## Backstreet's Back

The Backstreet Boys, originators of the boy-band genre, nail 170 first-week adds at CHR/Pop with "Shape of My Heart" (Jive). The band are also in a major TV blitz as spokesmen for Burger King.



THE INDUSTRY'S NEWSPAPER
www.rronline.com

OCTOBER 6, $2000^{\circ}$

## The Purtan Profile!

Detroit radio legend Dick Purlan was thoroughly delightful at last week's Marconi Awards ceremony in San Francisco. This week he becomes the focus of Erica Farter's Publisher's Profile. It appears on Page 136.

## Bile dules bume in ill parkiets



"WITH HIS FIRST SINGLE ALREADY SMIFFING AROUND THE PIP CHARTS, this 13 Year OLD SNIOP PRotígí PROMISES TO MAKE SERIOUS BONES WITh HIS JERMAME DUPRI-PRoduced debut." - mammanaman


## N S I D E <br> 

management * marketing * sales
One of the most contentious issues in the employer-employee relationship is compensation. But, contrary to popular opinion, most employees aren't simply looking for the most pay; they're also looking for job flexibility, training opportunities and recognition, among other things. Pam Baker attended a compensation seminar conducted at the NAB Radio Show and reports back with some great findings. This week's Management, Marketing \& Sales section also features WKTU/New York's Seoth Elberg, who sits in our GM Spotight.

Pages 10-17

## TAKING CONTROL ON THE WEB

Speaking at the NAB Radio Show. successful venture capitalist and Fortune magazine columnist Stowart Alsop urged broadcasters to look beyond merely streaming their broadcast signals when trying to take advantage of the opportunities presented by the Internet. Some of his other thoughts are included in this week's Internet News \& Views. Other elements in the section include the Site of the Week, DigitalBits news and our E-Charts with columnist David Lawrence.

Pages 18-25

## TN THE MEWS

- XM reveals a second wave of programmers
- JImmy Steele adds PD
duties at WNCI/Columbus
- Darryi Huckaby appointed

PD of WKYSNashington

| TH\|S \# WEEK |
| :---: |
| CHRPOP |
| - 3 000RS DOWM Kryplonite (Repubic Universal) |
| CHR/RHYTHMMC <br> - wVA Case of The Ex (Whatcha .) (University/nerscope) |
|  |  |
|  |
| - Mrstikal Shake Ya Ass (Jve) |
| URBAN AC |
| - YOLAMDA ADMAS Open My Heat (ElettraEEG) |
| COUNTEY |
| - AARON TIPPIN Kiss This (Lyric Stroet) |
| AC |
| - DON HEMLEY Taking You Home (Wamer Bros) |
| HOT AC |
| - matchbox TWentr bem (Lava/atiantic) |
| MAC/SMOOTH JAZ |
| - dave koz Cant let You Go (Capitol) |
| ROCK |
| - 3 000Rs 00wn Loser (RepublicUniversal) |
| ACTIVE ROCM |
| - 3 doons dowm Loser (Republic Universal) |
| ALTERNATIVE |
| - GAEEM DAY Minority (Reprise) |
| ADULT ALTERMATIVE |
| - U2 Beautitul Day /II |

.30- NEWSSTAND PRICE $\$ 6.50$


## Emmis: Business Looks Good

Dot-coms represented only $3 \%$ of $\mathbf{Q 2}$ ad base

By Jeffrey Yorks: R\&R W/SHIMGTON BUREAUCHIEF yorke@rmuline.com

Jeff Smulyan was on a roll last week. upbeat about his Emmis Communications. Despite having a front seat on a rollercoaster that nearly everyone in radioland is riding downhill, the Emmis PresidenVCEO assured Wall Street analysts during a Sept. 27 teleconference that Emmis is on the right track:

As $\mathbf{R \& R}$ reported last week. Emmis' fiscal Q2 af-ter-tax cash flow was up 77\% to $\$ 27.6$ million. Per share, that translated to an increase of 47 cents to 57 cents. And Smulyan told analysts that was just the beginning of the company's growth.
"We have a lot of properties that are new to the company, and we buy properties where we believe we can significantly mprove the operations." he suid. But where the company will expand is still not known. In response to a rumor that Emmis is in dis-

cussions to buy Granite Broadcasting. Smulyan replied sharply. "That is an absolute, total and complete falsehood."

In any event, Emmis is not relying on growth from dotcoms. Smulyan said the newbusiness category represents only "about $3 \%$ to $31 / 2 \%$ of our revenue base in the quarter." He added that when dotcoms jumped into radio. they sent revenues rocketing upward. That business has since slowed down, and "we are now back to the normal business trend of this business

EMMIS/See Page 37

## OCTOBER 6, 2000

## AFIRA, WW1 Come To Terms

Union must ratify contract for Valencia stafi

By Walt Starimg Rer washington burtial

warlinge rronine.com

AFTRA-affiliated staffers at Westwood One's Valencia. CA operation averted a possible strike this week: The two sides reached a tentative four-year agreement that calls for engineers to receive comparable pay and benefits relative to announcers.
Both engineers and announcens will receive the indusiry standard AFTRA health and retire-
ment benefits, as well as an average $3.1 \%$ salary increase each of the four years. The proposal now goes to the membership for ratification.
Meanwhile, negotiations are still underway in Los Angeles and seven other markets between AFTRA and Westwood One for news and traffic reporters at Westwood One's Metro Networks subsidiary. Westwood One declined to comment on the tentative contract or ongoing talks.

## Cumulus Closes On Connoisseur

## Also sells more stations to Clear Channel

## WB Names Guidry SVP/Urban Music

By Steve Wonsainkz RAR MUSIC EDITOR

Warner Bros. Records has tupped Demmette Guidry as Sr
 VP/Urban Music. Based in New York, he reports to label President Phil Quartararo and will direct the company's urban marketing and promotion activities.
"You only
Guldry the weekly charts to understand how important the world of urban music is to the success of any record company." Quartararo said. "Demmette brings with him a wealth of experience, close relationships and a long
guthrysee Pay 20

Cumulins continued the monumental task of rebuilding itself as a viable dealmaker in the eyes of the radio and investment communities by announcing Monday that it had completed its 1012 . month quest to buy 35 stations in nine markets from Jeff Warshaw's Connolsseur for $\$ 257.8$ million in cash. The company was forced to jump through a series of financial hoops to make that happen. including reworking its deal with Clear Channel several times in order to stockpile enough capital o go to the closing table.
To facilitate the Connoisseur closing. Cumulus received $\$ 68.9$ million from Clear Channel as part of a previously announced 30 -station transfer. Some of those stations are in Columbus, GA. where the deal has not yet received FCC approval, so Clear Channel will provide programming and marketing services to the Columbus cluster until that part of the deal closes.
At the same time, however,

## NPR Rejects FCC's LPFM Arguments

Sen. Grams' anti-LPFM bill picks up steam

National Public Redio's concerns prompted the FCC to adopt a new rule last week that protects radio reading services from LPFM interference (R\&R 9/29). But on Monday NPR, along with the International Assn. of Audio Information Services, gave the FCC's latest order the thumbs-down, saying it did not offer enough protection against LPFM interference.
The two groups feel the or: der "does not guarantee that radio reading services will remain protected from interference, nor does it adequately safeguard translator stations." The groups also wrote that blind and print-impaired people who depend on reading services "must not be relegated to second-class lis-
tener status. Those Americans have no less right to public service radio."

NPR said that more than a third of its members provide radio reading services on their subcarrier channels, and that those services provide more than a million listeners who are blind or print-impaired "indispensable, up-1odate items from local newspapers and other sources, such as bus schedules, grocery store sale items and election district addresses."

In their letter the two groups called for passage of Sen. Rod Grams' anti-LPFM legislation, which requires third-adjacent-channel protections from LPFM broadcasters. This bipartisan legislation

LPFMSee Page 37


Dickey

Cumulus is selling another 45 stations in eight markets to Clear Channel in exchange for four AMFM spinoffs in Harrisburg (WTCY-AM, WNCE-FM. WNNK-FM \& WTPA-FM) and even more cash in a deal estimated to be worth $\$ 52$ million. On Monday Clear Channel advanced \$15 million of the cash payment. Market No. 77, Harrisburg becomes Cumulus largest market.

The 45 stations going to Clear
CUMuLUS/See Page 37

## Arbitron Realigns, Appoints Three New Presidents

In an effor to distill its business focus, Arbitron announced this week it is morphing into three distinct operating groups, each with a newly appointed
 President. The three divisions focus on U.S Media Services, Arbitron's Portable People Meter and its Webcast ratings.

Owen Charlebois, who is President of the Bureau of Broadcast Measurement (BBM). the principal radio and TV measurement company in Canada. will serve as President of U.S.

AREITROMSee Page 37

## GOING FOR ADDS NOW MOST ADDED AT ROCK \& ALTIRRNTIVE

THE FIRST SINGLE FEATURING VOCALS BY LAJON OF SEV ENDUST OVER 50 ROCK AND ALTERNATIVE STATIONS ON ALREADY INCLUDING...

WBCN KKND WCYY WEDJ KFMZ
KFMA KJEE - Already Top 15 And Getting Phones!
WLRS WDST KACV KWOD WCCC WOBK WLZR WHJY WLUM WAMX WRUF KEYJ KRRO KZMZ KFMW WWWV And Many Many Morelli! III

FEATURING; JONATHAN OF KORN ERANDON OF INCUBUS SERJ OF SYSTEM OF A DOWN . FRED OF LIMP BIZKIT MAX OF SOULFLY LAJON OF SEVENDUST COREY OF SLIPKNOT = MARK OF SUGAR RAY DEZ OF COAL CHAMBER : M.C.U.D. OF (hed p.e. JASON OF R.K.L.AND MORE

## Huckaby Upped To PD At WKYS/DC

Darryl Huckaby, most recently Asst. PD of Radio One's Urban WKYS/Washington, has been promoted to PD. He assumes duties previously held by corporate VP/ Programming Steve Hegwood.
Hegwood told R\&R. "Ive worked with Darryl Huckaby for two years. and he is an absolutely incredible person to work with. I was really impressed with his ability to come in and leam our system and deal with the day-to-day operation of 'KYS. Obviousily, I've been on the road a lot, and he's been able to kecp everything intact during my travels. I think he deserves to be rewarded for his hard work. He's handied working with the announcers. and he's worked with the Russ Parr Morning Show. I’m really pleased to promote from within."

## George To Join Barnstable Trio On Long Island

KUCD/Honolulu Director/Programming Bill George departs the
 Pop/Alternative station after a two-year stint to become Director/ Operations \& Programming for Barnstable Broadcasting's Oldies WBZOFM. AC WKJYFM and Country WMJC-FM on
George Long Island. His first day in this newly created position will be Oct. 23.
"Bill will help me manage and execute strategic and operational issues regarding these three stations." cluster VP/GM Dave Widmer told R\&R. "His multiformat and strategic research experience will help him as he puts his arms around these three very different formats. Each station has its own stratcgic initiatives going on right now.
"We spent the past five months looking at dozens of resumes, and Bill was the guy we continually wanted to talk to. He's an East Coast guy who wanted to get back here. We felt we could use his depth of knowledge in multistation and cluster operations. When Bill gets here, we'll take a look at everything we do. from top to bottom:"
Prior to joining KUCD. George programmed in Boston for WSJZ and WSSH and was Director/Operations at WLKW-AM. WPRO-AM \& FM \& WWLI-FM/Providence.

## Steele Now ’NC/Columbus PD

## - He'll oversee WRWW/Nastwille as Brand Mg.

Having taken CHR/Pop WRYW/Nashville to No. 1 in the market, Jimmy Steele has been promoted to PD tor Clear Channel's WNCI/Columbus. Sterle will continue to oversee WRNWS programming as Brand Manager and will add Brand Manager responsibilities for additional Clear Channel stations in the Northeast around the first of the year. Steele replaces Clear Channel Regional Sr. VP/Programming Todd Shannon, who relocated to Dallas.
While Todd Shannon's size-7 shoes have been difficult to fill, Jimmy Steele's size-22s will only take WNCI to even greater heights," Clear ChannelColumbus Regional Market Manager Tom Thon told R\&R. To say I'm thrilled that Jimmy

will be joining the management team for Clear ChannellColumbus is an understatement. He is a firstclass programmer and a first-class guy. WNCI awaits Jimmy with open arms and a trade at the Designer Shoe Warehouse!"
Steele commented, "I am excited about being given the opportunity to expand and grow wilhin the Clear Channel tamily, and an outstanding Clear Channel programming team means a bot to me. I am thanktul to be working with the best in the business, people I truly respect, like Randy Michaels, Tom Owens, B.J. Haris, Gene Romano, Marc Chase, Buddy Scott and, of

STEELE/See Page 26

## XM Hires Second Wave Of Programmers

After announcing its first programming appointments back in July (R\&R 8/4), XM Satellite Radio has hired another 11 programmers for its satellite service:

- Former KFOG/San Francisco Asst. PD Bill Evans becomes PD for the Adult Altemative and Progressive channels.
- WFLZ/Tampa night. timer Kane joins XM to program the " 90 k channel.
- The Alternative channel will be programmed by former WRCX/ Chicago Asst. Creative Director/ nighttimer Scott Struber.
- Former KASH/Anchorage. AK and KRAK/Sacramento PD Ray Knight will program the Classic Country channel.
- Three-year WNUA/Chicago Asst. PD/MD Steve Stiles is named


PD for the Contemporary Jazz channel.

- Martin Goldsmith. who spent 10 years programming NPR's Performunce Texlay: is named PD/ host for XM's Classical channel.
- KROQ/Los Angeles* Reggae Revolution host Wayne Jobson is tupped as PD for the Reggae channel. - Ten-ycar WRBQ/Tampa morning host Cleveland Wheeler comes on board to program the "60s channel. with Phlash Phelps as MD.
- Radio+Music Productions founder "Bubba" Jackson will program XM's Blues channel, with Bill Wax as MD.
XM Chicf Programming Officer Lee Abrams said. "XM continues to

Xursee Page 37

## O'Brian Named PD At WBTS/Atlanta

To celebrate its first birthday, Cox's CHR/Pop WBTS (95-5 The Beat)/Atlanta has named Dale O'Brian PD, effective Oct. 9. O'Brian. formerly PD at WWVZ \& WWZZ/Washington. replaces Mike Abrams, who exited the station back in July 1999 and was hired by Radio One this week (see story, Page 26).
"I am very excited to make this announcement after an extensive search," said WBTS VP/GM Lori Rechin-Sheridan. "Dale's experience and successful track record in
this format are what we need to take 95-5 The Beat to the next level."
Prior to his stint at WWVZ \& WWZZ O'Brian did mornings at WMXL-FM/exington. KY. "When Dale arrives, his first job is getting his arms around the radio station and the market." Rechin-Sheridan told R\&R. "We also need to focus on a potential morning show. We will remain CHR/Pop with a rhythmic lean, and. thankfully, there is a tot of great rhythmic product out right now that is crossing over."

OCTOBER 6, 2000

## NEWS \& FEATURES

Radio Eusiness
Business Briefs
Transactions
mus
Internet Nows a Views
E-Chart:
Show Prep
'Zine Scene
National Video Charts

## FORMATS \& CHARTS

## Nows/Talk

CHR
CHR/Callout America
CHR/Pop Chart
CHR/Pop Tuned-In
CHR/Rhythmic Chart
CHR/Rhythmic Tuned-In
Urban
Urban Chart
Urban Action
Urban Tuned-In
Urban AC Chart
Urban AC Tuned-In
Country
Country Chart
Country Indicator
Country Action
Country Tuned-In

Stroet Telk Sound Decisions Nashville $\begin{array}{lr}82 \\ \text { Publisher's Proflie } & 136\end{array}$

| Opportunities | 130 |
| :--- | :--- |
| Marketplace | 132 |

## -

## Clear Channel Adds 'Kiss' In Pittsburgh

Clear Channel continues to flex its CHR muscle by adding another station to its nationwide "Kiss" rollout. Under the guidance of Clear Channel Regional Sr. VP/ Programming Gene Romano and Todd Shannon. WPHH/Pittsburgh dropped Hot AC last Friday (9/29) for CHR as "96-1 Kiss-FM. All of Today's Best Music. Not Just Some of It."
The station has applied for the call letters WKST. WPHH PD Michael Hayes retains his program-
ming duties. Former WPHH afternoon driver Trout and morning show producer TJ also remain with the station. though their new positions have yet to be determined. The rest of the ainstaft has exited. Hayes told R\&R. "When we looked at our rescarch study. the question was. Do we continue to be the fourh AC in Pittsburgh and continue to feed the monster. or do we want to be the second CHR?'

WPHMSte Page 37

## Waggoner Assumes GM Duties For KDIZ

KQRS. KXXR. KZNR.
KZNT \& KZNZ/MinneKZNT \& KZNZ/MinneGM Amy Waggoner has added oversight duties for Radio Disney affiliate KDIZ-AM. Waggoner will work closely with KDIZ Station Manager Brian Acker, while Acker maintains day-to-day operation responsibilities for the ABC Radio station. Acker had
 been in charge of the station since gize with Brian's team." its launch.
"I enjoyed having Brian Acker reporting directly to me during his startup phase." ABC Radio Group President Mark Steinmetz said. "Our interaction helped me monitor the entire Radio Disney station rollout. but now that [KDIZ] will be housed with our Rock cluster, it makes sense to have Amy's station group syner-

Whggomer/see Page 37

## HOU TO REA CH US RADIO A RECORDS MC. 110100 SANTA MOMICA BLVO., STH FLOOR, LOS ANGELES, CA QOOST

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 310-203-9763 202-463-0432 615-248-6655 Ihetton rronline.com
# Radio's 'Fundamentals Are Great,' Says Analyst 

## C Clear Channel stock down to 'ridiculous levels'

By Jertrey Y (omk
R\&R WASHINGTON HUREAU CHIER
vorke@rnmline.com

Lehman Brothers analyst William Meyers liked what he heard during the Emmis phone call. He described it as "a good call about a good quarter," and he felt that Emmis Radio President Doyle Rose had offered a very realistic view of the company's third and fourth quarters. But a good analyst also has to be realistic. So Meyers, after making "a sum-of-parts valuation" and taking a hard look at the radio industry, cut Emmis" price target from $\$ 43$ to $\$ 36$ per share. But the good news for Emmis was that Meyers maintained an "outperform" rating on the issue.
"The typical radio stock is down $55 \%$ - that's a lot since the beginning of the year." Meyen told R\&R. With EMMS trading in the $\$ 21$ to $\$ 25$ range last week - it closed at $\$ 22.69$
on Tuesday - he says the $\$ 36$ target is still "a pretty nice return."
Meyen. taking a big-picture look at the radio industry, doesn't believe that this year's quarterly comparisons.
will give investors an accurate picture. He said that radio firms" next two quarterly reports will be drastically different from this year's prosperous first two quarters. and that will make for difficult comparisons
"First you had $21 \%$ growth. then $15 \%$ growth and now $9 \%$." he said. "It:s just the wrong direction. We are looking at significantly siower growth. not double-digit. so there are some tough quarters ahead of us. We'll have more rational comparisons after that:"

AMALYST/See Page 8

## Ness Urges NBC, FOX To Reconsider Airing Debates

$\square$ Rennard commends CES' political coverage

By Jot Howarts
R\&R HASHINGTON BUREA
mailmem@ monline.cien

FCC Commissioner Susan Ness had strong words last week for television networks NBC and FOX, both of which considered taking a pass on the presidential debates. "As a member of our national community, I urge all broadcast licensees to consider their civic duty to inform the public," Ness said Sept. 29. She reminded the networks of the "free spectrum" they enjoy and urged NBC and FOX to reconsider their decisions not to broadcast this week's debate.

NBC. which had planned to air only one of three debates, relented somewhat and offered its affiliates a choice of either the Oct. 3 debate or the baseball playoffs. FOX, however, did not budge, and at press time had no plans to carry any of the debates. (NBC and FOX both dropped out of the NAB in the past year, after the association disagreed with the two
networks that it should push Congress to lift the national network concentration limit of $35 \%$.)

Kennard Commends CBS
But not all the TV networks were under fire from the FCC. FCC Chairman Bill Kensard released a statement commending CBS-TV on its political coverage. He was respond-
ing to the network's commitment to devote at least five minutes to political news coverage each night on its. O\&Os' news broadcasts. (CBS agreed to provide five minutes each night through the Nov. 7 election in response to pressure from political reform groups lobbying for free airtime.) Kennard also expressed his approval of Bloomberg Radio \& TV, HearstArgyle. Scripps Howard and Capitol Broadcasting for their commitment to providing expanded voter information during the election season.

Alliance For Better Campaigns Exec. Director Paul Taylor also congratulated CBS last week for "taking an important step toward creating a new kind of political campaign on television."

## Bloomberg <br> Eusiness Ballers

HAB, RTWDA Ast Court To Drop Personal Attack Rules
The NAB and RTNDA have asked the DC Court of Appeals to vacate the FCC's personal attack and editorial rules by Oct.9. The court had given the FCC until Sept. 29 to justify the rules, saying that if it did not do so, the NAB and RTNDA could seek "whatever action they deem appropriate from the court." The groups filed therr petition to vacate when the FCC missed the deadline.

## Aurora Pulls Plug on Nassau Deal

A urora Communications has withdrawn its offer to sell eight stations in Connecticut and New York to Nassau Broadcasting. The stations affected are WICC-AM \& WEBE-FM/Bridgeport, CT; WICC-AM \& WEBE FM/Danbury, CT; and WPUT-AM, WFAS-AM \& FM. WAXB-FM \& WFAFFMWestchester County, NY. Aurora gave no reason for the deal's cancellation, but Aurora CEO Frank Osborn said, "We wish the best of luck to [Nassau PresidentCEO] Lou Mercatanti and his management team at Nassau but feel that we must move on." Osborn added that Aurora's properties in the New York City suburbs "continue to exceed expectations both in ratings and revenues."

## FCC Increases Fines For Broadcasters

Fhe FCC has raised its fines (also known as forfeitures) on broadcasters that violate FCC rules. The action was in compliance with the Debt improvement Act of 1996, which requires all agencies to review their pen. alty amounts every four years. The FCC can now fine broadcasters $\$ 27,500$ for each day of a violation. with a maximum penalty of $\$ 300.000$ for any single violation.

## Citadel Amends Credit Facility <br> To Close Dick Broadcasting Deal

Citadel reported Monday that it has amended its credit facility with Credit - Suisse First Boston and borrowed funds in order to close on its $\$ 300$ million acquisition of 11 stations in Nashville, Birmingham and Knoxville from Dick Broadcasting. The amended credit facility provides for a \$200 million term loan facility (which is fully drawn), a $\$ 325$ million multidraw term loan facility under which draws may be made to finance permitted acquisitions before Dec. 15 and a $\$ 225$ million revolving-credit facility. Some $\$ 76$ million remains available for borrowing under the multidraw term loan. and $\$ 5$ million remains available under the revolving-credit facility.

Contioned an Page 8

## R\&R Stock Index

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

|  | 92909 | 922/00 | Change Simce |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 92900 | W29\% | 1022009/2400 |
| Radio Index | 31588 | 268.79 | 248.44 | -21.3\% | -7.5\% |
| Dow Industriak | 10,212.48 | 10,847.27 | 10,650.92 | +4.29\% | -1.8\% |
| S\&PS00 | 1,268.47 | 1.448.72 | 1,436.51 | +13.2\% | -0.84\% |



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



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

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

## Moyes Research Associates

## America's Leading Independent Research Firm

## DEAL OF THE WEEK

- KPAY-AM \& KMXII-FMNChico and KHSL-FM/Paradise (ChiCO), CA; KCSJ-AM, KEHF-AM \& KCCY-FMPueblo, CO; and KPMW-AM, KDUN-FW \& KODZFMEugene (Springfield), OR $\$ 35.5$ million


# 2000 DEALSTO DATE <br> Dollars To Date: $\quad \$ 7,922,508,726$ <br> (Last Year: \$26,877,027,582.85) 

Dollars This Week: $\$ 90,437,500$
(Last Year. $\$ 8,284,400$ )
Stations Traded This Year:
915
(Last Year: 1,466)
Stations Traded This Woek: 31

## TRANSACTIONS AT A GLANCE

- KSUV-FMMCFarland (Bakersfield), CA $\$ 2$ million - KRME-FM/Shafter (Bakersfield), CA $\$ 2$ million - WDJY-FMTrenton, FL \$762,500
- WJSH-AM/Terre Haute, IN $\$ 975,000$
- KMOU-FM \& KSFX-FM/Roswell, NM $\$ 1.2$ million
- WNCO-AM \& FM/Ashland, WWBK-FM/Frederick, WGLN-FMGalion, WBZW-FM/Loudonville and WMVOAMMount Vernon (Ashland), OH \$32 million


# Clear Channel Goes On A Shopping Spree 

Pays $\$ 79.5$ million for small-market properties in five statas; Caballero calls it quits in radio

## Deal Of The Week

KPAY-AM \& KMXI-FM
Chico and KHSL-FW Paradise (Chico), CA; KCSJ-AM, KGHF-AM \&
 and KPNW-AM, KDUKFM \& KODZ-FM Eugene (Springfield), OR
PRICE: $\$ 35.5$ million TERMS: Asset sale for cash BUYER: Clear Channel Communications, headed by Chairman Randy Michaels. Phone: 606-655-2267
SELLER: McCoy Broadcasting Co., headed by President Craig McCoy. Phone: 503-796-1070 FREQUENCY: 1290 kHz; 95.1 MHz; $103.5 \mathrm{MHz} ; 590 \mathrm{kHz} ; 1350$ $\mathrm{kHz} ; 96.9 \mathrm{MHz} ; 1120 \mathrm{kHz} ; 104.7$ MHz; 99.1 MHz
POWER: $5 \mathrm{kw} ; 8.17 \mathrm{kw}$ at 1,170 feet; 1.61 kw at 1,250 feet; 1 kw ; 5 kw day/280 watts night; 72kw at

2,280 feet; $50 \mathrm{kw} ; \mathbf{6 2 . 5 \mathrm { kw }}$ at 2,326 feet; 100 kw at 1,645 feet FORMAT: News/Talk; AC; Country; News/Talk; Adult Standards; Country; Talk; CHR/Pop; Oldies
BROKER: Randy Palmer

## Multistate Deals

KMNS-AM, KWSL-AM, KGLI-FM \& KSEZ-FM Sioux City, IA and KSFT-FMSouth Sioux City, NE
PRICE: $\$ 12$ million
TERMS: Asset sale for cash BUYER: Clear Channel Commut nications, headed by Chairman Randy Michaels. Phone: 606-655-2267
SELLER: Radioworks Inc., headed by Ted Mann. Phone: 712-258-5595
FRECUENCY: $620 \mathrm{kHz} ; 1470 \mathrm{kHz}$; 95.5 MHz; 97.9 MHz; 107.1 MHz

POWER: $1 \mathrm{kw} ; 5 \mathrm{kw} ; 100 \mathrm{kw}$ at 984 feet; 100kw at 643 feet; 1.5 kw at 328 feet
FORMAT: Country/Sports; Oldies; CHR; Rock; Soft AC

WBGN-AMBowling Green, WCBF-FM Clinton, WDXR-AM
Paducah and WBLGFMSmiths Grove, KY and WDXR-FW
Golconda, IL
PRICE: $\$ 4$ million
TERMS: Asset sale for cash BUYER: WRUS inc. No phone listed.
SELLER: Hiltopper Broadcasting Inc., headed by Wes Strader. Phone: 270-843-0107
FREQUENCY: 1340 kHz; 102.1 MHz; $1450 \mathrm{kHz} ; 107.1 \mathrm{MHz} ; 94.3$ MHz
POWER: $1 \mathrm{kw} ; 12.5 \mathrm{kw}$ at 476 feet; 1 kw ; 50 kw at 492 feet; 3.1 kw at 350 feet
FORMAT: Talk/Sports; Oldies;
Sports; AC; Oldies

## California

KSUV-FMMcFarland (Bakersfield)
PRICE: $\$ 2$ million
TERMS: Asset sale for cash BUYER: Lotus Communications Corp., headed by CEO Howard Kalmenson. Phone: 323-461-8225
SELLER: Caballero Spanish Media, headed by CEO Eduardo Caballoro. Phone: 212-916-0529 FREQUENCY: 102.9 MHz POWER: 20.5 kw at 364 feet FORMAT: Regional Mexican BROKER: Gary Stevens

KRME-FMShafter
(Bakersfield)
PRICE: $\$ 2$ million
TERMS: Asset sale for cash BUYER: Buckiey Broadcasting Corp., headed by President Richard Buckley. Phone: 203-6614307
SELLER: Caballero Spanish

Media, headed by CEO Eduardo Caballero. Phone: 212-916-0529 FREQUENCY: 97.7 MHz POWER: 3 kw at 328 feet FORMAT: Spanish AC BROKER: Gary Stevens

## Florida

## WDJY-FM/Trenton

PRICE: $\$ 762,500$
TERMS: Asset sale for cash BUYER: Pamal Broadcasting, headed by Chairman/CEO James Morrell. Phone: 518-786-6600 SELLER: Pinnacle FM Broadcasting, headed by Joseph Newman. Phone: 317-844-7502 FREQUENCY: 101.7 MHz POWER: 25kw at 469 feet FORMAT: Country

## Indiana

## WJSH-AMTTerre Haute

 PRICE: $\$ 975,000$TERMS: Asset sale for cash BUYER:Southwest Broadcasting,

Contioned on Poys 8



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## Analyst

Continued from Page 4
Growth 'Not Sustainable'
Meyers looks with equilibrium at the staggering marketplace: "The early growth was not sustainable. You cannot sustain $20 \%$ top-line growth. This is an 80-year-old industry. The larger fundamentals are great. Radio groups need to cycle through the tough comparisons."
But not everyone is ratcheting down price targets. Credit Lyonnais
analyst Richard Read reiterated Emmis as "buy" with a 12- to 15month target price of $\$ \mathbf{5 3}$. Veteran analyst Niraj Gupta of Salomon Smith Barney said last week that Clear Channel shares had fallen to "ridiculous levels." On Tuesday the issue closed at $\$ \$ 3$, up $\$ 1.25$ from the previous day and up even more from its $\mathbf{5 2 - w e e k}$ low of $\$ \$ 1.125$. But Gupta is maintaining, al least for now, a target price on Clear Channel of $\$ 105$.
"Obviously, the stock has experienced a technical breakdown, and
there are few fundamental buyers." Gupta said. "CCU now trades in line with newspaper valuations. CCU is not a newspaper company and should not trade like one."
Bear, Stearns analyst Robert Peck last week initiated coverage of satellite radio companies Sirius and XM. He gave each company a "buy" rating and set year-end 2001 price targets of \$67 for Sirius and \$62 for XM.
See the chart below for more calls from Wall Street.

## Calls From Wall Street

| campy | Aniw | $\cdots$ | numbe |
| :---: | :---: | :---: | :---: |
| Bemeley | Andrew Marcus, DB Alex. Brown | Market Pariosm | NA |
| Clow Chamod | James Boyle, First Union | Strong buy | \$87 |
|  | Andrew Marcus, DB Alex. Brown | Strongbuy | NA |
|  | Frank Bodenchak, Morgan Stanley | Strong buy | NA |
|  | Leland Westerfield, PainoWebber | Buy | NA |
|  | Vinton Vickers, Chase H8O | Strong buy | NA |
|  | Nirai Gupta, Salomon Smith Barney | Buy | \$105 |
|  | William Meyers, Lehman Brothers | Buy | NA |
|  | Richard Pead, Credit Lyomais | Buy | NA |
|  | F. Christian Stein, A.G. Edwards | Maintain | NA |
| Cradel | James Marsh, Prucential Securities | Strong buy | S59 |
| Cumulus | James Boyle, First Union | Market pertorm | \$8 |
|  | Frank Bodenchak, Morgan Stanley | Strong buy | NA |
|  | Andrew Marcus | Market periorm | NA |
| Cox Radio | William Meyers, Lehman Brothers | Outperiorm | NA |
|  | James Boyle, First Union | Strong buy | \$23 |
|  | Frank Bodenchak, Morgan Stanley | Strong buy | NA |
| Dianey | F. Christian Stein, A.G. Edwards | Maintain | NA |
|  | SobaniWarner, Williams Capital | Buy | NA |
|  | Katherine Styponias. Prudential Securities | Accurnulate | NA |
|  | Scott Davis, First Union | Buy | NA |
|  | David Londoner, ABN Amro | Buy | \$55 |
|  | SharonWilliams, CIBC World Markets | Hold | NA |
|  | SpencerWang. ING Barings | Hold | NA |
|  | Michael Florin, Gerard Klaver Mattison | Neutral | NA |
|  | David Miller, Sutro \& Co. | Buy | NA |
|  | David Toung. Argus Research Corp. | Buy | NA |
|  | Jeffrey Logscon, W.R. Habrecht \& Co. | Strong buy | NA |
| Emmis | James Boyle, First Union | Strong buy | \$50 |
|  | Geoffrey Jones. Donaldson Lufkin | Buy | NA |
|  | Richard Read, Credit Lyonnais | Buy | \$53 |
|  | William Meyers, Lehman Brothers | Outpertorm | \$36 |
|  | Andrew Marcus, DS Banc Alex. Brown | Market periform |  |
|  | Timothy Wallace, Banc Of America | Strong bury | NA |
|  | Frank Bodenchak, Morgan Stanley | Outpertorm | NA |
|  | Vinton Vickers, Chase HzO | Strong bury | NA |
|  | F. Christian Stein, Credit Suisse | Buy | \$65 |
|  | Leland Westerfield, PaineWebber | Buy | NA |
| Entercom | Andrew Marcus | Buy | NA |
|  | Frank Bodenchak, Morgan Stanley | Strong buy | NA |
|  | Paul Sweeney, Credit Suisse | Strong buy | NA |
| Infinlty | William Meyers, Lehman Brothers | Outperiorm | NA |
|  | Frank Bodenchak, Morgan Stantey | Strong bury | NA |
|  | Andrew Marcus, DB Alex. Brown | Strong buy | NA |
| Radio One | James Boyle, First Union | Buy | \$18 |
|  | Frank Bodenchak, Morgan Stanley | Strong buy | NA |
| Regent | James Marsh, Prudential Securities | Strong buy | NA |
|  | Nirai Gupta, Salomon Smith Barney | Outperform | NA |
| Sirius | Robert Peck, Bear, Stearns \& Co. | Buy | S67 |
| X ${ }_{\text {W }}$ | William Kidd, CE Unterberg | Strong buy | NA |
|  | Marc Nabi, Merrill Lynch | Near-term accurmulate | NA |
|  | Robert Peck, Bear, Stearns \& Co. | Buy | \$82 |



Comationed frow Pero 4

## CBOE To List Cptions On Chtadel, XM

The Chicago Board Options Exchange will offer Citedel and XII Senet the Radio options. Citadel will trace under the ticker symbol"JTCr and XM under "OSY.' Both will trade on the danuary expiration cycle with introductory expirations in October, November, January and April. Initial strike prices were set at 15, 17 1/2 and 20 for Citaded and 35, 40 and 45 for XM.

## Clew Chamnel Rodooms $5 \%$ Ilotes

- Iner Chennel said last weok that it had fully retired 5750 mimion in - AMFM notes that were due Oct. 1, 2008. The group called back the 9\% notes on Aug. 29.


## SFX Settloment Of Marquee Buyout Approved

A
Delaware Chancery Court judge has approved SFXis ofter of $\$ 2.9$ A million to settie lawsuits filed by Marquee Group shareholders who claimed they wers being shortchanged in SFX's $\$ 100$ milion buyout of Marquee. SFX, now owned by Clear Chamnel, agreed to an exchange valuing all Marquee stock at $\$ 4.89$ per share - an increase of 12 cents a share for cormmon sharehoders - and cut the transaction's so-callod broakup lee" by $\$ 1.6$ milition $10 \$ 900,000$.

## Mrepanlc Eroadcastling Board OXS Stock

## Ropurchase Program

- iepenic Broadcasting's board of directors last week approved a proI gram under which the company may reacquire up to 5 mimion shares of its outstanding common stock in open market transactions, block trades and private repurchases. Hispanic Broadcasting Chairman/CEO Mac Tichenor Jr. explained that the decision "underscores the board"s optimism over the company's prospects."

Contimed ea Puy 37

## Iramsactions

Continued from Page 6
headed by President/Treasurer Wayne Dowdy. Phone: 601-7836600
SELLER: Styles Broadcasting, headed by President/co-CEO Kim
Styles. Phone: 850-234-8388 FRECUENCY: 1300 kHz
POWER: 500 watts day/75 watts night
FORMAT: Oldies
New Mexico
KMOU-FM \& KSFX-FW Roswell
PRICE: $\$ 1.2$ million
TERMS: Asset sale for cash BUYER: Roswell Radio Inc., headed by John and Trisha Dumn. No phone listed.
SELLER: Blaze Broadcasting Radio Inc., headed by Werren Scott. No phone listed.
FREQUENCY: 104.7 MHz; 100.5 MHz
POWER: 50 kw at 409 foet; 100 kw at 121 feet
FORMAT: Country; Classic Rock

## Ohio <br> WNCO-AM \& FM Ashland, WWBK-FW Frederick, WGLN-FM Galion, WBZW-FW Loudonville and WMVO-AMMount Vernon (Ashland), OH

PRICE: $\$ 32$ million
TERMS: Asset sale for cash BUYER: Cioer Chennel Communications, headed by Chairman Randy Michaels. Phone: 606-655-2267
SELLER: KNOX Broadcasting
Corp., headed by Walter Stampfill. Phone: 419-289-2605
FREQUENCY: $1340 \mathrm{kHz} ; 101.3$ $\mathrm{MHz} ; 98.3 \mathrm{MHz} ; 102.3 \mathrm{MHz} ; 107.7$ MHz; 1300 kHz
POWER: 1kw; 50 kw at 500 feet; 1.8 kw at 423 feet; 3.5 kw at 430 feet; 6 kw at 328 feet; 500 watts day/51 watts night
FORMAT: Adult Standards; Country; Country; Adult Standards; Country; Adult Standards

A dollars and sense program by and for broadcasters to

## 

RCS RadioShow creates your own branded Internet player. Display "Now Playing" song/artist notes and a "Buy Me" Button ${ }^{\text {TM }}$ for impulse buying. Schedule interactive advertising \& animated graphics like you do in Selector(®). You can even play different audio spots to each Internet listener. - Jim Ryun

# COMPENSATION PLANS THAT REALIY MOTIVATE 

## Radio executives discuss how to hire and keep high-performance personnel


"Money isn't everything" said David Small, President/CEO of Media Executive Search \& Placement, at the recent NAB 2000 Radio Show in San Francisco. In addition to a fair salary, staffers want job flexibility and training opportunities. Recognition is also a major factor, especially when what were once standalone stations now belong to six-, seven- or eight-station clusters. Small was among the many experts who offered their observations and advice at the informa-tion-packed Radio Show.
"You must take the time and carefully create a job description that is very detailed, with a laid-out plan," Small noted, pointing out that the lack of such planning is a mistake often made by sales managers. He also advised, "You must interview more people. Imagine how many better candidates you'll meet if you interview 25 instead of just five or six."
"At our station group we give AEs three budgets: broadcast, web and noninventory [nonspot]," said Clear Channel/San Jose-San Francisco Dinector/Sales Eric Stenberg. "We also provide a quarterly bonus for the highest average rate, $5: 30 \mathrm{am}-8 \mathrm{pm}$ Monday-Friday; a quarterly bonus for the most new broadcast business; and an annual bonus if AEs hit each of their three budgets."

## a motivanoun plan foi procuctivit

So how can stations raise the level of productivity in their sales departments? Madison Radio Group GM Jeff Tyler presented the plan his six-station cluster designed for its sales staff.

## Madison Radio Group Compensation Plan

In designing our compensation plan, our goals were to:

- Have $100 \%$ retention of wanted AEs
- Create a manageable plan that provides focus and job clarity for each AE
- Demand a high level of product knowledge by the AEs so they can better serve the customers' needs
- Make goal-setting a negotiated process
- Have a system that requires constant cooperation among station sales teams
- Increase direct business on the stations
- Improve client service
- Make it easier to buy our stations
- Maximize new-AE productivity within 90 days
- Create new profit centers in the sales area
- Have no "poor little sister stations"
- Maximize revenue for all stations in our cluster How The Compensation Plan Works

The Madison Radio Group's six-station cluster was divided into three selling groups; each containing two stations:

1. CHR and Soft AC
2. Classic Rock and Alternative
3. News/Talk and Sports/Talk (ESPN)

The AEs negotiate monthly billing goals with their group sales manager for each of the two stations they will sell. By negotiating, the AEs take ownership of their goals.

## Floating Commission Structure

The starting commission rate is (for example):

Net agency business: 9\%
Local direct business: $14 \%$

- AEs who achieve their personal monthly budget goals on each station are paid at $10 \%$ and $15 \%$.
- If a twostation sales group achieves its total local budget for the month, AEs who make their personal goals are paid at $10.5 \%$ and $15.5 \%$.
- If all six stations achieve the total combined local budget for the month, AEs who make their personal goals are paid at $11 \%$ and $16 \%$. Example:

On $\$ 40,000$ in billing, $50-50$ agency and direct:

- An AE who didn't make his or her personal goal would make $\$ 4,333$ in commission ( $\$ 20,000$ direct paid at $\mathbf{1 4 \%}$ and $\$ 20,000$ [net $15 \%$ ] to $\$ 17,000$ paid at $9 \%$ ).
- An AE who did make his or her personal goal (while the station groups achieved their goals) would make $\$ 5,070$ in commission ( $\mathbf{\$ 2 0 , 0 0 0}$ direct paid at $\mathbf{1 6 \%}$ and $\$ 20,000$ [net $15 \%$ ] to $\$ 17,000$ paid at $11 \%$ ).

That's a difference of $\$ 740$ in gross income.
Madison Radio Group has a board in its sales area showing daily updated percentages to budget for each station, two months out. When was the last time you heaid any of your AEs say, "Hey, we only need 2\% more to get to budget. Who needs help?"

## What About The Sales Managers?

Same idea. It's important that the managers work not only for the benefit of their stations, but for the benefit of the cluster as a whole. They should be sharing avails, discussing strategy designed to increase market share and creating a group effort when deciding rates for individual stations and combo buys. Manager's Incentive Plan

- A monthly bonus for stations making their monthly revenue goals.
- A monthly bonus for stations making their combined two-station goal. This allows for the times one station doesn't make its goal in a month but the other does enough business to compensate.
- A monthly bonus if all six stations make their combined local revenue goals for the month. This ensures that "ups" are shared and that the sales managers communicate for the good of the cluster.
- A "second-chance" quarterly bonus. If a sales manager misses one station's budget in July but makes it up by overachieving in August and September, they get back what they lost. Good for companies that think "quarterly revenue." It keeps the managers working for those last few dollars each month.


NAB 2000: "Compensation Plans That Really Motivate" with (l-r) Madison Radio Group GM Jeff Tyler, Adventure Radio Group OOS Frank Kulbertis, Clear Channel San Jose/San Francisco DOS Eric Stenberg and the RAB's Lindsay Wood Davis.

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10AES 10AES

And The Director/Sales?
He or she should have the same bonus structure (with a different dollar level), but for local and national combined budgets by station, group and cluster.

## The New AE Plan:

This plan was designed to accomplish three things 1. Increase the compensation package in the first year to attract top candidates
2. Provide bonuses that reinforce the activities you want your new AE spending time on
3. Provide instant gratification for each sale

Compensation in the Madison New-AE Plan consists of:

- Base weekly draw. Set the amount based on the talent level of the AE you are recruiting and his or her potential for return on your investment.
- The AE Personal Advertising Plan. Deveiop a basic advertising plan (with plenty of spots, because we want this to work). The AE receives a designated cash bonus for each plan he or she sells. But this incentive is good only during their first 90 days of employment. Have a one-time bonus amount set up if they sell 20 plans in the first 90 days.
- Monthly billing-level bonuses. During the first year of employment the AE can earn bonus money for achieving monthly billing levels. The first time they hit $\$ 20,000$, they get a $\$ 1,000$ bonus. When they hit $\$ 30,000$, it's $\$ 2,000$, and so on.
- Cash bonuses for specific activites. Tie cash bonuses into activities like the number of face-to-face presentations, the AE's call counts and specs presented. Focused activity leads to rewards and recognition.


## What Do We Want?

New direct business. Each year attrition will take $20 \%-40 \%$ of revenue away. To replace that money we need to prospect, prospect, prospect.
At Madison Radio Group we've created the "New Business Prize Tree." Each Friday afternoon we celebrate the week's successes. Anyone who has sold a new business client that week (a client that hasn't been on the air with any of our stations in 13 months) picks from the money tree. Prizes include cash, dinners, half-days off, weekend getaways, oil changes - anything you can trade. The prize money averages $\$ 250$ per week. It's a great way to reward the idea of prospecting new business in an exciting way. Since this began we have averaged $\$ 50,000$ in new business per week.

## Some things aren't meant to be.



## Some things are

If ever a couple was meant to be together, it's terrestrial radio and the Internet. It's the perfect marriage of what is and what is to come. MP3.com Radio Services can help you make that marriage work. You get the hottest new digital music with our format-specific Syndicated Radio Programs, and you get a package of web enhancements that will help your station tear it up online. It's not net radio - it's a mighty mix of terrestrial radio and the Internet that will expand your audience and strengthen your brand. Find out why over 200 radio stations have already signed on.

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## Boy from New York City fulfills a dream

This week's GM Spotlight pays tribute to Clear Channel's Scott Elberg. One R\&R reader comments, "Scott's a really honest and straightforward guy who's been getting the job done in N.Y.C. for over a decade at WNEW, WFAN and now at WKTU. Big gigs, big results!" Congratulations!

I decided to enter the world of broadcasting because:
"As a kid growing up in New York, I listened to WABC, WNEW and WKTU. I thought being a disc jockey was the greatest job in the world. I knew when I was 12 that was what I wanted to do."

## First job in broadcasting:

"I was an AE at WPLR in New Haven, CT. I was making $\$ 150$ a week and loving every minute of it."

## Career highlights:

"Working at some of the greatest radio stations in America - WNBC in the early '80s, WNEW in its heyday and now running WKTU."

The most challenging aspect of being a GM:
"Creating a winning environment and allowing people to work at what they do best and to soar with their strengths. So much has

changed in our business in the last two years. Leaders give people hope."
Have you had a mentor? If so, how have they helped you and what have you leamed?
"Over the last 20 years I've had a few mentors who have played a significant role in shaping my career. In the last five years my mentor has been SVP Clear Channel's John Fullam. He's played a significant role in my life both personally and professionally. He's taught me things not just about business, but about life."
What is your favorite song, album and artist and why?
"My favorite song is 'Summer Wind' by Frank Sinatra - it's got great lyrics! My favorite album is Steely Dan's Katy Lied,

SEOTT ELBERG
VPrem of wrTu-finlow York
(Clew Chimol)
and my favorite artist is definitely Frank Sinatra - hands down the greatest entertainer ever!"


My most unforgettable moment at a radio station:
"It happened in 1979, when I was a college intern at WPLR. I was responsible for taking care of the station van. Well, the van had a fiberglass spoiler. I hit a speed bump and ripped off the spoiler and drove over it. I walked into GM's office, spoiler in hand, and all he did was laugh."

## I'm most proud of:

"First, my family - my wife, Annette, and boys, Ben and Evan. Second is what we've accomplished at WKT.U. In a four-year period we've built a brand that is very special. I just love the people at 'KTU, We've exceeded all expectations and continue to do great radio."
The best words of advice I've ever received were.
"In the course of each day you'll have to make many decisions. The worst decision you'll make is no decision. Don't ever be afraid to make a decision."
You'd be surprised to know that....
"I think I'm the luckiest guy in America!"

[^0]

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The Point is Revenue

## MANNERS MAKE THE DIFFERENCE IN BUSINESS

## By Dick Karm

In the business world many capable people are working very hard to gel ahead.
What separates those who achieve the highest levels of success from those who accomplish less? Etiquette often makes a crucial difference. Here are some basics to think about.

Express your gratitude. Has a customer done more business with you? Did someone at the office do you a favor? How about that nice reference you received? Remember, everyone wants to feel appreciated. Just say two of the strongest words in the English language - "thank you" - and people will remember your thoughtfulness and help you again. It's as easy as writing a brief note, leaving a voice-mail message or offering a little gift.

Remember special dates. We all observe such special occasions as birthdays and anniversaries, and we're grateful to those who care enough to remember them and convey kind wishes. But how do you know when those dates occur? As you get to know people, listen and you'll learn. Then note the dates in your computer or, as I do, in a calendar. In my desk drawer are monthly calendars for the rest of this year and all of next, along with greeting cards. My calendar tells me as special days are nearing, and at day's end, when it's quiet, I collect my thoughts and write personal notes.

Help others save face. When people make mistakes that anger us, it's easy to criticize - even in the presence of others. That may relieve our feelings at the time, but the repercussions can be very harmful. Why? Because we've hurt their feelings, and that may cause them to deeply resent us. Long after whatever we think they did wrong has been forgotten, they may be carrying an ever-growing grudge. Many lost jobs, divorces and even work-

place violence begin with some seemingly minor offense.

When someone makes a mistake, it's far better to remain calm. Take the person aside so you don't embarrass him or her in front of others. Begin with some praise or an acknowledgment of how hard they work, then diplomatically say what bothered you and why. Remember that each of us, under similar circumstances or earlier in our careers, could have made a comparable mistake. Make your point, and conclude with a pat on the back. Done with thoughtfulness, criticism can be a valuable lesson rather than a cause for resentment.
Treat support staff with respect. Many businesspeople treat secretaries and receptionists with indifference because they see no benefit in being nice to them. What a colossal mistake! It's the support staff who have access to the decisionmakers and who can introduce you in a favorable way. Treat them with respect, and they'll help you attain your goals.

Be accurate in correspondence. When you correspond with people for business, spell their names correctly and get their titles right. People take their names personally, and that's usually the first thing they look at when reading their mail. Next they'll notice if their title, which they've often worked years to attain, is correct. Outstanding performers take a moment to make a call so they can get their information right.

Doing these little things that mean so much to others will play a decisive role in how successful you become.

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


San Francisco's top media buyers speak their minds about how ad effectiveness is more important than cost per-points. On the panel are (l-r) Newmark Communications' David Newmark, ABC Radio/San Francisco's John Davison, E-Media Works' Jane Ellerbeck and Martyn Larsen Media's Kurt Wendelborg.

## BADII GETS HESULIS

SUCCESS STORIES FROM THE RAB

## ThAT'S A BUNCH OF FERTLLZER!

When stations combine traditional spot advertising with nontraditional strategy, the results can be phenomenal for clients that require a targeted approach. The success story below may inspire your station to create a dynamic cross-promotional strategy that can not onty generate big bucks for your station, but defiver tangible results for your clients.
Cotegory: Lawn and Garden
Mattet: Erie, PA
Sutmitted Iyy: WFGO/Erie, PA
Cliem: Pet Plus Lawn 8 Garden Center and Ironite
Situation: For more than 10 years Pet Plus Lawn \& Garden Center has been serving the people in and around Erie, PA. With three locations, the business stocks a full line of products for lawn and garden care, landscaping and pet care. Due to a reliably high coupon-redemption rate in the area, most of Pet Plus' ad burget has typically gone into print ads, with a limited investment in radio. Pet Plus' competition for its target of homeowners age 30 and up has grown from smaller Agway stores to the special departments of such "supercenters" as Lowe's. Wal-Mart and PetSmart and, with the increase in competition, the company was ripe for a more aggressive approach to marketing.
Obidectve: With retail advertising budgets tightening everywhere, the use of coop funds by radio marketers is becoming commonplace. Pet Plus arranged for co-op funds from Ironite lawn fertilizer to begin a campaign to increase store traffic: Ironite, in turn, hoped to further develop its relationship with. Pet Plus and grow market share for its product.
Campalgn: WFGO Marketing Consultant Kim Schaver put together a dynamite campaign for Ironite and Pet Plus. She proposed:

- 200 live and prerecorded spots, including 12030 -second commercials aired 15 per week, Monday-Sunday between Gam-midnight over $21 / 2$ months. and 80 promotional announcements on WJET-TV/Erie
- A six-week radio promotion callad Green Thumb Thursdays, including 90 promos, 36 garden tips and 9030 -second commercials
- Co-sponsorship of The 1999 Home \& Garden Handbook, an industryspecitic resource guide. Ironite received cover logo placement, a full-page ad and a full pape of editorial.
- Hali-page ads in 30,000 "supersaver" newspapers

Resuls: Schaver presented a strong case to Ironite, and the company agreed to double its ad budget in the market. EII Metrects of Pet Plus says, "The power of radio advertising increased the sales of Ironite at the Erie location from zero to 120 bags sold. The support of media advertisement by Ironite and the efforts of WFGO made the difference. I anticipate increased growth in the sales of Ironite."

Campaigns like this one prove radio's strength in both traditional and nontraditional marketing.


## More merketing information and resources from the RAB

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

## InSTANT BACKGROUND-LAWWANDGADEN

Top reasons people garden: to be outdoors, $44 \%$; to be around beautiful things, 42\%; to relax and escape the pressures of everyday life, $39 \%$; to stay active and get exercise, 35\%. (American Nursery \& Landscape Assn., 2000)

Sources of revenue for lawn and garden landscaping businesses: single-family residential, $58 \%$; commercial or industrial, $27 \%$; multifamily residential, $7 \%$; government contracts, $5 \%$; other, $3 \%$. (Lawn and Landscape, 2000)

Share of lawn and garden sales in 1999 by retail channel (projected 2000 market share in parentheses): hardware stores, home centers and.hardware warehouses, $37.1 \%$ (38.3\%); warehouse clubs, chain stores and mass merchandisers, $31.5 \%$ ( $29.9 \%$ ); garden centers, nurseries and farm stores, $31.4 \%$ ( $31.8 \%$ ). Overall sales in the lawn and garden industry grew to $\$ 81.7$ billion in 1999, a $3.7 \%$ increase over $\$ 79.1$ billion in 1998 . For 2000 the lawn and garden business is projected to generate revenues of $\$ 85.8$ billion, 5\% higher than 1999. (Nursery Retailer, 2000)

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## WIG $2 \pi / 4$


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## MIRROR YOUR LSTENERS

## Observation and preparation are keys to morning show success

By Dan Spice As a consultant, questions show are among those I hear most frequently: "Where do I find material?" or "What comedy service is best?" But I think there are more important questions for a morning show to ask:

- Who is my typical listener?
- What kind of information do my listeners want?
-What's the hot-button topic today?
- What will set my show apart from the rest?

If your typical listener is a 30 -year-old woman, you may well be talking to a mother whose big concern is getting the kids to school while juggling a career of her own. But for a Classic Rock-cuming 40 -year-old male, the priorities will be different. If you really know your listeners, choosing material will become much easier.

What does morning show content provide for the listener? It prepares him or her to take on the day and, maybe, to sound brighter, funnier or more interesting to co-workers. What you say may become ammunition for a listener to use in a copymachine discussion of CBS' Survivor. Make your listener better-prepared for the day by listening to you, and you've got a habitual cumer.

## TRENDS AND TOPICALITY

Identify each day's hot-button topic. If you didn't see at least one episode of Surdiver, your show may be marooned. You need to spot trends and reflect them to your listeners. Topicality is more important than canned comedy. In fact, I no longer recommend comed $y$ services because they don't fit into the "reality" mode of media today. A lot of shows limit their prep to canned bits and what comes over the wire. I recently heard three morning shows in the same market do the same bit in the same words. That's not prep, that's plagiarism!

The Internet is a prime starting place for show prep. Newspaper websites are great, and the best ones may not be in your area. If you want the dirt on country stars, check out "Brad About You" at The Temnessean newspaper's www.tennessean.com. For really strange stories, we like the San Francisco Examiner's "Bondage File" at wwwexaminer.com/ bounduge (only in San Francisco!), AM News Abuse (uwwamncusabusecom) and News of the Weird (werenewsoftheweird.com)

The CNN (wwecnn.com) and USA Todal (imuruasatoday.com) websites have excellent con-
tent, and I always find something good in The Wall Street Journal, though its website at wwatwsj.com is subscription-only, and the hard copy is better for finding gems.

If you're a CHR morning show, you'd better know what's happening with 'N Sync and Britney Spears. Check out Rick Dees Online at www. rick.com. If you spin the hits of the ' 60 s , the Oldies Music site at urazoldiesmusic.com may be a source of inspiration.

## NOW WHAT?

So how do you use all this information? Share it with a co-host, or talk about it directly with your listeners (that's what the big-money talent do). Use it as a phone topic for reaction, or just give the listener a good story to tell at work. A choice topic or bit inay give you an idea to send your stunt guy off on another wild adventure.

If vou really want to make an impression, work on your audio. I call this "ear candy," and good use of sound makes a far stronger impression than words alone. Talking about Regis Philbin? Use the Who Wants to Be a Millionaine theme as a talk-over bed. Sound bites from famous people can also help tell a story. Networks provide many of these bites; your VCR can provide even more. Doing the advance prep to mix great sound with your content is a terrific way to make your show stand out.

## PREPARE WELL AHEAD

Start your show preparation a week in advance, and look ahead for content that needs development time. Check your local activities calendars and national sources like Chase's Calendar of Eiculs. Ideally, one morning show member should look even further ahead to identify upcoming opportunities.

Great morning shows are well-prepared; make sure your listeners are too. Listeners in focus groups often say they heard something on a morning show and repeated it later in the day: "Station X's morning duo makes me smart enough to have a conversation at work." You know that listener will be back day after day! Make it your goal to communicate to listeners, "Station X's morning show makes everything a little more interesting - especially you!"

Dan Spice is VP of The Lund Consultants to Broadcast Management and Lund Media Research, a full-service radio consulting and research firm with offices in San Francisco and St. Petersburg. FL. He can be reached at 650 -$692-7777$ or by e-mail at lundradio aol.com.

## TWELVE 'KILLER QUESTIONS'

## Questions you should ask every candidate you interview

The job interview process is always a difficult one, especially when you're searching for hungry, motivated AEs. Below is a list of "12 Killer Questions" developed by noted British occupational psychologist Peter Gerstmann. Try them out next time you're face-to-face with a sales candidate.

1. What is your greatest weakness?
2. What are your greatest strengths?
3. What would you like to avoid in your next job?
4. What can you tell me in five minutes to persuade me you should have this job?
5. How competitive are you?
6. What has been your biggest work-related failure?
7. What frustrated you in your tast job?
8. Have you ever been fired?
9. What recent advancements are you most proud of?
10. What mistakes have you made in handling difficult staff situations?
11. If I called your last boss, what would he or she say about you?
12. What motivates you?

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To prevent your salespeople from sell-
 ing only the stronger stations in your cluster while ignoring or throwing away the stations that are tougher to sell, you must pay your AEs based on their ability to reach individual station goals.

At Adventure Radio Group we've developed a "Graduating Commission Plan." Each month we assign the sellers on our team sales goals for each station they represent, and at the end of the month we determine their commission based on how many goals they've reached. Under this system people who are able to consistently sell most or all of the stations in a cluster will earn high compensation, but people who choose to sell only their favorite stations will struggle.

Here's how to set it up: First, determine what your average commission rate will be. If you've been paying a flat commission of $15 \%$, make that your rate for average performance. Next, decide what will constitute average performance. If your sellers are handling seven stations, then reaching goals on four of them might be considered average.

With those two things determined, gradually increase your commission rate for performance that exceeds the average, and decrease it for performance that falls short. In other words, you might pay $16 \%$ commission to AEs who reach five goals and $17 \%$ to those who reach six - but you might pay only $12 \%$ to those who reach three goals.

Paying significantly less money for below-average performance is just as critical an element of this goal-based compensation plan as paying more money for above-average performance. While making more money may not be the strongest motivator, making less money certainly is! This compensation system forces your salespeople to think about, plan for and push every station in your cluster. They will work hard every month to make as many goals as they possibly can, and that will mean strong sales performance for every station in your group.
Reach Frank Kulbertis at 843-785-9569.


Check out R\&R's latest project: MusicMeeting, the one-stop online destination to preview and evaluate new music. R\&R's Jeff Gelb demonstrates MusicMeeting at the R\&R booth at the NAB Radio Show.

# Alsop At NaB Radio Show: Look For New 'Net Opportunities 

\author{

- Venture capitalist says radio can control the future of Internet audio
}
 "The Experts Weigh In on Broadband." Also on the panel were Arbitron's Pierre Bouvard, Coleman Research's Warren Kurtzmann, Yahoo! Broadcast's Andy Collins and Emmis Communications' Rick Cummings.


## Radio Can Take Control

Alsop told radio executives that, because many radio stations are already streaming their audio, "You


STEWART ALSOP guys have the opportunity to really control and define how streaming is done on the broadband Internet."

Asked by an audience member what radio executives who have to deal with the Internet and broadband should do next, Alsop replied, "If I understand it correctly, most of what you've done on the Internet involves a radio station putting up a website and putting its broadcast out on that website, and I think that's the wrong thing to do, strategically. Because, in order to deal with and understand what the


Internet represents to you strategically, going forward, I think you have to create new products.
"You have to understand well enough what your audience - your customers - are doing on the Internet to be able to deliver to them something different than you're doing now."

Alsop cited Bonneville's Internet-only all-News WTOP, which is targeted to govemment employees, as
an example of a new product designed specifically for the Internet.
"I'd take whatever it is that distinguishes your station from every other station in your area and try to find a significant value and use that to build a new broadcast that's strictly on the Internet. Essentially, try to introduce a new product, and find a way to associate

## Emapster

a revenue stream with that and build a new business for yourself.'

## Strengths Of A New Medium

I've heard it observed more than once that the first content for a new medium generally simply copies the form of an earlier medium. For example, the first movies looked like stage plays, and the first TV programs were simply radio programs with cameras pointed at them. Eventually, new forms evolve that take advantage of the strengths of the new medium.
> "Most of what radio has on the Internet involves a radio station putting up a website and putting its broadcast out on that website, and I think that's the wrong thing to do."

I asked the "Broadband" panel if they foresaw new forms of Internet radio emerging that would be bettersuited to the characteristics of the new medium.

In reply, Alsop observed that "background usage [like terrestrial radio] is not good for [allowing] a new form to develop." He suggested we look at the stations launched by Enigma Digital - a firm his company had declined to invest in ("Venture capitalists don't like weird media companies," he explained). Enigma's KNAC.com (www.knac.com) has interesting, interactive components on its site, such as having its personalities interact with listeners in a chat room while songs are playing.

Disagreeing with panelists who observed that radio's primary strength is its local orientation, Alsop nofed, "There are countries where radio is not local, and the


## MonyoMusic.com Sounds Like A Possible Winner

Sliding down in my chair on a rainy afternoon in the RAIN test lab, I needed some music to fit my mood. Recent Microsoft acquisition MongoMusic.com is a music destination that offers a unique kind of customization, and I thought it might be just what I needed.

MongoMusic calls its customization feature the "sounds like" function. It's billed as an intuitive way to introduce listeners to new music based on the music they already enjoy. Pick a genre, mood, artist, song or album you like as a starting point, and "sounds like" is supposed to steer you in the direction of music that's along the same lines as your original pick. To give the site and its music-seeking functions a test spin, I decided to create a station and call it "Rainy Day Music."


The first step in creating a RadioMongo station is to read a tutorial. The tutorial shows each step of the creation process: naming the station, selecting the music and listening to it. I read through it, then started working on creating my station.

After filling in the station's name, I went to the "Help Me Find Music" page. That's where you can hunt down a musical starting point using any of a variety of musical criteria. Siñce I was going for a "rainy" mood, I selected the custom search features for music with a slow tempo and a somber feel, regardless of artist or genre.

The site generated a list of the most popular songs fitting my "rainy" profile. I selected the one or two that sounded most interesting and clicked the "Add to Station" button to include them in my playlist. Then I clicked the "Similar Songs" link under each song. That took me to another list of songs to choose from, all similar to the song I had originally selected, but less similar to the original "sad, slow" selection. I continued to add songs to my increasingly eclectic playlist.

Now it was time to listen. A very nice customized version of (surprise!) RealPlayer popped open. (l'd expect the Windows Media player to appear shortly now that Microsoft has purchased the site.) The player displays the artist coming up next, has a "skip" function in case you just can't wait to get to the next track, and features a "Playlist" button that leads you to a list of the last 10 songs played. There's also a button labeled "Custom," with which you can choose the tempo and "weight" - how "heavy" or "light" the intensity of the music is - for your stream.

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# The World's \#1 Mix Show Network 

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## Slam Jam

Today's hottest Hip-Hop and R\&E

## Kool Jam

R\&B favorites from the "old school" era of the 70's \& 80's
Classic Jam
80's and 90's R:B and Hip-Hop hits

## Classic Jam Mini-Mixx

7 minutes of 80 s and 90s R\&8 and Hip-Hop hooks

## Smooth Jam

Mainstream mid-day or Urban-AC weekend R\&B mix

## Oldies Jamm

Perfect for "Jammin' Oldies" stations

## Supermix Dance

Hit-driven Top-40/CHR dance tracks
Supermix Street
The biggest rhythm-crossover hits

## Old Skool MiniMixx

7 minutes of old school era R\&B hooks

New Skool MiniMixx<br>7 minutes of Hip-Hop and R\&B hooks

## Inspiration Jam

Gospel music mixed beat-to-beat

## "Listeners were so impressed ...

with the mixes they called to ask what clubs the D.J.'s worked at! Labor Day Weekend we rotated 17 mixes ranging from Old Skool to Gospel. Listeners loved it and the phones were blazin' all weekend.

If you want positive programming to elicit an instant, positive reaction, this stuff is it. Im so happy with the results I am thinking about doing the same thing on New Year's Eve!


I am excited about the consistent weekly results with Smooth Jam, Kool Jam, Inspiration Jam, and the Old Skool Mini Mixx. My listeners cant get enough of this quality. hit-intensive. creative, and reliable ratings and reaction driven programming.'

Derrick Brown.
Program Director WHQT - Miami

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# Alsop At NAB Radio Show: Look For New 'Net Opportunities 

## Continuad from Page 18

Internet is the least local medium of all." He advised radio to look for new opportunities for nonlocal approaches.

## The Real Napster Numbers?

Finally. Alsop said that the oft-quoted statistic of 20 million Napster users is, in his opinion, wildy exaggerated. "Nothing's ever happened to 20 million people in a year, ever in the history of mankind. So this is kind of a huge thing, and I keep scratching my head and trying to figure it out.
"But if you break the number down, first of all you have to toss out about 15 million people who downloaded the sottware just to kind of play with it once, then figured out that if you have a dial-up connection, it takes too long, and it's too painfui, and Napster's just terrible software anyway, and it really doesn't work. So you get

## "Radio has the opportunity to really control and define how streaming is done on the broadband Internet."

down to about 5 million - and about 4 million of those are students in their dorm rooms on university networks, not even on T1 connections, but on T3s. That makes Napster a relatively small phenomenon right now."

That, of course, would leave a Napster user base of typical consumers of around 1 million people. And I agree with Alsop - that makes a lot more sense than 20 million.

## Another Dol-Com Failure: Xenote Folds

As reported recently in R\&R (9/22), San Mateo, CAbased startup Xenote announced that it had failed to find financing, and the company discontinued its operations three weeks ago.
Xenote offered a coollooking, keychain-sized device that allowed consumers to "bookmark" songs and commercials as they heard them on their favorite radio stations. Xenote's idea was that its customers would carry the device around with them and press the button on it when they heard a song or spot they wanted to remember and learn more about. (The device would emit a cool little high-pitched chirp when the button was pressed. You could also point it at people and pretend you were shooting a phaser.)
When Xenote users got back to their computers, they were supposed to hook up the device and be taken
 to the Xenote website, where song and title or advertiser information would be available for them. The site at wuw.xenote.com now reads, "Xenote aimed to create products to 'point and click' people, places and things in your everyday 'offline' life and get to the related information you want on the internet. The concept of 'bookmarking the real world' was born ... Despite our demise, the service was a success."

## Dropping Like Flies

Xenote's shutdown closely followed that of GetMedia, which relied, as Xenote did, on CD sales as a key part of
its business model. Word has also gone out that former MagnitudeNetwork.com parent iCast has let go more than $10 \%$ of its work force. Video-based Intemet entertainment sites are also dropping like flies right now. Santa Monica, CA-based Digital Entertainment Network shut down in May, DreamWorks' Pop.com decided last month not to launch, and New York-based Pseudo.com folded a few weeks ago.

Despite Xenote's problems, Sony announced plans to launch an almost identical device called an eMarker at the NAB Radio Show last month.

## Engineer-Drven?

Although the Xenote people seemed like a great bunch, their product always appeared to me to be an engineer-driven idea rather than one driven by consumer need. For a consumer who might already be wearing a watch and carrying around a mobile phone, a PDA and a pager, adding a Xenote might very well seem like adding one device too many (pocket space is at a premium these days).

Furthermore, in its first incarnation the Xenote was actually doing nothing more than storing a time stamp. When you connected it to the computer, the software would simply check to see what your station was playing at the time you pressed the button.

When RAIN first wrote about the Xenote in February, we observed, "It's a cool-looking little device, but it seems technology-driven rather than needdriven, doesn't it? Also, what's the business model? Who pays for the device? What's the revenue to anybody?"


Conlinued frem Prge 11
Probebly because of its complox customization fectures, Redioliongo had a few problems when I tried i. When I listened to my "Reiny Day" stetion, songs were repeated too often. And the "sounds like" feature, in my imited experience with it, seems to stay within a musical genre oven if none is specified. Remember the "Rainy Day" criteria, looking only for downtempo songs? Because my "starting point" selections were R\&B, RadioMongo offered me only R\&B selections from then on. Adding atternative "starting point" songs added athemative selections but no other genres.

There was also
 another, larger probtem: More than once I heard a fragment of a song, then the player abruptly advanced to the next song. Could something be invoking the "skip" feature? Another suggestion I'd make would be to improve the quality of the stream; right now it has an AM radio sound.
The MongoMusic site serves multiple functions it's a music sampler, a CD retailer and a home for your own RadioMongo station. MongoMusic has a great idea that, with some tweaking, might really be usetul as a tool for discovering new music.

- Paul Maloney


## IIIITAIBIIS

## FCC's Stite Among The Best, Study Says

The FCC's www.foc.gov has been recognized by a university study as one of the best govemment websites. A leam of researchers led by Brown University prolessor Darrell West examined 1,813 state and ficderal govermment websites and awarded them points for 27 different features, including clear contact information, searchable records and privacy policies. With 84 points. the FCC's site tied with those of the Department of Education and the Department of Agriculture. "I am thrilled to be in the same league as much larger govemment agencies," said FCC Chairman Bill Kennard. "I am proud of the FCC staff, who have carried out our goal of making our website informative and con-sumer-friendly."

## Ciladel Forms Alliance With Koz, Real Media

Web commerce and community network KOZ has built and will now host websites for 108 Citadel FM . KOZ will also add community leatures to Citadel's 30 AM sites and eventually roll out those features to all Citadel sites. The two-year alliance also calls for Real Media to sell customized banner ads and on-air radio promos across all Citadel markets; all three companies will share in the revenues.

## IIAITALBITS

## NetRadio ProsidentCEO Resigns

NetRadio PresidenvCEO Edward Tomechko has resigned. He will be replaced on an interim basis by Eric Paulson, who is Chairman of NetRadio and Chairman/CEO of the company's largest stockholder, Navarre Corp.

## Katz Interactive To Rep AudienceBank

Katz Interactive's Katz Streaming Media Sales Net work has agreed to provide national advertising to AudienceBank users who have volunteered their demographic data. AudienceBank is an application service provider that also offers an Intemet-only radio station.

## Interep To Rep RadioWave.com

Interep Interactive has agreed to sell RadioWave's iSpots advertising inventory across RadioWave's network of streaming audio siles, including MSN Chat Radio and Susquehanna's group of station sites.

## AP, WarpRadio.com Enter Streaming Deal

The Associated Press and WarpRadio.com have entered into an alliance that will provide AP newscasts to more than 350 WarpRadio affiliates.

## SpotTaxi, Lightningcast Form Alliance

Intemet radio spot-trafficking system SpotTaxi has partnered with Lightningcast, which inserts ads into streaming media. Together the companies said they will offer ad agencies a way to seamlessty traftic and place ads in the Lightningcast affiliate network.

## SurferiETWORK Forms Alliance

SurferNETWORK announced that Nassau, Journal, Telemedia, Roberts Radio, New Northwest, Aurora, Shamrock and Buckley have participated in pilotlesting of its webcasting system, which it said can seamlessly replace on-air ads with targeted ads and eliminate interruptions from Internet congestion. SurferNETWORK said it incurred all costs associaled with webcasting and advertising sales and shared its advertising revenue with the radio stations.

## Online Tonight Teams With Informano

High-lech radio show Online Tonight, hosted by David Lawrence, has announced it will incorporate Informano's CastOne wireless technology into its programming. The technology will allow listeners to interact with the show through their mobile phones and other wireless devices. Informano said that Castione can be used by broadcasters for listener alerts, "hear it, buy it" transactions in real time and to deliver wireless coupons.


Artemis recording artists Spooks, on the road to support their single "Things I've Seen," recently visited with the staff of Internet radio site ClickRadio. Pictured (l-r) are ClickRadio VP/Music \& Talent John Cannelli; Artemis Records President Daniel Glass and Director/Internet Marketing Adam Spielberger; bandmembers Booka T and Ming-Xia; ClickRadio VP/Music \& Talent Traci Jordan; bandmembers Water Water and Hypno; ClickRadio VP/Music Programming Patti Galuzzi, Audio Producer Jonathan Armstrong and Sr. VP/Marketing Jim L'Heureux; bandmember J.D.; and ClickRadio CEO Hank Williams.


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

## Net Chats

- Sheggy has proved that he is a reggae pop Hot Shot, and you can party with him on Monday (10/9) at 8pm ET, 5pm PT (chat. yahoo.com).
- They were called hardcore in '82, but the world has caught up withCorrosion Of Conformily. Catch up with the rockers in conversation on Wednesday (10/11) at 9pm ET, 6pm PT (www.twec.com).
- The New York duo Changing Faces make oh-sosmooth R\&B, and you can chat with the ladies on Thursday (10/12) at 8pm ET. 5pm PT (chat. yahoo.com).


## On The Web

- It's time to rise and testify! Join L.A.-based gospel group The Gaston Five in periormance on Sunday (10/8) at 30m ET, noon PT (www.hob.com).
- Michael Anderson


Is The 'Wet Compeltion Or Opportunity?
Fortune columnist and venture capitalist Stewart Alsop told the NAB Radio Show that radio has to create new products and go beyond streaming to be successiul on the Internet. Is your station taking advantage of the new opportunities presented by the 'Net, or do you just consider it competition? Keep up with all the issues in RAIN: Radio And Internet Newsletter every day at www. kurthanson.com.


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## The Electronic Media $\frac{A N D}{T H}$ G12 1111011 CN In The 21st Century <br> October 24, 2000, The Freedom Forum World Center Headquarters, Arlington, VA

## Topics will incuate

Competition, Gonvergence and the Constitution: Will Marketplace Changes Affect First Amendment Standards for the Electronic Media?

Regulation of the Electronic Media: Is Content King or Does Government Reign?

Bytes in Your Rights: Is Technology Eroding Privacy and Consumer Protections?

Luncheon Speaker: Jack Valenti, President \& CEO, Motion Picture Association of America

For more information
Please visit www.nabef.org or e-mail nabef@nab.org.

## QFIRST AMENDMENT CENTIR

Capitol's
AlMster Play
A lot of waves are flowing from the announcement last week that Capitol Records mounted a promotion with Radiohead that pul the group's new album at the feet of AlMster users. The street talk is that Capitol has broken ranks


Dewill Lawronce with its RIAA-member brethren. AlMster piggybacks onto America Online's AOL Instant Messenger (AIM) and ICQ buddy lists to allow usens to rummage around in each others' computers. looking for cool MP3s.
Don't think that because the great label al Hollywood and Vine has chosen to promote things via AlMster it has gone daft. Quite the opposite. and to its credit. with a band that has a higher-than-average profile on the 'Net. Capitol and Radiohead are doing exactly what they should be allowed to do: choose to do online promotions on their terms and at their pleasure, free of interference from websites and services that cry. "The music musi be free!"
The music wasn't even involved. You could download a skin. or interface, for AlMster that was designed around the Radiohead graphics. and you were able to search out a couple of short video blips from the group, but you couldn't steal an MP3. The promotion was nothing that indicated any thaw in the current acrimony between the majors and the song-theft-enabling Napsters of the world.
This incident illustrates several things. not the keast of which is that the mainstream and tech media rarely get the story straight in their zeal to publicize and legitimize the theft of intellectual property. If there were ever cheerleaders for this sort of thing, it's the tech portals. The mainstream press is also starry-eyed over the current legal wrangling and ofien glosses over the real noves made by the labels in this space.
One of the problems with Napster and its ilk is the loss of the carcful control that labels and artists have over their release programs. Even though the Radiohead album was released this past Tuesday, the entire album has been available on Napster for weeks. That loss of control can casily impact record sales. and we'll never know whether the impact is positive or negative. I had Hank Barry, Napster's CEO. on Online Tomighr recently. and he reiterated the company line that Nap-
 ster actually accentuates
CD sales. since they are up since
Napster hit the scenc. He did concede. however. that sales might he even higher were it not for the cuts available free on Napster and that everyone will be bringing their own surveys into court this weck.
It's choice that's most important. Removing the choice an artist has to create (or not create) and fully exploit a promotion such as Capitol and Radiohead created might be the worst damage that the IP-theft sites have done.
Questions? Comments? david@netmusiccoumt donnicom. or post to the Internet folder on the ww: rnmine.com message haxard.

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


For the December 22 issue of RaR I'll have to file these columns from the sun-drenched shores of Playa Del Carmen, as I will be plying the waves on the Carnival Cruise ship Ecstasy with Howie D of The Backstreet Boys. We'll travel from Miami to Key West and on to PDC and Cozumel. Cabins are really inexpensive at that time of year, and all the money goes to the Caroline Dorough Lupus Foundation. Listeners who sail with us will be treated not only to a great cruise and the inner joy that comes with helping a good cause, but also a private cocktail party and concert with Howie D and his little sister Pollyanna. It's hard work, but someone has to do it.

All CHR and Hot AC Net Music Countdown atfiliates and all Online Tonight affiliates will be able to register listeners not onty while the show airs, but throughout the week, to win one of two trips aboard the ship. Since Howie's sister Caroline was diagnosed with lupus, Howie has dedicated major resources to finding a treatment and cure for the disease, and we're glad to help. The Ecstasy suffered a tire a few years ago and has been retrofitted with the latest cool amenities. It will sail the week of the 18 th of December. If you want to go with us, or if you want to participate in the promotion, send me an e-mail for details.

- Dovid Lambice


## CHR/Pop

## TM ARTIST COTTith

1 BRITNEY SPEARS Oogs!...I Did In Again"Lucky"
2 madomma Music/"Music"
3 3000ns DOWM The Bener Lite-Kryptonite"
4 CREED Human Clay/"Arms"
5 Matchbox Twewty Mad Season/"Bent"

- 'W SHiC No Strings Aftached/Gonna"

7 STIMg Brand Mew Day/"Desert"
( Destur's CHILD Writing's On The Wall'-Jumpin"'

- Everclena Songs fom An American Movie Pt: i/Wondertur

10 DIDO No Anve/"Here"
11 BOW AOVICrush"Lite"
12 Chmistima ngumera Chistina Aguilera"Over"
13 MME Dars The Madding Crowa/"Absoutety"
14 Melly Country Grammar"Grammar"
15 LuwkT Mutty Protessor II Soundtrack"Matter"
16 verical horizow Everything you Want"God"
17 LaREMaKED LAOIES Maroon"Pinch"
11 IESSicasmpson Sweet Kisses/"Love"
18 FATH HILL Breathe" Way"

- 20 souldecisiow no One Doas 11 Benter/-Faded"


## Country

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1 FATH HILL Breathe/Love"
2. JO DEE mEssma Bum/ Way"

3" LOMESTAR Lonely GnW"Now"

- BROOKS \& OUWN Tight Rope/"Loved

5 SHEDASY The Whow Shepang/ Will"
6 KEITH URAAM Keith Urban/"Everything"
7 DXXE CHICKS Fy/-Without

- ALAM uecisom Under The Influencer"Love"

9 TRAVIS Tritit Best Of intentions "Intentions"
10 Rasccu FLATTS Rasca/flats/"Dayligm"
11 george strant go on ${ }^{-G O} 0^{-}$
12 LEANN RIMES Jesus TVSoundtrack/"Need"
13 JOHM M. MONTGOMERY Brand New Me/"Little"
14 PATTY LOVELESS Strong Hearv"Mood"
15 martima mcsRIDE Emotion" "There"
16 PHIL vASSAR Phil Vassar/"Paradise"
17 JOE OIFFIE Night To Remember/"Somethin"
18 collin Raye Trachs" "Loving"
19 STEVE holy Blue Moon "Moon"
20 MAROW TIPPIN People Like USV"Kiss"
Hot AC
LW Tw Aptist cotitle
1 STIMG Brand New Day" "Desert"
2 CREED Human Clayy/Arms." "Higher"
3 matcheox Twenty Mad Season/"Bent"

- 3 DOORS DOWM Bener LIte"KKyptonite"

5 EVERCLEAR Songs From An American Movie Pt. $1 /$ Wonderiul"
6 VERTICM HORizOW Everything You Want"God," "Everything"
7 EMAEMAKED LADNES Maroon "Pinch"

- macy gray on how Life is" Hry "

9 OlOO No Ange/"Here"
10 santama Supernatural"Smootn"
11 "H SYNC No Strings Amached/"Gonna"
12 BDN JOVI Crush"Lite"
13 mDBY Play/-Porceiain
14 madonna Music/"Music
15 mima gordon tonight And The Rest Or My Lite/"Tonigh"
16 NINE DAYS The Madding Crowd/"Absolutely"
17 FAITH HILL Breathe Way"
18 SISTER HAZEL Fortress/"Change"
19 DON HEMLEY Inside Jod"Home"
1920 thind EYE BLIMO Blue/"Deep." "Never"

## Urban



```
        1. MELLY Country Grammar/"Grammar
        2 TOM RRNXTOW The HeaV"Man"
        3 RUFF ENDZ Love Crimes/"More"
        4 SISOO Unieash The Dragon/"Incomplete
        5 JLL SCOTT Who is Jill Scott?/"Getrin"'
        WYCLEF JEAM The Ecleftic:2 Sides |I A Book/"911"
        JOE My Name Is voe/"Lady
        YOLANDA ADAMSS Mountain High Valley Low/"Heart"
        & CARL THOMAS Emotional"Summer
        10 Emumem Marshaly Mathers LP/"Way
    11 Donell domes Where I Wanna Be/"Wanna
- 12 LiL' BOW wow Big Momma's House Soundtrack"Bounce"
15 13 BOYZ II MEN Nathan Michsel Shawn Wayna/"Pass"
14 14 LutY PENRL Lucy Pear/"Mess," "Dance"
-15 MEXT Welcome To Nextacy/"Witey"
- 18 DEsTMr's CHuld Writing's On The Wall"Jumpin"
8 17 CommoN Like Water for Chocolare/"Light"
13 12 ERYMaH Eadu Mama's Gun/"Lady"
18 19 JMMET Nutty Professor II Soundtrack"Matter"
16 20 JagGED EDGE JE Heantreaw"-Married"
```


## NAC/Smooth Jazz

LW TM ARTST COTitle
1 B.B. HWG/ERTC CLAPTOW Riding With The King/"Rain"
2 MORMAM BROWH Celebration" "Paradise"
3 BONEY JAMES \& RICK BRAUN Shake It Up/"Grazin"'

- FDURPLAY Yes Please/"Robo

5 BOMEY JMMES Body Language/"Night"
6 DAVIO BEWDIT Professional Dreamer/"Miles"
7 WAL JER BEASLEY Won't You Let Me Love You/"Comin"'
KIM WATERS One Special Moment/"Secrets"
9 KIRK WHALUM For Yow"Goes"
8 10 GEORGE BENSON Absolute Benson/"Deeper"

- 11 EUGE GROOVE Euge Groove/"Vinyl"

12 WarREN will Life Thru Rose Cołored Glasses/"Take"
13 CHIEL MINUCCIS weet On Yow"Sunday"
14 WALTER BEASLEY for Your Pleasure/"Nice"
15 PETER WHITE Perfect Moment"San Diego"
1416 BRLAN TARQUIM Son Touch/"Web," Darlin'"
1317 TOM SCOTT Smokin'Section"Smokin"

- 18 RICHARD ELLIOTT Chill Factor/"Moomba"
- 19 GERALD VEASLEY Love Letters/"Valdez"

2020 JEFF GOLUB Dangerous Curves/"Two"

## Alternative

LW TW ARTIST COTTitle
1 3 DOOAS DOWN Better Life/"Loser"
2 RED HOT CHILI PEPPERS Californication/"Californication"
3 PAPA ROACH infest"Last"
4 CREED Human Clay/"Arms"
5 DEFTONES White Pony/"Change"
6 EVE 8 Horrorscope/"Promise"
7 IMCUBUS Make Yoursel//"Stellar"
VERTICAL HORLIZN Everthing You Want/"God"

## - SR-71 Now You See inside/"Right

10 EVERCLEARSOngs FTomAnAmericanMoveP: $V$ "Wondertul."AM"
11 baremared laoies Maroon/"Pinch"
12 WhEatuS Wheatus/"Teenage"
13 BT Movemen $\downarrow / n$ Still Life/"Never"
14 DISTUREED Sickness/"Stupity"
15 A PERFECT CIRCLE Mer De Noms/"Libras," "Judith"
16 FUEL Something Like Human/"Hemorrhage"
17 DPM Menace To Sobriety/"Halipipe"
1818 DRGY Vapor Transmission/"fiction"
2019 DAMOY WARHOUS Thiten Tats fromiltenBChema/ Bohemian"
1920 RAGE AGANMST THE MACHINE Battle OT Los Angeles/"Testity

## 'Fish' Swims Into Atlanta At WFSH

Atlanta has received its first l00kw, full-market signal designed to offer Contemporary Christian programming to the entire market On Sept. 28 Salem Communications flipped the switch on WFSH. which will be known on-air as "104.7 The Fish."
Allen Power will serve as GM for the station, while industry veteran Kevin Avery assumes programming duties. Avery previously served as PD of noncommercial Contemporary Christian WAYFFM/West Palm Beach. Commenting on the potential WFSH presents for the Religious format, Power said. "The 104.7 signal has historically been one of the strongest in the Atlanta market. and we intend to honor that position by providing the finest and most entertaining music station in the area.
"WFSH is going to be as wellresearched, -programmed and -produced as any of our generalmarket competitors. Atlanta is the eighth-largest market in the U.S. for sales of contemporary Christian music. so we know there is an enormous andience that is excited about our arrival in this market."
WFSH is patterned atter KFSH Anaheim. CA. which Salem signed on just over four weeks ago (R\&R 9/1). Salem President/CEO Ed Alsinger IIt commented on both stations" launches: "Salem's corporate strategy is to supenserve the re ligious market. With contemporan Christian music growing faster than almost any other style, we recognize that Christian music listener are an imporant addition to our au dience and. we will continue to find opportunities to operate Christian music formats in major markets.
"We are happy with the succes. that KFSH is experiencing in Los Angeles after only a month on the

WFSM/Eee Pape 37

## Weston Named PD At WKLR/Richmond

Former WWRX/Providence PD Bill Weston has been named PD


Weston for Classic Hits WKLR/Rich mond, which Cox Radio acquired in the Clear ChannelAMFM spinoffs. "I'm extremely juiced to join Cox in Rich mond." Weston told R\&R. "Everyone I have spoken with says the same thing 'Great company!' I look forward to working with cluster VP/GM Sieve McCall. an admirable leader with an infectious dynamism (which the doctors are trying to clear up) WKLR is already poised to take the primary Rock position in the Rich mond market. I can't wait to begin accelerating that timeline."
Weston is set to begin his new duties later this month.

## KBUC/San Antonio Goes CHR/Rhythmic

ispanic Broadcasting has added another English-language music station to its roster: Its new acquisition from Reding Enterprises, KBUC/Pleseenton, TX in suburban Sen Arlonio, has been upgraded to 100,000 watts, moved from 88.3 MHz to 88.5 and frpped from Country to CHP/Rinthmic. Commercial-free since least Fidday's (9/29) launch. the station has adopted the new call letters KB8T (88.5 The Beat).

Hispanic Broadcasting/San Anonio OM J.D. Gonzalez, who adds PD duties for KBBT, told ReR, "This is an English-language, Hispanic-targeted radio station, but we'll be bilingual where it feets right. Ah of cur stations are very wall-researched and we have the Hispanic edge; we know them well.
With this market being so assimilated it's not going to be any different from Phoenix, Los Angeles or Chicago. I also come from a 'Churban' background and was most recently programming

Tejano, so l've seen it from all ends. We are going to be very tocused and very, very street."

HBC has a similarty Hispanic-targeted CHR/Rhythmic station in Houston: KRTX-FM (The House Party). In San Antonio KBBT is compeing agoinst top-ranked CHFV Pityurnic KTFM, which Waterman is in the process of seming to infinity. "KTFM's music selection is wider" noted Gonzalez. They art doing timins tree playing 'old echoor' mualc diving mideys, and they are atoo phaying Briney Speors and Tho Backstreet Boys.

Our focus is Churben. Our podivion is 'San Antonio's Home For Hip-Hop And P\&B.' KTFM is a gree herikage racio station, so it's not go ing to be easy. We know the bettle we have aheed of us, and we hav some very energetic people who are excited about the challenge.

Gonzalez has already hired KOBT/Austin nightimer formeno as MOOnightimer and former KZFMCor pus Christi, TX MD Danny B, Jammin' as Asst. PDinorning driver.

## Murray Gets 'Wild' Programming Gig

Clear Channel's WKFS/Cincinnati MD Jeff "Smash" Murray has been promoted to PD/afternooner at new CHR/Rhythmic sister WLDA (Wild 96-7)/Peachtree City, GA in suburban Atlanta. Prior to joining WKFS. Murray was MD/nighttimer at WIFC/Wausat. WI.
"We talked to a lot of people within Clear Channel and outside the company as well." remarked WKLS. WLDA \& WMXV OM Tim Dukes. "Smash emerged as the one person who was completely willing to put his life on hold for as
long as it takes to put us on the map It's a good thing he's salaried and in management. or else I doubt we'd be able to aftord the overtime!
"CHR has always been my fa vorite format. and Rhythmic has always been my passion." said Murray. "I'm pumped about being able to put it all together and ge "Wild' in Atlanta Like most of the industry. I have watched this mar ket for a long time and thought the Rhythmic hole was big enough to park a Lincoln Navigator limo. I'm glad I'm getting the chance to chauffeur.

## Persigehl Now PD At KRSK/Portland

After doing momings for a year on hometown Hot AC KSRZ/Omaha, Dan Persigehl has remurned to programming by claiming the vacant PD chair at KRSK/Portland. He succeeds Joel Grey, who recently left the Entercom Hot AC to program KKLT/ Phoenix (R\&R 9/8)
"This is probably the most exciting opportunity I've ever had," Persigehl told R\&R. "I can't think of a better major-market company to work for. The people in this building are just incredible. They're not only talented, but they're genuinely good people. There's a tremendous


Peralgenl
 Before joining KSRZ. Persigehl was OM/PD at KMXP \& KZZP Phoenix. He previously programmed WKEE-FM/Huntington. WV; KXRA/Alexandria, MN KSYZ/Grand Island, NE; and KWSO/Sioux City, IA

## Steole

## Continued from Page 3

obirse, Tom Thon. I am surrounded by knowledge and passion. Al WNCI it's going to be tough to forlow in Todd Shamon's' footsteps, because hes done great thinge with that radio station, but this is what I do. this is what I love, and I couldr'!
have asked for a better opporturity or compery."
Prior to serving as WRYW's PD, Steele was PD at WZEEMadison, W; Aset. PD/atiernooner at WKBO St. Louls: OM at WHHYMMontgomery, AL; OM al KIXYSan Angelo, TX: and attemooner at WBEN-FM Buthela.

## EXECUTIVE ACTION

## Abrams Leads Radio One/XM Programming Venture

R
adio One has hired Mike Abrams as Programming Coordinator for its venture with XM Satellite Radio, under which Radio One will produce programming for the satellite radio service's African-American listeners. Abrams latest position was PD at Cox's WBTS/Allanta.
"I am ecstatic to be a pert of the great, growing Radio One family and am very much looking lorward to leading Radio One into new ventures with XM Satellite Radio" Abrams commented. This is a great opportunity, and I am happy to be joining Alfred Liggins and the Radio One leam."

Abrams' resume inctudes stints as Asst. PD/air talent for KKFRR/Phoo nix, Programming Coordinator/id talent for WOHT/New York and OMPD for WBHKBirmingham. He was also a weekly columnist for Hitmakers magazine.

## Motro Ups Delone To VP/Sales, Eastern Region

Meg Detone has been named VP/Sales, Eastern Region for matro Networke In her new rote she'll be responsible for sales pertormance in 33 markets.

Meg will be a tremendous resource to the sales management through out the Eastern region as we continue to create more shareholder value," said Metro Sr. VP/Eastern Region Steve Candullo, to whom Detone reports.

Delone joined Metro last year as VP/Sales, Northeast \& Mid-Atlantic Region. She previously was President of the business consulting firm Peak Performance and spent seven years as VP/GM of Jerry Lee's WBEB/Philadelphia.

## Patrick Takes VP Post At Edison Media Research

ou Patrick has joined Edison Media Research as VP/Sales \& Client Services. He most recentiy was VP/Research \& Strategy for Strategic Media Research. The former radio PD also served as President of LP Media Strategies.
"Lou has been doing great research work for radio for many years." said Edison President Larry Rosin. "I am thrilled that he is going to contribute his taients to our growing team at Edison Media Research.
Patrick added. "I ve long respected Edison Media Research as among the best and most innovative researchers out there. I see this move as the creation of a true market research "dream team" for the industry.

## Daniels Adds KASE/Austin Prog. Duties

Country KVET-FM/ Austin PD Mac Daniels has been elevated to DirectorProgramming for KVET and Clear Chansel Country sister KASE. He takes the programming reins at KASE from Michae Cruise, who recently left to become PD at KKBQ/ Houston (R\&R 9/8).

Daniels told R\&R, "It's gratifying and fulfilling


Omiots Omints that people like [Clear Channel Re- spent 14 years at KPLX/Dallas.
gional VP] Dusty Black and [KASE \& KVET Station Manager/OD] Bill LeGrand have the confidence to allow me to carry the Country torch in a great Country market like Austin."
Daniels joined KVETFM as PD just over three months ago. He previously programmed WMZQ/ Washington and before that

## KWKD/SLC Fires Up As 'The Blaze'

Mill Creek Broadcasting has signed on a new signal in Salt Lake City: Active Rock KWKD (The Blaze) at 102.3 FM . The company also owns CHR/Rhythmic KUUU (U92) and Urban Oldies KSNU (The Fever) in Salt Lake City.

VP/Programming John Edwards noted that the station was named after the former Blaze in Chicago. which he also programmed. The station started stunting last Friday (9/29) at 2pm
by repeatedly playing Buckcherry's "Lit Up." Then on Monday ( $10 / 2$ ) at noon the outlet's Active Rock format debuted with Tool's "Sober." The Blaze is playing a 10.000 -song marathon with no commercials.

Former crosstown KBER programmer Cory Draper has been named PD, and he will also do moming drive. The remaining airstaff positions have not yet been filled.

Noah Samara
Chairman/Chief Executive Officer,
WorldSpace
2400 N Street
Washington, DC 20037 USA
Dear Mr. Samara:
I note with great interest your recent full page ads in Radio and Records. Your new satellite service looks intriguing and exciting, and I wish you the best.

Your ad concerns me, however. In your search for talented programmersi, your Human Resources people have listed a number of requirements that seem valid. Then the ad states "Knowledge of Selector a must." In one incomplete sentence, you have severely limited your ability to attract quality employees.

I'm not standing up for my product, I'm standing up for my users. Over 6000 radio stations worldwide are currently programmed with MusicMaster. Many of these programmers are the "out of the box thinkers" you are recruiting. And I'm sure that Powergold, Music One and the other music schedulers have many qualified users as well. It's tough enough to find good people - why would you eliminate so many in advance so arbitrarily?

Besides, if knowledge of Selector is important, that must mean it's hard to learn. I would never suggest that any of my clients insist on "MusicMaster experience." I would counsel them to find the best person available.
Programmers need a great set of ears...we can easily teach their fingers how to handie MusicMaster, usually in one afternoon.

Thanks for your attention. My goal is not to rant and complain. I just want to help your company find great people and to support the many program directors and others who've supported MusicMaster. Again, good luck in the future, and if you have any questions please feel free to call me.

Joe Knapp
President
MusicMaster
262-717-2220
joe@musicmasteronline.com
http://switch.to/MusicMaster

## National Radio

- WESTWOOD ONE and VHI launch the VH1 Radio Network, which airs programs for the Rock and Hot AC formats. Radio versions of Behind the Music and Storytellers will air beginning Nov. 18. For more information, contact Todd Goodman at 212-641 2177.
- BROADCASTAMERICA's BroadcastUrtan.com adds the $60-\mathrm{sec}$ ond urban feature "The Hollywood Scoop," along with Videos in the Dark: A Tribute to the '90s With Wendy Wheaton, both hosted by Wheaton. For more information, contact Kim West at 207.321-5166.
- PREMIERE RADHO broadcasts the Breeders' Cup Championship headline events. the Turf Race and the Classic on Nov. 4 at 4:25pm ET, along with twico-hourty coverage of races throughtout the day. For more information, contact Amir Forester at 818-461-8235.


## Radio

- PAUL CLTTHERO is now GSM of KPAM-AMTroutdale, OR. He was most


CHR: KHTS/San Diego morning co-host Lisa Wilcox exits .. WSSX/Charleston, SC morning co-host Maggi McGarr exits .. WJFX/Ft. Wayne, IN morning driver Weasel drops PD duties .. WWHT/Syracuse midday host Kevin Cregg exits ... WKXJ/ Chattanooga, TN takes on the moniker "98.1 Kiss FM" .. KLZK/Lubbock, TX afternoon driver Jay Olivarez exits .. Todd Chance joins WZOK/ Rockford, IL for afternoons ... WWZZ/Washington adds Jenni Chase for middays.

Country: WYYD/Roanoke PM host Slam Duncan moves to momings. His show will be simulcast on sister WJLM/Salem. VA ... Chet Price is now evening host at

## PROS ON THE LOOSE

Bob Lawrence. PD, KIOU/San Erancisco, 925-964-0114 or 415-531-0389.
recently Mgr/Sales for KATU.TV/Portland.

Additionally, SARAH WETJEN is made LSM of KPAM. She was previoushy an AE for KPTV-TV/Portland.

- Christine ianuzza is appointed VP/Broadcasting Technology for ABC Radio Networks. She was previousty Dir/Engineering Broadcast Systems \& Systems Maintenance Assembly Group for ABC Tetevision.
- ARBITRON announces its survey dates for calendar years 2002-2003: winter 2002, Jan. 3 -March 27; spring 2002, March 28- June 19; summer 2002. June 27-Sept. 18; fall 2002, Sepl. 19Dec. 11; winter 2003, Jan. 2-March 26; spring 2003, March 27June 18; summer 2003, June 26-Sept. 17; and tall 2003, Sept. 18-Dec. 10.

WXTA/Eric, PA, and Adem Reese takes on middays.

Reconds: Pete Scifres is upped to President of Universal Manufacturing \& Logistics, a division of Universal Music Group ... Adam Mirabeila is named VP/Sales \& Online Retail De-

## Guhdry

Continued from Page 1
history of making things happen in this realm. We're delighted to welcome him to the Wamer Bros. family."

Guidry noted. 'This is an exciting time in our industry. As we stand at the dawn of a new entertainment economy, I believe there is tremendous growth opportunity in the area of urban music even as we transition into this new culture. In my new capacity. I look forward to working with [label Chairman/CEO] Russ Thyret. Phil and the senior staff of Warmer Bros. Records to establish an

## CHRONICLE

## Birntis

WTFX/Louisville MD Keith O'Loane, wife Kelly, daughter Riley Blythe, Sept. 22.

## Conoolevces

San Diego air personality Rod "Old Friend" Page, 71, Oct. 1.

## Records

- LAURA SWANSON is upped to SVP/ Publicity for Arista Records. She rises fromVP/Publicity
- STEPHEN FERRERA is now VP/ A\&R and producer for RCA Records. He was previousty Head/A\&R and Producer for The Echo Label.
- MONMCA ALEXANDER is appointed Sr. Dir/R\&B Publicity for MCA Records. She was most recently Sr. Publicist at Rogers \& Cowan.
velopment for Atlantic Records. He was previously Sr. Nat'I Dir/Sales.

Imdustry: Alisa Joeeph is named VP/ Advertiser Services for Artitron ... Seve Vining joins Euphonix as CEO ... iCAST names Thomis Vilemino to its Music Boend of Directors.
even stronger presence for our artists on a worldwide basis."
Guidry, who most recendly was Sr. VP/Urban Music for Columbia Records, began his music industry career as an intern in video promotion for Motown Reconds. In 1989 he joined Arista Records as West Coast Club/Street Representative and in 1990 segued to Columbia as West Coast Promotion Manager. Three years later, after a brief stint as Director/Album Promotion. he was elevated to National Director/ R\&B-Jazz Promotion. He was promoted to VP/Marketing in 1995 and was named Sr . VP/Urban Music in January 1998.

## NATIONAL $\quad$ mytumic Cun RADIO FORMATS <br> altermative procianming <br> Stove hroll • (000) 231-2510 Sary hoell <br> Reck <br> zumir Hacha Senious juin <br> Lewr Mrewir Aoain <br> Alternative <br> Lewiv hrawir Again <br> RADOVHEAD DDobisisic <br> Josh Mosjar <br> UI' KM Issisco How Many Licks <br> shacgr It Wassit Me <br> sett AC <br> mike Eoftelll <br> Ho Ados <br> Mainetresen AC <br> Cuke Deftelll <br> LENW Huncs Cant Fiomt The Mooniom <br> Delitan <br> Mike Eoftelll <br> Ho Ados

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## Lite AC


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## Jowes Rapo metwoor

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## MONDAY OCTOBER 16

## Dictionary Day

1955/Enpie Lederer takes over from Ruth Crowley as the new Ann Landers. Her advice column now runs in more than 1,200 newspapers worldwide.
1969/The New York Mets win their first World Series. The "Miracle Mets" had finished last in ' 68.
1990/Comedian Stove Martln entertains U.S. troops stationed in Saudi Arabia.
Born: Tim Roblins 1958
1962/Songwriter Cole Porter dies at 73 in Santa Monica, CA.
1967/Folk singer Joan Baez is among more than 120 protesters arrested for blocking the entrance to the Oakland. CA army induction center. She is jailed for 10 days.
1990/The 2 Live Crew obscenity trial begins in Florida. The band is convicted, but the ruling is eventually reversed.
Born: Bob Wair (ex-Grateful Dead) 1947. Flea (Red Hot Chili Peppers) 1962

## TUESDAY OCTOBER 17

National Pasta Day
1966/The game show based on tic-tac-toe, Hollywood Squares. debuts.


III take Paul Lynde to block.
1983/Anlhony Quinn reprises his role from the film Zorba the Greek, this time in a Broadway show.
1989/The World Series match between the San Francisco Giants and Oakland A's is postponed. along with many other things, by an earthquake that measures 6.9 on the Richter scale.
Born: Jimmy 8resinn 1930, George Wendt 1948

## In Music History

1960/ Dion \& The Belmonts announce their breakup. Dion DiMucci goes on to some solo success, particularly with the 1968 hit "Abraham, Martin and John."
1986/Michael Stipe of R.E.M. tears down two banners advertising Miller Beer that were to have been displayed at a Milwaukee show. He later tells the crowd, "I wouldn't drink Miller if they paid me."
Released: The Zombies' "She's Not There" 1964, Eric Clapton's "After Midnight" 1970
Born: Gary Puckelt 1942. Ziggy Marley 1968

WEDNESDAY, OCTOBER 18
National Chocolate Cupcake Day
1956/ Football commissioner Bert Beill rejects the use of radioequipped helmets by NFL quarterbacks
1971/The 34-year-old magazine Look ceases publication.
1979/The renovated Radio City Music Hall reopens with a live staging of Snow White and the Seven Dwarfs.

Born: Mike Ditha 1939, Jean-Claude Van Damme 1960

1966/dinil Hentrix makes his performance debut, in Paris.
1975/8imen Garlumel reunite, briefly, for an appearance on Saturday Night Live.
1989/At an L.A. Coliseum show, Guns $\mathrm{N}^{\prime}$ Roses frontman AxI Rose announces that he'll be quitting the band because his bandmates do too many drugs. He changes his mind and performs the next night.


GN'R: Too much time with 'Mr. Brownstone'?

1990/ Meomi Judd announces that she has hepatitis $C$ and will retire from performing while daughter Wynonna goes solo. Born: Ciuck Berry 1926. Lemra Myro 1947-1997. Gary Richrath (REO Speedwagon) 1949

## THURSDAY OCTOBER 19

Change Your Life Day
1974/The late-night news program Weekendpremieres, co-hosted by Lioyd Dobins, Garrick Uney and Linda Ellertee.
1980/Apollo 11 astronaut Edw/n "Buz" Aldrin Jr. sues the publishers and authors of The Roswell incident for libel. Tha book claimed Aldrin had spotted UFOs before his 1969 moon landing.
1987/The stock market falls 508 points, a percentage decline greater than the crash of 1929.

Born: John Lithgow 1945, Evander Holyfield 1962

## In Music History

1966/Jeff Beck leaves The Yardbirds as they begin their first American tour.
1987/Michasl Jackson's mom tells US magazine that Michael had his nose fixed and his chin reshaped and that he tried to talk her into having surgery as well. Jackson denies having had cosmetic surgery.
Born: Keith Reid (Procol Harum) 1945, Jennifer Holliday 1960

## FRIDAY, OCTOBER 20

National Brandied Fruit Day
1957/ Walter Cronkite hosts a weekly documentary called The 20th Century. In 1967 the show is renamed The 21st Century.
1973/During the Watergate affair Richard Nixon asks U.S. Attorney General Elliot Richardson to fire Special Prosecutor Archibald Cox. When Richardson refuses, Nixon fires Cox himself. Richardson resigns.
1995/The U.S., France and England announce a treaty to ban atomic bomb testing in the South Pacific.
Born: Keith Hemandez 1953, Viggo Mortensen 1958

## 1973/The Rollime Stomes hit No. 1

 with a ballad for the first time with "Angie," a song widely rumored to be about David Bowie's then-wife.1977/Three days after the release of Street Survivor, Lymyrd Skymyrd's tour plane crashes in a Mississippi swamp. Four people, including singer Ronnie Van Zant, 29, and guitarist Steve Gaines, 30, are killed.
Born: Tom Petty 1953

## ATURDAY OCTOBER 21

National Pumpkin Cheesecake Day 1948/The first high-speed radio fax is sent when RCA transmits the entire novel Gone With the Wind to the Library of Congress.
1963/Honda introduces its first car, the two-seat S600, in Japan.
1980/The Philadelphia Phillies win their first World Series title, defeating the Kansas City Royals Born: Carria Fisher 1956, Damon Whitaker 1970

1958/ Pudty Holly makes his last studio recordings, six tracks including "True Love Ways."


Holly: Not fade away.
1995/Blind Melon frontman Shannon Hoon, 28, is found dead of a cocaine overdose in the band's tour bus.
Born: Manfred Mann 1941, Elvin Bishop 1942

## SUNDAY, OCTOBER 22

National Nut Day
1964/The movie My Fair Lady premieres, starring Audrey Hepburn.
1968/ Apollo 7 splashes down in the Atlantic after orbiting the Earth 163 times.
1986/President Ronald Reagan signs the Tax Reform Act into law, but accidentally writes his last name first
Born: Annette Funicello 1942, Jeff Goldblum 1952

In Music Histary
1964/The Who (then The High Numbers) are rejected by EMI.
1988/Community noise and curfew rules force Stevie Wonder to end an Irvine. CA show midsong.


Wonder: Signed, sealed...
Released: The Beach Boys' "Good Vibrations" 1966, Billy Idol's "White Wedding" 1982
Born: Stiv Bators (The Dead Boys) 1949-1990, Shelby Lynne 1968

- Michael Ancterson

E Bride Cornolly

## Babs Says Buhh-Bye!

5 ans of the singer with the "voice like buttah" will soon be the ones singing "The Way We Were" while they reminisce about her legendary concert appearances, because US Weekly cover girl Barbra Straisand tells the 'zine her latest concert tour will be her last. She also talks about what led to her decision to stop touring and her life with hubby James Brolin.

Even though Streisand wor't tour anymore, that doesn't necessarily mean she will stop performing altogether. Star reports she's secretly negotiating to be the regular headliner at the MGM Grand in Las Vegas.

That could certainty be a bigmoney gig for Streisand. According to the National Enquirer, she pocketed a cool $\$ 10$ million for her New Year's Eve concert at the MGM Grand, and her net worth is nearly $\mathbf{\$ 5 5 0}$ million. Other net worths, according to the 'zine: Madonna, S613 million; Gloria Estefan, \$200 million; Whitney Houston and marieh Cevrey, \$100 million each; and Shania Twaln, $\$ 48$ million last year alone.

Speaking of goodbyes, Mellssa Etheridge and her partner, Julle Cypher, are separating, and Oasis' Llam Gallagher and his wife, Patsy Kensit, are divorcing. (US Weekly)

Vince Gill and his wife, Amy Grant, will soon say hello to their first child together, expected to arrive next March. (US Weekly, People)

## The Mait Is Drer

Speaking of new arrivals, GQ and Spin report that Radiohead is set to release Kid A, the longawaited followup to their last album, OK Computer. Radionead tell Spin they do not plan to release any of the new album's songs as singles or to make any videos. Instead, they've made several 30 -second "blips," using such elements as live footage and animation, which may make the rounds on MTV.

The Wallflowers' newest album, Breach, is set to be released too. Frontman Jakob Dylan tells Details about the diehard Bob Dylan fans who used to frequent The Wallflowers' early gigs: "It was just uncomfortable to be 22 and have these 55-year-old guys screaming for songs that aren't yours."
R. Kelly, whose new album is called TP-2.com, tells Vibe he's cralting some songs for a new release by Michael Jackson. Kelly tells the 'zine that while writing the lyrics, he would seem to morph into The Gloved One. "I think I am him. I become him. That's why I record the vocals sounding just like him. When I gave him 'You Are


FLEEMG W TITANWC DAOVES Actor Jason Priestiey tells US Weekty, There arent that mary Canadians left. There's only 25 mition. necians we were once 30 million, but people fled the country because they were tired of listering to Celine Dion."
Not Alone; and he heard me doing his runs, he laughed."

## Contlelarsutut $=$

Mark David Chapman, who murdered John Lennon in 1980. was denied parole on Oct. 3. Before his parole hearing Chapman todd Star that he has apotogized to Lennon's widow, Yoko Ono, and their son, Sean, and that he's rehabilitated enough to walk out of prison and start lite anew.

Julie Andrews has settled a medical malpractice suit against two doctors and New York's Mount Sinai Hospital, US Weekly reports. She claims an operation to remove nodules from her throat left her unable to sing prolessionally. An drews' voice has still not returned but Star reports that she's visiting throat specialists to receive treat ment and doing vocal exercises to help strengthen her voice.

Rick Springfield spent the night in a Lost Hills, CA jail after his arrest for abusing his wife during a heated argument, US Weekly reports. What triggered the attack? The National Enquirer reports that Springlield's wite became enraged with jealousy when she found her husband e-mailing another woman.

Prosecutors in Hawaii are officially charging Whitney Houston with a misdemeanor, stemming from the January incident in which officials at a Hawaii airport reportedly found marijuana in Houston's handbag. (People)
Rapper Stantey Howse, a.k.a Flesh-N-Bone, will serve 10 years in prison for assault with a deadly weapon. He was convicted on charges filed after a December incident in which he allegedly pointed an unloaded AK-47 at someone. (Entertainment Weekly)
Songwriters Seth Swirsky and Warryn Campbell are suing Mariah Carey for copyright infringement. They say she plagiarized her 1999 hit "Thank God I Found You" from their 1998 tune "One of These Love Songs." which they wrote for the group Xscape (US Weekly)

- Deborah Overmen

Each week Raf sneaks a peek through the nation's consumer magazines in search of everything from the subtime to the ridiculous in music news. A\&A has nof verified any of these reports.

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## Fichas 198

-Ruben Bledes and Edtrus. Sessions at Weot 5th (PES, check local lianings for (tme).

- Barrenaled Ladione The Tonight Show With Jay Leno (NBC, check local listings for time).

- Jewel, The Late Show With David Letterman (CBS, check local listings for time).
- Elemtica, Late Night With Conan OBnen (NBC, cheok local listings ior time).
-SR-71. The Late Lade Show With Craig Kilibom (CBS, check local listings for time).

- Kiner faremell concert debits on pay-per-view as The Last Kiss (check local letings for time and chennei).
- Dieney Channol presents $\boldsymbol{8}$ Degrees and Hoku in Concert (8pro).
- Eminem pertorms on the season premiere of Seatrday Night Live (NBC, 11:30pm).


## - Emating

- Barenaked Ladies are profled on the tatest installment of VH1's Behind the Music (9pm).


## Monday, 10/9

- Christina Agullera, day Leno.


## Tuesday, 10/10

- Lyle Lovett. Jay Leno.
- Eve 6, Craig Kilborn.

Wednesday, $10 / 11$

- Foo Fighters, David Letorman


## Therreater 10/12

- Aonnio rmenp is the subject of AREs Eiognoty (8pm).
- dido Criclow




BOX OFFICE TOTALS Sept. 29-0ct. 1
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$\begin{array}{ll}\text { Distributor } & \text { (S To Dete) } \\ 1 \text { Remember The Titanss } & \$ 20.90\end{array}$
Buena Vista: (\$20.90)
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WB
(\$17.67)
3 Almost Famous $\quad \$ 5.57$
DreamWorks
(\$17.83)
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Sony (\$14.67)
5 Bring H On $\quad \$ 3.00$
Universal (\$59.69)

6 The Whtcher $\$ 2.28$
Universal (\$26.00)
7 Nuree Betty $\quad \$ 2.07$

USA
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## Alfares himions

Source: ACNigenen EDI
COMMG ATTRACTIONS: This weok's openers include Spike Lee's Bamboozled, starring Damon Wayans. The film's Mosomn soundtrack leatures ootlaborations by Chuck D, The Roots and Rage Agains! The Machine's Zeck De La Rocha ("Burn Hollywood Burn"); Mau Maus, Mos Def, Canlbus, Charlie Baltimore, MC Serch, DJ Scratch, Mums and Gano Grills ("Blak Iz Blak"); and Common and Erykah Badu (a remix d "The Light"). The ST contains other tunes by Badu, Baltimore and Mums, along with Stevie Wonder's "Misrepresented Wonder's "Misrepresented People" and "Some Years Ago,"
Goodie Mob's "Just a Song," Bruce Homsty's "Shadowlands," Prince's "2045 Radical Man, Angie Stone's "Slippery Shoes." Gerald Levert's "Dream With No Love" and tunes by Profyle and India Arie.
Also opening this week is Digimon: The Movie, whose Whmer Bros. soundtrack showcases Smash Mouth's "Al Star", Fationy Slin's "The Rockaleller Skank," Len's "Kids in America. Bermelaed Levies' 'One Weak. The inigity migitity Boestonee The inpresion That I Get Laes Then Jatais "AM My Beet Friend Are Notalineads" and Cuts by MC. Peo Pod, Peil Gordon, Ioeen Petrord, 8xmmercmp, 8how onf end dionen Coctin.

Splumer Si-lone stas in Get Certor, whoee derybeen Record Inge soundinct wes emecuive proctuced by dellyteen Bormas and stapplan Key. It continin
 es two dier Chiterneytiomed tunes by Tim Acelcentiale. Moters 'Mimory Goepel" Rud Eneppers "Ouidtemper,' Per ontoploid a arey Cry Do conte"D Cumb Encherind: Fonboy Simin remix of Payche
 Colombler and songs by Mant Reyale, Made For Mesees Somin soric and Tweve Ton complete the ST.
Eport eters in Dencer in the Dork and her Selnesongs $C D$ on Elektra serves as the film's soundtrack... Rendy Mewman contribles original music, inctucing "A Fool in Love.' to hroet the Parents.

$f$ the only ratings data you pay attention to is the ranker, you're not doing enough to get your station on top. Designed specifically for PDs, PD Advantage ${ }^{s M}$ digs deep into your numbers to produce detailed reports on key performance issues like preference listening shifts, audience age range and Ultra Core listening to help you get an edge on your competition.

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## What A PD Wants

## $\square$ PDs report restlessness in the ranks of the new radio world

Several weeks ago GMs and other Talk radio executives offered their thoughts on how they believe the PD's job has changed in the past few years and what they consider to be "must have" qualities for success as a PD in today's radio business (8/25).

It seemed logical to also ask a few PDs to tell us how they believe the GM's job has changed in today's cluster-management environment and to note the qualities that they believe are needed to succeed as a GM. But while the GMs who participated in the aforementioned column were quite candid and divulged their thoughts openly. the PDs who participated in this week's discussion were reluctant to do so on the record.

Therefore I turned to other members of the Talk radio community those advisors and mentors who regularly speak to programmers -

## TALK BACK TO R\&R!

Do you have questions, comments or feedback regarding this column or other issues?
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and asked them to contribute their observations. Geller Media International's Valerie Geller and McVay Media's Holland Cooke offered insights from their perspectives as longtime witnesses to the important GM/ PD relationship at several Talk radio stations. and PackerTalkRadio Consulting's Michael Packer pro'vided some "no names. pleasc" commentaries from PDs who had a few things to get off their chests but wished to remain anonymous.
While that fact. in itself. may speak volumes about our business. it's a discussion we'll leave to a future column. Meanwhile. our panelists' observations. along with our anonymous PDs' insider insights. are definitely worth reading. While not all the comments you'll read are com-

plimentary, when it comes to todays GMs, most programmers seem to understand that it's a whole new ballgame out there. Changes in the radio business have greatly affected how GMs and PDs must function together in today's consolidated world.

## Individuals, Not A Group

Asked if she sensed that most GMs have what it takes to succeed in the changed radio management environnment. Geller replied that it's unfair to lump all GMs together. "GMs are individuals," she says. "It's hard to generalize then as a group other than that you should always look for someone who is fair and honest."
But one of the things she tells a PD to determine about a GM when considering him or her as a potential new employer is the GM's real motivation for seeking their position. "Is this someone who wanted the power of being the GM to really create exciting radio and run a successful busi-


KABC/Los Angeles morning yakkers John and Ken (l) cringe through the musical stylings of yet another off-key contestant crooning their favorite song from The Lion King for a chance at free tickets to the recent L.A. stage debut of Disney's hit Broadway show.
ness?" Geller asks. "Or is this a man or woman who loves power but is. at the core. insecure. with abusive tendencies?:
Geller also says PDs should check out their prospective GM similarly to how one might check out a prospective mate. "One of the good things about a healthy economy is that jobs are readily available," she says. "You shouldn t have to 'say anything' just to get the job. That's where people run into trouble.
"You may think you want the job. but just as a prospective mate may look sexy and attractive at first. keep your cyes open and your head clear. Because when you get to know the person. sadly. it may become apparent that it's not going to be possible to make a life work out with him or her. The same holds true for the gig."
One friction point Geiler says she observes frequently in today"s management environment is a GM who is not particularly adept at delegating. "If you work for sonieone who has trouble delegating. you should know that going in," she suggests. "Ask
how comfortable he or she would be if you made a decision without checking with them first.
"It's also important to know who the boss answers to and just how much decisionmaking power that individual really has within the actual structure of the corporate ownership cullure."

Geller recommends a lot of candor when discussing a new job with a potential employer. "Remember: The boss plays many roles." she says. "Cheerleader. parent. dictator. director, holder of the purse. ect. So be sure to ask a prospective GM what traits he or she has seen in a PD that makes them crivy. That answer will help to clue you in as to whether or not this is soncone who has a shoe to fit your fooprint."
Finally. Geller urges you to do your homework and investigate a prospective GM for yourself. "Find those who have worked for this individual before." she says. "Ask what he or she is really like. Are they casy to work for? What's the worst thing

Continued on Page 36

## YOU'LL WIN THEIR HEARTS AND WALLETS

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- Mike Elder, WLS-AM, Chicago
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## What A PD Wants

Continued from Page 35
previous employees can say about him or her? How about the best thing? If they were taking a job with this person. what would they love most about the gig? What would they suggest you watch out for? In short, check out that person thoroughly, just as they will be checking you out."

## View From The Trenches

As already noted. Packer was kind enough to forward several replies he received from PDs who preferred not to be named. What follows are sone of their very candid comments, many of which are likely to inspire a variety of responses from readers.

PD No. 1: "The job of PD has changed with consolidation. An example is the time spent interfacing with other PDs regarding things like clusterwide promotions. Dealing with additional paperwork related to corporate policies, especially hiring and firing protocol. is another. And. of course. the biggest change is the downsizing that has taken place on the programming side, which requires PDs to often do more with less.
"And since GMs have also been impacted by the changes consolidation has brought about. most are less able than ever before to really know whin is going on at a given station in their cluster. That's a very real problem when it comes to a GM honestly understanding how difficult it can be to do more with less.
"GMs also need to try to let PDs do their jobs with less hands-on input. GMs don't have time to micromanage every station in a cluster when it comes to programming. and the extent to which many still do so makes them even less effec tive at it. Questions you should ask of a GM who may be your next employer include inquiring about how much programming experience he or she has.
"Have they 'been there and done that' enough to really understand what they expect from you and what the appropriate staffing will be to accomplish the goals? Most importantly, even though they are necessarily profit-driven, does he or she truly respect the integrity of the programming process enough to know that there is a line that should not be crossed when it comes to sales driv-
ing programming decisions. staffing. cle. ${ }^{-}$

PD No. 2: "First. consolidation has changed our industry, but not for the better. The role of a PD has been dramatically changed from a person who can be creative and make decisions on his or her own to a person who responds to the wants and desires of a corporate PD located in another city totally removed from the local radio station.
"Today's local PD basically has no more input than the secretary at the front desk. The 'local' has gone out of most radio stations as they have become "McStations" - you get the same sound and product in any market across the country. The skills now needed for a PD are that of an office manager. Basically, the same can be said for GMs. most of whom no longer control the programming or direction of their stations due to the clusters they are running.
"How effective can one person be when trying to manage five or six stations at the same time? Still, the worst trait in a GM today is someone who does not make a friend of change in this industry. No matter if


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"Be sure to ask a prospective GM what traits he or she has seen in a PD that makes them crazy. That answer will heip to clue you in as to whether or not this is someone who has a shoe to fit your footprint."

Valerie Geller
you like what you see in the busines. today or not, you have to be flexible. bend with the changes and grow. That goes for the massive technological changes our industry is seeing each year too."

PD No. 3: "I don't know that the job of PD has changed as much as the pressure has intensified to produce results now. I really think the skills are still the same: teacher, manager and diplomat. The question remains, as always. how to mix those roles to get the best shows out of your station's talent. With consolidation and downsizing, it makes the human element that much more important. The more high-lech we get. the more important it is to maintain that personal contact with staffers.
"One-size-fits-all management and programming styles are a thing of the past. The GM's role has changed more than the PD's. especially in cases where the GM runs a cluster of stations. More stations to run. less time to do it. and maybe no real passion for some of the formats he or she oversees. GMs who can keep all the balls in the air are few and far between, but perhaps that is because the industry itself is still fig uring out how to deal with these megamergers
"What qualities should a PD look for in a GM? The quality that should always be first and foremost is passion. Does the GM exude a passion that infuses the staff with a sense of purpose and the desire to succeed? Compatibility is important too. A GM and a PD must develop a good working relationship in order to lead.
"As for those traits to watch out for that could be signs that the job you are seeking may not be the gig of your dreams, beware of those who are thin-skinned. dictatorial, impatient or bean counters with no sense of humor. And always beware of a GM who says. 'I want you to take the station to the next level,' but is then unable to explain what is meant by that statement. Such vagueness can only mean trouble for you down the road."

## Study In Controlled Chaos

When describing how the GM's job has changed in today's broadcasting business. Mc Vay Media News/Talk Specialist Holland Cooke makes an anology to an old TV show.
"Remember watching that juggler on The Ed Sullivan Show who was spinning 10 plates while the Russian

Sabre Dance" blared?" he asks. "That's today's GM or PD. Today's typical multistation cluster is a sudy in controlled chaos. It's all the receptionist can do to answer the phones and say all those different call letters in one breath.
"All of the recent consolidation we've experienced is historic, and our industry is still very much in the coping stage. We're still trying to figure out how to effectively manage so many stations under one roof. Generally, the AM News/Talk stations in those clusters tend to get shon shrift.
"Too often consolidation has resulted in an older and more experienced GM at an AM station being replaced by an ex-GM from an FM music station. He or she is often someone too young to have grown up with an AM listening habit and thus tends to have a music FM bias
"With jukebox FM stations defending themselves today against things like MP3, Napster, DSS music channels. streaming audio and other new high-tech competition. more management think tine and resources go loward propping up FMs that will lose share, rather than on AM stations whose share could grow if they were treated as more than just stations-in-a-box.

Cooke has some specific suggestions about what a PD should seek in a GM. "He or she should be someone who listens to AM radio a lot." he says. "And watch out for someone who says. II don't really know nuch about programming. but....' and then proceeds to dictate a list of specific tweaks he or she would like you to make to the station.
"Seek out someone who lets the ringing phone bounce into voicemail when meeting with the PD. Look for a person who understands that the reason the station has news reporers is not just to have people who can place mike flags on the podium at luncheon meetings the GM attends. And finally, always look for someone who understands that a Talk radio station is in real trouble whenever listeners aren't calling to complain."

> Got Photos?

> whenever you have photos from. your News/Talk station's events and promotions, be sure you send them to R8R, 10100 Santa Monica Blvo., 5th Floor, L.A., CA 90067-4004.

## Waggoner

## Continued from Page 3

Waggoner commented. "We've just moved our entire radio operation into a brand-new building, so we've got all four radio stations under one roof. I'm looking forward to helping Brian grow KDIZ with all of the personnel and resources that he'll have available to him now. And there will also be opportunities for our other stations to tie in to more family-related events organized by KDIZ."
Waggoner has held several management positions with ABC in the Twin Cities. She was given her most recent duties in 1998. Concurrent with Waggoner's appointment, ABC's Rock cluster has relocated to 2000 SE Elm St, Minneapolis. MN 55414 . The new phone number is 612-517-4000.



Aptitron
Continued from Page 1
Media Services. Pierre Bouvard, who in the recent past has worked in several areas of Arbitron's operation, will become President of Arbitron's Internet Information Services. And Marshall Snyder has been named President of Arbitron's Worldwide Portable People Meter Development.

Arbitron President Stephen Morris observed. "By dividing the organization into three distinct groups. each headed by an executive with extensive industry experience. we will be able to provide our clients with an even higher level of service and support as they seek to profit from the converging media landscape."
Regarding Charlebois. Morris stated, "Owen brings to Arbitron a unique combination of talents. He's a respected media research expert as well as a savvy marketer. He has worked with hundreds of broadcasters. adventising agencies and advertisers over the years to make the

## WPH

Continued from Page 3
B94 [WBZZ] has been sitting here for many years with no head-to-head competitor, so here we go.
"This station will lean rhythmic. We will be playing a handful of rock music at any given time. just the biggest of the big. like Matchbox Twenty's 'Bent.' Creed's 'Higher' and 'With Arms Wide Open' and Everclear's 'Wonderful.' Thetrotom line is. we will be early on the rhyth-

## LPFM

Continued from Page 1
takes a balanced approach by providing for immediate LPFM licensing while safeguarding existing stations and radio reading services from interference. We urge prompt Senate action on this bill.'

The five-member FCC has been split on LPFM since long before the plan was hatched publicly. But Conmissioner Harold Furchtgott-Roth. who opposes the LPFM plan entirely. last week dissented from the FCC's order and issued a statement complaining that the FCC "continues to forge relentlessly ahead on this issue [despite] substantial congressional disapproval ... and serious interference questions." Although Commissioner Michael Powell believes the interference improvements "are a step in the right direction." he dissented. in part "because the commission once again failed to consider the economic consequences to small broadcast stations."
Meanwhile, Grams bill picked up more bipartisan support in the Senate last week. Alabama's Richard Shelby signed on as a co-sponsor on Tuesday while Maine's Olympia Snow, Utah's Robert Bennett, Iowa's Charles Grassley, Oklahoma's Don Nickles, Vermont's Patrick Leahy and Washington’s Slade Gorton

BBM the success that it is today. We look forward to applying his talents to enhance Arbitron's offerings to the U.S. media marketplace."

Charlebois will be responsible for Arbitron's radio, cable and adver-tiser-agency businesses. He will join Abitron in January 2001 and work from the company's Columbia. MD offices.
Bouvard is currently Exec. VP/ GM for Arbitron Radio and Intemet. His radio responsibilities will be assumed by Charlebois while he focuses on Arbitron's Webcast Ratings and Intemet studies.
Snyder is Arbitron's current Exec. VP/GM for Portable People Meter Development \& Cable. As he focuses on development of the Portable People Meter, his cable responsibilities will be assumed by Charlebois.

All these changes occur at the same time that Arbitron is splitting off from its parent company. Ceridian Corp., into a separate. publicly traded corporation. That transaction is expected to occur this year. assuming that the federal government makes it a tax-free deal.
mic product and late on the rock product. WKST will be extremely active with its promotions and have a huge street presence. Our on-air personalities will be a mixture of inhouse and cyberjocks."

Hayes' resume includes PD posts at WKSI/Greensboro and WXGT/ Columbus. OH ; Asst. PD at KKBQ/ Houston: afternoon driver at WIOQ/ Philadelphia: Asst. PD/afternoon driver at KJMN/Denver; Asst. PD/ afternoons at KQKS/Denver: and Asst. PD/MD at WXLY/Orlando.
signed on last week. Grams bill now has 25 co-sponsors. More than half the Senate now supports either Grams' or Sen. Judd Gregg's antiLPFM legislation.
Gregg's bill. which gamered 36 co-sponsors, aims at preventing any type of LPFM service. With a majority of the Senate against LPFM. the Grams bill has a strong chance of being tacked on to a larger omnibus spending bill when the current session of Congress ends this week and of being passed later this month when Congress returns to tidy up its business.
— Jeffrey Yorke

## WFSH

Continued from Page 26
air. Atlanta is another huge market for us. and we see a great future for WFSH."

- WFSH's playlist includes such core artists as deTalk. Jars Of Clay. Steven Curtis Chapman, Michael W. Smith and Jaci Velasquez. The Fish is presently jockless and offering continuous music "to give the market a nonstop sampling of the station's new format." Power said. Salem recently obtained WFSH through an asset-exchange agreement with Cox Radio that relocated WALR's programming to 104.1 MHz. replacing WJZF.


## Cumulus

Continued from Page 1
Channel are: WGUS-AM, WBBQ
AM \& FM, WEKL-FM, WKSP. FM. WPRW-FM \& WZNY-FM/Augusta. GA; WFAU-AM, WABKFM, WCME-FM, WIGY-FM WKCG-FM \& WTOS-FM/Au-gusta-Waterville, ME; WLAY-AM \& FM, WVNA•AM \& FM \& WKGL-FM/Florence-Muscle Shoals, AL: KBTM-AM, KFIN-FM \& KIYS-FM/Jonesboro. AR: WEEZ-AM. WFOR-AM. WHERFM, WJKX-FM. WMFM-FM. WNSL-FM \& WUSW-FM/LaurelHattiesburg. MS; WFRX-AM. WHTE-AM, WDDD-AM \& FM. WQUL-AM, WTAO-FM \& WVZA-FM/Marion-Carbondale. IL: WMHG-AM, WMUS-AM \& FM, WMRR-FM \& WSHZ-FM/Muskegon. MI; and WKMQ-AM, WTUPAM. WESE-FM. WWKZ-FM \& WWZD-FM/Tupelo. MS.
The deal is expected to close in Q4. Until then. Clear Channel will provide programming and markeling services to the 45 Cumulus stations. and Cumulus will provide similar services to the Harrisburg stations.

Today was an important step in continuing the turnaround the company commenced earlier this year." said Cumulus CEO Lew Dickey. "As a result of these transactions. we have

## Emmis

Continued from Page 1
over the past 25 years." he said. "The reality is that business looks pretty darn good. We are not seeing this massive shutdown of advertising in the radio sector:"

## Online Firms Raised Ad Rates

Emmis Radio President Doyle Rose, who was in Indianapolis with Smulyan for the call to analysts, reported that dot-com advertising gave radio a gift that keeps on giving. When dot-coms jammed the airwaves. he said. they pushed out some traditional advertisers (who have now returned). Rose added. "The positive effect is that it has raised the bar in terms of cost-per-point." Rose pointed to Excite.com's willingness to spend in the area of $\$ 800$ or $\$ 900$ a point. "That's just not realistic.

Continued from Page 3
to recruit the world's best programming talent with a diverse mix of established pros. hot future stars and
acquired an excellent position in what is now our largest market and exited several smaller and less strategic markets that were consuming a great deal of our resources without generating significant cash flow. The net cash raised from these transactions will enable us to complete our pending acquisition pipeline without selling key markets and without having to raise highly dilutive equity."
Mary Gausvik. who joined Cumulus as CFO in May, told R\&R on Tuesday that the struggling group has now generated "enough cash to close the remainder of [its] deals." Gausvik acknowledged that "the company has not had a great year." but he is optimistic and expects Cu mulus to "see improvement in Q 4 and by early 2001."
Gausvik said Cumulus is not currently in discussions with Clear Channel about any other markets. "Right now we are done, and we do not have to sell any more assers. This company came together very quickly, and we've had a lot of growing pains. Now we are going to hunker down and operate our properties. We will probably acquire strategic fill-ins." But once the group smooths out the wrinkles. Gausvik suspects that it will again enter into some level of expansion.

- Jeffrey Yorke

However, they are back this year. and they are paying cost-per-point in the $\$ 500$ range - well above what we used to get for the same demographic."

## Emmis Closes On Lee, Others Soon

In other news. Emmis settled on its purchase of 15 TV stations from Lee Enterprises last week. The final adjusted purchase price was $\$ 559.5$ million. plus working capital. Emmis is slated to close its deals with Sinclair and Bonneville within the next week. Emmis is paying $\mathbf{\$ 2 2 0}$ million for Sinclair's WRTH. KIHT, KPNT, KXOK-FM, WIL-FM \& WVRV/SI. Louis, then swapping WRTH. WIL \& WVRV, as well as its own WKKX. to Bonneville in exchange for KZLA/Los Angeles. Emmis currently runs KZLA under an LMA.


## Continued from Page 8

## Saga Increases Stock Buyback Capital

-aying that it believes its stock is undervalued, Saga Communications has authorized an increase in the amount committed to its stock buyback program from $\$ 4$ million to $\$ 6$ million. Saga repurchased 5.000 shares last week, in addition to its previously announced repurchase of 144,000 shares (R8R 9/29).
niche music experts. all focused on building the fresh and original 'Amazing Radio' sound of XM."
XM expects to launch its satellite service in the second quarter of 2001

JOE COCKER

"She Believes in Me"

ON TOUR WITH TINA TURNER

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| :--- | ---: |
| $10 / 07$ | WASHINGTONDC |
| $10 / 08$ | RALEIGH |
| $10 / 11$ | GREENVILIE |
| $10 / 13$ | CHARLOTTE |
| $10 / 14$ | ATLANTA |
| $10 / 15$ | ORLANDO |
| $10 / 20$ | NASHVILLE |
| $10 / 21$ | BIRMINGHAM |
| $10 / 22$ | KNOXVILIE |
| $10 / 25$ | NEWORLEANS |
| $10 / 27$ | AUSTIN |
| $10 / 28$ | DALLAS |
| $10 / 29$ | HOUSTON |
| MOREDATES TOFOLIOW |  |

## AC NEW \& ACTIVE

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WMIX-Boston WFMK-Lansing WSRS. Worcestet WAll-Ft. Wayne WWLI-Providence WOOF-Dothan WHUD. Newburgh WMjY. Biloxi-Gulfp WTCB. Columbia S.C KOSY. Salt Lake City WLRQ-Melbourne KWAV-Monterey WLTQ-Milwaukee
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The folks over at Clear Channel Commu nications have been quite busy since the NAB Radio Show, and much of what has occurred has been criticized in some circles. Among the top gripes has been the reported institution of salary caps by the company. A report in Monday's Inside Radio stated that Clear Channel was "vowing to make good on its goal not to let salespeople make over $\$ 100,000$ a year." But the truth is that there are no salary caps, Sr . VP Dave Crowl tells ST. "The story has no merit whatsoever. Either someone is trying to sensationalize something journalistically or there are disgruntled people who are trying to distract our operations." Crowl also denied a rumor that Clear Channel's San Francisco stations were planning to restructure their sales teams and designate a single account executive to handle an agency representing the entire station cluster. "We would never cap salespeople. That's bad business," Crowl remarked. At the NAB confab Clear Channel head Lowry Mays said his company puts no limits on employee earning power.

Another big Clear Channel news story involves the departure of VP/Programming John Roberts. Roberts, whose final day with the company was last Saturday (9/30), calls his tenure with the Mays family "the best time of my career. When you've been an active part of the organization from its days of operating 50 stations to now more than 900, it's tough to suddenly find yourself not involved." Roberts adds that he's been "pleasantly surprised" at the number of strong prospects already starting to turn up, and he's confident that he'll soon have a new position with another company.

In the Golden State KXTA \& KIIS/Los Angeles GM Roy Laughlin adds similar duties at "Jammin' Oldies" KCMG (Mega 92.3). He succeeds Marko Radlovic, who has departed the company. Up in the City by the Bay, KIOI (K101)/San Francisco PD Bob Lawrence has parted ways with Clear Channel. KMEL \& KYLD VP/Programming Michael Martin will oversee K101's programming, and KKSF PD Paul Goldstein will focus on the Hot AC's promotion and marketing until Lawrence's successor is found.

Meanwhile, Clear Channel has tightened its belt in Phoenix, and KYOT founding PD Nick Francis has exited, along with Sales Manager Steve Verissimo and three other station employees. Asked by ST about the departures in Phoenix, Clear Channel/Phoenix Market Manager J.D. Freeman explained that many positions in many markets are being consolidated due to the group's recent merger with AMFM. Shaun Holly, PD of AC KESZ, will reportedly add duties at the NAC/Smooth Jazz station.
stantial amount of change in the last few days. On Wednesday (10/4) at midnight Bonneville flipped Country WKKX (Kix 106)/St. Louis to NAC/Smooth Jazz as WSSM. Consultant Jim Teeson has been retained to guide the station's launch, and Bonneville/St. Louis Market Manager Dave Ervin will directly oversee WSSM's progress. WKKX PD Jeff Allen will remain with Emmis as PD of Classic Hits KIHT (KHits) and a soon-to-debut FM Talker, which is rumored to be Classic Rock KXOK. Could Howard Stern be the choice for morning drive? It won't be Steve \& D.C.: The duo shift from their short-lived home at '80s-formatted WXTM (The Mall) to KHits this morning. And, if all that isn't enough, there's talk about town that Clear Channel's KSD-FM is considering Country now that Kix 106 is history.

Down in the Lone Star State, Cox Radio has decided to give Houston radio listeners "the best of the '80s and more." The former KKHT, which Cox just acquired from Salem and had been stunting as "Radio Free Houston," signed on Wednesday at 5pm as "106.9 The Point." The station will adopt the calls KHPT and is consulted by Randy Kabrich. "If you think of MTV in the early '80s, that's the station," he tells ST. He adds that the KZJZ calls were indeed applied for by Cox, but station management opted for the sounds of the Reagan decade. However, at press time KKTL was still simulcasting Oldies KLDE, and GM Dennis Winslow tells ST that his company could have two new stations in the market. If that's the case, will KKTL become KZJZ and adopt an NAC/Smooth Jazz format?

Precious nanoseconds before press time, ST learned that Radio One and VP/Programming and WBOT/Boston PD Tom Calococci have parted ways. Expect him to explore options in all areas of the entertainment industry.

## - Wild' Stunt Backfires In Bay Area

Joseph Lopez and Graham Herbert, part of KYLD (Wild 94.9)/San Francisco's morning Doghouse, have been charged with causing a false emergency by a San Mateo County DA. The charges stem from an Aug. 30 exploit in which the duo allegedly dressed as escaped prisoners and roamed a neighborhood in nearby Millbrae, CA. The point of the stunt: to see how long it would take to get a hacksaw to remove their handcuffs. The San Francisco Chronicle reports that Lopez and Herbert wore orange jumpsuits with "County Jail" stenciled on their backs and were knocking on doors, asking residents to help them remove their cuffs. Scared locals called the police, who sent out

## "Sorry ... I can't do your auditorium music test on the 21st because I'm already booked for the laundry soap test that night."

Auditorium tests, of course, need people to test the songs. Problem is, it is virtually impossible to get real people - people recruited at random who are just normal listeners - to come out to these tests held in the dark of night in some hotel. Normal folks just don't want to do it ... not even for $\mathbf{3 0}$ or $\mathbf{4 0}$ or $\mathbf{5 0}$ dollars. After all, would you do it?

But there is a group of people in every town who will take auditorium tests. They are people who have indicated to a local research company that they are willing to participate in all kinds of research in exchange for getting paid. It's a way they make their income. Local research companies really couldn't function if they didn't have a database of regulars like this that they could count on. But that's a long way from recruiting normal listeners totally at random from all over your metro.

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## Street Talk.

## Continued from Page 38

officers who held the Wild boys at gunpoint. A complaint has also been filed with the FCC by Millbrae Police Capt. Mike Grogan because Lopez and Herbert performed the stunt within 100 yards of an elementary school. KYLD GM Joe Cunningham told ST, "I certainly didn't think the stunt would cause a major disturbance," and added that his station will cooperate with authorities as best it can.

Is Oldies WWKL/Harrisburg still planning a flip to CHR/Pop as "Kiss FM," (a move that Clear Channel aborted last month)? A website titled www. 993 kissfm.com, which some claim is designed for 'WKL, has been posting the message "Too much talk with your music causes brain damage." Could this be directed at Cumulus' just-acquired crosstown WNNK (Wink 104) and longtime afternoon host Bruce Bond, or is the website just a tease?

Although no official announcement has been made, former Hispanic VP/Programming Bill Tanner is now Head of Programming for Spanish Broadcasting System. Tanner will be based in Miami but will focus his efforts on SBS' Los Angeles properties.

## - W4 Country Returns!

However, it's not in the Motor City, but in nearby Ann Arbor, MI, where longtime rocker WICB has adopted the format and calls of Detroit's old WWWW (now WLLC). The new "W4" is owned by Clear Channel, which recently purchased the 49kw station from Cumulus. WUSY/Chattanooga OM and Clear Channel Country Brand Manager Clay Hunnicutt tells ST that the new WWWW is even using the logos and jingle package from the old W4, since they were never service-marked! A PD is expected to be named shortly.

## Rumbles

- KMBXSeattle PD Gary Bryan relinquishes his duties to focus on the morning show.
- WHBX \& WWLD/Tallahassee, FL tap former WDAS-FM/Philadelphia morning host Kevin Gardner. He replaces "Hurricane" Dave Smith, now at WIZF/Cincinnati. Gardner will also host afternoons on WHBX
- WMT-AM \& FM/Cedar Rapids, IA PD Randy Lee relinquishes his FM programming duties to Erin De Werfi, who comes trom WVMXVCincinnati's MD post.
- Dan Fite succeeds Tony Matteo as PD of Pop/ Alternative KLCA/Reno. NV.
- wwwX \& WXWX/Appleton-Oshkosh, WI PD Todd Kangas joins WOKZSaginaw, MI as APD/aiternoon host. WWWX \& WXWX MD A.J. assumes interim PD responsibilities.
- Sean Sellers is tapped as APD at WWVZ \& WWZZ (Z104)Washington
- Los Angeles Spanish Contemporary trimulcast Viva 107.1" replaces veteran morning talent Humberto Luna with a more music-oriented program hosted by Hector Rossetti.
- KTXQ/Dallas morning host Banana Joe Montione exits.
- KMXR/Corpus Christi, TX flips from AC to Oldies.
- WXQR/Greenville. NC is now simulcasting on WANJ. WANJ \& WXQR PD Darren Arriens picks up similar duties at crosstown CHR/Rhythmic sister WOSL.
-WCUZ/Grand Rapids flips from Country to Classic Rock as "The Fox". under OM Doug Montgomery.


## Records

- Have Sir Richard Branson and Jive Records emerged as the front-runners to purchase Virgin Records, which EMI has offered to sell in order to complete its merger with Time Warner? A report in The Times of London cites the Virgin founder and America's largest independent as the two leading candidates. Analysts believe that Virgin, whose acts include The Spice Girts and The Rolling Stones, could fetch $\$ 1.46$ billion.
- Look for Universal VP/Urban Promo Lewis Tucker to join Bad Boy Records as GM, replacing John Stockton. Will we aiso see Motown Sr. VP/A\&R Bruce Carbone getting a bump up to Exec. VP for Universal?
- Arista names ex-Columbia Nat'I Director/Top 40 Promo Lori Rischer as Nat'I Director/Promo.
- Phillip Nieves, assistant to Virgin VP/Promo Cary Vance, is elevated to a Miami-based promo post, effective Oct. 15. Virgin also taps concert promo honcho James MacDonald as its new Boston New England rep.
- Reprise nabs Beyond's Blg Apple-based Nat'l East Coast Director/Radio Promo, Karen McLellan, as its N.Y. local, while Universal hires Beyond N.Y regional Suzanne Perl as its new Big Apple rep.
- Due to cutbacks, Time Bomb lets go promo head Lynn McDonnell, N.Y. rep Kurt Steffek, AtLanta rep Shawn Moseley, Chicago rep Andy Georgin and N.Y.based marketing rep Josh Katz.

Another pair of legendary call letters will soon be retired. WOW-FM/Omaha updated its playlist last Friday (9/29) to become "The All New 94.1 KISS Country." The $50-50$ current/gold ratio is now leaning $65 \%$ current, and PD Tom Oakes tells ST that the station's main goal "is to be the station that plays fewer commercials and more new country every hour." The WOW calls have been in Omaha since 1924, when Woodman Insurance placed WOW-AM on the air.

Arbitron reissued the summer 2000 Phase II Arbitrends for Albuquerque Tuesday because the company had neglected to note a signal swap Clear Channel made on July 19. Alternative KTEG moved from 107.9 MHz to 104.7 MHz , as Country KEXT took the 107.9 signal to become KBQI. The original ratings improperly credited KTEG with listening on both frequencies. KTEG trends 5.0-4.3, while KBQI rises 0.6-1.5 12+.

In a day and age when virtual air talent abounds, it's noteworthy when a station drops voicetracking in favor of local programming. That's what happened Monday at Kelly Communications' Country WXCL/Peoria, IL, where PD/ MD Dan Dermody takes wakeup duties, along with Dale Van Horn and Amanda Care. Sue Parker has the 10am-noon shift, Bob Grayson lands the $3-7 \mathrm{pm}$ slot, and Lee Malcom is welcomed for $3-7 \mathrm{pm}$ duties. The syndicated Lia Knight and AfterMidnite With Blair Garner round out the day.

## 'Fatloatos' Compoto in Blg Boy's Cames

While the feats of Marion Jones and Cathy Freeman at this year's summer Olympic games in Sydney, Australia were certainly worth their weight in gold, ST congratulates the winners of such events as the frozen pizza discus throw, frozen turkey shot put and big belly bounce. No, those weren't Olympic events, but were part of


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Continued from Page 41
the fun at last Friday's (9/29) Big Boy's O-BlimpIcs, held át a Pasadena, CA fitness center by the KPWR (Power 106)/Los Angeles morning host. Participants had to meet a minimum weight requirement of 250 lbs . Among the other events that took place: the fat man's 15 -second pushup, freestyle tumbling and the 50-yard fat man dash. The first-prize winner received a weekend in San Diego plus tickets to see Shamu at Sea World, a La-Z-Boy recliner and tickets to a local amusement park's Halloween party.

The syndicated Mancow's Morning Madhouse debuted on WCDW/Binghamton, NY Sept. 21. However, the program was pulled for good just one day later after a barrage of callers expressed outrage over what they had heard, the Press and Sun-Bulletin reports. "I probably owe the market an apology for putting it on. It was very crude," station owner George Harris told the newspaper. Meanwhile, Mancow TV has aired its final broadcast on WCIU-TV/Chicago after 1 1/2 years, the Chicago Sun-Times reports. While Mancow said he'd pulled the plug on the program and severed his ties with its producer in order to launch a new national TV show next year, WCIU's parent company cited advertiser resistance because of the show's racy content.

Classical radio listeners in Denver will still have a place to turn once Latino Communications completes its purchase of KVOD from Clear Channel. Crawford's KLV-AM will flip from Religious to the sounds of Bach and Beethoven upon KVOD's flip to a Spanish-language format.

Bonneville's all-News WTOP-AM \& FM/ Washington adds WXTR-AM/Frederick, MD as a simulcast partner. The trio also ends its affiliation with the Baltimore Orioles.

Top-rated KFMB-FM (Star 100.7)/San Diego morning duo Jeff \& Jer (Jeff Elliott and Jerry St. James) sign a five-year contract extension with the Hot AC. Over in the Sunshine State, Bubba The Love Sponge has extended his relationship with Clear Channel's WXTB (98 Rock)/ Tampa for another three years. His new contract includes future syndication of his show and a possible book deal.

Happy birthday to legendary Country WSMAM/Nashville, which celebrated its 75th anniversary yesterday (10/5) with two special live broadcasts from the Ryman Auditorium beginning at 5 am. Among those scheduled to attend the festivities were former WSM air talent Ralph Emery and VP Bud Wendell.

Kudos to WRQX/Washington morning cohost Bert Weiss, who completed an 86-mile in-line-skating marathon Sunday for the Leukemia and Lymphoma Society. Weiss finished the race in nine hours, 31 minutes and 16 seconds. The team of 50 skaters Weiss recruited raised a total of $\$ 130,000$ in pledges.

OOPS: On Page 30 of R\&R's Sept. 29 issue we mistook WEBN/Cincinnati PD Michael "Dolphin" Walter for Station Manager Jim Richards in a photo from this year's Marconi Awards. We apologize for the error.

Congrats to KRXQ (98 Rock)/Sacramento, which sold 220 copies of its Sacramento Rocks


- Clear Channel and AMFM to merge in $\$ 23$ billion deal, with more than 100 spinoffs expected.
- Bill Pugh promoted to Dir./AM Operations at Clear Channel/San Diego.
- Francis Murphy appointed GM of WWJZ-AM/ Philadelphia.
- Gehrig Peterson picked as WCKG/Chicago OM.
- Andy Holt hired as PD of WFLC/Miami.

- Andre Harrell appointed Motown Records PresidentCEO.
- Alan Chlowitz chosen as GM of KNEW \& KSAN/San Francisco.
- David Dickey assumes GM duties at WALR-AM \& FMAtlanta.
- KFAN/Minneapolis Station Manager Dan Seeman adds duties for KEEY-FM.
- Robin Bertolucci becomes KOADenver OM.

- Drew Hayes promoted to Ops. Director of WLS Chicago.
- Jim Pemberton picked to program WRIF/Detroit.
- Tom Rivers rises to PD at WQYK-AM \& FM/Tampa.
- Mike Carta catches PD cap of WGH-FM/Norfolk. - Hurricane Dave blows into WBLK/Buffalo as PD.

- Al Telier tapped to serve as President of CBS Records Division.
- Mike Bone boosted to Sr. VP/Marketing \& Promotion at Elektra-Asylum Records.
- Pam Robinson elevated to PD of KACE/Los Angeles.
- Denny Nugent named WKRC/Cincinnati PD.
- Ron Valeri joins WRKI/Danbury, CT as Promotion Director.
- Lee Michaels and Brenda Ross join for mornings at WBMX/Chicago.
- Norm Nathan leaves WHDH/Boston for wakeup duties at crosstown WRKO.
- Bill Lee joins KFRC/San Francisco for the ear-ly-evening shift.
- Joel Derver joins R\&R as Washington Editor.
- Art Astor is appointed VP/GM of the DrakeChenault Co.
- Jerry Sharell selected as VP/Int'I Division of Elektra/Asylum Records.
- Jeff Salgo named OM of Seattle's KU16 8 OK102 1/2.
- Bob Kaghan joins WAVZ/New Haven for middays as "Bob McKay."

For the record: The Sept. 22 Timeline for "25 Years Ago Today" should have credited Clark Smidt with earning PD stripes at WCOZ/Boston.

Vol. 7, Napster of Puppets - in its first day of release, good for No. 1!

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

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| NEW YORK CITY | $11 / 11$ |  |  |
| PHILADELPHIA | $11 / 12$ |  |  |

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"DDPE track! She 's definitely gonna make some noise and open more doors in the Latin community. Crystal will definitely be a star. Watch out for her!'

- Eman/APD - Power 106
"Playa No More" keeps getting better with every listen. We will definitely play this one!" - Diana Laird/PD - KHTS "I have listened to this entire album and as far as 290 is concerned, we will be there on any single that is released! She's going to be a huge star! We love her!" - Lisa Karsting/PD - Z90
"A great pop record for fall! Crystal Sierra blends a Latin feel with a big street sound to create something unique that jumps out of the radio! We couldn't wait! — Marc Summers/PD - KZZP
"Just one listen and I was ready to put 'Playa No More' on the air. The CD llew from my office to the studio. Crystal Sierra sounds like a solid hit to me!'
- Paco Jacobo/PD - KOHT


## PATI TMO OF A TMOPATT SERE3S

# Woli Talks Music 

## $\square$ Booz-Allen \& Hamilton partner bullish on music's future in the multimedia world

n last week's Sound Decisions Michael Wolf, founder and Sr. Partner of the Media \& Entertainment Group at consultancy powerhouse Booz-Allen Hamilton, shared his views on how the music business fits in with the recent headline-making media mergers and acquisitions.
 ing Our Lives, which is chock-full of inside stories of his dealings with media titans and how their decisions are transforming the entertainment business.
In last week's column Wolf touched upon why record companies - majors and independents - aren't about to go away any time soon, contrary to what many new-technology pundits might say. He also discussed the future of music subscription services, a revenue stream about which he is extremely bullish. Here's part two of our conversation.

R\&R: There will tudoubtedly be some pretty heoted turf wars antong the record componies, retailers and omline companies if Best Buys and Tower Records begin selling music suhscriptioms.

MW: Definitely. It will come down to who has the best relationship with custoners and who provides the best service and recommendations. Right now a lot of people go to MTV and VHI for music. They're very important brands for consumers who buy into the notion that what MTV or VHI thinks is cool really is cool. Look at the number of times MTV has been able to break a group or al-
hum. MTV Online will be able to do the same thing. Most consumers will lean toward buying a music service from them rather than one of the music companies.
R\&R: The recond busimess and the online world are becrming incredibly intertwined. Will it get to the point where it's almost impossible to identify where one business ends and the onther begins?
MW: Absolutely. The music companies have to rely on the online word. Music is the first of many media formats that are going to be easily experienced online. A coupte of years down the road we'll see games and video reach the level music is at today. Broadband is going to provide us the opportunity to hear. watch and play whatever we want whenever we want.

Right now the only company totally linked is Time-Warner, via America Online. The links for the other companies are kind of tenuous. But Time-Wamer will continue to make deals with oher players. They're going to have to because they can't rely exclusively on AOL.

R\&R: You criticized Time Wumer in your book for not exploiting synergies within the company: Now along comes AOL Does that eliminate the criticism?'
MW: AOL is a good fit for Time Warner and will be an enormous catalyst to exploit the jewels that make up Time Warmer. AOL's management and assets are going to be very helpful in pushing the music industry at large into building online as a viable and profitable way to distribute music,
> "There is only a very small group of artists who could survive outside the environment of a music company - I bet you and I could identify only 20 or 30 - and there would benentire genres of music where it would be difficult to find many artists who could go it alone. One of them is country."
but not the only way to distribute it.
R\&R: Where does the artist fit in? There has been a lot of conjecture about artists not needing record companies anymore. What are your feelings about that scenario?
MW: Established artists who have shown that they can sell albums will have the option to break away. I doubt they will do it in droves because there is still value in the marketing. promotion and distribution and the risk-taking - of the music companies. Most antists receive big guarantees, and there are lot of bigname artists who are not profitable.
Are there going to be artists who go off and do their own thing? Absolutely. But there is only a very small group of artists who could survive outside the environment of a music company - I bet you and I could identify only 20 or 30 - and there would be entire genres of music where it would be difficult to find many artists who could go it alone. One of them is country.

R\&R: Clear Channel recently closed on its purchase of $A M F M$. There are already nunors of signifi camt changes, including more symdicoted programming and prevecorded dayparts. How will those changes af. fect the music industry"

MW: The radio business is about being the leading station in the local market. If a programmer in Des Moines is programming a station for somebody in, say, New York, it's going to be difficult to be the leading station in Des Moines. What makes stations strong are the music mix and personalities. And a lot of the music isn't about what's on the charts: it's about what people want to hear in their area.
I'm a big fan of efficiency, but I also believe that it comes down to what you hear over the airwaves or what you see on the screen. I don't like to tell my clients to skimp on that. If they go that way, it's fraught with a lot of danger.
R\&R: Yet arent there some very successful networks throughout the world, like NRJ in France and Rete 105 in haly, that do very well? Could the U.S. move closer to that model?
MW: Radio is a local business local advertisers and local listeners. The top stations are focused on local
"AOL's management and assets are going to be very helpful in pushing the music industry at large into brilding online as a viable and. profitable way to distribute music, but not the only way to distribute it."
programming. Are there going to be fifth- and sixth-rated stations that are almost entirely automated? Of course, but they won't be the winners. I'm convinced that the most valuable resources within a media business are the creative people. the ones who figure out what the consumer wants and the environment they want to hear it in.

R\&R: In your beok you ralk abour the migration of ettertainnent and media execurives to companies such as Dela Airlines and real estate companies. The music industry has been criticized for being run by "bean counters." Now the technology guys have a big say in the future of the business. Is creative talent getting pushed further into the background?
MW: It's all about striking a balance.
R\&R: But is the balance out of whack?

MW: No. It's just that there are few people who excel at A\&R. The best music companies tend to be very focused on the best executive talent because nobody cares how good your accountants are. Consumers are not going to buy Jamiroquai because Sony has a great finance department. They buy albums that are well-produced. They buy great artists who write great hooks and lyrics that mean something. That happens from great creative direction, not from how good your financial systems are.
R\&R: The major record companies have significanty trimmed the mumber of alhums they release. Will that continue?
MW: One of the problems for the labels is that they haven't been able to pay attention to all of their releases. What's happened recently is that they have sort of averaged down their bets. Focus is a great thing for labels right now, because it allows them to put the right amount of energy behind the artists who have the highest probability of success. That doesn't necessarily mean there will be fewer opportunities for antists to get their music out there, because there will always be independent labels.
R\&R: You're a big fan of the inlernational marketplace. What are your views on the U.S. being the proving ground for artists? Very few international acts sell well in the U.S., but many American acts sell platinum overseas.
MW: A lot of music sold around the world is still local repenoire. If you live in Italy, you want to listen to Italian artists. The same goes if you live in France, Japan or mainland

China. Because music is more than just something pleasant to listen to: it has meaning, and the meaning is different for each person.
R\&R: Will the labels have the cap. ital to invest in local talent and recont companies at a time when they are facing financial pressure to build ont their Intemet infrastructure?" Ane they facing a cash crunch in that regard.
MW: No. because that's absolutely where the opportunity is. For the entertainment business in general. China is going to offer incredible opportunities. The raw numbers are amazing. Just to give you some perspective: There are aboul 90 million TV homes in the U.S. and there are 300 million TV homes in China. There are already strong music companies operating there and in Latin America, another big area for growth. Those companies aren't all owned by the majors.
R\&R: Will the Internet assist in building that international infra structure and breaking more international artists in the U.S. and other markess?
MW: The Intemet makes it much easier for music to travel. The old pattern was that music broke from the U.S. and then went to the rest of world. but I wouldn't be surprised if we find more music traveling to the U.S.. if we hear more international sounds energe in the U.S. within the next few years. Look at how Latin music moved into the mainstream. Nobody could have predicted how big that became.

R\&R: Any parting thoughts. Anvihing we overlooked?
MW: People shouldn't make the mistake of thinking that the traditional channels will go away quickly. Formats persist for long time. The industry still sells a lot of cassettes. Music that's sold in a playable fomat, like a physical CD. will be around for a long time. Yes, there are issues about portability and convenience of storage, but it will be a while before the new technologies are fully embraced by and practical for people who want to own music in a physical, playable form.
I also think we'll see new technotogies happen in fits and starts when it comes to music in the new economy. We'll see companies launch services and do a lot of testing around pricing. And any new technology that is created to protect copyrights will inevitably be broken, so the music companies are going to have to get over that hurdle and come up with pricing that entices consumers to pay for music over the Intemet.

# LAUNCHING PAD <br> RTR LAUNCHING PAD 

## Litehouse's' 'Momenir' Arives At Alterriative, Active Rock

Count DreamWorks act Lifehouse among the talented group of mainstream rock-based acts breaking through at radio. The group's debut single. "Hanging by a Monent." lit up the Most Added column last week at Altemative by picking up 25 stations, making it the third Most Added track at the format.


Lifehouse
Among the stations supporting the group and the single are WRAX/Birmingham - the airplay leader last week at 39 plays - WPLA/Jacksonville. WXDX/Pittsburgh. WEND/Charlote. KAEP/Spokanc. KXRK/Salt Lake City. WMRQ/Harford. WKRI/Syracuse. WHFS/Washington WEDG/Buffalo. WKQX/Chicago. CIMX/Detroit. KEDJ/ Phoenix. KTCL/Denver and KWOD/Sacramento
The track is also receiving bealthy and growing suppor at Active Rock and Rock. Key Active Rockers playing the song are WQXA/Harrisburg: WMFS/Memphis; WCPR Biloxi. MS: KQRC/Kansas City; KRQC/Omaha: and KHTQ/Spokane. Rock outlefs that have added the track include WLUM/Milwaukee: WKLT/NW Michigan; KFRQMcAllen: KFZXIOdessa-Midland. TX; and KATS Yakima, WA.
Los Angeles-based Lifehouse is the creation of singer-songwriter-guitarist Jason Wade. who started the band in 1996 with bassist Sergio Andrade (the group has since added dnummer Rick Woolstenheulen and guitarist Stuart Mathis). Wade hooked up with DreamWorks about $21 / 2$ years ago courtesy of Jude Cole. who now manages the group. DreamWorks Records principal executive Michael Ostin. who signed Jason. remembers. "Jude brought him to my atention. Jude had recorded three albums for Warner Bros. Records while I was there. and we staved in touch after I left the record company. He called me one day and said he had something incredibly special that I should hear.
"Jude came over that afternoon and played me a threesong deno from Jason. and 1 was blown away. The quality of the songs and his voice was so incredibly compelling and had an amazing warmth and maturity. I met Jason soon after. and he played some songs for me on his acoustic guitar. I immediately offered him a development deal."
Developneent deal in hand. Wade returned to the studio to work on new material with Ron Aniello. who had produced the demos (Aniello was also responsible for tuming Cole on to Wade's promise). Ostin continues. "Jason and Ron recorded several nore songs that I loved just as much as the ones on the first demo. The new material showed how fast Jason was growing as an arrist. So. rather than continue with the development deal. we decided to go ahead and begin recording an album. We also wanted hin to continue working with Ron and Jude. We didn't need a big-name producer for the album because it was more imponant that Jason work with someone who understood him as an artist. It was a real team effort between Jason. Ron and Jude."
On the radio front. DreamWorks Head/Promotion Mark Gorlick and his team got their first taste of Lifehouse early this year when they heard some of the
music being recorded. It was a solo acoustic perfornance at the record company's conference room. however. that really kicked their plans into high gear. Gorlick recalls. "Jason showed us so much power. emotion and maturity that we wanted to get him in front of everybody so they could experience the same thing. We started setting up as many meetings with rudio as we could."

That plan had to be nodified when Lifehouse scored a coveted opening slot on Peart Jam's U.S. tour. Gorlick adnits. "We had some pretty hectic days for a while. because we were juggling the acoustic performances for radio and the Pearl Jam tour. At one time Jason was inWashington. DC. visiting two or three stations in the day and then going to Pittsburgh for the Pearl Jam show.

Some key radio stations picked up on "Hanging by a Monsent" via a DreamWorks sampler that the record company mailed in June. Gorlick comments. "Every major label does them for marketing and promotion purposes: there's nothing really unique about that: But in July we started getting some great feedback - from hard-edged stations to softer ones. We had carly believers at WPLA and WRAX. and that showed us that radio was hearing it too. Combine that with all the work Jason and the band were. doing, and it all added up to the success we had last week. It's a testament to everybody's collective ability that we were able to set this up and execute it.'
WRAX PD Dave Rossi has already moved the single into high rotution. He's also spiking two other tracks from the album. Rossi comments. "Froms the very first time we played it. we had people calling the station wanting to know where they could buy the record."

As to why the song is connecting with his listeners. 'Rossi notes. "It's hard to put a finger on. but the song has a certain familiarity to it that people really love and that makes it a mass-appeal record. There's an element of coolness to it. plus the lyrics are such that everyone can relate. They're the perfect band for Alternative right now"
While delighted with the progress at Alternative. DreamWorks will continue working Active Rock and Rock. Gorlick notes. "We now have a great start at Alternative, but we also have some great stations at Active Rock and Rock to build a base on."

Lifehouse's debut album. No Nome Face, hits retail Oct. 24.

## Ready For Takeoff

Active Rock WRIF/Detroit is reving up big-tine interest in hometown rock band Rev. The station added the band's song "Drag Me Down" two weeks ago. after it won a week's worth of 'RIF "rumbles" against songs from well-known rock bands. Last week the station played the track seven times. all in the late evening. Rev is made up of former Sponge nember Charlie Grover (drums. vocals) andex-Plain menbers Todd Price (vocals. guitar) and Mike Dolunt (bass. vocals).

Since picking up the add. Wild Justice President Rick Smith. whose management firm reps the band and Days Of The New, has been fielding calls from "nearly every major record label. We've had amazing response, and we" ve had a lot of people fly in to see the band." Smith also says that producer Josh Abraham (Orgy, Staind) has agreed to work on the band's full-length album.
While 'RIF continues spinning "Drag Me Down." Smith says he 'll continue talking with label reps and keep the band on the road. He comments. "These guys know what it's all about. They all live together and spend their days writing. recording and perforning. We have a van. and we're always ready to go. Nothing's going to stop tbem.

For more information. contact Smith at 248-358-5818

## MIISIC NEWS \& VIEWS <br> No Decision Yet In Napster Case

Napster remained in business following a jampacked hearing before a three-judge panel of the 9 th Circuit Court of Appeals in San Francisco on Oct. 2. After oral arguments, the judges let stand a July Circuit Court decision that
overturned Judge Marilyn Patel's original ruling that the plug be

## mapster

 pulled on the wildiypopular song-copying software. The three judges are expected to make a ruling on Napster's future within the next few weeks. Fol lowing the ruling RIAA PresidenVCEO Hilary Rosen said in prepared remarks, "Nobody expected a ruling from the bench today but we were pleased with the court's understanding of the issues We hope the court will render a decision as promptly as possible. This case has never been about technology. Rather, it is about Napster's abuse of peer-to-peer technology for its own commercial benefit."
Meantime, Napster CEO Hank Barry said in a written statement that he was "surprised that we have been unable to resolve this case outside of the judicial process ... Over a period of many months Napster has made serious proposals to each of the major record companies and their publishing affiliates that involve payments of substantial percentages of expected company revenues to compensate artists and rights holders - proposals whose most conservative estimates would resuit in payments of over $\$ 500$ million to the industry in just the first year alone. Every one of these proposals has been rejected, and the record companies have made no counterproposals."
BMG Entertainment Chief Marketing Officer \& President/New Technology Kevin Conroy called Barry's comments inaccurate In a written statement he noted, "BMG has in fact discussed various business proposals with Napster. But Napster has never addressed the important issue of licensing nor proposed anything approaching a sound, legitimate business model."

## Pearl Jam To Sell U.S. Tour CDs

Pearl Jam will be one busy band for the foreseeable future. The group, who recently began selling live albums of their European shows, plan to do the same thing with Shows, plan to do the same thing with
their U.S. performances. The group will sell live albums from all 46 concerts sometime in early 2001. The group also say via their website, The Rumor Pit, that they will begin working on a new studio album. The website reports "Many have wondered if there will be another single released from Binaura ... the answer is no, negative, non. With the bootleg releases and all, [the band will] be working instead on a new album for 2001."
Tour update: TLC's Tionne "T-Boz"Watkins has refuted pub lished reports that she won't pertorm live with the multiplatinum group due to health reasons. In a written statement Watkins says that she's not touring because she's about to give birth and tha she remains an "active member of TLC" and "looks lorward to performing again with the group soon." In other touring news, veteran rocker Sammy Hagar begins a national tour Oct. 31 in Hartiord.

This ' $n$ ' that: Luther Vandross has inked a deal with Clive Davis'J Records and will begin working on his first album for the label later this year ... Ricky Martin has titled his second Englishlanguage album Sound Loaded. It will be released Nov. 14 ... Paul Simon is making available four songs from his new album, You're the One. on MP3.com. In addition to the title cut, the other tracks are "That's Where I Belong," "Old" and "Hurricane Eye" ... Rock trio Better Than Ezra and Elektra part ways.

| Pos. Anist | Avg. Gross (in 000 s ) | CONCERT PULSE Among this weeks new tours: |
| :---: | :---: | :---: |
| 1 dave matthews band | \$2.759.6 |  |
| 2 metallica | \$2.669.0 |  |
| 3 N SYNC | \$1,377.2 |  |
| 4 hicky martin - | 51.018 .3 | beenie man |
| 5 PHISH | \$939.7 | KEB' MO' |
| 6 TIM MCGRawifatth hill | S761.3 | marilyn manson |
| 7 OZZFEST 2000 | 5729.4 | rancio |
| 8 Santana | S686.0 | SAmmy hagar |
| 10 DIXIE CHICKS | \$572.7 |  |
| 11 Roger waters | \$564.6 |  |
| 12 STING | \$558. 2 |  |
| 13 UP in Smoke tour | \$551.1 |  |
| 14 CREED | \$544.8 | On Ine Listmos (1800) 3 344 7383. |
| 15 RED HOT CHILI PEPPERS | \$543.5 | Cahborna (209) 2771.7900. |

# Get Real To Survive And Thrive 

# Talent can make or break a station, so programmers need to get creative to cultivate personalities 

By Bob Davis \& Randy Lane

With a successful programming and personality consulting business, Bob Davis and Randy Lane deal with real-life personality issues just about every day. As PDs have so little time to train and nurture personalities, many in markets of every size are including Lane's respected coaching services into their new deals. For a dose of reality, $I$ asked Davis and Lane to pen some of their thoughts on how to survive and thrive as a personality in this fast-moving, we-want-ratings-now-or-else consolidated marketplace.

It's time to get honest about our craft. It isn't something you can master from a cheat sheet or a list of whatworks concepts any more than you can learn to ski from reading a book. Sure, it helps to have the main parameters marked, but in the end, when you have the tips of your skis pointed down the mountain, it's up to you.

If you drive from point $A$ to point B anywhere in this country, the radio is one seamless station for the most part. Everyone has the same sweepers. the same music, the same promotions and even the same billboands and television campaigns. What makes one station different from another today is format (and sometimes we wonder about that as well) and the people on the air.

Radio listening in the primary demos served by CHR is down, according to Arbitron gurus like Rhody Bosley. This could be a small cycle, similar to ones that have occurred in the past. or it could be a trend that bears close scrutiny. We'll have to watch it and see if the Intemet and other entertainment choices such as satellite radio are going to have an impact on radio listening.

With consolidation. there's going to be more opportunity for people who are able to connect with the audience and stand out, assuming that they have the intelleet and the humility to be really good. successful personalities. have a point of view, know who they are and have the fortitude to stick to it, no matter what.

## What Doesn't Work?

With all due respect. the biggest problem in radio today isn't air talent. It isn't consolidation. It inn't any of the stuff that comes to the tip of your tongue. We hate to say it, but, hell. someone has to: The biggest impediment to the success of air talent in this business today is the program director. Yeah. it's a blanket statement, and there are exceptions to the rule. but the rule is: PDs can be toxic to talent.

Some of the fault lies with upper management. and some of the fault lies in what we have come to know as the job description for the modem PD.


Bob Davis


They are responsible for everything and have no power. Therefore. they are some of the most frustrated people on the planet. In their position as the most frustrated person in the radio station. the only target they can safely blaze away at is the airstaff.
We have come to believe that most criticism is toxic. We'll say that again: Most criticism is toxic. All those management manuals that tell you to evaluate, collate, criticize, review and discuss emptoyee performance are fine for a factory, but that stuff kills creativity.

This ain't a factory. So if you're a PD. throw away the management manual. Become a revolutionary. Go back on the air. Radically break from programmer tradition and give up "constructive criticism"of talent. It doesn't work. It kills them. The best thing you can do is find something positive and build on that base.

I've experienced this firsthand. As a new PD, I hired a talent with great poxential and signed him to a no-cut deal. He needed work. but the more I criticized, the more he went into his shell, and his performance coptinued to deteriorate.

Out of desperation and a sense that I needed to build his confidence, 1 kooked for the smallest of things (and I had to look hard) that I liked about what he was doing. I kept at it, bit by bit. Six weeks later the guy was sounding pretty good, and he ended up pulling the biggest numbers in the station's history.

I leamed that by building on positives and the strengths of the talent and the show, the negative stuff just organically faded away. Evidence abounds
that this approach works. Recently some researchers somewhere did a study where they talked nasty to one set of plants every day. The other set. they spoke kindly to. Guess what happened? You think the plants that got abuse lived? No. The plants that were spoken to kindly flourished. Another study shows that prayer works for people who are being prayed for, even if they don't know it.

## What Works

Here's one idea: Hire talented people and leave them alone. Set your airstaff free. But there are two sides to this strategy. The upside to simply letting talented people go without coaching is that we would all benefit from more entertaining shows. The downside is that most shows would be a litte like the Internet, in that we'd have to wade through a lot of junk to get to the good stuff.
There is a wealth of undiscovered and undeveloped creative talent. Talents go undeveloped and undiscovered for several reasons. One is the inability of management to recognize talent. Also. the majority of radio stations are not set up environmentally to foster and nurture creativity. There has been more value placed on revenue, research and marketing than on talent development.
You need to create a place where talent can thrive. An environment that encourages creativity begins with believing that talent is one of the key components in your winning formula. You can spend a million dollars in big markets on a marketing campaign that may increase ratings, whereas memorable talents who can break through the cluter are virtually points on the board and money in the bank. Give up the idea of controlling talent. PDs labor under the illusion that they have control. You cannot control talent or anyone else (except yourseli).
Focus on influencing, being uplifting and feeding ideas. A controlling mentality automatically sets up an us-vs.-them scenario within your radio station. You don't want to be a boss: you want to be a coach or director. A talent coach inspires and influences

## How Is Your Sation's Environment?

Here are some tips for establishing a nurturing and creative environment that allows talent to grow.

- Taient is the primary way to create brand depth beyond the music position for stations. PDs and GMs who make the morning show one of their top-three priorities, along with music and marketing, take the first step toward creating a talent-friendly emvironment.
- Treat the morning show with as much respect as the GSM and the PD get.
- Give talent their own work space or office that is conducive to the creative process. Having their own voice mail, e-mail and business cards are givens.
- Educate the sales, engineering, office staff and others on the impor. tant role the show plays in creating listener loyalty and brand depth for the station.
- Invest in taient through talent coaches, seminars, workshops, conventions and so on to foster growth.
- Invest marketing dollars in shows that are adding numbers to the station and in newer ones that are adding TSL, but that need cume awareness.
- Avoid marketing the show and the music position simultaneously. Alternate marketing campaigns to drill in one message. It's hard enough to get one message across in advertising, much less two.
- Morring shows and other high-profile shows need producers or phone screeners to compete in most markets today. Smaller markets and startups may want to use overnight talents and part-time people to fill these roles.
- Quickiy address technical problems that have a negative impact on the show.
- Involve talent in decisions that affect the show.
- Agree to an open and honest relationship with air personalities based on mutual respect.
- Encourage personalities to ask questions and even challenge you.
- Be supportive. Share success and failure.
- Praise talent often, in public and privately.
- Reprimand when needed (always in priveta). Then iorget it and move on.
- Call personalities during the show only when they do something good (unless it absolutely cannot wait). Keep reintorcing their strengths.
- Listen to the show regularly, and make specific comments. Personalities will immediately discem the generic "Hey, sounding gooo" cormments.
performance. A talent coach enrolls talent in their ideas. Find something your moming show or talent does well. Praise them. Become their friends. Love them. In a short period of time the show will get better, and you will be a happier individual for it.
If you are one of the unfortunates who labors under a PD and management staff that are under the illusion that they have control. smile. Be nice. Try to do what they ask, but also try to insulate yourself from negative feedback.
Another thing that works is preparation. Many shows do not prep enough. and they do not prep properly. You have to read everything and scan everything. You have to know as much as you can about the stuff that you care about. Plan in detail. As you're reading, be conscious of what you're feeling. Make notes of how you are feeling, even on napkins and old receipts, as part of your prep. It will be too difficult to re-create later if you don't jot it down. Your feelings will have more impact than your opinions.
In addition to this type of prep, you have to know each other. Even kids* hockey teams know that when they hang together, they win. Hang with your team. Become brochers and sislers. That's part of prepping too. You can't walk in 15 minutes before your show and say. "What am I gonna talk about?"
Focus on coming up with content that will cause listeners to talk about the show. Approach planning by looking for ways to push buttons and strike
nerves. Management must expect and even be happy if the show attracts some complaint calls, faxes or e-mails. It simply means people are listening and responding and reacting to the show. Any or all show members should be ready to deal directly with complaints from listeners. Just listen to them (don't argue), and most of the time people will be quickly diffused.
Include as many real-life experiences as possible when planning a show to increase the genuine emotion and build character. Ironically, planning the show will allow talent to be confident enough to be spontaneous.


## What Gets Ratings, What Doesn't

People - especially teenagers are turning off their radios. They are not being mentally engaged by what is on the radio. But there are stations that are electrifying. KROQ in Los Angeles and WQHT (Hot 97) in New York are two that come to mind, and there are others. Consequently, those stations have ralings.

To get ratings, you have to be natural and real, and you have to be yourself. If you cannot do that, you will not get ratings. You will not be special or compelling. No book. cheat sheet, list of stuff that works somewhere else, prereconded bit or prep sheet will save you.
Stories are a great vehicle for creating emotion and entertainment. Sharing daily life experiences with listeners, whether it's for 30 seconds Continued on Page 52


| aflist mic ubels) | CHR/POP <br> TOTAL AVERAGE AVOHAB! ITY ISIMMA! |  |  |  |  |  | DFMOGRAPHICS |  |  | Rf GIONS |  |  |  |
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| 3 D00 is DOwn Kryptonite (Republic/Universal) | 3.81 | 3.40 | 3.01 | 3.\% |  | 76.1 | 18.4 | 3.09 | 4.01 | 3.62 | 3.85 | 4.17 | 3.67 | 3.98 |
| CREED With Arms Wide Open (Wind-up) | 3.89 | 3.88 | 3.95 | - | 74.6 | 18.4 | 3.82 | 3.96 | 3.93 | 3.73 | 3.90 | 4.44 | 3.92 |
| Thea mesen Last Resort (DreamWorks) | 3.6 | 3:83 | 3.88 | 3.9 | 55.2 | 11.4 | 3.91 | 3.91 | 8.65 | 3.22 | 3.71 | 3.87 | 3.97 |
| welly Country Grammar (Fo' Reel/Universal) | 3.83 | 3.83 | 3.70 | 3.78 | 80.1 | 24.1 | 4.01 | 3.96 | 3.48 | 3.81 | 3.76 | 4.00 | 3.77 |
| Swap incomplete (Dratonder SoulidiMMG) | 3.2 | 3.67 | 3.61 | 2.t | 47.5 | 8.2 | 4.06 | 3.63 | 3.6 | 3.4t | 3.85 | 3.6 * | 3.88 |
| - mra Case Of The Ex (Whatcha Gonna Do) (University/nterscope) | 3.74 | 3.79 | 3.52 | 3.69 | 63.2 | 10.4 | 4.05 | 3.45 | 3.55 | 3.83 | 3.88 | 3.57 | 3.71 |
|  | 3.74 | 3. ${ }^{5}$ | 3.72 | 5.75 | 4.9 | 17.9 | 3.64 | 3.6 | 3.61 | 3.et | 3.9 | 3.89 | 3.4 |
| BOW JOVI It's My Lite (island $/$ DMMG) | 3.64 | 3.47 | 3.63 | 3.50 | 84.9 | 14.7 | 3.72 | 3.52 | 3.64 | 3.70 | 3.58 | 3.71 | 3.53 |
|  | 3.8 | 3.80 | 2.42 | 8.71 | 4.2 | 15.7 | 3.51 | 8.59 | 3.4 | 8.59 | 3.53 | 8.49 | 8.87 |
| CHRISTMA AGUM Lera Come On Over Baby... (RCA) | 3.61 | 3.59 | 3.56 | 3.60 | 81.3 | 21.6 | 3.79 | 3.56 | 3.42 | 3.4 | 3.46 | 3.37 | 3.81 |
| Desuwrs cimo Jumpin Jumpin' (Cotumbia) | 3.87 | 2.58 | 9.65 | 3.67 | 06.6 | 87.3 | 3.01 | 3.6 | 3.31 | 3.6 | 3.47 | 3.57 | 3.84 |
| Matcheox TWEwTY Bent (Lava/Allantic) | 3.57 | 3.45 | 3.58 | 3.48 | 83.1 | 31.3 | 3.31 | 3.55 | 3.91 | 3.56 | 3.78 | 3.38 | 3.55 |
|  | 3.64 | 3.50 | - | - | 66.0 | 10.4 | 8.45 | 2.55 | 2.62 | 3.82 | 3.57 | 3.52 | 8.75 |
| SAMnJTMA mumea Gota Tell You (Wibicaral Poydor/interscope) | 3.51 | - | - | - | 42.8 | 8.2 | 3.58 | 3.37 | 3.56 | 3.57 | 3.34 | 3.38 | 3.71 |
| doE I Wanna Know (Jive) | 3.50 | 3.32 | 2.4. | 3.41 | 4.3 | 36.3 | 3.5 | 3.39 | 3.55 | 3.62 | 3.53 | 3.45 | 3.52 |
| EVERCLEAR Wonderlul (Capitol) | 3.49 | 3.64 | 3.66 | 3.61 | 84.4 | 15.9 | 3.40 | 3.46 | 3.66 | 3.33 | 3.55 | 3.44 | 3.67 |
| Bemax Back Here (Hollywood) | 3.47 | 3.54 | 2.84 | 3.47 | 78.4 | 25.9 | 3.51 | 2.32 | 3.55 | 3.35 | 3.61 | 8.48 | 3.44 |
| JESSICA SIMPSON I Think I'm in Love With You (Columbia) | 3.47 | 3.35 | 3.38 | 3.50 | 76.1 | 23.6 | 3.49 | 3.32 | 3.63 | 3.36 | 3.38 | 3.36 | 3.76 |
| TOMI Bruxtow he Wasn't Man Enough (Laface/Arista) | 3.44 | 3.43 | 3.42 | 3.45 | 71.8 | 29.4 | 3.41 | 3.25 | 3.71 | 3.56 | 3.34 | 3.40 | 1.11 |
| baha men who Let The Dogs Out (Artemis) | 3.43 | 3.36 | 3.40 | - | 79.9 | 22.6 | 3.52 | 3.45 | 3.27 | 3.37 | 3.25 | 3.75 | 3.36 |
| WIME DAYS Absolutely (Story Of A Girl) (550 Music) | 3.41 | 3.40 | 3.53 | 3.51 | 2-1 | 33.8 | 3.40 | 3.37 | 3.45 | 3.46 | 3:34 | 3.34 | 3.49 |
| SOULOECISION Faded (MCA) | 3.41 | 3.44 | 3.47 | 3.41 | 50.5 | 12.2 | 3.49 | 3.35 | 3.35 | 3.33 | 3.15 | 3.52 | 3.56 |
| 8RITMEY SPEAAS Lucky (Jive) | 3.38 | $3.3 \pm$ | 3.37 | 3.51 | 78.1 | 29.4 | 3.34 | 3.27 | 3.59 | 3.55 | 3.23 | 3.33 | 2.4 |
| 98 DEGREES Give Me Just One Night (Una Noche) (Universal) | 3.35 | 3.52 | 3.37 | 3.38 | 78.1 | 25.9 | 3.32 | 3.44 | 3.32 | 3.44 | 3.40 | 3.07 | 3.51 |
| Juwer Doesn't Really Matter (Def Soul/DJMG) | 3.33 | 3.37 | \$. 35 | 3.47 | 81.1 | 35.8 | 3.45 | 3.31 | 3.17 | 3.25 | 3.31 | 3.10 | 3.57 |
| MADONMA Music (MaverickWB) | 3.29 | 3.25 | 3.13 | 3.19 | 76.4 | 29.1 | 2.94 | 3.59 | 3.46 | 3.16 | 3.22 | 3.39 | 3.36 |

# Callout America. <br> Hot Scores <br> By Kevin McCabe 

TThe strong appeal of 3 Doors Down. Creed and Papa Roech continues as "Kryponite" (RepublicNUniversol). "With Arms Wide Open" (Wind-up) and "Lavi Resort" (DreamWorks) stack up in posi tions 1.2 and 3 this week. "Kryptonite" ranks No. I among women 18-24, and "Arms" leads the $25-34$ cell with a 3.93 . "Resor" earns the Hit Potential lag since it has yet to chart in the top 25 on R\&R's Pop chart and is just shy of $60 \%$ total familiarity.
"Incomplete" by Steqo (Dragon/ider Sow/IDJMG) jumps 3.67-3.82 overall and lies "Case Of The Ex" by Mya (University/Interscope) for No. I among teens Sisqo and Mya both demonstrale strong appeal among all three demo breakouts and fout regions.
"It's My Life" by Bom Jovi (Lland IDJMG) moves 3.47-3.64 overall with strong regional scones in the East (3.70) and Midwest (3.71). According to Mediabasie Life" picked up 66 plays at WBZ7/Putsburgh. 61 plays at WPST/Trenton. NJ and 55 plays at WHTZ/New York.
"Music" by Madomna (Maverick WB) ranks No. 8 among women 18-24 with a 3.59 and also shows appeal among 25-34s with a 3.46. Clearly, its overall score is being pulled down by the teens in this week's sample.
R\&R reminds all users of Callout America to keep in mind that teens are included and can represent up to one-third of the sample. In the case of Madonna. quite a few slations are seeing tup- 10 or higher results because their composition is strictly wonken 18+. "Music" is cumently in tep or tation at a large number of stations - in cluding in markets thut R\&R calls to gath er Callout America data. It's not necessarly a surprise that the teens in the surve rank Madonna lower than women 18-24 or 25-34. The upper-demo scores reflect the fact that "Music" is solid with Madomna upper-demo fans.



 Columbus, Detroit, Kansas City, Milwaukee, Minneapolis. St. Louis. WEST: Los Angeles, Phoenix, Portland, Sacramento, San Diego, San Francisco, Seattle. © 2000, ReR Inc.


|  | aftst Time lablis) | Hers | Mu's |  | maxs or | Tota stinows |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (1) | 3 O00RS DOWN Kryptonite (Republic/Universal) | 9823 | +120 | 1065278 | 16 | 166/0 |
| (2) | MADONNA Music (MaverickWB) | 9352 | +323 | 970654 | 10 | 169/0 |
| 3 | CREED With Arms Wide Open (Wind-up) | 8941 | +1086 | 939825 | 8 | 162/1 |
| 4.4 | Christina agullera Come On Over (All I Want...) (RCA) | 8223 | -70 | 825774 | 12 | 168/0 |
| 35 | DESTINY'S CHILD Jumpin' Jumpin' (Columbia) | 8191 | -699 | 962153 | 18 | 156/1 |
| 6 | PINK Most Girls (LaFace/Arista) | 7972 | +944 | 802988 | 10 | 157/2 |
| $5 \quad 7$ | JANET Doesn't Really Matter (Def SoulIIDJMG) | 7102 | . 784 | 778254 | 17 | 166/0 |
| 88 | 98 DEGREES Give Me Just One Night... (Universal) | 6947 | -8 | 677068 | 9 | 166/0 |
| 0 | SOULDECISION Faded (MCA) | 6778 | +120 | 616154 | 17 | 164/0 |
| 910 | MATCHBOX TWENTY Bent (Lava/Atlantic) | 5994 | -689 | 655457 | 25 | 155/0 |
| (1) | NELLY Country Grammar (Fo' Reel/Universal) | 5854 | +177 | 690379 | 11 | 150/1 |
| (1) | 'N SYMC This I Promise You (Jive) | 5469 | +1423 | 581272 | 5 | 168/2 |
| $12 \quad 13$ | everclear Wonderiul (Capitol) | 5338 | -361 | 456766 | 14 | 153/0 |
| (1) | VERTICAL HORIZON You're A God (RCA) | 5124 | +164 | 483101 | 11 | 154/1 |
| 115 | TONI BRAXTON He Wasn't Man Enough (LaFace/Arista) | 5102 | -701 | 543832 | 23 | 136/1 |
| (16) | BON JOVI It's My Life (Island/IDJMG) | 5044 | +178 | 537142 | 20 | 150/0 |
| 19 (1) | SAMANTHA MUMBA Gotta Tell You (Wildcard/Polydor/Interscope) | 4602 | +486 | 477198 | 9 | 162/3 |
| (1) | BAHA MEN Who Let The Dogs Out (Artemis) | 4489 | +226 | 426848 | 12 | 150/0 |
| $16 \quad 19$ | NINE DAYS Absolutely (Story Of A Girl) (550 Music) | 4076 | -605 | 418851 | 23 | 154/0 |
| 22 (20) | DEBELAH MORGAN Dance With Me (DAS/Atlantic) | 3674 | +376 | 382563 | 13 | 139/2 |
| (2) | baRENAKED Ladies Pinch Me (Reprise) | 3418 | +339 | 334686 | 8 | 131/6 |
| 20 | Kandi Don't Think I'm Not (So So Def/Columbia) | 3149 | +520 | 374639 | 7 | 110/7 |
| Ereaker 23 | RICKY Martin She Bangs (Columbia) | 3145 | +2370 | 390883 | 2 | 161/10 |
| $23 \quad 24$ | THIRD EYE BLIND Deep Inside Of You (Elektra/EEG) | 2893 | -323 | 299214 | 12 | 126/0 |
| $18 \quad 25$ | BRITNEY SPEARS Lucky (Jive) | 2806 | -1417 | 259062 | 11 | 139/0 |
| Brasker 25 | RUFF ENDZ No More (Epic) | 2733 | +635 | 336186 | 5 | 123/9 |
| $21 \quad 27$ | JESSICA SIMPSON I Think I'm In Love With You (Columbia) | 2604 | -826 | 226746 | 19 | 142/0 |
| Breaker 6 | EVAN AND JARON Crazy For This Girl (Columbia) | 2581 | +183 | 226152 | 9 | 125/1 |
| Branker 29 | MATCHBOX TWENTY If You're Gone (Lava/Atlantic) | 2519 | +1136 | 247020 | 2 | 143/6 |
| $25 \quad 30$ | FASTBALL You're An Ocean (Hollywood) | 2441 | -419 | 178287 | 9 | 127/0 |
| 36 | MYA Case Of The Ex (Whatcha...) (University/Interscope) | 2111 | +750 | 328429 | 3 | 118/25 |
| 32 | FAITH HILL The Way You Love Me (Warner Bros.) | 2090 | +255 | 181157 | 6 | 104/4 |
| 33 | ENRIQUE IGLESLAS Sad Eyes (Interscope) | 2080 | +140 | 199013 | 4 | 109/1 |
| Debut 3 | BACKSTREET BOYS Shape Of My Heart (Jive) | 1743 | +1742 | 268613 | 1 | 170/170 |
| 35 | DREAM He Loves U Not (Bad Boy/Arista) | 1685 | +295 | 178724 | 4 | 96/9 |
| 36 | WALLFLOWERS Sleepwalker (Interscope) | 1676 | +215 | 130558 | 3 | 108/8 |
| $31 \quad 37$ | NO AUTHORITY Can I Get Your Number (Maverick) | 1324 | -469 | 98124 | 13 | 92/0 |
| $38 \quad 38$ | SAVAGE GARDEN Affirmation (Columbia) | 1207 | -148 | 98549 | 4 | 74/0 |
| (39) | SR-71 Right Now (RCA) | 1202 | +216 | 105618 | 3 | 101/15 |
| 36 | RED HOT CHILI PEPPERS Californication (Warner Bros.) | 1159 | +298 | 122199 | 2 | 85/10 |
| 49 | DESTINY'S CHILD Independent Women Pt. 1 (Columbia) | 1154 | +358 | 145681 | 2 | 71/10 |
| 37 e | EVE 6 Promise (RCA) | 1111 | -245 | 106912 | 6 | 75/0 |
| 39 | JaY-Z Big Pimpin' (Roc-A-Fella/IDJMG) | 1084 | -206 | 129377 | 16 | 55/0 |
| 4 | DIDO Here With Me (Arista) | 1023 | -38 | 140450 | 5 | 80/0 |
| 41.45 | CORRS Breathless (143/Lava/Atlantic) | 1014 | -116 | 79899 | 7 | 75/1 |
| $47 \quad 6$ | SISQO Incomplete (Dragon/Def Soul/IDJMG) | 1013 | +182 | 112706 | 2 | 62/4 |
| 45 (3) | PAPA ROACH Last Resort (DreamWorks) | 998 | +24 | 97529 | 5 | 61/0 |
| Debut 18 | NINE DAYS If I Am (550 Music) | 995 | +422 | 121626 | 1 | 93/16 |
| 40 | MARC ANTHONY My Baby You (Columbia) | 947 | -237 | 136962 | 5 | 68/0 |
| Debut 60 | BOYZ II MEN Pass You By (Universal) | 903 | +179 | 66473 | 1 | 100/12 |
|  | 171 CHPPPop 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 $9 / 24$-Saturday $9 / 30$. 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 equats Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R\&R inc. |  |  |  |  |  |


| ARTST TITLE LABELSI | 1005 |
| :---: | :---: |
| BACKSTREET BOYS Shape Of My Heart (Jive) | 170 |
| Mandy moore Walk Me Home (550 Music) | 71 |
| MYA Case Of The Ex (Whatcha...) (University/Interscope) | 25 |
| mikalla So in Love With Two (Island/IDJMG) | 24 |
| LEIGH MASH Need To Be Next To You (Engine/Arista) | 17 |
| NIME DAYS If I Am (550 Music) | 16 |
| SR-71 Right Now (RCA) | 15 |
| B0Y2 II MEN Pass You By (Universal) | 12 |
| macy gray Still (Epic) | 12 |
| JOY ENRIOUEZ Tell Me How You Feel (LaFace/Arista) | 12 |
| LOUCHIE LOU \& MICHIE ONE 100 Ot Of 10 (Interscope) |  |

Most Increased
Plays
antse tile uselss
RICKY MARTIN She Bangs (Columbia) +2370 BACISTREET BOYS Shape Of My Heart (Jive) $\quad+1742$ 'W SYMC This I Promise You (Jive)
$+1423$

| MATCHBOX TWENTY If You're Gone (Lava/Atlantic)+1136 |
| :--- |
| CREED With Arms Wide Open (Wind-up) |
| +1086 | PMK Most Gits (L2Facedrista) ( MYA Case Of The Ex (Whatcha..) (Universiy/ntierscope) +750 RUFF EMDZ No More (Epic)

KANDI Don't Think I'm Not (So So Def/Columbia) +520
S. MUMBA Gotta Tell ... (WiricardPooydor/nterscope) +886


|  | EVNN AND JAROM |
| :---: | :---: |
| Crazy | For This Girl (Columbia) |
| mansminces | - Totu stanoushoos |
| 2581/183 | 125/1 |


 by each reporting etation. Songe unruportied tes radie do not count toward overill thele stations playing a song. Moet hacreased Plays liat Weithod chart appeers on RIR OMLNE MUSC TRACIOMG from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R\&R inc


ROBBIE WLLLIAMS Rock DJ (Capitol)
Total Plays: 717. Total Stations: 61, Adds: 2
OEXTER FREEBISH Leaving Town (Capitol)
Total Plays: 670. Total Stations: 50, Adds: 4

## LEMHY KRAYTIZ Again (Virgin)

Total Plays: 599, Total Stations: 53, Adds: 9

MESTWhat's The Dillio (Maverick)
Total Plays: 534, Total Stations: 52, Adds: 3
OR. DRE The Next Episode (Aftermath/Interscope) Total Plays: 518, Total Stations: 24, Adds: 0

LEANH RIMES Can't Fight The Moonlight (Curb) Total Plays: 459, Total Stations: 51, Adds: 4

MYSTIKAL Shake Ya Ass (Jive) Total Plays: 433. Total Stations: 34, Adds: 8

MIXALLASo In Love With Two (IslandnOJMG)
Total Plays: 344, Total Stations: 61, Adds: 24

JOY EMRIOUEZ Tell Me How You Feel (LaFace/Arista) Total Plays: 342, Total Stations: 48, Adds: 12

MACY GRAY Still (Epic)
Total Plays: 318, Total Stations: 56, Adds: 12

1 PLUS 1 Cherry Bomb (ElektraEEG)
Total Plays: 250, Total Stations: 32, Adds: 8
aMgela vai don't Care (Attantic)
Total Plays: 218, Total Stations: 19, Adds: 0
nelly furtado I'm Like A Bird (DreamWorks)
Total Plays: 98, Total Stations: 26, Adds: 10

MANDY MDORE Walk Me Home (550 Music)
Total Plays: 41. Total Stations: 71, Adds: 71

JESSICA RIDDLE Symphony (Holltwood)
Total Plays: 346, Total Stations: 42, Adds: 10


During her new-release celebration dinner, Motown/Universal recording artist Sparkle had a good laugh as Lawman Promotion's Greg Lawley entertained the guests. Here they are checking out Sparkle's sexy advertisement in R\&R.

## Get Real To Survive And Thrive

Continued from Page 48
or three minutes. is a form of storytelling. Don't be a presenter of information and data. Make it mean something to people by sharing your human experiences and your feelings in story form. Listeners want to know the details of your life.

All the "greals" have had many things going for them. including good luck, but the two things we can discern is that they were unique (they were themselves) and that they were given the room to flourish. We hate to be negative, but if you work for a radio station that demands results after the first three trends. pack your bags and get the hell out of there; it will never be successful. Morning shows can take years to develop. It isn't wrong to expect some resuits. but think of all the TV shows and successful entertainers who were laughed at and began with poor ratings. In fact, that would be most of them. Just look au the TV sitcom Cheers.

There are stations in this country that have been successful because the ownership left them alone and allowed them to grow into their po-
sitions. The good companies know how to judge a winner, and they $1 l$ bet on something a little longer than those that want to pull the trigger on it because it isn't immediately successful. There are very few overnight successes.

What can all talent do to excel at what they do? There's too much "McRadio." Do something radical. Try to connect with your audience. Be real. Everything in this country is so packaged and buttoned-up with research and preplanning that if you just take a shot. half the time people respond to it.

Attention PDs: Realize that if you're in management. you're looking at every area of programming in terms of quantifying, categorizing and tying up loose ends. Creative talents shrive on the loose ends. The essence of creativity is being outside of the envelope.

Blow off that meaningless meeting and run two miles. Do it today. Do it tomorrow. Go to the gym every day. Do yoga. Stop eating Cheetos. Drink green tea. Hey! Put that friggin Mountain Dew down. We'rẹ talking to you! If you do nothing else today, do something to get healthy. If you are fit and healthy, you'll feel a lot better. You'll start to gain inner strengith. You'll do better in your job.

## Fourth-Quarter Releases

Backstreet bors Shape Oi My Heart (Jive)
B.O.N. Boys (X-CellEpic)

BOTTLE FLY Got 2 B Luv (Universal)
8OYZ II MEN Thank You In Advance (Universal)
BOVZ N GIRLZ UNTTED That's What You Get (Edel America)
ROBERT BRADLEY'S BLACKWATER SURPRISE Baby (RCA)
TONI BRAXTON Spanish Guitar (LaFace/Arista)
aARON CARTER Aaron's Party (Come Get lit) (Jive)
CHERAY POPPIN' DADDIES Diamond Light Boogie (Mojo/Universal)
COLE t/OUEEN LATIFAH I Can Do Too (Capitol)
COLLAPSIS October (Cherry Universal)
D-CRU Show Me (Elektra/EEG)
OSCAR DE LA HOYA Run To Me (EMI LatinCapitol)
DESTHY'S CHILD Independent Women Part 1 (Columbia)
DEXTER FREEBISH Leaving Town (Capitol)
EVERCLEAR AM Radio (Capitol)
FOO FIGHTERS Next Year (Roswellach
NELLY FUFTADO I'm Like A Bird (DreamWorks)
AMANDA GHOST Idol (Warner Bros.)
BILLY GILMAN One Voice (550 Music)
DAVID GRAY Babylon (ATO/RCA)
WHITNEY HOUSTON IGEEORGE MICHAEL If I Told You That (Arista)
ENRIQUE IGLESIAS Sad Eyes (Interscope)
ELTON JOHN Friends Never Say Gootbye (DreamWorks)
K-Cl \& JOJO Crazy (MCA)
R. KELLY I Wish (Jive)

KINA Me (DreamWorks)
LUGO Boom (Elehtra/EEG)
MANDY MOORE Walk Me Home ( 550 Music)
SHAWN MULLINS Everywhere I Go (Columbia)
BILLIE MYERS Should I Call You Jesus? (Universal)
LEIGH NASH Need To Be Next To You (Engine/Arista)
P.Y.T. P.Y. (Down With Me) (Epic)

JESSICA RIDDLE Symphony (Hollywood)
ROCKELL The Dance (Robbins)
SADE By Your Side (Epic)
SANTANA t/DAVE MATTHEWS Love Of My Lite (Arista)
SHAGGY II Wasn't Me (MČA)
STEPHEN SIMMONDS I Can't Do That (Priority)
TONY SIMMS Alone (Cherry/Universal)
TAKE 5 Can I Come Over (Elektra/EEG)
THEY MIGHT BE GIANTS Boss Ot Me (Restless)
3LW No More (Baby l'ma Do Right) (Epic)
USHER Pop That Collar (LaFace/Arista)
ANGELA YIA I Don't Care (Lava/Atlantic)
VITAMIN C The lich (ElektraUEEG)
KRISTINE W Stronger (RCA)
TIONNE "T-BOZ" WATKINS My Getaway (Maverick)
WESTLIFE Flying Without Wings (Arista)
Plus TBD singles from Amanda, Babyface, Baha Men, Cloopatra, Jenniter Lopez, Madonna, No Authority and Sister 2 Sister.

## CNRMATITIME

AMIL f/BEYONCE I Got That (Roc-A-Fella/Columbia)
ASU-RA I/KY-MANI MARLEY Equality (Koch)
AVANT My First Love (Magic Johnson/MCA)
BACKSTREET BOYS Shape Of My Heart (Jive) B-LIGHT Destiny (Koch)
BOYZ II MEN Thank You In Advance (Universal)
TONI BRAXTON Spanish Guitar (LaFaca/Arista)
AARON CARTER Aaron's Party (Come Get lt) (Jive)
CASH MONEY MILLIONAIRES Baller Blockin' (Cash Money/Universal)
CASPER Casper Cha Cha Slide (Universal)
CO-ED Roll Wit Me (Universal)
SLIMM CUTTA-CALHOUN I's OK (Elektra/EEG)
CYPRESS HILL //KURUPT Highlite (Ruffhouse/Columbia)
D-CRU Show Me (Elektra/EEG)
OSCAR de la hova Run to Me (EMI Latin/Capilol)
DILATED PEOPLES No Retreat (Capitol)
TONI ESTES Hot (Priority)
504 BOYZ Whodi (Priority)
FLESH \& BONE Way Back (Koch)
HAYSTAK Reckin (Koch)
WHITNEY HOUSTON f/GEORGE MICHAEL If I Told You That (Arista)
JAGGED EDGE Promise (So So Det/Columbia)
K-CI \& JOJO Crazy (MCA)
KURUPT Represent Dat G.C. (Antra/Artemis)
LIL' BOW WOW My Name is (So So Def/Columbia)
LL COOL J Take If OH (Def Jam/IDJMG)
LUGO Boom (Elektra/EEG)
MAGIC JUAN Te Jodiste (Koch)
CHANTE MOORE Straight Up (MCA
MUSIO Just Friends (Def Soul/IDJMG)
PRU Candles (Capitol)
STEPHEN SIMMONDS I Can't Do That (Priority)
SISQO Unleash The Dragon (Dragon/Def Soul/IDJMG)
SPOOKS Swindley's Maracas (Antra/Artemis)
spooks Flesh Not Bone (Antra/Artemis)
STICKY FINGAZ Get It Up (Universa)
SUNDAY I Know (Better Place/Capitol)
TAKE 5 Can I Come Over (Elektra/EEG)
USHER Pop That Collar (LaFace/Arista)
VITAMIN C The itch (Elektra/EEG)
KRISTINE W Stronger (RCA)
TIONNE "T-BOZ" WATKINS My Getaway (Maverick)
Plus additional TBD tracks from Amanda, Baha Men, Cleopatra, Ginuwine, Jennifer Lopez and No Authority.


## chripop Going for Adds 1 ara,

ADMIRAL TWIN Better Than Nothing At All (Universal)
CAVIAR Tangerine Speedo (Island/IDJMG)
LIL BOW WOW Bounce With Me (So So Def/Columbia)
PLUS ONE Last Flight Out (143/Atlantic)
CRYSTAL SIERRA Playa No More (Virgin)
UNAMERICAN TOnight's The First Night (Estupendo/Universal)
VITAMIN C The itch (Elektra/EEG)
LEE ANN WOMACK I Hope You Dance (MCAUUniversal)


Motown/Universal and a host of industry folks celebrated the return of Sparkle with an elegant dinner by candielight and plenty of booze. Pictured are (l-r) Motown/Universal's VaL. DeLong; R\&R's Tony Novia; Lawman Promotion's Greg Lawley (sporting the swell shades); Sparkle; Motown/Universal's John Trienis; Hits' Mark Feather; Sparklés manager, Eric Payton; R\&R's Renee Bell; Network 40 s Michelle Jacobs; Urban Network's David Mitchell; and, in front, Motown's Philip Embuido, wearing a big smile.

## TOP 100 <br> CHR/POP <br> POWER GOLD

1 MExT Too Close
2 sugnt ray fy
3 Whl simit Gettin' Jigoy Wit it
4 WHLL Smerth Miami
5 Timin EYE ELLMO Semi-Charmed Lite
6 MOTORMOUS E.I.6. Mo' Money, Mo' Problems
7 matcheox 203 AM
8 matcreor 24 Real Word

- usten You Make Ma Wanna

10 Twad EyE Cumo Jumper
11 K-Cle 2000 Al My Lite
12 ereew day Tine Of You Lite (Good Riddance)
13 Toume i You Could Only See
14 PuFf dadoyfa. Euarshit ill Be Missing You
15 Romm Show Me Love
15 smash mouth walkin' On The Sun
17 crameawnmea Tubthumping
18 IC Watertalls
19 MEREDTTH BROOKS Bitch
20 mank morhison Return of the Mack
21 EDWIM MCCAN I'll Be
22 montell jordan This is How We Do it
232 UnLlmited Get Ready For This
24 OUAD CITY DJ'S C'mon N' Ride It
25 REAL mCCOY Another Night
26 Savage garoen Truly Madly Deeply
27 fastball The way
28 marcy playgrouno Sex 8 Candy
29 no OOUBt Don't Speak
30 CRANBERRIES Dreams
31 BLACKSTREET No Diggity
32 FUGEES Killing Me Softly
33 matchbox 20 Push
34 SISTER HAZEL All For You
35 Sarah mclachlan Angel
36 dave matthews band Crash Into Me
37 backstreet boys as Long as you Love Me
38 Wallflowers One Headlight
39 alanis morissette Ironic
40 JanET Together Again
41 DUNCAN SHEIK Barely Breathing
42 alanis morissette you Oughta Know
43 INOS Love You Down
$44{ }^{\circ}$ N SYNC I Want You Back
45 GREEN DAY When I Come Around
46 EvERYTHing But THE GIRL Missing
47 brian mcknight Anytime
48 CARDIGAMS Lovefool
49 G00 G00 dolls Name
50 ALANIS MORISSETTE You Learn

51 alanus monissetie head Over feet
52 Palnce Kiss
53 THRD EYE BLMD How's It Going To Be 54 OMC How Bizarre

55 SPLIN DOCTOAS Two Princes
58 eackstreet eors Quit Playing Games 57 eackstreet cors Everybody 50 clues traveler Run-Around
se red hot cmul PEPPERS Under The Bridpe
© En vogis My Lovin' (Never Gonna Get It)
61 cmunnive Pory
02 8ALTHPEPA Shoop
as moevm Do You Know What It Takes
ca tome-Loc widd Thing
65 dave mantirews eand What Would You Say

* veem Red Red Wine

67 mull smith men In Black
ce la bouche Be My Lover
69 nc Creep
70 suap Rhythm Is A Dancer
71 marlah carey fantasy
72 paula cole I Don't Want To Wait
73 EN VOGUE (Don't Let Go) Love
74 PRINCE When Doves Cry
75 WILL Smith Just The Two Of Us
76 SALT-N.PEPA Whatta Man
77 SHERYL CROW All I Wanna Do
78 JEWEL You Were Meant For Me
79 Shania TWain You're Still The One
80 Amber This is Your Night
81 ALANIS MORISSETTE Hand In My Pocket 82 COLLECTIVE SOUL The World I Know

83 COLLECTIVE SOUL December
842 PAC/DR. ORE California Love
85 DEEP BLUE SOMETHING Breakiast At Tiftany's
86 mariah Carey Always Be My Baby
87 SAVAGE GARDEN I Want You
88 VERVE PIPE The Freshman
89 MOOERN ENGLISH I Melt With You
90 HADDAWAY What Is Love
91 La bouche Sweet Dreams
92 ROB baSE/DJ EZ ROCK it Takes Two
93 max-A-million Sexual Healing
94 INNER CIRCLE Sweat
95 LIVE Lightning Crashes
96 SOFT CELL Tainted Love
97 Dave matthews band Ants Marching
98 Downa LEWIS I Love You Always And Forever
99 OMO If You Learn
100 branoy Sittin' Up in My Room

Stations and their adds IIstod alphabetically by martet




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## CHR/Pop Playlists

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## MOST ADDED at Urban! MOST ADDED at CHR/Rhythmic!

## tionne"t-boz"watkins [of TLC] my getaway = Music from the Motion Picture RUGRATS IN PARIS - THS MOV <br> 

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2 | 1 | MYA Case Of The Ex (Whatcha...) (University/Interscope) | 2902 | +168 | 432006 | 11 | 60/1 |
| 1 | 2 | NELLY Country Grammar (Fo' Reel/Universal) | 2695 | -366 | 421814 | 27 | 59/0 |
| 3 | 3 | PļNK Most Giris (LaFace/Arista) | 2683 | -27 | 329702 | 17 | 51/0 |
| 3 | 4 | MYSTIKAL Shake Ya Ass (Jive) | 2612 | +174 | 426977 | 8 | 64/0 |
| 4 | 5 | RUFF ENDZ No More (Epic) | 2410 | -47 | 279754 | 16 | 57/0 |
| $i$ | 6 | KANDI Don't Think I'm Not (So So Def/Columbia) | 2206 | +59 | 258472 | 15. | 46/0 |
| 13 | 0 | JA RULE F/C. Mllan Between Me... (Murder Inc.Def Jam/IDJMG) | 2186 | +511 | 412572 | 5 | 54/0 |
| 6 | 8 | EmINEM The Way I Am (Aftermath/Interscope) | 2024 | -152 | 308434 | 9 | 58/0 |
| 9 | (3) | MADONHA Music (MaverickWB) | 1915 | +12 | 182357 | 9 | 41/0 |
| ${ }^{18}$ | (10) | NELLY E.I. (Fo' ReelUniversal) | 1881 | $+400$ | 287632 | 5 | 50/6 |
| 10 | I | DR. DRE The Next Episode (Aftermath/interscope) | 1781 | -109 | 269949 | 23 | 53/0 |
| 16 | (12) | DESTINY'S CHILD Independent Women PT. 1 (Columbia) | 1744 | +180 | 249549 | 5 | 56/1 |
| 11 | 13 | CHRISTIMA AGUILERA Come On Over (All I Want...) (RCA) | 1703 | -85 | 170308 | 12 | 39/0 |
| 12 | 14 | SISOO incomplete (Dragon/Def SoulloJMG) | 1674 | -50. | 263267 | 16 | 55/0 |
| 15 | (1) | LIL BOW WOW Bounce With Me (So So Det/Columbia) | 1656 | +88 | 290219 | 9 | 51/3 |
| 8 | 16 | JANET Doesn't Really Matter (Def Soullid.JMG) | 1624 | -280 | 236395 | 19 | 52/0 |
| 14 | 17 | DESTINY'S CHILD Jumpin' Jumpin' (Columbia) | 1514 | -99 | 256619 | 30 | 53/0 |
| 17 | 18 | JaY-Z Big Pimpin' (Roc-A-Fella/DJMG) | 1401 | -129 | 189055 | 26 | 56/0 |
| 2 | - | LUDACRIS What's Your Fantasy (Def Jam SouthIDJMG) | 1310 | +169 | 199663 | 6 | 41/2 |
| 6 | (2) | - LL' KIM F/SSOO How Many Licks (Queen Bee/Undeas/Attantic) | 1240 | +182 | 179102 | 7 | 48/5 |
| 19 | 21 | COMMON The Light (MCA) | 1195 | -215 | 187611 | 15 | 40/0 |
| ${ }^{24}$ | 3 | CHANGING FACES That Other Woman (Attantic) | 1130 | +58 | 157324 | 5 | $54 / 2$ |
| ${ }^{2}$ | (3) | BaHA MEN Who Let The Dogs Out (Artemis) | 1106 | $+62$ | 140508 | 10 | 30/0 |
| Arater | (3) | SHacGy it Wasn't Me (MCA) | 1092 | +471 | 14477 | 2 | 38/6 |
| Erakter | (3) | 'N SYNC This I Promise You (Jive) | 1091 | +148 | 120490 | 5 | 30/1 |
| 2 | ${ }^{2}$ | 98 DEGREES Give Me Just One Night... (Universal) | 1068 | -42 | 148424 | 9 | 340 |
| ${ }^{8}$ | C | ERYKAH BADU Bag Lady (MotownUniversal) | 992 | +26 | 186012 | 8 | 43/2 |
| 31 | 68 | 3LW No More (Baby l'ma Do Right) (Epic) | 889 | $+81$ | 79823 | 5 | 41/0 |
| 27 | 29 | DIWX FSISOO What You Want (Ruff Ryders/IDJMG) | 832 | -192 | 178334 | 12 | 34/0 |
| 4 | (30) | R. KELLY I Wish (Jive) | 812 | +310 | 180741 | 2 | 427 |
| 30 | 31 | DREAM He Loves U Not (Bad Boy/Arista) | 747 | +118 | 56673 | 3 | 26/1 |
| 4 | (32) | SHADE SHEIST Where I Wanna Be (Baby Ree/London/Sire) | 74 | +195 | 140544 | 3 | 39/3 |
| 3 | 30 | LIL' ZANE F/112 Callin' Me (Worldwide/Priority) | 683 | -105 | 82720 | 11 | 34/0 |
| 30 | 34 | TRIMA Pull Over (Slip 'N Slide/Atlantic) | 677 | -132 | 89280 | 11 | 28/0 |
| 37 | (35) | daY-2 F/MEMPHIS BLEEK \& AMIL Hey Papi (Def SoullidjMg) | 655 | +13 | 178349 | 6 | 24/1 |
| 3 | 33 | BEENIE MAN Giris Dem Sugar (Virgin) | 648 | 0 | 160204 | 5 | 30/1 |
| 41 | 3 | BIG TYMERS \#1 Stunna (Cash Money/Universal) | 628 | $+6$ | 107245 | 5 | $22 / 0$ |
| 34 | 38 | debelah morgan Dance With Me (DAS/Atlantic) | 627 | -148 | 57237 | 12 | 27/0 |
| * | 39 | SAmANTHA MUMBA Gotta Tell You (Wildcard/Polydor/Interscope) | 609 | +86 | 44268 | 7 | 3011 |
| Debut | (10) | NEXT Beauty Queen (Arista) | 586 | +194 | 116526 | 1 | 31/1 |
| 38 | 4 | Avant Separated (Magic Johnson/MCA) | 563 | -79 | 73936 | 19 | 23/0 |
| Debut | (12) | RICKY MARTIN She Bangs (Columbia) | 537 | +294 | 95110 | 1 | 26/4 |
| Debut | 43 | SHYNE F/BARRINGTON LEVY Bad Boyz (Bad Boy/Arista) | 487 | +118 | 129327 | 1 | 15/2 |
| 4 | 4 | TONI 8RAXTON Just Be A Man About It (LaFace/Arista) | 485 | -142 | 80200 | 9 | 25/0 |
| Debut | (6) | MACK 10 F/T-802 Tight To Def (Hoo Bangin'/Priority) | 479 | +142 | 70184 | 1 | 37/1 |
| 4 | * | SON BY FOUR Purest Of Pain (A Puro Dolor) (Sony Discos/Columbia) | 464 | -105 | 85927 | 17 | 21/0 |
| Debut | 0 | PROFYLE Liar (Motown/Universal) | 461 | +62 | 96256 | 1 | 27/5 |
| Debut | (13) | JOY ENRIQUEZ Tell Me How You Feel (LaFace/Arista) | 453 | +170 | 49095 | 1 | 30/5 |
| 48 | 49 | IDEAL Whatever (NoontimeNirgin) | 445 | -49 | 49920 | 19 | 23/0 |
| 3. | 50 | BRITNEY SPEARS Lucky (Jive) | 425 | -237 | 40374 | 11 | 23/0 |

[^3]
## Most Acdiled

aATST TITLE LaBEL(S)
BOYZ II MEN Thank You In Advance (Universal)
BACKSTREET BOYS Shape Of My Heart (Jive) TIONNE "T-BOZ" WATKINS My Getaway (Maverick)
CRYSTAL SIERRA Playa No More (Virgin)
2PAC Thug Nature (Death Row)
R. KELLY I Wish (Jive)

LOUCHIE LOU \& MICHIE ONE 10 Out Of 10 (Interscope)
NELLY E.I. (Fo' ReelUniversal)
SHAGGY it Wasn't Me (MCA)
LL'' KNW FSSSCO How Many... (Oueen Bee:Undeas/Atlantic) 5 JOY ENRIQUEZ Tell Me How You Feel (Laface/Arista) PROFYLE Liar (MotownNinversal)
CHANTE' MOORE Straight Up (Silas/MCA)
MIKNULA So In Love With Two (IslandIDJMG)
LIMP BIZNJT Rollin' (Flip/Interscope)

## Most Increased plays

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ShagGy it Wasn't Me (MCA)
NELLY E.I. (Fo' ReelUniversal)
R. KELLY I Wish (Jive)

RICIY MARTMM She Bangs (Columbia)
BACISTREET BOYS Shape Of My Heart (Jive)
SHADE SHBST Where I Wama... (Baty ReeL London Sire +19
NEXT Beauty Queen (Arista)
MIMCNLA So In Love With Two (Island/IDJMG) +183
LL' KEM FESSLO How Mary.. (Oueen Beelndeas/Atanic) +182
KEITH SWEAT FAIL' MO I'II Trade ... (Elehtra/EEG) +182

| SHAEGY <br> It Wasn't Me (MCA) |  |  |
| :---: | :---: | :---: |
| TOTAL PLATSMCREASE 1092/471 | $\begin{gathered} \text { total statonssadios } \\ 38 / 6 \end{gathered}$ | chart (24) |
|  | 'N SYMC <br> I Promise You |  |
| Total parsmcrease 1091/148 | $\begin{aligned} & \text { Total stanoussados } \\ & 30 / 1 \end{aligned}$ | CHART $25$ |
| Mow Added is the totel number of new adds officilly reportwd to RER by each reporting station. Songs unreported as adds do not count toward overall lotal stations ptaying a song. Most incrasesd Plays lists the songes with the groateat week-to-week increases in toted plays. Weighsed chant appeers on R\&R ONLNE MUSIC TRACKING. |  |  |

rromline. com THE INDUSTRY'S NEWSPAPER

## FRS Hip Hop Top 20

## October 6, 2000

| , |  |  |  |
| :---: | :---: | :---: | :---: |
| - 1 mrstikal Shake Ya Ass (Jive) | 5788 | 5612 | 139,0 |
|  | 3870 | 3038 | 126/2 |
| LIL BOW WOW Bounce With Me (So So Def/Columbia) | 3728 | 3779 | 129/3 |
| Nell ${ }^{\text {a }}$ Country Grammar (Fo' ReelUniversal) | 3439 | 3850 | 120/0 |
| 6 6 LUDACRIS What's Your Fantasy (Def Jam SouthMO.MG) | 2978 | 2634 | 123/3 |
| COMMON The Light (MCA) | 2815 | 3120 | 122/0 |
| ${ }_{13} 7$ Nelly E.l. (Fo' ReelUniversal) | 2554 | 2085 | 100\% |
| EMINEM The Way I Am (Aftermath/nterscope) | 2358 | 2609 | 99.0 |
| ${ }_{17}(9)$ WYCLEF JEAN 911 (Ruffthouse/Columbia) | 2231 | 1888 | 97/5 |
| DMX FSISSOO What You Want (Ruff Ryders/ID.J | 2218 | 2502 | 107/0 |
| is (11) BEENIE MAN Girls Dem Sugar (Virgin) | 2192 | 1974 | 110/2 |
| DR. DRE The Next Episode (Aftermath/nterscope) | 2182 | 2296 | 105/1 |
| ${ }_{14} 13$ JAY-2 FM. Bleek \& AMIL Hey Papi (Def Sound.MMG) | 2144 | 2025 | 107M |
| ${ }_{19}$ (14) SHYME F/BARRINGTON LEYY Bad Boyz (Bad Boy/Arista) | 2113 | 1798 | 95/4 |
| BIG TYMERS \#1 Stunna (Cash Money/Universal) | 2098 | 2192 | 100\% |
| IRINA Pull Over (Slip 'N Slide/Atlantic) | 1998 | 2313 | 920 |
| - 17 LL' KMM FSISCOO How Many... (aureen Beed UndeasAAtantic) | 1796 | 1437 | 104/7 |
| 16 18 DA BRAT FITYRESE What'chu Like (So So Detf Columbia) | 1722 | 1939 | 103/0 |
| 18 19 JaY-2 Big Pimpin' (Roc-A-Fella/ID,MG) | 1698 | 1840 | 105/0 |
| 1220 LL' ZANE FM12 Callin' Me (WorldwidePPriority) | 1603 | 2113 | 990 |

6414. 65 CHR/Rhythmic and 81 Urban reporters combine into a custom chart. Hip Hop titles
are ranked by total plays for the airplay week of Sunday $9 / 24$-Saturday $9 / 30$ : For complete reporter lists refer to CHR/R hythmic and Uiban sections. ©2000, R\&R Inc.

## Now \& Active

| E-40 FNATE DOGG Nah, Nah... (Sick Wid' IUJive) Total Plays: 406, Total Stations: 14, Adds: 0 | summ cuttacanhown lis OK (Aqueminieastwest feg) Total Plays: 282. Total Stations: 26. Adds: 2 |
| :---: | :---: |
| WYCLEF JEAN 911 (Rufthouse/Columbia) Total Plays: 400, Total Slations: 19, Adds: 2 | BaCKSTREET Bors Shape of My Heart (Jive) Total Plays: 262. Total Stations: 23. Adds: 23 |
|  |  |
| yolanda adams Open My Heart (Elektra/EEG) Total Plays: 393. Total Stations: 25. Adds: 2 | musia Just Friends (Def Soul/id.JMG) Total Plays: 226. Total Stations: 16. Adds: 4 |
| 2PAC Thug Nature (Death Row) Total Plays: 387. Total Sations: 16. Adds: 9 | COLE F/QuEEN LATIFAH I Can Do Too (Capitol) Total Plays: 189. Total Stations: 20. Adds: 1 |
| CAM'RON What Means The World To You (Epic) Total Plays: 385, Total Sations: 23, Adds: 2 | CHANTE' MOORE Straight Up (Silas/MCA) Total Plays: 182. Total Stations: 21, Ados: 5 |
| frAGMMA Toca's Miracle (Groovilicious/Atlantic) Total Plays: 356. Total Slations: 14, Adds: 0 | MARY MARY Shackles (Praise You) (C2/Columbia) Total Plays: 139. Total Stations: 7. Ados: 0 |
| ENRIQue iglesias Sad Eyes (Interscope) Total Plays: 346, Total Stations: 25, Adds: 1 | Boyz II MEN Thank You In Advance (Universal) Total Plays: 131. Total Slations: 29. Adds: 27 |
| C-muRDER Down For My N's (Tru/No LimitPriority) Total Plays: 320, Total Slations: 10, Adds: 1 | TIONNE "J-BDZ" WATKMMS My Getaway (Maverick) Total Plays: 120, Total Stations: 23. Ados: 23 |
| miknla so in Love with Two (Island/IDJMG) Total Plays: 318. Total Slations: 20. Adds: 5 | SCARFACE It Ain't (Part II) (Rap-A-Lot) Total Plays: 95. Total Slations: 8, Ados: 1 |
|  | CRYSTAL SIERRA Playa No More (Virgin) |
| Total Plays: 284, Total Sations: 37, Adds: 3 | Total Plays: 44, Total Slations: 20. Aods. 20 |
| Songs ranke | by total plays |

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


Mix Show Top 30

## October 6, 2000

1 MYSTIKAL Shake Ya Ass (Jive)
2 JA RULEIC. MILLAN Between Me And You (MI/Def Jam/IDJMG)
MYA Case Of The Ex... (University/Interscope)
DR. DRE The Next Episode (Attermath/Interscope)
RUFF ENDZ No More (Epic)
NELIY E.I. (Fo' ReelUniversal)
Nelly Country Grammar (Fo' ReelUniversal)
LIL BOW WOW Bounce With Me (So So Def/Columbia)
PHWM Most Girls (Laface/Arista)
EMINEM The Way I Am (Aftermath/interscope)
COMmON The Light (MCA)
DA BRAT What'chu Like (So So Def/Columbia)
DimX Party Up (Up In Here) (Ruff Ryders/DJMMG)
LIL' KIM How Many Licks (Queen Bee/Undeas/Atlantic)
JaY-Z Big Pimpin' (Roc-A-Fella/IDJMG)
MACK 10 f/T-BOZ Tight To Def (HB/Prionity)
MuLVAH Ty Again (BlackGroundVirgin)
MEXT Wifey (Arista)
LuDACRIS What's Your Fantasy (Def Jam/IDMG)
SHADE SHEIST Where I Wanna Be (BRLLondon-Sire)
DESTurrs CHILD Jumpin' Jumpin' (Columbia)
BIG TMWERS \#1 Stunna (Cash Money/Universal)
JMGGED EDGE Let's Get Married (So So Deffolumbia)
JUVEMLLE Back That Thang Up (Cash Money/Universal)
JaY-2 FMmemphis bleek Hey Papi (Def SoullDJMG)
KaNDI Don't Think I'm Not (So So Def/Columbia)
DE LA SOUL Oooh (Tommy Boy)
JANET Doesn't Really Matter (Def Soul/IDMMG)
BEEMIE MNN Girrs Dem Sugar (Virgin)
BLACK EYED PEAS Weekends (Interscope)

## Comeributing Stations

KKSS/Albuquerque, NM xоbt/Austin, TX kISV/Bakersield, CA WBhJBirmingham, AL w נmy/astion. ma wввmсhitago, IL kzFMCorpus Chissil, Tx kRBVDallas-FI Worth, TX KPRAKIIPaso. TX

WuFx/FI. Wayne, il KBOS/Fresno, CA KSEAFresmo, CA KIKI/Honolulu, HI KBxXHoustor-Gazweston, TX kLuchas Vegas, nv KPWAR os Aageles. CA кхні/Memphis, IN WPOWMMiaml, FL

KDOMmantierty. Salinas, Ca WанTMew York, MY wnvzMortolk, va косн/Omana, ME WPYo/Oriando, FL KCAO/Oxnard-Venlura, CA KXFA/Phoenin, AZ KXJMPPortiand, OR WwKXProvidence. AI
kbmb/Sacramenlo, Ca KSFMSucrumento, CA KTFMSAn Anlonio, TX xhri/San Olego, CA wMELSan Francisco, Ca KYLO/San Francisco, Ca xubeSsentile-Tacoma, wa wLLOKampa, FL конt/ucson, AZ WPGCMasminglon, OC


Isiand Def Jam Music Group is sittin' on a gold mine with Mikaila, a beautiful and charming 13-year-old lady blessed with a voice that many of us wish we had. Last week she dropped by to perform for R\&R staffers in the ever-popular Club R\&R. As I walked down the hall toward the club, I heard this beautiful, soultul voice seeping out into the halls. "Who is that?" I asked. It was Mikaila. - Mikaila was so sweet and polite, I immediately felt protective of her. It's the mother in me. But wait, what is she singing about? Being in love with two guys! Well, she did say that this particular song wasn't about her, so I felt a liftle better. Immediately after her performance I wrote a note to myself with her age, record label and the title of her single - I knew I was going to write about her. Then I hurried into Tony Novia's office before he returned so I could steal the single for review. (Sht ... he still doesn't know.) - Mikaila opens the track by singing, "I don't know whatto do." Apparently the young lady in the song (because it's not about her) is torn between two lovers. This situation she's in has got her so messed up that she just can't make up her mind. Should she dump No. 1 or No. 27 Hmm , that's got to be a hard decision to make, but I wouldn't know. - "Number one, there could never be no one like you/How come I feel this way/But number two never tried to tell me what to say or do/l'm so in love with two." No. 1 gives her something that she's never experienced with No. 2, but still there's something missing. No. 2 lets her be herseff, tefting her express her own thoughts, but he's nothing like No. 1. - Tired of thinking about the probtem and not being able to sleep at night because it's constantly on her mind, this confused young lady breaks all of her rules, ignores her conscience and keeps them both. Why break up a set? What you can't get from one, you can always get from the other. Makes sense to me. I was really touched by watching Mikaila perform. She's so young, and there was so much talent flowing out of this tiny person. Mikaila has a personality that could light up a room. And even though she's barely old enough to date, this young lady has a voice well beyond her age.

- Renee Bell

CHR Asst Editor

## HIDUSTRYTVICOFIHE.

Steve "Keke Luv" Kicklighter
PD. KFAT/Anchorage
As they say in Alaska. "You don t lose your gir! you lose your turn Halloween is the Cutoit date for finding a chich to shack up :wity before mme months of winter hats So if you ve demolistited your selaionstiop no:, is the ime you start kissing ass MCAS K and Jojo redefme :hat it is lhe to go crazy when, ou ve hurt someone you love and realize vou can i get them oack in the song Crazy Wizen it s your fauli i sucks Love is so strong !yut so fragule Tak? the tune to listen aud understand - probably anyone who hears this can relate The guy in this song finatis realizes he can tive without his ex-girfirend The mought of mat hotding her. fouching het or just loving her once more drives him Ciar, K-Cl and JoJos Crazy is on earl: ai KFAT and is alreadj geting phones I made mis same mustake with the love of mit ife and now can only dean



Take a free Musicillaster TestDites. Send us a backup of your current music*. We'll convert it to melicluester and send you a week's worth of logs, unedited, so you can see for yourself. No sales hype or pressure. You do the comparison and tell us how we did.

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## October 6, 2000

## Most Played Recurrents

JOE I Wanna Know (Jive)
MaL_YaH Ty Again (BlackGroundNirgin)
SISQO Thong Song (Dragon/Def Soul/IDJMG)
DmX Party Up (Up In Here) (Ruff Ryders/IDJMG)
PINK There You Go (LaFace/Arista)
JUVENILE Back That Thang Up (Cash Money/Universal)
DESTINY'S CHILD Say My Name (Columbia)
DR. DRE F/EMIMEM Forgot About Dre (Aftermath/interscope)
BLAQUE 808 (Track Masters/Columbia)
BLAQUE Bring It All To Me (Track Masters/Columbia)
EMNEM The Real Slim Shady (Aftermath/interscope)
TR2 Where My Girls At? (Motown/Universal)
JAY-Z F/AMIL AND JA Can I Get A... (Def Jam/IDJMG)
112 Anywhere (Bad Boy/Arista)
ALICE DEELAY Better OHf Alone (Republic/Universal)
OL' DIRTY BASTARD Got Your Money (Elektra/EEG)
ILC No Scrubs (LaFace/Arista)
SOMIOUE It Feels So Good (Republic/Universal)
MISSY ELLIDTT Hot Boyz (EastWestEEG)
SANTAMA F/PRODUCT G\&B Maria Maria (Arista)

## CHR/RHYTHMIC Colng For Adde $19 n a v$

B.G. I Know (Cash Money/Universal)
B.O.N. Boys (X-CellEpic)

K-CI \& JOJO Crazy (MCA)
LL CODL J/KELLY PRICE You And Me (Def Jam/IDJMG)
LUOACRIS What's Your Fantasy (Def Jam South/IDJMG)
CRYSTAL SIERRA Playa No More (Virgin)
VITAMIN C The Itch (Elehtra/EEG)

## TOP 100 <br> CHR/RHYTHMIC POWER GOLD

1 HEXT Too Close
2 USHER You Make Me Wanna
3 motorious b.I.G. Mo Money, Mo Problems
4 K-CI \& JOJO All My Lite
5 motorious b.I.G. Hypnotize
6 GINUWIME Pony
7112 Only You
82 PAC/OR. DRE California Love
9 bRIAN MCKNIGHT Anytime
10 FUGEES Killing Me Softly
11 USHER Nice And Slow
12 LUNIL I Got 5 On It
13 PUFF DADDY/F. EVANS/112 I'll Be Missing You
14 hotorious B.i.G. One More Chance
15 NOTORIOUS B.I.G. Big Poppa
16 DRU HILL In My Bed
17 WILL Smith Miami
18112 Cupid
19 MONTELL JORDAN This Is How We Do it
20 MARK MORRISDN Return Of The Mack
21 Timbaland \& magod Luv 2 Luv $U$
22 WILL Smith Gettin' Jiggy Wit It
23 blackstreet no Diggity
24 KEITH SWEAT Twisted
25 TLC Creep
26 SIR MIX-A-LOT Baby Got Back
27 MARY J. BLIGE Real Love
28 MARIAH CAREY Fantasy
294 COOL JDoin' t
30 freak masty da' Dip
31 KETH SWEAT Nobody
32 BUSTA RHYMES Put Your Hands. 33 ROB BASE/OJ EZ ROCK It Takes Two 34 DR. DRE Nuthin' But A ' $G$ ' Thang 35 PAPERBOY Ditty
36 DJ LAZZY JEFF \& THE FRESH PAIMCESUmmertime 37 QUNO CITY DJ'S C'mon Ride it
382 PAC IN-CI \& JDJO How Do U Want It
39 mase What You Want
40 TLC Waterfalis
41 BLACISTREET Don't Leave Me 42 BONE THUGS M HARMOMY Tha Crossroads 43 PUFF OADOYMASECan't Nobody Hold Me Dow 44 GHDST TOWN DJ'S My Boo
45 TOTAL What About Us
46 K.P. $\frac{1}{6}$ ENYYI Swing My Way
47 SLLX Freak Me
45 LLCOOL $d$ Lougin
49 D.J. KOOL Let Me Clear My Throat
502 PAC I Get Around

51 R. KELLY Bump And Grind 52 WILL SMITH Just The Two Of Us 53 DIGITAL UMDERGROUND Humpty Dance 54 SWN Weak
55 H-TOWH Knockin' Da Boots 56 SOMETHIN' FOR THE PEOPLEMy Love Is The
57 MAS if I Ruled The World
58 TLC Baby-Baby-Baby
59 LIL' KIM \& FRIENDS Not Tonight
60 DESTHY'S CHILD No No No
61 SALT-N-PEPA Push It
62 ICE CUBE We Be Clubbin ${ }^{\circ}$
63 SMOOP DOGGY DOG Gin And Juice
64 BRANDY I Wanna Be Down
65 JON B. They Don't Know
66 MAUGHTY BY MATURE O.P.P
67 SALT-N-PEPA Shoop
68 WARREN GNATE DOGG Regulate
69 METHOD MAM/MARY J. BLIGE 'lll Be There
70 MAUGHTY BY MATURE Hip Hop Hooray
71 notorious b.I.G. Going Back To Cali
72 WRECIX-N-EFFECT Rump Shaker
73 GROOVE THEORY Tell Me
74 DEbBIE DEB When I Hear Music
75 LSG My Body
76 INOS Love You Down
7 PUFF DADDY 8 THE FAMMLY All About The..
78 EN VOGUE (Don't Let Go) Love
79 MOTORIOUS B.I.G. Juicy
80 backstreet bors Everybody
81 mariah cafiey Always Be My Baby
82 FUGEES Ready Or Not
83. ALLYYAH Back \& Forth

4 SHAGGY Boombastic
85 DIGTTAL UMDERGROUNDFreakS Of The Industry
86 SNOOP DOGGY DOG Who Am I...
87 'W SYMC I Want You Back
882 PAC Dear Mama
89 TOME-LOC Wild Thing 90 ROME I Belong To You 91 FOXY Bhown lill Be
922 PaC Keep Ya Head Up 93 LIL' KIM Crush On You 94 MASE Feels So Good 95 BEASTIE BOYS Brass Monkey 96 camoyman Knockin' Boots 97 monica Don't Take It Personal... 98 WYCLEF JEAN We Trying To Stay Alive 99 BOYZ II WEN End Of The Road
100 monica for You I Will

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 100 Power Gold is based on YTD monitored airplay data. O2000, R\&R Inc.


FWO COMPLETE PLAYLSTS FOR ALL CHRAHHYTHMC REPORTERS OW R\&R OWLIVE MUSSC TRACKNG






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## How Kilus Use Radio

## $\square$ A new Arbitron study examines the radio-listening habits of the younger set

received a unique research study from the folks at Arbitron that examines the listening habits of kids and "tweens," as they call them. The study focuses on children 6-8, 9-11 and 12-17 years old. A number of things about the study and its methodology were interesting to me. I hope you find some things here that will be of use to you in your programming strategies when thinking of younger listeners. There are advertising dollars in the hands of those kids and tweens!

Let's take a quick look at some of the study's methodology.
Survey Dates: $23 / 00$ to $3 / 29 / 00$.
In-Tab: Los Angeles, 537; Minneapolis-St. Paul, 328; New York, 476.
Diary Placement: The standard syndicated diary placement procedure was followed with the following exception: No preplacement postcard was mailed. During the placement call there was an initial screening question as to whether any children 6-11 lived in the houschold. If yes, the interviewers would proceed with a standard placement interview; if no, thank you and goodbye.
Diary Materials: The diary letters and brochure were modified to mention the survey of those " 6 years or older" rather than the usual $12+$. The diary letters included an extra paragraph: "Also, please read the special instructions we enclosed about helping children with their diaries. Every diary, whether it's for a child, teen or adult, is very important to the radio survey." In addition, there

Not only are some of these children part of your current listening audience, they're also going to be there for quite some time if you do the right things to hold on to them.
was a special enclosure with a special note about children, emphasizing the importance of the kids' diaries and suggesting that younger children be helped in completing their diaries.

Follow-Up Procedures: Same as syndicated. In addition. in all contacts, bilingual interviewers were available if needed.
Notice the care that was taken. I feel that some of the data from this study can help programmers. because not only are some of


Contact
Conian K. Knox, VP/imanging Dirceter
Kak Untan Oinemsions
(212) 424-67\%
many wake, vproirector
Kata Uthan Dinnemicens
(312) 75s-3403

Where African-Americans with income of $\mathbf{\$ 5 0 , 0 0 0 +}$ have their assets:


2
these children part of your current listening audience, they're also going to be there for quite some time if you do the right things to hold on to them.

Before we get into some of the graphs and charts that go with this information, let's look at some of the top-line findings. For purposes of this study, "kids" are children aged 6-8. and "tweens" are 9-11.

- The diary works for capturing kids' and tweens' listening. Children found it fun to participate, and parents gave a helping hand when needed.
- Radio is a powerful vehicle for reaching kids and tweens. Radio reaches $90 \%$ of children each week, and they spend eight to nine hours per week with radio.
- Radio listening fits in with children's lifestyles. They get ready for school with the radio and go right back to the radio when the school day is over. Nights and weekends also deliver strong numbers for children.
- Listening among children is concentrated among a small number of stations. Children choose their favorite stations and stick with them. They are loyal consumers, with nearly $80 \%$ of all listening going to the station they listen to most.
- Boys and girls show different listening preferences. These preferences are further segmented by age, making radio an excellent vehicle for delivering a targeted message.


## TALK BACK TO R\&R!

Do you have questions, comments or feedback regarding this column or other issues?
Phone: 310-788-1367 E-mail:
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Or post your comments now. Go to www.rronlineicom and click on Message Boards.

Radio Dalivas Kids, Twaras And Tarns
Cume Rating, Winter 2000


As Children Grow, So Does Their Time Spent With Radio

TSL, Winter 2000


Hour-By-Hour Listening
For Kids and Tweens





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 and it is belibered bp the pureress of thine hantos.
# The hot netu single from 

## EHTO trubs -ithermany

## Audience Over 200,000 \& Climbing! ALBUM IN STORES NOW:

 ANOTHER SNASH FROM THE EPIC RECORDS GROUP| WWEEx |  | ARITS mLE | Wix | níns |  |  | Tows.untors |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 |  | MYSTIKAL Shake Ya Ass (Jive) | 3402 | +21 | 474911 | 10 | 79/0 |
| 2 | 2 | ERYKAH BADU Bag Lady (Motown) | 3029 | -32 | 381570 | 11 | 78/0 |
| 5 - | 3 | CHANGING FACES That Other Woman (Atlantic) | 2494 | +152 | 234418 | 8 | 76/0 |
| 10 | - | R. KELLY I Wish (Jive) | 2311 | +419 | 295648 | 3 | 770 |
| 9 | (5) | PROFYLE Liar (Motown) | 2262 | +239 | 303553 | 7 | 71/2 |
| 3 | 6 | LIL BOW WOW Bounce With Me (So So DeflColumbia) | 2183 | -165 | 259179 | 14 | 72/0 |
| 4 | 7 | TONI BRAXTON Just Be A Man About It (Laface/Arista) | 1972 | - 374 | 330482 | 15 | 70/0 |
| 7 | 8 | YOLaNDA ADAMS Open My Heart (ElektraEEG) | 1938 | -158 | 250117 | 18 | 7100 |
| 8 | 9 | SISOO Incomplete (DragonDef SoullowMG) | 1912 | -127 | 294956 | 19 | 70/0 |
| 16 | (1) | wrCLEF JEAN 911 (Ruffhouse/Columbia) | 1898 | +330 | 233269 | 4 | 72/3 |
| 20 | (1) | \#4 RULE FIC. MmLuw Between Me And You (Murder Inc/Def JamiouMg) | 1834 | +346 | 227333 | 4 | 69/2 |
| 18 | (1) | DESTNY'S CHILD Independent Women Pt. 1 (Columbia) | 1829 | +315 | 182625 | 4 | 72/1 |
| 11 | 13 | COMMON The Light (MCA) | 1755 | -90 | 271699 | 15 | 68/0 |
| 15 | (1) | LUDACRIS What's Your Fantasy (Def Jam SouthidJMG) | 1742 | +168 | 172509 | 8 | 65/1 |
| 12 | 15 | CaRL THOmas Summer Rain (Bad Boy/Arista) | 1742 | -93 | 213526 | 11 | 61/0 |
| 19 | (1) | SHYME F/BarrimgTow LEvY Bad Boyz (Bad Boy/Arista) | 1706 | +210 | 214062 | 7 | 64/2 |
| 6 | 17 | MYA Case Of The Ex (Whatcha...) (University/nterscope) | 1673 | -424 | 159306 | 12 | 64/0 |
| 2 | (1) | beemie man Girts Dem Sugar (Virgin) | 1642 | +238 | 177387 | 7 | 63/1 |
| 2 | (1) | JaY-2 FMMEMPHIS BLEEK \& AMIL Hey Papi (Def SoullidMG) | 1565 | +88 | 192766 | 8 | 66/0 |
| 13 | 20 | BIG TYMERS ${ }^{\text {\% }}$ Stunna (Cash Money/Universal) | 1552 | -100 | 167222 | 10 | 59/0 |
| 2 | (1) | KELLY PRICE You Should've Told Me (T-NeckDef SoulnoJMG) | 1542 | +82 | 179135 | 6 | 73/0 |
| 14 | $n$ | DMX FSISOO What You Want (Ruff Ryders/ID.MM) | 1494 | -120 | 210102 | 15 | 64/0 |
| 30 | (3) | avant My First Love (Magic JohnsonMCA) | 1467 | +205 | 197591 | 3 | 70/1 |
| 3 | (2) | musia Just Friends (Def SoulindMg) | 1377 | +225 | 193227 | 3 | 72/5 |
| 17 | 2 | trima Pull Over (Slip 'N Slide/Atlantic) | 1347 | -215 | 99236 | 11 | 55/0 |
| ${ }^{24}$ | ${ }^{2}$ | RUFF ENDZ No More (Epic) | 1277 | -143 | 210819 | 18 | 67/0 |
| 32 | (3) | C-murder Down for My N's (TruNo LimitPriority) | 1269 | +78 | 150971 | 6 | 50/2 |
| 3 | 28 | JILL SCOTT Gettin' In The Way (Hidden Beach/Epic) | 1234 | -9 | 144999 | 9 | 61/1 |
| ${ }^{27}$ | ${ }^{29}$ | JOE Treat Her Like A Lady (Jive) | 1194 | -135 | 234783 | 20 | 61/0 |
| ${ }^{2}$ | 30 | LUCY PEARL Don't Mess With My Man (OverbrookPookie/Beyond) | 1174 | -102 | 115801 | 7 | 61/1 |
| Brasker |  | Chante' moore Straight Up (Silas/MCA) | 1119 | +190 | 92966 | 3 | 60/3 |
| 3 | (3) | ABSOULUTE is it Really Like That (Noontime/Allantic) | 1117 | +15 | 60847 | 6 | 55/0 |
| 28 | 3 | DESTNY'S CHILD Jumpin' Jumpin' (Columbia) | 1093 | -219 | 164161 | 18 | 51/0 |
| 23 | ${ }^{3}$ | NO QUESTION I Don't Care (RuffnationWB) | 1085 | -337 | 98665 | 13 | 58/0 |
| Srasker |  | 3LW No More (Baby l'ma Do Right) (Epic) | 1002 | +61 | 70104 | 4 | 55/2 |
| - | 3 | LIL' ZAME FM12 Callin' Me (Wordwide/Priority) | 1000 | -409 | 82962 | 12 | 60/0 |
| 40 | (1) | CAM'RON What Means The World To You (Epic) | 972 | +114 | 107303 | 6 | 53/0 |
| ${ }^{3}$ | (3) | LIBERTY CITY FLA. Who's She Lovin' Now? (Harrelldive) | 970 | +10 | 75985 | 5 | 57/0 |
| 50 | (3) | WHITNEY HOUSTOM Fine (Arista) | 797 | +221 | 95372 | 2 | 53/4 |
| 36 | 0 | KANDI Don't Think I'm Not (So So Deffolumbia) | 766 | -264 | 54469 | 12 | 50/0 |
| 4 | (1) | MELLY E.I. (Fo' ReelUniversal) | 756 | +101 | 123908 | 2 | 11/0 |
| 3 | * | BoYZ II MEN Pass You By (Universal) | 671 | -319 | 79189 | 12 | 50/0 |
| Debut | (3) | KETH SWEAT FAIL' MO I'll Trade (A Million Bucks) (Elektra/EEG) | 657 | +309 | 58548 | 1 | 627 |
| Debut | (1) | MEXT Beauty Queen (Arista) | 655 | +107 | 55610 | 1 | 4811 |
| Debut) | (1) | SPARKLE It's A Fact (Motown) | 626 | +103 | 52347 | 1 | 50/2 |
| Debut | (1) | SCARFACE It Ain't (Part II) (Rap-A-Lot) | 619 | +103 | - 40889 | 1 | 55/6 |
| Debut) | (1) | LIL' KIM F/SISOO How Many Licks (Queen Bee/Undeas/Atlantic) | 615 | +187 | 59699 | 1 | 53/2 |
| 4 | * | CO-ED Roll Wit Me (Universal) | 609 | -84 | 50043 | 5 | 36/0 |
| 41 | 4 | IDEAL Whatever (NoontimeNirgin) | 579 | -139 | 86111 | 21 | 48/0 |
| 47 | 50 | SOMETHIN' FOR THE PEOPLE... Ooh Wee (Warner Bros.) | 557 | -32 | 24600 | 2 | 37/1 |

81 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 $9 / 24$-Saturday $9 / 30$. Bulets 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 (Copynight 2000, The Arbitron Company). © 2000, R\&R Inc.

## Most Added.

| antist time Lesels) | a00s |
| :---: | :---: |
| SADE By Your Side (Epic) | 58 |
| JaHElM Could it Be (Divine Millw ${ }^{\text {a }}$ ) | 51 |
| BOYZ II MEN Thank You In Advance (Universal) | 43 |
| GERALD LEVERT Dream With No Love (Motown) | 32 |
| 2PAC Thug Nature (Death Row) | 28 |
| SHADE SHEST Where I Wanna Be (Baby ReeLond |  |
| THREE 6 MAFU Tongue Ring (Hypnotize Minds |  |
| TALENT Celebrity (Rockland/Interscope) | 20 |
| BOME TMuCS-HHNRMONY Change the ... Ruthe |  |
| ENRIQUE2 Tell Me How You Feel (LaFace/A |  |

## Most Increased plays

antst mile labelis)
R. KELLY I Wish (Jive)
$+419$
 WYCLEF JEAN 911 (Ruffhouse/Columbia) DESTINY'S CHLO Independent Women PL 1 (Columbia)+315 KEITH SWEAT FLIL' MO I'll Trade... (Elektra/EEG) +309 TIONNE "T-BOZ" WATKNS My Getaway (Maverick) +289 PROFYLE Liar (Motown)
BEENIE MAN Girls Dem Sugar (Virgin)
MUSIO Just Friends (Def SoulliDJMG) WHITMEY HOUSTON Fine (Arista)

Breakers.

| CLMNTE' MODNEStralght Up (Silas/MCA) |  |  |
| :---: | :---: | :---: |
| Totm maremcenese 1119/190 | TOTA STATOWSADOS 60/3 | cmant |
| 317 |  |  |
| No More (Baby l'ma Do Right) (Epic) |  |  |
| Toma marsmicrease | total statousinoos | Cmart |
| 1002/61 | 55/2 | 35 |

Mowt Added is the total number of now adds officislly reportid to R\&R by each reporting station. Songs urreporved as mods do not count towerd overill hoter stations playing a song. Most hertessod Ploys lista Whighted chat Imperis on ReR OMLIEE MUSIC TRACICNG.

## Shade Sheist "Where I Wanna Be"

One of the Most Added at Urban Radio!
First Week Commitments From:
$\begin{array}{lllllll}\text { WDTJ } & \text { WEDR } & \text { WTMP } & \text { KPRS } & \text { WKKV } & \text { WCKX } & \text { WOWI } \\ \text { WPEG } & \text { WNEZ } & \text { WHRK } & \text { WGZB } & \text { WBLO } & \text { WAJZ } & \text { WKGN } \\ \text { WJKS } & \text { WTMG } & \text { WHNR } & \text { WYBC } & \text { WJTT. WBTF } & \text { WQHH } \\ \text { WJMI } & \text { KDKS } & \text { WJZD } & \text { KIIZ } & \text { WFXE WJJN } & \text { KBCE }\end{array}$


The duo that brought you the GOLD single Tell Me now follows up with their smash 4 Shure from their new album "The Answer," in stores Tuesday, January 16, 2001.

## Impacting Wontay \& Tuestay, Octoher 9th \& 10th

Produced by Bryce Wilson for Czar Entartamment
Executive Producers: Bryce Wison for Caxy Entertainment \& Jimmy Henchmen for Henchmen Productions, he. Management: DAS Communications, 1 It.

## ARTIST BREAKDOwN

# ARTIST JERSEY AVE. SONG "I WONDER WHY" LAGEL MCA 

Well. slap me with a wet torilla shell and call me Lolita! This is a prety song -a la Guy's "Why You Wanna Keep Me From My Baby?" I've only been hounded a mere 77 times about listening to it, so I guess 78 is the charm, because Jersey Ave.'s "I Wonder Why" is one of the best songs I've heard since I woke up this morning. I was first introduced to the guys when former Asst. CHR Editor Robert Pau asked them to visit R\&R. I met them again at a party for Avant.
Since I believed this quartet was just another male group to add to the collection. I didn't rush to listen to their single. Then one sunny day a huge, dark cloud appeared over R\&R. My phone rang: It was MCA National Ken James. In his usual, nails-scratch-ing-on-the-chalkboard voice he asked. "Tanya. why you haven 't written about any MCA artists?"
After I quickly popped two Valiums, I told him I would listen to "sone MCA artists" while reviewing music. You know what? Even the calming effect of the Valiun couldn't mitigate the passion I felt for this song. Jensey Ave. has something special: there's a great chance this group will be around for a while.
"I wonder why you' re keeping me from my

responsibility?' questions brothaman in this tale of regret. remorse and responsibility. It seems dude and dudette had a thing. It was all cool until dude tripped: then dudette tripped; and now they're each riding solo. However, on one occasion they practiced their homework from Sex Ed class (l guess they didn't read the chapter on contraception), and she became pregnant.
Dude, though apologetic and remorseful now, was absent throughout the pregnancy but has returned to take responsibility for his actions. He's a dad, and he wants to play the role of "pappy." "Baby, won't you try to forgive me/ Let me show my love to my baby," pleads this sad and confused young man. "Babygirl, I know that I let you down/But I'm back around 'cause I got to be here for my Shorty/ Baby. can we be a family? ${ }^{*}$

It's psychological torture for him as he tries to figure out why his baby's mama won't let him be a part of his son's life. It's the typical "If you're not with me. then you can't see Junior" situation. I'm not saying that she doesn't have reason to be mad at her ex, but she didn't make the baby alone.
"I Wonder Why" has a strong, passionate lead and tender harmonies that surround a midtempo melody. Even though at some points in this song the lyrics aren't strong enough to support its potent message, it's a refreshing topic for urban music and a serious "heads up" to those who are heading toward the same outcome. Where the lyrics are sparse, the passion is there in abundance.

People really need to pay attention to the message in this song. Though it can happen to those who are married. I believe it happens more often to those who are dating. I'm not saying that I disagree or agree with homegirl's actions. However, if dude would`ve kept account of his sperm count, this would never have happened to him. Peace.

# INMYUPINION 

Methrone<br>"Your Body" (Clatown/Capitol)

# with Stan Allen 

Afternoon Drive - WESE/Tupelo, MS

This is a nice, sensual ballad that women will love. Methrone sings about a romantic evening with the woman he wants to get involved with. He comes on smooth and sincere with this tender message. Though he sounds a lot like R. Kelly, he seems to tone down the sexual overtures to a level of sensual suggestion. With his second single, Methrone continues in his "rradition" of romance and passion for the female species.
li's nice to see a new artist have the oudacity to come out and show his sensitive side. In a day and age when artists are all biting off of each other's tip - and although he's "borrowed" R. Kelly's style of smooth, sensual delivery - Methrone is making ripples in this sea of urban music. And if he's not careful, those ripples will soon become tidal waves.


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Gumg you tor wermng Itese ore te se smg es theo ore gang tor odds on westow 10 10 B.G. I Know /Cash Money/Universalj GROOVE THEORY 4 shure Columbia DAVE HOLLISTER One Womon Man (Def Squad: DrearnWorks) K.CI \& JOJO Crozy (MCA LL COOL J f/Kelly PRICE You And Me (Def Jam IDJMG) MACK \(30 \mathrm{f} / \mathrm{T} . \mathrm{BOZ}\) Tight To Def (Hoo-Bongin) Priority) PHILLY'S MOST WANTED Cross The Border Atlantic) CARL THOMAS Enotional (Bad Boy 'Arista)
```



## JESTJTCA



## DON'T GIVE

A DAMN
The New lresistable single...
from her dehut album
"You Can't Resist"
"Sounds like a HIT!!!....Great Song for 18-34 Females!" Steve Hegwood-VP of Programming, Radio One
"Jessica's New single is going to be Off the Chain!!"
Blair Braxton-PD, WKGN
"This is the Next Big Female Anthem!"
Raphael George-MD, WPHI
"Needed R\&B that will enhance any format station.
Nice follow up to 'Get Up'." Terry Monday, KJMM
'Great Sounding Single. This song shows her true talent!
Beginning of the Next Generation of Diva's!"
-Myronda Reuben-PD. WBLX


## Now \& Active

FID MOB Project Dreamz (MCA
tot Pays 548. Total Stations: 41. Ados: 2
cind w/MNGIE STONE Keep Your Worries (Virgin) tou Prys: 531, Total Stations: 47. Ados 1 THRONE Your Body (Clatown/Capitol)
ader. 1 Towne "T-60Z" WATKNS My
mwfitl I Can Tell (Universal)
Total Pays 475. Total Stations: 36. Adots. 1
CuMille wilsow Without You (Major Hits)
dad fleys: 431, Total Stations: 27. Adods: 2
ary moweY... Baller Blockin' (Cash Monoy/Universa) dob Pleys: 367. Toter Stations: 21, Accs 0
TIPHEM SIMMONDS I Can't Do That (Priority)
dal Peys: 363. Tota Strions: 27, Ados o
 Tre TiE surcmer He Did That
Lu TiE SHOCKER He Did That (No Limi/Prionity)
renpor Mind Sex (L oud)
XAO PRZ Mind Sex (Loud)
Pic Thur Nature (Death Row)
Twlol Plays: 273, Toter Stions: 29. Adds' 28

SADE By Your Side (Epic)
Total Plays: 267, Total Stations: 58, Adoss 58
PRU Candles (Capitol)
Totas Preys: 243. Iotal Stations: 34, Adds: 6 MR. C THE SLIDE MAN Cha-Cha Slide (Universal) Total Plays. 237. Total Sations 16, Ados: 1 KNE \& AREL Shake it Like A Dog (Most Wanted) rotal Preys: 160. Total Stations. 11, Ados: 0 BOYZ II MEN Thank You in Advance (Universal) Totes Preys: 154, Toter Stations: 43. Adots 13 BAHA MEN Who Let The Dogs Out (Artomis) Total Plays: 199. Total Stations: 21, Ades 2 GERALO LEVERT Dream With No Love (Motown) Tona Pleys: 112, Total Sextome: 36. Auds: 32 THREEE S MAFA Tongue Ring (Hypnotise Minds/Loud) raw fays: 112 . Tow sumons 26. Acs. 25 SYGMaTuRE The Rain (Columbia)
DO Da De VIP (Rap-A10t)
Tote Play: 9 , Totel Setions: 18, Adds: 2
gunde erist Where I Wame Be (Baby ReeLondonSire)


Sence ramed by total play


MGGED EDGE Let's Get Married (So So Def/Columbia) MEXTWifey (Arista)
MELLY Country Grammar (Fo' ReelUniversal) AVAMT Separated (Magic Johnson/MCA)
DONELL JONES Where I Wanna Be (Untouchables/Laface/Arista) IOEAL Whatever (NoontimeNirgin)

DA BRAT F/TYRESE What'chu Like (So So Det/Columbia) JOE I Wanna Know (Jive)
LUCY PEARL Dance Tonight (Overbrook/Pookie/Beyond)
AALIYAH Try Again (BlackGround/Nirgin) CARL THDMAS I Wish (Bad Boy/Arista)
DWX Party Up (Up in Here) (Ruff R̄yders/IDJMG) SISQ0 Thong Song (Dragon/Det Soul/IDJMG) MÄRY d. BLIGE Your Child (MCA)

DONELL JONES U Know What's Up (Untouchables/Laface/Arista)
TONI BRAXTDN He Wasn't Man Enough (LaFace/Arista)
MALIYAH I Don't Wanna (BlackGround/Priority)
DESTINY'S CHILD Say My Name (Columbia)
JUVENILE Back That Thang Up (Cash Money/Universal)
mISSY "MISOEMEAMOR" ELLIOTT Hot Boyz (EastWest/EEG)

## TOP 100 POWER GOLD

1 MEXT Too Close
2 nOTORIOUS 8.I.G. One More Chance
3 DRU HILL In My Bed

- Motorious 8.1.6. Hypnotize

5 BUSTA RYHMES Put Youi Hands..
6112 Only You
7 USHER You Make Me Wanna
8 JON B. They Don't Know

11 MARY J. ELLGE Real Love
11 PUFF DaODY \& THE FAMuLY All About The...
12 motorious E.I.G. Mo' Money, Mo' Problems
13 ERIAN MCLCHEHT Anytime
14 TOTAL What About Us
15 OEsTINY'S CHLD No No No
16 Usher Nice And Stow
17 . ymor mafla Get Money
18 notomnous B.I.G. Big Poppa
19 R. KELLY Your Body's Callin'
2E R. KELLY Bump And Grind
21 TOTAL IMOTORIOUS B.I.G. Can't You See
22 FUGEES Killing Me Softly
23 MARY J. BLIGE INIL' KIM I Can Love You
24 LSG My Body
25 muxwal Ascension (Don't Ever Wonder)
26 LIL' MOM Crush On You
27 TLC Creep
28 ERYKAH BADU On \& On
29 GInUwIME PoIy
30112 Cupid
31 marl J. BLGE Everything
32 GEORGE CLINTON AIOmic DOo
33 DRU HILL We're Not Making Love No More
34 MEXT Butta Love
35 METHOD MAN IMARYY J. BLIGEI'HBe There.
36 CHERYL LYNN Got To Be Real
37 CDMmODORES Brick House
38 damet I Get Lonely
392 PAC IK-Cl 8 JONO How Do U Want It
40 CASE IM. BLIGE \& F. BROWH Touch Me.,
41 ZAPP Computer Love
42 REFUGEE CAMP ALL STARS The Sweetest Thing
43 R. KELLY Down Low (Nobody Has To Know)
44 JODECI Come 8 Talk To Me
45 monica Why I Love You So Much
46 taley batitich Between The Sheets
47 KEITH SWEAT Make it Last forever
4 mary d. Puge Love No Limit
49 MACE Before I Let Go
50 JODECI Forever My Lady

51 ERYKAH badu Next Lifetime
52 SWV Right Here
532 PaC keep Ya Head Up
54 KEITH SWEAT Nobody
55 D'AMGELO Lady
55 BRANDY I Wanna Be Down
57 BLACKSTREET Don't Leave 58 ELACKSTREET No Diggity 59 sLICK RICK Children's Story Ge marviw gave Sexual Healing 61 KENMY LATTMMORE For You 62 muse What You Want
63 ZAPP More Bounce To The Ounce
64 mulyah One in A Million
55 DR. DAEISNOOP DOGGMuttin' But A'G' Thang 65 GAP BaMD Outstanding
57 GOD'S PROPERTY STOMP
68 maivim gave Let's Get it On
69 ICE Cuse We Be Clubbin
702 PAC \& OR. DAE California Love 71 sumin mafia Player's Anthem
72 JOHNNY GILL My. My, My
73 MIMT CONDITION Breaking My Heart (Pretty...)
74 GUY Piece of My Love
75 MONTELL JORDAM This Is How We Do it
76 LI' Mam \& FPiENDS Not Tonight
77 PUFF DADDY \& THE FAMILY Been Around.
78 Mas if I Ruled The World
79 FOXY BROWN Get Me Home
50 D'ANGELO Brown Sugar
1 RICK JAMES I/TEEMA MARIE Fire \& Desire 82 PUFF DADOY IMMASE Can't Nobody Hold Me.. 83 LaNET That's The Way Love Goes
84 ORU HILL Never Make A Promise
85 MARY J. BLIGE Be Happy
86 SDUL II SDUL Keep On Movin'
87 MDNICA Before You Walk Out
88 ROB BASE \& D EZ ROCK It Takes Two
69 AL B. SUREI Nite \& Day
90 JOE All The Things
91 BLACKSTREET Before I Let Go
92 ERYKaH BADN Tyrone
33 DJAKIT JEFF \& THEFRESHPRIMCESUMmertime
9 DEELE Two Occasions
95 2PAC Dear Mama
58 BaBYFACE Whip Appeal
97 crang maca flava in Ya Ear 2 PATRICE RUSHEW Forget Me Nots
98 SLKK Freak Me
10 LL COOL J Doin' It


## 6528 constitution drive

fort wayne, in 46804
fax: (219) 436-6739
L I N
wuwhfirstilash.com


## In Recognition of Black Radio Month

## The 9th Annual Salute to Excellence Awards Dinner



Honoring

## Vinny Brown

Program Director WBLS Radio


Richard Mash
Senior Vice President Elektra Emtertainment Dinner Co-Chair
benefiting The Youth Development Foundation and Associated Black Charities

Thursday, October 26, 2000
Sheraton Mew York Hotel \& Towers

Black Tie Optional
Reception 6:30 PM • Dinner 7:30 PM
For Information Contact:
Cynthia Badie Associates


# Urban Playlists 




| WUEK |  | aftist mile luel(S) | mint | Hin | ${ }^{\text {chenessoms }}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2 | (1) | YoLanda adams Open My Heart (Elektra/EEG) | 891 | +9 | 137561 | 22 | 3900 |
| 1 | 2 | TONI BRAXTON Just Be A Man About It (LaFace/Arista) | 826 | -60 | 116436 | 16 | 38/0 |
| 3 | 3 | BOYZ II MEN Pass You By (Universal) | 671 | -40 | 83162 | 12 | 36/0 |
| 5 | 4 | BEBE WINANS FMCKNIGHT \& JOE Coming Back Home (Motown) | 594 | -17 | 81826 | 10 | 33/0 |
| 4 | 5 | JOE Treat Her Like A Lady (Jive) | 572 | -77 | 100660 | 18 | 320 |
| 6 | 6 | KEVON EDMONDS Love Will Be Waiting (RCA) | 544 | -60 | 62269 | 9 | 36/0 |
| 7 | (1) | ERYKAH BADU Bag Lady (Motown): | 538 | +26 | 98224 | 8 | 32/1 |
| 10 | B | SISQO Incomplete (DragonDef Soullidumg) | 507 | +43 | 103059 | 14 | 25/0 |
| 8 | 9 | CARL THOMAS Summer Rain (Bad Boy/Arista) | 474 | -6 | 61208 | 11 | 28/2 |
| 12 | (1) | CHARLIE WILSON Without You (Major Hits) | 438 | +26 | 49049 | 6 | 34/0 |
| 14 | (1) | NORMAN BROWN FNESTA Rain (Warner Bros.) | 409 | +19 | 41577 | 11 | 31/2 |
| " | 12 | RACHELLE FERRELL Satisfied (Capitol) | 406 | -13 | 33420 | 9 | 31/1 |
| 15 | (3) | JILL SCOTT Gettin' In The Way (Hidden BeachEpic) | 390 | +3 | 48939 | 7 | 31/1 |
| 9 | 14 | DONELL JONES Where I Wanna Be (Untouchables/Laface/Arista) | 385 | -88 | 67225 | 27 | 28/0 |
| 2 | (15) | PATTI LABELLE Call Me Gone (MCA) | 348 | +70 | 44967 | 2 | 31/2 |
| 13 | 16 | GERALD LEVERT Baby U Are (EastWest/EEG) | 345 | -45 | 50716 | 16 | $33 / 0$ |
| 19 | (1) | TEMPTATIONS Seltish Reasons (Motown) | 318 | +2 | 22170 | 5 | 25/0 |
| 17 | 18 | AL Jarreau Just To Be Loved (GRPNMG) | 314 | -40 | 29705 | 8 | 28/1 |
| 18 | 19 | LV Woman's Gotta Have It (Loud) | 299 | -47 | 28604 | 15 | 23/0 |
| 20 | (2) | PPM PERRY Keep Me in The Dark Tonigh (PeakPrivateNindham Hill) | 286 | +2 | 24032 | 4 | 3011 |
| 21 | (2) | AVaNT My First Love (Magic JohnsonMCA) | 284 | +3 | 42641 | 3 | 27/4 |
| 16 | 2 | RUFF ENOZ No More (Epic) | 283 | .74 | 70098 | 13 | 16/0 |
| 2 | (3) | KELLY PRICE You Should've Told Me (T-Neck/Det Soulidumg) | 248 | +29 | 51370 | 4 | 2214 |
| 24 | ${ }^{24}$ | BONEY JAMES \& RICK BRAUN Grazin' In The Grass (Warner Bros.) | 248 | -4 | 13917 | 7 | 18/1 |
| 30 | (3) | WHITNEY HOUSTON Fine (Arista) | 242 | +59 | 30023 | 2 | 24/1 |
| Debut) | (2) | SADE By Your Side (Epic) | 234 | +66 | 48359 | 1 | 29/28 |
| Debut | (2) | CHANGING FACES That Other Woman (Atlantic) | 208 | +40 | 31873 | 1 | 20/3 |
| 2 | ${ }^{2}$ | KELLY PRICE As We Lay (Det SoullidjMg) | 201 | -22 | 25454 | 18 | 24/0 |
| Debut | (9) | R. KELLY I Wish (Jive) | 198 | +33 | 30659 | 1 | 20/3 |
| ${ }_{2}$ | (3) | STEPHEN SIMMONDS I Can't Do That (Priority) | 191 | 0 | 17430 | 2 | 23/1 |


| 39 Uraan AC reponers. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays tor the airplay week of Sunday $9 / 24$-Saturday $9 / 30$. Buliets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 350 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R\&R Inc. |  |
| :---: | :---: |
| Mem \& cetive |  |
| MARY MARY F/B.B. JAY I Sings (C2/Columbia) <br> Total Plays: 169, Total Stations: 16. Adds: 0 <br> LIBERTY CITY FLA. Who's She Lovin' Now? (HarrellJive) <br> Total Plays: 157. Total Stations: 10, Adds: 0 <br> J.T. TAYLOR How (Taytor Made) <br> Total Plays: 155, Total Stations: 6, Adds: 0 <br> LUCY PEARL Don't Mess With My Man (Overbrook/Pookie/Beyond) <br> Total Plays: 142, Total Stations: 15, Adds: 3 <br> PROFYLE Liar (Motown) | RONNIE LAWS Old Days/Old Ways (HDH) Total Plays: 115. Total Stations: 14, Ados: 0 |
|  | jomathan butler Another Way ( N -Coded Music) |
|  | Total Plays: 107, Iotal Staions: 17, Adds: 2 |
|  | PRU Candles (Capitol) |
|  | Total Plays: 98, Total Sations: 19, Adds: 5 |
|  | CHANTE' mOORE Straight Up (Silas/MCA) |
|  | Total Plays: 85, Total Stations: 7, Adds: 1 |
| Total Plays: 135, Total Stations: 9. Adds: 0 GERALD LEVERT Dream With No Love (Motown) | SPARKLE It's A Fact (Motown) |
|  | Total Plays: 76. Total Stations 13. Ados: 0 |
| Total Plays: 130, Total Stations: 22. Adds: 5 WALTER BEASLEY Won't You Let Me Love You (Shanachie) | LatanYa Why You Acting Shady (TVT) |
|  |  | Songs ranted by total plays


KEITH SWEAT FAIL' MD l'Il Trade... (Elektra/EEG)

## Breakers.

Ho Songs Qualified For Breaker Status This Week

Woes Added is the totain number of new adds officiolily reported to Ris by each reporting station Songs unreported as edde to not coun oy each reporting station. Songa unroported as sods so not count the songs with the greatest woek-10-meok increeses in totel playe Woighted cherl appoars on RAR ONLINE MUSIC TRACKING.

## Most Added.



The INDUSTRY'S NEWSPAPER

## THE RGR ANNUAL SUBSCRIPTION PACKAGE DELIVERS THE MOST FOR YOUR MONEY! <br> SUBSCRIBE AND SAVE OVER \$190.00!

## 51 weeks of R\&̇R ( $\$ 330.00$ value)

 2 semi-annual R\&R Directories
## Stephen Simmonds

## I Can't Do That"

The Debut Single from Europe's award winning $R \& B$ sensation


|  | Most Played Recurrents |
| :---: | :---: |

WHITMEY HOUSTON \& DEBORAH COX Same Script... (Arista)
CARL THOMAS I Wish (Bad Boy/Arista)
MARY MARY Shackles (Praise You) (C2/Columbia)
JOE I Wanna Know (Jive)
DONELL JONES U Know What's Up (Untouchables/LaFace/Arista)
aNGIE STONE No More Rain (In This Cloud) (Arista)
KEVON EDMONDS No Love (I'm Not Used To) (RCA)
ERIC BENET Spend My Life With You (Warmer Bros.)
KEVON EDMONDS $24 / 7$ (RCA)
MOWELL Fortunate (Rock Land/iliterscope/Columbia)
TEMPTATIONS I'm Here (Motown)
TONI BRNXTON He Wasn't Man Enough (Laface/Arista)
TEMPTATIONS Stay (Motown)
brun mcranght back At One (Motown)
D'ancelo Untitled (How Does it Feel?) (Cheeba SoundNirgin)
CASE Happily Ever After (Def Jam/ID.MMG)
JESSE POWELL You (Silas/MCA)
IEMPTATIONS This Is My Promise (Motown)
gerald Levert Mr. Too Damn Good (EastWesteEG)
ERIC BENET When You Think Of Me (Warmer Bros.)


BRIAN MCKNIGHT Win (Motown)
tamia Stranger In My House (Elektra/EEG)
CARL THOMAS Emotional (Bad Boy/Arista)

you got them eating out of your hands! Asst. Urban Editor Tanya O'Quinn spent time with Atlantic VP/Urban Promotion Erik Ford and had the labet executive eating out of the palm of her hands. It seems 0'Quinn's 12 -week course in "How To Get A Man" was a good investment. However, lately 0'Quinn has been seen reading The Easiest (And. Cheapest) Way To File A Restraining Order.

URBAN AC
POWER GOLD

1 maze Before I Let Go
2 GAP BAND Outstanding
3 marvin gaye Let's Get It On
4 MARVIN GAYE Sexual Healing
5 CHERYL LYWN Got To Be Real bemotions Best Of My Love

7 AL GREEN Let's Stay Together
8 LUTHER VANOROSS Never Let Go
9 maxwELL Ascension (Don't Ever Wonder)
18 marvin gave got To Give it Up
11 COMmnodores Brick House
12 Patrice rushew forget Me Nots
13 LTO (Every Time I Turn Around) Back...
14 MEXT Too Close
15 IsLEY BROTHEAS for The Love of You 16 marivin gave Mercy Mercy...
17 maze t/framkie beverty Joy \& Pain
18 SOUNDS DF BLACKNESS HOLD On
15 EARTH, wMo \& FIRE Reasons
24 LTD Love Ballad
21 ML GREEW I'm Still In Love
22 marviw gave What's Going on
23 al GREEW I'm Still In Love...
24 BRLAN WCKNIGHT Anytime
25 RICK JMMES Fire And Desire
26 RUFUS Sweet Thing
27 MCFADDEN \& WHITEHEAD Ain't No Stoppin':
28 WHISPERS And The Beat Goes On
29 Babyface Whip Appeal
30 BARRY WHITE It's Ecstasy When You...
31 RUFUS Do You Love What... 32 Dazz bano Let It Whip 33 D'Jays Used Ta Be My Girl 34 freddie Jackson Jam Tonight 35 IsLey brothers Between The Sheets 36 SOUL II SOUL Keep On Movin' 37 KEMMY Lattimore for You 38 tegov pendergrass Close The Door 39 GAP BAND Yearning For Your Love 40 heatwave Always And Forever 41 CHIC Good Times 42 EVELYN KING Shame 43 LAKESIDE Fantastic Voyage 44 S.O.S. BAND Take Your Time... 45 BOBBY Cal DWELL What You Won't Do. 46 marvin gaye Distant Lover 47 EARTH, WIND \& FIRE Thar's The Way... 48 AL B. SURE! Nite And Day 49 GOD'S PROPERTY Stomp 50 TEMPTATIONS Treat Her Like A Lady

51 BARRY WHITE Practice What You Preach 52 TEDDY PENDERGRASS Turn Off The Lights

53 JOHMNY GILL My, My, My
54 KEITH SWEAT Make it Last Forever
55 CARL CARLTOM She's A Bad Mama Jama
56 CON FUNK SHUN Love's Train
57 ISLEY BROTHERS Voyage To Atlantis
58 CHERRELLE T/A. O'MEAL Saturday Love 59 ZAPP More Bounce To The Ounce 60 IsLey brothers footsteps in The Dark 61 ANITA BaxER Sweet Love
62 rufus i/chaxa khan Ain't Nobody... 63 EmOTIOMS Don't Ask My Neighbors CA RICK sumes Give It To Me Baby 65 TEDDY PENDERGRASS LOVE T.K.O. 66 EARTH, WIND \& FIRE Let's Groove Tonight 67 anITA baxen Giving You The Best. se deEle Two Occasions
69 fredded dackson You Are My Lady 70 LUTHER VANDROSS Bad Boy...
71 WHHSPERS Lady
72 atlantic starr Send for Me 73 SOUL II SOUL Back To Life 74 maze t/f. Beverty Happy Feelings 75 EARTH, WIND \& FIRE Devolion 76 TEDDY PEnOERGRASS Come On Go With Me $\pi$ GEORGE CLINTON Atomic Dog 78 QuincY jowes IEL DEBARGE...TheSecret Garden 79 midnight Star Slow Jam
80 TOM BROWHE Funkin' For Jamaica 81 Luther vandoross Don't You Know That 82 STEVE WOMDER Ribbon In The Sky 83 Levert Casanova 84 LUTHER VANDROSS A House is Not. 85 STAPLE SINGERS I'll Take You There 86 TEDDY PENDERGRASS When Somebody Loves. 87 Patti labelle if Only You Knew 88 shalamar Second Time Around 89 EARTH, WIND \& FIRE Love's Holiday 90 mTUME Juicy Fruit 91 GO/DoLove You 92 BRICK Daz 93 STEVIE WONDER That Girl 94 LOOSE ENDS Hangin' On A String 950 'JaYs Forever Mine 96 barry white Can't Get Enough. 97 GQ Disco Nights 98 MINT CONDITION What Kind Of Man... 99 a TASTE OF HONEY Boogie Oogie Oogie 100 GLADYS KMIGHT \& THE PIPS Neither One Ot US

Stations and their adds listed alphabetically by market

"We have to create an environment that a P2 listener or a listener who has drifted away perhaps to an AC station - is comfortable with."

# NAB Country Session: 'Between The Songs' 

## Panel offers tips on sprucing up content

Ithought we might be in for a long session when panelist Brian Thomas said he'd gotten a call from Viacom President Mel Karmazin, who reminded him that the stuff between the records was commercials.

Fortunately, the NABCountry session panel was made up of programmers, so we did get to talk about things like jocks. jingles. promos, contests, in-and-out-of-format programming。 short- and long
 form syndication and. of course. commercials - but probably not in the same context that Mr. Karmazin would speak of them.

Joining Thomas, who is the OM for KYCY-AM \& FM and KFRC-AM \& FM/San Francisco, were KRTY/San Jose PD Julie Stevens and consultant Joel Raab. I was on hand as moderator.

The entire session, which focused on content - the stuff between the songs - began with an overview of where we are and where we're going. This week we'll fecus on the big picture: artist involvement and air talent. In future columns we'll focus on the other important elements between the songs.
I began the session by asking the panel what programmers are doing to shore up content. Stevens lamented, "Daily prayer." The laughs got us off and running, and Joel Raab kicked off the conversation.

JR: In the early '90k you could play the back page of $\mathbf{R \& R}$. and it would be hard to screw up a Country station. That's not the case now. In the early '90s there were a lot of Country stations that sounded like good. mainstream. AC-presentation stations.
In the late '90s, when perhaps the music wasn't as strong. Country didn't seem to evolve formatically as well as it could have. The more successful Country stations today are thinking out of the box and are doing different things in terms of using dif-
 ferent voice people, different jingle singers - like Travis Tritt doing the WYAY/Allanta jingles.
We have to create an environment that a P2 listener or a listener who has drifted away - perhaps to an AC station - is comfortable with. It's just not going to work if a listener who has gone to AC or who shares with AC comes back to the Country station. only to find it still sounds like the Country station of nine years ago.
The next evolution of Country station content is making sure that today's Country stations sound competitive and. hopefully, better than their contemporary counterparts.
BT: I agree. People may think that my competition is KRTY, but my competition are the Hot ACs in this market. I share more with KOIT and K 101 [KIOI], and I do things to compete with them. Every day I ask myself. "How can I get more listeners at work if I'm competing with KOTT and K101 ? 'The ACs are the cürrent eneny.
JR: Let me give some specifics: I was in a top- 10 market last week. listening to Country and AC. On the Country station the sweepers were longer and more wordy, and the jocks were attempting to be down-home and folksy. The Hot AC station had a much better presentation.
That's not to say that Country should be just like AC, Hot AC or CHR. I'm not suggesting that. There are some things about Country radio that are key to its success. But we

## "What we've been missing in the last five years is the relationship between the radio station and the audience. That's what Country has always been so good at." <br> Julie Stevens

have to make sure that we're succinct and are using strong formatics to get our points across.
Here's another big difference: It's important to pound the message. I was listening to Brian's Oldies station [KFRC-AM \& FM], and one of the really good things about it was the liner: "The greatest hits from the " 60 s and 70s." There wasn't a sweeper or a jock talking without pounding that position. Country stations all seem to have these 20 -second sweepers that say 25 different things, which causes us to lose whatever message we're trying to send. We need to be more focused.
LH: Julie, do you want your station's "between the records" sound to be like the AC station in town so that. especially if you're sharing a lot with the AC stations, folks who come over are comfortable with your overall feel and sound?
JS: Absolutely not. What we've been missing in the last five years is the relationship between the radio station and the audience. That's what Country has always been so good at. That's why people brand to us like they do: We speak to them. Normally the music speaks to them. although it hasn't much lately.
If your jocks are just. "Hey, wow! We're playing 12 in a row!" you've missed it. People in this business always talk about how important relationships are. The same is true with listeners. If you're not in some way relating to them as the music relates to them. you either won't brand to them or they won't have a reason to come back. The wide gap in Country is that there is no relationship anymore between the radio station and the listener. That is what I'm trying to rebuild with my audience.
JR: I agree. What I said would not preclude that at all. I was just talking about getting away from sloppy radio. Country has lost the one-on-one communication. Part of the reason it has lost it is that there seems to be a lot less cooperation from the artists of late. in particular the superstar artists. It's a struggle to get a meet-and-greet. a struggle to get your talent onstage at concerts. It's ridiculous.
JS: We are the spackle between the artist and the listener. We're the ones who build the relationships between artists and listeners. and that's what brings the listeners back to us.
JR: But we need some help from the artists.

BT: Hey. I'm just happy to have artists who are still alive.
LH: [After lots of laughter] What are some ways to use artists on the air in addition to the music, especially new artists doing radio tours? How can you introduce them to the audience and create a good experience for them?

BT: We have a new idea for all the acts coming by and performing in our conference room. They're great presentations, and I'm sure the audience would love them. but you don't want to take a half-hour out of middays to do that. We are going to record them on a digital camera and make them available on our website.
JR: Another idea is to have a Star of the Future Luncheon to which lisreners can win an invitation. That's a cool thing for the fans that you can talk about on the air. even if you're not playing the record. And it's something the act will remember.
Overall, radio probably doesn't spend enough time giving back to the artists. When an artist wins an award. do we send a congratulatory telegran?? We don't do that, but we should.
BT: It also helps to use artists to introduce features on the station. It helps brand those items.
JR: You just have to be careful not to overdo those things. You don't want the artists to become wallpaper you have to pick your places.
Another idea I've heard is using an artist actuality - kind of a Behind the Music thing - as a sweeper, where you have 10 seconds of an artist talking over the music right into their hit.
Air personalities deliver, execute or set up all of the between-the-somgs elements so important to a radio station's success. I turned the conversation to talem. and we began with mornings.
BT: When I talk to our morning shows, we talk about identifying our competition. The fact is. competition is two different formats and different audiences at different times. Our morning drive starts at 4:30am. Between 4:40 and 8am we're trying to plug people into the world. After \&am it's a Hot AC battle, so I shouldn't have all this news, traffic and a lot of moise after \&am.
JS: Mormings are about creating relationships. I want people to know what they can count on when they tune in to our moming show, and that it doesn't deviate too far from that. We should be appealing to the family and not offend the kids in the car.
JR: That's a key difference - and a positive - for Country radio.
JS: I also hope they know the morning talent personally. I hope he shares enough of himself that listeners feel they know who he is and that he's a friend of theirs.

JR: It really helps to make the talents' real lives a part of the show. Not ad nauseam, but getting listeners involved with what they're doing helps form the bond.
BT: The biggest thing I don't hear on stations is the talent having an emotional connection with the audience. If you get the audience to participate with you, they will remember they listen to your radio station.
LH: As you look to hire people. do you find those who have been in Country a long time still fill the bill. or do you find yourself looking outside the format? Do the Country jocks today have the skills you re looking for?

JR: More often than not, no. When I place ads saying that Country experience is not necessary. I find I get better tapes. Perhaps it's because the training in other formats has been for air talent to be tighter.
BT: I don't want to have soncone who only knows Country - that's the only thing they ever talk about. I want them plugged into the world, talking about the latest trends. Your station should be contemporary in all aspects.
On KFRC, for instance, we don't sit and talk about the artists. We talk more about the things that are affecting people's everyday lives. Sometimes. if you get a personality who's not from the Country format. you're more likely to get that kind of background.
JR: One critical part of hiring people without a Country back ground. however. is that even if they ve never worked in Country radio. they should know something about it. have an interest in it and at least want to learn about it.
JS: One of the mistakes we make as PDs is that we're so focused on jocks relating to the audience that we fail to see if they even have the abili. ty to relate. Are they a person? Do you like them personally? Do they have the type of personality someone could relate to in life?
We forget to ask. "Do you have a personality?" When it comes down to it, it's about that person on the air. If they don't have a personality off the air, how can they have one on the air? So you find someone with a perionality, and the question then becomes, "Can they take direction?" How easy are they to mold and work with?
JR: The lack of talent is a large part of this format's problem. It's become an even bigger problem because the music hasn't been as good as it was in the early 90 s . We haven't improved enough between the records to make up for it. Greal jocks make a major difference on a radio station.

## who i am.... can you guess?

CALL TOLL FREE<br>1-866-840-0400<br>All right answers will win a cool prize!



图 Jackson, Cyrus, Yoakam and holiday projects on release schedule

New albums by Alan Jackson, Billy Ray Cyrus and Dwight Yoakam top the list of country album releases for the fourth quarter. Additionally, two holiday packages are being prepared for release this month.

Arista has already released Jackson's "www.memory" from his new album. When Somebody Loves You, which arrives Nov. 7. Jackson wrote five of the album's I songs, including the single. Among Jackson's new originals is the closing track. "Three Minute Not Too Country Uprempo Love Song." Among the lyrics: "lt's a litule bit edgy, but softer than spagheti/Weak yet redundantly strong/it's a three minute positive no too country uptempo love song.'
Cyrus' Monument debut, Sowhem Rain, is set for Oct. 17 release, with Reprise assigning an Oct. 31 release date to Yoakam's Tomornow's Sounds Today. As for the holiday fare, Billy Gilman's Epic sophomore project Classic Christmas, is set for Oct. 17 release, and Ricky Van Shelton's Blue Christmas. his second album for Audium Entertainment, arrives Oct. 10 Gimat has set an Oct. 17 release date for Believe: A Christmas Collection, a compilation that fcatures four previously unreleased recordings by Clay Watker, Neal McCoy, Georgia Middleman and The Johnny Slaats Project.
While Garth Brooks reportedly previewed some of his new material dur ing a recent live performance for the Capitol/Nashville staff, the superstar is not planning to release any new music before the end of the year. However Brooks produced Tyler England's new Capitol album, Highways and Dance halls, which is set for Nov. 21 release. Likewise. Vince Gill has no new albums on the schedule, but he produced Sonya Isaacs' self-titled Lyric Street debut al bum, which will be released Oct. 10.

Following some corporate restructur ing, Asylum has a particularly heavy October release schedule now that it's being designated as Asylum/Warner Bros. This month's releases include Texas singer/songwriter Chad Austin's self-titled debut album and Chalee Tennison's sophomore project, This Woman's Hear. Asylum veteran Bryan White has reconded two new songs for his Greatest Hirs CD.
With the understanding that release schedules can often change, here's a look at the albums set for release between now and Jan. I.

October 10: Casey Chambers, 7he Captain (Wamer Bros.); Sonya Isascs; Somya Isaacs (Lyric Street); Waylon Jennings, Never Say Die. Live! (Lucky Dog); Ricky Van Shetton, Blue Chrisf mas (Audium); Chalee Tennison, This Woman's Heart (AsylumNB); Various Artists, Grand Ole Opry 75th Amiver.
sary. Vol. I and Vol. /I (MCA).
October 17: Mark Chesnull, Lost in the Feeling (MCA); Billy Ray Cyrus Southern Rain (Monument): Billy Gilman, Classic Christmas (Epic): Various Artists, Believe: A Christmas Collection (Giant).
October 24: Chris Cagle. Play Is Loud (Virgin).

October 31: Lisa Angelle. Lisa Angelle (DreamWorks): The Great Divide. Afierglow: The Will Rogers Sessions (Broken Bow); Randy Travis, Inspirational Journey (Wamer Bros.): Bryan White, Greatest Hits (Asylum WB); Dwight Yoakam. Tomornow's Sounds Today (Reprise).

Novenber 7: Alan Jackson, When Somebody Loves You (Arista); Tom Mabe, Revenge on the Telemarketers, Round Two (Virgin).

November 14: Clectus T. Judd, Jus Another Day in Parodies (Monument) November 21: Tyler'England, Highways and Dancehalls (Capitol). November 23: No releases scheduled.

December 5: Soundrack, O Brother, Where An Thou? (Mercury).

No albums are set to be released for the remainder of 2000 .

## More Thene To 'Fly'

The Dixie Chicks' Fly Tour was originally set to end Oct. 29 in New Orleans, but they're adding another 15 dates to the road trip. The additional shows, which continue through early December, will give the Chicks a chance to revisit several markets - including. Denver, Phoenix, Los Angeles and San Diego - and hit some new ones.

Over the course of 49 shows the tour has grossed more than \$25 million, with an average attendance of more than 13,000 per show. The Chicks were in Los Angeles last week to film the remaining elements of their first one-hour prime-time concet special; which airs Nov. 20 on NBC-TV. They'll also be interviewed by Dan Rather on CBSTV's 60 Minutes $/ I$ on Oct. 10.

With additional dates still to be announced. the Fly Tour is confirmed for Denver (Nov. 17), Phoenix (Nov. 19), San Diego (Nov. 20), Los Angeles (Nov. 21) and Oakland (Nov. 26). An announcement has not been made on: all of the extra lour dates.

IMAX Comentry
Several of country's top acts are featured in a new IMAX film that traces
the roots of country music. Produced by Gaylord Entertainment, the film premieres in Nashville next June and will then be screened at IMAX theaters worldwide.
Director Steven Goldmann and music producer Randy. Scruggs are overseeing the project. which centers around the fictional story of a young Irish boy traveling through time to witness the development of country music. Among those featured in the film are Dolly Parton, Vince Gill, Alan Jackson, Loretta Lynn. Martina McBride, The Dixie Chicks, Lyle Lovelt, LeAnn Rimes, Dwight Yoakam. Lonestar, Marty Stuart, Earl Scruggs, Alison Krauss. Asleep At The Wheel, Riders In The Sky, Kathy Mance, Guy Clark and Iwo noncountry acts: Sixpence None The Richer's Leigh Nash and Byrds' founder Roger McGuinn.
Film locations include Gruene Hal in Texas; a mountain church in North Carolina; a New York City street corner; Moab, Utah; and Gene Autry's Melody Ranch in Califomia, along with two Nashville institutions - Tootsie's Orchid Lounge and the Ryman Auditorium.

## LeDonex Awalts Domor

Chris LeDoux has been added to organ donation lists after doctors diagnosed him with a liver disease called primary sclerosing cholangitis. There is no known cause for the disease, which develops stowly and causes the liver to be atracked. Public awareness of PSC was raised after the late NFL great Walter Peyton was diagnosed with the disease. LeDoux's doctors emphasize that his disease was detected in its carly stages. They're confident of a full recovery once he undergoes the liver transplant.

## Guitar Heroes

Everybody has their guitar heroes. but sometimes you have to go outside your family for influences, especially if you're a teenager. Brad Pidey tells RER, "Steve Wariner's son, Ryan, has become a great guitar player, and Ryan and I have hit it off in that way. It's funny though: Ryan's dad is one of the best guilar players to ever live, but in Ryan's eyes, he's his dad. Steve says, 'I can't show him anything.' So here's Steve, who's one of the most incredible guilajists in the word, and Ryan would rathertallk to me or Keith Uitan or one of us new pickers because he's like. 'Dad, you're not cool."

## CHRIS CAGLE

## NEW ARTIST FACT FLLE

Current Single: 'My Love Goes On and On"
Current Album, Label: Play It Loud, Virgin (Oct. 24 release) milluences: Lynyrd Skymyrd, Conway Twitty, Charlie Daniels

## Background

Chris Cagte's upcoming Virgin debut album, Play it Loud, shows the infiuences of country and rock the two styles of music he grew up hearing. Born in DeRidder, LA Cagle grew up in the Houston area. He tells R\&R, When I was a littie boy, I had one of those flip-1op record players. I can remember vividly being about 6 years old when my mother would play Jerry Reed's 'Amos Moses' and Grand Funk Railroad's We're an American Band."

Although Cagle began taking guitar lessons at age 6, his musical interests took a detour. He explains, "I had a bunch ol buddies who made fun of me. In Texas foothall is so big, I put the guitar down and played foothall." He later began playing piano in high school and soon returned to the guitar.

Atier graduating from high school, Cegle heeded to the Dallas area to attend the Univer. sty of Texas at Alington, but he spent his ovenings playing in clubs as a member of the band Texas Heat. He says, 'We played what I'd call the ' 8 ' and 'C' cubs. I was using the sinuation to besically cut my leeth on performing and to get to know what can - and will - 90 wrong onstage, so l'd know how to react to that."

While living in Dallas, Cagle made a trip to Nastivile. I Must came to visth," he says. " got oft the plane and went to the Bluebtrd Cate to hear Gary Burr, Jim Photoglo, Russell Smlith and Bob DiPiero. When thry took a break, I pulled Gary Burt aside and said, 'Hey, man, when are you gonna play someting you wole?' He was playing hil songs off the ractio and I reelyy hed no idea he wrote them. I meen, he had just finimhed playing 'In a Week or Two' and Thar's My Job."
Later in the evening Cegte apologized for the faux pes and asked Burr for career advice. Cagle recalls, He sald, 'il you want to catch the fish, you've got to go where the water is.' I flow home on a Sunday, sold everything I owned on Monday, beft on Tueeday, slept at a rest area near. Litit Rock and got here Wednesday moring. Aug. 3, 1994."

Aftar moving to Nastrille, Cagte worked as a waher, carpenier, golf caddy and-bellove wor not - nanny before landing a publiehing deal. There were
times when I really questioned myself and thought, 'How much do you want this?' When times like that occurred, I found out."
While working at a restauran near Nashville, Cagle met Donna Duarte. She happened to be the assistant 10 Virgin/Nashvilte President Scott Hendricks, bu she didn't tell Cagle that until atter she went lo a studio to hear him record some song demos.

## Loud And Clear

Cagle got his recording con tract after Duarte forwarded those demos to Hendricks, who says, "Besides being an ultratalented writer and antist, there's a lot of passion in Chris' voice and his writing. He brings an energy to country music tha the format desperately needs.
Cagte co-produced Play II Loudand co-wrote eight of the 10 songs on the album. He says. "Fitheen years from now you will never hear me say, 'I wish we hach't had this song on there,' or, II wheh we. had procuced this cinferently. I'm very pleased with the abum." Cagle insisted on utting the aloum Play il Loud. To me, H says something to a consumer," he explains. "Put this in your car, play if loud, and ity not to speed. I hope lit have an opportunity one day to record a real slow, tender ballad, but that is not what I wanted for this first record."
Regarding the success of the first single, Why Love Goes On and On," Cagle says, "I could not have witten a better script if I were writhng a movie. It eel like God has been very gracious to me for giving me favor with people. A bunch of my friends have come up In this business and never had a chance to have song one played on the radto. It amazed me for peoplo to respond without us puting on this blo dog-and-pony show. We just had a song."
Cagle realizes, however, that a career is built on more than just a song. When asked about his plans for the remainder of the year, he says, "'m not in a hurry to get involved in a big tour stuation. I think it's better for me to get involved more with radio, to get to know everybody. It's one thing to have radio behind a song: It's another thing to have radio behind you as an artist. I want them to know me enough to say, 'Here's a guy who's promoting our format and doing everything he can to try to help that become stronger and deeper."


## Most Added.

ARTISt title label(S)
LONESTAR Tell Her (BNARLG)
DARRYL WORLEY A Good Day To Run (DreamWorks)
RASCAL FLATTS This Everyday Love (Lyric Street)
LEE ANN WOMACK Ashes By Now (MCA)
ANDY GRIGGS You Made Me That Way (RCARLG)
DWIGHT YOAKAM What Do You Know... (Reprise) REBA MCENTIRE We're So Good Together (MCA) MONTGOMERY GENTRY All Night Long (Columbia) BILLY RAY CYRUS You Won't Be Lonely... (Monument) 9 MARK WILLS I Want To Know (Everything...) (Mercury) 9

## Most Increased Points

ahtist pitle labels)
ALAN JACKSON www.Memory (Arista/RLG)
TIM MCGRAW My Next Thirty Years (Curb) GEORGE STRAIT Go On (MCA)
AARON TIPPIN Kiss This (Lyric Street)
KENNY CHESNEY I LOSt It (BNARRLG)
$+1807$
JOHNMICHAEL MONTGOMERY The Little...(Atlantic) +1667
TRAVIS TRITT Best Of Intentions (Columbia) +1574
BRAD PAISLEY We Danced (Arista/RLG) +1476
LONESTAR Tell Her (BNARLG)
$+1267$
PATIY LOVELESS That's The Kind Of Mood... (Epic) +1237
DIXIE CHICKS Without You (Monument) +1202
ANDY GRIGGS You Made Me That Way (RCARLG) +1136
SARA EVANS Born To Fly (RCA/RLG)
SHANIA TWAIN I'm Holdin' On... (Mercury)
DARRYL WORLEY A Good Day... (DreamWorks) + +952

## Most Increased <br> Plays

ARTISt title label S)
ALAN JACKSON www. Memory (Arista/RLG GEORGE STRAIT GO On (MCA)
TIM MCGRAW My Next Thirty Years (Curb) AARON TIPPIN Kiss This (Lyric Street) TRAVIS TRITT Best Of Intentions (Columbia) KENNY CHESNEY I LOSt It (BNA/RLG) JOHN MICHAEL MONTGONERY The Little (Athantic) +335 BRAD PAISLEY We Danced (Arista/RLG) +297 LONESTAR Tell Her (BNARLG) PATIY LOVELESS That's The Kind Of Mood... (Epic) +251

Breakers.
LOMESTAR
Tell Her (BNNRLG) $68 \%$ of our reporters on it (102 stations) 21 Adds • Moves 31-29

> AUN MCKSON
> mww. Memory (Arista/RLG) $62 \%$ of our reporters on it ( 92 stations) 44 Adds • Moves $40-31$

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            REEA MCEMTIRE
    We'ro So Good Together (MCA)
    61% of our reporters on it (91 stations)
            11 Adds - Moves 32-30
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## RASCML FLATSS

This Everyday Love (Lyric Street) $\mathbf{6 0 \%}$ of our reporters on it (90 stations) 18 Adds • Moves $34-33$

Most Added is the total number of now adds ofricielily rapornod to RaR by eech roporting atation. Songs umreportiod as adde do not coumt toward overall total stations playing a rong. Most increased Points/Plays lists the congs with the growet wouk-to-wook incrowses in toted Pointaplays


RARP'S EXCLUSIVE REPORTED OVERVIEW OF MATIONAL AIRPLAY

| antist tre fealy Totm | sjancive | $\begin{aligned} & \text { roonk } \\ & \text { pomits } \end{aligned}$ | 107M mars | 54. | *** | 308 | 200 | 1011 | H |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TRACE ADKINS I'm Gonna Love... (Capitol) | 16/2 | 558 | 181 | 0 | 0 | 0 | 3 | 10 | 3 |
| GARY ALCAN Right Where I Need To Be (MCA) | 13/3 | 398 | 127 | 0 | 0 | 0 | 1 | 6 | 6 |
| SOHW ANDERSON Nobody's Got it All (Epic) | 500 | 157 | 48 | 0 | 0 | 0 | 0 | 2 | 3 |
| CUNT PLACX Love She Can't... (RCARRLG) | 30/0 | 1681 | 530 | 0 | 0 | 1 | 13 | 13 | 3 |
| CHND BROCX The Visit (Wamer Bros.) | $34 / 1$ | 1715 | 533 | 0 | 0 | 2 | 8 | 18 | 6 |
| CHRTS CAGLE My Love Goes On... (Virgin) | 32/3 | 1178 | 395 | 0 | 0 | 0 | 6 | 18 | 10 |
| MENHY CHESNEY I Lost it (BNA/RLG) | 37/ | 2479 | 782 | 0 | 1 | 1 | 24 | 11 | 0 |
| CLARK FAntly... (Meanwhile) Back... (Curb) | 29/5 | 1021 | 323 | 0 | 0 | 1 | 3 | 15 | 10 |
| TERRI CLARK A Littie Gasoline (Mercury) | 331 | 1810 | 568 | 0 | - | 2 | 9 | 20 | 2 |
| BuLIY RAY CYRUS You Won't Be... (Monument) | 39\% | 1932 | 607 | - | 0 | 2 | 13 | 17 | 1 |
| CLAY DAMDSON I Can't Lie To Me (Virgin) | 300 | 1422 | 448 | 0 | 0 | 0 | 8 | 17 | 5 |
| DSEE CHMCKS Without You (Monument) | 37\% | 244 | 912 | 0 | 2 | 5 | 20 | 10 | 0 |
| MMBSHALL DYLLON Live it Up (DreamCatcher) | 20 | 103 | 31 | 0 | 0 | 0 | 1 | 1 | 0 |
| SARA EVaNS Bom To Ay (RCARLG) | 37/1 | 2620 | 828 | 0 | 2 | 2 | 22 | 8 | 2 |
| VINCE GHL Feels Like Love (MCA) | 37/0 | 3270 | 1028 | 1 | 2 | 11 | 18 | 5 | 0 |
| nady crices you Made Me That Way (RCARLLG) | 13/5 | 24 | 90 | 0 | - | 0 | 0 | 5 | 8 |
| ERIC HEATHERLY Swimming in... (Mercury) | 7/0 | 205 | 85 | 0 | $\bullet$ | 0 | 0 | 7 | 0 |
| FANTH HILLTIM MCGRAW Let's... (Warner Bros.) | 35/0 | 3637 | 1143 | 1 | 3 | 21 | 6 | 4 | 0 |
| STEVE HOLY Blue Moon (Curb) | 11/0 | 650 | 197 | 0 | 0 | 1 | 3 | 8 | 1 |
| CAROLYN DAWN JOHMSON Georgia (Arista/RLG) | 10/2 | 322 | 112 | 0 | 0 | 0 | 1 | 6 | 3 |
| JOLIE \& THE WANTED I Would (DreamWorks) | 5\% | 117 | 38 | 0 | 0 | 0 | 0 | 2 | 3 |
| TOBY KEITH Country Comes To Town (DreamWorks) ${ }^{\text { }}$ | 37/ | 4094 | 1282 | 1 | 7 | 23 | 4 | 1 | 1 |
| TRACY LAWRENCE Lonely (Atlantic) | 35/0 | 2764 | 863 | 0 | 3 | 3 | 22 | 7 | 0 |
| LONESTAR Tell Her (BNA/RLG) | 34/8 | 1365 | 438 | 0 | 1 | 2 | 2 | 18 | 11 |
| PATTY LOVELESS That's The Kind... (Epic) | 37/1 | 2503 | 788 | 0 | 0 | 1 | 26 | 9 | 1 |
| MARTILA MCBRIDE There You Are (RCA) | 37/0 | 3074 | 967 | 0 | 3 | 8 | 18 | 8 | 0 |
| NEAL MCCOY Every Man For... (Giant) | 18/3 | 574 | 178 | 0 | 0 | 0 | 0 | 13 | 5 |
| REBA MCENTIRE We're So Good... (MCA) | 31/2 | 1349 | 422 | 0 | 0 | 0 | 5 | 22 | 4 |
| TIM MCGRAW My Next Thirty Years (Curb) | 36/1 | 2229 | 711 | 0 | 2 | 1 | 16 | 15 | 2 |
| JO DEE MESSINA That's The Way (Curb) | 31/0 | 3140 | 994 | 1 | 2 | 19 | 5 | 3 | 1 |
| GEORGIA MIDOLEMAN No Place Like Home (Giant) | 1/0 | 17 | 5 | 0 | 0 | 0 | 0 | 0 | 1 |
| MONTGOMERY GENTRY All Night Long (Columbia) | 7/0 | 227 | - 66 | 0 | 0 | 0 | 0 | 4 | 3 |
| JOHN M. MONTGOMERY The Little Girl (Atlantic) | 37/0 | 3981 | 1243 | 0 | 8 | 19 | 7 | 3 | 0 |
| JAMIE O'NEAL There is No Arizona (Mercury) | 20/3 | 760 | 251 | 0 | 0 | 0 | 4 | 11 | 5 |
| BRaD PAISLEY We Danced (Arista/RLG) | 37/0 | 3049 | 955 | 0 | 3 | 7 | 23 | 4 | 0 |
| RASCAL FLATTS This Everyday Love (Lyric Street) | 28/5 | 966 | 309 | 0 | 0 | 0 | 2 | 18 | 8 |
| RaYE w/EAKES Tired Of Loving This Way (Epic) | 2/0 | 99 | 26 | 0 | 0 | 0 | 1 | 0 | 1 |
| JOHN RICH I Pray For You (BNARRLG) | 1/0 | 26 | 9 | 0 | 0 | 0 | 0 | 0 | 1 |
| RICOCHET She's Gone (Columbia) | 6/0 | 183 | 60 | 0 | 0 | 0 | 0 | 3 | 3 |
| LEANN RIMES I Need You (Sparrow/Curb/Capitol) | 33/0 | 3067 | 959 | 1 | 3 | 12 | 13 | 2 | 2 |
| KENNY ROGERS He Will, She Knows (DreamWorks) | 23/1 | 1106 | 342 | 0 | 0 | 0 | 5 | 17 | 1 |
| DARYLE SINGLETARY I Knew I Loved You (Audium) | 3/0 | 164 | 45 | 0 | 0 | 0 | 1 | 2 | 0 |
| SONS OF THE DESERT Everybody's... (MCA) | 14/0 | 656 | 195 | 0 | 0 | 0 | 4 | 6 | 4 |
| GEORGE STRAIT Go On (MCA) | 37/0 | 4068 | 1280 | 1 | 4 | 27 | 4 | 1 | 0 |
| CHALEE TENNISON Makin' Up With You (Warner Bros.) | 7/1 | 175 | 55 | 0 | 0 | 0 | 0 | 3 | 4 |
| AARON TIPPIN Kiss This (Lyric Street) | 37/0 | 4358 | 1370 | 2 | 7 | 26 | 2 | 0 | 0 |
| TRAVIS TRITT Best Of Intentions (Columbia) | 37,0 | 3630 | 1150 | 1 | 2 | 19 | 14 | 1 | 0 |
| SHANLA TWAIN I'm Holdin' On To Love... (Mercury) | 35/0 | 2022 | 653 | 0 | 0 | 2 | 11 | 22 | 0 |
| KEITH URBAN But For The Grace... (Capitol) | 5/3 | 199 | 62 | 0 | 0 | 0 | 0 | 5 | 0 |
| PHIL VASSAR Just Another Day (Arista/RLG) | 37/0 | 2940 | 926 | 0 | 1 | 9 | 21 | 6 | 0 |
| CLAY WALKER Once In A... (Giant) | $9 / 0$ | 325 | 106 | 0 | 0 | 0 | 0 | 7 | 2 |
| WARINER w/BROOKS Katie Wants A... (Capitol) | 34/3 | 2133 | 659 | 0 | 2 | 1 | 15 | 12 | 4 |
| MARK WILLS I Want To Know (Every...) (Mercury) | 17/1 | 661 | 204 | 0 | 0 | 0 | 2 | 8 | 7 |
| DARRYL WORLEY A Good Day To....(DreamWorks) | 14/7 | 275 | 96 | 0 | 0 | 0 | 1 | 4 | 9 |
| DWIGHT YOAKAM What Do You Know...(Reprise) | 10/4 | 212 | 70 | 0 | 0 | 0 | 0 | 4 | 6 |

Most Added.
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ALAN JACKSON wow.Memory (Arista/RLG) LOWESTAR Tell Her (BNA/RLG) DARRYL WORLEY A Good Day To Run (DreamWorks) CLARK FAMIY EXPERIENCE (Meanwhile)... (Curt) Rascal FLATIS This Everyday Love (Lyric Street) AMDY GRIGES You Made Me That Way (RCARLG) Dweirl Youran What Do You know About Love (Reprise) 4 LEE AMN WOMACX Ashes By Now (MCA) S. Whaiven W/6. BROOHs Katie Wants... (Capitol) Chits cagle My love Goes On And On (Virgin) Lamie O'meal There is No Arizona (Mercury) MEAL MCCOY Every Man For Himsell (Giant) GARY Allan right Where I Need To Be (MCA) REIT UREAN But For The Grace Of God (Capitol) REEA MCENTIME We're So Good Together (MCA) TRNCE ADwus I'm Gonna Love You Anyway (Capitol) CAROLYW DAWH JOHEBON Georgia (AVISt/RLG) TAMnHY CocinaM So What (EDic) dO DEE MEssMM Bum (Curb)

Most Increased points

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ALAN JACKSON www.Memory (Arista/RLG) LOMESTAR Tell Her (BNARLLG)
TRAVIS TRITT Best Of Intentions (Columbia) TRAVIS TRITI Best Of Intentions (Columbia)
JOHW MICHAEL MONTGOMERY The Little Girin (Atantic)
+373 TIM MCGRAW My Next Thisty Years (Curb) PATTY LOVELESS That's The Kind Of Mood I'm In (Epic) +300 DIXIE CHICKS Without You (Monument) KENNY CHESNEY I LOSt It (BNARRLG) RASCAL FLATTS This Everyday Love (Lyric Street) $\quad+235$ GARY ALLAN Right Where I Need To Be (MCA)
S. WARINER W/G. BROOKS Katie Wants... (Capitol) +227 SHANIA TWAIN I'm Holdin' On To Love... (Mercury) +220 SARA EVANS Born To Fly (RCAVRLG)
BILLY RAY CYRUS YOu WOn't Be LOnely Now (Monument) +191
ANOY GRIGGS You Made Me That Way (RCARLG) +174

[^4]
# The New Album Gallery 

In Stores: October 3, 2000


## Chad Austin

All My Dreams (Asylum/Warner Bros.)
Like Trisha Yearwood and Joe Diffie. Texas-born singer-songwriter Chad Austin got his break in Nashville while singing demos. One of the songs he co-wrote. "Hurt Me All the Time," wound up on Joe Diffie's 1998 Greatest Hits album. Austin is unapologetic about his hard-core country sound, and that's exactly what attracted him to Dale Dodson and Jerry Taylor, who co-produced his debut album. "Those years I sang demos in Nashville helped me feel relaxed in the studio," Austin says. "Yet there was something different about recording my own album. I had butterflies, and the excitement made me sing even better. There's lots of twin harmonies with the fiddle and stecl. Sonny Garrish, the steel player on the Grand Ole Opry, just seems to match my voice beter than anybody else. Every player on the sessions. I think, welcomed the chance to play good country music. I couldn't be happier."


## Chalee Tennison

This Woman's... (Asylum/Wamer Bros.)
Chalee Tennison put her emotions on the line with her 1999 self-litled debut album. Tennison says. "I think it let people know that I could sing ballads and be hurt and cry, but maybe it didn't let them know that in spite of that. I can be lots of fun too. This time I want people to hear and understand that other side of me. I want them to know that I am an extremely happy person. and that $I \cdot m$ a jokester, and a clown at times." Still. she adds. "I think the message I really wanted to get across with this ulbum more than anything else is that I really am your typical woman. I tell people, Look, if you don't want to go out and read all those books about Men Are From Mars and that kind of thing, then just go get this albumi instead. You'll learn why we women pick up stray dogs on the side of the road and bring them home and nurture them. why we cry at movies nonstop and why we deliberately go out and get the video that makes us cry. You'll learn why we're stubborn. Why we fight." Tennison co-wrote seven of the 12 songs on her sophomore album. This Woman 's Heart, including the autobiographical "I'm Healing." which she wrote with Nashville veteran Dean Dillon. The album contains her new single, "Makin" Up With You."


## Merle Haggard

## If I Could Only Fly (Anti)

Much has been written and said about Merle Haggard, but singer/ songwriter Tom Waits points out. "I can always hear a train in his voice. His songs are made of wood and steel - tender, rough and wise. Want to learn how to write songs? Listen to Merle Haggard," Recorded this year at Haggard's own studio. If I Could Only Fly finds him mixing country with bits of jazı. western swing and even a Brazilian samba. Haggard went for a sparse instrumental approach to emphasize the acoustic instruments. The result is a relaxed setting, which leads you to contend that the 63-year-old singer never sounded better. Commenting on the album. Elvis Costello says. "It's great to hear Merle Haggard in a very intimate recording and in such fantastic voice." Or, as Johnny Cash offers. "I wonder from where comes this newfound creativity. The answer is: It isn't newfound. He's mellowed, and yet he's harder. if you can understand that. He's the old Haggard, and yet he's grown. On these songs he flourishes.


## Sara Evans

## Born to Fly (RCA)

After receiving critical acclaim for her 1997 debut album. Three Chords and the Truth, along with critical and commercial success for the 1998 release No Place That Far, Sara Evans arrives with her third project. Born to Fly. "Things are different." Evans says. "You can just feel it. There's something here that just hasn't been here in the past. A lot of it has to do with this music. And a whole lot of it has to do with my confidence level. I am really pumped. I feel like this is the one that is really going to take my career to where it needs to go." Evans co-produced Born to Fly with Paul Worley. best known for his work with The Dixie Chicks and Martina McBride. Evans co-wrote six of the album's 11 songs, including the tide track, which serves as the current single. As far as outside material. Evans' choices include Diane Warren's "I Could Not Ask for More" (a pop hit for Edwin McCain) and Bruce Hornsby's "Every Little Kiss." Hornsby also provides keyboards to the track. Evans says. "This is the most important record I'll ever make. This wasn't some twoday album. We worked on it for more than six months. I felt that it was important to take as long as it needed for it to be a creative statement." She adds, "It's not necessarily a traditional country album, but it's not pop either. It's just me."


## Kacey jones

## Every Man I Love is Either ... (IGO)

You have to appreciate anyone who would enlist Delbert McClinton 10 join them on a reprise of an old Conway Twilty/ Loretta Lynn duet titled "You're the Reason Our Kids Are Ugly." A former member of the late $\quad 80 \mathrm{~s} \mathrm{MCA}$ act Ethel \& The Shameless Hussies, Jones is an excellent singer. However, her penchant for comic songs tends to make some people overlook this fact. Referring to new album. Jones says. "['ve always known my strong suit is my live show, and that was my approach to this particular collection of songs. I paced this album like an onstage performance. taking the audience from the ridiculous to the sublime. It's a litle schizo. but it's never dull." Jones wrote or co-wrote five of the songs, including "Till Dale Earnhardt Wins Cup No. 8." As far as cover material, she includes a Tom Waits tune and another written by her pal Kinky Friedman.

yefr mao

- No. I: "Somecthing Like That" - Tm McGraw (third week)
yenrs maco
- Na. I: "She's Every Woman" - Garth Brooks
- No. I: "Friends In Low Places" - Garth Brooks (third week) rekrs Acto
- No. I: "Some fook Never Learn" - Steve Wariner


## rents mco

- Na. I: "I Believe In You" - Don Wirimms
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- Ha. I: "Blue Eyes Crying tn ..." - Wilie Meson (fourth week)


# Nashaville with Dallas Turner <br> Nights 

Live from Starstruck Studios On Music Row.

Powerful Cross-promotion of your station on Television every afternoon on GAC's Country Request Live with Dallas Turner. access to Nashville's biggest stars and hottest events.

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## Now \& Activo

LEEANN WOMACK Ashes By Now (MCA)
Total Stations: 20, Adds: 17, Points: 909, Plays: 155 (+111)

KEITH URBAN But For The Grace Of God (Capitol) Total Stations: 17, Adds: 8, Points: 796, Plays: $165(+103)$

Songs ranked by total points.


The $107.5 \mathrm{KCIL} /$ Houma, LA crew had a great time as MCA recording artist Mark Chesnutt stopped down South to put on another of his great concerts. Pictured (back row, (-r) are Brad Thibodaux, PD Ray Robicheaux, Chesnutt, Tanya West and Eric Gill. In front are Morning Air Personality Dr. Don and Corey Michaels.


Friday, September 22nd, WPKX Springfield morning stunt guy "Shaggy" performed a death defying feat. During a full live morning show broadcast with "KIX In The Morning" (R.J., Jack 0'Neill \& Shaggy), "Shaggy" went skydiving live. For the very first time in his life he jumped out of an airplane and he did it "Live" on-the-air.


Jones Broadcast Programming held a party called "An Evening With The Stars" at the NAB in San Francisco last week. RLG/BNA recording artists Lonestar performed especially for Lia, host of JBP's national Country show. Pictured (l-r) are Lonestar's Keech Rainwater and Richie McDonald, JBP Artist Relations' Jean Lange, Lonestar's Dean Sams, JBP Host Lia, Lonestar's Michael Britt and JBP Marketing Manager Shawn Smith.

## PLEASE SEND <br> YOUR PHOTOS

R\&R wants your best snapshots (color or black \& white).
Please include the names and titles of all pictured and send them to:
R\&R clo Heidi Van Alstyne: 10100 Santa Monica Bhd., 5th Floor, Los Angeles, CA 90067

## Nontonel Redlo Fompats

## AECPAMOMETWORKS

## Coast-To-Coast

Mark Edwarts • (972) 991-9200
Adds:
SHANIA TWAN I'm Holdin' On To Love... Hottest:
JOHN M. MONTGOMERY The Little Girl DIXIE CHICKS Without You WEMNY CHESNEY I Lost It TIM MCGRAW My Next Thity Years

## ATERMATNE PROCRMMMING

Stave Knoll • (800) 231-2818

## Gary Knoll

Adds:
ALAN JACKSON www. Memory
GASCAL FLATIS This Everyday Love
DARRYL WORLEY A Good Day to Run

## Hettest:

TODY KEITH Country Comes To Town JOHM m. MONTGOMERY The Little Girl

## JHE BROMDCAST PMOERAMMMIM

Ken Moulturie • (800) 426-9082
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## L.J. Smith

Adds:
ALAN JACKSON www.Memory
PATTY LOVELESS That's The Kind Of Mood I'm In MARK WILLS I Want To Know (Everything...)

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## ALAN JACKSON www. Memory

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## GRENT AMERSCAMCOUNTRY

John Hendricks
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DARRYL WORLEY a Good Day To Run
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SARA EVNS Born To Fly

## PREMEREPANOKITWOHES

## After Mirinite

KELLY ERICKSON • (818) 461-5435

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TERRI CLARK A Little Gasoline
ALAN JACKSON www.Memory
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ARRON IIPPIN Kiss This
GEORGE STRAT GO On
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JIM WEST • (970) 949-3339
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ALAN JACKSON www.Memory
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Charlis Cook • (805) 294-9000
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## TOP 10

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## HOT SHOTS

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Heavy roution sonas receeve 28 plays per week. Hot Shots
recoive 21 days por wook.
Intometion currant as of Ocrober \& 2000
${ }^{8}$ October 6, 2000

## Most Played Rocurronts

SHEDNSY I Will...But (Lyric Street)
LONESTAR What About Now (BNARLG)
alan Jackson it Must Be Love (Arista/RLG)
JOE DIFFIE It's Always Somethin' (Epic)
CHAD BROCK Yes! (Wamer Bros.)
LEE ANW WOMACK I Hope You Dance (MCA)
KETTH URBAN Your Everything (Capitol)
FANTH HILL The Way You Love Me (Wamer Bros.)
RASCAL FLAITS Prayin' For Daylight (Lyric Street)
Brooks \& DUNN You'll Always Be Loved By Me (Arista/RLG)
TOBY KEITH How Do You Like Me Now? (DreamWorks)
DIXIE CHICKS Cowboy Take Me Away (Monument)
CLAY walker the Chain of Love (Giant)
REBA MCENTIRE I'Il Be (MCA)
GEORGE STRATT The Best Day (MCA)
aNDY GRIGGS She's More (RCARLG)
TMM MCGRAW Something Like That (Curb)
CLAY DANIDSON Unconditional (Virgin)
LOMESTAR Amazed (BNARLG)
WARREN BROTHERS FISARA EVANS That's The Beat Of A Heart (BNARLG)

## country CoIng For adde. roreno.

BILLY GILMAN Oklahoma (Epic)
DON HENLEY For My Wedding (Warner Bros.)
JO DEE MESSIMA Burn (Curb)
KEITH URBAN But For The Grace Of God (Capitol)
WARREN BROTHERS Move On (BNA/RLG)
LEE ANN WOMACK Ashes By Now (MCA)


Curb recording artist Steve Holy dropped by WKLB/Boston recently to meet the staff. Pictured (back row, l-r) are Promotions Assistant Josh Easler, Promotions Director Jen Joy, PD Mike Brophey, Afternoon Show Host Steve Kelly, Holy and WKLB Personality Marianne Mooney. In front are WKLB Board Operator Norman Simpson and APD/MD Ginny Rogers.

## TOP 100 <br> COUNTRY <br> POWER GOLD

1 BROOXS $\&$ DUNM My Maria
2 Jo dee messima Bye Bye
3 FATH MLL This Kiss
4 TIM mCGRaw Where The Green Grass Grows
5 JOHW M. MONTGOMERY Sold (The Grundy...)
6 Sammy kenshaw She Don't Know She's.
7 BRooks \& DUMM Boot Scootin' Boogie

- TRESHA YEARwood She's in Love With The Boy
- GEORGE STRATT Check Yes Or No

10 david Lee muapiry Dust On The Bottle 11 TOey KEITH Should've Been a Cowboy 12 TMm mcgraw I Like It, I Love It 13 GARTH BROOKS Friends In Low Places 14 ALNH AMCKSON Chattahoochee

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27 alan Jacrson Gone Country 28 GARTM BROoks Two Of A Kind, Working On .. 29 RICOCHET Daddy's Money
30 shania Twann Whose Bed Have Your Boots ..
31 Garth brooks two Pina Coladas
32 Dixie chincus I Can Love You Better
33 memny cheswey She's Got II All
34 shamia Twan You re Still The One
35 mafx Chesnuti li's A Little Too Late 36 Patty loveless blame it On Your Heart 37 brooks 8 OUMw Neon Moon
38 GEORGE STRAT Carrying Your Love With Me 39 CLAY WALKER Then What
40 LITILE TEXAS God Blessed Texas
41 FAITH HILL Wild One
42 CLINT BLaCK Nothin' But The Taillights
43 GARTH BROOKS Rodeo
44 LEANH RIMES One Way Ticket (Because I Can)
45 GARTH BROOKS The Thunder Rolls
46 GARTH BROOKS Shameless
47 mary Chapin carpenter down at The...
48 GARTH BROOKS The Dance
49 MEAL MCCOY Wink
50 alabama I'm In A Hurry (And Don't ...)

51 MEAL MCCOY The Shake
52 vINCE GILL Oon't Let Our Love Start ...
53 Alaw Jackson Don't Rock The Jukebox
54 Shama Twan No One Needs To Know
55 TOBy KEITH A Little Less Talk And A Lot ...
56 GARTH BROOKS That Summer
57 ALAM Jackson Summertime Blues
58 alan ackson Who's Cheatin' Who
59 shaina Twam Don't Be Stupid (You Know l...)
6. JOM mCMEE MONTGOMERY Life's A Dance

61 GEORGE STRATT Love Without End, Amen
62 REBa mcenture fancy
63 JOHW MICHAEL MONTGOMERY I Swear
64 TRISHA YEARwOOD How Do I Live
65 DAMOND AIO Meet In The Middle
6s carth erooks Papa Loved Mama
67 Paitry loveless I Try To Think About Elvis
68 alabama Song of The South
69 vance Gill One More Last Chance 70 martina mceride My Baby Loves Me 71 TOBY KEITH Wish I Didn't Know Now 72 LILA MCcann I Wanna Fall In Love 73 TIM mcgraw Down On The Farm 74 PAM TILLIS Maybe it Was Memphis 75 Jo oee messima Heads Carolina, Tails... 76 JOhw michael montgomeryi Can Love You.

7 ranoy travis Deeper Than The Holler
78 MARTIUA MCBRIDE Independence Day
79 GEORGE STRANT I Cross My Heart
80 Alan Lackson Tall, Tall Trees
01 travis tritt T-r-o-u-b-l-e
©2 MARK WILLS I Do (Cherish You)
83 Brooks $\&$ OUNM That Ain't No Way To Go
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85 JOE DIFFIE Pickup Man
86 DOUG STOME Why Didn't I Think Of That 87 JOHN AMOERSON Straight Tequila Night 88 FANTH HILLTIM MCGRAW It's Your Love 89 JOHN MICHAEL MONTGOMERY I Love The . 90 REBA mCENTIRE is There Life Out There 91 nITTY GRITTY OIRT bano Fishin' In The Dark 92 CLINT BLACK Better Man
93 TIM mCGRaw Don't Take The Girt
94 Sawyer brown Some Girls Do 95 GARTH BROOKS Unanswered Prayers
96 COLLIN Raye That's My Story
97 collin raye Love, Me
98 GARTH BROOKS The River
99 KEVIN SHARP Nobody Knows
100 GARTH BROOKS If Tomorrow Never Comes

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 200 Power Gold is based on YTD monitored airplay data. O 2000, RAR Inc.

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# It's Harder And Harder To Program 

## $\square$ Contesting helps stations in Huntsville and Spokane

Ihe mission for this year's spring book analysis was to find ACs that registered significant year-to-year improvement and were No. I among women 35-64. Many stations satisfied that goal, but the duo highlighted this week have another common, if not rather unusual, thread: Each has a PD named Rob Harder.

Contesting Makes A Difference
WAHR (Star 99)/Huntsville. AL's Rob Harder says that his market is very responsive to contesting. This spring's big promotional vehicle was the Star Songs contest. which ran several times a day throughout the key ratings period and carried a $\$ 100$ incentive each time the song aired.
"We call ourseives 'Star 99.’ but 1 didn't want to be cute and give away \$99." notes Harder, who arrived at WAHR 18 months ago from the MD post at Pop/Alternative WSSR/Tampa. "It's an at-work contest where people listen for specific songs. I like it because it involves our music. It seasy for a format like this to fall into a background music" category, but this contest forces people to pay a little more attention and helps listeners better understand our station."
In contrast to big-money payoffs offered by other stations. Harder contends. "You don't have to spend all day listening. Some people feel that if they miss an essence point of a contest. they won't be able to win the cash. People who miss Star Songs at noon can still win at 2 pm . I'm a very big fan of making contests as mass-appeal and clutter-free as possible."
With a spring contesting budget of close to $\$ 20.000$. Star 99 also ran a promotion called Double Your Money Trivia on its wakeup show. hosted by Harder and Bonny O'Brien. Questions increased in difficulty as contestants tried to reach the $\$ 250$ ceiling.
"It's just a fun and casy game for adults," says Harder. "There's nothing silly. wacky or edgy on our stiation. We like staying in touch and being involved with our community. People here enjoy radio. which is what I love about this market. They play our contests, come to our remotes, know our air personalities and respond to what we do."

## Family Values

WAHR. Harder says. places a strong emphasis on family values. "We don't get preachy, but we never violate listener expectations. We've been hammering away at this for the

last year. and $\mathrm{I}^{\circ} \mathrm{m}$ fortunate to be involved with a station that this town loves. There's no one happier than I am that the ratings went from Point A to Point B. but it's hard to pinpoint exactly why it happened. It looks like things just popped, and we're hoping we can do it again this fall."

Anong 27 rated signals this spring. WAHR ranked first in its market among women 25-54 with a 13.5-22.4 jump. It also placed tops in women 35-64 with a 10.4-18.8 gain. Harder credits the twiceyearly music testing of Momentum Research/Chicago with some of that success. He remarks. "We like to stay on top of what our audience likes: that's a big part of what we do here..We've focused the music so there's enough tempo for people to listen at work."

The link between Harder and Monentum can be traced to WSSR. Chuck Morgan was the Pop/Alternative's programmer, but the respected PD departed to join Momentum. "He revived my radio career when he brought me to Tampa." says Harder. "I can't overstate how much I think of him as a friend and a programmer."

A big believer in "purity." Harder says. "We keep it very simple, because you don't have very long to make an impact these days. You can't clutter up the product. [Parent] STG has certainly spent a lot of money on television and outdoor to make sure everybody in this market knows about the station."

## Consolidation Creates Big Cash Payout

"Collective contesting" has become part of our jargon. The ability to dangle a big-money cash payout.
such as a $\$ 5.000$ Song of the Day comest, may have been a signiticant factor in KISC/Spokane's springspring gains and first-place finish among women 35-64.

As part of a mass promotion. 37 AMFM properties played a designated song at the same time of day. Listeners were given a toll-free number to call when they heard it. and the 100 th caller won the money. "There's obviously no way a station in a market this size could offer a prize like that." notes KISC's Rob Harder. who works in market No. 91. The fact that Spokane listeners competed with those from other parts of the U.S. wasn't hidden. "Disclaimers run throughout the day, stating that it is a collective contest." Harder says. "Official rules are available at our front desk. and we also posted them on our website. It wasn't like we kept it a total secret. and several winners came from our market."
There wasn't much concern among listeners. KISC's Harder claims. that the contest was national in scope. "The only thing they cared about was having a chance to win a lot of money. Everyone who buys a Monopoly piece at McDonald's is competing against every other McDonald's Monopoly player in the country. It's the same kind of deal."

## The Stakes Get Higher

Now under the Clear Channel banner. KISC is again involved in the collective contesting concept. The stakes have increased. however. to $\$ 10,000$ for this fall's promotion. "Stations doing it for the first time are probably a little suspicious about how it will work and what type of reaction they'll get." Harder says. "But our airstaff really seemed to buy into the concept. and they sold it very well on the air."
Not everyone, of course, was pleased with it. "The competition turned the newspaper on us. and [the Spokesman-Review] did an article, but it didn't seem to make much difference." recalls Harder.
"It actually brought more attention to the fact that we were giving away a large amount of money. Clear Channel owns so many stations, and it appears that others will have to do

## Spring No. 1 Club

The following top-200-market stations attained No. 1 status this spring among women $35-64$. Stations are ranked in descending order of share in that demo. Top-100-market outlets are broken out first, followed by facilities in markets 101-200. The station's demo share is followed by that statistics' spring 1999 to spring 2000 fluctuation.

## Markets 1-100

| Mkt | Calls/City | Share | Fluctuation |
| :---: | :---: | :---: | :---: |
| 76 | WJBRWilmington, DE | 19.6 | +6\% |
| 44 | WRCHHartiord | 19.5 | -6\% |
| 99 | WLTWMorristown + | 17.1 | +54\% |
| 25 | KKCW/Portland | 16.1 | +10\% |
| 60 |  | 15.8 | +49\% |
| 57 | WTVR-FM/Richmond | 15.7 | +2\% |
| 80 | WHYN.FMSSpringtield. MA* | 15.7 | +9\% |
| 45 | WJYE/Butfalo | 15.4 | +11\% |
| 19 | KEZK/SI. Louis | 15.2 | +13\% |
| 7 | WNIC/Detroit | 15.1 | +8\% |
| 43 | WJXANashville | 14.9 | +51\% |
| 59 | WYJB/Albany | 14.9 | -10\% |
| 61 | KMXZTucson | 14.9 | +57\% |
| 93 | WMGF/Daytona Beach + | 14.9 | -15\% |
| 84 | KRBB/Wichita | 14.8 | +51\% |
| 94 | KKLI/Colorado Springs | 14.7 | +110\% |
| 50 | WEAT-FMWest Palm Beach | 14.4 | -3\% |
| 64 | WMGSWilkes Barre | 14.4 | -11\% |
| 33 | WWL//Providence | 14.1 | -3\% |
| 56 | WMMXDayton* | 14.0 | +33\% |
| 40 | KSNE/Las Vegas | 13.7 | +16\% |
| 34 | WSNY/Columbus | 13.5 | -18\% |
| 75 | WYYY/Syracuse | 12.7 | +53\% |
| 91 | KISC/Spokane | 12.6 | +64\% |
| 26 | WRRMCCincinnati | 12.5 | Flat |
| 58 | WSPA-FMGreenville, SC | 12.5 | +29\% |
| 52 | WRMMRochester, NY | 12.1 | +7\% |
| 42 | WMAG/Greensboro | 12.0 | +8\% |
| 5 | WBEB/Philadelphia | 11.9 | -2\% |
| 36 | WWDE/Nortolk | 11.9 | +63\% |
| 17 | WLTEMinneapolis | 11.8 | +11\% |
| 82 | KRVE/Baton Rouge | 11.7 | +46\% |
| 23 | KOS/Denver | 11.5 | +28\% |
| 41 | WLMG/New Orieans | 11.3 | +55\% |
| 24 | WDOK/Cleveland | 11.0 | -8\% |
| 90 | WKTK/Gainesville | 11.0 | +12\% |
| 22 | WSHHP/itsburgh | 10.9 | +33\% |
| 35 | KSFI/Saht Lake City | 10.9 | -19\% |
| 16 | KESZ/Phoenix | 10.8 | +24\% |
| 66 | WOOD-FMGGrand Rapids | 10.6 | +22\% |
| 8 | WMJXBoston | 10.1 | +13\% |
| 1 | WLTW/New York | 9.8 | +20\% |
| 18 | WALKLIong Island | 9.6 | -6\% |
| 95 | WLRQ/Meltourne | 9.6 | -21\% |
| 46 | WRVRMemphis | 9.4 | +1\% |
| 10 | KODAHouston | 9.2 | -21\% |
| 21 | WDUVTampa | 8.9 | +51\% |
| 47 | WOBM-FMMonmóuth | 8.8 | +2\% |
| 30 | KUDL/Kansas City | 8.0 | -13\% |
| 74 | KWAV/Monterey | 7.4 | -25\% |
| 12 | WLYF/Miami | 7.3 | -5\% |
| - Hot AC |  |  |  |
| + Bel | w-the-line signal | Continued on Page xx |  |

the same thing. If you're giving away $\$ 100$ a day. and your competitor is giving away $\$ 10,000$ a day. you'll probably want to investigate how to do this sort of thing."

Twenty-three stations appeared in Arbitron's Spokane spring book. KISC emerged as the winner among women 25-54 (7.3-11.4) and women 35-64 (7.7-12.6). Crosstown AC rival KXLY-FM was run-ner-up to KISC in the latter demo (14.8-11.9) and placed fourth among fenales 25-54 (13.4-9.1).

The departure of KXLY morning duo Scot \& Sam may have also benefited KISC. "They left for a Religious station in Seattle in the middle of the book, and our morning numbers went up." says Harder. "Musi-
cally and promotionally, KXLY is do ing pretty much what they ve dons in the past. It did an off-air contess this spring, calling several people: day and offering $\$ 300$ as the prize We're 'Lite Rock.' and we're alsc more uptempo."

## TALK BACK TO R\&R!

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

Call me at 310-788-1664
or e-mail:
mkinosox@rronline.com

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 10 | DON HENLEY Taking You Home (Warner Bros.) | 2298 | $+86$ | 242404 | 23 | 108/0 |
| 2 | MARC aNTHONY You Sang To Me (Columbia) | 2278 | +70 | 289498 | 33 | 113,0 |
| 6 | BRMax Back Here (Hollywood) | 2079 | +194 | 243328 | 8 | 107/3 |
| 3 4 | FNTH HML Breathe (Warner Bros.) | 2052 | . 149 | 274976 | 38 | 1090 |
| 45 | LEANH RImes I Need You (Sparrow/Curt/Capitol) | 2018 | . 107 | 211857 | 28 | 107/0 |
| 56 | CHRISTIM AgUILERA I Tum To You (RCA) | 1795 | -125 | 192940 | 23 | 101/0 |
| 7 7 | LOwESTAR Amazed (BNA) | 164 | -124 | 203395 | 55 | 108\% |
| 8 | SAVAGE GARDEN I Knew I Loved You (Columbia) | 1581 | -55 | 198040 | 51 | 1050 |
| 9 9 | CELINE DION That's The Way it is (550 Music) | 1321 | -158 | 165981 | 48 | 102/0 |
| 1110 | bacrstreet boys Show Me The Meaning Of... (Jive) | 1308 | -25 | 160198 | 37 | 9900 |
| 10 | LARA FABMN I Will Love Again (Columbia) | 1256 | -153 | 154101 | 20 | 930 |
| 17 0 | MARTIM MCBRIDE There You Are (RCA) | 1201 | +181 | 110033 | 10 | 950/0 |
| 18 | FAITH HMLL The Way You Love Me (Warner Bros.) | 1181 | +169 | 124467 | 7 | 95/3 |
| 15 | JIIN BRICNuMn The Love I Found in You (Windham Hill) | 1115 | +14 | 104877 | 10 | 91/1 |
| 16 | MARC ANTHONY My Baby You (Columbia) | 1087 | +59 | 156510 | 5 | 98.5 |
| Erastor | HUEY LEWS \& GWMNETH PALTROW Cruisin' (Hollywood) | 1034 | +368 | 138034 | 3 | 83/8 |
| ${ }^{13}$ | BRIMN mctumert Back At One (Motown/niversal) | 1035 | -82 | 147793 | 42 | 8900 |
| 14 | PHIL COLLMS You'll Be in My Heart (Hollywood) | 935 | -148 | 135887 | 77 | 91/0 |
| 12 19 | W. HOUSTON \& E. IGLESIAS Could I Have This Kiss Forever (Arista) | 862 | -260 | 102183 | 20 | $89 / 0$ |
| 19 | Backstiekt boys The One (Jive) | 857 | -129 | 101241 | 17 | 860 |
| 21 | ELTON JONW Friends Never Say Goodbye (DreamWorks) | 782 | +22 | 101688 | 6 | 87/0 |
| 30 | 'N SWWC This I Promise You (Jive) | 616 | +293 | 100388 | 2 | 82/20 |
| 23 | J0E I Wanna Know (Jive) | 572 | . 76 | 94028 | 11 | 630 |
| ${ }^{4}$ | STING Desert Rose (A\&MMInterscope) | 572 | +14 | 54541 | 10 | $38 / 1$ |
| 8 z | SHELBY LYw | 492 | -1 | 38540 | 6 | $68 / 2$ |
| ${ }^{2}$ | ROXETIE Wish I Could Fly (Edel America) | 450 | -11 | 34168 | 7 | 540 |
| 2 | CORRS Breathless (143/Lava/Atantic) | 428 | +48 | 32426 | 5 | 47/I |
| 20 | LEANN RIMES Can't Fight The Moonlight (Curb) | 411 | $+84$ | 34524. | 2 | 61/11 |
| , | BILLY GILman One Voice (550 Music) | 265 | -3 | 29677 | 2 | 36\%0 |
| - 30 | EVAN AND JARON Crazy For This Girr (Columbia) | 263 | +20 | 19451 | 3 | 27/0 |



> 114 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the aiplay week of Sunday 924 -Saturday $9 / 30$. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 875 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100 ). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R\&R Inc

## OSchR De La HOVA Run To Me (EMI Latin/Capitol)

Total Plays: 162, Tota Sutions 41. Adots 9
LEE ANW WOMACK I Hope You Dance (MCA)
Total Plays: 152. Total Stations: 14. Adds
MiMA GORDON Tonight And The Rest Of My Lite (Warner Bros.) robel Peys. 151, row Sucions 23. Ados: 2
MacHacl MeDOMALD The Meaning of Love (Ramp)
Totel Peys. 116 . Totel Stilions 25 Adsts 3
sAMAGE GARBEN Altirmation (Columbia)
Totel Pass. S5. Totel Setions: 16. Ader: 1
Picirind cinat Days In Avalon (Signot 21)

ancxstreet eors Shape Of My Heart (Jive)
Total Pleys: 78. Total Stations: 43. Adoss 43
JOE COCMER She Believes In Me (Eagle)
Totel Pers. 54. Totel Sticions. 12. Adds.
MATHE LEE Love Never Fails (Universal)
Totel Pare: 23. Tote Stions: 16. Ades: 11
Leen Mish Need To Be Noxt To You (Engine/Arista)
Tow Pers: 15. Tote Stions: 25 . Ause 25
LMA FAMMM Love By Grace (Columbia)
roter Pers: 2. Totel Stiliome 13. Aoce: 13


## $S \wedge R \wedge H B R I G H T M \wedge N$

## A Whiter Shade of Pale

## IMPACT DATE: October 16

from her Top 20 album La Lina
> La Luna shipped GOLD

- \#17 debut on the

Billboard Top 200
$>$ Over 50,000 units scanned in the first week!

## RADIO CONTACT <br> Jack Ashton <br> Ashton Consulting 818-880-1819 ashtonconsults@aolic

label contact:
Andria Tay
Sr. Director of Marketing
212-253-3021
andria.tay@capitolrecords.
\#1 MOST ADDED @ AdULT ALTERNATIVE

10/B WASHINGTON DC
10/16-17. STOCKHOLM, SWE
10/19-20 HAMBURG, GER
10/23-25 LONDON, ENG
10/28 MILAN, ITA
10/30-11/ P PARIS, FRA
11/10.11 SEATLE, WA
11/1314 DAKLAND,CA
11166-18 LOS ANGELES, CA(willem)
$11 / 20$ DENVER,CO
11/24 CHicheo, IL
11/28-29 TORONTO, ONT
12/1-3 BOSTON MA
127.9. NEW YORK, NY (Beacon)

105-6 TODAY SHOW
114 SATURDAY NIGHT LNE

## PAUL

From the new album YOU'RETHE ONE
Produced by Pau! Simon I Managemont: Eddie Simon and Jeff Kramer I www.paulsimon.com

## Most Played Recurrents

| SANTANA I/ROB THOMAS Smooth (Arista) |
| :---: |
| 98 DEGREES I Do (Cherish You) (Universal) |
| BACKSTREET 80YS I Want it That Way (Jive) |
| EDWIN McCain I Could Not Ask For More (Lava/Allantic) |
| Savage garden Crash And Burn (Columbia) |
| SHANIA TWANH From This Moment On (Mercuy/IDJMG) |
| SARAH McLACHLAN I Will Remember You (Arista) |
| 'N SYHC (God Must Have Spent) A Little More Time On You (RCA) |
| CHER Believe (Warner Bros.) |
| 98 DEGREES The Hardest Thing (Universal) |
| FAITH HILL This Kiss (Wamer Bros.) |
| PHIL COLLINS True Colors (Atantic) |
| matalie inbrauglia torn (rCa) |
| SIXPENCE HONE THE RICHER Kiss Me (SquintColumbia) |
| ELTON JOHN Someday Out Of The Blue (DreamWorks) |
| MARC ANTHONY I Need To Know (Columbia) |
| AEROSMITH I Don't Want To Miss A Thing (Columbia) |
| MACY GRAY I Try (EDic) |
| ENRIQUE IGLESLAS Bailamos (OverbrookInterscope) |
| 'N SYMC w/GL ORIA ESTEFAN Music Of My Heart (Epic) |

## AC Boing For Adde...................................................

LEE ANN WOMACK I Hope You Dance (MCAUniversal)


## TOP $100 \underset{\text { POWER GOLD }}{1 C}$

1 Savage garden Truly Madly Deeply
2 shania Twain You're Still The One
3 Sarah mClachlan Anget
4 LeANn RIMES How Do ILive
5 8. medLey \& J. warnes flive Had) The Time.
6 BRYAN ADAMS (Everything I Do) I Do lt .
7 EDWIN MCCAM I'II Be
8 CELINE DION Because You Loved Me
9 backstreet boys as long as you...
10 R. KELLY I Believe I Can Fly
11 Paula cole I Don't Want To Wait
12 POLICE Every Breath You Take
13 ROD STEWART Forever Young
14 RICHARO MARX Right Here Waiting
15 ROD STEWART Have I Told You Lately
16 backstreet boys lill Never Break...
17 BOHNIE RANTT Something To Taik About
18 CELINE DION My Heart Will Go On
19 MICHAEL BOLTON When A Man Loves...
20 ERIC CLAPTON Tears in Heaven
21 BEACH BOYS Kokomo
22 AMY GRANT Baby Baby
23 BETTE MIDLER Wind Beneath My Wings
24 SEAL Kiss From A Rose
25 tina turmer what's Love Got To Do with it
26 JOURMEY Open Arms
27 ELTON JOHN Something About The Way..
28 JOURMEY Faithfully
29 aAcustREETBOYSQuil PayngGanes.
30 maniah carey Hero
31 JImmy CUFF I Can See Clearty Now
32 FOREIGNER I Want To Know What Love Is
33 SOPHIE B. HAWKINS As I Lay Me Down
34 chicaco You're The Inspiration
35 HALL 8 OATES You've Lost That Lovin" Feelin'
36 ROXETHE it Must Have Been Love
37 EAIC CLAPTON Chang The World
38 vanessa wiluams Save The Best For Last
39 ALL-4-ONE I Swear
40 ELTON john Can You Feel The Love Tonight
41 BERLIN Take My Breath Away
42 ALL-4-OME I Can Love You Like That
43 Whithey houston I Will Always Love You
44 BRYAN ADAMS Have You Ever Really...
45 mike \& the mechanics The Living Years
45 TOMI BRAXTON Un-break My Heart
47 ERIC CARMEN Hungry Eyes
48 CHRIS DEBURGH The Lady in Red
49 PAUL YOUNG On Girl
50 SIMPLY REO If You Don't Know Me By Now

51 ERIC CLAPTON Layla (Unplugged) 52 ERIC CLAPTOW Wonderful Tonight 53 JEwEL You Were Meant For Me
54 RED SPEEDWAGON Can't Fight This..
55 JOHn wajte missing You
56 OES'REE You Gotta Be
57 BRYAN ADAMS Please Forgive Me 58 CYNDI LAUPER Time After Time
59 Whan! Careless Whisper
60 BOYZ II MEN 'll Make Love To You
61 bonnie rait I Can't Make You Love Me 62 BETTE MIDLER From A Distance 63 GENESIS In Too Deep
64 B. Vera \& the beaters at This Moment
65 ERIC CLAPTON My Father's Eyes
66 CHER The Shoop Shoop Song (It's ...)
67 CHER if I Could Turn Back Time
68 REO SPEEDWAGON Keep On Loving You
69 BILLY JOEL The River Of Dreams
70 BENHY MAROONES Into The Night
71 Patrick swayze She's Like The Wind 72 CELINE DION The Power Of Love 73 DONHA LEWIS I Love You Always Forever 74 ROD STEwART Reason To Believe. 75 TONY RICH PRONECT Nobody Knows 76 PHIL COLLUNSAgainstANOdds... 77 heart These Dreams
78 ROD STEwART So Far Away
79 chicago Hard To Say l'm Sorry
80 IREME Cara What A Feeling
$81 \mathrm{~m} . \mathrm{mcspide} 8 \mathrm{~J}$. BRicman valentine
82 ROO STEWART Rhythm Of My Hean
83 WILSON PHILLIPS Hold On
84 ELTON JOHN I Guess That's Why They ... 85 EURYTHMICSSweetDreams....
86 STING Fields Of Gold
87 maoonna Take A Bow
88 RIGHTEDUS BROTHERSUnctained Metody
b9 PHIL collins You Can't Hurry Love 90 LUTHER Vandoross Here And Now 91 Selema i Could Fall in Love 92 chicago Will You Still Love Me? 93 ATLANTIC STARR Always 94 ELTON JOHm Circle Of Life

95 MARIAH CAREY ill Be There
96 ELJON JOHN Candle In The Wind (Live)
97 tracy chapman Give Me One Reason
98 MR. MISTER Broken Wings
99 L. RONSTADT/A. MEVILLE DOn't Know.
100 BILLY JOEL The Longest Time

## AC Playlists

96 • RaR October 6, 2000


| WEA Radio inc Coniey $\qquad$ | 18980121 |
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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| , |  | MATCHBOX TWENTY Bent (Lava/Atantic) | 3429 | -198 | 357467 | 25 | 870 |
| 5 | - | CREED With Arms Wide Open (Wind-up) | 2840 | +275 | 304317 | 6 | 79/2 |
| 2 | 3 | MINE DAY8 Absolutely (Story Of A Girl) (550 Music) | 2750 | -144 | 300199 | 23 | 85/0 |
| 3 | - | EVERCLEAR Wonderiful (Capitol) | 2772 | -2 | . 277387 | 14 | 840 |
| 4 | 5 | STING Desert Rose (A\&MMnterscope) | 2546 | -185 | 294818 | 24 | 83/1 |
| 8 | - | 3 DOORS DOWN Kryptonite (Republic/Universal) | 2432 | +23 | 272296 | 12 | 61/0 |
| 9 | - | VERTICAL HORIZON You're A God (RCA) | 2365 | +34 | 240784 | 12 | 81/3 |
| 6 |  | SISTER HAZEL Change Your Mind (Universal) | 2295 | -211 | 206722 | 19 | 79/0 |
| 10 | (2) | baremaked ladies Pinch Me (Reprise) | 2283 | +133 | 254119 | 7 | 82/0 |
| 7 | 10 | VERTICAL HORIZON Everything You Want (RCA) | 2205 | -252 | 256855 | 41 | 84/0 |
| 12 | (1) | BON JOVI It's My Life (Island/IDJMG) | 1932 | -31 | 198723 | 10 | 76/1 |
| 11 | 12 | MIMA GORDON Tonight And The Rest Of My... (Wamer Bros.) | 1827 | -167 | 193039 | 15 | 7710 |
| 15 | (1) | EVAN AND JaRON Crazy For This Girl (Columbia) | 1763 | +75 | 181550 | 8 | 77/3 |
| 14 | 14 | bBMaX Back Here (Hollywood) | 1631 | -87 | 209111 | 16. | 58/0 |
| 13 | 15 | CREED Higher (Wind-up) | 1617 | -115 | 192475 | 31 | 64/0 |
| 16 | 16 | FASTBALL You're An Ocean (Hollywood) | 1562 | -102 | 161333 | 8 | 75/0 |
| 17 | 17 | SANTAMA F/ROB THOMAS Smooth (Arista) | 1471 | -43 | 163305 | 64 | 83/0 |
| 20 | (18) | THIRD EYE BLIND Deep Inside Of You (Elehtra/EEG) | 1368 | -7 | 141084 | 9 | 59/0 |
| 18 | 19 | THIRD EYE BLIND Never Let You Go (Elehtra/EEG) | 1359 | -28 | 148304 | 39 | 61/0 |
| 19 | 20 | MACY GRAY I Try (Epic) | 1273 | -102 | 139641 | 37 | 73/0 |
| 22 | (2) | MADONMA Music (MaverickWB) | 1271 | +137 | 117012 | 6 | 4411 |
| 21 | 22 | DIDO Here With Me (Arista) | 1187 | -62 | 141106 | 13 | 55/0 |
| 23 | (3) | FAITH HILL The Way You Love Me (Wamer Bros.) | 1179 | +92 | 119152 |  | 57/3 |
| ${ }^{28}$ | (2) | MATCHBOX TWENTY If You're Gone (Lava/Atlantic) | 1082 | $+460$ | 132332 | 2 | 69/6 |
| 24 | (2) | DON HENLEY Taking You Home (Wamer Bros.) | 1010 | +14 | 115419 | 20 | 44/0 |
| 25 | (26) | WALLFLOWERS Sleepwalker (Interscope) | 890 | +53 | 111232 | 3 | 48/5 |
| ${ }^{27}$ | 2 | CORRS Breathless (143/Lava/Atlantic) | 830 | +99 | 108669 | 4 | 51/4 |
| 26 | (8) | 'W SYNC It's Gonna Be Me (Jive) | 716 | -29 | 85819 | 8 | 25/0 |
| Debut) | (29) | SHAWH MulLuns Everywhere I Go (Columbia) | 604 | +156 | 60742 | 1 | 49/10 |
| Debut | (1) | RED HOT CHILI PEPPERS Californication (Warner Bros.) | 562 | +65 | 69561 | 1 | 307 |

93 Hot AC reporters. Monitored airplay dala supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday $9 / 24$-Saturday $9 / 30$. 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 Artitron Company (Copyright 2000, The Arbitron Company). © 2000, R\&R Inc.

CHRESTMM AGUuleRA Come On Over (All I Want IS You) (RCA)
Tota Plays 528. Total Sutions 20. Adds ? oExter faceeash Leaving Jown (Capital) U2 Beautitul Day (Interscope) Toted Pisps: 452. Total Stubons. 18, Adds 3 awid Gray batyion (ATORCA) Toes Preys 439. Towal Sutions 36 . noos 5 24 Deghess Give Me Just Ona Nigh (Una Mocta) (Universal)
 Lota Plys: 391, Total Stations 27. Auds: Richy mertin She Bangs (Coummbia Toter Pleys: 353, Toter Setbing: 24, Adas 10 samtane tone martirios Love of My Life (Arista) Total Peys 318 , Toteral Sutions 23. Adds: 0 Luet Doesn't Really Matter (Det Souhlommg Total Plays 315. Toel Statons: 11, acts.
mome oars if I Am ( 550 Music) Toua Plys: 292. Toal Stuions 26. Aucts: 6 Total Peys 206 Tocal Strions (Edew Anerica) SR-71 Right Now (RCA) Toep Pays: 285. Toter Stations. 15, Aass: 0 MaRC RTHIONY My Baby You (Columbia) Toter Perys 233. Toten Strions 13, Ades: 0 rabtesa mosi Compt (550 Music) Toer Ploys 22s. Toes Stuions: 10, nods: 0 SOMLECXSHON Faded (MCA) Total Preys. 206. Tows Stbons: 10, Ados 3
 ESTOFS 7 Ouestion Everything (Reprise) Tote Ptess: 199. Toel Setions: 15, Adas: 0 - 1 s sinic This I Promise You (five) Tome fieys tu9. Tow Sations: 14, Ados: 5
mact cray Still (Epic)
Total Peys: 141. Tobe Stitions 21 atos. mexsticet core shape of My Hear (tive) Totel Pleyt 108. Totel Stutions 11. Ados. 11 inmes micuace inhole (Beyond) Toel Peyys: 104. Toer Sumons: 10. Ades: 0 HTEA SEVEM The Only Thing That's Aeal (Arista)
 HELIT Livive Gota Get Bick (IstandIDMMG)


Tavers Turn (Epic)
tol Pors 74 , 5 )
Towe Pays: 14. Tomer Stations: 10. Ads: 1
catich mople Symphony (Hollywood)
 Iote Plen: 24, Iote Sutions: 12. Adas: 12

## Most Addod.


winim Tme welis)
LEIGH MLSH Heed To Be Next To You (Engine/Arista) BacxstREET BOYS Shape Of My Hean (Jive) SHAWH MULLIUS Everywhere I Go (Columbia) RICEY MARTIN She Bangs (Columbia)
LEmiry Kraviz Again (Virgin)
MaCY GRAY Still (Epic)
REO HOT CHML PEPPERS Cakitornication (Wamer Bros.) ? MATCHBOX TWENTY If You're Gone (Lava/Atiantic) MINE DAYS If I Am ( 550 Music)
MELLY FURTADO I'm Like A Bird (DreamWorks) VIBROLUSH Touch And Go (IguanaN2)

## Most Increased

 Playsantst tite lasels)
TOTAL

CAEED With Arms Wide Open (Wind-up) +275
RICIY MARTIN She Bangs (Columbia)
LENAY KRAVITZ Again (Virgin)
SHAWN MULLINS Everywhere I Go (Columbia)
MADONMA Music (MaverickWB)
macy GRAY Still (Epic)
BAREMAKED LADIES Pinch Me (Reprise)
NINE DAYS H I Am (550 Music)
DAMD GRAY Babylon (ATO/RCA)

## 11 10 <br> 10

> 18 8 7 6 6

## Breakers.

## Mo Somas Quallifid Fwr Preaker Stritus

 This Weck






 howner, wio ast changed.

Most Played Recurrents

Smash mouth Then The Morming Comes (Interscope)
G00 G00 DOLLS Broadway (Warner Bros.)
FAITH HILL Breathe (Warner Bros.)
IRAN Meet Virginia (Aware/Columbia)
Savage garden Crash And Burn (Columbia)
GOO GOO DOLLS Black Balloon (Warner Bros.)
SUGAR RAY Someday (Lava/Atlantic)
G00 G00 DOLLS Slide (Warner Bros.)
SMASH MOUTH All Star (Interscope)
MARC ANTHONY I Need To Know (Columbia)
TAL BACHMAN She's So High (Columbia)
fastball Out Of My Head (Hollywood)
marc anthony you Sang To Me (Columbia)
SUGAR RAY Every Morning (Lava/Atlantic)
SIXPENCE NONE THE RICHER Kiss Me (SquintColumbia)
LONESTAR Amazed (BNA)
GOO GOO DOLLS tris (Warner Sunset/Reprise)
natalie imbruglia tom (RCA)
SAvage garden I Knew I Loved You (Columbia)
EaGle-EYE CHERRY Save Tonight (WorkEpig)

## HOT AC Going For Adds 109100

CAVIAR Tangerine Speedo (Island/IDJMG)
DON HENLEY My Thanksgiving (Warner Bros.)
UNAMERICAN Tonight's The first Night (Estupendo/Universal)
LEE ANN WOMACK I Hope You Dance (MCAUUniversal)

PLEASE SEND YOUR PHOTOS

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

> Please include the names and titles of all pictured and send them to:

R\&R c/o Mike Kinosian: 10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

## TOP 100 <br> POWER GOLD

1 GREEN OAY Time Of Your Life...
2 Sarah mclachlan Angel
3 SUGAR Ray fly
4 EOWIM MCCAIN III Be
5 Matchbox 20 3am
6 fastball The Way
7 thiro eye blino Semi-Charmed Life
8 Sister hazel All for You
9 matchbox 20 Real World
10 OUNCAN SHEIK Barely Breathing
11 blues thaveler Run-Around
12 mo doubt Don't Speak
13 Chumbawumba Tubthumping
14 paula cole i Don't Want To Wait
15 Smash mouth Walkin' On The Sun 16 WALLFLOWERS One Headlight
17 ALANIS MORISSETTE ITONIC
18 thiro eye blino Jumper
19 SPIN OOCTORS Two Princes
20 TOMIC If You Could Only See
21 alanis morissetie you Learn
22 SHERYL CROW All I Wanna Do
23 savage garoen Truly Madly Deeply
24 mooern enclish I Melt With You
25 DEL AMITRI Roll To me
26 HOOTIE \& THE BLOWFISH Only Wanna Be..
27 SIMPLE MINOS Don't You (Forget About Me)
28 OMO if You Leave
29 R.E.M. Losing My Religion
30 hatalie merchant Wonder
31 melissa etherioge lim The Only One 32 CRANBERRIES Dreams

33 ALANIS MORISSETTE Head Over Feet 34 OMC How Bizarre

35 HOOTIE \& THE 日LOWFISH I Go Blind
36 makeo EYES Always Something There To ..
37 8.52'S Love Shack
38 tracy chapman Give Me One Reason $39 \mathbf{G 0 0} \mathbf{G 0 0} \mathbf{0 0 L L S}$ Name

40 JEwEL You Were Meant for Me
41 OEEP BLUE SOMETHING Breakast At Tiffany's
42 EURYTHMICS Sweet Dreams (Are Made Of This)
43 Shania rwain You're Still The One
44 UB40 Red Red Wine
45 PETER GABRIEL In Your Eyes
46 SHERYL CROW If It Makes You Happy
47 melissa etherioge Come to My Window
48 THIRD EYE BLIND How's It Going to Be
49 alanis morissette Hand in My Pocket 50 matalie merchant Carnival

51 marcy playgrouno Sex \& Candy
52 mereoith brooks bitch
53 collective soul December
54 John COUGAR Jack \& Diane
55 bryan adams Summer of '69
56 OES'Ree You Gotta Be
57 U2 I Still Haven't found What
58 matchaox 20 Push
59 TOM PETTY Free Fallin'
60 oave matthews bano Crash Into Me
61 POLICE Every Breath You Take
62 00mina Lewis I Love You Always forever 63 Sarah mclachlan Building a Mystery 64 ALANIS MORISSETTE You Oughta Know 65 COLLECTIVE SOUL The World I Know 66 HUMAN LEAGUE Don't You Want Me 67 backstheet boys as Long As You Love Me 68. SOPHIE B. HAWKIISS As I Lay Me Down 69 OIONNE FARAIS I Know

70 REO HOT CHILI PEPPERS Under The Bridge 71 fine young Cannisals She Drives Me Crazy 72 Shawn colvin Sunny Came Home 73 TOAO THE WET SPROCKET All I Want 74 GIN BLOSSOMS Follow You Down 75 CAROIGANS Lovetool 76 ROMANTICS What I Like About You 77 U2 With Or Without You

78 JEWEL Foolish Games
79 BILLY IOOL Mony Mony
80 HOOTIE \& THE BLOWFISH Let Her Cry 81 E. BRICKELL \& THENEW BOHEMIANS WhatIAm 82 Sarah mclachlan adia

83 T'PAU Heart And Soul
84 HODTIE \& THE BLDWFISH Time
85 SHERYL CROW Strong Enough
86 OISHwalla Counting Blue Cars
87 pretenoers Brass In Pocket
88 'TIL TUESOAY Voices Carry
89 JESUS JONES Right Here. Right Now 90 BONNE RAITT Something To Talk About 91 INXS Need You Tonight 92 booeans Closer To Free 93 John cougar Hurts So Good 94 JOHn COUGAa meLLencamp Small Town 95 paula cole where Have All The Cowboys 96 PAT BEMATAR We Belong 97 SOFT CELL Tainted LoveWhere Did Our., 98 HOOTIE \& THE BLOWFISH Hold My Hand 99 R.E.M. The One I Love

100 ACE OF BASE The Sign

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



32 Pop/Alternative reporters. Songs ranked by total plays for the airplay week of Sunday 9/24-Saturday $9 / 30$. © 2000, R\&R Inc.

## Now \& Activo

RED HOT CHLL PEPPERS Californication (Wamer Bros.) LEENYY KRAVITZ Again (Virgin) Total Plays: 447. Total Stations: 23. Adds. 3
MADONMA Music (MaverickWB) Total Plays: 441. Total Statlons: 13. Adds: 0

仅 Beautiful Day (Interscope) Total Plays: 422. Total Stations: 21, Adds: 2
CORRS Breathiess (143/Lava/Atlantic) Total Plays: 350. Total Stations. 19. Adds: 1
DAVID GRAY Babylon (ATO/RCA) Total Plays: 295. Total Stations: 23. Adds. 1

LENNY KRAMITZ Again (Virgin)
DEXTER FREEBSH Leaving Town (Capitol) Total Plays: 294. Total Stations: 20. Adds 2
SHAMH MULLIMS Everywhere 1 Go (Columbia) Total Plays: 268. Total Stations: 23, Adds 6
SR-71 Right Now (RCA)
SR-71 Right Now (RCA)
Total Plays: 262. Total Stations. 13. Acos: 0
SAMTAMA FIDNE MATIIEWS Love Of My Life (Arista) Total Plays: 218. Total Stations: 15. Adds: 0

##  <br> POWER GOLD

## 1 Cranderries Dreams

2 GREEN OAY Time Of Your Life (Good ...)
3 Smash mouth Walkin' On The Sun 4 SUGAR RAY Fly
5 THRD EYE BLINO Semi-Charmed Life 6 OAVE MATTHEWS BANO Crash Into Me
7 TONIC If You Could Only See
8 SARAH MCLACHLAN Anget
9 THRD EYE BLIMO Jumper
10 OUNCAN SHEIK Barely Breathing
11 CHUMBAWUMBA Tubthumping
12 EDWIH MCCAN I'II Be
13 G00 G00 00LLS Name
14 matalie merchant Wonder
15 ALANIS MDRISSETTE You Learn
16 marcy playgrouno Sex \& Candy
17 SISTER HAZEL All for You
18 MATCHBOX 20 Real World
19 tracy chapman give Me One Reason
20 NO DOUBT Don't Speak
21 FASTBALL The Way
22 ALANIS MDRISSEITE You Oughta Know
23 SHERYL CROW If it Makes You Happy
24 MLAMIS MORISSETTE Head Over Feet
25 blues traveler Run-Around
26 MEREDTTH BROOKS Bitch
27 GREEN DAY When I Come Around 23 RED HOT CHMLI PEPPERS Under The Bridge 29 R.E.M. Losing My Religion
30 COLLECTIVE SOUL The Word I Know
31 ALAMS MORISSETTE Ironic
32 bumo melow no Rain
33 OMC How Bizarre
34 OMO II You Leave
354 MOW BLONDES What's Up
36 LISALOEB \& MIME STORIESStay (IMissed YOU) 37 hlanIS morisserte hand in My Pocket 38 SPIM DOCTORS Two Princes 39 paUla cole I Don't Want To Wait 40 SHERYL CROW All I Wanna Do 41 DEL AMITRI Roll To Me 42 PETER GABRIEL In Your Eyes 43 CARDIGANS Lovetool
44 COLLECTIVE SOUL December
45 WALLFLOWERS One Headight
 47 MATCHBOX 20 Push
48 matalie merchant Camival
49 THIRD EYE BLIND How's it Going to Be? 50 VERVE PIPE The Freshmen

51 'til tuesoay Voices Carry
52 GIM BLOSSOMS Follow You Down
53 JESUS JONES Right Here, Right Now
54 PEARL JAM Better Man
55 SHERYL CRDW Everyday Is A Winding Road 56 JEWEL You Were Meant For Me
57 SIMPLE MIMOS Don't You (Forget About Me)
58 SUBLIME What I Got
59 COUNTING CROWS Mr. Jones
60 SHERYL CROW All I Wanna Do
61 MATCHBOX 20 3AM
62 Mo 00UBT Just A Girl
63 TRACY CHAPMAN Fast Car
64 EEWEL Foolish Games
65 OAVE MATTHEWS BANO What Would You Say 66 MODERN ENGLISH I Melt With You
67 MELISSA ETHERIDGE I'm The Only One
68 SARAH MCLACHLAN Buitding A Mystery
69 MATALLE MERCHAMT Jealousy
70 DES'REE You Gotta Be
71 HODTIE \& THE BLOWFISHOnly Wanna Be With You
72 DEEP BLUE SOMETHING Breakfast At Tiffany's
73 EXIF Unbelievable
74 DEAD DR ALIVE You Spin Me Round (Like A...)
75 PALLA COLE Where Have All The Cowboys...
76 GIM BLOSSOMS Hey Jealousy
77 UNE Lightning Crashes
7 TLUES TRAVELER Hook
7 CRAWBERRIES Linger
SUBLIME Santeria
11 wixs Need You Tonight
S2 SMASHING PUMMPXIMS 1979
63 11,0w manMCS These Are Days
84 CLASH Should I Stay Or Should I Go
65 melrssa etheridge Come To My Window 6. SARAH MCLACHLAN Sweet Surrender 87 MO DOUET Spiderwebs
88 SAVAGE GAROEN Truly Madly Deeply 89 U 2 With Or Without You
90 CURE Friday I'm In Love
91 SUZANME VEGA TOM's Diner
92 SOPHIE B. HAWKIWSDamn, IWishIWas Your Lover 93 PRETENDERS I'II Stand By You
94 EURYTHMICS Sweet Dreams (Are Made Of This)
95 JEWEL Who Will Save Your Soul
96 R.E.M. Man On The Moon
97 DURAN DURAN Ordinary World
98 EVERCLEAR I Will Buy You A New Life
99 DIONNE FARRIS I KNOW
100 HOOTIE \& THE BLOWFISH I Go Blind
 $x$ Packaged on a roll and easy to use.

## $X$ Cost effective plastic banners for your station.

$x$ We print any logos or designs in up to four spot colors.
$\times$ Perfect for concerts, public appearances, expos \& giveaways.
$\square$

# A Longtime 'Love' For Smooth Jazz 

## "We aim to be mass-appeal as much as possible. Because the Latin population is so large and Latin-oriented music has emerged as such a boom, it makes sense to play it here."

## From the Ivy League to Miami's melting pot, it's always been about the music for Shirlitta Colon

While a student at Brown University, WLVE (Love 94)/Miami MD and air personality Shirlitta Colon took a left tum from her double major - organizational behavior/management and African-American studies - and went into radio. What was she thinking?
"When I was in college. I went to work at Brown's radio station, WBRU, which is mainly Alternative but on weekends plays R\&B. gospel and a lot of other things." Colon remembers fondly. "I began to play Jonathan Butler and Najce. and that was my start with the format. I also hosted a talk show and created a gospel show." Upon graduation from Brown, Colon found her way to Washington. DC. After a stint at the Library of Congress and some freclancing for BET. Colon began an eight-year tenure at WJFK-FM/ Washington. She was hired as a Classic Rock jock (the station had yet to adopt its present "Hot Talk" format), although the station carried Howard Stern and Don and Mike. "It was still Talk, just not as much talk," Colon recalls. "I guess they liked my tape, but I was amazed. I said to the guy, 'You want to hire me?' What I was doing there was all music I grew up with."

## Cool Jazz Weekend

When a decision was made in the early '90s to discontinue WJFK's Classic Rock format, Colon's passion for jazz proved to be an asset for her continued involvement with the station. While the station offered talk program-


Shirlifta Colon
ming from 6am to 7 pm . evenings would feature an Adult Altemative program dubbed Night Tracks. Soon afterward the Cool Jazz Weekend debuted.
"When we adopted the smooth jazz sound, we lost our program director," Colon says. "No one knew anything about the format, so 1 stepped up and said, 'Hey, let me do this.' They were nice enough to give it all to meI was PD! - and I learned while working from the botom up. I was very independent and could do pretty much what I wanted. It was a good fit for me and a great environment.
"I started off not knowing much and ended up learning a whole lot. It was hard to walk away from after eight years, but moving to Love 94 came at a good time. After I left. WJFK went all-Talk, partly because there was no one else who knew about jazz. One of the reasons I stayed so long is because I knew that would happen if I left. and I didn't want to abandon the listeners who loved the Smooth Jazz format."
Colon had wanted to depart 'JFK much earlier, however. She comments. "After the first three or four years at WJFK I began to feel that I should try to explore new opportunities. What was happening
"Working in radio has given me compassion for other people's situations, because even though I could complain, I've got a very good job, and there are many people who'd love to be in the position I am."
was that my talents as a programmer and MD were being recognized, but I wasn't working for a full-time Jazz station.
"I'd get lots of calls from people who were interested in me. and I accepted lots of interviews. but the last thing to come up in the process was the fact that I was unproven at a 24 -hour station. That was a hurdle I had to jump over. But I wasn't really searching aggressively for something: it had to be the right fit for me. And, of course. I wanted to stay in a good market."

## A Unique Format For A

 Unique Market"About three years ago. while Shirley Maldonado was still programming Love 94, I had long. conversations with her and even. came down to Miami to interview for the very job I have today." CoIon continues. "It looked like it was going to happen.
"I did my overnight shift on 'JFK, went home for a shower, hopped a plane to Miami, met all the Paxson people for a day and then flew home. I packed for my week's vacation in Jamaica, and before I came back, Paxson had sold its radio stations to Clear Channel. When I got back. the news was not good, and I felt disappointed, although it worked out right for me in the end."
Colon's move from Washington to Miami as WLVE's MD in May of this year was a transition in several senses of the word. "At WJFK I had autonomy and control over what got played and who got interviewed." she says. "It's been an adjustment. and $\mathrm{I}^{\prime} \mathrm{m}$ learning from it."

Colon is also learning the many challenges that come with programming a successful radio station in South Florida. "The Miami market is really interesting." she says. "It has its groups and subgroups - more than I'm used to
working with. There's a large Latin population, in addition to people who come down here from the north for the winter, snowbirds.
"Then there's the distinction between Miami-Dade County and Broward County, which have very different tastes. We aim to be mass-appeal as much as possible. Because the Latin population is so large and Latin-oriented music has emerged as such a boom. it makes sense to play it here, even though it may not be the safe choice in other markets.
"Right now, for example. one of the songs I really enjoy is Warren Hill's 'Mambo 2000.' It's similarity to Santana's 'Smooth' is a plus. Another is Acoustic Alchemy's 'Beautiful Game.' Once we heard it on the air, we were sold on its tropical vibe. There are lots of songs that are branching out and trying to move away from that one standard smooth jazz sort of sound by incorporating an international feel."
Programming From The Gut
When I ask Colon about the nonwork aspects of her life, she laughs and says, "Is there a minute when I'm not working? I guess that's why I'm in this business, because I listen to a lot of music. When I leave the station. I go home and relax to music. I'm also a movie buff and a big sports fan. especially football. For about four years after the original Browns left Cleveland to become the Baltimore Ravens. I was part of the broadcast crew. and I traveled with the team. It was great, because I saw the games from the field."
When it comes to the difference between being a good music director and a great one, Colon is clear: "To be recognized today you really must have a gut for the music, but you also have to earn people's respect and trust. Only then will they listen to your gut.
"Right now playlists are so light. and it's so hard to get music on unless it's tested and tested. The music director must have a strong enough feel for the music to be able to say, 'We don't have a music test coming up. but this is a great song. and we have to try it.

A great MD also needs interper sonal skills. You've got to be abl to effectively communicate hov great a song is. what it 11 do for thu market and how to get the PD t agree to give it a shot."

I ask Colon to describe a uniqu source of music research - th "Listeners" Choice Countdown - which appears on Love 94' website, www:love 94.ce. "Most 0 our currents appear on th website." she says. "It's possibl to listen to a sample of a song ant then rate whether you love it. lik it. if it's just OK or say that yo don't like it at all. On Sunda night we count down the songs a chosen by our listeners off th Intemet, and we get a very goo response to it.
"The longer a song is on the lis the more people hear it. When w change the list and add a new titts it takes a while before people tak the time to listen to it. The purpos of the countdown is to give peopl a sense of being included, but if track gets a huge response, it ca also definitely affect rotations. W may assume people are burned o a song., but listeners will let yo know."

Although Colon has been in Mi ami for just a few months. she' thankful for the opportunit! "You've got to pay your dues, an I feel like Fve paid them." sh says. "I have been in this busines for quite a while, although I'r new to some people. I've forme some great relationships wit folks on the record side. and it wonderful to be recognized and t have my work seen and undel stood. Getting a pat on the back ic it is nice. Working in radio ha given me compassion for othe people's situations. because eve though I could complain, I've gr a very good job. and there ar many people who d love to be i the position I am."

## 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

| WSt | ${ }_{\text {Wetek }}^{\text {Tris }}$ | a hist mle label(s) | TOMS | +10 |  | wexson | Totix stanoms |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 1 | DAVE KOZ Can't Let You Go (The Sha...) (Capitol) | 741 | -1 | 113803 | 16 | 34/0 |
| 2 | 2 | JEFF GOLU8 F/PETER WHITE No Two Ways...(GRPNMG) | 606 | -102 | 97089 | 21 | 32/0 |
| 3 | 3 | RICHARD ELLIOT Moomba (Blue Note) | 591 | -32 | 70934 | 21 | 31/0 |
| 4 | ( | CRAIG CHAQUICO Cafe Carnival (Higher Octave) | 590 | +28 | 62605 | 13 | 31/0 |
| 6 |  | STEVE COLE Got It Goin' On (Atlantic) | 578 | $+45$ | 88463 | 12 | 36/0 |
| 5 | 6 | EUGE GROOVE Vinyl (Wamer Bros.) | 540 | 4 | 80466 | 22 | 29/0 |
| 8 |  | JEFF KASHWA Hyde Park ("Ah, Oooh" Song) (Native Language) | 509 | +55 | 84187 | 7 | 35/0 |
| 7 | (8) | DAVID BENOIT Red Baron (GRPNMG) | 484 | +28 | 75200 | 10 | 33/0 |
| 9 | (3) | MICHAEL LINGTON Twice In A Lifetime (Samson) | 472 | +26 | 66357 | 12 | 33/0 |
| 10 | (1) | VARIOUS ARTISTS Manenberg (Heads Up) | 455 | +22 | 58034 | 13 | 29/0 |
| 12 | 11 | WALTER BEASLEY Comin' At Cha (Shanachie) | 395 | -3 | 44964 | 11 | 30/0 |
| 14 | (12) | AL JARREAU Last Night (GRPNMG) | 378 | +4 | 40211 | 10 | 28/1 |
| 13 | 13 | ACOUSTIC ALCHEMY Beautiful Game (Higher Octave) | 372 | -15 | 38518 | 17 | 30/0 |
| 16 | (1) | MICHAEL MCDOMALD The Meaning Of Love (Ramp) | 337 | +9 | 26006 | 15 | 25/1 |
| 11 | 15 | DOWN TO THE BONE The Zodiac (Internal Bass) | 323 | -84 | 57664 | 25 | 24/0 |
| 17 | 16 | GEORGE BENSON Deeper Than You Think (GRPNMG) | 301 | -24 | 53597 | 22 | 26/0 |
| 19 | (1) | BONEY JAMES All Night Long (Warner Bros.) | 297 | +5 | 50622 | 10 | 23/1 |
| ${ }^{23}$ | (18) | CHIELI MINUCCI My Girl Sunday (Shanachie) | 270 | +76 | 21892 | 5 | 27/2 |
| 20 | 19 | JAZZMASTERS London Chimes (Hardcastle/Trippin 'N' Rhythm) | 262 | -28 | 40307 | 14 | 23/0 |
| 15 | 20 | brian culbertson do You Really Love Me (Atlantic) | 244 | -101 | 43738 | 25 | 21/1 |
| 18 | 21 | BRENDA RUSSELL Catch On (Hidden Beach/Epic) | 238 | -65 | 24860 | 20 | 20/0 |
| 21 | 22 | TONI BRAXTON Spanish Guitar (LaFace/Arista) | 229 | -5 | 35393 | 18 | 19/0 |
| 22 | 23 | B.B. KING/E.CLAPTON Come Rain Or Come Shine (DuckReprise) | 184 | -16 | 10998 | 8 | 14/0 |
| Debut | (2) | SADE By Your Side (Epic) | 182 | +182 | 38744 | 1 | 25/25 |
| Debut | (2) | STING She Walks This Earth (Telarc) | 180 | $+86$ | - 18666 | 1 | 16/3 |
| 30 | (20) | GROVER WASHINGTON JR. Chameleon (Telarc) | 167 | +44 | 30599 | 2 | 23/7 |
| 25. | (27) | FOURPLAY Robo Bop (Warner Bros.) | 167 | +5 | 22538 | 6 | 17/1 |
| 26 | (28) | JOE MCBRIDE Texas Rhythm Club (Heads Up) | 164 | +16 | 23508 | 2 | 16/1 |
| Debut | (29) | RONME LAWS Old Days/Old Ways (HDH) | 159 | +36 | 16601 | $1 \cdot$ | 16/3 |
| 27 | (3) | BRLAN BROMBERG Relentless (Native Language) | 155 | +10 | 21605 | 3 | 19/4 |

37 NAC/Smooth Jazz reporters. Songs ranked by total plays for the airplay week of Sunday $9 / 24$-Saturday $9 / 30$. Bullets appear on songs gaining plays or remaining flat from previous week. It two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 400 plays or more for the first time. Songs below No. 20 are moved to recurrent atter 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R\&R Inc.

## Now \& Activo

ROMNY JORDAN F/ROY AYERS Mystic Voyage (Biue Note)
Total Plays: 152, Total Stations: 13. Adds: 0
WARREN HILL Mambo 2000 (Narada)
Total Plays: 132. Total Stations: 16, Adds: 3
RIPPINGTONS Cruisin' Down Ocean Drive (Peak/Concord) Total Plays: 126. Total Stations: 14, Adds: 1

ERIC ESSIX Rainy Night In Georgia (Zebra) Total Plays: 123. Total Stations: 14, Adds: 2
mARC ANTOINE Children At Play (GRPNMG) Total Plays: 98, Total Stations: 9, Adds: 0

URBAN KNIGHTS The Gypsy (Narada)
Total Plays: 94, Total Stations: 9. Adds: 0
CHUCK LOEB Blue Kiss (Shanachie)
Total Plays: 90, Total Stations: 15, Adds 7
SAMMYY PERALTA Trust Me (I Gotta Go) (N-Coded)
Total Plays: 84, Total Stations: 7, Adds: 0
JIMMY HASLIP Novelas (Unitone)
Total Plays: 82. Total Stations: 8, Adds: 1

## Most Added

ARTIST TILLE LaBEISI ades

SADE By Your Side (EDic)
GROVER WASHIMGTON JR. Chameleon (Telarc)
CHuCK LOEB Blue Kiss (Shanachie)
BRLLN BROMBERG Relentless (Native Language)
WARREN HILL Mambo 2000 (Narada)
RONNIE LAWS Old Days/Old Ways (HDH) STIMG She Walks This Earth (Telarc)
TIM BOWMAN Smile (Insync)

Most Increased Plays
artist title label(s)
SAOE By Your Side (Epic)
STING She Walks This Earth (Telarc) CHIELI MINUCCI My Girl Sunday (Shanachie) CHUCK LOEB Blue Kiss (Shanachie) JEFF KASHIWA Hyde Park(Native Language) ERIC ESSIX Rainy Night In Georgia (Zebra) STEVE COLE Got It Goin' On (Atlantic) GROVER WASHINGTON JR. Chameleon (Telarc) RONNIE LAWS OId Days/OId Ways (HDH) RIPPINGTONS Cruisin' Down...(Peak/Concord) +32

## Breakers.

## No Songs Quallified For Breaker Status

 This WeekMost Added is the lotes number of new edds officielly reported to RBR by each raporting stitition. Songs unraported as ades do not count
 the songs with the gremest week-fo weak incresess in total pleys. Welghtod chert appeers on RAR OMLINE WUSIC TRACKNGG.

## WHD IS ACOUSTIC ALCHEMY'5 ANGEL DF THE SOUTHP



## NAC notes

with (rirol Aremor

L
ast week I wrote that WJJZ/Philadelphia d was "holding out" on Dave Koz's "Can't Let You Go" (Capitol). In fact. 'JIZ was the first station to add the track many months ago. and it gave Koi's smash more than 600 plays before retiring it to recurrent status. "Can't Let You Go" holds No. 1 again this week, but it's under a serious challenge from a couple of other tracks. including those by Craig Chaquico and Steve Cole.

What a great week for Sade! Her "By Your Side" (Epic) is one of the fastest-breaking tracks of 2000 . Greatly anticipated by programmers and listeners alike, the track scores 25 out-of-the-box adds. plus enough spins 182 - to carn the sultry artist a chart debut at 24* in her first week out. Adds include KTW V/L os Angeles ( 19 plays). WNUA/Chi-
cago. KKSF/San Francisco. WLVE/Miami (12 plays). WNWV/Cleveland (18). KYOT/Phoenix (8). KIFM/San Diego. JRN. KSSJ/Sacramento and WJCD/Norfolk. Please see Under The Radar for Epic's marketing strategy on the project.

Grover Washington Jr.s "Chamelcon" (Telare) and Chuck Loeb's "Blue Kiss" (Shanachic) tie for second Most Added with seven adds apiece. Sting's "She Walks This Earth" (Telarc) earns three adds. including KSSJ. Tim Bowman picks up three as well on "Smile" (Insync).

Please take a look at R\&R's E-Charts in this issue. You'll see that Warner Bros. dominates the top four slots on the NAC/SJ charts. B.B. King \& Eric Clapton's "Come Rain or Come Shine" holds No. 1. though few NAC/SJ stations are giving it much rotation. Fourplay's "Robo Bop" from Yes. Please jumps an astonishing 18-3.

A word about our criteria for New \& Active: All songs with $10 \%$ of the reporting panel and gaining in plays and/or adds qualify for New \& Active.


## Sony VPNorldwide Marketing

 Marty Maldenberg offers the label's perspective on Sade, whose new single, "By Your Slde" (Epic), captures Most Added with 25 adds and enough rar's exclusive Barometer fon new music out-of-the-box plays to launch the suttry star's 24* chart debut.

Sade hasn't had a new studio album in over eight years. We did some research, and what we found was that her appeal was the most diverse we've seen on any artist. It didn't matter their age, gender or race; across the board Sade's still as hip as she ever was with the younger crowd. Her name recognition far surpasses many other artists because people
 know her sound and what they're getting when they buy one of her records. She's also associated with quality. People love her music and expect something more from tt . Each release she's put out has sold over 8 million records worldwide. What's even more extraordinary is that her Best of album, which came out in 1994, sells close to 5,000 pleces a week six years after its release. That's huge! The woman has sold 1.2 million units in the past year on catalog alone. To have that kind of staying power and that type of vitality after all of this time is quite a.testament to her artistry. It's amazing that when you mention Sade to MTV, VH1 or BET, they're all exicited because she's a core artist for each. She's right for a major chain for sales; she's right for an independent account. People are so enamored of her work. The ar bum is complete. It's called Lovers Rock and has a reggae influence. "Lovers rock" is actually a style of reggae music, a particular rhythm. Sade's national tour begins next March, and she's rehearsing the band right now. The tour will begin with a few European dates, then her first dates in the U.S. in more than eight years. E The big thing, and not only on the retail front - and the big difference between this album and the last - is that there was no Internet when she was around the last time. We've got a whole web campaign tied into retail, offering special downloads to certain accounts and special value-added programs. Retail has really come to us in a way we didn't quite expect, and we'll be shipping more than we originally planned. Sade is probably the biggest catalog artist we've got, so we shouldn't be surprised by any of this. Retail is the tip of the iceberg. Presswise, she'll be hitting Time, The Chris Rock Show, Vibe, MTV, VH1, BET, The Tonight Show, The Late Show With David Letterman, The Today Show and Rosie O'Donnell. Sade's been requested by everyone, and she's the only one who can effectively appear in all these outlets and have each feel she's a core artist for their audience. It's incredible!

Stations and their adds Ilsted alphabetically by market


## Most Played Recurronts

BONEY JAMES \& RICK BRAUN Grazin' In The Grass (Warner Bros.)
CHRIS STANDRING Hip Sway (Instinct) -
JOYCE COOLING Betore Dawn (Heads Up)
URBAN KNIGHTS Sweet Home Chicago (Narada)
PAUL TAYLOR Avenue (PeakUnity/N-Coded)
JaY beckenstein Sunrise (Windham Hill)
MARC ANTOINE Palm Strings (GRPNMG)

## CLU日 1600 Stay ( $N$-Coded)

ROWM SORDAM London Lowdown (Bive Note)
CHiPts EOTII Why Not (GRPNMG)
BOI dumss Rase The Roof (Wamer Bros.)
Rocen sumit Of The Hook (Miramar)
LangY caritim Fingerprints (Wamer Bros.)
moginan Earown Paratise (Werner Bros.)
COMry dunss Boneytem (Warnar Bros.)
RIM WAIERS Secrets Told (Shanachie)
waveo with Your Love (Samson)
Kewny a Stranger On The Shore (Arista)
JOYCE COOLING Callie (Heads Up)
DANBD BEwOT Miles After Dark (GRPNMG)

## NAC/SMOOTH JAZZ Coling For Adds

$10 / 9 / 00$
BONA FIDE X-Ray Hip ( $N$-Coded)
CASINO LIGHTS ' 99 Watermelon Man (Warner Bros.)
gEDRGE DUKE If You Will (Warner Bros.)
GEDRGE DUKE Whatever It Takes (Warner Bros.)
JANGO Soul Casserole (Samson)
DIANE SCHUUR W/STEVIE WONDER Finally (Concord)


# NAC/Smooth Jazz Playlists 

FIND COMPLETE PLAYLISTS FOR ALL NAC REPORTERS OM R\&AR ONLINE MUSIC TRACKING


## "The biggest problem with e-mail is people who feel it necessary to add you to their joke lists. Most of the jokes are like watching paint dry"

# Some Thoughts On E-Mail 

$\square$ Wireless communication can be both used and abused

Now that electronic communication has become a standard method of operation, what have we leamed about the use of e-mail? Of course, everyone dislikes spammers, especially spammers with get-rich-quick offers. Junk mail is still junk mail, whether it's delivered via the U.S. Postal Service or your Internet account. But what do individuals in radio and records think about the evolution of e-mail within the industry? Here are some thoughts from a cross-section of people on both sides of the industry.

## No Substitute

TVT's Joanne Grand is emphatic when she says. "E-mail is not a substitute for thorough communication Sending stupid jokes or stories to 200 people does not make you a sincere person. nor should it be an excuse for not speaking to soncone."
Brian Beddow:
PD of WWBN/


Flint. MI. notes. Joanne Grand Overall, e-mail is an effective tool for our relationships with record labels, especially for low-priority messages. However something that is time-sensitive cat be lost if we don't happen to check our e-mail in time. And some people overuse it. such as these who send ou e-mails with jokes every day. I have taken to deleting those messages without even reading them. wo if those people ever send a message regarding actual work or business. it gets lest.

Here at WWBN we also find email to be an eflective tool for marketing. We subscribe to the Rockdaily ser
vice from MJI Interactive, which sends out a weekly e-mail to listeners who have subscribed from our website. We use it to send out information regarding programming. promotions and conlests, and we occasionally use it to do stealth contesting.
"You have to remain cautious when measuring its overall effectiveness, however. keeping in mind that e-mail still does not reach your entire audience. There are still many people who are behind the cyber-curve.
"I also find e-mail effective as a direct communication tool for one-on-one discussions with listeners. Like most stations. we have a listener comment form on our webpage, and buried among the usual 'You guys rock.' 'So-and-so sucks ${ }^{\circ}$ and 'Play more Ozzy' are some sincere questions and concerns from real listeners

By answering them personally I can open a dialogue with someone who listens to my station and feels passionate enough about it to actually sit down and write an e-mail. Furthermore, I think listeners really appreciate it when they get an e-mail composed as a response to their contments. rather than just an automated response."


WCCC/Hartford APD/MD Mike Karolyi proves his commitment to Motley Crue's New Tattoo by getting the band's name permanently tattooed on his arm. Beyond's Suzanne Perl watches with enthusiasm as a local tattoo artist does the deed.

## Business Of Communication

Warner Bros.' Dave Lombardi says that he loves e-mail and adds that, in terms of industry relationships, he doesn't feel it is "overused or used inappropriately with me. I get so much e-mail crap that I'd welcome more e-mail from the people I'm trying to work with.
-This is a business of communica

tion. which mean any method of communication is of interest to us. In particular, when someone e-mails a request, it gives me a dated record of the request in the words of the person making it. Dave Lombardi and that makes it top of things.
:I love AOL's Instant Messenger. too. even though it's been causing problems with miy computer lately It's a great way to quickly and easily get in touch with a number of programmers to pass along info about a big add or request story or to find out a good time to call. how a test spin fared the night before or how a show went or just to chat about a movic
"Plus. you can be on the phone with someone and still be in contact with several others simultaneously That's kind of like adding extra time to the day. It can be a little intrusive at times. but I have no problem with people using it as a means to contact me. I even have my $I M$ address on my business cards. along with ny e-nail address."

## A Great Timesaver

wJJO/Madison. WI PD Glen Gardner agrees with Lombardi. "I love e-mail. It's a great timesaver for mundane things. I'd much rather have someone send me an e-mail for a number of reasons: It's a written record of the communication, and people tend to be more concise in email.
"Voice mail is the worst. People leave rambling messages talking about the freaking weather in

Timbuktu and then never leave their phone numbers. Along with the conciseness of e-mail. it's easy to just hit the reply button and answer.
"People seem to be pretty respectful. I'm not bothered by spam. and if I do get on an e-mail list. it's casy to just hit the delete button and get rid of it. However, I do get torqued by people who think they are a joke service. I don't know what they do in their offices all day, but if I were signing their paychecks. I'd be scratching my head. Thirty e-mails a day of all this goofy stuff that isn't even funny - stupid pictures of elves bowling and such.
"If it were at least funny, I'd feel more generous about it. But I've never asked to be put on these lists - they just assume that I want this crap. It's goten to the point that when I see e-mail from these people. I inmmediately hit the delete button without even reading it
"What I like. though. is that email is a great way to communicate with my listeners. I can sort by ZIP code. age, demographic or whatever if I need to tell them something. We have a database of 6.000)-7.000) hardcore fans of the station. 1 tell them to go buy a concert ticket. and they go buy a concert ticket. We try not to abuse that privilege. We talk to them about once a week. The e-mail is personalized to them. which results in their shoxting me an e-mail in return."

## Love-Hate Relationship

RCA's Bill Burrs says that he has a love-hate relationship with e-mail. "I really think e-mail is perfect for low-priority issues. like band itineraries and confirmation numbers, but all serious matters must be handled
in person or over the telephone. Internet chat and e-mail will sometimes unintentionally send someone the wrong message. That is a risk when giving news that may not be the best.
"I find the biggest problem with email is people who feel it necessary to add you to their joke lists. Most of the jokes are like watching paint dry. I hate paint."

KFMX/Lubbock. TX PD Wes Nessman observes. "The thing that's bad about e-mail is that it's easy to mistake the tone or intent because it's so without emotion. We often expect others to know who we are and what kind of mood we are in when we're writing. when in reality what they see is flat. emotionless text.
"If your boss writes. 'You should come to my office. you immediately think. 'Oh, God, what did I do?' and you're on the defensive for the rest of the day. But the boss is thinking. 'You should come to my office - and see this totally hilarious Billy Bass singing fish.' Isn't it ironic that in a day and age when we are conmunicating more, the potential to be misunderstoon has increased so much?"
In conchusion, it may be easy to say that common sense dictates how e-
 mail is properly used. However. one penon's idea of common sense may not necessarily jibe with anoher's. Prudence would dictate that it's wise to either pernonally contim that one's e-mail communiques are wanted or to provide a simple way for list recipients to opt ont.


Rock's own resident Pete Townshend clone, SWAN's Ronnie Raphael, recently got to meet The Who's axeman for the first time. Do you know which one is which?

October 6, 2000

|  | aftist tite ulelis) | roin | puirs | $\begin{gathered} \text { GROSS } \\ \substack{\text { GPRESSSONS } \\ \text { (10) }} \end{gathered}$ | MEESS OM | Totk siant |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $1 \quad 1$ | 3 DOORS DOWN Loser (Republic/Universal) | 1557 | -31 | 95783 | 18 | 66/0 |
| 2 | PRIMUS W/OZZY N.I.B. (Divine/Priority) | 1184 | +53 | 63833 | 14 | 55/2 |
| 3 | COLLECTIVE SOUL Why Pt. 2 (Atlantic) | 1095 | +125 | 72986 | 4 | 61/0 |
| 4 | FUEL Hemorrhage (In My Hands) (550 Music) | 984 | +48 | 58516 | 8 | 60/1 |
| 35 | RED HOT CHILI PEPPERS Californication (Warner Bros.) | 948 | -163 | 55556 | 16 | 58\%0 |
| 56 | 3 DOORS DOWN Kryptonite (Republic/Universal) | 928 | -47 | 76376 | 38 | 61/0 |
| $4 \quad 7$ | CREED With Arms Wide Open (Wind-up) | 918 | -76 | 62541 | 26 | 61/0 |
| \% 8 | CREED Are You Ready (Wind-up) | 863 | +30 | 51597 | 5 | 56/2 |
| 79 | KENNY WAYNE SHEPHERD BAND Last Goodbye (Giant/Reprise) | 814 | -132 | 43189 | 13 | 48/0 |
| 910 | METALLICA I Disappear (Hollywood) | 798 | -87 | 57103 | 24 | 53/0 |
| (1) | AC/DC Meltdown (EastWest/EEG) | 789 | +14 | 42257 | 6 | 48/0 |
| 1112 | NICKELBACK Breathe (Roadrunner) | 785 | -27 | 39979 | 11 | 57/2 |
| 13 (3) | SAMMY HAGAR Serious Juju (Cabo Wabo/Beyond) | 737 | +70 | 43712 | 3 | 56/1 |
| 15 (1) | U2 Beautiful Day (Interscope) | 672 | +96 | 49733 | 4 | 44/1 |
| $14 \quad 15$ | PAPA ROACH Last Resort (DreamWorks) | 650 | -16 | 42279 | 18 | 37/0 |
| (16) | WALLFLOWERS Sleepwalker (Interscope) | 554 | +24 | 34631 | 4 | 41/3 |
| 19 (1) | VAST Free (Elektra/EEG) | 541 | +49 | 31306 | 8 | 48/1 |
| 16 18 | STONE TEMPLE PILOTS Sour Girl (Atlantic) | 492 | -82 | 32290 | 27 | 42/0 |
| 22 | GREEN DAY Minority (Reprise) | 461 | +19 | 23092 | 5 | 35/0 |
| ${ }^{20}$ | GODSMACK Bad Religion (Republic/Universal) | 440. | -84 | 28298 | 16 | 28/0 |
| Branker 21 | IOMMI Goodbye Lament (Divine/Priority) | 404 | +105 | 18929 | 3 | 42/3 |
| 23 | FULL DEVIL JACKET Where Did You Go? (Island/IDJMG) | 387 | +13 | 16739 | 8 | 37/2 |
| (23) | UNION UNDERGROUND Turn Me On... (PortraitColumbia) | 360 | +9 | 19439 | 15 | 35/1 |
| $\checkmark 3$ | A PERFECT CIRCLE 3 Libras (Virgin) | 351 | +50 | 20247 | 4 | 32/1 |
| 29 | MEGADETH Kill The King (Capitol) | 334 | +41 | 18537 | 3 | 35/2 |
| 20 | EVERLAST Black Jesus (Tommy Boy) | 304 | +43 | 18986 | 3 | 23/0 |
| 27 | SLASH'S SMAKEPTT Been There Lately (Koch) | 279 | -15 | 10568 | 5 | 29/0 |
| 3 28 | 'LENNY KRAVITZ Again (Virgin) | 279 | $+80$ | 18634 | 2 | 27/3 |
| 29 | FOO FIGHTERS Next Year (Roswell/RCA) | 264 | -27 | 13021 | 7 | 24/0 |
| $21 \quad 30$ | 8STOPS7 Question Everything (Reprise) | 256 | -209 | 15915 | 13 | 26/0 |
| 31 | Jumy PAGE \& BLACK CROWES Hey Hey What... (Musicmaker.com/VI) | 247 | +69 | 12184 | 2 | 24/3 |
| (32) | COLD Just Got Wicked (Fip/Geffen/Interscope) | 243 | +3 | 11892 | 7 | 26/2 |
| 34 | LINKIN PARK One Step Closer (Warner Bros.) | 241 | +1 | 10494 | 4 | 27/0 |
| 47 97 | MATCHBOX TWENTY Crutch (Lava/Atlantic) - | 237 | +78 | 13609 | 2 | 18/0 |
| Debut 3 | STONE TEMPLE PILOTS No Way Out (Atlantic) | 233 | +201 | 14795 | 1 | 35/10 |
| Debut 36 | GODSMACK Awake (Republic/Universal) | 212 | +203 | 15828 | 1 | 52/52 |
| $36 \quad 37$ | DEFTONES Change (In The House Of Flies) (Maverick) | 205 | -30 | 17460 | 19 | 16/0 |
| 37 | MARVELOUS 3 Sugarbuz (HiFi/Elektra/EEG) | 203 | -19 | 10512 | 9 | 24/0 |
| $33 \quad 30$ | AMERICAN PEARL Free Your Mind (Wind-up) | 196 | -58 | 10565 | 9 | 26/0 |
| Debut (10 | DUST FOR LIFE Step Into The Light (Wind-up) | 196 | +56 | 8240 | 1 | 23/3 |
| $31 \quad 41$ | LIVE They Stood Up For Love (Radioactive/MCA) | 196 | -73 | 14014 | 14 | 15/0 |
| Debut | LIOUID GANG Closer (Lava/Atlantic) | 187 | +59 | 10487 | 1 | $27 / 2$ |
| 36 | DISTURBED Stupify (Giant/Reprise) | 185 | -20 | 11554 | 19 | 19/0 |
| $\infty$ - | INCUBUS Stellar (Immorta/Epic) | 170 | -29 | 13823 | 13 | 14/0 |
| 48 (13) | VALLESO Into The New (Crescent Moon/550 Music) | 161 | +10 | 5179 | 2 | 18/1 |
| Debut 6 | PAPA ROACH Broken Home (DreamWorks) | 158 | +15 | 7757 | 1 | 21/2 |
| $45 \quad 47$ | ORGY Fiction (Dreams In Digital) (Elementree/Reprise) | 158 | -12 | 5820 | 4 | 16/1 |
| 44 | ALICE COOPER Gimme (Spitfire) | 150 | -24 | 7146 | 5 | 14/0 |
| Debut 0 | IRON MNDEN Out Of The Silent Planet (PortraitColumbia) | 132 | +30 | 4775 | 1 | 18M |
| Debut | (HED) PLanet EARTH Bartender (Volcano/Jive) | 127 | 0 | 7343 | 1 | 18/0 |



70 Rock reporters. Montored eirplay deras supplied by Mediebase Research, a divieion of Premiere Redio Notworks. Songs ranked by totel plays for the elipley week of Sunday 924 -Seturday 930 . Butbes eppeer on songs geining playe or remeining fint from previoue


 The Ativion Compery (Copyiget 2000, The Atbiton Compery). © 2000, RaR inc.


## Most Increased plays

WHET THLE. LABEL(S)
GODSmACK Awake (Republic/Universal) STOME TEMPLE PILOTS No Way Out (Atantic) COLLECTIVE SOUL Why Pt. 2 (Attantic) IOMMI Goodbye Lament (Divine/Priority) U2 Beautiful Day (Interscope)
LENHY KRAVITZ Again (Virgin)
MATCHBDX TWENTY Crutch (Lava/Atlantic)
SAMMY HAGAR Serious Juju (Cabo Wabo/Beyond) +70 J. PACE \& BUACX CROWES Hey Hey... (Musicmaker.com/V) +69 COC Congratulations Song (Sanctuary/SRG) +63


 5 -1



## Now \& Activo

## CRUSHOOWH This (MCA)

Total Plays: 126, Total Sations: 14. Adds: 1

TAPROOT Again... (Velvet Hammer/Atlantic) Total Plays: 122, Total Seations. 15, Ados: 0

COC Congratulations Song (Sanctuary/SRG) Total Pays. 104, Total Sations. 19. Adss: 6

TOEWATER GPAW Here On The Outside (Wamer Bros.) Total Pays: 93 . Total Stations: 15. Adds: 1

BENDER Isolate (TVT)
Toal Plays: 85. Total Sutions: 15, Aods: 3
mapx KMOPFLER What it is (Warmer Bros.) Total Plays: 73. Total Sutatons 10, Adols. 3

ULTRASPMN Where (Epic)
Toul Plays: 72, Towa Sutions: 11, Adds: 2

LIMP BIZXIT Rollin' (Flip/merscope)
Tota Plays. 72. Toul Sutions: B. Aotas: 0
LIMP BIZXIT My Generation (Aip/nterscope) Total Plays: 70. Total Stations: 8 , Ados: 0

OFFSPRMNG Original Prankster (Columbia) Tota Plays: 35. Total Stations: 11, A000s: 11

Soness rated by botai plays
[10.

## CREED Higher (Wind-up)

| U.P.O. Godless (Epic) |
| :---: |
| A PERFECT CIRCLE Judith (Virgin) |
| achic Satellite Blues (EastWesteEG) |
| metallica No Leaf Clover (Elektra/EEG) |
| RED HOT CHILI PEPPERS Otherside (Warmer Bros.) |
| G008mack Voodoo (Republic/Universal) |
| matchbox Twewty Bent (Lava/Atlantic) |

f00 FIGHTERS Leam To fly (Roswell/RCA)
COLLECTIVE SOUL Heavy (Atlantic)
RED HOT CHLL PEPPERS Scar Tissue (Warner Bros.)
incubus Pardon Me (Immorta/Epic)
KIO ROCK Only God Knows Why (Top Dog/Lava/Atlantic)
CREED What If (Wind-up)
AC/DC Stiff Upper Lip (EastWest/EEG)
GODSMACK Keep Away (Republic/Universal)
LENNY KRAVITZ Fly Away (Virgin)
BUCKCHERRY Lit Up (DreamWorks)
SANTAMA F/ROB THOMAS Smooth (Arista)
METALLICA Turn The Page (Elektra/EEG)

## ROCK <br> Golng For Acds <br> 191000

EVE 6 On The Root Again (RCA)
GEDDY LEE My Favorite Headache (Anthem/Atlantic)
OFFSPRING Original Prankster (Columbia)
SAmantha 7 Framed (Portrait Columbia)

## TOP 100 <br> POWER GOLD

1 AEROSMITH Sweet Emotion
2 RUSH Tom Sawyer
3 Kempy wavine shepherd Blue On Black
4 Hem HEMDRIX All Along The Walchtower
5 02ZY Ossourne Crazy Train
6 AERDSimth Dream On
72 rop La Grange
8 ACJC You Shook Me All Night Long
9 AEROscurth Walk This Way
18 GUMS $\mathrm{N}^{\prime}$ ROSES Sweet Child $0^{\prime}$ Mine
11 AC/DC Back In Black
12 STOME TEMPLE PLOTS Interstate Love Song
13 van halew Panama
14 BLaCK SABEATH Paranoid
15 VAM malew You Really Got Mo
15 RUsH Limelight
17 CLACX CROWES Hard To Handle
1t scorptions No Ono Like You
15 GEOREE THOADG000 Bad To The Bone
21 min remondx Purpio tere
21 Ruser Spinit of Ratio
$22 \boldsymbol{Z T O P}$ Tush
23 vam huikw Rumin' With The Dovil
24 cuns w. Roeses wetcont To The Jungle
26 cums ${ }^{\prime}$ ' Roses Paradise Ciy
28 yaw halen danime's Cryin
27 rameas Carry On Waymard Son
20 ACDC Highway To Hell
22 Pum flovo Comfortably Numb
30 steve ray vauchaw Pride And doy
317 TOP Sharp Dressed Man
32 pawn floyo Run Like Hell
33 LYMYRO SKYYurno Sweet Home Alabama
34 LED ZEPPELH Black Dog
35 STOME TEMPLE PILOTS Plush
36 SCORPIONS Rock You Like A Hurricane
37 LEO ZEPPELIN Rock \& Roll
38 LEO ZEPPELIN Ocean
39 OZZY OSsOURNE Flying High Again
40 bostom Peace of Mind
41 BILLY SQUIER Lonely Is The Night
42 AC/DC Dirty Deeds Done Dirt Cheap
43 PINK FLOYO Hey You
44 blue oyster cult (Don't fear) The Reaper
45 TOM PETTY Runnin' Down A Dream
46 alice in Chaims Man in The Box
47 VAM HALEN Ain't Talking 'Bout Love
48 PIMK floyo Young Lust
49 VAN HALEN And The Cradie Will Rock 50 RED RIOER Lunatic Fringe

51 OEF LEPPARD Photograph 52 PIMK FLOYO Time
53 LED ZEPPELIM Ramble On 54 LED ZEPPELIN Immigrant Song 55 oays of the mew Touch. Peel 8 Stand 56 BILIY IDOL White Wedding
57 JIMI HEMORIX Foxey Lady
58 QueEm fat Bottomed Girls
59 LED ZEPPELUN Whole Lotta Love
60 PIMK FLOYD Have A Cigar
61 blue oyster cult Burnin' for You
62 PINK FLOVD Learning To Fly
63 OZZY ossourme Mama, I'm Coming Home
64 MIRNAMA Come As You Are
©5 MENRT Barracuda
© LED ZEPreL Wiw Over The Hilts And Far Away
57 VAM HMEE Hot for Teacher
© MAZAPETH Hair Of The Dod
at wois pirset You've Gal Another Thing Coring 76 vam malen in Wait

71 Puwe f.OYD Wish You Were Here
72 aerosmith Rag Doll
73 72 TOP Leos
74 Fuwx fLOVO Happiest Days/Another Brick Pt. 2
75 DEF LEPPAD Foolin'
7 TED muegnt Cat Scratch fover
71 Peapr dam aive
7 Pume fiovo Money
75 TED MUEENT Stranglehold

- 3 sad company bad Company

31 BOSTOM More Than A Feeling
E2 BAD COMPAMY Rock \& Roll Fantasy
83 goldem earring radar Love
84 JImi hendrix Fire
85 CREEO One
86 ROLLING STONES Sympathy for The Devil
87 QuEen We Will Rock YouWe Are The Champions
88 ZI TOP Cneap Sunglasses
89 PINK FLOYO Brain Damage/Eclipse
90 van halen Dance The Night Away
91 metallica Enter Sandman
92 TOM PETTY Free Fallin'
93 stevie ray vaughan Crossfire
g4 JImi hemorix hey Joe
95 LEO ZEPPELIM Kashmir
96 Jq£ WALSH Rocky Mountain Way
97 Sammy hagar I Can't Drive 55
98 PEARL JAM Eventlow
99 AEROSMITH Dude (Looks Like A Lady)
100 AEROSMITH Back In The Saddle

Monilored aiplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Top 100 Power Gold is based on YTD monitored airplay data. O2000. A\&R inc.



## Stations and their adds listed alphabetically by market



## October 6, 2000

| ${ }_{\text {Wefk }}^{\text {Wek }}$ | ${ }_{\text {Wek }}^{\text {mik }}$ | October 6, 2000 <br> antsi mie label(s) | molus | niurs | $\underset{\substack{\text { unifissoms } \\ \text { (in) }}}{\text { chose }}$ | Weks ${ }_{\text {chem }}$ | Totu atmosme |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 1 | 3 DOORS DOWN Loser (Republic/Universal) | 1990 | -109 | 166454 | 21 | 69/0 |
| 2 | 2 | PAPA ROACH Last Resort (DreamWorks) | 1882 | . 92 | 157525 | 30 | 66/0 |
| 3 | (3) | PrIMMUS W/OZZY N.I.B. (Divine/Priority) | 1753 | +30 | 143398 | 14 | 62/0 |
| 4 | (3) | FUEL Hemorrhage (In My Hands) (550 Music) | 1652 | +107 | 128873 | 8 | 68/0 |
| 5 |  | DISTURBED Stupity (Giant/Reprise) | 1535 | +15 | 118916 | 28 | 66\% |
| 7 |  | CREED Are You Ready (Wind-up) | 1501 | +153 | 113917 | 6 | 680 |
| 8 | 7 | UNION UNDERGROUND Turn Me On... (Portrait/Columbia) | 1283 | -34 | 94268 | 17 | 680 |
| 6 | 8 | GOOSmACK Bad Religion (Republic/Universal) | 1242 | -265 | 91606 | 20 | 57/0 |
| 9 | 9 | HICRELBACK Breathe (Roadrunner) | 1224 | -43 | 83016 | 11 | 62/1 |
| 12 | (1) | GREEN DAY Minority (Reprise) | 1205 | $+60$ | 96334 | 6 | 61/0 |
| 10 | 11 | A PERFECT CIRCLE Judith (Virgin) | 1185 | -28 | 103835 | 26 | 63/0 |
| 17 | 15 | COLLECTIVE SOUL Why PI. 2 (Atlantic) | 1174 | +247 | 93365 | 3 | 61/3 |
| 11 | 13 | RED HOT CHILI PEPPERS Californication (Warner Bros.) | 1051 | . 121 | 88878 | 18 | 55/0 |
| 18 | (1) | FULL DEVIL JACKET Where Did You Go? (Island/IDJMG) | 915 | -11 | 61190 | 8 | 63/0 |
| 16 | 15 | 3 DOORS DOWW Kryptonite (Republic/Universal) | 906 | -35 | 88458 | 40 | 580 |
| 14 | 16 | METALLICA I Disappear (Hollywood) | 889 | -137 | 7974 | 24 | 57/0 |
| 15 | 17 | DEFTONES Change (In The House Of Flies) (Maverick) | 835 | -168 | 55770 | 21 | 4810 |
| 13 | 18 | INCUBUS Stellar (ImmortaVEpic) | 823 | -289 | 67408 | 16 | 51/0 |
| 19 | (17) | (HED) PLAMET EARTH Bartender (Volcano/Jive) | 814 | -5 | 62736 | 12 | $64 / 2$ |
| 20 | (3) | COLD Just Got Wicked (Flip/Geffen/Interscope) | 808 | +15 | 59122 | 8 | 640 |
| 2 | 3 | VAST Free (Elektra/EEG) | 808 | +39 | 68472 | 8 | $60 / 1$ |
| 2 | (3) | a PERFECT CIRCLE 3 Libras (Virgin) | 807 | +55 | 53330 | 5 | 52/3 |
| 2 | (3) | LINKIN PARK One Step Closer (Warner Bros.) | 706 | +73 | 53662 | 6 | 61/0 |
| Areater | 3 | GODSmACK Awake (Republic/Universal) | 683 | +680 | 77393 | 1 | 70/70 |
| Pranker |  | PAPA ROACH Broken Home (DreamWorks) | 682 | +93 | 52844 | 4 | 57/1 |
| Prankor |  | MEGADETH Kill The King (Capitol) | 652 | +53 | 58993 | 5 | 53/2 |
| 26 |  | ORGY Fiction (Dreams In Digital) (Elementree/Reprise) | 643 | +29 | 46257 | 6 | 48\% |
| Aramter | (13) | EVERLAST Black Jesus (Tommy Boy) | 622 | +26 | 56601 | 4 | 400 |
| ${ }^{27}$ | (3) | LIMP BIZKIT Rollin' (Flip/Interscope) | 620 | +15 | 56054 | 4 | 59,0 |
| 24 | 30 | LIMP BIZXIT My Generation (Flip/Interscope) | 601 | -42 | 57411 | 5 | 57/0 |
| 23 | 31 | RAGE AGANST THE MACHINE Testity (Epic) | 600 | -150 | 52765 | 10 | 49/0 |
| 33 | (32) | IOMWI Goodbye Lament (Divine/Priority) | 538 | +97 | 50793 | 3 | 46\%6 |
| 3 | (3) | U2 Beautiful Day (Interscope) | 445 | +59 | 43107 | 4 | $27 / 2$ |
| 32 | 34 | MARVELOUS 3 Sugarbuzz (HiFiElektra/EEG) | 432 | -28 | 26861 | 9 | 340 |
| Debut | 33 | STONE TEMPLE PILOTS No Way Out (Atlantic) | 381 | +347 | 25366 | 1 | 47/13 |
| 36 | 35 | SAMMY Hagar Serious Juju (Cabo Wabo/Beyond) | 362 | $+60$ | 28101 | 3 | 32/5 |
| 37 | 3) | TAPROOT Again And Again (Velvet Hammer/Atlantic) | 325 | +37 | 30639 | 10 | 34/1 |
| 3 | 3 | AC/DC Melddown (EastWest/EEG) | 293 | -168 | 18999 | 6 | 23/0 |
| 46 | 39 | DUST FOR LIFE Step Into The Light (Wind-up) | 284 | +84 | 25261 | 2 | 35/5 |
| 2 | (11) | LIDUID GANG Closer (Lava/Atlantic) | 251 | +28 | 19887 | 2 | 28/1 |
| 38 | 41 | FOO FIGHTERS Next Year (Roswell/RCA) | 236 | -39 | 14304 | 7 | 19/0 |
| 45 | (12) | VALLESO Into The New (Crescent Moon/550 Music) | 233 | +23 | 18137 | 2 | 23/1 |
| Debut | (13) | COC Congratulations Song (Sanctuary/SRG) | 231 | +106 | 17335 | 1 | 32/5 |
| 49 | (4) | WALLFLOWERS Sleepwalker finterscope) | 221 | +23 | 21276 | 2 | 13/1 |
| Debut | (15) | DEFTONES Back To School (Mini Maggit) (Maverick) | 213 | +143 | 13087 | 1 | 44/13 |
| 41 | 46 | SR-71 Right Now (RCA) | 210 | -21 | 22325 | 13 | 12/0 |
| 48 | (11) | CRUSHDOWN This (MCA) | 209 | +10 | 11393 | 3 | 2400 |
| 34 | 48 | 8STOPS7 Question Everything (Reprise) | 188 | -206 | 12404 | 14 | 20/0 |
| 43 | 40 | SUNNA Power Struggle (Astralwerks/Caroline) | 184 | -36 | 18380 | 8 | 20/0 |
| 40 | 50 | american Pearl Free Your Mind (Wind-up) | 182 | -69 | 11727 | 7 | 22/0 |



71 Active Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday $9 / 24$-Saturday $9 / 30$. Buthets appear on songs gaining plays or remaining fiat from previous week. It wo songs are tied in total plays, the song being phayed 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 recurremt atter 20 weeks. Gross impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000. The Abbitron Company). © 2000. R\&R Inc

## Most Added.

antist the lasels)
GODSmack Awake (Republic/Universal) OFFSPRING Original Prankster (Columbia) STONE TEMPLE PILOTS No Way Out (Atlantic) DEFTONES Back To School (Mini Maggit) (Maverick) SPINESHANK Synthetic (Roadrunner) IOMMI Goodbye Lament (Divine/Priority) SEVENDUST Going Back To Cali (Republic/Universal) KITTIE Paperdoll (NG/Artemis)
DUST FOR LIFE Step Into The Light (Wind-up) COC Congratulations Song (Sanctuary/SRG) SAMMY HAGAR Serious Juju (Cabo Wabo/Beyond) STRAT UP Angel's Son (ImmortalVirgin)


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| :---: | :---: | :---: |
|  | Demack |  |
| Awake (Repubilc/Universal) |  |  |
| total plarsmichense total stanowsados cmant |  |  |
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| PAPA ROACH <br> Broken Home (DreamWorks) |  |  |
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| MEGADETM <br> vill The Minn (Canitol) |  |  |
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Awake (Republic/Universal)

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Black Jesus (Tommy Boy) Playsmmcrease total statomsados 622/26 40/0
(28)

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## NIEKEIJABK

19-13* 0\% Burn and 8\% Familiar
-Kelly Music Research/National Call-out Chart
"Tested \#9 out of 30, 80\% familiarity + no burn."

- Glen Gardner/WJJO
"The record works great across the board. You look for records that work like this, It's refreshing! We love 'Breathe'" - Ryan Castle/93X
"Great Phones. It's on fire!" - Mark Feurie/WKLQ
3 Week Sales Pattern $\begin{gathered}3 W \\ 9134\end{gathered}=\begin{gathered}2 W \\ 9290\end{gathered}=\frac{L W!}{9887}$


## - October Tour with 3 Doors Down

- November Tour with Fuel
-- WAaf
WH1TM
MLUM
KLEA MACN
WRYMK KRZR
MYRK KROS

10 Arrolay At:
and menny more:


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## Prf Active Rocly

October 6, 2000

|  | mast mine umils) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 11 | PAPA ROACH Last Resort (DreamWorks) | 1474 | 1537 | 49\% |
| 2 | GREEM DAY Minority (Reprise) | 1384 | 1349 | 45/0 |
| 5 | DSETUReED Stupity (Gian/Reprise) | 1250 | 1213 | 481 |
| 6 | FUEL Hemorthage (in My Hands) (550 Music) | 1247 | 1148 | 47/1 |
| 35 | 3 DOORS DOWN Loser (Republic/Universal) | 120 | 1251 | 4411 |
| 46 | InCueus Stellar (Immorta/Epic) | 1898 | 1228 | 43/1 |
| 87 | A PERFECT CRBCLE Judith (Virgin) | 80 | 919 | 4810 |
| 78 | RAGE ABAmsT THE Machmie Testify (Epic) | 845 | 935 | 43/1 |
| 109 | 3 DOORS DOWW Kryptonite (Republic/Universal) | 81 | H23 | 47/ |
| 910 | Oing Fiction (Dreams in Digital) (Elementree/Reprise) | 775 | 834 | 42/3 |
| 1211 | Limp elzar My Generation (Fip/nterscope) | 767 | 77 | 450 |
| 1112 | DEFTOMEs Change (In The House Ot Pies) (Maverick) | 724 | 816 | 41/2 |
| 15 | LIMP EIEXIT Rolin' (Fip/interscope) | 722 | 64 | 468 |
| 1414 | A PERFECT CIMCLE 3 Libras (Virgin) | 693 | 701 | $42 / 2$ |
| 17 | PAPA ROMCH Broken Home (DreamWorks) | 672 | 617 | 43/1 |
| 22 | CREED Are You Ready (Wind-up) | 631 | 593 | 380 |
| 1617 | VAST Free (Elektra/EEG) | 054 | 681 | $44 /$ |
| 1318 | RED HOT CHWL PEPPERS Cawfornication (Wamer Bros.) | 650 | 718 | 41/1/ |
| 23 | BLam-1E2 Man Overboard (MCA) | 53 | 571 | 27/1 |
| 25 | Lumaw Parax One Step Closer (Wamer Bros.) |  | 554 | 4313 |
| 20 | UmON UNDEREROUND Tum Me On... (PortraitColumbia) | 84 | 588 | 381 |
| 1922 | (HED) PLANET ENATH Bartender (Volcano/Jive) | 583 | 60 | 45/1 |
| 18 2 | \% | 548 | 601 | 41/1 |
| 2424 | EVERLAST Black Jesus (Tommy Boy) | 547 | 551 | $38 /$ |
| 29 | COLLECTIVE SOUL Why PL. 2 (Ablantic) | 538 | 44 | 3311 |
| 26 | Primus w/ozer N.I.B. (Divine/Priority) | 512 | 483 | 23/1 |
|  | 600smucx Awake (Republic/Universal) | 491 | 1 | 44/43 |
| 2728 | U2 Beautiful Day (Interscope) | 409 | 492 | 2910 |
| 2829 | SR-71 Right Now (RCA) | 428 | 449 | 25/1 |
| 2130 | G00smacx Bad Religion (Republic/Universal) | 401 | 597 | 2410 |

Monitored airplay data supplied by Mediabase Research, a diviaion of Premiere Radio Notworks. 50 Breakers reporters. Songs ranked by total plays for the airplay week Sunday 9/24-Saturday $9 / 30$. © 2000, RAR Inc.

| Wownaleamy WY | MTEZMemstem-Gohvesten | WhRU/Providanea |
| :---: | :---: | :---: |
| KTES/AIbaquergee | Wh2XAmdisapelis | MRXG/8aeramente |
| WHNX/AAlanta | WMF2/tmerville | marterall lite cily |
| MROX/Mustim | CHTERAs Vopes | unserte Ammela |
| WRAXPinminglam | WROM/Les Ampeles | uItren Frametaes |
| WMAF/testew | WIMF8/nimemplis | MMODRestile |
| WICW/testem | WITA/tilami | MFMK/ |
| wroxchieago | vxxh/mimneapelts | WPW/RA. Lents |
| ELLO/Colerade springs |  |  |
| WIEXVCelemtus. OH | Wxptichow Yeat | waimat. Lews |
| ROEE/Dalias | WHOR/Mertell | WKTE/Iampa |
| REPI/Dewver | WJRR/Orlamte | MFindiucsen |
| Kxplu/ ${ }^{\text {cower }}$ | WYSP/Phillataiphis | KMY2/7ulsa |
| Wula/eras Rapits | MEDJPheanlx | WHFP/Wastimgion, OC |
| WTPT/Erecmills, SC | XUPD/Pueenix | WWOCNWashingiea, DC |
| WaxMMarristar | WXOX/Pitsturgh | WICT/Wichita |
| WCCCAmartiord | RUFOPPorlias, OR | WKRE/Wikte Born |


> 1. ALNEE w Chames Man In The Box 2 mervama Smells Like Teen Spint
> 3 STONE TEMPLE PMOTS PIush
> 4 т. mivama Come As You Are
> 5 PEMir dum Eventiow
> - PEARL Hom Nive

> 7 CREED One
> 8 ALCEE MI CHAMMS Would?
> 9 DAYE OF THE WEW Touch, Peel \& Stand
> 11 sTowe TEMFLE PLOTS Interstate Love Song
> 11 OFFSPRillw Set Esteem
> 12 SOUWDGARDEN B Beck Hole Sun
> 13 sOUwDgard EM Foll On Black Days
> 14 OZZY OseOURME Cray Train
> 15 STOUE TEMPLE PLOTS Vasoline
> 15 cumis W' Roses Sweo Chidd 0' Mine
> 17 Gume w' Roses Welcome To The Jungle
> 18 sCumgandek Spoonmen
> is cums w' noses Paradise City
> 24 UNTVAMA in Bloom
> 21 CAMOLEEOX Far Behind
> 22 sEVEM MARY THNEE Cumbersome
> 23 muen Comedown
> 24 Peari din deromy
> 25 ALLCE MW CHAME Rooster
> 25 mirvamalithium
> 27 METMLLCA Enter Sandman
> 24. CREED My Own Prison

> 20 Lempy wravir Are You Goma go My Way 3a gneew day Brain Stew
> 31 ACDC You Shook Me AM Night Long
> 32 Offspang come Out \& Play
> 35 AEROSHITH Sweer Emotion
> 34 stome timile plots Sex Type Thing
> 35 muen Machinehead
> 35 TOOL Sober
> 37 WHTRE 20move More Human Than Human
> ${ }^{31}$ ACDC Highway To Hell
> 35 mLacx sumath Paranoid
> 40 Rush Tom Sawyer
> 41 FANTH MO MOREE EDIC
> 42 mevalu All Apologies
> 43 PEARR AMM Black
> 44 FLIER Hey Man, Nice Shot
> 40 sTowe TEMPLE PLOTS Big Empty
> 4 GREEA DAY When I Come Around
> 47 ACDC Highway To Hell
> 45 Butan Everything Zen
> 40 yan halew You Really got Me
> sid valu malew Rumpin' With The Devil

ACTIVE ROCK
POWER GOLD

51 vaw halem panama 52 mavama Heart-Shaped Box Es CREED What's This Lite for 54 yave's ADONCTIOW seon Caught Stealing 53 creed Tom
ESOO FREHTERS Evertong
57 RED HOT CMML PEPPERS Under The Bridge
58 OZZY 0seounaue Fying High Again
59 rewir wanie sheruicho Blue On Black -e sTowe TEMME PMOTS Wicked Garden 61 LNME COLOUR Cutt of Personality Q2 ELAcx Crow © cracter low
4 Offsprimg gone Away © metallica The Unforgiven - scorphoms No One Like You 67 LED IEPPELM Black Dog © OZEY OSBOUNME No More Tears
 7 ALLCE m CHumes Them Bones 71 BLacx SABEATH IIO Man 72 VIM HNLEN Hot for Teacher 73 sconpione Rock You Like A Hurricane 74 ALCE WI CHMise Ho Excuses 75 TEMMLE OF THE 006 Hunger Strike 75 OffspRimg Gota Get Away 77 WHITE ZOmme Thunder Kiss '65 70 ACNC Helt's Betts
79 ACrDC Dirty Deeds Done Dirt Cheap at bueh Littie Things 31 OZZY 0ssountic Mama, I'm Coming Home ${ }_{2} 2$ Tounise Possum Kingdom ts Davize Mother
\& COLLECTIVE SOUL Shine 5\%murnonax Purpie Haze * AEROSMmTH Walk This Way 87 SOUMDGARDEM Outshined 45 LNEIANOM
30 METALLICA Until it Sieeps 20 PENPL JMA Daughter 91 STABAmG WESTWARD Save Yourseff 92 AEROSEMTH Dream On \$3 wous phiest You've Got Another Thing Comin 9 sTome temile phots Creep 5 PENBR dum Better Man 23 Candlebox you 97 meTAllCA Nothing Else Matters 9 meTAlluca Wherover I May Roam 90 green day Basket Case 100 LED ZEPPELW Rock \& Roll

Monitored airplay data supplied by Mediabase Research, a division of Premiere Ra Networks. Top 100 Power Gold is based on YTD monitored airplay data. © 2000, RARI

ULTASPAMW Where (Epic)
Totel Plist: 178, Totel Stame 17, Ader: 0
SEvewoust Going Back... (Rapubic/Universal) Toed Play: 134. Towil Staions: 25. Ades: 6

OfFsprews Original Pranister (Columbia) Total Pras: 132. Totel Stuions: 41,Atas:41
SUAHP'S SMCYEPT Been There Lately (Koch) Iotal Plays: 121, Total Stations: 16, Adds: 1

REMER Isolate (TVT)
Tote Plays: 120, Totel Sretions: 14, Ades: 0
One numute suence fish Out Of Water (V2) Totel Plays: 118, Tocel Stitions: 16. Ados: 4

LEwNY KRAVIZ Again (Migin)
Totar Plays: 106. Tota Stations: 9 Addes:0
WIIIE Paperdoll (NG/Artemis)
Totel Play: 102. Total Stetions: 18, Ados: 6
SPMicshanm Symthetic (Roadrunner) Totel Play: 78, Total Stations: 16, Adds: 7

STPMT UP Angel's Son (immortaWirgin) Totel Pieys: 58. Total Stations: 12. Ados: 5

Painen 55 Loose (Island/IDNMG) Total Pays: 54, Total Stations: 8, Adds: 1

Solops rambed by total plays


EVE 3 On The Roof Again (RCA) GEDDY LEE My Favorite Headache (Anthem/Atlantic)
OFFspramg Original Prankster (Columbia)
samantha 7 Framed (PortraitColumbia)



GODSMACK



## Nisimit <br> $\theta$ <br> Tracey Hoskin not. hook Ellter

WThen you spend 15 years in Sepultura before breaking off on your own. you're bound to bring some sorn of following with you, right? Right. Dubbed "The Bob Marley of Metal" for his ability to bring people together through his music, Max Cavalera has assembled quite a cast for his latest project. Soulily. The lineup on their latest Roadrunner release, Primitive, includes Will Haven's Grady Avenell. Slayer's Tom Araya and Slipknot's Corey Taylor.

Soulfy's music makes me want to beat the crap out of somebody one minute and burn incense the next - or do both at once. On a scale of one to five grimaces. I'd say this band deserves the full five. I'm running the risk of sounding old by saying this. but the angry kids will love it.

With intense. evil, screaning vocals and very cool tribal drumbeats. Primitive is great. and the title describes the music to a T . Highlights include "Son Song." featuring Sean Lennon. "Soulfly II" and the song that all the kids are grooving and shoving one another to. "Jumplafuckup." The hands-down favorite track at specialty. "Jump" is, in a word. intense. Featuring Slip-knot's Corey, the track pleases moshers and political activists alike.

Soulfly have been kicking ass and taking names at No. I on the specialty chart for five weeks now. KRXQ/Sacramento's Che Brooks

Soulfty
says, "Primitive has what it takes to get me moving and my listeners calling. The tribal elements that have long been a mainstay in Cavalera-led bands are still evident, but it's the return to ferocity that is the real selling point. It doesn't hurt when you have an all-star lineup to back you up in the form of Grady. Tom and Corcy, either. But, as has always been true, Max knows how to bring the shit!'


## Prg Top 20 Spocialty Artists Octobere, 2000

1 sOULFLY (Roadrunner) "Jumpdafuckup," "Back To The Primitive"<br>2 IOMmil (Divine:Prionity) "Goodbye Lament," "Time Is Mine"<br>3 SLAVES ON DOPE (Divine/Priority) "I Can't Die," "Inches From The Main..."<br>4 NOTHMNFACE (TVT) "Bloeder," "Make Your Own Bones"<br>5 MUDVAYNE (No Name/Epic) "Dig," "Internal Primates...." "Nothing To Gein"<br>6 Downset (Epitaph) "Together," "Fallen Off"<br>7 COC (SRGSanctuary) "Congratulutions Song." "Diablo Blvd."<br>8 HYPOCRISY (Nuclear Blast) "Blinded," "Digital Prophecy"<br>9 8TRNT UP (ImmortaWirgin) "Angel's Son," "Absent"<br>10 DEFTOMES (Maverick) "Back To School (Mini Maggit)"<br>11 PISSING RNZORS (Noise) "Fork Tongue," "Fields Of Disbelief"<br>1240 GRIT (Metal Blade) "Ground Zero," "Heads"<br>3 COLD (FipipgeffenMiterscope) "Just Got Wicked," "Send In The Clowns," "She Said"<br>14 L.E.S. STITCHES (Artemis) "Miss You"<br>15 SPINESHANK (Roadrunner) "Synthetic," "Malnutrition"<br>16 AMEN (Virgin) "The Price Of Reality," "Justified"<br>17 LIOUID GANG (Lava/Atlantic) "Blunt Force Trauma," "Closer"<br>18 AT THE DRNE-WN (Grand RoyaWirgin) "Mannequin Republic," "One Armed Scissor"<br>19 EVERLAST (Tommy Boy) "Black Jesus"<br>20 HALFORD (Metal-Is/SRG) "Nightfall," "The One You Love To Hate"

Ranked by total number of shows reporting the artist, with Illies
isted in onder of most airpley

## Specialty Show Reporters

## Shows and their Top 5 songs listed alphabotically by market

| Jomes Ratic Metwart (JRW) <br> mieme <br> Rexy Hrah or mime <br> Amercan Puer "Fren Wous Mind <br> Limp Bata tity Generition" <br> Invin Path One Siug Coner <br> tommutlan Atatury Fima Dn <br> AT The Orworn "Ona Armed Scessor" |
| :---: |
| MII Createastive (MN) <br> Mo Divem <br>  <br> aroy Trome <br> Luqual Gimg trown <br>  <br> 4as fix <br> Limplota whemartan: |
|  |
|  <br> nometin <br>  <br> The Serve <br> Stres On Dope "Theits for Hoterng- <br> Pissige Azzors "Rum" <br> Monagtaci "Inancian Low" <br> cac over it <br> Mutayme Dewt Blooms" |






| wetrisalt lake City, UT <br> ancto mixe <br> sentey $4-11$ get <br> bery <br> Anen "Ratuse Athen" <br> Stracup "Absert" <br> Souny bact To The Pimpe" <br> 40Git 7wes. <br>  |
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| MSW/teatle, Wh $\qquad$ <br> Doter Dres <br> Knom "Pun" <br> Hyecriv Tisions Duscens <br> to <br> HWord Thesurnetion" |
|  |
| WKTMEst. Lenis, mo <br> Stuct more sel fine fore <br> Sounty Pan <br> Aehtwonsh "Aour <br> (ndil penar eand Whong To ore" Desturter That E ant |

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KLPXTicsen, AL






WWOC/Washiegtan, DC mon misher





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20 toell reportios from the Netwe Rock end Poct inem


## Stations and their adds Ilsted alphabetically by market

## Now : Active

MATCHBDX TwENTY Crutch (Lava/Atlantic)
Total Plays: 286, Total Stations: 18, Adds: 1
OUMDUMS Everything (MCA)
Total Plays: 284, Total Stations: 26, Adds: 0
LIFEHOUSE Hanging By A Moment (DreamWorks) Total Plays: 279, Total Stations: 34, Adds: 9

OFFSPRING Original Prankster (Coliumbia)
Total Plays: 265, Total Stations: 61, Adds: 61
FULL OEVIL JACKET Where Did You Go? (ISlandIDJMG)
Total Plays: 240, Total Stations: 22, Adds: 2

- $A$ 'Monkey Kong (Mammotn)

Total Plays: 217, Total Stations: 23, Adds: 2

6GIG Hit The Ground (Ultimatum)
Total Plays: 212, Total Stations: 15, Adds: 1
ULTRASPANK Where (Epic)
Total Plays: 202, Total Stations: 16, Adds: 0
NINE DAYS IfI Am (550 Music)
Total Plays: 173, Total Stations: 11, Adds: 0
EmMEM Stan (Aftermath/Interscope)
Total Plays: 159, Total Stations: 8, Adds: 1
sevewdust Going Back To Cali (Republic/Universal)
Total Plays: 145, Total Stations: 15. Adds: 3
FATBOY SLIM Ya Mama (Skint/AstralwerksVirgin)
total Plays: 138, Total Stations: 10, Adds:

INCUBUS F/BIG PUNISHER Still Not A Player (LoudColumbia)
Total Plays: 131, Total Stations: 10, Adds: 1
COLD Just Got Wicked (Flip/Geffen/Interscope)
Total Plays: 123, Total Stations: 20, Adds: 10
RIMER 55 Loose (Island/IDJMG)
Total Plays: 117, Total Stations: 8, Adds: 1
DANID GRAY Babylon (ATO/RCA)
Total Plays: 96, Total Stations: 11, Adds: 5
TRAVIS Turn (Epic)
Total Plays: 77, Total Stations: 8, Adds: 2

Songs ranked ty total play


Case Mosad.


## PART TWO OF A TWO-PART SERTES

# 'We've Got Passion Music' 

$\square$ Dave Richards details the evolution of O101's sound

ast week WKQX (Q101)/Chicago PD Dave Richards talked about joining the station from Active Rock WRCX. This week we continue our conversation by discussing how the sound of Q101 has evolved under Richards and how the format itself is blessed with music that sparks passion in the audience.

R\&R: Last week you wene
talking about how the fornat changes. That is ome of my favorite things abour the format: From swing ur ska, Alternative embraced it if it was big. Was WRCX still anound when swing hir?
DR: It was. and we were always happy to hear it on Q101. It was so dramatically different from what we were playing. We had more of the consistency of a hard, guitar-driven station. You are a fool if you think your audience stays only with your station. They will definitely tune in to your competition. When they do. and the other station is playing something so dramatically different (like a swing record). hopefully that listener will come back to your station. But when formats becone really close.... I cannot imagine what it would be like right now for a Rock station going up against an Alternative station that is playing mostly rock music.

R\&R: It seems like there was a gradual realization that programming at Q101 would not be about playing rock masic all the time, but that the style of masic would change over time.
DR: I see more that we need to embrace trends and be the leader in trends. If I want to look to the past. I can look at [Pop/Alternative] WTMX. which is playing the old Q101 library. You look at a monitor of that radio station, and you see a huge collection of songs that QIOI broke over a period of time. That is probably true about any market where the Alternative station is no longer playing a song - the "Modern AC" station has picked it up. Centainly a lot of bands who don't have a home at Alternative do have a home at Modern AC.
R\&R: What is the biggest difference musically between Q10I and WRCX?
DR: This gold library doesn it really matter at this station. I think last time I looked, it was $\mathbf{2 5 \%}$ gold. It was like having a bunch of grunge songs in your library. It is much more exciting seeing how music changes and embracing it. You spend a lot nore


Dave Richards
time involved with music. R\&R: Luckily: the current music also seems to be ertremely strong.
DR: For the first time in a number of years we' ve got passion music. Passion music is what made this format come to life in the early to mid- 90 s. The bands that came out of Seattle. The Beastic Boys, Rage Against The Machine - those were not bands that people liked; they were bands that people loved. The songs that were put on the radio would explode in sales, and Alternative would be pounding it immediately.

It has been a while since there has been music that people loved. and that is what can drive this format for years. Right now that's what is happening with Papa Roach and Disturbed it's music that people love again. Not only that. this music has become the mainstream. The mainstream has slid over again. Once you see these things popping up on a Modern AC or CHR. that is a sign that good things are in store for this format.

R\&R: The only difference is that in this enviromment the sales manager isnit taking clients to a Slipknot show:
DR: No. but 25 years ago you wouldn't want to take your clients to a Kiss show. There is no difference. Time changes everything. Somebody just sent me the America boxed set, and I realized that when I grew up in New York, Rock radio was playing America. We would laugh at that now. AC doesn 't even play that now. Times change. and right now mainstream has a hell of an edge to it. The kids love this stuff. They sell out shows immediately, like bands did in the early days of Pearl Jam. Stone Temple Pilots and Nirvana. Maybe this is parn of the evolution that this format really needed. I don't think it's a bad thing that some people consider it "rock" music. It's what is working for the format. Purism doesn't necessarily get you ratings.

R\&R: Let's talk aliout your arrival at Q10I again. Besides the obvions change of adding Mancow, how has QIOI changed since you got there?

DR: One thing we added and really raised the bar on was what is beIween the records. The production of Q101 was OK but we wanted more. We wanted this thing to be alive. The production director was a guy who had been here for 20 years. and his style no longer fil. so we made the creative director of Q101 the production director, because that is what he really wanted to do.
Then we brought over my old creative director. Ned Spindle, and had him reinvent the sound of the radio station. We made it more alive, more fun. and gave it a much more compelling sound between the records.
The only real personality change was in afternoons. Tim Virgin. who is a great friend. wasn't sure what he wanted to do, and since then he has been off doing record work. Sludge. who had done nights at WRCX. came over here to do aftemoons.
R\&R: At least you didn't have much work to do.
DR: It wasn't that easy. The talent that was here - Robert Chase. James VanOsdol, Jed and some of the weekend people - weren t doing their best work. They weren't being as fun and animated as they could be. When you have an anchor like Mancow. it enables these guys to open up and have more fun and hit the highest levels that they could. If they go back and listen to their own stuff from two years ago, they would probably say. "That is a different me."
This is a very alive, fun. compelling radio station now. In this format. if a station is not the most interesting radio station in any given market, it is not doing its job. The fun of the music and the fact that it is the most-talked-about music - and the youth aspect - mean it has to be the most "oh wow" station in any market.
R\&R: What kind of impact do think Mancow has had on the rest of the staff!
DR: It's has been a great addition. It has livened things in the hallways and made this sound like an allaround alive station. Mancow inspires people with the realization that they can do fun radio. It's had a huge impact. Plus, it is cross-promoted in

## Breaking Molly's Yes: Week 7

## - A ralle sad recerd liary

## Chris Williams

## APD/MD, WNNX (99X)/Atlanta

The 99X Big Day Out was last night. We are in a magical place right now. Everything is working for 99 X in 2000 . Green Day set the stage on fire, Scott Weiland sat in the house for Travis' set as a tan and got naked during his own set. Papa Roach and The Deftones made a loud noise, and 99X listeners were the big winners. There is nothing better than working in radio. I think Leslie's quote was, "My faith in rock ' $n$ ' roll has been restored." Can I get an amen?
Well, no news is ... no nows. I have reached a plateau with the Molly's Yes project this week. The retail program is undenway, calls are great (top five), and the band is in Altanta three times in three weeks. Now I sit back and wait for the payoft. If we succeed in creating a profite for the artist, I think we have a home run: If it doesn't connect, I think things will fizzie in the next three to four weeks.

- On an optimistic note, our Bij Naked experiment worked. We hed a simi lar partnership with Allantic to develop Bit Naked starting two to three months ago. This week Bit is No. 2 overall, No. 2 with P1s, No. 6 with men and No. 2 with women in calloun. I paired Bil and Molly's Yes frontman Ed Goggin at the 99X Big Day Out. Both were guest emcees. They introduced bands onstage with 99 X jocks, ran through the crowd with mikes doing bits on the air and hung out in the Digital Den for our post-concert wrap-up, adding cormmentary. We have two concerts in the next two weeks for Molly's Yes in Attanta, plus a Morning X pertormance. I'll give you a three-week sales trend next week.


## Howard Leon

VP/Promotion, Universal Records
September 25: After only a week of airplay "Fall Down" is top five phones at KKMRNDallas. Actually, it's top five phones among women, but that's really the only gender I'm personally interested in. In my opinion, anything without a uterus is a speed bump. Both Ed Goggin, the lead singer, and Seth Frieorman; their manager; called me today. Someone should tett them I don't talk 10 bands or managers on. Mondays and Tuesdays. I would tell them myseff, but it's Monday.

September 20, 4:23mm: Soundscan. Betore I get into the actual numbers: Did you ever notice that if you stare at a clock long enough, you can actually see the minute hands move scoo stowty ... but you gotta be reatIN really patient. With that in mind, sales had a $22 \%$ increase, 28-34 pieces in Altanta. In Dallas, they doubled from two to four pieces. The lesson is, \# you stare at this column long enough....

September 28: This weokend is 99X's Big Day Out, and we're flying Ed Goggin, the lead singer of Molly's Yes, to make stage and on-air announcements. They also have other guests coming, like Bit Naked and Jakob Dytan. This afternoon we gol a cryptic message from Ed about his wite's travel plans. Is he thinking we're gonna fly her out to Atanta with him? Nelly's got the No. 1 record in the country, and we're not flying his bictes anywhere. What the hell is Ed thinking? He shoulch't even be married. Rock musicians shouldn't be married unless they know how to use a video camera like Tommy Lee and Pamela. Actually Ozzy is really the only rock star who should be allowed to travel with his wife. Yeah, she's dangerous, manipulative and controlling ...but those are perfect qualities for a manager.

September 30, 7:30pm: The 99X preshow dinner. I never like to show up empty-handed, so since Molly's Yes was on sale at HMV for $\$ 8.99,1$ got Leslie and Chris each their own copy. Phil Conn from WwVV/Savannah, GA was there with his daughter. On, I'm sorry ... it's his girtfriend. Well, at least it's not a school night. I finally meet Ed. A really down-toearth, nice guy. He apologized for the confusion. He just wanted his flight intormation so he could bring his wife himself. Her name is Amber. Wow. II I knew what she looked like, I would've flown her out myself. I'm just lucky this isn't a real diary.
ways that are much different from other radio stations.
R\&R: Is your main cross-promotional focus taking Mancow's huge cume and moving it to other daypars.
DR: We have just under a million cume, so our issue is not cume. That's one of the reasons that what we do at this station to cross-promote Mancow is uniquely different.
R\&R: Give me some examples.
DR: The guy who does music news for the station in afternoons. Brian. is also on the morning show. Al Roker Jr. does the same: He does sports news for the moming show, and every day he goes to a game and calls in a report. Freak does traffic on the morning show. and he is also at every
single concert. He is the most wellknown concert person in the city, and he calls in from every show. Turd is the king of bar nights and calls in to other shows. All these guys are major characters on the moming show. 1 don't hear that Iype of camaraderic on other stations. These guys are always dropping in on other shows.
I compare it to television. I was watching something last night. and every quarter-hour there was a prono for the new Michael Richards show. People think that promoting something once every four or five hours will get the job done. When Mancow cuss a promo. it runs every hour of every day. During the morning show

## GOING



The follow-up to the Modem Rock Smash "promise," from the gold album HORRORSCOPE,
Look for EVE 6 featured on the new national MCI TV campaign www.eve6.com

October 6, 2000

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| 5 | 5 | 3 DOORS DOWN Loser (Republic/Universal) |
| 7 | 6 | ORGY Fiction (Dreams In Digital) (Elementree/Reprise) |
| 15 | 3 | BLINK-182 Man Overboard (MCA) |
| 9 | 8 | U2 Beautiful Day (Interscope) |
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| 6 | 10 | DEFTONES Change (In The House Of Flies) (Maverick) |
| 8 | 11 | SR-71 Right Now (RCA) |
| 12 | (12) | VAST Free (Elektra/EEG) |
| 16 | (1) | FOO FIGHTERS Next Year (Roswell/rCa) |
| 13 | 14 | WHEATUS Teenage Dirtbag (Columbia) |
| 20 | (3) | EVERLAST Black Jesus (Tommy Boy) |
| 11 | 16 | RED HOT CHILI PEPPERS Californication (Warner Bros.) |
| 18 | (1) | LIMP BIZKIT My Generation (Flip/Interscope) |
| ${ }^{21}$ | (1) | A PERFECT CIRCLE 3 Libras (Virgin) |
| 14 | 19 | 3 OOORS DOWN Kryptonite (Republic/Universal) |
| 17 | 20 | RAGE AGAINST THE MACHINE Testify (Epic) |
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| -reaker | (3) | RADIOHEAD Optimistic (Capitol) |
| 2 | (2) | COLLECTIVE SOUL Why Pt. 2 (Atlantic) |
| 29 | 23 | PAPA ROACH Broken Home (DreamWorks) |
| \% | (20) | OEXTER FREEBISH Leaving Town (Capitol) |
| 23 | ${ }^{27}$ | EVE 6 Promise (RCA) |
| 26 | 23 | HARVEY DANGER Sad Sweetheart Of The Rodeo (London/Sire) |
| 31 | (29) | LINKIN PARK One Step Closer (Warner Bros.) |
| 35 | 310 | CAVIAR Tangerine Speedo (Island/IDJMG) |
| 32 | (3) | (HED) PLANET EARTH Bartender (Volcano/Jive) |
| 3 | (3) | WALLFLOWERS Sleepwalker (interscope) |
| ${ }^{38}$ | (3) | GOOD CHARLOTTE Little Things (Epic) |
| 34 | 34 | BARENAKED LADIES Pinch Me (Reprise) |
| 27 | 35 | NICKELBACK Leader Of Men (Roadrunner) |
| 41 | 36 | CREED Are You Ready (Wind-up) |
| 4 | (3) | LENNY KRAVITZ Again (Virgin) |
| 42 |  | UNION UNDERGROUND Turn Me On... (PortraitColumbia) |
| 40 | 39 | VERTICAL HORIZON You're A God (RCA) |
| 3 | 40 | QUEENS OF THE STONE AGE The Lost Art Of Keeping... (Interscope) |
| 39 | 41 | EVERCLEAR Wonderful (Capitol) |
| 36 | 2 | OPM Heaven Is A Half Pipe (If...) (Atlantic) |
| 49 | (3) | Vallejo Into The New (Crescent Moon/550 Music) |
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| Debut | (4) | STONE TEMPLE PILOTS No Way Out (Atlantic) |
| Debut | (6) | GODSMACK Awake (Republic/Universal) |
| 4 | ${ }^{47}$ | P.O.D. Rock The Party (Oft The Hook) (Atlantic) |
| Debut |  | DUST FOR LIFE Step Into The Light (Wind-up) |
| 45 |  | DANDY WARHOLS Bohemian Like You (Capitol) |
| Debut |  | TAPROOT Again And Again (Velvet Hammer/Atlantic) |

## Most Added



The
tilt-a-whirl opens for rides on October 31st

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| DEFTONES Back To School (Mini Maggit) (Maverick) | () |
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| PAPA RDACH Broken Home (DreamWorks) | 5 |
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Breakers

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Most Added is the total number of new adds officially reponted to RaR
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toward overall total stations playing a song. Most Increased Plays lists toward overall total stations playing a song. Most increased Plays lists
the songs with the greatest week-fo-week increases in total plays. Woighed chart sppears on RAR ONLINE MUSIC TRACKING.

## "JUST GOT WICKED"



## BreakThrough

 ArtistDUM DUMS Track "EVERYTHING" LP. IT GOES WTHOUT SAYING lave: MCA

## By

Dayna Talley
AssI. Alternative Editor
ssentials: To take a description from their bio. The Dum Dums are "one part Green Day, two parts Supergrass." After listening to their debut album. II Goes Without Saying that the description is pretty accurate.

The history of this British band goes back to when Josh Doyle (vocals/guitar) and Stuart "Baxter" Wilkinson attended university together. The two talented young musicians ended up in the same classical music course. The fact that both of them shared a hatred of the class. as well as a love for music. brought forth the idea to start a band. Years before the band's actual lineup came together, the name was conceived by Doyle. Regardless of whether he took the name

from the lollipop or from the classic Iggy Pop tune "Dum Dum Boys," he must have known that it would pique the interest of a prospective listener. He and Wilkinson later hooked up with bassist Steve Clark, who rounds out the band. The trio moved into a communal house where they could focus on their music and perfect their sound. After gigging around the United Kingdom, they gained a large following and a stack of positive reviews. which earned them a deal with Wildstar (U.K.) and eventually with MCA in the U.S.
"Everything." the first single from /t Goes Without Saying, is already making its way onto American radio airwaves. The energy and enthusiasm that The Dum Dums put into their music are the right formula for a British invasion of a very different sort. Look out. America. here are they come.

A Different Artist's POV: (Alice Cooper. in a review of the band) "I loved this immediately! Green Day started the kind of simplistic vocal against the big, open beat. and it really worked well. You can tell there's some Beatles influence there, and that's good. Everybody everywhere still wants to be able to write a big '60s hit. Hey, I'd still like to write a big '60s hit!' Mr. Cooper then went on to give the single four out of five stars.

## Lynn Barstow, PD <br> Ray Seggern, MD <br> KMYZTulsa

We are really optimistic as we head into the fall book. Sometimes the. sheer volume of fourth-quarter label priorities can run at odds with putting out a consistent, familiar product for our listeners in such an important book, but we've got great new music from format staples (Limp Bizkit. Green Day, The Deftones and Rage Against The Machine) and a double-
handful of fresh artists who really
estabished themselves in 2000 and hint at staying power down the road. such as Incubus, Disturbed and Papa Roach. It is hard to gauge requests right now, when an average string of calls goess something like chis: "Rollin'," "Rollin'." "My Generation." "Rollin'," "That song by that chick singing about Iron Maiden tickecs," "My Generation," "Rolinn" and so on. One artist who has cut through the clutter is Union Underground, which is reacting way more than one would expect at such an earty stage. Conversely, a more passive record like Qusens Of The Stone Age or the new 3 Doors Down might not light up the phones, but they sound so good on the alr. Ryydog is foaming at the mouth for the next Incubus single, "Drive." but "Scellar" refuses to go away. Down, boy! Barstow chinks " 3 Libras" is a brilliant balance record and offiers (hod) Planet Earth as a fall dark horse

Barstow/Seggern ON THE RECORD


## New This Week:

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## alternative Colnc For aldelshave

EVE 6 On The Roof Again (RCA)
maRZ In The Mud (E-magine)
MOBY I/GWEN STEFANI Southside (V2)

## 'We've Got Passion Music' <br> Continued from Page 118

the rest of the airstaff talk about what will be going on the next day.
When there is a big wrestling event in town. for instance, we have a screaming guy who does wresting reports in the morning, and he busts in during breaks to talk about wrestling and gets chased out. It's a bit, an act, and this happens 24/7. I was driving home one Saturday night at about 9:30, and I heard Cow calling in from somewhere. Everyone is constantly in on everyone else's show.

R\&R: Dees that kind of promotion happen constantly?

DR: Constantly. We do the original Total Request Live, as most Alternative stations do. which we call The Top Nine at Nine. It has been going on here for five years, and every time one of those songs is played, it is cross-promoted ineo The Top Nine al Nine: "This song was No. 5 last night. Let's see what it will do lonight." Everything is cross-promoced, and not in a laidback way.
R\&R: Do you promote other dayparts during the moming show?
DR: Sure. We promote Road Rage, which is the aftemoon drive, commercial-free show. That is hit twice an hour. Top Nine at Nine gets hit two to three times an hour. We don't have a lot of benchmarks; we don't have a need for that. Hey, are we done now?

## alternative

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27 Smashing pumpkims Today
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## Alternative Playlists

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


## New Music Specialty Shows

ReAst Exclusive Leot At The Gutting ELyo or Attomative
Fathoy is Larye And ana
In Charge
Prien, you can start ringing your bell. because Fatboy Sum is holding onto the No. 1 spot, and it does not look like he will be moving anytime soon. Just in case you are wondering about the bell-ringing reference. I am talking about Brien Terranova of Astralwerks and his "good news" bell. You can hear it for yourself: All you have to do is call him and tell him how much you're loving his records right now, which include the new Fatboy singles, rockers Sunna (who are touring with Smashing Pumpkins) and King Biscuit Time. He'll be all over that bell.
Altemative gods (in my opinion) Radiohead make their debut this week with "Optimistic," which comes in at No. 4. The Deftones return to the chart with their new single at No. S, while Nigo make their char debut at No. 6 with the track "Freediving." Less Than Jake move into the top five. taking over the No. 2 position, as the Take a Bite Outta Rhyme compilation makes a lengthy jump to No. 3 from last week's No. 10 spot.
A band sure to be making a hot debut on our chart soon is Coldplay. I have to give mad props to Nettwerk for making this record available to us in the States. This band of four young Brit boys have put together an absolutely beautiful album entitled Parachutes. The album made a huge impact in Britain, which was made apparent when it sold 70.000 copies in its first week and went to the No. I spor on the charts. This first single from them, "Yellow," has already been picked up by heavyweights KROQ/os Angeles and KNRK/Portland. Netwerk's Tom Gates equates the emotion you get from listening to this album to the feeling you get when you first fall for someone, that feeling of total happiness, when all you can think about is that person. I took a copy home with me over the weekend, and I fell in love with it too. Completely mesmerizing. Don't worry if you have not received your copy yet, because it will not be shipping to specialty for a couple of weeks. Keep your eyes peeled for this one. To get more info, call Tom Gates at 212-760-1540 or Michelle Doram at 310-855-0643. Record Or The Week: Coldphy

## PrP Top 20 Artists <br> - October 6, 2000

| 1 | FATBOY SLIm (SKint/AstratwerksNirgin) "Ya Mama," "Sunset (Bird of Prey)" |
| :---: | :---: |
| 2 | LESS THNN AMEE (Fat Wreck Chords) "Look What Happened" |
| 3 | TAKE A BITE OUTTA RUMİE (Republic/Universal) "Various" |
| 4 | RADHOHEN (Capitol) "Optimistic" |
| 5 | DEFTONES (Maverick) "Back To School (Mini Maggit)" |
| 6 | NHCO FMEN LEE (Mo Wax/Beggars Banquet) "Freediving" |
| 7 | Prinizi 55 (Island/IDJMG) "Loose" |
| 8 | AT THE DRNE W (Grand RoyalWirgin) "One Armed Scissor" |
| 9 | AR (Nitro) "Days Of The Phoenix" |
| 10 | WEW FOUMD CLOFIY (Drive-ThruMCA) "Hit Or Miss" |
| 11 | LFEEHOUSE (DreamWorks) "Hanging By A Moment" |
| 12 | MMDA SURF (Mardev) "Hyperspace," "Mother's Day" |
| 13 | AMEN (I AmNirgin) "Price Of Reality" |
| 14 | STRAT UP FIANON (ImmortaWirgin) "Angel's Son" |
| 15 | d. MSCCS \& THE FOC (Ultimatum/Artemis) "Where'd You Go" |
| 16 | PALONLTO (American/Columbia) "Sonny" |
| 17 | SOUMRREL MUT ZPPPER (Mammoth) "Bedbugs" |
| 18 | ELECTRASY (Arista) "Morning Afterglow" |
| 19 | COLD (Fip/Geffen/interscope) "Just Got Wicked" |
|  | TRAMS (Independiente/Epic) "Turn" |

Aanked by total number of shows raporting ertiot

## Spocialty Show Reportors <br> Shows and their Top 5 songs listed alphabotically by martot

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## EAST

Chadel clastic rocker. Seacoast. NH neads PD. Selector, peo ple skills. organized. inciudes arshith WSHK. Box
NH O3821, Allention: Mark Ericson. EOE (10006)

## PROGRAM DIRECTOR

Radio station in northeast seeking a PD. Must have current music radio background, out-of-the-box thinking, appreciation of creative production and 3 years PD experience. Successful candidate probably now programs Rock, CHR or Hot AC. Submit resume to: Radio \& Records. 10100 Santa Monica Blvd., \#926. 5th Floor, Los Angeles. CA 90067. Women and minorities encouraged to apply. EOE

AM combo in New York's Northern Suburbs looking for program director/morning personality for stations playing adult standards. Must be a goodadult communicator with goxd interview skills to handle a full service morning show. Will be lead personality at station appearances and events. Knowledge of audiovault helpful. Tapes and resume to Steven Petrone, VP Operations, Pamal Broadcasting, Box 310, Beacon, NY 12508. EOE.

WDEL-AM, in Wilmington, Delaware is looking for a morning anchor/reporter. Qualified candidate should be an experienced radio journalist who knows how to write broadcast news, how to deliver the news in an authoritative manner, and how to operate an audio board. Computer skills are also a must for our digital newsroom. Interested candidates should maila tape and resume to Chris Cart, News Director, WDEL-AM, P.O. Box 7492, Wilmington, DE 19803. Delmarva Broadcasting is an equal opportụnity employer.
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Moming Strow hoet sought hor our Country station. Must bo inn, interactive and tamily triendy. Rush T\&A: KTOM-FM, Bo 31460. Salinas. CA 93912 EOE (10.06)


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National Airplay Overview October 6, 2000


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YOLAMDA ADAMSS Open My Heart (Elektra/EEG) TONI BRAXTON Just Be A Man About It (LaFace/Arista) Boyz II MEN Pass You By (Universal)
Bebe whuns fancxumetr \& JOECOming Back Horme (Motown)
JOE Treat Her Like A Lady (Jive)
KEVON EDMONDS Love Will Be Waiting (RCA)
ERYKah badu Bag Lady (Motown)
SISOO Incompiete (DragonDer Soulid.MMG)
CARL THOMAS Summer Rain (Bad Boy/Arista)
(10) CharLIE WILSON Without You (Major Hits)

NORMAN BROWN FNESTA Rain (Warner Bros.)
2 rachelle ferrell Satisted (Capitol)
(13) JILL SCOTT Gettin' In The Way (Hidden Beach/Epic)

4 DONEL JONES Where ! Wanna Be (UntouchablesLaface/Arista)
paitil labelle Call Me Gone (MCA)
6 GERALD LEVERT Baby U Are (EastWesteEG)
TEMPTATIONS Sellish Reasons (Motown)
8 al Jarreau Just to be Loved (GRPNMG)
19 LV Woman's Gotta Have It (Loud)
PHIL PERRY Keep Me in The Dark... (PeakPrivateWindham Hill) AVANT My First Love (Magic Johnson/MCA)
RUFF ENOZ No More (Epic)
KELLY PRICE You Shourd've Told Me (T-NeckDef SouliDJMG) BONEY JAMES \& RICK BRAUNGrazin'In The Grass (Wamer Bros.)
WHITMEY HOUSTON Fine (Arista)
SAOE By Your Side (Epic)
CHANGING FACES That Other Woman (Atlantic)
KELLY PRICE As We Lay (Def SoulliDMMG)
R. KELLY I Wish (Jive)

STEPHEN SIMmONDS I Can't Do That (Priority)
\#1 MOST ADDED
SADE By Your Side (Eplc)
\#1 MOST INCREASED PLAYS
GERALD LEvERT Dream Witt No Love (Motown)

## TOP 5 NEW \& ACTIVE

MARY MARY F/B.B. JAY I Sings (CZ/Columbia) LIBERTY CITY FLA. Who's She Lovin' Now? (HarrellJJive) J.T. TAYLOR How (Taylor Made) LUCY PEARL Don't Mess With My Man (OverbrookPookle/Beyond) PROFYLE Liar (Motown)

## crean monng an moper

## ACTIVE ROCK

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3 DOORS DOWW Loser (Republic/Universal)
PAPA ROACH Last Resort (DreamWorks)
PRIMMUS w/OZZY N.I.B. (Divine/Priority)
FUEL Hemormage (in My Hands) ( 550 Music)
OISTURBED Stupity (Giant/Reprise)
CREED Are You Ready (Wind-up)
INON UMDERGBOUNO Tum Me On... (PortraitColumbia)
8 GODSmack Bad Religion (RepublicNniversal)
9 MICKELBACK Breathe (Roadrunner)
(1) GREEN DAY Minority (Reprise)

11 A PERFECT CIRCLE Judith (Virgin)
13 COLLECTVE SOUL Why PT. 2 (Attantic)
13 RED HOT CHHL PEPPERS Califomication (Wamer Bros.)
FULL DEVL AMCKET Where Did You Go? (Island/IDJMG)
3 DOODS DOWH Kryptonite (Republic/Universal)
16 metullica I Disappear (Hollywood)
17 DeFTOMES Change (in The House of flies) (Maverick)
18 MCUSUS Steilar (ImmortaIEpic)
(HEO) PLAWET EARTH Bartender (Volcano/Jive)
COLD Just Got Wicked (Fip/Geffen/merscope)
VAST Free (Elektra/EEG)
a PERFECT CIRCLE 3 Libras (Virgin)
LIMKIM PARK One Step Closer (Wamer Bros.)
goosmack Awake (Republic/Universal)
PAPA ROACH Broken Home (DreamWorks)
megadeth kill The King (Capitol)
ORGY Fiction (Dreams in Digital) (Elementree/Reprise)
EVERLAST Black Jesus (Tommy Boy)
LIMP BIZKIT Rollin' (Fip/interscope)
30 LImp BIzKT My Generation (Fip/interscope)
\#1 MOST ADDED
GODSmACK Awake (Republic Universal)
\#1 MOST INCREASED PLAYS
GOOSMACK Awake (RepubliciUniversal)
TOP 5 NEW \& ACTIVE
ULTRASPANK Where (EPic)
SEvenoust Going Back To Cali (Republic/Universal) OFFSPRING Original Prankster (Columbia) SLASH'S SNAKEPIT Been There Lately (Koch) BENDER Isolate (TV)

Natlonal Airplay Overviow October 6, 2000

## NACISMOOTH JAZZ

## (1) MARON TIPPIN Kiss This (Lyric Street)

 JOHN MICHAEL MONTGOMERY The Little Girl (Atlantic) GEORGE STRAT Go On (MCA)50 DEE MESSMMA That's The Way (Curb)
TOBY KEITH Country Comes To Town (DreamWorks)
FATH HII W/IM MCGRAW Let's Make Love (Wamer Bros/Curtb)
Travis Tritr Best of Intentions (Columbia)
LEANN RIMES I Need You (Sparrow/Curt/Capitol) VNCE GILL Feels Like Love (MCA)
PHIL vassar Just Another Day In Paradise (Arista/RLG)
MARTIMA MCBRIDE There You Are (RCARLG)
BRAD PASLLEY We Danced (AristaRLG)
BRAD PANSLEY We Danced (Arista/ricg)
OIXIE CHICKS Without You (Monument)
3 KENNY CHESNEY I Lost It (BNA/RLG)
TIM MCGRAW My Next Thirty Years (Curb)
sara evans Born To Fly (RCARLG)
17 TRACY LAWRENCE Lonely (Atlantic)
18 PATTY LOVELEES That's The Kind Of Mood I'm In (Epic)
S. WARINER W/G. BROOKS Katie Wants A Fast One (Clat
S. WARINER W/G. BROOKS Katie Wants A Fast One (Capitol)

SHANIA TWAIN I'm Holdin On To Love... (Mercury)
TERRI CLARK A Little Gasoline (Mercury)
billy ray Cyrus You Won't Be Lonely Now (Monument)
3 CLINT BLACK Love She Can't Live Witfout (RCA/RLG)
(24) CHAD BROCK The Visit (Wamer Bros.)

CHRIS CAGLE My Love Goes On And On (Virgin)
CLAY DAVIDSON I Can't Lie To Me (Virgin)
CLARK FAMILY EXPERIENCE (Meanwhile) Back At.... (Curb)
KENNY ROGERS He Will, She Knows (Dreamcatcher)
LONESTAR Tell Her (BNARLG)
REBA MCENTIRE We're So Good Together (MCA)
\#1 MOST ADDED
ALAN JACKSON www.Memory (Arista/RLG)
\#1 MOST INCREASED PLAYS
alan Jackson www.Mernory (Arista/RLG)
NEW \& ACTIVE
LEE ANN WOMACK Ashes By Now (MCA) kEITH URBAN But For the Grace Of God (Capitol)

## couminy mage en fose 73.

## ALTERNATIVE

ereen day Minority (Reprise)
MICLBUS Stellar (Immorta/Epic)
FUEL Hemorthage (In My Hands) ( 550 Music)
PAPA ROACH Last Resort (DreamWorks)
3 DOORS DOWN Loser (Republic/Universal)
ORGY Fiction (Dreams in Digital) (Elementree/Reprise)
clum-1:2 Man Overboard (MCA)
U2 Beautiful Day (Interscope)
desturbeo Stupity (Giant/Reprise)
10 DEFTOWES Change (in The House Of Flies) (Maverick)
11 SR-71 Right Now (RCA)

- vAST Free (ElektraEEEG)
f00 FIGHTERS Next Year (Roswell RCA)
4 WHEATUS Temnage Dirtbag (Columbia)
-1. Everlast Black Jesus (Tommy Boy)
6 RED HOT CMMLI PEPPERS Californication (Warner Bros.)
LMP BIZZIIT My Generation (Flip/mterscope)
A PERFECT CIRCLE 3 Libras (Virgin)
3 DOORS DOWM Kyptonite (RepublicNUniversal)
20 rage agamist the machame Testity (Epic)
Everclear am Radio (Capitol)
UIMP BIzict Rollin' (flip/interscope)
RADOOHEAD Optimistic (Capitol)
COLLECTVE SOUL Why Pt. 2 (Atlantic)
PAPA ROACH Broken Home (DreamWorks)
DEXTER FREEESH Leaving Town (Capitol)


## 27 EVE 6 Promise (RCA)

HARVEY DANGER Sad Swoetheart Of The Rodeo (London/Sire)
Lumun PARix One Step Closer (Wamer Bros.)
CAVAR Tangerine Speedo (Island/DJMGG)
\#1 MOST ADDED
OFFSPRIṄG Original Prankster (Columbia) \#1 MOST INCREASED PLAYS BLINK-182 Man Overboard (MCA)

TOP 5 NEW \& ACTIVE
MATCHBDX TWENTY Crutch (Lava/Atlantic)
DUM DUMS Everything (MCA)
LIFEHOUSE Hanging By A Moment (DreamWorks)
OFFSPRING Original Prankster (Columbia)
FULL OEVIL JACKET Where Did You Go? (ISland/IDJMG)

## dave koz Can't let You Go (The Sha...) (Capitol)

 JEFF GOLUB F/PETER WHITE No Two Ways About It(GRPNMG) RICHARD ELLIOT Moomba (Blue Note) CRAIG CHAQUICO Cate Carnival (Higher Octave) STEVE COLE Got It Goin' On (Attantic) EUGE GROOVE Vinyl (Warner Bros.)JEFF KASHIWA Hyde Park ("Ah, Ocoh" Song) (Native Language)
DAVIO BEMOIT Red Baron (GRPNMG)
MICHAEL LINGTON Twice in A Litetime (Samson)
VARIOUS ARTISTS Manenberg (Heads Up)
WAL TER 8easley Comin' At Cha (Shanachie) AL JARREAU Last Night (GRPNMG) ACOUSTIC AL CHEMY Beautiful Game (Higher Octave) michael mcdomald The Meaning Of Love (Ramp)
5 DOWN TO THE BONE The Zodiac (Internal Bass)
6 GEORGE BENSON Deeper Than You Think (GRPNMG)
BONEY JAMES All Night Long (Warmer Bros.)
CHELI MINUCCI My Girl Sunday (Shanachie)
JAZZMASTERS London Chimes (Hardcastie/TTippin w' Rhythm)
20 bRIAN CUL BERTSON Do You Really Love Me (Atlantic)
21 bRENDA RUSSELL Catch On (Hidden Beach/Epic)
22 TONI BRAXTON Spanish Guitar (LaFace/Arista)
23 B.B. MIMG/E. CLAPTONCome Rain Or Come Shine (DuckReprise)
24) SADE By Your Side (Epic)

STING She Walks This Earth (Telarc)
GROVER WASHINGTON JR. Chameleon (Telarc)
FOURPLAY Robo Bop (Warner Bros.)
JOE MCBRIDE Texas Rhythm Clud (Heads Up)
RONNIE LAWS Old Days/Old Ways (HDH)
bRIAN BROMBERG Relentless (Native Language)
\#1 MOST ADDED
SADE By Your Side (Epic)
\#1 MOST INCREASED PLAYS

## SADE By Your Side (Epic)

TOP 5 NEW \& ACTIVE
RONNY JORDAN F/ROY AYERS Mystic Voyage (Biue Note)
WARREN HILL Mambo 2000 (Narada)
RIPPIngtons Cruisin' Down Ocean Drive (PeakConcord)
ERIC ESSIX Rainy Night In Georgia (Zebra) MARC ANTOINE Children At Play (GRPNMG)
mac aovine en Pose 1 Re.

## ADULT AITERNATIVE

## Tw

U2 Beautifuu Day (Interscope)
WALLILOWERS Sleepwalker (Interscope)
8 mwe Atter The Rain Has Fallen (A\&MIIterscope)
baREMuyED LaDNES Pinch Me (Reprise)
5 DAVD GRAY Babylon (ATORCA)
mariK KMOPFLER What it is (Warner Bros.)
7 COUNTING CROWS All My Friends (DGC/Geffen/Interscope)
8 Jowwr Laws Breakin' Me (A\&MIInterscope)
9 STOWE TEMPLE PMLOTS Sour Girl (Aflamtic)
(13) JOAN OSEORME Safety in Numbers (Interscope)

SHAWH MLLLUMS Everywhere I Go (Columbia)
12 EVERCLEAR Wonderful (Capitol)
13 SISTER SEVEM The Only Thing That's Real (Arista)
Joww hunt Before I Go (Vanguard)
15 vertical horizon You're A God (RCA)
16 FASTEALL You're An Ocean (Hollywood)
OANOY warhols Botemian Like You (Capitol)
PAUL SIMOM OLd (Warner Bros.)
9 FOO FIGHTERS Next Year (RoswellRCA)
RED HOT CMHLI PEPPERS Californication (Warner Bros.)
XTC Stupidly Happy (Idea/TVT)
FIVE FOA fIGHTIMG Easy Tonight (AwareColumbia)
inolgewous Rest Ot My Days (Pachyderm)
24 SHELBY LYWNE Gotta Get Back (IslandIDJMG)
25 DEXTER FREEMSH Leaving Town (Capitol)
COLLECTIVE SOUR. Why PT. 2 (Atlantic)
THWDD EYE BLMO Deep Inside Of You (ElektraEEG)
28 DAWEL CAGE Sleepwalking (MCA)
CREED With Arms Wide Open (Wind-up)
KEE' MO' Come On Back (550 Music)
\#1 MOST ADDED
SHIvaree Bossa Nova (The Luckiest Girl)Bossa Nova... (Capitol)

## \#1 MOST\|NCREASED PLAYS

LENnY KRAVITZ Again (Virgin)
TOP 5 NEW \& ACTIVE
PAT MCGEE BANO Rebecca (GiantWB)
MATCHBOX TWENTY If You're Gone (Lava/Altantic)
B. B. KING/ERIC CLAPTDN I Wanna 8e (DuckReprise)

STEVE EARLE I Can Wait (E-Squared/Artemis)
JAYHAWKS Somewhere In Ohio (American/Columbia)


By Erica Farber

ick Purtan is regarded as Michigan's most respected air personality. Originally from Buffalo, he has become a household name to radio listeners in Detroit. Each weekday morning Purtan and his ensemble cast wake up the city and entertain from 5-10am. The recipient of just about every award the industry can bestow, Purtan has also received numerous accolades and much recognition for his charitable activities. He serves on many boards, including that of the Childrens Hospital of Michigan, and hosts such events as his annual Salvation Army radiothon, which has raised over $\$ 4.2$ million for the hungry and homeless of Detroit.

Getting into the business: "My dad wanted me to become a salesman in his manufacturer's rep company, selling anything that goes into furniture. He said he would give me $\$ 1,000$ if I would go into business with him. I tumed down the $\$ 1,000$, and now he asks me for money. He still doesn't know what I do. He's only been up to my radio station one time, and that was about three stations ago. It was interesting to see his reaction to what I did for a living. He still thinks I should have gone to work for him, selling."

His career in radio: 'I started at Syracuse University on the college station, WAER, where I worked with Ted Koppel. I went to Buffalo, then back to Syracuse for a master's degree while working at WOLF. I was the Buckaroo Sandman and played-country-and-western music at night by request for $\$ 1$ an hour. I got the degree and then went to Buffalo, WWOL. I was known by the name of Guy King. Everybody who did the afternoon show was known as Guy King. I was the fourth of five Guy Kings. Some terrific names preceded me - Bruce Bradey, Tom Clay, Frank Ward. Frank was one of the greatest radio talents I have ever heard in my life.
"David Susskind came to town when I was in the master's program. I was one of the few graduate students with a car, so the professor asked me to drive Susskind to the airport. On the way he asked what I was going to do when I got out of college. I said I was looking to become a dise jockey. He said he had a friend in Washington, Ben Strauss, who owned some stations. Tell him I told you to call; he said.

I did, and eventually ended up at Ben's station in Jacksonville, WMBR. I was there for a year, then went up to Cincinnati, WSAI. Those were quite the glory days. We had a 42 share, the highest audience share of any major market in America. From Cincinnati I went to Detroit. I spent five weeks in Baltimore before I got fired from WBAL. That was where Spiro Agnew and I had a bit of a ran-in."

His show: "We try to make it topical, relevant and

DICK PURTAN
Air Personality, WOMC-FM/Detroit
current - off the front page of the newspaper. As long as we can relate to people, they can relate to us. It's a very big show, in the sense that we have 10 voice people. I need all the help I can get, since I can barely do my own voice. Some are full-time, some are part-time. They come in and out on certain days of the week. I've done it that way for years, and it seems to work well for me.
'I absolutely love it. It's strange, but it's all I ever wanted to do, and it remains, to this day, all I want to do. Id like to sleep more - tired is a way of life, that's the way it is - but the minute my feet hit the floor, 1 love it, and I get moving real fast. When you get off at 10am, it's like, What am I going to do now?"

State of radio: "We need more consolidation. There's just not enough consolidation. If you tick off the wrong three guys nowadays, youll never work again. It has not affected me yet at all. You never know about tomorrow. I maintain good relations with all the general managers in Detroit, so well see."

Something about him that might surprise our readers: 7 taught Bobby Knight how to be a people person. One of my favorite hobbies is stalking Ashley Judd - at least in my mind. But given the fact that Im marnied and have six daughters, I don't do that. My oldest, Jennifer, is the new Executive VP of the ABC Radio Networks in sales. She just transferred from Detroit. My No. 4 daughter, Joanne, is an anchorperson on channel 7 here in Detroit."

Most influential individual: "Not counting Carrot Top, Pauly Shore and Pee Wee Herman. I would say Steve Allen, Johnny Carson, those guys. They're just great, honest, really terrific talents."

Career highlight: "Besides the Marconi and being nominated for the Radio Hall of Fame? I was kind of the focal point for bringing The Beatles to Cincinnati. Back in 1964 I was being courted by a station in Indianapolis. I was at WSAI at the time. The program director and I were having dinner, and he said, Has anybody got The Beatles for Cincinnati yet? I said, I don't know'' He gave me the name of the talent agency in New York and said. Why don't you give them a call?
"The next day I called, and they said no one had Cincinnati yet. They gave me six or seven dates and described what the venue had to be. As I recall, you had to have roughly a 13,000 -seat venue. I called Cincinnati Gardens, and they had 13,500 seats. I arbitrarily picked one of the dates, August 27. I called the agency back. They said, 'Send a check for $\$ 12,500$, then another check for $\$ 12,500$ just before The Beatles $g o$ on that night, for a total of $\$ 25,000$. I said, ' OK , send the contracts.
"I was the moming man. My wife and I had $\$ 2,500$. I went to four other guys at the station and asked if they were interested in kicking in $\mathbf{\$ 2 , 5 0 0}$ so we could bring The Beatles to Cincinnati. They all said yes and kicked in $\mathbf{\$ 2 , 5 0 0}$. I sent a cashier's check to the agent, signed the contract, and we had a deal. We sold out in no time at all. We ended up with 13,500 screaming young girls. It was bedlam. Each and every guy made a profit of $\mathbf{\$ 2 , 2 0 0}$ I also have a brand-new, crisp dollar bill that all four of the boys signed. I keep it in a safe deposit box. It was quite a moment in history.*

His run-in with Spiro Agnew: "One day the front page of the Baltimore newspaper indicated that Agnew was trying to get through a rather severe tax increase in Maryland. He was the governor. This was just a few months before Nixon tapped him as his vice-presidential candidate. One morning I referred to him as Spiral Tax Agnew. He heard it and called our general manager and
said. Tell your moming guy not to do that again. I got called in at 10 am , and the $G M$ told me not to do it again
"I go on the next day and do it again. The governor heard it, so we had to go down and have lunch with him. At the last minute he couldn't have lunch, but we ended up with his two top press aides. I was told in no uncertain terms that I better not do it again, or else. A couple of weeks later I was out on my ear."

Career disappointment: "All of the big job offers that came in as the years went on always came right in the middle of a contract. I was offered the WNBC morning job before Imus. We agreed, then ABC threatened to sue NBC, so that fell through. Then 1 was offered WMAQ in Chicago - same thing, same reason. At WLS in Chicago I got a call one day from Herb Salzman, GM of WOR. He wanted to talk to me about working for him. We met at the London Chophouse, and I remember being so impressed because they had my name on the cover of the matches.
"He kept talking to me about replacing his afternoon 'act'. Finally, I said, Who am I going to replace? He said, 'Bob \& Ray.' Shortly thereafter they were let go, but by that time I had decided to stay at WXYZ because I truly didn't want to do an afternoon show and certainly didn't want to replace Bob \& Ray."

Favorite radio format: "Anything Mel Karmazin likes. Aside from that, I listen to a lot of Talk radio."

Favorite television show: "I liked the History Channel special The Lighter Side of Hitler. I saw one on the Discovery Channel called The Otter: Nature's Bobsled. I watch more cable than commercial television. ${ }^{*}$

Favorite song: "Johnny Get Angry', but not because of Joanie Summers. I like the kazoos. Oh, and The Hokey Pokey,' 'cause that's what it's all about."

Favorite movie: "The Longest Day, Saving Private Ryan and Planes, Trains and Automobiles."

Favorite book: "Where's Waldo, certainly. Bodyguard of Lies, a great book about spies in WWI."

Talent he admures: "I loved Clavin and Finch. They were such incredible talents. I alluded to Frank Ward, who later worked at WNEW. I remember talking to Gary Stevens, and we both agreed that Frank Ward was the best we had ever heard. Gary wasn't so bad himself."

Favorite restaurant: "Since the Survivor series, I've really gotten into rats. And I like beetle larvee a lot, if they're prepared right. There was a place we ate at once in Stockholm called Five Small Houses. I thought it was absolutely fabulous."

Beverage of choice: "Low-fat yak milk. I'm not much of a drinker. Bottled water - isn't that pathetic?" Hobbies: "Aside from stalking Ashley Judd? Taking naps."

E-mail address: "womc.com."
Advice for talent: You have to do it all. I remember a number of years ago emceeing the Miss Sheep \& Swine Pavilion at the state fair. I rode a baby hippopotamus in a race against an ostrich and a baby elephant on a muddy track and came in last, right behind the baby elephant. I said to myself, Is this really necessary to maintain my popularity in town? I suspect there are times when it is.
"Show up, be on time, get along with management reasonably well and pretend that you're going to follow their dictates. I have found through the years that it is much easier to get forgiveness than to get permission. That's very true on the air. You gotta be able to step out and be on the edge, but not too much. Know when to pull back."


## CAVAN Going For Adds at CHR/Pop Now! MN N

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[^0]:    The GM Spotlight is selected by your nominations. Acknowledge the GM who made a difference in your career! E-mail nominations to pambaker@rronline.com.

[^1]:    
    Vouals Produced By Chris Farrern
    Execuive Producers Dawid Foster Barrv Landis and Javintes Foster-Lenv

[^2]:    Produced by Chris Porfer: Richard Ashcroft

[^3]:    65 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 $9 / 24$-Saturday $9 / 30$. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played 21 on more stations is placed first. Breaker status is assigned to songs reaching 1000 plays or more for the first time. Songs below No. 20 are moved to recurrent atter 20 weeks. Gross Impressions equats Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 2000, The Arbitron Company). © 2000, R\&R Inc.

[^4]:    Most Increased Plays
    abtist titie label(S)
    ALAN JACKSON www. Memory (Arista/RLG)
    LONESTAR Tell Her (BNA/RLG)
    TRAVIS TRITT Best Of Intentions (Columbia) TIM MCGRAW My Next Thirty Years (Curb)
     JOHN MICHAEL MONTGOMERY The Little Gird (Atlantic) +111 DIXIE CHICKS Without You (Monument) PATTY LOVELESS That's The Kind Of Mood I'm In (Epic) KENHY CHESNEY I LOST It (BNA/RLG) SHANIA TwAN I'm Holdin' On To Love... (Mercury) GARY ALLAN Right Where I Need To Be (MCA) RASCAL FLATTS This Everyday Love (Lyric Street) S. WARINER W/G. BROOKS Katie Wants... (Capitol) sara evans Bom To Fly (RCA/RLG) DARRYL WORLEY A Good Day To Run (DreamWorks) +55 CHRIS CAGLE My Love Goes On And On (Virgin) DWIGHT YOAKAM What Do You Know... (Reprise) +5 BILLY RAY CYRUS You Won't Be Lonely Now (Monument) +53 ANDY GRIGGS You Made Me That Way (RCARLG) +59

