> |
| — | 20 | NELLY FURTADO <i>Whoa-Nelly!</i> / <i>"Bird"</i> |

Urban

| LW | TW | ARTIST CD/Title |
|----|----|--|
| 4 | 1 | SHAGGY <i>Hot Shot</i> / <i>"Wasn't"</i> |
| 2 | 2 | OUTKAST <i>Stankonia</i> / <i>"Jackson"</i> |
| 8 | 3 | JILL SCOTT <i>Who Is Jill Scott?</i> / <i>"Walk"</i> |
| 1 | 4 | DESTINY'S CHILD <i>Charlie's Angels Soundtrack</i> / <i>"Women"</i> |
| 3 | 5 | ERYKAH BADU <i>Mama's Gun</i> / <i>"Know"</i> |
| 5 | 6 | AVANT <i>My Thoughts</i> / <i>"First"</i> |
| 11 | 7 | MUSIQ <i>Nutty Professor 2 Soundtrack</i> / <i>"Friends"</i> |
| 14 | 8 | DAVE HOLLISTER <i>Chicago 85: The Movie</i> / <i>"Woman"</i> |
| 12 | 9 | HELLY MINUCCI <i>Sweet On You</i> / <i>"E.I."</i> |
| 10 | 10 | WYCLEF JEAN <i>The Eclectic: 2 Sides II A Book</i> / <i>"911"</i> |
| 7 | 11 | R. KELLY <i>TP-2.com</i> / <i>"Wish"</i> |
| 6 | 12 | CARL THOMAS <i>Emotional</i> / <i>"Emotional"</i> |
| 19 | 13 | BABYFACE <i>A Collection Of His Greatest Hits</i> / <i>"Breathing"</i> |
| 16 | 14 | KELLY PRICE <i>Mirror Mirror</i> / <i>"Should've"</i> |
| — | 15 | MYSTIKAL <i>Let's Get Ready</i> / <i>"Danger"</i> |
| 9 | 16 | JAY-Z <i>The Dynasty: Roc La Familia 2000</i> / <i>"Love"</i> |
| 15 | 17 | PRU <i>Pru</i> / <i>"Candles"</i> |
| 18 | 18 | BEENIE MAN <i>Art & Life</i> / <i>"Girls"</i> |
| 17 | 19 | TAMIA <i>A Nu Day</i> / <i>"Stranger"</i> |
| — | 20 | YOLANDA ADAMS <i>Mountain High Valley Low</i> / <i>"Open"</i> |

NAC/Smooth Jazz

| LW | TW | ARTIST CD/Title |
|----|----|--|
| 1 | 1 | SADE <i>Lovers Rock</i> / <i>"Side"</i> |
| 7 | 2 | BONEY JAMES & RICK BRAUN <i>Shake It Up</i> / <i>"R.S.V.P."</i> |
| 2 | 3 | KIM WATERS <i>One Special Moment</i> / <i>"Groove"</i> |
| 9 | 4 | GEORGE BENSON <i>Absolute Benson</i> / <i>"Medicine"</i> |
| 8 | 5 | CRAIG CHADUICO <i>Panorama</i> / <i>"Carnival"</i> |
| — | 6 | MICHAEL LINGTON <i>Vivid</i> / <i>"Lifetime"</i> |
| 3 | 7 | DAVID BENOIT <i>Professional Dreamer</i> / <i>"Miles"</i> |
| — | 8 | CHIELI MINUCCI <i>Sweet On You</i> / <i>"Sunday"</i> |
| 4 | 9 | NORMAN BROWN <i>Celebration</i> / <i>"Paradise"</i> |
| 13 | 10 | BONEY JAMES <i>Body Language</i> / <i>"Boneyizm," "Night"</i> |
| 5 | 11 | FOURPLAY <i>Yes, Please!</i> / <i>"Robo"</i> |
| 18 | 12 | WALTER BEASLEY <i>Won't You Let Me Love You</i> / <i>"Comin'"</i> |
| — | 13 | JEFF KASHWA <i>Another Door Opens</i> / <i>"Hyde"</i> |
| 16 | 14 | STEVE COLE <i>Between Us</i> / <i>"Go!"</i> |
| 19 | 15 | LARRY CARLTON <i>Fingerprints</i> / <i>"Gracias," "Fingerprints"</i> |
| 10 | 16 | RIPPINGTONS <i>Life In The Tropics</i> / <i>"Cruisin'"</i> |
| 20 | 17 | JONATHAN BUTLER <i>The Source</i> / <i>"Forever"</i> |
| 6 | 18 | CHUCK LOEB <i>Listen</i> / <i>"Blue"</i> |
| — | 19 | MARCUS JOHNSON <i>Urban Groove</i> / <i>"Pavilion"</i> |
| — | 20 | RICHARD ELLIOT <i>Chill Factor</i> / <i>"Who?"</i> |

Alternative

| LW | TW | ARTIST CD/Title |
|----|----|---|
| 1 | 1 | U2 <i>All That You Can't Leave Behind</i> / <i>"Beautiful"</i> |
| 2 | 2 | LIMP BIZKIT <i>Chocolate Starfish...!</i> / <i>"Rollin'"</i> |
| 4 | 3 | MOBY <i>Play</i> / <i>"Southside"</i> |
| 5 | 4 | LINKIN PARK <i>Hybrid Theory</i> / <i>"Step"</i> |
| 3 | 5 | RADIOHEAD <i>Kid A</i> / <i>"Optimistic"</i> |
| 7 | 6 | LIFEHOUSE <i>No Name Face</i> / <i>"Hanging"</i> |
| 16 | 7 | COLDPLAY <i>Parachutes</i> / <i>"Yellow"</i> |
| 8 | 8 | RAGE AGAINST THE MACHINE <i>Renegades</i> / <i>"Funk"</i> |
| 11 | 9 | 3 DOORS DOWN <i>Better Life</i> / <i>"Loser"</i> |
| 12 | 10 | DAVID GRAY <i>White Ladder</i> / <i>"Babylon"</i> |
| 15 | 11 | FUEL <i>Something Like Human</i> / <i>"Hemorrhage"</i> |
| 10 | 12 | OFFSPRING <i>Conspiracy Of One</i> / <i>"Prankster"</i> |
| 20 | 13 | CRAZY TOWN <i>The Gift Of The Game</i> / <i>"Butterfly"</i> |
| 9 | 14 | BLINK-182 <i>The Mark, Tom & Travis Show</i> / <i>"Overboard"</i> |
| 14 | 15 | GREEN DAY <i>Warning</i> / <i>"Warning"</i> |
| 6 | 16 | LENNY KRAVITZ <i>Greatest Hits</i> / <i>"Again"</i> |
| — | 17 | INCUBUS <i>Make Yourself</i> / <i>"Drive"</i> |
| — | 18 | EMINEM <i>Marshall Mathers LP</i> / <i>"Stan"</i> |
| — | 19 | DAVE MATTHEWS BAND <i>Everyday</i> / <i>"Did"</i> |
| 18 | 20 | PAPA ROACH <i>Intest!</i> / <i>"Broken"</i> |

E-charts are based on weekly rankings of CD sales, downloads and streams of artists online compiled and tabulated directly from the logfiles of reporting websites. Reporters include Amazon.com, Artist Direct.com, BarnesandNoble.com, CDNow.com, CheckOut.com (frozen), ChoiceRadio.com, City Internet Radio, DMX MUSIC, KiiSma.com, Lycos Radio, MSN-Chat, Music Choice, MusicPlex, MusicMatch, NetRadio.com, NYLiveRadio.com, RadioJave.com, RadioFreeCash.com, RadioFreeVirgin, Rolling Stone.com, Spinner.com, TheEverstreamNetwork, UBL.com and XTRAI.com (frozen). 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/airplay data for the six reporting formats. © 2001 R&R Inc. © 2001 Online Today, Net Music Countdown.

Memphis' Froggy Falls To The Buzz

On Jan. 24 at 10am Entercom transitioned Country WOGY (Froggy 94)/Memphis to what a station spokesperson called a "Rock 40" format. A ticking-clock sound effect ushered in the format change, which was overseen by OM Jerry Dean. Now known as "Ninety-Four One, The Buzz," the new station's launch features a 5,000-song music marathon.

"We commissioned an extensive research project, which was designed to help us better understand the musical tastes of Memphis radio listeners," commented VP/GM Curt Peterson. "Memphians want a radio station that plays artists like The Red Hot Chili Peppers, Creed, Vertical Horizon and other new groups. One thing in the back of our minds was that Country shares have been going down significantly in this market. We also feel this format change will complement [Entercom Mainstream AC] WRVR."

Among persons 12+ this fall, WOGY was tied for 15th (2.4); Urban Oldies WRBQ led the market with an 8.1.

Conway

Continued from Page 3

R&R. "They wanted somebody in the building to make day-to-day decisions that Chuck would handle if he were here. I have a very good support staff, including a veteran on-air lineup.

"From a programming standpoint, Chuck still expects us to be No. 1 25-54, but it gives me a chance to branch out and be more involved with some other things at the station. I'm thrilled that Chuck and Bonneville have expressed this confidence in me."

According to Tweedle, "I will retain KOIT's GM duties and will continue to be responsible for strategic direction. The creation of the Station Manager position will relieve me of day-to-day duties so I can optimize our San Francisco and St. Louis operations."

Before joining KOIT, Conway was OM of KPLN & KYXY/San Diego. His prior programming credits include KRPM/Seattle, WDGY/Minneapolis, WTMJ/Milwaukee, KSMG/San Antonio, KRMG/Tulsa, Charlotte's WEZC, WMXC and WWMG & WXRC, and KWIC/Beaumont, TX.

Metro

Continued from Page 3

Blvd. office with their Metro colleagues, voted unanimously to extend their AFTRA contract by one year. That gives the Metro and Shadow contracts a common expiration date of Jan. 31, 2003. Simon said the common expiration date will "give us an opportunity to make improvements to Metro's contract when it expires" to help get Metro's contract on par with Shadow's.

Part of Metro/L.A.'s agreement is \$750,000 in airborne insurance

A Friendly Visit



Jeff McClusky and Associates Assoc. Director/Adult Formats Neela Marnell visited with staffers from WCMF & WZNE (94.1 The Zone)/Rochester recently. Pictured (l-r) are Infinity/Rochester VP/GM Kevin Leggett, WCMF PD John McCrae, Marnell, WZNE PD Rick MacKenzie, WCMF personality Dave Kane and WZNE personality Dino.

Cotton Picked To Manage CC/Hawaii

Charles Cotton has officially been named Market Manager for Clear Channel/Hawaii, which includes KHBZ, KHVH, KSSK-AM & FM, KDNN, KIKI & KUCC/Honolulu. He had managed the stations in an interim capacity following Bob Longwell's transfer to Clear Channel's Australia Radio Network and was previously Director/Sales.



Cotton

Before joining Clear Channel, Cotton was President/GM of Kilohana Broadcasting. He was also Sales Manager at KFMB-AM & FM/San Diego.

KHBZ flipped to a Business-TalkRadio format on Monday. The

station, which was using the KIKI-AM calls, was simulcasting CHR sister KIKI-FM. The station's new weekday lineup includes *The Bottom Line* (4-7am), *Business Morning* (7-9am), *On the Money* with Ray Lucia (9-10am), *Stock Doctor* and *Market Wrap* (10am-1pm), *The Damon Vickers Show* (1-3pm), *Stock Talk* (3-5pm) and *Online Tonight* (5-8pm). Saturdays and Sundays will feature lifestyle programming.

In related news, Patrick Leonard is tapped as LSM for KUCC. He had worked with crosstown KGMB as the station's event marketing and sales promotion manager.

repeatedly won, we now have two more big guns to bring to the war. It's a cool job, and I'm lucky to be here. I'm looking forward to putting a product on our radio stations that gets the attention of listeners in Southern California and keeps them glued, quarter-hour after quarter-hour."

Ashlock

Continued from Page 3

good AM and two mediocre stations to stuff full of syndicated programming. But not here. In a race against [KFI competitors] KABC and KNX that has long since been

Viva

Continued from Page 3

Margarita Granados comes aboard as Promotions Manager, while Toni Reddi takes Marketing Manager duties for Viva and the new CHR/Rhythmic "Energy 92.7 and 5" at trimulcast WDEK, WKIE & WKIF/Chicago, formerly CHR/Pop as "92 Kiss FM."

WXXY's signal is based in suburban Highland Park, IL, while WYXX's tower is in the far southern portion of the Chicago metro,

in Morris, IL. Montenegro would not comment on signal issues concerning Viva 103.1's penetration of Chicago's Hispanic areas, which have traditionally been in the southeastern portion of the market.

The demise of The Eighties Channel comes following the November 2000 flip of WXCD/Chicago from Classic Rock to '80s as "The Zone." That station has since changed its calls to WZZN and hired former WXXY & WYXX nighttimer Jeffrey T. Mason for similar duties.

for traffic reporters. Simon said, "AFTRA has been pushing for high safety standards to protect reporters." She stressed that Metro has reporters airborne all day, submitting traffic reports.

Simon said that AFTRA has won elections to represent Metro

employees in San Francisco; New York; Chicago; and Washington, DC and is in negotiations with Metro employees in Seattle, San Diego and St. Louis. She said that Shadow employees in San Francisco, New York, San Diego and Chicago have AFTRA contracts.

EXECUTIVE ACTION

Bevins Becomes Clear Channel/Chicago SVP/Sales

David Bevins has been named Sr. Sales VP for Clear Channel's Chicago cluster. He spent eight years as Market Manager for Connoisseur Communications' Rockford, IL properties.

"David is extremely financially savvy, is an excellent analyst and forecaster and brings the additional assets of successful general management, programming and marketing to our Chicago board of directors," Market Manager Kathy Stinehour commented. "We are fortunate to have him join us and look forward to all of the great things to come."

Bevins succeeds Erik Hellum, who becomes Exec. VP/Group Sales for the company.



Bevins

Premiere Promotes Metter To VP/Talk Ad Sales

Premiere Radio Networks has elevated Dan Metter to VP/Talk Programming Ad Sales. He was previously National Account Manager/Talk Programming Ad Sales.

Metter oversees sales of *The Rush Limbaugh Show*, *The Dr. Laura Schlessinger Program*, *The Jim Rome Show* and all other Premiere talk programs. Based in New York, he reports to Exec. VP/Sales Rhonda Munk.

Concurrently, Doug Francis is promoted from Internet Account Manager to National Manager/Integrated Media Sales. Ed Rivera is named Sales Manager/Eastern Region, Integrated Media Sales after having served as New York/Sales Manager for AMFM Radio Networks. Francis reports to Munk, and Rivera reports to Francis.

"All three of these managers have proven track records of success," Munk said. "In their designated areas of responsibility, they will now influence our sales staff with their knowledge of marketing and their sales success."

Austin's Hawk Flies To 'The End' Of '80s

The Hawk has flown. KAHK (The Hawk)/Austin dropped its Classic Hits format Jan. 26 and has embraced the '80s as "Austin's Eighties Channel — The End." Afternoon host Dustin Drew has been tapped as PD of 'AHK, which has applied for new call letters KTND.

When asked why the change in direction was made, Drew told R&R, "The passion for Classic Rock here in Austin is not as strong as it once was. We had four stations pretty much playing the same thing, and there was a hole in the market for '80s. KPEZ, the Classic Rock station, started adding titles we played, like Harry Chapin's "Cats in the Cradle." Then there is KHHL, which was Talk as KJFK and became Classic Hits. [Mainstream Rocker] KLBK has added

more Led Zeppelin to the mix, and AC KKMJ had also been playing some of our stuff."

Drew describes The End as "pop-rocky," and the station will feature lots of Bryan Adams, Journey, John Cougar and Pat Benatar through its initial launch period. The station will also feature titles from such artists as Madonna, Huey Lewis & The News and Michael Jackson. "How you present the station obviously helps to avoid train wrecks," Drew said of the variety of music The End will play.

Before joining KAHK, Drew programmed crosstown Rhythmic Oldies KFMM. He also served as PD of KVET-AM/Austin and Asst. PD of KASE-FM & KVET-FM/Austin. He began his career at those stations in 1989.

Lombardo

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months ago (R&R 11/17/00). "We've been very conservative in our expectations," Widmer explained to R&R. "This is one of the world's most crowded radio markets. Our plan is to build a solid station that has strong marketing and sales opportunities for our clients."

"Like grand openings in any business, we've been soft-pushing.

It's believed that Lombardo — who had spent the last 14 years at WALK — will also do an airshift for his new employer.

National Radio

● **PREMIERE RADIO NETWORKS** presents a *Spotlight On...* special featuring Gloria Estefan, who will preview her album *Greatest Hits Vol. II*. The show is available Feb. 3-4. For more information, contact Amir Forester at 818-461-5404.

● **FOX SPORTS RADIO NETWORK** adds Jim Lampley, Bill Walton, Pat O'Brien and Kevin Kennedy to its lineup. Lampley, who hosts FOX's *Competitively Incorrect* Sun. from 10-11pm ET, adds co-host duties on *We Are There Sundays* from 4-8pm ET; Walton appears weekly on *The Kiley and Booms Show* and *We Are There Weekends* (Sat.-Sun. from noon-8pm ET) through the NBA Finals in June; O'Brien joins *The Tony Bruno Show* (weekdays from 8am-noon ET) and appears on *We Are There Weekends* for the NCAA Tournament, NBA Finals, postseason Major League Baseball and NFL postseason; and Kennedy reports from MLB spring training and contributes to *The Tony Bruno Show* and *The Psycho and Myers Show*.

Radio

● Katz Dimensions makes the following appointments:

KARA MICHELLE NEWMAN is upped to VP & Dir./Promotions. She rises from Dir./Promotions.

LISA CHILJEAN is promoted to VP & Dir./Research. She rises from Dir./Research.

Records

● **ANDY KARP** rises to VP/A&R for Lava Records. He was previously Dir./A&R.

● **DAVE WEIGAND** is upped to SVP/Sales & Marketing for MCA Nashville. He rises from VP/Sales & Marketing.

Industry

● **DERRICK OIEN** is upped to COO of MP3.com. He rises from VP/Ops.

Changes

AC: Denise Plante joins KALC/Denver for afternoons ... WRSR/Worcester, MA taps Sarah Ryan as morning co-host ... Rob Trigg is now Dir./Production at KZON/Phoenix.

CHR: Nevin Dane joins KQKQ/Omaha as APD/afternoon host ... WWCK/Flint, MI appoints Andrew Z. as morning host, and Dir./Promotion Scott Mansell adds midday duties ... At KDKA/Dallas, Duncan James segues to middays, and Tony Cortez shifts to nights ... KUMX/New Orleans taps Christina Kogos as Dir./Marketing ... D. Ross segues to middays at KBOS/Fresno ... WGTZ/Dayton adds Libby Fox for middays as Taylor segues to nights ... At KIXY/San Angelo, TX, John Flint segues to mornings, and Amber Leigh shifts to interim midday host ... WKSS/Hartford names Steve Coates Dir./News.

Country: WMZQ/Washington taps

CHRONICLE

BIRTHS

Elektra Entertainment artist Yolanda Adams, husband Timothy Crawford Jr., daughter Taylor Ayana Crawford, Jan. 26.

Sony Music artist Celine Dion, husband Rene Angelli, son Rene-Charles, Jan. 25.

Curb Records artist Hal Ketchum, wife Gina, daughter Ruby Joy, Jan. 22.

CONDOLENCES

Former WHBC-AM/Canton, OH morning host Bob Krahling, 74, Jan. 19.

Nicholas Baldassano, 94, father of former SoundsBig.com VP/Broadcast Programming Corinne Baldassano, Jan. 17.

Paula Young for nights ... Paul Johnson is now Dir./Promotions at WKKT/Charleston.

News/Talk: KRLA/Los Angeles adds *Go Vegan*, hosted by Bob Linden, Sundays from 4:30-5:30pm PT.

Suit

Continued from Page 1

broadcasters — including Internet streaming of radio broadcasts — from copyright liability and licensing.

The plaintiffs allege that Marybeth Peters, in her official capacity as Register of Copyrights for the U.S. Copyright Office, exceeded her statutory authority when she issued the ruling on Dec. 11, 2000. Her finding, the plaintiffs contend, was "arbitrary, capricious, an abuse of discretion and otherwise not in accordance with law, and therefore is invalid."

The broadcasters additionally argue that if radio stations' webcasts are subject to the ruling, it will "reorder the legal and economic relationships between the broadcast radio and recording industries in a manner that could wreak havoc with over-the-air broadcast-radio formats

and stifle the offer of streamed over-the-air radio broadcast programming over the Internet."

If broadcasters are subject to copyright liability for Internet simulcasts, those broadcasters wishing to stream their signals would, the suit contends, have to "engage in a multiplicity of individual negotiations with the copyright owners of every sound recording they stream." The plaintiffs also argue that "conditions attendant to qualifying for compulsory licenses are ... onerous and plainly were not drafted with the formats of over-the-air broadcasters in mind."

The suit asserts that Peters' rulemaking is "plainly inconsistent" with the Copyright Act of 1976, particularly since broadcasters do not charge listeners for streamed signals, and that the ruling is contrary to legislative history on webcasting.

— Jeffrey Yorke

NATIONAL RADIO FORMATS



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Gary Knoll

Rock
GEDDY LEE Grace To Grace
3 DOORS DOWN Duck And Run
VAN ZANT Get What You Got Comin'

Alternative
AMERICAN HI-FI Flavor Of The Weak
RAGE AGAINST THE MACHINE Renegades Of Funk
3 DOORS DOWN Duck And Run
VAST I Don't Have Anything

CHR
BACKSTREET BOYS The Call

Mainstream AC
NINA GORDON Now I Can Die
DAVE MATTHEWS BAND I Did It
STING After The Rain Has Fallen

Lite AC
98 DEGREES My Everything

NAC
TIM BOWMAN Smile
EUGE GROOVE Romeo & Juliet

UC
JA RULE /LIL' MO... Put It On Me
JILL SCOTT A Long Walk

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Alternative
Teresa Cook
ALIEN ANT FARM Movies
AMERICAN HI-FI Flavor Of The Weak

Active Rock
Steve Young/Craig Aitmaier
NOTHINGFACE Bleeder
OFFSPRING Want You Bad

Heritage Rock
Steve Young/Craig Aitmaier
GEDDY LEE Grace To Grace
UZ Walk On

Hot AC
Steve Young/Josh Hoeler
FUEL Hemorrhage (In My Hands)

CHR
Steve Young/Josh Hoeler
DON JOVI Thank You For Loving Me
DIDD Thankyou
SOULDECISION Ooh It's Kind Of Crazy
SLW No More (Baby I'ma Do Right)

Rhythmic CHR
Steve Young/Josh Hoeler
EVE Who's That Girl
JAGGED EDGE Promise

Soft AC
Mike Battelli
MATCHBOX TWENTY If You're Gone

Mainstream AC
Mike Battelli
ROD STEWART I Can't Deny It

DeLilah
Mike Battelli
No Adds

JONES RADIO NETWORK
Jon Holiday • (303) 784-8700

Adult Hit Radio
JJ McKay
AEROSMITH Jaded

Rock Classics
Rich Bryan
SAMMY HAGAR Let Salty Drive

Soft Hits
Rick Brady
No Adds

RADIO ONE NETWORKS
(970) 949-3339

Choice AC
Yvonne Day
No Adds

New Rock
Steve Leigh
DAVE MATTHEWS BAND I Did It
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WESTWOOD ONE RADIO NETWORKS
Charlie Cook • (661) 294-9000
Bob Blackburn

Adult Rock & Roll
Jeff Gonzer
DAVE MATTHEWS BAND I Did It
WALLFLOWERS Sleepwalker

Soft AC
Andy Fuller
DON HENLEY Everything Is Different Now
STING My Funny Friend And Me

Bright AC
Jim Hays
No Adds

Disney

Continued from Page 1

"We regret that this decision will impact our GO.com employees. However, our ultimate objectives are to be highly competitive and profitable, and we believe this is the decision we must make in order to achieve those goals."

Disney Chairman/CEO Michael Eisner said, "GO.com employees have contributed a tremendous amount of technical skill and creativity to our company. Like our other 120,000 cast members, they are a key source of the Disney magic. That makes decisions such as this one particularly difficult."

Disney plans to convert all outstanding shares of Disney Internet Group common stock into shares of Disney common stock, effective March 20. The company expects the conversion to result in the issu-

ance of approximately 8.1 million new shares of Disney common stock. "The competitive factors that initially compelled us to establish a separately traded class of common stock tied to our Internet operations have fundamentally changed," Eisner said. As a result of the conversion, Disney will no longer report separate financial statements for the Internet Group; the group will instead be reported as a separate business segment in Disney's overall financial results.

The announcement drew a positive response on Wall Street. UBS Warburg's Christopher Dixon said, "From Disney's point of view, the buy-in makes enormous sense. We believe that the ability to provide the Disney Internet assets as part of a consistent marketing platform will enable Disney's content verticals, such as ESPN.com and ABC.com, to more efficiently sell advertising as

part of a package with sister networks, and it will eliminate the increasing complexity of allocating revenues for the company."

Disney's Internet Group will focus on content for Disney's websites, including Disney.com, ABC-branded sites and ESPN.com. The Internet Group's web properties are strong in their respective categories: Disney.com is the top-ranked site for entertainment, family entertainment and children, and ESPN.com is the No. 1-ranked sports site. Indeed, Eisner has called the Internet "a central focus of our company's business strategy."

A scaled-back version of GO.com will continue to operate to allow time for users to adjust while Disney moves the site's more popular content and services to other sites. Disney is evaluating its alternatives for some GO.com assets, including a possible sale of the Infoseek search engine.

Braxton's 'Heat' Is Hot!



Arista recording artist Toni Braxton recently celebrated the double-Platinum success of her album *The Heat*. Braxton is competing in two Grammy categories this year: Best Female R&B Vocal Performance and Best R&B Album. Pictured are Arista Records President/CEO Antonio "L.A." Reid and Braxton.

DATEBOOK

MONDAY, FEBRUARY 12

National Chaos Day
 1953/The Willy-Overland Co., maker of the Jeep, celebrates its 50th anniversary.
 1973/Ohio becomes the first state to post metric distance signs along an interstate highway. The signs show distances in both miles and kilometers.
 1984/Cale Yarborough becomes the first driver to qualify for the Daytona 500 by driving faster than 200 mph.
 Born: Arsenio Hall 1955, Christina Ricci 1980

In Music History

1983/Jazz legend Eubie Blake dies, five days after his 100th birthday.
 1989/Diana Ross becomes a partner in Motown and announces that she'll once again record for the label, which she left in 1981.
 Released: The Monotones' "Book of Love" 1958, Yes' "Roundabout" 1972
 Born: Ray Manzarek (ex-Doors) 1935, Chynna Phillips (Wilson Phillips) 1968

TUESDAY, FEBRUARY 13

Exorbitant Cost Day
 1969/J.L. Searles III becomes the first African-American member of the New York Stock Exchange.
 1977/Julius "Dr. J" Erving, playing in his first NBA All-Star Game, is named MVP.
 1986/The Association of Secondary School Principals states in a report that the typical high school principal hands out approximately 1.3 million hours of detention in his or her career.
 Born: Kim Novak 1933, Jerry Springer 1944

In Music History

1972/Led Zeppelin are forced to cancel a Singapore concert when officials won't let the long-haired rockers board the plane.
 1982/The headstone of late Lynyrd Skynyrd frontman Ronnie Van Zant is stolen from a Florida cemetery.
 1983/Marvin Gaye sings an upbeat disco version of "The Star-Spangled Banner" to open the NBA All-Star Game. It's the first time a sports crowd has been observed dancing to the anthem.



Gaye: It ain't that peculiar.

1996/Michael Jackson and wife-for-the-moment Debbie Rowe become parents to a son, whom they name Prince.
 Born: Peter York (ex-Monkees) 1944, Peter Gabriel 1950, Peter Hook (New Order) 1956

WEDNESDAY, FEBRUARY 14

Happy Valentine's Day!
 1971/President Richard Nixon installs a secret taping system in the White House.
 1979/Rookie Don Maloney of the New York Rangers scores his first goal in the NHL on his first shot.

1980/Walter Cronkite announces his retirement as anchor of the CBS Evening News.
 Born: Jackie Martling 1948, Meg Tilly 1960

In Music History

1967/Aretha Franklin records what will become her signature song, the Otis Redding-penned "Respect."
 1970/The Who play the shows that provide the material for their Live at Leeds album.
 1974/David Bowie reportedly politely rejects a request by an activist group to write "the first gay national anthem."
 1977/The B-52's make their performance debut, playing a Valentine's Day party in Athens, GA.
 1991/The first major hip-hop show featuring all female rappers is held at the Los Angeles Sports Arena. Queen Latifah, Yo-Yo and M.C. Lyte are among those on the bill.

THURSDAY, FEBRUARY 15

National Ferris Wheel Day



A wheely big day!

1965/Canada replaces its flag, the Red Ensign, with the red-and-white Maple Leaf.
 1981/Sammy Miller drives a rocket-powered sled a record 248 mph in Lake George, NY.
 1985/The Center for Disease Control reports that half of all American 9-year-olds show no sign of tooth decay.
 Born: Jane Seymour 1951, Matt Groening 1954

In Music History

1956/Elvis Presley gets his first No. 1 record — on the Country chart — with "Mystery Train."
 1965/Nat "King" Cole dies of lung cancer at age 48.
 1988/The city of El Paso accepts a belated apology from Def Leppard's Joe Elliott, who made an ethnic slur about the city's residents in 1983. The band had been unable to book a date in the city since he made the remark.

Born: Melissa Manchester 1951

FRIDAY, FEBRUARY 16

National Gumdrop Day

1972/Wilt Chamberlain of the Los Angeles Lakers tops the 30,000-point mark in his career during a game against the Phoenix Suns.
 1985/Telly Savalas brings his Kojak character back to TV in a CBS-TV special, Kojak: The Belarus File.
 1997/Jeff Gordon, at age 25, becomes the youngest driver ever to win the Daytona 500.
 Born: LaVar Burton 1957, John McEnroe 1959

In Music History

1969/Arty rockers Jethro Tull release their first single, "Sunshine

Day." It doesn't make much of a splash, perhaps because the band's name appears on the label as "Jethro Toe."

1985/Metal pop diva Pat Benatar gives birth to her and husband Neil Giraldo's first child, daughter Haley.
 Released: Elton John's "Bennie and the Jets" 1974
 Born: James Ingram 1956, Andy Taylor (Duran Duran) 1961

SATURDAY, FEBRUARY 17

Bumper Car Day

1965/Comedian Joan Rivers makes her first guest appearance on The Tonight Show Starring Johnny Carson.



Rivers: She can talk.

1978/NBC-TV announces that Chuck Barris, creator of The Gong Show, will star in his own variety show, The Chuck Barris Rah Rah Show.

1983/Colorado Senator Gary Hart announces that he will seek the 1984 Democratic presidential nomination.

Born: Rene Russo 1954, Denise Richards 1972

In Music History

1970/Joni Mitchell announces her retirement at age 27. She later changes her mind.
 1988/Jim Reid of Jesus & Mary Chain pleads guilty in Toronto to attacking two concertgoers with a microphone stand. The fans had been sitting in the front row and chanting, "Boring, boring," at the band.
 1990/Aerosmith, guest on Saturday Night Live. They appear in a sketch and perform the "Wayne's World" theme song.

SUNDAY, FEBRUARY 18

National Cafe Au Lait Day

1952/The first feature-length 3-D movie, Bwana Devil, starring Robert Stack and Barbara Britton, premieres.
 1968/The U.S. Naval Academy expels 13 midshipmen for smoking marijuana.
 1987/The executives of the Girl Scouts decide to change the color of Girl Scout uniforms from blue to blue.
 Born: Elizabeth Gray 1960, Matt Dillon 1964

In Music History

1968/David Gilmour joins Pink Floyd, replacing the troubled Syd Barrett.
 1987/As part of its Black History Month celebration, the New York City Council proclaims "Chuck Berry Day" in the city.
 1995/Founding Replacements guitarist Bob Stinson, 35, is found dead in Minneapolis of drug-related causes.
 Born: Dennis DeYoung (Styx) 1947, Juice Newton 1952

— Michael Anderson & Bride Connolly

'zinescene

The Truth About Faith's New 'Do



Faith Hill unveiled a new, short hairdo during the recent American Music Awards. According to Entertainment Weekly, 89% of those who responded to an Access Hollywood poll were not happy with Hill's new look. Us Weekly is also polling readers for feedback about the 'do and will reveal the results in a later issue.

But according to the National Enquirer the country artist didn't take the plunge and shear her long locks because she wanted a new look. The 'zine says Hill and her husband, Tim McGraw, had their driveway repaved recently, and one of their daughters got into the gooey tar. When Faith scooped her daughter into her arms, she got tar in her hair. Faith found it impossible to wash the tar out — so her hairstylist had to get out the scissors.

Does Boy George think Eminem looks "cut"? The former Culture Club frontman tells Rolling Stone, "He's very pretty." Referring to Eminem's alleged homophobia, George adds, "Maybe that's why he's so paranoid." However, Us Weekly reports that Eminem doesn't seem to mind pumping iron in the company of the unstraight: The rapper worked out recently at West Hollywood, CA's Crunch gym, a popular spot among gays and lesbians. But Eminem didn't have to worry about anyone confronting him — he brought along three large bodyguards.

Is Dixie Chick Natalie Maines about to cut herself loose from her bandmates and fly solo? The Star reports that industry insiders say she may soon leave the group to compete head-to-head with country superstars Shania Twain and the newly cropped Ms. Hill.

The Breaking Song

Speaking of cutting oneself loose, Us Weekly and Time report that Marilyn Manson and his fiancée, actress Rose McGowan, have broken up. Isn't love a wonderful thing? Speaking of which, People reports that the Supreme Court recently refused to hear an appeal by Michael Bolton asking the court to overturn a Los Angeles jury's verdict that he plagiarized The Isley Brothers' 1966 "Love Is a Wonderful Thing" in his 1991 hit of the same name.

Can Billy Joel survive this love triangle? The Star and the Globe report that after he and his girlfriend, Trish Bergin, broke up, she started dating Sean Kenniff, one of the castaways from the first Survivor TV series. Now that Joel has learned about the twosome, he is pleading with Bergin to dump Kenniff and take him back.

Speaking of "take me back," Us Weekly reports that days after Madonna married Guy Ritchie London's Daily Mail announced that it has a 2-year-old tape containing answering-machine mes-

OOMPA LOOMPA — One of Marilyn Manson's influences is the movie Willy Wonka and the Chocolate Factory. He tells Interview, "I really see that movie as a metaphor. I see Willy Wonka as Satan, because he presents people with the temptation of picking good and evil, and they all pick evil. The chocolate is a metaphor for sin. Charlie wasn't giving up the Gobstopper so that he would win the chocolate factory; he was giving it up because he thought it was the right thing to do."

sages from Madonna to Andy Bird, one of her ex-boyfriends. Madonna and Bird broke up in 1997, but the tape contains messages from 1999 in which Madonna confesses her love for Bird — the Globe reports that she wrote the song "Beautiful Stranger" about him — and tells him she can't get him out of her mind.

Stand By Your Man

But Madonna is standing by her hubby. Us Weekly and People feature photos of the twosome at the Los Angeles premiere of Ritchie's new movie, Snatch. Interview includes an interview with Ritchie.

Sean "Puffy" Combs' mother, Janice, stood by her son recently while he appeared in a New York courtroom to face gun and bribery charges for which he could receive a 15-year prison term. Us Weekly and the Globe report that Puffy's girlfriend, Jennifer Lopez, did not accompany them.

Merle Haggard's ex-wife, Bonnie Owens, is also standing by her man — and so is his present wife, Theresa. The Star reports that Owens continues to perform with Haggard as a backup singer. That irks Theresa so much that she's now singing backup right beside Owens.

Bobby Brown recently landed a co-starring role in a movie opposite Halle Berry. But Brown's wife, Whitney Houston, didn't like the fact that Brown and Berry would be filming together in Tahiti and insisted that he turn down the part. (Star)

— Deborah Overman

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

72 million households

| Plays | Artist | Title | Rank |
|-------|----------------------------------|------------------------------------|------|
| 30 | JENNIFER LOPEZ | Love Don't Cost A Thing | 30 |
| 25 | BACKSTREET BOYS | The Call | 25 |
| 23 | R. MARTIN UC. AGUILERA | Nobody Wants To... | 23 |
| 22 | CRAZY TOWN | Butterfly | 22 |
| 21 | DREAM | He Loves U Not | 21 |
| 20 | 'N SYNC | This I Promise You | 20 |
| 19 | MYSTIKAL /NIVEA | Danger (Been So Long) | 19 |
| 18 | 3LW | No More (Baby I'ma Do Right) | 18 |
| 18 | JA RULE /LIL' MO... | Put It On Me | 18 |
| 16 | SNOOP DOGG | Snoop Dogg | 16 |
| 16 | BBIMAK | Still On Your Side | 16 |
| 16 | BRITNEY SPEARS | Stronger | 16 |
| 15 | MADONNA | Don't Tell Me | 15 |
| 15 | LINKIN PARK | One Step Closer | 15 |
| 14 | OUTKAST | Ms. Jackson | 14 |
| 14 | MOBY /GWEN STEFANI | Southside | 14 |
| 13 | SHAGGY | It Wasn't Me | 13 |
| 13 | DESTINY'S CHILD | Independent Women Part 1 | 13 |
| 13 | LENNY KRAWITZ | Agan | 13 |
| 13 | PINK | You Make Me Sick | 13 |
| 13 | DAVID GRAY | Babyton | 13 |
| 13 | JOE /MYSTIKAL | Stutter | 13 |
| 12 | MYA | Free | 12 |
| 12 | 112 | It's Over Now | 12 |
| 12 | DIDD | Thankyou | 12 |
| 12 | O-TOWN | Liquid Dreams | 12 |
| 11 | JAY-Z | I Just Wanna Love U (Give It 2 Me) | 11 |
| 11 | K-CI & JOJO | Crazy | 11 |
| 11 | R. KELLY | I Wish | 11 |
| 10 | KZIBIT X | | 10 |
| 10 | LIL BOW WOW /SNOOP DOGG | Bow Wow... | 10 |
| 10 | EVAN AND JARON | Crazy For This Girl | 10 |
| 10 | AARON LEWIS & FRED DURST | Outside | 10 |
| 10 | CORRS | Breathless | 10 |
| 10 | GREEN DAY | Warning | 10 |
| 9 | COLDPLAY | Yellow | 9 |
| 9 | INCUBUS | Drive | 9 |
| 8 | EMINEM /DIDD | Stan | 8 |
| 8 | U2 | Beautiful Day | 8 |
| 8 | LUCY PEARL | You | 8 |
| 8 | 99 DEGREES | My Everything | 8 |
| 8 | MARILYN MANSON | Fight Song | 8 |
| 7 | AT THE DRIVE-IN | One Armed Scissor | 7 |
| 7 | NELLY E.I. | | 7 |
| 7 | COMMON /AMACY GRAY | Geto Heaven | 7 |
| 6 | SOULDGEON | Faded | 6 |
| 5 | FUEL | Hemorrhage (In My Hands) | 5 |
| 5 | EVERCLEAR | AM Radio | 5 |
| 5 | LUDACRIS | Southern Hospitality | 5 |
| 5 | WU-TANG CLAN | Gravel Pit | 5 |
| 5 | JAGGED EDGE | Promise | 5 |
| 4 | LIFEHOUSE | Hanging By A Moment | 4 |
| 4 | MEMPHIS BLEEK | Is That Your Chick? | 4 |
| 4 | DAVE HOLLISTER | One Woman Man | 4 |
| 4 | TAMIA | Stranger In My House | 4 |
| 3 | JAY-Z /BEANIE SIGEL & MEMPHIS... | Change The Game | 3 |
| 3 | MIKAELA | So In Love With 2 | 3 |
| 3 | KOFFEE BROWN | After Party | 3 |
| 3 | JILL SCOTT | A Long Walk | 3 |
| 2 | MUSIQ | Just Friends (Sunny) | 2 |
| 2 | BLACK EYED PEAS | Request Line | 2 |
| 2 | FUEL | Innocent | 2 |
| 1 | STRAIT UP /LAJON OF SEVENDUST | Angel's Son | 1 |
| 1 | SADE | By Your Side | 1 |
| 1 | GREEN DAY | Minority | 1 |

Video playlist for the week ending January 28.

55 million households

Peter Cohen, VP/Programming

Rap Adds

| | |
|------------------|----------------------|
| COCO A BROWAZ | Get Up |
| OB'S FINEST | Oochie Wally |
| SILK THE SHOCKER | That's Cool |
| TRICK DADDY | Take It To The House |

Pop Adds

| | |
|--------------|----------------------|
| RICHARD LUGO | Boom |
| SOULDGEON | Ooh It's Kinda Crazy |
| TRICK DADDY | Take It To The House |

Urban Adds

| | |
|------------------|-------------------|
| 4TH AVENUE JONES | Respect |
| OUTSIDERZ | 4 LIFE Not Enough |

Rhythmic Adds

| | |
|--------------|----------------------|
| CRAZY TOWN | Butterfly |
| LUDACRIS | Southern Hospitality |
| RICHARD LUGO | Boom |
| TRICK DADDY | Take It To The House |

Rock Adds

| | |
|---------------|--------------|
| BIG DUMB FACE | Duke Lion |
| OFFSPRING | Want You Bad |

Video playlist for the week of February 5.

70 million households

Paul Marszalek
VP/Music Programming

ADDS

| | |
|----------------------------------|------------------|
| COLDPLAY | Yellow |
| WHITNEY HOUSTON & GEORGE MICHAEL | It Told You That |
| SLASH'S SHAKESPEAT | Mean Bone |

INSIDE TRACK

| | |
|------------------|---------------------|
| EVAN AND JARON | Crazy For This Girl |
| DAVID GRAY | Babyton |
| LIFEHOUSE | Hanging By A Moment |
| VERTICAL HORIZON | You're A God |

XL

| | |
|-----------------|-------------------------|
| LENNY KRAWITZ | Agan |
| JENNIFER LOPEZ | Love Don't Cost A Thing |
| MADONNA | Don't Tell Me |
| MATCHBOX TWENTY | If You're Gone |
| U2 | Beautiful Day |

NEW

| | |
|---------------------------|---------------------|
| BARENAKED LADIES | Too Little Too Late |
| DIDD | Thankyou |
| EVERCLEAR | AM Radio |
| RICKY MARTIN UC. AGUILERA | Nobody Wants To... |

LARGE

| | |
|-----------------|-----------------------------|
| BON JOVI | Thank You For Loving Me |
| CORRS | Breathless |
| CREED | With Arms Wide Open |
| DESTINY'S CHILD | Independent Women Part 1 |
| EVAN AND JARON | Crazy For This Girl |
| FUEL | Hemorrhage (In My Hands) |
| DAVID GRAY | Babyton |
| DON HENLEY | Everything Is Different Now |
| LIFEHOUSE | Hanging By A Moment |

MEDIUM

| | |
|--------------------|-----------------|
| NELLY FURTADO | I'm Like A Bird |
| GREEN DAY | Warning |
| K-CI & JOJO | Crazy |
| MOBY /GWEN STEFANI | Southside |
| SADE | By Your Side |
| JILL SCOTT | A Long Walk |
| ROD STEWART | I Can't Deny It |
| UNCLE KRACKER | Follow Me |

CUSTOM

| | |
|----------------------------------|---------------------------|
| 3 DOORS DOWN | Lower |
| ALICE IN CHAINS | Bled The Freak |
| BACKSTREET BOYS | Shape Of My Heart |
| ERYKAH BADU | I Didn't Cha Know |
| COLDPLAY | Yellow |
| DEXTER FREEMAN | Leaving Town |
| DUST FOR LIFE | Step Into The Light |
| PJ HARVEY | Good Fortune |
| DAVE HOLLISTER | One Woman Man |
| WHITNEY HOUSTON & GEORGE MICHAEL | It Told You That |
| JOE /MYSTIKAL | Stutter |
| ELTON JOHN /MILLY JOEL | Goodbye Yellow Brick Road |
| JOSH JOPLIN GROUP | Camera One |
| R. KELLY | I Wish |
| SHAWN MULLINS | Everywhere I Go |
| MUSIQ | Just Friends (Sunny) |
| SEAL | This Could Be Heaven |
| SEENSONG | All About Chemistry |
| SHAGGY | It Wasn't Me |
| SLASH'S SHAKESPEAT | Mean Bone |
| STRAIT UP /LAJON OF SEVENDUST | Angel's Son |
| TAMIA | Stranger In My House |
| JAMES TAYLOR | Your Smiling Face |

Video airplay for February 5-11.

36 million households

Cindy Mahmood
VP/Music Programming & Entertainment

VIDEO PLAYLIST

| | |
|-------------------------|------------------------------------|
| JAGGED EDGE | Promise |
| MYSTIKAL /NIVEA | Danger (Been So Long) |
| LIL BOW WOW /SNOOP DOGG | Bow Wow (That's My Name) |
| JOE /MYSTIKAL | Stutter |
| JA RULE /LIL' MO... | Put It On Me |
| SHAGGY | It Wasn't Me |
| JAY-Z | I Just Wanna Love U (Give It 2 Me) |
| MUSIQ | Just Friends (Sunny) |
| OUTKAST | Ms. Jackson |
| TAMIA | Stranger In My House |

RAP CITY

| | |
|----------------------------------|-----------------------|
| OUTKAST | Ms. Jackson |
| SNOOP DOGG | Snoop Dogg |
| MASTER P | Bout Dat |
| TRICK DADDY | Take It To The House |
| JA RULE /LIL' MO... | Put It On Me |
| MYSTIKAL /NIVEA | Danger (Been So Long) |
| JAY-Z /BEANIE SIGEL & MEMPHIS... | Change The Game |
| PROJECT PAT | Chickenhead |
| KONZ | Get Crunked Up |
| LUDACRIS | Southern Hospitality |

Video playlist for the week ending February 4.

TELEVISION

TOP TEN SHOWS

JAN. 22-28

| Total Audience (85.9 million households) | Adults 25-54 |
|--|---|
| 1 Super Bowl XXXV (N.Y. Giants vs. Baltimore Ravens) | 1 Super Bowl XXXV (NY Giants vs. Baltimore) |
| 2 Super Bowl XXXV Postgame Show | 2 Super Bowl XXXV Postgame Show |
| 3 Survivor II Premiere | 3 Survivor II Premiere |
| 4 Who Wants To Be A Millionaire (Wednesday) | 4 Friends (tie) Will & Grace |
| 5 Friends | 6 Law & Order |
| 6 Who Wants To Be A Millionaire (Thursday) | 7 The West Wing |
| 7 Law & Order | 8 E.R. |
| 8 The West Wing | 9 Just Shoot Me |
| 9 Temptation Island | 10 NYPD Blue |
| 10 Who Wants To Be A Millionaire (Friday) | |

Source: Nielsen Media Research

COMING NEXT WEEK

Tube Tops

Inside *The Osmonds*, a made-for-TV biopic produced by Jimmy Osmond, debuts on ABC (Monday, 2/5, 9pm).

Friday, 2/2

- Green Day, *The Tonight Show With Jay Leno* (NBC, check local listings for time).
- Aimee Mann, *Late Show With David Letterman* (CBS, check local listings for time).
- VAST, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).

Saturday, 2/3

- Siaqo appears on FOX's *Mad TV* (11pm).

Sunday, 2/4

- Lil Bow Wow guest-stars on WB's *Nikki* (8pm).
- Huey Lewis & The News are profiled on VH1's *Behind the Music* (9pm).

Monday, 2/5

- Harry Connick Jr. guest-stars on the *Jeopardy! Celebrity Invitational* (check local listings for time and channel).

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

| | |
|--------------------------|--------------------------|
| COLDPLAY | Yellow |
| GREEN DAY | Warning |
| MADONNA | Don't Tell Me |
| AT THE DRIVE-IN | One Armed Scissor |
| NELLY FURTADO | I'm Like A Bird |
| LIFEHOUSE | Hanging By A Moment |
| WU-TANG CLAN | Gravel Pit |
| SHAGGY | It Wasn't Me |
| MOBY /GWEN STEFANI | Southside |
| JA RULE /LIL' MO | Put It On Me |
| CRAZY TOWN | Butterfly |
| KZIBIT X | |
| LIL BOW WOW /SNOOP DOGG | Bow Wow (That's My Name) |
| FUEL | Innocent |
| RAGE AGAINST THE MACHINE | Renegades Of Funk |
| LINKIN PARK | One Step Closer |
| SADE | By Your Side |
| JILL SCOTT | A Long Walk |
| A PERFECT CIRCLE | 3 Libras |
| EVAN AND JARON | Crazy For This Girl |

| | |
|-------------------------------|------------------------------|
| LENNY KRAWITZ | Agan |
| STRAIT UP /LAJON OF SEVENDUST | Angel's Son |
| EVERCLEAR | AM Radio |
| EMINEM /DIDD | Stan |
| BADLY DRAWN BOY | Once Around The Block |
| BLACK EYED PEAS | Request Line |
| OFFSPRING | Original Prankster |
| LUCY PEARL | You |
| AARON LEWIS & FRED DURST | Outside |
| MIDWYNE | Dig |
| PINK | You Make Me Sick |
| 3LW | No More (Baby I'ma Do Right) |
| R. KELLY | I Wish |

Video playlist for the week of January 22-28.

FILMS

BOX OFFICE TOTALS

Jan. 26-28

| Title Distributor | Weekend (\$ To Date) |
|---|-------------------------|
| 1 <i>The Wedding Planner</i> | \$13.51 |
| Sony* | (\$13.51) |
| 2 <i>Save The Last Dance</i> | \$9.77 |
| Paramount | (\$59.32) |
| 3 <i>Cast Away</i> | \$8.09 |
| Fox | (\$193.24) |
| 4 <i>Traffic</i> | \$6.46 |
| USA | (\$56.18) |
| 5 <i>Sugar & Spice</i> | \$6.02 |
| New Line* | (\$6.02) |
| 6 <i>Crouching Tiger, Hidden Dragon</i> | \$5.06 |
| Sony Classics | (\$44.42) |
| 7 <i>Snatch</i> | \$4.70 |
| Sony | (\$15.71) |
| 8 <i>Finding Forrester</i> | \$4.61 |
| Sony | (\$35.67) |
| 9 <i>What Women Want</i> | \$4.37 |
| Paramount | (\$168.37) |
| 10 <i>Miss Congeniality</i> | \$4.16 |
| WB | (\$93.28) |

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

COMING ATTRACTIONS:

This week's openers include *Valentine*, starring Denise Richards. The film's Warner Bros. soundtrack features cuts by Deftones, Disturbed, Filter, Linkin Park, Marilyn Manson, Orgy, Static-X and Rob Zombie.

Also opening this week in certain markets is *The Million Dollar Hotel*, the screenplay for which was written by Bono. He and his band, U2, figure prominently on the film's intercaste soundtrack, as does The MDH Band, which includes Bono, Daniel Lanois and Brian Eno. Here's the track listing: "The Ground Beneath Her Feet," U2 w/Daniel Lanois; "Never Let Me Go," Bono and The MDH Band; "Stateless," U2; "Satellite of Love," Milla Jovovich w/The MDH Band; "Falling at Your Feet," Bono and Daniel Lanois; "Tom Tom's Dream," The MDH Band; "The First Time," U2; "Bathtub," The MDH Band; "The First Time (Reprise)," Daniel Lanois and The MDH Band; "Tom Tom's Room," Brad Mehldau w/Bill Frisell; "Funny Face," The MDH Band; "Dancin' Shoes," Bono and The MDH Band; "Amsterdam Blue (Cortege)," Jon Hassell, Gregg Arreguin, Jamie Muhoberac and Peter Freeman; "Satellite of Love (Reprise)," The MDH Band w/Daniel Lanois, Bill Frisell and Greg Cohen; "Satellite of Love (Danny Saber Remix)," Milla Jovovich w/Jon Hassell and Danny Saber; "Anarchy in the USA," Tito Larriva and The MDH Band.

— Julie Gidlow



AL PETERSON
alpeterson@ronline.com

He's Baaaaack!

■ An exclusive conversation with Art Bell on the eve of his return to radio

Just about this time last year the hottest conversation among most in the Talk radio industry was whether or not Art Bell would hang up his headphones and bring to an abrupt end one of the format's most phenomenal success stories.

After months of public controversy and private anguish, in March 2000 Bell announced his retirement, saying that he could no longer balance the demands of hosting his nightly radio show with also dealing with a number of family and legal issues that he felt needed his full-time attention. In the early morning hours of April 27 Bell said goodbye to his *Coast-to-Coast* listeners and turned out the lights in the "Kingdom of Nyc" for what both he and his fans were certain would be the last time.



Art Bell

Following Bell's departure *Coast-to-Coast* continued to air with a new host behind the microphone — veteran talker Mike Siegel. Although Siegel gave it his best shot, the show's audience began to erode. Affiliates defected, including several in such key markets as New York, Los Angeles and Chicago. Many industry insiders began to predict that the show, like Bell, would simply fade away into the night.

Few would have bet that it was possible to lure the reclusive Bell out of his self-imposed retirement.

They probably hadn't counted on the persuasive powers of Premiere Radio Networks President Craig Kitchin. He proudly announced to the world last month that Bell would, in fact, return to host the show that he created and built into a national success.

As Bell gets set to reclaim bragging rights for what is arguably the most success-

ful late-night radio talk show in history, I had an opportunity to talk with him about what he's been doing with his life over this past year, how it feels to be in the unwanted glare of the media spotlight and his feelings about returning to the *Coast-to-Coast* microphone.

R&R: Nearly a year ago you retired, explaining that legal and family issues required your full-time attention. Those issues involved a defamation lawsuit and the criminal abuse of your son by one of his former teachers. What can you tell us about the resolutions of those issues?

AB: As to the situation with my son, I wouldn't say that it is completely resolved yet. He has issues

with what happened to him, but I am happy to say that he is much better. That's really all I would like to say on that subject. As for the lawsuit, that reached a settlement, the details of which are, in fact, confidential, so I cannot talk about them. But it's been settled favorably, and that is now behind me.

R&R: Was getting that behind you what's made you comfortable with the idea of returning to *Coast-to-Coast*?

AB: That's what made me take myself off the show, but that's not what brought me back. What brought me back was that I was asked to take it back. The show had seen some pretty serious listener erosion and the loss of major affiliates since I'd left. Look, that show was my baby. I built it from the ground up, brick by brick. To see it coming apart brick by brick from the top down was not something I was very comfortable with at all. I could not sit by and watch my baby choke to death, so to speak. So when Premiere approached me to come back, it was on that basis that I did so. If the show had been running well and doing fine, I don't think I would have come back to it.

Bell Goes One-On-One With Drudge!

The very first industry appearance for Art Bell following his return to the *Coast-to-Coast* microphone will be with cybercolumnist and fellow Premiere Radio Networks host Matt Drudge at TRS 2001!



Join us as Drudge conducts an exclusive, one-on-one interview with Bell at a special Saturday-morning event just for TRS 2001 attendees. You won't want to miss Bell live with Drudge at the upcoming R&R Talk Radio Seminar, March 8-10 at the Marina Beach Marriott Hotel in Los Angeles.

To register, log on to **R&R ONLINE** (www.ronline.com) and select the "Conventions" link for one-click access to the TRS 2001 homepage. There you'll also find a complete agenda for R&R's sixth annual Talk Radio Seminar. Or turn to Page 10 in this week's issue for a TRS 2001 registration form. For additional information, call the TRS 2001 hotline at 310-788-1696.

"That show was my baby. I built it from the ground up, brick by brick. To see it coming apart brick by brick from the top down was not something I was very comfortable with at all."

R&R: What would you say to those skeptics who suggest that in any situation where someone comes back from retirement, it's money that's the real motivating factor?

AB: When Premiere asked me to come back, I suppose they were prepared to pay me a lot of money. But I said, "Guess what? I don't want any more money; just pay me what you paid me before." What I did want, and what I got, was to cut the show's commercial load and return it to five hours in length. [*Coast-to-Coast* went to a four-hour format following Bell's departure last year.] Those were really my only two negotiating points, and Premiere

agreed to them both.

R&R: What do you think listeners will notice most when you return?

AB: I'm going to take the show back to its basics. I think the audience will recognize an immediate and significant change in the listenability of the show.

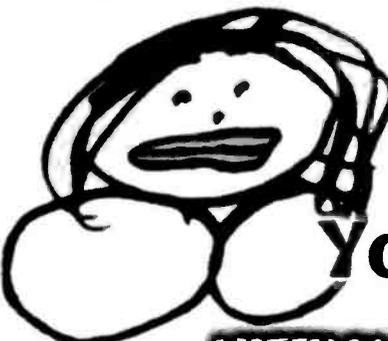
R&R: Having now experienced life on both sides of the media, do you have any comments on what it's like to be the focus of all that media attention?

AB: Throughout my entire career I have been the recipient of an awful

Continued on Page 30



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Ho's Baaaaack!

Continued from Page 29

lot of publicity. For the most part, I think that coverage has been fair and accurate. If you are going to be a public person, you had better grow a thick skin, because you're going to need it. You're fair game for almost anything when you are a public figure. I have a thick skin, and I don't really care what someone says about me, short of something that is completely libelous. If someone wants to say I'm a nutcase, go ahead, because I don't really care. My audience will decide for themselves about that.

R&R: Based on what you have experienced, do you think the media tends to cross the line between an individual's public and private life too aggressively?

AB: Yes, I do. And, as a public figure, if you don't put your foot down, you are constantly going to get upended, to use a football analogy. There is a line: You can comment on my work or my beliefs or criticize many other things about me, and that's just fine, but there is a line with any public figure, and the media must learn that they can-

not cross that line, at least not without proof.

R&R: I'd like to offer up a couple of names and ask for your comment on each of these people. Let's start with Craig Kitchin.

AB: Craig is simply the best senior executive in radio. He has been more than fair to me. Craig did all the right things and made all the right moves to ensure there was a possibility that I could come back. He is the best guy in radio today.

R&R: Randy Michaels.

AB: He is absolutely one of radio's great characters. The guy has enough real, old-school radio inside him to fill up 10 of us and then some.

R&R: Alan Corbeth.

AB: The hardest worker I have ever seen in my whole life. You can take a high percentage of my success and attribute it to Alan Corbeth.

R&R: Your replacement on Coast-to-Coast, Mike Siegel.

AB: I guess I would just like to thank Mike publicly for doing his damndest to keep things together during the past year.

R&R: Let's move on to some of the people who are now a part of

Coast-to-Coast as the show's regular weekend hosts. Your thoughts on Ian Punnett.

AB: Brilliant is the word I would use to describe Ian. I'm not sure what all of his future plans may be, but I sure hope they always include radio.

R&R: Barbara Simpson.

AB: She has really developed and is getting better and better with every show she does.

R&R: Lastly, there is Whitley Strieber, who took over hosting Dreamland on Sunday nights.

AB: He's improved dramatically as the host of Dreamland. Remember that Whitley was not a talk show host when he started doing this, but I think he's turned into one.

R&R: You've joined an elite few in our business who have created unique radio franchises. What do you think it is about you that causes listeners to connect to the program on such a personal level?

AB: Sometimes I wish I knew that myself, but then again, I believe I really don't want to know. I've asked myself that question many times, and I honestly don't have the slightest idea of the answer. I'm

"That last day was so emotional and so difficult, I don't know if I can even come up with the words to describe how I was feeling. Quite honestly, I closed the microphone and cried."

afraid that if I were to dissect it and try to pull it apart to see why what I do works, it might not be there anymore. So the short answer is, I just don't know. I just go in there and do it. Most nights I don't have the slightest idea what I'm going to talk about — I just do it.

R&R: In an article I wrote soliciting comments from Talk radio executives after your retirement last year, one described you as a "passionate true believer for the true believers." Are you comfortable with that description?

AB: Yes, I think I am. What I really think I am is a true seeker. You know, everyone tends to put labels on you. And while I think the "paranormal" label that often gets put on me and my show is generally fair, listeners to the program know that it really is much, much more than that.

R&R: When you first took the show national in 1993, did you have any idea that it would become such a phenomenal success? Is it what you aspired to?

AB: No, not at all. Back in the 1980s I was doing a fairly politically oriented talk show on KDWN/Las Vegas, and I guess I just got bored. So I began to do some fairly outrageous things — at least the program director at the time thought they were pretty outrageous. The audience really responded. And, frankly, I responded too. I just sort of lit up, and so did the audience. Even though it may seem to some that the show was a pretty quick success story, for me personally, and for the fans of the program, it was a slow transition. I didn't have any aspirations or dreams to be syndicated; it was just one of those things that happened.

R&R: So you don't have any words of wisdom for those who aspire to what you have achieved?

AB: I know there are a lot of Talk radio hosts out there who aspire to be syndicated, but I think it's a little like waiting for water to boil. Don't sit there and watch it, just do what you do. If what you are doing is unique, and you're not simply plowing someone else's path, I think you have a chance.

R&R: Word has it that you and your wife are set to become radio station owners in your hometown soon. Can you tell us about that, and will it be a Talk station?

AB: You can bet that it will. We have received the construction permit to build KNYE, a Class A FM station at 95.1. Those call letters, by the way, should set off some bells

for those already familiar with the Kingdom of Nye. We originally considered doing Oldies, which is the music that I love — a fact that is reflected in the bumper music on my program. That is likely the direction we would have gone had I not come back to the show. But now that I'm doing that, one of the added benefits is that the station will be able to carry Premiere's programming, which I feel is the best Talk radio programming available in the country.

R&R: Given the resources available to you after years of success, along with the well-publicized dollars that you were paid for your show when you sold the syndication rights several years ago, why aren't you living in Beverly Hills or on the beach in Monaco instead of in a doublewide mobile home in a small valley in the middle of the Nevada desert?

AB: [Laughs] I get asked that question a lot. I'm not really sure that I know the answer. I enjoy a simple life. My quest is not for money; I have enough. I'm comfortable, and, as I said already, money is not the reason for my coming back. The material side of life has never been a driving force for me. If I have enough to be comfortable, and I have a house that I like living in, that's really where the material ambition stops. I know that's difficult for a lot of people to digest, but it really is true.

R&R: Tell us some of the thoughts that were going through your mind on April 27 of last year.

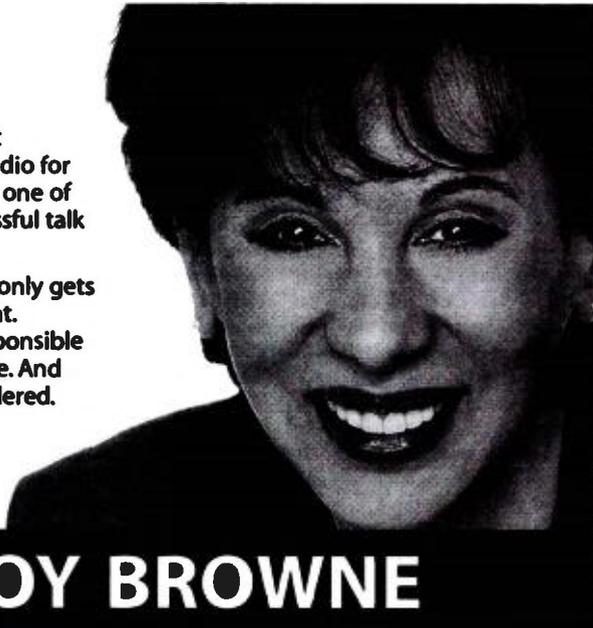
AB: That last day was so emotional and so difficult. I don't know if I can even come up with the words to describe how I was feeling. Quite honestly, I closed the microphone and cried. Now, I'm not a crier — in my life I can think of maybe a half-dozen times that I've cried over anything. But I did that morning. It was very, very hard.

R&R: Contrast that morning with how you feel today. Is it like starting over, or is it simply like jumping back up on the horse?

AB: I've always been one of those people who had sort of a minor panic attack just before going on the air, and I don't think that will change. I think I'll probably be a little rusty at first, but since what I've always done on the radio has been what has always come so naturally to me, I suspect that after sitting in that chair for a little while it will all fall into place again. How will it go? I guess I won't really know until it happens. I'd say tune in and find out. We'll all find out how I do together.

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12+ FALL 2000 ARBITRON RESULTS

Puerto Rico - #13

| Station (Format) | Owner | Su '00 | Fa '00 |
|----------------------|----------------|--------|--------|
| WPRM-FM (Tropical) | Uno Radio | 8.6 | 10.5 |
| WKAQ-FM (Trop/CHR) | El Mundo | 5.0 | 5.4 |
| WFIO-FM (AC) | Uno Radio | 4.5 | 4.0 |
| WKAQ-AM (Span. N/T) | El Mundo | 6.2 | 4.0 |
| WMEG-FM (CHR/Pop) | SBS | 4.4 | 3.8 |
| WIDA-FM (Span. AC) | Clear Chan. | 2.8 | 3.6 |
| WZNT-FM (Tropical) | Clear Chan. | 4.1 | 3.6 |
| WCMA-FM ('80s/O)* | SBS | 1.8 | 3.3 |
| WAPA-AM (Span. N/T) | Ventura | 2.6 | 2.7 |
| WZAR-FM (Tropical) | Uno Radio | 3.2 | 2.6 |
| WIAC-FM (Span. AC) | Bestov | 3.5 | 2.4 |
| WIVA-FM (Tropical) | Uno Radio | 2.5 | 2.4 |
| WORD-FM (B/EZ) | Roman Catholic | 3.7 | 2.4 |
| WXYX-FM (Trop/CHR) | RAAD | 2.7 | 2.4 |
| WQDA-FM (Span. AC) | Clear Chan. | 1.2 | 2.1 |
| WUQJ-FM (Trop/CHR) | El Mundo | 1.4 | 1.9 |
| WVOC-FM (Span. AC) | Int'l Br. | 1.0 | 1.9 |
| WCOR-FM (Trop/CHR) | Clear Chan. | 1.6 | 1.8 |
| WVJP-FM (Span. AC) | Borinquen | 1.0 | 1.8 |
| WCNN-FM (Trop/CHR) | Caribbean | 1.6 | 1.7 |
| WOYE-FM (Trop/CHR) | Clear Chan. | 1.8 | 1.4 |
| WAEI-FM (Span. AC) | WAEI | 1.0 | 1.2 |
| WCAD-FM (Rock) | Br. Sys. | 1.4 | 1.2 |
| WCTA-FM (Tropical) | Clear Chan. | 1.0 | 1.1 |
| WNRT-FM (Span. Rel.) | Arecibo | 1.1 | 1.1 |
| WUNO-AM (Span. News) | Uno Radio | 0.9 | 1.1 |
| WIDC-FM (Span. AC) | Clear Chan. | 0.8 | 1.0 |
| WRIO-FM (Tropical) | Uno Radio | 1.0 | 1.0 |

* Was Tropical until October

Denver-Boulder - #23

| Station (Format) | Owner | Su '00 | Fa '00 |
|-----------------------|---------------|--------|--------|
| KYGO-FM (Country) | Jeff.-Pilot | 7.0 | 8.2 |
| KOA-AM (N/T) | Clear Chan. | 6.1 | 7.6 |
| KOSI-FM (AC) | Tribune | 6.4 | 6.3 |
| KBCO-FM (Adult Alt.) | Clear Chan. | 6.8 | 5.6 |
| KRFX-FM (Cl. Rock) | Clear Chan. | 5.0 | 5.5 |
| KOKS-FM (CHR/Rhy) | Jeff.-Pilot | 5.4 | 4.4 |
| KXKL-FM (Oldies) | Infinity | 5.0 | 4.2 |
| KBPI-FM (Act. Rock) | Clear Chan. | 3.5 | 3.8 |
| KIMN-FM (Hot AC) | Infinity | 5.1 | 3.7 |
| KKHK-FM (Cl. Rock) | Tribune | 3.4 | 3.4 |
| KXPK-FM (Alt./O)* | Emmis | 2.6 | 3.3 |
| KALC-FM (CHR/Pop)** | Emmis | 4.6 | 3.1 |
| KDJM-FM (Rhy/O) | Infinity | 4.0 | 2.9 |
| KHOW-AM (N/T) | Clear Chan. | 3.3 | 2.9 |
| KJCO-FM (NAC/SJ)*** | Jeff.-Pilot | 2.6 | 2.9 |
| KEZW-AM (Adult Std.) | Tribune | 2.1 | 2.5 |
| KFMO-FM (CHR/Pop)**** | Clear Chan. | 3.3 | 2.2 |
| KKFN-AM (Sports) | Jeff.-Pilot | 1.0 | 2.1 |
| KTCL-FM (Alt.) | Clear Chan. | 2.7 | 2.0 |
| KXUU-FM (CHR/Rhy) | High Peak Br. | 0.0 | 1.6 |
| KVOD-AM (Classical) | Clear Chan. | 0.9 | 1.4 |
| KCKK-AM (Country) | Jeff.-Pilot | 0.5 | 1.3 |
| KLZ-AM (Rel.) | Crawford | 0.9 | 1.2 |
| KJME-AM (Reg. Mex.) | Montana | 0.6 | 1.1 |

* Was Alternative until October

** Was Hot AC until September

*** Was KCKK-FM (Country) until late September

**** Was KHII-FM (NAC/SJ) until late September

Portland, OR - #25

| Station (Format) | Owner | Su '00 | Fa '00 |
|----------------------|-------------|--------|--------|
| KKCW-FM (AC) | Clear Chan. | 5.9 | 6.7 |
| KEX-AM (Full Serv.) | Clear Chan. | 5.5 | 6.3 |
| KUPL-FM (Country) | Infinity | 5.6 | 5.9 |
| KINK-FM (Adult Alt.) | Infinity | 4.8 | 5.7 |
| KKSN-FM (Oldies) | Entercom | 5.6 | 5.7 |
| KXJM-FM (CHR/Rhy) | Rose City | 5.5 | 5.3 |
| KKRZ-FM (CHR/Pop) | Clear Chan. | 5.5 | 5.1 |
| KVMX-FM ('80s/O) | Infinity | 6.5 | 4.9 |
| KWJJ-FM (Country) | Fisher | 4.0 | 4.7 |
| KUFO-FM (Act. Rock) | Infinity | 3.7 | 4.2 |
| KGON-FM (Cl. Rock) | Entercom | 4.3 | 3.9 |
| KKJZ-FM (NAC/SJ) | Infinity | 3.1 | 3.5 |
| KRSK-FM (Hot AC) | Entercom | 2.6 | 3.5 |
| KNRK-FM (Alt.) | Entercom | 3.6 | 3.0 |
| KXL-AM (N/T) | Rose City | 2.9 | 2.9 |
| KKSN-AM (Adult Std.) | Entercom | 2.5 | 2.0 |
| KPOD-FM (Rel.) | Salem | 1.2 | 1.4 |
| KUPL-AM (Country) | Infinity | 0.8 | 1.4 |
| KFXM-AM (Sports) | Entercom | 2.2 | 1.3 |
| KOTK-AM (Talk) | Fisher | 1.3 | 1.3 |
| KEWS-AM (Talk) | Clear Chan. | 0.6 | 1.0 |

San Antonio - #32

| Station (Format) | Owner | Su '00 | Fa '00 |
|----------------------|-------------|--------|--------|
| KISS-FM (Act. Rock) | Cox | 7.8 | 7.5 |
| KBBT-FM (CHR/Rhy) | Hispanic | 0.0 | 6.1 |
| KONO-FM (Oldies) | Cox | 5.3 | 6.1 |
| KTFM-FM (CHR/Rhy) | Infinity | 9.3 | 5.9 |
| KXTN-FM (Tejano) | Hispanic | 5.4 | 5.0 |
| WOAI-AM (N/T) | Clear Chan. | 3.3 | 4.9 |
| KXXM-FM (CHR/Pop) | Clear Chan. | 7.2 | 4.7 |
| KCYF-FM (Country) | Cox | 4.9 | 4.5 |
| KAJA-FM (Country) | Clear Chan. | 4.1 | 4.3 |
| KZEP-FM (Cl. Rock) | Lotus | 5.3 | 4.2 |
| KOXT-FM (AC) | Clear Chan. | 4.3 | 4.1 |
| KROM-FM (Reg. Mex.) | Hispanic | 3.2 | 3.5 |
| KSMG-FM (Hot AC) | Cox | 4.2 | 3.5 |
| KTSA-AM (N/T) | Infinity | 3.3 | 3.3 |
| KCOR-FM (Spanish/O) | Hispanic | 0.0 | 2.4 |
| KCOR-AM (Span. N/T) | Hispanic | 1.4 | 2.3 |
| KLEY-FM (Reg. Mex.) | SBS | 3.5 | 2.3 |
| KCJZ-FM (Rhy/O) | Cox | 3.5 | 2.0 |
| KKYX-AM (Country) | Cox | 2.1 | 1.6 |
| KLUP-AM (Adult Std.) | Cox | 1.8 | 1.6 |
| KSJL-AF (Urban) | Clear Chan. | 1.6 | 1.2 |
| KBUC-FM (Country) | Reding | 0.0 | 1.0 |

Milwaukee-Racine - #31

| Station (Format) | Owner | Su '00 | Fa '00 |
|----------------------|-------------|--------|--------|
| WTMJ-AM (N/T) | Journal | 10.4 | 10.4 |
| WMIL-FM (Country) | Clear Chan. | 6.6 | 7.5 |
| WKV-FM (Urban) | Clear Chan. | 7.1 | 7.4 |
| WXSS-FM (CHR/Pop) | Entercom | 7.1 | 6.4 |
| WLZR-FM (Act. Rock) | Saga | 6.4 | 5.6 |
| WOKY-AM (Adult Std.) | Clear Chan. | 5.3 | 5.4 |
| WKLH-FM (Cl. Rock) | Saga | 5.8 | 5.3 |
| WISN-AM (Talk) | Clear Chan. | 4.9 | 4.9 |
| WTKI-FM (Hot AC) | Journal | 4.8 | 4.8 |
| WMYX-FM (Hot AC) | Entercom | 4.7 | 4.7 |
| WRIT-FM (Oldies) | Clear Chan. | 3.8 | 4.6 |
| WLTO-FM (AC) | Clear Chan. | 4.2 | 4.4 |
| WJZI-FM (NAC/SJ) | Milwaukee | 3.6 | 3.7 |
| WFMR-FM (Classical) | Saga | 1.6 | 2.7 |
| WLUM-FM (Rock) | Milwaukee | 2.6 | 2.3 |
| WJMR-FM (Rhy/O) | Saga | 2.6 | 1.9 |
| WMCS-AM (Urban AC) | Milwaukee | 1.1 | 1.8 |
| WEZY-FM (AC) | Bliss | 0.7 | 1.1 |
| WNOV-AM (Urban) | Courier | 1.0 | 1.0 |

Cincinnati - #26

| Station (Format) | Owner | Su '00 | Fa '00 |
|----------------------|-------------|--------|--------|
| WLW-AM (Full Serv.) | Clear Chan. | 9.6 | 9.2 |
| WUBE-FM (Country) | Infinity | 7.3 | 7.4 |
| WIZF-FM (Urban) | Blue Chip | 4.9 | 6.6 |
| WEBN-FM (Rock) | Clear Chan. | 7.4 | 6.5 |
| WRRM-FM (AC) | Susquehanna | 6.1 | 6.3 |
| WKFS-FM (CHR/Pop) | Clear Chan. | 5.0 | 6.0 |
| WMOJ-FM (Rhy/O) | Susquehanna | 5.7 | 5.3 |
| WOFX-FM (Cl. Rock) | Clear Chan. | 4.8 | 4.9 |
| WKRC-AM (Full Serv.) | Clear Chan. | 4.1 | 4.8 |
| WGRR-FM (Oldies) | Infinity | 6.0 | 4.7 |
| WKRO-FM (CHR/Pop) | Infinity | 4.6 | 3.7 |
| WVMX-FM (Hot AC) | Clear Chan. | 3.0 | 3.6 |
| WYGY-FM (Country) | Clear Chan. | 2.3 | 3.2 |
| WSAI-AM (Adult Std.) | Clear Chan. | 3.3 | 2.8 |
| WAQZ-FM (Alt.) | Infinity | 2.6 | 2.5 |
| WHKO-FM (Country) | Cox | 1.3 | 1.0 |

Kansas City - #30

| Station (Format) | Owner | Su '00 | Fa '00 |
|---------------------|-------------|--------|--------|
| WDAF-AM (Country) | Entercom | 5.1 | 6.4 |
| KPRS-FM (Urban) | Carter | 7.5 | 6.0 |
| KQRC-FM (Act. Rock) | Entercom | 7.8 | 6.0 |
| KMBZ-AM (N/T) | Entercom | 5.6 | 5.8 |
| KFKF-FM (Country) | Infinity | 6.0 | 5.5 |
| KMXV-FM (CHR/Pop) | Infinity | 6.0 | 5.4 |
| KRBZ-FM (Hot AC) | Entercom | 2.0 | 5.1 |
| KBEO-FM (Country) | Infinity | 4.4 | 4.7 |
| KCFX-FM (Cl. Rock) | Susquehanna | 4.1 | 4.5 |
| KSRC-FM (AC) | Infinity | 4.3 | 4.5 |
| KCIY-FM (NAC/SJ) | Entercom | 4.6 | 4.3 |
| KCMD-FM (Oldies) | Susquehanna | 4.7 | 4.3 |
| KUDL-FM (AC) | Entercom | 4.6 | 4.2 |
| KCHZ-FM (CHR/Pop) | Syncom | 3.0 | 3.8 |
| WHB-AM (Sports) | Union | 1.9 | 3.7 |
| KCMO-AM (N/T) | Susquehanna | 3.4 | 3.6 |
| KYYS-FM (Rock) | Entercom | 4.1 | 3.5 |
| KNRX-FM (Urban AC) | Syncom | 3.6 | 2.9 |
| KPRT-AM (Rel.) | Carter | 1.1 | 1.0 |

Riverside-San Bernardino - #29

| Station (Format) | Owner | Su '00 | Fa '00 |
|----------------------|-------------|--------|--------|
| KFRG-FM (Country) | Infinity | 8.2 | 9.3 |
| KFI-AM (Talk) | Clear Chan. | 6.6 | 5.8 |
| KGGI-FM (CHR/Rhy) | Clear Chan. | 5.3 | 5.4 |
| KOLA-FM (Oldies) | Anaheim | 5.6 | 4.8 |
| KCAL-FM (Rock) | Anaheim | 5.4 | 3.9 |
| KIIS-FM (CHR/Pop) | Clear Chan. | 3.2 | 3.6 |
| KPWR-FM (CHR/Rhy) | Emmis | 2.6 | 2.9 |
| KSSS-FM (Span. Con.) | Entravision | 2.8 | 2.9 |
| KCBS-FM (Cl. Rock) | Infinity | 2.7 | 2.8 |
| KLOS-FM (Cl. Rock) | ABC | 3.3 | 2.7 |
| KSCA-FM (Reg. Mex.) | Hispanic | 2.7 | 2.6 |
| KBFT-FM (Urban) | Clear Chan. | 2.6 | 2.5 |
| KLVE-FM (Span. AC) | Hispanic | 2.0 | 2.5 |
| KTWV-FM (NAC/SJ) | Infinity | 2.0 | 2.4 |
| KWRP-FM (Adult Std.) | Magic Br. | 2.8 | 2.4 |
| KOST-FM (AC) | Clear Chan. | 2.4 | 2.3 |
| KROQ-FM (Alt.) | Infinity | 2.3 | 2.3 |
| KCXX-FM (Alt.) | All Pro | 3.1 | 2.2 |
| KXRS/KXS (Reg. Mex.) | Lazer | 1.7 | 2.1 |
| KELT/KLIT (AC) | Amaturo | 1.5 | 2.0 |
| KCMG-FM (Rhy/O) | Clear Chan. | 1.9 | 1.8 |
| KLSX-FM (Talk) | Infinity | 1.2 | 1.7 |
| KNJR-FM (Reg. Mex.) | SBS | 0.5 | 1.6 |
| KNX-AM (News) | Infinity | 1.6 | 1.4 |
| KATY-FM (AC) | All-Pro | 0.0 | 1.3 |
| KBIG-FM (Hot AC) | Clear Chan. | 1.8 | 1.2 |
| KWVE-FM (Rel.) | Calvary Ch. | 0.6 | 1.2 |
| KRCV-FM (Spanish/O) | Hispanic | 0.7 | 1.1 |
| KRTH-FM (Oldies) | Infinity | 1.6 | 1.1 |
| KZLA-FM (Country) | Emmis | 1.0 | 1.0 |

San Jose - #28

| Station (Format) | Owner | Su '00 | Fa '00 |
|------------------------|--------------|--------|--------|
| KGO-AM (N/T) | ABC | 6.0 | 7.0 |
| KSFO-AM (Talk) | ABC | 3.2 | 5.0 |
| KYLD-FM (CHR/Rhy) | Clear Chan. | 5.7 | 4.9 |
| KCBS-AM (News) | Infinity | 3.3 | 4.1 |
| KSJO-FM (Rock) | Clear Chan. | 3.2 | 4.0 |
| KSOL/KZOL (Reg. Mex.) | Hispanic | 4.5 | 3.9 |
| KRTY-FM (Country) | Empire | 2.9 | 3.8 |
| KOIT-AF (AC) | Bonneville | 2.9 | 3.7 |
| KDFC-FM (Classical) | Bonneville | 3.5 | 3.6 |
| KARA-FM (AC) | Empire | 2.6 | 3.2 |
| KBRG-FM (Span. AC) | Entravision | 2.8 | 3.2 |
| KEZR-FM (Hot AC) | Infinity | 3.7 | 3.0 |
| KBAY-FM (AC) | Infinity | 3.8 | 2.7 |
| KITS-FM (Alt.) | Infinity | 2.8 | 2.5 |
| KUFY-FM (Cl. Rock) | Clear Chan. | 3.0 | 2.4 |
| KZQZ-FM (CHR/Pop) | Bonneville | 2.8 | 2.3 |
| KFRS-AF (Oldies) | Infinity | 2.9 | 2.2 |
| KNBR-AM (Sports) | Susquehanna | 3.0 | 2.2 |
| KISQ-FM (Urban AC) | Clear Chan. | 1.6 | 2.0 |
| KMEL-FM (CHR/Rhy) | Clear Chan. | 2.0 | 2.0 |
| KCNL-FM (Alt./O)* | Clear Chan. | 1.6 | 1.8 |
| KKSF-FM (NAC/SJ) | Clear Chan. | 2.4 | 1.8 |
| KLOK-AM (Reg. Mex.) | Entravision | 2.6 | 1.8 |
| KIOI-FM ('80s/O)** | Clear Chan. | 1.7 | 1.7 |
| KABL-AM (Oldies) | Clear Chan. | 1.6 | 1.5 |
| KFFG/KFOG (Adult Alt.) | Susquehanna | 2.0 | 1.4 |
| KBLX-FM (Urban AC) | Inner City | 1.2 | 1.1 |
| KLLC-FM (Hot AC) | Infinity | 1.4 | 1.1 |
| KSAN-FM (Cl. Hits) | Susquehanna | 0.7 | 1.1 |
| KAZA-AM (Spanish/O) | Radio Fiesta | 1.4 | 1.0 |
| KYCY-FM (Country) | Infinity | 1.0 | 1.0 |

* Evolved from Classic Hits during September

** Was Hot AC until November

Sacramento - #27

| Station (Format) | Owner | Su '00 | Fa '00 |
|----------------------|-------------|--------|--------|
| KFBK-AM (N/T) | Clear Chan. | 7.4 | 11.1 |
| KNCI-FM (Country) | Infinity | 7.5 | 6.5 |
| KRXQ-FM (Act. Rock) | Entercom | 6.2 | 5.4 |
| KSEG-FM (Cl. Rock) | Entercom | 5.1 | 4.8 |
| KSFM-FM (CHR/Rhy) | Infinity | 3.5 | 4.5 |
| KDND-FM (CHR/Pop) | Entercom | 4.1 | 4.4 |
| KBMB-FM (CHR/Rhy) | Diamond | 3.3 | 4.1 |
| KSSJ-FM (NAC/SJ) | Entercom | 4.5 | 4.1 |
| KHTK-AM (Talk) | Infinity | 4.0 | 4.0 |
| KYMX-FM (AC) | Infinity | 5.6 | 3.7 |
| KWOD-FM (Alt.) | Royce Int'l | 3.3 | 3.3 |
| KCTC-AM (Adult Std.) | Entercom | 3.6 | 3.1 |
| KGBY-FM (AC) | Clear Chan. | 2.6 | 2.8 |
| KHYL-FM (Rhy/O) | Clear Chan. | 3.1 | 2.8 |
| KXOA-FM (Cl. Hits) | Infinity | 2.6 | 2.7 |
| KZSO-FM (Hot AC) | Infinity | 3.1 | 2.5 |
| KSTE-AM (N/T) | Clear Chan. | 3.0 | 2.4 |
| KTTA-FM (Reg. Mex.) | Aztec Media | 2.0 | 1.4 |
| KNBR-AM (Sports) | Susquehanna | 1.4 | 1.3 |
| KFIA-AM (Rel.) | Salem | 0.5 | 1.1 |
| KLNA-FM (CHR/Rhy) | Aztec Media | 1.1 | 1.1 |
| KTKZ-AM (Talk) | Salem | 0.6 | 1.1 |
| KGO-AM (N/T) | ABC | 1.1 | 1.0 |

Format Abbreviations

AC-Adult Contemporary, Adult Alt-Adult Alternative, Adult Std. - 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 AC-Hot AC, Misc-Miscellaneous, NAC/SJ-New AC/Smooth Jazz, Reg. Mex-Regional Mexican, Span. AC-Spanish Adult Contemporary, Spanish Con-Spanish Contemporary, Span N/T-Spanish News/Talk, Spanish/O-Spanish Oldies, Urban/AC-Urban Adult Contemporary, Urban-Urban Contemporary, Urban/O-Urban Oldies.

**SAME-DAY
RATINGS RESULTS**
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Clear Channel

Continued from Page 1

was issued. Trading was off slightly in the after-hours markets.

Analysts: Radio Ad Concerns 'A Near-Term Issue'

On Monday, the day before Clear Channel released its guidance, Salomon Smith Barney's Niraj Gupta and Jason Helfstein said they expected Clear Channel to "more or less affirm" its 2001 consensus, and they reiterated CCU's rating of "strong buy" with medium risk and its \$80 12-month target price. The analysts also said they had recently surveyed more than 30 local advertisers nationwide, including auto dealers and regional retailers, and found that local ad trends are solid and holding up better than expected. They concluded that advertising concerns are "a near-term issue."

"Local radio continues to take share away from other local media, particularly print," they noted. There were market exceptions — New York, Boston, San Francisco "and a couple of others" — but the duo said the results "support [their] contention that radio's secular growth story still has some legs to it." They concluded, "Radio's top-line growth remains quite weak in the short term, but the magnitude of this weakness is substantially overstated by the ex-

traordinary comparisons [with 2000's first half]."

Cumulus Media CEO Lew Dickey said Monday that he is "passionately optimistic" about his company and the industry in general, but he was careful not to preannounce his company's Q4 results during a chat with R&R. He did admit that there was clear evidence that Cumulus was "making progress" in late Q4. As for the industry, "Broadcasters will again have the wind at their backs," he said. "The fundamentals are definitely in place for radio to increase its share over the next five to 10 years."

Dickey's optimism comes on the heels of the company's announcement last week that Richard Weening has officially separated from Cumulus. In November 2000 Dickey told an investor and analyst teleconference that he was working on an exit plan for Weening, who had been Exec. Chairman and Treasurer of the company. On Jan. 26 Cumulus officially announced that Weening has relinquished his positions and resigned as a Cumulus employee. The announcement also restated that Dickey, Exec. VP/COO Jonathan Pinch, Exec. VP/CFO and Treasurer Marty Gausvik and Exec. VP John Dickey were officially elected to their posts. R&R could not reach Weening in his Milwaukee office, where he is now President of

Quaestus & Co., a financial service company. Weening got one year's wages, a little more than \$300,000, when he exited.

UBS Warburg analyst Christopher Dixon on Monday reiterated his "strong buy" recommendation on Viacom. He said CBS' "impressive ratings generated by the Super Bowl and *Survivor II*" — and the fact that CBS sold 100% of its Super Bowl spots and "exceeded guarantees" — were enough to ease his concerns about advertising weakness and underscored "the basic strength of the broadcasting medium to reach consumers and establish brands." Dixon's 12-month price target on Viacom is \$84 per share.

Prudential Securities analyst James Marsh last week initiated coverage of **Emmis Communications**, giving it a "strong buy" rating and setting a \$47 target price, a 30% upside from current prices.

"Emmis' balanced exposure to high-growth radio broadcasting and a recently acquired television turnaround situation should drive better-than-average growth rates, yet the EMMS shares trade at a below-market multiple of 12.7 times, a 14% discount to the radio group," Marsh said. "Emmis' share performance has lagged the radio group since the passing of the Telecom Act of 1996 ... but we believe the shares are poised to outperform from here."

ABC

Continued from Page 1

• **Ken Mayer** takes on Engineering and Facilities Management in addition to his VP/Finance duties.

• **T.J. Lambert**, currently VP/ Sports, will now report to McConnell and assume additional ESPN Radio duties.

"Content is king," remarked Keller in a memo to ABC Radio Networks staffers. "The marketplace is certainly reflecting this fact. ABC's historical position as the radio industry's leading provider of quality content is a proven long-term winner. Now is the time to leverage our content superiority by providing added focus in these key areas: pro-

gramming, new media, affiliations and resource and asset management."

As part of the changes, the ABC Radio Today brand is being folded into ABC Radio Networks and will no longer be used as a separate identity. McConnell will oversee programming that was under the ABC Radio Today banner, including shows hosted by Bob Kingsley and Dick Bartley. He will continue to oversee ESPN Radio, including owned stations and the network.

Remarked Keller, "John will also be charged with developing new long- and short-form programming that will keep ABC at the forefront of innovative products that drive ratings and revenue for our affiliates and deliver profits for the network ... his experience and track record of

success promises an exciting period of growth in his area."

McConnell joined ABC Radio more than 11 years ago. During that time he has held programming stints that included News/Operations Director for KGO/San Francisco and VP/ABC News Radio.

As for Rich, Keller noted, "Geoff has a reputation for being one of the leading innovators in the radio industry. He has grown our Internet products into the leading digital radio properties in the industry while simultaneously managing the ABC Radio Today business. His unsurpassed knowledge of radio programming and his skill as a business unit leader are exactly the type of focus we need to grow this strategically important business."

TRS

Continued from Page 1

as host of *Coast-to-Coast*, beginning Feb. 5. "I am going to take the show back to its basics," Bell told R&R in a recent interview (see Page 29). "I think the audience will recognize an immediate and significant change in the listenability of the show."

Commenting on Bell's pending return and his appearance at TRS 2001 with Drudge, Premiere Radio Networks President/COO Kraig Kitchin — who was responsible for luring Bell back to the airwaves — told R&R, "I am proud and eager to deliver his familiar voice and earnest conversation again to so many people and affiliates nationwide.

"Art Bell has been a much talked-about personality within our industry, but for all the times his name has

been mentioned both off and on the air, few industry members have actually met him. Here's a man who has been in radio for 25 years, the last seven of which have been high-profile, and most people will be meeting him for the first time. Couple that with a newcomer to this medium, a veteran of only two years, in Matt Drudge, and you have a classic pairing of a proven veteran and a high-profile newcomer."

Drudge, who created his first Internet page in 1995, experienced nearly overnight success after launching *The Drudge Report* (www.drudgereport.com), an online news site that the *Washington Post* has called "a strange brew of media, political and show biz tidbits that has drawn all kinds of fans in high places."

The man with the ever-present fedora, who admits to being an afficio-

nado of legendary Hollywood reporter Walter Winchell, has also felt the heat from those people in high places. His critics are as outraged by his no-rules, no-holds-barred style as his fans are entertained by it. Drudge signed a long-term deal with Premiere to host his Sunday-night radio talk show on the network after ABC Radio announced late last year that it did not plan to renew the controversial cyberhost's program.

R&R's annual Talk Radio Seminar will take place March 8-10 at the Marina Beach Marriott Hotel in Los Angeles. You'll find a registration form on Page 11 of this week's issue. You can also log on to R&R ONLINE (www.ronline.com) and click on the Conventions link for online registration, hotel information and the complete TRS 2001 agenda. Or call the TRS 2001 hotline at 310-788-1696.



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The Jock Of Chicago

Larry Lujack: 'People were in tears about me retiring.'

Larry Lujack is not a big-city guy. Apart from his recent stint at WUBT (The Beat)/Chicago — which he did by remote — he's spent the last 13 years in Santa Fe, NM, living in relative obscurity. And that's just the way he wants it.

"I've never liked big cities," he says. "Lots of people, too many cars and those damn expressways." Still, for 20 years, beginning in 1967, Lujack dominated Top 40 radio in Chicago on WLS and WCFL. No small potatoes for a guy who grew up in Idaho.

"I've always loved wide-open spaces," Lujack explains, "but with the career direction I took, I ended up spending most of my adult life living in places I hated."

Ah, c'mon, Uncle Lar! Was it really that bad?

John Records Landecker, who was at WLS with Lujack and now does mornings for WJMK/Chicago, says that Lujack was having a great time, even though he won't fess up to it. "I think he loved what he did for a living," says Landecker. "Nobody held a gun to his head to make him stay."

Still in 1987 Lujack hung up his spurs. "On my last day at WLS I walked out of the station and felt a great weight had been lifted from my shoulders," Lujack recalls. "I was thinking, 'This is great. I don't have to do this anymore.'"

But then he punched the car radio and heard Landecker putting callers on the air. "Honest to God," Lujack says, as if he's still surprised, "people were in tears about me retiring. By the time I got home, I felt guilty that I had somehow let these people down."

Does this mean he had second thoughts? "Not *that* guilty," says the man once known as Superjock.

MR CYNICAL

The Larry Lujack story could be a book. In fact, it was, but there's no space for those gory details here. (*Superjock* is out of print. Lujack says, "Don't ask.") But before there was someone to write about, there was an 18-year-old kid who did mornings at KCIL/Caldwell, ID — that is, when he made it to work on time.

"You can't get drunk the night before and expect to get up at four the next morning," explains Lujack. KCIL's GM, for whatever reason, didn't fire young

Mr. Lujack, but the writing was on the wall, and Lujack quickly relocated to KRPL/Moscow, ID, where the writing on the wall was real.

"Lots of stations had a big sign up in the control room that said SMILE, and everything that came out of your mouth had to sound friendly, upbeat and bright," he recalls. The thing is, Lujack didn't do upbeat and bright. "I'm sarcastic and cynical, and that got me in trouble in the early days," he says.

Besides, he really wasn't himself yet. "There was a guy in Seattle, at KJR, named Dick Curtis, and I thought he was just the coolest damn thing I'd ever heard on radio," Lujack says. He copied Curtis, but that didn't stop KRPL from canning him for not sounding friendly enough.

Job? No. Plan? Yes.

"I went to Oden's Radio School in Burbank, CA to get a first-class ticket, and then, after a stint in the Air Force National Guard, I got a job at KGEM/

Boise, ID. It was the capital of the state, 10,000 watts, and I thought, 'Hot damn, I'm in the big city now.'"

Lujack stayed in Boise for 18 months, and then things started heating up: He was hired by KNEW (later KJRB), the Kaye-Smith station in Spokane — the KJR/Seattle farm station.

DON'T SCREW WITH THE ADVERTISERS

One night in Spokane Lujack got carried away. "There was this Volkswagen dealer, and I forget ... uh ... exactly what I did, but it was stupid."

Pat O'Day, who was Kaye-Smith's National PD, has more details: "Larry played a spot for a local VW dealer and followed it by saying, 'We love those German cars, don't we?' The response, from a recording made in Berlin during the war, was, 'Seig Heil, Seig Heil.'"

This touched a nerve. "It turned out that the VW dealer had been involved with the Gestapo," O'Day says, "and while he deeply regretted his involvement, he was very, very paranoid and thought it was a personal message from Larry to him."

Ouch! Not friendly enough. Pink slip. Again. Lujack quickly turned up across town at KPEG, playing "cowboy music," but when KFXM/San Bernardino called, he headed to California — and lived to regret it.



Larry Lujack

"They fired all of us within four months, no kidding," he says. "It was one of those deals that used to happen. Hell, it still happens."

In 1963 Lujack was 23 and out of a work again. "I said to myself, 'I'm married, have one kid and another on the way, and this is not what I can do with the rest of my life,'" he recalls.

He decided to go back to college to get a degree in forestry and "live happily ever after in the woods." Larry Lujack a forest ranger! "I was all set to do it," he says, "but then I heard about an opening at KJR."

Lujack was committed to a life in the great outdoors, but KJR "was as big-time as you could possibly get," he says, so he placed a call to O'Day.

"I told him my whole sad story," says Lujack. "About the U-Haul trailers and getting fired and how I had decided, 'Screw it, I'm out of radio.' And O'Day said — and this just floored me — 'You wanna get back in?'"

THE END OF THE BEGINNING

In 1964 Lujack went to KJR, a move, O'Day says, that "seemed to leave the impression that the way to get to Seattle on a fast track in our company was to piss off an advertiser."

He stayed at KJR for 2 1/2 years and to this day believes that it was the best-sounding Top 40 station in the country. KJR, however, couldn't pay him what WMEX/Boston could, and besides, they weren't offering him afternoon drive. So Lujack drove across the country and arrived in Boston, only to find that he hated it.

Fortunately, after only four months in Beantown, Ken Draper, PD of WCFL, called Lujack about coming to Chicago. And only four months after he got to Chicago, ABC called about coming to WLS.

That, however, is a story for another time.

Until then, think about this: "Lujack can take people right down to what they really think and feel and not offend them," says O'Day. "He's a magician."

And his recent return to Chicago radio?

On Jan. 23 Lujack gave me an update: "At the moment I'm not on the air at The Beat, and no one else is either. They're running liners." The station is now CHR/Pop as "Kiss FM."

Doesn't sound too worried, does he?

Bob Shannon writes, voices, produces and consults from his Bainbridge Island, WA-based business, bobshannonworks. A 35-year radio veteran, Shannon was, until recently, VP/Creative for TM Century. He can be reached at bob@shannonworks.com.

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Street Talk.

Britney Speared By Fashion Guru

Mr. Blackwell, the man who makes every woman feel bad about herself, has released his annual ranking of the 10 worst-dressed women. Who's on top? None other than teen queen **Britney Spears**, who was named the worst fashion offender for



Dr. Laura

her two-piece tendencies. Radio and record stars dominated the list. Among those burned by Blackwell were Icelandic vocalist **Bjork**, who finished third, and **Madonna**, who placed fourth for her "kitschy" style. **Christina Agullera** finished sixth, and none other than Premiere Radio Networks talker **Dr. Laura Schlessinger** placed seventh. Blackwell commented, "When it comes down to fashion horror, no one does it better than Dr. Laura. A turtle-necked terror." **Courtney Love** rated eighth, and **Mariah Carey** nailed down position No. 9.

The rollout of AOL Time Warner saw immediate changes this week, and the first person expected to announce his resignation is Warner Bros. Sr. VP/Corporate Communications **Bob Merlis**. He joined the WB in 1971 as head of Warner Music's public relations department.

Meanwhile, as first reported in the Country Format Room at www.rronline.com, staffers at **Virgin/Nashville** received word Jan. 24 that the imprint will close on Feb. 9 as parent EMI merges the label with Capitol/Nashville. Such Virgin artists as Clay Davidson and Chris Cagle immediately transferred to Capitol, and more are set to follow. An EMI press release notes that Virgin President Scott Hendricks will depart the company and that EMI is "exploring ways to relocate Virgin/Nashville's remaining staff of 16."

Elsewhere in Music City, Mercury/Nashville President **Luke Lewis** is expected to become Chairman of Universal Music Group's Nashville operations. Following an official announcement, Lewis will unveil a new joint-venture label between Mercury/Nashville and Island Def Jam Music Group. He'll serve as

President of the new Nashville-based label, dubbed Lost Highway Records. Already reportedly signed to the imprint are Lucinda Williams and Kim Richey. As previously tipped in R&R's Country Hotfax, Lewis has tapped artist manager **Frank Callari** to oversee A&R and artist development and has hired ex-Mercury/Nashville VP/Promotion **Chris Stacey** as head of promotion.

What's up with the proposed merger between EMI Music and BMG Entertainment? *The Independent* of London reports that talks have stalled after serious problems with European officials, and BMG Entertainment President/CEO Rolf Schmidt-Holtz tells *Financial Times Deutschland* that the odds of a merger have not improved. Meanwhile, AP talked to Bertelsmann spokesman **Oliver Hergesell** on the *very same day*, and he reported that "negotiations are continuing on track." To make matters worse, the European Commission announced Tuesday that it has launched an investigation into alleged price-fixing by major record companies across the continent.

Johnny B Rejects Infinity Deal

Veteran Windy City talk host **Jonathon Brandmeier** had all but agreed to replace the venerable **Uncle Joe Benson** as morning host of Infinity Classic Rocker KCBS-FM (Arrow 93)/Los Angeles while continuing to hold the midday shift on FM Talker WCKG/Chicago via tape-delay. However, on Jan. 26, just one day after the *Chicago Sun-Times* broke the story, Brandmeier rejected the deal. "They negotiated professionally, fairly and in good faith, but the situation just didn't feel right," he told the newspaper. "On paper, it was a good deal — and I know I should base these decisions on some kind of logic. But why would I start doing that now?" Brandmeier has been off WCKG since his contract expired Jan. 11.

Elsewhere in Chicagoland, **Big City Radio** has agreed to an out-of-court settlement with **Clear Channel** over the use of the "Kiss" moniker at CHR/Pop trimulcast WDEK, WKIE & WKIF. The trio had been "92 Kiss FM" since

Continued on Page 36



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Continued from Page 34

1998, and on Jan. 12 they received a direct CHR/Pop competitor when Clear Channel flipped Rhythmic Oldies WUBT to "103.5 Kiss FM." Rather than suffer through a long legal and ratings fight, Big City switched 'DEK, 'KIE & 'KIF to a dance-influenced CHR/Rhythmic presentation on Jan. 26 as "Energy 92-7 and 5." Big City executives would not comment on the settlement.

In related news, KIIS/Los Angeles afternoon talent and syndicated morning master **Valentine** adds 'UBT to his affiliate list. The pickup gives Valentine his biggest market in syndication yet.

John Tesh is known to most Americans as the former co-host of TV's *Entertainment Tonight*, and he's had a highly successful career as an NAC/smooth jazz artist. This week Tesh put on his spurs and became the "test host" of KZLA/Los Angeles' morning show. Should Tesh be accepted by KZLA's management and listeners, he'd be teamed with Buzz Brainerd and Cecily Knobler. Interim morning host Shawn Parr would most likely shift to middays.

Speaking of SoCal, one of Los Angeles' most popular radio personalities has died. **Dick Whittinghill** ruled the airwaves between 1950 and 1979 as the top-rated morning host at Gene Autry's KMPC. He died Jan. 24 at age 87 of complications from colon surgery. Whittinghill was a singer with The Pied Pipers before beginning his radio career in the late '40s. He also appeared on such 1960s TV shows as *Dagnet*.

Longtime Boston air talent **Andy Moes** died of a heart attack Jan. 25 at his home in Milton, MA. He was 50. The market veteran had been teamed with Peter Blute in wakeups at WRKO-AM since October 1999 and spent a decade in morning drive with Joe Martelle at Boston's WROR. "Boston has lost a true treasure," Entercom/Boston VP Tom Baker commented. Moes is survived by his wife, Diane.

Pittsburgh radio veteran **Bob Roof** exits the Sr. VP/Operations post at Clear Channel/Pittsburgh. Roof has been in the Steel City for more than a decade and has also served as GM of WDVE. Roof won't be leaving the building, however. He'll continue to work with the Steelers and Penguins sports franchises on behalf of Clear Channel.

Precious nanoseconds before press time ST learned that longtime WAPE & WFYV/Jacksonville VP/GM **Mark Schwartz** has stepped down from his post. Cox/Jacksonville

Records

- Interscope Nat'l Dir./Alternative Promo **Brian McDonald** resigns, effective immediately.
- Former Interscope VP/Rock **Dave Ross** has not yet made a deal with Trauma Records, negating previous reports that he had all but signed with the label.
- Bertelsmann CEO **Thomas Middlehoff**, speaking at the World Economic Forum in Davos, Switzerland, told attendees that he's convinced he can introduce a subscription model for Napster in June or July 2001. The model would include a digital-rights management system.

Market Manager **Dick Williams** absorbs Schwartz's former duties.

Mystery Morning 'Star' Arrives

WQSX/Boston had a big secret to keep from its listeners and the Beantown press last week, and all was finally revealed on Jan. 26. A



new morning co-host had been chosen to accompany **Charlie Wilde**, and this mystery person would be arriving in the city by train at

7:30am that morning. WQSX PD Ron Valeri would only say that the celeb had been on numerous TV programs and had been seen on countless magazine covers. So who's the big new morning star? None other than *Survivor* champ **Richard Hatch** (pictured here, at left), who stepped off the train wearing a robe and a mask of former VP Al Gore. Hatch signed a multiyear contract with the Entercom Rhythmic AC station.

Howard Stern took his morning show entourage to the Wild West this week. On Monday he treated KXTE/Las Vegas' loyal listeners to a live remote from the city's Hard Rock Hotel & Casino. *The Howard Stern Show* then spent Tuesday through Thursday at E!'s Southern California studios. The trip reaches its climax today with a live broadcast from L.A.'s Playboy Mansion.

While California's power woes haven't affected Hef's spread or any other part of Los Angeles, those in the northern part of the Golden State have been at wit's end in their constant struggles to conserve electricity. The Boy Scouts at **KWOD/Sacramento** decided to let one lucky listener avoid the threat of blackouts altogether by giving away a power generator. The winner went home with the juice machine Jan. 26.

What's up at **KPLZ (Star 101.5)/Seattle**? A message on the station's website states that, effective Feb. 5, "Star 101.5 will no longer be a radio station." A listener-appreciation concert featuring Sister Hazel, Shawn Mullins and Nelly Furtado was held Wednesday evening at Benaroya Hall, and it looks as if a change of some sort is set to occur.

Citadel has pulled the plug on **KTBL (The Bull)/Albuquerque's** Classic Country format and is running an announcement telling people to turn to Hot Country sister KRST. Visitors to KTBL's website are automatically redirected to KRST's cyberhome. Could a flip to Rock be in the cards?

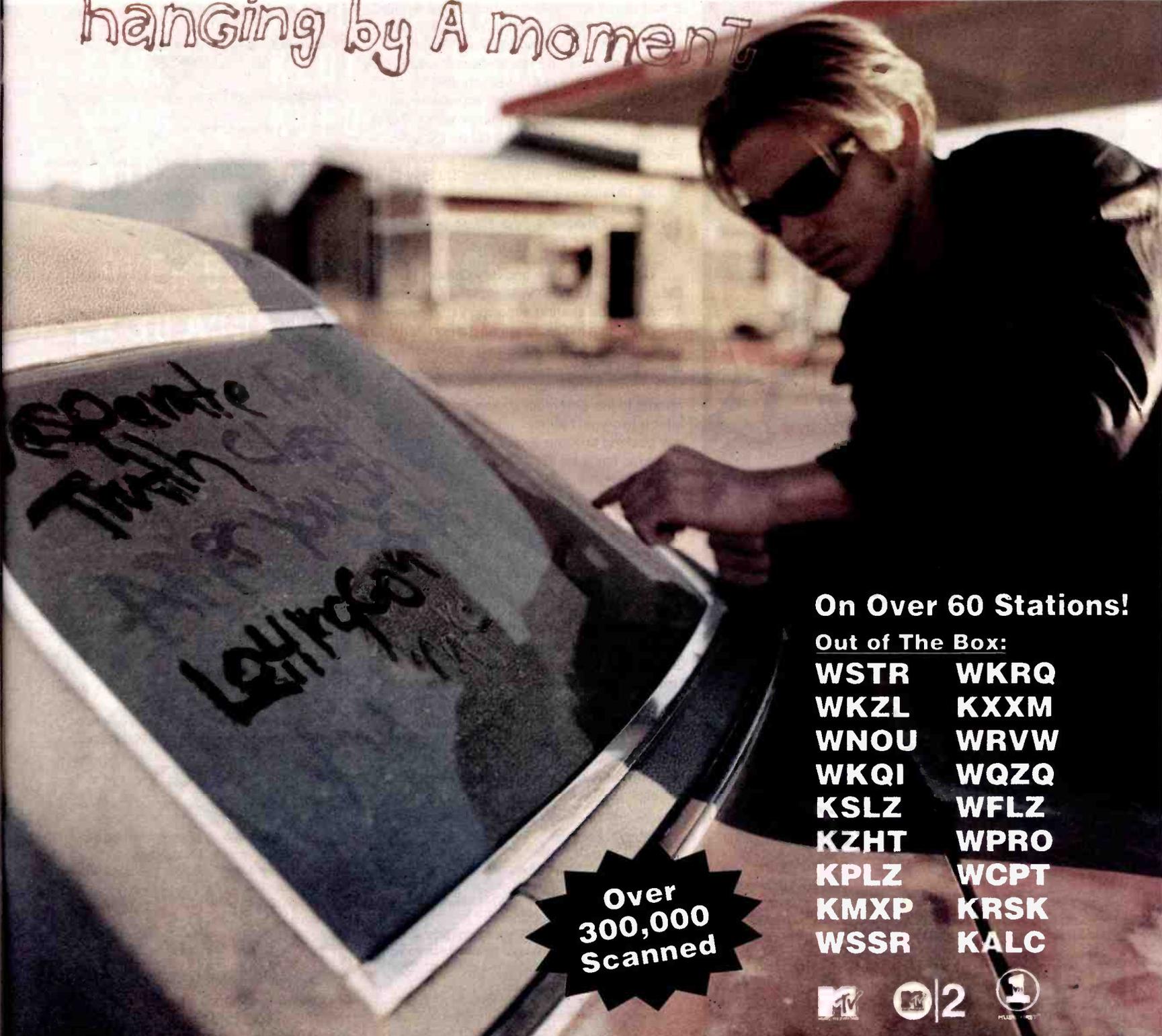
Active Rock returns to Modesto and Stockton, as **KKME/Manteca, CA** drops Rhythmic Oldies to become "Rock 96-7." **Max Miller**, PD for sister stations KOSO, KQOD & KUYL, adds similar duties at 'KME. KHOP recently dropped Active Rock for '80s, leaving a void in the northern San Joaquin Valley.

WWND/Raleigh becomes the latest station to flip to '80s. The station abruptly

Continued on Page 38

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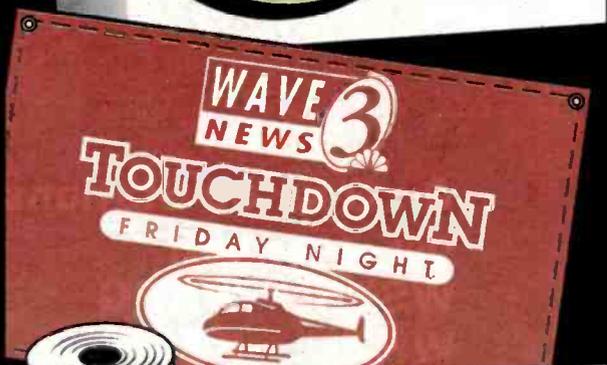
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Street Talk.

Continued from Page 36

dropped NAC/Smooth Jazz Jan. 26 and is now "The Star." OM Brant Curtiss tells ST that WWND's format was changed because its signal does not penetrate the market's all-important Durham business area, and at-work listening is crucial to NAC.

Newly retired President **Bill Clinton** seems to be enjoying his role as Mr. Mom, while Sen. Hillary Clinton has become the breadwinner for the former first family. Should Bill miss the nation's capital, WPGC PD Jay Stevens has a job waiting for him: Stevens is willing to pay the ex-Prez a whopping \$25,000 to take a shift on the CHR/Rhythmic FM. He explains that "Mr. Clinton has expressed his interest in the past about jammin' with WPGC, so here's his chance to be a DJ on DC's No. 1 radio station. He can have Hillary join him as his sidekick. Could you imagine: 'DJ Billy C ... blazin' 18 jams in a row'?"

There's No Place Like Home

Gary Jeff Walker and **Jay Gilbert** join Clear Channel's WMXV/Atlanta for wakeups. They won't be sharing a moving van, however. They'll remain in Cincinnati and air on 'MXV through the magic of voicetracking. Meanwhile, **Bill Coffey** — host of WBEE/Rochester's morning show for most of the '90s— returns to the Entercom station for wakeups after a two-year hiatus. Coffey won't be doing any packing anytime soon either. He'll be doing his show via ISDN from his Philadelphia-area home.

Steve Wexler, who just became VP/GM of Journal's Omaha stations last week, adds Sr. VP stripes for the company, as does WTMJ & WKTJ/Milwaukee VP/GM **Jon Schweitzer**.

WUSN/Chicago shuffles its lineup in the wake of morning co-host **Ramblin' Ray's** Jan. 26 departure. Afternoon driver **Big John Howell** shifts to wakeups and joins **Trish Biondo** and **Guitar Gavin**. Middayer **Bill Garcia** segues to Howell's old shift, and WYGY/Cincinnati afternoon driver **Audra Evans** takes Garcia's old slot. Overnighter **Amy Davis** and nighttimer **Mike Myers** swap duties.

Rumbles

- WDJX/Louisville PD **Barry Fox** rises to OM of Blue Chip/Louisville and will oversee programming of the seven-station cluster. WDJX APD/MD **Shane Collins** adds interim PD duties.
- WXQR/Greenville, NC taps **Brian Rickman** as OM over 'XQR and WQSL, replacing **Darrin Arriens**. Rickman previously served as PD of WZNX/Decatur, IL.
- **Jennifer Ward** becomes Programming Asst. for Infinity's four-station Houston cluster.
- WZNE/Rochester, NY PD **Rich MacKenzie** departs.
- WQLZ/Springfield, IL PD/MD **Woody Carlson** exits. APD/MD **Rocky Fithen** takes Carlson's former duties.
- WTUE/Dayton APD **Steve Kramer** rises to PD of Alternative sister WXEG. WTUE MD **John Beaulieu** adds APD duties.
- KDON/Monterey APD/midday host **Dennis Martinez** adds PD stripes.
- **B.J. Stone** succeeds **Beth Reynolds** as MD/ PD of WPPY/Peoria, IL.

RADIO RECORDS



1

- **Bill Rose** rises to VP/GM of Arbitron Internet Information Services.
- **Fran Epstein** becomes GM of KMIC/Houston.
- **Bob McKay** lands in WXTU/Philadelphia's PD chair.
- **Maxine Todd** tapped as KOAI/Dallas PD.

5

- **Andrea Ganis** ascends to Exec. VP/Promotion at Atlantic.
- **Craig Lambert** lands the Sr. VP post at Epic Records.
- **Lionel Ridenour** boosted to VP/R&B Promotion at Arista.
- **Dennis Gwiazdon** tapped as GM of KPOP & KGB/San Diego.
- **Garrett Michaels** made PD of WHYT/Detroit.

10

- **Andy Allen** promoted to Sr. VP/GM of Island Records.
- **Joe Bonadonna** elevated to Program Manager of WMMR/Philadelphia.
- **Kevin Metheny** named PD of KXXX/San Francisco.
- **Rick Thomas** recruited as KOY-FM/Phoenix PD.

15

- **Jim Arcara** advances to President of Cap Cities/ABC Radio as **Don Bouloukos** becomes President of Cap Cities/ABC Owned Radio Stations.
- **Frank Wood** tapped as President of Jacor Communications.
- KIOI/San Francisco GM **Bill Gilreath** gets VP stripes.
- **Larry Bruce** becomes PD of KMET/Los Angeles.
- **Rick Lambert** upped to PD of KLOL/Houston.
- **RKO** retires the KHJ calls as the station becomes "Smokin' Oldies" KRTH-AM/Los Angeles. KRTH-FM VP/GM **Pat Norman** adds duties at the AM.

20

- **Goff Lebharr** appointed President/GM of WWDC-AM & FM/Washington.
- **Craig Scott** set as VP/GM of WMPS & WHRK/Memphis.
- **Ruth Meyer** named ABC Entertainment PD.
- **Ross Reagan** rises to National PD of Shamrock.
- **Bob McKay** picked as PD of KCBO/San Diego.

25

- **Steve Wax** upped to Exec. VP of Elektra Asylum Records.
- **Jerry Clifton** resigns as Nat'l PD of Bartell. To focus on programming WMJX/Miami.
- **Pat Shaugnessy** is upped to VP/GM of KIQQ/Los Angeles.
- **Mason Dixon** joins KCBO/San Diego for late-nights.

Onlinemusic.com VP/Programming **Guy Giuliano** has resigned from the Internet radio firm and will relocate to Arizona to launch a regional television network. Concurrently, radio veteran **Kent Burkhardt** has exited the fledgling dot-com, as have LoudRadio Network jocks **Madd Maxx Hammer** and **Krazy Ken** and Production Director **Mark St. John**. **Randy Ramirez** will continue to oversee LoudRadio's programming for the time being.

If you have Street Talk, call the R&R News Desk at 310-788-1699 or e-mail streettalk@ironline.com

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PART ONE OF A TWO-PART SERIES

The Top Issues Facing Radio Promotion

Label executives discuss the top concerns of 2001

Five years after Congress approved the Telecommunications Act of 1996, the impact of deregulation within the radio industry remains top-of-mind among most senior record company promotion executives. What's running a close second? The escalating cost of breaking new talent.

At least that's the consensus based on an informal e-mail poll of senior promotion VPs that I conducted in mid- to late January. I asked each executive to list the top three issues facing radio promotion and to provide a brief explanation of why they felt these issues were so important. The results will be featured in this week's and next week's columns. Here's what they had to say.

Ken Lane

Sr. VP/Promotion, Island Def Jam Music Group

1. Radio consolidation: While radio consolidation is at an all-time high, the ability of individual programmers to make decisions is at an all-time low. Group research is being applied on a local level, and programming VPs are spread so thin that their passion for music has dwindled. To a certain extent, local programming has become secondary to corporate demands.

2. Callout research: The importance of callout research has never been more prevalent when it comes to gauging whether a record is a hit. Sales and requests have become secondary, and gut is virtually nonexistent.

3. The use of radio shows to produce nontraditional revenue: The pressure on PDs from corporate management



Ken Lane

"As radio stations share more information and begin to exchange research, it is going to become more difficult to grow a record like Nelly Furtado's 'I'm Like a Bird.'"

Mark Gorlick

for nontraditional revenue has put a strain on radio and record relationships. It has become an increasingly sensitive issue from a record company perspective. If commitments are not fulfilled, it forces programmers into battles they never wanted to wage and forces an unnecessary confrontation between labels and their artists.

Mark Gorlick Promotion Head, DreamWorks Records

1. Radio consolidation: As radio stations share more information and begin to exchange research, it is going to become more difficult to grow a record like Nelly Furtado's "I'm Like a Bird," which got incredible research, sales and requests at many stations. You'll always have blockbuster releases that get on the radio pretty much everywhere, but some group PDs will not only want to make sure that the music they're playing will not cannibalize the other stations in the cluster, but they'll want as much validation as possible to ensure that playing these new records will have as little risk as possible.

The bottom line is, it makes the entire developmental process slower. If everyone adjusts their sights accordingly, there's no problem. But we all know that isn't likely to happen.

2. The cost of doing business: The radio industry has got to get a grip on the staggering costs required to develop an artist. The record industry simply doesn't earn the margins that people on the outside assume we do. The average marketing spent on a brand-new artist can easily exceed \$500,000, including recording costs. That can be at the low end, since the marketing spent on many major priorities can reach well into the seven-figure range.

Think about all the costs that record companies incur to develop an act: living expenses so artists can hone their musical craft, tour support, retail price and positioning, video production, independent promotion, trade advertising,



Mark Gorlick

radio shows and many other things that could be mentioned. We aren't sitting on piles of money. It wouldn't surprise me in some cases if certain music radio stations were more profitable on a percentage basis than some labels.

Everyone has to realize that we can't be greedy. I can't think of another industry, like radio, that gets the bulk of its raw material for free. Without current artists and music continually being developed, radio becomes a world of Talk or Oldies formats. It is everyone's responsibility to break new artists.

3. Radio Shows: In the quest for nontraditional revenue, radio shows have evolved into a necessary evil. That is not to say that radio shows have no value to an artist or label. When done correctly, they can put an artist in front

"The rumors of more corporate PDs and radio chains controlling 'company' adds are quite disturbing."

Valerie DeLong

of many more people than other, more traditional means. While radio shows have advantages, they also have some serious disadvantages. They have done appreciable damage to the live touring aspect of artists' careers.

With airplay at stake, the motivation to do these shows becomes quite strong — we all want to get our records on the radio. However, in the song-by-song nature of what we do, the crazy money we spend to route a group and their entourage, to do a radio station's show often gets forgotten when callout on a song gets a bit wobbly or the next single comes down the road. In many cases the groups deserve to be paid much better than they ultimately are.

If radio groups or stations want to get into the concert business, that is certainly their choice. If that's the case, don't become concert promoters and then expect to have the financial corners cut through lower talent fees and the like. I'd love to see a settlement

"While radio consolidation is at an all-time high, the ability of individual programmers to make decisions is at an all-time low. Group research is being applied on a local level, and VPs/Programming are spread so thin that their passion for music has dwindled."

Randy Lane

manifest from a few of these so-called charity shows. My sense is that a lot more money goes to the bottom line of the radio stations than to the artist or into the charities' pockets.

Valerie DeLong Sr. VP/Crossover Promotion, Universal/Motown Records Group

1. Consolidation at radio: The rumors of more corporate PDs and radio chains controlling "company" adds are quite disturbing. Although it may not affect a label's promotion staff as much, it will certainly be detrimental to the local promotion people if that happens. I believe a local music element in a marketplace is extremely important, so hopefully that can remain in place.

2. Getting away from the add game: Universal Records is only concerned with our records getting real airplay. In order for our company to be financially and morally responsible to the bottom line and our artists, we must get our records exposed. Getting one play a day in overnights does not benefit the radio station or the artist. It benefits both parties to find the hits as quickly as possible. Only real airplay can achieve that.

3. Wasting marketing dollars: Universal Records is spending our money in a more efficient manner. It behooves both parties to put our money where our mouths are. If a station hits a record, we need to back it up with a time buy. Conversely, stations should buy tickets to an upcoming show, have their van hit the streets or put an artist on the phone to give away the grand prize to a promotion. Spending money to send prize winners to see another label's artist as a way to get your record played only helps the competition. In other words, be in control of your artist's destiny. Spend your money wisely to promote your artist.

David Linton Sr. VP/R&B Promotion & Marketing, Capitol Records

1. The aftershock of radio consolida-

tion: That is the one thing that has caused us to re-evaluate the promotion and marketing of records, simply because there are fewer outlets in terms of "broadcasting." The end result has been more narrowcasting. In a market where you may have had two outlets to promote a specific record (at least initially), you now have one. Stations A and B — once separate and fierce competitors — are now owned by the same company and have the same PD, MD and consultant. Prior to consolidation you could get songs played out-of-the-box on both stations. Now you may have to settle for one and prove yourself worthy of the other.

2. The cost of doing business: The increased cost of promotion and marketing will always be an issue, simply because of the enormous amount of product in the marketplace, shorter playlists and "real" hits lasting longer at radio. The net result is that it may take longer for a new record or artist to develop, especially if it's not a one-listen record. To create a sense of urgency, we'll have to increase our promotional and marketing spending in order for the record to catch fire and spread. We in promotion must continue to find more creative and innovative ways to bring attention to our artists. The use of the Internet is one way, but it doesn't alleviate any costs. It just adds an additional line item in the budgetary process.

3. The continuing need to partner with radio to help break new artists: The key element here is partnering. We both need each other, although our goals are not always in sync. Programmers remind us every day that they are not in the business of breaking artists, but delivering ratings. Therefore, we must continue to find ways to work together to break new artists, which is the lifeline of our business — especially since the consumer is always looking for the next big thing, which in turn helps deliver good ratings for radio.

As the saying goes, "The more things change, the more they remain the same."

"The increased cost of promotion and marketing will always be an issue, simply because of the enormous amount of product in the marketplace, shorter playlists and 'real' hits lasting longer at radio."

David Linton



David Linton



Valerie DeLong



LAUNCHING PAD LAUNCHING PAD

LAUNCHING PAD

Crazy Town's 'Butterfly' Wings Its Way To Pop

Over the years major record companies have often been criticized for their collective lack of patience and for a "get rich quick" approach to artist development. That notion couldn't be further from the truth when it comes to Columbia Records and the label's efforts behind **Crazy Town**, whose new single, "Butterfly," continues to see blistering growth across multiple formats.

The track was No. 3 last week at Alternative and No. 28 at Active Rock. At the same time "Butterfly" landed at No. 20 on the CHR/Pop chart and at No. 49 on the CHR/Rhyth-



Crazy Town

mic list. Nearly every Alternative, Active Rock and CHR/Pop heavyweight is supporting the song, including KROQ and KIIS in Los Angeles, WXRK/New York, WKQX/Chicago, WRIF/Detroit, KHKS/Dallas and WIOQ/Philadelphia.

Leading the Crazy Town charge are Shifty Shellshock and Epic Mazur, who've been key players in the Los Angeles club and DJ scene for the past decade. The two first hooked up about seven years ago as The Brimstone Sluggers. But, as Crazy Town's bio notes, the group never released a full album because they kept getting involved in other artists' projects. The pair finally opted to concentrate on their own recording career and enlisted the help of bassist Faydoedeclay, guitarist Trouble Valli and drummer JBJ. In May 2000 another guitarist, Squirrel, joined the group.

Columbia Records Group Sr. VP/A&R **Tim Devine** first heard about Crazy Town a few years ago from the folks at the Internet hard rock promotion company Loudside. "I was immediately impressed by the depth and quality of their songs, so we moved as quickly as we could to sign them," he says.

In addition to the group's songwriting abilities, Devine was also impressed by the group's vision for their music. "Epic and Shifty both have extensive studio backgrounds, so it wasn't new to them at all. Plus they're great friends with hands like Korn and Orgy. It was easy to buy into their music and their plan."

While "Butterfly" is undoubtedly catapulting the group to the top of the national airplay and sales charts, it's been a long time coming. While Columbia and the band spent well over a year and a half building a solid foundation for the group, it's only been over the past two months that those efforts have begun to pay hefty dividends.

Columbia launched its efforts to break Crazy Town at Rock radio with the track "Toxic" about 14 months ago. Sr. VP/Promotion **Jim Del Balzo** recalls, "Everybody at the record company has believed 'Butterfly' was the keeper, the one that was really going to break this band wide open. But we also knew the band needed time to develop."

Indeed, "Toxic" hit radio when rap-rock was all the rage, but it failed to make much of a dent in the charts because many programmers thought Crazy Town was late to the party. The follow-up track, "Darkside," was released about eight months ago to similar results.

Early on Columbia also wondered if it was going strike

out on the third single, "Butterfly." Del Balzo remembers, "At Active Rock, nearly every programmer liked the song but didn't think they could play it. They thought we were out of our fucking minds. Now they're all playing it, because they've realized how well it works for them and how much of a lifestyle record it is."

Prior to the success of "Butterfly," however, Columbia stuck to its game plan and allowed the group to build from the street, despite sales that lagged expectations. Crazy Town have toured Europe extensively and been featured on OzzFest and MTV's first Return of the Rock tour. By late 2000 the group had sold close to 150,000 copies of their debut album, *The Gift of the Game*, which was released in November 1999.

Early in the fourth quarter the tide began to shift, thanks to early support from Infinity's powerful Alternative stations. Columbia Records Group Sr. VP/Pop-Adult Promotion **Lee Leipsner** comments, "[CRG Chairman] Don Jenner and [CRG Exec. VP/Promotion] Charlie Walk met with the Infinity programmers last October, and all of the Infinity guys were very excited about 'Butterfly' and immediately started playing it. That spilled over to pop stations like KZQZ/San Francisco and KBKS/Seattle on the West Coast and WBLI/Nassau-Suffolk on the East Coast.

"That made it easier to convince other people to play the song, which added to the excitement and gave us a great base to begin the new year. We could have easily come out with 'Butterfly' as the first track, but we would have misguided the audience and would have done a disservice to the band."

KZZU/Spokane PD **Ken Hopkins**, whose station is No. 1 in the market, says "'Butterfly' fits our station to a T. It quickly got phones even after just a few plays on our countdown shows at night. Then it got pretty serious phones on our 'Top 8 at 8' feature each night. From there it was a top-five request each night. It was a great progression that showed how strong a record it has become. We're usually a little late with rock-based records, since we lean more pop-dance and rhythmic."

KBKS PD **Mike Preston** notes, "It's not that often that you get something this edgy that has, to paraphrase the TV show *American Bandstand*, a great beat to it." Preston says "Butterfly" has been a top-five-requesting record since the station began playing the track last year and that album sales have jumped dramatically in the last few weeks.

While "Butterfly" continues its dramatic rise, Devine says the band and label are eyeing "Revolving Door" as a followup track. Devine also says the group "already has a half-dozen songs ready for a new album, which will be out in a year. We want to keep this train rolling."

Ready For Takeoff

Hard music A&R execs looking for a jewel in the rough might want to take a gander at Portland, ME-based band **Twitchboy**, whose new song, "A Note," has been receiving support from hometown Alternative WCYY. MD Brian James gives the song, taken from the group's self-released album *American Far West*, high marks. His station has been playing the track close to 20 times a week.

Since WCYY added the track over a month ago, Twitchboy lead singer Brant Dadaleares says he's received "at least seven calls from major labels at my house, which is pretty outstanding. It's the first time that's ever happened, and I've been in this business a while." A New York showcase is in the works and is tentatively set for the end of February.

Twitchboy are *thisclose* to hiring a manager and an attorney. The band do not have a publishing deal. Contact Dadaleares at 207-828-6814 for more information.

— Steve Wonsiewicz

MUSIC NEWS & VIEWS

Alanis, Colvin Ready Albums

A pair of high-profile, multiplatinum singer-songwriters have announced plans to release albums in the near future. **Alanis Morissette** disclosed on her website that her as-yet-untitled new disc will be released June 12. A note on the site read, "She's back! This time all on her own. She's written, produced and arranged her brand-new release to have a harder, edgier sound."

No other details were given. Meanwhile, **Shawn Colvin** says her new album, *Whole New You*, will be released March 27. The 11-song disc, produced by John Leventhal, addresses such issues as the nuances of the feminine psyche, domesticity and coming to terms with the complexities of maturity.



Alanis Morissette

McCartney Plans New Studio Disc

The *Los Angeles Times* reports that Paul McCartney has tapped Warner Bros./Reprise Exec. VP/A&R **David Kahne** to produce his next album. The newspaper says the two plan to begin work in mid-February. McCartney's last album of original studio material was 1997's *Flaming Pie*.



Paul McCartney

In the studio: Multiplatinum punk pop trio **Blink-182** are about to complete their next album for MCA Records. The as-yet-untitled disc is slated for a June 12 release ... Veteran rock act **Rush** will begin recording their next album in February.

The group's last studio effort was 1996's *Test for Echo* ... The hard rock outfit **Staind** have just about wrapped up work on their sophomore album, *Break the Cycle*, which is expected to be released April 24 ... **System Of A Down** will soon begin working with Rick Rubin on their next album.

Tour update: **David Gray** begins a 33-date headlining tour April 12 in Minneapolis. It's Gray's fourth tour since the release of *White Ladder* in March 2000 ... **AC/DC** embark on a national tour March 18 in Ft. Lauderdale ... The Vans Warped Tour has started to finalize its lineup. Among the bands to be featured on the bill are **Rancid**, **Pennywise**, **Less Than Jake**, **Fenix TX**, **Alien Ant Farm**, **AFI** and **New Found Glory** ... Seminal '70s glam rockers **Roxy Music** will reunite — sans Brian Eno — for a world tour this summer. No dates have been announced.

This 'n' that: Reprise has set March 13 as the in-store date for **Eric Clapton's** new album of original material and covers, *Reptile* ... Platinum-plus mainstream rock band **Train** drop their Brendan O'Brien-produced sophomore album, *Drops of Jupiter*, March 20.



CONCERT PULSE

| Pos. | Artist | Avg. Gross (In 000s) | Among this week's new tours: |
|------|-----------------------|----------------------|------------------------------|
| 1 | N SYNC | \$1,070.4 | |
| 2 | TINA TURNER | \$851.4 | |
| 3 | TIM MCGRAW/FAITH HILL | \$777.5 | |
| 4 | DIXIE CHICKS | \$560.9 | 3 DOORS DOWN |
| 5 | LIMP BIZKIT | \$554.2 | DCTALK |
| 6 | BON JOVI | \$532.1 | FISHER |
| 7 | CREED | \$379.8 | JEFFERSON STARSHIP |
| 8 | MANNHEIM STEAMROLLER | \$337.5 | O-TOWN |
| 9 | BARENAKED LADIES | \$314.7 | WARRANT |
| 10 | KISS | \$313.1 | |
| 11 | CHRISTINA AGUILERA | \$302.2 | |
| 12 | COUNTING CROWS/LIVE | \$224.2 | |
| 13 | SARAH BRIGHTMAN | \$206.2 | |
| 14 | STONE TEMPLE PILOTS | \$169.1 | |
| 15 | MATCHBOX TWENTY | \$150.6 | |

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



TONY NOVIA
tnovia@rronline.com

PART ONE OF A TWO-PART SERIES

Team KIIS Brings Home The Bacon

□ **Powerhouse CHR racks up more than \$68 million**

It was just two weeks ago that Clear Channel/Los Angeles promoted KCMG, KIIS & KYSR/Los Angeles VP/GM Roy Laughlin to Los Angeles Market President and upped Clear Channel/Los Angeles Director/Sales Charlie Rahilly to Los Angeles Market Manager. The two will jointly manage Clear Channel/Los Angeles' eight-station cluster of KFI, KLAC, KXTA, KBIG, KCMG, KIIS, KOST & KYSR.

If you want to know why this dynamic duo received their promotions,

look no further than KIIS' billing for the year 2000. According to industry experts, the station is estimated to have raked in \$68 million, including nontraditional revenue, which is up from \$48 million in 1999. And KIIS actually ran fewer commercials in 2000 than it did in 1999.

How do Laughlin and Rahilly do it? First and foremost, they credit their sales team, led by GSM Amy Freeman; their programming, led by PD Dan Kieley; their marketing department, headed up by Von Freeman; and everyone else on Team KIIS. These are just some of the people Laughlin and Rahilly say make them look good.

BIA is estimating that Los Angeles radio will bill more than \$900 million in 2001, up \$40 million from 2000's estimated \$860 million. No doubt about it. Laughlin and Rahilly want their fair share of that cash and more. Now holding the keys to one of the most powerful radio clusters in the United States in the country's No. 1 revenue market, they took time out of their busy day to speak about their winning ways.

R&R: You moved KIIS' billing from \$28.5 million in 1995 to what experts are estimating to be \$70 mil-



Charlie Rahilly

lion in 2000. How did you do it?

RL: We've had continued ratings momentum.

CR: The ratings affect every single commercial you sell. If you can lift the rate across the 96,000 commercials you sell every year, that is a big revenue change. KIIS' ratings began to rise in the spring of '99 and climbed steadily through the summer of 2000. So in 2000 we sold 96,000 commercials at considerably higher rates with dramatically higher audience delivery. I mean 50%, 60%, 70% more audience delivery.

R&R: What about fall 2000, when you were down 4.9-4.7?

RL: With the market compression in the fall, KIIS scored the narrowest margin between English and Spanish. We were 4.7, and KLVE was 4.9. So I think our revenue growth is going to continue, even though the number isn't the 5.5 we had in the winter book.

R&R: There's been a lot of talk about a slowdown in the economy and with the dot-coms. What's your take on this?

CR: At KIIS we finished the year up almost 40%. Even with all those changes in categories like dot-coms, the market's still up 16% for the year 2000, and there was decidedly slower growth in the second half than there was in the first. Still, 16% is pretty incredible total growth. Going into 2001, KIIS is pacing at 13% ahead of last year.

RL: Our growth is out of step with the rest of the industry at this point, but we think that the industry will catch up to that, because the bookings are late. They're not slow; they're just

late. The people you're going to book first are going to be the highest-ranking, highest-profile stations in the country. I think KIIS can be a bellwether for the rest of the radio stations in America. They'll say, "These guys are pacing 13% up, and we're going to get ours. It's just going to take some more time."

R&R: Any thoughts on why you may be pacing up and where it's coming from?

CR: We have continued to gain audience, and there's a ton of value for advertisers to reach that all-inclusive KIIS audience. We are sort of a one-stop shop for marketers. What's it worth to NBC to reach 1.3 million 18-49s at \$10,000 a day or \$20,000 a day when it has a miniseries or a premiere show that's riding on it?

R&R: Did any of your growth come through increased units?

RL: No. We ran 5,000 fewer commercials in 2000 vs. 1999.

R&R: Is that fewer overall, in all dayparts?

CR: Yes, across the board.

R&R: How do you drive rates up and keep expenses under control when you have a machine like KIIS that you have to constantly feed to stay on top?

RL: The bottom line is that you have events like Wango Tango and our Five Million Dollar Birthday Game that are underwritten by advertisers. So we actually spent less on marketing than we did in the year before, but we had a bigger impact in the market, because we got a lot of our partners involved in these projects. I've heard so many people say, "If I had the money to do a Five Million Dollar Birthday Game, I'd be No. 1 in the ratings!" Well, the fact is, we didn't have that money. We liquidated the cost by getting sponsors like NetZero involved.

CR: Think about it — we get to do



Roy Laughlin

America's Top-Billing CHR

Oh, what a difference increased ratings can make, as shown by the numbers listed below. KIIS/Los Angeles takes the lead spot again as America's top-billing CHR, with an estimated \$68 million in gross billing for 2000. Here's a look at the station's five-year billing trend, according to BIA, and estimated numbers for 2000.

| 1995 | 1996 | 1997 | 1998 | 1999 | 2000 |
|------------|------------|------------|------------|------------|------------|
| 28,500,000 | 28,950,000 | 34,200,000 | 39,200,000 | 48,000,000 | 68,000,000 |

these amazing promotions and events that are underwritten by advertisers. It helps our ratings go up and helps increase our customers' market share. It's a win-win, and those advertisers are among the most loyal customers that we have because of that relationship. For example, our main sponsors for Wango Tango were Budweiser, Rio Casino, Baskin Robbins, NetZero and Pepsi. Then we sold title sponsors for the fireworks and 30 to 40 other packages, including advertising on the big Diamond Vision screen and more.

R&R: KIIS is seriously into non-traditional revenue. What percentage of your budget is NTR?

CR: Millions and increasing. You have to recognize Amy and Von Freeman and PD Dan Kieley. NTR is a programming element that can enhance ratings and generate revenue, in that order. It can't be the other way around, and that's why you need to have a really cohesive team that can do that.

R&R: What's your KIIS pitch to advertisers?

RL: KIIS has always been about a young mindset that gets adult rat-

same people over and over, and they love it.

R&R: Can you speak about that balance of product, personalities and giveaways on the radio station and how it keeps the KIIS heritage going?

CR: Ratings ultimately drive the highest possible revenue. We try to do everything we can to help the programming department accomplish what they need. We found that by doing that, you'll be rewarded when that Arbitron comes off the printer 90 days down the road.

RL: We are doing everything we can to get the biggest ratings possible.

R&R: How do you keep the pressure on to make the budgets and simultaneously keep everyone pumped up and focused?

RL: Everybody likes to be a part of a winner. You have to define what that win is, and then when people hit it, you have to celebrate and make sure that everyone feels that victory. No one remembers how many push-ups they did in the weeks leading up to the Super Bowl; all they remember is the sweetness of winning. We

"No one remembers how many push-ups they did in the weeks leading up to the Super Bowl; all they remember is the sweetness of winning."

Roy Laughlin

ings. We've gone through trends in America, and one of the trends that's extremely hot right now is a youthful mindset that appeals to adults and kids at the same time. That's where KIIS is. Everything you see on television and just about every musical act that's breaking records tends to be connected to what we're doing, as opposed to the other formats out there. That's my take on it. We took our sales tactics and our programs and our opportunities, and they all just became bigger on top of this trend.

R&R: Charlie, what are you doing to move the sales needle north?

CR: Clear Channel has the expectation that we're going to monetize as many opportunities as we can. With people like Von and Dan, we've come up with incredible ways to get things done with a spirit of cooperation. We work hard on building great relationships, and then we can go back to the

want everyone to have that winning feeling every day.

CR: Our KIIS salespeople are always looking at the scoreboard to see how are they doing against their goals and how the station is doing against its goal. We didn't really formalize that until two or three years ago. We set goals for everybody, and the goals hit their desks every Friday. It allowed them to play against themselves and then have a sense of where we are going with the radio station.

R&R: What's the size of your sales staff?

CR: We have 13 salespeople. We've always had somebody who was like our national promotions person, because we feel like that's a way to have an edge out there to deepen our relationship with those national advertisers. Our thinking has always been that each seller needs to provide

"Everything you see on television and just about every musical act that's breaking records tends to be connected to what we're doing, as opposed to the other formats out there."

Roy Laughlin

Continued on Page 46

February 2, 2001

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S) | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS (00) | WEEKS ON CHART | TOTAL STATIONS/ADDS |
|-----------|-----------|---|-------------|-----------|------------------------|----------------|---------------------|
| 4 | 1 | LENNY KRAVITZ Again (Virgin) | 9843 | +540 | 1010892 | 15 | 175/2 |
| 5 | 2 | JENNIFER LOPEZ Love Don't Cost A Thing (Epic) | 9840 | +655 | 1053447 | 8 | 176/0 |
| 3 | 3 | DREAM He Loves U Not (Bad Boy/Arista) | 9374 | -34 | 913932 | 19 | 171/0 |
| 1 | 4 | DESTINY'S CHILD Independent Women Pt. 1 (Columbia) | 9337 | -491 | 970726 | 17 | 170/0 |
| 2 | 5 | SHAGGY It Wasn't Me (MCA) | 8873 | -818 | 953861 | 13 | 161/0 |
| 6 | 6 | MATCHBOX TWENTY If You're Gone (Lava/Atlantic) | 8500 | -328 | 840624 | 17 | 173/0 |
| 8 | 7 | MADONNA Don't Tell Me (Maverick/WB) | 7453 | +313 | 716490 | 8 | 175/0 |
| 7 | 8 | MYA Case Of The Ex (Whatcha...) (University/Interscope) | 7361 | -936 | 772604 | 18 | 164/0 |
| 9 | 9 | EVAN AND JARON Crazy For This Girl (Columbia) | 6252 | -7 | 596312 | 24 | 159/0 |
| 10 | 10 | CREED With Arms Wide Open (Wind-up) | 5513 | -549 | 615681 | 23 | 152/0 |
| 11 | 11 | 98 DEGREES My Everything (Universal) | 5474 | +79 | 540417 | 10 | 167/1 |
| 15 | 12 | K-CI & JOJO Crazy (MCA) | 5336 | +527 | 477696 | 7 | 155/10 |
| 14 | 13 | PINK You Make Me Sick (LaFace/Arista) | 5173 | +329 | 462652 | 6 | 164/0 |
| 12 | 14 | BBMAK Still On Your Side (Hollywood) | 5033 | -169 | 423602 | 11 | 165/1 |
| 20 | 15 | CRAZY TOWN Butterfly (Columbia) | 5009 | +778 | 488965 | 4 | 173/9 |
| 13 | 16 | 3 DOORS DOWN Kryptonite (Republic/Universal) | 4865 | -195 | 545013 | 31 | 156/0 |
| 25 | 17 | SHAGGY Angel (MCA) | 4758 | +1452 | 592892 | 4 | 155/37 |
| 23 | 18 | OUTKAST Ms. Jackson (LaFace/Arista) | 4415 | +326 | 457082 | 5 | 145/2 |
| 19 | 19 | U2 Beautiful Day (Interscope) | 4333 | +95 | 415627 | 11 | 157/0 |
| 18 | 20 | 'N SYNC This I Promise You (Jive) | 4098 | -435 | 437703 | 20 | 154/0 |
| 28 | 21 | AEROSMITH Jaded (Columbia) | 4035 | +1114 | 426068 | 3 | 158/7 |
| 31 | 22 | R. MARTIN F.C. AGUILERA Nobody Wants To Be Lonely (Columbia) | 3982 | +1227 | 438446 | 2 | 168/10 |
| 27 | 23 | BACKSTREET BOYS The Call (Jive) | 3925 | +789 | 359460 | 3 | 164/5 |
| 30 | 24 | ATC Around The World (La La La...) (Republic/Universal) | 3569 | +819 | 412745 | 4 | 150/10 |
| 22 | 25 | NELLY E.I. (Fo' Reel/Universal) | 3547 | -584 | 338654 | 10 | 138/0 |
| 26 | 26 | FUEL Hemorrhage (In My Hands) (Epic) | 3379 | +272 | 301248 | 8 | 142/7 |
| 24 | 27 | O-TOWN Liquid Dreams (J) | 3359 | +61 | 295557 | 9 | 159/0 |
| Breaker | 28 | DIDO Thankyou (Arista) | 2641 | +516 | 280639 | 3 | 134/14 |
| 32 | 29 | BON JOVI Thank You For Loving Me (Island/IDJMG) | 2487 | +157 | 223110 | 9 | 128/5 |
| 37 | 30 | 3LW No More (Baby I'ma Do Right) (Epic) | 2436 | +409 | 231378 | 7 | 123/13 |
| 35 | 31 | DEXTER FREEBISH Leaving Town (Capitol) | 2181 | +127 | 139841 | 11 | 95/0 |
| 33 | 32 | DAVID GRAY Babylon (ATO/RCA) | 1969 | -255 | 195212 | 10 | 111/0 |
| 29 | 33 | BRITNEY SPEARS Stronger (Jive) | 1889 | -876 | 228960 | 12 | 128/0 |
| 39 | 34 | VERTICAL HORIZON Best I Ever Had (Grey Sky...) (RCA) | 1878 | +215 | 147312 | 2 | 110/5 |
| 41 | 35 | LEE ANN WOMACK I Hope You Dance (MCA/Universal) | 1707 | +201 | 137082 | 4 | 101/4 |
| 42 | 36 | UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic) | 1695 | +230 | 130387 | 5 | 95/10 |
| 40 | 37 | LUDACRIS What's Your Fantasy (Def Jam South/IDJMG) | 1642 | +3 | 161906 | 6 | 78/3 |
| 43 | 38 | MOBY F/GWEN STEFANI Southside (V2) | 1569 | +129 | 151603 | 4 | 90/4 |
| 46 | 39 | NELLY FURTADO I'm Like A Bird (DreamWorks) | 1516 | +137 | 150956 | 6 | 98/5 |
| 44 | 40 | R. KELLY I Wish (Jive) | 1480 | -3 | 144187 | 4 | 99/7 |
| Debut | 41 | MYA Free (Ruffnation/WB/University/Interscope) | 1341 | +651 | 140915 | 1 | 122/30 |
| 36 | 42 | BACKSTREET BOYS Shape Of My Heart (Jive) | 1327 | -694 | 133376 | 16 | 116/0 |
| - | 43 | CORRS Breathless (143/Lava/Atlantic) | 1282 | +288 | 116567 | 9 | 96/16 |
| 49 | 44 | BLESSID UNION OF SOULS F3XL Storybook Life (V2) | 1202 | +138 | 90760 | 2 | 82/7 |
| 48 | 45 | JA RULE F/CHRISTINA MILIAN Between... (Murder Inc./Def Jam/IDJMG) | 1153 | -172 | 144371 | 10 | 60/0 |
| 38 | 46 | MIKAILA So In Love With Two (Island/IDJMG) | 992 | -796 | 151148 | 14 | 92/0 |
| 47 | 47 | RUFF ENDZ No More (Epic) | 980 | -357 | 107030 | 20 | 77/0 |
| Debut | 48 | BARENAKED LADIES Too Little Too Late (Reprise) | 948 | +369 | 76470 | 1 | 80/11 |
| Debut | 49 | BAHA MEN You All Dat (Artemis) | 904 | +40 | 69891 | 1 | 77/3 |
| 50 | 50 | JAY-Z I Just Wanna Love U... (Roc-A-Fella/IDJMG) | 899 | -163 | 106275 | 5 | 49/0 |

Most Added

| ARTIST TITLE LABEL(S) | ADDS |
|---|------|
| S CLUB 7 Never Had A Dream Come True (Interscope) | 62 |
| LIFEHOUSE Hanging By A Moment (DreamWorks) | 53 |
| TONYA MITCHELL Broken Promises (Universal) | 50 |
| SHAGGY Angel (MCA) | 37 |
| MYA Free (Ruffnation/WB/University/Interscope) | 30 |
| W. HOUSTON/G. MICHAEL If I Told You That (Arista) | 30 |
| VITAMIN C As Long As You're Loving Me (Elektra/EEG) | 18 |
| SOULDECISION Ooh It's Kinda Crazy (MCA) | 17 |
| JARULE F/ALL MO AND VITA Put... (Murder Inc./Def Jam/IDJMG) | 17 |
| CORRS Breathless (143/Lava/Atlantic) | 16 |

Most Increased Plays

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|---|---------------------|
| SHAGGY Angel (MCA) | +1452 |
| R. MARTIN F.C. AGUILERA Nobody Wants... (Columbia) | +1227 |
| AEROSMITH Jaded (Columbia) | +1114 |
| ATC Around The World (La La La...) (Republic/Universal) | +819 |
| BACKSTREET BOYS The Call (Jive) | +789 |
| CRAZY TOWN Butterfly (Columbia) | +778 |
| JENNIFER LOPEZ Love Don't Cost A Thing (Epic) | +655 |
| MYA Free (Ruffnation/WB/University/Interscope) | +651 |
| LENNY KRAVITZ Again (Virgin) | +540 |
| K-CI & JOJO Crazy (MCA) | +527 |

Breakers

| | | |
|----------------------|---------------------|-------|
| DIDO | | |
| Thankyou (Arista) | | |
| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | CHART |
| 2641/516 | 134/14 | 28 |

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.

177 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 1/21-Saturday 1/27. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 2500 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2001, The Arbitron Company). © 2001, R&R Inc.



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Start Your Day with Guests that Include:

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PREMIERE TALENT • PREMIERE TALENT

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

| ARTIST TITLE LABEL(S) | CHR/POP | | | | TOTAL % FAMILIARITY | TOTAL % BURN | DEMOGRAPHICS | | | REGIONS | | | |
|---|---|------|------|------|---------------------|--------------|--------------|-------------|-------------|---------|-------|----------|------|
| | TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5) | | | | | | WOMEN 12-17 | WOMEN 18-24 | WOMEN 25-34 | EAST | SOUTH | MID-WEST | WEST |
| | TW | LW | 2W | 3W | | | | | | | | | |
| HP JA RULE/LIL' MO & VITA Put It On Me (Murder Inc./Def Jam/IDJMG) | 3.98 | 3.84 | — | — | 54.9 | 9.1 | 4.18 | 4.09 | 3.35 | 3.80 | 3.90 | 4.19 | 4.05 |
| HP R. KELLY I Wish (Jive) | 3.95 | 3.65 | 3.54 | 3.55 | 50.4 | 11.0 | 4.05 | 3.90 | 3.79 | 4.05 | 3.84 | 4.18 | 3.74 |
| HP SHAGGY Angel (MCA) | 3.92 | 3.90 | — | — | 67.5 | 10.7 | 3.90 | 4.17 | 3.67 | 3.97 | 3.83 | 4.21 | 3.73 |
| CREED With Arms Wide Open (Wind-up) | 3.86 | 3.79 | 3.69 | 3.64 | 86.4 | 30.1 | 3.77 | 3.76 | 4.05 | 3.87 | 3.87 | 4.02 | 3.68 |
| HP DIDO Thankyou (Arista) | 3.82 | 3.91 | 3.91 | 3.78 | 82.8 | 18.9 | 3.62 | 4.08 | 3.82 | 3.81 | 3.81 | 3.87 | 3.80 |
| HP 3 DOORS DOWN Loser (Republic/Universal) | 3.80 | 3.71 | 3.69 | 3.65 | 45.1 | 11.2 | 3.87 | 3.74 | 3.76 | 3.60 | 4.06 | 3.84 | 3.70 |
| K-CI & JOJO Crazy (MCA) | 3.77 | 3.80 | — | — | 60.4 | 11.9 | 4.00 | 3.76 | 3.32 | 3.52 | 3.86 | 3.83 | 3.80 |
| HP MYSTIKAL I/NIVEA Danger (Been So Long) (Jive) | 3.77 | — | — | — | 53.2 | 12.4 | 3.91 | 3.89 | 3.21 | 3.74 | 3.63 | 3.93 | 3.78 |
| OUTKAST Ms. Jackson (LaFace/Arista) | 3.76 | 3.82 | 3.71 | 3.81 | 74.9 | 18.6 | 4.00 | 3.71 | 3.42 | 3.79 | 3.70 | 3.95 | 3.61 |
| EVAN ANO JARON Crazy For This Girl (Columbia) | 3.75 | 3.57 | 3.64 | 3.63 | 67.8 | 14.1 | 3.81 | 3.75 | 3.68 | 3.74 | 3.68 | 4.02 | 3.62 |
| PINK You Make Me Sick (LaFace/Arista) | 3.70 | 3.61 | — | — | 56.3 | 11.7 | 3.77 | 3.72 | 3.49 | 3.71 | 3.74 | 3.82 | 3.54 |
| HP LEE ANN WOMACK I Hope You Dance (MCA/Universal) | 3.68 | 3.79 | 3.80 | 3.73 | 50.8 | 10.7 | 3.58 | 3.62 | 3.84 | 3.35 | 3.90 | 3.51 | 3.93 |
| FAITH HILL The Way You Love Me (Warner Bros.) | 3.67 | 3.81 | 3.71 | 3.66 | 81.6 | 23.6 | 3.72 | 3.54 | 3.74 | 3.71 | 3.68 | 3.66 | 3.64 |
| DREAM He Loves U Not (Bad Boy/Arista) | 3.65 | 3.54 | 3.42 | 3.69 | 77.3 | 21.0 | 4.00 | 3.57 | 3.24 | 3.58 | 3.53 | 3.74 | 3.73 |
| JENNIFER LOPEZ Love Don't Cost A Thing (Epic) | 3.65 | 3.58 | 3.41 | 3.49 | 85.9 | 25.1 | 3.71 | 3.78 | 3.42 | 3.71 | 3.60 | 3.68 | 3.60 |
| DESTINY'S CHILDO Independent Women (Part 1) (Columbia) | 3.64 | 3.72 | 3.60 | 3.76 | 83.1 | 33.7 | 3.70 | 3.65 | 3.56 | 3.77 | 3.61 | 3.61 | 3.58 |
| HP LUDACRIS What's Your Fantasy (Def Jam South/IDJMG) | 3.64 | 3.53 | 3.68 | 3.68 | 71.1 | 22.4 | 4.02 | 3.73 | 2.77 | 3.80 | 3.52 | 3.86 | 3.59 |
| LENNY KRAVITZ Again (Virgin) | 3.63 | 3.67 | 3.65 | 3.72 | 71.6 | 15.0 | 3.58 | 3.72 | 3.59 | 3.65 | 3.69 | 3.61 | 3.56 |
| 'N SYNC This I Promise You (Jive) | 3.62 | 3.66 | 3.58 | 3.75 | 85.0 | 26.0 | 3.69 | 3.56 | 3.59 | 3.63 | 3.42 | 3.77 | 3.64 |
| SHAGGY It Wasn't Me (MCA) | 3.62 | 3.71 | 3.71 | 3.77 | 84.2 | 31.7 | 3.62 | 3.62 | 3.61 | 3.80 | 3.44 | 3.71 | 3.53 |
| NELLY E.I. (Fo' Reel/Universal) | 3.57 | 3.37 | 3.52 | 3.72 | 80.2 | 28.9 | 3.80 | 3.71 | 3.03 | 3.40 | 3.67 | 3.73 | 3.44 |
| 98 DEGREES My Everything (Universal) | 3.55 | 3.75 | 3.54 | 3.60 | 67.5 | 16.9 | 3.74 | 3.54 | 3.29 | 3.55 | 3.55 | 3.47 | 3.66 |
| MADONNA Don't Tell Me (Maverick/WB) | 3.54 | 3.38 | 3.40 | 3.43 | 61.3 | 20.3 | 3.61 | 3.35 | 3.67 | 3.44 | 3.52 | 3.47 | 3.72 |
| MATCHBOX TWENTY If You're Gone (Lava/Atlantic) | 3.54 | 3.59 | 3.45 | 3.37 | 75.4 | 21.5 | 3.33 | 3.52 | 3.77 | 3.50 | 3.72 | 3.53 | 3.40 |
| HP FUEL Hemorrhage (In My Hands) (Epic) | 3.51 | 3.57 | — | — | 54.2 | 15.5 | 3.40 | 3.61 | 3.54 | 3.60 | 3.80 | 3.84 | 3.00 |
| MYA Case Of The Ex (Whatcha Gonna Do) (University/Interscope) | 3.51 | 3.55 | 3.48 | 3.52 | 87.4 | 32.7 | 3.86 | 3.33 | 3.25 | 3.51 | 3.53 | 3.64 | 3.36 |
| PINK Most Girls (LaFace/Arista) | 3.45 | 3.52 | 3.49 | 3.53 | 83.8 | 31.3 | 3.61 | 3.33 | 3.37 | 3.63 | 3.35 | 3.54 | 3.30 |
| BBMAK Still On Your Side (Hollywood) | 3.38 | 3.45 | 3.39 | 3.40 | 55.4 | 13.4 | 3.51 | 3.49 | 3.06 | 3.22 | 3.34 | 3.70 | 3.30 |
| SAMANTHA MUMBA Gotta Tell You (Wildcard/Polydor/Interscope) | 3.38 | 3.37 | 3.18 | 3.46 | 73.3 | 26.0 | 3.49 | 3.12 | 3.40 | 3.42 | 3.33 | 3.24 | 3.44 |
| OEBELAH MORGAN Dance With Me (DAS/Atlantic) | 3.33 | 3.21 | 3.19 | 3.34 | 71.6 | 25.8 | 3.50 | 3.20 | 3.22 | 3.49 | 3.34 | 3.41 | 3.11 |
| U2 Beautiful Day (Interscope) | 3.23 | 3.31 | — | — | 53.9 | 19.3 | 2.91 | 3.19 | 3.65 | 3.26 | 3.35 | 3.27 | 3.08 |
| BRITNEY SPEARS Stronger (Jive) | 3.16 | 3.39 | 3.30 | 3.41 | 78.3 | 28.6 | 3.31 | 2.99 | 3.13 | 3.13 | 3.04 | 3.15 | 3.32 |

CALLOUT AMERICA® Hot Scores

By TONY NOVIA

The new Ja Rule/Lil' Mo. "Put It On Me" (Murder Inc./Def Jam/IDJMG), rules the top of Callout America — our weekly survey of 400 women between the ages of 12-34 across the largest CHR/Pop markets in America — in its second week. "Put It On Me" is ranked No. 1 among women 12-17 and No. 2 with women 18-24.

R. Kelly's "I Wish" (Jive) takes a large jump this week, moving 3.65-3.95 in its weekly total average favorability estimate. Kelly shows strength across all demos, ranking second with teens, fourth with women 18-24 and fourth among women 25-34. If you are currently testing this song, you may want to double-check the hook you're using.

Big debut week for Mystikal/I/Nivea "Danger (Been So...)" (Jive), with a 3.77 total average favorability estimate. Out of the box, "Danger" is ranked seventh among teens and fifth with women 18-24.

The top five songs in each demographic are:

Teens 12-17: Ja Rule, R. Kelly, Ludacris "What's Your Fantasy" (Def Jam South/IDJMG), Dream "He Loves U Not" (Bad Boy/Arista), tied with Outkast "Ms. Jackson" (LaFace/Arista).

Women 18-24: Shaggy "Angel" (MCA), Ja Rule, Dido "Thankyou" (Arista), R. Kelly and Mystikal/I/Nivea.

Women 25-34: Creed "With Arms Wide Open" (Wind-up), Lee Ann Womack "I Hope You Dance" (MCA/Universal), Dido, R. Kelly and Matchbox Twenty "If You're Gone" (Lava/Atlantic).

If you program multiple formats, check out R&R's new weekly Bullseye Country Callout and, of course, RateTheMusic Internet song research with your R&R HotFax.

Total sample size is 400 respondents with a +/-5 margin of error. Total average favorability estimates are based on a scale of 1-5 (1 = dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must reach 40% familiarity before they appear in print. Hit Potential (HP) represents songs that have yet to chart in the top 25 on R&R's CHR/Pop chart. Sample composition is based on females aged 12-34, who responded favorably to a CHR/Pop musical montage in the following regions and markets: EAST: Baltimore, Boston, Long Island, New York, Philadelphia, Pittsburgh, Providence, Washington, DC. SOUTH: Atlanta, Dallas, Houston, Miami, San Antonio, Tampa. MIDWEST: Chicago, Cincinnati, Cleveland, Columbus, Detroit, Kansas City, Milwaukee, Minneapolis, St. Louis. WEST: Los Angeles, Phoenix, Portland, Sacramento, San Diego, San Francisco, Seattle. © 2001, R&R Inc.

3 DOORS DOWN
LOSER

CALLOUT AMERICA
#6 Overall
#6 Females 25-34
#9 Teens
#10 Females 18-24

#1 Rock Track for 21 weeks!

Already On:

- | | | | | |
|------|------|------|------------------|------|
| WKIE | KRBE | KBKS | WBLI | WVRV |
| WAKS | WKRQ | WKFS | KXXM | WPRO |
| WNOU | WKZL | WPTE | WRVW | KAMX |
| WBBO | WPXY | WZNE | WFLY | KUCD |
| KIZS | KPEK | WNTQ | WVKS | WRHT |
| WFMF | WSSX | WABB | KKMG | WAEZ |
| WBBO | WPXY | WZNE | WFLY | KUCD |
| KIZS | KPEK | WNTQ | and many more... | |

Album Certified 4x Platinum



"I wish"

Callout America
#2 Overall 3.95
#2 W 12 - 17
#4 W 18 - 24
#4 W 25 - 34

"R. Kelly's 'I wish' has been in KDWB's top 5 research in every demo since the holidays & shows no signs of let up. Spinning 50x a week!!!!"

- Rob Morris PD KDWB

"Top 5 callout in every demo after 150 spins!"

- Dale O'Brien PB WBTS

R. KELLY

Already On:

| | | | | |
|----------|----------|----------|----------|----------|
| WBTS 85x | WXSS 63x | WDBT 63x | KDWB 48x | KFMS 40x |
| WSNX 42x | WWHT 42x | KZQZ 36x | KHTS 32x | KFMD 33x |
| WAKS 35x | KJYO 22x | WDKF 27x | KQAR 24x | KSXY 26x |
| WRTS 20x | KLRS 28x | KQID 26x | KZZP 14x | WKST 18x |

and many more



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New & Active

SOULDECISION Ooh It's Kinda Crazy (MCA)
Total Plays: 870, Total Stations: 90, Adds: 17

3 DOORS DOWN Loser (Republic/Universal)
Total Plays: 797, Total Stations: 78, Adds: 10

LIMP BIZKIT Rollin' (Flip/Interscope)
Total Plays: 709, Total Stations: 34, Adds: 0

THEY MIGHT BE GIANTS Boss Of Me (Restless)
Total Plays: 640, Total Stations: 62, Adds: 7

S CLUB 7 Never Had A Dream Come True (Interscope)
Total Plays: 576, Total Stations: 92, Adds: 62

DAFT PUNK One More Time (Virgin)
Total Plays: 561, Total Stations: 40, Adds: 6

LOUCHE LOU & NICHE ONE 10 Out Of 10 (Interscope)
Total Plays: 453, Total Stations: 43, Adds: 3

VITAMIN C As Long As You're Loving Me (Elektra/EEG)
Total Plays: 339, Total Stations: 59, Adds: 18

MONICA Just Another Girl (Epic)
Total Plays: 294, Total Stations: 19, Adds: 2

JOE F/MYSTIKAL Stutter (Jive)
Total Plays: 290, Total Stations: 24, Adds: 12

NINA GORDON Now I Can Die (Warner Bros.)
Total Plays: 213, Total Stations: 35, Adds: 11

LIL BOW WOW Bow Wow... (So So Def/Columbia)
Total Plays: 199, Total Stations: 17, Adds: 9

LIFEHOUSE Hanging By A Moment (DreamWorks)
Total Plays: 180, Total Stations: 55, Adds: 53

JANA More Than Life (London Sire/Curb)
Total Plays: 175, Total Stations: 25, Adds: 5

OUTSIDERZ 4 LIFE Not Enough (BlackGround/Virgin)
Total Plays: 157, Total Stations: 24, Adds: 3

JARULE... Put It On Me (Murder Inc./Def Jam/IDJMG)
Total Plays: 155, Total Stations: 23, Adds: 17

TONYA MITCHELL Broken Promises (Universal)
Total Plays: 53, Total Stations: 50, Adds: 50

W. HOUSTON/G. MICHAEL If I Told You That (Arista)
Total Plays: 15, Total Stations: 30, Adds: 30

Songs ranked by total plays

Team KIIS Brings Home The Bacon

Continued from Page 42

a certain level of influential business each year. That's either new business, where you find a car dealership that's going up, or it's figuring out ways to do more business with the same customers.

RL: I believe radio stations should always have as many salespeople as they have commercial units per hour. If you have too many, you can get into a situation where the people are not as aggressive on pushing the rate because they're trying to get the deal. If there are too few, there's no pressure against the inventory.

CR: We also augment that number with our managers. Amy Freeman and Marisa Ramone. They are very active sales managers. KIIS has never had sales managers who sit in their offices and talk to the staff; they are out making deals happen.

R&R: You have been through a few owners. Is working for a public company like Clear Channel any different?

RL: The business has changed a lot — for the better. It's just a simple matter of getting more people interested, listening and doing a better job of servicing advertisers and getting them hooked up with those listeners. It's not complex. Larger companies just mean bigger stakes.

CR: It's largely been an aggregation play. String all these things together, and it adds up to a whole lot more. I agree with Roy that it's not a terribly complex business. It's about talking to people about what they're trying to get done with their businesses and then using the audience we reach every week to help them move product.

Where the business has changed is in how we

are thinking about different ways to do business with people. When this NTR thing came around six years ago, it was just sort of three letters. Today we're thinking about every deal and the possibilities of establishing a different business relationship with people.

R&R: Do your PD and marketing people have incentives for generating nontraditional revenue?

RL: We've redefined the marketing role as a revenue-generation role, and they can make a commission. We've done that with all the marketing directors in Los Angeles. Dan Kielej can also make extra money based on specific activities.

R&R: Is radio as an industry now better at working together?

RL: My experience has been that radio has been elevated way up the ladder in Los Angeles and around the country. It's now being seen for what it really is — an entertainment platform that uses the most powerful medium, which is audio. We like to go out and tell people that television is only powerful because it has audio in it. The most powerful communication on this planet is audio. More and more people are realizing how important that is. With Clear Channel, we have almost 1,000 radio stations across America, and this is a huge opportunity for us to talk to America.

R&R: Are you excited to be overseeing eight stations?

RL: Our mission is to do things that make people say, "Wow, I never even thought that was possible — and yet it's happening." That's what I think you should look for from this cluster. This cluster is going to be the one that leads the entire country, because this is the biggest radio-revenue market in the country. This is the place where Clear Channel has the biggest lead on



JINGLE JAM 2000

WPXY/Rochester held its biggest show ever, Jingle Jam 2000, at the Rochester Blue Cross Arena. Headlining were superstars Boyz II Men, Christina Aguilera and Grammy-winning songwriter Kandi. Pictured are (top, l-r) WPXY Dir./Marketing Becki Efling; BIIM's Shawn; WPXY morning host Scott Spezzano; BIIM's Wanya; WPXY morning co-host Sandy Waters; Terese Taylor; Carson; (bottom, l-r) Java Joel; WPXY Assistant MD Busta; BIIM's Nathan; and WPXY PD Mike Danger, Dir./Promotions Jay Beatty and MD Norm On The Barstool.

Infinity, and I think that we should be doing the biggest things in the company.

R&R: Charlie, how about from a sales perspective?

CR: We will be sitting down with our advertisers and looking at what they're truly trying to get accomplished. These advertisers are spending millions and millions each year, and we have eight radio stations that reach millions of people every single week. We need to figure out the best way to get their message out to our audience and then negotiate with that advertiser for a relationship and incentives to help them improve their business.

R&R: Do you see radio stations running autonomously or with more synergy?

RL: Synergy is the name of the game, though the listeners must feel that they are listening to their own private brand, and those private brands have to be run in the most congruent way possible.

R&R: So you would want your salespeople for KCMG, when it's appropriate, to be talking up a buy for KIIS, and vice versa?

RL: I think they would have to know what the point of interest is for each station.

CR: They need to have an understanding of what that delivery is. They're not going to have the depth of knowledge that a station specialist would have, but they should understand where that station fits in the overall scheme. I think consolidation without rationality, whether it's on the product side, the programming side or the sales side, is a big waste. The real opportunity is to make sure that the radio stations are as far apart as they can be without losing touch with each other, so that we can just aggregate more and more people without anybody slicing through us.

R&R: How do you keep this incredible roll going with KIIS and spread the winning ways across your entire cluster?

RL: The key is that you have to reinvent what you're trying to do. We want to try to put more power in the hands of players in these radio stations who have shown the ability to lead. By doing that, we're going to identify the next leaders and managers in these places, and these people are going to do things that we never even thought of. Just as Randy Michaels and John Hogan have given us this opportunity, we're

going to give these standout people the same opportunity. I know that they're going to respond and we're all going to be standing around saying "That was great."

CR: The two words are bench strength. We have some of the very best people in the business, and we plan to use their expertise and reward them for it.

R&R: The two of you make a terrific team and have been with the station for a combined 21 years. What's the secret behind your relationship?

RL: There's a difference between a great teammate and a great friend. We are good friends, but we're great teammates. Charlie and I have a perfect skill set, in that we come from different positions on things and get to a third position that's bigger.

CR: That's very accurate, and we do it with mutual respect. We are frank with each other, direct and honest, and we try to do our very best. We challenge each other to do better. Working with Roy, I have really challenged myself for a long time and gotten some things done that I didn't think I could do.

RL: It goes both ways. Charlie has skills that I don't even pretend to come close to. You have to have total confidence when you're working with someone on a winning Super Bowl team.

Next week we focus on the top-billing CHR/Rhythmic station. Can you guess what it is?

Please Send Your Photos

R&R wants your best snapshots (color or black and white). Please include the names and titles of everyone pictured and send photos to: Tony Novia c/o R&R, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067

"We try to do everything we can to help the programming department accomplish what they need. We found that by doing that, you'll be rewarded when that Arbitrend comes off the printer 90 days down the road."

Chartie Rahilly

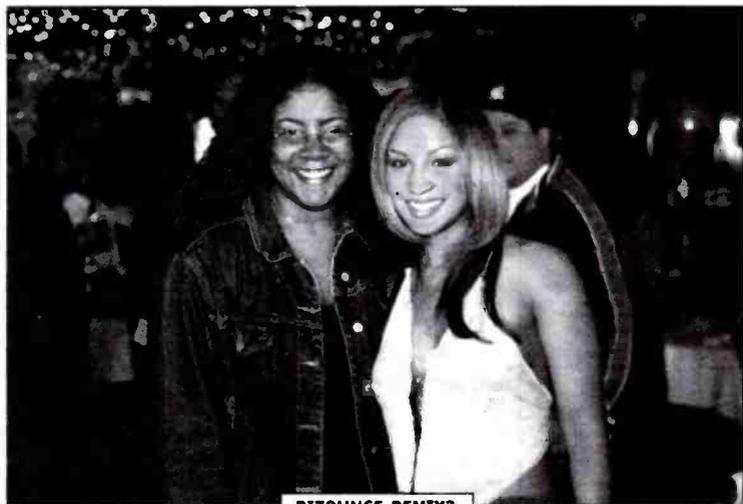
Most Played Recurrents

- PINK Most 'Girls (LaFace/Arista)
- MADONNA Music (Maverick/WB)
- CREED Higher (Wind-up)
- MATCHBOX TWENTY Bent (Lava/Atlantic)
- DESTINY'S CHILD Jumpin' Jumpin' (Columbia)
- NINE DAYS Absolutely (Story Of A Girl) (Epic)
- CHRISTINA AGUILERA Come On Over (All I Want...) (RCA)
- NELLY Country Grammar (Fo' Reel/Universal)
- VERTICAL HORIZON Everything You Want (RCA)
- TONI BRAXTON He Wasn't Man Enough (LaFace/Arista)
- PINK There You Go (LaFace/Arista)
- VERTICAL HORIZON You're A God (RCA)
- 'N SYNC It's Gonna Be Me (Jive)
- AALIYAH Try Again (BlackGround/Virgin)
- SONIQUE It Feels So Good (Farmclub/Republic/Universal)
- JANET Doesn't Really Matter (Def Soul/IDJMG)
- 'N SYNC Bye Bye Bye (Jive)
- JOE I Wanna Know (Jive)
- BBMAK Back Here (Hollywood)
- SANTANA I/ROB THOMAS Smooth (Arista)

CHR/POP Going For Adds 2/6/01

- ASHLEY BALLARD Hottie (Atlantic)
- CASH MONEY MILLIONAIRES Project Chick (Cash Money/Universal)
- INCUBUS Drive (Immortal/Epic)
- JA RULE I/LIL' MO & VITA Put It On Me (Murder Inc./Def Jam/IDJMG)
- KILLING HEIDI Mascara (3:33/Universal)

Register now for Music Meeting, the industry's No. 1 online destination for new music: www.rronline.com



BIZOUNCE REMIX?

J Records recently held a quaint listening party for their newest R&B/hip-hop artist, Olivia, at Le Dome restaurant in Hollywood, CA. Industry folks gathered to celebrate the release of Olivia's debut single, "Bizounce." Pictured are (l-r) R&R Asst. CHR Editor Renee Bell and Olivia hanging out at the party and discussing a possible remix featuring Bell. What's scary is that Bell is serious about this!

TOP 100 CHR/POP POWER GOLD

- | | |
|---|---|
| <ul style="list-style-type: none"> 1 NEXT Too Close 2 THIRD EYE BLIND Semi-Charmed Life 3 NOTORIOUS B.I.G. Mo Money Mo Problems 4 SUGAR RAY Fly 5 USHER You Make Me Wanna... 6 PUFF DADDY... I'll Be Missing You 7 EAGLE-EYED CHERRY Save Tonight 8 WILL SMITH Getting' Jiggy Wit It 9 GREEN DAY Time Of Your Life (Good Riddance) 10 K-CI & JOJO All My Life 11 TONIC If You Could Only See 12 MONTELL JORDAN This Is How We Do It 13 THIRD EYE BLIND Jumper 14 WILL SMITH Miami 15 MARK MORRISON Return Of The Mack 16 TLC Waterfalls 17 MATCHBOX 20 3 AM 18 SMASH MOUTH Walkin' On The Sun 19 INOJ Love You Down 20 EDWIN MCCAIN I'll Be 21 MATCHBOX 20 Real World 22 ROBYN Show Me Love 23 NO DOUBT Don't Speak 24 GOO GOO DOLLS Name 25 FUGEES Killing Me Softly 26 QUAD CITY DJ'S C'mon N' Ride It (The Train) 27 DAVE MATTHEWS BAND Crash Into Me 28 BLACKSTREET No Diggity 29 SAVAGE GARDEN Truly Madly Deeply 30 RED HOT CHILI PEPPER Under The Bridge 31 GINUWINE Pony 32 MEREDITH BROOKS Bitch 33 THIRO EYE BLIND How's It Going To Be? 34 GREEN DAY When I Come Around 35 MARCY PLAYGROUND Sex And Candy 36 2 UNLIMITED Get Ready For This 37 REAL MCCOY Another Night 38 MATCHBOX 20 Push 39 JANET Together Again 40 SISTER HAZEL All For You 41 CRANBERRIES Dreams 42 EN VOGUE Don't Let Go (Love) 43 ALANIS MORISSETTE Ironic 44 BRIAN MCKNIGHT Anytime 45 PRINCE Kiss 46 SARAH MCLACHLAN Angel 47 CHUMBAWUMBA Tubthumping 48 DAVE MATTHEWS BAND What Would You Say 49 FASTBALL The Way 50 DUNCAN SHEIK Barely Breathing | <ul style="list-style-type: none"> 51 SALT-N-PEPA I/EN VOGUE Whatta Man 52 TLC Creep 53 'N SYNC I Want You Back 54 EN VOGUE My Lovin' (You're Never...) 55 MARIAH CAREY Always Be My Baby 56 SNAP Rhythm Is A Dancer 57 WALLFLOWERS One Headlight 58 ALANIS MORISSETTE You Learn 59 BACKSTREET BOYS Everybody 60 EVERYTHING BUT THE GIRL Missing 61 AMBER This Is Your Night 62 2PAC California Love 63 ROBYN Do You Know (What It Takes) 64 SALT-N-PEPA Shoop 65 CARDIGANS Lovetool 66 GHOST TOWN DJ'S My Boo 67 BLUES TRAVELER Run-Around 68 VERVE PIPE The Freshmen 69 BRANDY Sittin' Up In My Room 70 ALANIS MORISSETTE Head Over Feet 71 LIVE Lightning Crasher 72 BACKSTREET BOYS Quit Playing Games... 73 COLLECTIVE SOUL The World I Know 74 MAX-A-MILLION Sexual Healing 75 DAVE MATTHEWS BAND Ants Marching 76 ROB BASE & D.J. E-Z ROCK It Takes Two 77 BACKSTREET BOYS As Long As You Love Me 78 UB40 Red Red Wine 79 LA BOUCHE Be My Lover 80 ALANIS MORISSETTE You Oughta Know 81 INI KAMOZE Here Comes The Hotstepper 82 AEROSMITH Cryin' 83 COLLECTIVE SOUL December 84 JEWEL You Were Meant For Me 85 SHERYL CROW All I Wanna Do 86 MARIAH CAREY Fantasy 87 OMC How Bizarre 88 SHANIA TWAIN You're Still The One 89 LA BOUCHE Sweet Dreams 90 OEEE-LITE Groove Is In The Heart 91 TONE-LOC Wild Thing 92 COOLIO I/L.V. Gangsta's Paradise 93 OMD If You Love 94 SALT-N-PEPA Push It 95 PEARL JAM Better Man 96 NO DOUBT Just A Girl 97 SPIN DOCTORS Two Princes 98 C&C MUSIC FACTORY Gonna Make You Sweat 99 SOFT CELL Tainted Love 100 ALANIS MORISSETTE Hand In My Pocket |
|---|---|



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CHR/Pop Playlists

February 2, 2001 R&R • 49

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

MARKET #1
WHTZ/New York
Clear Channel
(212) 239-2300
Kelly/Bryant
12+ Cume 3,389,800



PLAYS

| LW | TW | ARTIST/TITLE | GI (0000) |
|----|----|--------------------------------------|-----------|
| 50 | 78 | DREAM'N' LOVES U Not | 117078 |
| 76 | 76 | JENNIFER LOPEZ Love Don't Cost... | 114075 |
| 75 | 75 | LENNY KRAMITZ/Agan | 112575 |
| 74 | 74 | MATCHBOX TWENTY/You're Gone | 111074 |
| 31 | 65 | MELANIE C/Turn To You | 915665 |
| 72 | 52 | SHAGGY/Wasn't Me | 780520 |
| 43 | 50 | 98 DEGREES/My Everything | 705200 |
| 49 | 49 | EVAN AND JARON/Crazy For This Girl | 735449 |
| 29 | 47 | MADONNA/Don't Tell Me | 704747 |
| 44 | 44 | MYA/Case Of The Ex... | 660444 |
| 31 | 35 | CRED WITH ARMS/Wide Open | 525335 |
| 54 | 34 | BRTNY SPERARS/Stronger | 510334 |
| 33 | 33 | SHAGGY/Agan | 495333 |
| 21 | 33 | BON JOVI/My My | 465331 |
| 31 | 31 | CRAZY TOWN/Butterfly | 465331 |
| 41 | 31 | DESTINY'S CHILD/Independent Women... | 465331 |
| 19 | 30 | UZ/Beautiful Day | 450330 |
| 28 | 28 | MARTIN FAGUILLERA/Nobody Wants... | 420228 |
| 1 | 28 | 3 DOORS DOWN/Kryptonite | 420228 |
| 26 | 26 | N' SYNC/This I Promise You | 420226 |
| 23 | 23 | NELLY/Country Grammar | 315223 |
| 24 | 24 | ATC/Around The World... | 302024 |
| 2 | 24 | PRINCE & NEW POWER GENERATION/My My | 302024 |
| 27 | 27 | BRITNEY SPERARS/Stronger | 345227 |
| 25 | 25 | CLUB 107/Never Had A Dream... | 345225 |
| 22 | 22 | AEROSMITH/Jaded | 330222 |
| 18 | 22 | K-CI & JUDD/Crazy | 330222 |
| 21 | 21 | PINK/You Make Me Sick | 315221 |
| 20 | 20 | BON JOVI/Thank You | 302020 |
| 20 | 20 | DIDD/Thank You | 300220 |
| 18 | 18 | EMINEM/F.U.D.O.S.Tan | 300220 |
| 18 | 18 | BACKSTREET BOYS/The Call | 270118 |
| 17 | 17 | FUEL/Hemorrhage | 270117 |
| 17 | 17 | CRED WITH ARMS/Wide Open | 265117 |
| 17 | 17 | OUTKAST/Me Against The World | 240117 |
| 16 | 16 | SONIQUE/It Feels So Good | 240116 |
| 16 | 16 | MOBY DOWNS/STEFAN'S Southside | 240116 |
| 15 | 15 | DEB LAH MORGAN/Dance With Me | 225115 |
| 15 | 15 | SAMANTHA MUMBA/Gotta Tell You | 225115 |
| 14 | 14 | O-TOWN/Liquid Dreams | 225114 |
| 14 | 14 | BACKSTREET BOYS/Shape Of My Heart | 210114 |

MARKET #2
KISSFM/Los Angeles
Clear Channel
(818) 445-1027
Keley/Steale
12+ Cume 2,015,800



PLAYS

| LW | TW | ARTIST/TITLE | GI (0000) |
|----|----|--------------------------------------|-----------|
| 79 | 01 | JENNIFER LOPEZ Love Don't Cost... | 727338 |
| 77 | 77 | LENNY KRAMITZ/Agan | 691467 |
| 75 | 75 | DESTINY'S CHILD/Independent Women... | 623507 |
| 72 | 61 | MADONNA/Don't Tell Me | 547782 |
| 59 | 59 | MYA/Case Of The Ex... | 529867 |
| 40 | 59 | MIKAILA/Solo In Love With You | 520844 |
| 39 | 59 | ATC/Around The World... | 520844 |
| 40 | 41 | AEROSMITH/Jaded | 361818 |
| 34 | 40 | CRED WITH ARMS/Wide Open | 359020 |
| 39 | 40 | UZ/Beautiful Day | 359020 |
| 31 | 37 | SHAGGY/Wasn't Me | 332728 |
| 28 | 36 | N' SYNC/This I Promise You | 332728 |
| 32 | 38 | TOW BRATTON/He Wasn't Man... | 332728 |
| 35 | 35 | 98 DEGREES/My Everything | 314340 |
| 33 | 35 | SAMANTHA MUMBA/Gotta Tell You | 314340 |
| 31 | 34 | JOE J/Real Thing | 295334 |
| 31 | 33 | 3 DOORS DOWN/Kryptonite | 295334 |
| 41 | 31 | MARTIN FAGUILLERA/Nobody Wants... | 295334 |
| 30 | 28 | BOSSON/One In A Million | 251444 |
| 20 | 28 | DREAM'N' LOVES U Not | 242646 |
| 27 | 27 | DAVID GRAY/Babyton | 242646 |
| 15 | 24 | CRAZY TOWN/Butterfly | 215650 |
| 17 | 24 | LENNY KRAMITZ/Agan | 215650 |
| 23 | 23 | SHAGGY/Agan | 206544 |
| 20 | 22 | BACKSTREET BOYS/The Call | 191756 |
| 21 | 21 | MATCHBOX TWENTY/You're Gone | 188544 |
| 20 | 20 | FAITH HILL/The Way You Love Me | 178600 |
| 17 | 19 | MOBY DOWNS/STEFAN'S Southside | 178600 |
| 8 | 20 | PINK/You Make Me Sick | 178600 |
| 31 | 19 | BRITNEY SPERARS/Stronger | 170622 |
| 19 | 19 | BON JOVI/Thank You | 170622 |
| 19 | 19 | EMINEM/F.U.D.O.S.Tan | 161644 |
| 19 | 19 | BRITNEY SPERARS/Stronger | 161644 |
| 17 | 17 | OUTKAST/Me Against The World | 152666 |
| 17 | 17 | SONIQUE/It Feels So Good | 152666 |
| 16 | 16 | ALICE DE LAJAY/Better Off Alone | 143638 |
| 16 | 16 | MYA/Case Of The Ex... | 143638 |
| 15 | 15 | N' SYNC/This I Promise You | 141070 |
| 15 | 15 | N' SYNC/This I Promise You | 129732 |
| 14 | 14 | MADONNA/Don't Tell Me | 129732 |

MARKET #3
WKIE/Chicago
Big City
(312) 573-9400
Shebel/Lepp
12+ Cume 356,900



PLAYS

| LW | TW | ARTIST/TITLE | GI (0000) |
|----|----|--------------------------------------|-----------|
| 65 | 66 | DESTINY'S CHILD/Independent Women... | 6732 |
| 44 | 64 | JENNIFER LOPEZ Love Don't Cost... | 6528 |
| 64 | 64 | SHAGGY/Wasn't Me | 6528 |
| 61 | 61 | FAITH HILL/The Way You Love Me | 6222 |
| 59 | 59 | MYA/Case Of The Ex... | 5916 |
| 58 | 58 | EVAN AND JARON/Crazy For This Girl | 5610 |
| 46 | 50 | MADONNA/Don't Tell Me | 5100 |
| 56 | 50 | DEB LAH MORGAN/Dance With Me | 5100 |
| 46 | 46 | UZ/Beautiful Day | 4896 |
| 44 | 44 | PINK/You Make Me Sick | 4488 |
| 28 | 44 | CRAZY TOWN/Butterfly | 4488 |
| 47 | 43 | DEB LAH MORGAN/Dance With Me | 4386 |
| 41 | 48 | EVAN AND JARON/Crazy For This Girl | 4264 |
| 42 | 42 | NELLY/E | 4284 |
| 36 | 42 | MYA/Case Of The Ex... | 4284 |
| 41 | 41 | DIDD/Thank You | 4182 |
| 46 | 39 | BRITNEY SPERARS/Stronger | 3978 |
| 46 | 39 | CREED WITH ARMS/Wide Open | 3060 |
| 42 | 42 | DAVE MATTHEWS/BAND/Dad I'm | 3264 |
| 36 | 32 | FUEL/Hemorrhage | 3264 |
| 36 | 31 | BLESSID UNLION/SL/Sloppybook Life | 3162 |
| 39 | 30 | 98 DEGREES/My Everything | 3060 |
| 32 | 29 | BACKSTREET BOYS/The Call | 2958 |
| 32 | 29 | BACKSTREET BOYS/The Call | 2958 |
| 3 | 28 | ATC/Around The World... | 2856 |
| 19 | 20 | 3 DOORS DOWN/Kryptonite | 2040 |
| 19 | 19 | MARTIN FAGUILLERA/Nobody Wants... | 2040 |
| 19 | 19 | MELANIE C/Turn To You | 1938 |
| 20 | 18 | THEY MIGHT BE GIANTS/Boss Of Me | 1836 |
| 41 | 17 | CREED WITH ARMS/Wide Open | 1734 |
| 63 | 17 | SH-7/Right Now | 1734 |
| 3 | 15 | DAVID GRAY/Babyton | 1526 |
| 22 | 15 | 3 DOORS DOWN/Kryptonite | 1530 |
| 15 | 15 | N' SYNC/This I Promise You | 1530 |
| 15 | 15 | THIRD EYE BIRD/Never Let You Go | 1530 |
| 16 | 15 | VERTICAL HORIZON/Everything You Want | 1530 |
| 16 | 14 | CHRISTINA AGUILERA/Come On Over... | 1470 |
| 1 | 13 | DAFT PUNK/One More Time | 1306 |
| 25 | 13 | MICHAEL B/Just Wanna Love You | 1326 |

MARKET #3
WUBT/Chicago
Clear Channel
(312) 253-5102
Jones/Riveria
12+ Cume 630,700



PLAYS

| LW | TW | ARTIST/TITLE | GI (0000) |
|----|----|--------------------------------------|-----------|
| 90 | 87 | 3 DOORS DOWN/Kryptonite | 275488 |
| 85 | 83 | CREED WITH ARMS/Wide Open | 275276 |
| 88 | 86 | DESTINY'S CHILD/Independent Women... | 24424 |
| 84 | 85 | N' SYNC/This I Promise You | 24140 |
| 83 | 85 | SHAGGY/Wasn't Me | 24140 |
| 87 | 84 | MATCHBOX TWENTY/You're Gone | 23856 |
| 85 | 82 | MADONNA/Don't Tell Me | 23288 |
| 56 | 58 | EVAN AND JARON/Crazy For This Girl | 16472 |
| 51 | 54 | SAMANTHA MUMBA/Gotta Tell You | 15396 |
| 52 | 53 | LENNY KRAMITZ/Agan | 15036 |
| 49 | 51 | DREAM'N' LOVES U Not | 14484 |
| 46 | 51 | JENNIFER LOPEZ Love Don't Cost... | 14484 |
| 41 | 48 | EVAN AND JARON/Crazy For This Girl | 13916 |
| 48 | 48 | MIKAILA/Solo In Love With You | 13632 |
| 42 | 46 | NINE DAYS/Absolutely | 13064 |
| 43 | 43 | VERTICAL HORIZON/Everything You Want | 12212 |
| 35 | 38 | MADONNA/Don't Tell Me | 10192 |
| 46 | 38 | CHRISTINA AGUILERA/Come On Over... | 10506 |
| 36 | 37 | JANET/Doesn't Really | 10508 |
| 37 | 37 | MATCHBOX TWENTY/You're Gone | 10224 |
| 38 | 36 | CREED WITH ARMS/Wide Open | 10224 |
| 38 | 34 | JESSICA SIMPSON/Think I'm In | 9656 |
| 34 | 34 | TONY BRAXTON/He Wasn't Man... | 9656 |
| 33 | 33 | ALL I WANT/You Agan | 9372 |
| 31 | 33 | CHRISTINA AGUILERA/Come On Over... | 9372 |
| 33 | 33 | KANDI/Don't Think I'm Not | 9372 |
| 33 | 33 | PINK/You Make Me Sick | 9372 |
| 33 | 33 | PINK/There You Go | 9372 |
| 32 | 32 | BACKSTREET BOYS/The Call | 9088 |
| 32 | 32 | BRITNEY SPERARS/Stronger | 9088 |
| 33 | 31 | 98 DEGREES/My Everything | 8804 |
| 34 | 31 | JENNIFER LOPEZ Love Don't Cost... | 8520 |
| 32 | 30 | MARTIN FAGUILLERA/Nobody Wants... | 8520 |
| 30 | 30 | N' SYNC/This I Promise You | 8236 |
| 34 | 29 | K-CI & JUDD/Crazy | 8236 |
| 29 | 28 | DESTINY'S CHILD/Jumpin' Jumpin' | 7962 |
| 16 | 28 | EVAN AND JARON/Crazy For This Girl | 7962 |
| 27 | 27 | PINK/You Make Me Sick | 7668 |
| 19 | 28 | BACKSTREET BOYS/Shape Of My Heart | 5152 |

MARKET #4
KZQZ/San Francisco
Bonneville
(415) 957-0957
Keating/Reid
12+ Cume 781,900



PLAYS

| LW | TW | ARTIST/TITLE | GI (0000) |
|----|----|--------------------------------------|-----------|
| 69 | 60 | K-CI & JUDD/Crazy | 18180 |
| 60 | 60 | SHAGGY/Agan | 17574 |
| 42 | 52 | DREAM'N' LOVES U Not | 15736 |
| 47 | 49 | DEB LAH MORGAN/Dance With Me | 14847 |
| 64 | 48 | JENNIFER LOPEZ Love Don't Cost... | 14844 |
| 41 | 43 | N' SYNC/This I Promise You | 13029 |
| 37 | 43 | PINK/You Make Me Sick | 13029 |
| 62 | 42 | DESTINY'S CHILD/Independent Women... | 12776 |
| 60 | 41 | SHAGGY/Wasn't Me | 12423 |
| 34 | 40 | ATC/Around The World... | 12120 |
| 32 | 40 | OUTKAST/Me Against The World | 12120 |
| 29 | 37 | LENNY KRAMITZ/Agan | 11817 |
| 30 | 37 | 3 DOORS DOWN/Kryptonite | 11817 |
| 36 | 37 | BLU/No More (Baby...) | 11511 |
| 37 | 37 | MARTIN FAGUILLERA/Nobody Wants... | 11511 |
| 33 | 36 | R KELLY/Up | 10908 |
| 35 | 36 | CREED WITH ARMS/Wide Open | 10605 |
| 28 | 35 | EVAN AND JARON/Crazy For This Girl | 10605 |
| 34 | 34 | KANDI/Don't Think I'm Not | 10302 |
| 31 | 32 | ATC/Around The World... | 9696 |
| 32 | 32 | MYA/Case Of The Ex... | 9696 |
| 29 | 31 | MIKAILA/Solo In Love With You | 9393 |
| 30 | 30 | SONY/This I Promise You | 9080 |
| 30 | 30 | MATCHBOX TWENTY/You're Gone | 9080 |
| 32 | 29 | N' SYNC/This I Promise You | 8787 |
| 32 | 29 | PINK/There You Go | 8787 |
| 28 | 29 | EVAN AND JARON/Crazy For This Girl | 8484 |
| 28 | 28 | MADONNA/Don't Tell Me | 8484 |
| 16 | 26 | SOUL SEARCHER/If I Can Get Enough | 7875 |
| 20 | 25 | JARULE F/C/MILLAN/Between Me And You | 7578 |
| 25 | 25 | MATCHBOX TWENTY/You're Gone | 7575 |
| 29 | 24 | CREED WITH ARMS/Wide Open | 7272 |
| 23 | 24 | ALICE DE LAJAY/Better Off Alone | 6969 |
| 20 | 22 | SONIQUE/It Feels So Good | 6666 |
| 3 | 22 | 3 DOORS DOWN/Kryptonite | 6666 |
| 20 | 22 | 98 DEGREES/My Everything | 6165 |
| 19 | 22 | BRITNEY SPERARS/Stronger | 6165 |
| 17 | 21 | BRITNEY SPERARS/Stronger | 5152 |
| 17 | 21 | BACKSTREET BOYS/Shape Of My Heart | 5152 |

MARKET #5
WIDD/Philadelphia
Clear Channel
(610) 681-1000
Bridges/Mazzaro/Newsome
12+ Cume 979,500



PLAYS

| LW | TW | ARTIST/TITLE | GI (0000) |
|----|----|--------------------------------------|-----------|
| 83 | 79 | JENNIFER LOPEZ Love Don't Cost... | 35254 |
| 83 | 76 | SHAGGY/Wasn't Me | 33886 |
| 74 | 74 | LENNY KRAMITZ/Agan | 33004 |
| 63 | 63 | SHAGGY/Agan | 28088 |
| 64 | 64 | DREAM'N' LOVES U Not | 24084 |
| 34 | 60 | DESTINY'S CHILD/Independent Women... | 22900 |
| 34 | 60 | DEB LAH MORGAN/Dance With Me | 20516 |
| 44 | 46 | OUTKAST/Me Against The World | 20516 |
| 40 | 46 | CRAZY TOWN/Butterfly | 18480 |
| 36 | 46 | MATCHBOX TWENTY/You're Gone | 16066 |
| 35 | 46 | KANDI/Don't Think I'm Not | 15610 |
| 32 | 46 | FUEL/Hemorrhage | 14272 |
| 19 | 46 | EVAN AND JARON/Crazy For This Girl | 12934 |
| 29 | 46 | EMINEM/F.U.D.O.S.Tan | 12934 |
| 30 | 46 | SAMANTHA MUMBA/Gotta Tell You | 12848 |
| 26 | 46 | PINK/You Make Me Sick | 12488 |
| 29 | 46 | 1 DANCE/What's Your Fantasy | 11150 |
| 22 | 46 | NELLY/E | 11840 |
| 24 | 46 | N' SYNC/This I Promise You | 10704 |
| 24 | 46 | CREED WITH ARMS/Wide Open | 10704 |
| 24 | 46 | N' SYNC/This I Promise You | 10704 |
| 24 | 46 | PINK/You Make Me Sick | 9812 |
| 21 | 46 | MADONNA/Don't Tell Me | 9366 |
| 21 | 46 | FAITH HILL/The Way You Love Me | 9366 |
| 19 | 46 | 3 DOORS DOWN/Kryptonite | 8474 |
| 18 | 46 | SOUL DECISION/Faded | 8474 |
| 18 | 46 | SONIQUE/It Feels So Good | 8078 |
| 17 | 46 | TOW BRATTON/He Wasn't Man... | 8078 |
| 10 | 46 | K-CI & JUDD/Crazy | 8078 |
| 16 | 46 | NELLY/Country Grammar | 7582 |
| 17 | 46 | ATC/Around The World... | 7582 |
| 17 | 46 | SONIQUE/It Feels So Good | 7582 |
| 16 | 46 | DESTINY'S CHILD/Jumpin' Jumpin' | 7136 |
| 16 | 46 | LIMP BIZKIT/Pollin' | 7136 |
| 14 | 46 | 98 DEGREES/My Everything | 7136 |
| 14 | 46 | O-TOWN/Liquid Dreams | 6690 |
| 28 | 46 | RUFF ENOZ/No More | 6690 |
| 14 | 46 | ALL I WANT/You Agan | 6244 |
| 14 | 46 | JANET/Doesn't Really | 6244 |

MARKET #6
KNKX/Dallas-Ft. Worth
Clear Channel
(214) 630-3011
Cook/Ferretti/James
12+ Cume 736,900



PLAYS

| LW | TW | ARTIST/TITLE | GI (0000) |
|----|----|--------------------------------------|-----------|
| 62 | 72 | 3 DOORS DOWN/Kryptonite | 25000 |
| 71 | 70 | DESTINY'S CHILD/Independent Women... | 24500 |
| 75 | 87 | SHAGGY/Wasn't Me | 23450 |
| 60 | 60 | CREED WITH ARMS/Wide Open | 21000 |
| 38 | 58 | K-CI & JUDD/Crazy | 20300 |
| 35 | 58 | DREAM'N' LOVES U Not | 19250 |
| 35 | 58 | VERTICAL HORIZON/Everything You Want | 19250 |
| 33 | 53 | 98 DEGREES/My Everything | 18550 |
| 56 | 51 | SAMANTHA MUMBA/Gotta Tell You | 17850 |
| 67 | 48 | MATCHBOX TWENTY/You're Gone | 16800 |
| 40 | 45 | SHAGGY/Wasn't Me | 15750 |
| 42 | 42 | NELLY/E | 14700 |
| 26 | 41 | MADONNA/Don't Tell Me | 14350 |
| 38 | 41 | LENNY KRAMITZ/Agan | 14350 |
| 28 | 41 | SHAGGY/Agan | 14350 |
| 30 | 30 | SOUL DECISION/Faded | 13650 |
| 40 | 30 | MADONNA/Don't Tell Me | 13300 |
| 40 | 30 | BRITNEY SPERARS/Stronger | 13300 |
| 37 | 30 | EVAN AND JARON/Crazy For This Girl | 13300 |
| 36 | 30 | N' SYNC/This I Promise You | 12550 |
| 36 | 30 | MYA/Case Of The Ex... | 12550 |
| 34 | 30 | KANDI/Don't Think I'm Not | 11200 |
| 27 | 30 | N' SYNC/This I Promise You | 11200 |
| 27 | 30 | EVAN AND JARON/Crazy For This Girl | 11200 |
| 34 | 32 | N' SYNC/This I Promise You | 11200 |
| 34 | 32 | PINK/You Make Me Sick | 11200 |
| 24 | 32 | SOUL DECISION/Faded | 11200 |
| 31 | 31 | MARTIN FAGUILLERA/Nobody Wants... | 10850 |
| 17 | 31 | N' SYNC/This I Promise You | |

CHR/Pop Playlists

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

MARKET #12

WHYI/Miami
Clear Channel
(954) 463-9299
Roberts/Banks
12+ Cumc 55,900



| PLAYS | ARTIST/TITLE | GI (000) |
|-------|--------------------------------------|----------|
| 73 | DESTINY'S CHILD/Independent Women... | 1200 |
| 54 | SHAGGY/Angel | 1168 |
| 79 | 3 DOORS DOWN/Kryptonite | 1168 |
| 71 | CREED/With Arms Wide Open | 1136 |
| 71 | LENNY KRAVITZ/Again | 1136 |
| 64 | MATCHBOX TWENTY/You're Gone | 864 |
| 53 | JENNIFER LOPEZ/Love Don't Cost... | 848 |
| 51 | ATC/Around The World | 816 |
| 40 | N SYNC/This I Promise You | 752 |
| 40 | MARTIN MARGULERA/Nobody Wants... | 640 |
| 39 | CRAZY TOWN/Butterfly | 576 |
| 64 | SHAGGY/Wasn't Me | 560 |
| 19 | K-CI & JOJO/Crazy | 560 |
| 65 | MO'NICA/Just Another Girl | 560 |
| 34 | 98 DEGREES/My Everything | 544 |
| 34 | MADONNA/Don't Tell Me | 544 |
| 37 | DREAM/He Loves U Not | 512 |
| 37 | BRITNEY SPEARS/Stronger | 512 |
| 29 | BACKSTREET BOYS/The Call | 480 |
| 29 | OUTKAST/Ms. Jackson | 464 |
| 28 | ATC/Around The World | 448 |
| 28 | DAFT PUNK/One More Time | 368 |
| 22 | PINK/You Make Me Sick | 352 |
| 21 | OUTKAST/Ms. Jackson | 336 |
| 35 | SAMANTHA MUMBA/Gotta Tell You | 320 |
| 19 | THEY MIGHT BE GIANTS/Boss Of Me | 304 |
| 17 | RON JUVY/Thank You For | 272 |
| 17 | ALICE DEE/JARVIS/Best Of Me | 272 |
| 16 | BRITNEY SPEARS/On Your Side | 256 |
| 16 | BRITNEY SPEARS/Stronger | 256 |
| 16 | ATC/Around The World | 240 |
| 15 | MADONNA/Music | 240 |
| 15 | LENNY KRAVITZ/Again | 240 |
| 14 | 98 DEGREES/My Everything | 224 |
| 14 | SOL/DREAMS | 208 |
| 13 | EVAN AND JARON/Crazy For This Girl | 208 |
| 13 | VERTICAL HORIZON/Best Ever Had... | 208 |
| 11 | AMER/It's About The Way You Feel | 192 |
| 11 | R. KELLY/You Are My Best Friend | 192 |

MARKET #14

KBKS/Seattle-Tacoma
Infinity
(206) 805-1061
Preston/Marcus D.
12+ Cumc 419,400



| PLAYS | ARTIST/TITLE | GI (000) |
|-------|--------------------------------------|----------|
| 59 | SHAGGY/Angel | 11288 |
| 59 | MADONNA/Don't Tell Me | 11288 |
| 60 | JENNIFER LOPEZ/Love Don't Cost... | 11128 |
| 67 | LENNY KRAVITZ/Again | 10790 |
| 67 | CREED/With Arms Wide Open | 10290 |
| 58 | SHAGGY/Wasn't Me | 8904 |
| 54 | MADONNA/Don't Tell Me | 8664 |
| 51 | 3 DOORS DOWN/Kryptonite | 8466 |
| 43 | DREAM/He Loves U Not | 7138 |
| 43 | DESTINY'S CHILD/Independent Women... | 7138 |
| 31 | MATCHBOX TWENTY/You're Gone | 6308 |
| 31 | FUEL/Hemorrhage | 6142 |
| 27 | THIRD EYE BULL/Deep Inside Of Me | 6142 |
| 34 | CRAZY TOWN/Butterfly | 5644 |
| 33 | ATC/Around The World | 5478 |
| 33 | DAFT PUNK/One More Time | 5478 |
| 34 | FAITH HILL/The Way You Love Me | 5146 |
| 31 | LENNY KRAVITZ/Again | 5146 |
| 29 | MVAC/Case Of The Ex. | 5146 |
| 41 | PINK/You Make Me Sick | 5146 |
| 29 | SOL/DREAMS | 4648 |
| 29 | OUTKAST/Ms. Jackson | 4648 |
| 29 | N SYNC/This I Promise You | 4150 |
| 24 | OUTKAST/Ms. Jackson | 4150 |
| 24 | BAYONNE/It's About The Way You Feel | 4150 |
| 17 | DIDD/Thank You | 4150 |
| 21 | MARTIN MARGULERA/Nobody Wants... | 4150 |
| 21 | VERTICAL HORIZON/Best Ever Had... | 4150 |
| 21 | THIRD EYE BULL/Deep Inside Of Me | 3818 |
| 15 | DEBLAH MORGAN/Dance With Me | 3652 |
| 22 | O-TOWN/Liquid Dreams | 3652 |
| 3 | ATC/Around The World | 3486 |
| 22 | SONIQUE/T.F. Feels So Good | 3486 |
| 21 | EVAN AND JARON/Crazy For This Girl | 3220 |
| 20 | PINK/You Make Me Sick | 3220 |
| 18 | CORRS/Be Without You | 3154 |
| 7 | BRITNEY SPEARS/Stronger | 2988 |
| 16 | CREED/Higher | 2988 |
| 19 | EVERETT/It's About The Way You Feel | 2988 |
| 8 | BACKSTREET BOYS/The Call | 2822 |

MARKET #15

KZZP/Phoenix
Clear Channel
(602) 279-5577
Summers/Rite
12+ Cumc 302,500



| PLAYS | ARTIST/TITLE | GI (000) |
|-------|--------------------------------------|----------|
| 75 | OUTKAST/Ms. Jackson | 7979 |
| 75 | SHAGGY/Angel | 7878 |
| 53 | DESTINY'S CHILD/Independent Women... | 7878 |
| 80 | CRAZY TOWN/Butterfly | 7777 |
| 73 | LENNY KRAVITZ/Again | 7373 |
| 80 | DREAM/He Loves U Not | 6464 |
| 51 | ATC/Around The World | 5050 |
| 54 | JENNIFER LOPEZ/Love Don't Cost... | 5050 |
| 76 | K-CI & JOJO/Crazy | 5050 |
| 48 | ATC/Around The World | 4747 |
| 15 | MADONNA/Don't Tell Me | 4343 |
| 38 | MYA/Free | 4242 |
| 29 | CREED/With Arms Wide Open | 4141 |
| 39 | FUEL/Hemorrhage | 4141 |
| 44 | AEROSMITH/Jaded | 3838 |
| 33 | PINK/You Make Me Sick | 3333 |
| 33 | SARINA PARIS/Look At Us | 3030 |
| 29 | 98 DEGREES/My Everything | 2929 |
| 22 | SAMANTHA MUMBA/Gotta Tell You | 2828 |
| 24 | SOL/DREAMS | 2828 |
| 26 | 3 DOORS DOWN/Kryptonite | 2828 |
| 26 | MATCHBOX TWENTY/You're Gone | 2828 |
| 26 | DEBLAH MORGAN/Dance With Me | 2727 |
| 26 | LUDACRIS/What's Your Fantasy | 2727 |
| 20 | N SYNC/This I Promise You | 2424 |
| 24 | WHEAT/US Teenage Outrage | 2424 |
| 23 | MVAC/Case Of The Ex. | 2323 |
| 23 | LIMP BIZKIT/Rollin' | 2323 |
| 21 | NEELY/Lady | 2121 |
| 21 | BLANK/No More (Baby...) | 2121 |
| 21 | BRIM/Back Here | 2121 |
| 20 | S CLUB 7/Never Had A Dream... | 2020 |
| 20 | VERTICAL HORIZON/You're A God | 2020 |
| 20 | CREED/Higher | 2020 |
| 20 | KANDI/DON'T Think I'm Not | 2020 |
| 19 | PINK/You Make Me Sick | 1919 |
| 19 | BRITNEY SPEARS/Stronger | 1919 |
| 18 | SHAGGY/Wasn't Me | 1818 |
| 17 | BRITNEY SPEARS/Stronger | 1818 |
| 16 | THEY MIGHT BE GIANTS/Boss Of Me | 1717 |

MARKET #16

KHTS/San Diego
Clear Channel
(619) 291-9191
Laird/Haze
12+ Cumc 444,200



| PLAYS | ARTIST/TITLE | GI (000) |
|-------|---------------------------------------|----------|
| 84 | DESTINY'S CHILD/Independent Women... | 14013 |
| 81 | N SYNC/This I Promise You | 14013 |
| 71 | SHAGGY/Wasn't Me | 11937 |
| 45 | JOY RIDE/Just A Little Bit Of Heaven | 10553 |
| 50 | OUTKAST/Ms. Jackson | 9861 |
| 46 | SHAGGY/Angel | 9688 |
| 53 | LENNY KRAVITZ/Again | 8131 |
| 39 | LUDACRIS/What's Your Fantasy | 7093 |
| 56 | JENNIFER LOPEZ/Love Don't Cost... | 6421 |
| 35 | PINK/You Make Me Sick | 6206 |
| 31 | 3LW/No More (Baby...) | 6055 |
| 31 | K-CI & JOJO/Crazy | 6055 |
| 32 | DREAM/He Loves U Not | 5709 |
| 33 | MARTIN MARGULERA/Nobody Wants... | 5536 |
| 32 | R. KELLY/You Are My Best Friend | 5536 |
| 43 | MYA/Case Of The Ex. | 5130 |
| 30 | JAY-Z/Just Wanna Love Me | 5130 |
| 29 | 98 DEGREES/My Everything | 5130 |
| 29 | 3 DOORS DOWN/Kryptonite | 5017 |
| 22 | BACKSTREET BOYS/The Call | 5017 |
| 32 | LOUCHE/LOU/MACHIE... 10 Out Of 10 | 4874 |
| 30 | BRITNEY SPEARS/Stronger | 4874 |
| 28 | THEY MIGHT BE GIANTS/Boss Of Me | 4496 |
| 29 | LUDACRIS/What's Your Fantasy | 4325 |
| 34 | DEBLAH MORGAN/Dance With Me | 4325 |
| 24 | EVAN AND JARON/Crazy For This Girl | 4152 |
| 24 | MADONNA/Don't Tell Me | 4152 |
| 24 | MYA/Free | 4152 |
| 21 | CREED/With Arms Wide Open | 4152 |
| 21 | O-TOWN/Liquid Dreams | 3533 |
| 20 | MATCHBOX TWENTY/You're Gone | 3460 |
| 17 | JARULE/F.C. M.I.A./Between Me And You | 3460 |
| 18 | NEXT/Why | 3114 |
| 18 | CREED/With Arms Wide Open | 3114 |
| 18 | CRAZY TOWN/Butterfly | 3114 |
| 16 | SSDD/Incomplete | 2914 |
| 16 | DAFT PUNK/One More Time | 2914 |
| 16 | MARY MARY/Shackles... | 2765 |
| 15 | MADONNA/Music | 2586 |
| 15 | ATC/Around The World | 2586 |

MARKET #17

KDWB/Minneapolis
Clear Channel
(612) 340-9000
Morris/Moran
12+ Cumc 537,900



| PLAYS | ARTIST/TITLE | GI (000) |
|-------|---------------------------------------|----------|
| 83 | DESTINY'S CHILD/Independent Women... | 21021 |
| 78 | SHAGGY/Angel | 20475 |
| 77 | SHAGGY/Wasn't Me | 20202 |
| 73 | LENNY KRAVITZ/Again | 19929 |
| 50 | DREAM/He Loves U Not | 13650 |
| 47 | LUDACRIS/What's Your Fantasy | 13650 |
| 53 | K-CI & JOJO/Crazy | 13104 |
| 48 | R. KELLY/You Are My Best Friend | 12858 |
| 46 | MATCHBOX TWENTY/You're Gone | 12558 |
| 42 | DR. DRE/The Next Episode | 12285 |
| 46 | JENNIFER LOPEZ/Love Don't Cost... | 9878 |
| 52 | 3LW/No More (Baby...) | 9878 |
| 32 | 98 DEGREES/My Everything | 9009 |
| 29 | MARTIN MARGULERA/Nobody Wants... | 9009 |
| 32 | R. KELLY/You Are My Best Friend | 8736 |
| 42 | DEBLAH MORGAN/Dance With Me | 8736 |
| 42 | DAFT PUNK/One More Time | 8736 |
| 34 | PINK/You Make Me Sick | 8736 |
| 41 | CREED/With Arms Wide Open | 8463 |
| 31 | MYA/Case Of The Ex. | 8463 |
| 31 | OUTKAST/Ms. Jackson | 8463 |
| 32 | MADONNA/Don't Tell Me | 7917 |
| 29 | CRAZY TOWN/Butterfly | 7644 |
| 29 | SAMANTHA MUMBA/Gotta Tell You | 7644 |
| 27 | NELLY/Ride Wit Me | 7644 |
| 27 | JAY-Z/Just Wanna Love Me | 7371 |
| 21 | FAITH HILL/The Way You Love Me | 6552 |
| 21 | 3 DOORS DOWN/Kryptonite | 6552 |
| 20 | MONTELL JORDAN/Get It On... Tonight | 5733 |
| 17 | RUFF ENOUGH/No More | 4914 |
| 17 | BRITNEY SPEARS/Stronger | 4641 |
| 19 | JARULE/F.C. M.I.A./Between Me And You | 4368 |
| 18 | DAFT PUNK/One More Time | 4368 |
| 15 | ATC/Around The World | 4096 |
| 7 | CHRISTINA AGUILERA/Come On Over... | 4096 |
| 12 | BLAKE/808 | 4096 |
| 21 | MADONNA/Music | 4096 |
| 11 | BRIM/Back Here | 3822 |
| 14 | N SYNC/Bye Bye Bye | 3822 |

MARKET #18

WBLI/Nassau-Suffolk
Cox
(619) 669-9254
Rial/Levine
12+ Cumc 877,900



| PLAYS | ARTIST/TITLE | GI (000) |
|-------|--------------------------------------|----------|
| 81 | JENNIFER LOPEZ/Love Don't Cost... | 14000 |
| 82 | SHAGGY/Wasn't Me | 40572 |
| 68 | EVAN AND JARON/Crazy For This Girl | 29988 |
| 62 | MATCHBOX TWENTY/You're Gone | 27342 |
| 58 | SHAGGY/Angel | 26019 |
| 43 | AEROSMITH/Jaded | 23373 |
| 58 | MYA/Case Of The Ex. | 22992 |
| 51 | OUTKAST/Ms. Jackson | 21669 |
| 48 | MARTIN MARGULERA/Nobody Wants... | 21168 |
| 45 | CREED/With Arms Wide Open | 19645 |
| 63 | DESTINY'S CHILD/Independent Women... | 18863 |
| 42 | 3 DOORS DOWN/Kryptonite | 18522 |
| 41 | SAMANTHA MUMBA/Gotta Tell You | 18081 |
| 39 | DR. DRE/Next Episode | 17640 |
| 38 | MELANIE C/Turn To You | 16758 |
| 36 | LENNY KRAVITZ/Again | 14112 |
| 36 | MADONNA/Don't Tell Me | 14112 |
| 28 | THANX/Out Of Sight... | 11466 |
| 25 | ATC/Around The World | 11025 |
| 24 | JANE I/Doesn't Really... | 11025 |
| 24 | AAJ/Thank You Again | 10584 |
| 23 | DEBLAH MORGAN/Dance With Me | 10143 |
| 23 | ALICE DEE/JARVIS/Best Of Me | 10143 |
| 22 | DESTINY'S CHILD/Jumpin' Jumpin' | 9702 |
| 21 | 98 DEGREES/My Everything | 9061 |
| 21 | SONIQUE/T.F. Feels So Good | 9061 |
| 21 | NELLY/Lady | 8621 |
| 21 | NINI/DAYS/Absolutely... | 8621 |
| 21 | PINK/You Make Me Sick | 8621 |
| 20 | PINK/You Make Me Sick | 8621 |
| 18 | CREED/Higher | 8379 |
| 18 | BLAKE/808 | 8259 |
| 17 | 102/Beautiful Day | 8279 |
| 15 | O-TOWN/Liquid Dreams | 7938 |
| 26 | CRAZY TOWN/Butterfly | 7497 |
| 17 | MATCHBOX TWENTY/You're Gone | 7056 |
| 16 | BRITNEY SPEARS/Stronger | 6615 |
| 27 | SHAGGY/Angel | 6174 |
| 14 | DIDD/Thank You | 6174 |

MARKET #19

KSLZ/St. Louis
Clear Channel
(314) 692-5100
Kapugi
12+ Cumc 556,200



| PLAYS | ARTIST/TITLE | GI (000) |
|-------|--|----------|
| 75 | JENNIFER LOPEZ/Love Don't Cost... | 14168 |
| 80 | MYA/Case Of The Ex. | 14168 |
| 90 | KANDI/DON'T Think I'm Not | 14168 |
| 89 | SHAGGY/Wasn't Me | 14007 |
| 81 | NELLY/Lady | 13685 |
| 83 | DREAM/He Loves U Not | 13363 |
| 82 | DESTINY'S CHILD/Independent Women... | 8021 |
| 36 | BACKSTREET BOYS/The Call | 6993 |
| 31 | SHAGGY/Angel | 6782 |
| 40 | K-CI & JOJO/Crazy | 6601 |
| 39 | MADONNA/Don't Tell Me | 6601 |
| 34 | BRIM/Back Here | 6279 |
| 38 | 98 DEGREES/My Everything | 6279 |
| 36 | SOL/DREAMS | 5796 |
| 46 | EVAN AND JARON/Crazy For This Girl | 5796 |
| 35 | N SYNC/This I Promise You | 5474 |
| 31 | BRIM/Back Here | 5313 |
| 28 | CRAZY TOWN/Butterfly | 5313 |
| 47 | SAMANTHA MUMBA/Gotta Tell You | 5313 |
| 37 | PINK/You Make Me Sick | 5313 |
| 26 | ATC/Around The World | 5152 |
| 37 | NELLY/Lady | 4830 |
| 24 | AEROSMITH/Jaded | 4669 |
| 29 | LENNY KRAVITZ/Again | 4669 |
| 28 | LIMP BIZKIT/Rollin' | 4669 |
| 54 | 98 DEGREES/My Everything | 4025 |
| 23 | BRITNEY SPEARS/Stronger | 4025 |
| 37 | MATCHBOX TWENTY/You're Gone | 3864 |
| 23 | O-TOWN/Liquid Dreams | 3220 |
| 19 | S CLUB 7/Never Had A Dream... | 3059 |
| 19 | FUEL/Hemorrhage | 3059 |
| 19 | FUEL/Hemorrhage | 2938 |
| 12 | MARTIN MARGULERA/Nobody Wants... | 2786 |
| 35 | CREED/With Arms Wide Open | 2737 |
| 16 | OUTKAST/Ms. Jackson | 2737 |
| 11 | FAITH HILL/The Way You Love Me | 2576 |
| 12 | 102/Beautiful Day | 2576 |
| 13 | NELLY/Lady | 2415 |
| 28 | RONY MARRI/It's About The Way You Feel | 2415 |
| 7 | 103/Where My Girls At? | 2093 |

MARKET #20

WXYW/Baltimore
Infinity
(410) 628-7722
Pasha/McIntyre/Medlock
12+ Cumc 451,200



| PLAYS | ARTIST/TITLE | GI (000) |
|-------|--------------------------------------|----------|
| 75 | JENNIFER LOPEZ/Love Don't Cost... | 15210 |
| 75 | SHAGGY/Wasn't Me | 15015 |
| 77 | LENNY KRAVITZ/Again | 15015 |
| 77 | MYA/Case Of The Ex. | 14310 |
| 31 | PINK/You Make Me Sick | 11820 |
| 11 | NELLY/Lady | 10335 |
| 43 | DREAM/He Loves U Not | 8772 |
| 34 | ATC/Around The World | 8580 |
| 41 | DESTINY'S CHILD/Independent Women... | 7800 |
| 38 | 98 DEGREES/My Everything | 7605 |
| 48 | CREED/With Arms Wide Open | 7605 |
| 41 | DEBLAH MORGAN/Dance With Me | 7020 |
| 18 | MATCHBOX TWENTY/You're Gone | 6425 |
| 52 | FAITH HILL/The Way You Love Me | 5860 |
| 25 | DESTINY'S CHILD/Jumpin' Jumpin' | 4875 |
| 22 | CHRISTINA AGUILERA/Come On Over... | 4680 |
| 9 | SONIQUE/T.F. Feels So Good | 4485 |
| 17 | BRIM/Back Here | 4290 |
| 19 | 3LW/No More (Baby...) | 4290 |
| 22 | CREED/Higher | 4290 |
| 22 | 102/Beautiful Day | 4290 |
| 20 | OUTKAST/Ms. Jackson | 4290 |
| 20 | CORRS/Be Without You | 3900 |
| 18 | BACKSTREET BOYS/The Call | 3705 |
| 21 | BAHA MEN/Who'll Stop The Dogs Out | 3705 |
| 40 | BRITNEY SPEARS/Stronger | 3705 |
| 22 | VERTICAL HORIZON/Best Ever Had... | 3705 |
| 22 | OUTKAST/Ms. Jackson | 3510 |
| 22 | 3 DOORS DOWN/Kryptonite | 3510 |
| 18 | MADONNA/Music | 3510 |
| 18 | MARTIN MARGULERA/Nobody Wants... | 3510 |
| 20 | MATCHBOX TWENTY/You're Gone | 3510 |
| 17 | N SYNC/This I Promise You | 3510 |
| 25 | PINK/You Make Me Sick | 3315 |
| 23 | 102/Beautiful Day | 3315 |
| 14 | 102/Where My Girls At? | 2730 |

MARKET #21

WFLZ/Tampa
Clear Channel
(813) 839-3939
Domino/Shepard/Priest
12+ Cumc 625,

CHR/Pop Playlists

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

MARKET #26 WKQR/Cincinnati

Infinity
(513) 699-5102
Frank/Douglas
12x Cum 321,800



PLAYS

| LW | RT | ARTIST/TITLE | GI (000) |
|----|----|---|----------|
| 75 | 74 | MATCHBOX TWENTY/If You're Gone | 8066 |
| 74 | 45 | FAITH HILL/The Way You Love Me | 7305 |
| 42 | 60 | CREED/With Arms Wide Open | 6753 |
| 75 | 58 | BON JOVI/My Love | 6322 |
| 50 | 59 | BARENKATZ/LADIES First Me | 6322 |
| 74 | 59 | DESTINY'S CHILD/Independent Women... | 6322 |
| 66 | 33 | DIDD/Thank You | 5777 |
| 51 | 51 | CREED/Higher | 5559 |
| 41 | 51 | RICKY MARTIN/She Bangs | 5559 |
| 50 | 50 | SOUL2SOUL/Just a Little Bit of Heaven | 5450 |
| 49 | 49 | SHAGGY/Wasn't Me | 5341 |
| 38 | 49 | STREETS/Desert Rose | 5232 |
| 48 | 48 | MADONNA/Don't Tell Me | 5014 |
| 22 | 38 | MADONNA/Don't Tell Me | 4702 |
| 52 | 34 | 3 DOORS DOWN/Kryptonite | 3146 |
| 30 | 30 | LENNY KRAMTZ/Again | 3270 |
| 30 | 30 | MARTIN MURRAY/Everybody Wants to Rule the World | 3270 |
| 27 | 29 | MATCHBOX TWENTY/If You're Gone | 3270 |
| 25 | 26 | VERTICAL HORIZON/Everything You Want | 3161 |
| 33 | 26 | GOO GOO DOLLS/Black Balloon | 2834 |
| 25 | 25 | CHRISTINA AGUILERA/Come On Over... | 2725 |
| 25 | 25 | NINE DAYS/Absolutely | 2725 |
| 25 | 25 | BRITNEY SPEARS/Stronger | 2616 |
| 24 | 24 | DEBELAH MORGAN/Dance With Me | 2616 |
| 24 | 24 | K-CI & JUDO CRAY | 2616 |
| 11 | 23 | 3 DOORS DOWN/Just a Little Bit of Heaven | 2507 |
| 23 | 23 | FUEL/Hemorrhage | 2507 |
| 21 | 23 | SAMANTHA MURRAY/Gotta Tell You | 2507 |
| 22 | 22 | BRITNEY SPEARS/Stronger | 2390 |
| 11 | 21 | BON JOVI/Thank You For... | 2289 |
| 19 | 20 | NELLY/E | 2180 |
| 19 | 20 | SAMANTHA MURRAY/Gotta Tell You | 2180 |
| 17 | 19 | EMINEM/Real Slim Shady | 2070 |
| 11 | 18 | OUTKAST/Idiot Jackson | 1952 |
| 11 | 18 | BACKSTREET BOYS/The Call | 1863 |
| 1 | 17 | N SYNC/This I Promise You | 1853 |
| 12 | 17 | SAVAGE GARDEN/Knew I Loved You | 1744 |
| 12 | 17 | DEBELAH MORGAN/Dance With Me | 1744 |
| 14 | 14 | DAVID GRAY/Babyton | 1526 |
| 15 | 14 | JENNIFER LOPEZ/Love Don't Cost a Thing | 1417 |

MARKET #27 KDND/Sacramento

Entercom
(916) 334-7777
Weed/Leak
12x Cum 282,400



PLAYS

| LW | RT | ARTIST/TITLE | GI (000) |
|----|----|---|----------|
| 71 | 72 | JENNIFER LOPEZ/Love Don't Cost a Thing | 8290 |
| 69 | 70 | DREAM'N' Lovin' U | 8050 |
| 70 | 70 | LENNY KRAMTZ/Again | 8050 |
| 69 | 69 | DESTINY'S CHILD/Independent Women... | 7935 |
| 69 | 69 | SHAGGY/Angel | 7830 |
| 72 | 67 | MVA/Case Of The Ex... | 7700 |
| 43 | 46 | K-CI & JUDO CRAY | 5290 |
| 40 | 46 | MATCHBOX TWENTY/If You're Gone | 5290 |
| 37 | 45 | BBMAK/SB On Your Side | 5175 |
| 43 | 44 | 98 DEGREES/My Everything | 5060 |
| 44 | 44 | MADONNA/Don't Tell Me | 5060 |
| 45 | 44 | SARINA PATRICK/Just a Little Bit of Heaven | 5060 |
| 46 | 43 | 3 DOORS DOWN/Kryptonite | 4945 |
| 45 | 40 | N SYNC/This I Promise You | 4600 |
| 45 | 39 | PINK/Most Girls | 4485 |
| 40 | 37 | SHAGGY/Wasn't Me | 4255 |
| 40 | 37 | MARTIN MURRAY/Everybody Wants to Rule the World | 4255 |
| 37 | 30 | ATC/Around the World | 3450 |
| 38 | 30 | CRAZY TOWN/Butterfly | 3450 |
| 35 | 30 | GOO GOO DOLLS/Black Balloon | 3450 |
| 35 | 30 | CREED/With Arms Wide Open | 3450 |
| 25 | 29 | MVA/Free | 2935 |
| 25 | 29 | FUEL/Hemorrhage | 2935 |
| 21 | 28 | PINK/You Make Me Sick | 2340 |
| 22 | 25 | SOUL2SOUL/Just a Little Bit of Heaven | 2875 |
| 24 | 25 | EVAN AND JARON/Crazy For This Girl | 2875 |
| 23 | 22 | OUTKAST/Idiot Jackson | 2530 |
| 21 | 21 | MADONNA/Don't Tell Me | 2415 |
| 21 | 21 | SAMANTHA MURRAY/Gotta Tell You | 2415 |
| 22 | 21 | O-TOWN/Liquid Dreams | 2415 |
| 20 | 21 | NINE DAYS/Absolutely | 2300 |
| 16 | 19 | EVERETT/Real Wonderful | 2185 |
| 16 | 19 | SSD/Strong Song | 2185 |
| 17 | 18 | 3LW/No More (Baby...) | 2070 |
| 18 | 18 | CHRISTINA AGUILERA/Come On Over... | 2070 |
| 8 | 18 | CORRS/Breathless | 2070 |
| 19 | 18 | 102/Beautiful Day | 2070 |
| 22 | 18 | BACKSTREET BOYS/The Call | 1640 |
| 12 | 18 | DEBELAH MORGAN/Dance With Me | 1540 |
| 19 | 18 | SADE/By Your Side | 1840 |
| 14 | 14 | SOUL2SOUL/Oh It's Kindsa Crazy | 1610 |

MARKET #30 KNKZ/Kansas City

Syncom
(816) 356-2400
Austin/O'Reilly
12x Cum 215,100



PLAYS

| LW | RT | ARTIST/TITLE | GI (000) |
|----|----|---|----------|
| 96 | 99 | DREAM'N' Lovin' U | 7722 |
| 99 | 99 | DESTINY'S CHILD/Independent Women... | 7722 |
| 83 | 82 | K-CI & JUDO CRAY | 7176 |
| 86 | 80 | JENNIFER LOPEZ/Love Don't Cost a Thing | 6864 |
| 48 | 85 | SHAGGY/Angel | 6630 |
| 84 | 84 | CRAZY TOWN/Butterfly | 6552 |
| 85 | 82 | 98 DEGREES/My Everything | 6386 |
| 77 | 80 | OUTKAST/Idiot Jackson | 6240 |
| 76 | 80 | MADONNA/Don't Tell Me | 6240 |
| 49 | 66 | BACKSTREET BOYS/The Call | 5148 |
| 95 | 65 | SHAGGY/Wasn't Me | 5070 |
| 32 | 52 | MARTIN MURRAY/Everybody Wants to Rule the World | 4524 |
| 87 | 55 | NELLY/E | 4290 |
| 68 | 61 | PINK/You Make Me Sick | 3978 |
| 46 | 43 | JARON/We're Not Alone | 3354 |
| 50 | 41 | SAMANTHA MURRAY/Gotta Tell You | 3138 |
| 38 | 39 | N SYNC/This I Promise You | 3042 |
| 42 | 38 | CREED/With Arms Wide Open | 2964 |
| 39 | 38 | MVA/Case Of The Ex... | 2964 |
| 19 | 38 | MATCHBOX TWENTY/If You're Gone | 2964 |
| 35 | 34 | 3 DOORS DOWN/Kryptonite | 2632 |
| 34 | 34 | BBMAK/SB On Your Side | 2632 |
| 29 | 30 | N SYNC/This I Promise You | 2340 |
| 28 | 29 | AEROSMITH/Jaded | 2262 |
| 38 | 27 | SOUL2SOUL/Just a Little Bit of Heaven | 2106 |
| 37 | 27 | EMINEM/Real Slim Shady | 2106 |
| 26 | 27 | SARINA PATRICK/Just a Little Bit of Heaven | 2042 |
| 22 | 22 | DESTINY'S CHILD/Jumper/Jumper | 1794 |
| 20 | 21 | BBMAK/SB On Your Side | 1638 |
| 25 | 21 | NINE DAYS/Absolutely | 1536 |
| 25 | 20 | NELLY/E | 1560 |
| 18 | 19 | 102/Beautiful Day | 1482 |
| 18 | 19 | 3LW/No More (Baby...) | 1404 |
| 11 | 16 | BAJAMEN/You All Dat | 1426 |
| 18 | 17 | R. KELLY/W | 1306 |
| 19 | 17 | JAY-Z/Just Wanna Live | 1326 |
| 16 | 17 | MARSHALL MATTHEWS/Just a Little Bit of Heaven | 1326 |
| 9 | 13 | CHRISTINA AGUILERA/Come On Over... | 1014 |
| 5 | 13 | ENRIQUE IGLESAS/Be With You | 1014 |
| 13 | 13 | BLINK-182/All the Small Things | 1014 |

MARKET #38 KMKV/Kansas City

Infinity
(816) 756-5086
Zelmer/Dylan
12x Cum 312,100



PLAYS

| LW | RT | ARTIST/TITLE | GI (000) |
|----|----|---|----------|
| 59 | 74 | MADONNA/Don't Tell Me | 9842 |
| 69 | 71 | DESTINY'S CHILD/Independent Women... | 9443 |
| 74 | 68 | SHAGGY/Wasn't Me | 9044 |
| 65 | 66 | FAITH HILL/The Way You Love Me | 8778 |
| 58 | 66 | 3 DOORS DOWN/Kryptonite | 8778 |
| 63 | 63 | MATCHBOX TWENTY/If You're Gone | 8645 |
| 45 | 55 | JENNIFER LOPEZ/Love Don't Cost a Thing | 7315 |
| 51 | 54 | NELLY/E | 7182 |
| 62 | 52 | LENNY KRAMTZ/Again | 6916 |
| 39 | 51 | AEROSMITH/Jaded | 6783 |
| 55 | 50 | SAMANTHA MURRAY/Gotta Tell You | 6550 |
| 42 | 48 | MARTIN MURRAY/Everybody Wants to Rule the World | 6517 |
| 45 | 49 | CREED/With Arms Wide Open | 6517 |
| 48 | 47 | PINK/You Make Me Sick | 6251 |
| 47 | 43 | CRAZY TOWN/Butterfly | 5719 |
| 33 | 41 | BON JOVI/Thank You For... | 4923 |
| 37 | 41 | N SYNC/This I Promise You | 4921 |
| 37 | 41 | DESTINY'S CHILD/Independent Women... | 4851 |
| 42 | 37 | SOUL2SOUL/Just a Little Bit of Heaven | 4788 |
| 42 | 37 | EVERETT/Real Wonderful | 4788 |
| 5 | 28 | AEROSMITH/Jaded | 3125 |
| 12 | 25 | DAVID GRAY/Babyton | 3192 |
| 14 | 24 | MATCHBOX TWENTY/If You're Gone | 3192 |
| 24 | 24 | DAVE MATTHEWS BAND/Did It All | 3192 |
| 24 | 24 | PINK/Most Girls | 3192 |
| 20 | 23 | FUEL/Hemorrhage | 3059 |
| 12 | 22 | VERTICAL HORIZON/Everything You Want | 2950 |
| 20 | 22 | DIDD/Thank You | 2926 |
| 21 | 21 | BARENAKES/LADIES First Me | 2793 |
| 17 | 21 | CREED/Higher | 2793 |
| 19 | 20 | OUTKAST/Idiot Jackson | 2660 |
| 17 | 19 | BBMAK/SB On Your Side | 2660 |
| 17 | 19 | 102/Beautiful Day | 2660 |
| 38 | 16 | EVAN AND JARON/Crazy For This Girl | 2198 |
| 16 | 18 | DESTINY'S CHILD/Jumper/Jumper | 1925 |
| 15 | 18 | SISTER HAZEL/Change Your Mind | 1925 |
| 9 | 13 | THE WINDUP/Just a Little Bit of Heaven | 1779 |
| 9 | 13 | MARTIN MURRAY/Everybody Wants to Rule the World | 1779 |
| 9 | 12 | O-TOWN/Liquid Dreams | 1596 |
| 9 | 12 | BACKSTREET BOYS/The Call | 1197 |

MARKET #31 WKSS/Milwaukee

Entercom
(414) 529-1250
Kelly/Martinez
12x Cum 285,600



PLAYS

| LW | RT | ARTIST/TITLE | GI (000) |
|----|----|--|----------|
| 47 | 46 | JARON/We're Not Alone | 10632 |
| 63 | 66 | LUDACRIS/What's Your Fantasy | 10632 |
| 65 | 65 | OUTKAST/Idiot Jackson | 10290 |
| 63 | 63 | R. KELLY/W | 10290 |
| 65 | 63 | JENNIFER LOPEZ/Love Don't Cost a Thing | 7296 |
| 45 | 45 | K-CI & JUDO CRAY | 7296 |
| 44 | 44 | UNCLE KRACOR/Follow Me | 7126 |
| 41 | 43 | SOUL2SOUL/Just a Little Bit of Heaven | 6966 |
| 28 | 43 | MATCHBOX TWENTY/If You're Gone | 6966 |
| 42 | 42 | MVA/Case Of The Ex... | 6864 |
| 32 | 41 | DESTINY'S CHILD/Independent Women... | 6842 |
| 65 | 36 | SHAGGY/Wasn't Me | 6630 |
| 19 | 34 | AEROSMITH/Jaded | 5508 |
| 34 | 34 | CRAZY TOWN/Butterfly | 5508 |
| 22 | 34 | DAVE MATTHEWS BAND/Did It All | 5508 |
| 14 | 34 | VERTICAL HORIZON/Everything You Want | 4530 |
| 32 | 32 | BLESSID UNION/DXL/Storybook Life | 5346 |
| 33 | 32 | 3LW/No More (Baby...) | 5184 |
| 28 | 32 | LENNY KRAMTZ/Again | 5184 |
| 17 | 28 | SHAGGY/Angel | 4638 |
| 42 | 28 | K-CI & JUDO CRAY | 4638 |
| 32 | 27 | MADONNA/Don't Tell Me | 4074 |
| 30 | 28 | DREAM'N' Lovin' U | 4050 |
| 41 | 25 | LIL BOW WOP/How You Want Me | 4050 |
| 23 | 28 | N SYNC/This I Promise You | 3726 |
| 9 | 23 | JARON/We're Not Alone | 3726 |
| 30 | 21 | O-TOWN/Liquid Dreams | 3402 |
| 15 | 21 | DAFT PUNK/One More Time | 3402 |
| 34 | 20 | DEXTER FREESH/Leaving Town | 3240 |
| 9 | 20 | CORRS/Breathless | 3078 |
| 18 | 20 | BBMAK/SB On Your Side | 3078 |
| 17 | 19 | MVA/Free | 3078 |
| 6 | 18 | DESTINY'S CHILD/Jumper/Jumper | 2916 |
| 19 | 18 | EMINEM/Real Slim Shady | 2916 |
| 18 | 18 | PAPA ROACH/Last Resort | 2916 |
| 21 | 17 | VERTICAL HORIZON/Everything You Want | 2754 |
| 14 | 17 | LIL BOW WOP/How You Want Me | 2754 |
| 14 | 17 | MOBY/FUN/Drive | 2754 |
| 15 | 16 | DAFT PUNK/One More Time | 2592 |

MARKET #32 KDMR/San Antonio

Clear Channel
(210) 736-9700
Kelly/James
12x Cum 295,800



PLAYS

| LW | RT | ARTIST/TITLE | GI (000) |
|----|----|--|----------|
| 87 | 82 | EVAN AND JARON/Crazy For This Girl | 13708 |
| 90 | 81 | MATCHBOX TWENTY/If You're Gone | 13569 |
| 80 | 81 | FUEL/Hemorrhage | 13410 |
| 89 | 80 | LENNY KRAMTZ/Again | 12661 |
| 80 | 80 | DESTINY'S CHILD/Independent Women... | 13112 |
| 58 | 80 | MADONNA/Don't Tell Me | 11492 |
| 50 | 80 | MOBY/FUN/Drive | 7450 |
| 53 | 80 | 102/Beautiful Day | 7450 |
| 48 | 80 | JENNIFER LOPEZ/Love Don't Cost a Thing | 7301 |
| 49 | 80 | SOUL2SOUL/Just a Little Bit of Heaven | 7301 |
| 48 | 80 | 3 DOORS DOWN/Just a Little Bit of Heaven | 7152 |
| 48 | 80 | DREAM'N' Lovin' U | 7152 |
| 48 | 80 | DEBELAH MORGAN/Dance With Me | 7152 |
| 39 | 80 | BARENKATZ/LADIES First Me | 6258 |
| 39 | 80 | TOYNUC/You Want Me | 5811 |
| 37 | 80 | VERTICAL HORIZON/Everything You Want | 5513 |
| 37 | 80 | 3 DOORS DOWN/Kryptonite | 5384 |
| 37 | 80 | EVERETT/Real Wonderful | 5384 |
| 35 | 80 | MATCHBOX TWENTY/If You're Gone | 5215 |
| 34 | 80 | SHAGGY/Wasn't Me | 5086 |
| 36 | 80 | THIRD EYE BLIND/Deep Inside Of You | 5068 |
| 42 | 80 | DEXTER FREESH/Leaving Town | 4768 |
| 25 | 80 | EVERETT/Real Wonderful | 4614 |
| 32 | 80 | FIVE FOR FIGHTING/Easy Tonight | 4172 |
| 32 | 80 | BBMAK/SB On Your Side | 3278 |
| 13 | 80 | OUTKAST/Idiot Jackson | 3129 |
| 23 | 80 | BARENAKES/LADIES First Me | 2980 |
| 23 | 80 | EVERETT/Real Wonderful | 2980 |
| 24 | 80 | PAPA ROACH/Last Resort | 2980 |
| 19 | 80 | CRAZY TOWN/Butterfly | 2831 |
| 22 | 80 | CREED/Higher | 2682 |
| 12 | 80 | PINK/You Make Me Sick | 2682 |
| 13 | 80 | THIRD EYE BLIND/Never Let You Go | 2618 |
| 5 | 80 | ATC/Around the World | 2384 |
| 14 | 80 | THEY MIGHT BE GIANTS/Boys of Summer | 2086 |
| 14 | 80 | LEE ANN WOMBACK/Hope You Dance | 1937 |
| 12 | 80 | LIT MY Own World Dreams | 1937 |
| 10 | 80 | O-TOWN/Liquid Dreams | 1937 |

MARKET #34 WNCV/Columbus, OH

Clear Channel
(614) 430-9824
Steele/Kelly
12x Cum 329,000



PLAYS

| LW | RT | ARTIST/TITLE | GI (000) |
|----|----|---|----------|
| 67 | 72 | SHAGGY/Wasn't Me | 12168 |
| 71 | 71 | MADONNA/Don't Tell Me | 11930 |
| 69 | 70 | DESTINY'S CHILD/Independent Women... | 11893 |
| 69 | 69 | MVA/Case Of The Ex... | 11661 |
| 70 | 68 | LENNY KRAMTZ/Again | 11492 |
| 67 | 60 | MATCHBOX TWENTY/If You're Gone | 11492 |
| 68 | 67 | LEE ANN WOMBACK/Hope You Dance | 11323 |
| 45 | 42 | 102/Beautiful Day | 7028 |
| 41 | 41 | JENNIFER LOPEZ/Love Don't Cost a Thing | 6929 |
| 44 | 40 | K-CI & JUDO CRAY | 6760 |
| 41 | 39 | BBMAK/SB On Your Side | 6591 |
| 22 | 39 | BLESSID UNION/DXL/Storybook Life | 6551 |
| 45 | 37 | EVAN AND JARON/Crazy For This Girl | 6293 |
| 45 | 37 | MARTIN MURRAY/Everybody Wants to Rule the World | 6293 |
| 20 | 34 | AEROSMITH/Jaded | 5746 |
| 39 | 34 | SOUL2SOUL/Just a Little Bit of Heaven | 5746 |
| 36 | 32 | PINK/You Make Me Sick | 5408 |
| 31 | 31 | CREED/With Arms Wide Open | 5239 |
| 36 | 31 | EVERETT/Real Wonderful | 5239 |
| 26 | 30 | 3 DOORS DOWN/Kryptonite | 4901 |
| 14 | 29 | DIDD/Thank You | 4901 |
| 47 | 28 | FAITH HILL/The Way You Love Me | 4532 |
| 37 | 28 | VERTICAL HORIZON/Everything You Want | 4763 |
| 27 | 28 | JENNIFER LOPEZ/Love Don't Cost a Thing | 4614 |
| 29 | 28 | DAVID GRAY/Babyton | 4225 |
| 23 | 28 | NELLY/E | 4225 |
| 24 | 24 | DEXTER FREESH/Leaving Town | 4056 |
| 17 | 23 | BARENAKES/LADIES First Me | 3840 |
| 28 | 23 | EVERETT/Real Wonderful | 3840 |
| 27 | 23 | MADONNA/Don't Tell Me | 3887 |
| 24 | 22 | DESTINY'S CHILD/Jumper/Jumper | 3718 |
| 19 | 21 | BON JOVI/Thank You For... | 3549 |
| 19 | 21 | FUEL/Hemorrhage | 3549 |
| 15 | 21 | MARTIN MURRAY/Everybody Wants to Rule the World | 3284 |
| 17 | 20 | VERTICAL HORIZON/Everything You Want | 3310 |
| 1 | 19 | MARTIN MURRAY/Everybody Wants to Rule the World | 3284 |
| 6 | 18 | CRAZY TOWN/Butterfly | |

R&R CHR/Rhythmic Top 50

February 2, 2001

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S) | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS ('00) | WEEKS ON CHART | TOTAL STATIONS/ADDS |
|----------------|-----------|---|-------------|-----------|-------------------------|----------------|---------------------|
| 1 | 1 | OUTKAST Ms. Jackson (LaFace/Arista) | 3742 | -172 | 532449 | 12 | 69/0 |
| 3 | 2 | JA RULE F/LIL' MO AND VITA Put... (Murder Inc./Def Jam/IDJMG) | 3692 | +375 | 574972 | 5 | 67/0 |
| 4 | 3 | SHAGGY Angel (MCA) | 3556 | +278 | 399614 | 10 | 58/1 |
| 2 | 4 | K-CI & JOJO Crazy (MCA) | 3321 | -87 | 328854 | 14 | 56/0 |
| 7 | 5 | JENNIFER LOPEZ Love Don't Cost A Thing (Epic) | 2975 | +79 | 364669 | 8 | 56/0 |
| 5 | 6 | JAY-Z I Just Wanna Love U... (Roc-A-Fella/IDJMG) | 2939 | -172 | 471364 | 14 | 67/0 |
| 9 | 7 | MYSTIKAL F/NIVEA Danger (Been So Long) (Jive) | 2934 | +207 | 517385 | 6 | 65/1 |
| 6 | 8 | SHAGGY It Wasn't Me (MCA) | 2608 | -365 | 487439 | 17 | 61/0 |
| 10 | 9 | LUDACRIS What's Your Fantasy (Def Jam South/IDJMG) | 2526 | -44 | 428091 | 21 | 60/0 |
| 13 | 10 | JOE F/MYSTIKAL Stutter (Jive) | 2509 | +437 | 372611 | 4 | 64/3 |
| 8 | 11 | DESTINY'S CHILD Independent Women Pt. 1 (Columbia) | 2341 | -347 | 336814 | 20 | 62/0 |
| 12 | 12 | DREAM He Loves U Not (Bad Boy/Arista) | 2134 | +18 | 227435 | 18 | 48/0 |
| 14 | 13 | MYA Free (Ruffnation/WB/University/Interscope) | 2041 | +58 | 211331 | 8 | 58/0 |
| 15 | 14 | 3LW No More (Baby I'ma Do Right) (Epic) | 1900 | -15 | 301998 | 20 | 55/1 |
| 20 | 15 | NELLY Ride Wit Me (Fo' Reel/Universal) | 1900 | +323 | 246342 | 6 | 53/7 |
| 11 | 16 | LIL BOW WOW Bow Wow (That's My Name) (So So Def/Columbia) | 1886 | -390 | 246587 | 10 | 57/0 |
| 18 | 17 | CASH MONEY MILLIONAIRES Project Chick (Cash Money/Universal) | 1800 | +35 | 264884 | 9 | 54/0 |
| 17 | 18 | PINK You Make Me Sick (LaFace/Arista) | 1723 | +20 | 154212 | 6 | 52/1 |
| 22 | 19 | JAGGED EDGE Promise (So So Def/Columbia) | 1584 | +238 | 225082 | 5 | 49/8 |
| 16 | 20 | R. KELLY I Wish (Jive) | 1495 | -393 | 258041 | 17 | 47/0 |
| 19 | 21 | JA RULE F/CHRISTINA MILIAN Between... (Murder Inc./Def Jam/IDJMG) | 1445 | -219 | 224289 | 20 | 58/0 |
| 21 | 22 | NELLY E.I. (Fo' Reel/Universal) | 1313 | -181 | 164535 | 20 | 59/0 |
| Breaker | 23 | LUDACRIS Southern Hospitality (Def Jam South/IDJMG) | 1188 | +209 | 274080 | 3 | 48/6 |
| 24 | 24 | SNOOP DOGG Snoop Dogg (No Limit/Priority) | 1182 | +10 | 218004 | 7 | 47/3 |
| 23 | 25 | XZIBIT X (Loud/Columbia) | 1157 | -69 | 215771 | 6 | 46/0 |
| Breaker | 26 | MONICA Just Another Girl (Epic) | 1081 | +411 | 135733 | 2 | 52/5 |
| 25 | 27 | 112 It's Over Now (Bad Boy/Arista) | 1036 | -20 | 200583 | 8 | 44/1 |
| 48 | 28 | EVE Who's That Girl (Ruff Ryders/Interscope) | 895 | +467 | 186078 | 2 | 48/10 |
| 29 | 29 | OUTSIDERZ 4 LIFE Not Enough (BlackGround/Virgin) | 854 | +103 | 70178 | 9 | 37/3 |
| 30 | 30 | MODJO Lady (Hear Me Tonight) (Barclay/MCA) | 769 | +28 | 133876 | 4 | 31/2 |
| 27 | 31 | MADONNA Don't Tell Me (Maverick/WB) | 765 | -117 | 76917 | 7 | 25/0 |
| 28 | 32 | MEMPHIS BLEEK Is That Your Chick (Roc-A-Fella/IDJMG) | 764 | -7 | 179303 | 5 | 35/1 |
| 31 | 33 | SARINA PARIS Look At Us (Playland/Priority) | 741 | +48 | 89594 | 6 | 21/0 |
| Debut | 34 | JON B Don't Talk (Edmonds/Epic) | 740 | +350 | 78944 | 1 | 43/4 |
| 35 | 35 | KOFFEE BROWN After Party (Arista) | 735 | +96 | 125198 | 3 | 35/1 |
| 40 | 36 | R. MARTIN F/C. AGUILERA Nobody Wants To Be Lonely (Columbia) | 734 | +208 | 102017 | 2 | 32/2 |
| 38 | 37 | MR. C THE SLIDE MAN Cha-Cha Slide (Universal) | 712 | +120 | 67868 | 3 | 33/5 |
| 37 | 38 | LOUCHIE LOU & MICHIE ONE 10 Out Of 10 (Interscope) | 623 | +35 | 45161 | 3 | 27/0 |
| 49 | 39 | CRAZY TOWN Butterfly (Columbia) | 575 | +199 | 40835 | 2 | 23/9 |
| 41 | 40 | OUTKAST So Fresh, So Clean (LaFace/Arista) | 549 | +46 | 74760 | 3 | 6/3 |
| 34 | 41 | MUSIQ Just Friends (Sunny) (Def Soul/IDJMG) | 541 | -101 | 121167 | 12 | 27/0 |
| 46 | 42 | DAFT PUNK One More Time (Virgin) | 524 | +84 | 119358 | 2 | 25/2 |
| 42 | 43 | AVANT My First Love (Magic Johnson/MCA) | 482 | -67 | 78665 | 10 | 20/0 |
| 43 | 44 | MOS DEF/NATE DOGG Oh No (Rawkus/Priority) | 480 | -8 | 155517 | 4 | 22/3 |
| 36 | 45 | MONIFAH I Can Tell (Universal) | 477 | -115 | 32713 | 6 | 29/0 |
| 47 | 46 | ICONZ Get Crunked Up (Elektra/EEG) | 471 | +7 | 64005 | 2 | 25/1 |
| Debut | 47 | WYCLEF JEAN Perfect Gentleman (Ruffhouse/Columbia) | 466 | +215 | 50522 | 1 | 18/5 |
| 39 | 48 | 'N SYNC This I Promise You (Jive) | 463 | -24 | 80781 | 20 | 19/0 |
| 44 | 49 | K-CI & JOJO F/2PAC Thug In Me, Thug In You (MCA) | 435 | -51 | 50411 | 4 | 4/0 |
| 33 | 50 | 98 DEGREES My Everything (Universal) | 411 | -191 | 25500 | 9 | 20/0 |

Most Added

| ARTIST TITLE LABEL(S) | ADDS |
|---|------|
| BLACK EYED PEAS Request Line (Interscope) | 28 |
| TAMIA Stranger In My House (Elektra/EEG) | 26 |
| SILKK THE SHOCKER That's Cool (No Limit/Priority) | 20 |
| OLIVIA Bounce (J) | 17 |
| ASHLEY BALLARD Hottie (Atlantic) | 13 |
| EVE Who's That Girl (Ruff Ryders/Interscope) | 10 |
| ERYKAH BADU Didn't Cha Know (Motown) | 10 |
| CRAZY TOWN Butterfly (Columbia) | 9 |
| JAGGED EDGE Promise (So So Def/Columbia) | 8 |
| CASE Missing You (Def Soul/IDJMG) | 8 |

Most Increased Plays

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|--|---------------------|
| EVE Who's That Girl (Ruff Ryders/Interscope) | +467 |
| JOE F/MYSTIKAL Stutter (Jive) | +437 |
| MONICA Just Another Girl (Epic) | +411 |
| JA RULE F/LIL' MO AND VITA Put It... (M/Def Jam/IDJMG) | +375 |
| JON B Don't Talk (Edmonds/Epic) | +350 |
| NELLY Ride Wit Me (Fo' Reel/Universal) | +323 |
| SHAGGY Angel (MCA) | +278 |
| JAGGED EDGE Promise (So So Def/Columbia) | +238 |
| WYCLEF JEAN Perfect Gentleman (Ruffhouse/Columbia) | +215 |
| LUDACRIS Southern Hospitality (Def Jam South/IDJMG) | +209 |

Breakers

| | | |
|--|---------------------|-------|
| LUDACRIS | | |
| Southern Hospitality (Def Jam South/IDJMG) | | |
| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | CHART |
| 1188/209 | 48/6 | 23 |
| MONICA | | |
| Just Another Girl (Epic) | | |
| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | CHART |
| 1081/411 | 52/5 | 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.



70 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 1/21-Saturday 1/27. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played 21 or more stations is placed first. Breaker status is assigned to songs reaching 1000 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2001, The Arbitron Company). © 2001, R&R Inc.



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ri@reefindustries.com
www.reefindustries.com

CASE

"Missing You"

Hey Baby,

I'm standing here looking out my window,
the nights are long and my days are gone cause
I don't have you. How could I be so damn
demanding? I know you said that it's over now but
I can't let go. Everyday I want to pick up the phone
and tell you that you're everything I need and
I can't live without you. Only I could find you. I'm Missing You...

Case

New At:

WPGC - 10x
WBHJ

KXJM
KHTE

KOHT - 19x
KWIN

WCKZ
WOCQ

KBXX - Top 10 Phones already

Already on:

Hot 97
WJMN
KKUU

WERQ
KPTY
WJFX

KBXX
WWKX
KHTN

KMEL
KBLZ
WXIS

KBMB
KCAQ

FROM THE FORTHCOMING

OPEN LETTER

IN STORES APRIL 24TH

www.defsoul.com

def soul



Hip Hop Top 20

February 2, 2001

| LW | TW | ARTIST TITLE LABEL(S) | TOTAL PLAYS | | TOTAL STATIONS/ADDS |
|----|----|---|-------------|------|---------------------|
| | | | TW | LW | |
| 2 | 1 | JA RULE... Put It On Me (Murder Inc./Def Jam/IDJMG) | 6355 | 5733 | 143/0 |
| 3 | 2 | MYSTIKAL (MIVEA Danger (Jive) | 5685 | 5507 | 141/1 |
| 1 | 3 | OUTKAST Ms. Jackson (LaFace/Arista) | 5322 | 5798 | 143/0 |
| 4 | 4 | JAY-Z I Just Wanna Love U... (Roc-A-Fella/IDJMG) | 4803 | 5066 | 140/0 |
| 5 | 5 | LIL BOW WOW Bow Wow... (So So Def/Columbia) | 3206 | 3952 | 134/0 |
| 6 | 6 | LUDACRIS What's Your Fantasy (Def Jam South/IDJMG) | 2893 | 3085 | 113/0 |
| 11 | 7 | LUDACRIS Southern Hospitality (Def Jam South/IDJMG) | 2838 | 2257 | 127/9 |
| 7 | 8 | CASH MONEY... Project Chick (Cash Money/Universal) | 2785 | 2950 | 124/0 |
| 9 | 9 | SNOOP DOGG Snoop Dogg (No Limit/Priority) | 2445 | 2356 | 129/5 |
| 12 | 10 | MEMPHIS BLEEK Is That Your Chick (Roc-A-Fella/IDJMG) | 2193 | 2172 | 111/1 |
| 8 | 11 | NELLY E.I. (Fo' Reel/Universal) | 2117 | 2479 | 125/0 |
| 13 | 12 | XZIBIT X (Loud/Columbia) | 1987 | 2048 | 120/0 |
| 10 | 13 | J. RULE VC. MILIAN Between... (Murder Inc./Def Jam/IDJMG) | 1947 | 2321 | 116/0 |
| 14 | 14 | NELLY Ride Wit Me (Fo' Reel/Universal) | 1901 | 1532 | 71/5 |
| 15 | 15 | EVE Who's That Girl (Ruff Ryders/Interscope) | 1429 | 768 | 103/12 |
| 19 | 16 | PROJECT PAT Chickenhead (Hypnotized Minds/Loud/Columbia) | 1274 | 1023 | 84/4 |
| 16 | 17 | MASTER P Bout Dat (No Limit/Priority) | 1214 | 1125 | 83/3 |
| 17 | 18 | ICONZ Get Crunked Up (Elektra/EEG) | 1201 | 1099 | 94/1 |
| 20 | 19 | OUTKAST So Fresh, So Clean (LaFace/Arista) | 1090 | 945 | 71/3 |
| 18 | 20 | MOS DEF/NATE DOGG Oh No (Rawkus/Priority) | 1004 | 1089 | 84/3 |



70 CHR/Rhythmic and 84 Urban reporters combine into a custom chart. Hip Hop titles are ranked by total plays for the airplay week of Sunday 1/21-Saturday 1/27. For complete reporter lists refer to CHR/Rhythmic and Urban sections. ©2001, R&R Inc.

New & Active

TAMIA Stranger In My House (Elektra/EEG)
Total Plays: 380, Total Stations: 40, Adds: 26

LUCY PEARL You (Pookie/Beyond/Hollywood)
Total Plays: 377, Total Stations: 18, Adds: 0

DAVE HOLLISTER One... (Def Squad/DreamWorks)
Total Plays: 377, Total Stations: 17, Adds: 0

BIG MOE Barre Baby (Wreckshop)
Total Plays: 370, Total Stations: 7, Adds: 0

ATC Around The World... (Republic/Universal)
Total Plays: 360, Total Stations: 17, Adds: 3

CARL THOMAS Emotional (Bad Boy/Arista)
Total Plays: 345, Total Stations: 16, Adds: 0

BACKSTREET BOYS The Call (Jive)
Total Plays: 330, Total Stations: 16, Adds: 1

DARUDE Sandstorm (Groovicious/Strictly Rhythm)
Total Plays: 307, Total Stations: 9, Adds: 1

PROJECT PAT Chickenhead (Hypnotized Minds/Loud/Columbia)
Total Plays: 290, Total Stations: 7, Adds: 0

CASE Missing You (Def Soul/IDJMG)
Total Plays: 286, Total Stations: 21, Adds: 8

PHILLY'S MOST WANTED Cross The Border (Atlantic)
Total Plays: 281, Total Stations: 26, Adds: 1

MASTER P Bout Dat (No Limit/Priority)
Total Plays: 264, Total Stations: 19, Adds: 2

CUBAN LINK Still Telling Lies (Terror Squad/Arista)
Total Plays: 188, Total Stations: 7, Adds: 0

TANK Maybe I Deserve (BlackGround)
Total Plays: 173, Total Stations: 10, Adds: 0

DIRTY Hit Da Floe (Universal)
Total Plays: 161, Total Stations: 9, Adds: 0

FRENCH AFFAIR My Heart Goes Boom-La Di Da (Logic)
Total Plays: 159, Total Stations: 7, Adds: 1

SILKK THE SHOCKER That's Cool (No Limit/Priority)
Total Plays: 140, Total Stations: 20, Adds: 20

M.O.P. Ante Up (Robbing-Hoodz Theory) (Loud)
Total Plays: 139, Total Stations: 8, Adds: 1

JILL SCOTT A Long Walk (Hidden Beach/Epic)
Total Plays: 131, Total Stations: 8, Adds: 1

BIG TYMERS 10 Wayz (Cash Money/Universal)
Total Plays: 125, Total Stations: 8, Adds: 2

Songs ranked by total plays

CHR/Rhythmic Reporters

Stations and their adds listed alphabetically by market

KISS/Albuquerque, NM *

PD: Tony Sawyer
APD: Big House
MD: Daughby
15 WYCLEF JEAN "Gentleman"
16 JOE'S "Hot"
17 B.G. "Honey"

KYL/Albuquerque, NM *

PD: Robb Reynolds
APD: Marvin Nugent
1 MOS DEF/NATE DOGG "No"
2 TAMIA "House"
3 BLACK EYED PEAS "Request"
4 OLIVIA "Bz"

KFAT/Anchorage, AK

MD: Mark Carlson
PD: Steve Kishlighter
APD/MD: Marvin Nugent
1 TAMIA "House"
2 ATC "World"

WZLZ/Atlantic City, NJ

PD: Ted Neah
1 FRENCH AFFAIR "Hot"
2 TAMIA "House"
3 KRYZ BEHOLD "Hot"

KOBT/Austin, TX *

PD: Scooter B. Slavens
APD: Mark McCray
1 NELLY "Hot"
2 LUDACRIS "Southern"
3 ASHLEY BALLARD "Hot"
4 BLACK EYED PEAS "Request"

KISV/Bakersfield, CA *

PD: Bob Lewis
APD/MD: Pleszco
1 NELLY "Hot"
2 TAMIA "House"

WERO/Baltimore, MD *

PD: Dion Semmons
APD: Mike Al Night
MD: Darren Brin
29 JOE'S "Hot"
30 JAY-Z "Hot"
31 WYCLEF JEAN "Gentleman"
32 MOS DEF/NATE DOGG "No"
33 SNOOP DOGG "Snoop"
34 BLACK EYED PEAS "Request"

WBH/Birmingham, AL *

PD: Mickey Johnson
APD/MD: Mary Kay
3 GUNNA "Hot"
4 SLICK THE SHOCKER "Cool"
5 CASE "Missing"
6 ERICMAN BADU "Don't"
7 NATE DOGG "Request"

WJMN/Boston, MA *

Station Mgr.: Cassette Jack
APD: Dennis O'Haran
MD: Michelle Williams
10 FURBASTER "Nelly Come"
11 BLW "Hot"
12 TAMIA "House"
13 BLACK EYED PEAS "Request"

WSSP/Charleston, SC

PD: Kelli Reynolds
No Adds

WBBM-FM/Chicago, IL *

PD: Todd Crossman
APD: Eric Bradley
26 DRAM "This"

KBTE/Corpus Christi, TX

PD: Jason Hilary
MD: Derek Lee
1 CRAZY TOWN "Buttery"
2 WYCLEF JEAN "Gentleman"
3 MARY M HIGGINS "Nobody"
4 BLACK EYED PEAS "Request"
5 TAMIA "House"

KZFM/Corpus Christi, TX *

PD: Ed Ocasio
MD: Arlene Madala
4 OUTSIDERZ 4 LIFE "Enough"
5 MONICA "Queen"
6 EVE "Hot"
7 ASHLEY BALLARD "Hot"
8 WYCLEF JEAN "Gentleman"

KOKS/Denver-Boulder, CO *

PD: Cal Collins
MD: John E. Rago
13 SLICK THE SHOCKER "Cool"
14 TAMIA "House"
15 JAGGED EDGE "Promise"
16 JAGGED EDGE "Promise"
17 JAGGED EDGE "Promise"

KPRR/El Paso, TX *

PD/MD: Victor Starr
56 ATC "World"
1 BLACK EYED PEAS "Request"
2 DARUDE "Sandstorm"

WCXZ/Ft. Wayne, IN

VP/Prog.: Brian Michel
APD/MD: Mike Thomas
57 STARR & SCOTT "Shining"
1 SLICK THE SHOCKER "Cool"
2 TAMIA "House"
3 JAGGED EDGE "Promise"
4 CASE "Missing"

WJFX/Ft. Wayne, IN *

PD: Phil Rocher
APD/MD: Wesel
13 LUDACRIS "Southern"
14 JOE'S "Hot"
15 SNOOP DOGG "Snoop"
16 BLACK EYED PEAS "Request"
17 TAMIA "House"
18 STARR & SCOTT "Shining"

KBOS/Fresno, CA *

PD: E. Curtis Johnson
APD: Greg Hoffman
MD: Travis Loughran
1 LUDACRIS "Southern"
2 GUNNA "Hot"
3 WYCLEF JEAN "Gentleman"
4 WYCLEF JEAN "Gentleman"

KSEQ/Fresno, CA *

PD: Tommy Del Rio
MD: Jo Jo Lopez
1 BLACK EYED PEAS "Request"
2 TAMIA "House"
3 LUDACRIS "Southern"
4 OLIVIA "Bz"

WJMH/Greensboro, NC *

MD: Brian Douglas
APD: Kendall B
MD: Beagle O
3 R. KELLY "Teach"
4 MIP C THE SLIDE MAN "Sho"
5 LADY SAIN "Soul"

KIKH/Honolulu, HI *

PD: Freddie
MD: Pablo Saito
4 MIP C THE SLIDE MAN "Sho"
1 BLACK EYED PEAS "Request"
2 OLIVIA "Bz"
3 SLICK THE SHOCKER "Cool"
4 TAMIA "House"
5 TORNY MITCHELL "Promises"

KOME/Honolulu, HI *

PD: Jamie Hyatt
MD: Kevin Auliano
45 ASHLEY BALLARD "Hot"
11 JAGGED EDGE "Promise"
12 WYCLEF JEAN "Gentleman"
13 WYCLEF JEAN "Gentleman"

KBOO/Houston-Galveston, TX *

PD: Rob Scarpio
MD: Kathleen Powell
APD: Tony The Tiger
1 TAMIA "House"
2 TAMIA "House"
3 TAMIA "House"

WVHH/Indianapolis, IN *

PD: Scott Wheeler
MD: Carl Fyfe
30 OUTKAST "This"
31 SLICK THE SHOCKER "Cool"
32 BLACK EYED PEAS "Request"

WJBT/Jacksonville, FL *

PD: Aaron Mazzoni
APD: Mike Spencer
MD: J.B. King
1 TAMIA "House"
2 SLICK THE SHOCKER "Cool"
3 BLACK EYED PEAS "Request"
4 OLIVIA "Bz"

WJOS/Johnson City, TN

PD: Blake Michaels
MD: Todd Ambrose
1 NELLY "Hot"
2 TAMIA "House"
3 SLICK THE SHOCKER "Cool"
4 BLACK EYED PEAS "Request"

KLUC/Las Vegas, NV *

PD: Carl Thomas
APD: Mike Spencer
MD: J.B. King
3 MISSISSIPPI "Hot"
4 KHEAT "Little Rock, AR"

KHTE/Little Rock, AR *

MD: Peter Gunn
1 TAMIA "House"
2 EVE "Hot"
3 OUTKAST "This"
4 JAY-Z "Hot"
5 CASE "Missing"
6 SLICK THE SHOCKER "Cool"

KPWR/Los Angeles, CA *

VP/Prog.: Jimmy Steal
APD: Damian Young
MD: E-Man
22 KURUP/NATE DOGG "Wah"
11 M.O.P. "Hot"

KLZX/Lubbock, TX

PD: Tony Moore
APD: Jackie Jones
MD: Jackie Jones
41 OUTSIDERZ 4 LIFE "Enough"
2 TAMIA "House"
3 SLICK THE SHOCKER "Cool"
4 BLACK EYED PEAS "Request"
5 ERICMAN BADU "Don't"
6 ASHLEY BALLARD "Hot"
7 TORNY MITCHELL "Promises"

KOHT/Memphis, TN *

PD: Lee Cagle
MD: Devin Steel
48 SLICK THE SHOCKER "Cool"
49 BOONIE BLACK "Ghetto"

KHTN/Merced, CA

PD: Rene Roberts
APD/MD: Drew Stone
1 SLICK THE SHOCKER "Cool"
2 SLICK THE SHOCKER "Cool"
3 ASHLEY BALLARD "Hot"
4 TAMIA "House"
5 HOUSTON & MICHAEL "Hot"
6 ERICMAN BADU "Don't"
7 OLIVIA "Bz"

WPOP/Miami, FL

PD: Ed Curry
APD: Tony The Tiger
MD: Eddie Bize
1 NELLY "Hot"
2 TAMIA "House"
3 STARR & SCOTT "Shining"

KTTB/Minneapolis, MN *

PD: Scrap Jackson
MD: Larré Jones
1 STARR & SCOTT "Shining"

KDON/Montgomery-Salisas, CA *

PD: Dennis Martinez
APD: Mike Spencer
MD: J.B. King
1 M.O.D.J. "Lady"
2 ASHLEY BALLARD "Hot"
3 ERICMAN BADU "Don't"
4 HOUSTON & MICHAEL "Hot"

WJWZ/Montgomery, AL

PD/MD: D-Reck
No Adds

WKTU/New York, NY *

VP/Prog.: Frankie Blue
MD: Geronimo
14 TRILLA "Party"
15 ASHLEY BALLARD "Hot"

WQHT/New York, NY *

MD: Sean Taylor
12 BEATBUTTS "Escapist"
13 MISSO "Love"
14 MONICA "Queen"
15 LL "Cool"
16 MISSO "Love"

WVWZ/Norfolk, VA *

PD: Don Lendon
MD: Jay West
2 EVE "Hot"
3 CRAZY TOWN "Buttery"

KBAT/Odessa-Midland, TX

PD: Jerry Williams
APD: Bradley Ryan
MD: Bradley Ryan
TAMIA "House"

KKWD/Oklahoma City, OK

PD: Steve English
69 TOW DOWN "Country"
70 BACKSTREET BOYS "Cap"
1 SLICK THE SHOCKER "Cool"
2 CRAZY TOWN "Buttery"
3 HOUSTON & MICHAEL "Hot"
4 BLACK EYED PEAS "Request"

KOCH/Omaha, NE *

PD: Erik Johnson
1 CRAZY TOWN "Buttery"
2 JOE FARRISTAL "Shiny"
3 SNOOP DOGG "Snoop"

WJHM/Orlando, FL *

Dir/Prog.: John Roberts
APD: Steve DeHaven
MD: Jay Love
84 SHAGGY "Angel"
85 CRAZY TOWN "Buttery"
86 JOE'S "Hot"
87 CRAZY TOWN "Buttery"
88 ERICMAN BADU "Don't"
89 JAGGED EDGE "Promise"
90 NELLY "Hot"

WPYO/Orlando, FL *

PD: Phil Roberts
MD: The Latino
1 FIVE "Hot"
2 PAUL VAN DYKE "Abe"

KCAQ/Oxnard-Ventura, CA *

APD: Big Bear
MD: Eric
1 BLACK EYED PEAS "Request"
2 SLICK THE SHOCKER "Cool"
3 CRAZY TOWN "Buttery"
4 CRAZY TOWN "Buttery"
5 ERICMAN BADU "Don't"
6 ASHLEY BALLARD "Hot"
7 DON COSCOW "Guars"

KKLU/Palm Springs, CA

PD: Pablo Moran
MD: Heise
TAMIA "House"
BLACK EYED PEAS "Request"
OLIVIA "Bz"
JAY-Z "Hot"
ERICMAN BADU "Don't"
ASHLEY BALLARD "Hot"
SLICK THE SHOCKER "Cool"

KKFR/Phoenix, AZ *

PD: Bruce St. James
APD/MD: Charlie Huerto
MD: Charlie Huerto
1 TAMIA "House"
2 MIP C THE SLIDE MAN "Sho"

KJLM/Portland, OR *

Dir/Prog.: Mark Adams
APD: Marie Devoe
MD: Freddy Boy Dontay
4 CASE "Missing"
5 JAGGED EDGE "Promise"
6 MIP C THE SLIDE MAN "Sho"
7 OLIVIA "Bz"
8 TAMIA "House"

WVWX/Providence, RI *

PD: Jerry Williams
APD: Bradley Ryan
MD: Bradley Ryan
24 JOE'S "Hot"
25 WYCLEF JEAN "Gentleman"
26 MELANIE C "Tary"
27 BLACK EYED PEAS "Request"

KWNZ/Reno, NV *

PD: Bill Scheitz
MD: Jason Deane
8 BLACK EYED PEAS "Request"
9 JOE'S "Hot"
10 HOUSTON & MICHAEL "Hot"
11 TAMIA "House"

KGGI/Riverside, CA *

PD: Jason Deane
MD: Glen D
8 BLACK EYED PEAS "Request"
9 KOFFEE BROWN "Party"

KBMS/Sacramento, CA *

Dir/Prog.: Ibrahim "Ebro" Jim
APD/MD: Big Kid Beatz
11 SLICK THE SHOCKER "Cool"
12 JOE'S "Hot"
13 OLIVIA "Bz"
14 ERICMAN BADU "Don't"
15 BLACK EYED PEAS "Request"
16 BIG TYMERS "Wayz"

KSFN/Sacramento, CA *

PD: Bryan Kennedy
MD: Melvin Penn
1 SNOOP DOGG "Snoop"
2 ASHLEY BALLARD "Hot"
3 BLACK EYED PEAS "Request"

WCCO/Salisbury, MD

PD: Weslie
MD: Weslie
5 HOUSTON & MICHAEL "Hot"
6 OUTSIDERZ 4 LIFE "Enough"
7 ASHLEY BALLARD "Hot"
8 CASE "Missing"
9 SHAGGY "Angel"
10 ERICMAN BADU "Don't"
11 BLACK EYED PEAS "Request"

KUUU/Salt Lake City, UT *

Station Mgr.: Rob Olson
MD: Zac Davis
No Adds

KTFM/San Antonio, TX *

PD: Cliff Traway
MD: Steve Chavez
5 LUDACRIS "Southern"
6 KIMBERA KING "Say"
7 BLACK EYED PEAS "Request"
8 EVE "Hot"
9 ERICMAN BADU "Don't"
10 TORNY MITCHELL "Promises"

XHTZ/San Diego, CA *

MD/PP: Lisa Karsting
MD: Dale Sullivan
13 BLACK EYED PEAS "Request"
14 MEMPHIS BLEEK "Cool"
15 SLICK THE SHOCKER "Cool"
16 OLIVIA "Bz"
17 ERICMAN BADU "Don't"
18 MARTIN FARGULERA "Nobody"

KMEL/San Francisco, CA *

VP/Prog.: Michael Martin
APD/MD: Glenn Auer
30 RICHIE RICH "Man"
31 JOE'S "Hot"
32 SLICK THE SHOCKER "Cool"
33 BLACK EYED PEAS "Request"
34 JILL SCOTT "Wah"

KYLD/San Francisco, CA *

VP/Prog.: Michael Martin
APD/MD: Jazzy Jim Archer
15 112 "Don't"
16 B.G. "Honey"
17 JAGGED EDGE "Promise"
18 SLICK THE SHOCKER "Cool"

KWVV/San Luis Obispo, CA

PD: Craig Marshall
MD: Steve Jovi
NELLY "Hot"
DAFT PUNK "Time"
TAMIA "House"

KBLZ/Tyler-Longview, TX

PD/MD: Leticia Lee
9 SLICK THE SHOCKER "Cool"
10 JON B "Tip"
11 TAMIA "House"
12 BIG TYMERS "Wayz"

WOWZ/Utica-Rome, NY

PD/MD: J.P. Marks
19 HOUSTON & MICHAEL "Hot"
20 BOSSON "Major"
21 TAMIA "House"
22 ASHLEY BALLARD "Hot"
23 BLACK EYED PEAS "Request"
24 TORNY MITCHELL "Promises"

Mix Show Top 30

February 2, 2001

- 1 JA RULE /LIL' MO... Put It On Me (Murder Inc./Def Jam/IDJMG)
- 2 JAY-Z I Just Wanna Love U (Give It...) (Roc-A-Fella/IDJMG)
- 3 MYSTIKAL /NIVEA Danger (Been So Long) (Jive)
- 4 OUTKAST Ms. Jackson (LaFace/Arista)
- 5 JOE /MYSTIKAL Stutter (Jive)
- 6 XZIBIT X (Loud)
- 7 SHAGGY It Wasn't Me (MCA)
- 8 LUDACRIS What's Your Fantasy (Def Jam South/IDJMG)
- 9 LIL BOW WOW Bow Wow (That's My Name) (So So Def/Columbia)
- 10 SHAGGY Angel (MCA)
- 11 LUDACRIS Southern Hospitality (Def Jam South/IDJMG)
- 12 DESTINY'S CHILD Independent Women Part 1 (Columbia)
- 13 NELLY E.I. (Fo' Reel/Universal)
- 14 JENNIFER LOPEZ Love Don't Cost A Thing (Epic)
- 15 JA RULE /C. MILIAN Between Me And You (Murder Inc./Def Jam/IDJMG)
- 16 3LW No More (Baby I'ma Do Right) (Epic)
- 17 NELLY Ride With Me (Fo' Reel/Universal)
- 18 MOS DEF/NATE DOGG... Oh No (Rawkus/Priority)
- 19 DREAM He Loves U Not (Bad Boy/Arista)
- 20 112 It's Over Now (Bad Boy/Arista)
- 21 JAY-Z Change The Game (Roc-A-Fella/IDJMG)
- 22 DAFT PUNK One More Time (Virgin)
- 23 MODJO Lady (Hear...) (Barclay/MCA)
- 24 SNOOP DOGG Snoop Dogg (No Limit/Priority)
- 25 CASH MONEY... Project Chick (Cash Money/Universal)
- 26 K-CI & JOJO Crazy (MCA)
- 27 KOFFEE BROWN After Party (Arista)
- 28 LIL' KIM 1/SISQO How Many Licks (Queen Bee/Undeas/Atlantic)
- 29 DR. DRE The Next Episode (Aftermath/Interscope)
- 30 MYA Free (Ruffnation/WB/University/Interscope)



36 CHR/Rhythmic Mix Show Reporters

Contributing Stations

| | | | |
|-------------------------|----------------------------|-------------------------|-------------------------|
| KKSS/Albuquerque, NM | KBOS/Fresno, CA | WQHT/New York, NY | KSFM/Sacramento, CA |
| KOBT/Austin, TX | KSEF/Fresno, CA | WNVZ/Norfolk, VA | KTFM/San Antonio, TX |
| KISV/Bakersfield, CA | KIKI/Honolulu, HI | KQCH/Omaha, NE | XHTZ/San Diego, CA |
| WBHJ/Birmingham, AL | KBXX/Houston-Galveston, TX | WPYD/Orlando, FL | KMEL/San Francisco, CA |
| WJMN/Boston, MA | KLUC/Las Vegas, NV | KCAQ/Oxnard-Ventura, CA | KYLD/San Francisco, CA |
| WBBM/Chicago, IL | KPWR/Los Angeles, CA | KKFR/Phoenix, AZ | KUBE/Seattle-Tacoma, WA |
| KZFM/Corpus Christi, TX | KXHT/Memphis, TN | KXJM/Portland, OR | WLLD/Tampa, FL |
| KPRR/El Paso, TX | WPDW/Miami, FL | WWXX/Providence, RI | KQHT/Tucson, AZ |
| WJFX/Ft. Wayne, IN | KOON/Monterey-Salinas, CA | KBMB/Sacramento, CA | WPGC/Washington, DC |

ARTIST BREAKDOWN

PROJECT PAT

 Track: "Chickenhead"
Label: Loud


Project Pat, of Hypnotize Camp Posse, rejuvenates hip-hop heads with Memphis music. The Memphis sound is slowly taking rap in another direction — toward the "dirty South." A Three 6 Mafia affiliate and native north Memphis rapper, Pat has released his sophomore album, *Mista Don't Play*, on Loud Records. The first single, "Chickenhead," is a sassy male-female lyrical confrontation between La Chat and members of Three 6 Mafia. ● Pat combines the hypnotizing dirty South bounce with clever rhyming technique in "Chickenhead." Both male and female lyricists clown each other in this hilarious track. "Bald head, scallywag, ain't got no hair in back," rhymes Pats as he bags on the Chickenhead. Pat continues to chide the female about her ways, claiming that he saw her in a club with a new outfit that she bought with money that was meant for her light bill. Pat totally rags on the girl, but she doesn't stand quietly and let him get away with it. ● La Chat, representing the female, comes back with force and puts Pat in his place. "Your ride clean/But your gas tank is on E," she raps, dissing Pat because he would rather ride expensively and put up a front in something that he can't afford to put gas in than settle for a less extravagant but more practical means of transportation. She goes on to say that dude makes boasts in a club about his riches, when in fact he doesn't have any. His comeback is good — he claims that when the two met, she nearly fainted. What he fails to understand is that it wasn't his charm that knocked her out: La Chat says he needed a Tic Tac. ● Unlike many other songs that give a one-sided perspective on relationships and friendships, "Chickenhead" is a battle between the sexes. Adding the friction between La Chat and Pat was wise. "Chickenhead" is creatively designed, combining humor with a contagious Southern vibe and Memphis slang.

 — Renee Bell
Asst. CHR Editor

INDUSTRY PROFILE

 Bill Schulz, PD
KWNZ/Reno, NV

I have been with KWNZ for the last two years as PD/morning show host, and it's a chore! I started in Milwaukee in 1989 at WKTJ and moved on to Wausau in 1994 to work at WIFC as Dir. Promotions/morning host. In 1996 I moved to Reno to work with American Broadcasting, and I have been here since.

KWNZ is unique because we are a Rhythmic station without a big minority makeup in the market (2% black, 5% Asian and 14% Hispanic). The goal of the radio station is to fill the hole in this market as much as we can and also play the top mainstream hits that matter, because there is no true mainstream CHR in the area. KWNZ has proven strong in 18-34 and also in 25-54, and we are constantly working to improve an already great heritage station.

PROJECT PAT

OF THREE 6 MAFIA

THE VOICE THAT HAD YOU "SIP... SIP... SIPPIN ON SOME SIZZURP" NOW BRINGS YOU THE GHETTO ANTHEM OF THE YEAR:

"CHICKENHEAD"

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- CHR/RHYTHMIC**
- Going For Adds 2001
- GINUWINE There It Is (Epic)
 - JAY-Z Change The Game (Roc-A-Fella/DJMG)
 - LIL ZANE None Tonight (Worldwide/Priority)
 - MAXWELL Get To Know Ya (Columbia)

- Most Played Recurrents**
- February 2, 2001
- MYA Case Of The Ex (Whatcha...) (University/Interscope)
 - DR. DRE The Next Episode (Aftermath/Interscope)
 - DR. DRE The Next Episode (Aftermath/Interscope)
 - DESTINY'S CHILD Jumpin' Jumpin' (Columbia)
 - DESTINY'S CHILD Jumpin' Jumpin' (Columbia)
 - MYSTIKAL Shake Ya Ass (live)
 - JAY-Z Big Pimpin' (Roc-A-Fella/DJMG)
 - NELLY Country Grammar (Fo' Reel/Universal)
 - KANDI Don't Think I'm Not (So So Def/Columbia)
 - JOE I Wanna Know (live)
 - JAGGED EDGE Let's Get Married (So So Def/Columbia)
 - DMX Party Up (Up In Here) (Ruff Ryders/DJMG)
 - LIL' KIM F/ISSO How Many Licks (Queen Bee/Undeas/Atlantic)
 - SISQO Thong Song (Dragon/Del Soul/DJMG)
 - LIL BOW WOW Bounce With Me (So So Def/Columbia)
 - DR. DRE F/EMINEM Forgot About Dre (Aftermath/Interscope)
 - EMINEM F/IDO Stan (Aftermath/Interscope)
 - JUVENILE Back That Thing Up (Cash Money/Universal)
 - NEXT WitEY (Arista)

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 100 Power Gold is based on YTD monitored airplay data. © 2001, R&R Inc.

- TOP 100**
- CHR/RHYTHMIC**
- POWER GOLD**
- 1 NEXT: Too Close
 - 2 NOTORIOUS B.I.G. Hypnotize
 - 3 NOTORIOUS B.I.G. Mo Money Mo Problems
 - 4 GINUWINE Pony
 - 5 2PAC California Love
 - 6 LUMINIZ I Got 5 On It
 - 7 USHER You Make Me Wanna...
 - 8 NOTORIOUS B.I.G. Big Poppa
 - 9 112 Only You
 - 10 NOTORIOUS B.I.G. One More Chance
 - 11 FUGEES Killing Me Softly
 - 12 TIMBALAND & MAGOOD Luv 2 Luv U
 - 13 DR. DRE Nuthin' But A 'G' Thing
 - 14 2PAC I/ODECI How Do U Want It
 - 15 BRIAN MCKNIGHT Anytime
 - 16 K-CI & JOJO All My Life
 - 17 USHER Nice And Slow
 - 18 MARY J. BLIGE Real Love
 - 19 BLACKSTREET No Diggity
 - 20 MONTTELL JORDAN This Is How We Do It
 - 21 SIR MIX-A-LOT Baby Got Back
 - 22 LIL' COOL J Doin' It
 - 23 DRU HILL In My Bed
 - 24 112 Cupid
 - 25 BUSYTA RHIMES Put Your Hands...
 - 26 LL COOL J Loungin'
 - 27 FREAK NASTY Da Dip
 - 28 P. DADDY I/F. EVANS & 112 I'll Be Missing You
 - 29 BONE THUGS-N-HARMONY The Crossroads
 - 30 MAS II I Ruled The World
 - 31 PUFF DADDY I/MASE Can't Nobody Hold...
 - 32 TLC Creep
 - 33 KEITH SWEAT Twisted
 - 34 MARIAN CAREY Fantasy
 - 35 ROB BASE & O.J. E-Z ROCK It Takes Two
 - 36 MARK MORRISON Return Of The Mack
 - 37 METHOD MAN I/MARY J. BLIGE I'll Be There...
 - 38 SNOOP DOGGY DOG Gim And Juice
 - 39 2PAC I Get Around
 - 40 2PAC Dear Mama
 - 41 ICE CUBE We Be Clubbin'
 - 42 KEITH SWEAT Nobody
 - 43 WRECK-N-EFFECT Rump Shaker
 - 44 PAPERBOY Ohh
 - 45 2PAC Keep Ya Head Up
 - 46 GHOST TOWN D.J.'S My Boo
 - 47 NOTORIOUS B.I.G. Juicy
 - 48 K.P. & ENVAI Swing My Way
 - 49 WARREN G/MATE DOGG Regulate
 - 50 INDJ Love You Down
 - 51 D.J. KOOL Let Me Clear My Throat
 - 52 SILK Freak Me
 - 53 R. KELLY Bump N' Grnd
 - 54 H-TOWN Knockin' Da Boots
 - 55 BEASTIE BOYS Brass Monkey
 - 56 NOTORIOUS B.I.G. Going Back To Cali
 - 57 FUGEES Ready Or Not
 - 58 JUNIOR M.A.F.I.A. Get Money
 - 59 TLC Waterfalls
 - 60 DESTINY'S CHILD No No No
 - 61 FOXY BROWN I'll Be
 - 62 SHAGGY Boomastic
 - 63 QUAD CITY D.J.'S Com'n N' Ride It (The Train)
 - 64 SWV Weak
 - 65 DEBBIE DEB When I Hear Music
 - 66 GROOVE THEORY Tell Me
 - 67 BLACKSTREET Don't Leave Me
 - 68 PUFF DADDY & FAMILY All About The Benjamins
 - 69 JON B. They Don't Know
 - 70 DIGITAL UNDERGROUND Humpty Dance
 - 71 ROME I Belong To You
 - 72 LIL' KIM & FRIENDS Not Tonight
 - 73 ICE CUBE It Was A Good Day
 - 74 MASE I/TOTAL What You Want
 - 75 NAUGHTY BY NATURE Hip Hop Hooray
 - 76 GEORGE CLINTON Atomic Dog
 - 77 SALT-N-PEPA Push It
 - 78 SELENA Push It
 - 79 WILL SMITH Gettin' Jiggy Wit It
 - 80 MARIAN CAREY Always Be My Baby
 - 81 MONICA Don't Take It Personal (Just One...)
 - 82 NAUGHTY BY NATURE O.P.P.
 - 83 TOTAL I/MASE What About Us
 - 84 WILL SMITH Miami
 - 85 CANOYMAN Knockin' Boots
 - 86 OUTKAST Allies
 - 87 SNOOP DOGGY DOG Who Am I...
 - 88 SALT-N-PEPA Shoop
 - 89 BRANDY I Wanna Be Down
 - 90 SNOOP DOGG Ain't No Fun
 - 91 DIGITAL UNDERGROUND Freaks Of The Industry
 - 92 LL COOL J Around The Way Gift
 - 93 ALIYAH One In A Million
 - 94 JANET Together Again
 - 95 PLANET SOUL Set U Free
 - 96 SOMETHIN' FOR THE PEOPLE My Love Is...
 - 97 TONY! TONII TONII Feels Good
 - 98 BOYZ II MEN I'll Make Love To You
 - 99 BOYZ II MEN I'll Make Love To You
 - 100 DEBBIE DEB Look Out Weekend

CHR/Rhythmic Playlists

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

MARKET #1
WUTW/New York
Clear Channel
(212) 649-5300
Buz Germino
12+ Cumc 2,459,900



PLAYS

| LW | TW | ARTIST/TITLE | GI (000) |
|----|----|---------------------------------------|----------|
| 71 | 70 | JENNIFER LOPEZ/Love Don't Cost | 86730 |
| 67 | 68 | SHAGGY/Wasn't Me | 83013 |
| 62 | 58 | MODJULY (Feat. ...) | 71862 |
| 56 | 56 | NELLY/K-I-C-I-Just Wanna Love | 69384 |
| 54 | 54 | DESTRINY'S CHILD/Independent Women... | 68906 |
| 42 | 51 | SAMANTHA MUMBA/Gotta Tell You | 63189 |
| 42 | 38 | MARTIN FUGUERA/NoBODY Wants... | 47082 |
| 37 | 37 | DREAM/He Loves U Not | 45843 |
| 36 | 36 | N-SYNC/This Promise You | 44694 |
| 34 | 34 | LUGUBROUS | 42126 |
| 33 | 33 | MADONNA/Don't Tell Me | 40887 |
| 28 | 28 | DAFT PUNK/One More Time | 34639 |
| 26 | 26 | PRINCE & NEW POWER GENERATION | 32214 |
| 25 | 25 | SARINA PARIS/Look At Us | 30975 |
| 24 | 24 | SCORPIO/Just Wanna Love | 30975 |
| 24 | 24 | MYA/Case Of The Ex. | 29136 |
| 20 | 19 | MARC ANTHONY/You Sang To Me | 23541 |
| 20 | 19 | MARC ANTHONY/Love Is All | 23541 |
| 16 | 16 | HOUSTON & KELLY ROWLAND/How I Feel | 19874 |
| 16 | 16 | TONI BRAXTON/Just What I Needed | 19874 |
| 13 | 13 | SHAGGY/Ange | 19824 |
| 14 | 14 | DARUDE/Sandstorm | 17346 |
| 14 | 14 | BACKSTREET BOYS/The Call | 17346 |
| 14 | 14 | THALIA/My Party | 17346 |
| 13 | 13 | FRANKIE KLEIN/So Bad | 16107 |
| 12 | 12 | JAY-Z/Just Wanna Love | 16107 |
| 12 | 12 | FRENCH AFFAIR/My Heart Goes... | 14868 |
| 12 | 12 | SADE/By Your Side | 14868 |
| 9 | 11 | 3LW/No More (Baby...) | 13629 |
| 9 | 11 | EMINEM/Real Slim Shady | 13629 |
| 10 | 10 | LISA FAYE/Just Wanna Love Again | 13629 |
| 10 | 10 | AALIYAH/Try Again | 12390 |
| 10 | 10 | DESTRINY'S CHILD/Jumpin' Jumpin' | 12390 |
| 9 | 9 | ALICE DEE/Jay's Back | 11151 |
| 9 | 9 | MARC ANTHONY/You Sang To Me | 11151 |
| 9 | 9 | MARC ANTHONY/Love Is All | 11151 |
| 9 | 9 | N-SYNC/This Promise You | 11151 |
| 9 | 9 | AMER/Seuss (La Da Di) | 9912 |
| 9 | 9 | MARC ANTHONY/My Baby You | 9912 |
| 9 | 9 | TONI BRAXTON/Just What I Needed | 9912 |

MARKET #1
WQHT/New York
Emmis
(212) 229-9797
Coherty Taylor
12+ Cumc 2,482,000



PLAYS

| LW | TW | ARTIST/TITLE | GI (000) |
|----|----|--|----------|
| 44 | 51 | JAY-Z/Just Wanna Love | 83028 |
| 48 | 49 | MYSTIKAL F.N.V.A./Danger (Been So...) | 79772 |
| 48 | 49 | MEPHIS BLEEK/That's Your Chick | 78144 |
| 50 | 47 | JAY-Z/Just Wanna Love | 78516 |
| 48 | 47 | R. KELLY/Wish | 76516 |
| 41 | 47 | LUDACRIS/Southern Hospitality | 76516 |
| 43 | 44 | SHAGGY/Wasn't Me | 74888 |
| 43 | 44 | 112's/Over Now | 71632 |
| 37 | 38 | QUBS/Where's My Fantasy | 61864 |
| 23 | 30 | EVE/Who's That Girl | 61864 |
| 47 | 37 | MUSIQ/Just Friends (Sunny) | 60236 |
| 46 | 37 | OUTKAST/MS. Jackson | 60236 |
| 26 | 35 | ANGIE MARI/Hey Ya! (feat. ...) | 59936 |
| 19 | 33 | FURKASTER/Hey Ya! (feat. ...) | 53724 |
| 22 | 33 | JAGGED EDGE/Promise | 53724 |
| 33 | 33 | DAVE HOLLISTER/One Woman Man | 53724 |
| 38 | 32 | 3LW/No More (Baby...) | 52096 |
| 38 | 32 | CASE/Amazing You | 52096 |
| 32 | 32 | LUDACRIS/Southern Hospitality | 52096 |
| 31 | 31 | DAVE HOLLISTER/One Woman Man | 50468 |
| 40 | 31 | R. KELLY/Wish | 50468 |
| 24 | 30 | KOFFEE BROWN/After Party | 48840 |
| 21 | 30 | CASH MONEY/Project Check | 48840 |
| 27 | 29 | JOE FANTASY/Sluter | 47212 |
| 18 | 29 | SNOOP DOGG/Snoop Dogg | 45468 |
| 24 | 29 | MEMPHIS BLEEK/That's Your Chick | 43712 |
| 24 | 29 | JAY-Z/Just Wanna Love | 39072 |
| 24 | 29 | L.I.L. KIM/F.I.S.S.O.O./How Many Licks | 39072 |
| 19 | 23 | CAROLINE/Hey Ya! (feat. ...) | 37444 |
| 18 | 23 | DESTRINY'S CHILD/Independent Women... | 37444 |
| 15 | 23 | KONZ/Get Crunked Up | 36304 |
| 22 | 17 | KZIBITX | 27676 |
| 17 | 18 | MOS DEF/NATE DOGG/Oh No | 26048 |
| 14 | 18 | MYA/Case Of The Ex. | 24420 |
| 14 | 18 | M.O.P./Ain't No | 21164 |
| 13 | 18 | BEATNUTS/No Escape This | 21164 |
| 6 | 12 | BEATNUTS/No Escape This | 19536 |
| 14 | 12 | MYA/Case Of The Ex. | 19536 |
| 13 | 12 | JAGGED EDGE/Let's Get Married | 19536 |
| 12 | 12 | MUSIQ/Just Friends (Sunny) | 19536 |

MARKET #2
KFWB/Los Angeles
Emmis
(818) 953-4200
Staal/Young/Man
12+ Cumc 1,884,780



PLAYS

| LW | TW | ARTIST/TITLE | GI (000) |
|----|----|---------------------------------------|----------|
| 83 | 80 | XZIBITX | 67400 |
| 82 | 79 | MOS DEF/NATE DOGG/Oh No | 66920 |
| 57 | 77 | MYSTIKAL F.N.V.A./Danger (Been So...) | 64526 |
| 74 | 75 | LUDACRIS/What's Your Fantasy | 62850 |
| 80 | 72 | OUTKAST/MS. Jackson | 60336 |
| 66 | 62 | JAY-Z/Just Wanna Love | 51956 |
| 71 | 58 | SHAGGY/Wasn't Me | 48604 |
| 60 | 57 | JAY-Z/Just Wanna Love | 47796 |
| 53 | 53 | SNOOP DOGG/Snoop Dogg | 44414 |
| 29 | 52 | LUDACRIS/Southern Hospitality | 43576 |
| 52 | 50 | CAM/Troops | 41800 |
| 66 | 49 | L.I.L. BOW WOW/Bow Wow (That's...) | 41062 |
| 46 | 47 | NEELY/Where We Me | 39386 |
| 37 | 45 | CASH MONEY/Project Check | 37110 |
| 43 | 43 | JAY-Z/Change The Game | 36034 |
| 43 | 43 | E-40/Real Slim Shady | 36034 |
| 43 | 43 | R. KELLY/Wish | 36034 |
| 33 | 42 | JOE FANTASY/Sluter | 35196 |
| 27 | 41 | MIMIE GARD/Just Friends (Sunny) | 34236 |
| 43 | 26 | SHYME/That's Gangsta | 21788 |
| 22 | 22 | KURUPT/Hey Ya! (feat. ...) | 18436 |
| 16 | 22 | ANGIE MARI/Hey Ya! (feat. ...) | 18436 |
| 18 | 22 | MASTE'R P.I.B.O.U.T. | 15084 |
| 18 | 22 | NEELY/Where We Me | 15084 |
| 19 | 20 | BEENIE MAN/F.A.Y.A./Girls Dem Sugar | 10894 |
| 4 | 22 | EVE/Who's That Girl | 10056 |
| 4 | 22 | M.O.P./Ain't No | 9218 |
| 7 | 22 | DAFT PUNK/One More Time | 5028 |
| 5 | 22 | JAY-Z/Just Wanna Love | 5028 |
| 5 | 22 | ALY/You're My Only One | 5028 |
| 5 | 22 | BEATNUTS/No Escape This | 4190 |
| 3 | 22 | KURUPT/Hey Ya! (feat. ...) | 4190 |
| 3 | 22 | LIMP BIZKIT/2 Get Along | 4190 |
| 6 | 22 | MYSTIKAL F.N.V.A./Danger (Been So...) | 4190 |
| 6 | 22 | NEELY/Where We Me | 4190 |

MARKET #3
WBBM/Chicago
Infinity
(312) 944-6000
Cavanah/Bradley
12+ Cumc 1,387,100



PLAYS

| LW | TW | ARTIST/TITLE | GI (000) |
|----|----|--|----------|
| 54 | 57 | OUTKAST/MS. Jackson | 56298 |
| 50 | 56 | MYA/Case Of The Ex. | 55642 |
| 82 | 56 | JENNIFER LOPEZ/Love Don't Cost | 55642 |
| 54 | 55 | JAY-Z/Just Wanna Love | 54996 |
| 81 | 52 | LUDACRIS/What's Your Fantasy | 53054 |
| 65 | 52 | SHAGGY/Ange | 53054 |
| 57 | 52 | 3LW/No More (Baby...) | 33644 |
| 47 | 51 | DREAM/He Loves U Not | 32987 |
| 78 | 49 | K-C-I-J/Just Wanna Love | 31700 |
| 53 | 48 | PINK/You Make Me Sick | 31056 |
| 24 | 44 | MYSTIKAL F.N.V.A./Danger (Been So...) | 28468 |
| 76 | 43 | SHAGGY/Wasn't Me | 27821 |
| 46 | 43 | L.I.L. BOW WOW/Bow Wow (That's...) | 25880 |
| 47 | 43 | JAY-Z/Just Wanna Love | 25880 |
| 38 | 43 | DESTRINY'S CHILD/Independent Women... | 24586 |
| 37 | 43 | DAFT PUNK/One More Time | 23939 |
| 75 | 37 | L.I.L. KIM/F.I.S.S.O.O./How Many Licks | 23939 |
| 47 | 36 | NEELY/Where We Me | 23292 |
| 34 | 35 | R. KELLY/Wish | 22044 |
| 30 | 32 | MONICA/Just Another Girl | 20604 |
| 5 | 31 | JAY-Z/Just Wanna Love | 16522 |
| 26 | 28 | ANGIE MARI/Hey Ya! (feat. ...) | 16522 |
| 38 | 21 | NEELY/Where We Me | 13548 |
| 18 | 21 | LUCY PEREZ/Hey Ya! (feat. ...) | 13548 |
| 42 | 18 | MARTIN FUGUERA/NoBODY Wants... | 11687 |
| 13 | 17 | KANDI/DON'T Think I'm Not | 10999 |
| 14 | 17 | BACKSTREET BOYS/The Call | 10999 |
| 11 | 18 | DR. DRE/The Next Episode | 9708 |
| 13 | 18 | LUCY PEREZ/Hey Ya! (feat. ...) | 9708 |
| 14 | 18 | DA BRAT/Hey Ya! (feat. ...) | 9708 |
| 12 | 18 | L.I.L. BOW WOW/Bow Wow (That's...) | 8714 |
| 8 | 18 | JOE FANTASY/Sluter | 7666 |
| 7 | 18 | EMINEM/Real Slim Shady | 7117 |
| 15 | 11 | MODJULY (Feat. ...) | 7117 |
| 1 | 11 | MEPHIS BLEEK/That's Your Chick | 61864 |
| 5 | 7 | JAMIE/Don't Think I'm Not | 4529 |
| 5 | 7 | T.L.C./No Scrubs | 4529 |
| 7 | 7 | N-SYNC/This Promise You | 3859 |
| 5 | 8 | JOE FANTASY/Sluter | 3582 |

MARKET #4
KMEL/San Francisco
Clear Channel
(415) 538-1061
Martin/Archer
12+ Cumc 731,900



PLAYS

| LW | TW | ARTIST/TITLE | GI (000) |
|----|----|---|----------|
| 71 | 71 | JAY-Z/Just Wanna Love | 24850 |
| 63 | 63 | MYSTIKAL F.N.V.A./Danger (Been So...) | 22750 |
| 63 | 63 | KOFFEE BROWN/After Party | 22050 |
| 56 | 68 | JAY-Z/Just Wanna Love | 21000 |
| 51 | 56 | SNOOP DOGG/Snoop Dogg | 19600 |
| 57 | 54 | MUSIQ/Just Friends (Sunny) | 18900 |
| 57 | 54 | RICHIE RICH/What I Am I Gonna Do | 17500 |
| 48 | 48 | JOE FANTASY/Sluter | 16800 |
| 37 | 43 | MARTIN FUGUERA/NoBODY Wants... | 15950 |
| 41 | 41 | LUDACRIS/Southern Hospitality | 14350 |
| 50 | 41 | MOS DEF/NATE DOGG/Oh No | 14000 |
| 34 | 38 | 112's/Over Now | 13300 |
| 27 | 37 | JAY-Z/Just Wanna Love | 12950 |
| 27 | 37 | JAY-Z/Just Wanna Love | 12950 |
| 38 | 37 | LUDACRIS/Southern Hospitality | 12800 |
| 40 | 31 | XZIBITX | 10850 |
| 42 | 30 | K-C-I-J/Just Wanna Love | 10500 |
| 21 | 28 | TALIB KWALIBI/That's The Blast | 9800 |
| 34 | 28 | MYCE/Hey Ya! (feat. ...) | 9800 |
| 37 | 27 | E-40/Real Slim Shady | 9100 |
| 17 | 26 | MEPHIS BLEEK/That's Your Chick | 9100 |
| 25 | 25 | OUTKAST/MS. Jackson | 8750 |
| 24 | 25 | L.I.L. BOW WOW/Bow Wow (That's...) | 8750 |
| 20 | 24 | CARL THOMAS/emotional | 8750 |
| 16 | 24 | 3LW/No More (Baby...) | 8750 |
| 12 | 24 | EVE/Who's That Girl | 7350 |
| 3 | 21 | JAGGED EDGE/Promise | 7350 |
| 3 | 21 | K-C-I-J/Just Wanna Love | 7350 |
| 21 | 19 | DAVE HOLLISTER/One Woman Man | 6650 |
| 16 | 19 | LUCY PEREZ/Hey Ya! (feat. ...) | 6300 |
| 21 | 18 | MARTIN FUGUERA/NoBODY Wants... | 6300 |
| 16 | 18 | R. KELLY/Wish | 5600 |
| 8 | 16 | CUBAN L.I.B.K./Sill Folla Girls Dem Sugar | 5600 |
| 16 | 16 | JAY-Z/Change The Game | 4900 |
| 16 | 16 | KURUPT/Hey Ya! (feat. ...) | 4550 |
| 16 | 16 | DR. DRE/The Next Episode | 4550 |
| 17 | 11 | JAGGED EDGE/Let's Get Married | 3850 |
| 11 | 11 | MYSTIKAL F.N.V.A./Danger (Been So...) | 3850 |
| 7 | 11 | QUBS/Where's My Fantasy | 3850 |
| 9 | 11 | JUN JUNE/Back That Thang Up | 3500 |

MARKET #4
KYLD/San Francisco
Clear Channel
(415) 356-0949
Martin/Archer
12+ Cumc 956,380



PLAYS

| LW | TW | ARTIST/TITLE | GI (000) |
|----|----|---------------------------------------|----------|
| 76 | 71 | JAY-Z/Just Wanna Love | 34364 |
| 67 | 71 | MYSTIKAL F.N.V.A./Danger (Been So...) | 34364 |
| 67 | 71 | DAFT PUNK/One More Time | 33360 |
| 63 | 63 | JOE FANTASY/Sluter | 30492 |
| 62 | 62 | SHAGGY/Ange | 30008 |
| 58 | 59 | K-C-I-J/Just Wanna Love | 28556 |
| 51 | 49 | JAY-Z/Just Wanna Love | 23716 |
| 44 | 42 | NEELY/Where We Me | 20278 |
| 42 | 42 | MODJULY (Feat. ...) | 20278 |
| 36 | 36 | 3LW/No More (Baby...) | 18876 |
| 35 | 36 | MARLA/So in Love With You | 18876 |
| 35 | 36 | GIGI D'AGOSTINO/Hey Ya! (feat. ...) | 18876 |
| 35 | 36 | K-C-I-J/Just Wanna Love | 17424 |
| 33 | 35 | XZIBITX | 16940 |
| 30 | 30 | OUTKAST/MS. Jackson | 15972 |
| 13 | 30 | DARUDE/Sandstorm | 15004 |
| 30 | 30 | JAY-Z/Just Wanna Love | 14520 |
| 29 | 30 | JAY-Z/Just Wanna Love | 14520 |
| 29 | 30 | L.I.L. BOW WOW/Bow Wow (That's...) | 12584 |
| 27 | 26 | SARINA PARIS/Look At Us | 12584 |
| 24 | 24 | DREAM/He Loves U Not | 11616 |
| 23 | 23 | LUDACRIS/Southern Hospitality | 11132 |
| 22 | 22 | MONICA/Just Another Girl | 10640 |
| 22 | 22 | MYA/Case Of The Ex. | 9678 |
| 10 | 22 | MOS DEF/NATE DOGG/Oh No | 9196 |
| 11 | 22 | SNOOP DOGG/Snoop Dogg | 9196 |
| 19 | 16 | EVE/Who's That Girl | 7744 |
| 19 | 16 | FRENCH AFFAIR/My Heart Goes... | 7744 |
| 15 | 16 | Case Of The Ex. | 7280 |
| 15 | 16 | 112's/Over Now | 7280 |
| 13 | 16 | R. KELLY/Wish | 6292 |
| 12 | 16 | KOFFEE BROWN/After Party | 5804 |
| 11 | 16 | SADE/By Your Side | 5308 |
| 8 | 16 | NEELY/Where We Me | 3078 |
| 8 | 16 | ATB/SPIN (I'm Coming) | 4840 |
| 8 | 16 | BASEMENT JAM/Red Alert | 4840 |
| 6 | 16 | JUNEL/Back That Thang Up | 4840 |
| 6 | 16 | BIG TIME RUSH/Slurpee | 4840 |
| 6 | 16 | E-40/Real Slim Shady | 4356 |
| 6 | 16 | JAGGED EDGE/Let's Get Married | 4356 |

MARKET #6
WJMN/Boston
Clear Channel
(617) 663-2500
McCarthy/O'Hara/Williams
12+ Cumc 824,680



PLAYS

| LW | TW | ARTIST/TITLE | GI (000) |
|----|----|--|----------|
| 89 | 84 | SHAGGY/Wasn't Me | 40232 |
| 89 | 84 | JAY-Z/Just Wanna Love | 35570 |
| 90 | 80 | NEELY/Where We Me | 36200 |
| 89 | 80 | LUDACRIS/What's Your Fantasy | 31664 |
| 86 | 74 | JENNIFER LOPEZ/Love Don't Cost | 31672 |
| 49 | 69 | SHAGGY/Ange | 29532 |
| 56 | 67 | EVE/Who's That Girl | 24396 |
| 44 | 62 | RUFF ENDF/No More | 22256 |
| 50 | 52 | JOE FANTASY/Sluter | 22256 |
| 49 | 50 | EMINEM/Drug Ballad | 21400 |
| 54 | 50 | MYSTIKAL F.N.V.A./Danger (Been So...) | 21400 |
| 52 | 50 | FURKASTER/Hey Ya! (feat. ...) | 21400 |
| 58 | 48 | OUTKAST/MS. Jackson | 20544 |
| 43 | 43 | DESTRINY'S CHILD/Independent Women... | 18404 |
| 39 | 34 | JAY-Z/Just Wanna Love | 14980 |
| 39 | 34 | JAY-Z/Just Wanna Love | 14522 |
| 48 | 28 | NEELY/Where We Me | 10700 |
| 48 | 28 | PHILLY'S MOST WANTED/Cross The Border | 9416 |
| 22 | 22 | ANGIE MARI/Hey Ya! (feat. ...) | 9416 |
| 22 | 22 | XZIBITX | 9416 |
| 12 | 21 | LUDACRIS/Southern Hospitality | 8988 |
| 14 | 19 | DR. DRE/The Next Episode | 8132 |
| 15 | 19 | 3LW/No More (Baby...) | 8132 |
| 16 | 17 | JAY-Z/Just Wanna Love | 7296 |
| 17 | 17 | L.I.L. KIM/F.I.S.S.O.O./How Many Licks | 7276 |
| 15 | 17 | DA BRAT/Hey Ya! (feat. ...) | 6848 |
| 14 | 18 | DR. DRE/Real Slim Shady | 6848 |
| 14 | 18 | KANDI/DON'T Think I'm Not | 6144 |
| 12 | 14 | BEATNUTS/Watch Out Now | 5992 |
| 12 | 14 | DESTRINY'S CHILD/Jumpin' Jumpin' | 5992 |
| 13 | 14 | DAFT PUNK/One More Time | 5992 |
| 14 | 14 | EMINEM/Real Slim Shady | 5992 |
| 53 | 13 | DEBIEAH MORGAN/Dance With Me | 5428 |
| 13 | 14 | RUFF ENDF/No More | 5992 |
| 12 | 13 | MISSY Elliott/Hot Boyz</ | |



WALT LOVE
babylove@rronline.com

Things We Should Know About Urban Radio Sales

■ A talk with Brian Knox of Katz Urban Dimensions

To get an overview of the current state of Urban radio sales, I contacted **Brian Knox**, VP & Managing Director of Katz Urban Dimensions, part of the Katz Radio Group. Knox not only consented to talk with me about sales, he also sent a useful article that I'm reprinting here.

Before we get to my conversation with Knox, I'd first like to share the article, "A Ratings Point Is a Ratings Point," which he wrote for Katz Urban Dimensions' monthly *Market Flash in Brief*. This article appeared in the November 2000 issue.

"On any given day 98% of radio buys are pieced together using general-market ratings and research. It's a little-known fact that only 2% of all advertising dollars are specifically earmarked for ethnic groups such as blacks and Hispanics. Yet blacks and Hispanics comprise nearly 25% of this country's population. In other words, 2% of all advertising dollars are spent to attract, motivate and build brand equity for 25% of the population.

"It becomes quite evident that the advertising world feels strongly that general-market ad campaigns are effective for this entire population. This could not be further from the truth. Meanwhile, I still have not figured out why Black radio is not considered part of the general market all the time. Pound for pound, Black radio delivers more than other general-market formats."

Advertisers Get More

"A ratings point is a ratings point, right? Wrong — with Black radio you get more than you pay for. Take, for example, the Motor City. WJLB/Detroit has an adult 18-49 general-market rating in morning drive of 1.6 and a staggering 5.9 for black adults 18-49 in the same daypart. In the Windy City, WGCI/Chicago's morning drive general-market rating of 1.6 balloons to a whopping 7.9 for black adults in the same demo.

"In the City of Brotherly Love, WDAS/Philadelphia catapults from a 1.6 general-market rating to a 7.2 black rating. And in Dallas, where everything is big, KKDA goes from a strong 2.2 general-market rating to a gigantic 12.9 black rating. That's right, a 12.9 AQH in morning drive. Pretty scary stuff, right? What does it all mean? It means that Black radio



Brian Knox

is programmed for black people, period. And it seems to have been perfected.

"To draw a comparison, take a quintessential AC station like WLTW/New York. The dream demographic for an AC station is women 25-49 — a rarely requested demo, but dreams do come true now and then. AC stations nationwide would be popping the champagne-bottle cork if this demographic were to be requested for an annual radio buy.

"To sweeten the dream, let's say the advertiser requested middays only — typically the strongest daypart for the format. The payoff? A 2.4 AQH. Overall, a strong rating for a general-market station. WLTW is programmed to effectively reach women, and that's what they do. They're doing a great job, and they're fortunate, because they are allowed to use their 2.4 target-audience rating to sell their station on a cost-per-point basis."

Paying The Freight

"Let's get back to the Urban station shares mentioned earlier. In other words, let's get back to the 5.9, 7.9, 7.2 and the outrageous 12.9. Why can't they use their target audience ratings too? Let me take a stab at it: It's about rates and cost-per-points, right?"

"Do you think AC stations garner the same rates for an adult 18-49 demographic as they do for a female 25-49 demo? Do you believe that a powerhouse Rock station programmed for men charges the same rates for a male 18-34 demo as they would for an adult 18-49 radio buy? Let's face it: When the demo is right up the station's alley, the rates go up. Everyone knows this and pays the freight to effectively reach their target consumer.

"Radio stations invest millions of dollars every year to reach their core audience and charge higher rates when advertisers want to communicate directly to them. Why is it that when the demo is black, all types of excuses begin to surface? I've heard them all: 'We're making a black buy, but we have to use the general-mar-

ket numbers.' 'This is my client's first black buy, and if the rates are too high, they won't do it.' 'We want the same rates you used on the last general-market buy,' and last, but certainly not least, 'Don't tell your station this is a black buy. We don't want to pay the higher rates.' I can't say that I've heard the same when advertisers solicit proposals from general-market stations that reach their target consumer group. Think about it."

Tales From The Sales Front

To begin my conversation with Knox, I asked him about the subject of "no Urban dictates" from advertisers that was suggested by his article. He noted, "Here we are in 2001, and I felt it was important to refocus on the struggles that Urban radio still experiences on the sales front. I was refreshing peoples' memories that 'no Urban dictates' still exist and that it takes a concerted effort to get rid of them.

"Let's face it: When the demo is right up the station's alley, the rates go up. Everyone knows this and pays the freight."

"When we encounter this, the most important thing we can do is identify where the edict is coming from. Then we need to know why they have determined that black radio should not be a part of their radio advertising campaign.

"We are often told that the research doesn't look good. My next step is to ask to see that research. There have been times that the research shown to me would not indicate Urban radio, and there have been times that this research has been outdated. What I've learned is that this information has been passed along and that thought processes get passed along from advertisers and agencies, and no one ever takes the time to find out what new research has shown about Urban radio. Hence, the 'no Urban dictate' lives on until we come along and present new, up-to-date research and information that enlightens advertisers about Urban radio and the African-American consumer's buying habits."

Positioning Points

Next, Knox enlightened me about the elements he uses to position a ra-

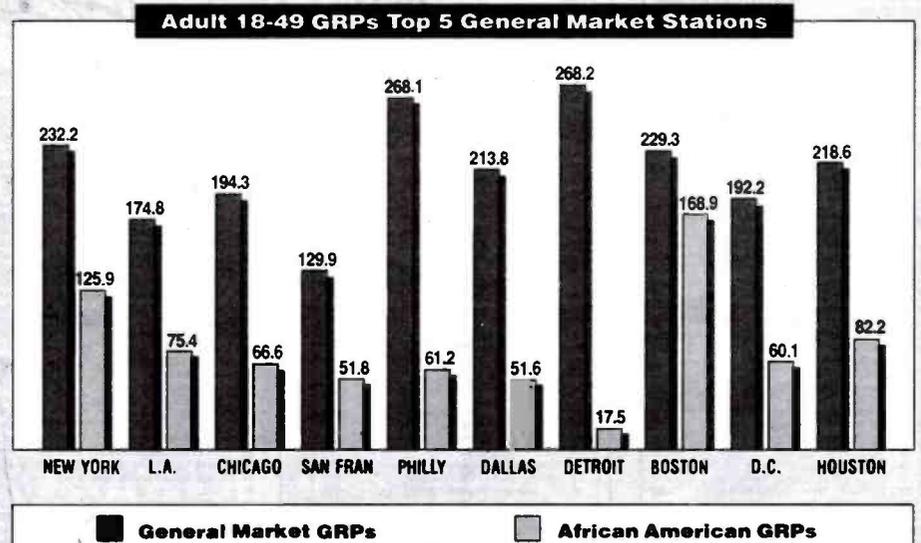
dio station in a market. "I believe it's important that the process of positioning a black radio station should include, at minimum, 10 different points. These points are:

- The growth of the radio station. Take a look at the trend of the Urban station and its competitors and establish whether its growth has been quick coming out of the gate or has built up steadily.
- The radio station's dominance in the market. Does it own a demographic in the market, or is it a leader in all demos in the market?
- Exclusivity. Does it have an exclusive format in its market, and how much of the audience is exclusive to the station?
- Targeting. What is the age-cell coverage of the station? Also, does the station skew more toward males or females?
- Geographic coverage. How strong is the station's signal in the metro?
- How well does the radio station deliver qualified prospects? That's measured by looking at qualitative and drive-time listening, for example.

Continued on Page 64

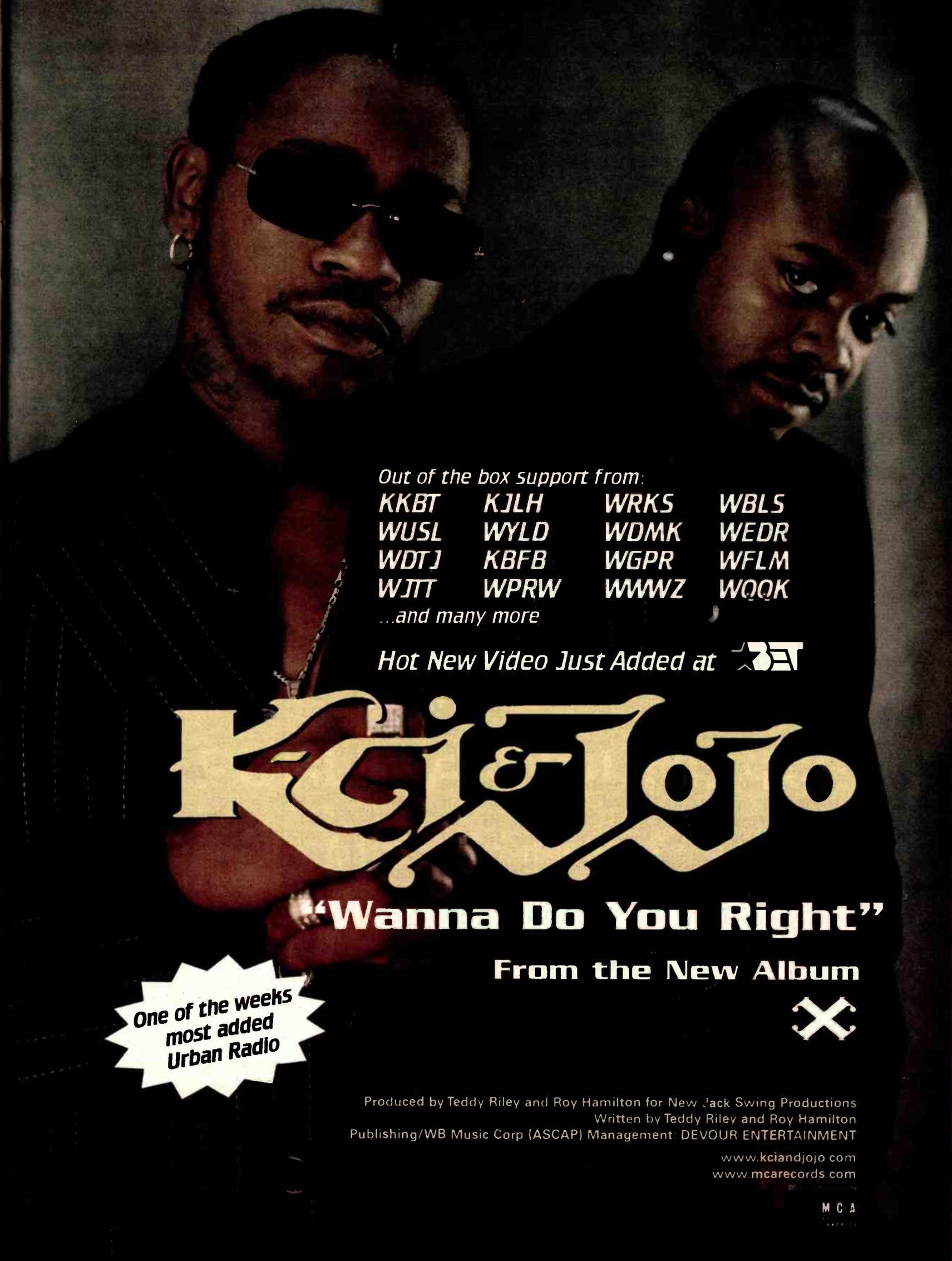
General-Market Radio Stations Do Not Effectively Deliver The African-American Population

An analysis of top-ranked general-market radio stations in the top 10 radio markets is very revealing. Market for market, the use of general-market radio alone significantly under-represents the African-American population. Gross Rating Point delivery against the African-American population is on average 64% less effective than the delivery against general-market population using the same schedules.



Source: Spring '00 Arbitron. Four weeks/12 spots per general-market station, Mon-Sun 6am-mid.

When You Done Wrong You Gotta Make It Right



Out of the box support from:

| | | | |
|------|------|------|------|
| KKBT | KJLH | WRKS | WBLS |
| WUSL | WYLD | WDMK | WEDR |
| WDTJ | KBFB | WGPR | WFLM |
| WJTT | WPRW | WWWZ | WQQK |

...and many more

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Kci & Jojo

"Wanna Do You Right"

From the New Album

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Written by Teddy Riley and Roy Hamilton
Publishing/WB Music Corp (ASCAP) Management: DEVOUR ENTERTAINMENT

www.kciandjojo.com
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MCA

R&R Urban Top 50

February 2, 2001

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S) | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS ('00) | WEEKS ON CHART | TOTAL STATIONS/ADDS |
|-----------|-----------|--|-------------|-----------|-------------------------|----------------|---------------------|
| 1 | 1 | JAGGED EDGE Promise (So So Def/Columbia) | 3411 | +228 | 455784 | 12 | 79/0 |
| 2 | 2 | MYSTIKAL F/NIVEA Danger (Been So Long) (Jive) | 3198 | +30 | 418114 | 9 | 75/0 |
| 3 | 3 | JA RULE F/LIL' MO AND VITA Put It... (Murder Inc./Def Jam/IDJMG) | 3148 | +274 | 397547 | 4 | 81/0 |
| 5 | 4 | JOE F/MYSTIKAL Stutter (Jive) | 2786 | +190 | 282309 | 7 | 81/0 |
| 6 | 5 | SHAGGY It Wasn't Me (MCA) | 2568 | +74 | 330104 | 8 | 57/0 |
| 4 | 6 | DAVE HOLLISTER One Woman Man (Def Squad/DreamWorks) | 2534 | -61 | 331213 | 14 | 77/0 |
| 7 | 7 | TAMIA Stranger In My House (Elektra/EEG) | 2495 | +77 | 287272 | 10 | 77/1 |
| 10 | 8 | 112 It's Over Now (Bad Boy/Arista) | 2399 | +71 | 317473 | 8 | 79/0 |
| 9 | 9 | JAY-Z I Just Wanna Love U... (Roc-A-Fella/IDJMG) | 2304 | -109 | 340716 | 14 | 78/0 |
| 8 | 10 | OUTKAST Ms. Jackson (LaFace/Arista) | 2207 | -301 | 288182 | 13 | 78/0 |
| 15 | 11 | JAHEIM Could It Be (Divine Mill/WB) | 2046 | +163 | 176973 | 14 | 74/1 |
| 12 | 12 | CARL THOMAS Emotional (Bad Boy/Arista) | 2017 | -147 | 290887 | 13 | 66/0 |
| 11 | 13 | AVANT My First Love (Magic Johnson/MCA) | 1984 | -206 | 329631 | 18 | 72/0 |
| 26 | 14 | LUDACRIS Southern Hospitality (Def Jam South/IDJMG) | 1951 | +381 | 261915 | 3 | 77/3 |
| 17 | 15 | TANK Maybe I Deserve (BlackGround) | 1917 | +188 | 163192 | 7 | 51/1 |
| 14 | 16 | MUSIQ Just Friends (Sunny) (Def Soul/IDJMG) | 1794 | -223 | 268774 | 18 | 74/0 |
| 20 | 17 | KOFFEE BROWN After Party (Arista) | 1790 | +236 | 230354 | 4 | 76/0 |
| 18 | 18 | JILL SCOTT A Long Walk (Hidden Beach/Epic) | 1718 | +98 | 209377 | 6 | 71/1 |
| 13 | 19 | LIL BOW WOW Bow Wow (That's My Name) (So So Def/Columbia) | 1647 | -430 | 167059 | 10 | 73/0 |
| 23 | 20 | MEMPHIS BLEEK Is That Your Chick (Roc-A-Fella/IDJMG) | 1633 | +7 | 207042 | 6 | 66/0 |
| 22 | 21 | MR. C THE SLIDE MAN Cha-Cha Slide (Universal) | 1605 | +69 | 190372 | 5 | 37/0 |
| 27 | 22 | SNOOP DOGG Snoop Dogg (No Limit/Priority) | 1600 | +83 | 151065 | 7 | 76/2 |
| 19 | 23 | 3LW No More (Baby I'ma Do Right) (Epic) | 1553 | -12 | 166918 | 19 | 68/0 |
| 24 | 24 | ERYKAH BADU Didn't Cha Know (Motown) | 1518 | +23 | 159162 | 7 | 67/1 |
| 16 | 25 | R. KELLY I Wish (Jive) | 1474 | -245 | 215802 | 18 | 73/0 |
| 21 | 26 | CASH MONEY MILLIONAIRES Project Chick (Cash Money/Universal) | 1388 | -225 | 148350 | 11 | 65/0 |
| Breaker | 27 | JON B Don't Talk (Edmonds/Epic) | 1280 | +397 | 169402 | 2 | 75/3 |
| 25 | 28 | DESTINY'S CHILD Independent Women Pt. 1 (Columbia) | 1228 | -226 | 178633 | 19 | 63/0 |
| Breaker | 29 | PROJECT PAT Chickenhead (Hypnotize Minds/Loud/Columbia) | 1179 | +248 | 122436 | 2 | 57/4 |
| 32 | 30 | MASTER P Bout Dat (No Limit/Priority) | 1178 | +35 | 116618 | 5 | 52/1 |
| 31 | 31 | CHANGING FACES Ladies Man (Atlantic) | 1060 | +8 | 75446 | 6 | 56/0 |
| 28 | 32 | NELLY E.I. (Fo' Reel/Universal) | 1045 | -197 | 114357 | 17 | 57/0 |
| 30 | 33 | PRU Candles (Capitol) | 1004 | -86 | 49270 | 10 | 39/0 |
| 34 | 34 | XZIBIT X (Loud/Columbia) | 958 | -34 | 112165 | 5 | 60/0 |
| 29 | 35 | MYA Free (Ruff/WB/University/Interscope) | 950 | -221 | 56430 | 7 | 50/0 |
| 39 | 36 | ICONZ Get Crunked Up (Elektra/EEG) | 926 | +137 | 70029 | 3 | 58/1 |
| Debut | 37 | CASE Missing You (Def Soul/IDJMG) | 909 | +425 | 104293 | 1 | 68/6 |
| 48 | 38 | MONICA Just Another Girl (Epic) | 906 | +318 | 79813 | 2 | 56/3 |
| 47 | 39 | MUSIQ Love (Def Soul/IDJMG) | 747 | +153 | 173478 | 2 | 2/1 |
| 36 | 40 | COMMON F/MACY GRAY Geto Heaven (MCA) | 738 | -107 | 75628 | 5 | 59/2 |
| 33 | 41 | WYCLEF JEAN F/MARY J. BLIGE 911 (Ruffhouse/Columbia) | 710 | -300 | 121365 | 19 | 53/0 |
| 40 | 42 | JENNIFER LOPEZ Love Don't Cost A Thing (Epic) | 690 | -12 | 35650 | 4 | 34/0 |
| 42 | 43 | LUCY PEARL You (Pookie/Beyond/Hollywood) | 667 | +18 | 54609 | 2 | 40/0 |
| 37 | 44 | JA RULE F/C. MILIAN Between Me... (Murder Inc./Def Jam/IDJMG) | 662 | -127 | 90683 | 19 | 54/0 |
| Debut | 45 | OUTKAST So Fresh, So Clean (LaFace/Arista) | 658 | +130 | 101159 | 1 | 1/0 |
| Debut | 46 | EVE Who's That Girl (Ruff Ryders/Interscope) | 630 | +254 | 103291 | 1 | 3/2 |
| Debut | 47 | CO-ED Sumthin' On U (Rubicon/Universal) | 599 | +232 | 42342 | 1 | 46/1 |
| Debut | 48 | M.O.P. Ante Up (Robbing-Hoodz Theory) (Loud) | 562 | +45 | 52924 | 1 | 50/6 |
| 43 | 49 | MOS DEF/NATE DOGG Oh No (Rawkus/Priority) | 560 | -86 | 74425 | 4 | 37/0 |
| Debut | 50 | JESSE POWELL If I (Silas/MCA) | 554 | +226 | 48500 | 1 | 49/1 |

Most Added

| ARTIST TITLE LABEL(S) | ADDS |
|--|------|
| PUBLIC ANNOUNCEMENT Man Ain't Suppose To Cry (RCA) | 68 |
| KEITH SWEAT Real Man (Elektra/EEG) | 57 |
| OLIVIA Bizounce (J) | 50 |
| SILKK THE SHOCKER That's Cool (No Limit/Priority) | 50 |
| PROFYLE Damn/Jam (Motown) | 47 |
| K-CI & JOJO Wanna Do You Right (MCA) | 44 |
| RUFF ENOZ I Apologize (Epic) | 40 |
| TONI BRAXTON Maybe (LaFace/Arista) | 38 |
| CHANTE' MOORE Bitter (Silas/MCA) | 11 |
| TELA Bye! Bye! Hater! (Rap-A-Lot/Noo Trybe) | 7 |

Most Increased Plays

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|--|---------------------|
| CASE Missing You (Def Soul/IDJMG) | +425 |
| JON B Don't Talk (Edmonds/Epic) | +397 |
| LUDACRIS Southern Hospitality (Def Jam South/IDJMG) | +381 |
| MONICA Just Another Girl (Epic) | +318 |
| JA RULE F/LIL' MO... Put It... (Murder Inc./Def Jam/IDJMG) | +274 |
| LIL' ZANE None Tonight (Worldwide/Priority) | +269 |
| EVE Who's That Girl (Ruff Ryders/Interscope) | +254 |
| OLIVIA Bizounce (J) | +253 |
| PROJECT PAT Chickenhead (Hypnotize Minds/Loud/Columbia) | +248 |
| YOLANDA ADAMS I Believe I Can Fly (Elektra/EEG) | +241 |

Breakers.

| | | |
|---|---------------------|-------|
| JON B | | |
| Don't Talk (Edmonds/Epic) | | |
| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | CHART |
| 1280/397 | 75/3 | 27 |
| PROJECT PAT | | |
| Chickenhead (Hypnotize Minds/Loud/Columbia) | | |
| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | CHART |
| 1179/248 | 57/4 | 29 |

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



84 Urban reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 1/21-Saturday 1/27. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 1000 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2001, The Arbitron Company). © 2001, R&R Inc.

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**#1 Most Added
at Radio**



PUBLIC ANNOUNCEMENT

MAN AIN'T SUPPOSED TO CRY

THE NEW HIT SINGLE AND VIDEO DEMANDED BY RADIO PROGRAMMERS FROM THEIR ALBUM DON'T HOLD BACK, FEATURING THE #1 SELLING SINGLE "MAMACITA."

Out Of The Box At:

- | | | | | | |
|------|------|------|------|------|------|
| WKYS | WEDR | WJLB | WUSL | WWDM | WDTJ |
| WPHI | WBLS | WGCI | WVEE | WHTA | WTLC |
| KKDA | WQUE | WFUN | KATZ | WQHH | WHRK |



IN STORES FEBRUARY 6, 2001

PRODUCED BY EARL ROBINSON FOR YABA YABA PRODUCTIONS / MIXED BY PETER MOHRAN / EXECUTIVE PRODUCERS DENNICK THOMPSON & ERIC SEXTON / MANAGEMENT ERIC SEXTON FOR EPL MANAGEMENT / A&R: DERRICK THOMPSON

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WWW.PUBLICANNOUNCEMENT.NET  

ARTIST BREAKDOWN

ARTIST: **PUBLIC ANNOUNCEMENT**
 ALBUM: **DON'T HOLD BACK**
 LABEL: **RCA**

I'm the type of person who stays forever loyal to something she likes. Case in point: **Public Announcement**. I don't know if I'm the only person who still owns their first joint, but I still listen to it. "You know whose CD is tight? Public Announcement!" a friend of mine tells me. "I'm still listening to their first CD." I reply. Mental note: Contact Keith at RCA. About two days after I e-mailed Keith, I received the band's latest effort, *Don't Hold Back*.

The debut single, "Mamacita," didn't impress me when it was released. However, I have a different opinion now. I guess since I'm still hypnotized by the first album, I considered this song too "active" for me. I wanted to hear the melodic groove of "Homie," "All Work, No Play" and "I Don't Wanna Be Alone." But, alas, we must either roll with the flow or waste energy fighting the waves. (Write that down; that's an inspirational thought.)

"Mamacita" is a good song, and it is great for the clubs. However, the second single, "Man Ain't Supposed to Cry," took my heart and twisted it until I felt a tear form. (It didn't fall, but it *formed*.) "They say a man ain't supposed to cry/But through my eyes I'll cry your tears/Cause I feel the pain that you're going through/And I'm not afraid to say how can I help you." Damn! That's a panty-dropping line if I ever heard one. And talk about support. Dude says, "I've got your front when times are good and your back when they're bad, girl/You don't have to worry/Let me work this out with you/Don't have to boo hoo, 'cause I'm the type of man that'll cry for you." A romantically rhythmic track flows underneath sincere and compassionate lyrics. Females will eat this song up during live performances — I know I will. Can you say "backstage pass"?

Whatever happened to slow dancing? I don't like to move the body in too many directions. I might trip myself up, and with the dances out now, it's best I just lay low. Everybody is so energetic — that's what Tae Bo is for. Where is the romantic side of dancing? What happened to the days of

grinds? Bending backs? The "ghetto style of romance"?

"How come we don't slow dance no more?/ How come we don't hold each other real close?/ Stick together close, like hands in gloves/The way we used to do on 'Honey Love,'" sing P.A. in "Slow Dance." It seems the mood of "ghetto lights and one turntable" have been replaced by bright lights, DJs mixing on two turntables and a crowd of people re-enacting an intense aerobic class. (Is my jealousy showing?)

In *Slow Dance, USA* the place to be was a "buddy's basement at the end of the week." As people "related" to one another and sweat glistened on their bodies, the DJ spun songs with romantic grooves, smooth melodies and sexually suggestive lyrics. H-Town had everyone "Knockin' Da Boots," while Silk's "Freak Me Baby" and Prince's "Do Me Baby" yielded the same result: "Sexual Healing" (Marvin Gaye). By the end of the party, you really wanted to be "Between the Sheets" (Isley Brothers) with the babygirl or babyboy you had been grinding on all night. And don't let the DJ get his hands on some Luther Vandross!

Playing stupid seems to be contagious in "John Doe." In this tale of dual infidelity, both dude and dudette are cheating on one another. It seems babyboy was the first to start practicing this adulterous attitude, and babygirl found it fit her style as well. The imploring and loving "Lose a Love" is a ballad for your a**! Singing about a treasured relationship, dude proclaims, "I don't wanna lose a love that means so much to me/Gotta make sure that you stay, if I have to be the key." (OK, but what if it's a combination lock?) "Can't imagine my life without the one that I need/Please don't leave me now, can you promise me?"

On *Don't Hold Back* Public Announcement didn't! This is a damn good CD. The prime cuts, because I'm a mellow type of gal, are "Man Ain't Supposed to Cry," "Slow Dance," "John Doe" and "Lose a Love." The joint isn't all mellow though; there are uptempo cuts like "Rithickulous" and "Mamacita," but to me, those are a**-shakers. When you combine a complementary melody with tight lyrics, then you have a *song*, i.e. "Lose a Love" and "Man..." Peace.

— Tanya O'Quinn
 Asst. Urban Editor

IN MY OPINION

with **Adimu**

R.C.
"Slo Burn"
(Dombrowski & Glasker)

Afternoon Personality,
 KKBT/Los Angeles

This record is hot! In radio, people always want to look for special records. "Slo Burn" is one such record. R.C. has a smooth, soulful voice that seems to come naturally. His style is reminiscent of the music I grew up with, such as Al Green, Donny Hathaway and Stevie Wonder.

"Slo Burn" has a nice groove, and it is real. There are certain records that touch you immediately — such as Jay-Z's "I Just Wanna Love You..." and Jill Scott's "Gettin' in the Way" or "A Long Walk" — and R.C.'s record has the same magnetism. I'm not comparing the song to D'Angelo's "Brown Sugar," but it is in the same vein lyrically. Also, a lot of artists nowadays follow a certain formula, and R.C. doesn't. He is very creative with this song.

Lastly, I have a lot of respect for any artist or company that is on the grass-roots level; they're working hard for their project. Dombrowski & Glasker's efforts remind me of how Jay-Z and Damon Dash started Roc-A-Fella.

ADVANCE NOTICE

Giving you fair warning: These are the singles that are going for adds on Tuesday 2/6

- DANTE Lowdy, Lowdy, RCA
- EVE Who's That Girl, Ruff Ryders, Interscope
- FREDRO STARR Dat Be Dam, Koch
- F.Y.A. N. ICE Work That, Infinity
- GINUWINE There It Is, Epic
- INDIA ARIE Video (Morawn)
- JAY-Z Change The Game, Roc-A-Fella, IDJMG
- MAXWELL Got To Get To Know Ya, Columbia
- SHYNE I BARRINGTON LEVY Bonnie & Shyne, (Bad Boy, Arista)
- TRICK DADDY To Da House (Slip, N Slide, Atlantic)

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 Torches The World As.....



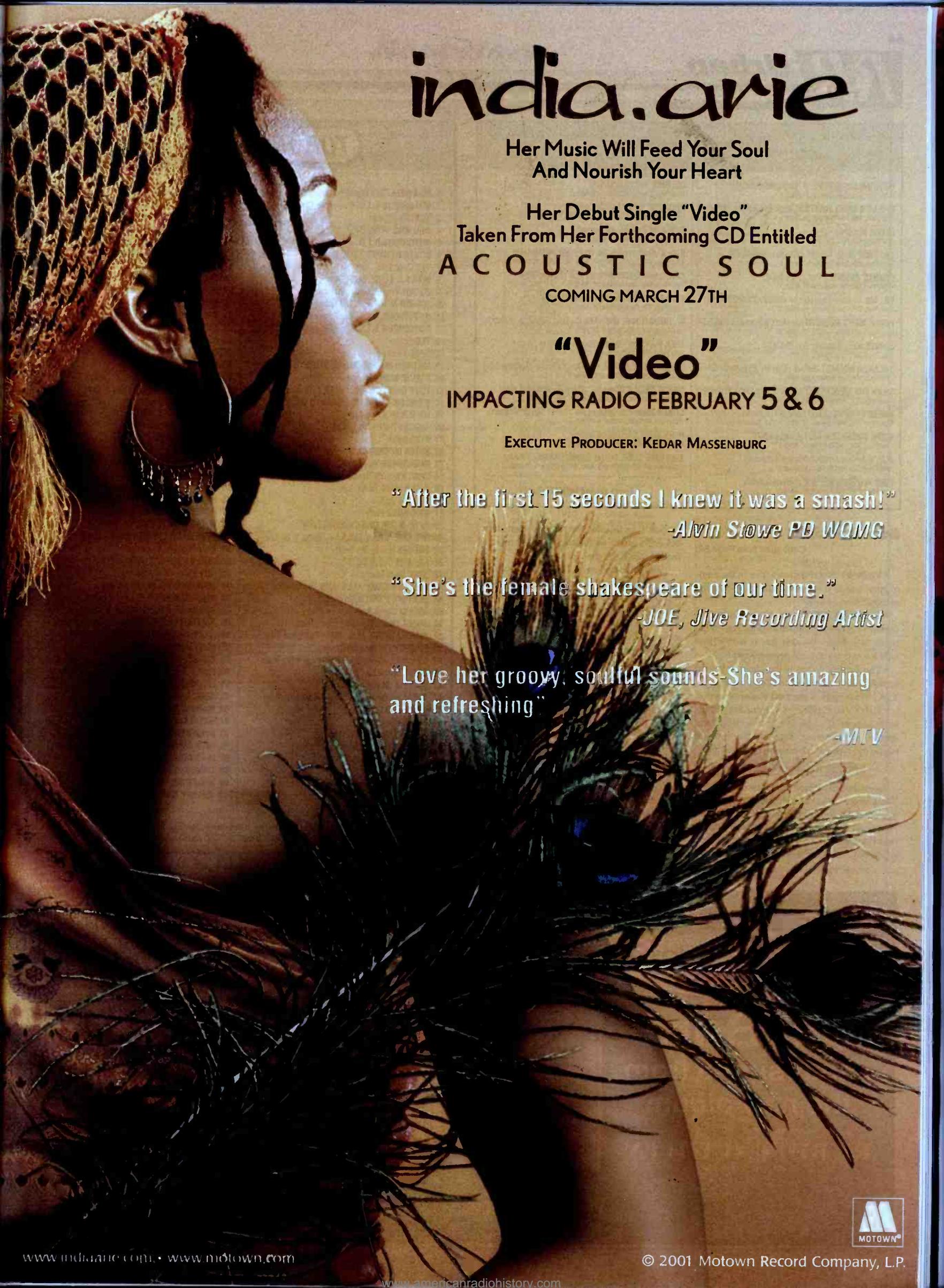
THE NEW ALBUM
THUG BY NATURE

featuring the single
Make My Day

GOING FOR ADDS
FEB. 12 & 13

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Her Debut Single "Video"
Taken From Her Forthcoming CD Entitled
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"Video"
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EXECUTIVE PRODUCER: KEDAR MASSENBURG

"After the first 15 seconds I knew it was a smash!"
-Alvin Stowe PD WQMG

"She's the female shakespeare of our time."
-JOE, Jive Recording Artist

"Love her groovy, soulful sounds-She's amazing
and refreshing"

-MTV

New & Active

EIGHTBALL & MJG Pimp Hard (Independent)

Total Plays: 306, Total Stations: 26, Adds: 1

PHILLY'S MOST WANTED Cross The Border (Atlantic)

Total Plays: 488, Total Stations: 36, Adds: 1

OLIVIA BIZOUNCE (J)

Total Plays: 483, Total Stations: 59, Adds: 50

LIL' ZANE None Tonight (Worldwide/Priority)

Total Plays: 426, Total Stations: 45, Adds: 6

CHANTE' MOORE Bitter (Silas/MCA)

Total Plays: 426, Total Stations: 45, Adds: 11

LIL' MO Superwoman (Gold Mind/EastWest/EEG)

Total Plays: 416, Total Stations: 45, Adds: 3

PUBLIC ANNOUNCEMENT Man Ain't Suppose To Cry (RCA)

Total Plays: 403, Total Stations: 72, Adds: 68

JERSEY AVE. Beautiful Girl (MCA)

Total Plays: 366, Total Stations: 23, Adds: 1

YOLANDA ADAMS I Believe I Can Fly (Elektra/EEG)

Total Plays: 302, Total Stations: 39, Adds: 1

SILKK THE SHOCKER That's Cool (No Limit/Priority)

Total Plays: 277, Total Stations: 52, Adds: 50

KURUPT F/ATE OGGG Behind The Walls (Avatar)

Total Plays: 255, Total Stations: 27, Adds: 2

KEITH SWEAT Real Man (Elektra/EEG)

Total Plays: 244, Total Stations: 57, Adds: 57

B.G. X & Henne (Cash Money/Universal)

Total Plays: 242, Total Stations: 26, Adds: 2

PINK You Make Me Sick (LaFace/Arista)

Total Plays: 229, Total Stations: 17, Adds: 0

DELOUIE You Said (MCA)

Total Plays: 196, Total Stations: 18, Adds: 1

PROFYLE Damn/Jam (Motown)

Total Plays: 186, Total Stations: 47, Adds: 47

DIRTY Hit Da Floe (Universal)

Total Plays: 167, Total Stations: 13, Adds: 1

K-CI & JOJO Wanna Do You Right (MCA)

Total Plays: 163, Total Stations: 45, Adds: 44

CHARLIE WILSON Without You (Major Hits)

Total Plays: 149, Total Stations: 18, Adds: 0

TONI BRAXTON Maybe (LaFace/Arista)

Total Plays: 137, Total Stations: 38, Adds: 38

W. HOUSTON/G. MICHAEL If I Told You That (Arista)

Total Plays: 134, Total Stations: 16, Adds: 1

TELA Bye! Bye! Hater! (Rap-A-Lot/Noo Trybe)

Total Plays: 130, Total Stations: 8, Adds: 7

CAPONE-N-NOREAGA Ya'll Don't Wanna (Tommy Boy)

Total Plays: 128, Total Stations: 10, Adds: 0

SHADE SHEIST Where I... (Baby Ree/London Sire)

Total Plays: 98, Total Stations: 8, Adds: 0

CUBAN LINK Still Telling Lies (Terror Squad/Atlantic)

Total Plays: 83, Total Stations: 8, Adds: 0

RUFF ENDZ I Apologize (Epic)

Total Plays: 63, Total Stations: 40, Adds: 40

E-40 FACE CUBE Behind Gates (Sick Wid' It/Alive)

Total Plays: 63, Total Stations: 8, Adds: 1

Songs ranked by total plays

Urban Radio Sales

Continued from Page 58

• **Visibility.** Is the station active in the community, and is it promotionally active in the market?

• **Credibility.** What types of awards has the station won in the community it serves? What types of industry awards has it won? How well-known are the air personalities?

• **The facility.** What is the station's signal strength? How much reach does it have in the TSA? What parts of the market does it cover?

• **Extra-value features.** These are things such as special exclusive sponsorships and special programming. They are the 'brought to you by' types of advertising opportunities."

Making A Case For Urban

Knox then explained the graph on Page 58: "This graph shows the inability of general-market radio to effectively deliver African-American consumers. One of the practices that I consistently use is putting together a mock buy. In other words, I put together a

market schedule for the radio stations that I believe a buyer will use to have the most effective reach for their product.

"When I encounter a 'no Urban dictate,' I start putting together this mock buy using the top five or 10 radio stations in the market. Then I take those stations and convert their schedules using black ratings points. This most often shows the inability of general-market radio to effectively reach the black consumer."

Knox closed by saying, "With the release of the new 2000 census information, I believe we're going to witness higher levels of education obtained by black Americans. I also believe we're going to see higher average household income levels, as well as higher individual incomes. I expect to see a higher percentage of the black population owning their own homes. There has never been a better time to be selling ethnic radio and, more specifically, black radio."

If you would like to get in touch with Knox, he can be reached at 212-424-6496, or by e-mail at brian.knox@katz-media.com.

TOP 100 URBAN POWER GOLD

- 1 MAXWELL This Woman's Work
- 2 NOTORIOUS B.I.G. One More Chance
- 3 NEXT Too Close
- 4 DRU HILL In My Bed
- 5 NOTORIOUS B.I.G. Hypnotize
- 6 BUSTA RHYMES Put Your Hands...
- 7 112 Only You
- 8 MARY J. BLIGE Real Love
- 9 USHER You Make Me Wanna...
- 10 JUNIOR M.A.F.I.A. Get Money
- 11 NOTORIOUS B.I.G. Big Poppa
- 12 NOTORIOUS B.I.G. Mo Money Mo Problems
- 13 TLC Creep
- 14 2PAC I Get Around
- 15 METHOD MAN /MARY J. BLIGE I'll Be There...
- 16 STEVIE WONDER Happy Birthday
- 17 PUFF DADDY & THE FAMILY All About The...
- 18 2 PAC /K-CI & JOJO How Do U Want It
- 19 USHER Nice And Slow
- 20 BLACKSTREET No Diggity
- 21 112 Cupid
- 22 BRIAN MCKNIGHT Anytime
- 23 IN ESSENCE You Will Never Find Another
- 24 2PAC Keep Ya Head Up
- 25 K-CI & JOJO All My Life
- 26 LSG My Body
- 27 GINUWINE Pony
- 28 2PAC & DR. DRE California Love
- 29 DR. DRE Nuthin' But A 'G' Thang
- 30 FUGEES Killing Me Softly
- 31 LIL' KIM Crush On U
- 32 2PAC Dear Mama
- 33 REFUGEE CAMP ALLSTARS The Sweetest Thing
- 34 DESTINY'S CHILD No No No
- 35 JODECI Come And Talk To Me
- 36 JANET That's The Way Love Goes
- 37 MARY J. BLIGE /LIL' KIM I Can Love You
- 38 BRANDY I Wanna Be Down
- 39 DRU HILL We're Not Making Love No More
- 40 ZAPP Computer Love
- 41 MARY J. BLIGE Everything
- 42 TOTAL /NOTORIOUS B.I.G. Can't You See
- 43 D'ANGELO Lady
- 44 LUNIZ I Got 5 On It
- 45 JON B. They Don't Know
- 46 KEITH SWEAT Make It Last Forever
- 47 MARY J. BLIGE Love No Limit
- 48 NEXT Butta Love
- 49 SOUL II SOUL Back To Life
- 50 GAP BAND Outstanding
- 51 ICE CUBE We Be Clubbin'
- 52 NOTORIOUS B.I.G. Juicy
- 53 BONE THUGS IN HARMONY Crossroads
- 54 LIL' KIM & FRIENDS Not Tonight
- 55 NAS If I Ruled The World
- 56 JUNIOR M.A.F.I.A. Players' Anthem
- 57 MAXWELL Ascension...
- 58 GEORGE CLINTON Atomic Dog
- 59 JODECI Forever My Lady
- 60 SILK Freak Me
- 61 CASE /M. J. BLIGE & F. BROWN Touch Me...
- 62 JANET I Get Lonely
- 63 R. KELLY Bump N' Grind
- 64 BLACKSTREET Before I Let You Go
- 65 MARY J. BLIGE Be Happy
- 66 SNOOP DOGGY OOG Gin & Juice
- 67 GAP BAND Yearning For Your Love
- 68 JOE All The Things...
- 69 MARY J. BLIGE Not Gon' Cry
- 70 AALIYAH One In A Million
- 71 D'ANGELO Brown Sugar
- 72 AARON HALL I Miss You
- 73 KEITH SWEAT Nobody
- 74 MAZE Before I Let Go
- 75 BLACKSTREET Don't Leave Me
- 76 MONTELL JORDAN This Is How We Do It
- 77 R. KELLY Your Body's Callin'
- 78 TOTAL What About Us
- 79 PUFF DADDY /FAITH EVANS & 112 I'll Be...
- 80 SWV Right Here
- 81 GOD'S PROPERTY Stomp
- 82 GUY Piece Of My Love
- 83 MARVIN GAYE Sexual Healing
- 84 MINT CONDITION Breakin' My Heart (Pretty...)
- 85 ROB BASE & DJ EZ ROCK It Takes Two
- 86 AALIYAH Back & Forth
- 87 ISLEY BROTHERS Between The Sheets
- 88 MINT CONDITION What Kind Of Man...
- 89 CHERYL LYNN Got To Be Real
- 90 DEELE Two Occasions
- 91 ERYKAH BADU On & On
- 92 SOUL II SOUL Keep On Movin'
- 93 MARY J. BLIGE Seven Days
- 94 BABYFACE Whip Appeal
- 95 KENNY LATTIMORE For You
- 96 RICK JAMES /TEENA MARIE Fire & Desire
- 97 H-TOWN Knockin' Da Boots
- 98 CAMEO Candy
- 99 HEATWAVE Always & Forever
- 100 JOHNNY GILL My, My, My



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 100 Power Gold is based on YTD monitored airplay data. © 2001, R&R Inc.

Going For Adds
Feb. 19th & 20th

"Slo Burn"
debut single from
the new album

RUBE NAUGHTY



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KRRQ, WEDR, WJTT,
WFXE, WEAS, WL VH,
WFLM, WTMP, KUUU,
WBOT, WILD, WNEZ,
KUBE

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

MARKET #30 KPRS/Kansas City Clear Channel (816) 763-2040 Wavenet/Stars 12+ Cum: 195,000 NOT 103 JAMZ!

MARKET #31 WKXV/Milwaukee Clear Channel (414) 321-1007 Young/Love 12+ Cum: 221,000 V100 JAMS!

MARKET #1 WRKS/New York Emmis (212) 242-9870 Beasley/George 12+ Cum: 1,545,500 98.7 Kiss

MARKET #2 KJLH/Los Angeles Taz (310) 330-5550 Winston 12+ Cum: 375,900 KJLH

MARKET #3 WVVA/Chicago Clear Channel (312) 360-9000 Smith/Muhammad 12+ Cum: 553,600 V100 JAMS!

MARKET #34 WKXC/Columbus, OH Blue Chip (614) 487-1444 Strong/Stevens 12+ Cum: 180,400 POWER 107.5

MARKET #37 WPEG/Charlotte Infinity (704) 342-2644 Carson/Quick 12+ Cum: 243,100 POWER 107.5

MARKET #5 WDAS/Philadelphia Clear Channel (610) 617-8500 Lamborn/Bo 12+ Cum: \$28,100 106.3 FM

MARKET #6 KRNB/Dallas-Ft. Worth Service (972) 263-9911 Payne/T 12+ Cum: 172,900

MARKET #8 WDMK/Detroit Radio One (313) 259-2000 Star/Gray 12+ Cum: 138,700 kiss

MARKET #33 WDOI/Norfolk Clear Channel (757) 466-0009 Holiday/Mauzone 12+ Cum: 268,200 103 JAMZ

MARKET #40 WTLC/Indianapolis Emmis (317) 955-9852 Wallace/Vaughn 12+ Cum: 135,500 107.5 JAMZ

MARKET #7 WGRP/Detroit International Mason (313) 259-8862 Hines 12+ Cum: 149,900 107.5 fm

MARKET #7 WIXO/Detroit Clear Channel (313) 965-2000 G/Stevens 12+ Cum: 318,600 107.5

MARKET #9 WHUR/Washington, DC Howard University (202) 806-3500 Hannibal/Dickinson 12+ Cum: 536,800 WHUR 96.3

MARKET #42 WQVE/New Orleans Clear Channel (504) 827-6000 Stevens/Watson 12+ Cum: 286,200 99.3

MARKET #44 WQQW/Nashville Midwestern (615) 321-1067 Fox 12+ Cum: 180,400 92.0

MARKET #9 WMML/Washington, DC Radio One (301) 306-1111 Connors/Thompson 12+ Cum: 328,400 MAJIC 102.3 FM

MARKET #10 KJLH/Houston-Galveston Radio One (713) 623-2108 Connors/Boatner 12+ Cum: 487,800 MAJIC102

MARKET #11 WALR/Atlanta Cox (404) 897-7500 Kennedy 12+ Cum: 343,380 KISS 104.1

Gladys Knight

**#1 Most Added
Urban AC**

RETURNS WITH A NEW VIBE FOR 2001 AND A HOT NEW TAKE ON A WELL-LOVED TITLE!

"IF I WERE YOUR WOMAN II"

Added out of the box at:

| | | | |
|-------------------------|-----------------------------|-----------------------------|-------------------------|
| KJLH Los Angeles | WDAS Philadelphia | WGPR Detroit | WMXD Detroit |
| WDMK Detroit | WHUR Washington D.C. | WMMJ Washington D.C. | KMJQ Houston |
| WWIN Baltimore | WZAK Cleveland | WMCS Milwaukee | WBAV Charlotte |
| WYLD New Orleans | WFXC Raleigh | WKJS Richmond | KOKY Little Rock |

PRODUCED BY JAMES "D.C." WILSON, III FOR GUARDIAN ANGEL PRODUCTIONS
AND GARY BROWN FOR BROADFOOT ENTERTAINMENT
WRITTEN BY JAMES "D.C." WILSON, III AND GARY BROWN

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ALBUM IN STORES FEBRUARY 27TH

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MCA MUSIC GROUP
AMERICA

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February 2, 2001

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S) | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS (00) | WEEKS ON CHART | TOTAL STATIONS/ ADDS |
|-----------|-----------|---|-------------|-----------|------------------------|----------------|----------------------|
| 1 | 4 | AVANT My First Love (Magic Johnson/MCA) | 865 | -9 | 108220 | 18 | 35/0 |
| 3 | 2 | DAVE HOLLISTER One Woman Man (Def Squad/DreamWorks) | 845 | +87 | 122385 | 12 | 39/0 |
| 4 | 3 | TAMIA Stranger In My House (Elektra/EEG) | 807 | +118 | 120720 | 11 | 39/0 |
| 2 | 4 | CARL THOMAS Emotional (Bad Boy/Arista) | 785 | +20 | 101172 | 13 | 37/1 |
| 5 | 5 | BABYFACE Reason For Breathing (Arista/Epic) | 641 | -52 | 67487 | 11 | 37/0 |
| 6 | 6 | SADE By Your Side (Epic) | 624 | -28 | 68459 | 16 | 37/0 |
| 11 | 7 | PRU Candles (Capitol) | 564 | +46 | 56097 | 13 | 29/1 |
| 10 | 8 | MUSIQ Just Friends (Sunny) (Def Soul/IDJMG) | 551 | +11 | 77544 | 9 | 31/0 |
| 7 | 9 | R. KELLY I Wish (Jive) | 542 | -40 | 63504 | 16 | 31/0 |
| 12 | 10 | ERYKAH BADU Didn't Cha Know (Motown) | 537 | +37 | 88350 | 6 | 31/0 |
| 8 | 11 | CHARLIE WILSON Without You (Major Hits) | 536 | -42 | 74771 | 21 | 32/0 |
| 9 | 12 | YOLANDA ADAMS Open My Heart (Elektra/EEG) | 534 | -39 | 81918 | 37 | 33/0 |
| 13 | 13 | BOYZ II MEN Thank You In Advance (Universal) | 475 | +7 | 49908 | 10 | 31/0 |
| 16 | 14 | JILL SCOTT A Long Walk (Hidden Beach/Epic) | 446 | +91 | 89876 | 4 | 23/5 |
| 15 | 15 | RACHELLE FERRELL I Forgive You (Capitol) | 424 | +28 | 41368 | 7 | 29/0 |
| 14 | 16 | JOE F/MYSTIKAL Stutter (Jive) | 393 | -14 | 53383 | 6 | 24/0 |
| 19 | 17 | JESSE POWELL If I (Silas/MCA) | 345 | +45 | 42062 | 5 | 26/0 |
| 17 | 18 | KELLY PRICE You Should've Told Me (T-Neck/Def Soul/IDJMG) | 321 | -34 | 52879 | 19 | 21/0 |
| 20 | 19 | SISQO Incomplete (Dragon/Def Soul/IDJMG) | 274 | -25 | 40135 | 29 | 23/0 |
| 18 | 20 | JILL SCOTT Gettin' In The Way (Hidden Beach/Epic) | 269 | -75 | 37794 | 22 | 29/0 |
| 28 | 21 | JAHEIM Could It Be (Divine Mill/WB) | 265 | +72 | 47645 | 3 | 18/1 |
| 27 | 22 | JAGGED EDGE Promise (So So Def/Columbia) | 262 | +57 | 54499 | 3 | 17/2 |
| 23 | 23 | SPOOKS Sweet Revenge (Antra/Artemis) | 252 | -3 | 38060 | 4 | 17/1 |
| 21 | 24 | INCOGNITO F/MAYSA Change (Talkin Loud/Blue Thumb/VMG) | 246 | -7 | 24527 | 8 | 20/1 |
| 24 | 25 | JAMIE HAWKINS Lost My Mind (Monami/EEG) | 239 | +3 | 34461 | 4 | 17/1 |
| 26 | 26 | DAMITA Won't Be Afraid (Atlantic) | 229 | +22 | 21229 | 3 | 21/0 |
| 22 | 27 | WYCLEF JEAN F/MARY J. BLIGE 911 (Ruffhouse/Columbia) | 213 | -43 | 31030 | 13 | 16/0 |
| 29 | 28 | TANK Maybe I Deserve (BlackGround) | 211 | +24 | 14666 | 2 | 12/1 |
| Debut | 29 | MAXWELL Get To Know Ya (Columbia) | 206 | +73 | 44517 | 1 | 2/0 |
| Debut | 30 | MR. C THE SLIDE MAN Cha-Cha Slide (Universal) | 189 | +43 | 32741 | 1 | 7/0 |

Most Added.

| ARTIST TITLE LABEL(S) | ADDS |
|---|------|
| GLADYS KNIGHT If I Were Your Woman II (MCA) | 21 |
| TONI BRAXTON Maybe (LaFace/Arista) | 18 |
| PUBLIC ANNOUNCEMENT Man Ain't Suppose To Cry (RCA) | 17 |
| KEITH SWEAT Real Man (Elektra/EEG) | 12 |
| K-CI & JOJO Wanna Do You Right (MCA) | 8 |
| RIPPINGTONS F.H. HEWETT I Found Heaven (Peak/Concord) | 8 |
| JILL SCOTT A Long Walk (Hidden Beach/Epic) | 5 |
| WALTER BEASLEY I Wanna Know (Shanachie) | 5 |
| YOLANDA ADAMS I Believe I Can Fly (Elektra/EEG) | 4 |
| CHANTE' MOORE Bitter (Silas/MCA) | 4 |

Most Increased Plays

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|--|---------------------|
| TAMIA Stranger In My House (Elektra/EEG) | +118 |
| YOLANDA ADAMS I Believe I Can Fly (Elektra/EEG) | +116 |
| CHANTE' MOORE Bitter (Silas/MCA) | +109 |
| GLADYS KNIGHT If I Were Your Woman II (MCA) | +97 |
| JILL SCOTT A Long Walk (Hidden Beach/Epic) | +91 |
| DAVE HOLLISTER One Woman... (Def Squad/DreamWorks) | +87 |
| MAXWELL Get To Know Ya (Columbia) | +73 |
| JAHEIM Could It Be (Divine Mill/WB) | +72 |
| PUBLIC ANNOUNCEMENT Man Ain't Suppose To Cry (RCA) | +57 |
| JAGGED EDGE Promise (So So Def/Columbia) | +57 |

39 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 1/21-Saturday 1/27. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 350 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2001, The Arbitron Company). © 2001, R&R Inc.

New & Active

BEBE WINANS Tonight, Tonight (Motown)

Total Plays: 179, Total Stations: 21, Adds: 3

YOLANDA ADAMS I Believe I Can Fly (Elektra/EEG)

Total Plays: 175, Total Stations: 27, Adds: 4

BRENT JONES & T.P. MOBB Good Time (Holy Roller)

Total Plays: 175, Total Stations: 13, Adds: 0

CHANTE' MOORE Bitter (Silas/MCA)

Total Plays: 173, Total Stations: 21, Adds: 4

GLADYS KNIGHT If I Were Your Woman II (MCA)

Total Plays: 132, Total Stations: 23, Adds: 21

JERSEY AVE. Beautiful Girl (MCA)

Total Plays: 129, Total Stations: 11, Adds: 0

KOFFEE BROWN After Party (Arista)

Total Plays: 127, Total Stations: 7, Adds: 0

CHAKA KHAN Have A Little Faith (Antra/Artemis)

Total Plays: 119, Total Stations: 14, Adds: 0

PUBLIC ANNOUNCEMENT Man Ain't Suppose To Cry (RCA)

Total Plays: 110, Total Stations: 21, Adds: 17

DESMOND PRINGLE With Arms Wide Open (Tommy Boy)

Total Plays: 101, Total Stations: 10, Adds: 0

JDN B Don't Talk (Edmonds/Epic)

Total Plays: 77, Total Stations: 5, Adds: 1

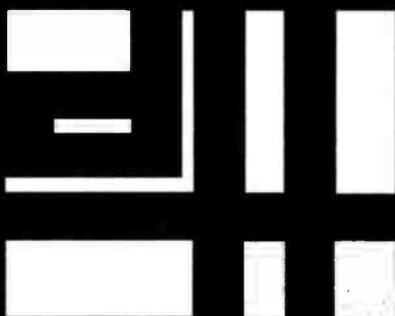
Songs ranked by total plays

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.

DAVE HOLLISTER



ONE WOMAN MAN

The Album: CHICAGO '85...the movie
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2 URBAN ADULT

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WGPR WHQT WCFB WBAV WQMG
KRNB KMJQ WYLD KJMS WBHK



www.davehollister.com
www.dreamworksrecords.com

February 2, 2001

Most Played Recurrents

| |
|---|
| TONI BRAXTON Just Be A Man About It(LaFace/Arista) |
| ERYKAH BADU Bag Lady(Motown) |
| JOE I Wanna Know(Jive) |
| CARL THOMAS I Wish(Bad Boy/Arista) |
| MARY MARY Shackles(Praise You) (Columbia) |
| DONELL JONES Where I Wanna Be(Untouchables/LaFace/Arista) |
| JOE Treat Her Like A Lady(Jive) |
| DONELL JONES U Know What's Up(Untouchables/LaFace/Arista) |
| ANGIE STONE No More Rain(In This Cloud) (Arista) |
| BOYZ II MEN Pass You By(Universal) |
| WHITNEY HOUSTON & DEBORAH COX Same Script, Different Cast(Arista) |
| MAXWELL Fortunate(Rock Land/Interscope/Columbia) |
| BRIAN MCKNIGHT Back At One(Motown) |
| TONI BRAXTON He Wasn't Man Enough(LaFace/Arista) |
| KEVON EDMONDS 24/7(RCA) |
| KEVON EDMONDS No Love(I'm Not Used To) (RCA) |
| D'ANGELO Untitled(How Does It Feel?) (Cheeba Sound/Virgin) |
| ERIC BENET Spend My Life With You(Warner Bros.) |
| TEMPTATIONS I'm Here(Motown) |
| JESSE POWELL You(Silas/MCA) |

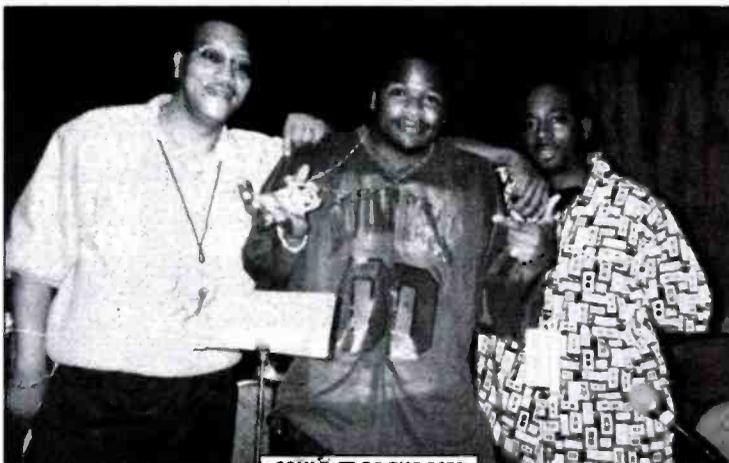
URBAN AC

Going For Adds 2/6/01

INDIA.ARIE Video (Motown)
 MAXWELL Got To Get To Know Ya (Columbia)
 TONI BRAXTON Maybe (LaFace/Arista)

Register now for Music Meeting, the industry's No. 1
 online destination for new music: www.rronline.com

MUSIC MEETING



COULD IT BE THE ICE?

Nah, I'm guessing it's the bod! Warner Bros. recording artist Jaheim kicks it with WKKV/Milwaukee PD Gary Young and MD Doc Love while out promoting his single "Could It Be." The inquisitive single was No. 15 with a bullet on the mainstream Urban chart last week. Hmmm. "Could it be" we have a potentially explosive artist here?

TOP 100

URBAN AC
POWER GOLD

- 1 MAZE Before I Let Go
- 2 GAP BAND Outstanding
- 3 AL GREEN Let's Stay Together
- 4 MARVIN GAYE Sexual Healing
- 5 LUTHER VANDROSS Never Too Much
- 6 EMOTIONS Best Of My Love
- 7 MARVIN GAYE Let's Get It On
- 8 MARVIN GAYE Got To Give It Up
- 9 MAZE Joy And Pain
- 10 TEMPTATIONS Treat Her Like A Lady
- 11 EARTH, WIND & FIRE Reasons
- 12 GAP BAND Yearning For Your Love
- 13 MAXWELL Ascension (Don't Ever Wonder)
- 14 JOHNNY GILL My, My, My
- 15 SOUNDS OF BLACKNESS Hold On
- 16 FREDDIE JACKSON Jam Tonight
- 17 CHERYL LYNN Got To Be Real
- 18 RUFUS Sweet Thing
- 19 CHERELLE I/A. O'NEAL Saturday Love
- 20 CON FUNK SHUN Love's Train
- 21 ISLEY BROTHERS For The Love Of You
- 22 MARVIN GAYE What's Going On
- 23 AL GREEN Love And Happiness
- 24 SOUL II SOUL Keep On Movin'
- 25 KEITH SWEAT Make It Last Forever
- 26 PATRICE RUSHEN Forget Me Nots
- 27 RUFUS I/CHAKA KHAN Ain't Nobody
- 28 L.T.D. Love Ballad
- 29 BARRY WHITE Practice What You Preach
- 30 MAZE I/F. BEVERLY Happy Feelings
- 31 QUINCY JONES I/EL DEBARGE... The Secret...
- 32 TEDDY PENDERGRASS Love T.K.O.
- 33 FREDDIE JACKSON Rock Me Tonight...
- 34 MTUNE Juicy Fruit
- 35 STEVIE WONDER That Girl
- 36 MIDNIGHT STARR Slow Jam
- 37 EARTH, WIND & FIRE That's The Way Of...
- 38 GQ I Do Love You
- 39 HEATWAVE Always And Forever
- 40 KENNY LATTIMORE For You
- 41 MCFADDEN & WHITEHEAD Ain't No Stoppin'...
- 42 TOM BROWNE Funkin For Jamaica
- 43 BARRY WHITE It's Ecstasy When You...
- 44 BARRY WHITE Can't Get Enough
- 45 ISLEY BROTHERS Between The Sheets
- 46 MAZE Can't Get Over You
- 47 BOBBY CALDWELL What You Won't Do For Love
- 48 L.T.D. (Every Time I Turn Around) Back...
- 49 RICK JAMES I/TEENA MARIE Fire And Desire
- 50 TEDDY PENDERGRASS Turn Off The Lights
- 51 TEDDY PENDERGRASS Close The Door
- 52 MARVIN GAYE Mercy, Mercy Me...
- 53 NEXT Too Close
- 54 O'JAYS Forever Mine
- 55 ANITA BAKER Sweet Love
- 56 FREDDIE JACKSON You Are My Lady
- 57 LUTHER VANDROSS Don't You Know That
- 58 STEVIE WONDER Happy Birthday
- 59 TEDDY PENDERGRASS Come On And Go...
- 60 ATLANTIC STARR Send For Me
- 61 PRINCE I Wanna Be Your Lover
- 62 ISLEY BROTHERS Footsteps In The Dark
- 63 WHISPERS Lady
- 64 EARTH, WIND & FIRE Love's Holiday
- 65 SURFACE Happy
- 66 TEDDY PENDERGRASS When Somebody...
- 67 SHALAMAR Second Time Around
- 68 GEORGE CLINTON Atomic Dog
- 69 BABYFACE Whip Appeal
- 70 EMOTIONS Don't Ask My Neighbor
- 71 ISLEY BROTHERS Voyage To Atlantis
- 72 RUFUS Do You Love What You Feel
- 73 CAMEO Candy
- 74 LUTHER VANDROSS I/CHERYL LYNN A House Is...
- 75 WHISPERS And The Beat
- 76 JANET That's The Way Love Goes
- 77 STAPLE SINGERS I'll Take You There
- 78 COMMODORES Brick House
- 79 STEVIE WONDER Ribbon In The Sky
- 80 BRIAN MCKNIGHT Anytime
- 81 SHALAMAR For The Lover In You
- 82 WHISPERS Rock Steady
- 83 CHIC Good Times
- 84 ANITA BAKER Giving You The Best...
- 85 DEELE Two Occasions
- 86 ISLEY BROTHERS Groove With You
- 87 ISLEY/JASPER/ISLEY Caravan Of Love
- 88 EARTH, WIND & FIRE Devotion
- 89 EUGENE WILDE Gotta Get You Home Tonight
- 90 O'JAYS Used To Be My Girl
- 91 LOOSE ENDS Hangin' On A String
- 92 RICK JAMES Mary Jane
- 93 CARL CARLTON She's A Bad Mama Jama...
- 94 LUTHER VANDROSS So Amazing
- 95 PARLIAMENT Flash Light
- 96 DENIECE WILLIAMS Silly
- 97 ANITA BAKER Angel
- 98 STEPHANIE MILLS I Feel Good All Over
- 99 ATLANTIC STARR Secret Lovers
- 100 LEVERT Casanova



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 100 Power Gold is based on YTD monitored airplay data. © 2001, R&R Inc.



LON HELTON

lhelton@rronline.com

Make Money With Cause Marketing

□ Uniting companies and causes for the common good

Societal and business trends, along with radio's never-ending search for new revenue, have led stations to a new nontraditional revenue frontier called "cause marketing."

Because my day-to-day activities are centered around programming and dealing with the record business, I must admit that I had never heard of cause marketing, or CM, as it relates to radio until I had a conversation with WCOL/Columbus, OH's Dixie Lee at the recent St. Jude's Children's Research Hospital event in Memphis.



Dixie Lee

Throughout most of the years I've known Lee she has been an air personality, most recently doing mornings at 'COL. She came off the air about a year ago to move into a new area, and for the last year her title has been Cause Marketing Specialist. I was intrigued by her new job, and I went on a search to learn more about the subject.

Consumers Love Caring Companies

As you might expect, the RAB has been on the leading edge of this new area of NTR for quite some time. Based on RAB reports in various sources about new business trends and consumer preferences, it's easy to see why CM is fertile new ground for radio sales.

The RAB points out that the 1999 Cone/Roper "Cause-Related Trends Report" stated that companies involved in CM are rewarded in sales, brand reputation and employee loyalty. The statistics revealed by the study are all fodder for pitching a business on the benefits of CM. Some of those stats:

- Eighty-seven percent of the employees of companies involved with causes feel a strong sense of loyalty to their company vs. 67%

of employees at companies without cause programs.

- Ninety percent of employees of companies involved with causes feel proud of their company's values vs. 56% of employees at companies without cause programs.

- Sixty-one percent of consumers believe that cause-

related marketing should be a standard business practice.

But the positives of CM for businesses extend far beyond the somewhat intangible advantages of pride and loyalty: Consumers say that it can affect their buying habits. Again, according to the RAB, Cone/Roper reported that:

- About 67% of consumers said that, if price and quality are equal, they are likely to switch to a brand or retailer associated with a good cause.

- Fifty-five percent of teens would switch brands and 64% would change retailers to one associated with a good cause when price and quality are equal. Eighty-nine percent of teens say they value companies that support causes they care about.

- Eighty-four percent of consumers say they have a more positive image of companies that support causes.

- A recent Roper Poll found that 67% of women claim they prefer to buy products from a company attached to a good cause.

The Money Is Out There

For those wondering whether the rewards will equal the effort, it does indeed look as though there's money in them thar hills. A 1999 study of more than 2,700 U.S. corporations

conducted by the Points of Light Foundation and reported in *Philanthropy Journal Online* revealed that 81% of corporations surveyed connect volunteering to their overall business strategies, up from 31% that did so seven years earlier.

In a column in *Business First* magazine, Vince McMorrow, Director/Public Relations for RMD Advertising/RMD Public Relations, cited a November 1999 *American Demographics* article that stated that corporations spent more than \$600 million in 1998 on cause-related marketing. McMorrow went on to say that more than 80% of CEOs polled for that article said that their companies would likely increase spending on CM.

He continued, "Finding a new vehicle to connect with the customers is the reason. When price and quality are equal, consumers will make their purchasing decisions based on what they know about a company. Having that extra edge benefits a product, particularly if a company is a good corporate citizen."

Radio's Role In Cause Marketing

Radio is in a perfect position to act as a facilitator between companies looking to connect with a cause that puts them in front of their target consumers and nonprofit organizations that can benefit from the added exposure and awareness that a tie with a business or corporation can generate.

As the RAB said in a recent issue of *Radio Sales Today*, "By offering the opportunity for cause marketing at your station, you will be helping your clients, your community and your station. Cause marketing is a win-win situation for all involved."

Assuming you're now convinced that CM can be a positive for your station in terms of both image and revenue, the question is "How does this work in the real world?"

For a practical lesson in how all of this works on the local level, I asked Dixie Lee about her experience in the past year in this groundbreaking area of NTR. Lee couldn't be more excited about cause marketing. "I'm thrilled to be doing this," she says. "I have no idea where it's going, and it is very difficult, but I love it and am thankful to the folks here who are hanging in with me.



WHEN IT ALL GOES TO CLEVELAND

Alabama's Randy Owen visited WGAR/Cleveland recently. The lucky people in the picture are (l-r) BMG Chairman of RLG/Nashville Joe Galante, RCA Northeast Regional Promotion Rep. Chris DeCarlo, WGAR PD Meg Stevens, Owen, RCA Midwest Promotion Rep. Mike Sirtis, WGAR morning show jock Jim Mantel and RCA/Nashville VP/Promotions Mike Wilson.

"Our goal is to find a client with the same goals or target as the nonprofit organization. It has to make sense for both of them to really work. Part of our job is to tell clients that they need to tell the community about the charities and causes they already work with. Of course, that also helps whatever cause or agency we're talking about.

"Nonprofit organizations often can't afford to buy commercials to tell people about their causes. By getting companies involved, we can get the word out that the company is involved with the cause. The company gets the goodwill, and the nonprofit gets the message out. Everybody wins, and we're doing something really good. We're in the middle, and on both sides we've found there's an amazing lack of knowledge on how to partner to benefit one another."

A Success Story

While Lee may not know where it's all going, she's able to give us an idea of where it's been with a recent example of a successful CM campaign. "We got together with a local literacy group and talked about its needs," she says. "We found the group didn't need volunteers, but it really wanted people to be aware of it and what it does.

"Then we talked with the WCOL salespeople to find out if there was a client tie-in that made sense. We got on the web and discovered a national client that does a lot of literacy-related work. Through the client's national people we found a local person who was looking to get more involved in Ohio, and he wrote a grant from the company's foundation for the local literacy program.

"We decided to hold a family literacy program to teach adults how to better read to their kids. We tied in with the local YMCA — it has built-in traffic with moms, dads and kids — and the Y was thrilled to join in. At the same time one of our salespeople had a local car clinic that wanted to do car checks for women. So they set up a car-check area in the parking

lot of the Y during the four literacy seminars."

What's amazing about Lee's story is the fact that WCOL brought together four entities — a national client's foundation, the YMCA, the car-care clinic and the literacy foundation — that would seemingly have no connection whatsoever and forged an alliance that helped all of them reach their goals.

"It's wild," Lee laughs. "Just by chatting with folks, you find partnerships that you would never have imagined would work." Even better, success spawns a desire among all involved to do an even bigger event at a later date.

Cross Commercial Message

At WCOL cause marketing is in the NTR department, along with web, vendor and event marketing. It's not quite a dirty little secret that, of course, the station makes money as it brings the various elements of CM together. As Lee points out, "One of the ways CM is different from other NTR sources is that CM generates commercials instead of nonspot fees. The goal of the clients we work with is awareness, which mostly happens through spots.

"None of what I do is added-value; there's really too much work to give it away. But the goal isn't all money. Sure, we're adding to WCOL's bottom line, but we're really trying to help people."

Another point Lee makes has to do with companies spending money on CM as opposed to simply donating money to the cause in question. She points out that a cash donation goes only so far and that the same money spent on telling millions of people about a cause will generate many more donations. Charities themselves often simply turn cash donations around to buy media to create awareness.

If you would like more information on cause marketing, contact the RAB through its website at www.rab.com. To find out more about how to set up a CM plan, contact Vince McMorrow at mcmorrow@rmdadvertising.com.

The RAB's Rules For CM Success

These three rules for a successful cause-marketing campaign appeared in the RAB's *Radio Sales Today*:

1. **Select a cause you believe in.** No one will buy a program if you are not sincerely excited about the campaign.

2. **Create a campaign that will work for your format.** Don't forget who your listeners are, and select a cause that they will feel is important. Americans are impressed with CM programs that focus on one or more of the following categories: education, health and welfare, crime prevention, youth activities, the environment or arts and culture.

3. **Keep it simple.** As with any campaign, you want the message to cause the consumer to react. If the offer is too complicated, consumers will not act on it — no matter how good the cause.

O R A D I O , WHERE ART THOU?

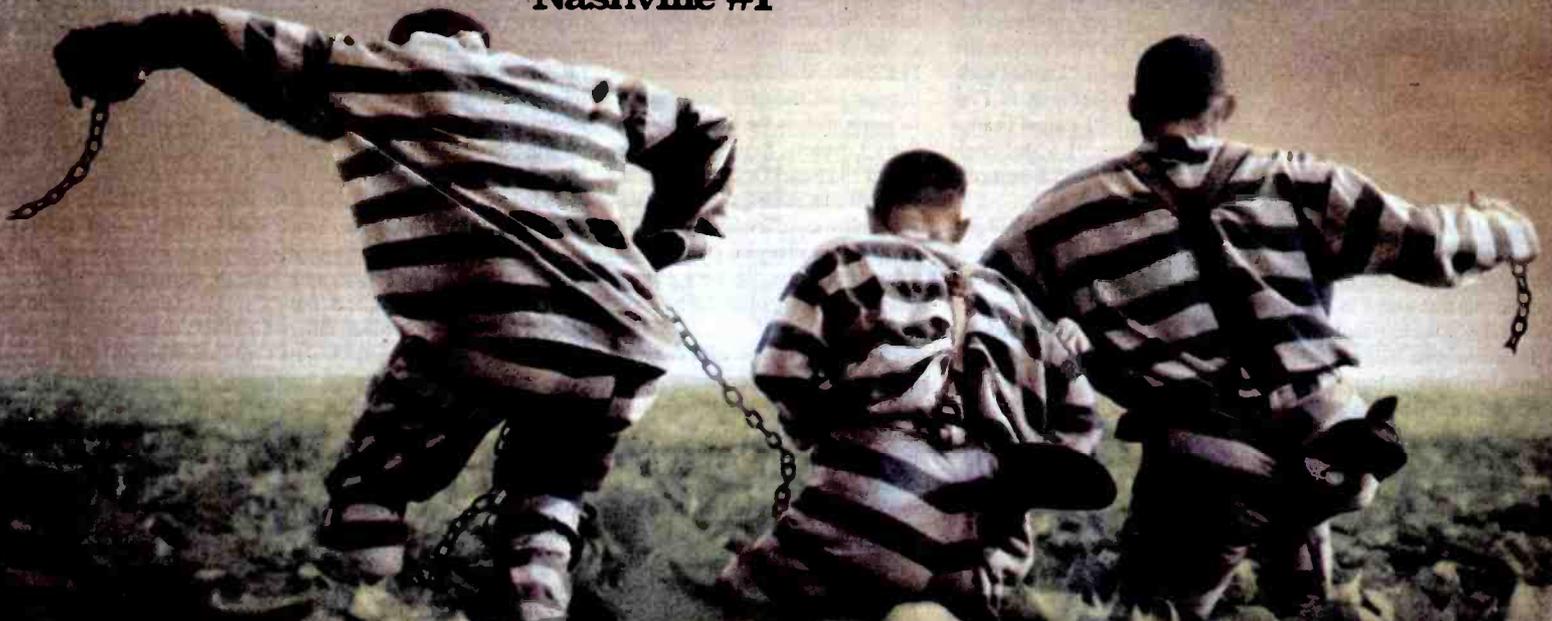
• **‘Man Of Constant Sorrow’**
Impacting Radio 2/12

**CM1
HEAVY
ROTATION**



- **Over 500,000 Sold World Wide**
- **Top 5 Country Album Sales:**

| | | |
|------------------------|----------------|---------------------|
| Los Angeles #1 | New York #2 | Dallas-Ft. Worth #3 |
| SF-Oakland-San Jose #1 | Chicago #2 | Philadelphia #3 |
| Washington #1 | Boston #2 | San Diego #3 |
| Atlanta #1 | Minneapolis #2 | Houston #3 |
| Seattle-Tacoma #1 | Portland #2 | Cincinnati #3 |
| Nashville #1 | | |



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Musician, Producer, Executive

□ Tony Brown reflects on past success and what's in country's future

MCA/Nashville President Tony Brown has never shown a tendency to let the marketplace dictate his A&R decisions, but he does concede that there have been times when he tried to follow the musical flavor of the week.

"I can go back over the past 10 years and name the four or five times I succumbed to thinking I should do something because it's what was happening at the time," Brown says. "It didn't work, and each time I'd slap myself and say, 'Don't do this. Stay with your instincts.' My instincts have always been to find great artists and try my best to make them big, so the whole world can hear them."

At MCA/Nashville things have been big for years, with enough chart action to make it R&R's Country Label of the Decade. Following last week's conversation with MCA/Nashville President Bruce Hinton, this week we talk to Brown about his career and life at the label.

Gospel Roots

Sitting behind the desk of his Music Row office, Brown says, "I would have never in a million years have placed me in this chair." Beginning his career at 13 as a pianist for gospel vocal groups, the North Carolina native would later work with the legendary Stamps Quartet and The Blackwoods. As a member of Voice, a gospel group that toured as one of Elvis Presley's background vocal groups, Brown eventually got an invitation to join Presley's band, a powerhouse outfit that included guitarist James Burton and drummer Ronnie Tutt.

Recalling his time onstage with Presley, Brown says, "You'd launch into that 2001: A Space Odyssey song, and it would send cold chills up your spine. It was just 'hang on and go with it.' Then there were those nights when he would call out songs that we'd never played — or even heard."

Brown later recorded and toured with Emmylou Harris, Rosanne Cash and Rodney Crowell. Despite his abilities, Brown realized that his talent fell short of what it took to forge a career as a full-time Nashville studio musician. "I wasn't an A-team player," he says. "In fact, the records I played on with Emmy and Rosanne and Rodney — and even with Elvis — were those kinds of things that were rehearsed. It was almost like re-



Tony Brown

hearsing for a show, and then we'd cut the records. In Nashville, to be on the A team, you hear the song about 10 minutes before you cut it. You have to be good — and be good fast."

In 1978 Brown was tapped as the A&R point man for Free Flight Records, RCA/Nashville's new pop-oriented label in Los Angeles. "I had never done anything like that before," he says. "I went out to L.A. to be a pop A&R guy, but I was working with great people like [RCA execs] Joe Galante and Jerry Bradley. It was good training for me. That experience helped shape my musical taste. I actually did like some forms of pop music, but when the label closed down, I wasn't surprised."

Brown's contract stipulated that he would work for RCA in Nashville if Free Flight closed. "I started wanting to produce records at Free Flight," he says. "I started hearing artists and saying, 'I wish I could have been there and had them do this instead of that.'"

Brown had already produced gospel singer Shirley Caesar and rock artist Tim Kregel for other labels, but his return to Nashville prompted Bradley's decision to allow him to co-produce with veteran producer Norro Wilson. Brown jokes, "What I learned about co-producing was that they didn't really trust me by myself, which they shouldn't have." His very first session resulted in Steve Wariner's hit "Midnight Fire."

Joining MCA

Brown had every intention of staying at RCA forever. In 1984, however, MCA/Nashville chief Jimmy Bowen presented the idea of MCA becoming not just a country label, but a center for creativity and a more diverse array of music. Accepting the job as VP there, Brown says, "seemed like a no-brainer, an opportunity to expand my creative license."

"Bowen was such a maverick," he continues. "I know it's an overused term, but I don't think anyone has pushed the envelope like he did in Nashville. I know some people hated him for it, and some people loved him

for it. The bottom line is that he really changed the landscape of Nashville — the way we make records, the budgets, the way we think about how big we could get. He definitely affected the way I looked at Nashville."

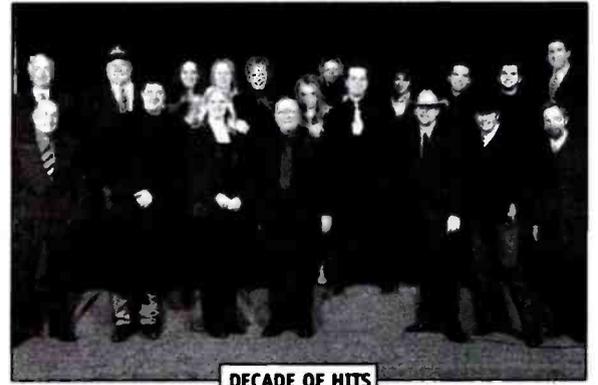
At RCA Brown was producing lower-level acts, but Bowen allowed him to sign and produce new ones. Brown also got the chance to work with several established acts, including Jimmy Buffett, who was coming back to Nashville to record two albums. When Bowen offered to share Buffett's production duties with Brown, "That was a big deal," Brown says. "It was exciting musically, and it definitely raised my 'hip factor' big-time."

Early in his MCA career Brown was responsible for the critically acclaimed Master Series of instrumental albums featuring such virtuoso musicians as Larry Carlton and Albert Lee. Brown also had the job of finding new acts, the result being an artist roster that, at the time, included Patty Loveless, Steve Earle, Lyle Lovett and Nanci Griffith. "It sort of changed a lot of things in this industry," Brown says. "It made us look like we were a creative center, as opposed to just a business. We were making money with our out-of-the-box creative ideas."

Noting that Bowen didn't always make things easy for him, Brown says, "He made me feel really sure about these artists before I signed them. He really put me through the mill. It was like, 'Make me believe that you believe in these artists.' I had to jump through hoops on every act I signed. Bowen could crush you, but if you could take it, you could learn from him. He's such a charismatic and intense individual."

Music And Artists

Brown attributes MCA/Nashville's success over the past decade to two things: good music and good artists. "It's not about Bruce and me being geniuses, by any means," he says. "We came into a label when Reba McEntire and George Strait were about to take off. That got us off to a good start. When Vince Gill and Trisha Yearwood came aboard, we were kind of lucky that everything



DECADE OF HITS

There was no shortage of talent — or executives — when MCA/Nashville recently celebrated its status as Country Label of the Decade. Universal Music Group Chairman/CEO Doug Morris and UMG President/COO Zach Horowitz were among those joining MCA/Nashville Chairman Bruce Hinton and President Tony Brown for the private party at the new Country Music Hall of Fame. When George Strait closed out the night's music with his version of Merle Haggard's "Silver Wings," the background vocalists included Reba McEntire, Vince Gill, Trisha Yearwood, Allison Moorer, Lee Ann Womack, Chely Wright, Sons Of The Desert and Gary Allan.

happened the way it did. The boom came, and, like everybody on Music Row, we rode it. But we rode it really big because we had some big records by a lot of different artists."

Some industry-watchers wondered if things would change after MCA's parent company, the Universal Music Group, acquired Mercury/Nashville. "They're autonomous labels," Brown says. "We're all friends, and we'd like for each other to succeed, because it's good for our company. We cheer each other on, but we're competitive, trust me. That's what makes it fun."

In light of Lee Ann Womack's CHR/Pop success with "I Hope You Dance," some have also wondered if MCA/Nashville will be making a conscious effort to find crossover hits. Brown says, "The only reason a country artist should want a crossover hit is because a crossover hit reaches more people and sells more records. This record has changed Lee Ann's life. We would have been crazy not to have tried to cross this song over. It has worldwide appeal, and, lyrically, it can mean something different to every person. Plus, she just sings so beautifully. When she hits that chorus, it's spine-tingling; it's incredible."

"There are some artists who actually want to be in the pop arena, so a crossover record whets their appetites, and they want everything from that point forward to be that. With Lee Ann, as opposed to her being a crossover artist, like a couple of artists on other labels, I think this is a crossover song. After Reba and Patty Loveless, I think Lee Ann is the next female artist to carry the traditional torch."

Bright Spots, Hard Decisions

Commenting on the current state of country music, Brown says, "We had oversaturation coming out of the boom: a lot of singers, few artists. A lot of people were singing great songs, but they weren't necessarily artists. I think we're going through the same thing we went through in '82 and '83.

I think The Dixie Chicks, Brad Paisley, Sara Evans and Lee Ann show us what's coming. A lot of young, talented new artists are showing up."

Regarding the overall business climate, he says, "The new technology is going to change the way we do business, the way we think about making our records and the cost of making our records. I'm not sure how it's going to change in the next three to four years, but it's going to change. Everybody's got their idea of how we're going to distribute records on the Internet. There's got to be a standard. The hardest part is reaching the standard for how music is going to be sold in the future."

When asked what his toughest decisions have been at MCA, Brown says, "There's never been a single toughest decision, but one of the toughest was when we merged with PolyGram and had to let certain employees go — not because they weren't doing a good job, but because of the restructuring."

One of the most difficult things at any record label is dropping an artist from the roster. Brown says, "Letting George Jones go and having to tell him myself was really hard. When Columbia let Johnny Cash go, I saw how much grief they took over that, and I thought it was going to be the same when I had to let George go. It had reached the point where he wasn't happy with the way things were going here, and I had reached the point where we'd already spent so much money that we had to parlay."

"A couple of people in the press really gave me grief for it, but I had to let it roll off my back and move on. They basically accused me of letting him go and being kind of hard about it. They didn't realize that it was a business decision and that he was equally agreeable that it was the thing to do. The press will always nail you on something. Either you're selling out or you're too eclectic. It goes with the territory."

February 2, 2001

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S) | TOTAL POINTS TW | TOTAL PLAYS TW | GROSS IMPRESSIONS (00) | WEEKS ON CHART | TOTAL STATIONS/ADDS |
|-----------|-----------|--|-----------------|----------------|------------------------|----------------|---------------------|
| 2 | 1 | LONESTAR Tell Her (BNA) | 24651 | 4986 | 554061 | 18 | 146/0 |
| 5 | 2 | JAMIE O'NEAL There Is No Arizona (Mercury) | 24227 | 4900 | 544170 | 23 | 146/1 |
| 3 | 3 | JO DEE MESSINA Burn (Curb) | 23496 | 4766 | 522548 | 15 | 146/1 |
| 9 | 4 | KEITH URBAN But For The Grace Of God (Capitol) | 22900 | 4659 | 507676 | 14 | 144/1 |
| 8 | 5 | TOBY KEITH You Shouldn't Kiss Me Like... (DreamWorks) | 22594 | 4517 | 514656 | 13 | 146/0 |
| 6 | 6 | LEE ANN WOMACK Ashes By Now (MCA) | 22417 | 4518 | 503373 | 16 | 145/0 |
| 1 | 7 | DIXIE CHICKS Without You (Monument) | 22128 | 4359 | 504966 | 21 | 147/0 |
| 10 | 8 | GARTH BROOKS Wild Horses (Capitol) | 19871 | 4008 | 445915 | 9 | 144/2 |
| 7 | 9 | SARA EVANS Born To Fly (RCA) | 19077 | 3729 | 440488 | 29 | 146/0 |
| 12 | 10 | DIAMOND RIO One More Day (Arista) | 18517 | 3722 | 417482 | 12 | 144/2 |
| 11 | 11 | RASCAL FLATTS This Everyday Love (Lyric Street) | 18157 | 3723 | 402585 | 19 | 139/0 |
| 14 | 12 | JESSICA ANDREWS Who I Am (DreamWorks) | 17298 | 3397 | 402890 | 10 | 142/4 |
| 13 | 13 | DARRYL WORLEY A Good Day To Run (DreamWorks) | 15613 | 3173 | 349269 | 16 | 139/1 |
| 17 | 14 | FAITH HILL If My Heart Had Wings (Warner Bros.) | 15077 | 3009 | 344131 | 4 | 143/5 |
| 15 | 15 | ALABAMA When It All Goes South (RCA) | 14014 | 2915 | 303618 | 13 | 139/2 |
| 18 | 16 | SHEDAISY Lucky 4 You (Tonight I'm...) (Lyric Street) | 13456 | 2772 | 294739 | 13 | 133/3 |
| 16 | 17 | GEORGE STRAIT Don't Make Me Come Over There (MCA) | 13153 | 2654 | 295285 | 7 | 133/5 |
| 19 | 18 | ANDY GRIGGS You Made Me That Way (RCA) | 11746 | 2437 | 254388 | 16 | 130/0 |
| 21 | 19 | WARREN BROTHERS Move On (BNA) | 10321 | 2148 | 223751 | 14 | 130/4 |
| 22 | 20 | TIM RUSHLOW She Misses Him (Atlantic) | 10087 | 2039 | 225070 | 12 | 119/7 |
| 24 | 21 | MARTINA MCBRIDE It's My Time (RCA) | 9108 | 1859 | 201460 | 5 | 126/13 |
| 23 | 22 | CAROLYN DAWN JOHNSON Georgia (Arista) | 8592 | 1845 | 179834 | 17 | 122/1 |
| 26 | 23 | TRICK PONY Pour Me (H2E/WB) | 8536 | 1785 | 183704 | 12 | 107/6 |
| 20 | 24 | CLARK FAMILY EXPERIENCE (Meanwhile) Back At... (Curb) | 8136 | 1642 | 182539 | 21 | 126/0 |
| 25 | 25 | DWIGHT YOAKAM What Do You Know About Love (Reprise/WB) | 7678 | 1569 | 170581 | 16 | 107/1 |
| 27 | 26 | TRAVIS TRITT It's A Great Day To Be Alive (Columbia) | 7531 | 1480 | 178313 | 4 | 120/18 |
| Breaker | 27 | PAM TILLIS Please (Arista) | 5374 | 1110 | 118437 | 6 | 93/6 |
| 30 | 28 | GARY ALLAN Right Where I Need To Be (MCA) | 5322 | 1137 | 114736 | 17 | 88/9 |
| 31 | 29 | ERIC HEATHERLY Wrong Five O'Clock (Mercury) | 5254 | 1069 | 116687 | 11 | 91/4 |
| 29 | 30 | BILLY GILMAN Oklahoma (Epic) | 5024 | 1004 | 113114 | 14 | 94/1 |
| 32 | 31 | STEVE HOLY The Hunger (Curb) | 4879 | 1039 | 100417 | 9 | 102/6 |
| 39 | 32 | KENNY CHESNEY Don't Happen Twice (BNA) | 4078 | 789 | 97192 | 3 | 88/37 |
| 34 | 33 | KINLEYS I'm In (Epic) | 3660 | 792 | 76003 | 11 | 73/5 |
| 33 | 34 | TIM MCGRAW Things Change (Curb) | 3623 | 699 | 86596 | 12 | 32/1 |
| 36 | 35 | PATTY LOVELESS The Last Thing On My Mind (Epic) | 3527 | 749 | 74330 | 4 | 81/11 |
| 37 | 36 | CHALEE TENNISON Go Back (Asylum/WB) | 3227 | 716 | 65345 | 8 | 68/4 |
| 45 | 37 | PHIL VASSAR Rose Bouquet (Arista) | 2970 | 600 | 67064 | 4 | 77/16 |
| 38 | 38 | AARON TIPPIN People Like Us (Lyric Street) | 2969 | 639 | 60925 | 4 | 66/7 |
| 35 | 39 | MARSHALL DYLLON Live It Up (Dreamcatcher) | 2908 | 628 | 59625 | 15 | 64/0 |
| 44 | 40 | CLAY DAVIDSON Sometimes (Virgin) | 2730 | 586 | 57998 | 2 | 75/17 |
| 40 | 41 | VINCE GILL Shoot Straight From Your Heart (MCA) | 2697 | 581 | 57000 | 3 | 58/12 |
| 42 | 42 | SAWYER BROWN Looking For Love (Curb) | 1976 | 436 | 39052 | 4 | 44/2 |
| 46 | 43 | BILLY RAY CYRUS Burn Down The Trailer Park (Monument) | 1952 | 402 | 42699 | 3 | 43/7 |
| 41 | 44 | JOHN MICHAEL MONTGOMERY That's What I Like... (Atlantic) | 1839 | 380 | 39917 | 2 | 34/4 |
| 48 | 45 | KENNY ROGERS There You Go Again (Dreamcatcher) | 1805 | 396 | 37540 | 2 | 57/8 |
| 47 | 46 | MARK MCGUINN Mrs. Steven Rudy (VFR) | 1779 | 313 | 47557 | 2 | 22/10 |
| Debut | 47 | HANK WILLIAMS III I Don't Know (Curb) | 1280 | 260 | 27281 | 1 | 13/3 |
| 50 | 48 | MEREDITH EDWARDS A Rose Is A Rose (Mercury) | 1067 | 224 | 24312 | 2 | 42/10 |
| Debut | 49 | TYLER ENGLAND I Drove Her To Dallas (Capitol) | 1001 | 196 | 24810 | 1 | 24/5 |
| Debut | 50 | MONTGOMERY GENTRY She Couldn't Change Me (Columbia) | 934 | 179 | 20922 | 1 | 21/12 |

Most Added

| ARTIST TITLE LABEL(S) | ADDS |
|--|------|
| KENNY CHESNEY Don't Happen Twice (BNA) | 37 |
| NEAL MCCOY Beatin' It In (Giant) | 30 |
| TERRI CLARK No Fear (Mercury) | 24 |
| TRAVIS TRITT It's A Great Day To Be Alive (Columbia) | 18 |
| CLAY DAVIDSON Sometimes (Virgin) | 17 |
| PHIL VASSAR Rose Bouquet (Arista) | 16 |
| MARTINA MCBRIDE It's My Time (RCA) | 13 |
| VINCE GILL Shoot Straight From Your Heart (MCA) | 12 |
| MONTGOMERY GENTRY She Couldn't Change... (Columbia) | 12 |
| L. MORGAN & S. KERSHAW He Drinks Tequila (RCA) | 12 |

Most Increased Points

| ARTIST TITLE LABEL(S) | TOTAL POINT INCREASE |
|--|----------------------|
| FAITH HILL If My Heart Had Wings (Warner Bros.) | +2343 |
| JESSICA ANDREWS Who I Am (DreamWorks) | +2060 |
| KEITH URBAN But For The Grace Of God (Capitol) | +1803 |
| GARTH BRDDKS Wild Horses (Capitol) | +1461 |
| TRAVIS TRITT It's A Great Day To Be Alive (Columbia) | +1441 |
| TIM RUSHLOW She Misses Him (Atlantic) | +1399 |
| PHIL VASSAR Rose Bouquet (Arista) | +1360 |
| JAMIE O'NEAL There Is No Arizona (Mercury) | +1360 |
| DIAMOND RIO One More Day (Arista) | +1347 |
| KENNY CHESNEY Don't Happen Twice (BNA) | +1345 |
| TOBY KEITH You Shouldn't Kiss Me... (DreamWorks) | +1142 |
| TRICK PONY Pour Me (H2E/WB) | +1122 |
| CLAY DAVIDSON Sometimes (Virgin) | +1095 |
| MARTINA MCBRIDE It's My Time (RCA) | +1028 |
| SHEDAISY Lucky 4 You (Tonight I'm...) (Lyric Street) | +1007 |

Most Increased Plays

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|---|---------------------|
| FAITH HILL If My Heart Had Wings (Warner Bros.) | +474 |
| JESSICA ANDREWS Who I Am (DreamWorks) | +439 |
| KEITH URBAN But For The Grace Of God (Capitol) | +343 |
| TRAVIS TRITT It's A Great Day To Be Alive (Columbia) | +307 |
| KENNY CHESNEY Don't Happen Twice (BNA) | +306 |
| TOBY KEITH You Shouldn't Kiss Me Like... (DreamWorks) | +284 |
| DIAMOND RIO One More Day (Arista) | +280 |
| TIM RUSHLOW She Misses Him (Atlantic) | +278 |
| PHIL VASSAR Rose Bouquet (Arista) | +272 |
| GARTH BROOKS Wild Horses (Capitol) | +256 |

Breakers.

PAM TILLIS
Please (Arista)
63% of our reporters on it (93 stations)
6 Adds • Moves 28-27

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

147 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 1/21-Saturday 1/27. 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 2001, The Arbitron Company). © 2001, R&R Inc.

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February 2, 2001

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

| ARTIST TITLE (LABEL) | TOTAL STATIONS/ ADDS | TOTAL POINTS | TOTAL PLAYS | 50+ | 40-50 | 30-39 | 20-29 | 10-19 | 1-9 |
|--|----------------------|--------------|-------------|-----|-------|-------|-------|-------|-----|
| ALABAMA When It All Goes South (RCA) | 35/0 | 2836 | 845 | 0 | 3 | 4 | 18 | 10 | 0 |
| GARY ALLAN Right Where I Need To Be (MCA) | 25/1 | 1243 | 388 | 0 | 0 | 1 | 5 | 15 | 4 |
| JESSICA ANDREWS Who I Am (DreamWorks) | 37/0 | 3053 | 914 | 1 | 1 | 3 | 28 | 4 | 0 |
| GARTH BROOKS Wild Horses (Capitol) | 37/0 | 3761 | 1153 | 1 | 6 | 15 | 13 | 1 | 1 |
| CLARK FAMILY... (Meanwhile) Back... (Curb) | 20/0 | 1299 | 411 | 0 | 0 | 1 | 11 | 6 | 2 |
| TERRI CLARK No Fear (Mercury) | 7/6 | 104 | 36 | 0 | 0 | 0 | 0 | 3 | 4 |
| NEAL MCCOY Legacy (Mercury) | 4/0 | 127 | 40 | 0 | 0 | 0 | 0 | 2 | 2 |
| DIXIE CHICKS Without You (Monument) | 33/0 | 2866 | 869 | 1 | 3 | 13 | 2 | 11 | 3 |
| BILLY RAY CYRUS Burn Down The... (Monument) | 9/3 | 356 | 105 | 0 | 0 | 0 | 0 | 7 | 2 |
| CLAY DAVIDSON Sometimes (Virgin) | 22/13 | 516 | 151 | 0 | 0 | 0 | 0 | 8 | 14 |
| MEREDITH EDWARDS A Rose Is A Rose (Mercury) | 7/1 | 219 | 59 | 0 | 0 | 0 | 0 | 3 | 4 |
| TYLER ENGLAND I Drove Her To Dallas (Capitol) | 2/0 | 82 | 28 | 0 | 0 | 0 | 0 | 2 | 0 |
| MARSHALL DYLLON Live It Up (DreamCatcher) | 10/0 | 424 | 113 | 0 | 0 | 0 | 1 | 5 | 4 |
| SARA EVANS Born To Fly (RCA) | 31/0 | 2853 | 877 | 0 | 5 | 11 | 7 | 6 | 2 |
| VINCE GILL Shoot Straight From Your Heart (MCA) | 29/3 | 1223 | 377 | 0 | 0 | 0 | 4 | 19 | 6 |
| BILLY GILMAN Oklahoma (Epic) | 14/1 | 690 | 208 | 0 | 0 | 1 | 2 | 8 | 3 |
| ANDY GRIGGS You Made Me That Way (RCA) | 35/0 | 2561 | 774 | 0 | 1 | 3 | 20 | 9 | 2 |
| ERIC HEATHERLY Wrong Five O'Clock (Mercury) | 21/2 | 990 | 295 | 0 | 0 | 0 | 6 | 10 | 5 |
| STEVE HOLY The Hunger (Curb) | 17/0 | 883 | 246 | 0 | 0 | 0 | 5 | 10 | 2 |
| CAROLYN DAWN JOHNSON Georgia (Arista) | 29/1 | 1556 | 475 | 0 | 0 | 2 | 7 | 15 | 5 |
| JOLIE & THE WANTED Boom (DreamWorks) | 6/0 | 182 | 52 | 0 | 0 | 0 | 0 | 3 | 3 |
| TOBY KEITH You Shouldn't Kiss Me... (DreamWorks) | 37/0 | 4384 | 1322 | 1 | 7 | 23 | 5 | 1 | 0 |
| KINLEYS I'm In (Epic) | 9/0 | 476 | 132 | 0 | 0 | 0 | 3 | 5 | 1 |
| LONESTAR Tell Her (BNA) | 37/0 | 4393 | 1336 | 1 | 8 | 25 | 1 | 1 | 1 |
| PATTY LOVELESS The Last Thing On My Mind (Epic) | 27/2 | 1087 | 338 | 0 | 0 | 1 | 1 | 19 | 6 |
| MARTINA MCBRIDE It's My Time (RCA) | 34/0 | 2024 | 610 | 0 | 0 | 1 | 12 | 19 | 2 |
| NEAL MCCOY Beatin' It In (Giant) | 7/4 | 118 | 38 | 0 | 0 | 0 | 0 | 1 | 6 |
| MINDY MCCREADY Scream (Capitol) | 5/0 | 125 | 38 | 0 | 0 | 0 | 0 | 2 | 3 |
| JOHN M. MONTGOMERY That's What I... (Atlantic) | 24/3 | 912 | 296 | 0 | 0 | 0 | 6 | 9 | 9 |
| MONTGOMERY GENTRY She Couldn't... (Columbia) | 4/3 | 106 | 28 | 0 | 0 | 0 | 0 | 2 | 2 |
| MORGAN & KERSHAW He Drinks Tequila (RCA) | 2/2 | 46 | 13 | 0 | 0 | 0 | 0 | 0 | 2 |
| JAMIE O'NEAL There Is No Arizona (Mercury) | 36/0 | 4055 | 1235 | 1 | 4 | 23 | 5 | 3 | 0 |
| RASCAL FLATTS This Everyday Love (Lyric Street) | 37/0 | 3602 | 1105 | 1 | 2 | 18 | 12 | 4 | 0 |
| COLLIN RAYE She's All That (Epic) | 5/0 | 198 | 67 | 0 | 0 | 0 | 0 | 3 | 2 |
| KENNY ROGERS There You Go Again (Dreamcatcher) | 8/4 | 299 | 82 | 0 | 0 | 0 | 0 | 5 | 3 |
| TIM RUSHLOW She Misses Him (Atlantic) | 33/3 | 1896 | 566 | 0 | 1 | 1 | 11 | 16 | 4 |
| SAWYER BROWN Looking For Love (Curb) | 18/2 | 690 | 207 | 0 | 0 | 1 | 1 | 10 | 6 |
| SHEDAISY Lucky 4 You... (Lyric Street) | 36/0 | 2538 | 780 | 0 | 1 | 0 | 24 | 10 | 1 |
| SONS OF THE DESERT What I Did Right (MCA) | 7/3 | 170 | 45 | 0 | 0 | 0 | 0 | 3 | 4 |
| GEORGE STRAIT Don't Make Me Come... (MCA) | 36/0 | 3028 | 927 | 0 | 3 | 7 | 18 | 8 | 0 |
| CHALEE TENNISON Go Back (Asylum/WB) | 19/1 | 858 | 230 | 0 | 0 | 0 | 3 | 11 | 5 |
| PAM TILLIS Please (Arista) | 28/3 | 1249 | 380 | 0 | 0 | 1 | 6 | 13 | 8 |
| TRICK PONY Pour Me (H2E/WB) | 30/3 | 1509 | 462 | 0 | 0 | 0 | 9 | 15 | 6 |
| TRAVIS TRITT It's A Great Day (Columbia) | 36/2 | 1818 | 544 | 0 | 0 | 2 | 8 | 19 | 7 |
| KEITH URBAN But For The Grace... (Capitol) | 37/0 | 4315 | 1316 | 1 | 6 | 25 | 3 | 2 | 0 |
| WARREN BROTHERS Move On (BNA) | 36/0 | 2063 | 624 | 0 | 0 | 2 | 10 | 21 | 3 |
| HANK WILLIAMS III I Don't Know (Curb) | 6/0 | 284 | 80 | 0 | 0 | 0 | 1 | 4 | 1 |
| DARRYL WORLEY A Good Day To... (DreamWorks) | 36/0 | 2909 | 875 | 0 | 2 | 4 | 21 | 9 | 0 |
| BILLY YATES What Do You Want... (Columbia) | 3/0 | 101 | 30 | 0 | 0 | 0 | 0 | 2 | 1 |
| DWIGHT YOAKAM What Do You Know... (Reprise) | 26/0 | 1380 | 427 | 0 | 0 | 0 | 7 | 17 | 2 |

38 Country Indicator reporters in markets 124-202. Songs ranked alphabetically for the airplay week of Sunday 1/21-Saturday 1/27. © 2001, R&R Inc.

Most Added.

| ARTIST TITLE LABEL(S) | ADDS |
|--|------|
| KENNY CHESNEY Don't Happen Twice (BNA) | 13 |
| CLAY DAVIDSON Sometimes (Virgin) | 13 |
| PHIL VASSAR Rose Bouquet (Arista) | 12 |
| TERRI CLARK No Fear (Mercury) | 6 |
| AARON TIPPIN People Like Us (Lyric Street) | 5 |
| KENNY ROGERS There You Go Again (Dreamcatcher) | 4 |
| NEAL MCCOY Beatin' It In (Giant) | 4 |
| TIM RUSHLOW She Misses Him (Atlantic) | 3 |
| TRICK PONY Pour Me (H2E/WB) | 3 |
| VINCE GILL Shoot Straight From Your Heart (MCA) | 3 |
| PAM TILLIS Please (Arista) | 3 |
| JOHN MICHAEL MONTGOMERY That's What... (Atlantic) | 3 |
| BILLY RAY CYRUS Burn Down The Trailer... (Monument) | 3 |
| SONS OF THE DESERT What I Did Right (MCA) | 3 |
| MARK MCGUINN Mrs. Steven Rudy (VFR) | 3 |
| MONTGOMERY GENTRY She Couldn't... (Columbia) | 3 |
| SOUTH SIXTY FIVE The Most Beautiful Girl (Atlantic) | 3 |
| TRAVIS TRITT It's A Great Day To Be Alive (Columbia) | 2 |
| PATTY LOVELESS The Last Thing On My Mind (Epic) | 2 |
| ERIC HEATHERLY Wrong Five O'Clock (Mercury) | 2 |

Most Increased Points

| ARTIST TITLE LABEL(S) | TOTAL POINT INCREASE |
|--|----------------------|
| KENNY CHESNEY Don't Happen Twice (BNA) | +610 |
| TOBY KEITH You Shouldn't Kiss... (DreamWorks) | +502 |
| FAITH HILL If My Heart Had Wings (Warner Bros.) | +451 |
| TRAVIS TRITT It's A Great Day To Be Alive (Columbia) | +428 |
| GARTH BROOKS Wild Horses (Capitol) | +393 |
| JESSICA ANDREWS Who I Am (DreamWorks) | +330 |
| DIAMOND RIO One More Day (Arista) | +316 |
| KEITH URBAN But For The Grace Of God (Capitol) | +316 |
| TIM RUSHLOW She Misses Him (Atlantic) | +307 |
| CLAY DAVIDSON Sometimes (Virgin) | +269 |
| GEORGE STRAIT Don't Make Me Come... (MCA) | +258 |
| SHEDAISY Lucky 4 You (Tonight I'm...) (Lyric Street) | +254 |
| PHIL VASSAR Rose Bouquet (Arista) | +250 |
| AARON TIPPIN People Like Us (Lyric Street) | +237 |
| KENNY ROGERS There You Go Again (Dreamcatcher) | +215 |

Most Increased Plays

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|--|---------------------|
| KENNY CHESNEY Don't Happen Twice (BNA) | +178 |
| TOBY KEITH You Shouldn't Kiss... (DreamWorks) | +133 |
| TRAVIS TRITT It's A Great Day To Be Alive (Columbia) | +116 |
| FAITH HILL If My Heart Had Wings (Warner Bros.) | +114 |
| GARTH BROOKS Wild Horses (Capitol) | +105 |
| DIAMOND RIO One More Day (Arista) | +84 |
| TIM RUSHLOW She Misses Him (Atlantic) | +84 |
| PHIL VASSAR Rose Bouquet (Arista) | +82 |
| KEITH URBAN But For The Grace Of God (Capitol) | +80 |
| CLAY DAVIDSON Sometimes (Virgin) | +79 |
| JESSICA ANDREWS Who I Am (DreamWorks) | +77 |
| PATTY LOVELESS The Last Thing On My Mind (Epic) | +73 |
| AARON TIPPIN People Like Us (Lyric Street) | +69 |
| GEORGE STRAIT Don't Make Me Come... (MCA) | +67 |
| SHEDAISY Lucky 4 You (Tonight I'm...) (Lyric Street) | +65 |
| KENNY ROGERS There You Go Again (Dreamcatcher) | +60 |
| BILLY RAY CYRUS Burn Down The Trailer... (Monument) | +57 |



Country Reporting Stations & Weights

February 2, 2001

| Calls | Market | Mkt# | AQH (00) | Cume (00) | Turn-Over | R&R Weight |
|-------|--------------------|------|----------|-----------|-----------|------------|
| WQMX | Akron | 71 | 102 | 1946 | 19 | 4.9 |
| WGNA | Albany, NY | 61 | 110 | 1358 | 12 | 5.4 |
| KRST | Albuquerque | 74 | 71 | 1137 | 16 | 4.2 |
| KBQI | Albuquerque | 74 | 31 | 401 | 13 | 2.8 |
| WCTO | Allentown | 69 | 134 | 1686 | 13 | 5.9 |
| KGNC | Amarillo | 189 | 24 | 383 | 16 | 2.4 |
| WNCY | Appleton-Oshkosh | 136 | 76 | 892 | 12 | 4.5 |
| WKSF | Asheville | 182 | 50 | 779 | 16 | 3.5 |
| WKHX | Atlanta | 11 | 250 | 4022 | 16 | 7.8 |
| WPUR | Atlantic City | 140 | 27 | 391 | 14 | 2.6 |
| WYAY | Atlanta | 11 | 108 | 2512 | 23 | 4.9 |
| WKXC | Augusta, GA | 116 | 49 | 684 | 14 | 3.5 |
| KASE | Austin | 47 | 96 | 1693 | 18 | 4.8 |
| KUZZ | Bakersfield | 91 | 74 | 1065 | 14 | 4.3 |
| WPOC | Baltimore | 20 | 249 | 3756 | 15 | 7.9 |
| WXCT | Baton Rouge | 84 | 36 | 696 | 19 | 2.9 |
| WYNK | Baton Rouge | 84 | 60 | 1190 | 20 | 3.7 |
| KAYD | Beaumont | 130 | 54 | 807 | 15 | 3.7 |
| WKNN | Bitoxi-Gullport | 137 | 39 | 702 | 18 | 3.0 |
| WHWK | Binghamton | 170 | 42 | 445 | 11 | 3.4 |
| WZZK | Birmingham | 57 | 120 | 1695 | 14 | 5.5 |
| KIZN | Boise | 125 | 34 | 525 | 15 | 2.9 |
| WKLB | Boston | 8 | 300 | 3649 | 12 | 8.9 |
| WYRK | Buffalo | 50 | 147 | 2069 | 14 | 6.1 |
| KHAK | Cedar Rapids | 205 | 37 | 424 | 11 | 3.2 |
| WEZL | Charleston, SC | 86 | 43 | 731 | 17 | 3.2 |
| WSOC | Charlotte | 37 | 106 | 1861 | 18 | 5.0 |
| WQBE | Charleston, WV | 166 | 57 | 723 | 13 | 3.8 |
| WNKT | Charleston, SC | 86 | 23 | 455 | 20 | 2.3 |
| WKKT | Charlotte | 37 | 88 | 1647 | 19 | 4.5 |
| WUSY | Chattanooga | 107 | 114 | 1257 | 11 | 5.5 |
| WUSN | Chicago | 3 | 396 | 6469 | 16 | 9.8 |
| WUBE | Cincinnati | 26 | 172 | 2613 | 15 | 6.5 |
| WYGY | Cincinnati | 26 | 55 | 1512 | 27 | 3.4 |
| WGAR | Cleveland | 24 | 232 | 3193 | 14 | 7.7 |
| KKCS | Colorado Springs | 96 | 44 | 618 | 14 | 3.3 |
| WCOL | Columbus, OH | 34 | 107 | 1680 | 16 | 5.1 |
| WHOK | Columbus, OH | 34 | 57 | 1199 | 21 | 3.6 |
| WCOS | Columbia, SC | 93 | 70 | 919 | 13 | 4.3 |
| KRYS | Corpus Christi | 132 | 42 | 648 | 15 | 3.2 |
| KSCS | Dallas-Ft. Worth | 6 | 291 | 4825 | 17 | 8.4 |
| KPLX | Dallas-Ft. Worth | 6 | 383 | 5503 | 14 | 9.8 |
| WGNE | Daytona Beach | 95 | 54 | 1131 | 21 | 3.5 |
| KYGD | Denver-Boulder | 23 | 217 | 3518 | 16 | 7.3 |
| KHKJ | Des Moines | 92 | 32 | 503 | 16 | 2.8 |
| KJYJ | Des Moines | 92 | 36 | 657 | 18 | 2.9 |
| WYCD | Detroit | 7 | 236 | 4318 | 18 | 7.5 |
| WDJR | Dothan | 186 | 33 | 552 | 17 | 2.8 |
| KHEY | El Paso | 73 | 36 | 550 | 15 | 3.0 |
| WXTA | Erie | 160 | 31 | 427 | 14 | 2.8 |
| KGNU | Eugene-Springfield | 144 | 39 | 500 | 13 | 3.2 |
| WKDQ | Evansville | 156 | 45 | 613 | 14 | 3.4 |
| KKIX | Fayetteville, AR | 155 | 46 | 609 | 13 | 3.4 |
| WKML | Fayetteville, NC | 129 | 77 | 875 | 11 | 4.6 |
| KSKS | Fresno | 67 | 83 | 1296 | 16 | 4.5 |
| KUAD | Ft. Collins | 131 | 34 | 572 | 17 | 2.9 |
| WWGR | Ft. Myers-Naples | 72 | 47 | 706 | 15 | 3.4 |
| WCKT | Ft. Myers-Naples | 72 | 42 | 675 | 16 | 3.2 |
| WDHK | Ft. Wayne | 103 | 58 | 821 | 14 | 3.8 |
| WBCT | Grand Rapids | 66 | 122 | 1676 | 14 | 5.6 |
| WESC | Greenville, SC | 60 | 86 | 1430 | 17 | 4.6 |
| WSSL | Greenville, SC | 60 | 87 | 1491 | 17 | 4.6 |

| Calls | Market | Mkt# | AQH (00) | Cume (00) | Turn-Over | R&R Weight |
|-------|-------------------|------|----------|-----------|-----------|------------|
| WRNS | Greenville, NC | 83 | 86 | 1133 | 13 | 4.7 |
| WTQR | Greensboro | 43 | 144 | 2118 | 15 | 6.0 |
| WAYZ | Hagerstown | 164 | 80 | 1351 | 17 | 4.4 |
| WRKZ | Harrisburg | 79 | 127 | 1686 | 13 | 5.7 |
| WRBT | Harrisburg | 79 | 66 | 952 | 14 | 4.1 |
| WWYZ | Hartford | 46 | 194 | 2854 | 15 | 7.0 |
| KKBQ | Houston-Galveston | 10 | 131 | 3231 | 25 | 5.4 |
| KILT | Houston-Galveston | 10 | 232 | 3876 | 17 | 7.5 |
| KIKK | Houston-Galveston | 10 | 125 | 2914 | 23 | 5.3 |
| WTCR | Huntington | 148 | 52 | 694 | 13 | 3.7 |
| WDRM | Huntsville | 112 | 95 | 1223 | 13 | 5.0 |
| WFMS | Indianapolis | 40 | 198 | 2554 | 13 | 7.1 |
| WROO | Jacksonville | 52 | 78 | 1003 | 13 | 4.5 |
| WMSI | Jackson, MS | 121 | 56 | 722 | 13 | 3.8 |
| WQIK | Jacksonville | 52 | 106 | 1420 | 13 | 5.2 |
| WXBQ | Johnson City | 99 | 114 | 1374 | 12 | 5.5 |
| WMTZ | Johnstown | 176 | 42 | 500 | 12 | 3.3 |
| WDAF | Kansas City | 30 | 117 | 1587 | 14 | 5.4 |
| KFKF | Kansas City | 30 | 132 | 2150 | 16 | 5.7 |
| KBEQ | Kansas City | 30 | 96 | 1911 | 20 | 4.7 |
| WIVK | Knoxville | 70 | 161 | 2097 | 13 | 6.4 |
| KXKC | Lafayette, LA | 102 | 52 | 699 | 13 | 3.7 |
| KMOL | Lafayette, LA | 102 | 59 | 691 | 12 | 3.9 |
| WPCV | Lakeland | 98 | 151 | 2061 | 14 | 6.2 |
| WIOV | Lancaster | 113 | 79 | 1364 | 17 | 4.4 |
| WITL | Lansing | 117 | 68 | 1037 | 15 | 4.1 |
| KWNR | Las Vegas | 39 | 133 | 1783 | 13 | 5.9 |
| WVLK | Lexington-Fayette | 106 | 68 | 993 | 15 | 4.1 |
| WBUL | Lexington-Fayette | 106 | 40 | 791 | 20 | 3.0 |
| KZIX | Lincoln | 173 | 19 | 414 | 22 | 2.1 |
| KSSN | Little Rock | 85 | 69 | 911 | 13 | 4.2 |
| KZLA | Los Angeles | 2 | 406 | 6251 | 15 | 10.1 |
| WAMZ | Louisville | 54 | 165 | 2050 | 12 | 6.6 |
| KLLL | Lubbock | 180 | 44 | 528 | 12 | 3.4 |
| WDEN | Macon | 149 | 50 | 572 | 11 | 3.7 |
| WWQM | Madison | 122 | 25 | 456 | 18 | 2.4 |
| KTEX | McAllen | 65 | 83 | 1097 | 13 | 4.6 |
| WGKX | Memphis | 45 | 75 | 1212 | 16 | 4.3 |
| WKGS | Miami | 12 | 241 | 3409 | 17 | 7.5 |
| WMIL | Milwaukee | 31 | 164 | 2405 | 15 | 6.4 |
| KEEY | Minneapolis | 17 | 257 | 3988 | 16 | 7.9 |
| WKSJ | Mobile | 90 | 81 | 1179 | 15 | 4.5 |
| KATM | Modesto | 123 | 171 | 2426 | 14 | 6.6 |
| KTOM | Monterey-Salinas | 77 | 53 | 688 | 13 | 3.7 |
| WLWI | Montgomery | 145 | 42 | 606 | 14 | 3.3 |
| WGTR | Myrtle Beach | 175 | 19 | 310 | 16 | 2.2 |
| WKDF | Nashville | 44 | 79 | 1309 | 17 | 4.4 |
| WSIX | Nashville | 44 | 111 | 1701 | 15 | 5.3 |
| WSM | Nashville | 44 | 53 | 1294 | 24 | 3.4 |
| WNOE | New Orleans | 42 | 111 | 1567 | 14 | 5.3 |
| WYNY | New York | 1 | 324 | 6158 | 19 | 8.7 |
| WCMS | Norfolk | 38 | 90 | 1499 | 17 | 4.7 |
| WGH | Norfolk | 38 | 101 | 1610 | 16 | 5.0 |
| KGEE | Odessa-Midland | 179 | 25 | 358 | 14 | 2.5 |
| KXXY | Oklahoma City | 55 | 92 | 1348 | 15 | 4.8 |
| KTST | Oklahoma City | 55 | 73 | 1250 | 17 | 4.2 |
| KXKT | Omaha | 75 | 67 | 1017 | 15 | 4.1 |
| KXDM | Omaha | 75 | 32 | 667 | 21 | 2.7 |
| WWKA | Orlando | 41 | 169 | 2774 | 16 | 6.4 |
| KHAY | Oxnard-Ventura | 110 | 46 | 863 | 19 | 3.3 |
| KPLM | Palm Springs | 153 | 27 | 303 | 11 | 2.7 |
| WXBM | Pensacola | 124 | 77 | 1080 | 14 | 4.4 |

| Calls | Market | Mkt# | AQH (00) | Cume (00) | Turn-Over | R&R Weight |
|-------|--------------------|------|----------|-----------|-----------|------------|
| WXTU | Philadelphia | 5 | 322 | 4666 | 14 | 9.0 |
| KMLE | Phoenix | 15 | 156 | 3028 | 19 | 6.1 |
| KNIX | Phoenix | 15 | 197 | 3422 | 17 | 6.9 |
| WDSY | Pittsburgh | 22 | 224 | 3043 | 14 | 7.5 |
| WPOR | Portland, ME | 163 | 35 | 586 | 17 | 2.9 |
| KUPL | Portland, OR | 25 | 134 | 2061 | 15 | 5.8 |
| KWJJ | Portland, OR | 25 | 96 | 1929 | 20 | 4.7 |
| WOKQ | Portsmouth | 119 | 91 | 1654 | 18 | 4.7 |
| WCTK | Providence | 35 | 156 | 2375 | 15 | 6.2 |
| WLLR | Quad Cities, IA-IL | 135 | 54 | 732 | 14 | 3.7 |
| WQOR | Raleigh-Durham | 48 | 82 | 1573 | 19 | 4.4 |
| WKIX | Raleigh-Durham | 48 | 79 | 1769 | 22 | 4.2 |
| KBUL | Reno | 128 | 35 | 505 | 14 | 3.0 |
| WKHK | Richmond | 58 | 63 | 1019 | 16 | 3.9 |
| KFRG | Riverside | 29 | 217 | 3668 | 17 | 7.2 |
| WYYD | Roanoke-Lynchburg | 109 | 79 | 859 | 11 | 4.6 |
| WBEE | Rochester, NY | 53 | 237 | 3375 | 14 | 7.7 |
| WXXQ | Rockford | 150 | 44 | 634 | 14 | 3.3 |
| KNCI | Sacramento | 27 | 184 | 2604 | 14 | 6.8 |
| WKCO | Saginaw | 127 | 90 | 1423 | 16 | 4.7 |
| KKAT | Salt Lake City | 36 | 61 | 1245 | 20 | 3.8 |
| KUBL | Salt Lake City | 36 | 64 | 1522 | 24 | 3.8 |
| KSOP | Salt Lake City | 36 | 62 | 1117 | 18 | 3.8 |
| KAJA | San Antonio | 32 | 84 | 1883 | 22 | 4.4 |
| KCYC | San Antonio | 32 | 102 | 2075 | 20 | 4.9 |
| KSON | San Diego | 16 | 141 | 2414 | 17 | 5.8 |
| KYCY | San Francisco | 4 | 177 | 3571 | 20 | 6.4 |
| KRTY | San Jose | 28 | 125 | 2071 | 17 | 5.5 |
| WCTQ | Sarasota | 80 | 62 | 671 | 11 | 4.1 |
| WJCL | Savannah | 157 | 18 | 266 | 15 | 2.1 |
| KMPS | Seattle-Tacoma | 14 | 255 | 3903 | 15 | 8.0 |
| KRMD | Shreveport | 134 | 41 | 591 | 14 | 3.2 |
| WBYT | South Bend | 165 | 29 | 386 | 13 | 2.7 |
| KNFR | Spokane | 94 | 42 | 569 | 14 | 3.3 |
| KDRK | Spokane | 94 | 37 | 662 | 18 | 3.0 |
| KTTS | Springfield, MO | 147 | 38 | 545 | 14 | 3.1 |
| WPKX | Springfield, MA | 82 | 78 | 1078 | 14 | 4.4 |
| WFMB | Springfield, IL | 200 | 34 | 396 | 12 | 3.0 |
| WIL | St. Louis | 19 | 237 | 3563 | 15 | 7.7 |
| WBBS | Syracuse | 78 | 93 | 1295 | 14 | 4.9 |
| WQYK | Tampa | 21 | 225 | 3409 | 15 | 7.5 |
| WRBQ | Tampa | 21 | 126 | 2174 | 17 | 5.5 |
| WTHI | Terre Haute | 193 | 52 | 658 | 13 | 3.7 |
| WBW | Topeka | 184 | 41 | 543 | 13 | 3.3 |
| WTCM | Traverse City | 198 | 34 | 361 | 11 | 3.0 |
| KJIM | Tucson | 62 | 124 | 1662 | 13 | 5.7 |
| KVOD | Tulsa | 64 | 55 | 803 | 15 | 3.7 |
| WVZD | Tupelo | 181 | 34 | 469 | 14 | 2.9 |
| KNUE | Tyler-Longview | 143 | 23 | 414 | 18 | 2.3 |
| KJUG | Visalia-Tulare | 108 | 37 | 560 | 15 | 3.0 |
| WACO | Waco | 197 | 74 | 1101 | 15 | 4.3 |
| WMZQ | Washington, DC | 9 | 264 | 4585 | 17 | 8.0 |
| WDEZ | Wausau | 161 | 52 | 672 | 13 | 3.7 |
| WIRK | West Palm Beach | 51 | 83 | 1227 | 15 | 4.5 |
| KZSN | Wichita | 88 | 27 | 667 | 25 | 2.4 |
| KFDI | Wichita | 88 | 51 | 807 | 16 | 3.5 |
| WGGY | Wilkes Barre | 68 | 78 | 1131 | 14 | 4.4 |
| KXDO | Yakima | 194 | 39 | 421 | 11 | 3.2 |
| WGTY | York | 105 | 45 | 611 | 14 | 3.4 |
| WQXX | Youngstown-Warren | 104 | 166 | 2090 | 13 | 6.5 |

184 Country Reporters

For Detailed Reporter Information,
Please See R&R ONLINE MUSIC TRACKING



R&R Bullseye Country Callout

EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES February 2, 2001

BULLSEYE® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of January 7-13.

| ARTIST Title (Label) | LIKE A LOT | TOTAL POSITIVE | NEUTRAL | FAMILIARITY | DISLIKE | BURN |
|--|------------|----------------|---------|-------------|---------|------|
| DIXIE CHICKS Without You (Monument) | 40.3% | 69.3% | 19.3% | 99.0% | 5.5% | 5.0% |
| TIM MCGRAW My Next Thirty Years (Curb) | 36.8% | 67.0% | 20.8% | 98.5% | 6.8% | 4.0% |
| LEE ANN WOMACK Ashes By Now (MCA) | 27.3% | 65.8% | 22.0% | 99.0% | 8.3% | 3.0% |
| KEITH URBAN But For The Grace Of God (Capitol) | 27.0% | 65.8% | 24.5% | 96.8% | 4.8% | 1.8% |
| DIAMOND RIO One More Day (Arista) | 34.0% | 65.5% | 24.5% | 98.5% | 6.8% | 1.8% |
| SARA EVANS Born To Fly (RCA) | 31.0% | 65.5% | 18.0% | 98.8% | 8.8% | 6.5% |
| TOBY KEITH You Shouldn't Kiss Me Like This (DreamWorks) | 33.0% | 64.8% | 22.8% | 95.5% | 6.8% | 1.3% |
| LONESTAR Tell Her (BNA) | 25.5% | 64.8% | 24.5% | 98.0% | 6.8% | 2.0% |
| JAMIE O'NEAL There Is No Arizona (Mercury) | 30.8% | 64.3% | 21.5% | 98.0% | 6.5% | 5.8% |
| JO DEE MESSINA Burn (Curb) | 28.5% | 62.8% | 23.5% | 98.8% | 9.0% | 3.5% |
| DARRYL WORLEY A Good Day To Run (DreamWorks) | 23.5% | 61.0% | 24.3% | 97.5% | 8.8% | 3.5% |
| TIM RUSHLOW She Misses Him (Atlantic) | 28.0% | 59.5% | 26.3% | 94.5% | 7.0% | 1.8% |
| RASCAL FLATTS This Everyday Love (Lyric Street) | 26.8% | 58.5% | 28.3% | 98.3% | 9.0% | 2.5% |
| FAITH HILL If My Heart Had Wings (Warner Bros.) | 26.8% | 58.5% | 27.8% | 93.8% | 5.5% | 2.0% |
| GARTH BROOKS Wild Horses (Capitol) | 28.8% | 57.5% | 28.5% | 97.5% | 9.0% | 2.5% |
| JESSICA ANDREWS Who I Am (DreamWorks) | 22.0% | 56.0% | 29.5% | 96.8% | 9.8% | 1.5% |
| DWIGHT YOAKAM What Do You Know About Love (Reprise/WB) | 22.0% | 55.3% | 30.0% | 98.0% | 9.8% | 3.0% |
| GEORGE STRAIT Don't Make Me Come Over There And..... (MCA) | 22.0% | 54.3% | 20.8% | 94.8% | 14.5% | 5.3% |
| ALABAMA When it All Goes South (RCA) | 24.8% | 53.3% | 27.5% | 96.3% | 12.3% | 3.3% |
| CLARK FAMILY EXPERIENCE (Meanwhile) Back... (Curb) | 25.5% | 53.0% | 25.8% | 95.8% | 10.5% | 6.5% |
| ANDY GRIGGS You Made Me That Way (RCA) | 17.5% | 52.8% | 29.0% | 94.8% | 9.3% | 3.8% |
| ERIC HEATHERLY Wrong 5 O'Clock (Mercury) | 26.8% | 52.5% | 24.0% | 91.0% | 11.0% | 3.5% |
| BILLY GILMAN Oklahoma (Epic) | 26.0% | 52.5% | 19.3% | 91.0% | 13.3% | 6.0% |
| SHEDAISY Lucky 4 You (Tonight I'm Just Me) (Lyric Street) | 20.8% | 52.0% | 32.3% | 97.0% | 10.3% | 2.5% |
| PATTY LOVELESS The Last Thing On My Mind (Unspecified) | 18.0% | 52.0% | 30.5% | 91.5% | 7.5% | 1.5% |
| CAROLYN DAWN JOHNSON Georgia (Arista) | 18.8% | 51.3% | 28.5% | 95.0% | 12.0% | 3.3% |
| TRAVIS TRITT It's A Great Day To Be Alive (Unspecified) | 18.3% | 49.8% | 31.0% | 90.3% | 9.0% | 0.5% |
| KINLEYS I'm In (Epic) | 17.3% | 49.5% | 36.0% | 97.3% | 9.8% | 2.0% |
| GARY ALLAN Right Where I Need to Be (MCA) | 19.3% | 48.8% | 31.8% | 94.8% | 11.8% | 2.5% |
| WARREN BROTHERS Move On (BNA) | 20.8% | 47.8% | 30.3% | 88.5% | 9.5% | 1.0% |
| TRICK PONY Pour Me (HZE / WB) | 19.3% | 46.3% | 29.5% | 95.8% | 14.0% | 6.0% |
| MARTINA MCBRIDE It's My Time (RCA) | 19.0% | 46.3% | 29.0% | 90.3% | 12.8% | 2.3% |
| STEVE HOLY The Hunger (Curb) | 16.3% | 43.0% | 28.0% | 80.5% | 8.8% | 0.8% |
| MARSHALL DYLLON Live It Up (Dreamcatcher) | 15.5% | 42.8% | 36.0% | 92.8% | 12.3% | 1.8% |
| PAM TILLIS Please (Arista) | 15.5% | 41.0% | 34.3% | 87.5% | 11.3% | 1.0% |



By KEVIN McCABE

PASSWORD OF THE WEEK:
Haley

Question of the week: When you listen to your favorite Country radio station, what is most important to you?

Total Sample
New music from new artists: 34%
Older music from big stars: 25%
Air personalities: 4%
Contests and promotions: 4%
News and information: 3%
Fewer interruptions, more music: 30%

Male
New music from new artists: 32%
Older music from big stars: 27%
Air personalities: 3%
Contests and promotions: 4%
News and information: 5%
Fewer interruptions, more music: 29%

Female
New music from new artists: 35%
Older music from big stars: 21%
Air personalities: 5%
Contests and promotions: 4%
News and information: 2%
Fewer interruptions, more music: 31%

25-34s
New music from new artists: 37%
Older music from big stars: 29%
Air personalities: 0%
Contests and promotions: 5%
News and information: 2%
Fewer interruptions, more music: 27%

35-44s
New music from new artists: 29%
Older music from big stars: 23%
Air personalities: 8%
Contests and promotions: 6%
News and information: 2%
Fewer interruptions, more music: 32%

45-54s
New music from new artists: 36%
Older music from big stars: 25%
Air personalities: 2%
Contests and promotions: 0%
News and information: 5%
Fewer interruptions, more music: 32%

Total sample size is 400 persons weekly with a +/- 5% margin of error. Scoring is done each week using live interviewers conducting the interview with each respondent. Scores are: a) I Like It A Lot, In Fact It's One Of My Favorites b) I Like It c) It's Okay...Just So-So d) I Don't Like It e) I'm Tired Of Hearing It On The Radio f) I Don't Recognize It. To be included in the weekly callout songs must enter the top 40 positions on R&R's Country airplay chart. The sample is composed of 400 25-54 year-old persons who identify Country as their favorite music and who listen daily to competitive country radio in the sample markets. The sample is 50% male/female... 1/3rd each in the 25-34, 35-44, and 45-54 demos. The sample is balanced by region, and markets within that region. Bullseye Callout is conducted in these regions and markets. Market selection is determined by Bullseye. **NORTHEAST:** Washington, DC., Harrisburg, PA., Providence, Rochester, NY., Springfield, MA., Hartford, Portland, ME., Portsmouth, NH. **SOUTHEAST:** Charlotte, Atlanta, Tampa, Nashville, Chattanooga, Mobile, AL., Charleston, SC., Jackson, MS. **MIDWEST:** Milwaukee, Cincinnati, Cleveland, Kansas City, Lansing, MI., Ft Wayne, IN., Rockford, IL., Indianapolis. **SOUTHWEST:** Dallas-Ft. Worth, Tucson, Albuquerque, Oklahoma City, Houston-Galveston, Phoenix, Lafayette LA., San Antonio. **WEST:** Portland, OR., Salt Lake City, Fresno, Bakersfield, Spokane, WA., Riverside-San Bernardino, Boise, Denver, Monterey-Salinas. © 2001 R&R Inc. © 2001 Bullseye Marketing Research Inc.

keith urban

"But For The Grace Of God"

#4 Total Positives Overall

#2 Total Positives Overall Young Radio Listeners 25-34

#2 Total Positive (25-54) Males • #2 Total Positive (25-54) Females

#6 Total Positives Overall Radio Listeners 25-44

#6 Total Positive (25-44) Males • #7 Total Positive (25-44) Females

R&R **4** +343
BB 4* +289

Country radio listeners are passionate about...

www.capitol-nashville.com



Garth Brooks

"Wild Horses"

#7 Passion Score Overall

#11 Passion Score Overall Males • #7 Passion Score Overall Females

#3 Passion Score Overall Young Radio Listeners 25-34

#9 Passion Score Males 25-34 • #3 Passion Score Females 25-34

R&R **8** +256
BB 9* +346

Source of Research: Bullseye Callout 1-29-01

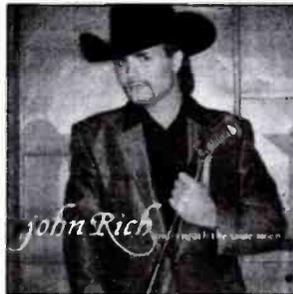
Artist News

C O U N T R Y
FLASHBACK

Rich Finds New Song At Children's Hospital

Katie Darnell now has her own publishing company, Katie's Original Music. That may not sound like big news, but the company was established less than two weeks ago, after John Rich recorded "Rescue Me," a song written by the 17-year-old cancer patient.

Rich wasn't expecting to get a new song in return for a recent holiday performance at Nashville's Vanderbilt Children's Hospital as part of the NARAS "Music Cares" program. After performing for a group of young patients, Rich and his friend, singer-songwriter Kenny "Big Kenny" Alphin, visited several patients who were too ill to leave their rooms. During their rounds they met Darnell, a Princeton, KY high school student who is again fighting the brain cancer that's been in remission twice since she



was first diagnosed with the disease in 1996. Rich says prior chemotherapy has left the youth 90% blind and 60% deaf.

When they entered her room, the youth announced that she wanted to sing them a song she had written. Rich says, "She raised her bed up and started singing 'Rescue Me,' this song about fighting cancer. It just floored us. It totally changed our perspective on music, why we're here and the difference a song can make. Here's this little girl who's got everything going against her, and she's got such determination and hope to conquer this."

Beyond that, Rich adds, "It's one of the best songs I've ever heard. It was really

touching that this girl was singing this song, but then I thought, 'That is a hit song.' There are people up and down Music Row who have publishing deals who can't write a song that good. Later that night Kenny and I were talking about it, and I said, 'You know what we ought to do? We ought to call up our friends and get somebody to give us some free studio time to record it so she can have it on CD to listen to.'"

Darnell had returned home for Christmas and New Year's, but Rich called to ask her to record the song on cassette. Rich says, "When we left the hospital, we obviously couldn't remember all of the song. We tracked her down in Kentucky, and she sang it into a little tape recorder a capella. That's the demo we used."

Rich and Alphin recorded the song on Jan. 20, mixed it the following day and presented it to Darnell on Jan. 22. "We gave her a little jam box to listen to it on," Rich says. "We left the room, and I thought that was it." Unbeknownst to Rich, however, one of his friends forwarded a copy to WSIX/Nashville morning host Gerry House, who aired the song for the first time on Jan. 23.

1 YEAR AGO

• No. 1: "Cowboy Take Me Away" — Dixie Chicks

5 YEARS AGO

• No. 1: "...I'm Outta Here" — Shania Twain (second week)

10 YEARS AGO

• No. 1: "Brother Jukebox" — Mark Chesnutt

15 YEARS AGO

• No. 1: "You Can Dream Of Me" — Steve Wariner (second week)

20 YEARS AGO

• No. 1: "9 To 5" — Dolly Parton (third week)

25 YEARS AGO

• No. 1: "This Time I've Hurt Her" — Conway Twitty (second week)

Describing the response, WSIX PD Mike Moore says, "It was overwhelming. We started getting phone calls right away. We played it again in middays, and it's just grown from there. It's probably our most-requested song right now."

As soon as the airplay began, Rich went to ASCAP to set up Darnell's publishing company. When Rich announced the news, the youth couldn't believe that she would be paid each time the song is broadcast. Providing a quick explanation of the publishing business, Rich says, "I told her, 'You're a songwriter. It's called mailbox money. It's really cool when you get mailbox money, but you have to have a publishing company.'"

Darnell's parents own only one car. Her father is a night watchman, and her mother is a janitor. Darnell has written some 80 poems, which she compiled into a small book. Rich says, "She sells it around her hometown and gives all the money to cancer research. She's raised \$8,000 for cancer research over the past five years, going door to door selling candy bars."

Executives at BNA, Rich's label, were not aware that Rich had recorded the song until House played it on the air. Since the airplay began quickly and unexpectedly, the label hasn't made a decision on officially releasing the track. Noting that he and Rich are friends, Moore says, "I think John has some genuine concerns about people thinking he's exploiting the situation. I told him, 'You're helping to tell her story.' Hopefully, that's the way it will be perceived. I know John has some reservations because he doesn't want people to think that he's taking advantage of the girl's situation."

However, Moore adds, "It's the kind of song we will definitely consider using as a theme song for our St. Jude Radiothon — if everybody is cool with that. It does seem to have a life of its own. It's a very cool song, and the song has been just overwhelming. I guess I never dreamed listeners would respond this much."

You can hear Rich's recording of "Rescue Me" at R&R's MusicMeeting website, www.rrmusicmeeting.com.

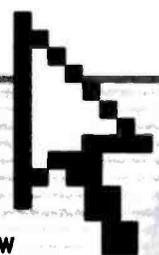
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New & Active

JOLIE & THE WANTED Boom (*DreamWorks*)
Total Stations: 16, Adds: 0, Points: 924, Plays: 191 (+87)

LORRIE MORGAN/SAMMY KERSHAW He Drinks... (*RCA*)
Total Stations: 16, Adds: 12, Points: 802, Plays: 170 (+36)

SONS OF THE DESERT What I Did Right (*MCA*)
Total Stations: 31, Adds: 10, Points: 642, Plays: 153 (+113)

TERRI CLARK No Fear (*Mercury*)
Total Stations: 29, Adds: 24, Points: 634, Plays: 131 (+61)

NEAL MCCOY Beatin' It In (*Giant*)
Total Stations: 34, Adds: 30, Points: 374, Plays: 81 (+31)

Songs ranked by total points.



THE LEGEND CONTINUES

Award-winning Arista/Nashville recording artist Pam Tillis recorded a duet with her legendary father, Mel Tillis, recently. "Waiting On The Wind," the song they recorded, will appear on Pam's upcoming album, *Thunder and Roses*, due Tuesday, March 6.



SPECIAL DELIVERY

Leslie Satcher (second from left) who has written several songs recorded by major artists and has co-written songs with many well-known songwriters, receives her long-term exclusive songwriting contract "on a silver platter" from Sony/ATV Music Publishing Nashville executives (l-r) Terry Wakefield, Donna Hilley and Don Cook.

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:
KENNY CHESNEY Don't Happen Twice
TRICK PONY Pour Me

Hottest:
TOBY KEITH You Shouldn't Kiss Me Like This
FAITH HILL If My Heart Had Wings
DIAMOND RIO One More Day
JESSICA ANDREWS Who I Am
ALABAMA When It All Goes South

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

Gary Knoll

Adds:
CLAY DAVIDSON Sometimes
MEREDITH EDWARDS A Rose Is A Rose
JOHN M. MONTGOMERY That's What I Like...
KENNY ROGERS There You Go Again

Hottest:
GARTH BROOKS Wild Horses
SARA EVANS Born To Fly

JONES BROADCAST PROGRAMMING

Ken Moultrie • (800) 426-9082

Mainstream Country

Ray Randall/Hank Aaron

Adds:
SHEDAISY Lucky 4 You (Tonight I'm Just Me)

Hottest:
KEITH URBAN But For The Grace Of God
JAMIE O'NEAL There Is No Arizona
LONESTAR Tell Her
TOBY KEITH You Shouldn't Kiss Me Like This
JO DEE MESSINA Burn

New Country

L.J. Smith/Hank Aaron

Adds:
No Adds

Hottest:
KEITH URBAN But For The Grace Of God
JAMIE O'NEAL There Is No Arizona
LONESTAR Tell Her
TOBY KEITH You Shouldn't Kiss Me Like This
JO DEE MESSINA Burn

Lia

Ken Moultrie/Hank Aaron

Adds:
SHEDAISY Lucky 4 You (Tonight I'm Just Me)
GEORGE STRAIT Don't Make Me Come Over There...

Hottest:
KEITH URBAN But For The Grace Of God
JAMIE O'NEAL There Is No Arizona
LONESTAR Tell Her
TOBY KEITH You Shouldn't Kiss Me Like This
JO DEE MESSINA Burn

JONES RADIO NETWORK

Jim Murphy • (303) 784-8700

CD COUNTRY

John Hendricks

Adds:
No Adds

Hottest:
GARTH BROOKS Wild Horses
DARRYL WORLEY A Good Day To Run
LEE ANN WOMACK Ashes By Now
KENNY CHESNEY I Lost It

US COUNTRY

Penny Mitchell

Adds:
BILLY RAY CYRUS Burn Down The Trailer Park
BROOKS & DUNN Ain't Nothing 'Bout You
TERRI CLARK No Fear
MONTGOMERY GENTRY She Couldn't Change Me

Hottest:
RASCAL FLATTS This Everyday Love
TOBY KEITH You Shouldn't Kiss Me Like This
LEE ANN WOMACK Ashes By Now
JAMIE O'NEAL There Is No Arizona
GARTH BROOKS Wild Horses

GREAT AMERICAN COUNTRY

John Hendricks

Adds:
SHERRIE' AUSTIN Jolene
MONTGOMERY GENTRY She Couldn't Change Me

Elite:
DIAMOND RIO One More Day
DIXIE CHICKS Without You
JO DEE MESSINA Burn
ALAN JACKSON www.Memory
JAMIE O'NEAL There Is No Arizona
TOBY KEITH You Shouldn't Kiss Me Like This
RASCAL FLATTS This Everyday Love
KEITH URBAN But For The Grace Of God
LEE ANN WOMACK Ashes By Now
DARRYL WORLEY A Good Day To Run

PREMIERE RADIO NETWORKS

After Midnite

KELLY ERICKSON • (818) 461-5435

Adds:
TRAVIS TRITT It's A Great Day To Be Alive

Hots:
LONESTAR Tell Her
JAMIE O'NEAL There Is No Arizona
JO DEE MESSINA Burn
LEE ANN WOMACK Ashes By Now
KEITH URBAN But For The Grace Of God
GARTH BROOKS Wild Horses
TOBY KEITH You Shouldn't Kiss Me Like This

RADIO ONE COUNTRY PLAYLIST

JIM WEST • (970) 949-3339

Adds:
No Adds

Hottest:
TIM MCGRAW My Next Thirty Years
JAMIE O'NEAL There Is No Arizona
LEE ANN WOMACK Ashes By Now

WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (661) 294-9000

Mainstream Country

David Felker

Adds:
TIM RUSHLOW She Misses Him
TRICK PONY Pour Me
TRAVIS TRITT It's A Great Day To Be Alive

Hottest:
TIM MCGRAW My Next Thirty Years
DIXIE CHICKS Without You
LONESTAR Tell Her
SARA EVANS Born To Fly
LEE ANN WOMACK Ashes By Now

Hot Country

David Felker

Adds:
VINCE GILL Shoot Straight From The Heart
JOHN M. MONTGOMERY That's What I Like...
AARON TIPPIN People Like Us
PHIL VASSAR Rose Bouquet

Hottest:
LONESTAR Tell Her
TOBY KEITH You Shouldn't Kiss Me Like This
JO DEE MESSINA Burn
JAMIE O'NEAL There Is No Arizona
KEITH URBAN But For The Grace Of God



ADDS

SHERRIE' AUSTIN Jolene
MONTGOMERY GENTRY She Couldn't Change Me

TOP 10

JESSICA ANDREWS Who I Am
TOBY KEITH You Shouldn't Kiss Me Like This
BILLY GILMAN Oklahoma
SARA EVANS Born To Fly
DIXIE CHICKS Without You
JO DEE MESSINA Burn
LEE ANN WOMACK Ashes By Now
JAMIE O'NEAL There Is No Arizona
SHEDAISY Lucky 4 You (Tonight I'm Just Me)
ALAN JACKSON www.Memory

Information current as of January 29, 2001



42 million households
Chris Parr, Director/Programming
Paul Hastaba, VP/GM

ADDS

SHERRIE' AUSTIN Jolene
CHRIS LEDOUX He Rides Wild Horses
MONTGOMERY GENTRY She Couldn't Change Me
JAMIE O'NEAL There Is No Arizona
KEITH URBAN But For The Grace Of God
RASCAL FLATTS This Everyday Love
JO DEE MESSINA Burn
LEE ANN WOMACK Ashes By Now
DARRYL WORLEY Good Day To Run
ALAN JACKSON www.Memory
DWAYNE YOUNG What Do You Know About Love
TOBY KEITH You Shouldn't Kiss Me Like This
DIAMOND RIO One More Day
JESSICA ANDREWS Who I Am
GARY ALLAN Right Where I Need To Be

HEAVY

ALAN JACKSON www.Memory
DARRYL WORLEY A Good Day To Run
DIAMOND RIO One More Day
DIXIE CHICKS Without You
DWAYNE YOUNG What Do You Know About Love
JAMIE O'NEAL There Is No Arizona
JESSICA ANDREWS Who I Am
JO DEE MESSINA Burn
KEITH URBAN But For The Grace Of God
LEE ANN WOMACK Ashes By Now
RASCAL FLATTS This Everyday Love
SARA EVANS Born To Fly
TOBY KEITH You Shouldn't Kiss Me Like This

HOT SHOTS

BILLY GILMAN Oklahoma
CAROLYN DAWN JOHNSON Georgia
CLAY DAVIDSON Sometimes
CLEOUD T. JUDD How Do You Milk A Cow?
KENNY CHESNEY Don't Happen Twice
MEREDITH EDWARDS A Rose Is A Rose
NICKEL CREEK When You Come Back Down
PATTY LOVELESS The Last Thing On My Mind
SOGGY BOTTOM BOYS I Am A Man Of Constant Sorrow
TRAVIS TRITT It's A Great Day To Be Alive
TRENT SUMMAR It Never Rains In Southern California

Heavy rotation songs receive 28 plays per week. Hot Shots receive 21 plays per week.

Information current as of January 28, 2001

Most Played Recurrents

- KENNY CHESNEY | Lost It (BNA)
- BRAD PAISLEY | We Danced (Arista)
- TRAVIS TRITT | Best Of Intentions (Columbia)
- ALAN JACKSON | www.Memory (Arista)
- PHIL VASSAR | Just Another Day In Paradise (Arista)
- JOHN MICHAEL MONTGOMERY | The Little Girl (Atlantic)
- LONESTAR | What About Now (BNA)
- AARON TIPPIN | Kiss This (Lyric Street)
- LEE ANN WOMACK | I Hope You Dance (MCA/Universal)
- CHAD BROCK | Yes! (Warner Bros.)
- JO DEE MESSINA | That's The Way (Curb)
- FAITH HILL | The Way You Love Me (Warner Bros.)
- TOBY KEITH | How Do You Like Me Now? (DreamWorks)
- ALAN JACKSON | It Must Be Love (Arista)
- GEORGE STRAIT | Go On (MCA)
- VINCE GILL | Feels Like Love (MCA)
- JOE DIFFIE | It's Always Somethin' (Epic)
- RASCAL FLATTS | Prayin' For Daylight (Lyric Street)
- LEANN RIMES | I Need You (Sparrow/Curb/Capitol)
- SHEDAISY | I Will...But (Lyric Street)

COUNTRY *Going For Adds 2/5/01*

LISA ANGELLE | Will Love You (DreamWorks)
MONTGOMERY GENTRY | She Couldn't Change Me (Columbia)

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RASCALS ON THE ROAD

Before a recent performance in Lakeland, FL, Lyric Street recording artists Rascal Flatts stopped by WPCV to visit with MD Jeni Taylor. Starting Feb. 8, Rascal Flatts will join up with Jo Dee Messina as special guests on the first leg of her Burn Tour 2001. Pictured (l-r) are Rascal Flatts' Gary Levox and Jay DeMarcus, Taylor and Rascal Flatts' Joe Don Rooney.

TOP 100 COUNTRY POWER GOLD

- | | |
|--|---|
| <ul style="list-style-type: none"> 1 BROOKS & DUNN My Maria 2 FAITH HILL This Kiss 3 JO DEE MESSINA Bye Bye 4 SAMMY KERSHAW She Don't Know She's... 5 BROOKS & DUNN Boot Scootin' Boogie 6 GEORGE STRAIT Check Yes Or No 7 JOHN M. MONTGOMERY Sold (The Grundy...) 8 TRISHA YEARWOOD She's In Love With The Boy 9 DAVID LEE MURPHY Dust On The Bottle 10 TIM MCGRAW Where The Green Grass Grows 11 TRISHA YEARWOOD XXX's And OOO's (An...) 12 TIM MCGRAW I Like It, I Love It 13 GARTH BROOKS Friends In Low Places 14 DIXIE CHICKS There's Your Trouble 15 TOBY KEITH Should've Been A Cowboy 16 SHANIA TWAIN Any Man Of Mine 17 SHANIA TWAIN (If You're Not ...) I'm Outta ... 18 GARTH BROOKS Ain't Going Down (Til The...) 19 ALAN JACKSON Chattahoochee 20 ALAN JACKSON Gone Country 21 SHANIA TWAIN Honey, I'm Home 22 SHANIA TWAIN Love Gets Me Every Time 23 SHANIA TWAIN You're Still The One 24 JOHN M. MONTGOMERY Be My Baby Tonight 25 LITTLE TEXAS God Blessed Texas 26 WYONNA No One Else On Earth 27 FAITH HILL Wild One 28 SHANIA TWAIN Whose Bed Have Your Boots... 29 RANDY TRAVIS Forever And Ever, Amen 30 BROOKS & DUNN Neon Moon 31 ALAN JACKSON Livin' On love 32 RICOCHET Daddy's Money 33 GARTH BROOKS Rodeo 34 ALAN JACKSON Little Bitty 35 GARTH BROOKS Two Of A Kind, Working On ... 36 PATTY LOVELESS Blame It On Your Heart 37 TRACY BYRD I'm From The Country 38 JO DEE MESSINA I'm Alright 39 KENNY CHESNEY She's Got It All 40 TIM MCGRAW Just To See You Smile 41 GARTH BROOKS Shameless 42 GARTH BROOKS The Dance 43 GARTH BROOKS The Thunder Rolls 44 JOHN M. MONTGOMERY I Swear 45 NEAL MCCOY Wink 46 CLAY WALKER Then What 47 GARTH BROOKS That Summer 48 GEORGE STRAIT Carrying Your Love With Me 49 GARTH BROOKS Two Pina Coladas 50 TOBY KEITH A Little Less Talk And A Lot... | <ul style="list-style-type: none"> 51 GEORGE STRAIT Cross My Heart 52 NEAL MCCOY The Shake 53 GEORGE STRAIT Love Without End, Amen 54 PAM TILLIS Maybe It Was Memphis 55 MARK CHESNUTT It's A Little Too Late 56 CLINT BLACK Nothin' But The Taillights 57 MARY CHAPIN CARPENTER Down At The... 58 ALAN JACKSON Who's Cheatin' Who 59 REBA MCENTIRE Fancy 60 FAITH HILL & TIM MCGRAW It's Your Love 61 ALAN JACKSON Don't Rock The Jukebox 62 DIXIE CHICKS I Can Love You Better 63 TIM MCGRAW Don't Take The Girl 64 JOHN M. MONTGOMERY Life's A Dance 65 TOBY KEITH Wish I Didn't Know Now 66 LEANN RIMES One Way Ticket (Because I Can) 67 SHANIA TWAIN Don't Be Stupid (You Know I...) 68 COLLIN RAYE Love, Me 69 VINCE GILL Don't Let Our Love Start ... 70 ALABAMA I'm In A Hurry (And Don't ...) 71 SAWYER BROWN Some Girls Do 72 COLLIN RAYE I Can Still Feel You 73 BROOKS & DUNN That Ain't No Way To Go 74 ALAN JACKSON Summertime Blues 75 STEVE WARINER Holes In The Floor Of Heaven 76 DIAMOND RIO Meet In The Middle 77 TIM MCGRAW Down On The Farm 78 VINCE GILL One More Last Chance 79 JOHN M. MONTGOMERY I Love The Way You... 80 TRISHA YEARWOOD How Do I Live 81 SHANIA TWAIN No One Needs To Know 82 ALABAMA Song Of The South 83 COLLIN RAYE That's My Story 84 GARTH BROOKS Papa Loved Mama 85 JOHN M. MONTGOMERY I Can Love You Like That 86 ALAN JACKSON Tall, Tall Trees 87 A. KRAUSS/J. STATION When You Say Nothing... 88 CLINT BLACK Better Man 89 LILA MCCANN I Wanna Fall In Love 90 GARTH BROOKS Unanswered Prayers 91 RANDY TRAVIS Deeper Than The Holler 92 TRACY BYRD The Keeper Of The Stars 93 PATTY LOVELESS I Try To Think About Elvis 94 MARK WILLS I Do (Cherish You) 95 MARTINA MCBRIDE Independence Day 96 MARTINA MCBRIDE My Baby Loves Me 97 CLINT BLACK Desperado 98 GARTH BROOKS The River 99 GEORGE STRAIT True 100 GEORGE STRAIT I Just Want To Dance With You |
|--|---|

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Country Playlists

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

MARKET #1
WYNY/New York
Big City (61) 522-1071
Beat/Mitchell
12c Cumc 615,800

PLAYS

| W/TW | ARTIST/TITLE | GI (000) |
|------|-------------------------------------|----------|
| 38 | 39 ALAN JACKSON/Who's Your Memory | 12636 |
| 37 | 37 SARAH EVANS/Born to Fly | 11988 |
| 36 | 37 LONESTAR/Tell Her | 11988 |
| 34 | 34 JOE DEE MESSINA/Burn | 11016 |
| 33 | 33 GARTH BROOKS/Wild Horses | 10388 |
| 31 | 30 KENNY CHESNEY/Lost in Love | 9720 |
| 30 | 30 TOBY KETH/You Shouldn't | 9720 |
| 33 | 30 RASCAL FLATTS/This Everyday Love | 9720 |
| 31 | 29 JAMIE O'NEAL/There Is No Arizona | 9396 |
| 31 | 29 KEITH URBAN/But For The Grace | 7716 |
| 24 | 23 JESSICA ANDREWS/Who I Am | 7452 |
| 23 | 23 DIAMOND RIO/One More Day | 7452 |
| 23 | 23 ANDY GRIGGS/You Made Me That Way | 7452 |
| 20 | 20 LEE ANN WORMACK/Ashes By Now | 7452 |
| 20 | 20 WARRIN' BROTHERS/Move On | 7178 |
| 22 | 22 SHE DASY/Lucky 4 You | 7178 |
| 21 | 21 FAITH HILL/My Heart Had | 6804 |
| 24 | 21 GEORGE STRAIT/Don't Make Me | 6804 |
| 22 | 22 DWIGHT YOAKAM/What Do You Know | 6480 |
| 40 | 22 TRAVIS TRITT/Best of Intentions | 6480 |
| 18 | 17 TRAVIS TRITT/It's A Great Day | 5508 |
| 11 | 15 CLAY DAVIDSON/Sometimes | 4860 |
| 14 | 14 PHIL VASSAR/Right Where I Am | 4860 |
| 10 | 15 PHIL VASSAR/Just Another Day | 4860 |
| 36 | 14 DOXIE CHICKS/Without You | 4536 |
| 11 | 14 TIM MCGRAW/Things Change | 4536 |
| 17 | 14 BRAD PANSLEY/We Danced | 4536 |
| 11 | 13 CHAD BROCK/Yes | 4212 |
| 29 | 13 CLARK FAMILY/Almost Back | 4212 |
| 11 | 13 PATTY LOVELESS/That's The Kind | 4212 |
| 9 | 12 DOXIE CHICKS/Ready to Run | 4212 |
| 2 | 11 CAROLYN DAWN JOHNSON/Georgia | 3564 |
| 10 | 11 MARTINA MCGRIE/It's My Time | 3564 |
| 8 | 11 GEORGE STRAIT/Go On | 3564 |
| 8 | 11 THE HEATHERLY/Wrong Like I Do | 3564 |
| 13 | 11 VINCE GILL/Shoot Straight | 3564 |
| 8 | 11 ERIC HEATH/RY/Howers On The Wall | 3564 |
| 10 | 11 FAITH HILL/The Way You Love Me | 3564 |

MARKET #2
KZLA/Los Angeles
Entom (62) 649-8000
Cruz/Campus
12c Cumc 625,100

PLAYS

| W/TW | ARTIST/TITLE | GI (000) |
|------|---------------------------------------|----------|
| 50 | 50 TOBY KETH/You Shouldn't | 20300 |
| 45 | 46 JESSICA ANDREWS/Who I Am | 18676 |
| 47 | 45 DOXIE CHICKS/Without You | 18270 |
| 42 | 42 JOHN M. MONTGOMERY/The Little Girl | 17052 |
| 42 | 42 BRAD PANSLEY/We Danced | 17052 |
| 40 | 41 KEITH URBAN/But For The Grace | 16244 |
| 40 | 46 LEE ANN WORMACK/Ashes By Now | 16240 |
| 48 | 33 SARAH EVANS/Born to Fly | 13398 |
| 30 | 33 LONESTAR/Tell Her | 13398 |
| 31 | 32 JAMIE O'NEAL/There Is No Arizona | 12992 |
| 31 | 31 JOE DEE MESSINA/Burn | 12586 |
| 31 | 30 LEE ANN WORMACK/Ashes By Now | 12180 |
| 31 | 28 DIAMOND RIO/One More Day | 11714 |
| 27 | 27 FAITH HILL/My Heart Had | 11714 |
| 27 | 27 TRAVIS TRITT/Best of Intentions | 10962 |
| 26 | 26 ANDY GRIGGS/You Made Me That Way | 10556 |
| 25 | 26 PHIL VASSAR/Just Another Day | 10556 |
| 23 | 23 TOBY KETH/How Do You Like | 10150 |
| 23 | 24 LONESTAR/Annoyed | 9744 |
| 24 | 24 RASCAL FLATTS/Prayer For Daylight | 9744 |
| 24 | 24 GARY ALLAN/Right Where I Am | 9744 |
| 25 | 24 CLAY WALKER/In The Chain Link | 9744 |
| 27 | 22 CLINT BLACK/When I Said I Do | 9326 |
| 24 | 21 GEORGE STRAIT/It's The Best Day | 8210 |
| 14 | 20 GARTH BROOKS/Wild Horses | 8120 |
| 24 | 20 JOHN M. MONTGOMERY/You're Gonna Be | 7714 |
| 19 | 18 GEORGE STRAIT/Don't Make Me | 7714 |
| 19 | 18 RASCAL FLATTS/This Everyday Love | 7714 |
| 19 | 17 BRAD PANSLEY/We Didn't Have to Be | 6902 |
| 10 | 17 DARRYL WORL/It's A Good Day to Run | 6902 |
| 9 | 16 JOE & THE MAIN/It's Boom | 6902 |
| 11 | 16 MARTINA MCGRIE/It's My Time | 6902 |
| 15 | 16 SHE DASY/Lucky 4 You | 6902 |
| 11 | 14 DWIGHT YOAKAM/What Do You Know | 6482 |
| 11 | 12 TIM MCGRAW/My Next Thirty Years | 4872 |
| 14 | 11 ANDY GRIGGS/You Made Me That Way | 4466 |
| 11 | 11 THE HEATHERLY/Wrong Like I Do | 4466 |
| 11 | 11 TRAVIS TRITT/It's A Great Day | 4466 |
| 11 | 11 VINCE GILL/Shoot Straight | 4466 |
| 3 | 11 TRICK PONY/Pour Me | 4466 |

MARKET #3
WUSN/Chicago
Infinity (61) 649-0099
Cruz/Biondo
12c Cumc 646,300

PLAYS

| W/TW | ARTIST/TITLE | GI (000) |
|------|--|----------|
| 37 | 35 LONESTAR/Tell Her | 13860 |
| 34 | 35 JAMIE O'NEAL/There Is No Arizona | 13860 |
| 35 | 35 DOXIE CHICKS/Without You | 13860 |
| 37 | 35 TRAVIS TRITT/Best of Intentions | 13860 |
| 33 | 33 KENNY CHESNEY/Lost in Love | 13068 |
| 34 | 32 SARAH EVANS/Born to Fly | 12572 |
| 34 | 31 TIM MCGRAW/My Next Thirty Years | 12276 |
| 28 | 30 KEITH URBAN/But For The Grace | 11880 |
| 27 | 29 MARTINA MCGRIE/It's My Time | 11484 |
| 25 | 27 RASCAL FLATTS/This Everyday Love | 10992 |
| 26 | 26 JESSICA ANDREWS/Who I Am | 10296 |
| 26 | 26 DIAMOND RIO/One More Day | 10296 |
| 21 | 24 PATTY LOVELESS/That's The Kind | 9594 |
| 18 | 22 ALABAMA/When It All Goes | 9108 |
| 18 | 22 SHE DASY/Lucky 4 You | 9108 |
| 22 | 22 GARTH BROOKS/Wild Horses | 9108 |
| 22 | 22 JOE DEE MESSINA/Burn | 8712 |
| 20 | 22 SOUTH SOUTHWEST/The Most | 8712 |
| 22 | 22 CLARK FAMILY/Almost Back | 8712 |
| 21 | 21 FAITH HILL/My Heart Had | 8316 |
| 21 | 21 TIM MCGRAW/Things Change | 8316 |
| 19 | 21 TRAVIS TRITT/It's A Great Day | 8316 |
| 26 | 21 LEE ANN WORMACK/Ashes By Now | 8316 |
| 8 | 18 DARRYL WORL/It's A Good Day to Run | 7126 |
| 10 | 18 PHIL VASSAR/Just Another Day | 7126 |
| 10 | 18 DWIGHT YOAKAM/What Do You Know | 7126 |
| 14 | 18 MARTINA MCGRIE/It's My Time | 5940 |
| 13 | 14 CHAD BROCK/Yes | 5544 |
| 13 | 14 REBA MCKENTRE/It's My Time | 5544 |
| 13 | 13 FAITH HILL/WALKER/In The Chain Link | 5148 |
| 13 | 13 JOE DEE MESSINA/Burn | 5148 |
| 12 | 13 ALAN JACKSON/Who's Your Memory | 5148 |
| 15 | 12 AARON TIPPINK/Yes | 5148 |
| 15 | 12 LEE ANN WORMACK/Ashes By Now | 5148 |
| 11 | 12 JOHN M. MONTGOMERY/The Little Girl | 4356 |
| 11 | 11 PHIL VASSAR/Just Another Day | 4356 |
| 11 | 11 LONESTAR/What About Now | 4356 |
| 3 | 11 TIM RUSH/OW/She Misses Him | 3960 |
| 3 | 11 TRICK PONY/Pour Me | 3960 |

MARKET #4
KYCT/San Francisco
Infinity (41) 591-5000
The Boss/Jordan/Ryan
12c Cumc 357,100

PLAYS

| W/TW | ARTIST/TITLE | GI (000) |
|------|---------------------------------------|----------|
| 48 | 47 LEE ANN WORMACK/Ashes By Now | 8310 |
| 37 | 46 ALABAMA/When It All Goes | 8142 |
| 36 | 46 SARAH EVANS/Born to Fly | 8142 |
| 46 | 46 LONESTAR/Tell Her | 7965 |
| 44 | 43 JOE DEE MESSINA/Burn | 7611 |
| 40 | 40 KENNY CHESNEY/Lost in Love | 6726 |
| 29 | 32 GARTH BROOKS/Wild Horses | 5664 |
| 28 | 32 TOBY KETH/You Shouldn't | 5664 |
| 31 | 31 JAMIE O'NEAL/There Is No Arizona | 5487 |
| 26 | 31 DIAMOND RIO/One More Day | 5487 |
| 26 | 31 FAITH HILL/My Heart Had | 5487 |
| 28 | 30 KEITH URBAN/But For The Grace | 5310 |
| 28 | 28 RASCAL FLATTS/This Everyday Love | 5133 |
| 44 | 28 DOXIE CHICKS/Without You | 5133 |
| 25 | 28 BILLY RAY CYRUS/Run Down | 4956 |
| 25 | 28 DARRYL WORL/It's A Good Day to Run | 4956 |
| 16 | 28 JESSICA ANDREWS/Who I Am | 4602 |
| 24 | 28 ALAN JACKSON/Who's Your Memory | 4475 |
| 28 | 24 CLARK FAMILY/Almost Back | 4248 |
| 16 | 22 GEORGE STRAIT/Don't Make Me | 3894 |
| 16 | 22 FAITH HILL/My Heart Had | 3717 |
| 21 | 21 DWIGHT YOAKAM/What Do You Know | 3717 |
| 20 | 20 TRICK PONY/Pour Me | 3540 |
| 30 | 18 TIM MCGRAW/My Next Thirty Years | 3363 |
| 18 | 18 TRAVIS TRITT/It's A Great Day | 3363 |
| 16 | 17 JOE DEE MESSINA/Burn | 2656 |
| 16 | 17 SHARNA TWAIN/Love Me | 2656 |
| 13 | 15 LONESTAR/What About Now | 2656 |
| 16 | 15 RASCAL FLATTS/Prayer For Daylight | 2656 |
| 11 | 15 GEORGE STRAIT/Go On | 2656 |
| 10 | 14 ALAN JACKSON/Who's Your Memory | 2478 |
| 10 | 14 LEE ANN WORMACK/Ashes By Now | 2478 |
| 12 | 14 LEE ANN WORMACK/Ashes By Now | 2478 |
| 10 | 13 STEVE HOLT/It's A Great Day | 2301 |
| 19 | 13 PHIL VASSAR/Just Another Day | 2301 |

MARKET #5
WXUT/Philadelphia
Beasley (61) 567-8000
McKay/Jack
12c Cumc 468,600

PLAYS

| W/TW | ARTIST/TITLE | GI (000) |
|------|---------------------------------------|----------|
| 38 | 37 LONESTAR/Tell Her | 11914 |
| 37 | 35 JAMIE O'NEAL/There Is No Arizona | 11270 |
| 33 | 33 GARTH BROOKS/Wild Horses | 11270 |
| 27 | 33 TOBY KETH/You Shouldn't | 11270 |
| 36 | 36 LEE ANN WORMACK/Ashes By Now | 11270 |
| 36 | 34 JOE DEE MESSINA/Burn | 10948 |
| 34 | 34 KEITH URBAN/But For The Grace | 10948 |
| 31 | 33 RASCAL FLATTS/This Everyday Love | 10286 |
| 21 | 24 DIAMOND RIO/One More Day | 7728 |
| 18 | 22 GEORGE STRAIT/Don't Make Me | 7084 |
| 16 | 22 JESSICA ANDREWS/Who I Am | 6762 |
| 31 | 22 DOXIE CHICKS/Without You | 6762 |
| 31 | 20 MARTINA MCGRIE/It's My Time | 6440 |
| 16 | 20 DARRYL WORL/It's A Good Day to Run | 6440 |
| 16 | 20 FAITH HILL/My Heart Had | 6118 |
| 20 | 20 WARRIN' BROTHERS/Move On | 6118 |
| 18 | 18 SHE DASY/Lucky 4 You | 5796 |
| 20 | 18 ALAN JACKSON/Who's Your Memory | 5796 |
| 16 | 18 CAROLYN DAWN JOHNSON/Georgia | 5796 |
| 16 | 17 ERIC HEATH/RY/Howers On The Wall | 5474 |
| 16 | 17 GARY ALLAN/Right Where I Am | 5152 |
| 14 | 14 ALABAMA/When It All Goes | 4508 |
| 14 | 14 VINCE GILL/Shoot Straight | 4508 |
| 13 | 14 SOUTH SOUTHWEST/The Most | 4508 |
| 17 | 13 TIM RUSH/OW/She Misses Him | 4186 |
| 17 | 13 PHIL VASSAR/Just Another Day | 4186 |
| 16 | 13 JESSICA ANDREWS/Who I Am | 3942 |
| 12 | 12 TOBY KETH/How Do You Like | 3864 |
| 12 | 12 TIM MCGRAW/My Next Thirty Years | 3864 |
| 13 | 12 KENNY CHESNEY/Lost in Love | 3864 |
| 8 | 11 CHAD BROCK/Yes | 3542 |
| 23 | 11 SARAH EVANS/Born to Fly | 3542 |
| 11 | 11 DWIGHT YOAKAM/What Do You Know | 3542 |
| 10 | 10 PATTY LOVELESS/That's The Kind | 3220 |
| 10 | 10 PHIL VASSAR/Carline | 3220 |
| 6 | 10 SHE DASY/Lucky 4 You | 3220 |
| 9 | 10 ALAN JACKSON/Who's Your Memory | 2998 |
| 9 | 10 RASCAL FLATTS/Prayer For Daylight | 2998 |
| 7 | 10 KENNY CHESNEY/Lost in Love | 2576 |
| 3 | 10 VINCE GILL/Feels Like Love | 2576 |
| 3 | 10 TRICK PONY/Pour Me | 2576 |

MARKET #6
KPLX/Dallas-Ft. Worth
Susquehanna (214) 526-2400
Philips/Rivers/Alan
12c Cumc 558,300

PLAYS

| W/TW | ARTIST/TITLE | GI (000) |
|------|---------------------------------------|----------|
| 52 | 52 MARK MCGRAW/My Next Thirty Years | 19916 |
| 53 | 51 JESSICA ANDREWS/Who I Am | 19033 |
| 48 | 48 LONESTAR/Tell Her | 18008 |
| 46 | 47 GARY ALLAN/Right Where I Am | 18001 |
| 46 | 46 JAMIE O'NEAL/There Is No Arizona | 17618 |
| 35 | 45 GARTH BROOKS/Wild Horses | 17235 |
| 48 | 46 TRAVIS TRITT/It's A Great Day | 17235 |
| 43 | 43 DARRYL WORL/It's A Good Day to Run | 16969 |
| 41 | 38 CHRIS CAGLE/Land | 16239 |
| 36 | 33 TIM MCGRAW/My Next Thirty Years | 12256 |
| 30 | 32 DOXIE CHICKS/Without You | 12256 |
| 29 | 31 KENNY CHESNEY/Lost in Love | 11873 |
| 31 | 29 FAITH HILL/My Heart Had | 11873 |
| 31 | 29 LEE ANN WORMACK/Ashes By Now | 11107 |
| 41 | 25 BRAD PANSLEY/We Danced | 9575 |
| 28 | 23 TYLER ENGLAND/Drove Her To | 8809 |
| 24 | 21 PAT GREENE/Take Me Out to the | 8043 |
| 19 | 18 PHIL VASSAR/Just Another Day | 7564 |
| 16 | 18 CHRIS CAGLE/Land | 7277 |
| 11 | 19 SARAH EVANS/Born to Fly | 7277 |
| 10 | 19 TRAVIS TRITT/Best of Intentions | 7277 |
| 23 | 17 GEORGE STRAIT/Don't Make Me | 6511 |
| 25 | 21 TRAVIS TRITT/It's A Great Day | 6111 |
| 13 | 18 LONESTAR/What About Now | 6111 |
| 15 | 18 TOBY KETH/How Do You Like | 6111 |
| 21 | 18 TIM MCGRAW/My Next Thirty Years | 6111 |
| 9 | 20 FAITH HILL/My Heart Had | 5820 |
| 19 | 20 TRICK PONY/Pour Me | 5820 |
| 20 | 18 WARRIN' BROTHERS/Move On | 5820 |
| 18 | 18 ALAN JACKSON/Who's Your Memory | 5820 |
| 6 | 18 CHRIS CAGLE/Land | 5238 |
| 17 | 18 BRAD PANSLEY/We Danced | 5238 |
| 26 | 17 DWIGHT YOAKAM/What Do You Know | 4942 |
| 14 | 18 ANDY GRIGGS/You Made Me That Way | 4942 |
| 21 | 18 TRAVIS TRITT/Best of Intentions | 4942 |
| 13 | 18 LONESTAR/What About Now | 4656 |
| 9 | 16 JOE DEE MESSINA/Burn | 4074 |
| 16 | 14 GARTH BROOKS/Wild Horses | 4074 |
| 14 | 14 BILLY RAY CYRUS/Run Down | 4074 |
| 14 | 14 ALABAMA/When It All Goes | 3783 |
| 15 | 14 SARAH EVANS/Born to Fly | 3783 |
| 15 | 14 JOHN M. MONTGOMERY/The Little Girl | 3492 |
| 12 | 11 KENNY CHESNEY/Lost in Love | 3201 |
| 11 | 11 SHE DASY/Lucky 4 You | 3201 |
| 8 | 11 HAL KEITH/She Is | 3201 |
| 8 | 11 DOXIE CHICKS/Without You | 2910 |
| 6 | 10 ALAN JACKSON/Who's Your Memory | 2910 |
| 7 | 10 LONESTAR/What About Now | 2910 |
| 7 | 10 TRACE ADKINS/I'm Gonna Love | 2619 |
| 7 | 10 BROOKS & DUNN/You'll Always Be | 2619 |
| 8 | 10 MONTGOMERY GENT/It's Only One Gone | 2619 |

MARKET #7
WYCD/Detroit
Infinity (248) 799-0600
Redman/Chairman
12c Cumc 431,800

PLAYS

| W/TW | ARTIST/TITLE | GI (000) |
|------|---------------------------------------|----------|
| 34 | 30 TIM MCGRAW/My Next Thirty Years | 8496 |
| 37 | 30 DOXIE CHICKS/Without You | 8260 |
| 37 | 30 KEITH URBAN/But For The Grace | 7316 |
| 31 | 30 TRAVIS TRITT/Best of Intentions | 7080 |
| 30 | 30 LONESTAR/What About Now | 6844 |
| 33 | 30 JOE DEE MESSINA/Burn | 6644 |
| 27 | 29 JOHN M. MONTGOMERY/The Little Girl | 6844 |
| 33 | 29 PHIL VASSAR/Just Another Day | 6844 |
| 30 | 29 BROOKS & DUNN/You'll Always Be | 6128 |
| 25 | 28 SARAH EVANS/Born to Fly | 5900 |
| 22 | 28 ALAN JACKSON/Who's Your Memory | 5900 |
| 23 | 28 BRAD PANSLEY/We Danced | 5900 |
| 24 | 24 KENNY CHESNEY/Lost in Love | 5664 |
| 21 | 22 GEORGE STRAIT/Go On | 5192 |
| 18 | 20 LONESTAR/Tell Her | 4420 |
| 18 | 20 FAITH HILL/My Heart Had | 4420 |
| 12 | 19 CLARK FAMILY/Almost Back | 4248 |
| 13 | 19 ALAN JACKSON/Who's Your Memory | 4248 |
| 13 | 19 SHE DASY/Lucky 4 You | 4248 |
| 13 | 19 TOBY KETH/You Shouldn't | 4248 |
| 15 | 18 LEE ANN WORMACK/Ashes By Now | 3540 |
| 14 | 18 ALABAMA/When It All Goes | 3540 |
| 15 | 14 JOE DEE MESSINA/Burn | 3540 |
| 14 | 14 RASCAL FLATTS/This Everyday Love | 3068 |
| 13 | 13 REBA MCKENTRE/It's My Time | 3068 |
| 13 | 13 JAMIE O'NEAL/There Is No Arizona | 3068 |
| 13 | 13 JESSICA ANDREWS/Who I Am | 2832 |
| 11 | 12 MARTINA MCGRIE/It's My Time | 2832 |
| 7 | 11 TIM MCGRAW/My Next Thirty Years | 2596 |
| 7 | 11 JOHN M. MONTGOMERY/The Little Girl | 2596 |
| 10 | 10 DOXIE CHICKS/Without You | 2389 |
| 8 | 10 KENNY CHESNEY/Lost in Love | 2124 |
| 7 | 9 ALABAMA/When It All Goes | 2124 |
| 7 | 9 TIM MCGRAW/My Next Thirty Years | 2124 |
| 7 | 9 LEE ANN WORMACK/Ashes By Now | 2124 |
| 7 | 9 SHE DASY/Lucky 4 You | 2124 |
| 7 | 9 TRAVIS TRITT/It's A Great Day | 2124 |
| 7 | 9 DWIGHT YOAKAM/What Do You Know | 2124 |

MARKET #8
WKLB/Boston
Greater Media (617) 822-9600
Brophy/Ross
12c Cumc 364,900

PLAYS

| W/TW | ARTIST/TITLE | GI (000) |
|------|-------------------------------------|----------|
| 36 | 30 LONESTAR/Tell Her | 11400 |
| 39 | 30 JOE DEE MESSINA/Burn | 10800 |
| 35 | 30 JAMIE O'NEAL/There Is No Arizona | 10800 |
| 29 | 34 LEE ANN WORMACK/Ashes By Now | 10200 |
| 30 | 32 RASCAL FLATTS/This Everyday Love | 9600 |
| 24 | 31 DOXIE CHICKS/Without You | 9300 |
| 26 | 29 TOBY KETH/You Shouldn't | 8700 |

Country Playlists

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

WKIS/Miami
Beasley
(954) 431-6200
McGoy/Varis
12+ Cumc 340,900

PLAYS

| PLAYS | ARTIST/TITLE | GI (800) |
|-------|------------------------------------|----------|
| 37 | SAHA EVANS/Born To Fly | 8917 |
| 33 | LEE ANN WOMACK/Ashe's By Now | 8678 |
| 35 | LORESTAR/Tell Her | 8435 |
| 33 | JO DEE MESSINA/Burn | 8435 |
| 34 | TOBY KEITH/You Shouldn't | 8194 |
| 33 | TIM MCGRAW/My Next Thirty Years | 7953 |
| 32 | KENNY CHESEBURY/Just Another Day | 7712 |
| 18 | CLARK HILL/My Heart Had | 6748 |
| 28 | KEITH URBAN/But For The Grace | 6748 |
| 24 | ALAN JACKSON/My Memory | 5784 |
| 39 | BRAD PASLEY/We Danced | 4579 |
| 16 | PHIL VASSAR/Just Another Day | 4338 |
| 18 | CLARK HILL/My Heart Had | 4338 |
| 17 | ALAN JACKSON/My Memory | 4097 |
| 17 | SHE DASYLY/Just Another Day | 4097 |
| 17 | DOXIE CHICKS/Without You | 4097 |
| 17 | ANDY GRIGGS/You Made Me That Way | 4097 |
| 16 | DARRYL WORLEY/Good Day To Run | 3856 |
| 16 | CHAD BROCK/Yes! | 3856 |
| 16 | GARTH BROOKS/Wild Horses | 3856 |
| 16 | LORESTAR/Tell Her | 3856 |
| 16 | GEORGE STRAIT/Don't Make Me | 3856 |
| 16 | BILLY RAY Cyrus/When It All Goes | 3856 |
| 15 | JOHN M. MONTGOMERY/The Little Girl | 3615 |
| 20 | DIAMOND RIO/One More Day | 3374 |
| 14 | TIM RUSHLOW/She Misses Him | 3374 |
| 14 | TRAVIS TRITT/Best Of Intentions | 3374 |
| 13 | LEE ANN WOMACK/Ashe's By Now | 3374 |
| 13 | DWIGHT YODAN/When It All Goes | 3133 |
| 12 | JO DEE MESSINA/That's The Way | 2897 |
| 12 | JESSICA ANDREW/Who I Am | 2897 |
| 12 | WARREN BROTHERS/Move On | 2897 |
| 11 | WARREN BROTHERS/Move On | 2651 |
| 8 | SHE DASYLY/Just Another Day | 2410 |
| 10 | GEORGE STRAIT/Go On | 2410 |
| 10 | VINCE GILL/Feels Like Love | 2169 |
| 9 | FAITH HILL/My Heart Had | 2169 |

KMPX/Seattle-Tacoma
Infinity
(206) 805-0941
Bremer/Thomas
12+ Cumc 390,300

PLAYS

| PLAYS | ARTIST/TITLE | GI (800) |
|-------|------------------------------------|----------|
| 38 | LORESTAR/Tell Her | 9945 |
| 36 | TIM MCGRAW/My Next Thirty Years | 9945 |
| 37 | JO DEE MESSINA/Burn | 9690 |
| 31 | JAMIE O'NEAL/There's No Arizona | 9690 |
| 31 | JESSICA ANDREW/Who I Am | 9435 |
| 37 | LEE ANN WOMACK/Ashe's By Now | 9435 |
| 36 | GARTH BROOKS/Wild Horses | 9130 |
| 35 | DOXIE CHICKS/Without You | 8959 |
| 37 | TOBY KEITH/You Shouldn't | 8925 |
| 25 | DIAMOND RIO/One More Day | 6120 |
| 23 | FAITH HILL/My Heart Had | 6120 |
| 19 | TIM RUSHLOW/She Misses Him | 6120 |
| 25 | KEITH URBAN/But For The Grace | 5862 |
| 22 | ALABAMA/When It All Goes | 5610 |
| 22 | GEORGE STRAIT/Don't Make Me | 4840 |
| 22 | RASCAL FLATTS/This Everyday Love | 4840 |
| 24 | SARA EVANS/Born To Fly | 4085 |
| 24 | PHIL VASSAR/Just Another Day | 3060 |
| 16 | MARTHA MCBRIDE/It's My Time | 3829 |
| 15 | TRAVIS TRITT/Best Of Intentions | 3829 |
| 13 | REBA MCKENZIE/It Be | 3015 |
| 3 | TRICK PONY/Pour Me | 3015 |
| 3 | PHIL VASSAR/Just Another Day | 3015 |
| 12 | AARON TIPPIN/Kiss This | 3060 |
| 10 | CHAD BROCK/Yes! | 2805 |
| 11 | KEVIN CHESEBURY/Don't Happen Twice | 2805 |
| 11 | BILLY RAY Cyrus/When It All Goes | 2805 |
| 11 | RICHIE/Seven Bridges Road | 2805 |
| 11 | KENNY CHESEBURY/Just Another Day | 2805 |
| 9 | FAITH HILL/My Heart Had | 2805 |
| 10 | JOHN M. MONTGOMERY/The Little Girl | 2550 |
| 14 | AARON TIPPIN/Kiss This | 2550 |
| 12 | TRAVIS TRITT/Best Of Intentions | 2550 |
| 10 | JOHN M. MONTGOMERY/The Little Girl | 2240 |
| 11 | LEE ANN WOMACK/Ashe's By Now | 2240 |
| 5 | JOHN M. MONTGOMERY/The Little Girl | 2169 |

KMLE/Phoenix
Clear Channel
(602) 264-0108
Garrison/Loss
12+ Cumc 302,800

PLAYS

| PLAYS | ARTIST/TITLE | GI (800) |
|-------|-------------------------------------|----------|
| 54 | JESSICA ANDREW/Who I Am | 8380 |
| 57 | SAHA EVANS/Born To Fly | 8474 |
| 53 | TIM MCGRAW/My Next Thirty Years | 7566 |
| 53 | DIAMOND RIO/One More Day | 6074 |
| 33 | JESSICA ANDREW/Who I Am | 5148 |
| 34 | PHIL VASSAR/Just Another Day | 5616 |
| 34 | FAITH HILL/My Heart Had | 5616 |
| 34 | GEORGE STRAIT/Don't Make Me | 5616 |
| 11 | LORESTAR/Tell Her | 5304 |
| 31 | SARA EVANS/Born To Fly | 5304 |
| 33 | TIM RUSHLOW/She Misses Him | 5148 |
| 33 | KEITH URBAN/But For The Grace | 5148 |
| 33 | JO DEE MESSINA/Burn | 4922 |
| 25 | ALABAMA/When It All Goes | 4680 |
| 30 | KEVIN CHESEBURY/Don't Happen Twice | 4368 |
| 29 | LEE ANN WOMACK/Ashe's By Now | 4368 |
| 33 | KENNY CHESEBURY/Just Another Day | 4728 |
| 27 | DOXIE CHICKS/Without You | 4728 |
| 27 | GARTH BROOKS/Wild Horses | 4728 |
| 30 | BILLY RAY Cyrus/When It All Goes | 4056 |
| 30 | SHE DASYLY/Just Another Day | 4056 |
| 27 | LEANN RIME/Just Another Day | 3900 |
| 27 | TIM MCGRAW/My Next Thirty Years | 3744 |
| 27 | TOBY KEITH/You Shouldn't | 3744 |
| 23 | CHAD BROCK/Yes! | 3588 |
| 25 | RASCAL FLATTS/This Everyday Love | 3588 |
| 27 | AARON TIPPIN/Kiss This | 3588 |
| 27 | DOXIE CHICKS/Without You | 3432 |
| 19 | FAITH HILL/My Heart Had | 3432 |
| 20 | SHE DASYLY/Just Another Day | 3432 |
| 20 | SHANIA TWAIN/It's Hard On To | 3432 |
| 19 | ALAN JACKSON/My Memory | 3432 |
| 20 | STEVE WARREN/It's Always Been There | 3432 |
| 20 | TRAVIS TRITT/Best Of Intentions | 3432 |
| 18 | FAITH HILL/My Heart Had | 2496 |
| 9 | JO DEE MESSINA/Burn | 2496 |
| 14 | LORESTAR/Tell Her | 2496 |
| 14 | LEE ANN WOMACK/Ashe's By Now | 2496 |
| 15 | JOHN M. MONTGOMERY/The Little Girl | 2340 |
| 15 | KEITH URBAN/But For The Grace | 2340 |
| 15 | FAITH HILL/My Heart Had | 2340 |

KNIK/Phoenix
Clear Channel
(480) 966-6236
Kung/Foster
12+ Cumc 342,200

PLAYS

| PLAYS | ARTIST/TITLE | GI (800) |
|-------|-------------------------------------|----------|
| 45 | SAHA EVANS/Born To Fly | 9259 |
| 47 | TIM MCGRAW/My Next Thirty Years | 8965 |
| 41 | SAHA EVANS/Born To Fly | 8667 |
| 44 | DIAMOND RIO/One More Day | 8471 |
| 43 | KENNY CHESEBURY/Just Another Day | 8471 |
| 41 | DOXIE CHICKS/Without You | 8471 |
| 44 | TOBY KEITH/You Shouldn't | 7880 |
| 40 | JO DEE MESSINA/Burn | 7683 |
| 38 | KEITH URBAN/But For The Grace | 7486 |
| 37 | JAMIE O'NEAL/There's No Arizona | 7289 |
| 43 | RASCAL FLATTS/This Everyday Love | 7092 |
| 47 | FAITH HILL/My Heart Had | 7092 |
| 33 | PHIL VASSAR/Just Another Day | 6895 |
| 35 | LEE ANN WOMACK/Ashe's By Now | 6895 |
| 33 | GARTH BROOKS/Wild Horses | 6698 |
| 33 | SHE DASYLY/Just Another Day | 6501 |
| 29 | JOHN M. MONTGOMERY/The Little Girl | 5122 |
| 29 | LORESTAR/Tell Her | 4925 |
| 27 | DARRYL WORLEY/Good Day To Run | 4728 |
| 27 | JESSICA ANDREW/Who I Am | 4728 |
| 24 | KEITH URBAN/But For The Grace | 4728 |
| 20 | CLAY WALKER/It's Always Been There | 4531 |
| 23 | BRAD PASLEY/We Danced | 4531 |
| 29 | PHIL VASSAR/Just Another Day | 4334 |
| 22 | CAROLYN DAWSON/Georgia | 4334 |
| 21 | TIM RUSHLOW/She Misses Him | 4334 |
| 26 | TRAVIS TRITT/Best Of Intentions | 4137 |
| 21 | STEVE WARREN/It's Always Been There | 4137 |
| 19 | LORESTAR/Tell Her | 3743 |
| 19 | BRAD PASLEY/We Danced | 3646 |
| 18 | SHANIA TWAIN/It's Hard On To | 3546 |
| 19 | LORESTAR/Tell Her | 3546 |
| 17 | JO DEE MESSINA/Burn | 3349 |
| 17 | GEORGE STRAIT/Go On | 3349 |
| 17 | TRAVIS TRITT/Best Of Intentions | 3349 |
| 16 | TOBY KEITH/You Shouldn't | 3152 |
| 19 | LORESTAR/Tell Her | 3152 |
| 19 | LEE ANN WOMACK/Ashe's By Now | 3152 |
| 18 | ALABAMA/When It All Goes | 2955 |
| 3 | TRAVIS TRITT/Best Of Intentions | 2955 |

KSON/San Diego
Jefferson-Pilot
(619) 291-9977
Dimick/Frey
12+ Cumc 241,400

PLAYS

| PLAYS | ARTIST/TITLE | GI (800) |
|-------|-------------------------------------|----------|
| 41 | SAHA EVANS/Born To Fly | 5917 |
| 31 | LORESTAR/Tell Her | 4935 |
| 34 | AARON TIPPIN/Kiss This | 4512 |
| 34 | TIM MCGRAW/My Next Thirty Years | 4794 |
| 34 | JO DEE MESSINA/Burn | 4794 |
| 27 | JAMIE O'NEAL/There's No Arizona | 4794 |
| 29 | TIM RUSHLOW/She Misses Him | 4653 |
| 32 | LEE ANN WOMACK/Ashe's By Now | 4512 |
| 32 | TRAVIS TRITT/Best Of Intentions | 4512 |
| 36 | RASCAL FLATTS/This Everyday Love | 4512 |
| 37 | LEE ANN WOMACK/Ashe's By Now | 4512 |
| 26 | LEE ANN WOMACK/Ashe's By Now | 4512 |
| 32 | LEE ANN WOMACK/Ashe's By Now | 4512 |
| 31 | KEITH URBAN/But For The Grace | 4230 |
| 32 | RASCAL FLATTS/This Everyday Love | 4230 |
| 29 | JOHN M. MONTGOMERY/The Little Girl | 4089 |
| 27 | DIAMOND RIO/One More Day | 3948 |
| 33 | DOXIE CHICKS/Without You | 3948 |
| 25 | ALABAMA/When It All Goes | 3525 |
| 23 | FAITH HILL/My Heart Had | 3243 |
| 23 | PHIL VASSAR/Just Another Day | 3243 |
| 22 | BILLY RAY Cyrus/When It All Goes | 3107 |
| 21 | JESSICA ANDREW/Who I Am | 2820 |
| 19 | ANDY GRIGGS/You Made Me That Way | 2820 |
| 18 | TOBY KEITH/You Shouldn't | 2820 |
| 20 | BRAD PASLEY/We Danced | 2820 |
| 19 | CHAD BROCK/Yes! | 2679 |
| 19 | FAITH HILL/My Heart Had | 2679 |
| 19 | SHE DASYLY/Just Another Day | 2679 |
| 19 | TRICK PONY/Pour Me | 2679 |
| 20 | WARREN BROTHERS/Move On | 2679 |
| 19 | DARRYL WORLEY/Good Day To Run | 2679 |
| 19 | MARTHA MCBRIDE/It's My Time | 2679 |
| 18 | CLAY WALKER/It's Always Been There | 2538 |
| 17 | DOXIE CHICKS/Without You | 2397 |
| 5 | LORESTAR/Tell Her | 2256 |
| 15 | CAROLYN DAWSON/Georgia | 2115 |
| 12 | ERIC HEATH/Right Where I'm Needed | 1833 |
| 11 | SONS OF THE DESERT/What I Did Right | 1561 |

KEYE/Minneapolis
Clear Channel
(612) 320-4200
Svedberg/Moon
12+ Cumc 398,800

PLAYS

| PLAYS | ARTIST/TITLE | GI (800) |
|-------|------------------------------------|----------|
| 37 | SAHA EVANS/Born To Fly | 10537 |
| 40 | RASCAL FLATTS/This Everyday Love | 10280 |
| 40 | JO DEE MESSINA/Burn | 10023 |
| 41 | JAMIE O'NEAL/There's No Arizona | 10023 |
| 39 | DARRYL WORLEY/Good Day To Run | 10023 |
| 39 | DIAMOND RIO/One More Day | 10023 |
| 38 | KEITH URBAN/But For The Grace | 10023 |
| 38 | LEE ANN WOMACK/Ashe's By Now | 10023 |
| 24 | JESSICA ANDREW/Who I Am | 9509 |
| 29 | TIM MCGRAW/My Next Thirty Years | 7453 |
| 27 | FAITH HILL/My Heart Had | 6939 |
| 27 | KENNY CHESEBURY/Just Another Day | 6939 |
| 26 | TRICK PONY/Pour Me | 6682 |
| 26 | CAROLYN DAWSON/Georgia | 6682 |
| 26 | PASLEY & WHITNEY/Hand To Hand | 6682 |
| 26 | TIM RUSHLOW/She Misses Him | 6682 |
| 26 | TRAVIS TRITT/Best Of Intentions | 6682 |
| 25 | GARTH BROOKS/Wild Horses | 6425 |
| 23 | PHIL VASSAR/Just Another Day | 6425 |
| 23 | TIM MCGRAW/My Next Thirty Years | 5911 |
| 23 | SHE DASYLY/Just Another Day | 5654 |
| 22 | WARREN BROTHERS/Move On | 5597 |
| 21 | PAM TILLIS/Please | 5397 |
| 20 | DOXIE CHICKS/Without You | 5140 |
| 20 | SARA EVANS/Born To Fly | 5140 |
| 19 | ANDY GRIGGS/You Made Me That Way | 5140 |
| 19 | GEORGE STRAIT/Don't Make Me | 5140 |
| 18 | JOHN M. MONTGOMERY/The Little Girl | 4883 |
| 18 | KENNY CHESEBURY/Don't Happen Twice | 4883 |
| 19 | MARTHA MCBRIDE/It's My Time | 4883 |
| 18 | KEITH URBAN/But For The Grace | 4883 |
| 18 | ANDY GRIGGS/You Made Me That Way | 4883 |
| 17 | ERIC HEATH/Right Where I'm Needed | 4883 |
| 18 | RASCAL FLATTS/This Everyday Love | 4883 |
| 17 | ALABAMA/When It All Goes | 4369 |
| 16 | MARTHA MCBRIDE/It's My Time | 4369 |
| 16 | GNO RIBBER/It's Heavy Metal | 4112 |
| 16 | TYLER ENGLAND/Drive Her | 4112 |
| 16 | AARON TIPPIN/Kiss This | 3998 |

WIL/St. Louis
Bonneville
(314) 781-9600
Schell/Montana
12+ Cumc 356,300

PLAYS

| PLAYS | ARTIST/TITLE | GI (800) |
|-------|------------------------------------|----------|
| 44 | JO DEE MESSINA/Burn | 11376 |
| 46 | JAMIE O'NEAL/There's No Arizona | 11139 |
| 43 | KEITH URBAN/But For The Grace | 10921 |
| 38 | DIAMOND RIO/One More Day | 8295 |
| 35 | TOBY KEITH/You Shouldn't | 8295 |
| 45 | LORESTAR/Tell Her | 8056 |
| 44 | LEE ANN WOMACK/Ashe's By Now | 8056 |
| 31 | JESSICA ANDREW/Who I Am | 7847 |
| 39 | TIM MCGRAW/My Next Thirty Years | 6827 |
| 28 | GARTH BROOKS/Wild Horses | 6162 |
| 29 | DOXIE CHICKS/Without You | 5682 |
| 19 | SHE DASYLY/Just Another Day | 5028 |
| 19 | DARRYL WORLEY/Good Day To Run | 5481 |
| 43 | SARA EVANS/Born To Fly | 5481 |
| 27 | PHIL VASSAR/Just Another Day | 5214 |
| 21 | CHAD BROCK/Yes! | 4977 |
| 26 | KENNY CHESEBURY/Just Another Day | 4977 |
| 21 | RASCAL FLATTS/This Everyday Love | 4740 |
| 21 | CLAY WALKER/It's Always Been There | 4740 |
| 23 | ALAN JACKSON/My Memory | 4740 |
| 23 | SHE DASYLY/Just Another Day | 4740 |
| 21 | TRAVIS TRITT/Best Of Intentions | 4503 |
| 23 | ALABAMA/When It All Goes | 4503 |
| 10 | TOBY KEITH/You Shouldn't | 3928 |
| 10 | JOHN M. MONTGOMERY/The Little Girl | 3928 |
| 19 | AARON TIPPIN/Kiss This | 4266 |
| 17 | LORESTAR/Tell Her | 4266 |
| 16 | GEORGE STRAIT/Don't Make Me | 4266 |
| 17 | MARTHA MCBRIDE/It's My Time | 4029 |
| 17 | RASCAL FLATTS/This Everyday Love | 4029 |
| 17 | JO DEE MESSINA/Burn | 4029 |
| 17 | ANDY GRIGGS/You Made Me That Way | 4029 |
| 17 | ERIC HEATH/Right Where I'm Needed | 4029 |
| 18 | RASCAL FLATTS/This Everyday Love | 3558 |
| 18 | CLARK FAMILY/It's My Time | 3558 |
| 8 | TRAVIS TRITT/Best Of Intentions | 3081 |
| 8 | GARTH BROOKS/Wild Horses | 3081 |
| 8 | FAITH HILL/My Heart Had | 2370 |
| 10 | TRICK PONY/Pour Me | 2370 |
| 10 | ALAN JACKSON/My Memory | 2370 |

WPOC/Baltimore
Clear Channel
(410) 366-3693
Lindemulder/Box
12+ Cumc 375,800

PLAYS

| PLAYS | ARTIST/TITLE | GI (800) |
|-------|------------------------------------|----------|
| 41 | SAHA EVANS/Born To Fly | 10009 |
| 42 | KENNY CHESEBURY/Just Another Day | 9711 |
| 47 | LORESTAR/Tell Her | 9171 |
| 47 | DOXIE CHICKS/Without You | 9171 |
| 43 | JAMIE O'NEAL/There's No Arizona | 8654 |
| 33 | PHIL VASSAR/Just Another Day | 8217 |
| 33 | BRAD PASLEY/We Danced | 7719 |
| 31 | TOBY KEITH/You Shouldn't | 7719 |
| 31 | JO DEE MESSINA/Burn | 7719 |
| 27 | DARRYL WORLEY/Good Day To Run | 6474 |
| 22 | DIAMOND RIO/One More Day | 6474 |
| 22 | FAITH HILL/My Heart Had | 7221 |
| 35 | LEE ANN WOMACK/Ashe's By Now | 6972 |
| 23 | KEITH URBAN/But For The Grace | 6474 |
| 26 | RASCAL FLATTS/This Everyday Love | 6474 |
| 27 | DARRYL WORLEY/Good Day To Run | 6474 |
| 22 | DIAMOND RIO/One More Day | 5478 |
| 21 | GARTH BROOKS/Wild Horses | 4733 |
| 17 | SHE DASYLY/Just Another Day | 4733 |
| 17 | TRAVIS TRITT/Best Of Intentions | 3735 |
| 22 | ALABAMA/When It All Goes | 3735 |
| 8 | LEE ANN WOMACK/Ashe's By Now | 3237 |
| 15 | JOE DIFFER'S Always | 3237 |
| 12 | ANDY GRIGGS/You Made Me That Way | 3928 |
| 9 | LORESTAR/Tell Her | 2986 |
| 11 | LORESTAR/Tell Her | 2739 |
| 11 | BRICKS & BURN/You're Always Be | 2739 |
| 11 | GEORGE STRAIT/Don't Make Me | 2739 |
| 15 | VINCE GILL/Feels Like Love | 2739 |
| 10 | LORESTAR/Tell Her | 2490 |
| 18 | LORESTAR/Tell Her | 2490 |
| 10 | JOHN M. MONTGOMERY/The Little Girl | 2490 |
| 9 | ALAN JACKSON/My Memory | 2241 |
| 9 | LEANN RIME/Just Another Day | 1997 |
| 6 | TIM MCGRAW/My Next Thirty Years | 1743 |
| 6 | RASCAL FLATTS/This Everyday Love | 1743 |
| 9 | AARON TIPPIN/Kiss This | 1743 |
| 6 | TIM RUSHLOW/She Misses Him | 1494 |

WOYK/Tampa
Infinity
(813) 281-0995
Martin/Roberts
12+ Cumc 348,900

PLAYS

| PLAYS | ARTIST/TITLE | GI (800) |
|-------|----------------------------------|----------|
| 37 | DOXIE CHICKS/Without You | 6680 |
| 37 | TIM MCGRAW/My Next Thirty Years | 6700 |
| 34 | LORESTAR/Tell Her | 7250 |
| 34 | KENNY CHESEBURY/Just Another Day | 6750 |
| 39 | JO DEE MESSINA/Burn | 6750 |
| 39 | PHIL VASSAR/Just Another Day | 6750 |
| 28 | PHIL VASSAR/Just Another Day | 6300 |
| 26 | PATTY LOVELESS/That's The Kind | 5850 |
| 35 | TRAVIS TRITT/Best Of Intentions | 5625 |
| 35 | KEITH URBAN/But For The Grace | 5625 |
| 30 | BROOKS & DUNN/You're Always Be | 4032 |

Country Song Index

A

ALABAMA When It All Goes South (*RCA*)

Prod: Don Cook, Alabama Wr: John Jarvis, Rick Carnes, Janis Carnes Pub: Sony/ATV Music and Songs Of Peer Music (ASCAP)

GARY ALLAN Right Where I Need To Be (*MCA*)

Prod: Tony Brown, Mark Wright Wr: Casey Beathard, Kendall Marvell Pub: ACUFF-Rose Music, Inc./601 Broadway Music (BMI)

JESSICA ANDREWS Who I Am (*DreamWorks*)

Prod: Byron Gallimore Wr: Brett James, Troy Verges Pub: Sony/ATV Songs LLC dba Tree Publishing Co./Songs Of Teracel (BMI) Songs Of Universal Inc., BMI

B

GARTH BROOKS Wild Horses (*Capitol*)

Prod: Allen Reynolds Wr: Bill Shore, David Wills Pub: Warner-Tamerlane (ASCAP)/WB Music Corp. (ASCAP)/Cash Crop Music (ASCAP)

C

KENNY CHESNEY I Lost It (*BNA*)

Prod: Buddy Cannon, Norro Wilson Wr: Neil Thrasher, Jimmy Olander Pub: Major Bob Music Company Inc. (ASCAP) Warner-Tamerlane Publishing Corp./Taxicaster Music (BMI)

CLARK FAMILY EXPERIENCE (Meanwhile) Back... (*Curb*)

Prod: Byron Gallimore, Tim McGraw Wr: Gordon Kennedy, Wayne Kirk Patrick Pub: Universal-PolyGram International Publishing, Inc./Sondance Kid Music (ASCAP) All rights on behalf of Sondance Kid Music controlled and admin. by Universal-PolyGram International Publishing, Inc./Warner-Tamerlane Publishing Corp. (BMI)/Sell The Cow Music (BMI) All rights admin. by Warner-Tamerlane Publishing Corp.

NEAL COTY Legacy (*Mercury*)

Prod: John Keiton Wr: Neal Coty, Randy VanWarmer Pub: Murrh Music Corp./Neal Coty Music (BMI); Caribbean Stud Music, a division of Big Picture Entertainment LLC/Suzabelle Music (ASCAP)

BILLY RAY CYRUS Burn Down The Trailer Park (*Monument*)

Prod: Dann Huff Wr: Paul Thorn, Billy Maddox, Pat MacDonald Pub: YOMAN Music (admin. by Illegal Songs Inc.)/Mambadadi Music/IRS Music (BMI)

D

CLAY DAVIDSON Sometimes (*Virgin*)

Prod: Scott Hendricks, Jude Cole Wr: Clay Davidson, Kenny Beard, Casey Beathard Pub: Steel Wheels Music/CLMAT Publishing (BMI) All rights administered by Steel Wheels Music/Milene Music, Inc./Loggy Bayou Music Inc. (ASCAP)/Acuff-Rose Music Inc. (BMI)

DIXIE CHICKS Without You (*Monument*)

Prod: Blake Chancey, Paul Worley Wr: Natalie Maines, Eric Silver Pub: Scrapin' Toast Music (ASCAP) admin. by Bug Music/EMI April Music Inc. (ASCAP)/703 Music (ASCAP)

MARSHALL DYLLON Live It Up (*DreamCatcher*)

Prod: Robert Byrne, Phil Vassar, Jim Mazza Wr: Robert Byrne, Phil Vassar Pub: EMI Blackwood Music Inc./Artbyrne Music (BMI) and EMI April Music Inc./Phil Vassar Music (ASCAP)

E

MEREDITH EDWARDS A Rose Is A Rose (*Mercury*)

Prod: Keith Stegall Wr: Deanna Bryant, Dave Berg, Sunny Russ Pub: WB Music Corp. (ASCAP); Warner-Tamerlane Publishing Corp.; Missoula Music (BMI)

TYLER ENGLAND I Drove Her To Dallas (*Capitol*)

Prod: Garth Brooks Wr: Tony Martin, Mark Narmore Pub: Starstruck Angel Music Inc./BMI/Mitchelltown Music, BMI/Hamstein Cumberland Music, BMI/Baby Mae Music (BMI)

SARA EVANS Born To Fly (*RCA*)

Prod: Paul Worley Wr: Sara Evans, Marcus Hummon, Darrell Scott Pub: Chuck Wagon Gourmet Music/Famous Music Corporation (ASCAP)

G

VINCE GILL Shoot Straight From Your Heart (*MCA*)

Prod: Tony Brown Wr: Vince Gill Pub: Vinny May Music (BMI)

G

BILLY GILMAN Oklahoma (*Epic*)

Prod: David Malloy, Blake Chancey Wr: D. Vincent Williams, John Allen Pub: WB Music Corp. (ASCAP) Richard and Kastle Music (ASCAP)

ANDY GRIGGS You Made Me That Way (*RCA*)

Prod: David Malloy, Gary Smith Wr: David Malloy, Gary Burr Pub: Starstruck Angel Music, Inc./Malloy's Toys Music (BMI)/MCA Music Publishing, a division of Universal Studios, Inc./Gary Burr Music, Inc. (ASCAP)

H

ERIC HEATHERLY Wrong Five O' Clock (*Mercury*)

Prod: Keith Stegall Wr: Eric Heatherly, Richard E. Carpenter Pub: Still Working For The Woman Music, Inc./Psychobilly Music; RC Moon Pie Music, admin. by MRBI (ASCAP)

STEVE HOLY The Hunger (*Curb*)

Prod: Wilbur C. Rimes Wr: Billy Montana, David Flint Pub: Curbmagnasong Music Pub./Red Quill Music a division of Moraine Music Group (BMI)

J

CAROLYN DAWN JOHNSON Georgia (*Arista*)

Prod: Paul Worley, Carolyn Dawn Johnson Wr: Carolyn Dawn Johnson, Troy Verges

JOLIE & THE WANTED Boom (*DreamWorks*)

Prod: Dann Huff Wr: John Rotch, Shara Johnson

K

TOBY KEITH You Shouldn't Kiss Me Like That (*DreamWorks*)

Prod: James Stroud, Toby Keith Wr: Toby Keith Pub: Tokeco Tunes (BMI)

KINLEYS I'm In (*Epic*)

Prod: Radney Foster Wr: Radney Foster, Georgia Middleman Pub: Universal-PolyGram International Publishing, Inc. (ASCAP) St. Julien Music (ASCAP) On My Mind Music (ASCAP)

L

LONESTAR Tell Her (*BNA*)

Prod: Dann Huff Wr: Craig Wiseman, B. Kwesi Pub: Almo Music Corp./Daddy Rabbit Music (ASCAP), Rondor Music (London) Ltd. (PRS)

PATTY LOVELESS The Last Thing On My Mind (*Epic*)

Prod: Emory Gordy Jr. Wr: Craig Wiseman, Al Anderson Pub: Almo Music Corp. (ASCAP)/Mighty Nice Music (BMI)/Al Andersongs (BMI) admin. by Bluewater Music Corp. (BMI)

M

MARTINA MCBRIDE It's My Time (*RCA*)

Prod: Martina McBride, Paul Worley Wr: Billy Crain, Tammy Hyler, Kim Tribble Pub: Sony/ATV Songs LLC, Sony/ATV Tunes LLC./Wildawn Music (BMI/ASCAP)

MINDY MCCREARY Scream (*Capitol*)

Prod: Billy Joe Walker Jr. Wr: Helen Darling, Jenai Pub: Dayspring Music Inc./BMI/Little Chatterbox Music, BMI/Writers Extreme Music, BMI (adm. by Dayspring Music Inc.)/Sis 'N Bro Music Company, ASCAP/Moraine Park Music, a division of Moraine Music Group, ASCAP

JOHN MICHAEL MONTGOMERY That's What I Like... (*Atlantic*)

Prod: Buddy Cannon, Norro Wilson, John Michael Montgomery Wr: Larry Alderman, Richard Fagan Pub: Milene Music Inc./OF Music Inc., ASCAP

MONTGOMERY GENTRY She Couldn't Change Me (*Columbia*)

Prod: Joe Scaife Wr: Chris Knight, Gary Nicholson Pub: WB Music Corp. (ASCAP)/Gary Nicholson Music (ASCAP)

O

JAMIE O'NEAL There Is No Arizona (*Mercury*)

Prod: Keith Stegall Wr: Jamie O'Neal, Lisa Drew, Shaye Smith Pub: EMI April Music/Pang Toon Music, adm. by EMI April Music; EMI April Music/Jersey Girl Music, adm. by EMI April Music (ASCAP); EMI Blackwood Music Inc./Mark Alan Springer Music adm. by EMI Blackwood Music Inc. (BMI)

R

RASCAL FLATTS This Everyday Love (*Lyric Street*)

Prod: Mark Bright, Marty Williams Wr: Danny Wells, Gene Nelson Pub: Irving Music, Inc. (BMI); 360 Music/Emella Music (SESAC)

R

COLLIN RAYE She's All That (*Epic*)

Prod: Dann Huff, Collin Raye Wr: Collin Raye, Scott Wray Pub: EMI Blackwood Music Inc. (BMI)/Britstar Music Publishing, Inc. (BMI) Controlled and Administered by EMI Blackwood Music Inc. (BMI)

KENNY ROGERS There You Go Again (*DreamCatcher*)

Prod: Kenny Rogers Wr: Tommy Lee James, Jennifer Kimball, Terry McBride Pub: Still Working For The Man Music Inc. Tommy Lee James Songs/EMI Blackwood/Garden Angel Music/Polygram International/Songs Of McBride (BMI)

TIM RUSHLOW She Misses Him (*Atlantic*)

Prod: David Malloy Wr: Tim Johnson Pub: EMI Blackwood (BMI)

S

SAWYER BROWN Looking For Love (*Curb*)

Prod: Mark Miller Wr: Wanda Mallette, Patti Ryan, Bob Morrison Pub: Music City Music Inc. Administered by April Music Inc. (ASCAP)/Southern Days Music (ASCAP) Administered by CMI

SHEDAISY Lucky 4 You (Tonight I'm Just Me) (*Lyric Street*)

Prod: Dann Huff Wr: Kristyn Osborn, Jason Deere, Coley McCabe Pub: Without Anna Music (ASCAP), Lehsem Music, LLC (ASCAP) admin. by Music & Media International, Inc., WB Music Corp./Big T Ractor Music (ASCAP)

SONS OF THE DESERT What I Did Right (*MCA*)

Prod: Johnny Slate Wr: Drew Womack, Sonny LeMaire Pub: EMI Full Keel Music/Left Foot Music/Womaculate Conceptions/EMI Longitude Music/Barney Building Music/Still Standing Music-ASCAP/BMI

GEORGE STRAIT Don't Make Me Come Over There ... (*MCA*)

Prod: Tony Brown, George Strait Wr: Jim Lauderdale, Carter Wood Pub: Mighty Nice Music/Laudersongs/Scrambler Music- BMI/ASCAP

T

CHALEE TENNISON Go Back (*Asylum/WB*)

Prod: Jerry Taylor Wr: Jeremy Campbell, David Hackett Pub: Isham Music (BMI)/SwaydeMan Music Inc. (ASCAP)

PAM TILLIS Please (*Arista*)

Prod: Billy Joe Walker Jr. Wr: Michael Dulaney, Jeffrey Steele, John Hobbs Pub: Windswept Pacific (BMI) Famous Music Corp. (ASCAP)

TRICK PONY Pour Me (*H2E/WB*)

Prod: Chuck Howard Wr: Heidi Newfield, Keith Burns, Ira Dean, Rory Beighley, Sammy Wedlock Pub: Warner-Tamerlane Pub. Corp., BMI/Warner Bros. Music Corp., ASCAP

TRAVIS TRITT It's A Great Day (*Columbia*)

Prod: Billy Joe Walker Jr., Travis Tritt Wr: Darrell Scott Pub: EMI April Music Inc./House of Bram (ASCAP)

U

KEITH URBAN But For The Grace Of God (*Capitol*)

Prod: Matt Rollings, KU Wr: Charlotte Caffrey, Jane Weidlin, Keith Urban Pub: BMG Songs Inc./WeedWackers/Coburn Music Inc. (Adm. by Ten Ten Music Group, Inc.) BMI

W

WARREN BROTHERS Move On (*BNA*)

Prod: Brett Warren, Brad Warren, Chris Farren Wr: Brett Warren, Brad Warren, Danny Wilde Pub: Warner-Tamerlane Publishing Corp./One Hundred Billion Dollar Music (BMI)

HANK WILLIAMS III I Don't Know (*Curb*)

Wr: Randy Howard Pub: BMG Songs Inc. (ASCAP)/Randy Howard Music (ASCAP)

DARRYL WORLEY A Good Day To Run (*DreamWorks*)

Prod: Frank Rogers, James Stroud Wr: Darryl Worley, Bobby Tomberlin Pub: EMI Blackwood Music Inc./Hatley Creek Music (BMI)/Mike Curb Music (BMI)

Y

DWIGHT YOAKAM What Do You Know About Love (*Reprise*)

Prod: Pete Anderson Wr: Dwight Yoakam

BILLY YATES What Do You Want From Me Now (*Columbia*)

Prod: Garth Fundis, Billy Yates Wr: Billy Yates, Michael Geiger, Bobby Taylor Pub: EMI Blackwood Music Inc. (BMI)/Pay The Bill Music (BMI) all rights administered by EMI/Blackwood Music Inc. (BMI)/Sixteen Stars Music (BMI) a div of HoriPro Entertainment Group, Inc. (BMI)/Belle Glade Music (BMI) admin. by Sixteen Stars Music (BMI)/Milk The Whistle Music (BMI)


MIKE KINOSHIAN

mkinosox@rronline.com

2001's Million-Dollar Question

Continued from Page 1

past two Januarys have been aggressively prebooked, and there's not that demand this year. The pacing is at a much more normal level. But this isn't to deny that there are some economic indicators that are intimidating people."

Some people indeed sense that the sky is falling. "They fear they'll only grow 5%-10%," Robinson says. "But that's real dough, and it's an increase above record levels. There's plenty to go around."

About 10% of Mix 107.3's 2000 billing came from dot-coms, and that sector hasn't disappeared entirely from the station. "Categorically, that's a large percentage," remarks Robinson, who has been in Washington radio since 1979. The District's radio spending that year was \$80 million, compared to \$360 million in 2000. "We all agree that we're not supposed to call the boss with excuses like we couldn't make budget because the dot-coms went south," he continues. "Our responsibility is making budget, and if it means looking for money elsewhere, we'll do it."

Automotive, retail and telecommunications were categories contributing to last year's growth, but as Robinson explains, food is another very big Mix 107.3 category: "Our food business is huge; we have all the major grocery chains. Consumer confidence is really the issue."

Robinson isn't a fan of lowering rates early in the first quarter. "I don't want to take a client from \$1,000 to \$500, only to get them back up to \$1,000 in 60 days," he says. "It's not worth it. Dec. 26 to Jan. 14 are the only slower weeks in our lives. February comes up very fast. You're oversold by President's Day, and the world is bright again."

A Disturbing Trend

Nontraditional revenue sources are becoming more and more critical within a station's sales department, and Robinson boasts, "We do a fabulous job with it. It comprises over 10% of our revenue, and there's dedicated management for it. All salespeople must participate and develop monies in those areas. If you're so busy with transactional business that you haven't developed NTR, you might well have a weak first quarter. But when you go to the right places, this is really a magical area."

Buyers have been willing to pay lofty sums for stations lately, but it's led to what Robinson considers a dis-

turbing trend. "They were, frankly, disrespectful of inventory," he says. "Many music stations increased from 10-12 units an hour to 15-17. We have a responsibility to protect the product and be right with our advertisers. The industry has done a miserable job of protecting itself from the accelerating advent of satellite and Internet competitors. They're trying to drive people to alternate sources. It's very crazy and shortsighted."

Many other organizations, opines Robinson, have become weak in nurturing new employees, especially those in entry-level positions. Once Robinson hires someone he feels is the right person, he or she gets the GM's full support. "That's the way I'm treated by my bosses, and I do the same thing right down the line," he explains. "I don't want people thinking about losing their job; I want them thinking about doing their job."

While it may be a foreign concept to some, Robinson maintains that people come first. "You feel a responsibility to outperform a budget because you know that someone else or another station might have a weak moment," he says. "Sometimes it's to help someone else or to help another division in the company, but you should do the best you can each day."

Freeze Warnings

Some have forecast this to be a bleak year for radio, but RAB President Gary Fries has decidedly different ideas. "Radio is embedded in the local community," the 30-year radio veteran reminds us. "When times get tough, radio people get tougher. In difficult times radio is seen as being an even better bargain. We've seen many cycles in the past 15-20 years, and radio always fares better than any other medium."

Consolidation has given way to a new world order, and, as Fries remarks, "Many people have stopped worrying about little nuances and are just doing their jobs. People are probably performing as well as we've ever witnessed."

Independent operators are also setting important standards by deciding that they won't be huge companies. "They want to be superperformers in a particular niche in their communities," observes Fries. "[AC WBEB/Philadelphia owner] Jerry Lee is a great example. Rather than riding the coattails of others, he says the competition has to follow him, because he's going forward."

Fries also has good things to say

about Buckley Broadcasting, which owns, among others, mainstream AC KWAV/Monterey and Hot AC KILY/Bakersfield. "They'll continue as a mom and pop-operated company; they will retool and step themselves up a notch," he says. "Rather than sitting back, they'll take the lead. That sort of thing is encouraging, and it is why our business is as good as it is today and why it will be even better tomorrow."

Dot-Com Withdrawals

In a true windfall, radio was able to post considerable dot-com revenue. "We were running at about a 40% clip of all dot-com media spending," Fries points out. "But I kept telling people that dot-com advertising was a layer on top of a stable and strong business environment. There were nice increases in communications, retail and automotive. We were able to see months with 20% revenue gains when dot-com was added on top of that. Even in the best of times that's not normal for any industry anywhere, particularly a mature industry."

Some markets are now suffering from painful dot-com withdrawals. "It was such a hot deal, and prices got very high," recalls Fries. "People became greedy and built up some resentment among their traditional advertisers. But it doesn't appear that those people are saying that they'll never use radio again. Traditional advertisers aren't doing anything that they haven't done in the past. Radio continues as a mainstay of their advertising programs."

While dot-coms may be fading, pharmaceuticals and the health care industry have emerged as strong radio categories. "Ten years ago you wouldn't have thought a hospital would be a big radio advertiser," states Fries. "But health care today is just incredible, and they're very competitive to get people to use their services. We don't have the brick-and-mortar costs that other industries do. Payroll is our biggest expense-side item. When you take that away, transmitters aren't that expensive, and you're down to rent and furniture. Radio is able to return significant dollars to the bottom line. That makes us attractive during all times."

"As we go into the future, the financial community will give radio a very high rating. We're seeing a downturn now because the financial

community doesn't understand our business or how it works. I tell them that if national business is off a bit, local will make up for it."

Some radio companies that once billed millions of dollars now do billion-dollar-plus revenue. "The financial community sees that and thinks that radio is a new kid on the block," notes Fries. "Those of us who've been in the business as long as we have realize that it's a 75-year-old, mature business."

A Star Manager And Programmer

Guardedly optimistic perhaps best summarizes how Pop/Alternative KFMB-FM (Star 100.7)/San Diego VP/GM Tracy Johnson entered the new year. "It certainly doesn't seem to be as healthy as 2000 was, but demand is picking up a bit, and we're seeing some signs of life," he says. "Hopefully, we'll see a healthy and vibrant economy. We look for radio to continue gaining its share of the advertising dollar."

The last two months of 2000 weren't as good as Johnson had expected, but November and December were up in relation to 1999. "They just weren't at the same percentages we'd been enjoying through most of 2000," he explains. "The economic slowdown in the country started catching up with radio in the last quarter. But if [Federal Reserve Board Chairman] Alan Greenspan remains our friend by cutting rates and gets the economy moving again, it could turn into a pretty good year. My fingers are crossed that it will be another record-breaker."

From late 1999 through mid-2000 Star 100.7's dot-com business was, in Johnson's words, huge. At one point, he says, "It made up about 27% of our revenue. Dot-com companies seemed to be printing money, but that's all but disappeared."

Some new dot-coms have sprouted, but they don't seem to have much money targeted for radio. That's fine with Johnson, since he doesn't necessarily welcome them with open arms. "We're not sure that they'll be around financially and that they will be able to make it," he says. "We demand cash in advance with most of them and have walked away from some. We lost a little in collections from them last year, but not much."

Estimating that most of Star 100.7's growth will come from NTR sources, Johnson comments, "We've looked into some pretty exciting things. We can't expect our rate or ratings to grow as rapidly as they have in the past, nor are we

at a point where we can increase our spotload to create new revenue."

An Exception

Johnson advanced to Star's GM's chair from the programming ranks. Still carrying KFMB-FM's PD title, he's keenly aware of increased spotloads on other area music stations. "Some played 10-12 units an hour last year and now play 16," he says. "It makes me fearful for the future of our industry in general. Competitively — station against station — it might be a good thing for us, but overall we're slowly driving people away from radio and making our industry vulnerable to new competitive attacks."

Johnson's VP/GM duties also include News/Talk KFMB-AM, which he reports is more profitable than it's been in the last two decades. "That's mostly due to some programming changes and cost-saving moves," he says. "We also had a good year with the [NFL's San Diego] Chargers. Even though they lost 15 of 16 games, we had a good sales year with them."

A major-market exception these days, KFMB isn't under the umbrella of a radio giant: Midwest Television is its parent company. Thus, most of the pressure Johnson feels is self-imposed. "Our owner would obviously like to see increased returns every year, but at the same time we're not trying to meet a quarterly number to show Wall Street, because we're not a publicly held company," he explains.

Consequently, Johnson is able to take more of a long-term view of things. "It's refreshing, and I appreciate it every day I come into work," he says. "While I want to hit each monthly and quarterly number, it's not the end of the world if we don't. We can make it up the next quarter or at the end of the year. We don't have to answer to any Wall Street analysts."

Nap Time's Over

Dusty Springfield might say that broadcasters are "wishin' and hopin'" for a good 2001, but Entercom Hot AC WMYX (Mix/Wilwaukee VP/GM Craig Hodgson waxes philosophical, sending out a strong cautionary note. "We better be careful that we don't talk ourselves into more of a problem than there is," he says. "That's the tendency, and I'm disgusted about how much of that I see all over the media."

Things have been so good the last several years that Hodgson opines, "The contrast between double-digit growth and single-digit growth may look terrible. Some people are scared to death about it."

Continued on Page 87


Jim Robinson

Tracy Johnson

Gary Fries

Craig Hodgson

R&R AC Top 30

February 2, 2001

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S) | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS (00) | WEEKS ON CHART | TOTAL STATIONS/ ADDS |
|-----------|-----------|---|-------------|-----------|------------------------|----------------|----------------------|
| 1 | 1 | 'N SYNC This I Promise You (Jive) | 2627 | -48 | 321998 | 17 | 115/0 |
| 2 | 2 | BACKSTREET BOYS Shape Of My Heart (Jive) | 2553 | +183 | 299977 | 15 | 113/0 |
| 3 | 3 | FAITH HILL The Way You Love Me (Warner Bros.) | 2376 | +15 | 285048 | 22 | 113/0 |
| 4 | 4 | BBMAK Back Here (Hollywood) | 2191 | -9 | 241477 | 23 | 108/0 |
| 5 | 5 | HUEY LEWIS & GWYNETH PALTROW Cruisin' (Hollywood) | 2100 | -60 | 233295 | 18 | 106/0 |
| 6 | 6 | LEANN RIMES I Need You (Sparrow/Curb/Capitol) | 1774 | +46 | 226786 | 43 | 102/0 |
| 10 | 7 | LEE ANN WOMACK I Hope You Dance (MCA/Universal) | 1702 | +174 | 192272 | 10 | 104/3 |
| 6 | 8 | MARC ANTHONY My Baby You (Columbia) | 1609 | -192 | 203289 | 20 | 103/2 |
| 7 | 9 | DON HENLEY Taking You Home (Warner Bros.) | 1592 | -186 | 169250 | 38 | 102/0 |
| 9 | 10 | FAITH HILL Breathe (Warner Bros.) | 1462 | -115 | 202411 | 53 | 104/0 |
| 11 | 11 | MARC ANTHONY You Sang To Me (Columbia) | 1422 | -78 | 175811 | 48 | 108/0 |
| 12 | 12 | SAVAGE GARDEN I Knew I Loved You (Columbia) | 1362 | -6 | 166743 | 66 | 98/0 |
| 13 | 13 | LONESTAR Amazed (BNA) | 1244 | -96 | 159829 | 70 | 101/1 |
| 15 | 14 | MATCHBOX TWENTY If You're Gone (Lava/Atlantic) | 1148 | +91 | 151176 | 7 | 78/6 |
| 14 | 15 | CELINE DION That's The Way It Is (Epic) | 1130 | -107 | 143410 | 63 | 96/0 |
| 17 | 16 | CHRISTINA AGUILERA I Turn To You (RCA) | 989 | -51 | 115416 | 38 | 91/0 |
| 18 | 17 | CORRS Breathless (143/Lava/Atlantic) | 941 | -12 | 95622 | 20 | 77/1 |
| 19 | 18 | BRIAN MCKNIGHT Back At One (Motown/Universal) | 856 | -86 | 119845 | 57 | 82/0 |
| 16 | 19 | NATALIE COLE Angel On My Shoulder (Elektra/EEG) | 849 | -182 | 95938 | 11 | 86/0 |
| 21 | 20 | SADE By Your Side (Epic) | 741 | +19 | 105000 | 12 | 83/4 |
| 25 | 21 | BON JOVI Thank You For Loving Me (Island/IDJMG) | 689 | +183 | 78129 | 4 | 71/10 |
| 22 | 22 | TONI BRAXTON Spanish Guitar (LaFace/Arista) | 652 | -24 | 58392 | 11 | 73/0 |
| 23 | 23 | DON HENLEY Everything Is Different Now (Warner Bros.) | 629 | +20 | 69912 | 6 | 72/3 |
| 24 | 24 | SEAL This Could Be Heaven (London Sire) | 605 | +81 | 44343 | 3 | 77/4 |
| Debut | 25 | ROD STEWART I Can't Deny It (Atlantic) | 536 | +270 | 50396 | 1 | 73/12 |
| Debut | 26 | RICKY MARTIN F.C. AGUILERA Nobody Wants To Be Lonely (Columbia) | 506 | +198 | 94482 | 1 | 73/22 |
| 27 | 27 | LARA FABIAN Love By Grace (Columbia) | 433 | -16 | 49188 | 10 | 56/0 |
| Debut | 28 | GLORIA ESTEFAN You Can't Walk Away From Love (Epic) | 393 | +165 | 55352 | 1 | 65/7 |
| Debut | 29 | DAVID GRAY Babylon (ATO/RCA) | 390 | +71 | 23363 | 1 | 44/1 |
| 28 | 30 | STING My Funny Friend And Me (Hollywood) | 383 | -43 | 35296 | 7 | 57/0 |

Most Added.

| ARTIST TITLE LABEL(S) | ADDS |
|---|------|
| R. MARTIN F.C. AGUILERA Nobody Wants... (Columbia) | 22 |
| SASHA ALEXANDER Let Me Be The One (Reprise) | 14 |
| SHAWN COLVIN Whole New You (Columbia) | 14 |
| ROD STEWART I Can't Deny It (Atlantic) | 12 |
| 98 DEGREES My Everything (Universal) | 12 |
| BON JOVI Thank You For Loving Me (Island/IDJMG) | 10 |
| JESSE COOK Fall At Your Feet (Narada) | 8 |
| TAMARA WALKER Didn't We Love (Curb) | 8 |
| GLORIA ESTEFAN You Can't Walk Away From Love (Epic) | 7 |
| ENYA Only Time (Reprise) | 7 |

Most Increased Plays

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|---|---------------------|
| ROD STEWART I Can't Deny It (Atlantic) | +270 |
| R. MARTIN F.C. AGUILERA Nobody Wants... (Columbia) | +198 |
| BACKSTREET BOYS Shape Of My Heart (Jive) | +183 |
| BON JOVI Thank You For Loving Me (Island/IDJMG) | +183 |
| LEE ANN WOMACK I Hope You Dance (MCA/Universal) | +174 |
| GLORIA ESTEFAN You Can't Walk Away From... (Epic) | +165 |
| MARK SCHULTZ He's My Son (Word/Epic) | +115 |
| KENNY G W/L. ARMSTRONG What A Wonderful... (Arista) | +96 |
| MATCHBOX TWENTY If You're Gone (Lava/Atlantic) | +91 |
| 98 DEGREES My Everything (Universal) | +86 |



116 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 1/21-Saturday 1/27. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 875 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2001, The Arbitron Company). © 2001, R&R Inc.

New & Active

ENYA Only Time (Reprise)
Total Plays: 343, Total Stations: 57, Adds: 7

EVAN AND JARON Crazy For This Girl (Columbia)
Total Plays: 312, Total Stations: 21, Adds: 0

JENNIFER DAY Completely (BNA)
Total Plays: 232, Total Stations: 38, Adds: 0

ELTON JOHN w/MARY J. BLIGE I Guess That's Why They Call It The Blues (Universal)
Total Plays: 207, Total Stations: 38, Adds: 1

98 DEGREES My Everything (Universal)
Total Plays: 204, Total Stations: 37, Adds: 12

JESSE COOK Fall At Your Feet (Narada)
Total Plays: 35, Total Stations: 15, Adds: 8

SASHA ALEXANDER Let Me Be The One (Reprise)
Total Plays: 22, Total Stations: 16, Adds: 14

SHAWN COLVIN Whole New You (Columbia)
Total Plays: 9, Total Stations: 14, Adds: 14

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.

You know her!

"Bette Davis Eyes" "What the World Needs Now" "Put a Little Love in Your Heart"

"You Know Me"

The new single from

JACKIE DESHANNON

Scheduling on-air interviews now

JON KONJOYAN/JK PROMOTION
323-874-7507

on Varese Sarabande Records

The 2001 Million-Dollar Question

Continued from Page 85

Others, though, understand that single-digit growth is still growth. "Radio has had 99 consecutive months of growth," Hodgson points out. "Meanwhile, our television friends have been experiencing zero to negative growth the last several years. They aren't having fun."

"Very solid radio experts like Gary Fries and Jim Duncan have good reason to feel that the industry will grow by 7% this year. If you look back to more troubled economic times, you'll find industry growth averages right around that mark. Look at 20-year growth rates for markets like Milwaukee, and those are the numbers you'll see. I'm pretty comfortable that that's true. Whether the gain is 15% or 7%, we should all be thankful."

At the same time, however, Hodgson declares, "Many of us have been intoxicated by the boom. We all need to wake up from a long winter's nap this year, get creative, dig for business and sell ideas like we used to do. Many of us haven't done that in a while."

According to Hodgson, dot-com business wasn't a factor last year in Milwaukee. "Thankfully, we won't be affected on the downside," he says. "We won't notice that it's gone."

Creativity Is Key

Again stressing that creativity will be key for many broadcasters this year, Hodgson comments, "As an industry, we're very good at it, but we've been so busy with the crush of business. We can always rally and do it. Those of us who've been at it a long time actually enjoy the process."

"We're slowly driving people away from radio and making our industry vulnerable to new competitive attacks."

Tracy Johnson

"It will be a year where you throw a lot of things at the wall to see what sticks. Y2K is gone and Y2B — as in 'Y2Budget' — is here. It's a Wall Street-driven world, and we're all looking at budgets. Failure isn't an option, so we need to work harder and smarter. We can't just talk about it — we have to get the shovels out and do it."

Pressure to improve is a given. Hodgson pinpoints the matter by saying that pressure is relentless. In good times pressure might be related to areas like rate management. In softer times, he says, "It's about finding the money. There will always be pressure — what changes is the kind of pressure. What appears on our radar screen is much different from what was there last year."

It's typical for Milwaukee music stations to be playing several more units per hour this year than last. Hodgson, however, has been adamant about keeping Mix at status quo. "It takes corporate commitment to just not go there," he remarks. "We consolidated for a reason. Precisely the wrong answer is to increase inventory; it makes no sense. We finally have the ability to sell people multiple stations and big audiences, and we should be able to sell what we have for more value."

Enthusiastic about Hot AC, Hodgson asserts,

"It's a fabulous format. For a lot of reasons, you couldn't have a better product to sell. There have never been any objections to the format, and I don't think there ever will be."

Like most other Hot ACs, Milwaukee's Mix skews heavily female, and Hodgson says, "If I have a choice between selling a female or male audience, I'll pick female any day. Across the board, they truly make 85% of the home purchase decisions, and they influence what they don't control."

Rocky Start And Smooth Finish

When broadcasters evaluate 2001 this time next year, Bonneville mainstream AC WNNB-FM (Windy 100) & Hot AC WTMX-FM (Mix 101.9)/Chicago President/GM Drew Horowitz guesses they'll term it an "OK" year. "It definitely won't have the torrid pace that we saw in 1999 or 2000," he says. "We'll see more normal growth, although the first quarter might be a little rocky."

Predicting a little more insulation for top 10 markets, Horowitz comments, "It will be a little more taxing as it filters down the food chain."

He expects things will start looking up, especially as we roll through the third quarter. "I'm looking conservatively at a 5%-6% growth rate for Chicago," he says. "Five percent is a good, strong number. I don't think we'll be in parentheses, which is negative growth. People still have to advertise, and radio, traditionally, has done well in bad economic times. It tends to be one of the more responsive and cost-effective mediums. We should be able to end the year in pretty good fashion."

Echoing nearby WMYX/Milwaukee VP/GM Craig Hodgson's comments, Horowitz, who is also a Bonneville International Regional VP, notes that dot-com advertising wasn't that significant in the Windy City. "I was never that comfortable with the concept," he maintains. "From the beginning, we were very demanding in what dot-com business we took. There was a higher rate structure for them, and we were one of the first companies to take cash in advance from them. For those reasons, we participated in a minimal way."

A vital component of Horowitz's selling philosophy is to not bump or add inventory. "We don't penalize core advertisers by selling out inventory to a fleeting sector like dot-com," he says. "By not participating that much in that business, we also haven't been hurt the way some stations that took tons of dot-com business have been. They're now working against business that's no longer there. Our numbers are more realistic because they're heavily core business-oriented."

NTR Growth

Each Bonneville/Chicago facility has its own NTR director, and a separate NTR director oversees the market. "We had significant NTR growth last year, overachieving budgets" recalls Horowitz. "It will play an even bigger role in 2001, because we need to keep creating new business for our industry. We can't rehash old business by calling it NTR. We've been very successful at creating new client bases with that department. That will play an important part in our growth curve over the next several years."

From indicators he's seen, Horowitz fears that the automotive sector might be hit hard this year. "Even though interest rates are being lowered, people are a little skittish," he says. "Big-ticket items will be in trouble. People will still go out to dinner and buy new clothes, but they will probably put off buying a car if it can go another year."

Increased commercial load discussions usually prompt "greed factor" comments. Says Horowitz, "A lot of money was thrown into the

TOP 100 POWER GOLD

- 1 SAVAGE GARDEN Truly Madly Deeply
- 2 SHANIA TWAIN You're Still The One
- 3 CELINE DION Because You Loved Me
- 4 RICHARD MARX Right Here Waiting
- 5 BRYAN ADAMS (Everything I Do) I Do It...
- 6 B. MEDLEY & J. WARNES (I've Had) The Time...
- 7 POLICE Every Breath You Take
- 8 ROD STEWART Have I Told You Lately...
- 9 SARAH MCLACHLAN Angel
- 10 MICHAEL BDLTON When A Man Loves A Woman
- 11 ERIC CLAPTON Tears In Heaven
- 12 ROD STEWART Forever Young
- 13 LEANN RIMES How Do I Live
- 14 BONNIE RAITT Something To Talk About
- 15 EDWIN MCCAIN I'll Be
- 16 AMY GRANT Baby, Baby
- 17 R. KELLY I Believe I Can Fly
- 18 JOURNEY Open Arms
- 19 TINA TURNER What's Love Got To Do With It
- 20 CELINE DION My Heart Will Go On
- 21 BACKSTREET BOYS As Long As You Love Me
- 22 VANESSA WILLIAMS Save The Best For Last
- 23 ALL-4-ONE I Can Love You Like That
- 24 ALL-4-ONE I Swear
- 25 BEACH BOYS Kokomo
- 26 JOURNEY Faithfully
- 27 FOREIGNER I Want To Know What Love Is
- 28 JOHN WAITE Missing You
- 29 RED SPEEDWAGON Can't Fight This Feeling
- 30 MARIAH CAREY Hero
- 31 WHITNEY HOUSTON I Will Always Love You
- 32 HALL & OATES You've Lost That Lovin' Feelin'
- 33 SEAL Kiss From A Rose
- 34 ROXETTE It Must Have Been Love
- 35 ERIC CLAPTON Change The World
- 36 ERIC CARMEN Hungry Eyes
- 37 ELTON JOHN Something About The Way You...
- 38 JIMMY CLIFF I Can See Clearly Now
- 39 ELTON JOHN Can You Feel The Love Tonight
- 40 BETTE MIDLER Wind Beneath My Wings
- 41 SIMPLY RED If You Don't Know Me By Now
- 42 BILLY VERA & THE BEATERS At This Moment
- 43 BRYAN ADAMS Please Forgive Me
- 44 CELINE DION The Power Of Love
- 45 BILLY JOEL The River Of Dreams
- 46 PATRICK SWAYZE She's Like The Wind
- 47 SOPHIE B. HAWKINS As I Lay Me Down
- 48 MIKE & THE MECHANICS The Living Years
- 49 BONNIE RAITT I Can't Make You Love Me
- 50 PAULA COLE I Don't Want To Wait
- 51 WHAM! Careless Whisper
- 52 DES'REE You Gotta Be
- 53 ERIC CLAPTON Wonderful Tonight
- 54 ERIC CLAPTON Layla
- 55 GENESIS In Too Deep
- 56 BRYAN ADAMS Have You Ever Really Loved...
- 57 ELTON JOHN Candle In The Wind
- 58 PAUL YOUNG Oh Girl
- 59 ROD STEWART Rhythm Of My Heart
- 60 CHICAGO You're The Inspiration
- 61 BACKSTREET BOYS Quit Playing Games...
- 62 PHIL COLLINS Against All Odds...
- 63 CHICAGO Hard To Say I'm Sorry
- 64 BERLIN Take My Breath Away
- 65 CYNDI LAUPER Time After Time
- 66 RED SPEEDWAGON Keep On Loving You
- 67 CHER If I Could Turn Back Time
- 68 BACKSTREET BOYS I'll Never Break Your Heart
- 69 HEART These Dreams
- 70 BOYZ II MEN I'll Make Love To You
- 71 CHRIS DEBURGH The Lady In Red
- 72 BENNY MARDONES Into The Night
- 73 CHER The Shoop Shoop Song (It's ...)
- 74 BETTE MIDLER From A Distance
- 75 TONY RICH PROJECT Nobody Knows
- 76 TONI BRAXTON Un-break My Heart
- 77 PHIL COLLINS You Can't Hurry Love
- 78 ROD STEWART Reason To Believe
- 79 ELTON JOHN I Guess That's Why They Call...
- 80 ROD STEWART So Far Away
- 81 PHIL COLLINS In The Air Tonight
- 82 DONNA LEWIS I Love You Always Forever
- 83 ELTON JOHN Circle Of Life
- 84 ATLANTIC STARR Always
- 85 SELENA I Could Fall In Love
- 86 MARIAH CAREY I'll Be There
- 87 IRENE CARA Flashdance (What A Feeling)
- 88 RIGHTEOUS BROTHERS Unchained Melody
- 89 DAN FOGELBERG Rhythm Of The Rain
- 90 JEWEL You Were Meant For Me
- 91 CELINE DION It's All Coming Back To Me Now
- 92 NAKED EYES Always Something There To...
- 93 WILSON PHILLIPS Hold On
- 94 MADDONNA Take A Bow
- 95 JOHN COUGAR MELLENCAMP Small Town
- 96 TAYLOR DAYNE I'll Always Love You
- 97 EURYTHMICS Sweet Dreams...
- 98 SIMPLY RED Holding Back The Years
- 99 STING Fields Of Gold
- 100 JACKSON BROWNE Stay



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 100 Power Gold is based on YTD monitored airplay data. © 2001, R&R Inc.

AC

Going For Adds 2/5/01

JOHN WESLEY HARDING I'm Wrong About Everything (Malt/Mammoth)
JON SECADA Break The Walls (Epic)

Register now for Music Meeting, the industry's No. 1 online destination for new music: www.rronline.com



industry last year, and people tried gobbling up as much as they could. There are as many commercials on this year because people need to run that many spots to sustain revenue levels from a year ago. But broadcasters are finding it difficult. These guys will have a lot more pressure to wheel and deal to get the dollars."

Adhering to supply-and-demand principles, Horowitz lets demand push up the product's value. "Clients pay more for available inventory, not less," he says. "We don't add inven-

tory that dilutes the value of our commodity. Keep the commodity level the same, and if demand is greater, charge more for it. Perhaps we left some money on the table, but we're not in this for the short haul. We've been pretty successful at approaching the business from that mentality. I don't agree with heavy commercial loads and watering down the product. It's not good for our business. It's a short-term solution, and there'll be a price to pay at some point down the road."

AC Playlists

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

MARKET #1

WLTW/New York
Clear Channel
(212) 603-4600
Ryan
12+ Cumc 2,562,700

106.7 Litefm

| PLAYS | ARTIST/TITLE | GI (000) |
|-------|-----------------------------------|----------|
| 24 | N SYNC/This I Promise You | 44694 |
| 23 | BACKSTREET BOYS/Shape Of My Heart | 41256 |
| 22 | FAITH HILL/Breathe | 17266 |
| 21 | LEE ANN WOMACK/Hope You Dance | 41256 |
| 20 | FAITH HILL/The Way You Love Me | 39537 |
| 19 | MARC ANTHONY/My Baby You | 39537 |
| 18 | MATCHBOX TWENTY/You're Gone | 30261 |
| 17 | SADE/By Your Side | 30261 |
| 16 | MARTIN MCGUIRE/Nobody Wants... | 30942 |
| 15 | JOEY Vanna Know | 30942 |
| 14 | LEONIE STAR/Amazed | 29223 |
| 13 | LEONIE STAR/Amazed | 20628 |
| 12 | MARC ANTHONY/You Sang To Me | 17190 |
| 11 | DON HEINLEY/Taking You Home | 17190 |
| 10 | LEWIS & PAT TROW/Cruisin' | 17190 |
| 9 | LEANN RIME/S I Need You | 17190 |
| 8 | CORRS/Breathless | 17190 |
| 7 | JOEY Vanna Know | 17190 |
| 6 | SADE/By Your Side | 17190 |
| 5 | 98 DEGREES/The Hardest Thing | 15471 |
| 4 | CELINE DION/That's The Way It Is | 15471 |
| 3 | LARA FABIAN/Will Love Again | 15471 |
| 2 | GLORIA ESTEFAN/You Can't Walk | 15471 |
| 1 | BRIAN MCKNIGHT/Back At One | 15471 |
| 0 | SANTANA/FROB THOMAS/Smooth | 15471 |
| 0 | BON JOVI/Thank You For... | 13752 |
| 0 | MACY GRAVY/Try | 13752 |
| 0 | MARC ANTHONY/I Need To Know | 13752 |
| 0 | PHIL COLLINS/You'll Be In My... | 13752 |

MARKET #2

KOST/Los Angeles
Clear Channel
(213) 427-1035
Kaye
12+ Cumc 1,276,600

KOST 103.5FM

| PLAYS | ARTIST/TITLE | GI (000) |
|-------|-----------------------------------|----------|
| 25 | BACKSTREET BOYS/Shape Of My Heart | 16325 |
| 24 | N SYNC/This I Promise You | 16325 |
| 23 | LEWIS & PAT TROW/Cruisin' | 15672 |
| 22 | LEANN RIME/S I Need You | 15672 |
| 21 | FAITH HILL/The Way You Love Me | 15019 |
| 20 | MARC ANTHONY/You Sang To Me | 14566 |
| 19 | MARTIN MCGUIRE/Nobody Wants... | 9795 |
| 18 | 98 DEGREES/Everything | 9142 |
| 17 | LEWIS & PAT TROW/Cruisin' | 8489 |
| 16 | ENRIQUE IGLESIAS/Be With You | 8489 |
| 15 | CELINE DION/That's The Way It Is | 7836 |
| 14 | EVAN AND JARON/Crazy For The Girl | 7836 |
| 13 | BACKSTREET BOYS/Shape Of My Heart | 7836 |
| 12 | LEANN RIME/S I Need You | 7183 |
| 11 | WEST LIFE/Swear It Again | 7183 |
| 10 | CHRISTINA AGUILERA/Turn To You | 7183 |
| 9 | MARC ANTHONY/My Baby You | 7183 |
| 8 | FAITH HILL/Breathe | 5224 |
| 7 | BRIAN MCKNIGHT/Back At One | 5224 |
| 6 | SAVAGE GARDEN/Knew I Loved You | 5224 |
| 5 | N SYNC/This I Promise You | 4571 |
| 4 | 98 DEGREES/Do (Cherish You) | 3918 |
| 3 | LARA FABIAN/Will Love Again | 3918 |
| 2 | GLORIA ESTEFAN/You Can't Walk | 3918 |
| 1 | LEIGH NASH/Need To Be | 3918 |
| 0 | SARAH MCLACHLAN/Will Remember You | 3185 |
| 0 | MARC ANTHONY/I Need To Know | 3265 |
| 0 | BACKSTREET BOYS/Want It That Way | 3265 |
| 0 | PHIL COLLINS/You'll Be In My... | 3265 |

MARKET #3

WLTW/Chicago
Clear Channel
(312) 329-9002
Cochran
12+ Cumc 590,300

lite rock 92.9

| PLAYS | ARTIST/TITLE | GI (000) |
|-------|---|----------|
| 30 | LEWIS & PAT TROW/Cruisin' | 10336 |
| 29 | BRMMAK/Back Here | 10013 |
| 28 | BACKSTREET BOYS/Shape Of My Heart | 10013 |
| 27 | N SYNC/This I Promise You | 9690 |
| 26 | FAITH HILL/The Way You Love Me | 8721 |
| 25 | MARC ANTHONY/You Sang To Me | 4845 |
| 24 | LEANN RIME/S I Need You | 4522 |
| 23 | CHRISTINA AGUILERA/Turn To You | 4199 |
| 22 | FAITH HILL/Breathe | 4199 |
| 21 | HOUSTON & IGLESIAS/Could I Have This... | 3876 |
| 20 | NATALIE COLE/Angel On My Shoulder | 3876 |
| 19 | PHIL COLLINS/You'll Be In My... | 3553 |
| 18 | BRIAN MCKNIGHT/Back At One | 3553 |
| 17 | CELINE DION/That's The Way It Is | 3553 |
| 16 | LEE ANN WOMACK/Hope You Dance | 3230 |
| 15 | LARA FABIAN/Will Love Again | 3230 |
| 14 | ENRIQUE IGLESIAS/Balamos | 2907 |
| 13 | SANTANA/FROB THOMAS/Smooth | 2907 |
| 12 | STING/Brand New Day | 2584 |
| 11 | MARC ANTHONY/I Need To Know | 2584 |
| 10 | MARC ANTHONY/My Baby You | 2584 |
| 9 | BACKSTREET BOYS/Want It That Way | 2584 |
| 8 | SAVAGE GARDEN/Knew I Loved You | 2584 |
| 7 | LEANN RIME/S I Need You | 2087 |
| 6 | TONI BRAXTON/Spanish Guitar | 1938 |
| 5 | RICKY MARTIN/She's All I Ever Had | 1615 |
| 4 | SARAH MCLACHLAN/Will Remember You | 1615 |
| 3 | BACKSTREET BOYS/Show Me... | 1292 |
| 2 | BON JOVI/Thank You For... | 1292 |

MARKET #3

WVND/Chicago
Bonnieville
(312) 297-5100
Hamil/Johnson
12+ Cumc 602,000

Windy 100FM

| PLAYS | ARTIST/TITLE | GI (000) |
|-------|-----------------------------------|----------|
| 34 | LEWIS & PAT TROW/Cruisin' | 11628 |
| 33 | BRMMAK/Back Here | 11796 |
| 32 | N SYNC/This I Promise You | 10944 |
| 31 | LEANN RIME/S I Need You | 10944 |
| 30 | FAITH HILL/The Way You Love Me | 9234 |
| 29 | LEANN RIME/S I Need You | 9234 |
| 28 | MATCHBOX TWENTY/You're Gone | 8892 |
| 27 | MARC ANTHONY/My Baby You | 8892 |
| 26 | BACKSTREET BOYS/Shape Of My Heart | 7566 |
| 25 | MARTIN MCGUIRE/Nobody Wants... | 7566 |
| 24 | CHRISTINA AGUILERA/Turn To You | 7182 |
| 23 | PHIL COLLINS/You'll Be In My... | 7182 |
| 22 | MARC ANTHONY/You Sang To Me | 7182 |
| 21 | BACKSTREET BOYS/Show Me... | 7182 |
| 20 | CELINE DION/That's The Way It Is | 7182 |
| 19 | FAITH HILL/Breathe | 6840 |
| 18 | TONI BRAXTON/Spanish Guitar | 6840 |
| 17 | CHER/Breathless | 6840 |
| 16 | NATALIE COLE/Angel On My Shoulder | 6840 |
| 15 | LEANN RIME/S I Need You | 6190 |
| 14 | SHANIA TWAIN/Man! I Feel Like... | 5940 |
| 13 | LEE ANN WOMACK/Hope You Dance | 4446 |
| 12 | TONI BRAXTON/Spanish Guitar | 4446 |
| 11 | CORRS/Breathless | 3078 |
| 10 | LEANN RIME/S I Need You | 3078 |
| 9 | SADE/By Your Side | 3078 |
| 8 | RICKY MARTIN/She's All I Ever Had | 2736 |
| 7 | SAVAGE GARDEN/Knew I Loved You | 2736 |
| 6 | PHIL COLLINS/Strangers In Love | 2736 |
| 5 | DON HEINLEY/Taking You Home | 2736 |

MARKET #5

WBEF/Philadelphia
WEAZ Radio Inc
(610) 553-1223
Conley
12+ Cumc 752,300

B 101.1

| PLAYS | ARTIST/TITLE | GI (000) |
|-------|-----------------------------------|----------|
| 27 | LEANN RIME/S I Need You | 14700 |
| 26 | MARC ANTHONY/My Baby You | 13720 |
| 25 | SADE/By Your Side | 13720 |
| 24 | BRMMAK/Back Here | 12740 |
| 23 | FAITH HILL/The Way You Love Me | 11760 |
| 22 | MATCHBOX TWENTY/You're Gone | 10290 |
| 21 | N SYNC/This I Promise You | 9800 |
| 20 | ENRIQUE IGLESIAS/Be With You | 8330 |
| 19 | LEANN RIME/S I Need You | 8330 |
| 18 | CELINE DION/That's The Way It Is | 6860 |
| 17 | SADE/By Your Side | 6860 |
| 16 | LEONIE STAR/Amazed | 5880 |
| 15 | BRIAN MCKNIGHT/Back At One | 5880 |
| 14 | SAVAGE GARDEN/Knew I Loved You | 4900 |
| 13 | CHER/Breathless | 4900 |
| 12 | MACY GRAVY/Try | 5390 |
| 11 | PHIL COLLINS/You'll Be In My... | 4900 |
| 10 | CELINE DION/That's The Way It Is | 4900 |
| 9 | ENRIQUE IGLESIAS/Be With You | 4900 |
| 8 | LEONIE STAR/Amazed | 4410 |
| 7 | FAITH HILL/Breathe | 4410 |
| 6 | SARAH MCLACHLAN/Will Remember You | 4410 |
| 5 | SANTANA/FROB THOMAS/Smooth | 4410 |
| 4 | TONI BRAXTON/Spanish Guitar | 4410 |
| 3 | LEWIS & PAT TROW/Cruisin' | 4900 |
| 2 | SHANIA TWAIN/Man! I Feel Like... | 4410 |
| 1 | MARC ANTHONY/I Need To Know | 3920 |
| 0 | CHER/Strong Enough | 3920 |
| 0 | CHRISTINA AGUILERA/Turn To You | 3430 |
| 0 | ENRIQUE IGLESIAS/Balamos | 3430 |
| 0 | LEE ANN WOMACK/Hope You Dance | 3430 |

MARKET #6

KVIL/Dallas-Ft. Worth
Infinity
(214) 691-1037
Cochran
12+ Cumc 435,200

Lite Rock 103.7

| PLAYS | ARTIST/TITLE | GI (000) |
|-------|-----------------------------------|----------|
| 23 | LEANN RIME/S I Need You | 6525 |
| 22 | N SYNC/This I Promise You | 6300 |
| 21 | DON HEINLEY/Taking You Home | 5850 |
| 20 | SAVAGE GARDEN/Knew I Loved You | 5850 |
| 19 | BACKSTREET BOYS/Shape Of My Heart | 5850 |
| 18 | LEONIE STAR/Amazed | 4175 |
| 17 | CHRISTINA AGUILERA/Turn To You | 4050 |
| 16 | MARC ANTHONY/My Baby You | 4275 |
| 15 | FAITH HILL/The Way You Love Me | 4050 |
| 14 | FAITH HILL/Breathe | 4050 |
| 13 | MARC ANTHONY/You Sang To Me | 3825 |
| 12 | CHRIS TINAGUILERA/Turn To You | 3825 |
| 11 | BRMMAK/Back Here | 3375 |
| 10 | LEE ANN WOMACK/Hope You Dance | 3375 |
| 9 | LEWIS & PAT TROW/Cruisin' | 3150 |
| 8 | MATCHBOX TWENTY/You're Gone | 3150 |
| 7 | SANTANA/FROB THOMAS/Smooth | 2700 |
| 6 | SADE/By Your Side | 2250 |
| 5 | JOHN WILBIE/Just Guess That's... | 1800 |
| 4 | SARAH MCLACHLAN/Will Remember You | 1800 |
| 3 | BACKSTREET BOYS/Show Me... | 1350 |
| 2 | BON JOVI/Thank You For... | 1350 |
| 1 | NATALIE COLE/Angel On My Shoulder | 1350 |
| 0 | LEIGH NASH/Need To Be | 1350 |
| 0 | PHIL COLLINS/You'll Be In My... | 1350 |
| 0 | 98 DEGREES/Do (Cherish You) | 1125 |
| 0 | CELINE DION/That's The Way It Is | 1125 |
| 0 | MARC ANTHONY/I Need To Know | 1125 |
| 0 | BACKSTREET BOYS/Want It That Way | 1125 |

MARKET #8

WMJX/Boston
Greater Media
(617) 822-8324
McCarthy/Laurence
12+ Cumc 583,100

MAGIC 106.7

| PLAYS | ARTIST/TITLE | GI (000) |
|-------|-------------------------------------|----------|
| 26 | BACKSTREET BOYS/Shape Of My Heart | 8008 |
| 25 | N SYNC/This I Promise You | 8008 |
| 24 | MATCHBOX TWENTY/You're Gone | 8008 |
| 23 | MARC ANTHONY/You Sang To Me | 7700 |
| 22 | BACKSTREET BOYS/Shape Of My Heart | 7700 |
| 21 | BRMMAK/Back Here | 6160 |
| 20 | LEONIE STAR/Amazed | 6160 |
| 19 | NATALIE COLE/Angel On My Shoulder | 4004 |
| 18 | DON HEINLEY/Taking You Home | 4004 |
| 17 | SOPEX/... Kiss Me | 3696 |
| 16 | CHRISTINA AGUILERA/Turn To You | 3696 |
| 15 | ENRIQUE IGLESIAS/Balamos | 3696 |
| 14 | BRIAN MCKNIGHT/Back At One | 3388 |
| 13 | LEANN RIME/S I Need You | 3080 |
| 12 | MACY GRAVY/Try | 3080 |
| 11 | SHANIA TWAIN/Man! I Feel Like... | 3080 |
| 10 | BACKSTREET BOYS/Show Me... | 2772 |
| 9 | CELINE DION/That's The Way It Is | 2772 |
| 8 | ENRIQUE IGLESIAS/Be With You | 2772 |
| 7 | SARAH MCLACHLAN/Will Remember You | 2772 |
| 6 | FAITH HILL/Breathe | 2464 |
| 5 | N SYNC/This I Promise You | 2156 |
| 4 | GLORIA ESTEFAN/You Can't Walk | 2156 |
| 3 | ROD STEWART/I Can't Deny It | 2156 |
| 2 | SARAH MCLACHLAN/Will Remember You | 1848 |
| 1 | CHER/Breathless | 1848 |
| 0 | 98 DEGREES/Do (Cherish You) | 1848 |
| 0 | CELINE DION/That's The Way It Is | 1540 |
| 0 | BACKSTREET BOYS/Want It That Way | 1540 |
| 0 | JOEY Vanna Know | 1540 |
| 0 | BRICKMAN/WITON-JOHN/Change Of Heart | 1232 |

MARKET #9

WASH/Washington, DC
Clear Channel
(301) 984-9710
Alfano/Smith
12+ Cumc 443,500

Soft Rock 97.1

| PLAYS | ARTIST/TITLE | GI (000) |
|-------|---|----------|
| 23 | DON HEINLEY/Taking You Home | 4922 |
| 22 | N SYNC/This I Promise You | 4922 |
| 21 | LEANN RIME/S I Need You | 4494 |
| 20 | BRIAN MCKNIGHT/Wh... | 4290 |
| 19 | LEANN RIME/S I Need You | 4290 |
| 18 | MARTIN MCGUIRE/Here You Are | 4066 |
| 17 | MARC ANTHONY/You Sang To Me | 4066 |
| 16 | MACY GRAVY/Try | 4066 |
| 15 | HOUSTON & IGLESIAS/Could I Have This... | 3852 |
| 14 | GLORIA ESTEFAN/You Can't Walk | 3638 |
| 13 | FAITH HILL/Breathe | 3638 |
| 12 | TONI BRAXTON/Spanish Guitar | 3214 |
| 11 | SADE/By Your Side | 3214 |
| 10 | BRMMAK/Back Here | 3214 |
| 9 | ROD STEWART/I Can't Deny It | 3214 |
| 8 | FAITH HILL/The Way You Love Me | 3214 |
| 7 | LEIGH NASH/Need To Be | 3210 |
| 6 | SANTANA/FROB THOMAS/Smooth | 2568 |
| 5 | CELINE DION/I Want You | 2568 |
| 4 | FAITH HILL/Breathe | 2340 |
| 3 | LEANN RIME/S I Need You | 2340 |
| 2 | SARAH MCLACHLAN/Will Remember You | 2156 |
| 1 | 98 DEGREES/Do (Cherish You) | 2156 |
| 0 | LEANN RIME/S I Need You | 1926 |
| 0 | BACKSTREET BOYS/Show Me... | 1926 |
| 0 | N SYNC/This I Promise You | 1926 |
| 0 | MARC ANTHONY/I Need To Know | 1712 |
| 0 | BACKSTREET BOYS/Want It That Way | 1712 |
| 0 | BRIAN MCKNIGHT/Back At One | 1712 |

MARKET #11

WPCW/Atlanta
Clear Channel
(404) 367-0949
Kosloski
12+ Cumc 393,000

peach 94.9

| PLAYS | ARTIST/TITLE | GI (000) |
|-------|---|----------|
| 21 | SAVAGE GARDEN/Knew I Loved You | 4515 |
| 20 | BACKSTREET BOYS/Shape Of My Heart | 4515 |
| 19 | DON HEINLEY/Taking You Home | 4515 |
| 18 | LEANN RIME/S I Need You | 4515 |
| 17 | MARC ANTHONY/My Baby You | 4085 |
| 16 | N SYNC/This I Promise You | 4085 |
| 15 | BRIAN MCKNIGHT/Back At One | 3440 |
| 14 | CELINE DION/That's The Way It Is | 3440 |
| 13 | FAITH HILL/The Way You Love Me | 3440 |
| 12 | MARC ANTHONY/You Sang To Me | 3225 |
| 11 | MARC ANTHONY/You Sang To Me | 3225 |
| 10 | LEWIS & PAT TROW/Cruisin' | 3010 |
| 9 | SANTANA/FROB THOMAS/Smooth | 2580 |
| 8 | EDWIN MCCAIN/Could Not Ask... | 2150 |
| 7 | BACKSTREET BOYS/Jargon/Th... | 2150 |
| 6 | MARTIN MCGUIRE/I Love You | 2150 |
| 5 | BACKSTREET BOYS/Want It That Way | 1935 |
| 4 | PHIL COLLINS/You'll Be In My... | 1935 |
| 3 | LEONIE STAR/Amazed | 1935 |
| 2 | MARTIN MCGUIRE/Here You Are | 1935 |
| 1 | RICHARD MARSH/Days In Avalon | 1500 |
| 0 | KENNY G/WARMS TRONG/Walk A Wonderful... | 1500 |
| 0 | GLORIA ESTEFAN/You Can't Walk | 1290 |
| 0 | SARAH MCLACHLAN/Will Remember You | 1290 |
| 0 | LEE ANN WOMACK/Hope You Dance | 1290 |
| 0 | ROD STEWART/I Can't Deny It | 1075 |
| 0 | BON JOVI/Thank You For... | 1075 |
| 0 | NATALIE COLE/Angel On My Shoulder | 1075 |
| 0 | MARTIN MCGUIRE/Nobody Wants... | 860 |

MARKET #14

KLSY/Seattle-Tacoma
Sandusky
(425) 653-9462
McCarthy/Thomas
12+ Cumc 269,500

92.5 KLSY

| PLAYS | ARTIST/TITLE | GI (000) |
|-------|-----------------------------------|----------|
| 46 | BACKSTREET BOYS/Shape Of My Heart | 6903 |
| 45 | FAITH HILL/The Way You Love Me | 6909 |
| 44 | LEWIS & PAT TROW/Cruisin' | 6909 |
| 43 | FAITH HILL/Breathe | 6767 |
| 42 | CHRISTINA AGUILERA/Turn To You | 6767 |
| 41 | LEANN RIME/S I Need You | 6615 |
| 40 | LEE ANN WOMACK/Hope You Dance | 6027 |
| 39 | STING/Brand New Day | 3969 |
| 38 | MATCHBOX TWENTY/You're Gone | 3822 |
| 37 | CELINE DION/That's The Way It Is | 3381 |
| 36 | MACY GRAVY/Try | 3381 |
| 35 | DON HEINLEY/Everything Is... | 3087 |
| 34 | SAVAGE GARDEN/Cash And Burn | 3087 |
| 33 | SAVAGE GARDEN/Smooth | 2793 |
| 32 | LEONIE STAR/Amazed | 2646 |
| 31 | N SYNC/This I Promise You | 2499 |
| 30 | MARTIN MCGUIRE/Nobody Wants... | 2352 |
| 29 | MARC ANTHONY/You Sang To Me | 1764 |
| 28 | PHIL COLLINS/You'll Be In My... | 1617 |
| 27 | SANTANA/FROB THOMAS/Smooth | 1323 |
| 26 | CHER/Breathless | 1323 |
| 25 | SADE/By Your Side | 1323 |
| 24 | SMASH MOUTH/18 Karat O... | 1323 |
| 23 | SUGAR RAY/Someday | 1176 |
| 22 | LOU DOG/Garabino No. 5... | 1176 |
| 21 | BON JOVI/Thank You For... | 1176 |
| 20 | MARC ANTHONY/You Sang To Me | 1176 |
| 19 | BACKSTREET BOYS/Want It That Way | 1029 |
| 18 | JENIFER LOPEZ/If I Ever Had... | 1029 |
| 17 | ENYA/Only Time | 1029 |

MARKET #14

KRWV/Seattle-Tacoma
Sandusky
(425) 373-5545
Coles
12+ Cumc 241,900

Warm 106.9 fm

| PLAYS | ARTIST/TITLE | GI (000) |
|-------|---------------------------|----------|
| 16 | N SYNC/This I Promise You | 2272</ |

R&R Hot AC Top 30

February 2, 2001

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S) | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS (00) | WEEKS ON CHART | TOTAL STATIONS/ ADDS |
|--------------|-----------|---|-------------|-----------|------------------------|----------------|----------------------|
| 1 | 1 | MATCHBOX TWENTY If You're Gone (Lava/Atlantic) | 3535 | -67 | 362128 | 17 | 89/1 |
| 3 | 2 | LENNY KRAVITZ Agaig (Virgin) | 3122 | +185 | 346742 | 14 | 88/2 |
| 2 | 3 | CREED With Arms Wide Open (Wind-up) | 3019 | -173 | 318687 | 21 | 85/0 |
| 4 | 4 | EVAN AND JARON Crazy For This Girl (Columbia) | 2845 | +3 | 299562 | 23 | 83/0 |
| 6 | 5 | DIDO Thankyou (Arista) | 2640 | +170 | 289715 | 9 | 82/0 |
| 5 | 6 | BARENAKED LADIES Pinch Me (Reprise) | 2580 | -103 | 274644 | 22 | 83/0 |
| 7 | 7 | U2 Beautiful Day (Interscope) | 2437 | +49 | 279366 | 15 | 83/0 |
| 9 | 8 | CORRS Breathless (143/Lava/Atlantic) | 1986 | -18 | 208009 | 19 | 69/0 |
| 11 | 9 | DAVID GRAY Babylon (ATO/RCA) | 1950 | +25 | 209742 | 14 | 77/3 |
| 10 | 10 | FAITH HILL The Way You Love Me (Warner Bros.) | 1899 | -86 | 225187 | 19 | 58/0 |
| 8 | 11 | 3 DOORS DOWN Kryptonite (Republic/Universal) | 1833 | -236 | 201884 | 27 | 62/0 |
| 14 | 12 | MADONNA Don't Tell Me (Maverick/WB) | 1803 | +264 | 209317 | 5 | 69/2 |
| 12 | 13 | VERTICAL HORIZON You're A God (RCA) | 1779 | -156 | 179692 | 27 | 63/0 |
| 13 | 14 | MATCHBOX TWENTY Bent (Lava/Atlantic) | 1583 | -23 | 178858 | 40 | 76/0 |
| 15 | 15 | EVERCLEAR Wonderful (Capitol) | 1446 | -5 | 177009 | 29 | 65/0 |
| 18 | 16 | NELLY FURTADO I'm Like A Bird (DreamWorks) | 1388 | +86 | 147642 | 7 | 66/5 |
| 16 | 17 | DEXTER FREEBISH Leaving Town (Capitol) | 1334 | -27 | 120346 | 13 | 53/0 |
| 19 | 18 | VERTICAL HORIZON Everything You Want (RCA) | 1209 | -30 | 142627 | 56 | 75/0 |
| 17 | 19 | EVERCLEAR AM Radio (Capitol) | 1188 | -129 | 103757 | 10 | 59/0 |
| 21 | 20 | VERTICAL HORIZON Best I Ever Had (Grey Sky...) (RCA) | 1142 | +158 | 122252 | 3 | 73/6 |
| Debut | 21 | AEROSMITH Jaded (Columbia) | 998 | +378 | 108170 | 1 | 49/4 |
| 30 | 22 | BARENAKED LADIES Too Little Too Late (Reprise) | 927 | +316 | 100358 | 2 | 65/3 |
| 23 | 23 | DAVE MATTHEWS BAND I Did It (RCA) | 887 | +75 | 123100 | 3 | 38/13 |
| 24 | 23 | BON JOVI Thank You For Loving Me (Island/IDJMG) | 830 | +37 | 85742 | 4 | 53/4 |
| 25 | 25 | 'N SYNC This I Promise You (Jive) | 810 | +46 | 80431 | 8 | 29/0 |
| 26 | 26 | FUEL Hemorrhage (In My Hands) (Epic) | 745 | +25 | 71672 | 4 | 37/3 |
| 27 | 27 | MOBY F/GWEN STEFANI Southside (V2) | 720 | +65 | 66570 | 3 | 32/1 |
| Debut | 28 | LEE ANN WOMACK I Hope You Dance (MCA/Universal) | 671 | +96 | 63530 | 1 | 41/8 |
| 22 | 29 | SHAWN MULLINS Everywhere I Go (Columbia) | 606 | -286 | 47304 | 16 | 47/0 |
| 28 | 30 | BACKSTREET BOYS Shape Of My Heart (Jive) | 603 | -64 | 56950 | 11 | 31/0 |

Most Added

| ARTIST TITLE LABEL(S) | ADDS |
|--|------|
| COLDPLAY Yellow (Nettwerk/Capitol) | 19 |
| TRAIN Drops Of Jupiter (Tell Me) (Aware/Columbia) | 18 |
| LIFEHOUSE Hanging By A Moment (DreamWorks) | 14 |
| DAVE MATTHEWS BAND I Did It (RCA) | 13 |
| LEE ANN WOMACK I Hope You Dance (MCA/Universal) | 8 |
| VERTICAL HORIZON Best I Ever Had... (RCA) | 6 |
| NINA GORDON Now I Can Die (Warner Bros.) | 6 |
| 3 DOORS DOWN Loser (Republic/Universal) | 6 |
| NELLY FURTADO I'm Like A Bird (DreamWorks) | 5 |
| STING After The Rain Has Fallen (A&M/Interscope) | 5 |

Most Increased Plays

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|---|---------------------|
| AEROSMITH Jaded (Columbia) | +378 |
| BARENAKED LADIES Too Little Too Late (Reprise) | +316 |
| MADONNA Don't Tell Me (Maverick/WB) | +264 |
| NINA GORDON Now I Can Die (Warner Bros.) | +238 |
| STING After The Rain Has Fallen (A&M/Interscope) | +194 |
| LENNY KRAVITZ Agaig (Virgin) | +185 |
| DIDO Thankyou (Arista) | +170 |
| VERTICAL HORIZON Best I Ever Had... (RCA) | +158 |
| R. MARTIN F.C. AGUILERA Nobody... (Columbia) | +144 |
| COLDPLAY Yellow (Nettwerk/Capitol) | +119 |



91 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 1/21-Saturday 1/27. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 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 2001, The Arbitron Company). © 2001, R&R Inc.

New & Active

FIVE FOR FIGHTING Easy Tonight (Aware/Columbia)
Total Plays: 540, Total Stations: 38, Adds: 1

JOSH JOPLIN GROUP Camera One (Artemis)
Total Plays: 531, Total Stations: 38, Adds: 1

SEMISONIC Chemistry (MCA)
Total Plays: 491, Total Stations: 37, Adds: 4

DELERIUM I/SARAH McLACHLAN Silence (Nettwerk)
Total Plays: 434, Total Stations: 24, Adds: 2

UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic)
Total Plays: 395, Total Stations: 30, Adds: 3

BBMAK Still On Your Side (Hollywood)
Total Plays: 386, Total Stations: 25, Adds: 2

SADE By Your Side (Epic)
Total Plays: 378, Total Stations: 22, Adds: 1

R. MARTIN F.C. AGUILERA Nobody Wants... (Columbia)
Total Plays: 336, Total Stations: 20, Adds: 3

NINA GORDON Now I Can Die (Warner Bros.)
Total Plays: 325, Total Stations: 35, Adds: 6

STING After The Rain Has Fallen (A&M/Interscope)
Total Plays: 251, Total Stations: 28, Adds: 5

BLESSID UNION OF SOULS I/3XL Storybook Life (V2)
Total Plays: 220, Total Stations: 20, Adds: 3

SEAL This Could Be Heaven (London Sire)
Total Plays: 214, Total Stations: 18, Adds: 0

98 DEGREES My Everything (Universal)
Total Plays: 204, Total Stations: 10, Adds: 0

COLDPLAY Yellow (Nettwerk/Capitol)
Total Plays: 202, Total Stations: 25, Adds: 19

3 DOORS DOWN Loser (Republic/Universal)
Total Plays: 175, Total Stations: 16, Adds: 6

FASTBALL Love Is Expensive And Free (Hollywood)
Total Plays: 171, Total Stations: 18, Adds: 2

LIFEHOUSE Hanging By A Moment (DreamWorks)
Total Plays: 168, Total Stations: 16, Adds: 14

THEY MIGHT BE GIANTS Boss Of Me (Restless)
Total Plays: 142, Total Stations: 10, Adds: 0

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.

Fastball

"Love Is Expensive And Free"

R&R -

NEW & ACTIVE

BILLBOARD MONITOR
Adult Top 40 Spins
198 +110!!

Already On:

WPLJ KFMB WKZN
WMBX KDMX KAMX
KLLC KRSK KALZ
KUCD

New:

WRMF/West Palm Beach
WVTI/Grand Rapids

Look for *Fastball* in your town SOON!



morcheeba

"World Looking In"

**Produced by
Morcheeba & Pete Norris**

**Management by
CMO Management International**

www.morcheeba.com

Impacting Hot AC Monday , February 5th.

**From the album "Fragments of Freedom"
and also featured on the "Family Man" soundtrack**

Already Over 87,000 Albums Sold to Date!

Video Coming Soon

Most Played Recurrents

- STING** Desert Rose (A&M/Interscope)
- NINE DAYS** Absolutely (Story Of A Girl) (Epic)
- CREED** Higher (Wind-up)
- SANTANA I/ROB THOMAS** Smooth (Arista)
- THIRD EYE BLIND** Never Let You Go (Elektra/EEG)
- SMASH MOUTH** Then The Morning Comes (Interscope)
- BON JOVI** It's My Life (Island/IDJMG)
- SISTER HAZEL** Change Your Mind (Universal)
- MACY GRAY** I Try (Epic)
- SUGAR RAY** Someday (Lava/Atlantic)
- SMASH MOUTH** All Star (Interscope)
- BBMAK** Back Here (Hollywood)
- GOO GOO DOLLS** Black Balloon (Warner Bros.)
- TAL BACHMAN** She's So High (Columbia)
- TRAIN** Meet Virginia (Aware/Columbia)
- NINE DAYS** If I Am (Epic)
- SIXPENCE NONE THE RICHER** Kiss Me (Squint/Columbia)
- MADONNA** Music (Maverick/WB)
- MARC ANTHONY** I Need To Know (Columbia)
- NINA GORDON** Tonight And The Rest Of My Life (Warner Bros.)

TOP 100 HOT AC POWER GOLD

- 1 **THIRD EYE BLIND** Semi-Charmed Life
- 2 **EAGLE-EYE CHERRY** Save Tonight
- 3 **SUGAR RAY** Fly
- 4 **GREEN DAY** Time Of Your Life (Good Riddance)
- 5 **SMASH MOUTH** Walkin' On The Sun
- 6 **DUNCAN SHEIK** Barely Breathing
- 7 **BLUES TRAVELER** Run-Around
- 8 **SISTER HAZEL** All For You
- 9 **NO DOUBT** Don't Speak
- 10 **EDWIN MCCAIN** I'll Be
- 11 **TONIC** If You Could Only See
- 12 **CHUMBAWUMBA** Tubthumping
- 13 **SPIN DOCTORS** Two Princes
- 14 **CRANBERRIES** Dreams
- 15 **MODERN ENGLISH** I Melt With You
- 16 **ALANIS MORISSETTE** Ironic
- 17 **GOO GOO DOLLS** Name
- 18 **THIRD EYE BLIND** Jumper
- 19 **SARAH MCLACHLAN** Angel
- 20 **NAKED EYES** Always Something There To ...
- 21 **FASTBALL** The Way
- 22 **R.E.M.** Losing My Religion
- 23 **HOOTIE & THE BLOWFISH** Only Wanna Be...
- 24 **SIMPLE MINDS** Don't You (Forget About Me)
- 25 **B-52'S** Love Shack
- 26 **SHERYL CROW** All I Wanna Do
- 27 **OMD** If You Leave
- 28 **NATALIE MERCHANT** Wonder
- 29 **MATCHBOX 20** Real World
- 30 **MATCHBOX 20** 3am
- 31 **EURYTHMICS** Sweet Dreams (Are Made Of This)
- 32 **WALLFLOWERS** One Headlight
- 33 **ALANIS MORISSETTE** You Learn
- 34 **PAULA COLE** I Don't Want To Wait
- 35 **DEL AMITRI** Roll To Me
- 36 **POLICE** Every Breath You Take
- 37 **RED HOT CHILI PEPPERS** Under The Bridge
- 38 **DAVE MATTHEWS BAND** Crash Into Me
- 39 **MELISSA ETHERIDGE** I'm The Only One
- 40 **HOOTIE & THE BLOWFISH** I Go Blind
- 41 **COLLECTIVE SOUL** December
- 42 **ALANIS MORISSETTE** Head Over Feet
- 43 **DEEP BLUE SOMETHING** Breakfast At Tiffany's
- 44 **TRACY CHAPMAN** Give Me One Reason
- 45 **PETER GABRIEL** In Your Eyes
- 46 **DES'REE** You Gotta Be
- 47 **SAVAGE GARDEN** Truly Madly Deeply
- 48 **UB40** Red Red Wine
- 49 **OMC** How Bizarre
- 50 **JOHN COUGAR** Jack & Diane
- 51 **POLICE** Every Little Thing She Does...
- 52 **BRYAN ADAMS** Summer Of '69
- 53 **COLLECTIVE SOUL** The World I Know
- 54 **ROMANTICS** What I Like About You
- 55 **MARCY PLAYGROUND** Sex And Candy
- 56 **JOHN COUGAR MELLENCAMP** Small Town
- 57 **HUMAN LEAGUE** Don't You Want Me
- 58 **MELISSA ETHERIDGE** Come To My Window
- 59 **MERDITH BROOKS** Bitch
- 60 **ALANIS MORISSETTE** Hand In My Pocket
- 61 **HOOTIE & THE BLOWFISH** Time
- 62 **SOFT CELL** Tainted Love/Where Did Dur...
- 63 **TOM PETTY** Free Fallin'
- 64 **JOHN C. MELLENCAMP** Hurts So Good
- 65 **ALANIS MORISSETTE** You Dughta Know
- 66 **DIONNE FARRIS** I Know
- 67 **INXS** Need You Tonight
- 68 **TEARS FOR FEARS** Shout
- 69 **U2** I Still Haven't Found What ...
- 70 **NATALIE MERCHANT** Carnival
- 71 **JEWEL** You Were Meant For Me
- 72 **PRETENDERS** Brass In Pocket
- 73 **GIN BLOSSOMS** Follow You Down
- 74 **THIRD EYE BLIND** How's It Going to Be
- 75 **GREEN DAY** When I Come Around
- 76 **BILLY IDOL** Mony Mony
- 77 **SHERYL CROW** Strong Enough
- 78 **A-HA** Take On Me
- 79 **'TIL TUESDAY** Voices Carry
- 80 **TRACY CHAPMAN** Fast Car
- 81 **SHAMIA TWAIN** You're Still The One
- 82 **EURYTHMICS** Here Comes The Rain Again
- 83 **SHERYL CROW** If It Makes You Happy
- 84 **HOOTIE & THE BLOWFISH** Let Her Cry
- 85 **DONNA LEWIS** I Love You Always Forever
- 86 **R.E.M.** The One I Love
- 87 **PAT BENATAR** We Belong
- 88 **U2** With Or Without You
- 89 **MADONNA** Into The Groove
- 90 **SARAH MCLACHLAN** Building A Mystery
- 91 **BLINO MELON** No Rain
- 92 **TOAD THE WET SPROCKET** All I Want
- 93 **CUTTING CREW** (I Just) Died In Your Arms
- 94 **HOOTIE & THE BLOWFISH** Hold My Hand
- 95 **FINE YOUNG CANNIBALS** She Drives Me Crazy
- 96 **T'PAU** Heart And Soul
- 97 **SPIN DOCTORS** Little Miss Can't Be Wrong
- 98 **JESUS JONES** Right Here, Right Now
- 99 **MEN AT WORK** Down Under
- 100 **PRINCE** When Doves Cry

HOT AC

Going For Adds 2/5/01

- COLLECTIVE SOUL** Perfect Day (Atlantic)
- INCUBUS** Drive (Immortal/Epic)
- JOHN WESLEY HARDING** I'm Wrong About Everything (Malt/Mammoth)
- JON SECADA** Break The Walls (Epic)
- KILLING HEIDI** Mascara (3:33/Universal)
- MORCHEEBA** World Looking In (London Sire)

Register now for Music Meeting, the industry's No. 1 online destination for new music: www.ronline.com



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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



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D E L E R I U M

FEATURING SARAH McLACHLAN

"Delerium's 'Silence' is the most asked about song on the **playlist**. Lots of curiosity, lots of positive phones. Plus, it fills the Sarah void now!"

- Greg Strassell, WBMX

"If **Sarah McLachlan** works at your station throw 'Silence' in and watch the phones light up."

- Gary Cee, WLIR

silence

From the Bounce soundtrack

Three years and 200,000 albums later "Silence" surfaces as a sleeper smash.



35 - 32* Modern AC Monitor
39 - 38* Adult Top 40 Monitor
#4 New and Active R&R Hot AC

Instant reaction on these and many more:

| | | | | | |
|------|------|------|------|------|------|
| KYSR | WBMX | WTMX | KIMN | WSSR | WCPT |
| KLCA | KEZR | KLLY | KRSK | KPEK | WINK |
| WLIR | WMBX | WCDA | WZNE | WDCQ | WKDD |

"Talk about a song with nine lives...enchanted and cool as can be"

—Billboard

NETTWERK
A M E R I C A

ARISTA

Contact info: Tom Gates 212.760.1540 gates@netwerk.com Michelle Doram 310.855.0643 mdoram@netwerk.com

www.americanradiohistory.com

Hot AC Playlists

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

MARKET #1

WPLJ/New York
ABC
(212) 613-9000
Cuddy/Shannon/Mascaro
12+ Cume 2,679,888

PLAYS

| LW | TW | ARTIST/TITLE | CH | (898) |
|----|----|------------------------------------|----|-------|
| 46 | 47 | LENNY KRAMTZ/Again | 61 | 1699 |
| 47 | 48 | CORRS/Breathless | 38 | 3825 |
| 48 | 45 | FAITH HILL/The Way You Love Me | 38 | 3825 |
| 49 | 44 | EVAN AND JARON/Crazy For This Girl | 37 | 1810 |
| 50 | 43 | DAVID GRAY/Baby | 36 | 3635 |
| 51 | 42 | LENNY KRAMTZ/Again | 35 | 3390 |
| 52 | 41 | BARBARA NAKELADES/Pinch Me | 34 | 3110 |
| 53 | 40 | 3 DOORS DOWN/Kryptonite | 28 | 2885 |
| 54 | 39 | DAVID GRAY/Baby | 27 | 2690 |
| 55 | 38 | MADONNA/Don't Tell Me | 26 | 2425 |
| 56 | 37 | LENNY KRAMTZ/Again | 25 | 2425 |
| 57 | 36 | RON JUVON/Thank You For... | 24 | 2360 |
| 58 | 35 | 3 DOORS DOWN/Kryptonite | 23 | 2185 |
| 59 | 34 | DAVID GRAY/Baby | 22 | 2185 |
| 60 | 33 | LENNY KRAMTZ/Again | 21 | 2185 |
| 61 | 32 | LENNY KRAMTZ/Again | 20 | 2185 |
| 62 | 31 | LENNY KRAMTZ/Again | 19 | 2185 |
| 63 | 30 | LENNY KRAMTZ/Again | 18 | 2185 |
| 64 | 29 | LENNY KRAMTZ/Again | 17 | 2185 |
| 65 | 28 | LENNY KRAMTZ/Again | 16 | 2185 |
| 66 | 27 | LENNY KRAMTZ/Again | 15 | 2185 |
| 67 | 26 | LENNY KRAMTZ/Again | 14 | 2185 |
| 68 | 25 | LENNY KRAMTZ/Again | 13 | 2185 |
| 69 | 24 | LENNY KRAMTZ/Again | 12 | 2185 |
| 70 | 23 | LENNY KRAMTZ/Again | 11 | 2185 |
| 71 | 22 | LENNY KRAMTZ/Again | 10 | 2185 |
| 72 | 21 | LENNY KRAMTZ/Again | 9 | 2185 |
| 73 | 20 | LENNY KRAMTZ/Again | 8 | 2185 |
| 74 | 19 | LENNY KRAMTZ/Again | 7 | 2185 |
| 75 | 18 | LENNY KRAMTZ/Again | 6 | 2185 |
| 76 | 17 | LENNY KRAMTZ/Again | 5 | 2185 |
| 77 | 16 | LENNY KRAMTZ/Again | 4 | 2185 |
| 78 | 15 | LENNY KRAMTZ/Again | 3 | 2185 |
| 79 | 14 | LENNY KRAMTZ/Again | 2 | 2185 |
| 80 | 13 | LENNY KRAMTZ/Again | 1 | 2185 |

MARKET #2

KBLA/Los Angeles
Clear Channel
(818) 546-1043
Kaye/Baker
12+ Cume 1,832,100

PLAYS

| LW | TW | ARTIST/TITLE | CH | (898) |
|----|----|------------------------------------|----|-------|
| 32 | 30 | FAITH HILL/The Way You Love Me | 15 | 1570 |
| 33 | 29 | 'N SYNC/This I Promise You | 15 | 1570 |
| 34 | 28 | LENNY KRAMTZ/Again | 14 | 1482 |
| 35 | 27 | 3 DOORS DOWN/Kryptonite | 14 | 1482 |
| 36 | 26 | DREAMHEAD/No One | 14 | 1482 |
| 37 | 25 | EVAN AND JARON/Crazy For This Girl | 14 | 1267 |
| 38 | 24 | LENNY KRAMTZ/Again | 13 | 1159 |
| 39 | 23 | EVERLEARN/Wonderful | 13 | 1159 |
| 40 | 22 | ATC/Around The World | 13 | 1159 |
| 41 | 21 | DAVID GRAY/Baby | 13 | 1159 |
| 42 | 20 | MARTIN FUGLERA/Nobody Wants... | 13 | 1159 |
| 43 | 19 | SAMANTHA FRIB THOMAS/Smooth | 13 | 1159 |
| 44 | 18 | DAVID GRAY/Baby | 13 | 1159 |
| 45 | 17 | DAVID GRAY/Baby | 13 | 1159 |
| 46 | 16 | DAVID GRAY/Baby | 13 | 1159 |
| 47 | 15 | DAVID GRAY/Baby | 13 | 1159 |
| 48 | 14 | DAVID GRAY/Baby | 13 | 1159 |
| 49 | 13 | DAVID GRAY/Baby | 13 | 1159 |
| 50 | 12 | DAVID GRAY/Baby | 13 | 1159 |
| 51 | 11 | DAVID GRAY/Baby | 13 | 1159 |
| 52 | 10 | DAVID GRAY/Baby | 13 | 1159 |
| 53 | 9 | DAVID GRAY/Baby | 13 | 1159 |
| 54 | 8 | DAVID GRAY/Baby | 13 | 1159 |
| 55 | 7 | DAVID GRAY/Baby | 13 | 1159 |
| 56 | 6 | DAVID GRAY/Baby | 13 | 1159 |
| 57 | 5 | DAVID GRAY/Baby | 13 | 1159 |
| 58 | 4 | DAVID GRAY/Baby | 13 | 1159 |
| 59 | 3 | DAVID GRAY/Baby | 13 | 1159 |
| 60 | 2 | DAVID GRAY/Baby | 13 | 1159 |
| 61 | 1 | DAVID GRAY/Baby | 13 | 1159 |

MARKET #3

KY3R/Los Angeles
Clear Channel
(818) 955-7000
Parola/Bliss
12+ Cume 1,221,680

PLAYS

| LW | TW | ARTIST/TITLE | CH | (898) |
|----|----|--------------------|----|-------|
| 45 | 48 | LENNY KRAMTZ/Again | 26 | 2600 |
| 46 | 47 | LENNY KRAMTZ/Again | 25 | 2500 |
| 47 | 46 | NO DOUBT/Batwaver | 23 | 2310 |
| 48 | 45 | LENNY KRAMTZ/Again | 22 | 2200 |
| 49 | 44 | LENNY KRAMTZ/Again | 21 | 2100 |
| 50 | 43 | LENNY KRAMTZ/Again | 20 | 2000 |
| 51 | 42 | LENNY KRAMTZ/Again | 19 | 1900 |
| 52 | 41 | LENNY KRAMTZ/Again | 18 | 1800 |
| 53 | 40 | LENNY KRAMTZ/Again | 17 | 1700 |
| 54 | 39 | LENNY KRAMTZ/Again | 16 | 1600 |
| 55 | 38 | LENNY KRAMTZ/Again | 15 | 1500 |
| 56 | 37 | LENNY KRAMTZ/Again | 14 | 1400 |
| 57 | 36 | LENNY KRAMTZ/Again | 13 | 1300 |
| 58 | 35 | LENNY KRAMTZ/Again | 12 | 1200 |
| 59 | 34 | LENNY KRAMTZ/Again | 11 | 1100 |
| 60 | 33 | LENNY KRAMTZ/Again | 10 | 1000 |
| 61 | 32 | LENNY KRAMTZ/Again | 9 | 900 |
| 62 | 31 | LENNY KRAMTZ/Again | 8 | 800 |
| 63 | 30 | LENNY KRAMTZ/Again | 7 | 700 |
| 64 | 29 | LENNY KRAMTZ/Again | 6 | 600 |
| 65 | 28 | LENNY KRAMTZ/Again | 5 | 500 |
| 66 | 27 | LENNY KRAMTZ/Again | 4 | 400 |
| 67 | 26 | LENNY KRAMTZ/Again | 3 | 300 |
| 68 | 25 | LENNY KRAMTZ/Again | 2 | 200 |
| 69 | 24 | LENNY KRAMTZ/Again | 1 | 100 |

MARKET #4

WTMH/Chicago
Bonnieville
(312) 946-1019
James/Kachisnie
12+ Cume 811,680

PLAYS

| LW | TW | ARTIST/TITLE | CH | (898) |
|----|----|---------------------------|----|-------|
| 49 | 54 | LENNY KRAMTZ/Again | 20 | 2074 |
| 50 | 53 | LENNY KRAMTZ/Again | 19 | 1912 |
| 51 | 52 | DAVE MATTHEWS BAND/Did It | 19 | 1943 |
| 52 | 51 | LENNY KRAMTZ/Again | 18 | 1816 |
| 53 | 50 | LENNY KRAMTZ/Again | 17 | 1716 |
| 54 | 49 | LENNY KRAMTZ/Again | 16 | 1616 |
| 55 | 48 | LENNY KRAMTZ/Again | 15 | 1516 |
| 56 | 47 | LENNY KRAMTZ/Again | 14 | 1416 |
| 57 | 46 | LENNY KRAMTZ/Again | 13 | 1316 |
| 58 | 45 | LENNY KRAMTZ/Again | 12 | 1216 |
| 59 | 44 | LENNY KRAMTZ/Again | 11 | 1116 |
| 60 | 43 | LENNY KRAMTZ/Again | 10 | 1016 |
| 61 | 42 | LENNY KRAMTZ/Again | 9 | 916 |
| 62 | 41 | LENNY KRAMTZ/Again | 8 | 816 |
| 63 | 40 | LENNY KRAMTZ/Again | 7 | 716 |
| 64 | 39 | LENNY KRAMTZ/Again | 6 | 616 |
| 65 | 38 | LENNY KRAMTZ/Again | 5 | 516 |
| 66 | 37 | LENNY KRAMTZ/Again | 4 | 416 |
| 67 | 36 | LENNY KRAMTZ/Again | 3 | 316 |
| 68 | 35 | LENNY KRAMTZ/Again | 2 | 216 |
| 69 | 34 | LENNY KRAMTZ/Again | 1 | 116 |

MARKET #5

KLCC/San Francisco
Infinity
(415) 765-4187
Kaplan/Stoccol
12+ Cume 642,880

PLAYS

| LW | TW | ARTIST/TITLE | CH | (898) |
|----|----|---------------------------|----|-------|
| 41 | 38 | DIDD/Thank You | 91 | 9166 |
| 42 | 37 | LENNY KRAMTZ/Again | 89 | 8955 |
| 43 | 36 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 44 | 35 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 45 | 34 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 46 | 33 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 47 | 32 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 48 | 31 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 49 | 30 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 50 | 29 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 51 | 28 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 52 | 27 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 53 | 26 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 54 | 25 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 55 | 24 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 56 | 23 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 57 | 22 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 58 | 21 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 59 | 20 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 60 | 19 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 61 | 18 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 62 | 17 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 63 | 16 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 64 | 15 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 65 | 14 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 66 | 13 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 67 | 12 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 68 | 11 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 69 | 10 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 70 | 9 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 71 | 8 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 72 | 7 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 73 | 6 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 74 | 5 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 75 | 4 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 76 | 3 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 77 | 2 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |
| 78 | 1 | DAVE MATTHEWS BAND/Did It | 89 | 8955 |

MARKET #6

KOMX/Phoenix
Clear Channel
(602) 991-1029
McMahon/Thomas
12+ Cume 581,400

PLAYS

| LW | TW | ARTIST/TITLE | CH | (898) |
|----|----|-------------------------------|----|-------|
| 26 | 31 | CREED/With Arms Wide Open | 59 | 5890 |
| 27 | 30 | MATCHBOX TWENTY/You're Gone | 59 | 5890 |
| 28 | 29 | VERTICAL HORIZON/You're A God | 59 | 5890 |
| 29 | 28 | MATCHBOX TWENTY/You're Gone | 59 | 5890 |
| 30 | 27 | LENNY KRAMTZ/Again | 59 | 5890 |
| 31 | 26 | LENNY KRAMTZ/Again | 59 | 5890 |
| 32 | 25 | LENNY KRAMTZ/Again | 59 | 5890 |
| 33 | 24 | LENNY KRAMTZ/Again | 59 | 5890 |
| 34 | 23 | LENNY KRAMTZ/Again | 59 | 5890 |
| 35 | 22 | LENNY KRAMTZ/Again | 59 | 5890 |
| 36 | 21 | LENNY KRAMTZ/Again | 59 | 5890 |
| 37 | 20 | LENNY KRAMTZ/Again | 59 | 5890 |
| 38 | 19 | LENNY KRAMTZ/Again | 59 | 5890 |
| 39 | 18 | LENNY KRAMTZ/Again | 59 | 5890 |
| 40 | 17 | LENNY KRAMTZ/Again | 59 | 5890 |
| 41 | 16 | LENNY KRAMTZ/Again | 59 | 5890 |
| 42 | 15 | LENNY KRAMTZ/Again | 59 | 5890 |
| 43 | 14 | LENNY KRAMTZ/Again | 59 | 5890 |
| 44 | 13 | LENNY KRAMTZ/Again | 59 | 5890 |
| 45 | 12 | LENNY KRAMTZ/Again | 59 | 5890 |
| 46 | 11 | LENNY KRAMTZ/Again | 59 | 5890 |
| 47 | 10 | LENNY KRAMTZ/Again | 59 | 5890 |
| 48 | 9 | LENNY KRAMTZ/Again | 59 | 5890 |
| 49 | 8 | LENNY KRAMTZ/Again | 59 | 5890 |
| 50 | 7 | LENNY KRAMTZ/Again | 59 | 5890 |
| 51 | 6 | LENNY KRAMTZ/Again | 59 | 5890 |
| 52 | 5 | LENNY KRAMTZ/Again | 59 | 5890 |
| 53 | 4 | LENNY KRAMTZ/Again | 59 | 5890 |
| 54 | 3 | LENNY KRAMTZ/Again | 59 | 5890 |
| 55 | 2 | LENNY KRAMTZ/Again | 59 | 5890 |
| 56 | 1 | LENNY KRAMTZ/Again | 59 | 5890 |

MARKET #7

WPLT/Detroit
ABC
(313) 871-3030
O'Brien/Hazleton/Delisi
12+ Cume 441,380

PLAYS

| LW | TW | ARTIST/TITLE | CH | (898) |
|----|----|-----------------------------|----|-------|
| 50 | 52 | DIDD/Thank You | 77 | 7748 |
| 51 | 51 | MATCHBOX TWENTY/You're Gone | 77 | 7748 |
| 52 | 50 | NINE DAYS/It Am | 77 | 7748 |
| 53 | 49 | LENNY KRAMTZ/Again | 77 | 7748 |
| 54 | 48 | LENNY KRAMTZ/Again | 77 | 7748 |
| 55 | 47 | LENNY KRAMTZ/Again | 77 | 7748 |
| 56 | 46 | LENNY KRAMTZ/Again | 77 | 7748 |
| 57 | 45 | LENNY KRAMTZ/Again | 77 | 7748 |
| 58 | 44 | LENNY KRAMTZ/Again | 77 | 7748 |
| 59 | 43 | LENNY KRAMTZ/Again | 77 | 7748 |
| 60 | 42 | LENNY KRAMTZ/Again | 77 | 7748 |
| 61 | 41 | LENNY KRAMTZ/Again | 77 | 7748 |
| 62 | 40 | LENNY KRAMTZ/Again | 77 | 7748 |
| 63 | 39 | LENNY KRAMTZ/Again | 77 | 7748 |
| 64 | 38 | LENNY KRAMTZ/Again | 77 | 7748 |
| 65 | 37 | LENNY KRAMTZ/Again | 77 | 7748 |
| 66 | 36 | LENNY KRAMTZ/Again | 77 | 7748 |
| 67 | 35 | LENNY KRAMTZ/Again | 77 | 7748 |
| 68 | 34 | LENNY KRAMTZ/Again | 77 | 7748 |
| 69 | 33 | LENNY KRAMTZ/Again | 77 | 7748 |
| 70 | 32 | LENNY KRAMTZ/Again | 77 | 7748 |
| 71 | 31 | LENNY KRAMTZ/Again | 77 | 7748 |
| 72 | 30 | LENNY KRAMTZ/Again | 77 | 7748 |
| 73 | 29 | LENNY KRAMTZ/Again | 77 | 7748 |
| 74 | 28 | LENNY KRAMTZ/Again | 77 | 7748 |
| 75 | 27 | LENNY KRAMTZ/Again | 77 | 7748 |
| 76 | 26 | LENNY KRAMTZ/Again | 77 | 7748 |
| 77 | 25 | LENNY KRAMTZ/Again | 77 | 7748 |
| 78 | 24 | LENNY KRAMTZ/Again | 77 | 7748 |
| 79 | 23 | LENNY KRAMTZ/Again | 77 | 7748 |
| 80 | 22 | LENNY KRAMTZ/Again | 77 | 7748 |
| 81 | 21 | LENNY KRAMTZ/Again | 77 | 7748 |
| 82 | 20 | LENNY KRAMTZ/Again | 77 | 7748 |
| 83 | 19 | LENNY KRAMTZ/Again | 77 | 7748 |
| 84 | 18 | LENNY KRAMTZ/Again | 77 | 7748 |
| 85 | 17 | LENNY KRAMTZ/Again | 77 | 7748 |
| 86 | 16 | LENNY KRAMTZ/Again | 77 | 7748 |
| 87 | 15 | LENNY KRAMTZ/Again | 77 | 7748 |
| 88 | 14 | LENNY KRAMTZ/Again | 77 | 7748 |
| 89 | 13 | LENNY KRAMTZ/Again | 77 | 7748 |
| 90 | 12 | LENNY KRAMTZ/Again | 77 | 7748 |
| 91 | 11 | LENNY KRAMTZ/Again | 77 | 7748 |
| 92 | 10 | LENNY KRAMTZ/Again | 77 | 7748 |
| 93 | 9 | LENNY KRAMTZ/Again | 77 | 7748 |
| 94 | 8 | LENNY KRAMTZ/Again | 77 | 7748 |
| 95 | 7 | LENNY KRAMTZ/Again | 77 | 7748 |
| 96 | 6 | LENNY KRAMTZ/Again | 77 | 7748 |
| 97 | 5 | LENNY KRAMTZ/Again | 77 | 7748 |
| 98 | 4 | LENNY KRAMTZ/Again | 77 | 7748 |
| 99 | 3 | LENNY KRAMTZ/Again | 77 | |

COLDPLAY

YELLOW

The first single from the acclaimed album PARACHUTES

#1 MOST ADDED!!

19 ADDS OUT OF THE BOX

INCLUDING:

WPLJ • New York

WTMX • Chicago

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Los Angeles, CA 2/14 • New York, NY 2/16 • Boston, MA 2/17 • Chicago, IL 2/19 •
Toronto, ONT 2/20

Produced by Ken Nelson and Coldplay • Mixed by Michael H. Brauer for MHB Productions
Management: Nettwerk Management © / Phil Harvey



hollywoodandvine.com / www.coldplay.com / NettWeb:www.nettwerk.com

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CAROL ARCHER
archer@rronline.com

The Sweetest Sound In Radio: *Ka-Ching!*

□ An idea doesn't mean a thing if it doesn't make money

Group owners' billing expectations continue to rise, even in the face of waning dot-com business. Nonspot revenue is so top-of-mind that one of L.A.'s leading radio salespeople told me recently, "It's *all* about sponsorships." This week specialists from two of NAC/Smooth Jazz's most successful stations — KTWV (The Wave)/Los Angeles LSM Jason Wilberding and WJZZ/Philadelphia Director/Market Development Deborah Hunt — suggest tactics for mining new revenue sources.

As LSM, Wilberding is responsible for about 75% of The Wave's billing (as at most stations, about 25% is national business). He says that as expectations have increased, the station's staff



Jason Wilberding

have been challenged to open their minds. "We've increased our nonspot budget and nonspot billing dramatically by doing things we didn't do before," he explains. "There is still separation of church and state between sales and programming, but it's not as clearly defined as it once was."

Synergistic Approach

"We now take a completely synergistic approach," Wilberding continues. "We all know that revenue, ratings and cash flow are what we're created on. Programming is responsible for ratings and promotions, and sales is in charge of revenue; there has to be some give on each side."

"What we've done over the past couple of years has been to sell promotional opportunities and sponsorships. We gave away prizes in our 'Thought for the Day' morning-show feature, but we didn't have another outlet to allow advertisers to give away product or to satisfy promotional requirements in other dayparts. So we created *The Wave Café*, a fax-in request lunchtime show, to satisfy small retail clients with one store and big national clients.

"Sometimes it can be considered added-value, when we can secure money for a sponsorship only, without commercials. We're constantly trying to establish a benchmark for prizes that are appropriate for our listeners,



Deborah Hunt

but, at the same time, we don't want to be so niched that we can only give away Godiva chocolates. "Just as this format has grown, over the past two or three years we've looked at clients on a more mass-appeal basis. We've given away Kmart gift cards; we don't have to be exclusively about Neiman-Marcus and Mercedes. Sales has a selfish need, and every salesperson thinks his or her promotion is the best and deserves to be on the air. In the past we could all say no more than we can today.

"We have to be open in our thinking. For example, being in L.A., where the entertainment industry is so big, a lot of stations do movie premieres. We've stayed away from them, but now we're looking at do-

"With the right pitch and the right product, our listeners respond. Listeners are very, very passionate about this format."

Jason Wilberding

ing specific special-engagement screenings for films like *Chocolat* and *Malena*. Programming is considering doing entertainment features,

but only if they benefit listeners, because we must stay true to them."

Aspire To The Best

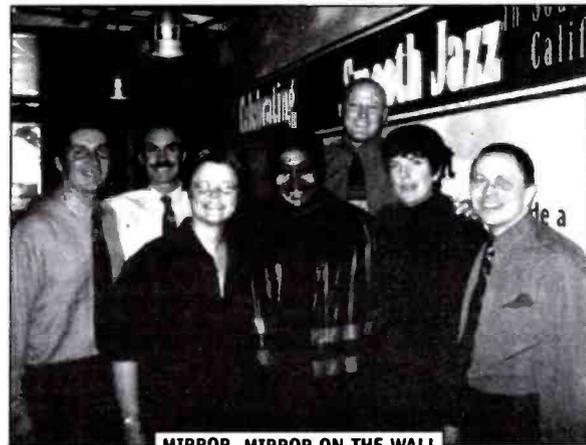
Wilberding goes on, "I advise smaller-market stations to leverage the success of larger markets, but not by saying, 'We're The Wave of Tampa.' You can succeed if you tap into and sell to people's aspirations. No matter how much a listener earns, radio is free, but listeners still want to be associated with the best.

"A friend who is dating told me that she always asks what kind of music somebody listens to, and if he answers, 'The Wave,' she knows that he aspires to the best. From a sales perspective, if you can translate that aspirational lifestyle, it's staggering. Because with the right pitch and the right product, our listeners respond. Listeners are very, very passionate about this format.

"For example, when I worked at Katz, and then Infinity, I repped Smooth Jazz stations like WNUA/Chicago, WJZZ, Love 94 [WLVE/Miami] and The Oasis [KOAZ/Dallas], and I became aware of the power of their jazz brunch events. But I was really amazed when I went to the third week of The Wave's brunch events, at a new location in Seal Beach: There were over 400 people there!

"At our brunches we encourage customers to interact with us, come forward to win prizes and register for trip-a-day. Salespeople sometimes become jaded, but they have to know how much listeners love being affiliated with Smooth Jazz. One guy came in alone and said, 'I just want to be part of this because it's so cool.'

"The show's host, Barbara Blake, creates true theater-of-the-mind about the food and atmosphere, and



MIRROR, MIRROR ON THE WALL

Who's the smoothest of them all? When superstar George Benson dropped by KTWV (The Wave)/Los Angeles for a visit, many luminaries were on hand to greet him. Seen here (l-r) are Broadcast Architecture VP/Prog. Allen Kepler, Infinity VP/Prog. John Gehron, KTWV Dir./Marketing & Promotions Bonny Chick, Benson, KTWV VP/GM Tim Pohlman and PD Chris Brodie and BA CEO Frank Cody.

the brunches are also great opportunities to bring in sponsors. I encourage salespeople in other markets to have a signature event. Who wouldn't be proud to show clients the Smooth Jazz audience?"

Sponsorships Are Key

Hunt says that the key to nonspot revenue rests primarily in event sponsorships and promotions. "We

"Most of what I do is identify companies with needs for sponsorships and work with sales to build packages that include all the elements that go into them."

Deborah Hunt

leverage the fact that Clear Channel has so many stations across the country to help drive marketing sales promotions, although most deals are local or regional. I'm working with a client now on a 13-market deal nationally. Most of what I do is identify companies with needs for sponsorships and work with sales to build packages that include all the elements that go into them.

"When we have a franchise event, such as our Smooth Jazz Fest, my responsibility is to pull together all the elements for promotions and advertising, such as signage and sampling opportunities, so the sales staff can go out and sell them. Or a client may already have a promotion, like a two-for-one, that we can elevate to a higher level by including it in our franchise events.

"I just closed a deal with our

'WJZZ Wine Cellar' feature. We have a wine connoisseur, Greg Moore, who was the sommelier of Philadelphia's renowned Le Bec Fin restaurant for 20 years. We created this one-minute on-air feature in which he educates people about wine and demystifies it. This gives us another sponsorship to sell. We've already got a winery committed. We'll build our webpage content around it, too, so listeners can get even more in-depth information about wines.

"Here at WJZZ, NTR is a huge percentage of our local revenue. I expect to bring in over \$1 million in the first year. For a station like ours, which is so lifestyle-oriented, NTR opportunities can really be maximized, since sponsors that relate to our listeners get very good results. Not only can clients target that audience with a commercial spot, but now, with a sponsorship, listeners can also touch and feel the sponsors' products.

"There are different ways that a client can measure the success of a promotion. For example, if we're doing a concert and we tell listeners to bring their ticket stubs to a certain retail location to get a discount, we know that traffic is being driven by our event. Or the other way around: We can drive listeners to a location to register to win dinner and a show or to sample a product at an event.

"Another great success story is our CD sampler. One sponsor was a bank that included a coupon worth \$50 with a new account in the CD package. Even before the CD hit the stores, customers were calling the bank about it."

TALK BACK TO R&R!

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

Call me at 310-788-1665
or e-mail:
archer@rronline.com

February 2, 2001

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S) | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS (00) | WEEKS ON CHART | TOTAL STATIONS/ADDS |
|-----------|-----------|---|-------------|-----------|------------------------|----------------|---------------------|
| 2 | 1 | BONA FIDE X-Ray Hip(N-Coded) | 751 | +46 | 88383 | 11 | 39/2 |
| 5 | 2 | GEORGE BENSON Medicine Man(GRP/VMG) | 751 | +75 | 74699 | 10 | 39/0 |
| 1 | 3 | BONEY JAMES & RICK BRAUN R.S.V.P.(Warner Bros.) | 749 | -7 | 83875 | 12 | 42/0 |
| 4 | 4 | GROVER WASHINGTON JR. Chameleon(Telarc) | 739 | +55 | 77952 | 17 | 37/0 |
| 3 | 5 | CHIELI MINUCCI My Girl Sunday(Shanachie) | 646 | -53 | 76661 | 20 | 33/0 |
| 6 | 6 | JEFF GOLUB Drop Top(GRP/VMG) | 627 | +77 | 82382 | 7 | 39/0 |
| 7 | 7 | KIRK WHALUM Now Til Forever(Warner Bros.) | 583 | +42 | 72980 | 10 | 37/0 |
| 8 | 8 | SADE By Your Side(Epic) | 492 | -12 | 69720 | 16 | 35/0 |
| 15 | 9 | RICHARD ELLIOT Who?(Blue Note) | 476 | +30 | 78466 | 6 | 39/1 |
| 10 | 10 | STING She Walks This Earth(Telarc) | 470 | +17 | 35206 | 16 | 35/1 |
| 14 | 11 | BETTE MIDLER Love TKO(Warner Bros.) | 418 | -43 | 46049 | 12 | 30/0 |
| | 12 | DAVE KOZ Love Is On The Way(Capitol) | 413 | +32 | 50293 | 6 | 36/3 |
| 11 | 13 | JEFF KASHIWA Hyde Park ("Ah, Oooh" Song)(Native Language) | 405 | -69 | 48817 | 22 | 31/1 |
| 13 | 14 | CHUCK LOEB Blue Kiss(Shanachie) | 389 | -53 | 39683 | 15 | 29/0 |
| 9 | 15 | WALTER BEASLEY Comin' At Cha(Shanachie) | 385 | -100 | 43286 | 26 | 30/0 |
| 16 | 16 | RONNIE LAWS Old Days/Old Ways(HDH) | 384 | -13 | 36212 | 16 | 28/0 |
| 19 | 17 | KIM WATERS In The Groove(Shanachie) | 376 | +38 | 49902 | 8 | 35/2 |
| 17 | 18 | JOE MCBRIDE Texas Rhythm Club(Heads Up) | 369 | -21 | 47415 | 17 | 28/0 |
| 12 | 19 | BRIAN BROMBERG Relentless(Native Language) | 368 | -58 | 33337 | 18 | 28/0 |
| 21 | 20 | JONATHAN BUTLER Forever Tonight(N-Coded) | 307 | +22 | 23032 | 4 | 22/1 |
| 23 | 21 | GREGG KARUKAS Chasing The Wind(N-Coded) | 286 | +9 | 39424 | 6 | 27/3 |
| 22 | 22 | JAZZMASTERS Shine(Hardcastle/Trippin 'N' Rhythm) | 285 | -2 | 23192 | 7 | 25/0 |
| 25 | 23 | YULARA Flyin' High(Higher Octave) | 259 | +11 | 19002 | 3 | 28/2 |
| 24 | 24 | JOYCE COOLING Coasting(Heads Up) | 255 | +15 | 31961 | 9 | 19/0 |
| 30 | 25 | RIPPINGTONS Caribbean Breeze(Peak/Concord) | 250 | +92 | 27722 | 2 | 28/4 |
| 28 | 26 | GARDEN PARTY Rikki Don't Lose That Number(Samson) | 199 | +3 | 32245 | 3 | 20/1 |
| 27 | 27 | BRENDA RUSSELL You Can't Hide Your Heart...(Hidden Beach/Epic) | 190 | +14 | 4702 | 7 | 14/1 |
| 26 | 28 | ERIC ESSIX Rainy Night In Georgia(Zebra) | 182 | -43 | 21521 | 14 | 17/0 |
| | 29 | TIM BOWMAN Smile(Insync) | 152 | +21 | 21374 | 1 | 15/0 |
| | 30 | NATALIE COLE Angel On My Shoulder(Elektra/EEG) | 147 | -21 | 12383 | 4 | 12/0 |

42 NAC/Smooth Jazz reporters. Songs ranked by total plays for the airplay week of Sunday 1/21-Saturday 1/27. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 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 2001, The Arbitron Company). © 2001, R&R Inc.

New & Active

EUGE GROOVE Romeo & Juliet (Warner Bros.)
Total Plays: 134, Total Stations: 12, Adds: 1

JIM BRICKMAN Glory (Windham Hill)
Total Plays: 129, Total Stations: 12, Adds: 0

FOURPLAY Double Trouble (Warner Bros.)
Total Plays: 106, Total Stations: 12, Adds: 1

INCOGNITO F/MAYSA Change (Talkin Loud/Blue Thumb/VMG)
Total Plays: 105, Total Stations: 10, Adds: 3

VARIOUS ARTISTS Don't Get Around Much Anymore (Shanachie)
Total Plays: 93, Total Stations: 10, Adds: 0

GOTA Unforgettable Feeling (Instinct)
Total Plays: 92, Total Stations: 9, Adds: 0

SEAL This Could Be Heaven (London Sire)
Total Plays: 87, Total Stations: 8, Adds: 3

EAST WEST CONNECTION Surgical Spirit (Internal Bass)
Total Plays: 80, Total Stations: 9, Adds: 0

VOODOO OOGS Here We Go (Palmetto)
Total Plays: 65, Total Stations: 8, Adds: 1

KEN NAVARRO Delicioso (Positive)
Total Plays: 65, Total Stations: 8, Adds: 3

Songs ranked by total plays

Most Added

| ARTIST TITLE LABEL(S) | ADDS |
|---|------|
| RICK BRAUN Kisses In The Rain(Warner Bros.) | 23 |
| JEFF LORBER Snakebite(Samson) | 13 |
| RIPPINGTONS Caribbean Breeze(Peak/Concord) | 4 |
| DAVE KOZ Love Is On The Way(Capitol) | 3 |
| GREGG KARUKAS Chasing The Wind(N-Coded) | 3 |
| INCOGNITO F/MAYSA Change(Talkin Loud/Blue Thumb/VMG) | 3 |
| STEVE COLE Waterfalls(Atlantic) | 3 |
| KEN NAVARRO Delicioso(Positive) | 3 |
| SEAL This Could Be Heaven(London Sire) | 3 |
| KOMBO Tip Of The Hat(GRP/VMG) | 3 |

Most Increased Plays

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|--|---------------------|
| RIPPINGTONS Caribbean Breeze(Peak/Concord) | +92 |
| JEFF GOLUB Drop Top(GRP/VMG) | +77 |
| GEORGE BENSON Medicine Man(GRP/VMG) | +75 |
| SEAL This Could Be Heaven(London Sire) | +72 |
| FOURPLAY Double Trouble(Warner Bros.) | +57 |
| GROVER WASHINGTON JR. Chameleon(Telarc) | +55 |
| EUGE GROOVE Romeo & Juliet(Warner Bros.) | +47 |
| BONA FIDE X-Ray Hip(N-Coded) | +46 |
| RICK BRAUN Kisses In The Rain(Warner Bros.) | +43 |
| KIRK WHALUM Now Til Forever(Warner Bros.) | +42 |

Breakers.

| DAVE KOZ | TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | CHART |
|------------------------------|----------------------|---------------------|-------|
| Love Is On The Way (Capitol) | 413/32 | 36/3 | 12 |

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.

Rick Braun "Kisses In The Rain"

#1 Most Added at **KTWV WNUA KKSF**

**WVMV KWJZ KIFM KJCD WNWV KKJZ KBZN WJCD WLOQ WSJZ
WJZV KOAZ KRQS WEIB KWSJ KJZY KRVR WJPL KMGQ KSBR**

+43 Spins = #9 Most Increased Plays!! New CD, "Kisses In The Rain", in stores 2/27/01
THANKS NAC RADIO FOR A FABULOUS FIRST WEEK!



NAC notes

with Carol Archer

Congratulations to Tim Camponeschi, David Ercole and everyone involved with making **Bona Fide's** top-flight "X-Ray Hip" (N-Coded) No. 1 with a bullet. Making a move from 5-2* this week is **George Benson's** "Medicine Man" (GRP/VMG), a strong contender for a future No. 1.

Also taking notable jumps are **Richard Elliot's** "Who?" (Blue Note), which careens 15-9*; **Dave Koz's** "Love Is on the Way" (Capitol), with an 18-12*/Breaker move; and **The Rippingtons'** "Caribbean Breeze" (Peak), which vaults 30-25* with an increase of +92 plays — and it earns four more adds.

The week's top Most Added track is **Rick Braun's** sensational "Kisses in the Rain" (Warner Bros.), his first release for his new label. Talk about rounded tones:

this record is gorgeous! **Braun** earned 23 adds, including such powerhouses as KTWV/Los Angeles, KKSF/San Francisco, WNUA/Chicago, WVMV/Detroit, WNWV/Cleveland and KIFM/San Diego. This one's a home run.

Second Most Added with 13 new adds is **Jeff Lorber's** "Snakebite" (Samson). Outstanding in every regard, the track just smokes. Early believers include KIFM, JRN, WNWV, WSJZ/New Orleans and WJZV/Richmond.

KTWV and WSMJ couldn't wait on **Freddie Ravel's** "Sunny Side Up" (GRP/VMG). 'SJZ PD Mark Edwards says the track's "like buttah" — or "like Bud-da," in honor of its producer, Bud Harner.

Steve Cole's "Waterfalls" (Atlantic) is on WQCD/New York, WLOQ/Orlando and JRN, among others.

Bob O'Connor checked in from his office at Neon Tonic with an ear pick from the new **Doobie Brothers** CD, *Sibling Rivalry* (WEA/American/Rhino). The CD's been in "A" rotation in his car for the past week, so O'Connor wasn't certain of the title of his pick, but he says track 11 is a very smooth Patrick Simmons vocal. Plus, he calls the record the Doobies' best in years.

According to PBS, viewership for Episode 1 of Ken Burns' Jazz more than doubled the average PBS prime-time rating in 48 of the Nielsen overnight markets. Episode 2 did even better. The day after the first episode aired, Amazon posted the five-CD boxed set at No. 1 on its chart and listed numerous other jazz titles among its top 100. WSJZ/New Orleans PD Mark Edwards and KIFM/San Diego Asst. PD/MD Kelly Cole weigh in with their thoughts on Jazz.



Edwards: Today's smooth jazz is much more closely related to the old jazz than the post-Dizzy Gillespie era jazz is. At the time of its origin, jazz was simple, happy, danceable, "people" music. That's also when the music was most popular with the masses. Let's look at the latest releases from Kombo, Jeff Golub, Everette Harp and Fourplay, to name a few. I think we can all be proud of the integrity of this music. Folks like Louis Armstrong and Jelly Roll would be boppin' their heads to these tunes! I had the opportunity to interview Ken Burns when he came to New Orleans, and he, too, stressed the accessibility of early jazz music. And despite what he called the "jazzrazis'" insistence to the contrary, this music was meant to be simply enjoyed, not torn apart and analyzed to death. When you think about much of today's smooth jazz, that is exactly what it is — music that's meant to be enjoyed. Certainly, there's music in the format that's formulaic and dull. I also submit that not all jazz songs from the '20s, '30s and '40s were winners either. We remember the classics, but we have the luxury of being selective when we look back in time. ■ Cole: If only all history could be equated with music and made into a documentary film — I would have been an A student! I've been entranced by the film. For two hours you feel as though you are somewhere else. I didn't want it to end. I know so much more about the history and evolution of jazz now. It makes me feel better about where we are and what we're doing. We are part of that evolution and not excluded from it. I understand the purists' thoughts, but the purists are actually wrong. What Miles and Coltrane did was just a part of it, and it had a name — bebop. Seen that way, no one thing is jazz. It's all interpretation. What Ken Burns did was just brilliant, and it's his greatest achievement to date. How amazing to learn how jazz musicians were treated in Europe, as opposed to how they were treated in their own country! I didn't know that Miles came from money and had servants and all that. I thought he was just angry like everyone else. I started bawling when Dave Brubeck talked about his father taking him to meet his first black person, a man who had a brand on his chest. His father said, "This can never happen again."



Mark Edwards



Kelly Cole

Heads up

Carla Helmbrecht
Be Cool Be Kind
Heart Music

I'll admit I was somewhat skeptical when told that **Carla Helmbrecht** "sounds like Diana Krall, only warmer." After a few listens to Helmbrecht's latest CD, *Be Cool Be Kind* (Heart Music), the Krall comparison is still lost on me, but warmth she exudes in spades. An unusually gifted vocalist, Helmbrecht's strongest suits are her impeccable phrasing — check track three, "Easy Love," which is steeped in a swinging jazz sensibility that reminds me of Mel Torme — and her uncanny sense of intonation. The particularly appealing title track, in which she sings, "There's always a reason for what we go through/Could it be my reason was you?" benefits from Ernie Watts' eloquent saxophone lines and a beautiful arrangement. Those are a hallmark of the rest of the project as well. Keep an eye and an ear on Carla Helmbrecht; hers is a voice we're destined to hear in the future.



GEORGE BENSON "MEDICINE MAN"

2 751 SPINS, +75
#3 MOST INCREASED PLAYS

JEFF GOLUB "DROP TOP"

6 627 SPINS, +77
#2 MOST INCREASED PLAYS

INCOGNITO "CHANGE"

NEW & ACTIVE New at: WEIB, WJZV, KMGQ
Now Playing At: WJZA, WSJZ, WJPL, KWSJ, KOAZ, KNIK, KRVR

KOMBO "TIP OF THE HAT"

New at: WQCD, KRQS, KWSJ
Now Playing At: WSJZ, KSBR, KNIK, JRN

FREDDIE RAVEL "SUNNY SIDE UP"

ADD DATE: FEBRUARY 12th
Early Believers: KTWV & WSJZ



Stations and their adds listed alphabetically by market

| | | | | | | |
|---|--|---|--|--|--|---|
| WZMR/Albany, NY PD: Patrick Ryan 8 JEFF LORBER "Snakebite" | KOAI/Dallas-Ft. Worth, TX PD: Maxine Todd APD/MD: Bret Michael SADI "Sorrow" DAVE KOZ "Way" | WLVE/Miami, FL MD: Shirilita Colon MICHAEL McDONALD "Meaning" DAVE KOZ "Way" | WLOQ/Oriando, FL PD: Dave Kosh MD: Patricia James 5 SEAL "Heaven" 4 PAUL SABIKIN "Old" DOWN TO THE BONE "Righteous" RICK BRAUN "Rain" ST GERMAIN "Rose" ED CALLE "Spanish" | KSSJ/Sacramento, CA PD: Steve Williams APD/MD: Ken Jones BONA FIDE "X-Ray" DAVE KOZ "Way" | KJZY/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton 2 KEN NAVARRO "Delicoso" 2 RICK BRAUN "Rain" 2 RIPPINGTONS "Caribbean" 1 FOUR 80 EAST "Bumper" | KOAZ/Tucson, AZ PD/MD: Erik Foxx STEVE COLE "Waterfalls" RICK BRAUN "Rain" YULARA "Flynn" JEFF LORBER "Snakebite" BRYAN SAVAGE "Rush" GARDEN PARTY "Raid" GERALD ALBRIGHT "Face" |
| KROS/Albuquerque, NM PD: Sam Newton MD: Jeff Young 7 GOTA "Night" 7 KEN NAVARRO "Enough" 7 GEORGE BENSON "Breezin'" 5 KEN NAVARRO "Delicoso" 4 SEAL "Heaven" 4 DDD "Here" 3 KOMBO "Tip" 3 FOUR 80 EAST "Bumper" 3 JANITA "Fine" EVERETTE HARP "Put" RICK BRAUN "Rain" | KJCD/Denver-Boulder, CO PD: John St. John ST GERMAIN "Sure" RICK BRAUN "Rain" KIM WATERS "Groovy" | WJZI/Milwaukee, WI OM/MD: Chris Moreau No Adds | WJPL/Peoria, IL PD/MD: Rick Hirschmann 13 RICK BRAUN "Rain" | WSSM/St. Louis, MO PD: Mike Watermann 4 SEAL "Heaven" 4 JONATHAN BUTLER "Forever" 3 KIM WATERS "Groovy" | KWJZ/Seattle-Tacoma, WA PD: Carol Handley MD: Dianna Rose YULARA "Flynn" RICK BRAUN "Rain" JANITA "Fine" | WJZW/Washington, DC PD/MD: Kenny King No Adds |
| KNK/Anchorage, AK OM: Aaron Wallender PD: Dallas Scott MD: Jennifer Summers DOWN TO THE BONE "Righteous" | WVMV/Detroit, MI PD: Tom Sleecker MD: Sandy Kovach 6 RICK BRAUN "Rain" | KSRB/Mission Viejo, CA OM/MD: Terry Wedel MD: Logan Parris 1 STEELY DAN "Dupree" 1 BILL CANTOS "Can" JEFF LORBER "Snakebite" RICK BRAUN "Rain" | WJZJ/Philadelphia, PA OM: Anne Gress MD: Michael Tozzi AMD: Joe Proke 13 DAVID BENOIT "Miles" 10 JEFF KASHWA "Hyde" VARIOUS ARTISTS "Manenberg" BONA FIDE "X-Ray" BRIAN MCKNIGHT "Win" JOE "Warma" | KBZN/Salt Lake City, UT PD/MD: Rob Riesen JEFF LORBER "Snakebite" RICK BRAUN "Rain" EUGE GROOVE "Romeo" | WEIB/Springfield, MA PD: Ben Casey MD: Darrel Cutting 8 AL JARREAU "Flame" 7 BRENDA RUSSELL "Hide" 6 INCOGNITO FAMYSA "Change" 6 GROOVE COLLECTIVE "Ocean" RICK BRAUN "Rain" | KWSJ/Wichita, KS PD: Ron Allen MD: Patrick Murphy 1 RICK BRAUN "Rain" PAUL CARRACK "Where" KOMBO "Tip" |
| WNVA/Chicago, IL PD: Bob Kaake APD/MD: Carl Anderson STEVE COLE "Waterfalls" RICK BRAUN "Rain" | WYJZ/Indianapolis, IN PD/MD: Carl Frye 9 RIPPINGTONS "Caribbean" GREGG KARUKAS "Chasing" | KRVR/Modesto, CA PD: Jim Bryan MD: Doug Wulff RICK BRAUN "Rain" JEFF LORBER "Snakebite" | KKJZ/Portland, OR PD: Chris Miller MD: David Shult APD: Heather Baldwin 5 JEFF LORBER "Snakebite" 4 RICK BRAUN "Rain" | KIFM/San Diego, CA PD: Mike Vasquez APD/MD: Kelly Cole RICK BRAUN "Rain" JEFF LORBER "Snakebite" STING "Walks" | WSJT/Tampa, FL PD: Ross Block MD: Kathy Curtis No Adds | JRN/(Jones NAC)/National PD: Steve Hibbard MD: Cheri Marquart 10 EVERETTE HARP "Put" 10 VARIOUS ARTISTS "Satin" 2 JEFF LORBER "Snakebite" RICHARD ELLIOT "Who?" |
| WNWV/Cleveland, OH PD/MD: Bernie Kimble 5 RICK BRAUN "Rain" JEFF LORBER "Snakebite" | KCIY/Kansas City, MO PD: Steve Wiersman MD: Michelle Chase GREGG KARUKAS "Chasing" | WQCD/New York, NY OM: John Mullen PD/MD: Charley Connolly STEVE COLE "Waterfalls" PAUL TAYLOR "Aerial" KOMBO "Tip" | KJZS/Reno, NV PD: Jay Davis MD: LouAnn Travers VOODOO DOGS "Here" | KKSF/San Francisco, CA PD: Paul Goldstein MD: Laurie Cobb 11 VARIOUS ARTISTS "Manenberg" 7 TOM BRAXTON "Spanish" 1 RICK BRAUN "Rain" | 42 Total Reporters 42 Current Reporters 41 Current Playlists | |
| WJZA/Columbus, OH OM/MD: Bill Harman APD: Gary Wolter JEFF LORBER "Snakebite" GREGG KARUKAS "Highspin" | WSMJ/Knoxville, TN PD/MD: Tom Miller 5 MICHAEL McDONALD "Meaning" 4 GREGG KARUKAS "Chasing" | WSJZ/New Orleans, LA OM/MD: Mark Edwards JEFF LORBER "Snakebite" RICK BRAUN "Rain" FREDDIE RAVEL "Sunny" | WJZY/Richmond, VA OM/MD: Tommy Fleming 12 ST GERMAIN "Sure" 7 KEN NAVARRO "Delicoso" FOURPLAY "Double" JEFF LORBER "Snakebite" RICK BRAUN "Rain" INCOGNITO FAMYSA "Change" | KMGQ/Santa Barbara, CA PD: Mark De Anda APD/MD: Steve Bauer RICK BRAUN "Rain" INCOGNITO FAMYSA "Change" RIPPINGTONS "Caribbean" | Did Not Report, Playlist Frozen (1): KYOT/Phoenix, AZ | |
| | KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart RICK BRAUN "Rain" FREDDIE RAVEL "Sunny" | WJCD/Norfolk, VA MD: Larry Hollowell RICK BRAUN "Rain" | | No Longer A Reporter (1): WWND/Raleigh, NC | New Reporters (2): KRQS/Albuquerque, NM WEIB/Springfield, MA | |

Most Played Recurrents

MICHAEL LINGTON Twice In A Lifetime(Samson)

STEVE COLE Got It Goin' On(Atlantic)

AL JARREAU Last Night(GRP/VMG)

CRAIG CHAQUIGO Cafe Carnival(Higher Octave)

MICHAEL McDONALD The Meaning Of Love(Ramp)

DAVE KOZ Can't Let You Go(The Sha...) (Capitol)

BONEY JAMES All Night Long(Warner Bros.)

VARIOUS ARTISTS Manenberg(Heads Up)

RICHARD ELLIOT Moomba(Blue Note)

DOWN TO THE BONE The Zodiac(Internal Bass)

EUGE GROOVE Vinyl(Warner Bros.)

CHRIS STANDRING Hip Sway(Instinct)

MARC ANTOINE Palm Strings(GRP/VMG)

BONEY JAMES & RICK BRAUN Grazin' In The Grass(Warner Bros.)

URBAN KNIGHTS Sweet Home Chicago(Narada)

ACOUSTIC ALCHEMY Beautiful Game(Higher Octave)

GEORGE BENSON Deeper Than You Think(GRP/VMG)

NORMAN BROWN Paradise(Warner Bros.)

JEFF GOLUB F/PETER WHITE No Two Ways About It(GRP/VMG)

BRIAN CULBERTSON Do You Really Love Me(Atlantic)

NAC/SMOOTH JAZZ Going For Adds

2/5/01

BLUE KNIGHTS Miami Groove (1201 Music)
 CHARLIE WILSON Without You (Major Hits)
 COUNT BASIC Wes Who? (Instinct)
 ED CALLE Spanish Rose (Concord)
 JANITA I'll Be Fine (Carport)
 WARREN HILL Love Life (Narada)

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 Gerald Albright

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Rick Braun
 Warren Hill
 Blue Knights

Kisses In The Rain
 Love Life
 Miami Groove

Dave Koz Radio Show

Renee DePuy
 609-921-1188

Richard Elliot

Who?

CYNDEE MAXWELL
max@rronline.com



RAB's Info Gold Mine

Studies provide insight for programming and sales

Whether your goal is to program to your audience or sell your audience to potential clients, you must have a pretty clear idea of just who that audience is. Typically, we think of audience in demographic terms, such as males between the ages of 18-34, men 25-35, men 25-54, etc.

But what else about the audience is helpful to know, not only for programmers, but for the sales staff? Recently, I discovered that the Radio Advertising Bureau website (www.rab.com) is a terrific resource for such things. Here are some "fun facts" that should be beneficial to Rock programmers, all courtesy of the RAB's Radio Sales Today section. Senior Editor Troy Smith compiles timely marketing news, moneymaking promotions, sales tips and the latest news about consumer behavior.

The Consumer Universe

According to Smith, separating American consumers into groups and segments based on their behavior is a favorite exercise of marketers and demographic researchers alike. At a recent conference titled "Managing and Mastering Change: Remapping the Worlds of Advertising, Marketing, Customer Relations and Corporate Affairs," Roper Starch Worldwide presented information about consumer shopping habits based on the following consumer segments:

- **Funseekers:** 57% male and 48% single, with a mean age of 31.1, funseekers are "party people." Into fun, friends and entertainment, they are likely to experiment with brands.
- **Intimates:** Intimates are tied with funseekers as the largest consumer group. More than half (53%) are female, with an average age of 35.9. These "people people" are value-oriented shoppers who look for low prices and describe best brands as stable, familiar, consistent and satisfying.
- **Creatives:** The third-largest group, creatives are "Renaissance people" and trendsetters. Evenly divided between males and females, they have an average age of 32.6. Forty-one percent are college-educated, and 46% are single. They often shop through nonstore channels

and ascribe key personal values such as creativity, individuality and curiosity to brands.

- **Strivers:** More than half (53%) male, with a mean age of 34.7, strivers have power, wealth, status and ambition as their core values. However, they are striving for these things, rather than having attained them. They are status-oriented shoppers who look for prestigious brand names.

- **Devouts:** Predominantly female (54%) with a mean age of 37.7, devouts are traditionalists. They are price-oriented shoppers who use preferred brands sparingly.

- **Altruists:** Altruists are the smallest segment in the U.S. These outer-directed people are 53% female and have a mean age of 40.3. They are price-oriented shoppers who care about value for money and "green"-oriented companies.

The Work Styles

Roper Starch Worldwide also unveiled six work styles exhibited by North Americans:

- **Loyalists:** The largest group, at 20% of workers, loyalists have found the right job with the right employer at the right time of life. They have a unique combination of loyalty, satisfaction and drive — and they expect employers to reciprocate with career advancement and recognition of their contributions.

- **Strivers:** The new yuppies, strivers are the most ambitious group, accounting for 18% of the work force. Seven in 10 are always looking for better job opportunities, and 58% would choose career advancement over flexible hours. Incentives for strivers include promotions, cash and benefits with a present or future cash value.

- **Shifters:** A fast-growing segment of the labor pool, shifters account for 17% of the work force.

More mature than other workers, 61% feel they are past their peak, and 44% are in a holding pattern. For most, jobs that are close to home and don't interfere with their personal lives are more important than any opportunities for advancement.

- **Seekers:** Seekers (16% of workers) are job-hunters. Nearly six in 10 are unemployed because they have been caring for home or family, have lost a job or are rethinking what they want to do. They seek work that will build their skills and strike a balance between career and family.

- **Yeanners:** Comprising 16% of workers, yeanners are less likely than any other group to find their jobs satisfying, feeling that they have no control over their work lives. They need direction and focus, as well as opportunities that will help them feel empowered and valuable.

- **Autonomists:** The fastest-growing contingent, this group accounts for 14% of the labor pool. They see themselves as free agents. They choose flexibility in their working arrangements over more vacation time or pay. Moreover, autonomists are more likely than other groups to prefer temporary and contract work and like jobs where they're told to get the job done but not micromanaged about how to do it.

Men More Scents-ible

The RAB's Smith also sniffed out a new study relating to male usage of cologne. More men now splash or spray on a scent every day, according to a recent study from the NPD Group. In its *FragranceTrack Men's 2000* study, NPD reports that half of all men who wear fragrance now wear it every day, up two percentage points compared to last year. Over a third (34%) apply it twice a day, up four points.

The trend is good news for retailers, especially department stores, which account for nearly half of all men's fragrance sales. Sales of men's prestige fragrances rose to \$960 million in 1999, up 6% over 1998. The segment's 2000 totals are continuing to increase at the same pace, posting a gain of 6% during the first six months of 2000.

Some 61% of men who wear fragrance agreed that designer brands influence their purchase decisions. Eight of the top 10-selling prestige brands in U.S. department stores are designer name brands. Men are also

Virtually everyone surveyed agreed that cause marketing can increase the client's excitement for an NTR campaign. However, the majority of respondents incorporate cause marketing into their NTR campaigns less than half of the time.

brand-loyal: 75% use one or two brands regularly.

Music Sales Data

Programmers, sales execs and record companies should all be intrigued with the finding that not all music shoppers are music buyers. Four in 10 (39%) of those who walk into a music store buy a CD, tape or vinyl record, according to Soundscan. Males buy more than females do: 41% of males who go into a store wind up buying music, compared with 36% of women. Younger walk-ins are also more prone to buy: 52% of those under 18 leave music stores with a purchase.

The company asked members of its consumer research group why they were not buyers. Over a third didn't buy music because they hadn't planned to, and another 29% did not see anything they wanted. This means that almost two-thirds of all customers who entered a music store saw nothing to drive their interest. Soundscan suggests enticing customers with better displays and more compelling and identifiable in-store audio. An affiliation with a radio station serving a music store's target audience might also be an effective way to boost consumers' awareness of the store's offerings.

RAB's 2000 NTR Survey

In August 2000 the RAB conducted a survey of its members regarding nontraditional revenue practices at their stations. Here are the results of their findings.

One surprising and gratifying finding of the survey relates to the market size of the respondents. Tied for first place were 1 million-plus markets at 29%, as might be expected. However, another 29% of respondents hailed from markets with between 50,000 and 200,000 people. This shows that, despite conventional wisdom saying that it's only for major-market stations, NTR is available to stations in smaller markets too.

As for how long they've been pursuing NTR, 37% of respondents said their station has been seeking NTR for three to five years, and another 28% have been doing so for one to two years. Nearly a quarter (24%) have been after NTR gold for more than five years, and a surprisingly small 11% have been pursuing NTR for less than one year.

As expected, event marketing was the type of NTR most cited by survey respondents, with 88% of respondents' stations pursuing event-marketing dollars. In second place with

a higher-than-expected 82% was recruitment — three cheers for the stations pursuing this lucrative NTR category! Rounding out the top five were cause-related marketing at 64%, Internet NTR at 60% and manufacturer-direct dollars at 54%.

A slight majority (56%) of respondents channel their NTR efforts through a single department. Among the 44% of respondents whose stations book NTR sales through multiple departments, the most-cited departments that execute NTR campaigns included the sales department (cited by 88%), a special NTR department (67%), promotions (25%), programming (8%) and the Internet department (6%).

The respondents were asked which topics were typically included in the training of new sales reps at their stations. The No. 1 answer was co-op advertising, cited by 80% of respondents. All too often we hear the opinion that co-op is dead. This finding is a gratifying sign that it is alive and well. Event-selling (77%) and recruitment (73%) are also popular training topics for new sales reps, as are NTR (65%) and cause-related marketing (50%). Almost half (49%) provide training on the Internet to new sales hires.

Challenges for NTR Sellers

Overwhelmingly, the biggest challenge NTR sellers face is time-management, which was cited by 71% of respondents. One possible explanation for this are the different timelines necessitated by NTR campaigns. The longer lead times involved make planning ahead critically important — a skill that isn't necessarily a good fit for transactional sellers capitalizing on radio's quick turnarounds to bring in traditional business at the last minute. (Providing telling support for this theory is the fact that 74% of respondents say they start selling NTR campaigns less than six months out from the campaign.)

Other challenges cited by many respondents were lack of resources (38%), AE turnover (31%) and lack of leads (30%). These problems can be lessened with the resources the RAB makes available to its members.

Smith says that NTR still is a relatively minor component of most stations' revenue streams, although its share will inevitably grow as stations allocate more resources to winning NTR business. Some 78% of respondents said that NTR accounted for 10% or less of their stations' total

Event marketing was the type of NTR most cited by survey respondents, at 88%. In second place with a higher-than-expected 82% was recruitment — three cheers for the stations pursuing this lucrative NTR category!

R&R Rock Top 50

February 2, 2001

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S) | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS ('00) | WEEKS ON CHART | TOTAL STATIONS/ADDS |
|----------------|-----------|---|-------------|-----------|-------------------------|----------------|---------------------|
| 3 | 1 | AEROSMITH Jaded (Columbia) | 1533 | +187 | 106367 | 3 | 67/2 |
| 1 | 2 | FUEL Hemorrhage (In My Hands) (Epic) | 1442 | -52 | 101637 | 23 | 61/0 |
| 2 | 3 | 3 DOORS DOWN Loser (Republic/Universal) | 1281 | -84 | 108938 | 33 | 65/0 |
| 5 | 4 | GODSMACK Awake (Republic/Universal) | 1029 | -24 | 69083 | 16 | 56/0 |
| 6 | 5 | SAMMY HAGAR Let Sally Drive (Cabo Wabo/Beyond) | 1003 | -10 | 56860 | 8 | 61/0 |
| 4 | 6 | CREED Are You Ready (Wind-up) | 969 | -93 | 65455 | 20 | 51/0 |
| 7 | 7 | LIFHOUSE Hanging By A Moment (DreamWorks) | 953 | +45 | 61856 | 13 | 56/2 |
| 12 | 8 | TANTRIC Breakdown (Maverick) | 874 | +146 | 54365 | 4 | 67/4 |
| 10 | 9 | 3 DOORS DOWN Duck And Run (Republic/Universal) | 860 | +141 | 50573 | 3 | 67/6 |
| 15 | 10 | INCUBUS Drive (Immortal/Epic) | 733 | +36 | 40932 | 8 | 49/0 |
| 9 | 11 | PRIMUS W/OZZY N.I.B. (Divine/Priority) | 729 | -72 | 65567 | 29 | 49/1 |
| 11 | 12 | DUST FOR LIFE Step Into The Light (Wind-up) | 726 | -9 | 42328 | 16 | 56/1 |
| 13 | 13 | LINKIN PARK One Step Closer (Warner Bros.) | 702 | +7 | 40321 | 19 | 53/0 |
| 17 | 14 | DAVE MATTHEWS BAND I Did It (RCA) | 697 | +79 | 40343 | 3 | 45/1 |
| 8 | 15 | COLLECTIVE SOUL Why Pt. 2 (Atlantic) | 684 | -89 | 42426 | 19 | 41/0 |
| 16 | 16 | STRAIT UP F/LAJON OF SEVENDUST Angel's Son (Immortal/Virgin) | 651 | +16 | 33254 | 13 | 42/1 |
| 21 | 17 | U2 Walk On (Interscope) | 629 | +122 | 38766 | 3 | 48/5 |
| 18 | 18 | METALLICA I Disappear (Hollywood) | 562 | +7 | 53527 | 39 | 51/0 |
| 20 | 19 | NICKELBACK Old Enough (Roadrunner) | 559 | +37 | 26990 | 7 | 48/0 |
| 14 | 20 | EVERCLEAR When It All Goes Wrong Again (Capitol) | 538 | -143 | 28372 | 11 | 41/0 |
| 24 | 21 | GEDDY LEE Grace To Grace (Atlantic) | 527 | +78 | 35599 | 3 | 49/2 |
| 22 | 22 | GREEN DAY Warning (Reprise) | 527 | +38 | 33958 | 6 | 38/1 |
| 23 | 23 | A. LEWIS OF STAIND W/F. DURST Outside (Flawless/Geffen/Interscope) | 505 | +72 | 42107 | 6 | 29/2 |
| 27 | 24 | DIFFUSER Karma (Hollywood) | 417 | +23 | 27081 | 11 | 38/1 |
| Breaker | 25 | FUEL Innocent (Epic) | 406 | +206 | 24378 | 2 | 46/5 |
| 26 | 26 | ISLE OF Q Bag Of Tricks (Universal) | 403 | -55 | 22042 | 10 | 35/0 |
| 29 | 27 | UNION UNDERGROUND Killing The Fly (Portrait/Columbia) | 364 | +18 | 19009 | 4 | 39/1 |
| 40 | 28 | COLLECTIVE SOUL Vent (Atlantic) | 339 | +94 | 14366 | 2 | 34/4 |
| 28 | 29 | U2 Beautiful Day (Interscope) | 327 | -54 | 25942 | 19 | 21/0 |
| 32 | 30 | CREED Riders On The Storm (Elektra/EEG) | 312 | -38 | 28892 | 11 | 21/0 |
| 30 | 31 | DAVID COVERDALE Slave (Dragonshead) | 306 | -68 | 15424 | 9 | 25/0 |
| 25 | 32 | OFFSPRING Original Prankster (Columbia) | 303 | -136 | 23328 | 15 | 22/0 |
| 31 | 33 | IOMMI F/DAVE GROHL Goodbye Lament (Divine/Priority) | 292 | -85 | 17984 | 18 | 25/0 |
| 36 | 34 | JOSH JOPLIN GROUP Camera One (Artemis) | 270 | -20 | 12497 | 9 | 27/0 |
| 38 | 35 | DISTURBED Voices (Giant/Reprise) | 268 | +9 | 15244 | 7 | 31/1 |
| 35 | 36 | MATTHEW GOOD BAND Hello Time Bomb (Atlantic) | 263 | -11 | 14740 | 5 | 34/2 |
| 39 | 37 | MARVELOUS 3 Get Over (HiFi/Elektra/EEG) | 248 | -16 | 12715 | 5 | 24/0 |
| 34 | 38 | A PERFECT CIRCLE 3 Libras (Virgin) | 245 | -69 | 19022 | 19 | 20/0 |
| Debut | 39 | OFFSPRING Want You Bad (Columbia) | 195 | +85 | 8956 | 1 | 26/4 |
| 42 | 40 | FIVE FOR FIGHTING Easy Tonight (Aware/Columbia) | 192 | -27 | 12634 | 6 | 18/0 |
| 37 | 41 | COC Congratulations Song (Sanctuary/SRG) | 187 | -83 | 10399 | 15 | 22/0 |
| 33 | 42 | AEROSMITH Angel's Eye (Columbia) | 185 | -133 | 9024 | 14 | 20/0 |
| 41 | 43 | U.P.O. Feel Alive (Epic) | 169 | -74 | 10991 | 13 | 14/0 |
| Debut | 44 | VAN ZANT Get What You Got Comin' (CMC/SRG) | 166 | +147 | 6900 | 1 | 23/6 |
| 49 | 45 | NOTHINGFACE Bleeder (TVT) | 153 | +20 | 5934 | 2 | 19/2 |
| 45 | 46 | LIMP BIZKIT Rollin' (Flip/Interscope) | 147 | +5 | 13797 | 11 | 11/0 |
| 47 | 47 | STONE TEMPLE PILOTS Break On Through (Elektra/EEG) | 144 | -13 | 15866 | 11 | 15/0 |
| 46 | 48 | PAPA ROACH Broken Home (DreamWorks) | 128 | -18 | 8746 | 16 | 13/0 |
| 48 | 49 | DON HENLEY Everything Is Different Now (Warner Bros.) | 112 | -38 | 5376 | 7 | 12/0 |
| 44 | 50 | GEDDY LEE My Favorite Headache (Anthem/Atlantic) | 104 | -61 | 6743 | 14 | 11/0 |

Most Added

| ARTIST TITLE LABEL(S) | ADDS |
|---|------|
| OLEANDER Are You There? (Republic/Universal) | 43 |
| A PERFECT CIRCLE The Hollow (Virgin) | 21 |
| TRAIN Drops Of Jupiter (Tell Me) (Aware/Columbia) | 17 |
| COLD No One (Flip/Geffen/Interscope) | 12 |
| DOUBLE TROUBLE Rock And Roll (Tone-Cool) | 12 |
| PAPA ROACH Between Angels And Insects (DreamWorks) | 10 |
| TAPROOT I (Velvet Hammer/Atlantic) | 10 |
| ORGY Opticon (Elementree/Reprise) | 8 |
| 3 DOORS DOWN Duck And Run (Republic/Universal) | 6 |
| VAN ZANT Get What You Got Comin' (CMC/SRG) | 6 |
| COC Diablo Blvd. (Sanctuary/SRG) | 6 |

Most Increased Plays

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|---|---------------------|
| FUEL Innocent (Epic) | +206 |
| AEROSMITH Jaded (Columbia) | +187 |
| VAN ZANT Get What You Got Comin' (CMC/SRG) | +147 |
| TANTRIC Breakdown (Maverick) | +146 |
| 3 DOORS DOWN Duck And Run (Republic/Universal) | +141 |
| U2 Walk On (Interscope) | +122 |
| COLLECTIVE SOUL Vent (Atlantic) | +94 |
| OFFSPRING Want You Bad (Columbia) | +85 |
| DAVE MATTHEWS BAND I Did It (RCA) | +79 |
| GEDDY LEE Grace To Grace (Atlantic) | +78 |

Breakers.

| | | |
|------------------------|---------------------|-------|
| FUEL | | |
| Innocent (Epic) | | |
| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | CHART |
| 406/206 | 46/5 | 25 |



72 Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 1/21-Saturday 1/27. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 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 2001, The Arbitron Company). © 2001, 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.

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THE INDUSTRY'S NEWSPAPER



New & Active

AT THE DRIVE-IN One Armed... (Grand Royal/Virgin)

Total Plays: 101, Total Stations: 9, Adds: 0

VAST I Don't Have Anything (Elektra/EEG)

Total Plays: 100, Total Stations: 18, Adds: 3

DEFTONES Digital Bath (Maverick)

Total Plays: 82, Total Stations: 12, Adds: 3

OLEANDER Are You There? (Republic/Universal)

Total Plays: 81, Total Stations: 44, Adds: 43

SKRAPE Waste (RCA)

Total Plays: 77, Total Stations: 17, Adds: 5

ALIEN ANT FARM Movies (DreamWorks)

Total Plays: 77, Total Stations: 11, Adds: 0

DOUBLE TROUBLE Rock And Roll (Tone-Cool)

Total Plays: 75, Total Stations: 14, Adds: 12

COLD No One (Flip/Geffen/Interscope)

Total Plays: 71, Total Stations: 20, Adds: 12

BLUE OCTOBER Breakfast After 10 (Universal)

Total Plays: 70, Total Stations: 8, Adds: 0

STEVE EARLE Everyone's In... (E-Squared/Artemis)

Total Plays: 64, Total Stations: 7, Adds: 0

Songs ranked by total plays

Most Played Recurrents

3 DOORS DOWN Kryptonite (Republic/Universal)

PAPA ROACH Last Resort (DreamWorks)

CREED With Arms Wide Open (Wind-up)

CREED Higher (Wind-up)

A PERFECT CIRCLE Judith (Virgin)

METALLICA No Leaf Clover (Elektra/EEG)

RED HOT CHILI PEPPERS Californication (Warner Bros.)

RED HOT CHILI PEPPERS Otherside (Warner Bros.)

STONE TEMPLE PILOTS Sour Girl (Atlantic)

GODSMACK Voodoo (Republic/Universal)

FOO FIGHTERS Learn To Fly (Roswell/RCA)

RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)

U.P.O. Godless (Epic)

COLLECTIVE SOUL Heavy (Atlantic)

CREED What If (Wind-up)

NICKELBACK Breathe (Roadrunner)

DISTURBED Stupify (Giant/Reprise)

AC/DC Stiff Upper Lip (EastWest/EEG)

BUCKCHERRY Lit Up (DreamWorks)

GODSMACK Keep Away (Republic/Universal)

ROCK

Going For Adds 2001

NONPOINT What A Day (MCA)

OUR LADY PEACE Life (Columbia)

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MUSIC MEETING

RAB's Info Gold Mine

Continued from Page 101

revenue, another 18% derive 11%-20% of their total revenue from NTR, and just 4% reported 21%-30% coming from NTR.

Respondents were also asked how many major events their station or group hosted in a typical year. Astonishingly, 46% said they host six or more major events in a year. Another 34% say they host three to five per year. One possible explanation for these high numbers may be the differing definitions on the part of the survey respondents of what constitutes a "major" event.

Event & Cause Marketing

Almost all (97%) of those surveyed say their stations offer sponsorships when selling an event. Signage is also offered by most stations, with 88% selling signage opportunities at their

events. Booth space is a close third at 85%. Some 79% sell the chance to distribute samples, and 62% sell the right to hand out coupons. Hospitality offerings complete the list, at 57%.

Virtually everyone surveyed agreed that cause marketing can increase the client's excitement for an NTR campaign. However, the majority of respondents (56%) incorporate cause marketing into their NTR campaigns less than half of the time. Respondents split evenly on the subject of how many causes their stations supported in the past two years, with a third reporting one to two, another third reporting three to five, and yet another third more than five.

Smith notes that the RAB has two staff members — Bill Barr and Tiffney Wyatt — who can provide more information on NTR. They can be reached at 800-232-3131.

TOP 100 ROCK POWER GOLD

- 1 KENNY WAYNE SHEPHERD Blue On Black
- 2 RUSH Tom Sawyer
- 3 AC/DC You Shook Me All Night Long
- 4 AEROSMITH Sweet Emotion
- 5 ZZ TOP La Grange
- 6 GUNS N' ROSES Paradise City
- 7 JIMI HENDRIX All Along The Watchtower
- 8 GUNS N' ROSES Sweet Child 'O Mine
- 9 STONE TEMPLE PILOTS Interstate Love Song
- 10 AC/DC Back In Black
- 11 JIMI HENDRIX Purple Haze
- 12 OZZY OSBOURNE Crazy Train
- 13 AC/DC Highway To Hell
- 14 BLACK CROWES Hard To Handle
- 15 RUSH Limelight
- 16 GEORGE THOROGDOD Bad To The Bone
- 17 GUNS N' ROSES Welcome To The Jungle
- 18 PINK FLOYD Comfortably Numb
- 19 SCORPIONS No One Like You
- 20 VAN HALEN You Really Got Me
- 21 BLACK SABBATH Paranoid
- 22 VAN HALEN Panama
- 23 VAN HALEN Runnin' With The Devil
- 24 AEROSMITH Walk This Way
- 25 PEARL JAM Alive
- 26 AEROSMITH Dream On
- 27 STONE TEMPLE PILOTS Plush
- 28 LED ZEPPELIN Black Dog
- 29 PINK FLOYD Young Lust
- 30 VAN HALEN Jamie's Cryin
- 31 PINK FLOYD Run Like Hell
- 32 AC/DC Dirty Deeds Done Dirt Cheap
- 33 NAZARETH Hair Of The Dog
- 34 ZZ TOP Tush
- 35 METALLICA Enter Sandman
- 36 PINK FLOYD Hey You
- 37 RUSH Spirit Of Radio
- 38 VAN HALEN And The Cradle Will Rock
- 39 LYNRYD SKYNYRD Sweet Home Alabama
- 40 STEVIE RAY VAUGHAN Pride And Joy
- 41 NIRVANA Come As You Are
- 42 LED ZEPPELIN Rock & Roll
- 43 PEARL JAM Evenflow
- 44 ZZ TOP Sharp Dressed Man
- 45 DEF LEPPARD Foolin'
- 46 LED ZEPPELIN Ocean
- 47 PINK FLOYD Wish You Were Here
- 48 SCORPIONS Rock You Like A Hurricane
- 49 BLUE OYSTER CULT Don't Fear The Reaper
- 50 DEF LEPPARD Photograph
- 51 KANSAS Carry On Wayward Son
- 52 LED ZEPPELIN Ramble On
- 53 BILLY SQUIER Lonely Is The Night
- 54 BOSTON Foreplay/Long Time
- 55 LED ZEPPELIN Immigrant Song
- 56 LED ZEPPELIN Whole Lotta Love
- 57 DAYS OF THE NEW Touch, Peel & Stand
- 58 JIMI HENDRIX Foxey Lady
- 59 LED ZEPPELIN Kashmir
- 60 JUDAS PRIEST You've Got Another Thing Comin'
- 61 NIRVANA Smells Like Teen Spirit
- 62 QUEEN We Will Rock You/We Are The...
- 63 VAN HALEN Ain't Talking About Love
- 64 PEARL JAM Jeremy
- 65 ALICE IN CHAINS Man In The Box
- 66 TED NUGENT Cat Scratch Fever
- 67 OZZY OSBOURNE Flying High Again
- 68 PINK FLOYD Time
- 69 RED RIDER Lunatic Fringe
- 70 BILLY IDOL White Wedding
- 71 PINK FLOYD Money
- 72 TED NUGENT Stranglehold
- 73 PINK FLOYD Learning To Fly
- 74 CREED My Own Prison
- 75 AC/DC Hell's Bells
- 76 ROLLING STONES Sympathy For The Devil
- 77 PINK FLOYD Brain Damage/Eclipse
- 78 LED ZEPPELIN Over The Hills And Far Away
- 79 BOSTON Peace Of Mind
- 80 AC/DC T.N.T.
- 81 PINK FLOYD Happiest Days/Another Brick Part 2
- 82 RED HOT CHILI PEPPERS Under The Bridge
- 83 DEF LEPPARD Rock Of Ages
- 84 JOE WALSH Rocky Mountain Way
- 85 PINK FLOYD Have A Cigar
- 86 BLUE OYSTER CULT Burnin' For You
- 87 QUEEN Fat Bottomed Girls
- 88 STEVIE RAY VAUGHAN Crossfire
- 89 SOUNOGARDEN Black Hole Sun
- 90 HEART Barracuda
- 91 VAN HALEN I'll Wait
- 92 GOLDEN EARRING Radar Love
- 93 BILLY IDOL Rebel Yell
- 94 OZZY OSBOURNE Mama, I'm Coming Home
- 95 FOGHAT Slow Ride
- 96 JIMI HENDRIX Fire
- 97 BOSTON More Than A Feeling
- 98 AC/DC Shoot To Thrill
- 99 BAD COMPANY Bad Company
- 100 BUSH Comedown



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 100 Power Gold is based on YTD monitored airplay data. © 2001, R&R Inc.

Rock Playlists

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

MARKET #4

KJSJ/San Francisco
Clear Channel
(408) 453-5400
Cunningham/Berg
12+ Cumc \$35,000

PLAYS

| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|--------------------------------------|-------|
| 33 | 33 | GOODSMACK/Awake | 10780 |
| 35 | 35 | PAPA ROACH/Last Resort | 10780 |
| 34 | 34 | PRIMUS/WOZZY/N.I.B. | 10472 |
| 32 | 32 | 3 DOORS DOWN/Use | 9656 |
| 19 | 19 | LINKIN PARK/One Step Closer | 5852 |
| 18 | 18 | LEWIS WOODRUST/Outside | 5544 |
| 10 | 10 | LIFEHOUSE/Hanging By A Moment | 4410 |
| 14 | 14 | LIMP BIZKIT/Rollin' | 3544 |
| 17 | 17 | FUEL/Hemorrhage | 3236 |
| 12 | 12 | STONE TEMPLE PILOTS/Break On Through | 4928 |
| 14 | 14 | SAMMY HAGAR/Let Sally Drive | 4312 |
| 14 | 14 | NICKELBACK/Incubus | 4312 |
| 12 | 12 | U2/Beautiful Day | 3388 |
| 12 | 12 | PERFECT CIRCLE/Libras | 3388 |
| 11 | 11 | SHANE/Madhouse | 3080 |
| 10 | 10 | 3 DOORS DOWN/Kyptonite | 3080 |
| 10 | 10 | KRAMER/DAVE GROHL/Goodbye Lament | 3080 |
| 10 | 10 | A PERFECT CIRCLE/Ludith | 3080 |
| 10 | 10 | 3 DOORS DOWN/Duck And Run | 3080 |
| 9 | 9 | GOODSMACK/Whatever | 2772 |
| 9 | 9 | GOODSMACK/Keep Away | 2464 |
| 10 | 10 | MARIN VANCE/Disposable Tears | 2464 |
| 7 | 7 | GEDDY LEE/Grace To Go | 2156 |
| 12 | 12 | DAVID COVIL/Lead Slave | 2156 |
| 7 | 7 | STRAIT UP FAJAJON /Angel's Son | 2156 |
| 6 | 6 | NICKELBACK/Enough | 1848 |
| 6 | 6 | ALICE IN CHAINS/Man In The Box | 1848 |
| 6 | 6 | DUST FOR LIFE/Step Into The Light | 1848 |
| 3 | 3 | FUEL/Innocent | 1848 |

MARKET #5

WMMR/Philadelphia
Greater Media
(610) 771-0933
Milkman/Epico
12+ Cumc \$15,000

PLAYS

| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|--|------|
| 33 | 33 | AEROSMITH/Jaded | 9702 |
| 30 | 30 | FUEL/Hemorrhage | 8820 |
| 28 | 28 | 3 DOORS DOWN/Use | 8232 |
| 21 | 21 | LEWIS WOODRUST/Outside | 6174 |
| 18 | 18 | PRIMUS/WOZZY/N.I.B. | 4704 |
| 15 | 15 | GEDDY LEE/Grace To Go | 4704 |
| 15 | 15 | U2/Walk On | 4410 |
| 11 | 11 | TANTRIC/Breakdown | 4410 |
| 14 | 14 | GREEN DAY/Warning | 4116 |
| 7 | 7 | METALLICA/No Life Cover | 3822 |
| 10 | 10 | ISLE OF DRAG TRICKS | 3528 |
| 11 | 11 | METALLICA/Disappear | 3234 |
| 11 | 11 | CRED IT/Whom I Mean... | 3234 |
| 9 | 9 | CRED IT/Whom I Mean...Wide Open | 3234 |
| 9 | 9 | U2/Beautiful Day | 2646 |
| 7 | 7 | PEARL JAM/Light Years | 2646 |
| 7 | 7 | DIFFUSE/Rama | 2352 |
| 4 | 4 | FUEL/Innocent | 2352 |
| 3 | 3 | STONE TEMPLE PILOTS/Sour Girl | 2352 |
| 3 | 3 | BUCKLE UP/Run On | 2352 |
| 7 | 7 | JIMMY PAGE/Rock On...What Is & What... | 2058 |
| 3 | 3 | PEARL JAM/Get On | 2058 |
| 7 | 7 | RED HOT CHILI...Otherside | 2058 |
| 10 | 10 | SAMMY HAGAR/Let Sally Drive | 2058 |
| 11 | 11 | LIFEHOUSE/Hanging By A Moment | 2058 |
| 12 | 12 | DUST FOR LIFE/Step Into The Light | 1764 |
| 8 | 8 | INCUBUS/Drive | 1764 |
| 4 | 4 | DAVE MATTHEWS BAND/Did It | 1764 |
| 6 | 6 | 3 DOORS DOWN/Duck And Run | 1470 |
| 4 | 4 | COLLECTIVE SOUL/Heavy | 1470 |

MARKET #10

KLOL/Houston-Galveston
Clear Channel
(713) 930-3000
Flex
12+ Cumc \$89,100

PLAYS

| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|--------------------------------------|------|
| 25 | 25 | FUEL/Hemorrhage | 6030 |
| 22 | 22 | 3 DOORS DOWN/Use | 4824 |
| 21 | 21 | COLLECTIVE SOUL/Heavy | 4824 |
| 22 | 22 | PRIMUS/WOZZY/N.I.B. | 4422 |
| 16 | 16 | CRED IT/Who You Are | 3417 |
| 17 | 17 | METALLICA/Disappear | 3216 |
| 16 | 16 | BUCKLE UP/Run On | 2412 |
| 13 | 13 | CRED IT/Who You Are | 2412 |
| 9 | 9 | BUSH/The Chemicals | 2211 |
| 11 | 11 | METALLICA/No Life Cover | 2211 |
| 9 | 9 | 3 DOORS DOWN/Kyptonite | 2211 |
| 8 | 8 | GOODSMACK/Keep Away | 1809 |
| 7 | 7 | JIMMY PAGE/Black...What Is & What... | 1608 |
| 6 | 6 | AEROSMITH/Jaded | 1206 |
| 6 | 6 | SAMMY HAGAR/Let Sally Drive | 1206 |
| 6 | 6 | COLLECTIVE SOUL/Why Pl 2 | 1206 |
| 3 | 3 | DUST FOR LIFE/Step Into The Light | 1206 |
| 6 | 6 | STONE TEMPLE PILOTS/Break On Through | 1005 |
| 5 | 5 | LIFEHOUSE/Hanging By A Moment | 1005 |
| 5 | 5 | NICKELBACK/Leader Of Men | 1005 |
| 10 | 10 | U2/Beautiful Day | 1005 |
| 5 | 5 | STONE TEMPLE PILOTS/No Way Out | 1005 |
| 4 | 4 | TANTRIC/Breakdown | 804 |
| 7 | 7 | AC/DC/Satellite Blues | 701 |
| 1 | 1 | FUEL/Slow | 201 |
| 1 | 1 | ALICE IN CHAINS/Man In The Box | 201 |
| 1 | 1 | FUEL/Drop | 201 |
| 1 | 1 | FUEL/Innocent | 201 |

MARKET #14

KISW/Seattle-Tacoma
Entertainment
(206) 285-7625
Ryan/Faulstich
12+ Cumc \$29,480

PLAYS

| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|--------------------------------------|------|
| 26 | 26 | GOODSMACK/Awake | 4740 |
| 27 | 27 | AEROSMITH/Jaded | 4587 |
| 29 | 29 | COLLECTIVE SOUL/Why Pl 2 | 4587 |
| 29 | 29 | COLLECTIVE SOUL/Heavy | 4587 |
| 16 | 16 | PAPA ROACH/Broken Home | 2912 |
| 18 | 18 | STRAIT UP FAJAJON /Angel's Son | 3160 |
| 20 | 20 | 3 DOORS DOWN/Duck And Run | 3160 |
| 18 | 18 | LINKIN PARK/One Step Closer | 3002 |
| 13 | 13 | EVERCLEAR/When It All Goes... | 2844 |
| 16 | 16 | PAPA ROACH/Broken Home | 2912 |
| 16 | 16 | STONE TEMPLE PILOTS/Break On Through | 2212 |
| 7 | 7 | TANTRIC/Breakdown | 1580 |
| 9 | 9 | DUST FOR LIFE/Step Into The Light | 1580 |
| 10 | 10 | MONSTER MASH/Heads Explode | 1422 |
| 10 | 10 | COC/Conquering Solos Song | 1422 |
| 6 | 6 | RED HOT CHILI...Scar Tissue | 1264 |
| 7 | 7 | A PERFECT CIRCLE/Ludith | 1264 |
| 8 | 8 | TOOL/No Quarter | 1264 |
| 7 | 7 | METALLICA/Disappear | 1264 |
| 6 | 6 | AEROSMITH/Jaded | 1106 |
| 7 | 7 | FOOTFIGHTERS/Learn To Fly | 1106 |
| 6 | 6 | 3 DOORS DOWN/Kyptonite | 1106 |
| 7 | 7 | CRED IT/Who You Are | 1106 |
| 5 | 5 | GOODSMACK/Whatever | 948 |
| 5 | 5 | INCUBUS/Drive | 948 |
| 11 | 11 | IRON MAIDEN/Brave New World | 790 |
| 2 | 2 | GOODSMACK/Whatever | 730 |
| 4 | 4 | U2/Beautiful Day | 630 |
| 4 | 4 | AC/DC/Satellite Blues | 630 |
| 2 | 2 | BUSH/THE CHEMICALS | 474 |
| 2 | 2 | DEFONES/Change | 474 |

MARKET #15

KOKR/Phoenix
Sinclisy
(480) 897-3300
Boradonna/Elliott
12+ Cumc \$26,500

PLAYS

| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|-------------------------------------|------|
| 16 | 16 | 3 DOORS DOWN/Use | 2964 |
| 15 | 15 | FUEL/Hemorrhage | 2964 |
| 18 | 18 | SAMMY HAGAR/Let Sally Drive | 2964 |
| 18 | 18 | GEDDY LEE/Grace To Go | 2808 |
| 10 | 10 | IRON MAIDEN/Brave New World | 2808 |
| 17 | 17 | CRED IT/Who You Are | 2652 |
| 8 | 8 | AEROSMITH/Jaded | 2496 |
| 12 | 12 | BON JOVI/My Life | 2340 |
| 17 | 17 | CRED IT/Who You Are | 2340 |
| 15 | 15 | SAMMY HAGAR/Son Of A Gun | 2340 |
| 15 | 15 | 3 DOORS DOWN/Kyptonite | 2028 |
| 13 | 13 | MATCHBOX TWENTY/Bent | 2028 |
| 13 | 13 | STONE TEMPLE PILOTS/Sour Girl | 2028 |
| 13 | 13 | LINKIN PARK/One Step Closer | 2028 |
| 12 | 12 | TANTRIC/Breakdown | 1872 |
| 12 | 12 | TANTRIC/Breakdown | 1872 |
| 11 | 11 | MONIE LO/When I Was Born | 1716 |
| 4 | 4 | FOOTFIGHTERS/Learn To Fly | 1560 |
| 5 | 5 | RED HOT CHILI...Scar Tissue | 1380 |
| 2 | 2 | SANTANA/EVERLAST/Put Your Lights On | 780 |
| 2 | 2 | COLLECTIVE SOUL/Heavy | 624 |
| 4 | 4 | SAMMY HAGAR/Mas Tequila | 624 |
| 3 | 3 | RED HOT CHILI...Scar Tissue | 468 |
| 3 | 3 | SANTANA/EVERLAST/Put Your Lights On | 468 |
| 3 | 3 | ROGER WATERS/Another | 468 |
| 16 | 16 | AC/DC/Back In Black | 312 |
| 6 | 6 | CRED IT/Who You Are | 312 |
| 12 | 12 | AC/DC/Satellite Blues | 312 |
| 14 | 14 | COLLECTIVE SOUL/Why Pl 2 | 312 |
| 2 | 2 | DEFONES/Change | 312 |

MARKET #18

WBAB/Nassau-Suffolk
Cox
(631) 587-1023
Edward/De Parisse
12+ Cumc \$62,300

PLAYS

| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|--------------------------------------|------|
| 33 | 33 | METALLICA/Disappear | 8640 |
| 31 | 31 | AEROSMITH/Jaded | 8640 |
| 29 | 29 | PRIMUS/WOZZY/N.I.B. | 8352 |
| 29 | 29 | 3 DOORS DOWN/Use | 8352 |
| 12 | 12 | CRED IT/Who You Are | 5520 |
| 30 | 30 | FUEL/Hemorrhage | 5520 |
| 11 | 11 | DIFFUSE/Rama | 4896 |
| 13 | 13 | U2/Walk On | 3744 |
| 12 | 12 | FOOTFIGHTERS/Learn To Fly | 3456 |
| 12 | 12 | IRON MAIDEN/Brave New World | 3456 |
| 12 | 12 | LIFEHOUSE/Hanging By A Moment | 3456 |
| 12 | 12 | RED HOT CHILI...Scar Tissue | 3456 |
| 9 | 9 | 3 DOORS DOWN/Duck And Run | 3168 |
| 9 | 9 | AC/DC/Satellite Blues | 3168 |
| 12 | 12 | RED HOT CHILI...Otherside | 3168 |
| 10 | 10 | CRED IT/Who You Are | 2880 |
| 10 | 10 | SAMMY HAGAR/Let Sally Drive | 2880 |
| 10 | 10 | LENNY KRAMITZ/American Woman | 2592 |
| 6 | 6 | SANTANA/EVERLAST/Put Your Lights On | 2592 |
| 6 | 6 | 3 DOORS DOWN/Kyptonite | 2304 |
| 4 | 4 | CRED IT/Who You Are | 2156 |
| 8 | 8 | CRED IT/Who You Are | 2304 |
| 5 | 5 | TANTRIC/Breakdown | 2304 |
| 7 | 7 | MATTHEWS BAND/Into Time Bomb | 2016 |
| 7 | 7 | JIMMY PAGE/Black...What Is & What... | 2016 |
| 6 | 6 | PRIMUS/WOZZY/N.I.B. | 1440 |
| 6 | 6 | METALLICA/Lead Cover | 1440 |
| 4 | 4 | DAVID COVIL/Lead Slave | 1152 |
| 3 | 3 | COLLECTIVE SOUL/Heavy | 864 |
| 2 | 2 | GEORGE THOROGOOD /One Bourbon, One | 864 |

MARKET #22

WQVE/Pittsburgh
Clear Channel
(412) 937-1441
Moscibata/Porter
12+ Cumc \$56,700

PLAYS

| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|--|------|
| 16 | 16 | CLARKS/Snowman | 4536 |
| 17 | 17 | 3 DOORS DOWN/Use | 4284 |
| 12 | 12 | TANTRIC/Breakdown | 3024 |
| 10 | 10 | FUEL/Hemorrhage | 2772 |
| 11 | 11 | LIFEHOUSE/Hanging By A Moment | 2772 |
| 8 | 8 | STARLINE | 2772 |
| 6 | 6 | U2/Beautiful Day | 2772 |
| 7 | 7 | COLLECTIVE SOUL/Heavy | 2520 |
| 8 | 8 | GOODSMACK/Whatever | 2520 |
| 9 | 9 | SANTANA/EVERLAST/Put Your Lights On | 2268 |
| 9 | 9 | DAVE MATTHEWS BAND/Did It | 2268 |
| 12 | 12 | AC/DC/Satellite Blues | 2016 |
| 7 | 7 | STONE TEMPLE PILOTS/Break On Through | 2016 |
| 7 | 7 | LENNY KRAMITZ/American Woman | 1764 |
| 3 | 3 | 3 DOORS DOWN/Kyptonite | 1764 |
| 6 | 6 | CLARKS/Snowman | 1512 |
| 6 | 6 | TRAIN/Drops Of Jupiter | 1512 |
| 5 | 5 | OLE ANDER/Why I'm Here | 1260 |
| 4 | 4 | CRED IT/Who You Are | 1008 |
| 4 | 4 | CRED IT/Who You Are | 1008 |
| 1 | 1 | CLARKS/Snowman | 252 |
| 1 | 1 | PRINCE & NEW POWER GENERATION/Comfortably Numb | 252 |
| 1 | 1 | PRINCE & NEW POWER GENERATION/Lead Slave | 252 |
| 0 | 0 | 3 DOORS DOWN/Duck And Run | 0 |
| 0 | 0 | CRED IT/Who You Are | 0 |

MARKET #24

WVMS/Cleveland
Clear Channel
(216) 781-9667
Titford/Fennington
12+ Cumc \$64,800

PLAYS

| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|--|------|
| 32 | 32 | 3 DOORS DOWN/Use | 7718 |
| 32 | 32 | PAPA ROACH/Last Resort | 7491 |
| 30 | 30 | LEWIS WOODRUST/Outside | 7264 |
| 20 | 20 | LEWIS WOODRUST/Outside | 5448 |
| 21 | 21 | AEROSMITH/Jaded | 4767 |
| 15 | 15 | METALLICA/Disappear | 4540 |
| 21 | 21 | FUEL/Hemorrhage | 4086 |
| 14 | 14 | LIFEHOUSE/Hanging By A Moment | 4086 |
| 19 | 19 | OFFSPRING/Original Prankster | 3659 |
| 11 | 11 | CRED IT/Who You Are | 3425 |
| 14 | 14 | DAVID MATTHEWS BAND/Did It | 1178 |
| 10 | 10 | FOOTFIGHTERS/Learn To Fly | 2724 |
| 10 | 10 | DAVE MATTHEWS BAND/Did It | 2724 |
| 12 | 12 | RED HOT CHILI...Otherside | 2724 |
| 11 | 11 | RED HOT CHILI...Scar Tissue | 2497 |
| 6 | 6 | OLE ANDER/Why I'm Here | 2249 |
| 9 | 9 | LIVE/The Dolphin's Cry | 2270 |
| 11 | 11 | AEROSMITH/Jaded | 2043 |
| 9 | 9 | CRED IT/Who You Are | 2043 |
| 11 | 11 | IRON MAIDEN/Brave New World | 2043 |
| 9 | 9 | CRED IT/Who You Are | 2043 |
| 12 | 12 | RUSH/THE CHEMICALS | 1816 |
| 8 | 8 | GREEN DAY/Warrior | 1816 |
| 6 | 6 | OLE ANDER/Why I'm Here | 1589 |
| 9 | 9 | CRED IT/Who You Are | 1416 |
| 7 | 7 | GOODSMACK/Whatever | 1416 |
| 11 | 11 | A PERFECT CIRCLE/Libras | 1589 |
| 12 | 12 | STONE TEMPLE PILOTS/Heaven And Hell Rode | 1589 |
| 6 | 6 | DISTURBED/Voices | 1362 |
| 6 | 6 | GOODSMACK/Whatever | 1362 |

MARKET #26

WBBN/Cincinnati
Clear Channel
(513) 932-3276
Walter/Perkins
12+ Cumc \$86,200

PLAYS

| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|------------------------------------|------|
| 31 | 31 | 3 DOORS DOWN/Use | 5810 |
| 31 | 31 | LEWIS WOODRUST/Outside | 5630 |
| 20 | 20 | GOODSMACK/Awake | 4302 |
| 22 | 22 | LIFEHOUSE/Hanging By A Moment | 3894 |
| 18 | 18 | 3 DOORS DOWN/Duck And Run | 3540 |
| 20 | 20 | CRED IT/Who You Are | 3540 |
| 16 | 16 | TANTRIC/Breakdown | 3166 |
| 13 | 13 | NICKELBACK/Enough | 2656 |
| 15 | 15 | A PERFECT CIRCLE/Heavy | 2656 |
| 20 | 20 | METALLICA/Disappear | 2656 |
| 13 | 13 | DISTURBED/Innocent | 2478 |
| 14 | 14 | INCUBUS/Drive | 2478 |
| 19 | 19 | CRED IT/Who You Are | 2301 |
| 16 | 16 | RED HOT CHILI...Paradise Unearthed | 2124 |
| 12 | 12 | DIFFUSE/Rama | 1947 |
| 13 | 13 | AEROSMITH/Jaded | 1947 |
| 13 | 13 | 3 DOORS DOWN/Duck And Run | 1947 |
| 3 | 3 | A PERFECT CIRCLE/Libras | 1790 |
| 3 | 3 | IRON MAIDEN/Brave New World | 1790 |
| 9 | 9 | RED HOT CHILI...Scar Tissue | 1570 |
| 8 | 8 | DEFONES/Digital No. 3 | 1570 |
| 4 | 4 | GOODSMACK/Whatever | 1516 |
| 3 | 3 | FUEL/Hemorrhage | 1453 |
| 0 | 0 | FUEL/Innocent | 1416 |
| 0 | 0 | GOODSMACK/Whatever | 1416 |
| 11 | 11 | IRON MAIDEN/Brave New World | 1416 |
| 9 | 9 | A PERFECT CIRCLE/Libras | 1416 |
| 7 | 7 | PAPA ROACH/Broken Home | 1219 |
| 6 | 6 | EVERLAST/Can't Move | 1062 |
| 6 | 6 | KID ROCK/MY OUTCAST Complex | 1062 |

MARKET #29

KCAL/Riverside
Anaheim
(909) 793-3554
Holtzman/Matthews
12+ Cumc \$62,200

PLAYS

| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|------------------------|------|
| 41 | 41 | PAPA ROACH/Last Resort | 5332 |

Stations and their adds listed alphabetically by market

Rock

WYXX/Albany, NY *

OM: John Cooper
PD: Mark Thompson
TRAIN "Drops"
VAN ZANT "Get"

KZRR/Albuquerque, NM *

DeProg: Bill May
PD: Phil Mahoney
MD: Rob Brothers
"ANTIC" "Breakdown"

WZZO/Allentown, PA *

PD: Robin Lee
MD: Keith Meyer
3 TRAIN "Drops"

KWHL/Anchorage, AK

PD: Pto Madrid
APDMD: Kathy Mitchell
COLD "One"
BUCKHERRY "Ridin'"

WVPL/Appleton, WI

PD: Joe Calogio
APDMD: Cramer
OLEANDER "Are"
MARK SELBY "Mercury"

WZLZ/Atlantic City, NJ

PDMD: Steve Raymond
OLEANDER "Are"

KLBJ/Austin, TX *

OM: Jeff Carroll
MD: Lorie Lewis
3 DOUBLE TROUBLE "Rock"
OLEANDER "Are"

KIOC/Beaumont, TX *

PDMD: Mike Davis
COC "Dab"
OLEANDER "Are"
TAPROOT "T"

WKGB/Binghamton, NY

PD: Jim Free
MD: Tim Boland
PAPA ROACH "Between"
COLD "One"
OLEANDER "Are"

WROK/Canton, OH *

OM: Chuck Stevens
PDMD: Todd Downard
7 PAPA ROACH "Between"
4 A PERFECT CIRCLE "Hollow"
OLEANDER "Are"

WPXC/Cape Cod, MA

OM: Steve Miller
PD: Suzanne Tonaire
MD: Nick Rivera
OLEANDER "Are"
COLD "One"

KRNA/Cedar Rapids, IA

PD: Joe Nugent
MD: Tommy Lang
UZ "Vax"
BUCKHERRY "Ridin'"
OLEANDER "Are"

WYBB/Charleston, SC *

OM: Mike Allen
APD: Ted Kinler
OLEANDER "Are"
A PERFECT CIRCLE "Hollow"
TRAIN "Drops"
DOUBLE TROUBLE "Rock"

WKLC/Charleston, WV

PDMD: Mike Pappagott
NOTHINGFACE "Bleeder"
OLEANDER "Are"

WEBN/Cincinnati, OH *

OM: Scott Reinhart
PD: Michael Walter
MD: Bob Garrett
11 A PERFECT CIRCLE "Hollow"
10 OLEANDER "Are"
SALVA "Disease"

WMMS/Cleveland, OH *

OM: Greg Aulford
PD: Tony Tishon
MD: Mark Pennington
3 "ANTIC" "Breakdown"
RUE "Innocent"

WFRK/Columbus, GA

OMPD: Brian Waters
TRAIN "Drops"
OLEANDER "Are"
SNAPE "Waste"
STRUT UP FLAZON "Argot"

KNCN/Corpus Christi, TX *

PD: Paula Merrill
APDMD: "Big" Al Jones
10 OLEANDER "Are"
1 AEROSMITH "Jaded"
1 COLLECTIVE SOUL "Vert"
1 A PERFECT CIRCLE "Hollow"
MARK SELBY "Mercury"
COC "Dab"

WFRK/Columbus, GA

OMPD: Brian Waters
TRAIN "Drops"
OLEANDER "Are"
SNAPE "Waste"
STRUT UP FLAZON "Argot"

WVUE/Dayton, OH *

PD: Mark Thompson
APDMD: John Beaufileu
LIFEHOUSE "Hanging"

KLAQ/El Paso, TX *

PD: "Mig" Mike Ramsey
APDMD: Glenn Garza
13 DOUBLE TROUBLE "Rock"
TRAIN "Drops"
A PERFECT CIRCLE "Hollow"
OLEANDER "Are"
PAPA ROACH "Between"

WPHD/Elmira-Corning, NY

OMMD: George Harris
OLEANDER "Are"
VAST "Anything"
DRY "Option"
(RED) PLANET EARTH "Killing"
HESHER "Thangs"
COLD "One"
SALVA "Disease"

WRKT/Erie, PA

WVProg: Ron Klime
MD: Sonny Stone
6 OLEANDER "Are"
VAST "Anything"
COLLECTIVE SOUL "Vert"
TRAIN "Drops"
3 DOORS DOWN "Duck"
RUE "Innocent"

WJXX/Fl. Wayne, IN

PDMD: Doc West
RUE "Innocent"
1 OLEANDER "Are"
SNAPE "Waste"
MARK SELBY "Mercury"
A PERFECT CIRCLE "Hollow"
OLEANDER "Are"

WVUE/Dayton, OH *

PD: Mark Thompson
APDMD: John Beaufileu
LIFEHOUSE "Hanging"

WVUE/Dayton, OH *

PD: Mark Thompson
APDMD: John Beaufileu
LIFEHOUSE "Hanging"

WVUE/Dayton, OH *

PD: Mark Thompson
APDMD: John Beaufileu
LIFEHOUSE "Hanging"

WVUE/Dayton, OH *

PD: Mark Thompson
APDMD: John Beaufileu
LIFEHOUSE "Hanging"

WVUE/Dayton, OH *

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R&R Active Rock Top 50

February 2, 2001

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S) | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS (00) | WEEKS ON CHART | TOTAL STATIONS/ADDS |
|----------------|-----------|--|-------------|-----------|------------------------|----------------|---------------------|
| 1 | 1 | GODSMACK Awake(Republic/Universal) | 2140 | -74 | 179018 | 16 | 68/0 |
| 2 | 2 | LINKIN PARK One Step Closer(Warner Bros.) | 1940 | +52 | 147934 | 21 | 68/0 |
| 4 | 3 | A. LEWIS OF STAINO W/F: DURST Outside(Flawless/Geffen/Interscope) | 1864 | +201 | 155495 | 11 | 66/0 |
| 3 | 4 | FUEL Hemorrhage (In My Hands)(Epic) | 1474 | -80 | 96390 | 23 | 59/0 |
| 6 | 5 | INCUBUS Drive(Immortal/Epic) | 1441 | +76 | 97840 | 9 | 66/0 |
| 7 | 6 | STRAIT UP F/LAJON OF SEVENDUST Angel's Son(Immortal/Virgin) | 1435 | +32 | 104239 | 14 | 66/0 |
| 5 | 7 | LIMP BIZKIT Rollin'(Flip/Interscope) | 1355 | -78 | 91664 | 19 | 60/0 |
| 13 | 8 | AEROSMITH Jaded(Columbia) | 1273 | +206 | 95662 | 3 | 58/1 |
| 12 | 9 | 3 DOORS DOWN Duck And Run(Republic/Universal) | 1230 | +150 | 94646 | 7 | 66/1 |
| 9 | 10 | TANTRIC Breakdown(Maverick) | 1199 | +83 | 89409 | 5 | 67/1 |
| 8 | 11 | 3 DOORS DOWN Loser(Republic/Universal) | 1148 | -143 | 97194 | 36 | 58/0 |
| 15 | 12 | LIFHOUSE Hanging By A Moment(DreamWorks) | 1135 | +148 | 75140 | 13 | 51/1 |
| 11 | 13 | DISTURBED Voices(Giant/Reprise) | 1085 | -24 | 82727 | 9 | 68/0 |
| 10 | 14 | RAGE AGAINST THE MACHINE Renegades Of Funk(Epic) | 1068 | -25 | 80038 | 10 | 60/0 |
| 20 | 15 | UNION UNDERGROUND Killing The Fly(Portrait/Columbia) | 896 | +20 | 73570 | 6 | 63/1 |
| 16 | 16 | DISTURBED Stupify(Giant/Reprise) | 877 | -80 | 66516 | 43 | 56/0 |
| 21 | 17 | DIFFUSER Karma(Hollywood) | 826 | -10 | 53528 | 12 | 59/0 |
| 19 | 18 | NICKELBACK Old Enough(Roadrunner) | 819 | -52 | 52131 | 5 | 60/0 |
| 18 | 19 | PRIMUS W/OZZY N.I.B. (Divine/Priority) | 786 | -87 | 73041 | 29 | 48/0 |
| 17 | 20 | PAPA ROACH Broken Home(DreamWorks) | 738 | -141 | 52309 | 19 | 44/0 |
| 14 | 21 | EVERCLEAR When It All Goes Wrong Again(Capitol) | 729 | -315 | 43923 | 11 | 49/0 |
| 26 | 22 | GREEN DAY Warning(Reprise) | 684 | +24 | 40493 | 6 | 48/0 |
| 22 | 23 | DUST FOR LIFE Step Into The Light(Wind-up) | 650 | -122 | 40221 | 17 | 45/0 |
| Breaker | 24 | FUEL Innocent(Epic) | 605 | +259 | 37641 | 2 | 52/5 |
| 28 | 25 | CRAZY TOWN Butterfly(Columbia) | 569 | +97 | 35289 | 5 | 37/2 |
| 23 | 26 | A PERFECT CIRCLE 3 Libras(Virgin) | 522 | -208 | 40679 | 20 | 34/0 |
| 37 | 27 | OFFSPRING Want You Bad(Columbia) | 487 | +175 | 40481 | 2 | 39/3 |
| 33 | 28 | NOTHINGFACE Bleeder(TV) | 447 | +84 | 35452 | 3 | 51/4 |
| 25 | 29 | OFFSPRING Original Prankster(Columbia) | 437 | -213 | 25906 | 15 | 34/0 |
| 44 | 30 | SPINESHANK New Disease(Roadrunner) | 419 | +144 | 34216 | 2 | 39/0 |
| 45 | 31 | COLLECTIVE SOUL Vent(Atlantic) | 383 | +113 | 18721 | 2 | 28/0 |
| 43 | 32 | SKRAPE Waste(RCA) | 382 | +121 | 32242 | 3 | 52/4 |
| 40 | 33 | DEFTONES Digital Bath(Maverick) | 376 | +101 | 33620 | 2 | 43/1 |
| 27 | 34 | ISLE OF Q Bag Of Tricks(Universal) | 313 | -136 | 23971 | 9 | 33/0 |
| 41 | 35 | MATTHEW GOOD BAND Hello Time Bomb(Atlantic) | 309 | +28 | 16496 | 5 | 30/0 |
| 34 | 36 | KID ROCK My Oedipus Complex(Top Dog/Lava/Atlantic) | 307 | -58 | 30472 | 8 | 27/0 |
| Debut | 37 | A PERFECT CIRCLE The Hollow(Virgin) | 306 | +135 | 27172 | 1 | 43/28 |
| 36 | 38 | DAVE MATTHEWS BAND I Did It(RCA) | 304 | -8 | 12421 | 3 | 21/0 |
| 39 | 39 | 6GIG Hit The Ground(Ultimatum) | 293 | +1 | 20934 | 11 | 27/0 |
| 48 | 40 | AT THE DRIVE-IN One Armed Scissor(Grand Royal/Virgin) | 254 | +26 | 25100 | 5 | 27/0 |
| 38 | 41 | CREED Riders On The Storm(Elektra/EEG) | 251 | -61 | 21740 | 9 | 16/0 |
| 29 | 42 | COC Congratulations Song(Sanctuary/SRG) | 248 | -217 | 12797 | 16 | 24/0 |
| — | 43 | NONPOINT What A Day(MCA) | 239 | +77 | 22952 | 2 | 25/2 |
| 30 | 44 | IDMMI F/DAVE GROHL Goodbye Lament(Divine/Priority) | 235 | -124 | 15528 | 18 | 17/0 |
| 42 | 45 | SAMMY HAGAR Let Sally Drive(Cabo Wabo/Beyond) | 229 | -31 | 12142 | 6 | 18/0 |
| 31 | 46 | POWERMAN 5000 Ultra Mega(DVB/Columbia) | 225 | -167 | 14722 | 9 | 25/0 |
| 46 | 47 | COLLECTIVE SOUL Why Pt. 2(Atlantic) | 222 | -33 | 10672 | 18 | 21/0 |
| 47 | 48 | U2 Walk On(Interscope) | 222 | +7 | 19171 | 2 | 18/0 |
| Debut | 49 | COLD No One(Flip/Geffen/Interscope) | 218 | +154 | 14648 | 1 | 36/13 |
| 50 | 50 | GRAND THEFT AUDIO Stoopid Ass(London Sire) | 183 | +16 | 13108 | 3 | 16/0 |

Most Added

| ARTIST TITLE LABEL(S) | ADDS |
|--|------|
| OLEANDER Are You There?(Republic/Universal) | 55 |
| PAPA ROACH Between Angels And Insects(DreamWorks) | 36 |
| A PERFECT CIRCLE The Hollow(Virgin) | 28 |
| ORGY Opticon(Elementree/Reprise) | 17 |
| TAPROOT 1(Velvet Hammer/Atlantic) | 14 |
| COLD No One(Flip/Geffen/Interscope) | 13 |
| COC Diablo Blvd.(Sanctuary/SRG) | 7 |
| BUCKCHERRY Ridin'(DreamWorks) | 6 |
| LIMP BIZKIT My Way(Flip/Interscope) | 6 |
| FUEL Innocent(Epic) | 5 |

EVERCLEAR

COMING SOON

"Out Of My Depth"

On tour with Matchbox 20 in February



Most Increased Plays

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|--|---------------------|
| FUEL Innocent(Epic) | +259 |
| AEROSMITH Jaded(Columbia) | +206 |
| A. LEWIS OF STAINO W/F. DURST Outside(Flawless/Geffen/Interscope) | +201 |
| OFFSPRING Want You Bad(Columbia) | +175 |
| COLD No One(Flip/Geffen/Interscope) | +154 |
| 3 DOORS DOWN Duck And Run(Republic/Universal) | +150 |
| LIFHOUSE Hanging By A Moment(DreamWorks) | +148 |
| SPINESHANK New Disease(Roadrunner) | +144 |
| A PERFECT CIRCLE The Hollow(Virgin) | +135 |
| SKRAPE Waste(RCA) | +121 |

Breakers

| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | CHART |
|--------------------------------|---------------------|-------|
| FUEL Innocent (Epic) | 605/259 | 24 |

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



68 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 1/21-Saturday 1/27. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 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 2001, The Arbitron Company). © 2001, R&R Inc.

nothingface "BLEEDER"

R&R Active Rock **33 - 28**
 Active Rock Monitor **35* - 32***
 Mainstream Rock Monitor Debut **40***
 R&R Rock **49 - 45**

New Adds Include:
KLPX WCHZ KORB WRWK
WKLC WJXQ WOTT
 Top 10 Phones: **KICT WXSX WARQ KPOI**
 (On tour with Pantera)



Breakers Top 30

| LW | TW | ARTIST TITLE LABEL(S) | TOTAL PLAYS | | TOTAL STATIONS/ ADDS |
|----|----|---|-------------|------|----------------------|
| | | | TW | LW | |
| 1 | 1 | LINKIN PARK One Step Closer (Warner Bros.) | 1647 | 1599 | 49/0 |
| 2 | 2 | A. LEWIS... W/F. DURST Outside (Flawless/Geffen/Interscope) | 1493 | 1416 | 47/0 |
| 3 | 3 | GODSMACK Awake (Republic/Universal) | 1320 | 1345 | 47/0 |
| 6 | 4 | RAGE AGAINST THE MACHINE Renegades Of Funk (Epic) | 1158 | 1137 | 48/0 |
| 4 | 5 | FUEL Hemorrhage (In My Hands) (Epic) | 1147 | 1239 | 47/0 |
| 7 | 6 | CRAZY TOWN Butterfly (Columbia) | 1145 | 1088 | 42/1 |
| 5 | 7 | INCUBUS Drive (Immortal/Epic) | 1113 | 1146 | 49/0 |
| 8 | 8 | LIMP BIZKIT Rollin' (Flip/Interscope) | 991 | 1051 | 47/0 |
| 9 | 9 | LIFEHOUSE Hanging By A Moment (DreamWorks) | 986 | 971 | 36/0 |
| 11 | 10 | 3 DOORS DOWN Loser (Republic/Universal) | 797 | 837 | 44/0 |
| 14 | 11 | DISTURBED Voices (Giant/Reprise) | 765 | 776 | 47/0 |
| 10 | 12 | STRAIT UP F/AJON OF SEVENDUST Angel's Son (Immortal/Virgin) | 758 | 837 | 47/0 |
| 13 | 13 | DISTURBED Stupify (Giant/Reprise) | 732 | 777 | 46/0 |
| 12 | 14 | GREEN DAY Warning (Reprise) | 712 | 798 | 40/0 |
| 16 | 15 | OFFSPRING Want You Bad (Columbia) | 689 | 634 | 39/2 |
| 15 | 16 | COLDPLAY Yellow (Netwerk/Capitol) | 673 | 660 | 26/0 |
| 17 | 17 | MOBY F/GWEN STEFANI Southside (V2) | 660 | 623 | 20/3 |
| 22 | 18 | 3 DOORS DOWN Duck And Run (Republic/Universal) | 593 | 509 | 38/2 |
| 20 | 19 | DAVE MATTHEWS BAND I Did It (RCA) | 561 | 562 | 29/0 |
| 21 | 20 | DEFTONES Digital Bath (Maverick) | 554 | 515 | 36/0 |
| 18 | 21 | PAPA ROACH Broken Home (DreamWorks) | 543 | 611 | 36/0 |
| 19 | 22 | A PERFECT CIRCLE 3 Libras (Virgin) | 463 | 569 | 37/0 |
| 25 | 23 | AT THE DRIVE-IN One Armed Scissor (Grand Royal/Virgin) | 447 | 411 | 35/2 |
| 28 | 24 | UNION UNDERGROUND Killing The Fly (Portrait/Columbia) | 442 | 374 | 38/2 |
| 23 | 25 | DIFFUSER Karma (Hollywood) | 440 | 449 | 34/1 |
| b0 | 26 | FUEL Innocent (Epic) | 433 | 306 | 38/2 |
| 24 | 27 | TANTRIC Breakdown (Maverick) | 426 | 416 | 33/2 |
| 29 | 28 | U2 Walk On (Interscope) | 344 | 365 | 24/0 |
| - | 29 | AEROSMITH Jaded (Columbia) | 342 | 241 | 23/0 |
| - | 30 | A PERFECT CIRCLE The Hollow (Virgin) | 322 | 266 | 38/17 |



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 1/21-Saturday 1/27. © 2001, R&R Inc.

Contributing Stations

WQBK/Albany, NY
KTEG/Albuquerque
WNNX/Atlanta
KROX/Austin
WRAX/Birmingham
WAAP/Boston
WBCN/Boston
WKQX/Chicago
KILQ/Colorado Springs
WBZX/Columbus, OH
KDGE/Dallas
KBPI/Denver
KXPK/Denver
WKLQ/Grand Rapids
WTPT/Greenville, SC
WQXA/Harrisburg
WCCC/Hartford

KTBZ/Houston-Galveston
WRZX/Indianapolis
WNFZ/Knoxville
KXTE/Las Vegas
KROQ/Los Angeles
WMFS/Memphis
WZTA/Miami
KXXR/Minneapolis
KKND/New Orleans
WXRK/New York
WNOR/Norfolk
WJRR/Orlando
WYSP/Philadelphia
KEDJ/Phoenix
KUPD/Phoenix
WXDX/Pittsburgh
KUFO/Portland, OR

WBRU/Providence
KRXQ/Sacramento
KXRX/Salt Lake City
KISS/San Antonio
KITS/San Francisco
KNDD/Seattle
KFNK/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

PAPA ROACH Last Resort (DreamWorks)

A PERFECT CIRCLE Judith (Virgin)

CREED Are You Ready (Wind-up)

INCUBUS Pardon Me (Immortal/Epic)

METALLICA I Disappear (Hollywood)

3 DOORS DOWN Kryptonite (Republic/Universal)

UNION UNDERGROUND Turn Me On "Mr. Deadman" (Portrait/Columbia)

DEFTONES Change (In The House Of Flies) (Maverick)

KORN Make Me Bad (Immortal/Epic)

RED HOT CHILI PEPPERS Californication (Warner Bros.)

TOP 100 ACTIVE ROCK POWER GOLD

| | | | |
|----|--|-----|--|
| 1 | NIRVANA Smells Like Teen Spirit | 51 | METALLICA Wherever I May Roam |
| 2 | ALICE IN CHAINS Man In The Box | 52 | ALICE IN CHAINS Them Bones |
| 3 | STONE TEMPLE PILOTS Plush | 53 | AC/DC Highway To Hell |
| 4 | ALICE IN CHAINS Would? | 54 | NIRVANA Heart-Shaped Box |
| 5 | PEARL JAM Evenflow | 55 | METALLICA Sad But True |
| 6 | METALLICA Enter Sandman | 56 | BLACK SABBATH Paranoid |
| 7 | PEARL JAM Alive | 57 | GREEN DAY When I Come Around |
| 8 | NIRVANA Come As You Are | 58 | RUSH Tom Sawyer |
| 9 | STONE TEMPLE PILOTS Vasoline | 59 | AEROSMITH Sweet Emotion |
| 10 | STONE TEMPLE PILOTS Interstate Love Song | 60 | METALLICA Nothing Else Matters |
| 11 | SOUNDGARDEN Black Hole Sun | 61 | TEMPLE OF THE DOG Hunger Strike |
| 12 | BUSH Comedown | 62 | TOADIES Possum Kingdom |
| 13 | ALICE IN CHAINS Rooster | 63 | NINE INCH NAILS Closer |
| 14 | SOUNOGARDEN Fell On Black Days | 64 | LIVING COLOUR Cult Of Personality |
| 15 | OFFSPRING Self Esteem | 65 | METALLICA Until It Sleeps |
| 16 | NIRVANA In Bloom | 66 | SOUNOGARDEN Outshined |
| 17 | TOOL Sober | 67 | STONE TEMPLE PILOTS Creep |
| 18 | NIRVANA Lithium | 68 | WHITE ZOMBIE Thunder Kiss '65 |
| 19 | GUNS N' ROSES Welcome To The Jungle | 69 | SMASHING PUMPKINS Bullet With Butterfly Wings |
| 20 | STONE TEMPLE PILOTS Sex Type Thing | 70 | RED HOT CHILI PEPPERS Give It Away |
| 21 | GUNS N' ROSES Sweet Child O' Mine | 71 | AC/DC Hell's Bells |
| 22 | OZZY OSBOURNE Crazy Train | 72 | LED ZEPPELIN Black Dog |
| 23 | CREED My Own Prison | 73 | PEARL JAM Daughter |
| 24 | DAYS OF THE NEW Touch, Peel & Stand | 74 | OFFSPRING Gone Away |
| 25 | SOUNOGARDEN Spoonman | 75 | FOO FIGHTERS My Hero |
| 26 | WHITE ZOMBIE More Human Than Human | 76 | METALLICA Fade To Black |
| 27 | PEARL JAM Jeremy | 77 | AC/DC Shoot To Thrill |
| 28 | SEVEN MARY THREE Cumbersome | 78 | PEARL JAM Daughter |
| 29 | GUNS N' ROSES Paradise City | 79 | VAN HALEN Runnin' With The Devil |
| 30 | AC/DC Back In Black | 80 | CREED What's This Life For |
| 31 | LENNY KRAVITZ Are You Gonna Go My Way | 81 | AC/DC Dirty Deeds Done Dirt Cheap |
| 32 | FILTER Hey Man, Nice Shot | 82 | BLACK SABBATH Iron Man |
| 33 | PEARL JAM Black | 83 | OFFSPRING Gotta Get Away |
| 34 | KORN Freak On A Leash | 84 | ALICE IN CHAINS No Excuses |
| 35 | FOO FIGHTERS Everlong | 85 | METALLICA One |
| 36 | GREEN DAY Brain Stew | 86 | METALLICA For Whom The Bell Tolls |
| 37 | FAITH NO MORE Epic | 87 | AC/DC T.N.T. |
| 38 | AC/DC You Shook Me All Night Long | 88 | CRACKER Low |
| 39 | CREED One | 89 | CANDLEBOX You |
| 40 | STONE TEMPLE PILOTS Wicked Garden | 90 | STONE TEMPLE PILOTS Trippin' On A Hole In A... |
| 41 | OFFSPRING Come Out & Play (Keep 'em...) | 91 | DANZIG Mother |
| 42 | STONE TEMPLE PILOTS Big Empty | 92 | VAN HALEN Panama |
| 43 | RED HOT CHILI PEPPERS Under The Bridge | 93 | METALLICA King Nothing |
| 44 | BUSH Machinehead | 94 | ALICE IN CHAINS Down In A Hole |
| 45 | BUSH Everything Zen | 95 | BUSH Little Things |
| 46 | METALLICA The Unforgiven | 96 | MONSTER MAGNET Space Lord |
| 47 | CANDLEBOX Far Behind | 97 | OZZY OSBOURNE Flying High Again |
| 48 | NIRVANA All Apologies | 98 | STABBING WESTWARD Save Yourself |
| 49 | JANE'S ADDICTION Been Caught Stealing | 99 | VAN HALEN You Really Got Me |
| 50 | CREED Torn | 100 | AC/DC Thunderstruck |



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 100 Power Gold is based on YTD monitored airplay data. © 2001, R&R Inc.

New & Active

(HED) PLANET EARTH Killing Time (Volcano/Jive)
Total Plays: 182, Total Stations: 26, Adds: 4

BOILER ROOM Do It Again (Tommy Boy)
Total Plays: 85, Total Stations: 10, Adds: 0

OLEANDER Are You There? (Republic/Universal)
Total Plays: 178, Total Stations: 56, Adds: 55

SALIVA Your Disease (Island/IDJMG)
Total Plays: 78, Total Stations: 7, Adds: 1

GEDDY LEE Grace To Grace (Atlantic)
Total Plays: 138, Total Stations: 13, Adds: 0

PAPA ROACH Between Angels... (DreamWorks)
Total Plays: 77, Total Stations: 39, Adds: 36

SYSTEM OF A DOWN Metro (DVB/Columbia)
Total Plays: 92, Total Stations: 9, Adds: 0

SLAVES ON DOPE Inches From... (Divine/Priority)
Total Plays: 47, Total Stations: 15, Adds: 4

ALIEN ANT FARM Movies (DreamWorks)
Total Plays: 91, Total Stations: 15, Adds: 3

ORGY Opticon (Elementree/Reprise)
Total Plays: 13, Total Stations: 18, Adds: 17

Songs ranked by total plays

ACTIVE ROCK

Going For Adds 2/6/01

NONPOINT What A Day (MCA)

OUR LADY PEACE Life (Columbia)

Register now for Music Meeting, the industry's No. 1 online destination for new music: www.rroonline.com

MUSIC MEETING

Active Rock Playlists

FIND COMPLETE PLAYLISTS FOR ALL ACTIVE ROCK REPORTERS ON R&R ONLINE MUSIC TRACKING

MARKET #5

WYSP/Philadelphia
Infinity
(215) 575-9460
Minsky/Palumbo
12x Cumc 859,000

94WYSP
THE ROCK STATION

| PLAYS | LW | TW | ARTIST/TITLE | GI (000) |
|-------|----|----|-----------------------------------|----------|
| 31 | 34 | | A PERFECT CIRCLE/Judith | 15674 |
| 30 | 33 | | STONE TEMPLE PILOTS/No Way Out | 15213 |
| 29 | 32 | | GOODSAMACK/Awake | 15213 |
| 28 | 31 | | LEWIS WIDURST/Outside | 15213 |
| 27 | 30 | | PRIMUS/WOZZY/1.B | 11986 |
| 26 | 29 | | METALLICA/Incapable | 10603 |
| 25 | 28 | | ISLE OF DOGS/Bag Of Tricks | 7837 |
| 24 | 27 | | PAPA ROACH/Broken Home | 7837 |
| 23 | 26 | | TANTRIC/Breakdown | 7837 |
| 22 | 25 | | LININ PARK/One Step Closer | 7376 |
| 21 | 24 | | LIFEHOUSE/Hanging By A Moment | 7376 |
| 20 | 23 | | AFROSMITH/Jaded | 6915 |
| 19 | 22 | | CREED/To Whom It May... | 6454 |
| 18 | 21 | | 3 DOORS DOWN/Duck And Run | 5993 |
| 17 | 20 | | EVERETT/When It All Goes... | 5993 |
| 16 | 19 | | FUEL/Innocent | 5071 |
| 15 | 18 | | UZ/Walk On | 5071 |
| 14 | 17 | | RAGE AGAINST.../Renegades Of Funk | 4610 |
| 13 | 16 | | KORN/Make Me Bad | 4610 |
| 12 | 15 | | SKRIPPE/Waste | 4610 |
| 11 | 14 | | UNION UNDERGROUND/Killing The Fly | 4610 |
| 10 | 13 | | BUSH/The Chemicals | 4149 |
| 9 | 12 | | KID ROCK/Metal Mulisha | 4149 |
| 8 | 11 | | STRAIT UP FAJON.../Angel's Son | 4149 |
| 7 | 10 | | U2/Beautiful Day | 3688 |
| 6 | 9 | | BUCKCHERRY/Run | 3688 |
| 5 | 8 | | POWERMAN 5000/Ultra Mega | 3688 |
| 4 | 7 | | KID ROCK/Only God Knows Why | 3688 |
| 3 | 6 | | CREED/What It Is | 3227 |
| 2 | 5 | | GOODSAMACK/Keep Away | 3227 |

MARKET #6

KEGL/Dallas-Ft. Worth
Clear Channel
(972) 991-1029
Stevens/Kay/Scull
12x Cumc 429,500

97.1 EAGLE ROCKS

| PLAYS | LW | TW | ARTIST/TITLE | GI (000) |
|-------|----|----|-----------------------------------|----------|
| 29 | 29 | | A PERFECT CIRCLE/Judith | 7854 |
| 28 | 28 | | PRIMUS/WOZZY/1.B | 7854 |
| 27 | 27 | | GOODSAMACK/Awake | 6930 |
| 26 | 26 | | 3 DOORS DOWN/Outside | 5775 |
| 25 | 25 | | LEWIS WIDURST/Outside | 5544 |
| 24 | 24 | | TANTRIC/Breakdown | 5313 |
| 23 | 23 | | PAPA ROACH/1st Resort | 5082 |
| 22 | 22 | | STRAIT UP FAJON.../Angel's Son | 4851 |
| 21 | 21 | | 3 DOORS DOWN/Kryptonite | 4851 |
| 20 | 20 | | LEWIS WIDURST/Outside | 4670 |
| 19 | 19 | | STANDARD/Muchlove | 4389 |
| 18 | 18 | | OLIVER/Why I'm Here | 4389 |
| 17 | 17 | | LIMP BIZKIT/Rollin' | 4158 |
| 16 | 16 | | FUEL/Hemorrhage | 3927 |
| 15 | 15 | | DUST FOR LIFE/Step Into The Light | 3927 |
| 14 | 14 | | LININ PARK/One Step Closer | 3927 |
| 13 | 13 | | GOODSAMACK/Keep Away | 3696 |
| 12 | 12 | | METALLICA/Incapable | 3696 |
| 11 | 11 | | INCUBUS/Pardon Me | 3465 |
| 10 | 10 | | DEFENES/In The End | 3234 |
| 9 | 9 | | STRAIT UP FAJON.../Angel's Son | 3234 |
| 8 | 8 | | LIFEHOUSE/Hanging By A Moment | 3003 |
| 7 | 7 | | RAGE AGAINST.../Guerrilla Radio | 3003 |
| 6 | 6 | | 3 DOORS DOWN/Duck And Run | 3003 |
| 5 | 5 | | DAVE NAVARRO/Karma | 2772 |
| 4 | 4 | | A PERFECT CIRCLE/Judith | 2772 |
| 3 | 3 | | RAGE AGAINST.../Renegades Of Funk | 2541 |
| 2 | 2 | | AEROSMITH/Jaded | 2541 |
| 1 | 1 | | ALICE IN CHAINS/Man In The Box | 2541 |
| 0 | 0 | | KORN/Falling Away From Me | 2310 |

MARKET #7

WRIF/Detroit
Greater Media
(248) 547-0101
Stevens/Hanson
12x Cumc 576,200

101 WRIF

| PLAYS | LW | TW | ARTIST/TITLE | GI (000) |
|-------|----|----|-----------------------------------|----------|
| 28 | 29 | | AFROSMITH/Jaded | 10614 |
| 27 | 28 | | GOODSAMACK/Awake | 10614 |
| 26 | 27 | | 3 DOORS DOWN/Loser | 8784 |
| 25 | 26 | | CREED/Ave You Ready | 6418 |
| 24 | 25 | | FUEL/Hemorrhage | 6588 |
| 23 | 24 | | LEWIS WIDURST/Outside | 6229 |
| 22 | 23 | | NICKELBACK/12 Gauge | 6222 |
| 21 | 22 | | 3 DOORS DOWN/Duck And Run | 6222 |
| 20 | 21 | | U2/Beautiful Day | 5856 |
| 19 | 20 | | TANTRIC/Breakdown | 5490 |
| 18 | 19 | | DEFENES/In The End | 5124 |
| 17 | 18 | | KID ROCK/Metal Mulisha | 4758 |
| 16 | 17 | | STRAIT UP FAJON.../Angel's Son | 4758 |
| 15 | 16 | | TOOL/No Quarter | 4392 |
| 14 | 15 | | GREEN DAY/Warrior | 4392 |
| 13 | 14 | | LININ PARK/One Step Closer | 4392 |
| 12 | 13 | | GODDY/See Grace To Grace | 3660 |
| 11 | 12 | | INCUBUS/In The End | 3660 |
| 10 | 11 | | RE/SO Long | 3660 |
| 9 | 10 | | SPINESHANK/New Disease | 3294 |
| 8 | 9 | | BOB DYLAN/Don't Stop Believin' | 3294 |
| 7 | 8 | | PAPA ROACH/1st Resort | 2928 |
| 6 | 7 | | ROGER WATERS/Mother | 2562 |
| 5 | 6 | | BUCKCHERRY/Run | 2196 |
| 4 | 5 | | CRAYZ TOWN/Butterfly | 2196 |
| 3 | 4 | | A PERFECT CIRCLE/Judith | 2196 |
| 2 | 3 | | SKRIPPE/Waste | 2196 |
| 1 | 2 | | UNION UNDERGROUND/Killing The Fly | 2196 |
| 0 | 1 | | MATTHEW GOOD BAND/Hello Time Bomb | 2196 |
| 0 | 0 | | NOTHINGFACE/Bleeder | 2196 |

MARKET #8

WAAF/Boston
Entercom
(617) 296-1073
Douglas/Osterlind
12x Cumc 512,400

WAAF 107.3 FM

| PLAYS | LW | TW | ARTIST/TITLE | GI (000) |
|-------|----|----|-----------------------------------|----------|
| 42 | 42 | | LININ PARK/One Step Closer | 13932 |
| 37 | 36 | | LEWIS WIDURST/Outside | 11640 |
| 34 | 35 | | STRAIT UP FAJON.../Angel's Son | 11340 |
| 33 | 33 | | 3 DOORS DOWN/Loser | 10692 |
| 32 | 32 | | GOODSAMACK/Awake | 10692 |
| 31 | 31 | | 3 DOORS DOWN/Duck And Run | 10368 |
| 30 | 30 | | INCUBUS/Drive | 10368 |
| 29 | 29 | | A PERFECT CIRCLE/12 Gauge | 9728 |
| 28 | 28 | | RAGE AGAINST.../Renegades Of Funk | 9728 |
| 27 | 27 | | SPINESHANK/New Disease | 8100 |
| 26 | 26 | | PAPA ROACH/1st Resort | 8100 |
| 25 | 25 | | DEFENES/Digital Bath | 7776 |
| 24 | 24 | | DISTURBE/Distally | 7776 |
| 23 | 23 | | DISTURBE/Distally | 7776 |
| 22 | 22 | | AT THE DRIVE-IN/One Armed Scissor | 7128 |
| 21 | 21 | | A PERFECT CIRCLE/The Hollow | 7128 |
| 20 | 20 | | PAPA ROACH/1st Resort | 6884 |
| 19 | 19 | | KID ROCK/Metal Mulisha | 6884 |
| 18 | 18 | | NONPOINT/What A Day | 6400 |
| 17 | 17 | | UNION UNDERGROUND/Killing The Fly | 6156 |
| 16 | 16 | | ALLEN AMT/FARM Grooves | 6156 |
| 15 | 15 | | BOB DYLAN/Don't Stop Believin' | 5884 |
| 14 | 14 | | GRAND THEFT AUTO/Steppin' Ass | 5184 |
| 13 | 13 | | NOTHINGFACE/Bleeder | 4960 |
| 12 | 12 | | SURF/N/T Not Trading | 4960 |
| 11 | 11 | | UNION UNDERGROUND/Killing The Fly | 4860 |
| 10 | 10 | | INCUBUS/Drive | 4536 |
| 9 | 9 | | SKRIPPE/Waste | 4536 |
| 8 | 8 | | (RED) PLANE EARTH/Bartender | 4212 |
| 7 | 7 | | STANDARD/Hello | 3564 |
| 6 | 6 | | MATTHEW GOOD BAND/Hello Time Bomb | 3564 |
| 5 | 5 | | NOTHINGFACE/Bleeder | 3564 |

MARKET #12

WZTM/Miami
Clear Channel
(305) 564-9494
Steele/Daniels/Kimba
12x Cumc 46,200

107.7 FM
The ROCK station

| PLAYS | LW | TW | ARTIST/TITLE | GI (000) |
|-------|----|----|-----------------------------------|----------|
| 33 | 27 | | GOODSAMACK/Awake | 459 |
| 24 | 26 | | LEWIS WIDURST/Outside | 442 |
| 30 | 24 | | PRIMUS/WOZZY/1.B | 408 |
| 28 | 20 | | LIMP BIZKIT/Rollin' | 340 |
| 20 | 18 | | LININ PARK/One Step Closer | 340 |
| 18 | 16 | | DISTURBE/Distally | 336 |
| 22 | 17 | | LIFEHOUSE/Hanging By A Moment | 289 |
| 7 | 16 | | AEROSMITH/Jaded | 272 |
| 20 | 16 | | A PERFECT CIRCLE/12 Gauge | 272 |
| 15 | 15 | | CRAYZ TOWN/Butterfly | 255 |
| 11 | 14 | | OFFSPRING/When You Bad | 187 |
| 11 | 14 | | A PERFECT CIRCLE/12 Gauge | 187 |
| 11 | 14 | | STRAIT UP FAJON.../Angel's Son | 187 |
| 10 | 13 | | UNION UNDERGROUND/Killing The Fly | 170 |
| 10 | 13 | | 3 DOORS DOWN/Duck And Run | 170 |
| 10 | 13 | | CREED/High | 170 |
| 9 | 12 | | OLIVER/Why I'm Here | 136 |
| 9 | 12 | | 3 DOORS DOWN/Kryptonite | 153 |
| 8 | 11 | | 3 DOORS DOWN/Loser | 136 |
| 8 | 11 | | UNION UNDERGROUND/Killing The Fly | 136 |
| 8 | 11 | | NICKELBACK/12 Gauge | 136 |
| 8 | 11 | | NONPOINT/What A Day | 136 |
| 8 | 11 | | SEVENTH DENTAL | 136 |
| 8 | 11 | | TANTRIC/Breakdown | 136 |
| 8 | 11 | | FUEL/Hemorrhage | 136 |

MARKET #15

KUPD/Phoenix
Sandusky
(480) 345-5921
Jeffries/McFiehe
12x Cumc 247,900

98KUPD
ROCKERS AND ROCK

| PLAYS | LW | TW | ARTIST/TITLE | GI (000) |
|-------|----|----|-----------------------------------|----------|
| 29 | 28 | | GOODSAMACK/Awake | 4820 |
| 28 | 27 | | LININ PARK/One Step Closer | 4480 |
| 24 | 25 | | STRAIT UP FAJON.../Angel's Son | 4000 |
| 19 | 20 | | MARILYN MANSON/Diabolus In Me | 3200 |
| 16 | 17 | | INCUBUS/Drive | 3040 |
| 14 | 15 | | NICKELBACK/12 Gauge | 2880 |
| 12 | 13 | | CREED/Ave You Ready | 2880 |
| 10 | 11 | | 3 DOORS DOWN/Duck And Run | 2880 |
| 16 | 16 | | RAGE AGAINST.../Renegades Of Funk | 2560 |
| 16 | 16 | | DISTURBE/Distally | 2560 |
| 14 | 14 | | PAPA ROACH/1st Resort | 2240 |
| 12 | 13 | | AFROSMITH/Jaded | 2240 |
| 13 | 13 | | A PERFECT CIRCLE/Judith | 2080 |
| 10 | 12 | | TANTRIC/Breakdown | 1920 |
| 10 | 12 | | 3 DOORS DOWN/Loser | 1920 |
| 10 | 12 | | 100 HOURS/It's A New Day | 1920 |
| 10 | 12 | | LEWIS WIDURST/Outside | 1920 |
| 10 | 12 | | UNION UNDERGROUND/Killing The Fly | 1920 |
| 10 | 12 | | U.P.O./Kodless | 1920 |
| 10 | 12 | | FUEL/Unnoticed | 1760 |
| 9 | 11 | | BUCKCHERRY/Run | 1760 |
| 11 | 11 | | FUEL/Hemorrhage | 1760 |
| 6 | 11 | | OFFSPRING/When You Bad | 1760 |
| 9 | 10 | | 3 DOORS DOWN/Kryptonite | 1600 |
| 9 | 10 | | COLD/No One | 1600 |
| 9 | 10 | | CREED/High | 1600 |
| 9 | 10 | | GREEN DAY/Warrior | 1600 |
| 9 | 10 | | METALLICA/Incapable | 1600 |
| 8 | 9 | | GOODSAMACK/Whatever | 1600 |
| 8 | 9 | | INCUBUS/Pardon Me | 1600 |

MARKET #16

KIOZ/San Diego
Clear Channel
(619) 565-6006
Moran/Leider
12x Cumc 311,600

ROCK 105.3
SAN DIEGO'S ROCK STATION

| PLAYS | LW | TW | ARTIST/TITLE | GI (000) |
|-------|----|----|-----------------------------------|----------|
| 29 | 29 | | GOODSAMACK/Awake | 4272 |
| 15 | 28 | | LEWIS WIDURST/Outside | 4564 |
| 17 | 28 | | LININ PARK/One Step Closer | 4564 |
| 19 | 28 | | FUEL/Hemorrhage | 3260 |
| 16 | 18 | | DUST FOR LIFE/Step Into The Light | 2934 |
| 15 | 17 | | DEFENES/In The End | 2778 |
| 16 | 16 | | OFFSPRING/When You Bad | 2600 |
| 16 | 16 | | AEROSMITH/Jaded | 2600 |
| 15 | 15 | | 3 DOORS DOWN/Loser | 2445 |
| 14 | 14 | | LIFEHOUSE/Hanging By A Moment | 2445 |
| 14 | 14 | | DEFENES/Digital Bath | 2282 |
| 12 | 13 | | A PERFECT CIRCLE/12 Gauge | 2119 |
| 30 | 13 | | PRIMUS/WOZZY/1.B | 2119 |
| 12 | 12 | | PAPA ROACH/Broken Home | 1956 |
| 12 | 12 | | INCUBUS/Drive | 1956 |
| 15 | 12 | | RAGE AGAINST.../Renegades Of Funk | 1956 |
| 12 | 12 | | TANTRIC/Breakdown | 1750 |
| 2 | 10 | | A PERFECT CIRCLE/The Hollow | 1630 |
| 9 | 9 | | UNION UNDERGROUND/Killing The Fly | 1467 |
| 8 | 8 | | GG/4 H The Ground | 1467 |
| 8 | 8 | | DISTURBE/Distally | 1304 |
| 10 | 8 | | LININ PARK/One Step Closer | 1304 |
| 7 | 7 | | INCUBUS/Pardon Me | 1141 |
| 7 | 7 | | LIMP BIZKIT/Take A Look | 1141 |
| 7 | 7 | | RED HOT CHILL.../Around The World | 1141 |
| 6 | 7 | | EVERETT/When It All Goes... | 1141 |
| 6 | 7 | | PAPA ROACH/1st Resort | 1141 |
| 6 | 7 | | RAGE AGAINST.../How Could Just... | 1141 |
| 4 | 6 | | GOODSAMACK/Whatever | 978 |
| 4 | 6 | | A PERFECT CIRCLE/Judith | 978 |

MARKET #17

KXKR/Minneapolis
ABC
(612) 617-4000
Linder/Caste
12x Cumc 380,800

93 PURE ROCK

| PLAYS | LW | TW | ARTIST/TITLE | GI (000) |
|-------|----|----|------------------------------------|----------|
| 35 | 35 | | GOODSAMACK/Awake | 7332 |
| 30 | 30 | | RAGE AGAINST.../Renegades Of Funk | 6522 |
| 24 | 26 | | LEWIS WIDURST/Outside | 6758 |
| 26 | 26 | | LININ PARK/One Step Closer | 6580 |
| 21 | 20 | | AFROSMITH/Jaded | 3760 |
| 36 | 20 | | FUEL/Hemorrhage | 3760 |
| 28 | 20 | | TANTRIC/Breakdown | 3760 |
| 34 | 20 | | METALLICA/Incapable | 3760 |
| 22 | 19 | | CRAYZ TOWN/Butterfly | 3572 |
| 17 | 19 | | RED HOT CHILL.../Paranoid Universe | 3572 |
| 19 | 19 | | NICKELBACK/12 Gauge | 3572 |
| 12 | 18 | | UNION UNDERGROUND/Killing The Fly | 3384 |
| 15 | 18 | | EVERETT/When It All Goes... | 3384 |
| 20 | 17 | | OFFSPRING/When You Bad | 3196 |
| 17 | 16 | | DISTURBE/Distally | 3008 |
| 16 | 15 | | STRAIT UP FAJON.../Angel's Son | 2820 |
| 11 | 14 | | DEFENES/Digital Bath | 2820 |
| 17 | 14 | | INCUBUS/Drive | 2820 |
| 19 | 14 | | A PERFECT CIRCLE/The Hollow | 2632 |
| 10 | 13 | | DEFENES/Change... | 2444 |
| 11 | 13 | | TOOL/No Quarter | 2444 |
| 12 | 13 | | NOTHINGFACE/Bleeder | 2444 |
| 12 | 13 | | UNION UNDERGROUND/Turn Me On | 2256 |
| 14 | 12 | | 3 DOORS DOWN/Duck And Run | 2256 |
| 13 | 12 | | AT THE DRIVE-IN/One Armed Scissor | 2256 |
| 10 | 11 | | LIMP BIZKIT/My Way | 1880 |
| 10 | 11 | | NICKELBACK/12 Gauge | 1880 |
| 10 | 11 | | STAINED FINGER/Justify | 1880 |
| 10 | 11 | | DEFUSE/Karma | 1880 |
| 10 | 11 | | FUEL/Innocent | 1880 |

MARKET #20

WIYY/Baltimore
Hearts
(410) 889-0098
Strauss/Heckman
12x Cumc 388,100

ROCK 107.7 FM

| PLAYS | LW | TW | ARTIST/TITLE | GI (000) |
|-------|----|----|-----------------------|----------|
| 31 | 33 | | LEWIS WIDURST/Outside | 7029 |
| 23 | 28 | | FUEL/Hemorrhage | 6177 |
| 33 | 28 | | LIMP BIZKIT/Rollin' | |

active INSIGHT

By
Michael Linehan
VP/Rock Promotion
Reprise Records

In the coming weeks we're turning this section over to various radio and record execs to let them share their insight on some of the bands that have ignited their passions. Our first week's guest columnist is Michael Linehan, VP/Rock Promotion at Reprise.

The new Living End album is called *Roll On*. After AC/DC, Living End are Australia's biggest band. Now, I know that and 50 cents will get me coffee, but wait. Angus Young is a fan, and he thought enough of the band to take them out as AC/DC's opening act on their current Australian stadium tour. In fact, Living End sound sort of like it would have sounded if Angus Young had fronted The Clash, except Chris Cheney is a better guitar player than Angus. Down Under, Living End can draw

30,000 fans on their own, their debut album went four-times Platinum, and they've made the cover of the Australian *Rolling Stone*. More coffee?

What makes this band different is the caliber of their playing. How many really great new rock guitar players have there been lately? None, right? OK, Tom Morello. So that's one. Until now. Remember the name Chris Cheney.

Eventually we will ship a first track and all that usual stuff, but the reason I am sending you the whole album nearly three months early is in the hope that you'll spend some time with a great new record and discover a great new talent. On your own time. You know, like we used to before we thought it would be cool to get into this business. The songs rock. The playing burns. And Chris Cheney is a star. This might be the best rock-alt record we have ever released. Now, how can you not listen to them after that kind of promo-man jive?

All right now, that's it. We'll bother you with all the specifics in good time. For now, just live with it. Discover a new band for the right reason. Passion.

If you don't have a copy of *Roll On*, call me at 818-953-3752 or e-mail me at michael.linehan@wbr.com.



The Living End

R&R Top 20 Specialty Artists

February 2, 2001

- 1 **GODHEAD** (Posthuman/Priority) "Eleanor Rigby," "Inside You," "The Reckoning"
- 2 **DRACULA 2000** (Columbia) "Bloodline," "Avoid The Light"
- 3 **ANNIHILATOR** (Metal Is/Sanctuary) "Denied," "Epic Of War"
- 4 **FLYBANGER** (Columbia) "Cavalry," "Blind World"
- 5 **SOULFLY** (Roadrunner) "Back To The Primitive"
- 6 **DOWNER** (Roadrunner) "Last Time"
- 7 **SPINESHANK** (Roadrunner) "Play God," "New Disease"
- 8 **EARTH CRISIS** (Victory) "Holiday In Cambodia"
- 9 **NOTHINGFACE** (TVT) "Bleeder," "Make Your Own Bones"
- 10 **SKRAPE** (RCA) "Waste"
- 11 **DEFTONES** (Maverick) "Digital Bath"
- 12 **HESHER** (Warner Bros.) "Things"
- 13 **CHRONIC FUTURE** (Beyond) "The Majik"
- 14 **NONPOINT** (MCA) "What A Day," "Victim"
- 15 **HAUNTED** (Earache) "Bury Your Dead"
- 16 **SICK OF IT ALL** (Fat Wreck Chords) "Blown Away"
- 17 **RAMMSTEIN** (Republic/Universal) "Mutter," "Adios"
- 18 **SALIVA** (Island/IDJMG) "Your Disease"
- 19 **AMEN** (I Am/Virgin) "Price Of Reality"
- 20 **OBITUARY** (Roadrunner) "Boiling Point," "Chopped In Half"

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

| | | | | | | |
|---|---|--|--|---|--|---|
| Jones Radio Network (JRN) Hardrive Various Rory Myzal/Lou Brutus Unleash Underground "Killing The Fly" Blastic "Breakdown" Egg "Hit The Ground" Stone Temple Pilots "Break On Through" Top "La Pica De Maynardo" | WKGB/Binghamton, NY Incoming Monday 10pm-11:30pm Tim Boland Bloodhound Gang "Three Point One Four" At The Drive-In "One Armed Scissor" Godhead "Reckoning" Thaekadog "Get Out" Amen "Price Of Reality" | WKLO/Grand Rapids, MI Metal At Midnight Thursday midnight-1am Tom "Wiz" Stavrou Six Feet Under "Purple Haze" Tool "No Quarter" Godhead "Eleanor Rigby" Haunted "Human Debris" Breakdown "Tomorrow Fades Away" | KIBZ/Lincoln, NE Sunday Night Buzz Sunday 10pm-midnight Samantha Knight DCD "Diable Bad" Clutch "Pure Rock Fury" Dracula 2000 "Osteo Dead" Sania "Your Disease" Sick Of It All "Blown Away" | KXXR/Minneapolis, MN X-treme Metal Shop Friday 1-4am Nick Davis Earth Crisis "Holiday In Cambodia" Factory 81 "Peace Officer" Taproot "Day By Day" Spineshank "Play God" Martyr Ad "7525" | KUPD/Phoenix, AZ Red Radio Underground Sunday 7-9pm Larry Mac Phunk Junkies "American Pomp, Sex" Kredler "Memoria" Self "Trunk Full Amps" Donna's "40 Boys In 40 Nights" Theatre Of Tragedy "Machine" | KBER/Salt Lake City, UT Radio Kaos Sunday 9-11pm Darby Fear Factory "Pisschrist" Skrape "Waste" Deftones "My Own Summer" Annihilator "Epic Of War" Godhead "Penetrate" |
| KZRR/Albuquerque, NM Roadkill Sunday 11pm-midnight Tom Servo Obituary "Chopped In Half" Soulfly "Mulanba" Frenzal "Voyan Sun Meets" Kiss/Dracula 2000 "Bloodline" Haunted "Bury Your Dead" | WPXC/Cape Cod, MA To The Extreme Saturday 9:30-10:30pm Eric Stafford A Perfect Circle "The Hollow" Nothingface "Bleeder" Slaves On Dope "Trenches From The..." At The Drive-In "One Armed Scissor" Orty "Option" | WQXA/Harrisburg, PA The Sunday News Sunday 8-10am Bill Hanson Hesher "Things" Donna's "40 Boys In 40 Nights" Deftones "Daylight" Weezer "To Some I'm A Genius" New Pornographers "Slow Descent Into..." | WVAB/Long Island, NY Fingers Metal Shop Sunday 10pm-1am Fingers Annihilator "Denied" Black League "Ozymandias" Dracula 2000 "Avoid The Light" Phunk Junkies "What's Next" Rage Against The "Renegades Of Funk" | KATT/Oklahoma City, OK Lunch Pad Thursday midnight-1am Joe Mitchell Geddy Lee "Grace To Grace" Disturbed "God Of The Mind" Orty "Option" Hesher "Things" Onward "The Last Sunset" | KUPD/Phoenix, AZ Into The Pit Sunday 10pm-midnight Larry Mac & The Berzerker Soulfly "Back To The Primitive" Nile "Black Seed Of Vengeance" Pantera "Goodtime Electric" Bryner "Cuten A Los Nenes" Dracula 2000 "Bloodline" | KISW/Seattle, WA Metal Shop Saturday midnight-2am Adam Gehrke Nativity In Black 2 "Snowblind" Flybanger "Cavalry" Yngwie Malmsteen "Aspigos From Hell" Annihilator "Denied" Haunted "Bury Your Dead" |
| KWHL/Anchorage, AK The Pit Sunday 8-9pm Bearded John Rorschach Test "A Toast" Slaves On Dope "Pushing Me" Bifurates "Primal Mac" Kowloon "Manneguan" Cannoe "Dawn Of Dark Skies" | KEGL/Dallas, TX Unmoders Rock Show Sunday 7-9pm Robert Miguel Sammy Hagar "The Message" Soulfly "Son Song" David Coverdale "Don't Lie To Me" Brixy Fox "Dream On" Geddy Lee "Grace To Grace" | KLFX/Houston, TX Kul Radio Saturday 10pm-midnight Bob Foods Linkin Park "A Place For My Head" Linkin Park "Forgotten" Rage Against The "How Could I..." Strait Up "Catch A Spirit" Nonpoint "Victim" | WTFX/Louisville, KY Deliver Sunday 8-10pm Chris Allman Insane Clown Posse "Questions" Donna's "40 Boys In 40 Nights" Phunk Junkies "What's Next" Droopkick Murphy's "New American Way" System Of A Down "Metro" | WYSP/Philadelphia, PA Reckers Friday midnight-2am Matt & Huggy Jommi "Time Is Mine" Nonpoint "Back Up" Tattoo The Earth "Chemical Warfare" Pro-Pain "Substance" Dracula 2000 "Avoid The Light" | KRXQ/Sacramento, CA Ear Whacks Sunday 8-9:30pm Cho Brooks, Paul Wilbur Living Sacrifice "Conditional" Enemy Mine "Caught Inside" Death On Wednesday "Stranded" Raised Fast "Running Man" Icon Of Coil "Fiction" | KISW/Seattle, WA New Music Hour Sunday 10-11pm Scott Vanderpool Steve Earle "Everyone's In Love" L'Hehouse "Hanging By A Moment" Vast "I Don't Have Anythin" Ariq "Forgotten" Green Day "Warning" |

21 total reporters from the Active Rock and Rock panels.

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JIM KERR

jimkerr@ronline.com

On The Air And In The Streets

□ Account executive or air talent? Why not both!

It seems that consolidation has led to a much closer relationship between the sales and programming departments at radio stations. Still, no matter how closely these departments work with one another, it is still very rare for someone to work in both departments, even on a part-time basis.

That makes WWDC (DC 101)/Washington Sr. Account Executive **Dave Calabrese's** experience all the more remarkable. He is not only one of the station's key salespeople, he is also a part-time air talent for PD Buddy Rizer. The story is even more special for Calabrese, whose first radio dream was to someday be on the air at DC 101. Here's his tale.



Dave Calabrese

R&R: Is this the first time you've been on the air?

DC: No. I've been on the air at pretty much all of the other stations I've worked for over the years. My airshift here at DC 101 came about when one of our part-timers quit. I had always aspired to do an airshift on DC 101, and shortly after the part-timer quit, I was in Rizer's office with a tape.

I knew that the previous part-time air talent did a shift on Sundays. That shift fit with my schedule, and I wanted it really bad. Luckily, Rizer liked what he heard, and apparently I was the type of person he was looking for to fill the weekend slot. It just all worked out.

R&R: Did you start as an air talent or in sales?

DC: I've been in radio for about 16 or 17 years. Like a lot of people, when I started, I really only aspired to be an air talent. When I was in college in Pittsburgh, I started doing some part-time airshifts. After I left college, I became the Promotions & Marketing Director for heritage Pittsburgh Urban station WAMO. However, even when I was doing that, I was also doing a week-

end airshift at the crosstown Classic Rock station.

I did that for a couple of years, and then I moved into sales at WAMO. I did sales at WAMO for only a few months when the company signed on a crosstown Alternative station, which was WNRQ (The Revolution). I went there to do sales, and when I was hired, I made it very clear

to the GM and the GSM that being on the air at the station was important to me. They didn't have a problem with that.

R&R: Phil Manning was the PD at the time. How did he react to your aspirations?

DC: He reacted positively to the idea, but when I brought in some tapes, he didn't really like what he heard. I told him that it was a different type of radio station from the Classic Rock airchecks that I had given him. He agreed, so he scheduled me for an overnight airshift. After he heard me do the shift, he agreed that I embraced the general feel of the radio station. I ended up doing pretty much the same shift I'm doing now, during the day on Sundays.

R&R: Do you think of the station differently than a salesperson who isn't on the air does?

DC: I think so. The sales and programming staffs at DC 101 work very well together, but being on the radio gives me an opportunity to be that much more aware of the radio station. We all listen, and we are all avid fans of the radio station, but also being an air talent certainly gives me a unique perspective on what music we're playing and when we're playing it.

I get to hear what the listeners are into because I'm taking phone calls and I have the opportunity to talk to them. I also hear the commercials that the station airs. There are not a whole lot of things that are happening with the radio station in terms of programming that I miss when I'm on the radio. I see it all.

I know where all the appearances are going to be that week. I know where all the air personalities are going. I know what is going on with the morning show and what the morning show is promoting. I know what kind of promotional giveaways are going on during all the other day-parts throughout the week. It offers me that much more of a perspective on the radio station, even beyond what I'm told and what I'm brought up to speed on during meetings.

R&R: Did management express any concerns about you doing an airshift?

DC: My GSM told me to go for it and enjoy myself. The thing is, it really is something I enjoy. Some people go out and play golf on Sunday. Well, I go out and do an airshift. I find it to be very relaxing and a lot of fun.

There was perhaps a little apprehension on the programming side. Before Rizer listened to the tape, he probably had some concerns. But once he heard the tape, his general attitude was that I was right for what they needed. I'm not about to say that I'm ready to take over the afternoondrive airshift — there's a reason I'm in sales — but I also think that I fulfill the role I'm in very well.

The other air personalities were a little surprised. Every once in a while they'll joke with me about the sales guy coming into the studio, but for the most part it hasn't been a big deal. We have a great staff, and I don't think they judge me on anything other than my performance on the air.

R&R: Were there any funny looks from the sales staff?

DC: They've been very supportive, but in the beginning they were definitely surprised, since I didn't tell anyone but my managers. During our Monday-morning sales meeting we do a little thing where

"There's an affinity that all of us have for that one Rock station that we grew up listening to when we were kids, and our dream is to work at that radio station."

we discuss what we did over the weekend. When it came around to me, I said, "This weekend I did my first airshift on DC 101," and there were some open mouths and dropped jaws around the room.

But they've gotten used to it, so by now it's no big deal. It's part of what I do, but it's not the main thing that I do. I make my living in the sales department, and the opportunity to be on the radio at such a great radio station is something that I've always dreamed of. It's nice to be able to do it in my spare time.

R&R: What about the clients? Do they know you're on the air?

DC: Oh, yeah, they know. The clients really like it. You have to remember that what we do is very "show biz"; I think we are so close to it that sometimes that we forget that. My being on the radio is very exciting to them.

They also ask a lot of questions. They are curious about how the radio station is programmed. They want to know if I pick my own music, which, of course, I don't. They're the typical questions that your friends would ask you when they ask about the radio station. There's a curiosity there. In that sense it's helped with my credibility with the clients, and it also makes me more of a resource for them when they have questions.

R&R: You mentioned that being on the air gives you a more in-depth perspective on the radio sta-

tion. Do you think that being on the air makes you a better salesperson?

DC: The more involved you can be in your job, whatever it is that you do for a living, the better you are going to be at your job. The fact that I've become that much more involved with the radio station and am very aware of what is going on has definitely made me better at my job.

R&R: Were there any surprises when you went on the air at the station, or was it similar to your past experiences?

DC: Honestly, the biggest adjustment was getting used to Audio-vault. There was a learning curve there that had to take place. The interesting thing is that once I learned it, it is much easier than pulling CDs and carts. You have a lot more time to concentrate on your break and what you're going to be saying next, as opposed to the mechanics of just grabbing everything you need in the studio. Beyond that, it felt pretty comfortable.

It was a real kick the first time I opened the microphone and uttered "DC 101." That has been a dream of mine since I was probably 9 years old. There's an affinity that all of us have for that one Rock station that we grew up listening to when we were kids, and our dream is to work at that radio station. Every time I open the microphone, I'm living that dream.

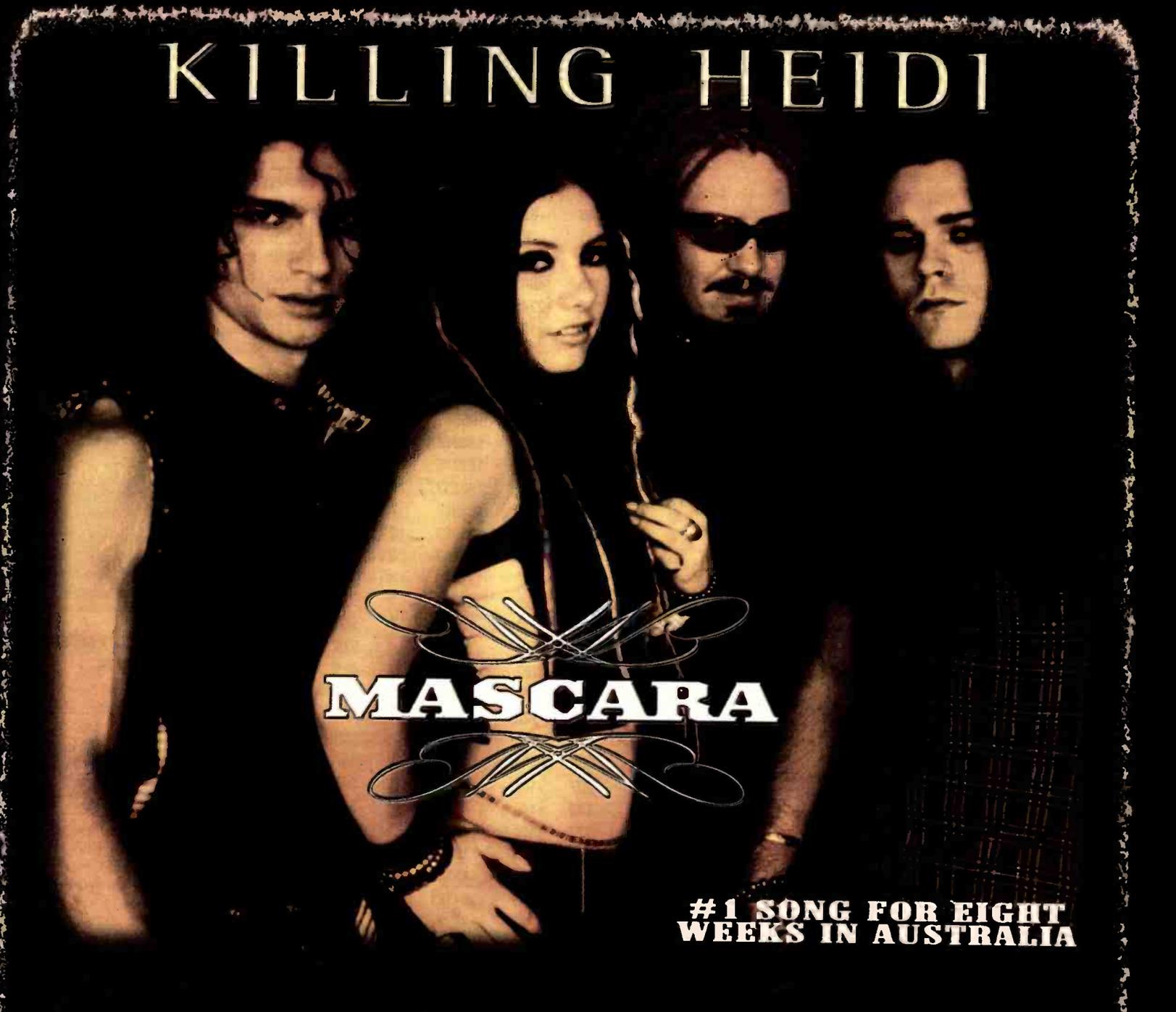


A DIFFERENT JOHN MICHAEL

When they told me John Michael was coming by to play a few songs, I was like, "Wow, I'm impressed. That guy from KFMA/Tucson sure is multitalented." Imagine my embarrassment when between songs I asked him about the summer book, and he responded, "What's a summer book?" Oops. Guess he's a different guy. Anyway, here's the whole R&R gang hanging with John Michael ... the non-PD one.

"The clients really like me being on the air. You have to remember that what we do is very 'show biz'; I think we are so close to it sometimes that we forget that. My being on the radio is very exciting to them."

KILLING HEIDI



MASCARA

**#1 SONG FOR EIGHT
WEEKS IN AUSTRALIA**

"This five night champion in the cock-fight is really blowing up the phones. When was the last time you picked a hit, jackass?"

-Mark Hamilton, PD-KNRK/Portland

KILLING HEIDI



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SINGLE MIXED
By JACK JOSEPH PUIG

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4 ARIA AWARDS:

**ALBUM OF THE YEAR, BEST ROCK ALBUM,
BEST GROUP AND BEST NEW ARTIST**

IN STORES MARCH 20, 2001



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R&R Alternative Top 50

February 2, 2001

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S) | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS (00) | WEEKS ON CHART | TOTAL STATIONS/ADDS |
|----------------|-----------|---|-------------|-----------|------------------------|----------------|---------------------|
| 1 | 1 | LIFHOUSE Hanging By A Moment(DreamWorks) | 2972 | +24 | 238067 | 15 | 79/0 |
| 3 | 2 | CRAZY TOWN Butterfly(Columbia) | 2769 | +144 | 281168 | 12 | 82/1 |
| 2 | 3 | INCUBUS Drive(Immortal/Epic) | 2723 | +12 | 259218 | 9 | 83/0 |
| 6 | 4 | A. LEWIS OF STAIND W/F. DURST Outside(Flawless/Geffen/Interscope) | 2650 | +152 | 295299 | 10 | 77/2 |
| 7 | 5 | LINKIN PARK One Step Closer(Warner Bros.) | 2445 | +63 | 261226 | 19 | 73/1 |
| 8 | 6 | COLDPLAY Yellow(Nettwerk/Capitol) | 2431 | +76 | 235777 | 9 | 81/0 |
| 4 | 7 | GREEN DAY Warning(Reprise) | 2414 | -129 | 205757 | 9 | 80/0 |
| 9 | 8 | MOBY F/GWEN STEFANI Southside(V2) | 2335 | +68 | 240168 | 14 | 74/4 |
| 5 | 9 | FUEL Hemorrhage (In My Hands)(Epic) | 2328 | -274 | 236489 | 23 | 81/0 |
| 11 | 10 | DAVE MATTHEWS BAND I Did It(RCA) | 2114 | +18 | 178432 | 4 | 79/0 |
| 10 | 11 | RAGE AGAINST THE MACHINE Renegades Of Funk(Epic) | 1956 | -40 | 225286 | 10 | 74/0 |
| 16 | 12 | OFFSPRING Want You Bad(Columbia) | 1700 | +186 | 176290 | 4 | 76/1 |
| 13 | 13 | 3 DOORS DOWN Loser(Republic/Universal) | 1644 | -153 | 157139 | 28 | 70/0 |
| 12 | 14 | GODSMACK Awake(Republic/Universal) | 1596 | -43 | 155380 | 16 | 67/0 |
| 17 | 15 | U2 Walk On(Interscope) | 1463 | +92 | 130973 | 4 | 73/1 |
| 14 | 16 | LIMP BIZKIT Rollin'(Flip/Interscope) | 1420 | -207 | 155876 | 20 | 69/0 |
| 15 | 17 | STRAIT UP FLAJON OF SEVENDUST Angel's Son(Immortal/Virgin) | 1367 | -138 | 92587 | 10 | 67/0 |
| 19 | 18 | DISTURBED Voices(Giant/Reprise) | 1252 | +80 | 103980 | 7 | 66/1 |
| 18 | 19 | NICKELBACK Breathe(Roadrunner) | 1210 | -8 | 73923 | 12 | 58/1 |
| Breaker | 20 | 3 DOORS DOWN Duck And Run(Republic/Universal) | 1119 | +247 | 72687 | 3 | 62/2 |
| Breaker | 21 | DEFTONES Digital Bath(Maverick) | 1099 | +242 | 118449 | 4 | 66/2 |
| Breaker | 22 | FUEL Innocent(Epic) | 1090 | +359 | 97009 | 2 | 68/3 |
| 23 | 23 | DIFFUSER Karma(Hollywood) | 1013 | 0 | 58954 | 8 | 54/1 |
| 28 | 24 | EVERLAST I Can't Move(Tommy Boy) | 993 | +116 | 79656 | 4 | 53/2 |
| 22 | 25 | A PERFECT CIRCLE 3 Libras(Virgin) | 976 | -103 | 99496 | 20 | 46/0 |
| 20 | 26 | BLINK-182 Man Overboard(MCA) | 946 | -225 | 115378 | 18 | 61/0 |
| 24 | 27 | U2 Beautiful Day(Interscope) | 929 | -120 | 126829 | 19 | 46/0 |
| 21 | 28 | PAPA ROACH Broken Home(DreamWorks) | 927 | -195 | 69323 | 18 | 55/0 |
| 31 | 29 | LENNY KRAVITZ Again(Virgin) | 909 | +18 | 115052 | 17 | 38/0 |
| 32 | 30 | AT THE DRIVE-IN One Armed Scissor(Grand Royal/Virgin) | 907 | +108 | 104609 | 7 | 50/4 |
| 37 | 31 | AMERICAN HI-FI Flavor Of The Weak(Island/IDJMG) | 779 | +140 | 71451 | 3 | 58/8 |
| 25 | 32 | DUST FOR LIFE Step Into The Light(Wind-up) | 777 | -190 | 44763 | 16 | 47/0 |
| 34 | 33 | DAVID GRAY Babylon(ATO/RCA) | 730 | -44 | 50025 | 11 | 37/0 |
| 27 | 34 | OFFSPRING Original Prankster(Columbia) | 728 | -166 | 45389 | 15 | 45/0 |
| 46 | 35 | ALIEN ANT FARM Movies(DreamWorks) | 680 | +288 | 87781 | 2 | 51/8 |
| 26 | 36 | EVERCLEAR When It All Goes Wrong Again(Capitol) | 656 | -327 | 39724 | 12 | 58/0 |
| 38 | 37 | MATTHEW GOOD BAND Hello Time Bomb(Atlantic) | 654 | +30 | 31785 | 5 | 45/3 |
| 40 | 38 | JOSH JOPLIN GROUP Camera One(Artemis) | 609 | +48 | 25109 | 6 | 37/0 |
| Debut | 39 | OUR LADY PEACE Life(Columbia) | 530 | +330 | 39903 | 1 | 39/5 |
| 39 | 40 | RADIOHEAD Optimistic(Capitol) | 505 | -136 | 68366 | 17 | 32/0 |
| 35 | 41 | EVE 6 On The Roof Again(RCA) | 499 | -247 | 34780 | 14 | 28/0 |
| 47 | 42 | SEMISONIC Chemistry(MCA) | 478 | +67 | 29611 | 2 | 30/1 |
| Debut | 43 | VAST I Don't Have Anything(Elektra/EEG) | 473 | +213 | 20000 | 1 | 35/2 |
| 42 | 44 | MARVELOUS 3 Get Over(HiFi/Elektra/EEG) | 472 | -40 | 18287 | 5 | 31/0 |
| 44 | 45 | NOTHINGFACE Bleeder(TVT) | 454 | +43 | 20154 | 3 | 37/0 |
| 36 | 46 | SR-71 Politically Correct(RCA) | 454 | -260 | 26650 | 10 | 31/0 |
| 50 | 47 | COLLECTIVE SOUL Vent(Atlantic) | 447 | +153 | 19690 | 2 | 32/4 |
| 43 | 48 | GRAND THEFT AUDIO Stoopid Ass(London Sire) | 447 | +22 | 22783 | 5 | 31/0 |
| 48 | 49 | THEY MIGHT BE GIANTS Boss Of Me(Restless) | 410 | +63 | 18803 | 2 | 32/0 |
| Debut | 50 | NEW FOUND GLORY Hit Or Miss (Waited Too Long)(Drive-Thru/MCA) | 369 | +247 | 59548 | 1 | 40/9 |

Most Added

| ARTIST TITLE LABEL(S) | ADDS |
|---|------|
| OLEANDER Are You There? (Republic/Universal) | 40 |
| ORGY Opticon (Elementree/Reprise) | 34 |
| A PERFECT CIRCLE The Hollow (Virgin) | 25 |
| PAPA ROACH Between Angels And Insects (DreamWorks) | 22 |
| PJ HARVEY Good Fortune (Island/IDJMG) | 20 |
| COLD No One (Flip/Geffen/Interscope) | 19 |
| TRAIN Drops Of Jupiter (Tell Me) (Aware/Columbia) | 19 |
| GOOD CHARLOTTE The Motivation Proclamation (Epic) | 13 |
| NEW FOUND GLORY Hit Or Miss... (Drive-Thru/MCA) | 9 |
| UNION UNDERGROUND Killing The Fly (Portrait/Columbia) | 9 |
| TANTRIC Breakdown (Maverick) | 9 |
| TAPROOT I (Velvet Hammer/Atlantic) | 9 |

PJ Harvey
"Good Fortune"
Top 5 Most Added!

Already On:

KROQ Q101 LIVE 105
WPLY WBCN WHFS
99X KNDD 9IX
and many more

ISLAND The Island Def Jam Music Group A Universal Music Company

Most Increased Plays

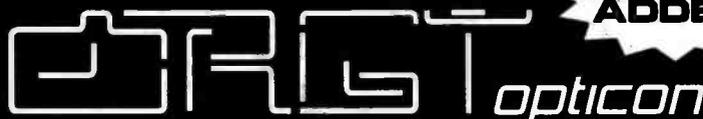
| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|--|---------------------|
| FUEL Innocent (Epic) | +359 |
| OUR LADY PEACE Life (Columbia) | +330 |
| ALIEN ANT FARM Movies (DreamWorks) | +288 |
| 3 DOORS DOWN Duck And Run (Republic/Universal) | +247 |
| NEW FOUND GLORY Hit Or Miss... (Drive-Thru/MCA) | +247 |
| DEFTONES Digital Bath (Maverick) | +242 |
| VAST I Don't Have Anything (Elektra/EEG) | +213 |
| OFFSPRING Want You Bad (Columbia) | +186 |
| COLLECTIVE SOUL Vent (Atlantic) | +153 |
| A. LEWIS OF STAIND W.F. DURST Outside (Flawless/Geffen/Interscope) | +152 |

Breakers

| | | |
|--|---------------------|-------|
| 3 DOORS DOWN Duck And Run (Republic/Universal) | | |
| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | CHART |
| 1119/247 | 62/2 | 20 |
| DEFTONES Digital Bath (Maverick) | | |
| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | CHART |
| 1099/242 | 66/2 | 21 |
| FUEL Innocent (Epic) | | |
| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | CHART |
| 1090/359 | 68/3 | 22 |

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

87 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 01/21-Saturday 01/27. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 1000 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2001, The Arbitron Company). © 2001, R&R Inc.



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NEW THIS WEEK:

| | | | | | |
|------|------|------|------|------|------|
| Q101 | WHFS | KPNT | WXDX | KEDJ | KXTE |
| KKND | WLIR | WOYL | WEDG | WBRU | WROX |
| KFMA | KMYZ | WEGX | WCYY | KJEE | WHRL |
| WAVF | WARG | KRAD | KMBY | KRZG | WHTG |
| WLRS | WSFM | WZZI | WJSE | WEDJ | WXHR |
| WMAD | WEEQ | WWDX | WRZK | KGRX | WXNR |

ON TOUR IN 2001....AFTER 3/15 WITH PAPA ROACH!

FEATURED ON THE OST VALENTINE AND IN THE TV AND MOVIE TRAILERS

Break Through

Artist

(hed) PLANET EARTH
Track: "KILLING TIME"
LP: **BROKE**
Label: VOLCANO/JIVE

By
Dayna Talley
Asst. Alternative Editor

essentials: (hed) Planet Earth should not be grouped into the SoCal band genre (although they are natives of Orange County, CA). This band has a sound all its own. With elements ranging from hip-hop to funk, their music is moody and fun at the same time.

This West Coast crew formed in 1994, when lead vocalist Jahred and guitarist Westyle developed a friendship after always running into each other at the same hip-hop and punk rock shows in their hometown. Sharing their enthusiasm for that musical background were friends Chizad (guitars), DJ Product (turntable artist), BC The Mizak Diza (drums) and Mawk (bass), who completed the group's lineup. Three years passed before the band put out their self-titled debut album, which they describe as containing "essays on their surroundings." As interesting as that sounds, it is their latest record, *Broke*, that has been making waves in the music community. The band collaborated with producer Machine (Pitchshifter, The Step Kings) for this effort, and the results are stellar.

Relentless touring has also assisted (hed) Planet Earth in their full-frontal assault on the U.S. From massive festivals such as Ozzfest and the Tattoo The Earth Tour to sharing the stage with such acts as Korn, Static-X, Kid Rock and, most recently, Papa Roach, the band have picked

up quite a following of hardcore fans. The first single from the album, "Bartender," has done quite well on Alternative radio, but their latest track, "Killing Time," is a great song that should propel them to the forefront of Alternative heavyweights.

Artist POV: (Jahred talking about the lyrics to "Feel Good.") "It is about society's unwillingness to care about, well, much of anything really. The verses are referring to the end of the world and how everybody in Western culture just wants to drive their BMWs and have a good time. Nobody on this side of the world cares that anybody else is hungry or dying or whatever."



(hed) Planet Earth

Dave Rossi, PD
WRAX/Birmingham

Dave Rossi ON THE RECORD

Besides the obvious, like Crazytown, Our Lady Peace's "Life" is through the roof. We're playing a couple songs from the album. They have a really good feeling here. They'll play here and sell out a 1,000-seat venue. Five For Fighting is starting to research good for me and is generating calls. Also, everything from the first Everclear record has been rock-solid for us. ■ The song I'm most excited about, though, is Train's "Drops of Jupiter..." This is going to be a breakthrough, career-making song for them, and the album looks like it will be a Matchbox Twenty type of thing. The whole album is very, very good. It's the type of thing that multiple formats can embrace. ■ Finally, what I'm really looking forward to is the unexpected next big thing, which hopefully will be well-crafted songs and not prefabricated angst.

The onslaught of new music continues with a whole bunch of new songs getting onto quite a few radio playlists. At the top are Oleander, who break the 40-add barrier (a very difficult thing for anyone to do) with their great song "Are You There?" Orgy continue to generate rock-solid support. "Opticon" is yet another recipient of mucho radio interest, to the tune of 34 adds. A Perfect Circle are coming off two very strong singles. Luckily, the band's album is deeper than that, and "The Hollow" brings in 25 new adds and 39 total stations. Let's go back a bit and see how some songs with big add weeks over the past month are doing. Nothingface continue to gain spins in the face of tremendous competition on the chart. Alien Ant Farm were most-added a couple weeks ago and also make a strong move on the chart: 46-35. One of those bands that has been slowly generating a buzz across the country is Cold. I have high expectations for them in 2001, and 19 new

ON THE RADIO by Jim Kerr

adds (32 total stations) certainly helps their case. Finally, I am extremely excited to see PJ Harvey back on the Most Added column. "Good Fortune" is getting great airplay at some big stations and is certainly worth a second listen for those of you currently missing the boat. RECORD OF THE WEEK: Spacehog's "I Want to Live"

(hed)

PLANET EARTH

Killing Time

ALREADY KILLING TIME AT OVER 45 ALTERNATIVE & ACTIVE ROCK STATIONS:

KEDJ KPNT WROX KROX WPBZ WLRS KFMA KFRR
KMBY WKRL WJSE WRRV WXSX WCYY WEEQ KQRX

NEW & ACTIVE

FROM THE ALBUM *Broke* - OVER 150,000 SCANNED

ALSO ON THE "3000 MILES TO GRACELAND" SOUNDTRACK IN STORES 2/20.

MOVIE OPENS 2/23.



Most Played Recurrents

- PAPA ROACH Last Resort (DreamWorks)
- DISTURBED Stupify (Giant/Reprise)
- A PERFECT CIRCLE Judith (Virgin)
- SR-71 Right Now (RCA)
- INCUBUS Stellar (Immortal/Epic)
- 3 DOORS DOWN Kryptonite (Republic/Universal)
- INCUBUS Pardon Me (Immortal/Epic)
- DEFTONES Change (In The House Of Flies) (Maverick)
- BLINK-182 Adam's Song (MCA)
- STONE TEMPLE PILOTS Sour Girl (Atlantic)
- CREED Higher (Wind-up)
- GREEN DAY Minority (Reprise)
- RED HOT CHILI PEPPERS Otherside (Warner Bros.)
- BLINK-182 All The Small Things (MCA)
- RED HOT CHILI PEPPERS Californication (Warner Bros.)
- LIT My Own Worst Enemy (RCA)
- KORN Make Me Bad (Immortal/Epic)
- BLINK-182 What's My Age Again? (MCA)
- LIMP BIZKIT Take A Look Around (Theme...) (Hollywood)
- FOO FIGHTERS Learn To Fly (Roswell/RCA)

TOP 100 ALTERNATIVE POWER GOLD

- 1 FOO FIGHTERS Everlong
- 2 BLUR Song 2
- 3 NIRVANA Smells Like Teen Spirit
- 4 STONE TEMPLE PILOTS Plush
- 5 NINE INCH NAILS Closer
- 6 NIRVANA Come As You Are
- 7 STONE TEMPLE PILOTS Interstate Love Song
- 8 SUBLIME Santeria
- 9 KORN Freak On A Leash
- 10 JANE'S ADDICTION Been Caught Stealing
- 11 PEARL JAM Evenflow
- 12 ALICE IN CHAINS Man In The Box
- 13 PEARL JAM Alive
- 14 SUBLIME Wrong Way
- 15 SUBLIME What I Got
- 16 RADIOHEAD Creep
- 17 SMASHING PUMPKINS Today
- 18 CREED My Own Prison
- 19 BECK Loser
- 20 NIRVANA In Bloom
- 21 FUEL Shimmer
- 22 BLINK-182 Dammit (Growing Up)
- 23 CREED One
- 24 PEARL JAM Jeremy
- 25 OFFSPRING Self Esteem
- 26 BUSH Comedown
- 27 STONE TEMPLE PILOTS Big Empty
- 28 NIRVANA Lithium
- 29 RED HOT CHILI PEPPERS Give It Away
- 30 RED HOT CHILI PEPPERS Under The Bridge
- 31 SOUNDGARDEN Black Hole Sun
- 32 BUSH Machinehead
- 33 EVE 6 Inside Out
- 34 STONE TEMPLE PILOTS Vasoline
- 35 SMASHING PUMPKINS Disarm
- 36 SMASHING PUMPKINS Bullet With Butterfly Wings
- 37 OFFSPRING Come Out & Play (Keep 'Em...)
- 38 GREEN DAY Brain Stew
- 39 TOADIES Possum Kingdom
- 40 311 Down
- 41 GREEN DAY When I Come Around
- 42 JANE'S ADDICTION Jane Says
- 43 RED HOT CHILI PEPPERS Soul To Squeeze
- 44 FOO FIGHTERS My Hero
- 45 SOUNDGARDEN Fell On Black Days
- 46 ALICE IN CHAINS Would?
- 47 PEARL JAM Daughter
- 48 LENNY KRAVITZ Are You Gonna Go My Way
- 49 FILTER Hey Man, Nice Shot
- 50 PEARL JAM Better Man
- 51 LIVE I Alone
- 52 NIRVANA All Apologies
- 53 FAITH NO MORE Epic
- 54 EVERCLEAR Santa Monica (Watch The...)
- 55 PEARL JAM Black
- 56 LIVE Lightning Crashes
- 57 SMASHING PUMPKINS 1979
- 58 311 All Mixed Up
- 59 BEASTIE BOYS (You Gotta) Fight For Your...
- 60 BUSH Everything Zen
- 61 CANDLEBOX Far Behind
- 62 NIRVANA Heart-Shaped Box
- 63 CRACKER Low
- 64 CREED What's This Life For
- 65 NINE INCH NAILS Head Like A Hole
- 66 GREEN DAY Longview
- 67 TEMPLE OF THE DOG Hunger Strike
- 68 ALICE IN CHAINS Rooster
- 69 CAKE The Distance
- 70 DAYS OF THE NEW Touch, Peel & Stand
- 71 GREEN DAY Basket Case
- 72 BEASTIE BOYS Sabotage
- 73 STONE TEMPLE PILOTS Sex Type Thing
- 74 BECK Where It's At
- 75 BUSH Glycerine
- 76 SOUNDGARDEN Spoonman
- 77 STONE TEMPLE PILOTS Creep
- 78 VIOLENT FEMMES Blister In The Sun
- 79 BEASTIE BOYS Brass Monkey
- 80 BUTTHOLE SURFERS Pepper
- 81 STONE TEMPLE PILOTS Wicked Garden
- 82 LIVE All Over You
- 83 FLYS Got You (Where I Want You)
- 84 TOOL Sober
- 85 METALLICA Enter Sandman
- 86 BUSH Little Things
- 87 LOCAL H Bound For The Floor
- 88 SEVEN MARY THREE Cumbersome
- 89 MARCY PLAYGROUND Sex And Candy
- 90 HARVEY DANGER Flaggpole Sitta
- 91 PEARL JAM Yellow Ledbetter
- 92 WHITE ZOMBIE More Human Than Human
- 93 STONE TEMPLE PILOTS Trippin' On A Hole In A...
- 94 ALICE IN CHAINS No Excuses
- 95 311 Beautiful Disaster
- 96 OFFSPRING Gotta Get Away
- 97 EVERCLEAR Everything To Everyone
- 98 SMASHING PUMPKINS Cherub Rock
- 99 METALLICA Nothing Else Matters
- 100 GREEN DAY Time Of Your Life (Good Riddance)

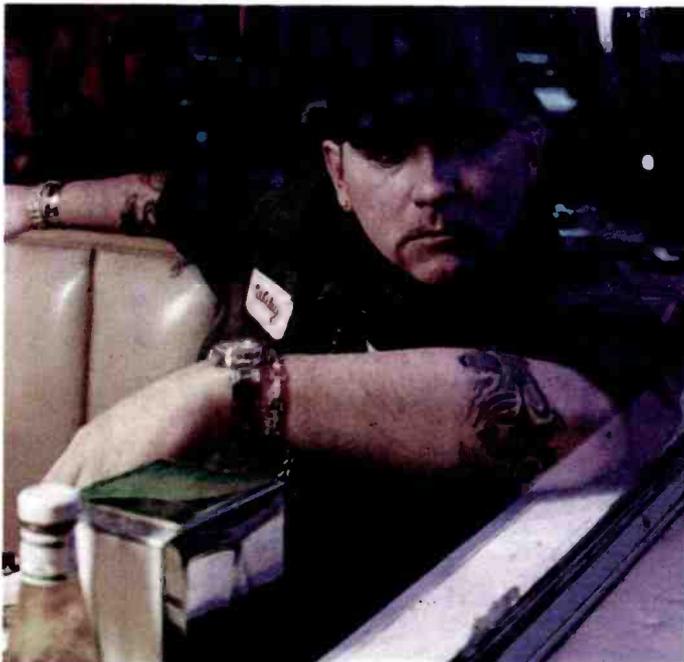
ALTERNATIVE Going For Adds 2/2/01

- 'A' Old Folks (Mammoth)
- NONPOINT What A Day (MCA)
- REEVES GABRELS Yesterday's Gone (E-magine)

Register now for Music Meeting, the industry's No. 1 online destination for new music: www.rroffline.com



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EVERLAST I CAN'T MOVE

Modern Rock Monitor 31*-24* 714 +77

R&R ALTERNATIVE 28-24 993 +116

NEW AT: 91X KWOD CFNY WRRV WCDW

MOVING AT:

| | | |
|----------|----------|----------|
| KROQ 11x | WBCN 20x | KNDD 27x |
| Q101 15x | WPLA 20x | WLIR 15x |
| WPLY 23x | WOCL 18x | WXEG 27x |
| WXDX 25x | X96 31x | WRZX 10x |
| KROX 17x | WRAX 25x | KKND 17x |
| WAVF 20x | WDYL 25x | KFMA 21x |

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Stations and their adds listed alphabetically by market

New & Active

BARENAKED LADIES Too Little Too Late (Reprise)

Total Plays: 340, Total Stations: 19, Adds: 0

BT Shame (Netwerk/Reprise)

Total Plays: 288, Total Stations: 23, Adds: 0

SMASHING PUMPKINS Untitled (Independent)

Total Plays: 281, Total Stations: 8, Adds: 2

A PERFECT CIRCLE The Hollow (Virgin)

Total Plays: 268, Total Stations: 39, Adds: 25

OLEANDER Are You There? (Republic/Universal)

Total Plays: 261, Total Stations: 41, Adds: 40

VERTICAL HORIZON Best I Ever Had (Grey Sky...) (RCA)

Total Plays: 230, Total Stations: 14, Adds: 0

UNION UNDERGROUND Killing The Fly (Portrait/Columbia)

Total Plays: 228, Total Stations: 27, Adds: 9

RED HOT CHILI PEPPERS Parallel Universe (Warner Bros.)

Total Plays: 215, Total Stations: 28, Adds: 0

LIMP BIZKIT My Way (Flip/Interscope)

Total Plays: 201, Total Stations: 13, Adds: 5

RUN-D.M.C. Rock Show (Arista)

Total Plays: 196, Total Stations: 18, Adds: 0

PJ HARVEY Good Fortune (Island/IDJMG)

Total Plays: 183, Total Stations: 30, Adds: 20

RADIOHEAD Idioteque (Capitol)

Total Plays: 181, Total Stations: 16, Adds: 1

TANTRIC Breakdown (Maverick)

Total Plays: 174, Total Stations: 18, Adds: 9

PAPA ROACH Between Angels And Insects (DreamWorks)

Total Plays: 152, Total Stations: 28, Adds: 22

COLD No One (Flip/Geffen/Interscope)

Total Plays: 145, Total Stations: 32, Adds: 19

(HED) PLANET EARTH Killing Time (Volcano/Live)

Total Plays: 143, Total Stations: 16, Adds: 2

UNIFIED THEORY Wither (3.33/Universal)

Total Plays: 143, Total Stations: 10, Adds: 0

Songs ranked by total plays

Reporters

WEOX/Albany, NYInterim PD/M: Alex Taylor
1 Doves "Full"
2 NEW FOUND GLORY "The
GOOD CHARLOTTE "Motivation"
TRAIN "Drop"**WHRI/Albany, NY**On/Off: Susan Groves
PD: Chris Coleman
1 PJ HARVEY "Fortune"
2 GOOD CHARLOTTE "Motivation"
3 OLEANDER "Are You There?"
4 SMASHING PUMPKINS "Untitled"
5 TRAIN "Drop"**KTEG/Albuquerque, NM**PD: Erin Feunoy
OLEANDER "Are You There?"**WNNX/Atlanta, GA**On: Brian Phillips
PD: Leslie Frazz
AP/M: Chris Williams
1 COLLECTIVE SOUL "Year"
2 PJ HARVEY "Fortune"
3 OLEANDER "Are You There?"**WJSE/Atlantic City, NJ**PD: Al Pariente
PD: Jason Lambert1 OREGY "Option"
2 PAPA ROACH "Between"
3 PJ HARVEY "Fortune"
4 A PERFECT CIRCLE "Hollow"
5 UNION UNDERGROUND "Killing"
6 TARIPOOT "I"
7 GOOD CHARLOTTE "Motivation"
8 COLD "One"
9 PJ HARVEY "Fortune"
10 DRABADOY "Lame"
11 OLEANDER "Are You There?"**KROX/Austin, TX**PD: Melody Lee
PD: Toby Ryan1 RED PLANET EARTH "Killing"
2 TARIPOOT "I"
3 OLEANDER "Are You There?"
4 A PERFECT CIRCLE "Hollow"
5 MATTHEW GOOD BAND "Time"**WRAX/Birmingham, AL**PD: Dave Rossi
PD: Mark Lindsey
AP: Hurricane Diane1 ID "Emotion"
2 A PERFECT CIRCLE "Hollow"
3 MATTHEW GOOD BAND "Time"**KOXR/Boise, ID**PD: Jacent Jackson
PD: Paul Schlichte1 OLEANDER "Are You There?"
2 NEW FOUND GLORY "The"
3 TRAIN "Drop"**WBCN/Boston, MA**VP/Programming: Odessa
AP/M: Sharon Strick1 COLD "One"
2 MARVIN BAYSON "Frog"
3 NO ROCK "Complex"
4 LIMP BIZKIT "My Way"
5 DORICK MURPHY "Cavender"**WFNX/Boston, MA**PD: Kevin Mays
No Adds**WEDG/Buffalo, NY**

PD/M: Rick Wahl

1 PJ HARVEY "Fortune"
2 PAPA ROACH "Between"
3 OLEANDER "Are You There?"
4 OREGY "Option"**WAVF/Charleston, SC**PD: Greg Pollock
AP/M: Danny Vitale1 OLEANDER "Are You There?"
2 AMERICAN HE HI "Favor"
3 COLLECTIVE SOUL "Year"**WEND/Charlotte, NC**PD: Jack Daniel
AP/M: Kristian Peltus1 OLEANDER "Are You There?"
2 OLEANDER "Are You There?"
3 OLEANDER "Are You There?"
4 OLEANDER "Are You There?"
5 OLEANDER "Are You There?"
6 OLEANDER "Are You There?"
7 OLEANDER "Are You There?"
8 OLEANDER "Are You There?"
9 OLEANDER "Are You There?"
10 OLEANDER "Are You There?"**WKQX/Chicago, IL**PD: Dave Richards
AP/M: Mary Stumbras1 TANTRIC "Breakdown"
2 SPACEHOG "Lame"
3 OREGY "Option"
4 PJ HARVEY "Fortune"
5 3 DOORS DOWN "Duck"**WAQZ/Cincinnati, OH**PD: Rick Jamie
PD: Shea Madson1 RIEL "Hologram"
2 SALVA "Dances"
3 UNION UNDERGROUND "Killing"
4 OLEANDER "Are You There?"**WARG/Columbia, SC**

AP/M: Gina Juhno

1 OLEANDER "Are You There?"
2 A PERFECT CIRCLE "Hollow"
3 COLD "One"
4 OREGY "Option"
5 PAPA ROACH "Between"**WWCD/Columbus, OH**PD: Andy Davis
PD: Josh DeVoss1 A PERFECT CIRCLE "Hollow"
2 TRAIN "Drop"
3 PAPA ROACH "Between"
4 OLEANDER "Are You There?"
5 A PERFECT CIRCLE "Hollow"
6 OREGY "Option"**KRAD/Corpus Christi, TX**

PD/M: Cory Smith

1 PAPA ROACH "Between"
2 TARIPOOT "I"
3 OLEANDER "Are You There?"
4 A PERFECT CIRCLE "Hollow"
5 OREGY "Option"**KDGE/Dallas-Ft. Worth, TX**PD: Deana Deberry
AP/M: Alan Ayn1 Moby "Fog"
2 Moby "Fog"
3 Moby "Fog"
4 Moby "Fog"
5 Moby "Fog"
6 Moby "Fog"
7 Moby "Fog"
8 Moby "Fog"
9 Moby "Fog"
10 Moby "Fog"**WKEG/Dallas, OH**

PD: Alan Ayn

1 DEFTONES "Digital"
2 OREGY "Option"**KTCL/Denver-Boulder, CO**PD: Mike O'Connor
PD: Sabrina Summers1 COLD "One"
2 LIMP BIZKIT "My Way"
3 PJ HARVEY "Fortune"
4 A PERFECT CIRCLE "Hollow"**CMX/Detroit, MI**PD: Murray Bruchshaw
AP: Vince Camacho
PD: Matt Franklin1 AMERICAN HE HI "Favor"
2 SCARLETT "Wash"
3 TRAIN "Drop"
4 NICKELBACK "Burn"
5 OLEANDER "Are You There?"**KNRQ/Eugene-Springfield, OR**PD: Stu Allen
PD: Angela Wright1 RAINBOW "Moves"
2 OLEANDER "Are You There?"
3 TRAIN "Drop"
4 PAPA ROACH "Between"**KXNA/Fayetteville, AR**

PD: Matt Smith

1 A PERFECT CIRCLE "Hollow"
2 COLD "One"**WJWX/Ft. Myers, FL**

PD: John Rizz

1 OLEANDER "Are You There?"
2 AMERICAN HE HI "Favor"
3 OLEANDER "Are You There?"**WEJE/Ft. Wayne, IN**

PD/M: JJ Fabeli

1 ALLEN AMT FARM "Moves"
2 RAINBOW "Moves"
3 A PERFECT CIRCLE "Hollow"
4 PJ HARVEY "Fortune"
5 PJ HARVEY "Fortune"
6 LEWIS WIDOURT "Outside"
7 BLUE MOON BOYS "Duck"
8 OLEANDER "Are You There?"**KFRR/Fresno, CA**PD: Bruce Wayne
No Adds**WGRD/Grand Rapids, MI**PD: Don Clark
PD: Tom Brown1 CRAZY TOWN "Suburb"
2 NEW FOUND GLORY "The"
3 PJ HARVEY "Fortune"**WXNR/Greenville, NC**PD: Jeff Sanders
PD: Dave Spahn1 OLEANDER "Are You There?"
2 TRAIN "Drop"
3 LIMP BIZKIT "My Way"
4 PAPA ROACH "Between"
5 TANTRIC "Breakdown"
6 COWBOY MOUTH "Hoo"
7 OLEANDER "Are You There?"
8 OLEANDER "Are You There?"
9 OLEANDER "Are You There?"
10 OLEANDER "Are You There?"**WEOO/Hagerstown, MD**

PD/M: Austin Davis

1 PJ HARVEY "Fortune"
2 (HED) PLANET EARTH "Killing"
3 OLEANDER "Are You There?"
4 OUR LADY PEACE "Lame"
5 OREGY "Option"**WMRO/Hartford, CT**

PD: Chris Kelly

1 COLD "One"

KTJZ/Houston-Galveston, TX

PD/M: Steve Robinson

1 RIEL "Hologram"
2 MATTHEW GOOD BAND "Time"
3 OFFSPRING "The"
4 GOOD CHARLOTTE "Motivation"
5 TARIPOOT "I"
6 EVERLEST "Hoo"
7 PJ HARVEY "Fortune"**WRZJ/Indianapolis, IN**PD: Scott Jensen
PD: Michael Young1 OLEANDER "Are You There?"
2 COLD "One"
3 OREGY "Option"**WPLA/Jacksonville, FL**

PD: Rick Schmidt

1 COLD "One"

WRZK/Jacksonville, TN

PD/M: Mark E. McKinney

1 OLEANDER "Are You There?"
2 NEW FOUND GLORY "The"
3 OREGY "Option"
4 COLD "One"**WRFZ/Knoxville, TN**PD: Don Beatz
PD: Steve Johnson1 UNION UNDERGROUND "Killing"
2 LIMP BIZKIT "My Way"
3 BOUCHERIE "Hoo"
4 OREGY "Option"
5 MOBY "Fog"
6 MOBY "Fog"
7 MOBY "Fog"
8 MOBY "Fog"
9 MOBY "Fog"
10 MOBY "Fog"**KFTE/Lafayette, LA**PD: Rob Summers
PD: Scott Paris1 AT THE DRIVE-IN "Armed"
2 OLEANDER "Are You There?"
3 GOOD CHARLOTTE "Motivation"
4 AMERICAN HE HI "Favor"
5 OREGY "Option"**WWDX/Lansing, MI**

PD/M: Jeff Walling

1 SEBASTIAN "Chemistry"
2 OREGY "Option"
3 PJ HARVEY "Fortune"
4 COLLECTIVE SOUL "Year"**KXTE/Las Vegas, NV**PD: Dave Wellington
PD: Chris Ripley

1 OREGY "Option"

WXZZ/Lexington-Fayette, KYPD: B. J. Knead
PD: Bob Boy1 OLEANDER "Are You There?"
2 OLEANDER "Are You There?"
3 PAPA ROACH "Between"**KLECA/Little Rock, AR**PD: Larry LeBanc
PD: Peter Goss1 A PERFECT CIRCLE "Hollow"
2 ALLEN AMT FARM "Moves"
3 TANTRIC "Breakdown"
4 COLD "One"
5 PJ HARVEY "Fortune"
6 PJ HARVEY "Fortune"
7 PAPA ROACH "Between"**KROQ/Los Angeles, CA**VP/Prog.: Kevin Weatherly
AP: Gene Sandstrom
PD: Tom Henson1 COLD "One"
2 PAPA ROACH "Between"**WLRS/Louisville, KY**PD: Adam Fendrich
PD: Jason Davis1 A PERFECT CIRCLE "Hollow"
2 OLEANDER "Are You There?"
3 OLEANDER "Are You There?"**WMAD/Madison, WI**PD: Pat Franzy
PD: Ann Robinson1 KILLING MEAT "Meat"
2 AMERICAN HE HI "Favor"
3 PAPA ROACH "Between"
4 A PERFECT CIRCLE "Hollow"
5 PJ HARVEY "Fortune"**KZJZ/Menasha, WI**PD: Billy Bergman
PD: Tom Brown

1 NEW FOUND GLORY "The"

WHTG/Monmouth-Ocean, NJInterim PD: Rick Robinson
PD: Jeff Rappo**KMSY/Monterey-Salinas, CA**PD: Brian Krysz
On: Jim Petrich
AP/M: Russ Schack1 TANTRIC "Breakdown"
2 OUR LADY PEACE "Lame"
3 ALLEN AMT FARM "Moves"**WRRY/Newburgh, NY**PD: Greg O'Brien
PD: Andrew Baris1 PAPA ROACH "Between"
2 GOOD CHARLOTTE "Motivation"
3 TARIPOOT "I"
4 EVERLEST "Hoo"
5 PJ HARVEY "Fortune"**KKNW/New Orleans, LA**On/Off: Dave Stewart
PD: Steve1 A PERFECT CIRCLE "Hollow"
2 OLEANDER "Are You There?"
3 OREGY "Option"
4 PAPA ROACH "Between"**WXRK/New York, NY**PD: Steve Klugman
PD: Mike Papp1 OLEANDER "Are You There?"
2 NEW FOUND GLORY "The"
3 MOBY "Fog"
4 MOBY "Fog"
5 MOBY "Fog"
6 MOBY "Fog"
7 MOBY "Fog"
8 MOBY "Fog"
9 MOBY "Fog"
10 MOBY "Fog"**WRXK/Norfolk, VA**

PD/M: Holly Williams

1 A PERFECT CIRCLE "Hollow"
2 COLD "One"
3 OREGY "Option"
4 MOBY "Fog"
5 MOBY "Fog"
6 MOBY "Fog"
7 MOBY "Fog"
8 MOBY "Fog"
9 MOBY "Fog"
10 MOBY "Fog"**KORX/Oakland-Midland, TX**PD: Dave Carlow
PD: Michael Hobbay1 UNION UNDERGROUND "Killing"
2 TRAIN "Drop"
3 OLEANDER "Are You There?"
4 GOOD CHARLOTTE "Motivation"
5 OREGY "Option"**WDCI/Orlando, FL**PD: Alan Smith
PD: Bobby Smith1 OLEANDER "Are You There?"
2 OLEANDER "Are You There?"**WXO/Peoria, IL**PD: Matt Babin
PD: Matt Babin1 OUR LADY PEACE "Lame"
2 ALLEN AMT FARM "Moves"
3 TANTRIC "Breakdown"**WPLY/Philadelphia, PA**PD: Steve Dunn
PD: Dan Fain1 COLD "One"
2 TRAIN "Drop"**KEDJ/Phoenix, AZ**Interim PD: Nancy Stevens
AP/M: Marty Whiting1 OLEANDER "Are You There?"
2 A PERFECT CIRCLE "Hollow"
3 MOBY "Fog"
4 MOBY "Fog"
5 MOBY "Fog"
6 MOBY "Fog"
7 MOBY "Fog"
8 MOBY "Fog"
9 MOBY "Fog"
10 MOBY "Fog"**WDXD/Pittsburgh, PA**PD: John Meschitto
PD: John Meschitto1 PAPA ROACH "Between"
2 AT THE DRIVE-IN "Armed"
3 OLEANDER "Are You There?"
4 TRAIN "Drop"
5 AT THE DRIVE-IN "Armed"
6 OREGY "Option"**WCYY/Portland, ME**PD: Herb Ivy
PD: Brian Jones1 PJ HARVEY "Fortune"
2 DRABADOY "Lame"
3 OREGY "Option"
4 OLEANDER "Are You There?"**KNRK/Portland, OR**PD: Mark Hammon
PD: Amy1 KILLING MEAT "Meat"
2 NEW FOUND GLORY "The"
3 GOOD CHARLOTTE "Motivation"**WBRU/Providence, RI**PD: Tim Schiavelli
PD: Josh Summers1 PAPA ROACH "Between"
2 OREGY "Option"
3 RUN-D.M.C. "Them"
4 TRAIN "Drop"
5 NEW FOUND GLORY "The"**KRZQ/Reno, NV**PD/M: Guy Day
PD: Steve Klugman1 A PERFECT CIRCLE "Hollow"
2 OLEANDER "Are You There?"
3 OREGY "Option"
4 UNION UNDERGROUND "Killing"
5 PAPA ROACH "Between"
6 TARIPOOT "I"**WDYL/Richmond, VA**

On/Off: J.D. Kamas

1 OLEANDER "Are You There?"
2 GOOD CHARLOTTE "Motivation"
3 OREGY "Option"**KCIX/Riverside, CA**On/Off: Keith Clague
AP: John DeSantis1 OLEANDER "Are You There?"
2 LIMP BIZKIT "My Way"
3 WEST "Hoo"
4 PAPA ROACH "Between"
5 DEFTONES "Digital"
6 UNION UNDERGROUND "Killing"
7 COLD "One"**WZZI/Roanoke-Lynchburg, VA**PD: Bob Travis
PD: Greg Travis1 OREGY "Option"
2 OLEANDER "Are You There?"**KWOD/Sacramento, CA**PD: Ron Busca
AP: Susanna Barbon1 OLEANDER "Are You There?"
2 PAPA ROACH "Between"
3 A PERFECT CIRCLE "Hollow"
4 OREGY "Option"
5 TARIPOOT "I"
6 GOOD CHARLOTTE "Motivation"**KPWT/St. Louis, MO**PD: Tommy Mathers
PD: Danny Mathers1 TANTRIC "Breakdown"
2 SMASHING PUMPKINS "Untitled"
3 OREGY "Option"
4 PAPA ROACH "Between"**KCRK/Salt Lake City, UT**VP/Off. & Prog.: Mike Summers
AP/M: Todd Haber

1 AT THE DRIVE-IN "Armed"

XTRA/San Diego, CAPD: Bryan Schock
PD: Chris Manning

Alternative Playlists

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

MARKET #1
WKRK/New York
 Infinity
 (212) 314-9200
 Kingston/Booker/Peer
 12+ Cume 2,244,288



PLAYS

| PLYS | ARTIST/TITLE | GI (888) |
|------|-----------------------------------|----------|
| 35 | INCUBUS/Drive | 43060 |
| 33 | RAGE AGAINST...Renegades Of Funk | 43050 |
| 33 | LEWIS WUDURST/Outside | 43050 |
| 33 | FUEL/Hemorrhage | 40650 |
| 29 | RED HOT CHILI...Parallel Universe | 36930 |
| 29 | L2/Beautiful Day | 35670 |
| 25 | AL I EN ANT FARM/Moves | 30750 |
| 24 | GREEN DAY/Warning | 29520 |
| 24 | A PERFECT CIRCLE/Julith | 29520 |
| 24 | CRAZY TOWN/Butterfly | 27080 |
| 24 | LIMP BIZKIT/Rollin' | 19830 |
| 21 | LINXIN PARK/One Step Closer | 25830 |
| 21 | GOODSACK/Awake | 25830 |
| 21 | SMASHING PUMPKINS/Untitled | 25830 |
| 21 | 3 DOORS DOWN/Duck And Run | 24600 |
| 21 | INCUBUS/Drive | 24600 |
| 21 | OFFSPRING/Want You Bad | 24600 |
| 21 | FUEL/Innocent | 23370 |
| 21 | 3 DOORS DOWN/Loser | 23370 |
| 21 | SMASHING PUMPKINS/Untitled | 23370 |
| 20 | BLINK-182/Adam's Song | 22140 |
| 17 | PAPA ROACH/Last Resort | 20910 |
| 17 | CREED/What Is 19680 | |
| 16 | STONE TEMPLE PILOTS/Sour Girl | 19680 |
| 15 | LIT/Lit Up | 18450 |
| 15 | DEFONE/Digital Bath | 18450 |
| 15 | LENNY KRAVITZ/Agan | 18450 |
| 14 | AT THE DRIVE-IN/One Armed Scissor | 17220 |
| 14 | DISTURBED/Supfly | 17220 |

MARKET #2
KROQ/Los Angeles
 Infinity
 (818) 567-1067
 Rich/Sandblom/Worden
 12+ Cume 1,568,708



PLAYS

| PLYS | ARTIST/TITLE | GI (888) |
|------|-----------------------------------|----------|
| 47 | BLINK-182/Man Overboard | 35112 |
| 39 | BLINK-182/Man Overboard | 33596 |
| 39 | CRAZY TOWN/Butterfly | 32668 |
| 38 | MOBY F/GWEN STEFANI/Southside | 30072 |
| 33 | LEWIS WUDURST/Outside | 29964 |
| 31 | COLDPLAY/Yellow | 28148 |
| 31 | A PERFECT CIRCLE/Julith | 25424 |
| 27 | LINXIN PARK/Crawling | 24516 |
| 26 | RAGE AGAINST...Renegades Of Funk | 22700 |
| 23 | INCUBUS/Drive | 20884 |
| 22 | L2/Beautiful Day | 19976 |
| 22 | RED HOT CHILI...Parallel Universe | 19976 |
| 21 | NEW FOUND GLORY/HI Or Miss... | 19068 |
| 21 | SMASHING PUMPKINS/Untitled | 19068 |
| 21 | DEFONE/Digital Bath | 18160 |
| 20 | PAPA ROACH/Last Resort | 18160 |
| 19 | OFFSPRING/Want You Bad | 18160 |
| 19 | RADIOHEAD/Optimistic | 18160 |
| 19 | INCUBUS/Drive | 17752 |
| 19 | DEFONE/Digital Bath | 16644 |
| 15 | LIMP BIZKIT/Rollin' | 15436 |
| 13 | A PERFECT CIRCLE/Julith | 15436 |
| 13 | DISTURBED/Supfly | 13620 |
| 13 | EVERLAST/Can't Move | 13620 |
| 12 | LIT/Lit Up | 12712 |
| 12 | POWERFINGER/My Happiness | 11804 |
| 11 | GREEN DAY/Warning | 11804 |
| 11 | LIMP BIZKIT/Break Stuff | 11804 |
| 12 | BLINK-182/All The Small Things | 10896 |
| 14 | PJ HARVEY/Good Fortune | 10896 |

MARKET #3
WKQX/Chicago
 Emmis
 (312) 527-4348
 Rich/Sandblom/Worden
 12+ Cume 946,388



PLAYS

| PLYS | ARTIST/TITLE | GI (888) |
|------|-----------------------------------|----------|
| 41 | LINXIN PARK/One Step Closer | 18491 |
| 41 | LIFEHOUSE/Hanging By A Moment | 18491 |
| 39 | RAGE AGAINST...Renegades Of Funk | 17589 |
| 41 | CRAZY TOWN/Butterfly | 17589 |
| 41 | LEWIS WUDURST/Outside | 17138 |
| 36 | CREED/To Whom It May... | 16687 |
| 31 | AT THE DRIVE-IN/One Armed Scissor | 16236 |
| 34 | MOBY F/GWEN STEFANI/Southside | 15334 |
| 27 | LENNY KRAVITZ/Agan | 13981 |
| 24 | COLDPLAY/Yellow | 11726 |
| 22 | DEFONE/Digital Bath | 11726 |
| 24 | OFFSPRING/Want You Bad | 11726 |
| 23 | GREEN DAY/Warning | 9471 |
| 23 | 3 DOORS DOWN/Duck And Run | 9471 |
| 21 | DUST FOR LIFE/Step Into The Light | 6765 |
| 10 | EVERLAST/Can't Move | 6765 |
| 10 | SMASHING PUMPKINS/Untitled | 6765 |
| 6 | INCUBUS/Drive | 6314 |
| 6 | INCUBUS/Drive | 6314 |
| 6 | LIMP BIZKIT/Rollin' | 6314 |
| 12 | LINXIN PARK/One Step Closer | 6314 |
| 12 | FLYING BLIND/Smokescreen | 5816 |
| 11 | DISTURBED/Supfly | 5816 |
| 11 | 3 DOORS DOWN/Loser | 5412 |
| 13 | A PERFECT CIRCLE/Julith | 5412 |
| 8 | SR-71/Right Now | 5412 |
| 16 | 3 DOORS DOWN/Kryptonite | 4961 |
| 11 | PAPA ROACH/Last Resort | 4961 |

MARKET #4
KITS/San Francisco
 Infinity
 (415) 512-1053
 Taylor/Summers
 12+ Cume 718,208



PLAYS

| PLYS | ARTIST/TITLE | GI (888) |
|------|-----------------------------------|----------|
| 43 | LINXIN PARK/One Step Closer | 15800 |
| 42 | MOBY F/GWEN STEFANI/Southside | 15600 |
| 53 | RAGE AGAINST...Renegades Of Funk | 15600 |
| 44 | LEWIS WUDURST/Outside | 14700 |
| 31 | CRAZY TOWN/Butterfly | 9300 |
| 19 | GOODSACK/Awake | 8700 |
| 23 | INCUBUS/Drive | 8700 |
| 37 | RADIOHEAD/Optimistic | 8100 |
| 17 | DEFONE/Digital Bath | 7200 |
| 34 | SMASHING PUMPKINS/Untitled | 7800 |
| 21 | A PERFECT CIRCLE/Julith | 7500 |
| 24 | PAPA ROACH/Last Resort | 7200 |
| 28 | DEFONE/Digital Bath | 7200 |
| 17 | AT THE DRIVE-IN/One Armed Scissor | 7800 |
| 23 | PAPA ROACH/Last Resort | 7200 |
| 22 | OFFSPRING/Want You Bad | 6600 |
| 20 | RED HOT CHILI...Parallel Universe | 6600 |
| 19 | LIMP BIZKIT/Rollin' | 6600 |
| 19 | AL I EN ANT FARM/Moves | 6300 |
| 19 | PJ HARVEY/Good Fortune | 6300 |
| 25 | GREEN DAY/Warning | 6000 |
| 14 | BLINK-182/Man Overboard | 5700 |
| 15 | RAGE AGAINST...Justly | 5400 |
| 18 | AT THE DRIVE-IN/One Armed Scissor | 5400 |
| 16 | DEFONE/Digital Bath | 5100 |
| 17 | 3 DOORS DOWN/Kryptonite | 5100 |
| 16 | RED HOT CHILI...Otherside | 5100 |
| 13 | METALLICA/Disappea | 4800 |

MARKET #5
WPLY/Philadelphia
 Radio One
 (800) 565-8900
 McGuire/Dunne/Fair
 12+ Cume 618,208



PLAYS

| PLYS | ARTIST/TITLE | GI (888) |
|------|-------------------------------------|----------|
| 44 | COLDPLAY/Yellow | 11440 |
| 42 | LIFEHOUSE/Hanging By A Moment | 10970 |
| 42 | CRAZY TOWN/Butterfly | 10140 |
| 39 | LEWIS WUDURST/Outside | 10140 |
| 39 | PAPA ROACH/Last Resort | 10140 |
| 39 | FUEL/Hemorrhage | 9890 |
| 40 | LENNY KRAVITZ/Agan | 9890 |
| 35 | DAVE MATTHEWS BAND/Did It | 9100 |
| 35 | MOBY F/GWEN STEFANI/Southside | 9100 |
| 35 | 3 DOORS DOWN/Loser | 8100 |
| 31 | SR-71/Right Now | 8100 |
| 28 | BARENAKE/LADIES/Too Little Too Late | 7540 |
| 31 | GREEN DAY/Warning | 7540 |
| 27 | INCUBUS/Drive | 7020 |
| 27 | GOOD CHARMS/DITeL/Things | 6780 |
| 16 | AMERICAN HI-FI/Flavor Of The Weak | 6780 |
| 24 | WALLFLOWERS/Sleepthru | 6240 |
| 24 | DAVID GRAY/Babytown | 6240 |
| 19 | EVERLAST/Can't Move | 5980 |
| 17 | GOOD CHARMS/DITeL/The Motivation | 5380 |
| 23 | L2/Walk On | 5380 |
| 18 | AT THE DRIVE-IN/One Armed Scissor | 5400 |
| 15 | FUEL/Innocent | 5620 |
| 20 | PJ HARVEY/Good Fortune | 5200 |
| 21 | OFFSPRING/Want You Bad | 4940 |
| 18 | LINXIN PARK/One Step Closer | 4940 |
| 19 | GRAND THEFT AUTO/Steeped Ass | 4680 |
| 18 | RAGE AGAINST...Renegades Of Funk | 4680 |
| 16 | EMINEM/Fuckin' D | 4420 |
| 17 | RED HOT CHILI...Otherside | 4420 |

MARKET #6
KDGE/Dallas-Ft. Worth
 Clear Channel
 (972) 710-7777
 Doherty/Hoy
 12+ Cume 418,888



PLAYS

| PLYS | ARTIST/TITLE | GI (888) |
|------|--------------------------------------|----------|
| 36 | 3 DOORS DOWN/Loser | 7224 |
| 43 | LEWIS WUDURST/Outside | 7052 |
| 41 | VERTICAL HORIZON/Everything You Want | 6880 |
| 39 | LIFEHOUSE/Hanging By A Moment | 6708 |
| 34 | FUEL/Hemorrhage | 5448 |
| 31 | FOO FIGHTERS/Learn To Fly | 5332 |
| 31 | STROKE/White Black | 5332 |
| 30 | MOBY F/GWEN STEFANI/Southside | 5160 |
| 29 | PAPA ROACH/Last Resort | 4988 |
| 29 | CRAZY TOWN/Butterfly | 4988 |
| 27 | GREEN DAY/Warning | 4332 |
| 28 | BLINK-182/Adam's Song | 4816 |
| 30 | LIMP BIZKIT/Free Animal | 4816 |
| 27 | LIT/Lit Up | 4644 |
| 27 | DEXTER FREESH/Leaving Town | 4644 |
| 26 | INCUBUS/Drive | 4472 |
| 26 | DAVE MATTHEWS BAND/Did It | 4472 |
| 25 | COLDPLAY/Yellow | 4300 |
| 25 | INCUBUS/Drive | 4300 |
| 24 | FILTE/R Take A Picture | 4128 |
| 24 | DEFONE/Digital Bath | 4128 |
| 23 | OLEANDER/White Walk | 3956 |
| 23 | SR-71/Right Now | 3956 |
| 21 | BUSH/Getting The Cabas | 3612 |
| 21 | CANVAS/Against The Odds | 3612 |
| 21 | RED HOT CHILI...Otherside | 3612 |
| 21 | THIRD EYE BULL/No Days Like This | 3612 |
| 19 | FILTE/R Take A Picture | 3268 |
| 19 | LIT/Lit Up | 3268 |
| 15 | LIVE/The Doppler's Cry | 3268 |

MARKET #7
CIWX/Detroit
 Chum Ltd.
 (313) 961-6397
 Brookston/Carow/Franklin
 12+ Cume 478,888



PLAYS

| PLYS | ARTIST/TITLE | GI (888) |
|------|-------------------------------------|----------|
| 32 | FINER ELEVEN/First Time | 7956 |
| 39 | LEWIS WUDURST/Outside | 7956 |
| 37 | LIFEHOUSE/Hanging By A Moment | 7548 |
| 35 | DAVE MATTHEWS BAND/Did It | 7548 |
| 35 | EDWARD/Back | 7344 |
| 31 | GOODSACK/Awake | 7056 |
| 34 | 3 DOORS DOWN/Loser | 6936 |
| 34 | LENNY KRAVITZ/Agan | 6936 |
| 35 | LIMP BIZKIT/Rollin' | 6732 |
| 25 | CRAZY TOWN/Butterfly | 5712 |
| 21 | DEFONE/Digital Bath | 5204 |
| 32 | COLDPLAY/Yellow | 4896 |
| 21 | INCUBUS/Drive | 4896 |
| 26 | LINXIN PARK/One Step Closer | 4896 |
| 26 | AT THE DRIVE-IN/One Armed Scissor | 4896 |
| 19 | OUR LADY PEACE/Like A Bird | 4682 |
| 24 | L2/Walk On | 4682 |
| 22 | FUEL/Hemorrhage | 4488 |
| 22 | PAPA ROACH/Last Resort | 4488 |
| 24 | DAVID GRAY/Babytown | 4488 |
| 22 | EVERLAST/Can't Move | 4488 |
| 24 | EMINEM/Fuckin' D | 3876 |
| 24 | RAGE AGAINST...Renegades Of Funk | 3876 |
| 26 | STRAIT UP FALAJON...Angel's Son | 3672 |
| 19 | SLIM/182/Man Overboard | 3872 |
| 24 | DEFONE/Digital Bath | 3872 |
| 18 | RED HOT CHILI...Parallel Universe | 3264 |
| 18 | BARENAKE/LADIES/Too Little Too Late | 2856 |
| 16 | NICKELBACK/Enough | 2856 |
| 14 | 19 WHEELS/You Ain't Seen | 2856 |

MARKET #8
WBEN/Boston
 Infinity
 (617) 266-1111
 Oedipus/Sinick
 12+ Cume 678,188



PLAYS

| PLYS | ARTIST/TITLE | GI (888) |
|------|-----------------------------------|----------|
| 42 | COLDPLAY/Yellow | 12505 |
| 41 | LEWIS WUDURST/Outside | 11590 |
| 36 | INCUBUS/Drive | 7548 |
| 31 | CRAZY TOWN/Butterfly | 9455 |
| 35 | 3 DOORS DOWN/Duck And Run | 9160 |
| 22 | L2/Walk On | 6314 |
| 30 | RAGE AGAINST...Renegades Of Funk | 7930 |
| 30 | LENNY KRAVITZ/Agan | 7930 |
| 26 | LINXIN PARK/One Step Closer | 7320 |
| 24 | NICKELBACK/Enough | 7320 |
| 24 | DEFONE/Digital Bath | 6314 |
| 23 | GREEN DAY/Warning | 7015 |
| 23 | LENNY KRAVITZ/Agan | 7015 |
| 26 | LIFEHOUSE/Hanging By A Moment | 6715 |
| 25 | MOBY F/GWEN STEFANI/Southside | 6715 |
| 24 | AMERICAN HI-FI/Flavor Of The Weak | 6405 |
| 15 | PJ HARVEY/Good Fortune | 6405 |
| 25 | OFFSPRING/Want You Bad | 6405 |
| 24 | EVERLAST/Can't Move | 6100 |
| 24 | FUEL/Hemorrhage | 6100 |
| 17 | FUEL/Hemorrhage | 6100 |
| 20 | DAVE MATTHEWS BAND/Did It | 5480 |
| 18 | TOOL/LA Pica De Maysano | 5480 |
| 15 | COLLECTIVE SOUL/Why Pt 2 | 4575 |
| 15 | AT THE DRIVE-IN/One Armed Scissor | 4270 |
| 14 | DISTURBED/Supfly | 4270 |
| 14 | NEW FOUND GLORY/HI Or Miss... | 4270 |
| 29 | RADIOHEAD/Optimistic | 2440 |
| 4 | 3 DOORS DOWN/Loser | 2440 |
| 8 | RADIOHEAD/Optimistic | 2440 |

MARKET #9
WFMX/Boston
 MCC
 (781) 595-6200
 Cruise/Murphy/Mays
 12+ Cume 225,188



PLAYS

| PLYS | ARTIST/TITLE | GI (888) |
|------|-----------------------------------|----------|
| 42 | CRAZY TOWN/Butterfly | 3872 |
| 38 | RAGE AGAINST...Renegades Of Funk | 3608 |
| 39 | MOBY F/GWEN STEFANI/Southside | 3520 |
| 50 | LINXIN PARK/One Step Closer | 3432 |
| 36 | INCUBUS/Drive | 3256 |
| 36 | LEWIS WUDURST/Outside | 3256 |
| 30 | LIFEHOUSE/Hanging By A Moment | 2816 |
| 26 | AT THE DRIVE-IN/One Armed Scissor | 2200 |
| 26 | DAVE MATTHEWS BAND/Did It | 2112 |
| 23 | AMERICAN HI-FI/Flavor Of The Weak | 2024 |
| 23 | DISTURBED/Supfly | 2024 |
| 17 | RED HOT CHILI...Parallel Universe | 2024 |
| 15 | AL I EN ANT FARM/Moves | 1936 |
| 23 | FUEL/Hemorrhage | 1936 |
| 27 | OFFSPRING/Want You Bad | 1936 |
| 23 | GREEN DAY/Warning | 1936 |
| 20 | BLINK-182/Man Overboard | 1760 |
| 25 | DEFONE/Digital Bath | 1760 |
| 22 | MOBY F/GWEN STEFANI/Southside | 1760 |
| 19 | A PERFECT CIRCLE/Julith | 1760 |
| 17 | INCUBUS/Drive | 1672 |
| 18 | LIMP BIZKIT/Rollin' | 1584 |
| 14 | NEW FOUND GLORY/HI Or Miss... | 1496 |
| 20 | DUST FOR LIFE/Step Into The Light | 1496 |
| 27 | PAPA ROACH/Last Resort | 1496 |
| 21 | DEFONE/Digital Bath | 1408 |
| 20 | STRAIT UP FALAJON...Angel's Son | 1408 |
| 14 | GRAND THEFT AUTO/Steeped Ass | 1320 |
| 13 | COLDPLAY/Yellow | 1320 |
| 11 | LIMP BIZKIT/Free Animal | 1320 |

MARKET #10
WHSN/Washington, DC
 Infinity
 (301) 306-9991
 Benjamin/Terrise
 12+ Cume 718,788



PLAYS

| PLYS | ARTIST/TITLE | GI (888) |
|------|-------------------------------------|----------|
| 44 | INCUBUS/Drive | 11132 |
| 43 | LEWIS WUDURST/Outside | 10873 |
| 44 | MOBY F/GWEN STEFANI/Southside | 10379 |
| 46 | CRAZY TOWN/Butterfly | 9867 |
| 33 | GREEN DAY/Warning | 9614 |
| 33 | LINXIN PARK/One Step Closer | 9108 |
| 30 | LIMP BIZKIT/Rollin' | 7590 |
| 27 | LINXIN PARK/One Step Closer | 7590 |
| 34 | LIFEHOUSE/Hanging By A Moment | 7651 |
| 25 | BLINK-182/Man Overboard | 6831 |
| 21 | DEFONE/Digital Bath | 6831 |
| 26 | DAVE MATTHEWS BAND/Did It | 6072 |
| 22 | GOOD CHARMS/DITeL/Watford Worldwide | 5566 |
| 23 | FUEL/Innocent | 5313 |
| 23 | DAVE MATTHEWS BAND/Did It | 5313 |
| 23 | PAPA ROACH/Last Resort | 5313 |
| 22 | 3 DOORS DOWN/Loser | 5313 |
| 21 | AMERICAN HI-FI/Flavor Of The Weak | 5133 |
| 20 | SMASHING PUMPKINS/Untitled | 5133 |
| 21 | RADIOHEAD/Optimistic | 5133 |
| 19 | L2/Walk On | 4807 |
| 21 | NEW FOUND GLORY/HI Or Miss... | 4554 |
| 19 | DISTURBED/Supfly | 4301 |
| 18 | GOODSACK/Awake | 4301 |
| 18 | DEFONE/Digital Bath | 4048 |
| 26 | RAGE AGAINST...Justly | 4048 |
| 23 | GRAND THEFT AUTO/Steeped Ass | 3796 |
| 14 | AT THE DRIVE-IN/One Armed Scissor | 3542 |
| 8 | CREED/Higher | 3542 |

MARKET #11
WWDC/Washington, DC
 Clear Channel
 (301) 587-7100
 Rizer
 12+ Cume 728,588



PLAYS

| PLYS | ARTIST/T |
|------|----------|
|------|----------|

Alternative Playlists

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

WSUN/Tampa
 Cox Radio, Inc.
 (813) 577-7131
 Shark/Crissy
 12x Cume 141,500



| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|-----------------------------------|------|
| 41 | 51 | MOBY F/GWEN STEFANI/Outside | 3468 |
| 41 | 50 | LIFEHOUSE/Hanging By A Moment | 3400 |
| 38 | 48 | DISUBURB/Supplies | 3264 |
| 41 | 49 | LIMP BIZKIT/Realizer | 3264 |
| 40 | 47 | CRAZY TOWN/Butterfly | 3196 |
| 46 | 46 | LEWIS W/DURST/Outside | 3128 |
| 46 | 46 | LINXIN PARK/One Step Closer | 3128 |
| 40 | 34 | DAVE MATTHEWS BAND/Did It | 2312 |
| 31 | 33 | NICKELBACK/Breathe | 2244 |
| 41 | 31 | FUEL/Hemorrhage | 2108 |
| 31 | 31 | COLDFPLAY/Yeah | 2108 |
| 34 | 31 | RAGE AGAINST.../Renegades Of Funk | 2108 |
| 31 | 30 | SR-71/Right Now | 2040 |
| 31 | 29 | A PERFECT CIRCLE/Libras | 2040 |
| 29 | 29 | INCUBUS/Drive | 1972 |
| 29 | 29 | PAPA ROACH/Broken Home | 1972 |
| 29 | 29 | STONE TEMPLE PILOT/Sour Girl | 1972 |
| 28 | 28 | JOSH JOPLIN GROUP/Camera One | 1904 |
| 28 | 27 | STRAIT UP F/AJAJON.../Angel's Son | 1836 |
| 26 | 26 | 3 DOORS DOWN/Hello Time Bomb | 1768 |
| 29 | 26 | MATTHEWS BAND/Hello Time Bomb | 1768 |
| 25 | 25 | GOOD CHARLOTTE/All Things | 1700 |
| 25 | 25 | A PERFECT CIRCLE/Judith | 1700 |
| 25 | 25 | BLINK-182/All The Small Things | 1700 |
| 25 | 25 | INCUBUS/Sleater | 1700 |
| 25 | 25 | PAPA ROACH/Last Resort | 1700 |

WKOP/Pittsburgh
 Clear Channel
 (412) 937-1441
 Moschella/Diana
 12x Cume 212,200



| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|-----------------------------------|------|
| 30 | 30 | CRAZY TOWN/Butterfly | 8768 |
| 37 | 39 | LEWIS W/DURST/Outside | 8768 |
| 38 | 39 | LIMP BIZKIT/Realizer | 8768 |
| 39 | 37 | LIFEHOUSE/Hanging By A Moment | 7844 |
| 37 | 37 | LINXIN PARK/One Step Closer | 7844 |
| 36 | 37 | MOBY F/GWEN STEFANI/Outside | 7844 |
| 35 | 36 | RAGE AGAINST.../Renegades Of Funk | 7632 |
| 33 | 34 | FUEL/Hemorrhage | 7208 |
| 26 | 27 | DUST FOR LIFE/Step Into The Light | 5724 |
| 25 | 26 | DEFTONES/Digital Bath | 5512 |
| 22 | 25 | EVERLAST/I Can't Move | 5300 |
| 26 | 25 | LENNY KRAMITZ/Agan | 5300 |
| 26 | 25 | TANI TREN/Overboard | 5300 |
| 21 | 26 | WHEATLES/Teenage Dirtbag | 5088 |
| 24 | 24 | BT/Share | 4876 |
| 23 | 23 | INCUBUS/Drive | 4876 |
| 25 | 23 | DAVE MATTHEWS BAND/Did It | 4664 |
| 19 | 22 | 3 DOORS DOWN/Be Like That | 4664 |
| 19 | 22 | CLASH/Beat The Drum | 4664 |
| 21 | 22 | JOEY BATER/What Do You Want | 4664 |
| 25 | 22 | NICKELBACK/Breathe | 4664 |
| 19 | 21 | OLEANDER/Are You There? | 4452 |
| 16 | 20 | GOODSAM/Avake | 4240 |
| 19 | 19 | MATTHEWS BAND/Hello Time Bomb | 4028 |
| 21 | 18 | BLINK-182/Adam's Song | 4028 |
| 22 | 18 | UZ/Walk On | 4028 |
| 21 | 18 | BLINK-182/Adam's Song | 3816 |
| 17 | 18 | DISUBURB/Supplies | 3816 |
| 17 | 17 | KORN/Make Me Bad | 3604 |
| 17 | 17 | OFFSPRING/Want You Bad | 3604 |

KTCL/Denver-Boulder
 Clear Channel
 (303) 713-8000
 Connor/Saunders
 12x Cume 212,800



| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|------------------------------------|------|
| 43 | 44 | LIFEHOUSE/Hanging By A Moment | 4224 |
| 33 | 44 | MOBY F/GWEN STEFANI/Outside | 4224 |
| 31 | 43 | LEWIS W/DURST/Outside | 4128 |
| 42 | 43 | GREEN DAY/Warning | 4128 |
| 40 | 43 | UZ/Beautiful Day | 4128 |
| 43 | 41 | FUEL/Hemorrhage | 3936 |
| 33 | 39 | SR-71/Right Now | 3744 |
| 33 | 39 | DEXTER FRESH/Leaving Town | 3744 |
| 33 | 39 | A PERFECT CIRCLE/Libras | 3744 |
| 33 | 39 | RADIOHEAD/Oxidized | 3744 |
| 33 | 39 | COLDFPLAY/Yeah | 3072 |
| 31 | 31 | INCUBUS/Drive | 3072 |
| 28 | 30 | CRAZY TOWN/Butterfly | 2880 |
| 31 | 29 | ALLEN ANT FARM/Movies | 2880 |
| 21 | 23 | DUST FOR LIFE/Step Into The Light | 2208 |
| 23 | 23 | EVERLAST/When It All Goes | 2208 |
| 23 | 23 | DAVE MATTHEWS BAND/Did It | 2208 |
| 26 | 23 | PAUL DAVE/NORFOLK Babe In My Gonna | 2208 |
| 22 | 22 | DANDY WALKER'S Bohemian Like You | 2112 |
| 25 | 21 | BLINK-182/Man Overboard | 2112 |
| 25 | 21 | OFFSPRING/Want You Bad | 2016 |
| 24 | 21 | EVE/6 On The Roof Again | 2016 |
| 22 | 21 | MOBY F/GWEN STEFANI/Outside | 2016 |
| 16 | 20 | COLD No One | 1920 |
| 28 | 19 | DIFFUSER/Karma | 1920 |
| 17 | 19 | ALLEN ANT FARM/Movies | 1584 |
| 21 | 18 | THEY MIGHT BE GIANTS/Boss Of Me | 1824 |
| 16 | 17 | FLYING BLIND/Smokey | 1632 |
| 16 | 17 | EVG/6 Promise | 1440 |
| 15 | 16 | GOOD CHARLOTTE/All Things | 1440 |
| 15 | 16 | AT THE DRIVE-IN/One Armed Scissor | 1360 |

KNRK/Portland, OR
 Entercom
 (503) 223-1441
 Hamilton/Jay
 12x Cume 189,000



| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|-----------------------------------|------|
| 43 | 45 | LINXIN PARK/One Step Closer | 3825 |
| 46 | 44 | MOBY F/GWEN STEFANI/Outside | 3740 |
| 37 | 44 | CRAZY TOWN/Butterfly | 3740 |
| 42 | 41 | INCUBUS/Drive | 3485 |
| 28 | 41 | ELECTRA/Morning Afterglow | 3485 |
| 42 | 41 | FUEL/Hemorrhage | 3485 |
| 29 | 38 | LIFEHOUSE/Hanging By A Moment | 2950 |
| 29 | 38 | NICKELBACK/Breathe | 2950 |
| 29 | 38 | AMERICAN HI-FI/Flavor Of The Weak | 2910 |
| 29 | 38 | OFFSPRING/Want You Bad | 2125 |
| 15 | 25 | POE Hey Prety | 2125 |
| 10 | 24 | ALIEN ANT FARM/Movies | 2040 |
| 29 | 24 | NICKELBACK/Breathe | 2210 |
| 29 | 24 | 3 DOORS DOWN/Duck And Run | 2210 |
| 29 | 24 | PAPA ROACH/1st Resort | 1955 |
| 27 | 22 | BT/Share | 1870 |
| 20 | 21 | WHEATLES/Teenage Dirtbag | 1785 |
| 16 | 20 | UZ/Walk On | 1700 |
| 16 | 20 | 3 DOORS DOWN/Hello Time Bomb | 1615 |
| 16 | 19 | CANARY/Tangerine Speedo | 1615 |
| 16 | 19 | DAVID GRAY/Babylon | 1615 |
| 16 | 19 | BLINK-182/Man Overboard | 1530 |
| 16 | 19 | AT THE DRIVE-IN/One Armed Scissor | 1530 |
| 16 | 19 | LEWIS W/DURST/Outside | 1530 |
| 17 | 17 | BLINK-182/Adam's Song | 1445 |
| 17 | 17 | EVG/6 Promise | 1445 |
| 16 | 17 | GOOD CHARLOTTE/All Things | 1445 |
| 15 | 16 | AT THE DRIVE-IN/One Armed Scissor | 1360 |

WAOZ/Cincinnati
 Infinity
 (513) 695-5102
 Jimmie/Maddux
 12x Cume 111,000



| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|-----------------------------------|------|
| 49 | 48 | GOODSAM/Avake | 3024 |
| 39 | 47 | LEWIS W/DURST/Outside | 2961 |
| 45 | 45 | RAGE AGAINST.../Renegades Of Funk | 2835 |
| 48 | 44 | LINXIN PARK/One Step Closer | 2772 |
| 47 | 43 | DISUBURB/Supplies | 2709 |
| 32 | 28 | OFFSPRING/Want You Bad | 1764 |
| 32 | 27 | GREEN DAY/Warning | 1701 |
| 15 | 27 | SHAH UP F/AJAJON.../Angel's Son | 1701 |
| 30 | 26 | 3 DOORS DOWN/Duck And Run | 1638 |
| 26 | 26 | INCUBUS/Drive | 1638 |
| 30 | 26 | NICKELBACK/Breathe | 1638 |
| 16 | 26 | AMERICAN HI-FI/Flavor Of The Weak | 1638 |
| 17 | 26 | CRAZY TOWN/Butterfly | 1638 |
| 30 | 25 | BLINK-182/Man Overboard | 1512 |
| 24 | 24 | INCUBUS/Drive | 1512 |
| 31 | 24 | LIMP BIZKIT/Realizer | 1512 |
| 24 | 24 | DEFTONES/Digital Bath | 1512 |
| 21 | 23 | LIMP BIZKIT/Take A Look... | 1449 |
| 37 | 22 | FUEL/Hemorrhage | 1386 |
| 31 | 22 | AT THE DRIVE-IN/One Armed Scissor | 1329 |
| 21 | 20 | DUST FOR LIFE/Step Into The Light | 1197 |
| 17 | 20 | NOTHINGFACE/Sleater | 1134 |
| 9 | 16 | A PERFECT CIRCLE/The Hollow | 1008 |
| 10 | 16 | RUN-DMC/Rock Show | 1008 |
| 11 | 16 | AT THE DRIVE-IN/One Armed Scissor | 915 |
| 16 | 14 | PAPA ROACH/1st Resort | 882 |
| 17 | 14 | DEFTONES/Change | 882 |
| 13 | 14 | A PERFECT CIRCLE/Judith | 882 |
| 13 | 14 | GREEN DAY/Warning | 882 |
| 13 | 14 | GOODSAM/Avake | 882 |
| 13 | 14 | POWERMAN 5000/Use A Map | 882 |

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| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|------------------------------------|------|
| 47 | 44 | LEWIS W/DURST/Outside | 4600 |
| 46 | 44 | COLDFPLAY/Yeah | 4600 |
| 45 | 45 | A PERFECT CIRCLE/Judith | 4500 |
| 45 | 45 | MOBY F/GWEN STEFANI/Outside | 4500 |
| 44 | 44 | FUEL/Hemorrhage | 4400 |
| 44 | 44 | GOODSAM/Avake | 4400 |
| 44 | 44 | LINXIN PARK/One Step Closer | 4400 |
| 43 | 43 | PAPA ROACH/Last Resort | 4300 |
| 41 | 42 | 3 DOORS DOWN/Duck And Run | 4200 |
| 41 | 42 | LENNY KRAMITZ/Agan | 4200 |
| 40 | 40 | OFFSPRING/Want You Bad | 4200 |
| 32 | 37 | LINXIN PARK/One Step Closer | 3200 |
| 32 | 37 | GREEN DAY/Warning | 3200 |
| 31 | 37 | CRAZY TOWN/Butterfly | 3100 |
| 31 | 37 | LIFEHOUSE/Hanging By A Moment | 3100 |
| 31 | 37 | RAGE AGAINST.../Renegades Of Funk | 3100 |
| 31 | 37 | DISUBURB/Supplies | 3100 |
| 29 | 37 | LIMP BIZKIT/Realizer | 2900 |
| 29 | 37 | OFFSPRING/Want You Bad | 2900 |
| 27 | 37 | FUEL/Hemorrhage | 2700 |
| 29 | 27 | OFFSPRING/Original Prankster | 2700 |
| 29 | 27 | DISUBURB/Supplies | 2700 |
| 24 | 24 | RED HOT CHILI.../Parallel Universe | 2400 |
| 15 | 23 | NEW FORD GLODY/HI Of Miss | 2300 |
| 23 | 23 | PAPA ROACH/Broken Home | 2300 |
| 23 | 23 | A PERFECT CIRCLE/Libras | 2300 |
| 21 | 23 | LINXIN PARK/One Step Closer | 2300 |
| 20 | 23 | DEFTONES/Digital Bath | 2000 |
| 20 | 23 | INCUBUS/Sleater | 2000 |
| 19 | 23 | OFFSPRING/Change | 1900 |

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| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|-------------------------------------|------|
| 48 | 57 | RADIOHEAD/Oxidized | 6785 |
| 48 | 57 | FUEL/Hemorrhage | 6555 |
| 44 | 56 | DEFTONES/Change | 6440 |
| 46 | 54 | 3 DOORS DOWN/Hello Time Bomb | 6210 |
| 46 | 54 | GREEN DAY/Warning | 6210 |
| 44 | 50 | INCUBUS/Drive | 5750 |
| 29 | 41 | LIFEHOUSE/Hanging By A Moment | 4715 |
| 29 | 41 | LEWIS W/DURST/Outside | 4715 |
| 29 | 41 | MOBY F/GWEN STEFANI/Outside | 4600 |
| 32 | 38 | OFFSPRING/Want You Bad | 4255 |
| 32 | 38 | BLINK-182/Adam's Song | 4255 |
| 32 | 37 | LIMP BIZKIT/Take A Look... | 4255 |
| 31 | 37 | DANDY WALKER'S Bohemian Like You | 4255 |
| 30 | 35 | WHEATLES/Teenage Dirtbag | 4025 |
| 30 | 34 | HARVEY DANIEL'S/Sweet Sweat Of Life | 3910 |
| 30 | 34 | DUST FOR LIFE/Step Into The Light | 3795 |
| 29 | 33 | DRY/Idiot | 3795 |
| 20 | 25 | CRAZY TOWN/Butterfly | 2875 |
| 19 | 25 | DEXTER FRESH/Leaving Town | 2875 |
| 19 | 25 | DAVID GRAY/Babylon | 2875 |
| 28 | 24 | BLINK-182/Adam's Song | 2875 |
| 24 | 24 | THIRD EYE BLIND/Never Let You Go | 2760 |
| 18 | 24 | VALLEJO/Into The New | 2760 |
| 19 | 24 | COLDFPLAY/Yeah | 2760 |
| 22 | 24 | LENNY KRAMITZ/Agan | 2760 |
| 21 | 24 | 3 DOORS DOWN/Duck And Run | 2760 |
| 23 | 24 | DAVE MATTHEWS BAND/Did It | 2760 |
| 23 | 24 | FUEL/Hemorrhage | 2760 |
| 21 | 23 | SR-71/Right Now | 2645 |
| 21 | 23 | OFFSPRING/Original Prankster | 2645 |

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| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|------------------------------------|------|
| 34 | 38 | CRAZY TOWN/Butterfly | 2736 |
| 21 | 37 | LINXIN PARK/One Step Closer | 2664 |
| 31 | 35 | LIFEHOUSE/Hanging By A Moment | 2304 |
| 32 | 32 | PAPA ROACH/Broken Home | 2304 |
| 32 | 32 | GREEN DAY/Warning | 2160 |
| 32 | 30 | INCUBUS/Drive | 2160 |
| 29 | 30 | STRAIT UP F/AJAJON.../Angel's Son | 1800 |
| 28 | 25 | COLDFPLAY/Yeah | 1800 |
| 11 | 23 | DUST FOR LIFE/Step Into The Light | 1656 |
| 11 | 23 | ALLEN ANT FARM/Movies | 1656 |
| 22 | 22 | EVERLAST/When It All Goes | 1508 |
| 23 | 21 | A PERFECT CIRCLE/Libras | 1440 |
| 23 | 21 | DISUBURB/Supplies | 1440 |
| 25 | 19 | LIFEHOUSE/Hanging By A Moment | 1368 |
| 14 | 18 | DIFFUSER/Karma | 1368 |
| 13 | 18 | FUEL/Hemorrhage | 1368 |
| 10 | 17 | SR-71/Politically Correct | 1296 |
| 10 | 17 | 3 DOORS DOWN/Duck And Run | 1224 |
| 9 | 16 | NICKELBACK/Old Enough | 1182 |
| 12 | 16 | BLINK-182/Man Overboard | 1182 |
| 12 | 16 | FUEL/Hemorrhage | 1182 |
| 6 | 14 | OFFSPRING/Want You Bad | 1008 |
| 13 | 13 | RAGE AGAINST.../Renegades Of Funk | 936 |
| 10 | 12 | LIMP BIZKIT/Realizer | 864 |
| 11 | 12 | DEFTONES/Change | 864 |
| 11 | 12 | COLLECTIVE SOUL/Vent | 864 |
| 11 | 12 | AT THE DRIVE-IN/One Armed Scissor | 792 |
| 5 | 10 | BLINK-182/Adam's Song | 720 |
| 10 | 10 | DISUBURB/Supplies | 720 |
| 11 | 10 | RED HOT CHILI.../Parallel Universe | 720 |
| 11 | 10 | KID ROCK/Only God Knows Why | 720 |

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| PLAYS | ARTIST/TITLE | GI (000) | |
|-------|--------------|----------------------------------|------|
| 28 | 28 | GREEN DAY/Warning | 1400 |
| 25 | 31 | DAVE MATTHEWS BAND/Did It | 1240 |
| 22 | 26 | UZ/Beautiful Day | 1040 |
| 23 | 23 | COLDFPLAY/Yeah | 900 |
| 23 | 23 | 3 DOORS DOWN/Hello Time Bomb | 880 |
| 23 | 23 | DAVE MATTHEWS BAND/Did It | 880 |
| 20 | 20 | TWILIGHT SANGERS/Last Temptation | 800 |
| 20 | 18 | BLINK-182/Adam's Song | 720 |
| 20 | 18 | THEY MIGHT BE GIANTS/Boss Of Me | 720 |
| 17 | 18 | A PERFECT CIRCLE/Libras | 720 |
| 15 | 18 | BLINK-182/Man Overboard | 680 |
| 14 | 17 | FUEL/Hemorrhage | 680 |
| 19 | 17 | PETER DINKLAGE/Tower That Alters | 680 |
| 16 | 17 | WALLFLOWERS/Stepwalker | 680 |
| 16 | 17 | PJ HARVEY/Unreal | 640 |
| 16 | 17 | SCOTT GORSHOFF/Prophet | 640 |
| 16 | 17 | DAVID GRAY/Babylon | 640 |
| 16 | 17 | SEISMIC/Chemistry | 640 |
| 16 | 17 | EVERLAST/I Can't Move | 640 |
| 14 | 16 | STARJIT MINTS/Submarine #3 | 600 |
| 14 | 16 | AC/DC/BACK IN BLACK | 600 |
| 14 | 16 | STRAT UP F/AJAJON.../Angel's Son | 600 |
| 14 | 16 | RADIOHEAD/Oxidized | 600 |
| 13 | 16 | MOBY F/GWEN STEFANI/Outside | 520 |

New Music Specialty Shows

R&R's Exclusive Look At The Cutting Edge Of Alternative

Cold Gets A Hot Response

By Dayna Talley
Asst. Alternative Editor

First off, I have to tell you how cool the Rareworks compilation is. From a phat Massive Attack remix of Primal Scream's "Exterminator" to The Beta Band's "To You Alone," this record rises to the top of the stack of all the compilations of recent months. You honestly have to check this out. Contact Astralwerks' Clint at 212-886-7591 or Brian at 310-288-2432 for more info. Also, I received a demo from a band out of Columbus, OH called The Fabulous Johnson Brothers. These guys serve up a healthy helping of funk reminiscent of my years spent working at the legendary Tipitina's music club in New Orleans. If growin' funk is your thang, call Jonathan Klear at 212-996-0268 to check this band out. Something else that makes me think of the good old days of working in clubs is a disc sent to me by Siri at Howard Rosen. Jeff Witzeman & The Jealous Housewives is the name of this three-piece, who deliver a wide range of musical sounds, from a very Connells-esque opening song called "I Will Be There" to a mellow alternative version of "Can't Get Enough of Your Love, Babe." Call Siri to snatch yourself a copy, at 718-726-2737.

Moving on to the chart, Cold are anything but frigid, claiming the No. 1 spot this week, up

from last week's No. 11 position. Girl group The Donnas climb to No. 2 from No. 6, while Run-D.M.C. move into the top five from No. 7. Unsigned sensations Varispeed find themselves back on the chart at No. 8, as do Grand Royal's BS2000 at No. 16. Finding themselves a spot for the first time with their new tracks are Oleander with "Are You There?" at No. 10. Spineshank at No. 11, Hed (Planet Earth) at No. 13 and Brassy at No. 15 with "Work It Out." Alternative old-timer Frank Black debuts at No. 19.

Lastly, I want to bid a fond farewell and send good-luck wishes to fellow R&R Specialty gal Tracey Hoskin. After having spent more than a year as the Assistant Rock Editor and Rock Specialty person, she has decided to leave to explore other areas of the crazy world of music. Tracey, we will miss you. If anyone would like to send their good wishes to her, you can contact her at shoemama@earthlink.net. Records of the Week: Incredible Moses Leroy and Spacehog



R&R Top 20 Artists

February 2, 2001

- 1 COLD (Flip/A&M/Interscope) "No One"
- 2 DONNAS (Lookout) "40 Boys In 40 Nights"
- 3 CHRONIC FUTURE (Beyond) "The Majik"
- 4 NEW FOUND GLORY (Drive-Thru/MCA) "Hit Or Miss"
- 5 RUN-D.M.C. (Arista) "Rock Show"
- 6 DOVES (Heavenly/Astralwerks/Virgin) "Catch The Sun"
- 7 HESHER (Warner Bros.) "Things"
- 8 VARISPEED (Unsigned/Transglobal) "Had About Enough"
- 9 TINFED (Third Rail/Hollywood) "Drop"
- 10 OLEANDER (Republic/Universal) "Are You There?"
- 11 SPINESHANK (Roadrunner) "New Disease"
- 12 ORGY (Elementree/Reprise) "Opticon"
- 13 HED (PLANET EARTH) (Volcano/Jive) "Killing Time"
- 14 SKRAPE (RCA) "Waste"
- 15 BRASSY (Beggars Banquet) "Work It Out"
- 16 BS2000 (Grand Royal) "Scrappy"
- 17 SWEET NOVEMBER SDTK (Reprise) "Various"
- 18 JOHN FRUSCIANTE (Warner Bros.) "Going Inside"
- 19 FRANK BLACK AND THE CATHOLICS (W.A.R.) "Robert Onion"
- 20 TOOL (Volcano) "Maynard's Dick"

Ranked by total number of shows reporting artist.

Specialty Show Reporters

Shows and their Top 5 songs listed alphabetically by market

| | | | |
|---|--|--|--|
| WEQX/Albany, NY Download Thursday 12:30-3pm Eric BT "Shame" Primitive Radio Gods "Fading Out" Out Lady Peace "Liv" At The Drive In "Invalid Live Dept." Electra "Renegades" | WAVF/Charleston, SC Cutting Edge Saturday 8:30-10pm Robert Goodman Tool "No Quarter" Dropkick Murphys "Gauntlet" Self "Trunk Full Amps" Stray UK "Scrappy" Boy Hits Car "Lovecore" | WPLA/Jacksonville, FL Forbidden Planet Saturday 8pm-10pm Robert Goodman Spineshank "New Disease" DeLorean "Daylight" Hesh "Things" Ween "Push The Little" Doreics "40 Boys In 40 Nights" | KRZQ/Reno, NV Wato The Insurgents Saturday 10pm-12am Sam Black Propaganda "Back To The Motor" Turbo AC's "Last One Standing" International Noise "Smash It" Static X "Love Dump" Chronic Future "Majik" |
| WHRL/Albany, NY Tasting 1,2,3 Sunday 9pm-10pm Osborn Spacoch "I Want To Live" BS2000 "Scrappy" Doves "New Disease" Work "Maybe It's True" Hesh "Things" | WWCO/Columbus, OH Invisible Hits Hour Sunday 7pm-8pm Curtis Schreiber Queens Of The Stone "Lost Art Of" Adrenalizer Magnet "Heres Exploit" Great Lakes Phlegm "Adrenalizer" Churchills "Bodman Park" Chronic Future "Majik" | KXTE/Las Vegas, NV It Hurts When I Pee Sunday 10pm-midnight El Diablo Tool "Maynard's Dick" Get Up Kids "Red Letter Day" Orny "Opticon" Hed Pe "Killing Time" Saliva "Your Disease" | KWOD/Sacramento, CA Alternative Beat Sunday 10pm-2am DJ David X Nine Inch Nails "Great Collaps" Ron DMC "Rock Show" Lovage "I Got Radar" Orny "Opticon" Alan "Carnage Riot" "Rage" |
| KTEG/Albuquerque, NM Burning Sensations Sunday 7:30-8:30pm Adam 12 Donnas "40 Boys In 40 Nights" Rammstein "Links 2 3 4" Avants "Wonderful World" Earth Crisis "Shiner" Eastern Youth "Sain So Karater" | KTCL/Denver, CO Adventure University Sunday 7:30-8:30pm Professor Kat Gomez "High On Liquid Stan" Ladytron "Playgit" American Hi-Fi "Flavor Of The Week" Delgados "American Trilogy" Submarine "Sunbeam" | KROQ/Los Angeles, CA Roadway On The Road Sunday 10pm-midnight-3am Roadway Biogenheimer American Hi-Fi "Flavor" My Vetro "Grounded" JJ 72 "Snow" Grandaddy "Crystal Lake" Spooky Pe "I Got You Babe" | KCXX/San Bernardino, CA Xplode X Saturday 8pm-3am Dave Deary/Darryl James Muckeye "Dig" Marilyn Manson "Fight Song" Strait Up "Take It Back" Static-X "Deluge Under" Spineshank "New Disease" |
| WNX/Atlanta, GA Sunday School Sunday 9pm-10pm Jay Harro New Found Glory "Hit Or Miss" Orny "Opticon" Doves "Catch The Sun" Papa Roach "Between Angels" Lashed Theory "White" | WEJE/Fort Wayne, IN The Living Room Sunday 7:30pm-8:30pm Jeff Raspe Varispeed "Don't Want To Go" Dropkick Murphys "Gauntlet" Doves "40 Boys In 40 Nights" A "Did Falls" Weston "To Some I'm Genius" | WHTG/Monmouth, NJ The Underground Sunday 10pm-midnight Aaron Azaleon Donnas "40 Boys In 40 Nights" Echo & The Bunnymen "Avalanche" Stephen Malkmus "Discretion Grow" Reeves Gabriel/Smith "Llyness" Liz Sullivan "In The Middle..." | KITS/San Francisco, CA Soundcheck Sunday 10pm-midnight Aaron Azaleon New Found Glory "Hit Or Miss" Feeder "Back Rogers" Abalone Trio "Slud Kid" Radiohead "Idiotique" Living End "Uncle Larry" |
| WRAX/Birmingham, AL Rag & Catfishhouse Sunday 10pm-11pm Scott Register Sarah McLachlan "Drawn To This" R.E.M. "Everybody Hurts" Peter Dinklage "Nothing" Coldplay "Don't Panic" David Gray "Self Away" | WJDX/Ft. Myers, FL 80 Xtreme Sunday 8pm-10pm Lissane Jesus Gun "Soul Creation" We 11 "So Cliche" At The Drive In "One Armed Scissor" 6 Gig "Hit The Ground" Non-Pual "What A Day" | WXRK/New York, NY The Buzz Sunday 10pm-midnight-2am Matt Pfeiffer Union Underground "Killing The Py" Skrape "Waste" Run DMC "Take The Money..." Hed Pe "Killing Time" System Of A Down "Metro" | KJEE/Santa Barbara, CA New Music Sunday 10pm-midnight-2am Dave Hancock Goldfrapp "Utopia" Air "Casanova 70" Slowcore "Daydreams Of..." Frensko "Fall" Bad Astronaut "Grey Suits" |
| WBCN/Boston, MA Nocturnal Emissions Sunday 8-10pm Delgados/Albert O Goldfrapp "Utopia" Living End "Roll On" Stephen Malkmus "Discretion Grow" Rammstein "Links 2 3 4" Count Zero "Sham Maker" | WEED/Hagerstown, MD Now Hear This Sunday 10pm-midnight Anzole Davis Our Lady Peace "Liv" 3 Doors Down "Duck & Run" Duff Punk "One More Time" Semisonic "Chemistry" BT "Shame" | WROX/Norfolk, VA The Punk Show Sunday 10pm-midnight Michele & Josh NOFX "Please Play This" No Jaws For Names "Chasing Rainbows" SMU "Scrappy" Goldfinger "Just Like Heaven" Mighty Mighty BT "Royal Oil" | KNDD/Seattle, WA Loudspeaker Sunday 11:00pm-midnight Bill Reid Turbo AC's "Want It Now" Stephen Malkmus "Discretion Grow" Frank Black "I've Seen Your..." John Frusciante "Going Inside" Jealous Sound "What's Wrong" |
| WFNX/Boston, MA The First Contact Sunday 8pm-8:30pm Zach Brooks Brassy "Work It Out" Donnas "40 Boys In 40 Nights" Rammstein "Artificial Light" Killing Heidi "Mascara" John Frusciante "Moments Have You" | WMRQ/Hartford, CT Something Cool Sunday 8pm-10pm Cousin Chris 2 Sinner's "Wild Kingdom" Boy Hits Car "I'm A Clown" White Octave "Looking Past Sky" Spacoch "I Want To Live" Olander "Are You There?" | KNRK/Portland, OR Something Cool Sunday 8pm-10pm Matt Spry Creeper Lagoon "Wrecking Ball" Olander "Are You There?" Phobos "Save To The Wage" Spacoch "I Want To Live" Treble Charger "American Psycho" | KFMA/Tucson, AZ Test Department Sunday 8-9pm Matt Spry BS2000 "Scrappy" Skrape "Waste" New Found Glory "Hit Or Miss" Orny "Opticon" Chronic Future "Majik" |
| WEDG/Buffalo, NY Next Wave Monday 10pm-midnight-1am Ryan Patrick Olander "Are You There?" Tinfed "Drop" Grandaddy "Crystal Lake" Imports "Hurt Face" Cold "No One" | WEDJ/Indianapolis, IN A Beat To The Head Sunday 7pm-9pm Jason Bonecrusher "Wrecking Crew" Voice Of A "Baby Boy" Thug Murder "Double Fat" Volupties "No Destiny" Cook Sparrer "Watch Your Back" | WCYY/Portland, ME Spinout Thursday 7-9pm Shawn Jeffrey Apatosaurus "Things Are Gonna..." Duff Punk "One More Time" Thug Murder "Double Fat" Arlo "Siren On The Aces" Nerd "Lapdance" | KMYZ/Tulsa, OK Now From The Edge Tuesday 10pm-midnight-1:00am Rayling A Perfect Circle "Hollow" Orny "Opticon" 3 Doors Down "Duck & Run" Olander "Want You Bad" Saliva "Your Disease" |
| WBTV/Burlington, VT Spinning Unrest Sunday 8-9:30pm Steve Picard Burt "Scatterheart" Russell Simons "Public Places" Lilla "To Tell A Lie" Stephen Malkmus "Jennifer And The..." Creeper Lagoon "Caripate Eyes" | WRZX/Indianapolis, IN Hoopster Cafe Sunday 8pm-10pm Dave Degan Vanders "You're Not The Boss" BS2000 "Scrappy" BT "Shame" Old 97's "King Of All The..." Grandaddy "Minor Act..." | WBRU/Providence, RI Breaking And Entering Wednesday 10pm-midnight-2am Josh Romano R.E.M. "Lifting" Earsae "Alan" Tool "Maynard's Dick" Matthew Good Band "Last Me Up" Cowboy Mouth "I Know It Shows" | WHFS/Washington, DC Now Hear This Sunday 8:00pm-10:30pm Dave Marsh Queens Of The Stone "Never Say Never" Arlo "Shutter Bug" Varispeed "Don't Want To Go" New Found Glory "That Thing You Do" John Frusciante "Moments Have You" |

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Go Beyond The Numbers

■ Adult Alternative has a great qualitative story to tell

We have a tendency to think purely in terms of Arbitron ranking, whether it be 12+ or, in Adult Alternative's case, 25-54. But in today's crowded, often oversignaled landscape, the lifestyle and branding aspects a particular radio station represents are extremely important.

I've gathered insights from several Adult Alternative upper managers to bring us up to speed in this area: KFOG/San Francisco GM **Dwight Walker**, KBCO/Denver-Boulder Sales Manager **Greg Hoffman**, KMTT (The Mountain)/Seattle GSM **Marsha Reagan**, WXRT/Chicago GSM **Michael Damsky**, KTCZ (Cities 97)/Minneapolis GSM **Sonia Ungerman** and WRLT/Nashville GSM **Robert Schiess**.

Lifestyle Rules

Certainly, having a ratings story to tell is still important ammunition for a radio station. However, the listening audience's lifestyle and psychographic can often carry much more weight. Many station representatives I spoke to told me they utilize the research results of organizations such as Scarborough and Media Audit, which demonstrate consistently that Adult Alternative stations deliver a desirable audience that's well-educated, has higher-than-average income, is innovative and is willing to spend money. But that's not the only way to get the point across.

"Numbers can certainly act as a starting point," Schiess says, "but the real challenge is selling the qualitative. We have found that we rely on the qualitative story a great deal. To that end we use Media Audit and Scarborough, as well as some other national information, just to show that the format is bringing in the most qualified and most desirable consumers in town.

"We also regularly point to the events that we sponsor — concerts, as well as other promotional events

around town — that physically demonstrate the audience we can reach. Lifestyle is the key here. In fact, you can go to our website and click on a page that's called 'The Lightning Lifestyle.'"

"It's a combination of great numbers and great heritage," Hoffman says. "It truly is the qualitative aspect that drives this station and, I think, all Adult Alternative stations. We're fortunate that KBCO has been around for many, many years. The clients are very familiar with this quality-audience aspect. In fact, most have first-hand experience of the type of audience we reach; most of the buyers themselves are regular listeners of KBCO. The great numbers we enjoy simply confirm what many in the market already know."

Qualitative Success

Reagan takes it even further. "We don't sell by the numbers at all," she says. "Our success is based almost exclusively on the qualitative research we get from such services as Scarborough and Media Audit. But the best way to demonstrate our audience and what we do for the client has to do with building relationships over time.

"The Mountain is about to celebrate its 10th anniversary in the marketplace. We've consistently had a lifestyle story that is unparalleled by any other radio station I've ever worked at. I've sold for many types of stations over the years, including Smooth Jazz and News/Talk, which typically have a really good lifestyle story to tell too."

"We have the benefit of qualitative

information, which we use to great advantage," Ungerman adds. "Because of that, it doesn't do me any good to have a staff of agency sellers. I need people who really understand what Cities 97 is all about and can deliver consistently, regardless of our numbers.

"When you've been in a market for a while, like us, you have good books and you have bad books, so you need a staff of needs-based sellers. They've got to be able to understand client needs and come up with solutions. We really hang our hats on the people behind the numbers."

Takin' It To The Street

It takes a creative sales department to capitalize on the qualitative aspect of the Adult Alternative listener, so serving a client's needs often means going way beyond direct spot-buy advertising and into the area of non-traditional revenue. In other words, you have to take it to the streets.

"The consistency and loyalty of the listeners can be translated into loyalty from our clients," Walker reveals. "There are several reasons why that's true. First, the qualitative information on the audience for Adult Alternative stations is magnificent and is exactly what an agency or local client wants to see: the right demo, the right lifestyle and people who want to spend money. When you can show consistency in this type of research year in and year out — in our case, since 1982 — that can carry a lot of weight.

"Another thing that goes hand in hand with that, and which we are huge believers in, is our station database. We have more than 200,000 registered Fogheads whom we know quite a bit about. We know what makes those folks tick. We certainly don't divulge personal information about them, but the general demographic information and the fact that we regularly interact with these people gives us something very positive to talk to advertisers about.

"Third, we can demonstrate firsthand the type of audience we can deliver via our benchmark events. When we can have 300,000 people show up on the waterfront for our annual Fourth of July fireworks show, for example, and invite all of our best clients to come down, it not only shows them we can put on a great show, it also conclusively demonstrates to them that the audience that



BROS

Recording artist Bob Schneider recently did an industry showcase in Austin. Pictured are (l-r) R&R Adult Alternative Editor John Schoenberger, Schneider, R&R Alternative Editor Jim Kerr and Universal Music Group's Howard Leon.



NICE MOVE, PATTY

While in Chicago recently, The Wallflowers' Jakob Dylan stopped by WXRT to pay his respects. Dylan (r) is pictured with WXRT PD Norm Winer. That's MD Patty Martin who's makin' the move in the back.

we say we can reach is exactly who we do reach."

Long-Term Associations

WXRT has market longevity on its side too. "Quite a bit of our clientele have been with us for a long time — we've been around for 28 years, after all — and it's in the area of events and NTR marketing where the best opportunities are for new clients," Damsky notes. "Basically, events and sponsorships are the best things we have to offer a new adver-

tiser. This allows us to go beyond small retail and get involved with product manufacturers, which is a much more lucrative category.

"We know we have one of the most established brand names in Chicago radio, and it's appealing for advertisers to associate their brands with ours. Many of these are long-term associations that go beyond our benchmark events.

"For example, over the past two

Continued on Page 120



HO HO HIATT

John Hiatt played KBCO/Denver's Christmas show with Keb' Mo' this past December to benefit the Emergency Family Assistance Association of Colorado. Pictured are (l-r) KBCO MD Keefer, Vanguard's Art Phillips, Santa, Hiatt, KBCO PD Scott Arbour and SBR's John Bradley.

R&R ADULT ALTERNATIVE DEBUT THIS WEEK! 20
TRIPLE A MONITOR GREATEST GAINER DEBUT: #18*

sham colvin
"WHOLE NEW YOU"

#1 @ KINK
TOP 5 @
KFOG, KGSR

New adds this week:
WXRT, KBCO, KTCZ,
KACD, WDET, KBAC,
KOTR & more!

sham colvin

Go Beyond The Numbers

Continued from Page 119

years we've sold our WXRT logo and the name of our morning personality, Lin Brehmer, to a local coffee manufacturer that has actually created a WXRT Brehmer Breakfast Blend that's sold in the local grocery stores and does very well. We get our logo positioned prominently in special store displays, and they get regular mentions via promos and talk on the morning show that falls outside of commercial spots."

KMTT also nurtures ongoing relationships. "We have evolved to the point where we do innovative marketing partnerships with key accounts that last throughout the year and even beyond," Reagan explains. "We target the right type of accounts based on the specific top 10 lifestyle interests that have been determined for Seattle by such research companies as Scarborough. Once we have that 'hit list,' we take elements that fit a particular client and build a marketing partnership with them that will allow their involvement on many levels. We literally weave them into the fabric of the radio station.

"For example, we have been very successful with our CD projects, which we work on with Starbucks, and we have an ongoing relationship with Washington Energy Services, which is doing energy conservation and home-improvement vignettes that we air once a day. All these types of things are based on what we call nonspot fees and don't conflict with our direct spot advertising."

The Power Of NTR

NTR is where it's at these days, and KBCO's Hoffman knows it. He says, "We have great benchmark promotions that have tenure in the market and allow us to bring in big dollars. In fact, over the years it's gotten to a point where clients will almost bid to be involved, especially if they

know their competition wants to participate.

"The Kinetic Sculpture Race and Cardboard Derby, for example, provide a variety of ways for clients to get involved and reach our audience on a direct-lifestyle level. We are certain that KBCO is the clear leader for event revenue in the market.

"It took us years, though, for clients to accept that they have to pay to be involved in these events, because so many other stations in town gave the sponsorships away, basically as an added-value aspect. But now we have clients who actually say they've set aside an NTR advertising budget to get involved with our NTR events. It's kind of funny that they've adopted our terminology; I guess we've accomplished our educational goals in that respect."

With the demise of so many dot-com companies recently, a clear business model for utilizing a station's website has yet to crystallize. Each station's website is used for a slightly different advantage, but their full potential has yet been reached.

WRLT is beginning to see some results. "In the NTR area the Internet has begun to become very successful for us," says Schiess. "We've been paying very special attention to the services and information we're providing on our website so we can make it something we can sell to a client.

"But we have found that it works best when it complements on-air exposure and helps to bring in some extra dollars, if for no other reason than it covers the costs of maintaining and programming the site. Our clients certainly get interested, though, when we tell them we'll utilize our e-mail database of listeners for their product."

The Final Frontier

KFOG has learned an important lesson about its website during the past year. "I think the great lesson is that if you're a website-only business,

you are limited in the ways you can drive people to your site," Walker observes. "But if you have the advantage of a radio station directly tied to your website, you can demonstrate how the station can be a tremendous mouthpiece to convey the message that something exciting is happening on the website and that it would be beneficial for both the listener and the client to participate.

"We felt it was important for us to establish from the very beginning that the website could not be presented as a value-added aspect. If you start it out this way, it will have zero value. Having said that, we will sometimes get involved with certain promotional campaigns where the client has something of value to give away via our site. In that case, we would accept it in lieu of 'payment,' if you will.

"When it's all said and done, we did fairly well with our web revenue last year, and we feel that we have a solid foundation to build upon. This is really a new area, and we're finding that ad revenue from the web is not an automatic. We're finding that we need to tie in radio airtime even more than we did before to make it appealing to advertisers."

Reagan has also learned an important lesson concerning the Internet at KMTT. "Living in Seattle gave us great firsthand experience as to what *not* to do in the Internet world," she quips. "Clearly, banner sales are not the route to go. We currently use the web as part of an integrated marketing program — we do put a price on being listed on the concert page or whatever — but we have yet to come up with a specific model for the web or e-business only. I don't think anyone has yet. It's simply a great way for us to reach our listeners through a sizable database and to allow certain clients to utilize that service on a limited basis."

In WXRT's case, Damsky feels there is still a long way to go. "Our share of market revenue has never

"We're very proactive in the planning stages, so we don't have to be reactive later on in trying to protect ourselves from potentially damaging our image or brand."

Dwight Walker

been higher than it is today, and we see great opportunities for more growth this year," he says. "But the website area is the last great frontier for us. It is an area we have not started to exploit yet, beyond its promotional and marketing value for the station. We believe it will become very lucrative for us once the right business model is formulated."

Remaining Station-Specific

In an era when consolidation of station ownership is the new norm, there are certain aspects of the standalone philosophy that still hold true. Certainly, traditional spot advertising can fit into the modern cluster "bundling" approach — if, of course, it makes sense for the client. But most of these event and branding opportunities are exclusive to a single station.

"On a managerial level, a few sister stations may be under one person," Reagan says, "but when it comes down to sales and creative staff, each station absolutely needs its own specialized team. Over my 22 years of experience I have seen groups try to combine the efforts in certain markets, and the model does not work. You have to have a staff with passion for their product, an intimate understanding of what will work and won't work and a sense that they're as important to the success of a station as, say, programming is.

"When you're presenting innovative marketing brands and basically

selling a concept as opposed to numbers, you have to have people who understand the whole story. This becomes particularly true when they come back from doing a client-needs analysis and brainstorm with the other departments to come up with a great program."

Walker also agrees that a creative team specific to KFOG is crucial. "No matter how much you want to make a certain campaign fit, you have to respect your station's sound," he says. "We strive to make this work in our weekly promotion and strategy meetings, where we design new station events that we know will have great sales opportunities connected with them. We're very proactive in the planning stages, so we don't have to be reactive later on in trying to protect ourselves from potentially damaging our image or brand."

Hoffman best sums it up when he says, "At KBCO we all have a lot of respect for each other. Scott Arbough and the programming staff know that we won't try to force on-air promotions on them that simply do not fit, while Scott knows that he'll need to make the effort to come up with an angle for certain clients when it does make sense.

"I've worked for a lot of radio stations. When my sales staff get down, I have to tell them to just stop and think for a second how good it is. This is the best station scenario they'll ever have. They, as do I, need to realize how good we have it."

RICKIE LEE JONES

"FOR NO ONE"

GRAMMY nominated Rickie Lee Jones' beautiful version of the Lennon/McCartney classic from the album IT'S LIKE THIS

"With the Beatles '1' in everyone's consciousness, the timing is perfect for Rickie Lee Jones' version of the Fabs' 'For No One.' It's a familiar but not burned song, and Rickie's reading is regal, thoughtful and engaging.

"For No One" is for everyone."

Jody Denberg - Program Director, 107.1 KGSR Radio Austin

"The greatest song stylist of her generation." - Hilton Als, Interview Magazine

"Her take on The Beatles' 'For No One' is a masterpiece." - Playboy Magazine



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WWW.RICKIELEEJONES.COM WWW.ARTEMISRECORDS.COM

February 2, 2001

| LAST WEEK | THIS WEEK | ARTIST TITLE LABEL(S) | TOTAL PLAYS | +/- PLAYS | GROSS IMPRESSIONS (00) | WEEKS ON CHART | TOTAL STATIONS/ADDS |
|-----------|-----------|---|-------------|-----------|------------------------|----------------|---------------------|
| 1 | 1 | DAVE MATTHEWS BAND I Did It (RCA) | 605 | +51 | 44748 | 4 | 29/0 |
| 3 | 2 | JOSH JOPLIN GROUP Camera One (Artemis) | 506 | +28 | 29341 | 10 | 30/2 |
| 4 | 3 | U2 Walk On (Interscope) | 472 | +44 | 28573 | 4 | 30/0 |
| 2 | 4 | FIVE FOR FIGHTING Easy Tonight (Aware/Columbia) | 468 | +3 | 35363 | 18 | 26/0 |
| 6 | 5 | TRACY CHAPMAN It's OK (Elektra/EEG) | 412 | +19 | 24756 | 10 | 27/1 |
| 11 | 6 | DAVID GRAY Babylon (ATO/RCA) | 396 | +29 | 36231 | 34 | 24/0 |
| 7 | 7 | LENNY KRAVITZ Again (Virgin) | 394 | +47 | 26963 | 13 | 19/0 |
| 5 | 8 | DIDD Thankyou (Arista) | 390 | +26 | 35340 | 10 | 18/1 |
| 10 | 9 | GREEN DAY Warning (Reprise) | 386 | +34 | 24139 | 7 | 23/0 |
| 9 | 10 | U2 Beautiful Day (Interscope) | 377 | +16 | 33943 | 19 | 21/0 |
| 13 | 11 | COLDPLAY Yellow (Nettwerk/Capitol) | 365 | +44 | 26176 | 5 | 25/1 |
| 12 | 12 | PAT MCGEE BAND Rebecca (Giant/WB) | 349 | +16 | 23349 | 16 | 21/0 |
| 14 | 13 | JOAN OSBORNE Running Out Of Time (Interscope) | 344 | +16 | 19731 | 6 | 26/0 |
| 8 | 14 | MATCHBOX TWENTY If You're Gone (Lava/Atlantic) | 343 | +1 | 28731 | 15 | 14/0 |
| 17 | 15 | MARK KNOPFLER What It Is (Warner Bros.) | 322 | -6 | 30261 | 20 | 24/0 |
| Breaker | 16 | DAVID GRAY Please Forgive Me (ATO/RCA) | 309 | +24 | 22955 | 11 | 21/5 |
| Breaker | 17 | BARENAKED LADIES Too Little Too Late (Reprise) | 289 | +149 | 15551 | 2 | 23/0 |
| Breaker | 18 | SEMISONIC Chemistry (MCA) | 264 | +23 | 17152 | 3 | 25/2 |
| 15 | 19 | COLLECTIVE SOUL Perfect Day (Atlantic) | 247 | -20 | 21461 | 6 | 15/0 |
| Debut | 20 | SHAWN COLVIN Whole New You (Columbia) | 230 | +156 | 19521 | 1 | 24/6 |
| 18 | 21 | MOBY F/GWEN STEFANI Southside (V2) | 226 | -23 | 11453 | 8 | 16/0 |
| 23 | 22 | CREED With Arms Wide Open (Wind-up) | 222 | +13 | 18620 | 16 | 12/0 |
| Debut | 23 | WALLFLOWERS Letters From The Wasteland (Interscope) | 215 | +113 | 14056 | 1 | 25/6 |
| 16 | 24 | SHAWN MULLINS Everywhere I Go (Columbia) | 211 | -94 | 10227 | 19 | 18/0 |
| 24 | 25 | EVERLAST I Can't Move (Tommy Boy) | 203 | 0 | 10653 | 5 | 15/0 |
| 20 | 26 | WALLFLOWERS Sleepwalker (Interscope) | 201 | -65 | 14714 | 20 | 19/0 |
| Debut | 27 | JONATHA BROOKE Linger (Bad Dog) | 155 | +46 | 7798 | 1 | 14/0 |
| Debut | 28 | STEVE EARLE Everyone's In Love With You (E-Squared/Artemis) | 153 | +24 | 8473 | 1 | 18/2 |
| 25 | 29 | DANDY WARHOLS Bohemian Like You (Capitol) | 145 | -44 | 11030 | 20 | 18/0 |
| 29 | 30 | LIFEHOUSE Hanging By A Moment (DreamWorks) | 137 | +18 | 4672 | 2 | 5/0 |

Most Added

| ARTIST TITLE LABEL(S) | ADDS |
|--|------|
| TRAIN Drops Of Jupiter (Tell Me) (Aware/Columbia) | 19 |
| BOB SCHNEIDER Metal & Steel (Universal) | 13 |
| PAUL PENA Jet Airliner (Hybrid) | 9 |
| WALLFLOWERS Letters From The Wasteland (Interscope) | 6 |
| SHAWN COLVIN Whole New You (Columbia) | 6 |
| JIM WHITE Handcuffed To A Fence In... (Luaka Bop/Virgin) | 6 |
| DAVID GRAY Please Forgive Me (ATO/RCA) | 5 |
| JIMMY SMITH Only In It For... (Blue Thumb/Verve/VMG) | 4 |
| R. CROWELL Why Don't We Talk... (Sugar Hill/Vanguard) | 3 |
| VERTICAL HORIZON Best I Ever Had (Grey Sky...)(RCA) | 3 |

Most Increased Plays

| ARTIST TITLE LABEL(S) | TOTAL PLAY INCREASE |
|---|---------------------|
| SHAWN COLVIN Whole New You (Columbia) | +156 |
| BARENAKED LADIES Too Little Too Late (Reprise) | +149 |
| WALLFLOWERS Letters From The Wasteland (Interscope) | +113 |
| DAVE MATTHEWS BAND I Did It (RCA) | +51 |
| DELERIUM Daylight (Nettwerk) | +51 |
| LENNY KRAVITZ Again (Virgin) | +47 |
| JONATHA BROOKE Linger (Bad Dog) | +46 |
| DAR WILLIAMS I Won't Be Your Yoko Ono (Razor & Tie) | +46 |
| JEB LOY NICHOLS Heaven Right Here (Rykodisc) | +45 |
| U2 Walk On (Interscope) | +44 |
| COLDPLAY Yellow (Nettwerk/Capitol) | +44 |
| TRAIN Drops Of Jupiter (Tell Me) (Aware/Columbia) | +42 |
| UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic) | +39 |
| ETTA JAMES Miss You (Private Music/Windham Hill) | +36 |

Breakers

DAVID GRAY

Please Forgive Me (ATO/RCA)

| | | |
|----------------------|---------------------|-------|
| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | CHART |
| 309/24 | 21/5 | 16 |

BARENAKED LADIES

Too Little Too Late (Reprise)

| | | |
|----------------------|---------------------|-------|
| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | CHART |
| 289/149 | 23/0 | 17 |

SEMISONIC

Chemistry (MCA)

| | | |
|----------------------|---------------------|-------|
| TOTAL PLAYS/INCREASE | TOTAL STATIONS/ADDS | CHART |
| 264/23 | 25/2 | 18 |

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

34 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 1/21-Saturday 1/27. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 250 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2001, The Arbitron Company). © 2001, R&R Inc.

New & Active

JEB LOY NICHOLS Heaven Right Here (Rykodisc)

Total Plays: 110, Total Stations: 13, Adds: 1

JOE JACKSON Stranger Than You (Sony Classical)

Total Plays: 105, Total Stations: 12, Adds: 0

JIMMY SMITH Only In It For The Money (Blue Thumb/Verve/VMG)

Total Plays: 100, Total Stations: 13, Adds: 4

AMY CORREIA Life Is Beautiful (Capitol)

Total Plays: 97, Total Stations: 12, Adds: 0

STEELY DAN What A Shame About Me (Giant/Reprise)

Total Plays: 93, Total Stations: 8, Adds: 0

VERTICAL HORIZON Best I Ever Had (Grey Sky...)(RCA)

Total Plays: 81, Total Stations: 6, Adds: 3

SARAH HARMER Weakened State (Zoe/Rounder)

Total Plays: 74, Total Stations: 11, Adds: 2

DELERIUM Daylight (Nettwerk)

Total Plays: 74, Total Stations: 7, Adds: 0

DOUBLE TROUBLE Rock And Roll (Tone-Cool)

Total Plays: 67, Total Stations: 8, Adds: 0

ETTA JAMES Miss You (PM/Windham Hill)

Total Plays: 66, Total Stations: 8, Adds: 1

Songs ranked by total plays

Letters from the Wasteland

The new single from

The Wallflowers (Breach)

Already Corresponding:

WXRT KTCZ KGSR WXPB
WBOS KKMR KXST and more

R&R Debut **23**
BDS Debut **19***

New
This Week:
KBCO KMTT KENZ
WDOD WZEW
WMVY



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New Sources of Energy Needed

We give you the tools, you bring the talent. Come join a company that still believes in the product.

WKIO, Oldies 92, Champaign, IL Program Director — Can you bring "good times" and fun to a great oldies station? WKIO, Champaign, IL needs a leader who can build a morning show and develop the fun factor. Everything is in place to take this heritage Oldies station to the next level.

Operations Manager, Clarksville, TN — Our new acquisitions in Clarksville, TN/Hopkinsville, KY includes an Adult CHR, Classic Hits, News/Talk, Urban and Country. We need an "ops" person who will also serve as PD for the Adult CHR, WCVQ/Q108. This is a vibrant growing town right near Nashville.

Program Director for an AC in the beautiful northwest — Great lifestyle, great town, great station: #1 rated AC station, KAFE in Bellingham, WA — is looking for an on-air Program Director. Bellingham is located 90 minutes north of Seattle.

For all positions, send tape, resume and programming philosophy to: Steven Goldstein, Executive VP/Group PD, Saga Communications, One Turkey Hill Road South, Westport, CT. 06880. EOE/MF

Postal Jobs \$9-14.27/HR

+ Federal Benefits
No Experience, Exam Info
Call 1-800-391-5856 X0792
8am-9pm/Local not guar.

Wildlife Jobs \$8-19/HR

+ Federal Benefits
Park Rangers, Security,
and Maintenance
No experience for some.
For info Call 1-800-391-5856 X0793
8am-9pm/Local not guar.

www.rronline.com

EAST
TOP RATED STATION IN NORTHERN NEW ENGLAND

seeks copywriter/production director. We provide excellent salary and benefits, as well as a state of the art facility in one of America's most livable cities. You provide the ability to work well with clients and create the best damned production in North America. Prior on-air experience a plus but not mandatory. Here's the best part. We are not owned by Clear Channel!!! Females and minorities encouraged. Radio & Records, 10100 Santa Monica Blvd., #953, 5th Floor, Los Angeles, CA 90067. EOE

Market Manager

One of America's most respected and fastest growing radio groups has a rare opportunity in a dynamic medium market in the eastern part of the United States. If you've got a proven track record as a Director of Sales or as a General Manager, are hands on, a great leader, street fighter, creative, and love to sell, then you might be the Market Manager we're looking for. If an equity position, and a market w/a great lifestyle interests you send us a resume. Radio & Records, 10100 Santa Monica Blvd., #957, 5th Floor, Los Angeles, CA 90067. EOE



VOA Music Mix, Voice of America's satellite-delivered 24-hour pop music network, headquartered in Washington, D.C., seeks a host/feature writer/producer/webmaster. This is a career position with the U.S. Government. Ability to communicate and entertain through a mature, contemporary and conversational delivery of artist/entertainment/lifestyle info a must. Hands-on scheduling experience with RCS software (Selector, Linker, Master Control), voice tracking, digital editing and website skills also helpful. Not a job for card readers or shock jocks. Security clearance required. Application deadline Friday, February 9. For complete information, visit www.voa.gov/musicmix or contact Janice-Albritton-Pollock at (202) 619-3117. EOE

Immediate Opening

WFAS-FM has an immediate opening for a full-time on-air host. At least 2 years on-air experience, great production skills, warm, friendly personality, excellent delivery. Must relate to women 25-54. Send your T&R to: Emily Anton, PD, WFAS-FM, 365 Secor Road, Hartsdale, NY 10530. Absolutely no calls please. WFAS is an equal opportunity employer.

Top rated oldies FM in mid Atlantic region seeks dynamic airtalents and newperson. Ideal candidates must have an appreciation for oldies and the internet, a positive attitude, be creative, and have a passion to do whatever it takes to get the job done. Excellent facilities in one of America's most livable cities. A great locally owned station. Radio & Records, 10100 Santa Monica Blvd., #961, 5th Floor, Los Angeles, CA 90067. EOE

Mix 93.3 Western New York's premiere Hot AC has a rare opening for a morning host. Strong production and appearances a must!! State of the art facility, exemplary salary and benefits. Females and minorities encouraged. Send Tape and Resume to: Mike Taylor, WWSE, 2 Orchard Rd., WE., Jamestown, NY 14701. EOE

SOUTH

DJ - Fulltime position open at small market Country radio station, experience required. Send tape & resume to: WUCZ/WRKM, P.O. Box 179, Carthage, TN 37030. EOE (02/02)

New Life 91.9 WRCM, Charlotte, NC is looking for a fulltime promotions director. We need a friendly, creative, team player with a minimum three years related experience. Exceptional writing and people skills a must. On-air experience is a definite plus. If you're ready to join a fun, growing, and professional radio station, rush your tape and resume to: Joe Paulo, General Manager, c/o New Life 91.9, P.O. Box 17069, Charlotte, NC 28227. No phone calls please. EOE.

Director of Sales

Virginia's Rockin' Oldies 95.9 is seeking a leader, motivator and teacher to take a dynamic sales team to the next level. Fredericksburg is now Arbitron market #162 and we're looking for an experienced, proven winner. You will need creativity and national & regional sales experience. Knowledge of multi-station marketing is a plus as we prepare to bring a CP to life in the spring. Very competitive compensation package available. Send resume to: WGRQ FM 4414 Lafayette Blvd. #100 Fredericksburg, Virginia 22408 or WGRQ@AOL.COM. EOE.

MIDWEST

Midday/PM Talent, full service AM. T&R: Jerry Bader, WHBL, 2100 Washington Ave, Sheboygan, WI 53081. EOE (02/02)

Wanted: Production Genius

Can you create agency quality commercials? Are your copy writing skills award winning? Are you at ease meeting with clients? Are you dedicated, driven and a real commercial production pro? If so, we have a \$50,000 a year job waiting for you. Send your best stuff to: Radio & Records, 10100 Santa Monica Blvd., #958, 5th Floor, Los Angeles, CA 90067. EOE

General Sales Manager

WJXQ/WXIK/WVIC/WWDX-FM, Lansing, MI. Dynamic, results-oriented GSM needed to take four-station cluster to the next level. Can you train and develop "eagles?" Prefer the freedom of an entrepreneurial company w/o the big company hassles? Send resume to: Dale Clark, Market Manager, WJXQ/WXIK/WVIC/WWDX, P.O. Box 26007, Lansing, MI 48909. EOE

Let's meet at the R.A.B.!!!

Be a part of a new, winning team in the top 30 market. We're searching for the right midday/APD and nighttime candidate. Personality, phones, good production and personal appearances a must. Females encouraged to apply. EOE T&R to: Radio & Records, 10100 Santa Monica Blvd., #960, 5th Floor, Los Angeles, CA 90067. EOE

Seeking really creative production director for top 30 market capable of working with sales staff on spec spots and day to day production. Imaging skills a plus. Should be familiar with Enco and Saw. EOE, T&R to: Radio & Records, 10100 Santa Monica Blvd., #959, 5th Floor, Los Angeles, CA 90067. EOE

WEST

KOLA seeking promotions assistants. Send resume: 1940 Orange Tree Lane, Redlands, CA 92374. Fax: (909) 798-6627. Phone: (909) 793-3554 x226. EOE (02/02)

Extremely rare Creative Production position open at KGB/KJOY-FM in San Diego!

1) Very successful stations. 2) America's Finest City. 3) Clear Channel. 4) New facilities. 5) Creative writing highly encouraged. 6) What more could a Creative Mind hope for? 7) Yes, we'll cover morning expenses. Rush your tape/CD/MP3's to: Clear Channel, 4891 Pacific Highway, San Diego, CA 92110. Attn: HR-#PD 0901. EOE.

OPPORTUNITY KNOCKS

in the pages of R&R every Friday

CALL: 310-553-4330

OPENINGS

San Jose, CA radio group with full time position for on-air News/Traffic anchor. Send T&R to: Empire Broadcasting, 750 Story Rd., San Jose, CA. 95108. Attn: Program Director. No calls. EOE

KWV San Luis Obispo searching for Morning Drive Air Talent. If you think you can set the ears of the California Central Coast on fire, this could be the gig for you. Rush T&R to: Craig Marshall, 4115 Broad St., Suite B-4, San Luis Obispo CA. 93401 EOE

KSSK AM 590-FM 92.3

Director of Programming
Clear Channel Communications — Honolulu is looking for a program director for market leader, KSSK AM/FM with supervisory duties on our four sister stations. We're looking for a strategic thinker with a good working knowledge of music and perceptual research. 3-5 years as a successful A/C programmer is essential, multi format experience is a plus! Excellent people and management skills will be required to oversee our high profile morning shows and stable of talented programming professionals. Rush resumes, references and station composites to: Chuck Cotton, Market Manager, Clear Channel Communications, 650 Iwilei Road, Suite 400, Honolulu, HI 97817. EOE. Fax: (808) 550-9507, or E-mail: chuckcotton@clearchannel.com

OPENINGS

Which one are you?

1) a creative genius 2) a great talent coach 3) a leader 4) impressive organizational and management skills 5) have the ability to seize opportunities to enhance the on-air product 6) a sports fan 7) all of the above — then we've got your job right here! We want to talk with you! Join Entercom, one of the few radio companies that believes in strong local programming! An immediate opportunity as PD of The Fan-KFXX in Portland. Previous medium or large market programming experience and degree preferred. Entercom is an equal opportunity employer. Send resume and philosophy to Rick Scott, RSA Sports, 1309 114th Ave SE Suite 110, Bellevue, WA 98004. All inquires confidential.

POSITIONS SOUGHT

Rookie broadcaster. Interested in Sports radio. Fluent in Spanish. Willing to relocate. Call JAMES: (918) 749-0720. (02/02)

Stop searching! This rookie is yours! Well versed in news, production, and Cool Prt. Will relocate. BILLY: (405) 433-2293. (02/02)

POSITIONS SOUGHT

Beech burn morning radio guy! Seeks small/medium market. Oldies, Country, Hot AC, Classic Hits. Resume on line at <http://www.angelfire.com/mi2/strad/page500.html>. (02/02)

10 years in radio-broadcasting. (Market #7). Promotion, DJ, Producer, Music Dir. Assistant Manager for a high school station. Please e-mail me: djmartin88@hotmail.com. (02/02)

Fun, fresh female morning show co-host needs new gig. Personal appearances, news, show prep, interviews...done it all. KRISTA: (501) 312-0923. (02/02)

Free Programming 24/7 Request & Dedication Radio. Broadcast 1 hour or 168 each week! BILL ELLIOTT: (813) 920-7102. digitradicoman@msn.com. (02/02)

Positive attitude! Great work ethics & three years of experience. Seeking to become a production expert & a great disc jockey. TONY: (765) 456-3209 tonydien@yahoo.com. (02/02)

Payable In Advance

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310-203-8450) or mail. Visa, MC, AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PDT)** eight days prior to issue date. Address all ads to: R&R Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

POSITIONS SOUGHT

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R&R Opportunities Free Advertising

Radio & Records provides free (20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8450. Only free positions sought ads are accepted by e-mail to: kmumaw@rronline.com Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

R&R Opportunities Advertising

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Positions Sought: \$50/inch

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

RADIO & RECORDS 10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable sales tax) in the United States or \$695.00 overnight delivery (U.S. funds only). \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two R&R Directories issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher.

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POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067.

Marketplace

AIRCHECK

AUDIO & VIDEO AIRCHECKS

- **CURRENT #249.** WWZZ/Matthew Blades. Z100/Billy Hammond. KBZT/Rich Bro. Robbin. WCB5-FM/Bob Shannon. WJMO/Linda Energy. WROR/Loren & Wally. WJMN/Baltazar & Pebbles. WAGK/Debbie Caughon. cassette \$10.00
- **CURRENT #248.** WKTU/Bill Lee. KJMM/Tony Scott & Breakfast Crew. WPLJ/Scott & Todd. WBCN/Deke. KSLZ/AM J. & B.J. KRTH/Steve Jay. KCQB. WXYV. \$10.00
- **PERSONALITY PLUS #PP-157.** WYKS/Russ Parr & Olivia Fox. KIS/Rick Dees. WMC-FM/Ron, Steve & Karen. WBNX/John Lander. Cassette \$10.00
- **PERSONALITY PLUS #PP-156.** WROX/Jack & Bert. WYKS/Matt Siegal. KPNT/Jeff, Trish & Tom. WTJM/Jay Thomas. Cassette \$10.00
- **ALL COUNTRY #CY-104.** KMP5. WYCD. WSIX. WSM. WKDA. \$10.00
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- **PROFILE #S-431.** NEW YORK! CHR AC AOR Gold UC \$10.00
- **PROMO VAULT #PR-43.** promo samples - all formats. all market sizes. Cassette, \$12.50.
- **SWEEPER VAULT #SV-29.** Sweeper & Legal ID samples. all formats. Cassette, \$12.50.
- **#0-23 (Oldies).** • **#-27 (All Female).** • **CHN-28 (CHR NIGHTS).** • **#10-1 (RHV. OLDIES).** • **T-8 (TALK).** • **AMR-8 (ALT. ROCK)** at \$10.00 each.
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- **VIDEO #63.** DC's WMZO/Murphy & Cash. Cincy's WLW/Gary Burbank. NY's WKTU/Ralphie-Michelle-Gomba-Judy. Phx's KNIX/Tim & Wally. St. Louis' KJMM/Tony Scott. Baltimore's WPOC/Michael J. Fox. \$30

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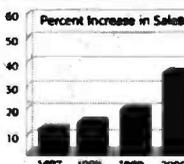
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CHR/POP

| LW | TW | ARTIST | SON | Label |
|----|----|-------------------------|---|-------|
| 4 | 1 | LENNY KRAVITZ | Again (Virgin) | |
| 5 | 2 | JENNIFER LOPEZ | Love Don't Cost A Thing (Epic) | |
| 3 | 3 | DREAM | He Loves U Not (Bad Boy/Arista) | |
| 1 | 4 | DESTINY'S CHILD | Independent Women Pt. 1 (Columbia) | |
| 2 | 5 | SHAGGY | It Wasn't Me (MCA) | |
| 6 | 6 | MATCHBOX TWENTY | If You're Gone (Lava/Atlantic) | |
| 8 | 7 | MADONNA | Don't Tell Me (Maverick/WB) | |
| 7 | 8 | MYA | Case Of The Ex (Whatcha... (University/Interscope) | |
| 9 | 9 | EVAN AND JARON | Crazy For This Girl (Columbia) | |
| 10 | 10 | CREED | With Arms Wide Open (Wind-up) | |
| 11 | 11 | 98 DEGREES | My Everything (Universal) | |
| 15 | 12 | K-CI & JOJO | Crazy (MCA) | |
| 14 | 13 | PINK | You Make Me Sick (LaFace/Arista) | |
| 12 | 14 | BBMAK | Still On Your Side (Hollywood) | |
| 20 | 15 | CRAZY TOWN | Butterfly (Columbia) | |
| 13 | 16 | 3 DOORS DOWN | Kryptonite (Republic/Universal) | |
| 25 | 17 | SHAGGY | Angel (MCA) | |
| 23 | 18 | OUTKAST | Ms. Jackson (LaFace/Arista) | |
| 19 | 19 | U2 | Beautiful Day (Interscope) | |
| 18 | 20 | 'N SYNC | This I Promise You (Jive) | |
| 28 | 21 | AEROSMITH | Jaded (Columbia) | |
| 31 | 22 | R. MARTIN F.C. AGUILERA | Nobody Wants To Be Lonely (Columbia) | |
| 27 | 23 | BACKSTREET BOYS | The Call (Jive) | |
| 30 | 24 | ATC | Around The World (La La La...) (Republic/Universal) | |
| 22 | 25 | NELLY E.I. | (Fo' Reel/Universal) | |
| 26 | 26 | FUEL | Hemorrhage (In My Hands) (Epic) | |
| 24 | 27 | O-TOWN | Liquid Dreams (J) | |
| 34 | 28 | DIDO | Thankyou (Arista) | |
| 32 | 29 | BON JOVI | Thank You For Loving Me (Island/IDJMG) | |
| 37 | 30 | 3LW | No More (Baby I'ma Do Right) (Epic) | |

#1 MOST ADDED

S CLUB 7 Never Had A Dream Come True (Interscope)

#1 MOST INCREASED PLAYS

SHAGGY Angel (MCA)

TOP 5 NEW & ACTIVE

SOULDECISION Ooh It's Kinda Crazy (MCA)

3 DOORS DOWN Loser (Republic/Universal)

LIMP BIZKIT Rollin' (Flip/Interscope)

THEY MIGHT BE GIANTS Boss Of Me (Restless)

S CLUB 7 Never Had A Dream Come True (Interscope)

CHR begins on Page 42.

AC

| LW | TW | ARTIST | SON | Label |
|----|----|------------------------------|--|-------|
| 1 | 1 | 'N SYNC | This I Promise You (Jive) | |
| 2 | 2 | BACKSTREET BOYS | Shape Of My Heart (Jive) | |
| 3 | 3 | FAITH HILL | The Way You Love Me (Warner Bros.) | |
| 4 | 4 | BBMAK | Back Here (Hollywood) | |
| 5 | 5 | HUEY LEWIS & GWYNETH PALTROW | Cruisin' (Hollywood) | |
| 8 | 6 | LEANN RIMES | I Need You (Sparrow/Curb/Capitol) | |
| 10 | 7 | LEE ANN WOMACK | I Hope You Dance (MCA/Universal) | |
| 6 | 8 | MARC ANTHONY | My Baby You (Columbia) | |
| 7 | 9 | DON HENLEY | Taking You Home (Warner Bros.) | |
| 9 | 10 | FAITH HILL | Breathe (Warner Bros.) | |
| 11 | 11 | MARC ANTHONY | You Sang To Me (Columbia) | |
| 12 | 12 | SAVAGE GARDEN | I Knew I Loved You (Columbia) | |
| 13 | 13 | LONESTAR | Amazed (BNA) | |
| 15 | 14 | MATCHBOX TWENTY | If You're Gone (Lava/Atlantic) | |
| 14 | 15 | CELINE DION | That's The Way It Is (Epic) | |
| 17 | 16 | CHRISTINA AGUILERA | I Turn To You (RCA) | |
| 18 | 17 | CORRS | Breathless (143/Lava/Atlantic) | |
| 19 | 18 | BRIAN MCKNIGHT | Back At One (Motown/Universal) | |
| 16 | 19 | NATALIE COLE | Angel On My Shoulder (Elektra/EEG) | |
| 21 | 20 | SADE | By Your Side (Epic) | |
| 25 | 21 | BON JOVI | Thank You For Loving Me (Island/IDJMG) | |
| 22 | 22 | TONI BRAXTON | Spanish Guitar (LaFace/Arista) | |
| 23 | 23 | DON HENLEY | Everything Is Different Now (Warner Bros.) | |
| 24 | 24 | SEAL | This Could Be Heaven (London Sire) | |
| — | 25 | ROD STEWART | I Can't Deny It (Atlantic) | |
| — | 26 | R. MARTIN F.C. AGUILERA | Nobody Wants To Be Lonely (Columbia) | |
| 27 | 27 | LARA FABIAN | Love By Grace (Columbia) | |
| — | 28 | GLORIA ESTEFAN | You Can't Walk Away From Love (Epic) | |
| — | 29 | DAVID GRAY | Babylon (ATO/RCA) | |
| 28 | 30 | STING | My Funny Friend And Me (Hollywood) | |

#1 MOST ADDED

RICKY MARTIN F.C. AGUILERA Nobody Wants To Be Lonely (Columbia)

#1 MOST INCREASED PLAYS

ROD STEWART I Can't Deny It (Atlantic)

TOP 5 NEW & ACTIVE

ENYA Only Time (Reprise)

EVAN AND JARON Crazy For This Girl (Columbia)

JENNIFER DAY Completely (BNA)

ELTON JOHN W/MARY J. BLIGE I Guess That's Why They... (Universal)

98 DEGREES My Everything (Universal)

AC begins on Page 85.

CHR/RHYTHMIC

| LW | TW | ARTIST | SON | Label |
|----|----|---------------------------|---|-------|
| 1 | 1 | OUTKAST | Ms. Jackson (LaFace/Arista) | |
| 3 | 2 | JARULE F/L/L' MO AND VITA | Put It... (Murder Inc./Def Jam/IDJMG) | |
| 4 | 3 | SHAGGY | Angel (MCA) | |
| 2 | 4 | K-CI & JOJO | Crazy (MCA) | |
| 7 | 5 | JENNIFER LOPEZ | Love Don't Cost A Thing (Epic) | |
| 5 | 6 | JAY-Z | I Just Wanna Love U... (Roc-A-Fella/IDJMG) | |
| 9 | 7 | MYSTIKAL F/NIVEA | Danger (Been So Long) (Jive) | |
| 6 | 8 | SHAGGY | It Wasn't Me (MCA) | |
| 10 | 9 | LUDACRIS | What's Your Fantasy (Def Jam South/IDJMG) | |
| 13 | 10 | JOE F/MYSTIKAL | Stutter (Jive) | |
| 8 | 11 | DESTINY'S CHILD | Independent Women Pt. 1 (Columbia) | |
| 12 | 12 | DREAM | He Loves U Not (Bad Boy/Arista) | |
| 14 | 13 | MYA | Free (Ruffination/WB/University/Interscope) | |
| 15 | 14 | 3LW | No More (Baby I'ma Do Right) (Epic) | |
| 20 | 15 | NELLY | Ride Wit Me (Fo' Reel/Universal) | |
| 11 | 16 | LIL BOW WOW | Bow Wow (That's My Name) (So So Def/Columbia) | |
| 18 | 17 | CASH MONEY MILLIONAIRES | Project Chick (Cash Money/Universal) | |
| 17 | 18 | PINK | You Make Me Sick (LaFace/Arista) | |
| 22 | 19 | JAGGED EDGE | Promise (So So Def/Columbia) | |
| 16 | 20 | R. KELLY | I Wish (Jive) | |
| 19 | 21 | JARULE F.C. MILIAN | Between Me... (Murder Inc./Def Jam/IDJMG) | |
| 21 | 22 | NELLY E.I. | (Fo' Reel/Universal) | |
| 26 | 23 | LUDACRIS | Southern Hospitality (Def Jam South/IDJMG) | |
| 24 | 24 | SNOOP DOGG | Snoop Dogg (No Limit/Priority) | |
| 23 | 25 | XZIBIT X | (Loud/Columbia) | |
| 32 | 26 | MONICA | Just Another Girl (Epic) | |
| 25 | 27 | 112 | It's Over Now (Bad Boy/Arista) | |
| 48 | 28 | EVE | Who's That Girl (Ruff Ryders/Interscope) | |
| 29 | 29 | OUTSIDERZ | 4 LIFE Not Enough (BlackGround/Virgin) | |
| 30 | 30 | MODJO | Lady (Hear Me Tonight) (Barclay/MCA) | |

#1 MOST ADDED

BLACK EYED PEAS Request Line (Interscope)

#1 MOST INCREASED PLAYS

EVE Who's That Girl (Ruff Ryders/Interscope)

TOP 5 NEW & ACTIVE

TAMIA Stranger In My House (Elektra/EEG)

LUCY PEARL YOU (Pookie/Beyond/Hollywood)

DAVE HOLLISTER One Woman Man (Def Squad/DreamWorks)

BIG MDE Barre Baby (Wreckshop)

ATC Around The World (La La La...) (Republic/Universal)

CHR begins on Page 42.

HOT AC

| LW | TW | ARTIST | SON | Label |
|----|----|---------------------|--|-------|
| 1 | 1 | MATCHBOX TWENTY | If You're Gone (Lava/Atlantic) | |
| 2 | 2 | LENNY KRAVITZ | Again (Virgin) | |
| 3 | 3 | CREED | With Arms Wide Open (Wind-up) | |
| 4 | 4 | EVAN AND JARON | Crazy For This Girl (Columbia) | |
| 5 | 5 | DIDO | Thankyou (Arista) | |
| 5 | 6 | BARENAKED LADIES | Pinch Me (Reprise) | |
| 7 | 7 | U2 | Beautiful Day (Interscope) | |
| 9 | 8 | CORRS | Breathless (143/Lava/Atlantic) | |
| 11 | 9 | DAVID GRAY | Babylon (ATO/RCA) | |
| 10 | 10 | FAITH HILL | The Way You Love Me (Warner Bros.) | |
| 8 | 11 | 3 DOORS DOWN | Kryptonite (Republic/Universal) | |
| 14 | 12 | MADONNA | Don't Tell Me (Maverick/WB) | |
| 12 | 13 | VERTICAL HORIZON | You're A God (RCA) | |
| 13 | 14 | MATCHBOX TWENTY | Bent (Lava/Atlantic) | |
| 15 | 15 | EVERCLEAR | Wonderful (Capitol) | |
| 18 | 16 | NELLY FURTADO | I'm Like A Bird (DreamWorks) | |
| 16 | 17 | DEXTER FREEBISH | Leaving Town (Capitol) | |
| 19 | 18 | VERTICAL HORIZON | Everything You Want (RCA) | |
| 17 | 19 | EVERCLEAR | AM Radio (Capitol) | |
| 21 | 20 | VERTICAL HORIZON | Best I Ever Had (Grey Sky...) (RCA) | |
| — | 21 | AEROSMITH | Jaded (Columbia) | |
| 30 | 22 | BARENAKED LADIES | Too Little Too Late (Reprise) | |
| 23 | 23 | DAVE MATTHEWS BAND | I Did It (RCA) | |
| 24 | 24 | BON JOVI | Thank You For Loving Me (Island/IDJMG) | |
| 25 | 25 | 'N SYNC | This I Promise You (Jive) | |
| 26 | 26 | FUEL | Hemorrhage (In My Hands) (Epic) | |
| 27 | 27 | MOBY F/GWEN STEFANI | Southside (V2) | |
| — | 28 | LEE ANN WOMACK | I Hope You Dance (MCA/Universal) | |
| 22 | 29 | SHAWN MULLINS | Everywhere I Go (Columbia) | |
| 28 | 30 | BACKSTREET BOYS | Shape Of My Heart (Jive) | |

#1 MOST ADDED

COLDPLAY Yellow (Network/Capitol)

#1 MOST INCREASED PLAYS

AEROSMITH Jaded (Columbia)

TOP 5 NEW & ACTIVE

FIVE FOR FIGHTING Easy Tonight (Aware/Columbia)

JOSH JOPLIN GROUP Camera One (Artemis)

SEMISONIC Chemistry (MCA)

DELERIUM F/SARAH MCLACHLAN Silence (Network)

UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic)

AC begins on Page 85.

URBAN

| LW | TW | ARTIST | SON | Label |
|----|----|---------------------------|---|-------|
| 1 | 1 | JAGGED EDGE | Promise (So So Def/Columbia) | |
| 2 | 2 | MYSTIKAL F/NIVEA | Danger (Been So Long) (Jive) | |
| 3 | 3 | JARULE F/L/L' MO AND VITA | Put It... (Murder Inc./Def Jam/IDJMG) | |
| 5 | 4 | JOE F/MYSTIKAL | Stutter (Jive) | |
| 6 | 5 | SHAGGY | It Wasn't Me (MCA) | |
| 4 | 6 | DAVE HOLLISTER | One Woman Man (Def Squad/DreamWorks) | |
| 7 | 7 | TAMIA | Stranger In My House (Elektra/EEG) | |
| 10 | 8 | 112 | It's Over Now (Bad Boy/Arista) | |
| 9 | 9 | JAY-Z | I Just Wanna Love U... (Roc-A-Fella/IDJMG) | |
| 8 | 10 | OUTKAST | Ms. Jackson (LaFace/Arista) | |
| 15 | 11 | JAHEIM | Could It Be (Divine Mill/WB) | |
| 12 | 12 | CARL THOMAS | Emotional (Bad Boy/Arista) | |
| 11 | 13 | AVANT | My First Love (Magic Johnson/MCA) | |
| 26 | 14 | LUDACRIS | Southern Hospitality (Def Jam South/IDJMG) | |
| 17 | 15 | TANK | Maybe I Deserve (BlackGround) | |
| 14 | 16 | MUSIQ | Just Friends (Sunny) (Def Soul/IDJMG) | |
| 20 | 17 | KOFFEE BROWN | After Party (Arista) | |
| 18 | 18 | JILL SCOTT | A Long Walk (Hidden Beach/Epic) | |
| 13 | 19 | LIL BOW WOW | Bow Wow (That's My Name) (So So Def/Columbia) | |
| 23 | 20 | MEMPHIS BLEEK | Is That Your Chick (Roc-A-Fella/IDJMG) | |
| 22 | 21 | MR. C THE SLIDE MAN | Cha-Cha Slide (Universal) | |
| 27 | 22 | SNOOP DOGG | Snoop Dogg (No Limit/Priority) | |
| 19 | 23 | 3LW | No More (Baby I'ma Do Right) (Epic) | |
| 24 | 24 | ERYKAH BADU | Didn't Cha Know (Motown) | |
| 16 | 25 | R. KELLY | I Wish (Jive) | |
| 21 | 26 | CASH MONEY MILLIONAIRES | Project Chick (Cash Money/Universal) | |
| 35 | 27 | JON B | Don't Talk (Edmonds/Epic) | |
| 25 | 28 | DESTINY'S CHILD | Independent Women Pt. 1 (Columbia) | |
| 38 | 29 | PROJECT PAT | Chickenhead (Hypnotize Minds/Loud/Columbia) | |
| 32 | 30 | MASTER P | Bout Dat (No Limit/Priority) | |

#1 MOST ADDED

PUBLIC ANNOUNCEMENT Man Ain't Suppose To Cry (RCA)

#1 MOST INCREASED PLAYS

CASE Missing You (Def Soul/IDJMG)

TOP 5 NEW & ACTIVE

EIGHTBALL & MJG Pimp Hard (Independent)

PHILLY'S MOST WANTED Cross The Border (Atlantic)

DLIVIA B'ounce (J)

LIL' ZANE None Tonight (Worldwide/Priority)

CHANTE' MDDRE Bitter (Sias/MCA)

URBAN begins on Page 88.

ROCK

| LW | TW | ARTIST | SON | Label |
|----|----|--------------------------------|--|-------|
| 3 | 1 | AEROSMITH | Jaded (Columbia) | |
| 1 | 2 | FUEL | Hemorrhage (In My Hands) (Epic) | |
| 2 | 3 | 3 DOORS DOWN | Loser (Republic/Universal) | |
| 5 | 4 | GODSMACK | Awake (Republic/Universal) | |
| 6 | 5 | SAMMY HAGAR | Let Salty Drive (Cabo Wabo/Beyond) | |
| 4 | 6 | CREED | Are You Ready (Wind-up) | |
| 7 | 7 | LIFEHOUSE | Hanging By A Moment (DreamWorks) | |
| 12 | 8 | TANTRIC | Breakdown (Maverick) | |
| 10 | 9 | 3 DOORS DOWN | Duck And Run (Republic/Universal) | |
| 15 | 10 | INCUBUS | Drive (Immortal/Epic) | |
| 9 | 11 | PRIMUS W/OZZY N.I.B. | (Divine/Priority) | |
| 11 | 12 | DUST FOR LIFE | Step Into The Light (Wind-up) | |
| 13 | 13 | LINKIN PARK | One Step Closer (Warner Bros.) | |
| 17 | 14 | DAVE MATTHEWS BAND | I Did It (RCA) | |
| 8 | 15 | COLLECTIVE SOUL | Why Pt. 2 (Atlantic) | |
| 16 | 16 | STRAIT UP/AJON OF SEVENDUST | Angel's Son (Immortal/Virgin) | |
| 21 | 17 | U2 | Walk On (Interscope) | |
| 18 | 18 | METALLICA | I Disappear (Hollywood) | |
| 20 | 19 | NICKELBACK | Old Enough (Roadrunner) | |
| 14 | 20 | EVERCLEAR | When It All Goes Wrong Again (Capitol) | |
| 24 | 21 | GEDDY LEE | Grace To Grace (Atlantic) | |
| 22 | 22 | GREEN DAY | Warning (Reprise) | |
| 23 | 23 | A. LEWIS OF STAINED W/F. DURST | Outside (Flawless/Geffen/Interscope) | |
| 27 | 24 | DIFFUSER | Karma (Hollywood) | |
| 43 | 25 | FUEL | Innocent (Epic) | |
| 26 | 26 | ISLE OF Q | Bag Of Tricks (Universal) | |
| 29 | 27 | UNION UNDERGROUND | Killing The Fly (Portrait/Columbia) | |
| 40 | 28 | COLLECTIVE SOUL | Vent (Atlantic) | |
| 28 | 29 | U2 | Beautiful Day (Interscope) | |
| 32 | 30 | CREED | Riders On The Storm (Elektra/EEG) | |

#1 MOST ADDED

OLEANDER Are You There? (Republic/Universal)

#1 MOST INCREASED PLAYS

FUEL Innocent (Epic)

TOP 5 NEW & ACTIVE

AT THE DRIVE-IN One Armed Scissor (Grand Royal/Virgin)

VAST I Don't Have Anything (Elektra/EEG)

DEFTONES Digital Bath (Maverick)

OLEANDER Are You There? (Republic/Universal)

SKRAPE Waste (RCA)

ROCK begins on Page 101.

National Airplay Overview February 2, 2001

URBAN AC

| LW | TW | |
|----|----|---|
| 1 | 1 | AVANT My First Love (Magic Johnson/MCA) |
| 2 | 2 | DAVE HOLLISTER One Woman Man (Def Squad/DreamWorks) |
| 4 | 3 | TAMIA Stranger In My House (Elektra/EEG) |
| 2 | 4 | CARL THOMAS Emotional (Bad Boy/Arista) |
| 5 | 5 | BABYFACE Reason For Breathing (Arista/Epic) |
| 6 | 6 | SADE By Your Side (Epic) |
| 11 | 7 | PRU Candles (Capitol) |
| 10 | 8 | MUSIQ Just Friends (Sunny) (Def Soul/IDJMG) |
| 7 | 9 | R. KELLY I Wish (Jive) |
| 12 | 10 | ERYKAH BADU Didn't Cha Know (Motown) |
| 8 | 11 | CHARLIE WILSON Without You (Major Hits) |
| 9 | 12 | YOLANDA ADAMS Open My Heart (Elektra/EEG) |
| 13 | 13 | BOYZ II MEN Thank You In Advance (Universal) |
| 16 | 14 | JILL SCOTT A Long Walk (Hidden Beach/Epic) |
| 15 | 15 | RACHELLE FERRELL I Forgive You (Capitol) |
| 14 | 16 | JOE F/MYSTIKAL Stutter (Jive) |
| 17 | 17 | JESSE POWELL If I (Silas/MCA) |
| 19 | 18 | KELLY PRICE You Should've Told Me (T-Neck/Def Soul/IDJMG) |
| 20 | 19 | SISQO Incomplete (Dragon/Def Soul/IDJMG) |
| 18 | 20 | JILL SCOTT Gettin' In The Way (Hidden Beach/Epic) |
| 28 | 21 | JAHEIM Could It Be (Divine Mill/WB) |
| 27 | 22 | JAGGED EDGE Promise (So So Def/Columbia) |
| 23 | 23 | SPOOKS Sweet Revenge (Antra/Artemis) |
| 21 | 24 | INCOGNITO F/MAYSA Change (Talkin Loud/Blue Thumb/VMG) |
| 24 | 25 | JAMIE HAWKINS Lost My Mind (Monami/EEG) |
| 26 | 26 | DAMITA Won't Be Afraid (Atlantic) |
| 22 | 27 | WYCLEF JEAN F/MARY J. BLIGE 911 (Ruffhouse/Columbia) |
| 29 | 28 | TANK Maybe I Deserve (BlackGround) |
| — | 29 | MAXWELL Get To Know Ya (Columbia) |
| — | 30 | MR. C THE SLIDE MAN Cha-Cha Slide (Universal) |

#1 MOST ADDED

GLADYS KNIGHT If I Were Your Woman II (MCA)

#1 MOST INCREASED PLAYS

TAMIA Stranger In My House (Elektra/EEG)

TOP 5 NEW & ACTIVE

BEBE WINANS Tonight, Tonight (Motown)
YOLANDA ADAMS I Believe I Can Fly (Elektra/EEG)
BRENT JONES & T.P. MOBB Good Time (Holy Roller)
CHANTE' MOORE Bitter (Silas/MCA)
GLADYS KNIGHT If I Were Your Woman II (MCA)

URBAN begins on Page 58.

ACTIVE ROCK

| LW | TW | |
|----|----|---|
| 1 | 1 | GOODSMACK Awake (Republic/Universal) |
| 2 | 2 | LINKIN PARK One Step Closer (Warner Bros.) |
| 3 | 3 | A. LEWIS OF STAIN'D W.F. DURST Outside (Flawless/Geffen/Interscope) |
| 4 | 4 | FUEL Hemorrhage (In My Hands) (Epic) |
| 6 | 5 | INCUBUS Drive (Immortal/Epic) |
| 7 | 6 | STRAIT UP FLAJON OF SEVENOUST Angel's Son (Immortal/Virgin) |
| 5 | 7 | LIMP BIZKIT Rollin' (Flip/Interscope) |
| 13 | 8 | AEROSMITH Jaded (Columbia) |
| 12 | 9 | 3 DOORS DOWN Duck And Run (Republic/Universal) |
| 9 | 10 | TANTRIC Breakdown (Maverick) |
| 8 | 11 | 3 DOORS DOWN Loser (Republic/Universal) |
| 10 | 12 | LIFEHOUSE Hanging By A Moment (DreamWorks) |
| 11 | 13 | DISTURBED Voices (Giant/Reprise) |
| 10 | 14 | RAGE AGAINST THE MACHINE Renegades Of Funk (Epic) |
| 20 | 15 | UNION UNDERGROUND Killing The Fly (Portrait/Columbia) |
| 16 | 16 | DISTURBED Stupify (Giant/Reprise) |
| 21 | 17 | DIFFUSER Karma (Hollywood) |
| 19 | 18 | NICKELBACK Old Enough (Roadrunner) |
| 18 | 19 | PRIMUS W/OZZY N.I.B. (Divine/Priority) |
| 17 | 20 | PAPA ROACH Broken Home (DreamWorks) |
| 14 | 21 | EVERCLEAR When It All Goes Wrong Again (Capitol) |
| 26 | 22 | GREEN DAY Warning (Reprise) |
| 22 | 23 | OUST FOR LIFE Step Into The Light (Wind-up) |
| 35 | 24 | FUEL Innocent (Epic) |
| 28 | 25 | CRAZY TOWN Butterfly (Columbia) |
| 23 | 26 | A PERFECT CIRCLE 3 Libras (Virgin) |
| 37 | 27 | OFFSPRING Want You Bad (Columbia) |
| 33 | 28 | NOTHINGFACE Bleeder (TVT) |
| 25 | 29 | OFFSPRING Original Prankster (Columbia) |
| 44 | 30 | SPINESHANK New Disease (Roadrunner) |

#1 MOST ADDED

DLEANDER Are You There? (Republic/Universal)

#1 MOST INCREASED PLAYS

FUEL Innocent (Epic)

TOP 5 NEW & ACTIVE

(HED) PLANET EARTH Killing Time (Volcano/Jive)
DLEANDER Are You There? (Republic/Universal)
GEDDY LEE Grace To Grace (Atlantic)
SYSTEM OF A DOWN Metro (DVB/Columbia)
ALIEN ANT FARM Movies (DreamWorks)

ROCK begins on Page 101.

COUNTRY

| LW | TW | |
|----|----|--|
| 2 | 1 | LONESTAR Tell Her (BNA) |
| 5 | 2 | JAMIE O'NEAL There Is No Arizona (Mercury) |
| 3 | 3 | JO OEE MESSINA Burn (Curb) |
| 9 | 4 | KEITH URBAN But For The Grace Of God (Capitol) |
| 8 | 5 | TOBY KEITH You Shouldn't Kiss Me Like... (DreamWorks) |
| 6 | 6 | LEE ANN WOMACK Ashes By Now (MCA) |
| 1 | 7 | DIXIE CHICKS Without You (Monument) |
| 10 | 8 | GARTH BROOKS Wild Horses (Capitol) |
| 7 | 9 | SARA EVANS Born To Fly (RCA) |
| 12 | 10 | DIAMOND RIO One More Day (Arista) |
| 11 | 11 | RASCAL FLATTS This Everyday Love (Lyric Street) |
| 14 | 12 | JESSICA ANDREWS Who I Am (DreamWorks) |
| 13 | 13 | DARRYL WORLEY A Good Day To Run (DreamWorks) |
| 17 | 14 | FAITH HILL If My Heart Had Wings (Warner Bros.) |
| 15 | 15 | ALABAMA When It All Goes South (RCA) |
| 18 | 16 | SHEDDISY Lucky 4 You (Tonight I'm...) (Lyric Street) |
| 16 | 17 | GEORGE STRAIT Don't Make Me Come Over There (MCA) |
| 19 | 18 | ANDY GRIGGS You Made Me That Way (RCA) |
| 21 | 19 | WARREN BROTHERS Move On (BNA) |
| 22 | 20 | TIM RUSHLOW She Misses Him (Atlantic) |
| 24 | 21 | MARTINA MCBRIDE It's My Time (RCA) |
| 23 | 22 | CAROLYN DAWN JOHNSON Georgia (Arista) |
| 26 | 23 | TRICK PONY Pour Me (H2E/WB) |
| 20 | 24 | CLARK FAMILY EXPERIENCE (Meanwhile) Back At... (Curb) |
| 25 | 25 | DWIGHT YOAKAM What Do You Know About Love (Reprise/WB) |
| 27 | 26 | TAVIS TRITT It's A Great Day To Be Alive (Columbia) |
| 28 | 27 | PAM TILLIS Please (Arista) |
| 30 | 28 | GARY ALLAN Right Where I Need To Be (MCA) |
| 31 | 29 | ERIC HEATHERLY Wrong Five O'Clock (Mercury) |
| 29 | 30 | BILLY GILMAN Oklahoma (Epic) |

#1 MOST ADDED

KENNY CHESNEY Don't Happen Twice (BNA)

#1 MOST INCREASED PLAYS

FAITH HILL If My Heart Had Wings (Warner Bros.)

TOP 5 NEW & ACTIVE

JOLIE & THE WANTED Boom (DreamWorks)
LORRIE MORGAN & SAMMY KERSHAW He Drinks Tequila (RCA)
SONS OF THE DESERT What I Did Right (MCA)
TERRI CLARK No Fear (Mercury)
NEAL MCCOY Beatin' It In (Giant)

COUNTRY begins on Page 71.

ALTERNATIVE

| LW | TW | |
|----|----|---|
| 1 | 1 | LIFEHOUSE Hanging By A Moment (DreamWorks) |
| 3 | 2 | CRAZY TOWN Butterfly (Columbia) |
| 2 | 3 | INCUBUS Drive (Immortal/Epic) |
| 6 | 4 | A. LEWIS OF STAIN'D W.F. DURST Outside (Flawless/Geffen/Interscope) |
| 7 | 5 | LINKIN PARK One Step Closer (Warner Bros.) |
| 8 | 6 | COLDPLAY Yellow (Nettwerk/Capitol) |
| 4 | 7 | GREEN DAY Warning (Reprise) |
| 9 | 8 | MOBY F/GWEN STEFANI Southside (V2) |
| 5 | 9 | FUEL Hemorrhage (In My Hands) (Epic) |
| 11 | 10 | DAVE MATTHEWS BAND I Did It (RCA) |
| 10 | 11 | RAGE AGAINST THE MACHINE Renegades Of Funk (Epic) |
| 16 | 12 | OFFSPRING Want You Bad (Columbia) |
| 12 | 13 | 3 DOORS DOWN Loser (Republic/Universal) |
| 13 | 14 | GOODSMACK Awake (Republic/Universal) |
| 17 | 15 | U2 Walk On (Interscope) |
| 14 | 16 | LIMP BIZKIT Rollin' (Flip/Interscope) |
| 15 | 17 | STRAIT UP FLAJON OF SEVENOUST Angel's Son (Immortal/Virgin) |
| 19 | 18 | DISTURBED Voices (Giant/Reprise) |
| 18 | 19 | NICKELBACK Breathe (Roadrunner) |
| 29 | 20 | 3 DOORS DOWN Duck And Run (Republic/Universal) |
| 30 | 21 | DEFTONES Digital Bath (Maverick) |
| 33 | 22 | FUEL Innocent (Epic) |
| 23 | 23 | DIFFUSER Karma (Hollywood) |
| 28 | 24 | EVERLAST I Can't Move (Tommy Boy) |
| 22 | 25 | A PERFECT CIRCLE 3 Libras (Virgin) |
| 20 | 26 | BLINK-182 Man Overboard (MCA) |
| 24 | 27 | U2 Beautiful Day (Interscope) |
| 21 | 28 | PAPA ROACH Broken Home (DreamWorks) |
| 31 | 29 | LENNY KRAVITZ Again (Virgin) |
| 32 | 30 | AT THE DRIVE-IN One Armed Scissor (Grand Royal/Virgin) |

#1 MOST ADDED

DLEANDER Are You There? (Republic/Universal)

#1 MOST INCREASED PLAYS

FUEL Innocent (Epic)

TOP 5 NEW & ACTIVE

BARENAKED LADIES Too Little Too Late (Reprise)
BT Shame (Nettwerk/Reprise)
SMASHING PUMPKINS Untitled (Independent)
A PERFECT CIRCLE The Hollow (Virgin)
DLEANDER Are You There? (Republic/Universal)

ALTERNATIVE begins on Page 110.

NAC/SMOOTH JAZZ

| LW | TW | |
|----|----|--|
| 2 | 1 | BONA FIOE X-Ray Hip (N-Coded) |
| 5 | 2 | GEORGE BENSON Medicine Man (GRP/VMG) |
| 1 | 3 | BONEY JAMES & RICK BRAUN R.S.V.P. (Warner Bros.) |
| 4 | 4 | GROVER WASHINGTON JR. Chameleon (Telarc) |
| 3 | 5 | CHIEMI MINUCCI My Girl Sunday (Shanachie) |
| 6 | 6 | JEFF GOLUB Drop Top (GRP/VMG) |
| 7 | 7 | KIRK WHALUM Now Til Forever (Warner Bros.) |
| 8 | 8 | SADE By Your Side (Epic) |
| 15 | 9 | RICHARD ELLIOT Who? (Blue Note) |
| 10 | 10 | STING She Walks This Earth (Telarc) |
| 14 | 11 | BETTE MIDLER Love TKO (Warner Bros.) |
| 18 | 12 | DAVE KOZ Love Is On The Way (Capitol) |
| 11 | 13 | JEFF KASHIWA Hyde Park... (Native Language) |
| 13 | 14 | CHUCK LOEB Blue Kiss (Shanachie) |
| 9 | 15 | WALTER BEASLEY Comin' At Cha (Shanachie) |
| 16 | 16 | RONNIE LAWS Old Days/Old Ways (HDH) |
| 17 | 17 | KIM WATERS In The Groove (Shanachie) |
| 18 | 18 | JOE MCBRIDE Texas Rhythm Club (Heads Up) |
| 12 | 19 | BRIAN BROMBERG Relentless (Native Language) |
| 21 | 20 | JONATHAN BUTLER Forever Tonight (N-Coded) |
| 23 | 21 | GREGG KARUKAS Chasing The Wind (N-Coded) |
| 22 | 22 | JAZZMASTERS Shine (Hardcastle/Trippin' N' Rhythm) |
| 25 | 23 | YULARA Flyin' High (Higher Octave) |
| 24 | 24 | JOYCE COOLING Coasting (Heads Up) |
| 30 | 25 | RIPPINGTONS Caribbean Breeze (Peak/Concord) |
| 28 | 26 | GARDEN PARTY Rikki Don't Lose That Number (Samson) |
| 27 | 27 | BRENDARUSSELL You Can't Hide Your Heart... (Hidden Beach/Epic) |
| 26 | 28 | ERIC ESSIX Rainy Night In Georgia (Zebra) |
| — | 29 | TIM BOWMAN Smile (Insync) |
| 29 | 30 | NATALIE COLE Angel On My Shoulder (Elektra/EEG) |

#1 MOST ADDED

RICK BRAUN Kisses In The Rain (Warner Bros.)

#1 MOST INCREASED PLAYS

RIPPINGTONS Caribbean Breeze (Peak/Concord)

TOP 5 NEW & ACTIVE

EUGE GROOVE Romeo & Juliet (Warner Bros.)
JIM BRICKMAN Glory (Windham Hill)
FOURPLAY Double Trouble (Warner Bros.)
INCOGNITO F/MAYSA Change (Talkin Loud/Blue Thumb/VMG)
VARIOUS ARTISTS Don't Get Around Much Anymore (Shanachie)

NAC begins on Page 96.

ADULT ALTERNATIVE

| LW | TW | |
|----|----|---|
| 1 | 1 | DAVE MATTHEWS BAND I Did It (RCA) |
| 3 | 2 | JOSH JOPLIN GROUP Camera One (Artemis) |
| 4 | 3 | U2 Walk On (Interscope) |
| 2 | 4 | FIVE FOR FIGHTING Easy Tonight (Aware/Columbia) |
| 6 | 5 | TRACY CHAPMAN It's OK (Elektra/EEG) |
| 11 | 6 | DAVID GRAY Babylon (ATO/RCA) |
| 7 | 7 | LENNY KRAVITZ Again (Virgin) |
| 5 | 8 | DIDO Thankyou (Arista) |
| 10 | 9 | GREEN DAY Warning (Reprise) |
| 9 | 10 | U2 Beautiful Day (Interscope) |
| 13 | 11 | COLDPLAY Yellow (Nettwerk/Capitol) |
| 12 | 12 | PAT MCGEE BAND Rebecca (Giant/WB) |
| 14 | 13 | JOAN OSBORNE Running Out Of Time (Interscope) |
| 8 | 14 | MATCHBOX TWENTY If You're Gone (Lava/Antic) |
| 17 | 15 | MARK KNOPFLER What It Is (Warner Bros.) |
| 19 | 16 | DAVID GRAY Please Forgive Me (ATO/RCA) |
| 27 | 17 | BARENAKED LADIES Too Little Too Late (Reprise) |
| 21 | 18 | SEMISONIC Chemistry (MCA) |
| 15 | 19 | COLLECTIVE SOUL Perfect Day (Atlantic) |
| — | 20 | SHAWN COLVIN Whole New You (Columbia) |
| 18 | 21 | MOBY F/GWEN STEFANI Southside (V2) |
| 23 | 22 | CREED With Arms Wide Open (Wind-up) |
| — | 23 | WALLFLOWERS Letters From The Wasteland (Interscope) |
| 16 | 24 | SHAWN MULLINS Everywhere I Go (Columbia) |
| 24 | 25 | EVERLAST I Can't Move (Tommy Boy) |
| 20 | 26 | WALLFLOWERS Sleepwalker (Interscope) |
| — | 27 | JONATHA BROOKE Linger (Bad Dog) |
| — | 28 | STEVE EARLE Everyone's In Love With You (E-Squared/Artemis) |
| 25 | 29 | DANDY WARHOLS Bohemian Like You (Capitol) |
| 29 | 30 | LIFEHOUSE Hanging By A Moment (DreamWorks) |

#1 MOST ADDED

TRAIN Drops Of Jupiter (Tell Me) (Aware/Columbia)

#1 MOST INCREASED PLAYS

SHAWN COLVIN Whole New You (Columbia)

TOP 5 NEW & ACTIVE

JEB LOY NICHOLS Heaven Right Here (Rykodisc)
JOE JACKSON Stranger Than You (Sony Classical)
JIMMY SMITH Only In It For The Money (Blue Thumb/VMG)
AMY CORREIA Life Is Beautiful (Capitol)
STEELY DAN What A Shame About Me (Giant/Reprise)

ADULT ALTERNATIVE begins on Page 119.

Publisher's Profile

By Erica Farber



WAYNE BROWN

VP & Regional Manager, Radio One

the very best talent. Recruitment is very important to me. As an industry, we've never done a great job of recruiting good people to our business. From that standpoint, my goal is to try to make sure that I have the very best talent in the markets I represent."

Biggest challenges: "Time. You want to be hands-on and involved, but there's just so much stuff going on, whether it's conference calls, promotion meetings or sales meetings. For me, the learning curve is right up in the air. I firmly believe that everyone is going to work harder if they see me getting more involved. They'll feed off seeing me in a leadership role — coming in earlier in the morning, working on the weekends. I've come to the realization that it's not just a job anymore, it's a lifestyle. I'm always thinking of things that help the company overall, whether it's in this market or a different market. You want to stay focused, but at the same time you want to make sure that you're always delivering and helping out in other areas."

On being Chairman of the RAB 2001 Planning Committee: "It was truly a dilemma when I was asked by Wayne Cornils, right before he passed, to take on this role as chair. I wasn't sure if it was the right timing, because I was about to enter a new position and relocate, but I was assured by Wayne and Gary Fries that I could handle it and that they wanted me on board. I consulted with Alfred Liggins and Mary Catherine Snead, and they felt it would be a great opportunity. I've been heavily involved with the RAB for quite some time and wanted to make sure I could devote the proper amount of time to it. It's been a pleasure. The RAB staff is great, and we're really looking forward to a great turnout in Dallas."

Thoughts on this year's conference: "We talk about making it bigger, better, stronger, faster. We still have to put an emphasis on finding good talent and working smarter. As we go into these meetings, sales will always be an obstacle in terms of how we grow business. Especially in the first quarter, most of the country is going to be looking at billing that's down compared to last year. Some markets may be doing better than others, but the year's starting off softer than anybody imagined across all formats and all markets."

"You really get a chance to see how good you are when the economy is down. No one is expecting any less of us because the economy is down. One of the things I learned from Mel Karmazin is that if a recession takes place, we'll just choose not to participate. The bottom line is that you still have to go out there and make things happen, whether it's nontraditional revenue, making more sales calls or making sure the people out there are delivering even more of their time to make it happen for you."

What he looks for in salespeople: "First, how much courage they have. It takes a lot of courage to be a salesperson, when you think about the daily calls, the resistance and being able to go out there and do it day in and day out. You look for someone with high stamina who can get it done. But more than anything else, you look for people who can focus on a person's business and have a passion for helping that business grow — that's something unique. They may look the part, but it's really someone who can identify someone's business and look at the match with their station and say, 'I can help this person's business grow.' When someone has those instincts, that's what I look at more than anything else."

State of radio: "I think it's on an upswing. Right now we're taking about 8%. That was a big milestone. We left a lot on the table. Part of that goes back to not having enough good or well-trained salespeople. When you think about how well radio works and how well

people respond to our industry, why shouldn't more people be using radio?"

Something about his company that might surprise our readers: "It's been played up a lot that we are a bright, young company. Alfred is very hands-on, and he's smart enough to build a great team. But the biggest thing is staying power. We're in it for the long haul. Radio One is the largest African American-owned broadcasting company, radio or television. That says a lot. People don't realize how much opportunity we give young talent to get into this business. This business was built through giving people the opportunity to get in and have a chance. We've had jocks on our stations who are now major stars with record labels. There is an entrepreneurial spirit here."

On having a scholarship set up in his name: "Neither of my parents had the opportunity to go to college. I was fortunate enough to be able to study at Syracuse. It's an ongoing endowment that starts at \$25,000 that benefits minority students. When I was working at CBS, they had matching grant funds. When I can find the time, I want to do my own capital campaign to grow the endowment I already have."

Most influential individual: "The two people who got me out of New York, Barry Mayo and Lee Simonson. It took vision to leave New York and CBS after 13 years. They were the ones who not only convinced me, but showed me how to be successful in this business."

Career highlight: "I wouldn't be able to do what I'm doing right now without my wife and two boys. My family's very supportive. You need to have that balance. For me, going to college wasn't taken for granted. That's why I'm as involved with the school as I am and will continue to be. That exposure was a turning point in my life."

Career disappointment: "Sometimes I was too wrapped up in my career. People may ask why I don't own my own stations. I guess I've always been so focused on whatever job I had that I never got into it. To be successful, you've got to focus. I focused on making sure the job at hand was taken care of. It's a full-time job trying to figure out how to buy one station, not to mention a group. Having said that, this is probably as close to owning my own stations as I'm going to get, but it's fruitful for me."

Favorite radio format: "The more I listen to hip-hop, the more I like it — having younger kids forces you to do that!"

Favorite television show: "The Hugheses."

Favorite song: "Danger" by Mystikal."

Favorite book: "Black Lies, White Lies" by Tony Brown."

Favorite movie: "Currently, The Hurricane."

Favorite restaurant: "The Palm."

Beverage of choice: "Water."

Hobbies: "Spending time with the family, and golf, when I can play. I collect old radios and am very interested in black history."

E-mail address: "wbrown@radio-one.com."

Advice to broadcasters: "We've got to put more focus on growing people in terms of recruitment, hiring and training. We're only as good as the people around us. We've got to put more of an emphasis on people instead of product. With many of us running public companies, the push is on to make sure that we're delivering our bottom lines. We've become focused on the numbers, but we've got to realize that it's the people who make the numbers happen. The more talented people you have in place, the easier it's going to be to attain the numbers. The bottom line is, it just takes time. We get into the habit of trying to hire the best available person instead of holding out for good talent."

With the industry focused on increasing revenue, many of radio's managers will be meeting in Dallas this week to attend the RAB's 2001 Marketing Leadership Conference. This year's planning committee was chaired by Radio One VP & Regional Manager Wayne Brown.

Having joined Radio One a little more than six months ago, Brown oversees operations for three markets — Charlotte, Raleigh and Atlanta — and is also GM of the company's two, soon to be three, Atlanta properties.

Getting into the business: "I graduated from Syracuse University, from the Newhouse School of Communications. After graduating, I started with CBS as a security guard. I was offered jobs in the news department, but I wanted to be in more of a nondescript area so I could move into sales. I took some courses in television sales and met the national vice president for CBS network television. He was the one really responsible for getting me in. After I met him, I went to work that night, from midnight to 8am."

"About three weeks and seven interviews later, I was working on the same floor he was on. I stayed for 3 1/2 years. I left as Manager/Sports Sales Planning. That's when I started my radio career. I started at WCBS-AM/New York as a Local Account Executive with no list and worked my way up. I went to our in-house rep firm, then came back to CBS-AM as National Sales Manager. Local Sales Manager and then General Sales Manager. In 1991 I got an opportunity to go to Charlotte with Broadcasting Partners."

On choosing radio over television: "When I talked to people in the radio division, they had such passion about radio. I knew I wanted to become a general manager and thought there would be more opportunities in radio than in television. Once I got into radio, I realized that you could measure the results of radio more than those of television, in terms of working with the clients and seeing them grow their businesses."

His move to Radio One: "I don't think I've ever worked harder, but everyone in this industry is working harder. I wouldn't be here if it wasn't for our COO, who was also overseeing the stations in Atlanta. I think she got to the point where she just said, 'I can't keep doing all this.' She identified me as a person she thought could do well, and the timing was right. There was something appealing to me about working at a company whose focus was targeting the African-American listener."

Goals for the company: "My first goal is assessing the talent of the people I'm working with. No matter how passionate I am about this business or the stations where I'm working, I don't try to get it all done myself. My success has been based on surrounding myself with

"Sitting here watching the phones light up!"
Brant Johnson - Program Director for WQHH (Lansing)

"If you want to know who's that girl?"
"It's Eve! One of Philly's finest does it again!"
Raphael George - Music Director for WPHI (Philadelphia)

"It's a hot joint!!....Banging immediately!"
DJ Mr. Choc - Mixshow Coordinator for KPWR (Los Angeles)

"Cool song, makes a brother wanna shake his fat azzzz!"
Terry Monday - Program Director for KVSP & KJMM
(Oklahoma)

"Who's that girl, one of the blazing joints of the year,
great comeback from the Ruff Ryders' First Lady"
Karyn Jordan - Program Director for WGZB & WBLO
(Louisville)

"Eve is the Shhhh * * @!"
Jerry "Smokin" B - Program Director - WHTA (Atlanta)

"Blonde turned Redhead Bandit is back!"
Ramona DeBreux - Music Director WHTA (Atlanta)

"This Joint is Hot!" "Instant phones!"
Terry Base - Program Director
WWVZ (Charleston)

"Ohh lord, this is the jam! If you listen to
this record the song speaks for itself."
Darlene Prejean - Program Director
KRRQ (Lafayette)

"Eve brings the funk again, her
lyrical skills are unmatched"
Mickey Johnson - Program Director
WBHJ (Birmingham)

"She is back with another smash hit..."
Julio G - On Air Personality 6-10p
KKBT (Los Angeles)

"Who's That Girl makes everyone ask...
who's that girl?" "It's a hit, strong phones!"
Terry Avery - Program Director
WFXE (Columbus)

Everybody is asking....

"Who's that Girl?"
Impacting Feb. 5 & 6

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